Sharing but not caring

Sharing services and products implies wear and tear

- Airbnb
- HostnFly
- OneFineStay
- Sixt
- Hertz
- AVIS
- Drivy
- OuiCar

Speed of process
Accuracy of quality check
Our solution

This quality check step should be automatized

Service → [Eye] → Service
The Product

1. Upload your ‘before-transaction’ photos
2. Upload your ‘after-transaction’ photos
3. Run the analysis and check listings with new damages
Our **fully automated** API can **accurately** process images **at scale** without any human intervention + **Mutualized** computation power.

**Architecture at web scale**

- Analysis on end-client device
- Reception of pictures and metadata by the company
- Customer Service

**Speed**
Our proprietary Artificial Intelligence algorithm uses state of the art computer vision and deep learning techniques.
Trust is key in the Sharing Economy

Trust: Willingness to share from others

Europe
North America
Africa
Latin America
Asia

Trust: Willingness to share own assets

Europe
North America
Africa
Latin America
Asia

Nielsen, Sharing amongst consumers
### Processes are too long

<table>
<thead>
<tr>
<th>Sharing economy platform</th>
<th>Intermediate platform</th>
</tr>
</thead>
<tbody>
<tr>
<td>Need ready-to-use listings</td>
<td>Become listing owner and thus need ensuring client satisfaction</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sharing economy platform</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Quality team reviewing the goods</td>
</tr>
<tr>
<td>2. Post transaction claims</td>
</tr>
<tr>
<td>3. Insurance team working out the issue</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Intermediate platform</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Responsibility shift from owner to platform</td>
</tr>
<tr>
<td>2. Consistent quality check of the good</td>
</tr>
<tr>
<td>3. Performance closely related to well preserved listing</td>
</tr>
</tbody>
</table>
The Value proposition

Save money with precise quality control
Avoid insurance frauds
Cutting edge deep learning technology

Save time with automated quality check
Involving the users
User friendly UI

Fast processes
Accurate assessment

Classifieds
Intermediate
Rental services
Agora’s positioning

- Core engine
  - Not specialized cutting edge deep learning algorithms
  - General young engine
- Deep Tech
  - Tailored fit deep learning algorithms
  - Intermediate platforms
- Specialized
  - Services platforms
The Market

P2P rental platforms

- < 20 photos per day: 70% of 1000 potential clients
- > 20 photos per day: 30%

70% of 1000 potential clients:

$700 \times 12 \times 1000 = 8.4 \text{M€}$

Rental platforms market

- < 20 photos per day: 70%
- > 20 photos per day: 30%

Rental Services

- < 20 photos per day: 10%
- > 20 photos per day: 90%

90% of 100 potential clients:

$90 \times 12 \times 10000 = 10.8 \text{M€}$

Total:

$20 \text{M€}$
## The Model

### Sharing Economy

<table>
<thead>
<tr>
<th>Service Type</th>
<th>Pricing Model</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>SaaS model</td>
<td>Monthly fee</td>
<td>~100€/month Based on volume</td>
</tr>
<tr>
<td>Freemium</td>
<td>Few pictures at a time</td>
<td></td>
</tr>
</tbody>
</table>

### Rental Services

<table>
<thead>
<tr>
<th>Service Type</th>
<th>Pricing Model</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>SaaS</td>
<td>Volume based</td>
<td>Price per photos processed on period</td>
</tr>
</tbody>
</table>

### Consulting

- **One shot**
  - ~10K€
- **Fixed feed**
Sales & Marketing

Starting

• Open API for people to try out the engine (see regain.io)
• Start with freemium to startups (handle their photos processing tasks)
• Use their images as training sets

API to drive scalability

• Start communicating on engine performance
• Sell core deep learning engine
• Allow all kinds of companies to connect to our API
## Consolidate Business Plan

<table>
<thead>
<tr>
<th>P&amp;L (k€)</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Turnover</td>
<td>30,0</td>
<td>340,0</td>
<td>1 150,0</td>
</tr>
<tr>
<td>Sharing economy</td>
<td>10,0</td>
<td>200,0</td>
<td>800,0</td>
</tr>
<tr>
<td>Rental marketplaces</td>
<td>-</td>
<td>100,0</td>
<td>200,0</td>
</tr>
<tr>
<td>Consulting/License sales</td>
<td>20,0</td>
<td>40,0</td>
<td>150,0</td>
</tr>
<tr>
<td>Total Charges</td>
<td>(127,0)</td>
<td>(582,0)</td>
<td>(1 070,0)</td>
</tr>
<tr>
<td>Headcount</td>
<td>6</td>
<td>12</td>
<td>20</td>
</tr>
<tr>
<td>Payroll</td>
<td>(72,0)</td>
<td>(432,0)</td>
<td>(720,0)</td>
</tr>
<tr>
<td>Marketing</td>
<td>(40,0)</td>
<td>(120,0)</td>
<td>(300,0)</td>
</tr>
<tr>
<td>Overheads (rent, equipment,...)</td>
<td>(10,0)</td>
<td>(20,0)</td>
<td>(40,0)</td>
</tr>
<tr>
<td>Fees (fees, accountancy,...)</td>
<td>(5,0)</td>
<td>(10,0)</td>
<td>(10,0)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>(97,0)</td>
<td>(242,0)</td>
<td>80,0</td>
</tr>
<tr>
<td>D&amp;A</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>EBIT</td>
<td>(97,0)</td>
<td>(242,0)</td>
<td>80,0</td>
</tr>
<tr>
<td>% EBIT / Total Turnover</td>
<td>-323%</td>
<td>-719%</td>
<td>7%</td>
</tr>
</tbody>
</table>

1. Million in revenue milestone Q1 2019
2. Marketing efforts early 2018
3. Breakeven 2019
**Cashflow & Fundraising**

**Cash Flow Burn**

![Graph showing cash balance over time]

**Fundraising**

- Looking for 500 K€ to start

**Exit Strategies**

- Buyout by a major player in sharing economy market
- Buyout by a pure deep tech player

**Pie Chart**

- IT: 32%
- Machine L: 27%
- Marketing: 30%
- Others: 11%
A Team built for Deep Learning

Belhal Karimi
Ecole Polytechnique
@ belhal.karimi@gmail.com

Baptiste Lefebvre
ENS Ulm
baptiste.lefebvre@gmail.com

Advisors

Bruno Martinaud

Ecole Polytechnique
THANK YOU 🙏
The Product

- Pass

- Damaged
  Scratch above the wheel

- Before
- After

Flat 1 living room: ✓ | ✓
Flat 1 bedroom: ✓ | ✗
Flat 2 living room: ✓ | ✓
Flat 3 bathroom: ✓ | ✓
Flat 3 bedroom: ✓ | ✗
Flat 3 entrance: ✓ | ✓
Flat 4 living room: ✓ | ✓
Sharing economy actors

- **7.5K** Sharing platforms
- **+ 40m** Airbnb guests
- **$28m** Invested daily in SE
- **$30M** Airbnb valorisation