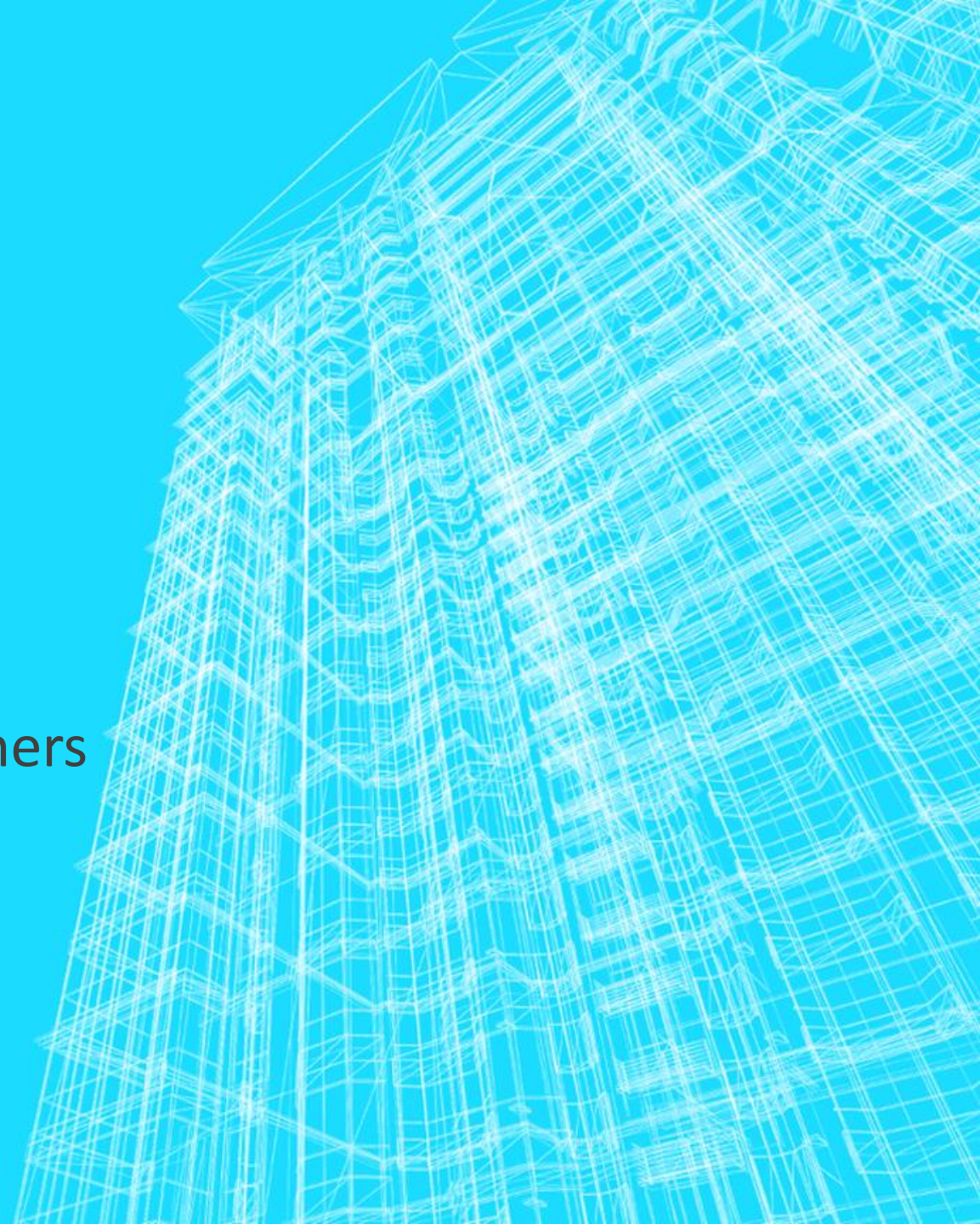


# AZURENT

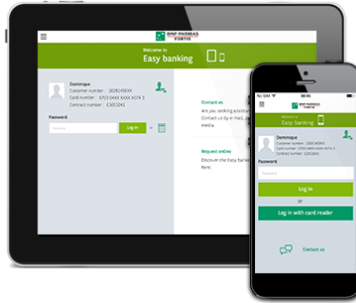
Management platform for real estate owners

Fintech Start-up Week-end  
Co.Station - October 11<sup>th</sup> 2015





Homebanking client



Excel management file



Communication tools

# VALUE PROPOSITION



Payment integration



Issue tracker



Reminders



Property & Tenant database

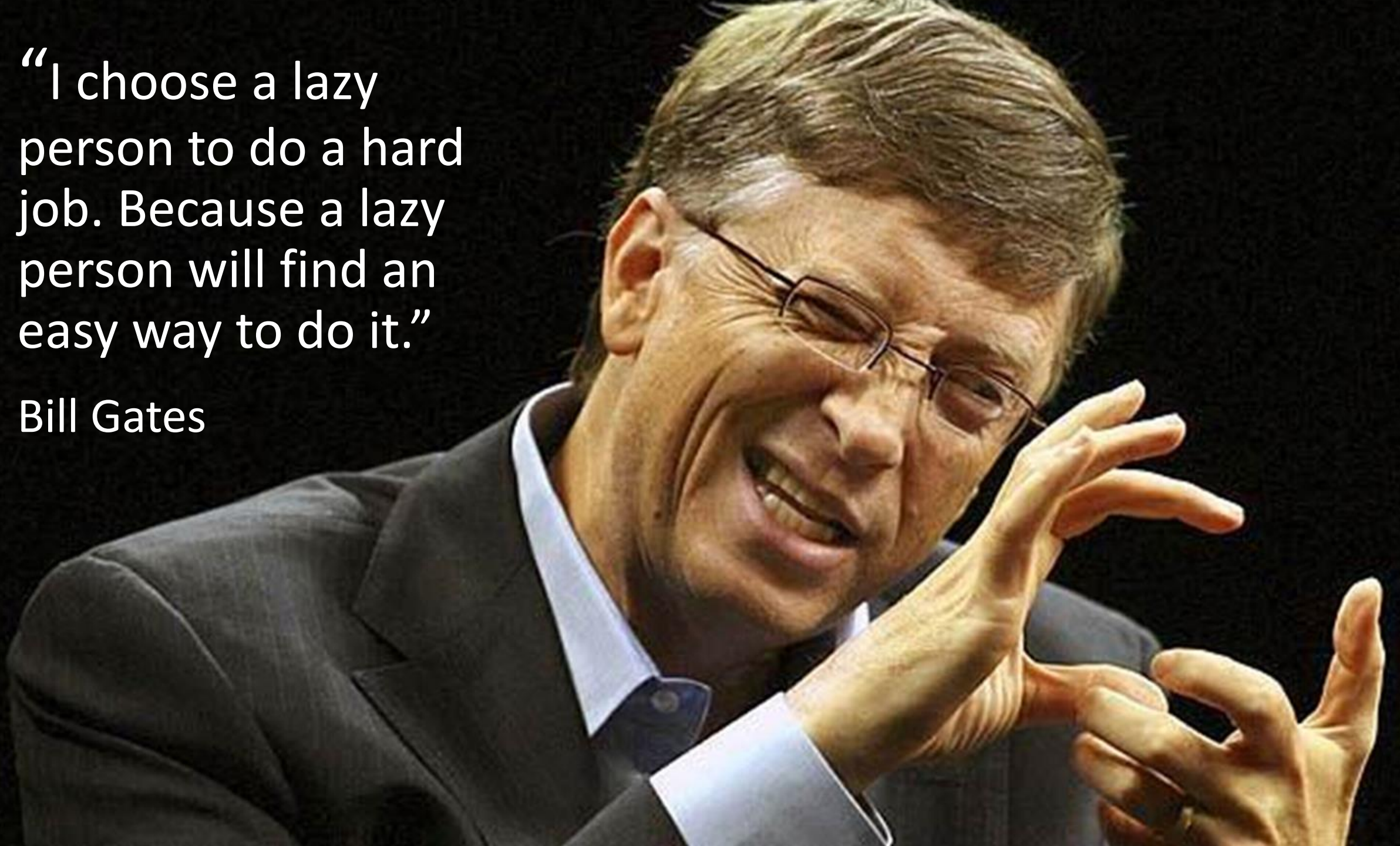


Profitability tracker



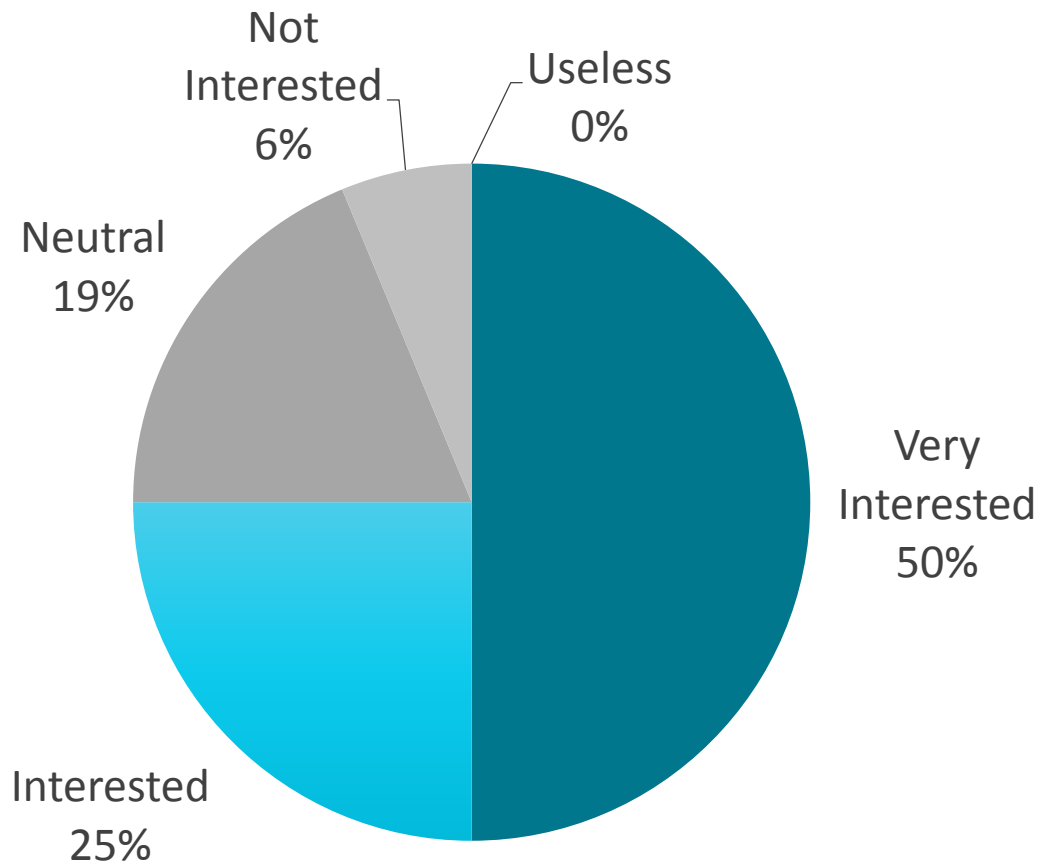
“I choose a lazy  
person to do a hard  
job. Because a lazy  
person will find an  
easy way to do it.”

Bill Gates

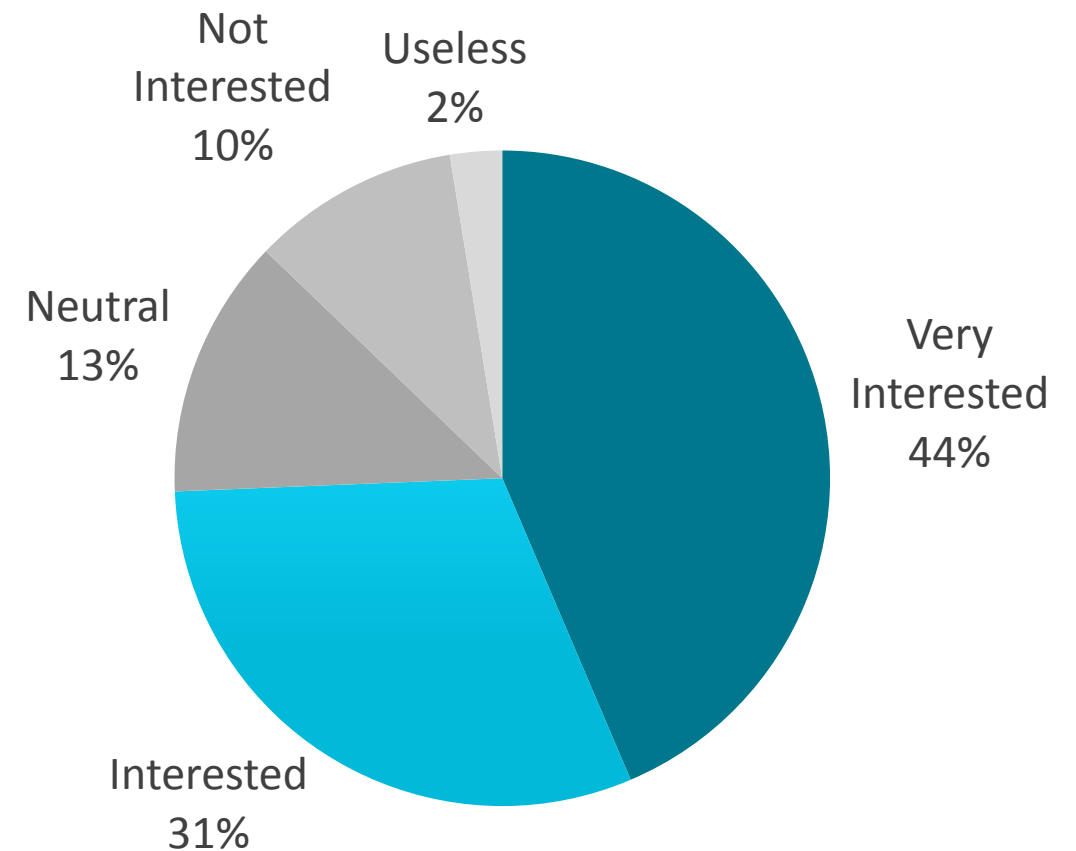


# LANDLORD FEEDBACK

Landlords interested in follow-up tool for rent payments



Landlords interested in follow-up tool for issues



# DEMO

The tool we built!

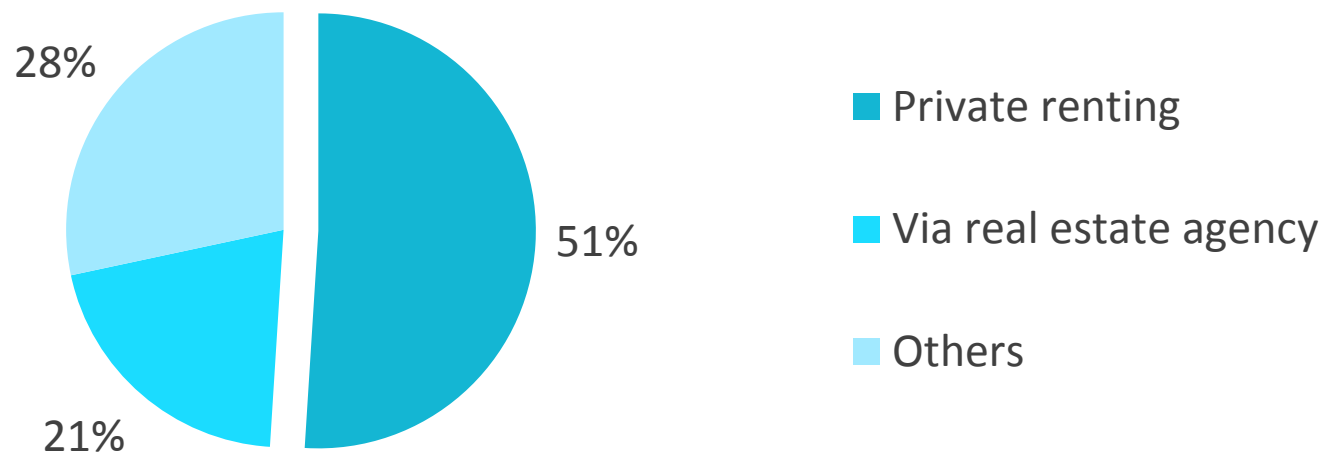




# MARKET

## Private rental market Belgium – number of properties

Flanders	458.208
Brussels	226.390
Wallonia	215.402*
<b>Total</b>	<b>±900 000</b>





PendoRent

Users: n/a



rentomato

Users: n/a



rentila

Users: 16k



Cozy

Users: 30k



LandlordStation

Users: 60k



RENTALUTIONS

Users: n/a



PocketRent

Users: 1,8k





# BUSINESS MODEL

0€

Freemium – 1 property

5€

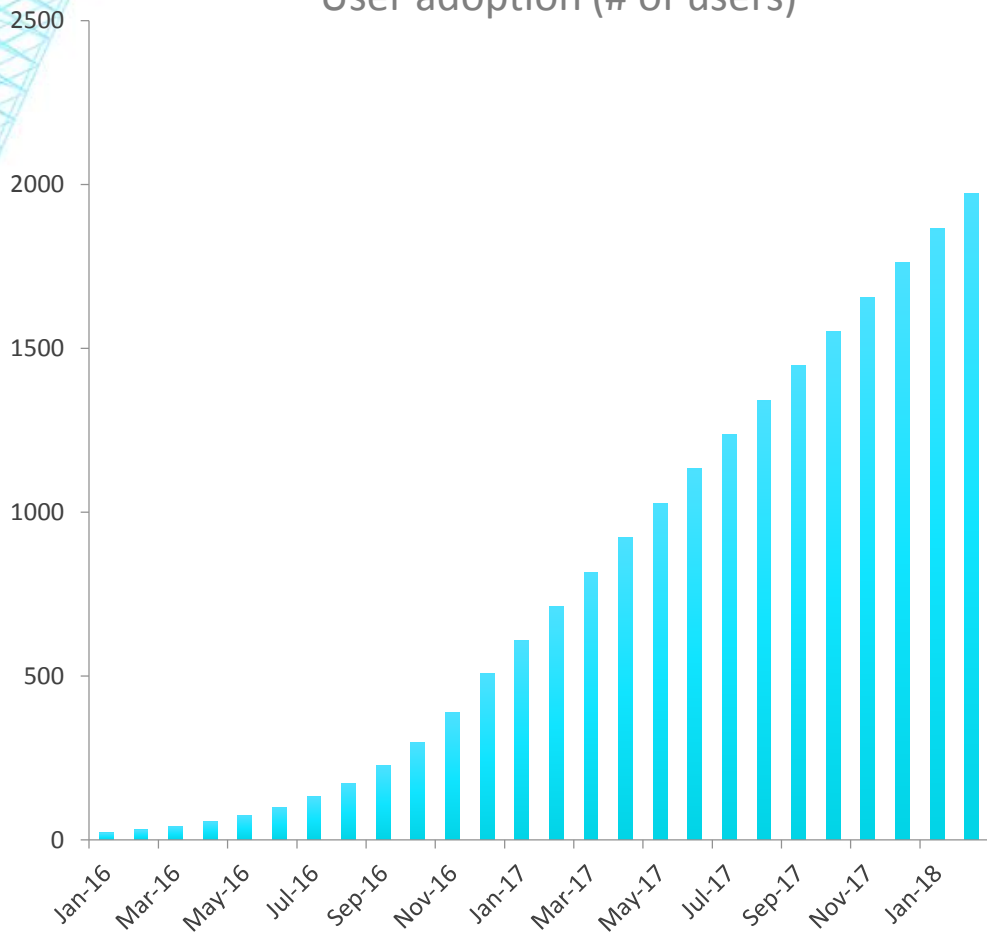
Monthly fee per property  
(2 to 20 properties)

3€

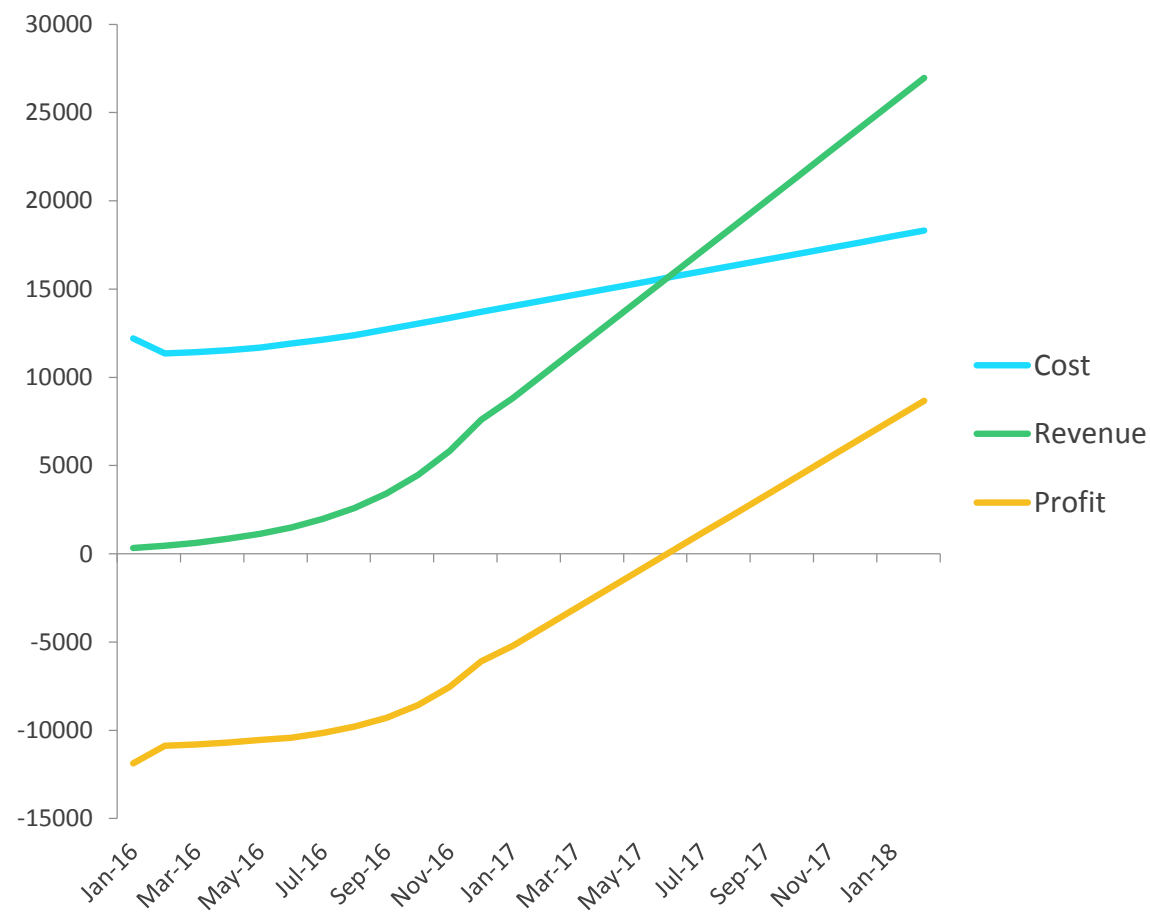
Monthly fee per property  
(>20 properties)

# ADOPTION & FINANCIALS

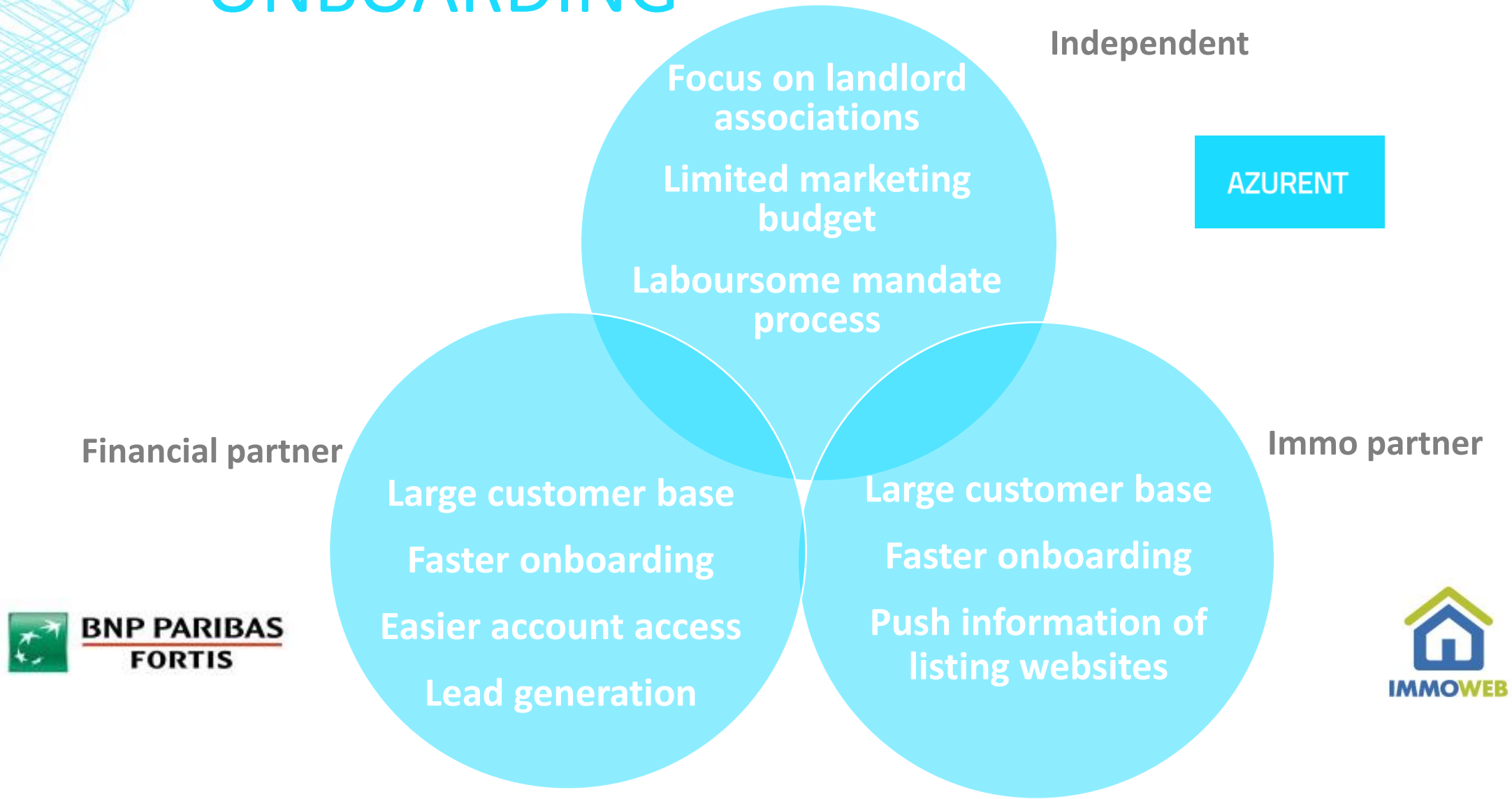
User adoption (# of users)



Cost-Revenue-Profit (in €)



# ONBOARDING



# THE TEAM



**Wäina Landauro**

- Co-Founder
- General Management
- Business development



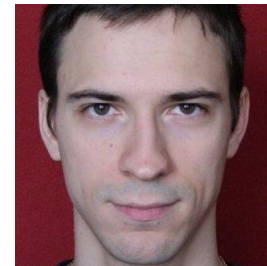
**Fabrizio Catapano**

- Co-Founder
- Finance
- Business development



**Tom Hansen**

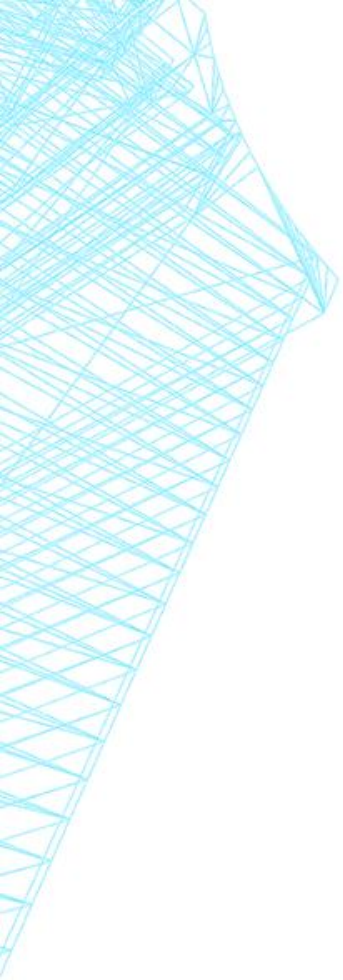
- Partnerships
- Banking relations
- Legal



**Sergey Dobrynin**

- Technology
- Platform development
- Platform design





QA

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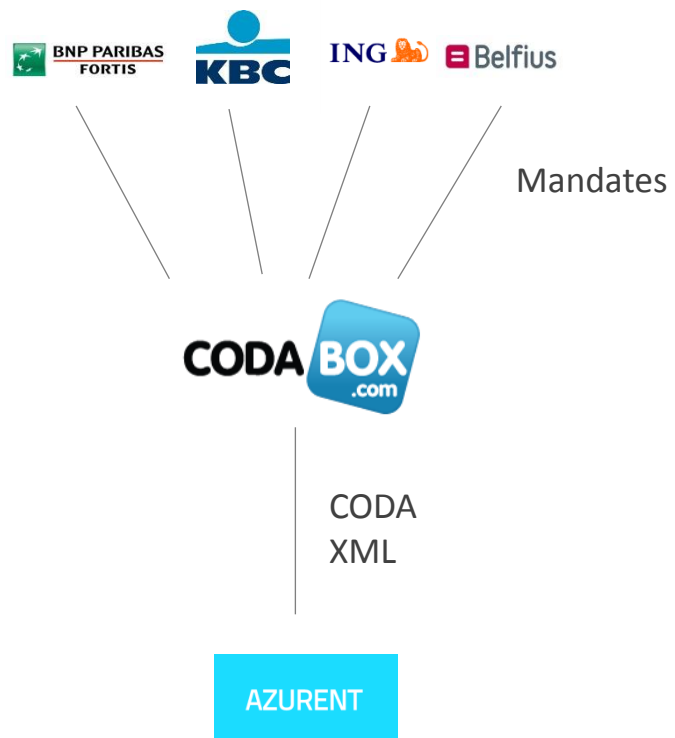
# APPENDICES

# HOW

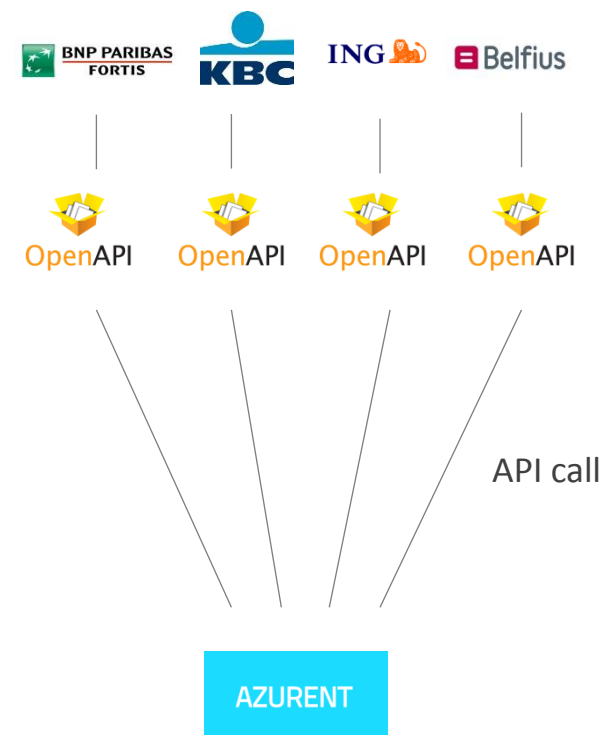
## Option 1



## Option 2

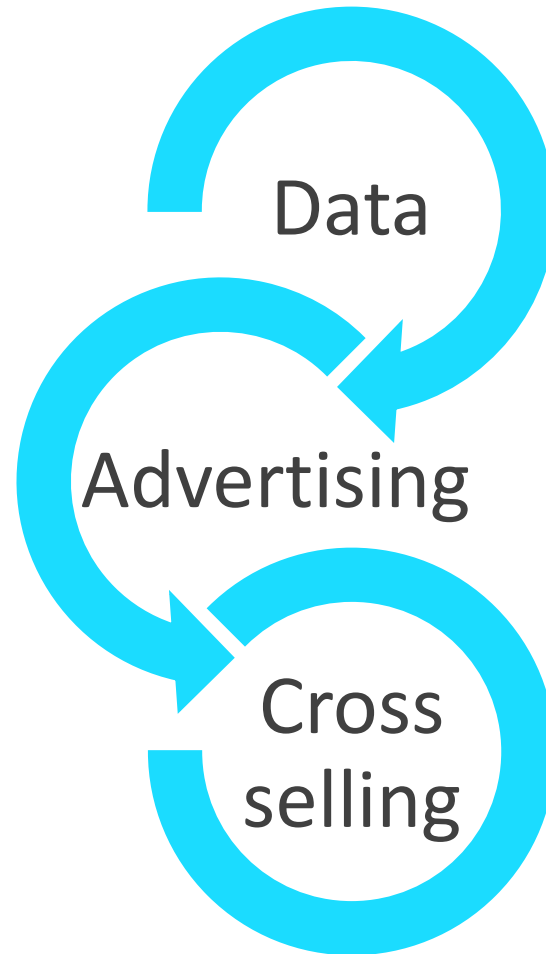


## Option 3 : PSD2 (2017)





# ADDITIONAL TAKE-AWAYS



# AZURENT

Management platform for real estate owners

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