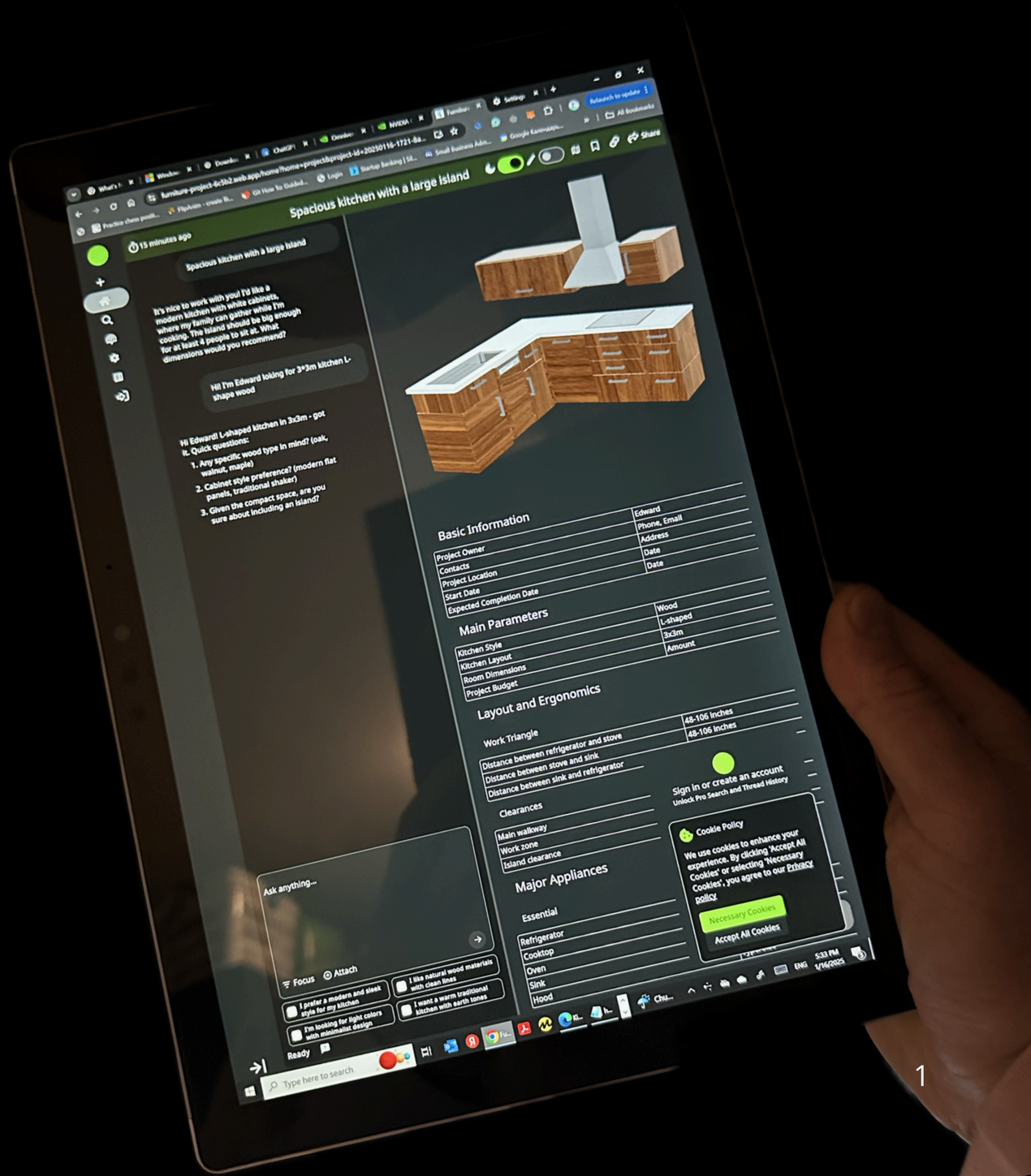
FURNITURE AI

AI-DRIVEN MASS CUSTOMIZATION

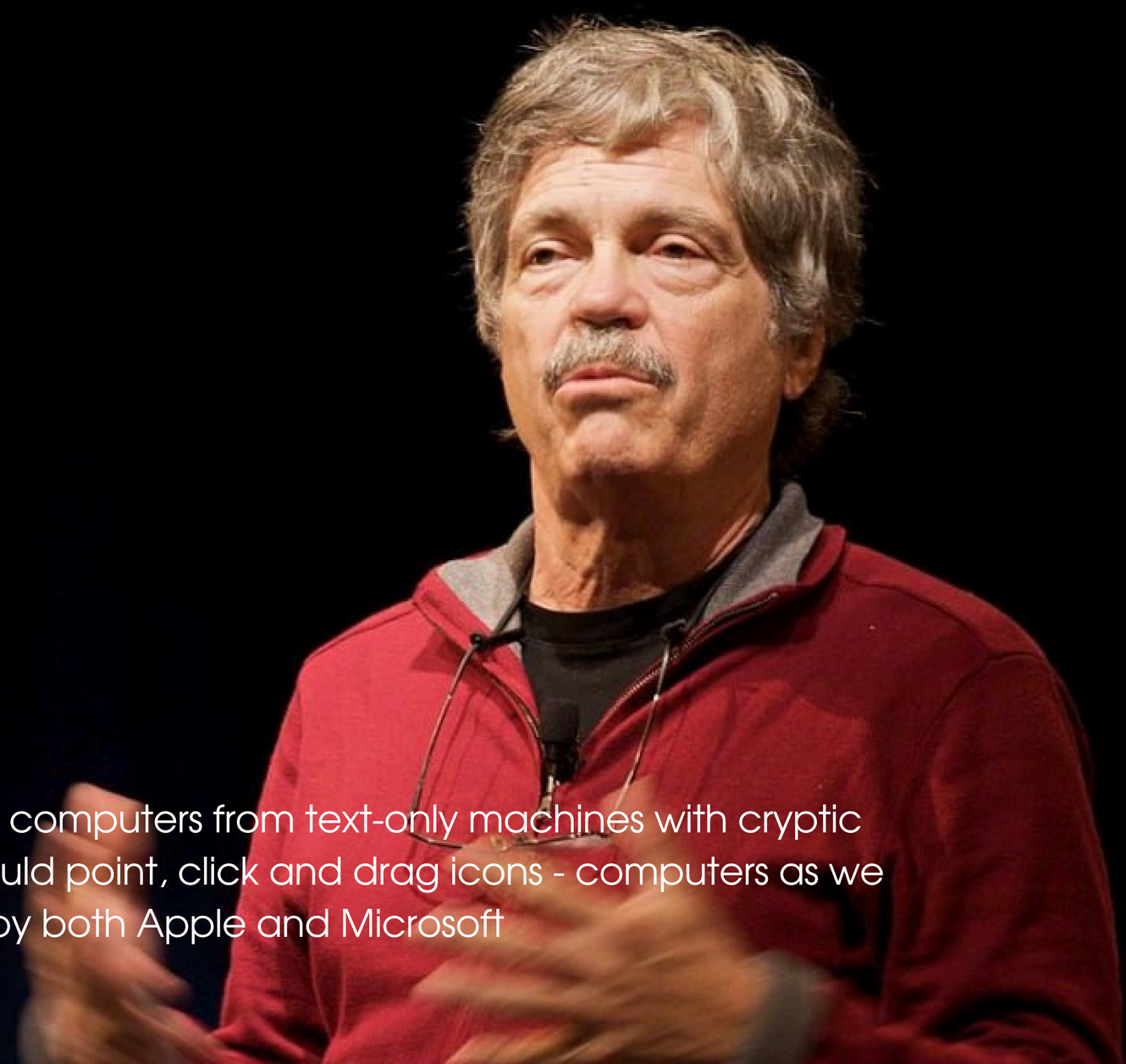
THE FUTURE OF FURNITURE DESIGN & MANUFACTURING

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

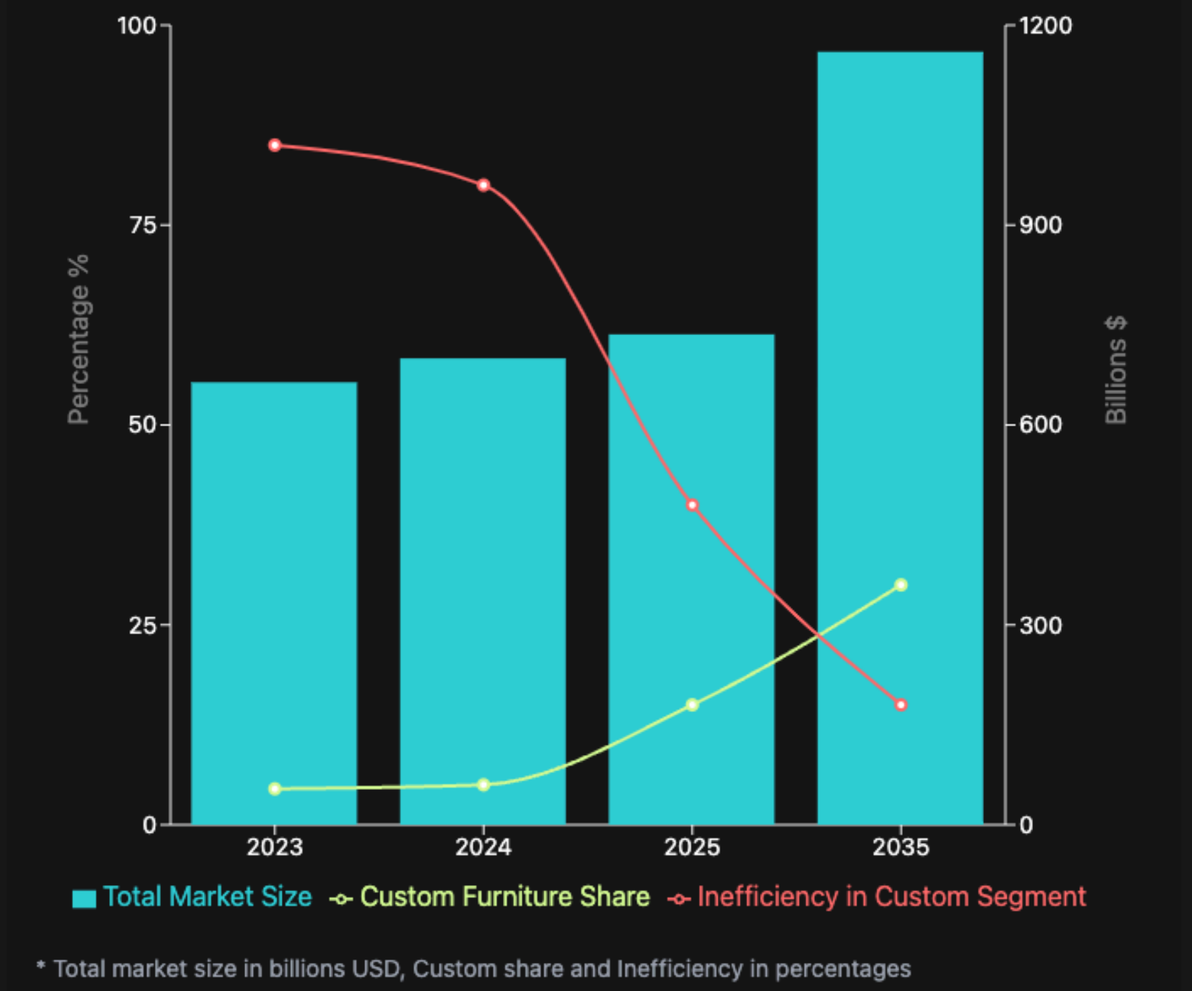
Harnessing the power of AI and big data to create true mass customization, discovering that while we are all unique, our needs are beautifully similar - allowing truly personal solutions to be as efficient as mass production.

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



* Total market size in billions USD, Custom share and Inefficiency in percentages

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

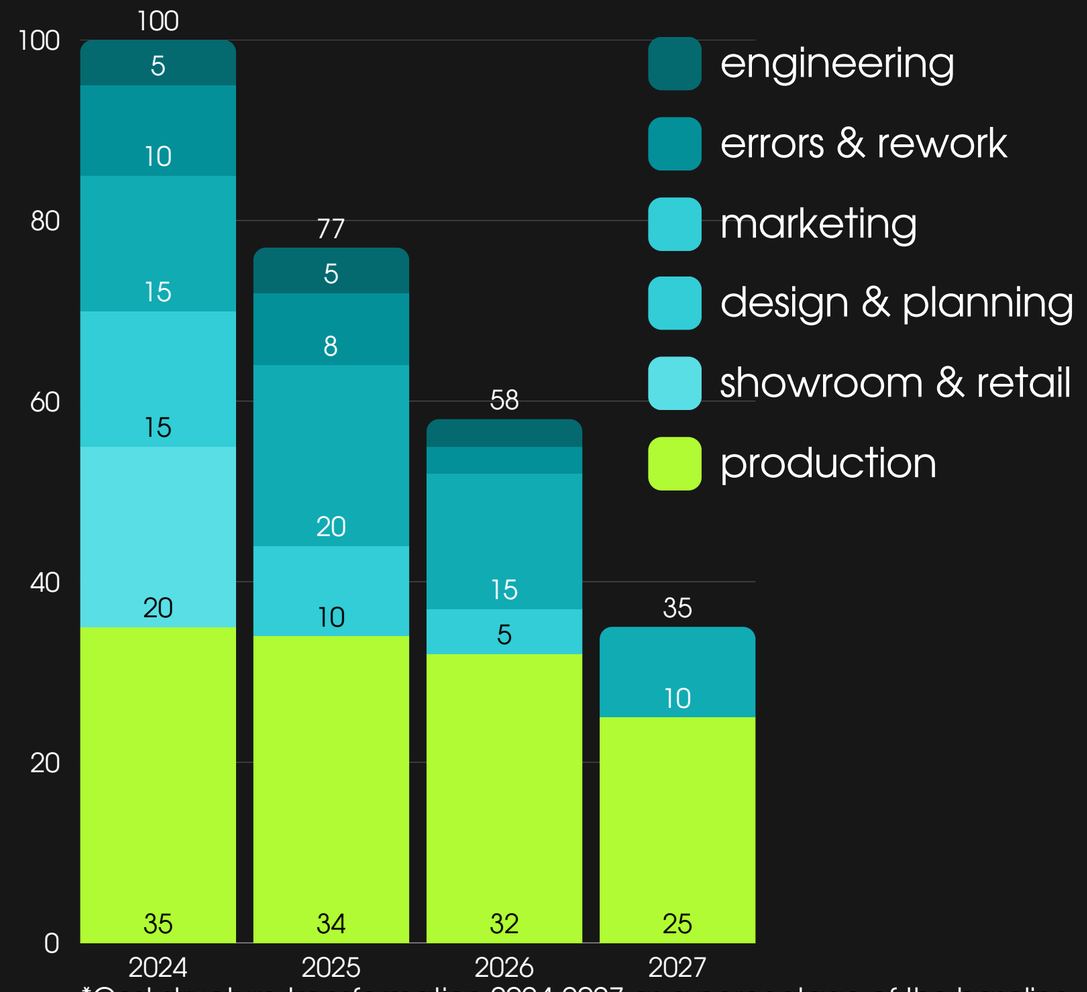
DELIVERY TIME REDUCTION FROM 8 WEEKS TO **1 WEEK**

For $100M revenue business cumulative savings:

2025: $23M

2026: $88M

2027: **$153M**



*Cost structure transformation 2024-2027 as a percentage of the baseline.

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

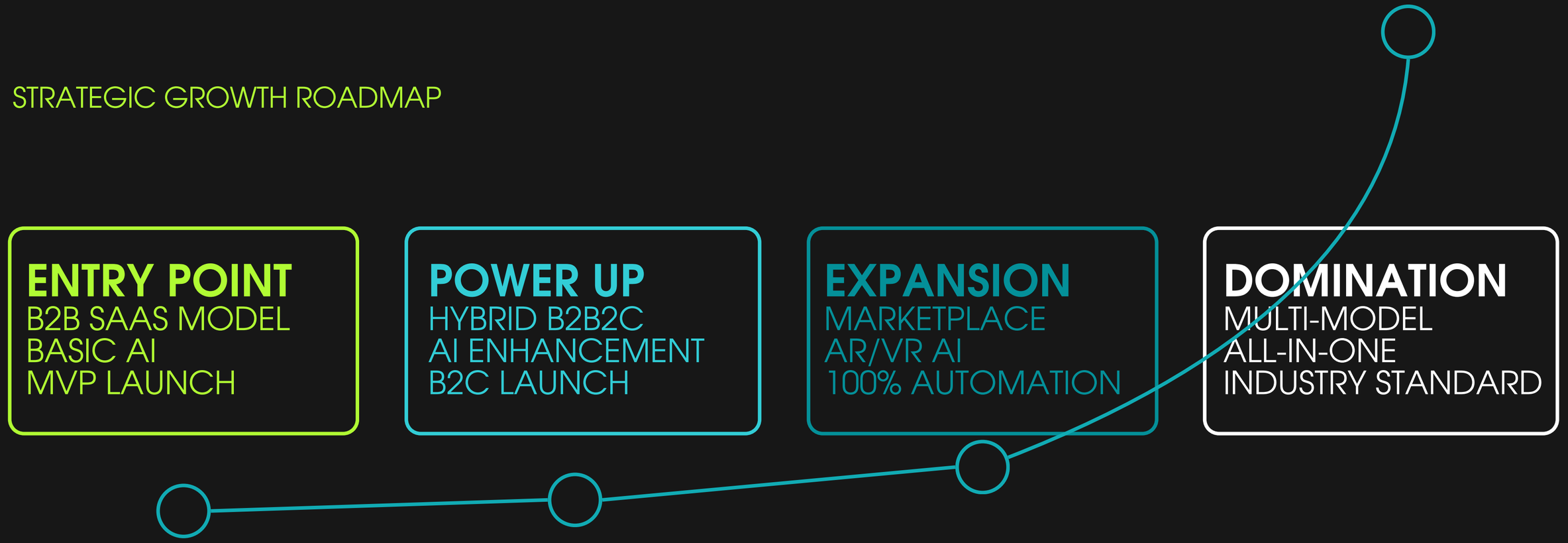
- **Target: $0.5 and 30 sec vs $500 and 2-3 days for documentation**

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



6 months

Working MVP with key manufacturers to validate efficiency gains and collect real-world data.

18 months

Scaling solution to wider market by enabling **direct customer** access while preserving professional design expertise.

36 months

Building complete **ecosystem** that makes custom furniture as accessible as mass-produced.

48+ months

Becoming **industry standard** through global network of local manufacturers and white-label solutions.

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%

TECHNOLOGY CORE: AI-DRIVEN AUTOMATION

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 Understending
- 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

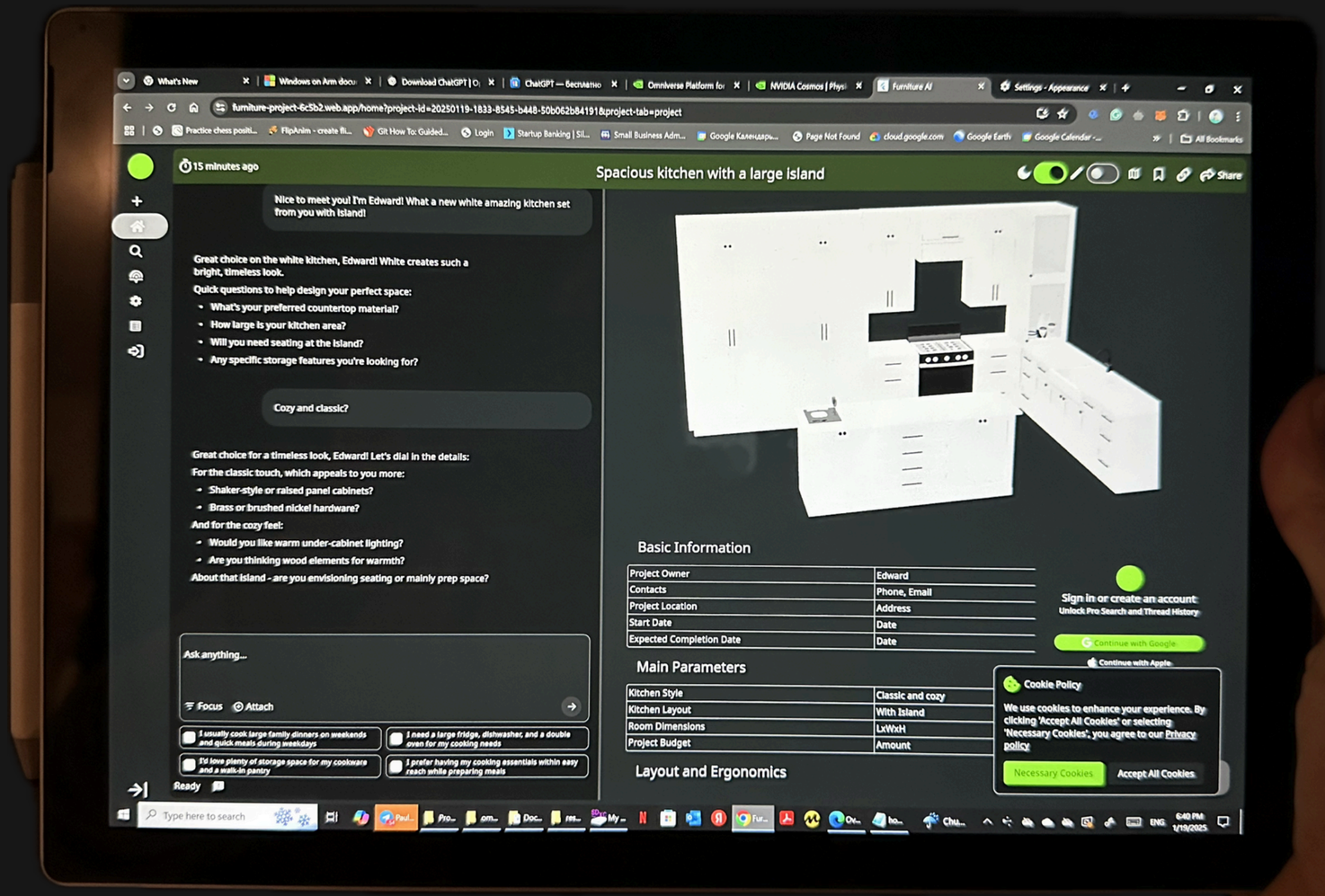
- Emotional feedback analysis
- User interaction patterns analysis
- Real-time data collection & adaptation

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 DESIGNER: PHYSICS-DRIVEN INTELLIGENCE

SPACE PHYSICS

ZONES ADAPT & COMPETE FOR SPACE

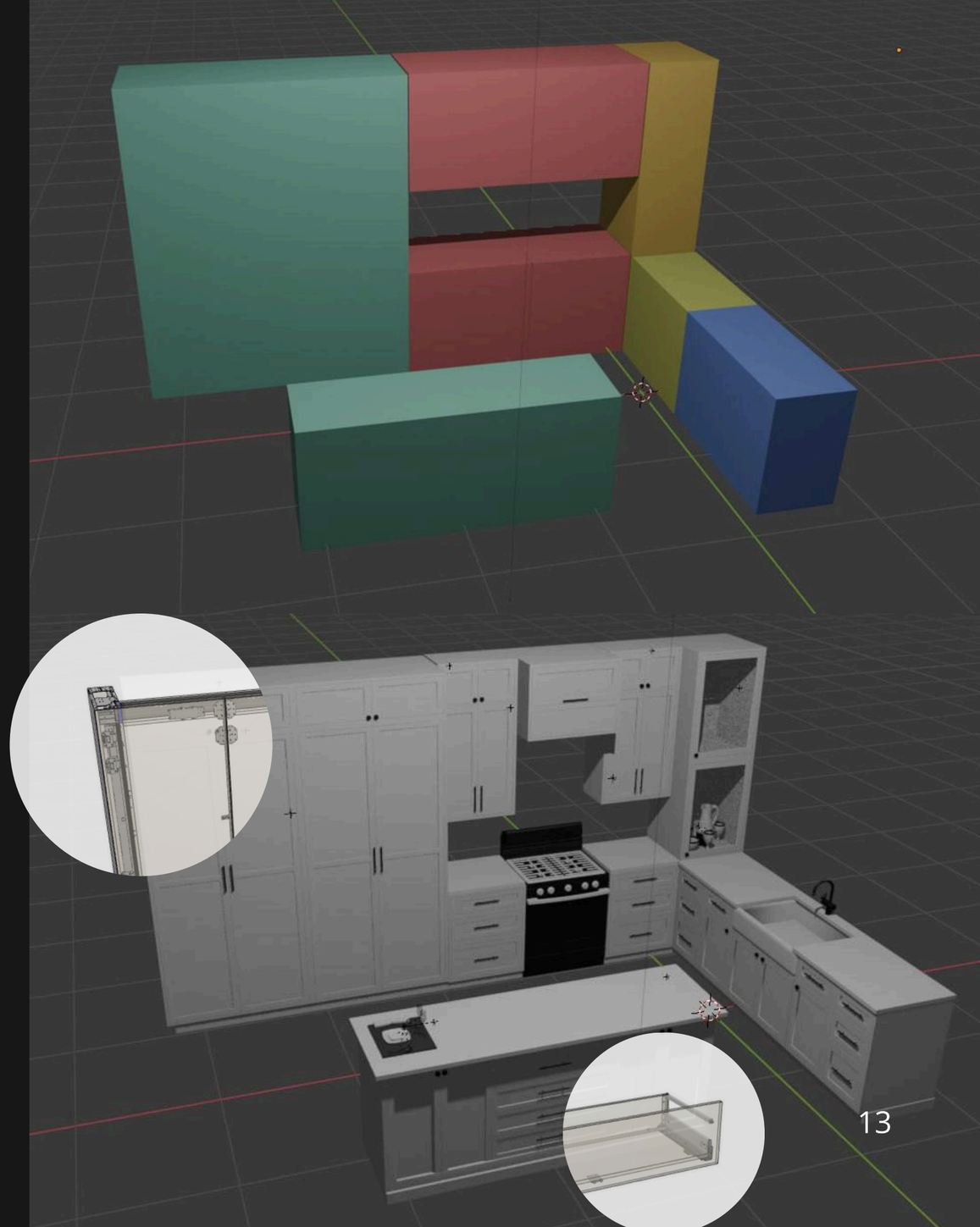
Each zone's size and location determined by:
Activity level (Impotence for user)
Space constraints
Access requirements
Ergononic rules

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

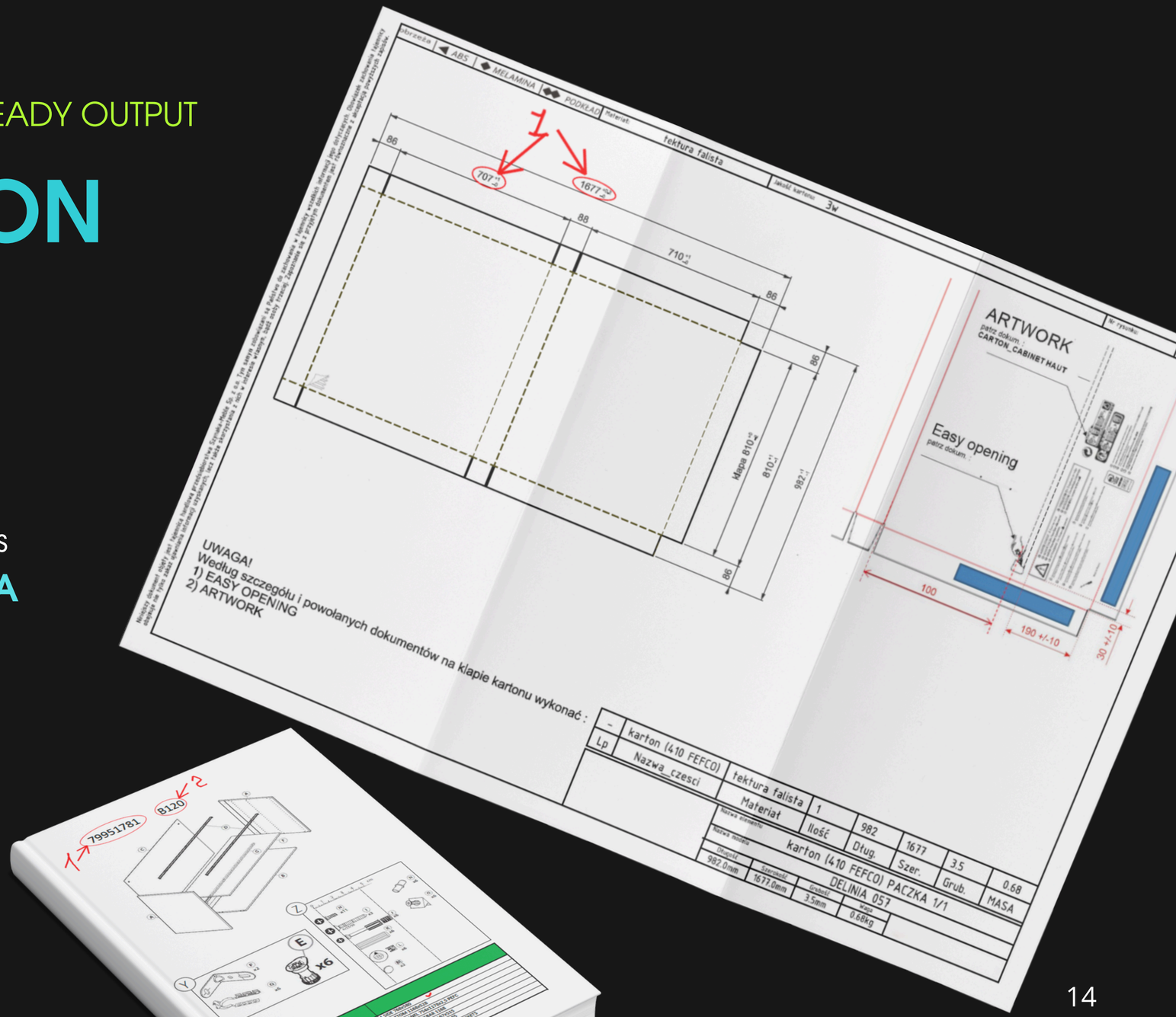
- Complete Bills of Materials
- Technical specifications
- CNC programs & drawings
- Quality control parameters
- Packing, Marking & Assemble Specifications

STANDARDIZED MANUFACTURING DATA

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

UNIFIED PRODUCTION PROTOCOLS

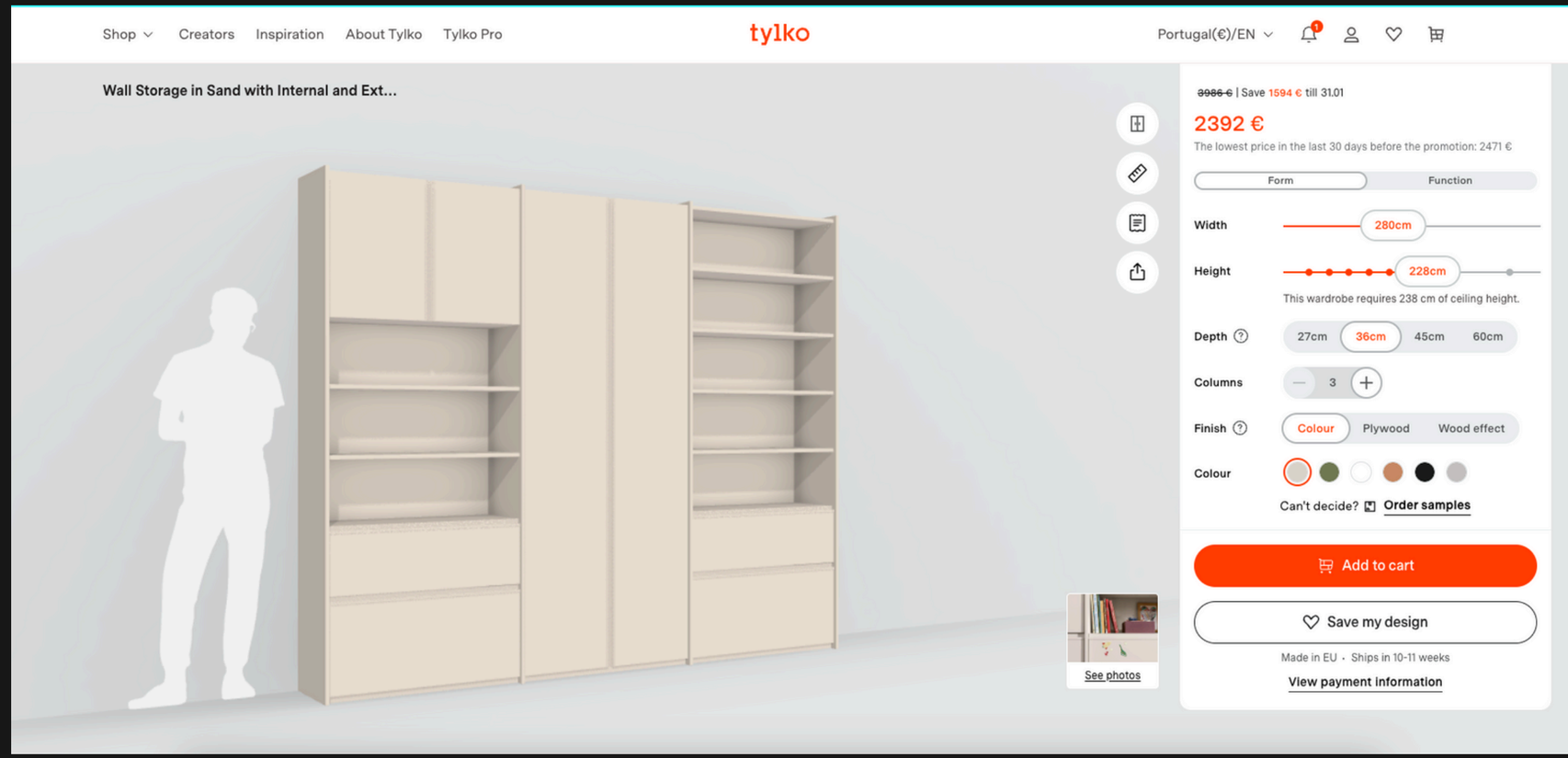
- Standardized processes
- Automated quality checks
- Digital production tracking



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



SINGLE INNOVATION: MARKET SUCCESS
MARKET READY TO BE DESRAPTED

OUR TEAM

TIME FOR SMALL TEAMS DO GREAT THINGS!

PETR KHALFEN

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

EDUARD IZGORIODIN

CEO at Uinside bobot.chat
Former Hostaria CEO,
Former CES CEO,
20+ years in IT
AI agents & ML expert

BORIS KASTNER

Full-stack Software Enginer
Dart, Python 10+ years exp

WE WANT BLUM TO BE THE MECHANICAL HEART
OF EACH OF OUR KITCHENS, SO...

LET'S DO IT **TOGETHER**

WE NEED blum® AS A PARTNER

THANK YOU!

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