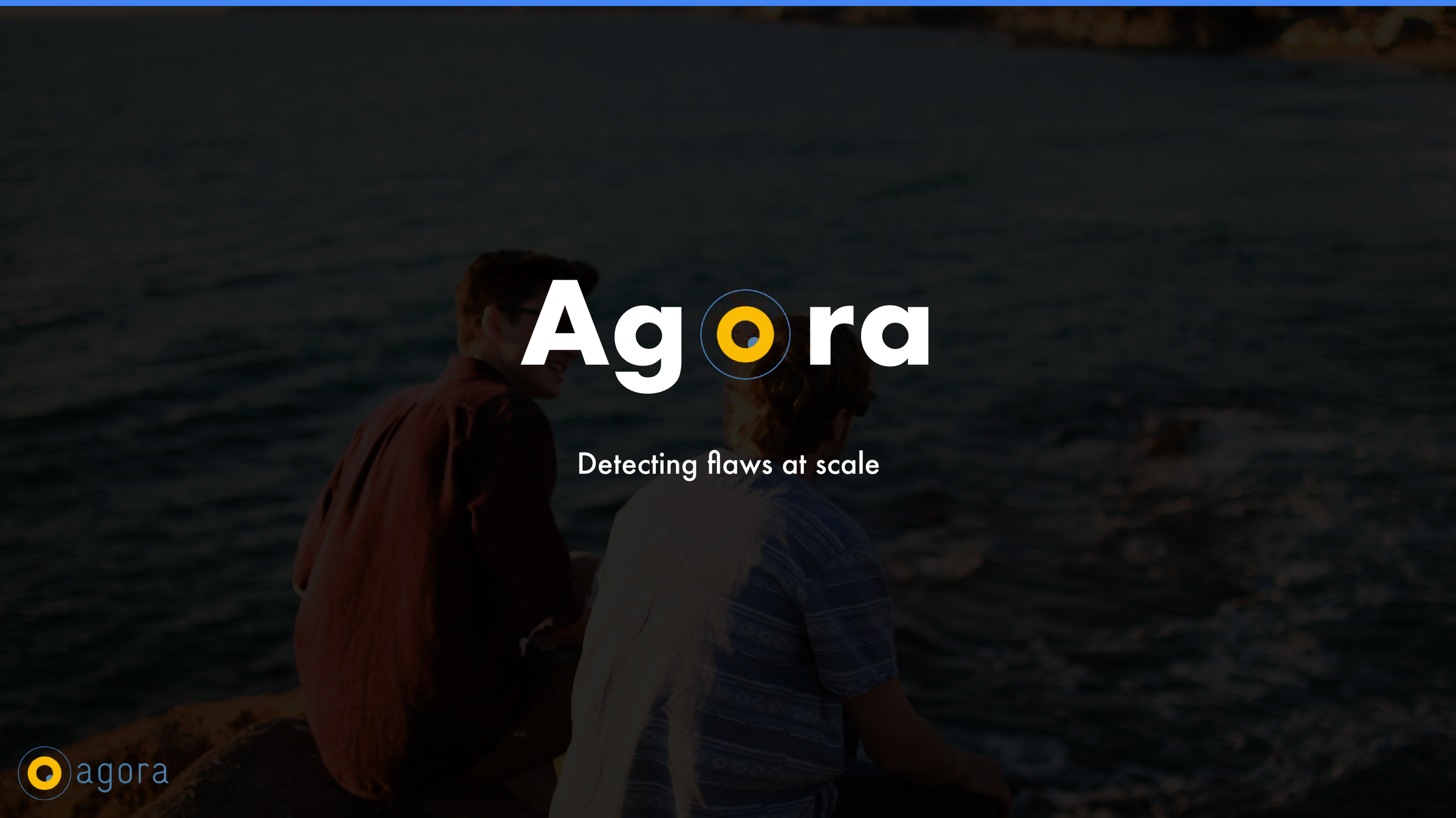
Agora
Detecting flaws at scale
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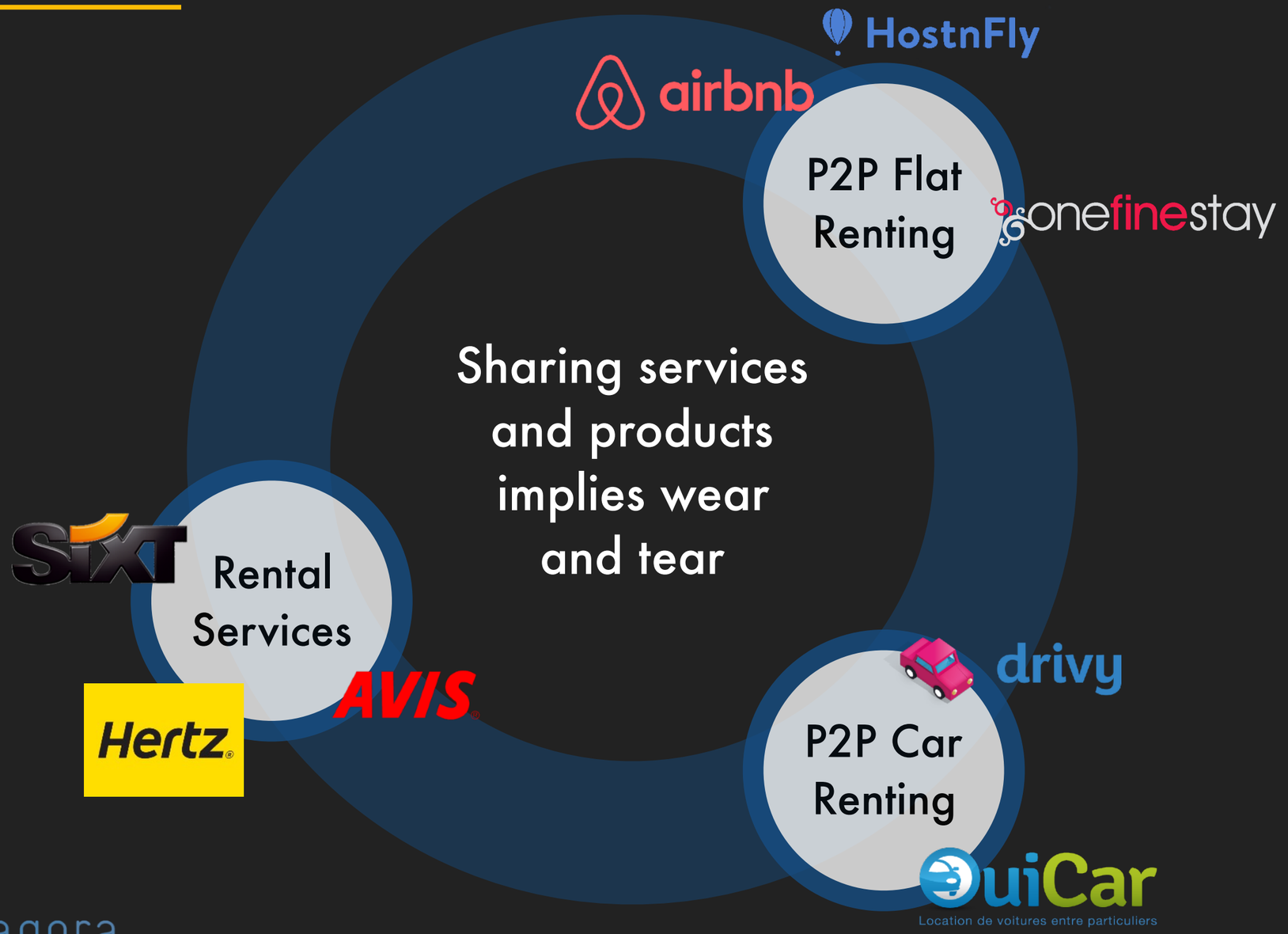
Sharing but not caring



Speed of process

Accuracy of quality check

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Our solution

This quality check step
should be automatized

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The Product

1

2

3

1. Upload your ‘before-transaction’ photos
2. Upload your ‘after-transaction’ photos
3. Run the analysis and check listings with new damages

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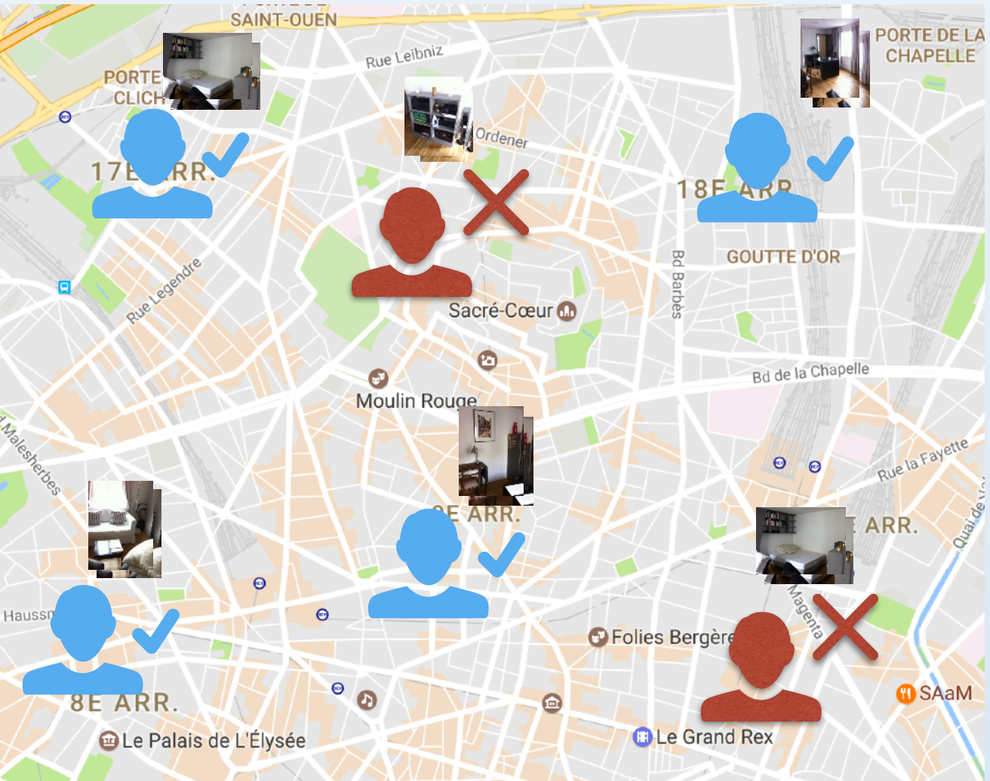
Architecture at web scale

Speed

Our **fully automated** API can **accurately** process images **at scale** without any human intervention + **Mutualized** computation power.

Analysis on end-client device



Reception of pictures and metadata by the company

Customer Service

Powered by Deep Learning

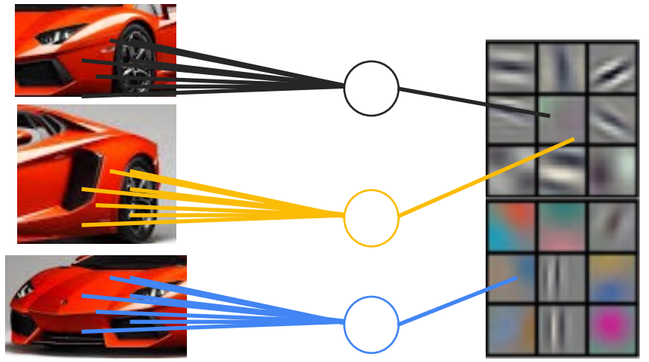
Accuracy

Our proprietary Artificial Intelligence algorithm uses state of the art **computer vision** and **deep learning** techniques

Image scanning

Image segmentation & localisation

Locally connected neural net



Fixture detection

Powerful training set

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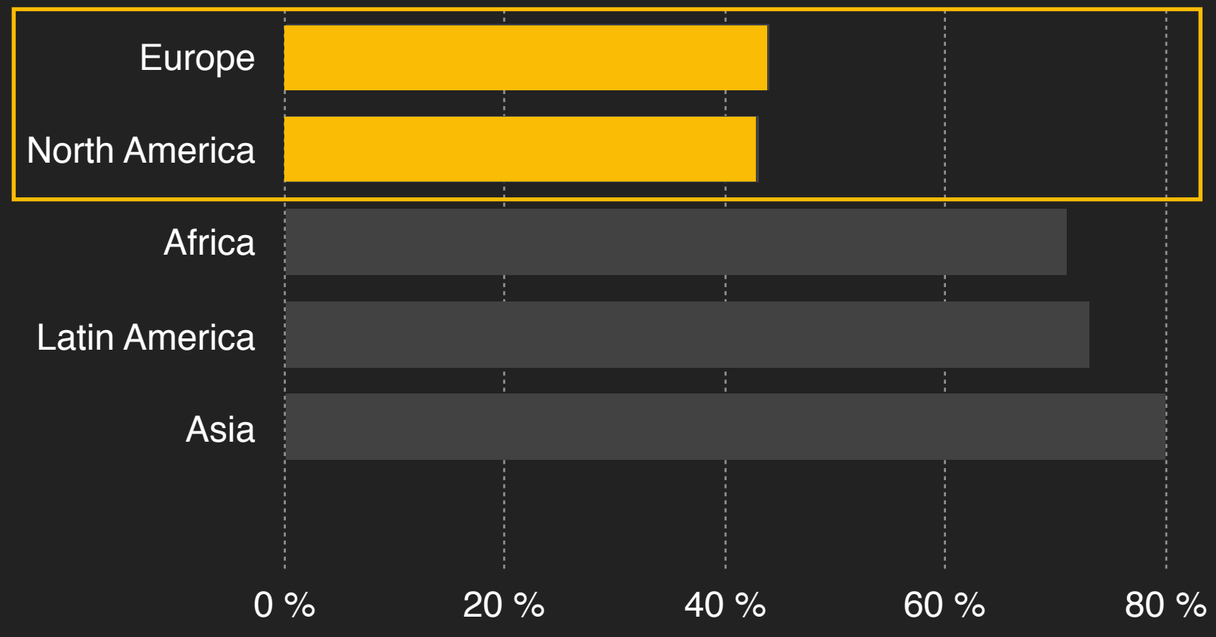
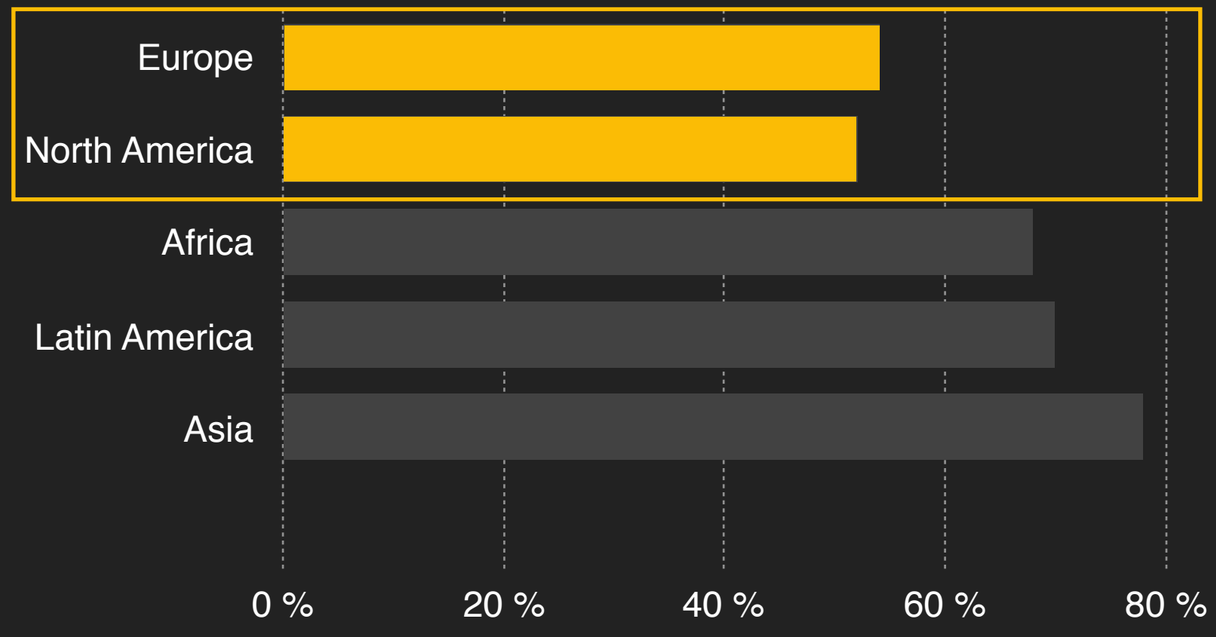
Trust is key in the Sharing Economy

Trust: Willingness to share from others



Nielsen, Sharing amongst consumers

Trust: Willingness to share own assets



Nielsen, Sharing amongst consumers

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Processes are too long

Sharing economy platform

Need ready-to-use listings

1. Quality team reviewing the goods
2. Post transaction claims
3. Insurance team working out the issue

Intermediate platform

Become listing owner and thus need ensuring client satisfaction

1. Responsibility shift from owner to platform
2. Consistent quality check of the good
3. Performance closely related to well preserved listing

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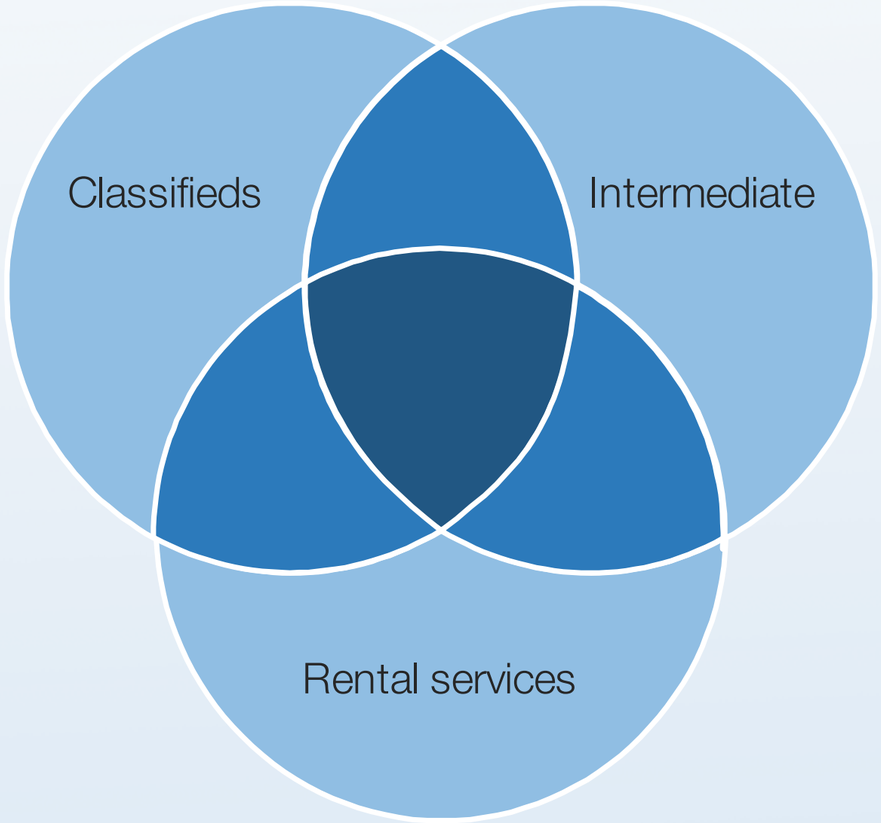
The Value proposition

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

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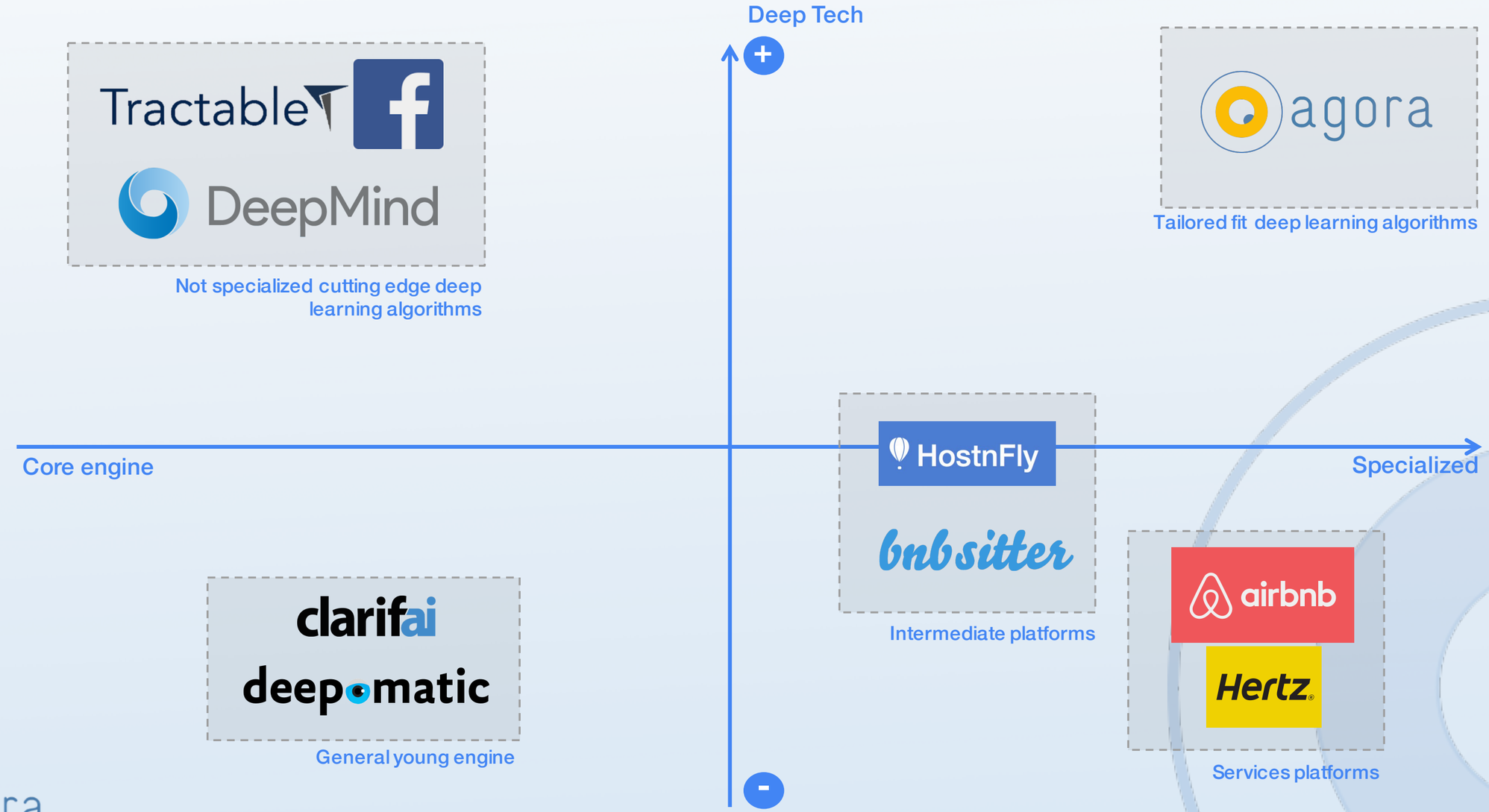
Agora’s positioning



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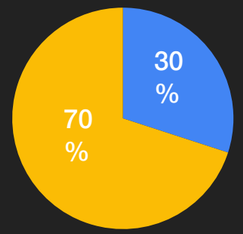
The Market

P2P rental platforms

< 20 photos per day

> 20 photos per day



70% of 1000 potential clients

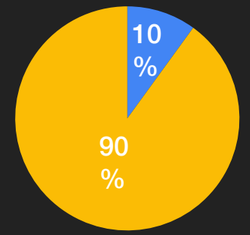
700*12*1000 = 8.4M€

Rental platforms market

Rental Services

< 20 photos per day

> 20 photos per day



90% of 100 potential clients

90*12*10000 = 10.8M€

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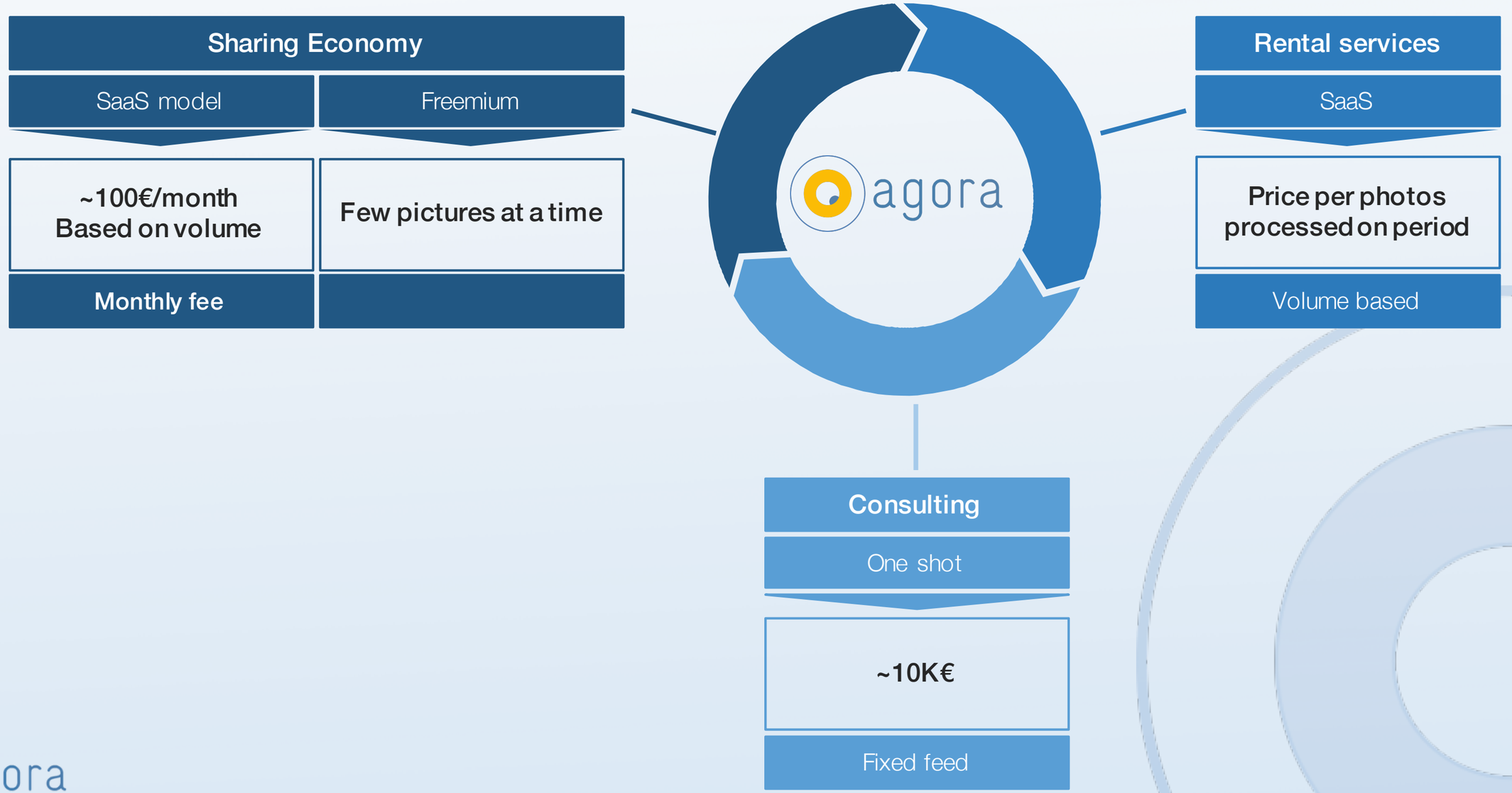
The Model



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Sales & Marketing

Starting

- Open API for people to try out the engine (see regaind.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

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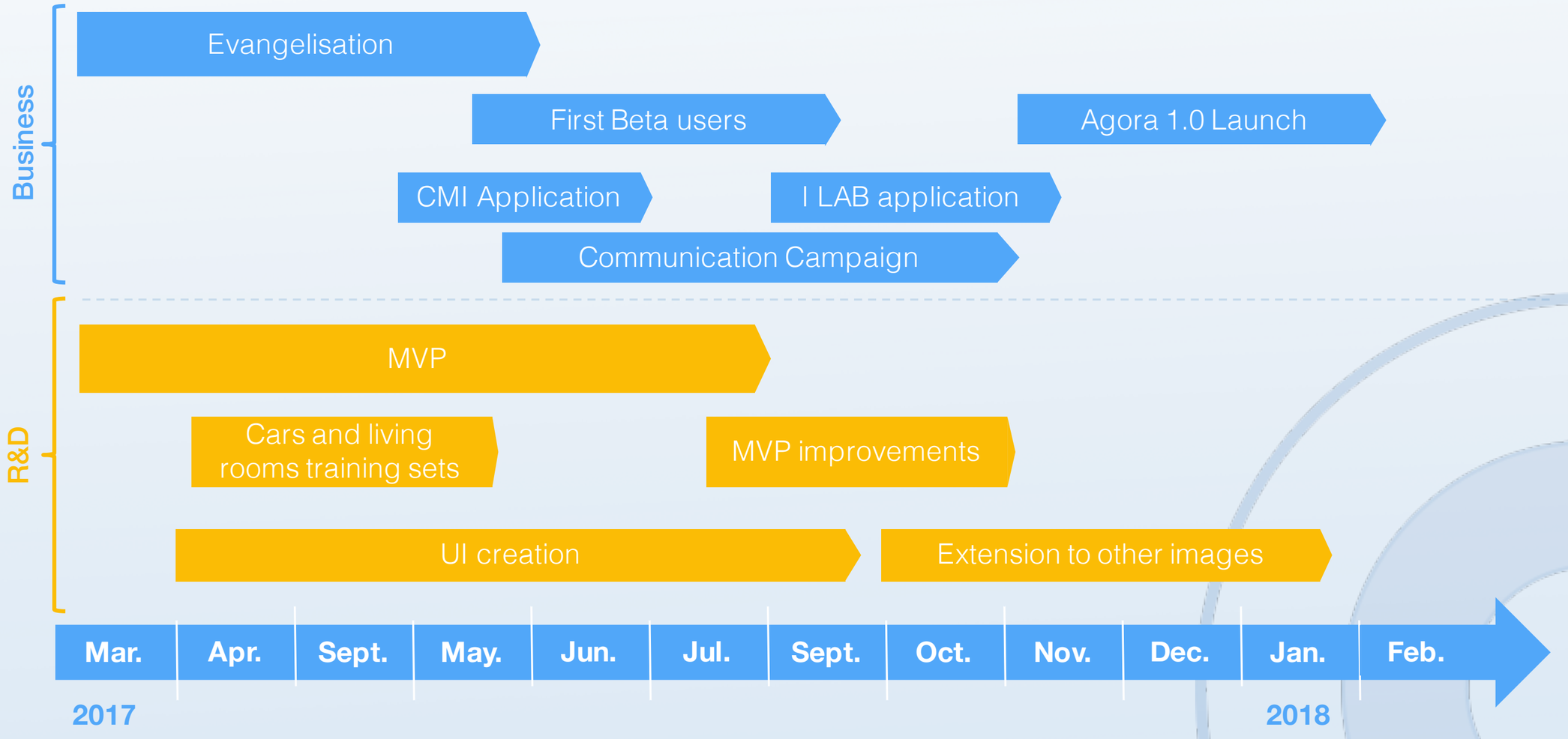
Roadmap



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Consolidate Business Plan

P&L (k€)	2017	2018	2019
Total Turnover	30,0	340,0	1 150,0
Sharing economy	10,0	200,0	800,0
Rental martketplaces	-	100,0	200,0
Consulting/License sales	20,0	40,0	150,0
Total Charges	(127,0)	(582,0)	(1 070,0)
Headcount	6	12	20
Payroll	(72,0)	(432,0)	(720,0)
Marketing	(40,0)	(120,0)	(300,0)
Overheads (rent, equipment,…)	(10,0)	(20,0)	(40,0)
Fees (fees, accountancy, …)	(5,0)	(10,0)	(10,0)
EBITDA	(97,0)	(242,0)	80,0
D&A	-	-	-
EBIT	(97,0)	(242,0)	80,0
% EBIT / Total Turnover	-323%	-71%	7%

1 Million in revenue milestone Q1 2019

2 Marketing efforts early 2018

3 Breakeven 2019

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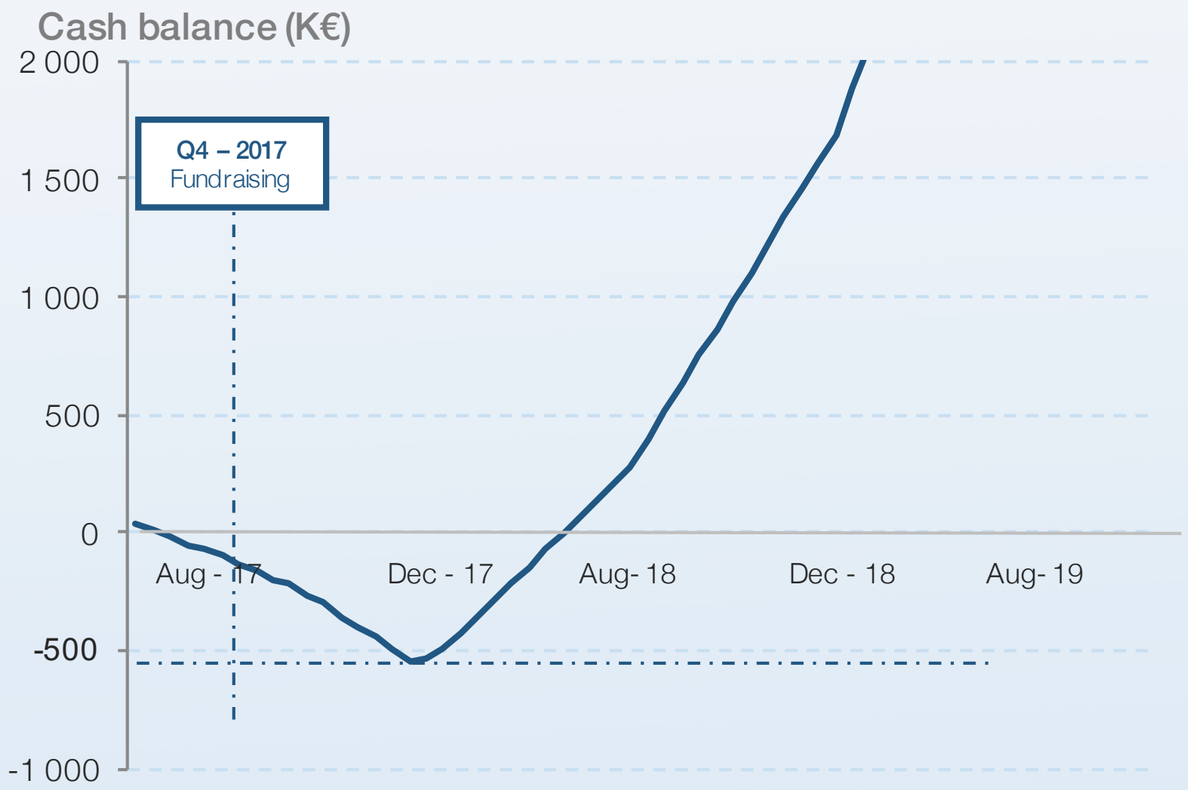
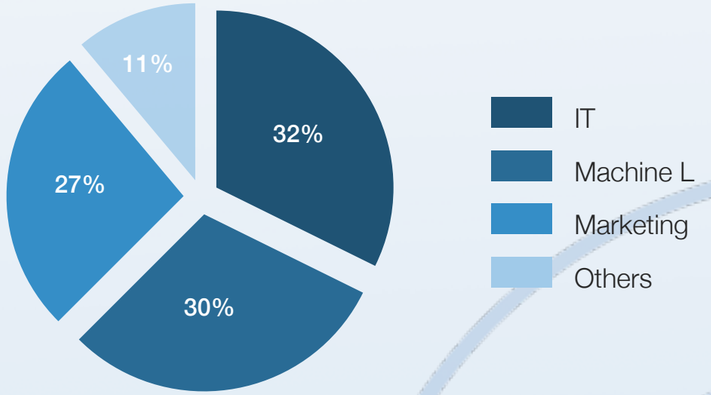
Cashflow & Fundraising

Cash Flow Burn



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

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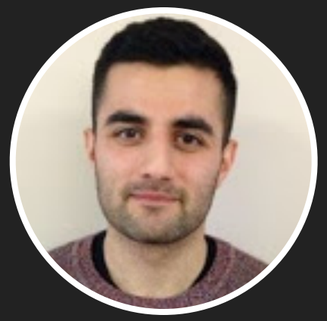
A Team built for Deep Learning



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Bruno Martinaud

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THANK YOU 🙏

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Backup

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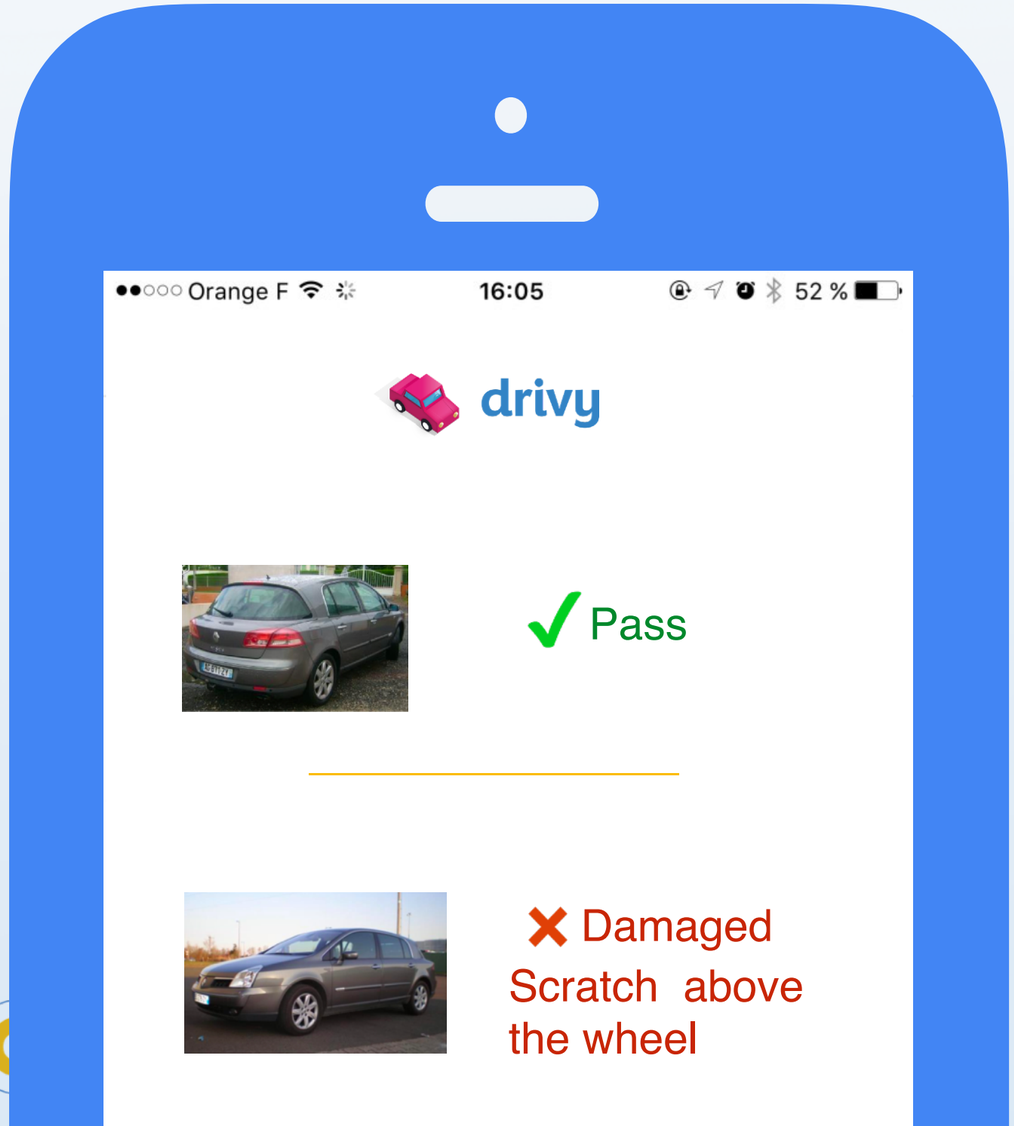
The Product

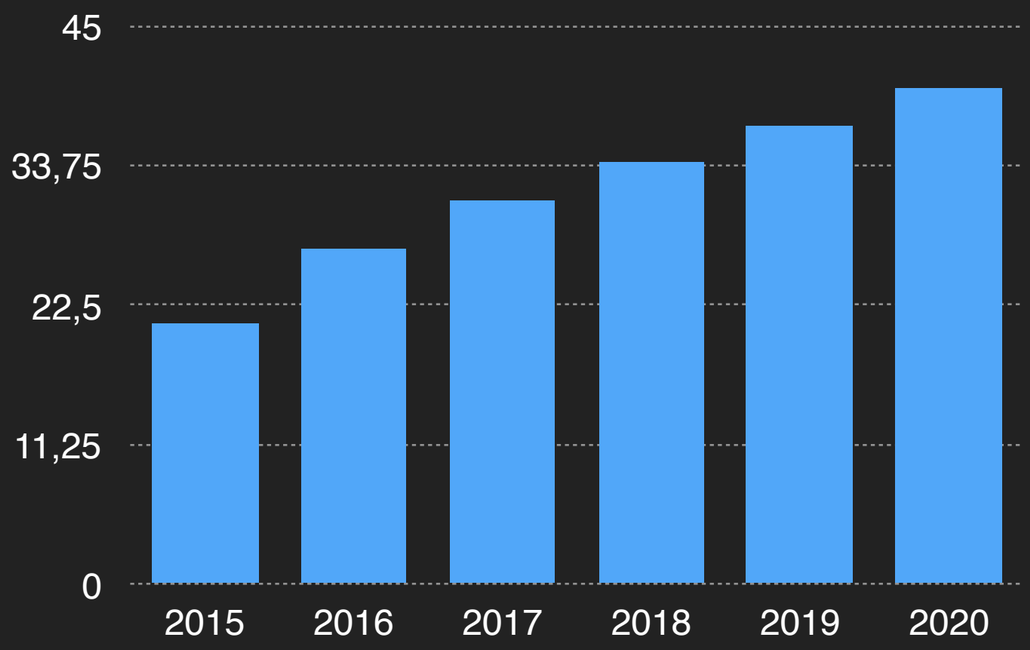


airbnb

	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 in numbers

U.S. Users



Statista. US users from 2015 to 2020

Sharing economy actors

7.5K
Sharing platforms

+ 40m
Airbnb guests

$28m
Invested daily in SE

$30M
Airbnb valorisation

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