

TECMA
BUSINESS.BEAUTY.

Up to €5M Capital Increase

Accelerating Growth to the Next Level.

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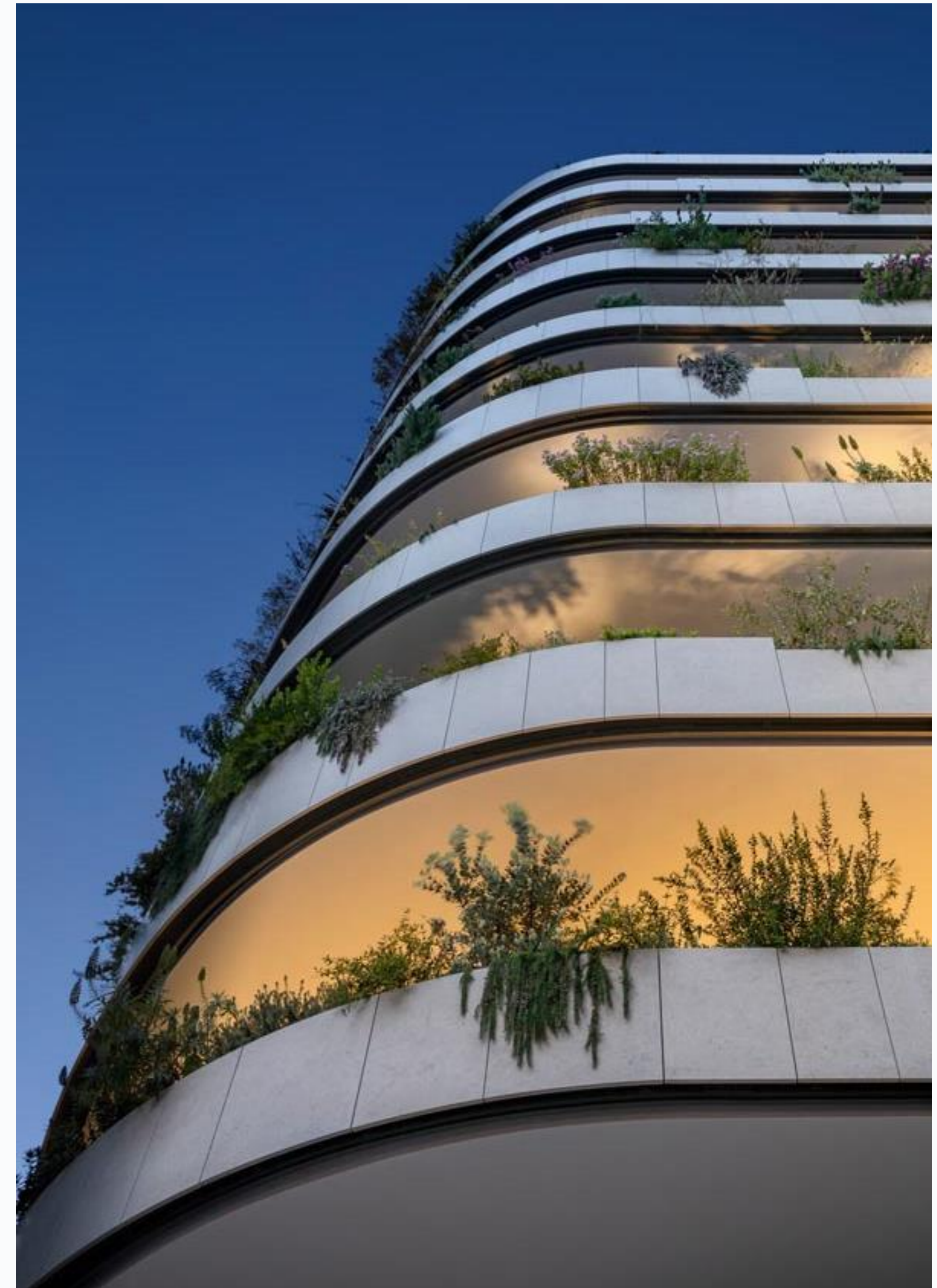
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Speakers



PIETRO ADDUCI

CEO
FOUNDER OF TECMA

He graduated in Electronic Engineering from the University of Pavia in 2005. After several years of experience in R&D, design and marketing for the automotive industry, he started working on the development of TECMA SOLUTIONS S.p.A. with the aim of applying new business models and innovative perspectives to the Real Estate industry.

He is specialized in Corporate Organization and Management, having a strong passion for Psychology and Neuromarketing. He is the author of several patents, and scientific articles published internationally. He often lectures at the Il Sole 24 Ore Business School, Masters in Interior Design, Marketing and Digital Communication, Design Management, Business Design, Innovation, Strategy and Project Management.



GABRIELE RIVA

GENERAL MANAGER
TECMA

He graduated in Economy of Financial Institutions and Markets (CLEFIN) from the Luigi Bocconi University in 2004.

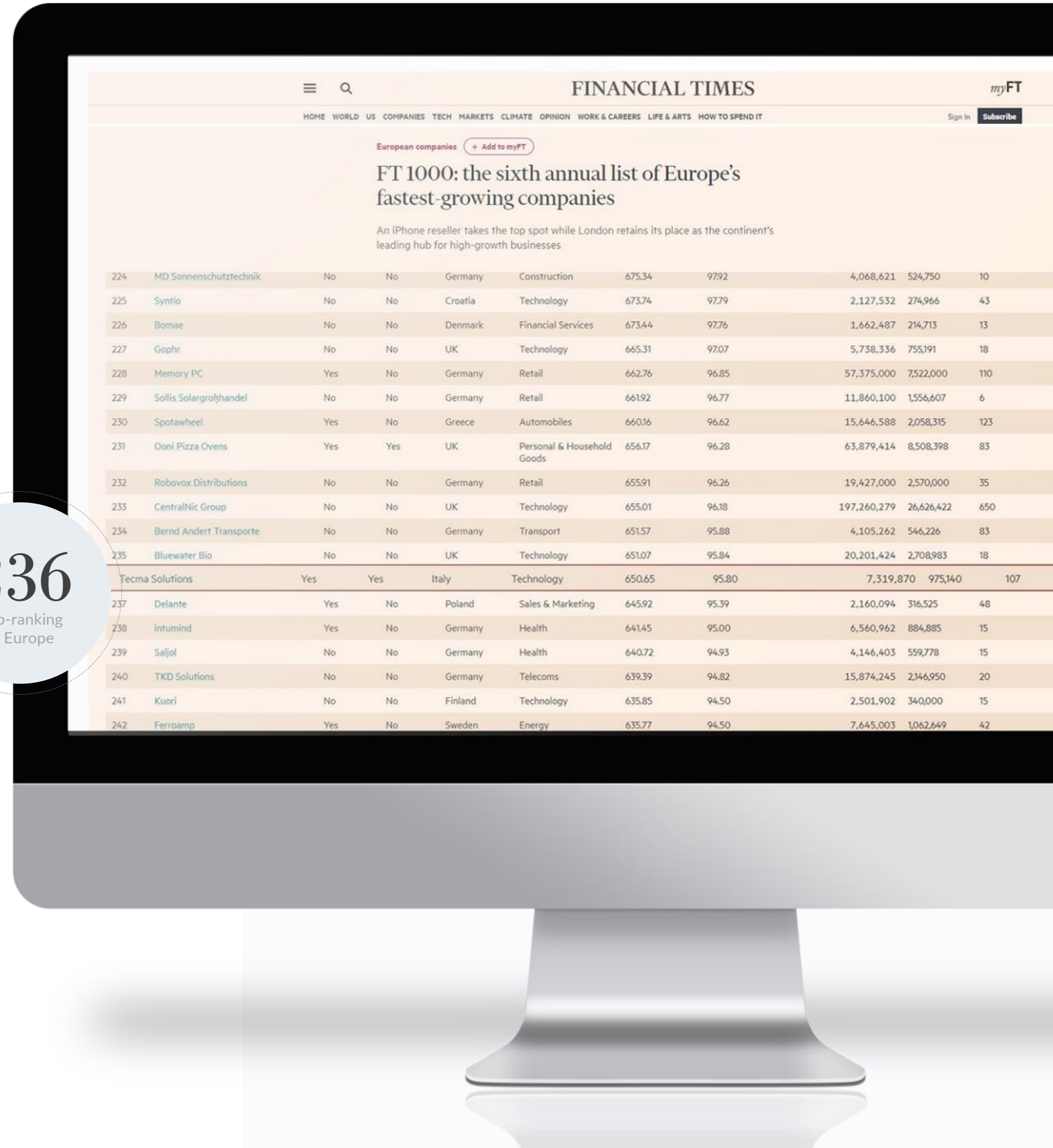
From June 2004 to December 2021, he worked for BNP Paribas Corporate and Investment Banking where he has gained extensive experience in Real Estate, Finance and M&A, holding the position of Managing Director for more than fifteen years, dealing with the management of some of the major national and international financial transactions in the sector and completing real estate operations for a cumulative value of over 15 billion euros.

TECMA at a Glance

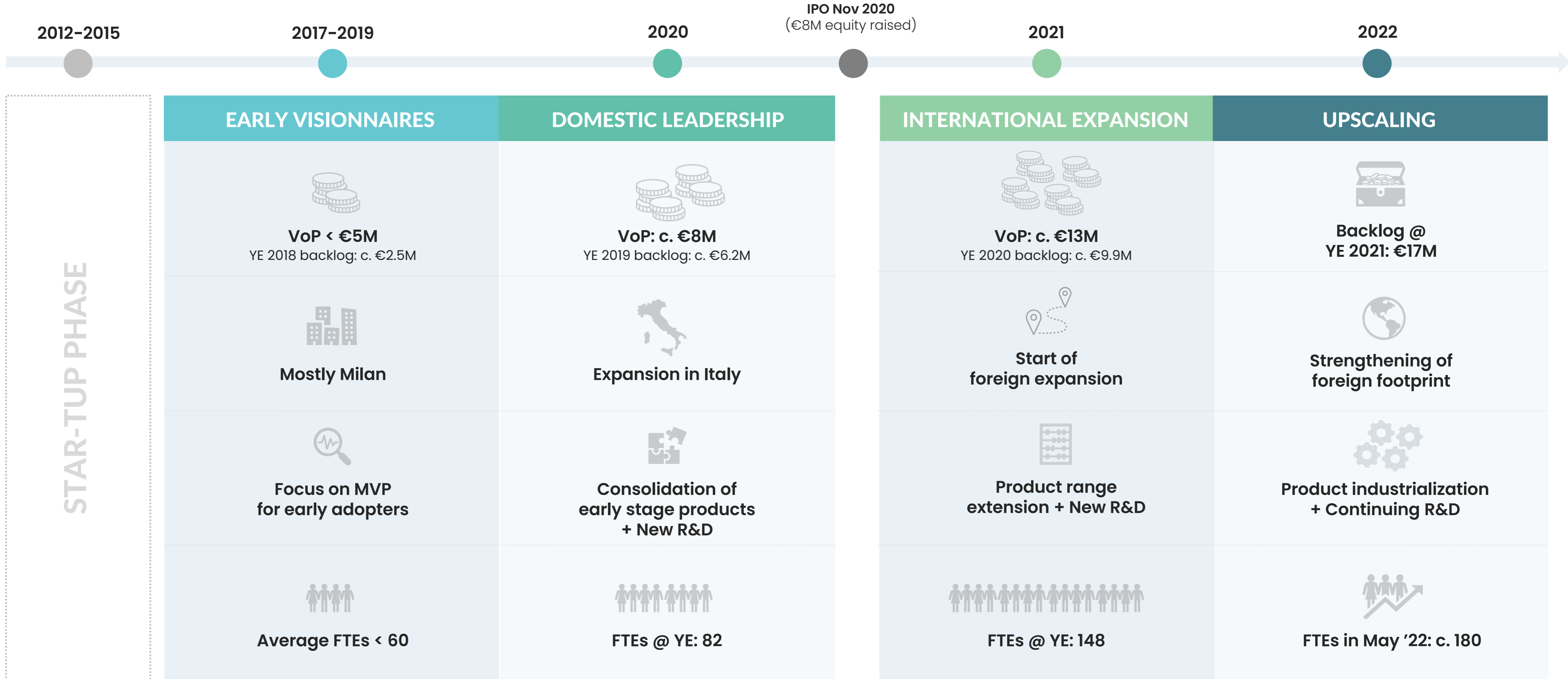
10 Years of cumulated R&D to be **First Mover** in **Digital Transformation** for the Real Estate Industry.

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|---|--|--|--|
|  <p>c. 148</p> <p>FTEs @ YE 2021</p> |  <p>13.2 M€</p> <p>REVENUES 2021</p> |  <p>+86%</p> <p>REVENUES CAGR 2017-2021</p> |  <p>300+</p> <p>CUSTOMERS</p> |
|  <p>TECH COMPANY</p> <p>INNOVATIVE SME FOCUSED ON REAL ESTATE</p> |  <p>c. 80 M€ MARKET CAP</p> <p>LISTED ON EURONEXT GROWTH MILAN</p> |  <p>10 COUNTRIES WORLDWIDE</p> <p>INTERNATIONAL BUSINESS</p> |  <p>15+ CLOUD BASED PROPRIETARY APPLICATIONS</p> <p>AN INTEGRATED SYSTEMS OF DIGITAL PRODUCTS & SERVICES</p> |

236
Top-ranking
In Europe

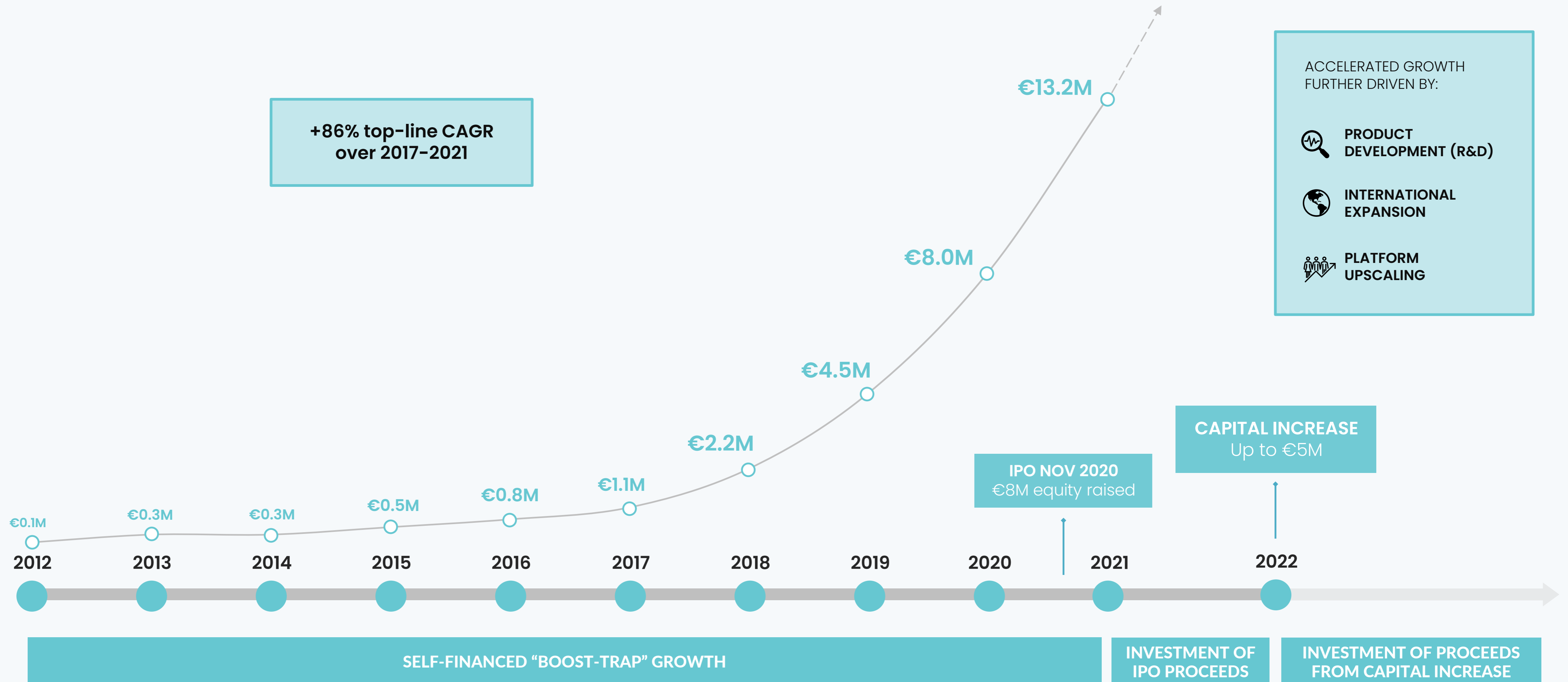


Laying the cornerstones | Solid grounds for future growth



Up to € 5 million capital increase | Turbo-charging future growth

Proceeds used to feed the foundation of a blitz-scaling strategy driven by an ever-growing market demand for digital solutions



Capital Increase: Use of Proceeds

Turbo-charging future growth through a “blitz-scaling” investments strategy in 2022, focusing on:



Product development: R&D investments to improve existing products / develop new ones as well as further develop the SaaS approach



International expansion: set-up of foreign platforms (e.g. opening in the US) coupled with commercial expansion in Core Europe



Platform upscaling: strengthen the HQ functions, human capital and infrastructure (both hardware and software) to undergo a growth fast-track

ALL OF THE 3 STRATEGIC ACTIONS HAVE ALREADY BEEN LAUNCHED BY TECMA AND WILL BE FURTHER ACCELERATED THROUGH THE USE OF PROCEEDS



Huge Market Potential | > €11bn digital market potential in the RE segments covered by TECMA

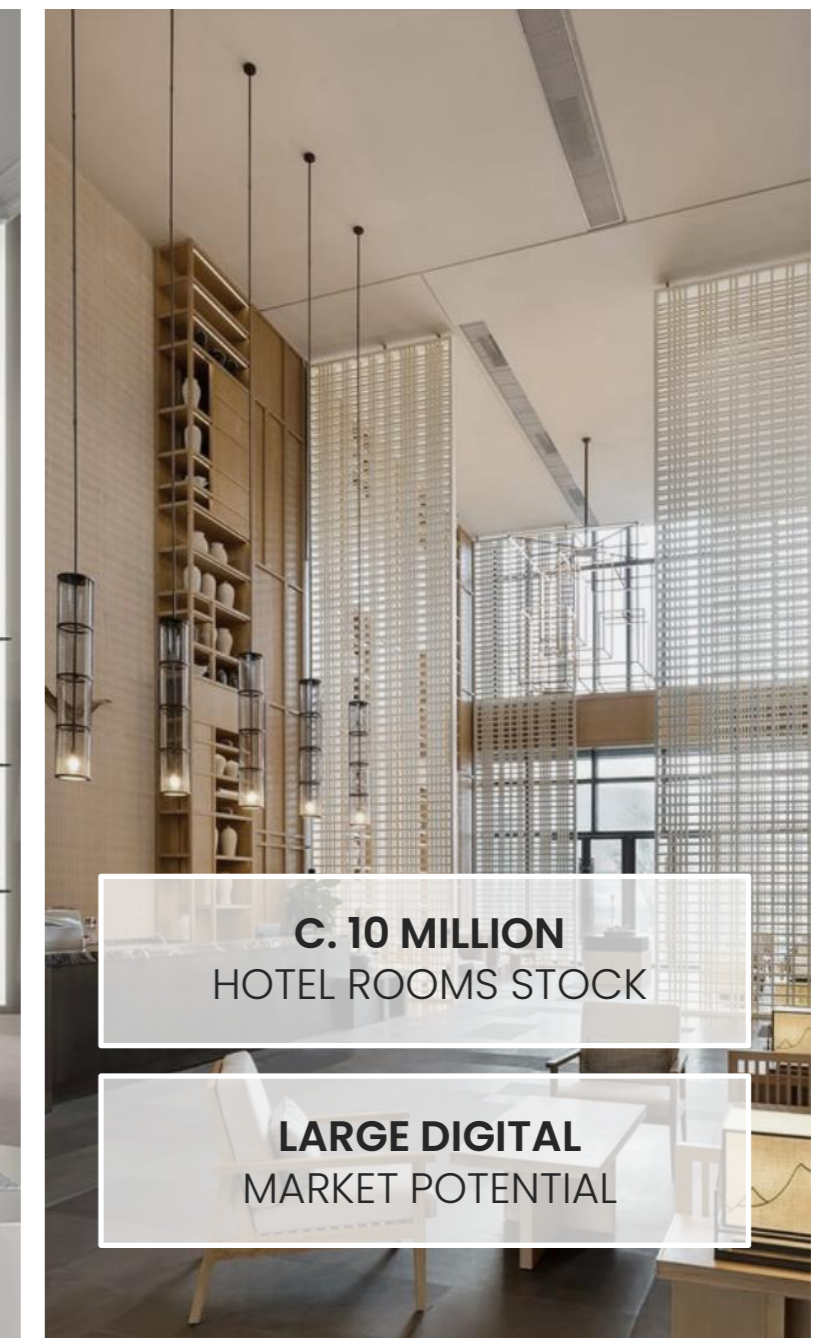
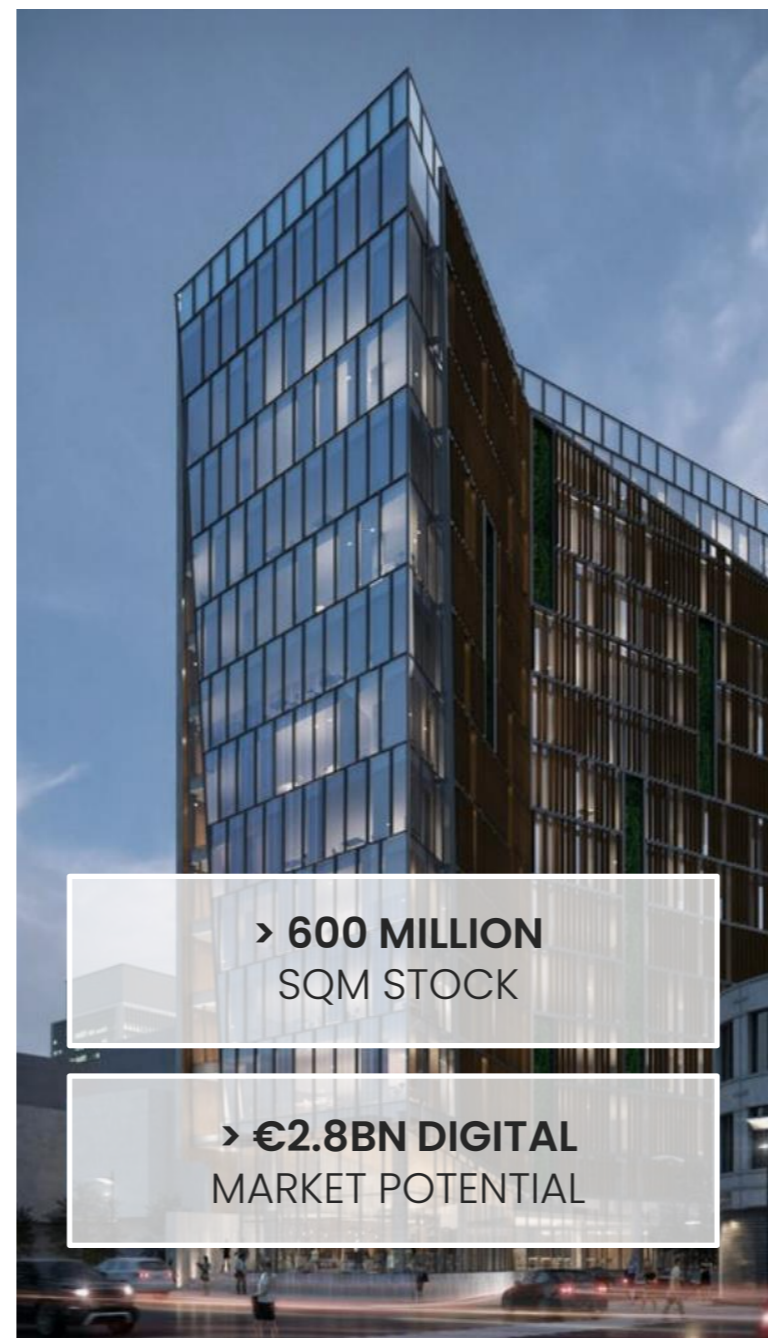
Size of target real estate markets expected to growth as digital potential permeate different processes and asset classes



BEING FURTHER ASSESSED

RESIDENTIAL

COMMERCIAL



C. 1 MILLION
NEW UNITS PER YEAR

> 25 MILLION
PRS UNITS STOCK

> 600 MILLION
SQM STOCK

> 200 MILLION
SQM STOCK

C. 10 MILLION
HOTEL ROOMS STOCK

> €2.8BN DIGITAL
MARKET POTENTIAL

> €5.5BN DIGITAL
MARKET POTENTIAL

> €2.8BN DIGITAL
MARKET POTENTIAL

LARGE DIGITAL
MARKET POTENTIAL

LARGE DIGITAL
MARKET POTENTIAL

01 BUILD TO SELL

02 BUILD TO RENT

04 OFFICE

05 RETAIL

06 HOSPITALITY

Source: management estimates based on selected countries (US, UK, France, Spain, Germany, Italy) – Data elaborated starting from public statics made available by the national statistical institutes, Eurostat, publicly available market studies by selected research firms and the American Hotels & Lodging association

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Thank You.

