# AlgoTecture Pitch Deck Storyline

*be independent of the things you do*

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## Executive Summary

AlgoTecture is an algorithmic technology whose name comes from the abbreviation of Algorithmic Architecture with the core mission of leveraging the accessibility of architecture using algorithms to make people's expectations affordable by following the vision of driving any built space on the earth autonomously accessible.

AlgoTecture's product is a decentralized data management framework that enables peers involved in building design, construction, operation, and financing for data delivery in an ultimate peer-to-peer manner. At AlgoTecture, the aim has always been to establish collaborative coherence among peers working on the design, construction, and operation of buildings and spaces.

## STATEMENT

Have everyone thought, why is it so difficult to get an apartment in Berlin, New York, London, Paris or Zurich?

Observing the Swiss rental market, we get the number, which is 40 — 40 Swiss francs cost possession of a square meter [1]. I am showing the income per possession - the total revenue per square meter. Simply said, property ownership is dramatically overpriced. To understand that, we introduce a model to simplify the relationship on a square meter. Let's start with some numbers:

- Total income by renting out the building to one tenant pays chf40 per square meter.
- The costs of running that property are chf30.
- 6 is the original cost or initial capital costs of the capital of the building property.
- The subtracting 30 and 6 from 40, we get chf4, so the property owner's yield is up to 10%.

The origin of this business model is the income per possession as an owner of the building. So in this example – you own a property, which generates chf40 Swiss Francs per square meter; this chf40 we call the possession costs. **The ability in Switzerland to share possession over space utilisation costs.**

Oversimplified **Built Environment Underutilised Due to Changing Demand.** Think of Airbnb; they increase the number of possessions contracts over the same utility from 1 to 4 and decrease underutilized costs at least three times.

However, very few peers understand — how they are driving this utilization problem, which has been a big secret on the market, and we will disclose this secret.

## PROBLEM

Before a building is ready for utilization, it goes through three stages - planning, construction and operation with a thousand processes. Those processes have costs, where the transactional costs are unknown; we call them **utility costs,** and they are high. The utility costs are chf30 considering the costs. Building costs lack ontology utility, and utility lacks transparency. This lack creates risks when all the associated real estate actors touch the same asset at different times for different purposes and handle different data on the same matter. Exactly these risks caused overpriced utilization costs, which are to consolidate as follows:

- Productivity in the construction sector has declined over the past 50 years. Now owners in Switzerland spend chf6 as the original cost or initial capital costs of the capital of building property associated with Material and Labour (chf6 is amortizing over the length of the rental contract over 20 years.)
    - There is a doubt about what is behind the wall, and they are about to touch, and you have to break that wall and see what's inside it. I'm thinking about asbestos and other concerns.)

[1] https://www.immoscout24.ch/de/immobilienindex

- The utility costs of running that property are chf30. This chf30 is the indirect costs associated with the costs of utilities that sort of thing as trading, energy, and maintenance activities.
    - The trading costs are all the transaction fees for utilities by third parties. Here are the associated costs with transitions on property operating expenses, such as broker fees, insurance, property taxes, subletting advertisement, and utilities such as telephone, internet, TV, etc.
    - Activity Silo represents all maintenance and repairs, such as snow removal, trash removal, janitorial service, pest control, building supervisor, and lawn care.
    - Energy is energy.

**There is no ledger in architecture.** There is no smart building without information on how it was built, how it was used, how it was leased, how it was ensured, etc. Get a lot of fight for others. I understand these issues at a transactional and pragmatic level and how deals can be done when data is chaotic or unreliably stored. Statistically, the last numbers don't render a significant profit; it is chf4 which is 10% of the overall possession costs - where 75% goes on utility costs, and anyone has little evidence of what that spend is for. In the States, investors use the words instead of "possession" they talk about "rental", but the concept and the phenomena are the same.

**This problem we are going to access**, this 75% is a problem which needs a solution. And this solution is possible now with the help of peers, called operation, and before we get to that indications for that our other running and how it comes operation, you have to **process in time** all those steps, be so-called **architectural data engineering data encloses a lot of value which is locked in time, this data is called Building Information Modelling Data or BIM Data, and link this data to autonomous process.**

## SOLUTION

AlgoTecture's Tech shifts the key value proposition from status to utility. AlgoTecture preserves a holistic approach to the whole:

- What is the systematic approach? What is innovation?

I explain the complexity of the AlgoTecture by visualising the systematic approach, a sort of analogy of two bounds. The Southbound and the Northbound.

### The Southbound

The Southbound conceptualises the **memory** of the physical space as AlgoTecture's technical proposal to the Digital Twin Concept. The development starts with serialising BIM data and seeing the demand for space sharing, but ends with activating the data by adding DaMaHub workflow - how types could be saved in the system allowing the sharing process to work and **how to create peer-to-peer networks which attract the optimising of the utilisation process.**

The memory of the physical space to the asset that each of the parties we identified on the slide has a piece of a puzzle of the memory of the building as they touched it, but not the whole history of the building. We are creating a system where BIM data transfer happens in time, not just in space, and ensure that this data is usable for hundreds of years. I've been talking to a castle owner whose family has owned the property for over 400 years, and they suffer from a lack of information. With AlgoTecture preserving the memory of the physical space to the asset, where each of the peers (as identified on the slide) has a piece of a puzzle of the memory of the building as they touched it, but not the whole history of the building. The Southbound is gathering services in their process, which are passing the data from planning from construction companies from legal companies in saving data first of all in this traditional service.

### The Northbound

The Northbound allows handling smart contracts ecosystem where peers could create smart contracts where DaMaHub, particularly HOP, development sits in the middle of the technology, allowing digitalizing of asset's utilisation. With AlgoTecture preserving memory, space owners has a piece of a puzzle and can make optimum decisions. For insurance and bankers who finance buildings or investors, having the complete picture is much more useful than trying to run around and catching pieces of design, construction, and utilisation history. **AlgoTecture's Space Contract,** where a space contains elements such as walls, slabs, roof, etc.. Peers satisfy the need of understanding what happened with these elements during the utilisation period. With AlgoTecture's Reference Contracts, peers create a timeline and gather all the events that happen to an element. How was it designed, how was it built, etc. these three classes of evolution and the timeline. The sweet spot is multiple aggregations as a use case.

### The Innovation

Summary: the cheapest solution ever allowing data sharing on peer to peer base.

## USAGE

A process as an example that leveraging the accessibility of architecture by storytelling renders an example of how customers use AlgoTecture, where:

- How the solution practically works? Who are the users?
- What is the benefit derived by the users, both owners of car parking spaces, whether that's presumably residents with their own single in-town space? And people looking for a car parking space?

Let's consider the most straightforward square metre of a parking space in Zurich. A standard Swiss parking space area is 5x2.5 metres, which is 12.5 square metres in total and costs 500 Swiss Francs or chf40 per sm. There are so than a year you divided spell chf4 contracts because instead of one person is using parking spot like for people using parking space.

The process of sharing parking spaces - next storytelling - is there if I need to go out by car to a meeting, a peer uses the location service of Google, but trys to find the parking space on Google or any other app you should be sure which underutilised right now.  On the other hand a parking space in possession of a family, that uses their car during the day and their parking space is underutilised. So they create a smart contract in a AlgoTecture UI/UX by processing a photo into properties. Space matures autonomously utilise. Now a branch of possibilities emerges with all the electric cars with all the sensors. Without sharing details of what happens:

- that to automate space shading idea basically so that buildings and user traffic buildings could be automatically solved so for that, do we need technical progress to communication which is peers platform like picture vision of putting all their data into a legal framework for the payment unity isn't management.
- Essentially the income renders from the utility as a service. Peers link the imagining such knowledge, then application which we think this with an interface on top of it. Peers can see put there with this decentralises we cycle distant reliance turn collaboration platform so we can link smartphones to each space and optimise utilisation of space.
- Additionally, AlgoTecture provides peers as architects with an infrastructure to save data that can be utilised in space and time.

Discussing comfort and security - the data about activities are unknown to each other; if it meets a refuse - could tell each of them more about the opportunity costs and reliability to profit from some sense of **coordination**. This **coordination is not without risks** — in the parking example, a family gives their parking spot to a stranger, who potentially can cause damage and cour evaluability to the parking spot owner. We need to deal with the insurance for evaluability. Some of these can be brought down, **but we do have risks of higher utilisation of assets.** we take instead of one contract - space will be utilised more we have from decrease the number of underutilised days in the month in this way price is falling down. Utilised by the same process, this is the acceptance by peers, and owners keep the same yields. People who use space say you pay this much less

through this kind of optimisation of the whole contract and management, and I do not include the legal requirements. For instance:

- We talk about climate change which will upgrade all the old buildings.
- The densification with spatial planning and construction rules (Ger.: Raumplanungsgesetz)
- The ADA (Disabilities) requires building owners set to make accessibility changes.
- everything I want to consider in your cost slide, some of those costs are related to the repurposing of a building. For any reutilisation (repurposing) of a building, you have other costs, which are amortised over the life of the leases. Now I bring you somewhere else, For instance, Wall Street is now more of a residential area of New York City than it once was the financial district of the city. Office Buildings were never built for habitation and had to conform to the residential requirements of the city. Those transition costs for a building can be very high.

Providing leverage for their designs, with a process of how BIM Data renders utilisation (now the only way is to record a video for explaination). so if I design a building or space in the building, as a car parking space design, will be used for creation services, facts are that bad anymore, forget from money for from design data.

## IMPACT

I'm looking at this through the lens of the landlord, as what you're trying to illustrate:

- What is the efficiency that gains by using the AlgoTecture network?
- What does bring down the cost for the user?
- What is the resulting yield for the property owner?

The scenario to possession costs of 5.5 associates with a utilisation number equal to 4, so the income per square metre that the property generates per contract through an increased number of utilisation is 22 instead of 40 comes through increased utilisation as example. Therefore, a smart-contracting ecosystem, an increasing number of utilisation will avoid speculation since the possession-sharing mechanism is present.

Airbnb case: We increase the number of possessions contracts over the same utility from 1 to 4 and decrease underutilised time at least three times.

We are bringing down the cost for the user, but as a result, still driving the same yield for the landlord. So the landlord maintains the same yield.

We cut utility costs through transparency and evidence provided by data. Simply said, by automating transaction costs:

- Peers don’t need to pay third parties as much, and so often
- Peers have contracts and don't need to pay extra expenses.
- Peers are starting to get access to a property at much lower costs, but the property owners are still generating the same profit.

This is the income peers now generate from the same square meter 5.5 per square metre of income per a single possession contract – which in sum result 22. Those 22 minuses 12 utility costs and minus chf6 result the same profit equals 4.

AlgoTecture technology decreases the possession costs up to 22 from 40. Where the main magic here is a contracting ecosystem of reference contracts and peer-to-peer data management, it will be invisible to the end-user since all the contracts run under a DAO mechanism.

**For the proof of concept, PoS, we created a Use Case Parking Contract. The efficiency we gain by having all data and algorithms on the peer-to-peer network. In the next step implementation in** lightning is a network (which is used for bitcoin or fiat payments) will allow peers using AlgoTecture for data and post monetary currencies that will be used daily for life form 2025 onwards.

## FUNNEL

Considering the Revenue Model, the assumptions work in each of the two funnels, where we manage the real asset projects and project portfolio management through the life cycle.

- Who are the customers there? On what basis are they paying?
- How does AlgoTecture sell the product essentially? How to understand the use case outcomes from the user's perspective? On what basis are the customers paying?
- For whom are they paying? What are they paying?

Fabrication and assembly this was what's 6 francs - how to sell additional service to construction companies that will use the service to provide more transparency and evidence to the customers. for example in a construction company that succeeds in designing more sustainable buildings by using sustainable materials - AlgoTecture's services leverage data for proof of all of that. **Under the condition of reliance on third parties,** in the initial phase as consulting and design you got your architects at the audience - getting that sort of data into the network – but during the construction phase, these large construction companies are **draconian** in the way they currently record data.

- Who is capturing the data? For example, what the third party put data into the network if data is captured during the construction phase?
- Whom are we dependent on to capture that data and upload that data into the network? Data in terms of supply chain data, e.g. how many square metres of steel; where did they get the steel from; what if they used wood instead of concrete; how many tonnes of wood have been used; what data we want on the network; who we depend on to put that data into the network?

### Consulting Services

Consulting - Collaboration. The additional value in the demand for transparency for companies - they operate faster during designing and constructing a building.

Companies work with BIM models and interact with BIM Data where each element has an ID and contain alphanumeric and geometric information. Peers are binding this information in their collaboration processes, sharing this information inside of a network, evaluating the QTO beneath each ID, calculating all the costs, etc**. if those companies capture data,** quite a lot of hand-holding they need to get them into the AlgoTecture network, out of whatever system for the material system or supply system that they've got. There will be a need for consulting from Datapreneurs to help those companies to get data into the network. AlgoTecture gives peers great freedom in data-based automatisation, which glued to their BIM processes, where tracking of each object through space and time and enrich those objects with attributes. This tech will be embedded in the process of bidding and procurement. Consulting in this process will also be essential.

### Portfolio Management

18 Million - Digitalizing of assets. Consulting for ownership films who own real estate portfolios. AlgoTecture provides efficiency in their business models in their designs to banks are architectural

AlgoTecture automatise the design process with a P2P data stream. Consulting films that deal with property management and design.

All the analytics tells that the construction companies will be forced for providing transparency to the owner. This transparency is possible to provide using AlgoTecture's Space Contract.

The first step involve AlgoTecture in the consultancy. They're plugging into data and AlgoTecture deploys a product for the futuristic way of doing their current job.

## ROADMAP

The main questions:

- What is the technical side still to develop?
- What does that resource look like to get this up and running on the technical side?

We have been developing AlgoTecture since 2014, gaining acceptance in the industry and documenting the details and components of this AlgoTecture Platform and the methodology it will enable. The big picture is: **Towards Autonomous Internet of Buildings driven by a Smart Contract Ecosystem.** The main objective for this year is to share the way we are building a commercially viable use case that will be attractive to investors - an investable proposition on the real-world use case; without needing to make them aware of the technical details. What we are doing in detail to get technology acceptance by peers:

- Technical Progress
    - Cryptographic Protocols - security first
    - Tokenisation - all the assets will be digitalised
    - Artificial intelligence
- Legal Framework
    - Payment
    - Utility
    - Asset
- Acceptance by Peers
    - Costs
    - Comfort
    - Security

The AlgoTecture functionality that's needed for an architect for a construction company that derives initial income streams into the platform and uses the investment capital to leverage DaMaHub not through an equity investment instrument, then we can get some grant instrument based on the philosophy behind the DaMaHub. **We need to explore all options or a combination of those to** raise the money to give us the resource you need to complete the vision.

AlgoTecture as a first Datapreneur peer be robust enough in six months' time, for him to start his commercialisation journey. It's 12-18 months before the enterprise plays scalability and competition. Statistics on adoption rise the question – do we start in Nigeria or Zurich? Examining the adoption – we always go to Nigeria, because of the higher adoption of crypto happens in Nigeria. So if you put something new that works to plan their buildings and their infrastructure, that will be adopted as the frontier technology. All these artists architects and map partner world welcome early adopters and 50 efforts and that can lead to something that doesn't work first nonexistent.

### Collaboration Consulting

AlgoTecture could do a hybrid thing — partner and consultants with architects or software company (open as Blender) that supports architects. In the next month they would see the tools and see that promise and invest tchf15 over the next 6-12 months for erasrising a pilot project with one of their customers. That would be achievable without a pre-seed funding.

Stage one: the sweet spot to find a non-profit that's going to data a mission, learning something new in their toolkit, gave some learning into crypto space. go to a charity — we provide a tool to agree on the building data. AlgoTecture renders charts of different building, prove the concept and then commercialization would come in stage two because some of those companies networking managing business which in our consultant which will increase the value add.

### Investment Strategy

we need to use the chunk of the funds that you raise money to support the AlgoTecture Northbound development on the DaMaHub.— which inside of the crypto world people would get it and would go right want to be part of this, because they see the full potential. In the same time by combining the use case if you like they don't need to know that there's this more utopian vision around the network this gives us the example and the capital to go and get the dev resource to get the network really properly working and get of the AI into the back of it.

**Business angels:** AlgoTecture seeks up €1.6 million for its ESG software solution wants to help companies manage their buildings in an economically and ecologically forward-thinking way, to help make this sector greener and more planet-friendly.

### Sweet Exit

What is the opportunity for investors.

there is a potential, sale the idea with the prototype.

## SUSTAINABILITY

While Europe is on the road towards net-zero, but Built Environment holds responsiblity for about 30% of Co2 emissions — only in Germany causing 115 million tons of CO2. The industry seeks finding ways to reduce carbon footprints and contribute. Rising energy prices and legal requirements for the sustainable management of real estate are increasing the pressure.

AlgoTecture is an all-in-one platform that brings together collaborative data-driven Value Création for sustainable real estate management in one place. Peers evaluate the CO2 footprint a building has, a compliance that proves if a building satisfies sustainability requirements. This makes data managing affordable for project property peers for defining ESG goals for properties practically from a mobile application. AlgoTecture is the sustainability solution for the real estate industry for our times, since the platform helps to turn the duty of sustainability into an opportunity and to manage real assets in a way that it increase value. Following AlgoTecture's technical philosophy peers will a list of costs, what they already have, and an additional a list of deploying sustainability. This tech will be embedded in the process of bidding and procurement. Consulting in this process will also be essential.

Now the industry observes the dominance of concrete, where 90% of the buildings. Making buildings sustainable, we must look at the carbon footprint, here we can create an additional financial instrument (as a bond or forward contact) that reveals buildings caring **sustainable utilisation within 20 years** (sustainability as a utility). The additional value in providing the evidence on sustainability demand.

Under the condition of reliance on third parties, in the initial phase as consulting and design you got your architects at the audience - getting that sort of data into the network – but during the construction phase, these large construction companies are **draconian** in the way they currently record data.

- Whom are we dependent on to capture that data and upload that data into the network? Data in terms of supply chain data, e.g. how many square metres of steel; where did they get the steel from; what if they used wood instead of concrete; how many tonnes of wood have been used; what data we want on the network; who we depend on to put that data into the network?

The sector responsible for 40% of all global CO2 emissions, the need for sustainable solutions is high and no longer possible to reconcile the fact that the immense construction and real estate world - 60% of all assets worldwide are real estate. For example environmental charity can use AlgoTecture from technological perspective, they got all the right words and funding from a chargeable billionaire foundation.

## TEAM

- Why is our team uniquely suited to build this company?

Team possessing excellent knowledge about topics in Design, Construction and Operation of Real Estate sector and extraordinary skills in developing decentralised BIM and smart-city applications.

- People we've worked with before?
- People in mind?
- What skills people have?

they've got the right hand from the pro people that conversations. we would have to go in recruitment from other business. Avoid experience being at WordPress for four years and automatic service business behind the scenes. Someone need to do all the managing certificates.

Scaling — the sense of how many users — 50 or 5 million, they're all becomes a bit more complicated just as a point cloud business straight. 20% of the staff will be pioneering new features into the quarter infrastructure making it more efficient or scalable.

The Federated hosted model and then to plantation I do think that's the place to get from the on my side, that's certainly superseded by buddy me you can be the base but this engine is from 30 developers to make that super robust that money depending. Declined engineers to keep all the up 24/7 and get on the following if something goes wrong.

Dimi: mastering the whole also developing. interesting is that Dimi understands what James is talking about from a technical perspective, but also have got the designing experience in the daily job, and the network of people within the building construction space.

James: developing the core idea but it's the operational pipe client infrastructure.

## Feedback

I'll do all making money so if you can wrap your words around that and prove that it's gonna make me money let's say I'm one of those companies which has a huge space I no longer have employees inside so for me you're making me money am I right yes with this so it's very easy for you to integrate with those companies with very little effort so your go to market strategy there will be the one thing that you need to explain to investors I'm gonna read x amount of companies with this particular profile with five clicks or three clips and then investors will be like okay I I want this job um the second value proposition you can do is with what I'll do I'll save you money so for example if they're now paying let's say I don't know 20 000 a month for the area that they're renting for owning you're saving the money by bringing home you're talking about transaction costs exactly so you can pitch that easily to those however you also have the other stakeholder and that's the Searcher the person who is looking for for certain service and this is where you don't talk anything about it and that's why I'm asking you how do you reach your end customer so you'll need to think about that

you can consider is with what we do we'll put you in compliance and this is where you play with regulation and usually upcoming regulation because your service is innovative what you aim to do is plug it with the regulation which is at your upcoming let's say the organizational property and all these square meters are an asset you already there you go so what you do is you practically instead of telling them how you're going to make the money or save your money you go in and you tell them regulation is coming and if you integration with us scanning likely you're going to be compliant otherwise they're not going to think about money they're just gonna think how we don't mess up yeah so it's super easy and the fourth and this is the hardest for any company with what we do we make you feel good [Music] that is in several Industries and it's always super subtle you do not tell people use blender matte to brush your teeth you don't do it because the government said so you don't do it because you're saving money from a dentist you don't do it because you're making money because you're not a toothpaste provider yeah but you brush your teeth just because it feels good so that value proposition is usually easy for people the way you pitch it to me you really ignore the main stakeholder and that will take all their benefits from your app because as an entrepreneur what what do you do you're a value Creator so you create value for a specific group of people in order to capture value for you you have to communicate it to the right group of people who are the people with the money where does the money come from it's not the people with big offices which don't no longer have anyone to to rent it it's the people looking in the vicinity of their area or the peripheral preferability of an area and so on and you're just making it flies for them so what does your app do does it make them feel good does it make the money does it save the money or does it take them in compliance that's right so that's everything you choose one choose one because when you say everything let's say you're an entrepreneur and you have a focus on Europe

choose one which is the best for you the best for your business which is your best case scenario the best case scenario is looking for utilization so most property are under equalized sir but who do you do that for they do it for the property owner so do you do it so it's basically from both so we have SSS platform we can onboard data and we check the data from our properties of the data and we search for underutilized data okay so underutilized square meters basically they're really property

then use this platform basically you commit it to the chat so all the information you make it searchable for people who are looking for spaces they want to utilize how far are you now I'm not talking about technology I'm asking about clients some program spaces are using are chip for booking so we are talking about where Switzerland so we are going to Berlin okay next year how do you pitch it to them I just take it home and I call some what are you looking for customers okay

you just told me you need Partners first all these co-working spaces okay so we need more okay so we basically like look people for example hotels they can so they have a reach through booking.com but they have reached only for people who are putting faces like hotel rooms but not parking spaces not the pools sensors of this leaking space so we can render the spaces use it to utilize and brings money there's a company called multi-space yeah for us yeah but there are searches much better and we have a chat so you can physically so

um I mentored them for a while they they don't have this searching interface we have water looking MoneyWise

sir first we take some some customers on board and then for scale so basically we have a crucial concept of co-working spaces parking and then we go to residential and then we scale all right well

after your scale we are looking for 20 minutes yeah for Skilling we're looking for 20 million so we we roll out in Switzerland Berlin and then we scale so after you go to Berlin and you have two more co-working spaces you will be looking for 20 million no no not two more like way more only in Berlin so look uh now we're talking for example The Sweet Life so it's a property management company who has 10 billion assets yeah and then earning 11 like their debt revenues and this is a good goal to Market and I I say them you earn 20 if you use our platform in a year okay so what do you want from me to link up with many co-working spaces

parking spaces anyway in Europe this case is Germany in Switzerland all right Switzerland so we need we need Germany or like we're from Turkey no no no well yes it's complicated I spent most of my life in the UK and Bulgarian who lived in UAE you know it's just really weird

yeah but that's useless for you no no but they have a lot of they build so many people and they need they need basically our problems Ireland is the country with the most properties with ghost towns I used to live in Ireland so during the Irish tiger you know the economic growth everybody built like six seven thousand nobody is using it so that's an option but in terms of hotels and hotel usage is horrible for you it's not really good you have legislation which prevents people from enjoying their staying you know you cannot hold anybody by the hand because it's very alone so it's really bad for you to catch people it's different so there are many hotels with different status but again you need to understand the culture and logic they are welcome and selling I see yeah yeah so

let me think about the the other markets I just don't know why you would underestimate smaller markets as a group of concept so for example Greece Bulgaria Romania all those countries I mean okay it's not like five years I don't know it's because Germany it's excellent it's actually about 100 million people in Europe that you reach it's it's not bad at all Bulgarian Romania are growing really well Bulgaria is 13 in Europe as the fastest growing entrepreneurship acquisition so I personally have 300 investments in Bulgaria I don't know the markets I love it it's super easy it's very very easy there people is going super easy Market literally in the city