



SIMMST

Long-term rental platform

with full cycle management
powered by non-fungible tokens

There is no efficient and trusted way for data sharing in real estate market

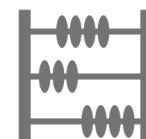
*Despite myriad of services and intermediaries
the core problems are still there:*



It is **hard to find** a good rental property or selecting a suitable tenant



Overcomplicated tenancy rules (particularly in Germany) and **non-transparent** property management



Extremely low digitalization level = manual labor intensive process



It is **difficult to select** a reliable service provider

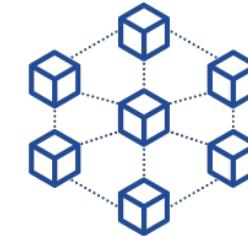
Why now?



General trend is to hand over users control over their data (GDPR: data portability, right to be forgotten)

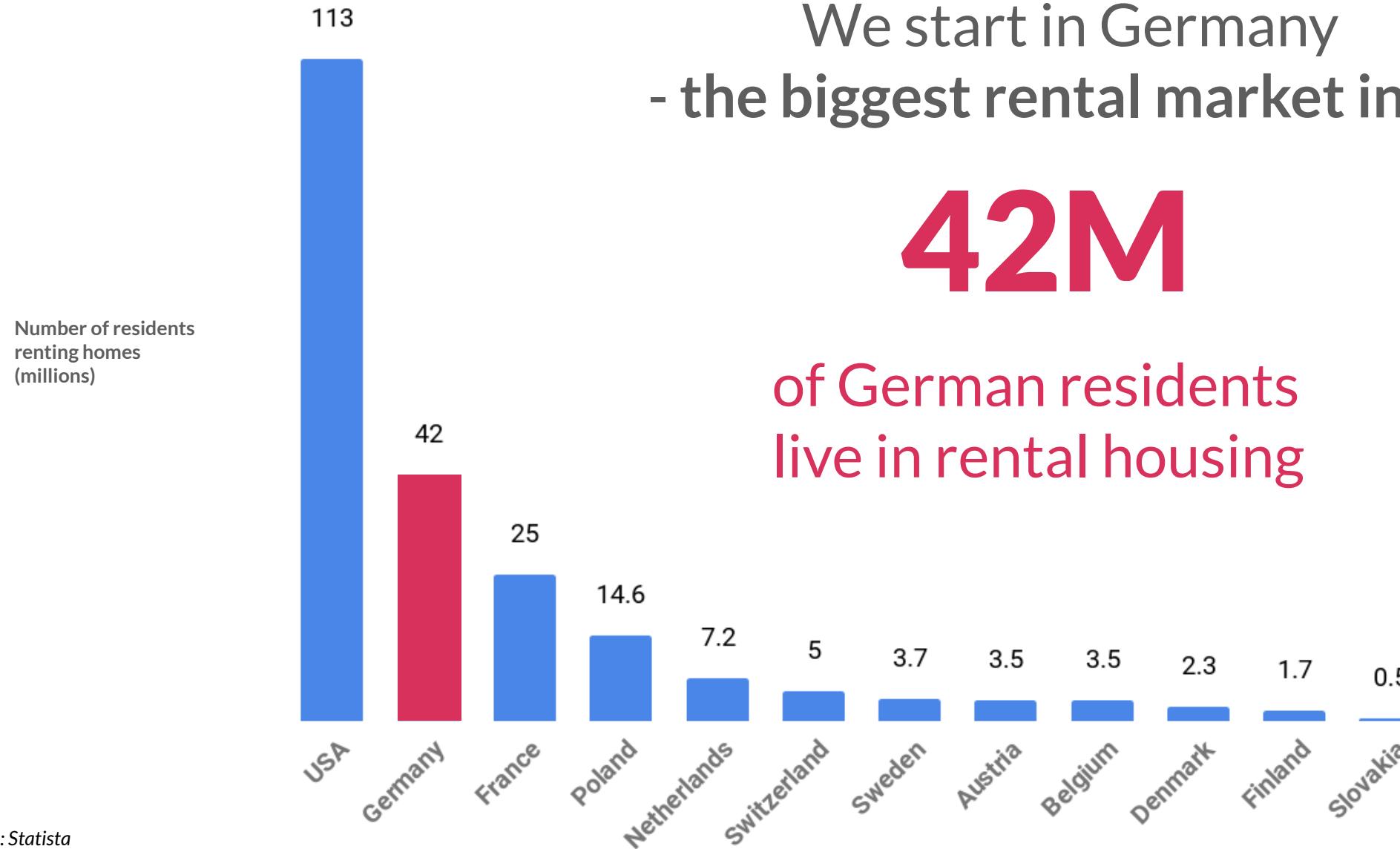


Real Estate Industry realized its lack of digitalization and is open to new solutions



Distributed technologies are on the rise now – first mover advantage is still possible

Total Available Market in Germany

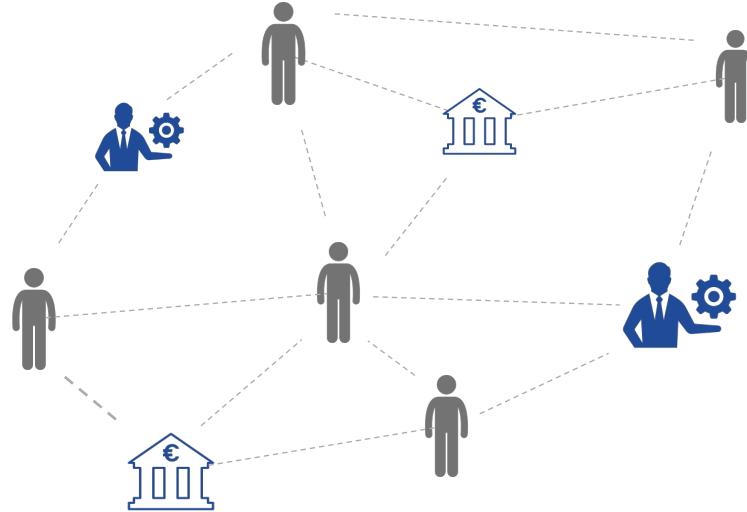


We start in Germany
- the biggest rental market in EU

42M

of German residents
live in rental housing

SIMMST Real Estate Platform



The platform is the environment for secure and instant connecting landlords, tenants and service providers



the historical data about property state and users' reputation is collected during the full rental cycles



users fully control their privacy data and can adjust their visibility on the platform based on actual needs

Platform Use Cases



Instant connecting tenants and landlords based on account visibility settings and search criteria



Service providers can dramatically reduce customer acquisition cost by contacting the users in the context where the services are really needed



Tenants finally can benefit from their reputation: find desirable rental property faster and at better conditions



Real Estate companies can increase efficiency and reduce costs by using platform applications and leveraging the platform's network effect

Serviceable Available Market for the platform

Referral and lead generation

Industry	Service	CPA ¹	SIMMST CPA revenue	Frequency of attention	User adoption rate	Goal Revenue per user/year
Banking	Security deposit	US\$303	US\$150	every 5 years ²	5%	US\$1.5
Insurance	Personal property insurance	US\$303	US\$150	annually	10%	US\$15
Telecommunication	Internet/TV	US\$315	US\$150	every 5 years ²	10%	US\$3
Legal	Tenancy legal services	US\$149	US\$75	annually	0.5%	US\$0.4

Total of referral fees:
US\$19.9 per user/per year

Transaction fees

Service	Average amount	Transaction fee	SIMMST share	Frequency of transaction	User adoption rate	Goal Revenue user/year
Online card payment of rent and utility costs	US\$750	3%	0.5%	monthly	10%	US\$4.5
Consumer/repair services	US\$60	15%	15%	every 6 months	10%	US\$1.8

Total of transaction fees:
US\$6.3 per user/per year

Total revenue: US\$26.2 per user/year

4.8 Million³
of households in Germany move every year

X US\$26.2 =

US\$125.8 Million revenue per year

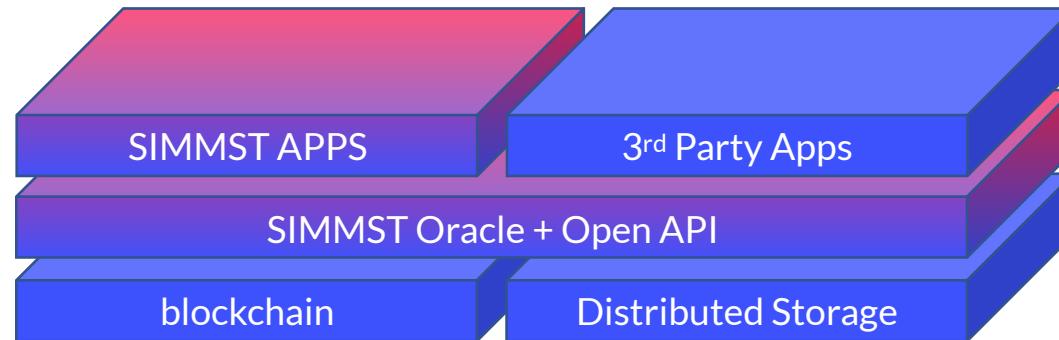
SIMMST's potential in Germany only

1.<https://www.statisticbrain.com/average-customer-acquisition-costs-by-industry/>

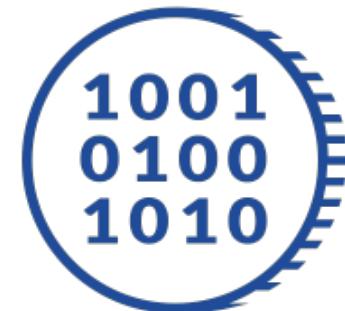
2.ummelden.de

3.<https://www.umzug.info/umzugsstudie.html>

Platform Architecture



Non-Fungible Token



*Non-fungible cryptographic tokens are **unique** and **hold information** instead of value*



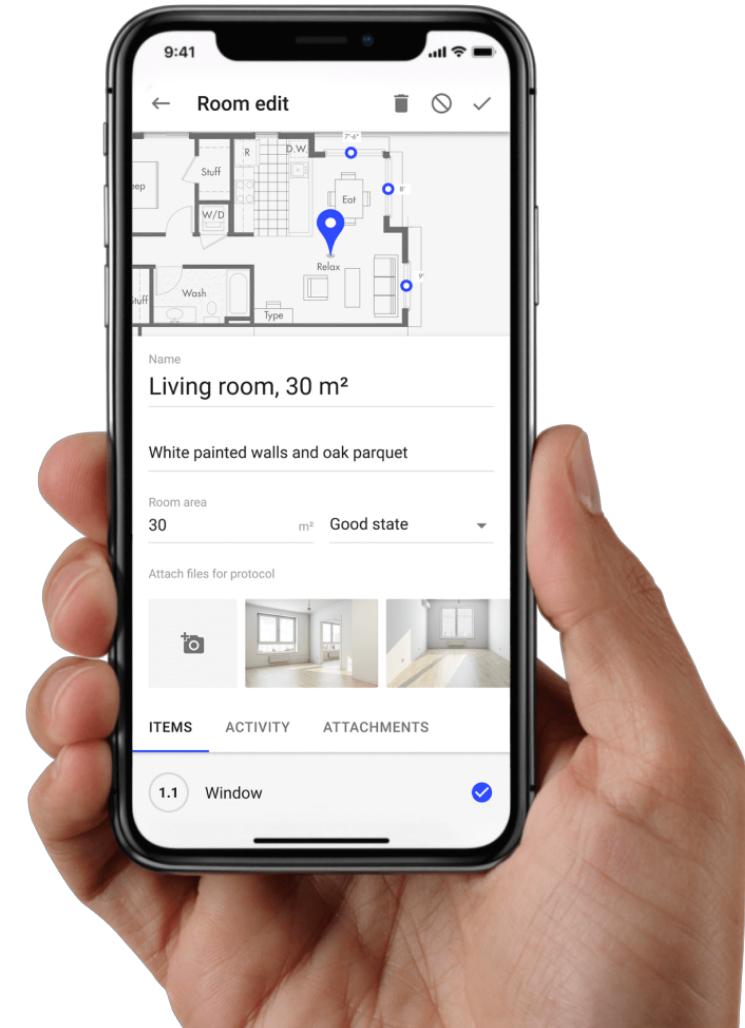
Non-fungible tokens are assigned to property and to users



The value is in its uniqueness, authenticity and verifiable ownership

The standard for property transfer

- The Hand Over App (HOA) is the first app of SIMMST* publicly available
- HOA assists in property inspections and creating digital property transfer protocol
- Digital protocol is secured against any changes by storing its hash into blockchain



* <http://hoa.simmst.de/>

High indirect cost for property transfer



whole process consists of
12 steps and takes
~ 5 - 10 working days (FTE)
= 40- 80 hrs.



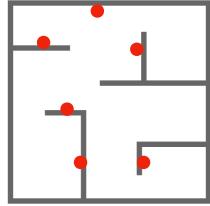
cost per hour ~ €86
on average



overload with documentation
results in stressful distraction
affecting company's processes

€3,440 - 6,880
cost to rent out
an apartment

Today Our Application Includes



visual
protocol



pdf file
generator



two way
communication



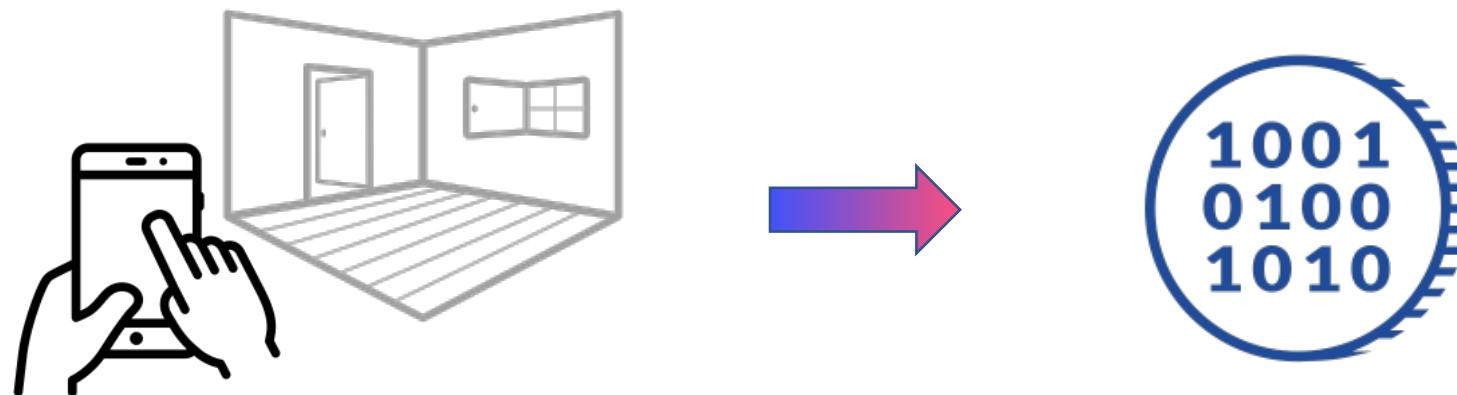
runs on all
devices



blockchain based
immutable

SIMMST
inhouse development

Step 1 – HOA for initial token creation

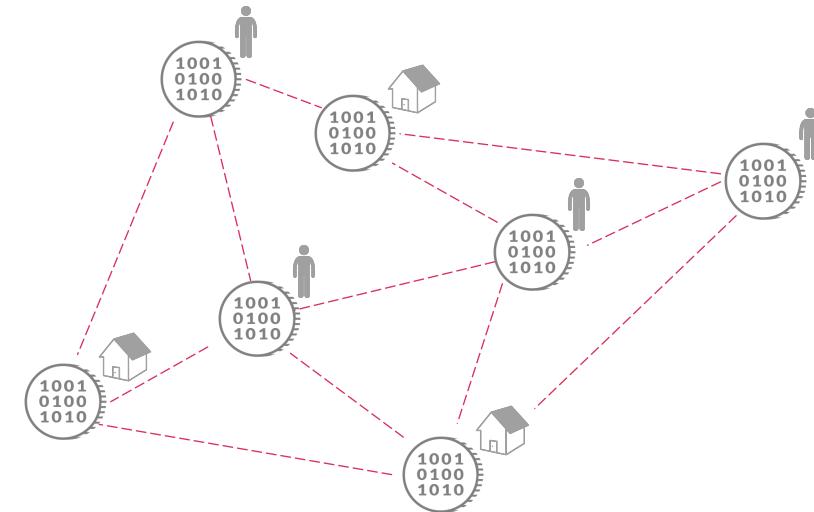


Users create non-fungible tokens assigned to properties by preparing property description in the Hand Over App

Market: 4.8M households in Germany move annually

Step 2 – Tokenization Platform

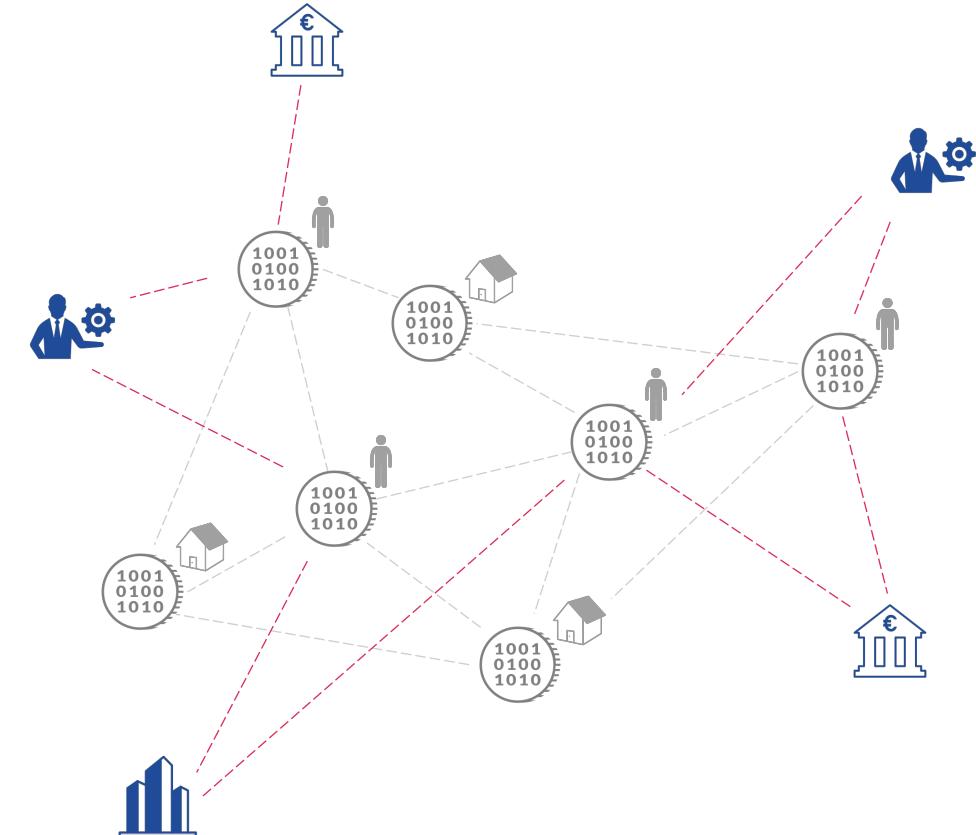
The more tokens are created, the more value the platform has for every user –
platform network effect



Total Addressable Market in Germany
- **18.8M rental apartments**

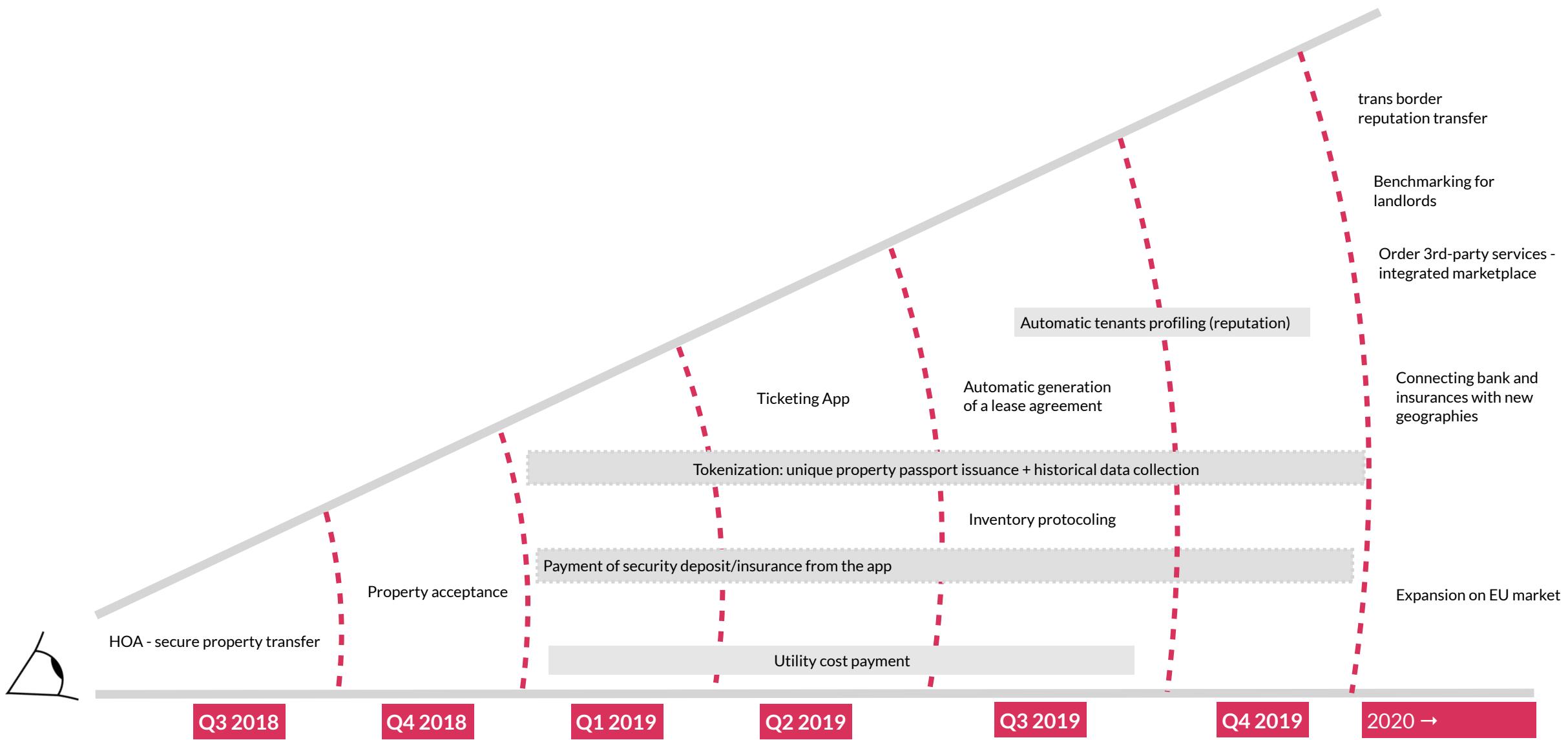
Step 3 – Platform API

The service providers (banks, insurance companies etc.) will seamlessly connect to the platform via the Open API and dramatically reduce customer acquisition cost



Serviceable Obtainable Market (SOM) in Germany - €125M

Roadmap



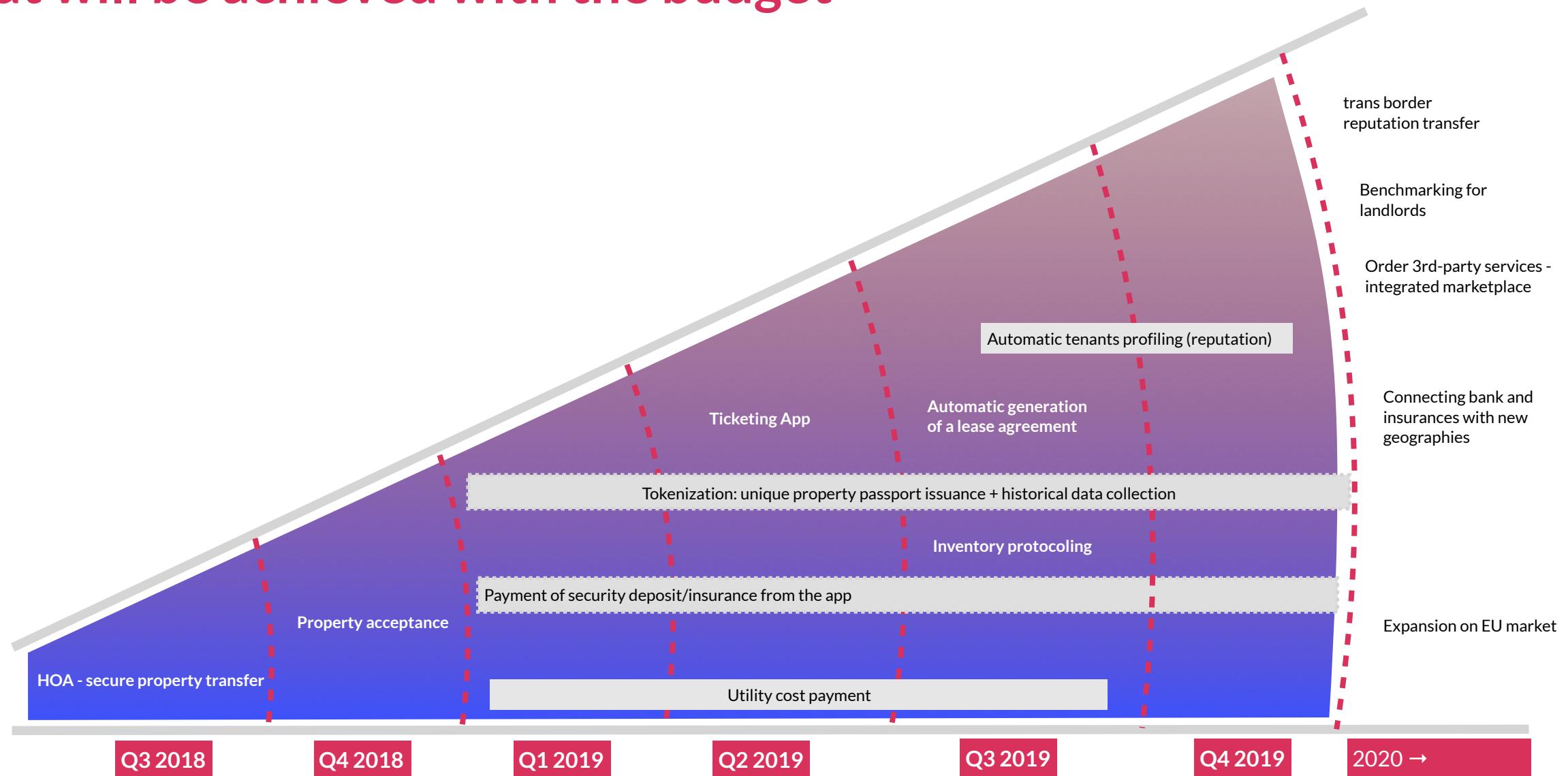
Sales, marketing, Biz Dev - €380,000
SW development - €240,000
Travels and dissemination - €50,000
Office and other expenses - €30,000

€700,000 for 12 months

Pre-money valuation - €4,300,000
Post-money valuation - €5,000,000

= 14% of shares

What will be achieved with the budget



Team



Prof. Dr. Katarina Adam

CEO/Co-founder

World recognized leader on business digitalization with 18 years of executive experience in real estate



Dr. Alexander Vasylchenko

Tech Lead/Co-Founder

Alexander is a leading technology executive and former GridSingularity and Mycelium CTO, Cashila tech. advisor



Sergey Shpak

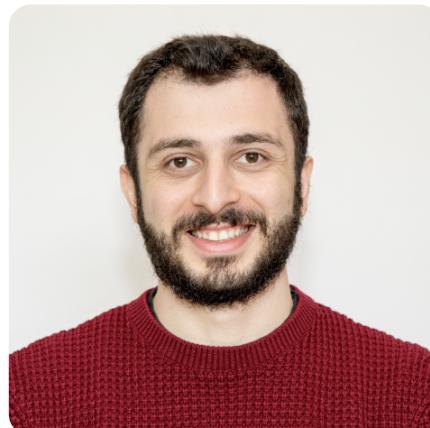
COO/Co-Founder

Experienced corporate lawyer with an extensive knowledge in business process management



Illia Panin

Senior Front-End Developer



Giorgi Rostomashvili

Full-Stack Developer



Dmitry Zhukov

UI/UX Designer



SIMMST

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