



**SMART THINGS
FOR SMART ROOMS**

IoT, SaaS Smart Platform & Automated Guest Assistant
for Tourist Accommodation Businesses

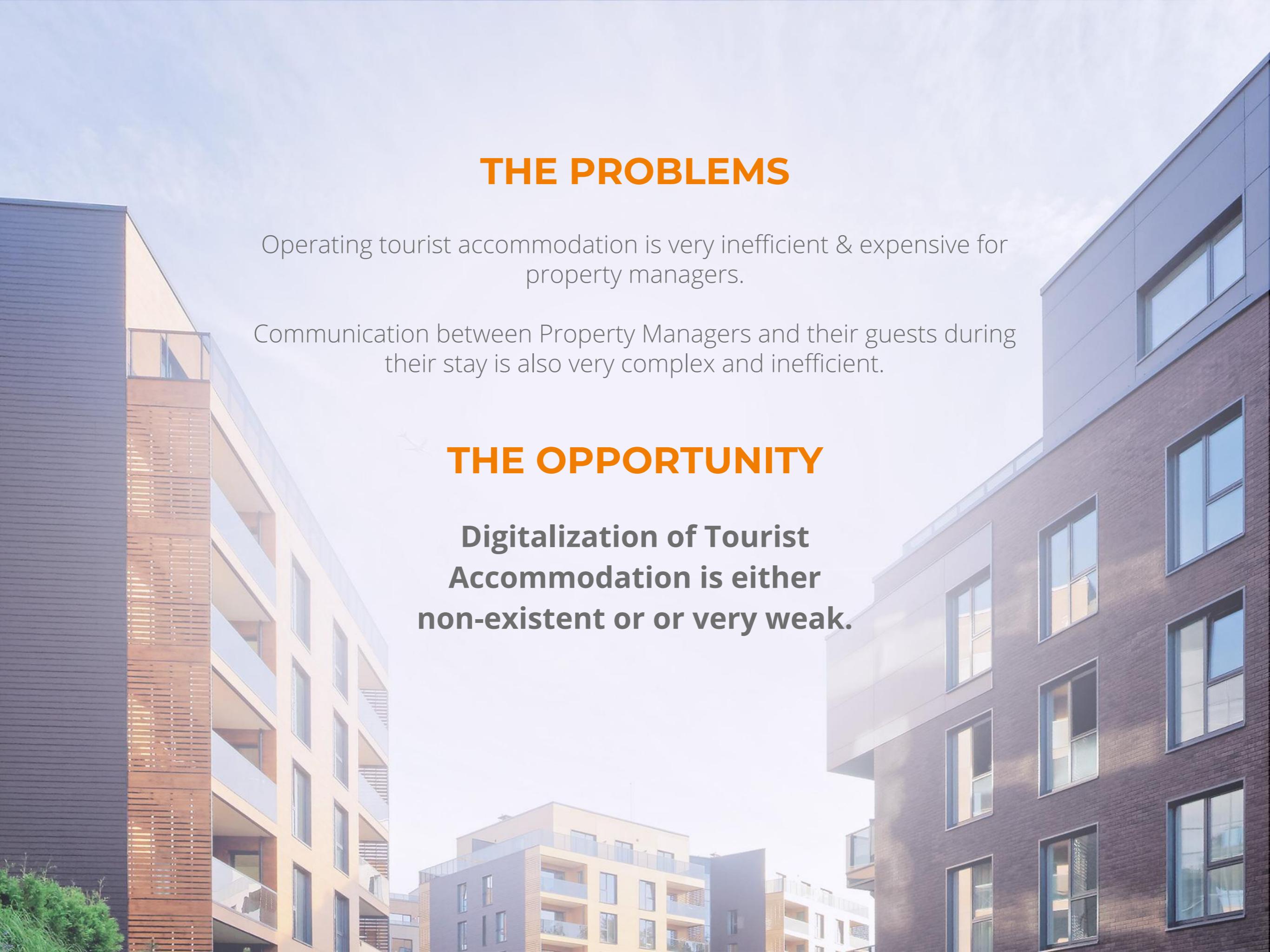
THE CURRENT MARKET

10 Million
Vacation Rentals

\$18,000 M
2018 market

$\frac{1}{4}$
tourists stay
in apartments

Few digitised apartments
(it does not even reach 1%)



THE PROBLEMS

Operating tourist accommodation is very inefficient & expensive for property managers.

Communication between Property Managers and their guests during their stay is also very complex and inefficient.

THE OPPORTUNITY

Digitalization of Tourist Accommodation is either non-existent or very weak.

What if we could **use IoT devices to digitize any vacation property** in the world?

And use a SaaS/IoT platform to automate most of the Property Manager's tasks?

And also dramatically improve guest experience and be able to digitally sell them anything?



WE HAVE DONE IT!

Roomonitor is the IoT & SaaS platform that allows Property Managers to digitize any tourist accommodation around the world and automate its operations and the relationship with guests.

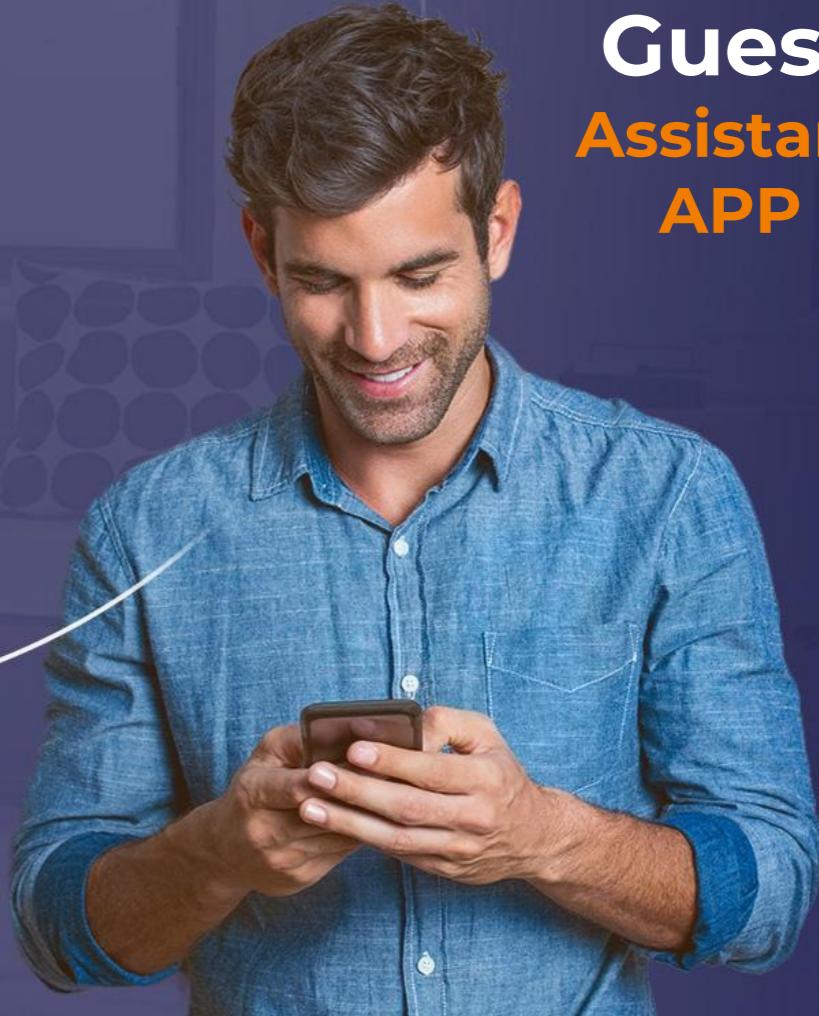
OUR INNOVATIVE PLATFORM: CONNECTED DIGITALIZATION

Roomonitor is leading the path to the digitalization and connection of any type of tourist accommodation.

Accommodation HUB + IoT devices



Property Manager
SaaS platform



**Guest
Assistant**
APP





ACCOMODATION & PROPERTY MANAGER

SAAS PLATFORM + HUB + IOT DEVICES



roomonitorhub is the core IoT device. A bridge device that links any IoT (Roomonitor's own or certified 3rd party devices) with the Roomitor SaaS platform.

Digitalised & connected. Installation of multiple Roomonitor IoT certified devices which collect data that can be used to monitor the space in real-time, as well as manage and automate the accommodation.



Roomonitor's

PRODUCTS & SERVICES

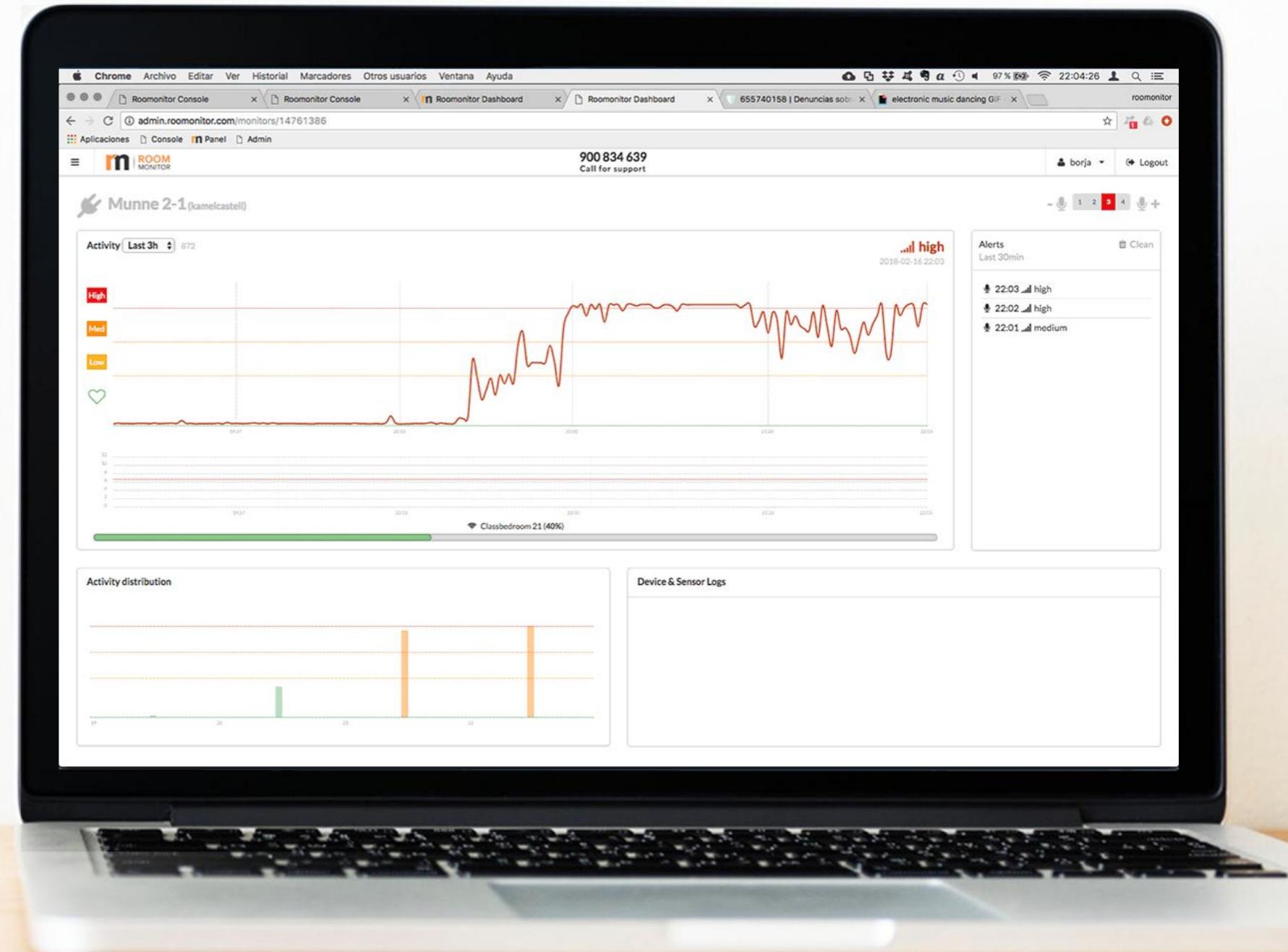


PRODUCTS & SERVICES

roomonitorSaaS platform

Parametrize the Hub and all IoTs installed at your properties, get instant alerts, automatize procedures such as switching off AC, check ins and check outs, ...

PRICE: from 9,9 €
apartment / month*



* RRP (Retail Recommended Price)



PRODUCTS & SERVICES
smarthub

**Control your apartment
remotely thanks to our
discrete hub which connects
with smoke, noise, water
leak detection devices and
any other IoTs.**

Use this information directly on our platform and/or your own PMS to make informed decisions, automate the management of your apartment and increase guest satisfaction.

**And like all roomonitor products,
it's easy to install and activate!**

PRICE: **99 €***

* RRP (Retail Recommended Price)





PRODUCTS & SERVICES
noisealarm

**Real-time noise monitoring
helps you anticipate
potential problems before
they occur.**

Get data **24/7 on noise levels** in your tourist apartments in order to avoid conflict with neighbours and other guests.

Install and go! Receive daily reports and alerts in real-time, and before potential disturbances even happen.

PRICE: **149 €***

* RRP (Retail Recommended Price)





PRODUCTS & SERVICES
nightagent

Resolve any night-time problems securely, efficiently and economically thanks to our specialized personnel.

Our **nightagent** service allows you to benefit from all the advantages of your own night service (which is how it will appear to third parties) from 23:00 to 7:00, at a fraction of the cost.

Sleep peacefully in the knowledge that we will attend to any alarms detected and solve the problem.

PRICE: 99 € apartment / month*

* RRP (Retail Recommended Price)





PRODUCTS & SERVICES
a/ccontroller

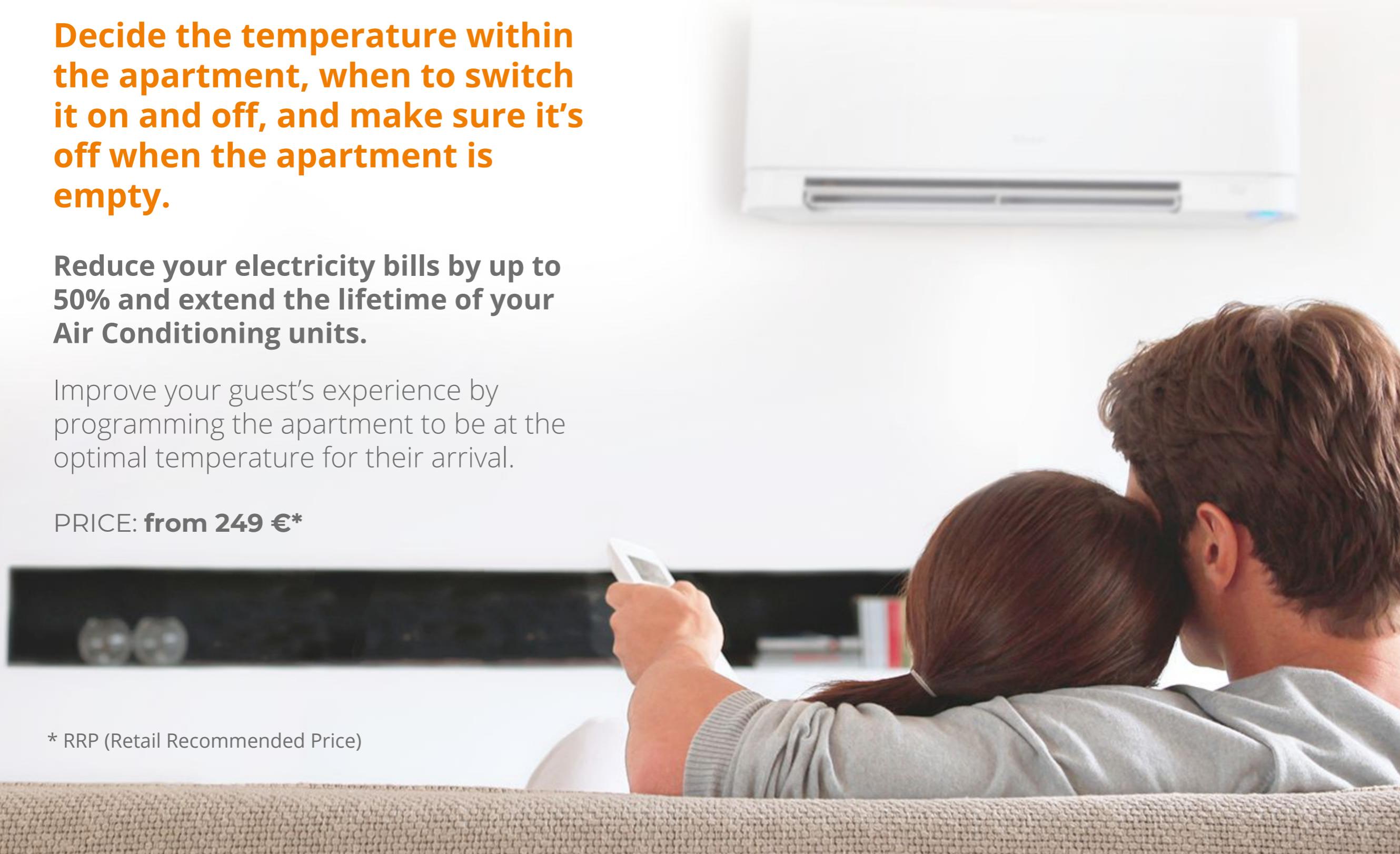
Decide the temperature within the apartment, when to switch it on and off, and make sure it's off when the apartment is empty.

Reduce your electricity bills by up to 50% and extend the lifetime of your Air Conditioning units.

Improve your guest's experience by programming the apartment to be at the optimal temperature for their arrival.

PRICE: from 249 €*

* RRP (Retail Recommended Price)





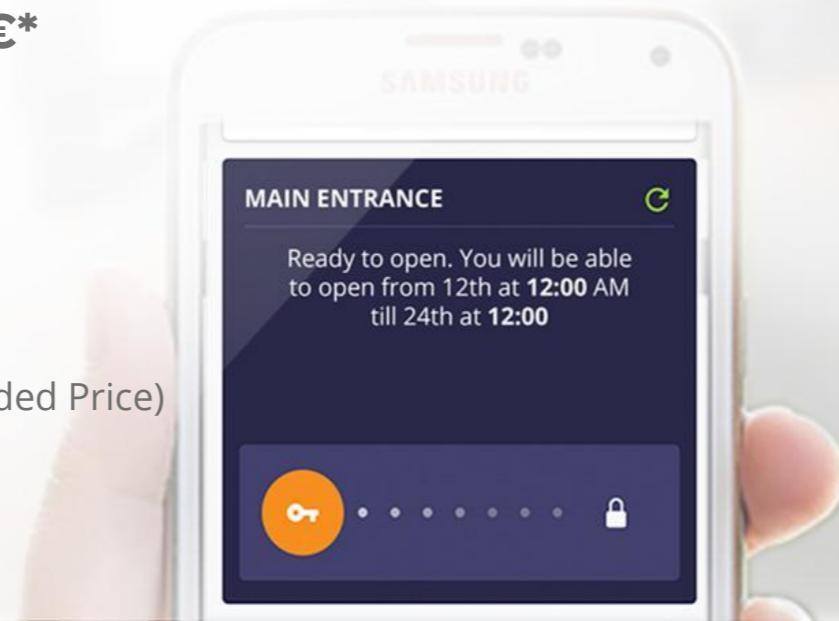
PRODUCTS & SERVICES
smartlock

Convert your guest's smartphone into a digital key.

It allows your clients to open the door of their apartment using their smartphone. Reduce your check-in costs to zero and eliminate the need for keys!

Manage check-ins and check-outs without having to be there physically. Improve your guest's satisfaction by removing waiting times or the need to pick up keys from a different location.

PRICE: from 129 €*



* RRP (Retail Recommended Price)





PRODUCTS & SERVICES

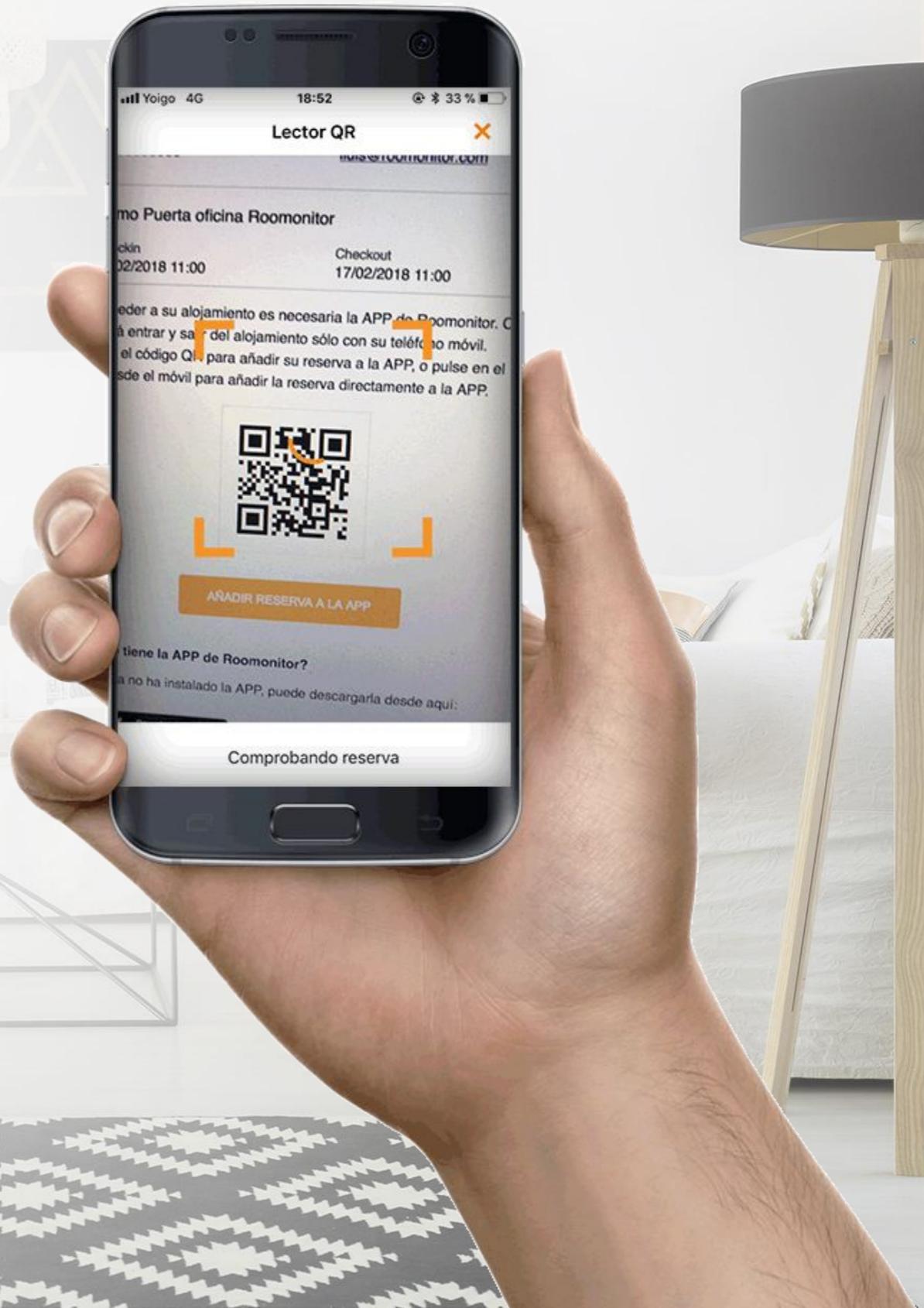
guestassistantapp

Guests download a free APP that allows them to open the door to the apartment block and their apartment.

And very soon:

- Check-in online
- Control the air conditioning and heating
- Communicate with the Property Manager

PRICE: free





Roomonitor's

BUSINESS MODEL & ACHIEVEMENTS



Business model

IOT DEVICES

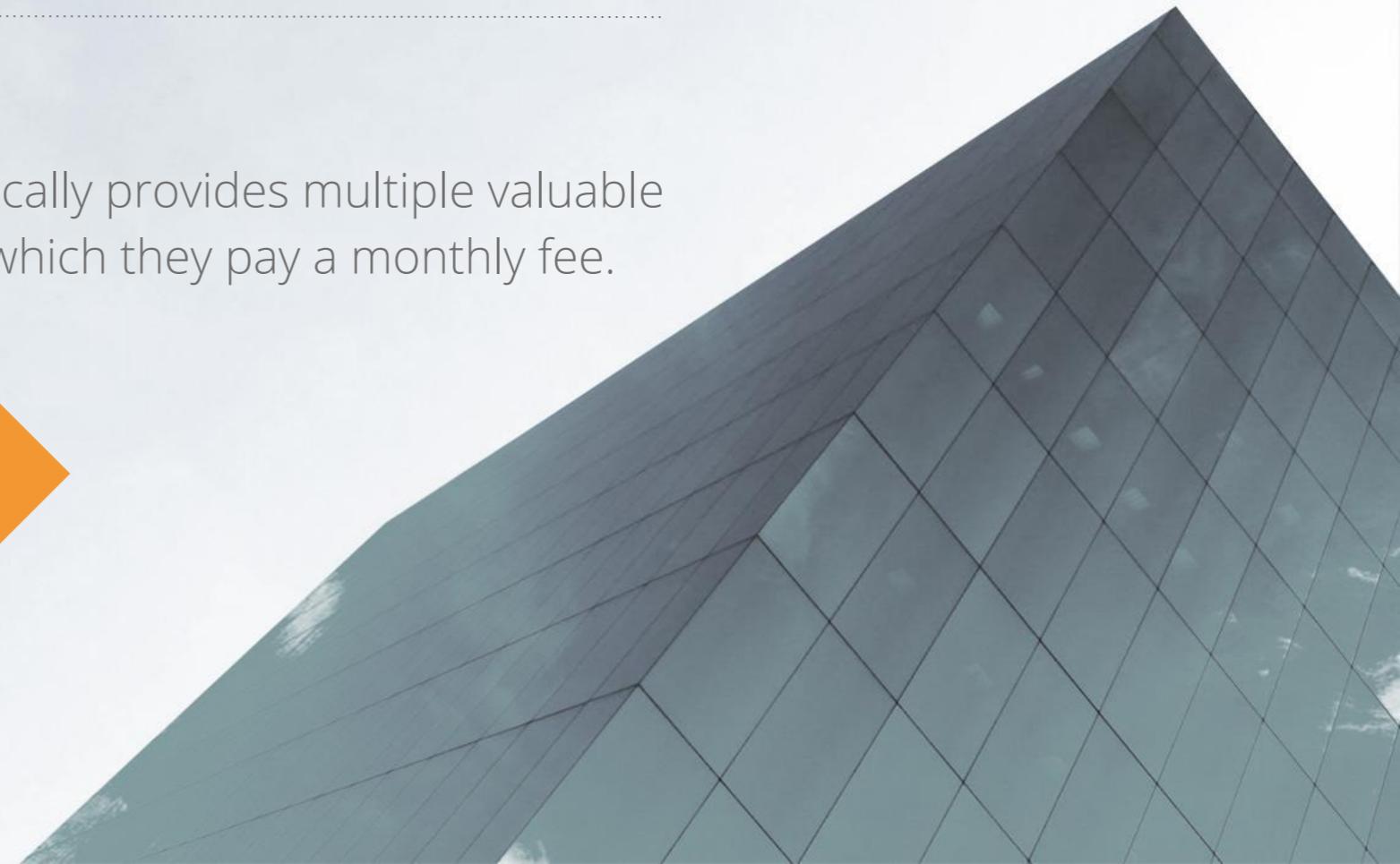
All IoT devices are sold with a profit margin. Some specific problems have been solved through Roomonitor's own R&D IoTs, but our platform is open to any other 3rd party device as well..

RRP from **150 €** to **300 €**
for each IoT device

MONTHLY FEES

Roomonitor's IoT+SaaS platform automatically provides multiple valuable digital services to Property Managers for which they pay a monthly fee.

RRP around **10 € monthly**
per service and per apartment





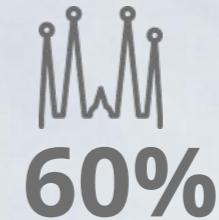
Traction & achievements



6 Countries
17 Cities

7

Products/services:
smartlock, a/ccontroller,
noisealarm, nightagent,
smartlock,
guestassistant, totalcare



Of short term rental companies use our technology within our home market (Barcelona)



2,200

Touristic accommodations digitized



260

Customer companies

Revenues

700,000 €

MRR (fees)

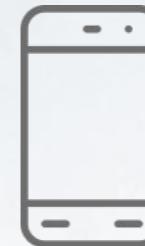
20,000 €/month



2,000
Qualified prospects



with
10,000
potential apartments



10
IoT devices
connected



1
Patented
product



Roomonitor's

NEXT STEPS 2018 & 2019



WHAT'S NEXT FOR 2018 & 2019

Scale & Boost sales

Roomonitor wants to
**digitalise as many touristic
apartments** as possible all
over the world.

To achieve this we will:

- **Improve our IoTs to make all of them fully plug&play** (**smarthub** & **noisealarm** are already fully plug&play) including the **managerassistant** app for plug&play installation.
- **Push for online & channel mkt & sales** of these fully plug&play IoTs. OTA's, PMS's, Associations,...



WHAT'S NEXT FOR 2018 & 2019

Sell to guests



Guests already downloading the **guestassistant app** to their phones in order to access the apartment IoTs and to communicate with property managers.

We have a unique opportunity to automatically sell them any tourist related content, services and amenities based on the full knowledge that we have of their behaviour in and outside the apartment as well as their guest profile.

We will develop a new **guestassistant++ app** that will sell to guests.



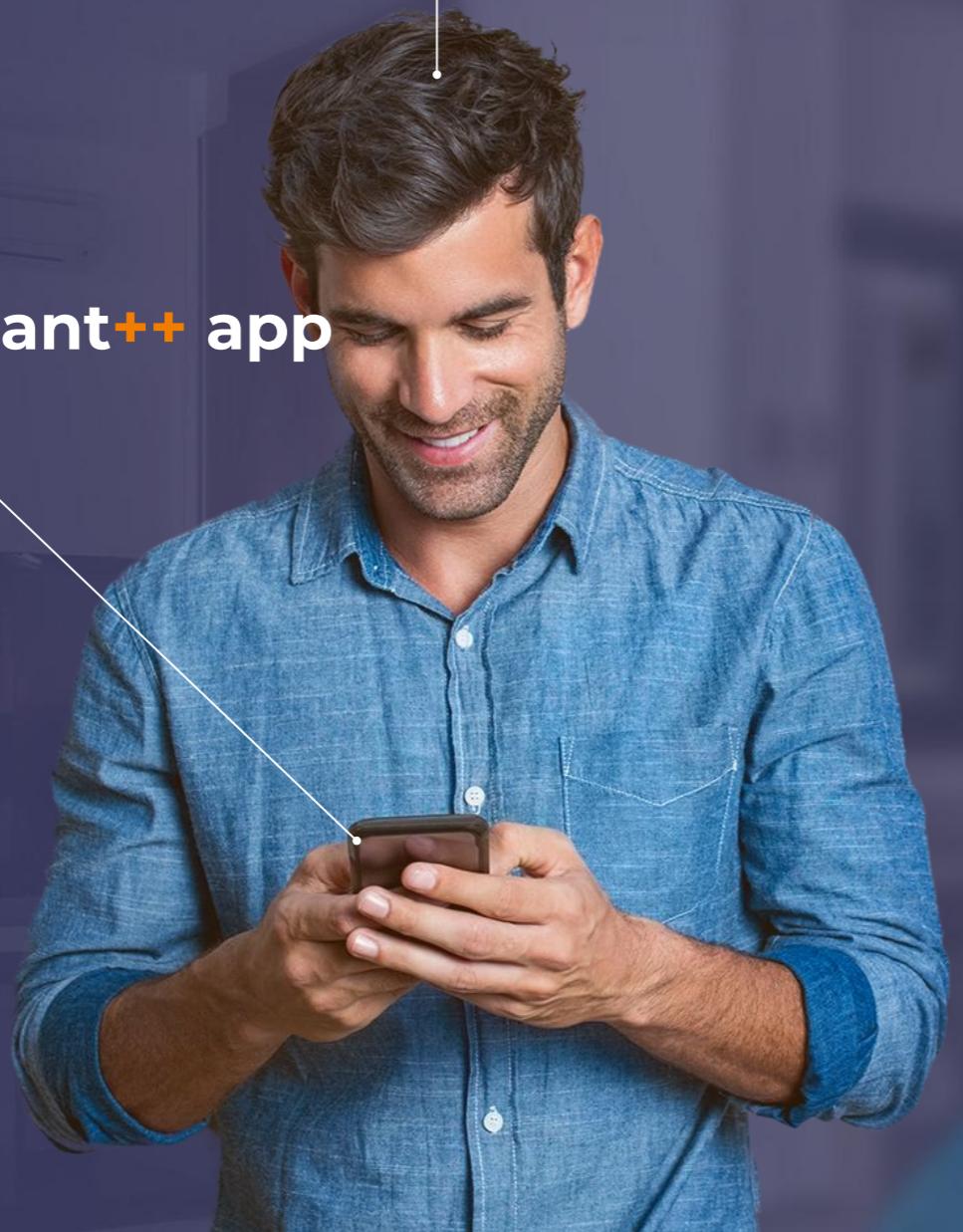
WHAT'S NEXT FOR 2018 & 2019

Sell to guests: guestassistant++app

Property Manager



Guestassistant++ app



There are so many Apps aimed at guests, but it is difficult and costly to get guests to download and use your app, and even when they do there's no guarantee that you've reached your target market or that your app is selling what the guest really wants when they want it.

With our app, the first hurdle of actually getting guests to download the app is easy because it's essential if guests want to control their digitized apartment (e.g. to use their smartphone to unlock the door).

What's more, our **SmartAlgorithms**, help us understand our guests and anticipate their needs so we can tailor products and services to them. We have deep knowledge of the behaviour of the guest inside and outside the apartment (when they go to sleep and wake up, if they're having lunch or dinner,...) and we have huge knowledge about their guest profile (travelling dates, age, sex, nationality, language, purpose of the trip,...)

Thanks to our solution, Property Managers finally have an efficient way to sell to their guests at a minimal cost, and without having to do anything.



WHAT'S NEXT FOR 2018 & 2019

Sell to guests: guestassistant++ app

From 38.4 € to 384 €*
commission for each apartment
per month



Restaurants, bars,
food markets...



Shopping



Theatres, cinemas,
shows, events...



Tourist transport,
trip discounts,
rent-a-car...



Museums,
architecture...

* Calculations are based on following suppositions: Average spending per person per day 80€; average people per apartment 5 pax; average occupancy 80%; commission per service 20%, spend managed on **guestassistant** between 2% and 20%.



WHAT'S NEXT FOR 2018 & 2019

Business projections 2018-2019

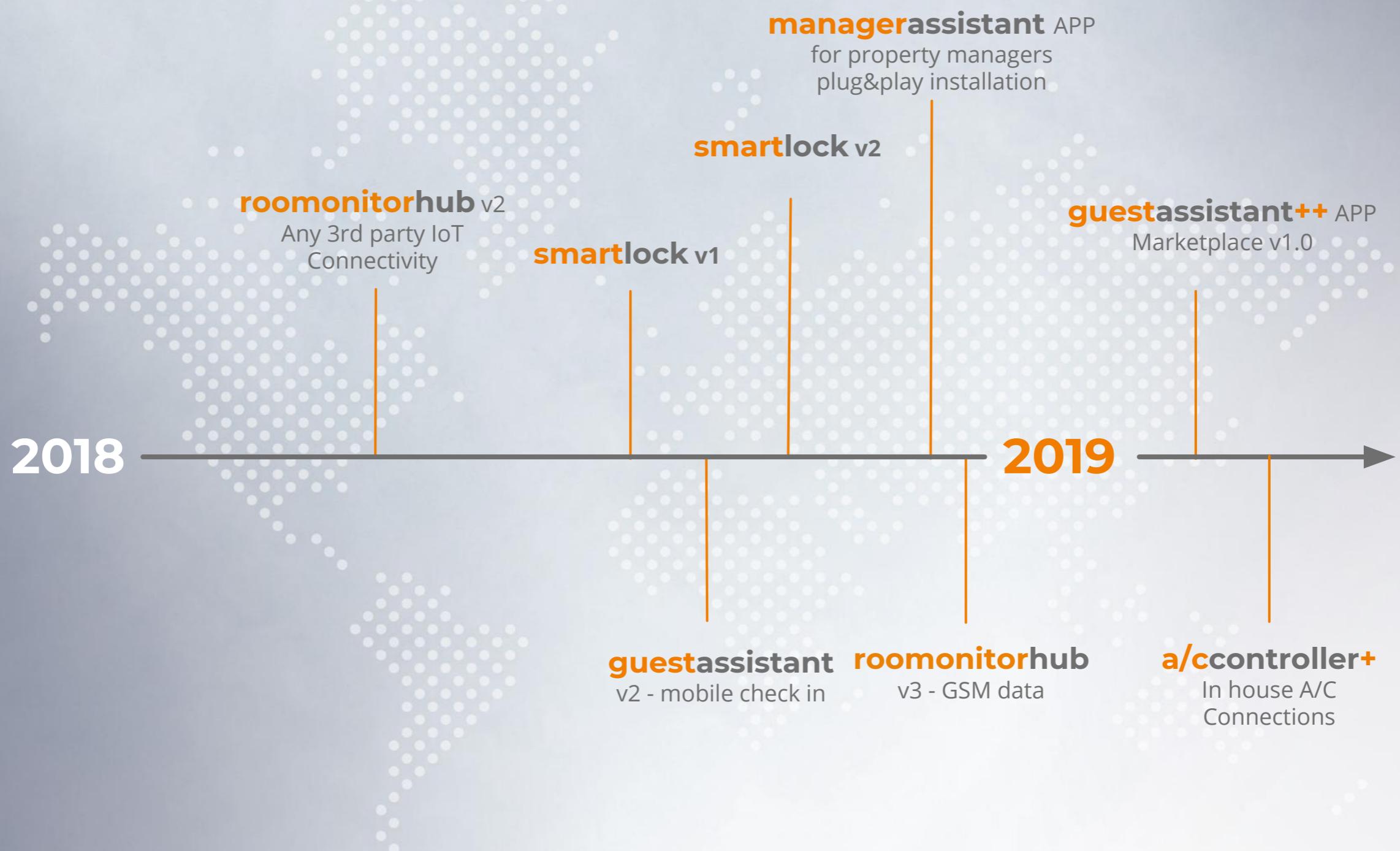
		2017	2018	2019
Apartment Digitalization	Apartments	1,800	5,100	14,000
	Monthly fee per Apartment	7.9 €/month	10 €/month	14.9 €/month
	Recurring monthly revenue (fees)	15,000 €	40,000€	205,000 €/month
	guestassistant sales per Apartment	-	-	38.4€ *
	Guest's revenue (guestAssistant sales)	-	-	576,000 €/month*
	Yearly Recurring Total Revenue	180,000 €	480,000 €	9,594,000 €
Geographical focus		Spain	Europe	EU & Latam & USA

* Calculations are based on following suppositions: Average spending per person per day 80€; average people per apartment 5 pax; average occupancy 80%, commission per service 20%, spend managed on **guestassistant** 2%.

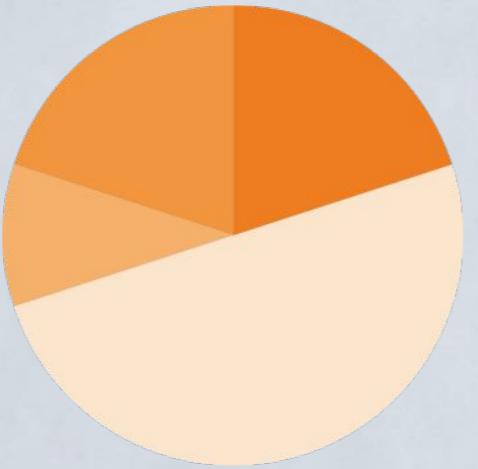


WHAT'S NEXT FOR 2018 & 2019

Technologies, products, services & teams



Preseries A



Valuation cap:

8,000,000 €

How much are we looking for:

2.000,000 €

Where will we invest the money:

Apartment
Digitalization

Guest Sales
Channel

- 10% Product: Plug&Play & connectivity
- 10% **roomonitor platform**
- 60% MKT & sales

- 20% **guestassistant++ (platform)**





Roomonitor team

Our Team



Nacho Suárez / CEO & co-founder
Industrial Engineer

Digital Entrepreneur, Tourism Entrepreneur, Property Manager, Hotel, Hostel & Short Term Rental Owner.



Eduardo Suárez / COO & co-founder
Civil Engineering Masters

Digital Entrepreneur, Tourism Entrepreneur, Property Manager, Hotel, Hostel & Short Term Rental Owner.



Juan Egea / CTO
Physics Degree & Maths PhD

25 years experience in Programming, with in depth knowledge of touristic platforms & IoT.



Juanjo Dominguez / CRM Sales Manager
Marketing Degree

Sales, Product Development and Business Development at Groupalia and Bellahora



Daniel Navas / Part-time CFO
Finance & MBA

VP Finance at Scytl – Innovating democracy
12+ years experience in finance, audit, mergers and acquisitions, and scaling-up businesses

Our Advisors



Pere Vallès
Board Member & Advisor
Economics & Law & MBA

CEO Scytl - Innovating democracy
Board member chairman and advisor of different institutions and successful startups.



Pere Mayol
Board Member & Advisor
Engineer & MBA

Startup Advisor & Business Angel Investor with several successful exits.

Our Investors



Banc Sabadell
<https://bstartup.bancsabadell.com/>



ESADE Business Angel Network
<http://www.esadeban.com/>



Oceanic Ideas
<http://oceanicideas.com/>



Roomonitor is leading the way

We digitalize and connect any type of tourist accommodation



www.roomonitor.com

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