Hi, Allan.

This is Park Dohwan from KB Kookmin Bank.

After sending the previous email, we conducted further testing with 8thWall and found that it excels in Image Tracking performance. Therefore, we'd like to introduce another project that utilizes Image Tracking - the AR Retirement Pension project. We're interested in discussing potential costs on this.

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| Subject | AR Real Estate Climate Map | AR Retirement pension |
| Brief | * Scanning a flat surface  (surface detection). * Augmenting the 3D map on the desk, table and floor surface. * Displaying various data such as market prices on the 3D map. | * Scanning an image marker (The actual document) * Augmenting 3D modeling and content on the image. * A virtual 3D character moves across the actual form, providing guidance that how to write document |
| Good | KB has a diverse Korean real estate data, known for its high reliability. Particularly, KB's Korean apartment prices data serves as a benchmark in most PropTech. By combining AR with KB's data, not only KB's customers but also many individuals would likely experience the app.  - KB possesses an wide network of real estate brokerages in Korea. In this project, we also plan to provide demo materials in consultation spaces of affiliated brokerage, allowing customers to experience the app. | - We are currently creating an AR version of the retirement pension enrollment form. If this project goes successfully, we anticipate the possibility of applying AR guides to various other forms that KB Kookmin Bank possesses in the future. |
| Common | 1-year service (3-month development).  Self-hosting is necessary.  Expected user count under 10,000 individuals per each app. | |

KB Kookmin Bank is a highly recognized company in Korea, with a wide range of collaborative partners and individual customers. Collaborating with KB Kookmin Bank could provide an excellent opportunity to introduce WebAR technology and 8thWall to the Korean market, as well as to other financial institutions, PropTech companies, and the public who may not be familiar with AR.

In the previous your email, you proposed a discounted amount (US$20,000). If we consider two apps, how would that affect the cost? Additionally, I'm curious if there's potential for a further discounted amount.

Furthermore, I've included a PDF detailing the sequence for both apps. Please review it if necessary.

Thank you,

Best Regards,

Park.