

# Frequently Asked Questions

## 1. What specific problems does Resilio solve?

- The rising frequency and severity of climate disasters.
- Inadequate tools for forward-looking, location-specific climate risk modeling.
- Poor decision-support for asset owners, cities, and insurers on how and where to invest in adaptation.
- Difficulty in converting complex climate data into tangible financial implications.

## 2. What makes Resilio different from competitors?

- Engineering-first modeling: Resilio bridges climate science and engineering for a precise risk-to-dollar quantification model.
- Model interdependence: Our algorithms account for complex interdependence between infrastructure systems making up our communities, something no one else in the market accounts for.
- Location-agnostic deployment: Not limited by availability of hazard maps — we can operate globally and generate insights from minimal data inputs.

Digital twin + AI: Allows for scenario modeling, ROI analysis on adaptation measures, and real-time financial risk forecasting.

## 3. How accurate are the predictions?

- Resilio uses a blend of physics-based modeling and AI algorithms. Our hazard prediction AI models are operating within the global climate models' physical constraints, making our predictions highly accurate. Our validation is published in peer-reviewed journals, achieving accuracy over 87%.

## 4. Who are your target customers?

- Institutional asset owners and investors (Beachhead and market entry point)
- Insurance and reinsurance companies
- Financial institutions (banks, lenders)

## 5. What is your business model?

- B2B SaaS: Annual licensing or subscription fees (\$50K–\$200K depending on asset portfolio and features) With additional Managed hours component.
- Future B2C model: Direct insights for homebuyers, real estate, and consumer markets.

## 6. What's the size of the market?

- The total addressable market (TAM) across our verticals exceeds \$630 billion, with a CAGR of 17.5%. We aim to reach \$25 million in revenue and scale by 2027.

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## 7. How are you sourcing your data?

We've partnered with an exclusive data provider that captures high-resolution environmental and infrastructure data through advanced on-ground technologies. This gives us a unique edge in training our AI models and scaling our platform with accurate, location-specific insights.

Our forward-looking strategy includes generating proprietary data in-house as we scale.

## 8. What's the path to exit or liquidity for investors?

- Historical M&A activity in our space suggests exits within 5–7 years.
- Precedents include acquisitions by Moody's, Bloomberg, Swiss Re.
- Early interest from major players has already emerged, and we're targeting Seed by Q4 2026, Series A by 2028, with potential for early investor buyouts in later rounds.

## 9. What are your current traction and milestones?

- Currently negotiating 3 deals (with major buy-in from 2)
- 5 strategic partnerships with access to global markets
- \$250K non-dilutive grant secured for wildfire model expansion
- Validated pilot with the City of Calgary; finalizing conversion to a paid customer
- 2 Hiring grants with Software MVP launching by Q4 2025

## 10. Is there a term sheet available? What are the key terms?

- We are currently raising a \$1million SAFE round with a pre-money valuation of \$4 million. We're open to strategic investors who can bring value beyond capital.

Please reach out if you'd like to review the term sheet or schedule a follow-up discussion.

Pre-Seed Round **\$1 M**

Rapid Expansion & Platform Development

**40% Committed  
25% Gov - Matching**

**40% AI and Climate Model Expansion**

**25% Sales & Customer Acquisition**

**25% Data Procurement & Scaling**

**10% Legal and IP**



**Moustafa Naiem**  
Founder - CEO



**Wael El-Dakhakhni**  
Co-Founder - CSO

