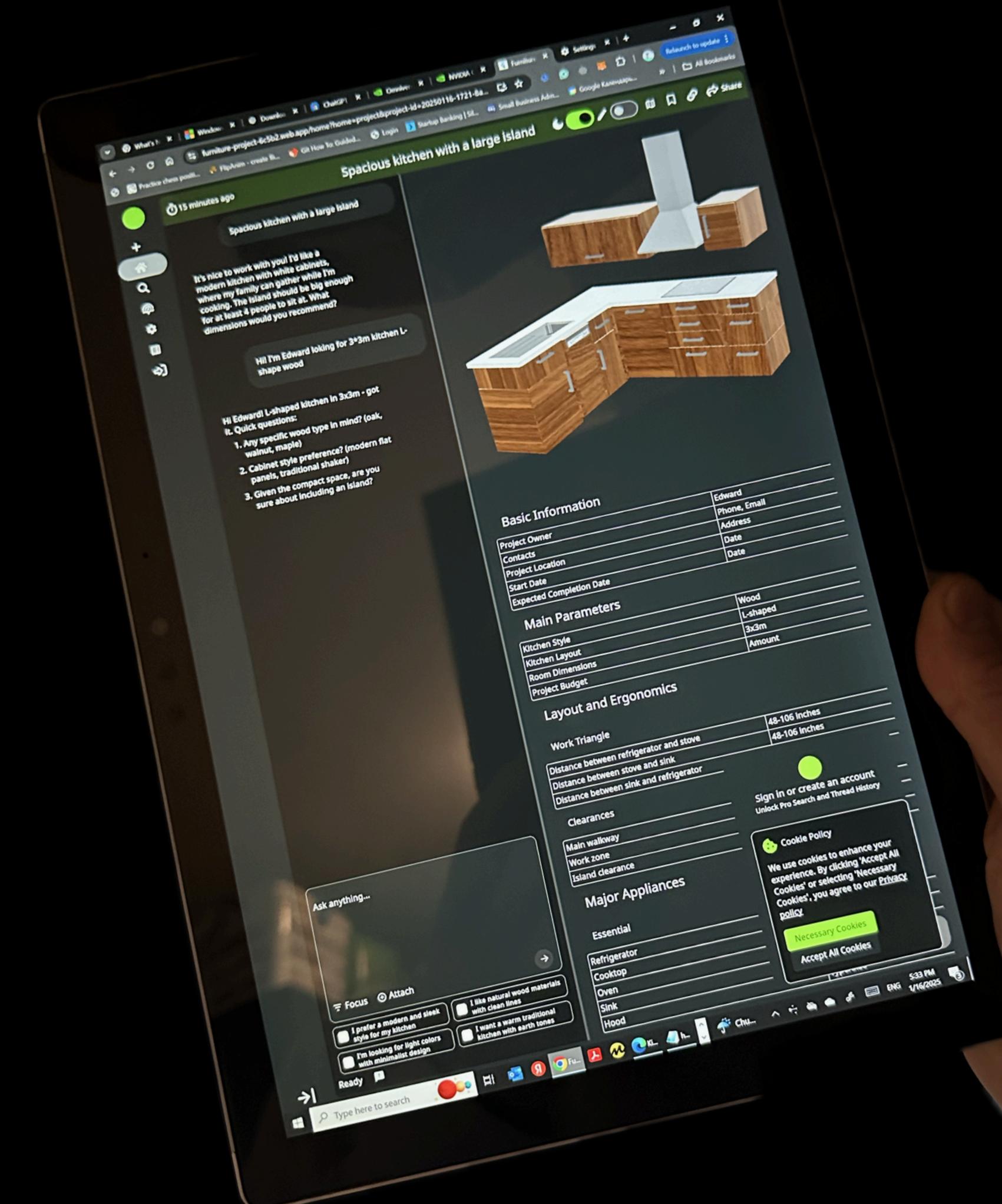


AI-DRIVEN MASS CUSTOMIZATION

THE FUTURE OF FURNITURE DESIGN & MANUFACTURING

Directly connecting end consumers with large manufacturers through artificial intelligence and robotics

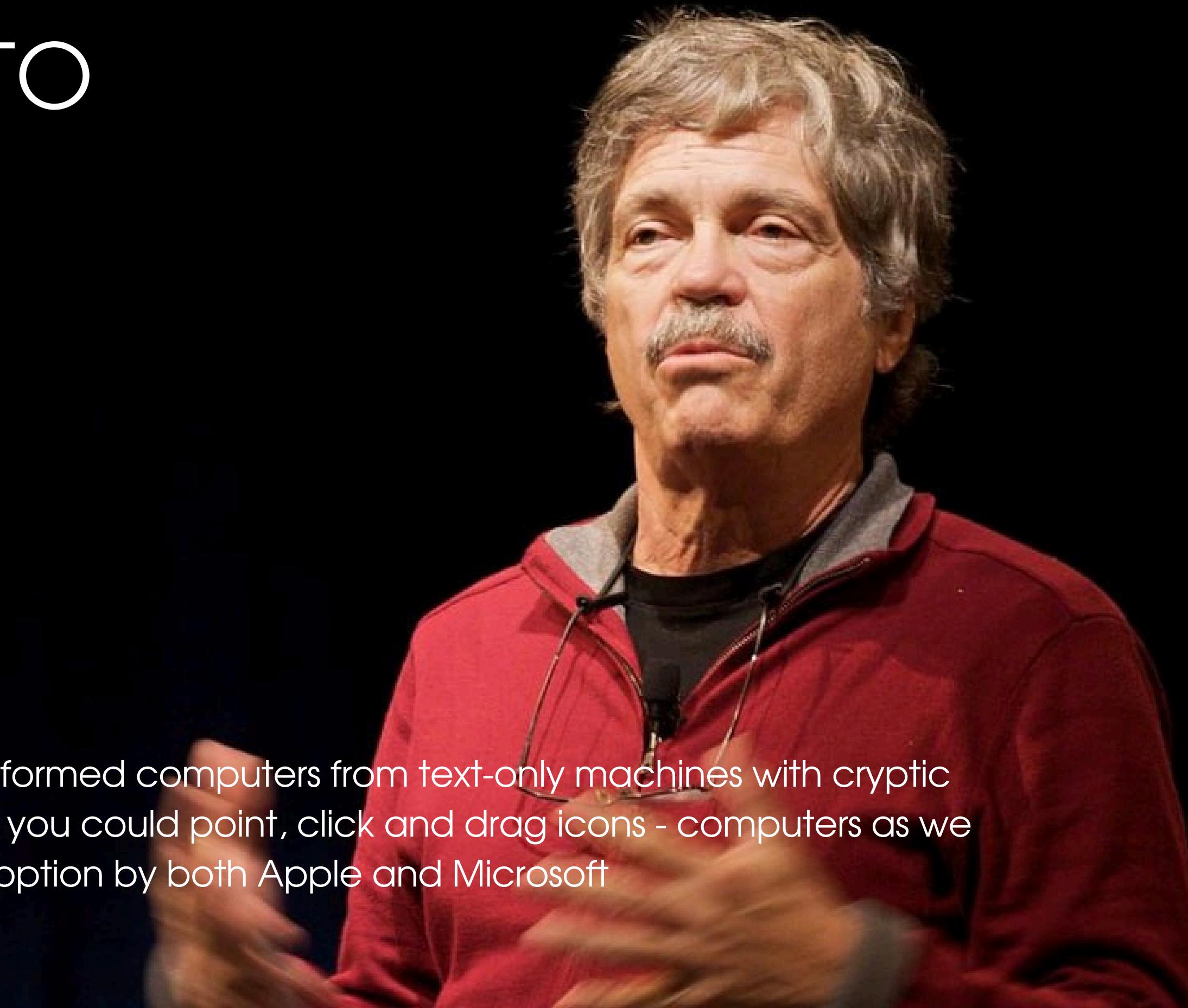


VISION

THE BEST WAY TO
PREDICT THE
FUTURE IS TO
INVENT IT

- Alan Kay

In 1973 at Xerox PARC, his team transformed computers from text-only machines with cryptic commands into visual systems where you could point, click and drag icons - computers as we know them today, thanks to later adoption by both Apple and Microsoft



MISSION

GIVE PEOPLE THE CAPACITY TO **SHAPE**
PHYSICAL WORLD AS **EFFORTLESS** AS
DIGITAL ONE



Harnessing the power of AI and big data to create true **mass customization**, discovering that while we are **all unique**, our needs are beautifully **similar** - allowing truly personal solutions to be as efficient as **mass production**.

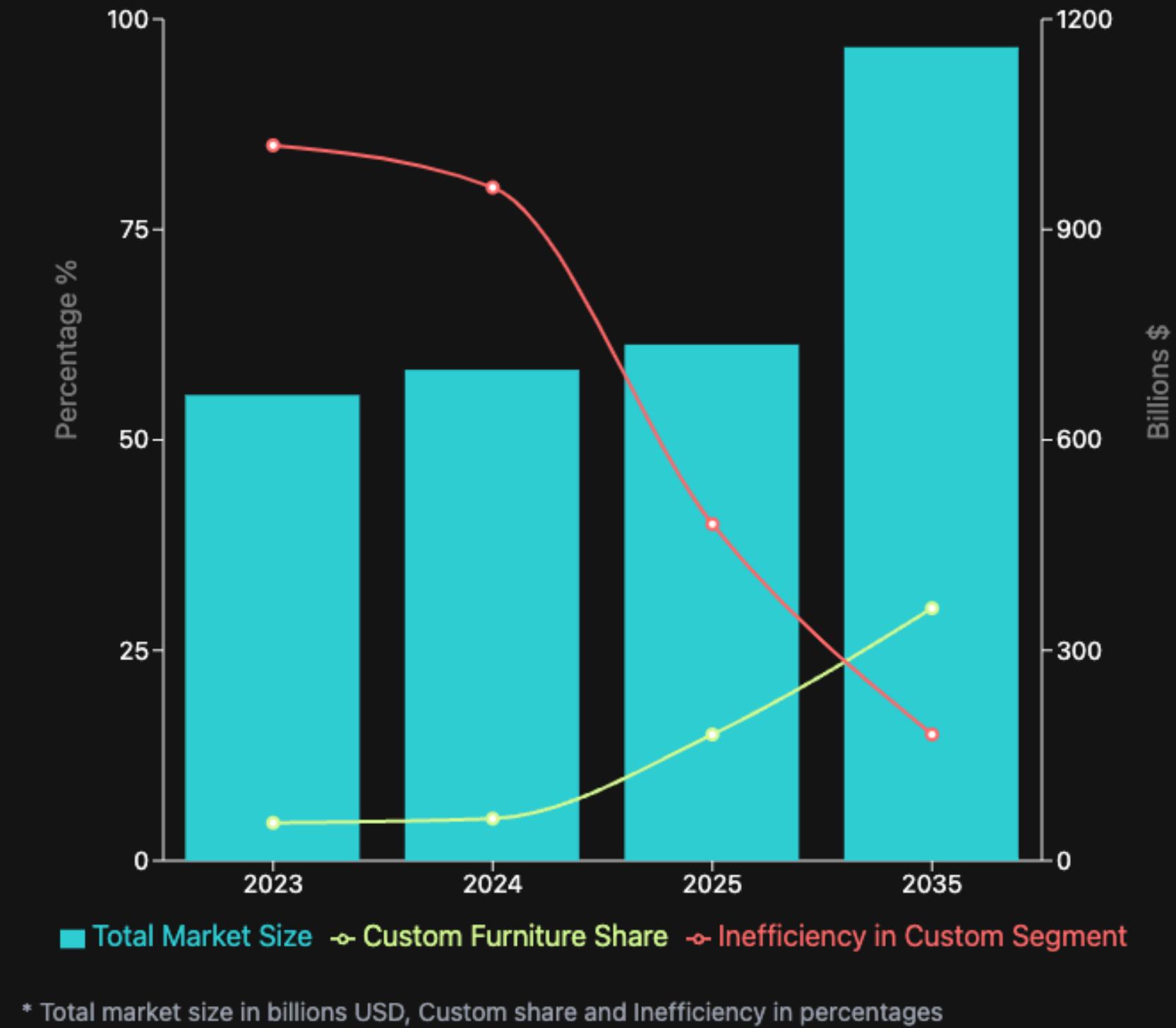
THE XEROX MOMENT

TRANSITION TO TRUE DIGITAL MANUFACTURING

IT IS TIME FOR
FURNITURE AMAZON

75% INEFFICIENCY CREATES
PERFECT DISRUPTION OPPORTUNITY

THE XEROX MOMENT:
THOSE WHO MISS AI TRANSFORMATION
WILL SHARE XEROX FATE IN GUI REVOLUTION
2025-2027: THE WINDOW OF OPPORTUNITY



THE BARRIER

MASS VS CUSTOM: THE GREAT DIVIDE

IN MASS PRODUCTION:
ONE DECISION SERVES MILLIONS OF PRODUCTS
EFFICIENCY: 85-90%

IN CUSTOMIZATION:
EACH PRODUCT NEEDS THOUSANDS DECISIONS
EFFICIENCY: 25-30%

THIS GAP WAS **INSURMOUNTABLE** BEFORE AI
NOW IT'S JUST A BARRIER TO BE BROKEN



THE PREDICTION

AI DISRUPTS THE MARKET BY REMOVING INTERMEDIARIES

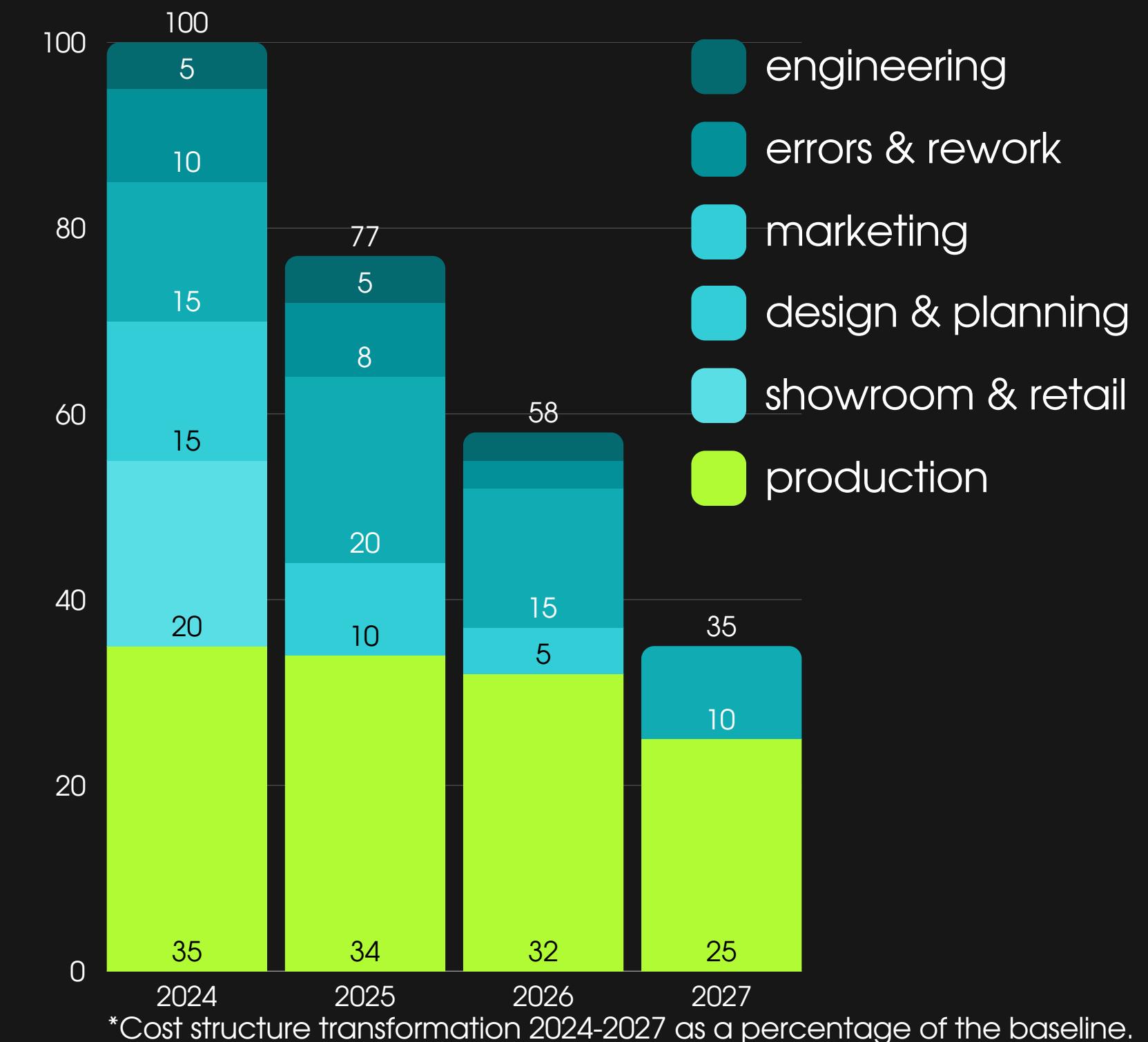
COST REDUCTION UP TO **65%**
IN 48 MONTHS
DELIVERY TIME REDUCTION
FROM 8 WEEKS TO **1 WEEK**

For \$100M revenue business cumulative savings:

2025: \$23M

2026: \$88M

2027: **\$153M**



THE OPORTUNITY

1 IN 100 YEARS

The current inefficiency creates the preconditions for a **revolution** in the market and we want to joining major beneficiaries of the revolution, **customers** and **producers** of raw materials and equipment.

EARLY ADOPTERS ADVANTAGE:

- FIRST MOVERS **GAIN 2-3 YEARS** COMPETITIVE EDGE
- BUILD **DATA** ADVANTAGE BEFORE MASS ADOPTION
- SHAPE INDUSTRY STANDARDS

THE SOLUTION

AI-POWERED DESIGN PLATFORM

MASS PRODUCTION EFFICIENCY FOR CUSTOM DESIGN

AI DESIGN ASSISTANT PHYSICS-BASED LLM

- Smart interface replaces complex CAD
- Instant 3D visualization
- Real-time ergonomics & rules validation
- **Target: 1 day vs 2-3 weeks per design iteration**

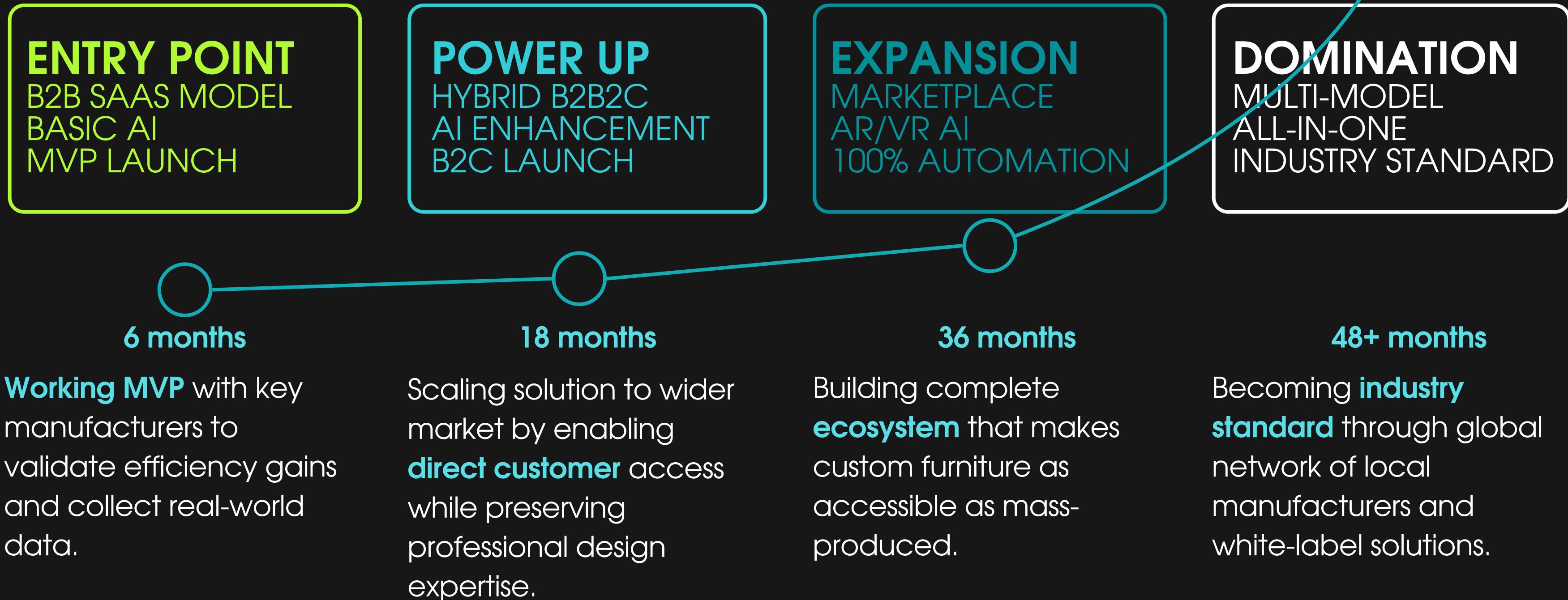
SMART DOCUMENTATION ERP 2.0 AUTOMATION

- Automatic production docs generation
- Real-time pricing & feasibility check
- Zero engineering errors
- **Target: \$0.5 and 30 sec vs \$500 and 2-3 days for documentation**

COLLABORATION HUB INDUSTRY 5.0 PROTOCOL

- Single space for all stakeholders
- Real-time feedback & approvals
- Direct factory integration
- **Target: 3 days vs 4-8 weeks from design to production**

STRATEGIC GROWTH ROADMAP



FIRST 6 MONTHS: VALIDATION & GROWTH

PILOT PROGRAM

FROM ZERO TO \$100K MRR IN 6 MONTHS

START

3-5 manufacturers:

\$10M+ annual revenue each

Current costs: \$500/design,

2-3 weeks per project

Target: \$50/design,

1-3 days per project

Potential savings: \$100K-150K

per manufacturer annually

REVENUE MODEL

Initial Phase (Free):

Data collection from 3000+ designs

Process optimization

AI model training

Revenue Phase:

30% share from cost reduction

Projected monthly revenue: \$15-20K per manufacturer

SUCCESS METRICS

Cost per design:

80% reduction

Automation: Design 85%

Documentation 95%

Production errors: near zero

Time to market: 80% reduction

Monthly recurring revenue:

\$100K+

Customer satisfaction: 85%

FROM CUSTOMER UI TO CNC MACHINE



AI AGENTS WORK TO CREATE FULLY AUTOMATED PIPELINE

AI DESIGNER

Understands needs, trained
on millions of real cases

- Multi-Agent Architecture
- Continuous Learning
System
- Context-Aware Decision
Making

PHYSICS ENGINE

Ergonomics-based physics creates
a functional design

- Physics-based Space
Organization Logic
- AI Vision for Physical World
Understanding
- Real-time Constraints Processing
- Automatic Error Prevention

PRODUCTION BRIDGE

ERP 2.0 automation

- Universal Factory Protocols
- **Automated Documentation**
BoM & BoL, Production
Orders Drawings, Packing &
Marking Specifications
- CNC Ready Output
- Integrated Quality
Assurance

100% AUTOMATION ALLOWS UNLIMITED SCALING

THE SOLUTION

AI AGENTS

FLEXIBLE ARCHITECTURE

Multiple models working together
Easy model switching and updating

CONTINUOUS LEARNING

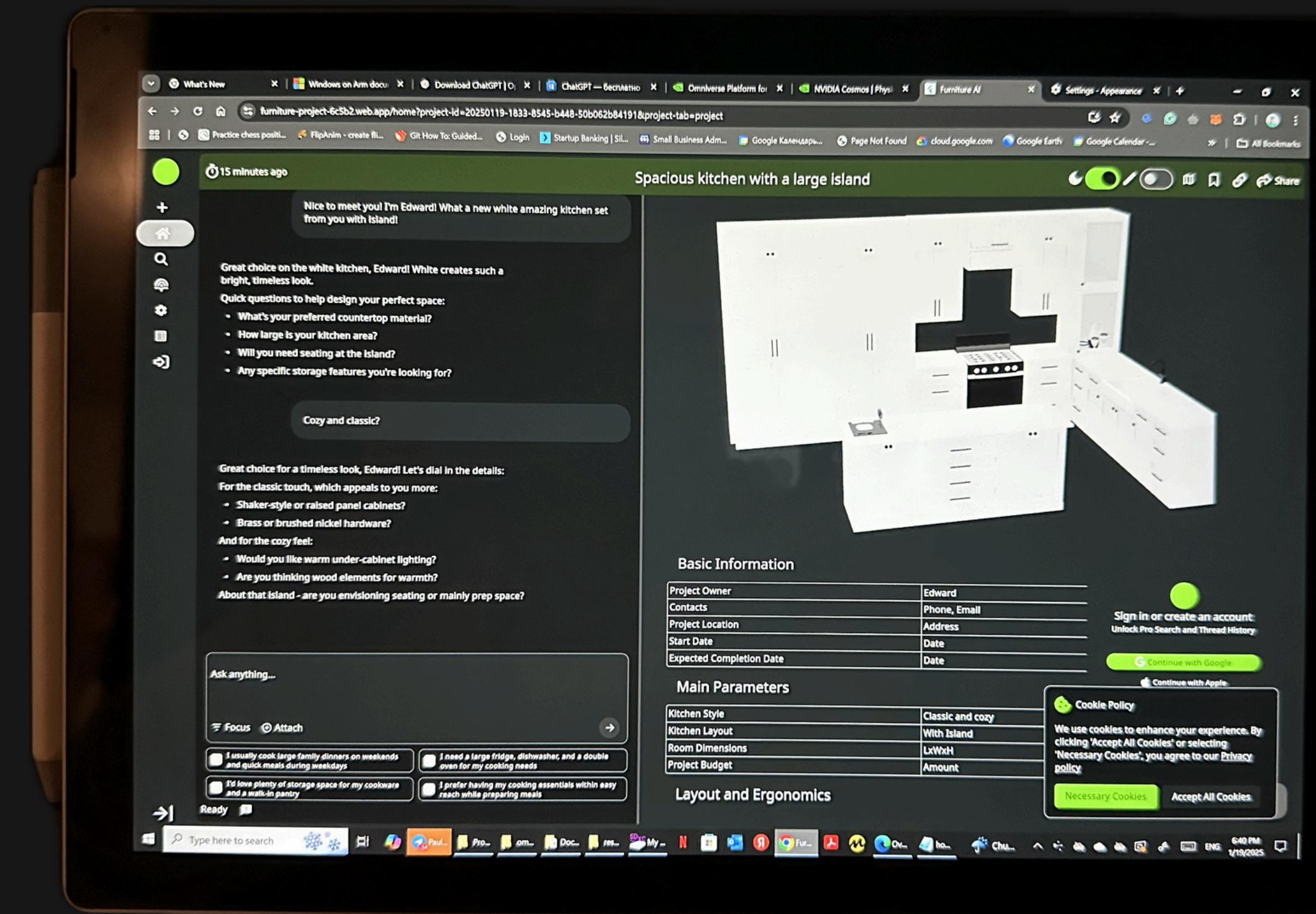
Emotional feedback analysis
User interaction patterns analysis
Real-time data collection & adaptation

MULTI-LEVEL MEMORY SYSTEM

Vector databases for patterns
Knowledge graphs for relationships
Short-term context management

DECISION MAKING MACHINE

Special agent for tool selection
Task-specific optimization
Real-time problem solving



SPACE PHYSICS

ZONES ADAPT & COMPETE FOR SPACE

Each zone's size and location determined by:

- Activity level (Importance for user)
- Space constraints
- Access requirements
- Ergonomic rules

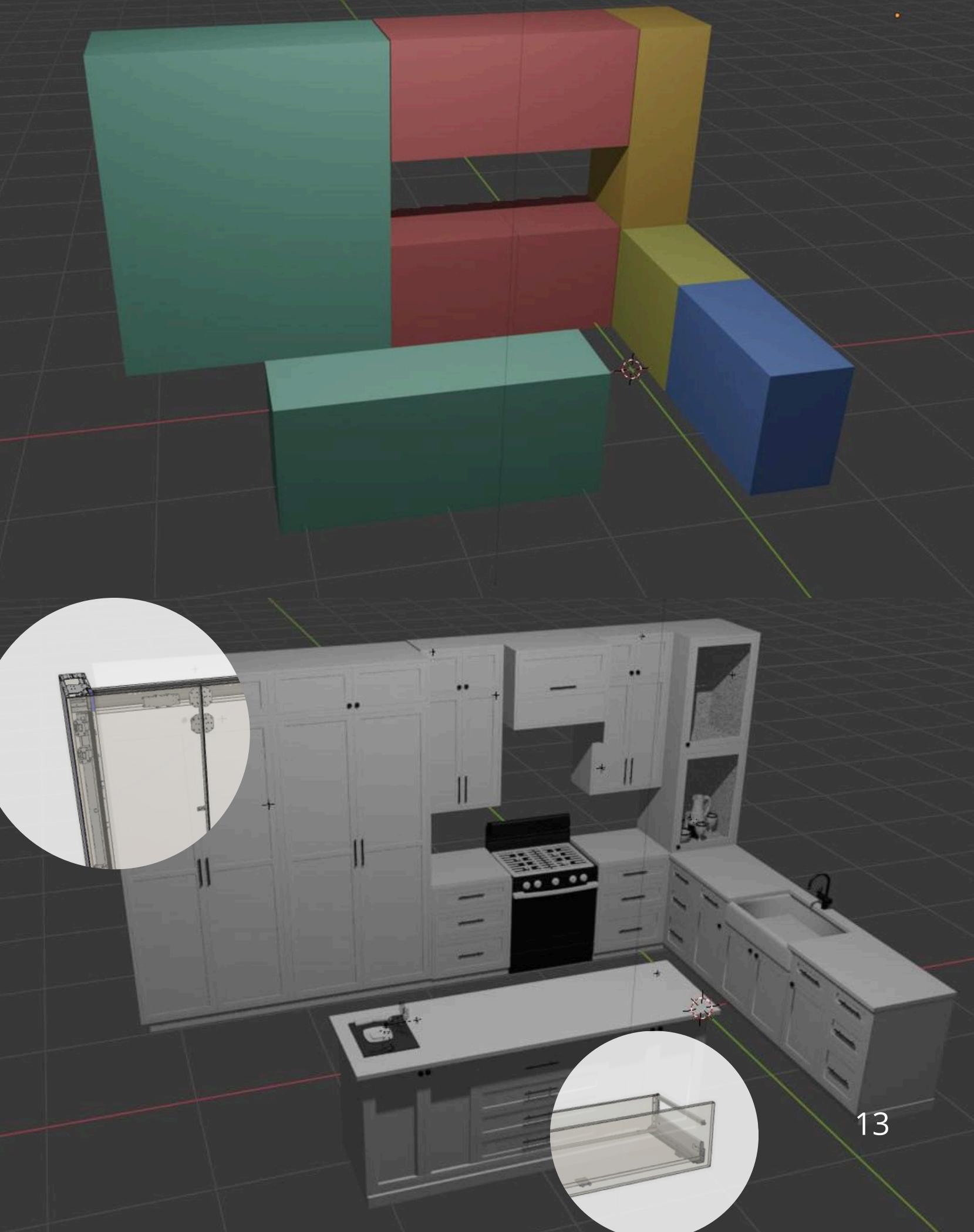
MODULE ASSEMBLY & VALIDATION

Zones are built using:

- Universal modular components
- Available materials & hardware
- Appliances from catalog

CONTINUOUS VALIDATION LOOP

- Automatic error checking
- Rules compliance verification
- User feedback analysis



PRODUCTION AUTOMATION: CONVEYOR-READY OUTPUT

ERP 2 PRODUCTION

AUTOMATED DOCUMENTATION FLOW

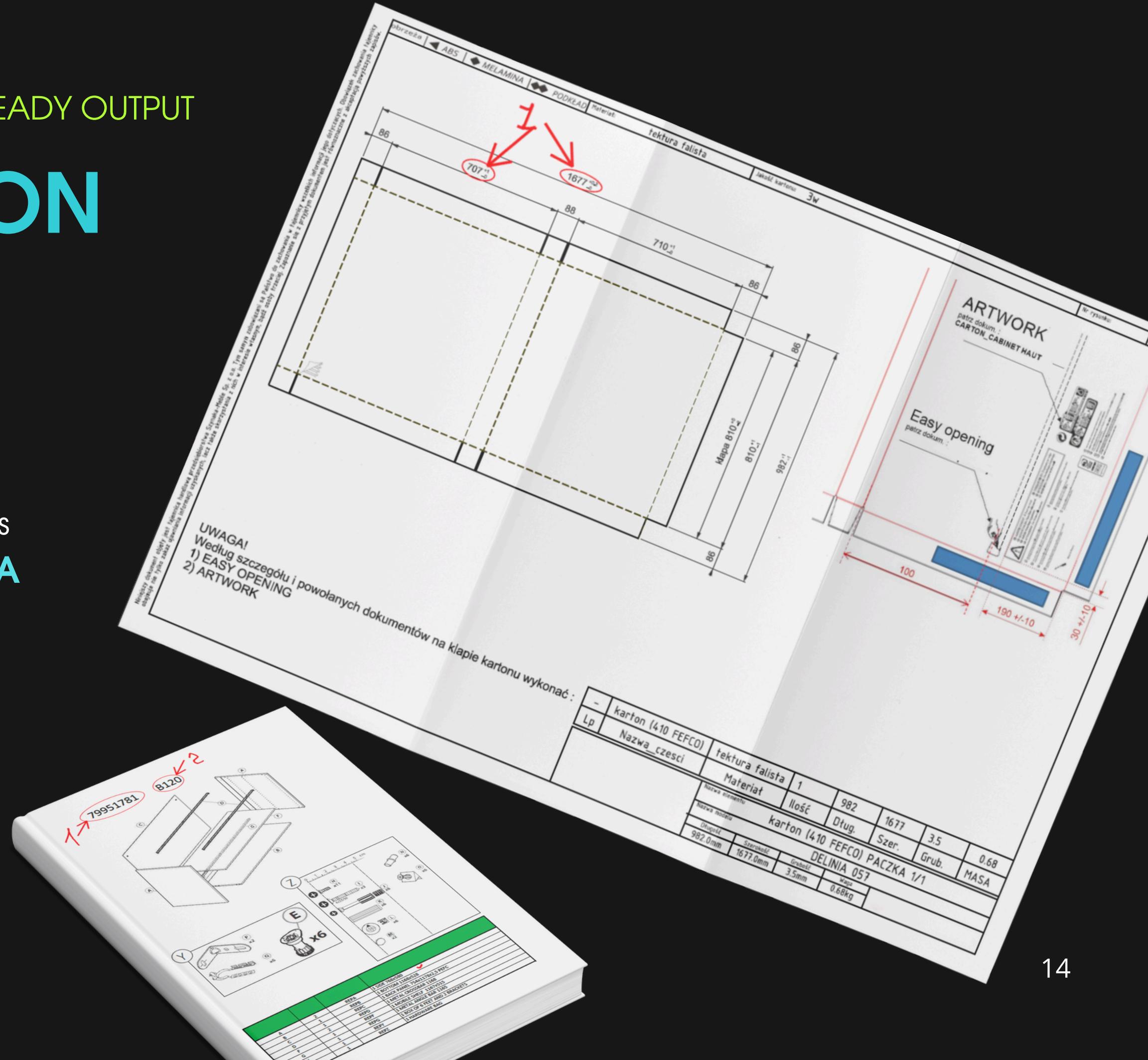
- Complete Bills of Materials
- Technical specifications
- CNC programs & drawings
- Quality control parameters
- Packing, Marking & Assemble Specifications

STANDARDIZED MANUFACTURING DATA

- Optimized cutting patterns
- Material utilization
- Assembly sequences
- Production scheduling

UNIFIED PRODUCTION PROTOCOLS

- Standardized processes
- Automated quality checks
- Digital production tracking



COMPETETERS & EMERGING OPPORTUNITIES: FURNITURE INDUSTRY TRANDS

TRADITIONAL CAD/CAM SYSTEMS

CYNCLY, CONFIGURA, AUTODESK, AUTOCAD, TOPSOLID, KITCHENDRAW, IMOS

Limitations:

- Require weeks of training and specialists
- High implementation and maintenance costs
- Separated from production systems

Trend: BECOMING OBSOLETE

ONLINE CONFIGURATORS

PLANNER 5D, ROOMLE, TYLKO, SKETCHUP, INTIARO, DIY-KITCHENS

Limitations:

- Limited to predefined modules
- Poor visualization and UX
- Lack of production documentation

Trend: UX IMPROVEMENT -> COMPLEXITY

FURNITURE RETAILERS

IKEA KREATIVE, LOWE'S KITCHEN PLANER, HOME DEPOT

Limitations:

- Digitalization is not a core expertise
- Slow adaptation
- Traditional approach creates bottlenecks

Trend: SEEKING TECHNOLOGICAL SOLUTIONS

AI FOR DESIGN & PRODUCTION

DYNATOMICS, ATOMIC INDUSTRIES, SUPERDESIGN, DYNDRITE, OQTON, AIHOUSE

Limitations:

- High level of uncertain & experimental UI
- Unproven workflow integration with existing systems & proceses

Trend: RAPID GROW & EXPERIMENTATION

MARKET VALIDATION

TYLKO.COM SUCCESS: \$60M

INNOVATION: TRULY USER-FRIENDLY CONFIGURATOR - SIMPLIFIED USER EXPERIENCE
DIRECT-TO-CONSUMER MODEL - LIMITED TO SIMPLE FURNITURE - EU MARKET ONLY

RONBOW.COM SUCCESS: \$60M

INNOVATION: LOCAL PRODUCTION - REDUCED DELIVERY TIME TO 3 WEEKS
CALIFORNIA-BASED MANUFACTURING - FOCUS ON CUSTOM KITCHENS

The screenshot shows a web-based furniture configurator for a modular storage unit. At the top, there's a navigation bar with links for Shop, Creators, Inspiration, About Tylko, and Tylko Pro. The main heading is "Wall Storage in Sand with Internal and Ext...". On the left, there's a large image of a man standing next to a tall, modular storage unit with multiple shelves and doors. To the right of the image are several configuration options:

- Form:** A slider between "Form" and "Function" with "Function" selected.
- Width:** Set to 280cm.
- Height:** Set to 228cm, with a note: "This wardrobe requires 238 cm of ceiling height."
- Depth:** Set to 36cm.
- Columns:** Set to 3.
- Finish:** Set to "Colour". Other options include Plywood and Wood effect.
- Colour:** A color palette with "Can't decide?" and "Order samples" buttons.

At the bottom right, there are two buttons: "Add to cart" and "Save my design". Below the "Add to cart" button, it says "Made in EU · Ships in 10-11 weeks" and "View payment information".

SINGLE INNOVATION: MARKET SUCCESS
MARKET READY TO BE DESRAPTED

OUR TEAM

TIME FOR SMALL TEAMS DO GREAT THINGS!



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Business Development
Director - Ex-Managing
Partner at Stanford Global
- Deep expertise in
furniture industry



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THANK YOU!



LET'S DO IT
TOGETHER



THANK YOU!



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