



Pitch Deck



 Dimori.me

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Industry Background

Tourism Key policies

- Collaborative approaches
- Tourism resilience - green and digital transition
- Green tourism recovery



Source: OECD, 30 November 2022

Problem

Current Web 2 homestay platform

1

High fee



2

Trick platform



3

Trust issue



Solution - Why Web 3?

1

The use of blockchain technology for transparency, security, and efficiency



2

The use of tokenization for incentive-driven reward system



3

Liquidity



How it works

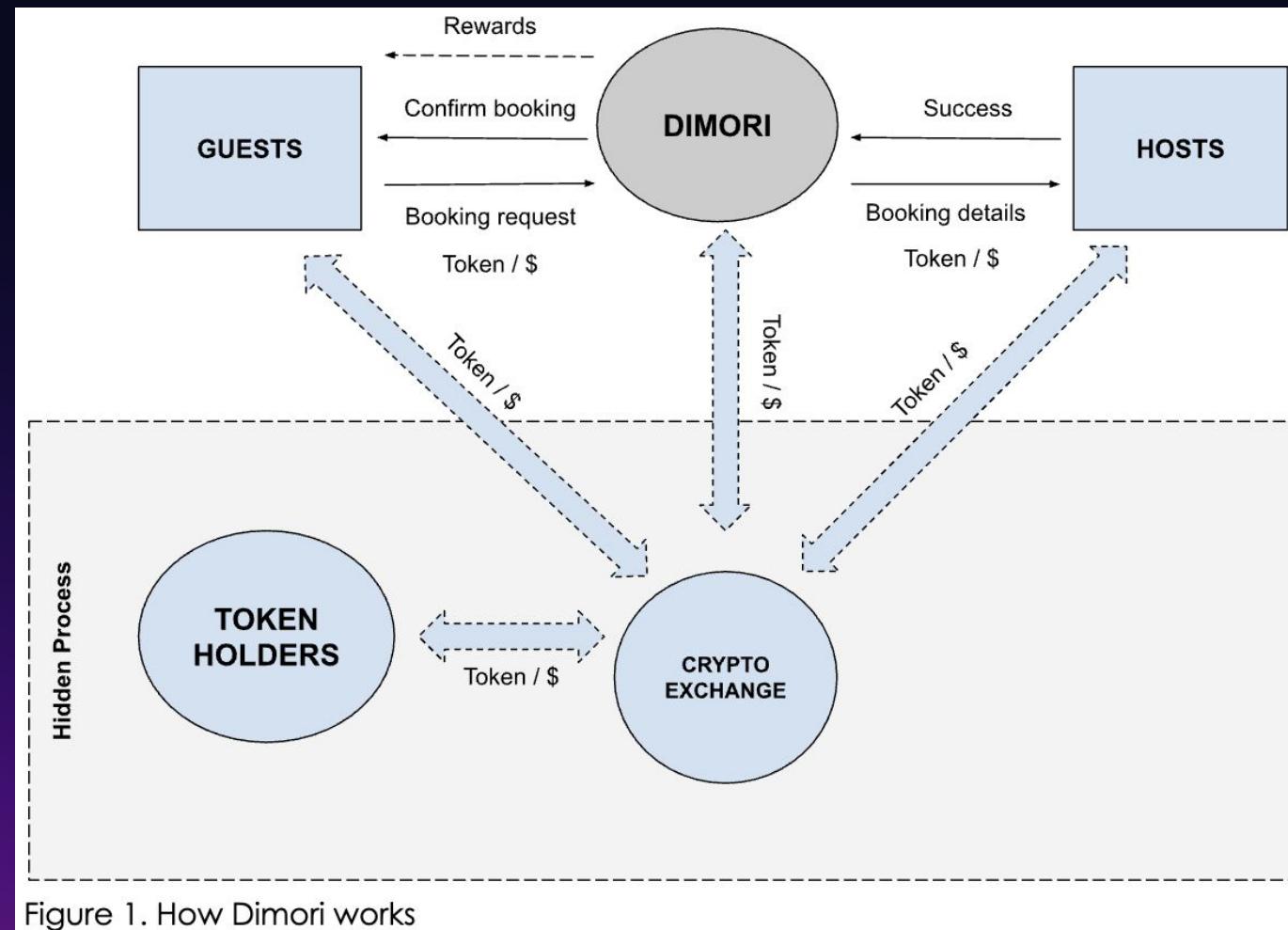


Figure 1. How Dimori works

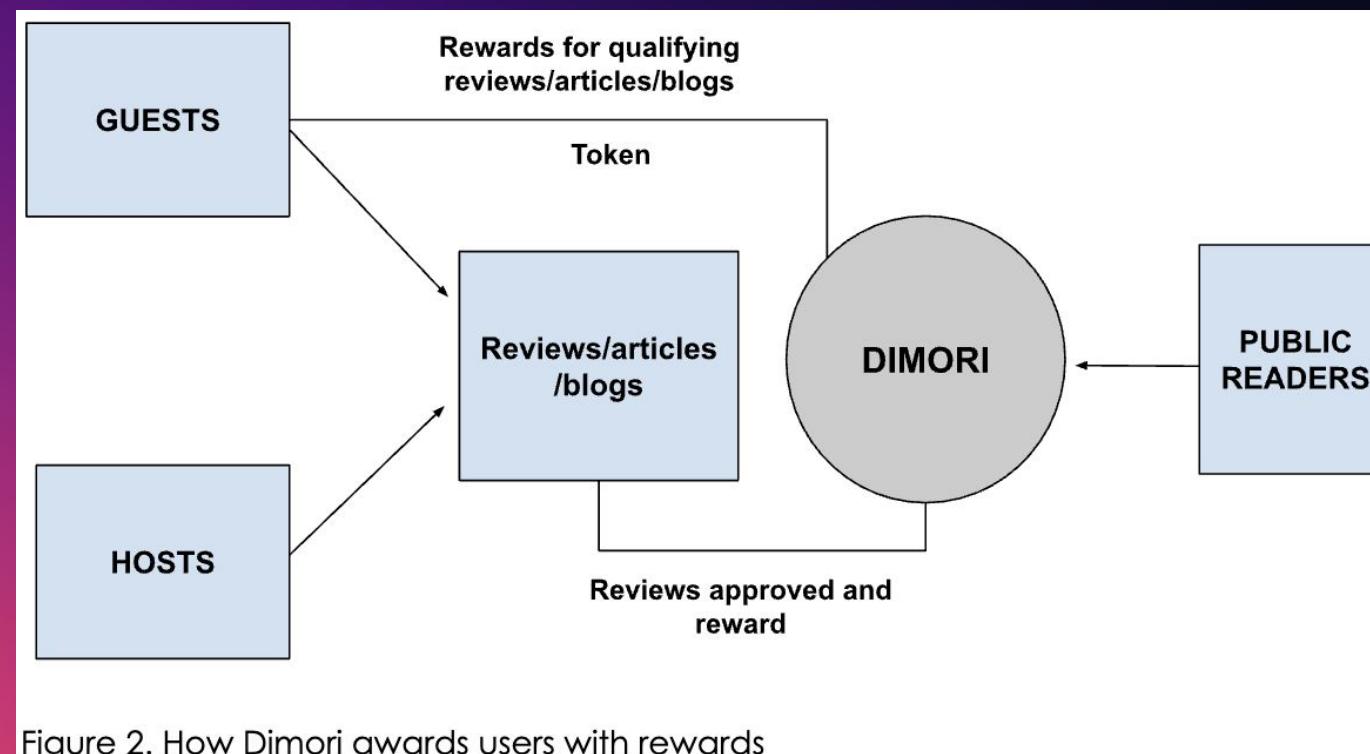
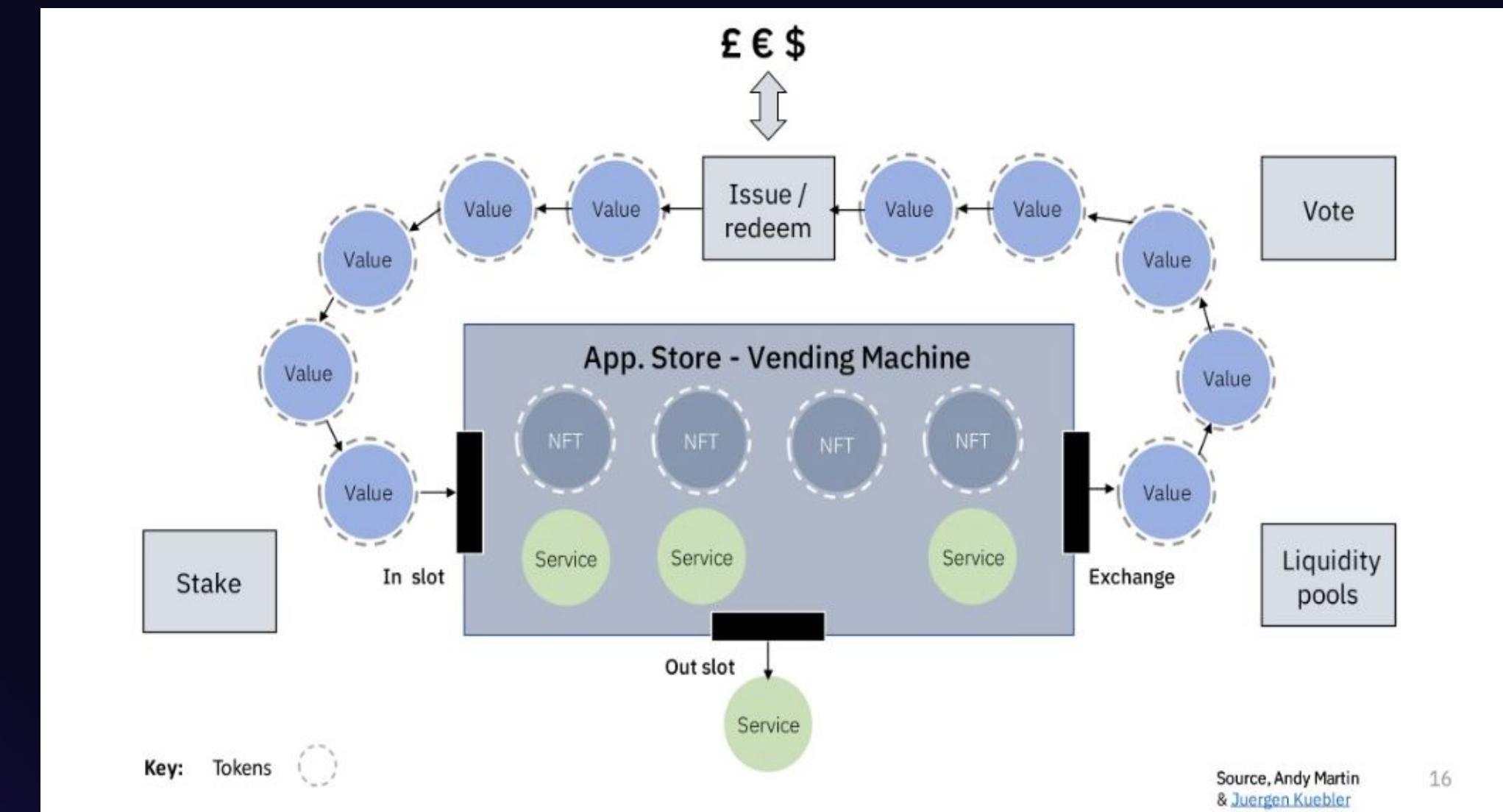


Figure 2. How Dimori awards users with rewards



Source, Andy Martin & Juergen Kuebler

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Value Proposition

Hosts

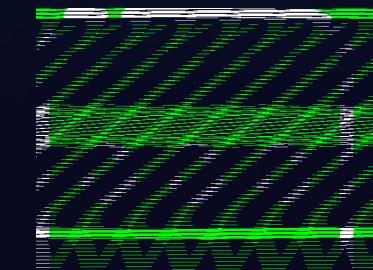
Pay less commission fee per booking (5%)



Receive a proportionate share (Loyalty point)



Interact with guests policies and finances



Guests

Pay an appropriate fee
Crypto payment option

Engage and earn (through successful booking, reviews, blogs,...)

Can trust the majority of reviews

Business Model



Competitive Advantages

**First mover of Web3
homestay platform**



**First batch of
local hosts**



**Community
& Team**



Solution

Why Solana?

1

faster in terms of the number
of transactions



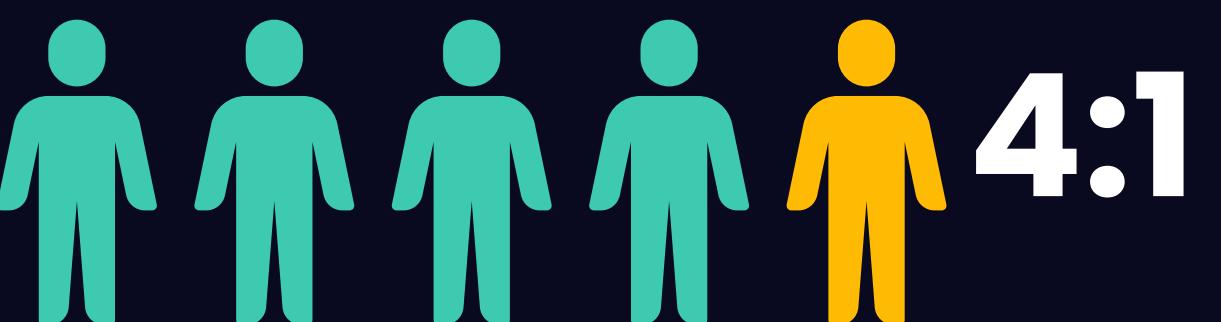
2

lower transaction gas fees



Target Users

- **Value-aligned users:**
 - Local (Vietnamese) hosts & Western guests
 - Love local culture & support emerging technologies
- **Cryptocurrency and blockchain enthusiasts:**
 - typical Millennial age
 - well-educated
 - travel-interested demographic groups



Roadmap

Phase 1

Q3 & Q4
2022



- Ideation of Dimori
- Platform functionality (smart contract, crypto payment, booking)
- Marketplace Version 1.0

Phase 2

Q1 & Q2
2023



- Wallet login and social page
- Social media platform
- Smart Pricing Algorithm
- Token and tokenomics

Phase 3

Q3 & Q4
2023



- Reward earning system
- Blockchain review program
- Marketing campaigns
- Marketplace Version 2.0

Founding Team



CHAU

Project manager



HIEP

Community lead



KHANH

Tech lead



KIET

Back-end lead



VU

Design lead



Thank you!



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