

P.O.D.

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Private Ofgrid Development Pitch Desk

BoD and IOCP - Industrial E S #2018



## Vision and value proposition

P.O.D.'s or Private Ofgrid Development system, offers an efficient, and sustainable solution to the growing demand of Off-Site, Modular and Movable prefab housing, a large segment of the world housing market demand.

The Development coordination between France, Russia and Canada fully secured design and industrial assets, largely base on Organic Construction Materials. P.O.D. Design was made possible under the IOCP incubators and presents a strong opportunity in the relief and remote housing service.

This document is to inform you of this opportunity.

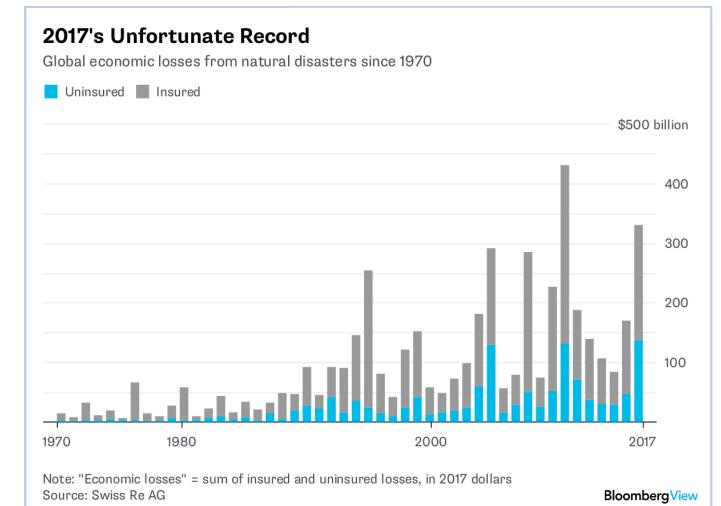


## Addressing special housing demands

The World need's Homes! Only considering the increase in Natural Disasters and Environmental shift, population affected this year alone have over pass 200 millions in country like Indonesia, the U.S.A. or Europe, affected by Earth Quake, Hurricane or Wilde Fire, concluding in the loss of habitat.



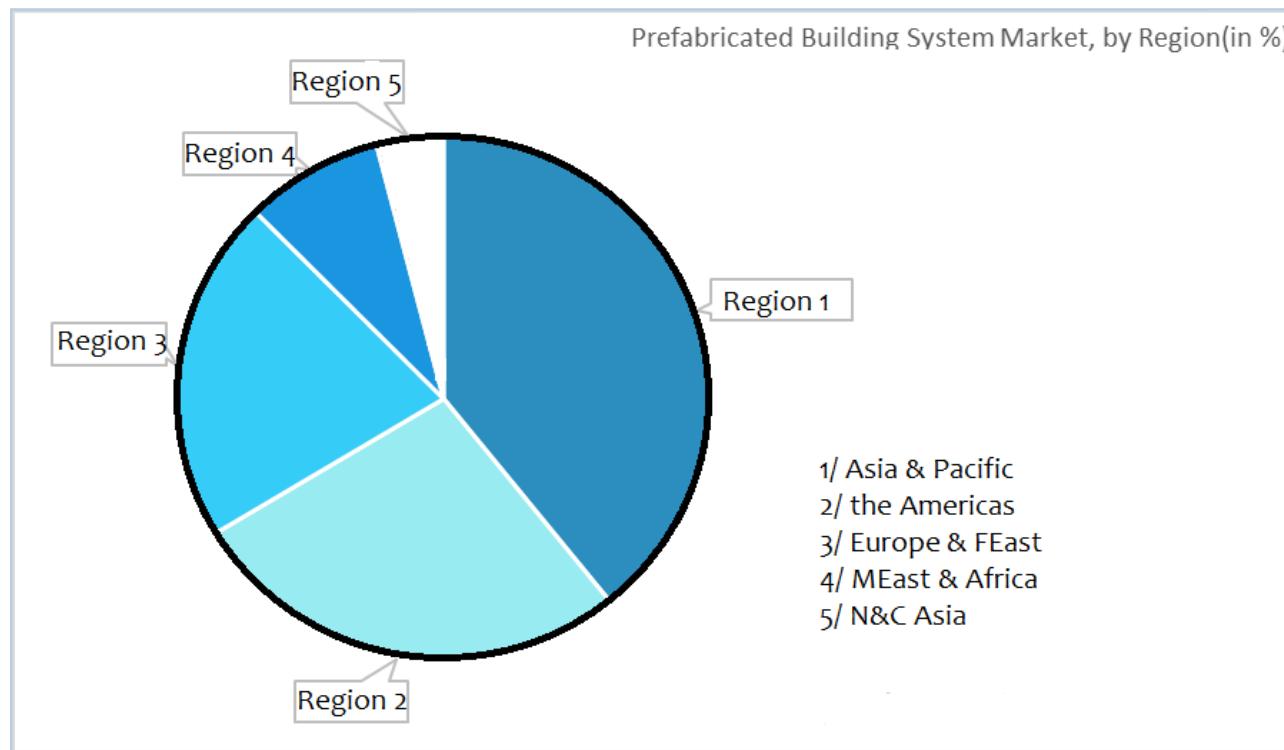
The problem comes in 2 forms, accessibility and affordability. P.O.D System has been developed in consideration of these 2 problems and addresses them in a modern, efficient and sustainable manner and can service emergency housing demands as well as current market demands in prefab technology.





## Pre-Fabricated business overview

The use of new materials such as Industrial Hemp, Bio Resins, and Agglomerated Compound has grown in the last 10 years. Housing project and alternative construction have naturally grown along this surge. 2018 demand for more sustainable and organic materials is becoming standard, a number of parties are participating to answer the market demand.





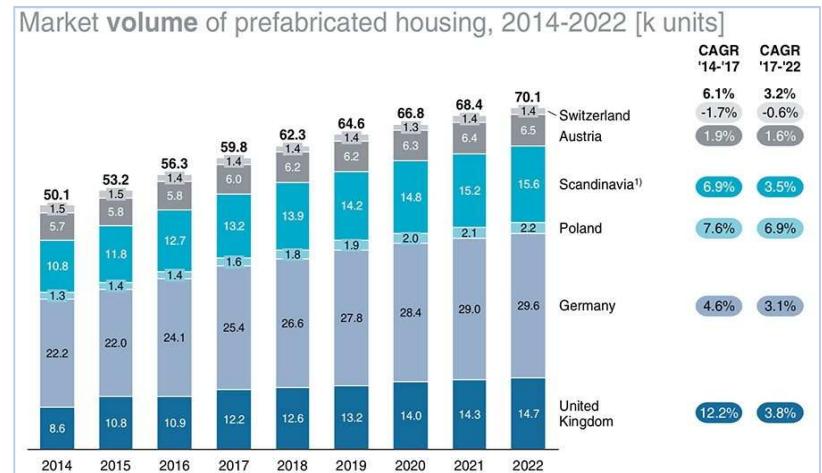
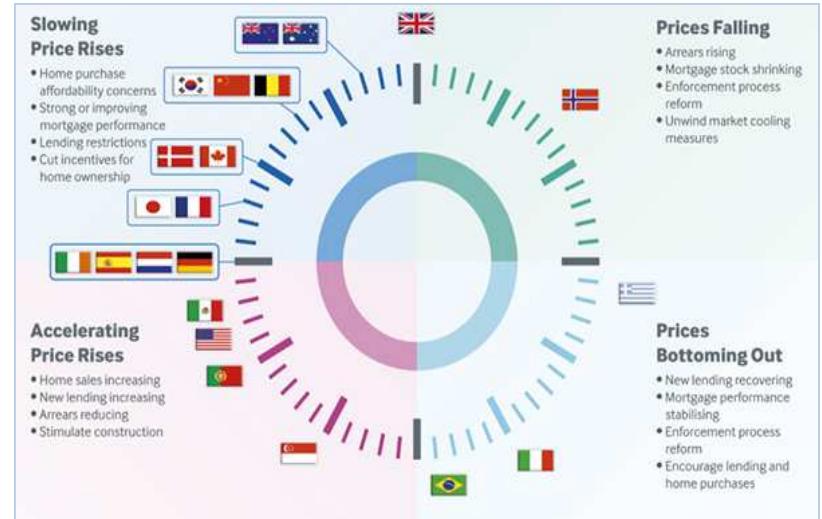
## P.O.D. System target market and opportunity

The world housing demand is offering opportunities for new habitat and housing services. The demand is driven by sustainability and cost, the System answer both, alternative construction materials provide new solutions and the concept set a commercial pricing accessible to all. P.O.D. System answer a specialized and specific niche service in various segment of the Housing market (*world data 2016/20*), a mix of metrics have been consider to target P.O.D. System market segment.

### P.O.D. System Market Segments|

<b>Civil, Industrial &amp; Social Housing</b>	- 22%
<b>Emergency/DRM/Disaster</b>	- 23%
<b>Remote Living, Mining</b>	- 14%
<b>Urban Slums, Camps</b>	- 12%
<b>Health, Mobile Hospital</b>	- 18%
<b>Hospitality and Entertainment</b>	- 11%

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## P.O.D. System solution. Addressing people needs – Architects overdraft

**Product quality.** The overall design for the P.O.D. System was developed using organic and biologic materials and resin offering a healthy, high quality and comfortable habitat for any lifestyle. Viability is maintained with the habitat functions, solar power generation, water filtering/storage and biogas units for waste.

**Delivery rapidity.** The building process of the basic shell demands 2 weeks to several months according to specifics (Mobile Hospital, Technical Building, Dry Room,...). When completed, P.O.D. System delivers the solution for transportation with the use of the existing logistic infrastructure, P.O.D.'s are container type, friendly to the logistic network, delivered anywhere on Earth via Boat, Railways and road.

**Adapted to function.** Earth living environments, from Desert to Mountain and Ocean Shore to Steps, Humans are present in all environments Earth offers. To sustain life in most of these environments habitat needs to be adapted to offer basic living support. P.O.D. System is fully adaptable to any environment and terrain.

**Cost efficient.** The process of building/manufacturing and the use of modern tech provide with a strong cost for value for customers and deliver satisfactory margin to sustain business. The goal is to support continuous R&D in order to enhance both, quality and effectiveness to customers.

**Carbon neutral.** The design embraces environmental demands. 100% of each P.O.D. is recyclable and reusable. The building footprint is neutral and each component has been selected accordingly to the Carbon Neutral standard.

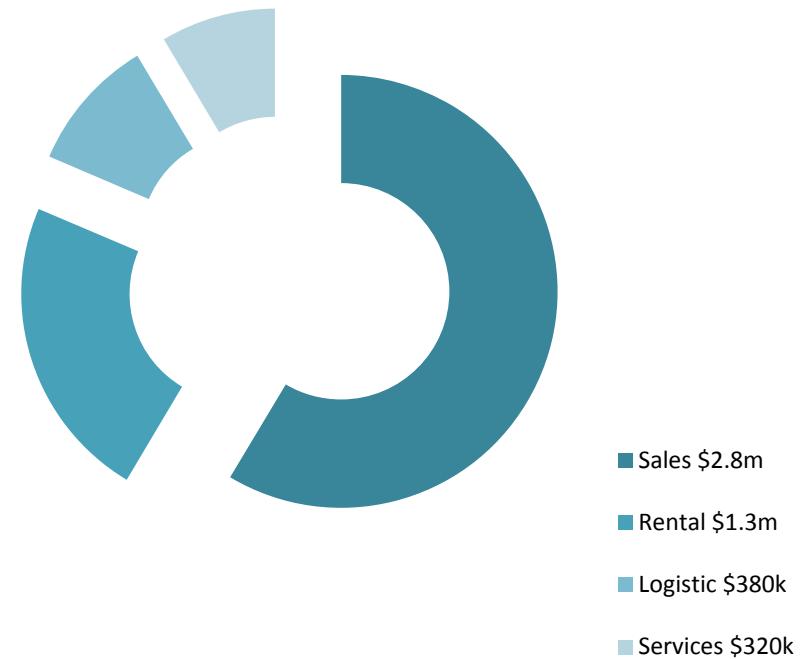
**Sustainable.** The ability to sustain Life in a time of exponential changes while maintaining viability is a key point of modern housing design. The solution P.O.D. System provides matches market demand in sustainable habitat, thanks to a resources base R&D and a growing demand in modern construction materials. Sustainability is matched from design to function.



## Revenue model

The actual market interest in P.O.D. System provide with a good short term demand mainly from the private sector in sales and rentals. The logistic service will grow accordingly to business development projected to quadruple within 18 month. Services such as P.O.D. storage or management will follow sales. Overall sales estimated on pre-order model at 2.8 million US\$ with a target sales of 30 million US\$ by 2022. Rentals in turn key fashion or empty shell fashion will surge from start expected to provide 14 million US\$ in revenue by 2020.

Sales & Services pre-order estimate





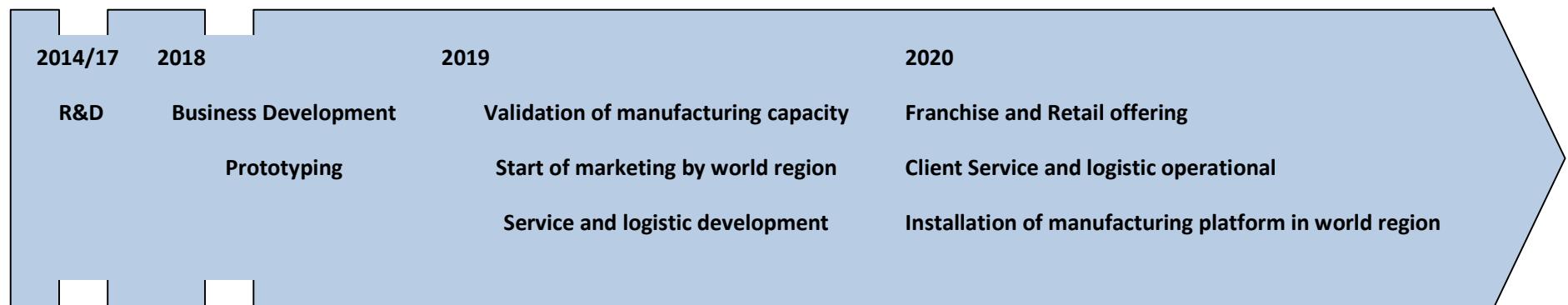
## Traction and validation/Milestone roadmap

Companies with remote operations (mining, Forestry,..) and Humanitarian Programs (Relief efforts, DRM,..) offer a realistic industrial customer scenario for long term sales, while early interest for pre-order point to private customer sector covering short term business.

Validation is made by consolidating existing parties interested in the specificity of the P.O.D. System. The core customers of the P.O.D. System are in constant need of efficient habitable solutions, the system provide a suitable answer.

## Industrialization & Commercialization Milestone

Updated schedule, the regularity of project development over years indicates its maturity.





## Marketing and Sales strategy

P.O.D. System enjoys a natural customer prospect and therefore has built an M&S strategy accordingly. The P.O.D. System answers a niche in design and feature to service specific demand in the modulable/transportable prefab housing market.

Marketing and Sales strategy focus points|

- *Customer funds capacity*
- *Market demand assessment*
- *Social Metric interest in P.O.D. System*
- *Product for Value comparison*
- *P.O.D. System market adaptability*
- *Franchises Market penetration*
- *Financial solutions*



## Management and Coordination

The whole project was incubated by the HOB Industrial Open Cooperative Platform or the HOB IOCP. The idea was born from the reflection on modulable/movable functional habitat and the original design imagined and created by M. David Judey Ostin chief of operation for the IOCP. The development work is a team work assembled under the IOCP with the aim to compile the best solutions for each of the P.O.D. System component. The development demanded the involvement of intelligence know how from Architecture, Engineering, Financing, Safety, Environmental, Lifestyle, Logistic, Economy, Human Science, Tech & IT, Health, Industrial, Fengshui and Life Cycle specialist with a reach of over 100 individuals from all continents. The intense use of the IOCP infrastructure for data sharing and specialist's voluntary participation have made the P.O.D. System realistic.

To date the BoD directors are identify and active, Human Resources available and Industrial platform operational.

*The disclosure of identity of all BoD & HR related to the P.O.D. System require an N.D.A.*



## Financials

### ***sales***

Market & Business research estimate a 2.8\$ million in pre-sales/

### ***customers***

Funding capacity is the prime focus, P.O.D. System are identified/

### ***total expenses***

to date P.O.D. System industrial and business development is \$170 000  
1.4\$ million injection in equity capital to support HR & Industrial set-up/

### ***Profits***

Optimized: Material and Labor model provide a 30/45% IRR by year 3/



## Use of funds

Continuous development have been achieve with the support of the IOCP, to over date 3600 hours in total development have been recorded over 3 years from which 2200 hours of time donation and with a capital use of 170\$K. The present stage demand capital input for Labor support, second prototyping and industrial set-up as well as business management and HR, the funds will be injected in form of equity capital allocating the designed business structure.

### Use of funds break down|

TRANSITION IOCP – Public Market -	2018 to 2019	P.O.D. System IOCP Funds attribution	<i>in USA \$</i>
<b>H&amp;R &amp; Labor</b>	<b>470 000</b>		<b>470 000</b>
HR salary	95 000		
Labor salary	375 000		
<b>Industrial set-up</b>	<b>690 000</b>		<b>690 000</b>
Making & Assembly line (technical)	560 000		
Industrial space & building (assets)	130 000		
<b>Business Development and Management</b>	<b>240 000</b>		<b>240 000</b>
Accounting, Legal, Administrative	240 000		
		<b>Transition cost Total</b>	<b>1 400 000</b>



## Long Term Business projection

Long term projection flow from projected housing demand and strategic market services.

*3 years overview.*

P.O.D. System Projection Overview - 2019 2025 - Dev/ST/HR/IOCP/Ind											
Overall Schedule		Date		Oct-19		Nov-20			Dec-21		
		Start	Finish								
<b>1</b>	<b>P.O.D. System Development validation</b>	<b>28-Oct-2018</b>									
1.1	System Design	28-Oct-2018	2-Nov-2018		<b>Revenues</b>			<b>Revenues</b>		<b>Revenues</b>	
1.2	Cost assumption	28-Oct-2018	6-Nov-2018	Sales		2,800,000.00	Sales		4,300,000.00	Sales	18,000,000.00
1.3	Technology Validation	28-Oct-2018	5-Nov-2018	Rentals		1,300,000.00	Rentals		2,700,000.00	Rentals	7,500,000.00
1.4	Internal design	28-Oct-2018	8-Nov-2018	Logistic		380,000.00	Logistic		980,000.00	Logistic	860,000.00
1.5	Flooring design	28-Oct-2018	8-Nov-2018	Services		320,000.00	Services		2,020,000.00	Services	3,700,000.00
1.6	Water room design	28-Oct-2018	8-Nov-2018			<b>4,800,000.00</b>			<b>10,000,000.00</b>		<b>30,060,000.00</b>
1.7	Plumbing & Electrical network design	28-Oct-2018	14-Nov-2018		<b>Operation Expenses</b>		<b>Operation Expenses</b>		<b>Operation Expenses</b>		
1.8	Fabrication material Engineering and design	28-Oct-2018	14-Nov-2018	HR and Labor		280,000.00	HR and Labor		670,000.00	HR and Labor	1,030,800.00
1.9	Technical system design	28-Oct-2018	20-Nov-2018	Engineering		257,000.00	Engineering		257,000.00	Engineering	257,000.00
1.10	Logistic assessment	28-Oct-2018	20-Nov-2018	Utilities		160,000.00	Utilities		320,000.00	Utilities	460,000.00
1.11	Safety validation	28-Oct-2018	24-Nov-2018	Cost of Goods		830,000.00	Cost of Goods		1,180,000.00	Cost of Goods	7,000,800.00
1.12	Flooring technical system design	28-Oct-2018	2-Dec-2018			<b>1,527,000.00</b>			<b>2,427,000.00</b>		<b>8,748,600.00</b>
<b>2</b>	<b>Business Development</b>	<b>3-Nov-2018</b>		<b>Overall P&amp;L Projection</b>							
2.1	Commercial Company set-up	3-Nov-2018	14-Dec-2018								
2.2	Board of Director's Structure	15-Nov-2018	20-Nov-2018			(3,273,000.00)			(7,573,000.00)		(21,311,400.00)
2.3	Logistic assessment	21-Nov-2018	26-Nov-2018								
2.4	Pre-Sales evaluation confirmation	27-Nov-2018	12-Jan-2019								



## **Exit strategy**

Early I.P.O. is the aim. The product matches both Industrial capability and Market Demand.

At the advantage of the investors and sponsors the Management is inviting for suitable exit-strategy to be proposed.

Thank You for your consideration.



CONTACT/

GENERAL EMAIL – [homeofbohemian@gmail.com](mailto:homeofbohemian@gmail.com)

P.O.D. System Design – France, Toulouse, Russia, Vladivostok, Canada, Vancouver

Private Of-Grid Development System

The HOB IOCP – the HOB Platform 2018#

