



Frictionless & Sustainable Workplace of the Future



SmartScore
CERTIFIED



At **Zonifero** we've
been enabling
hybrid work since
2020.

But we're much
more than that.

We've got the team to handle the task



Jacek Ratajczak
CEO, Co-founder

15+ years b2b tech sales & mgmnt in various tech organisations, founder Emerging Founders



Przemysław Chmielewski
COO, Co-founder

10+ years enterprise PM/Director / operations in Volvo Construction Equipment & Volvo Buses



Krzysztof Świątczak
Head of Sales and Partner Channel
CEO IU Technologies



Paweł Prociów
CPO/CTO

Mobile, IoT and Big Data Expert. Ex. Huawei, Qualcomm and CTO at Proxi.cloud



Dominik Kolenda
Head of Customer Experience

15+ years in office interior planning
7+ as CEO at zona.archi



Joanna Gajewska - Sokółowska
Head of Advisory Board

Ex-EMEA Deputy COO, JLL



26 employees



15 in R&D



Est. 2020



SmartScore
CERTIFIED

We are part of the first global standard for smart buildings and so can be our clients.

Use
of the building

Building
access

Charging
e-mobility

Locating
people

Third-party
access

Visitor
experience

Reservation
of usable
space

Work order
management

Access
to local
information

Feedback collection

Reducing disease risk

WiredScore Accredited Solution

Smart building,
certified!



Zonifero 2.0

HR

FM

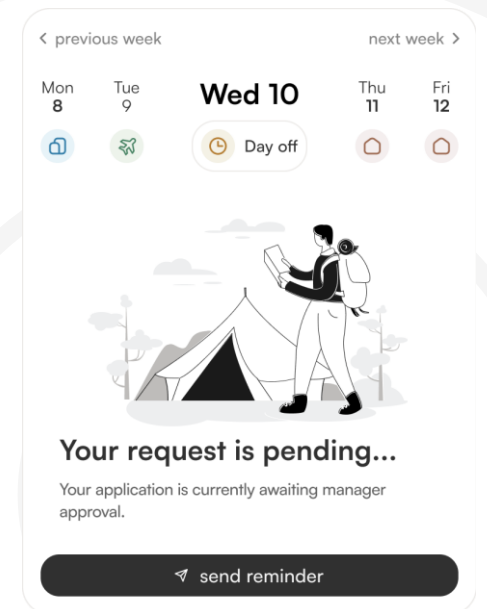
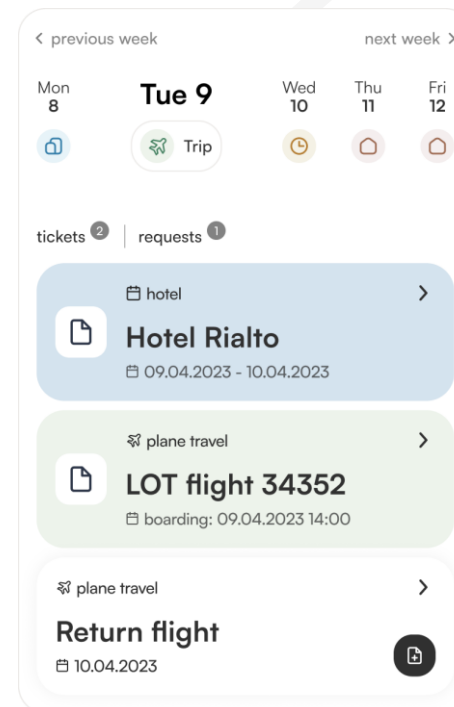
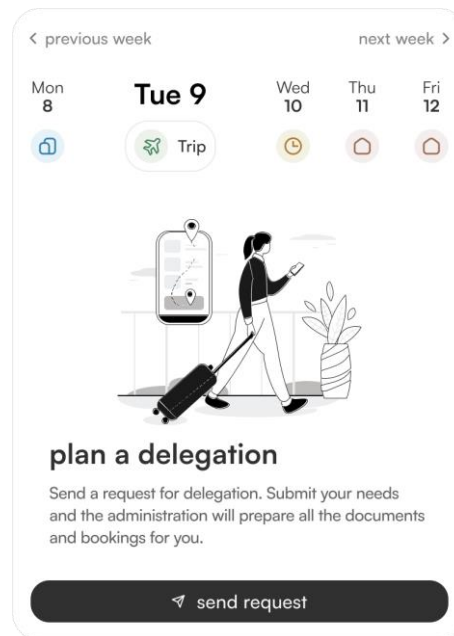
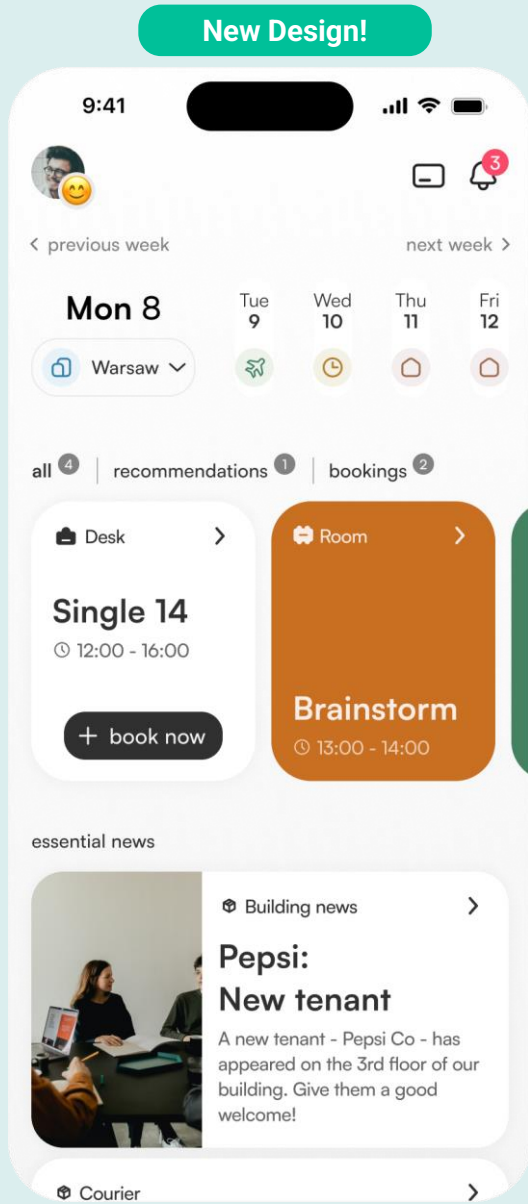
ADMIN

REAL ESTATE

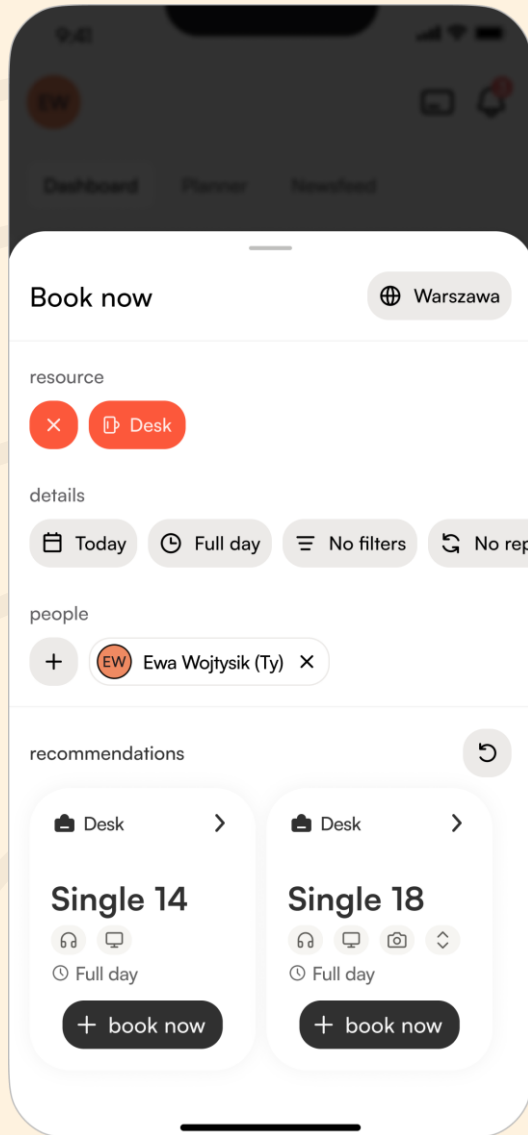
EMPLOYEES

Hybrid Work Is Everyone's Business

We are helping multiple stakeholders in the organisation with their challenges around managing Hybrid Work



New Design!




Zonifero

Book anything for you and your team

Book whatever you need **with just one tap**
For yourself and your team.

 Parking spot

 Desk

 Meeting Room

 Equipment

 Electric charger

 Lockers

 Medical Parking spot

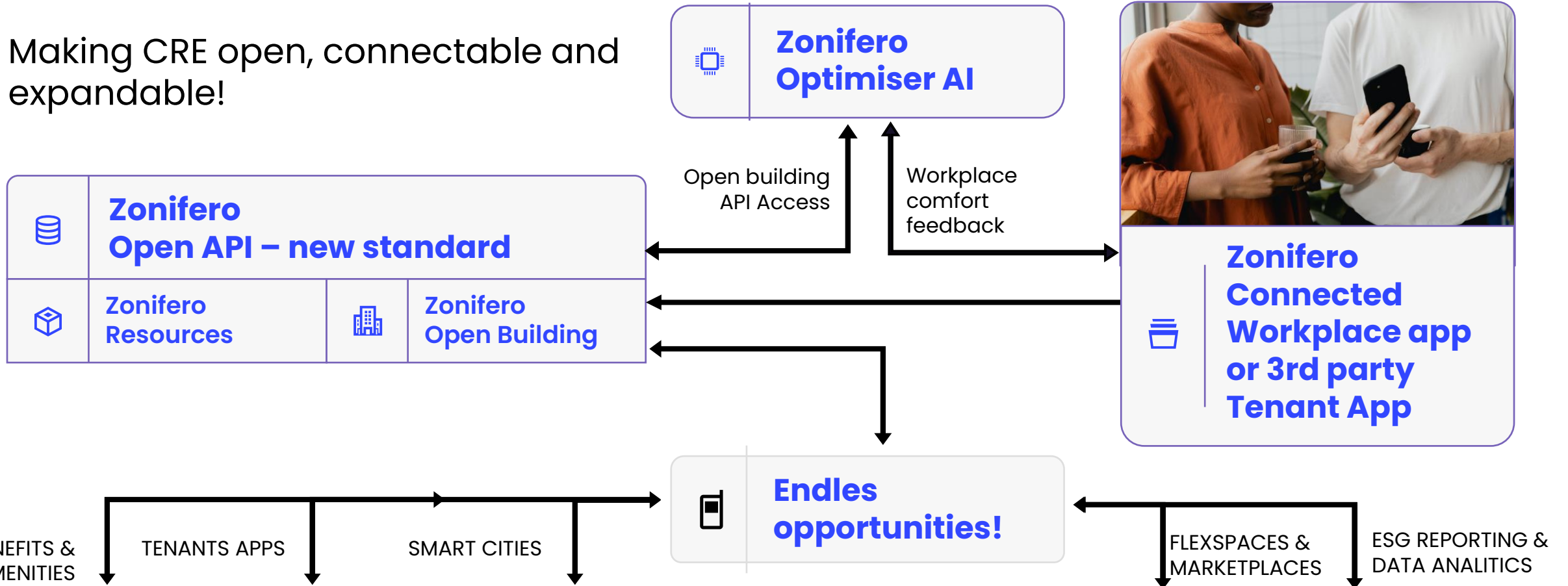
Recommendations and workflows based on your preferences, history, company rules and team relations will make your workplace planning a breeze.

Zonifero Open Building API



Universal Data Layer for Real Estate

Making CRE open, connectable and expandable!



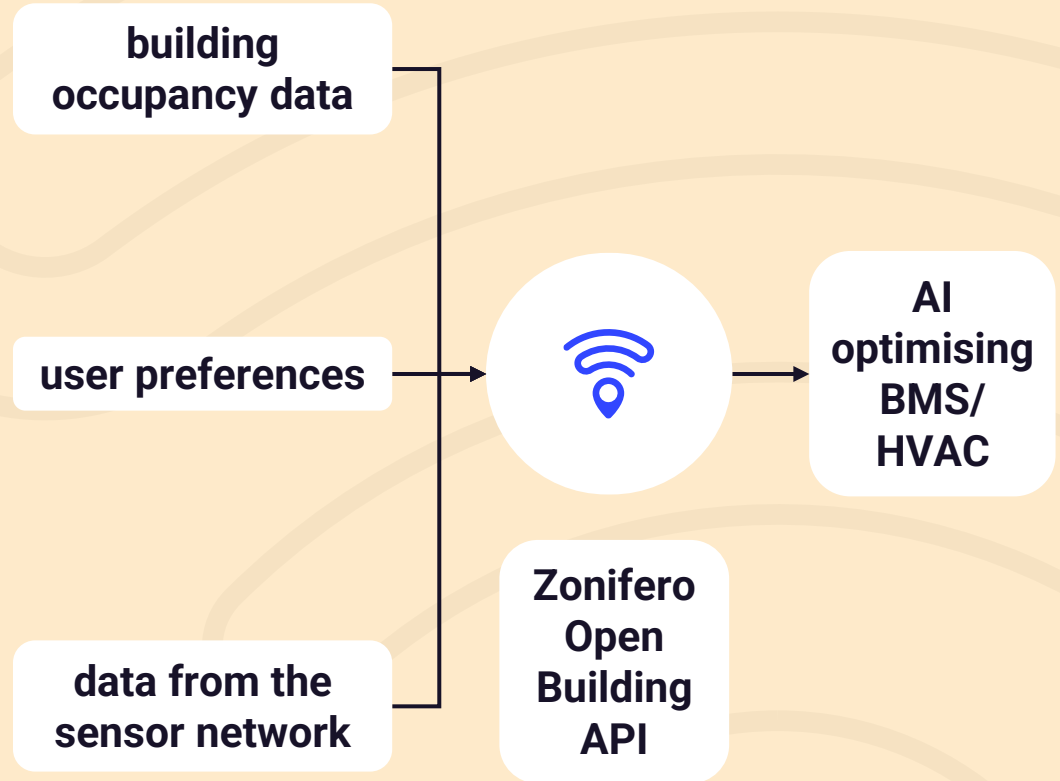
Zonifero 2.0

Coming soon

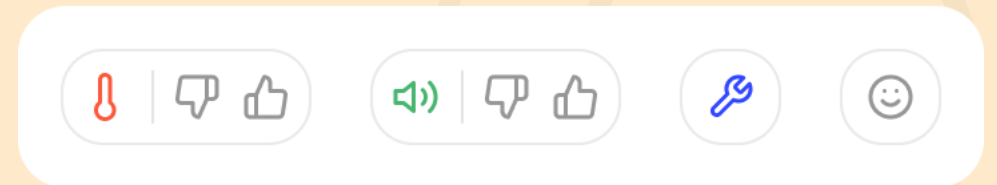


Saving Energy saving money saving planet earth.

Building sector accounts for 30% of global energy consumption and **HVAC accounts for even 70%** of it. **We use AI to decrease energy waste by up to 25%.**



Office quality and wellness



We are leaders in Poland, taking on the CEE now

Key clients :

SKANSKA

CAVATINA
LOCAL · GLOBAL · HOLISTIC

YAREAL

SYRENA
REAL ESTATE

VASTINT

(prev. Ikea Property)

ECHO
investment

ATENOR
ACTING FOR CITIES

3T OFFICE PARK

WP

AmRest

zabka

tpay

lingoro



dbh
GROUP

IGT

AVON

BRAND24

BAT
A BETTER TOMORROW

**CONCORDIA
DESIGN**

 **>1.5mn** bookings

 **>50k** users

>750k parking entries

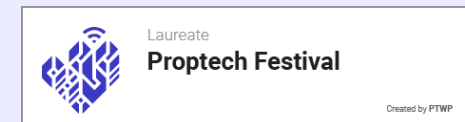
 **23** buildings implemented

35 pipeline

7 countries

184 companies using the app

Awards



Business model

Revenue and distribution



Recurring revenues

(SaaS licensing and maintenance / MRR)

- **Middleware Subscriptions**
billed per sqm
- **App Subscriptions**
billed per user or POI plus service fee
- **Add-ons**
Additional paid features and modules

Non-recurring revenues

- **Implementation fees**
for the initial launch
- **Software integrations and customisations**
- **Hardware sales**
IoT sensors, smart devices, pro AV

Go to market strategy



Direct / SaaS
(Azure Marketplace & Direct)



Contamination
(from building to tenants scale
across organisations)



**Referrals, sales partners
and distributors**

Growth momentum

Building ever healthier business despite tough market conditions



1mn USD

Revenue
(2023)

80%

Revenue growth
'22 vs '23

-8%

Cost decline
'23 vs '22

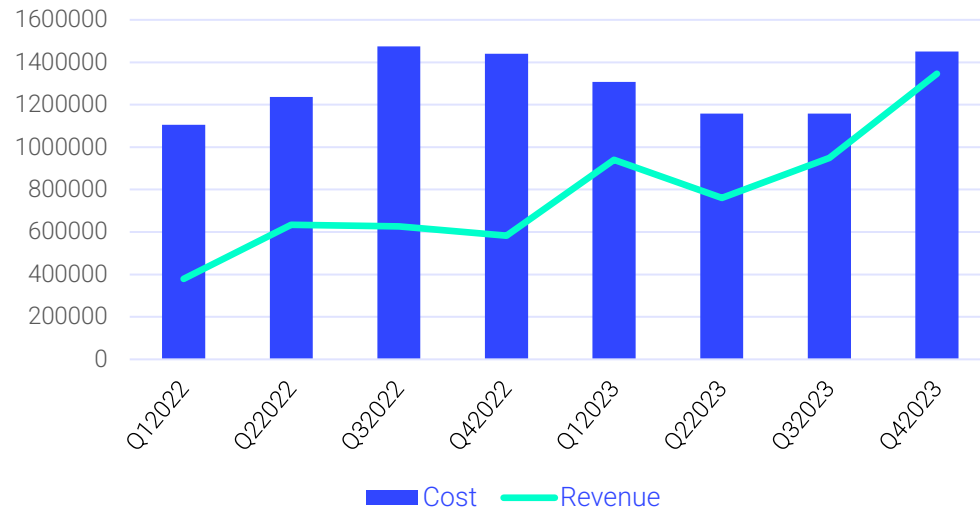
50k USD

MRR and growing
(April 2024 est)

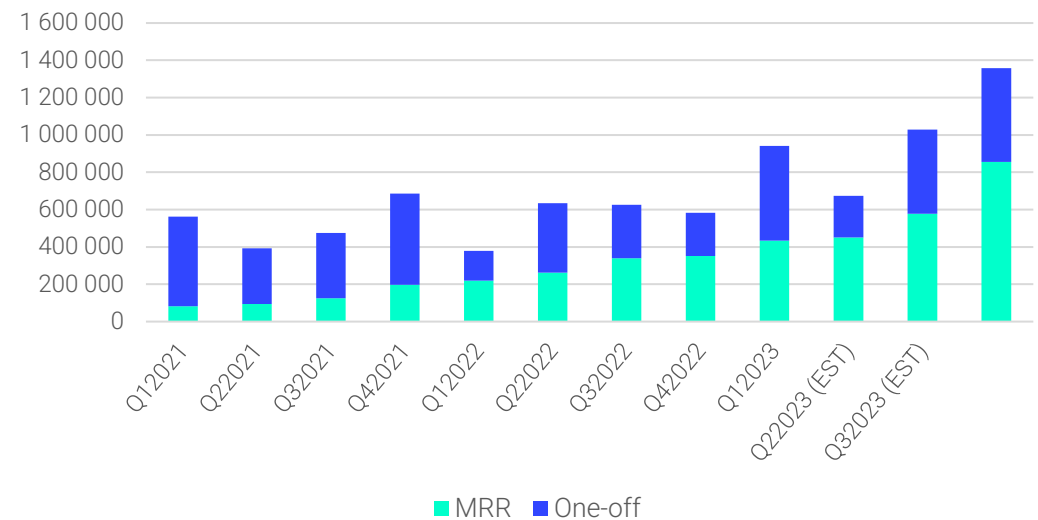
10x

MRR growth in 3 years
(YoY, 12.20 vs 12.23)

Not yet breaking even

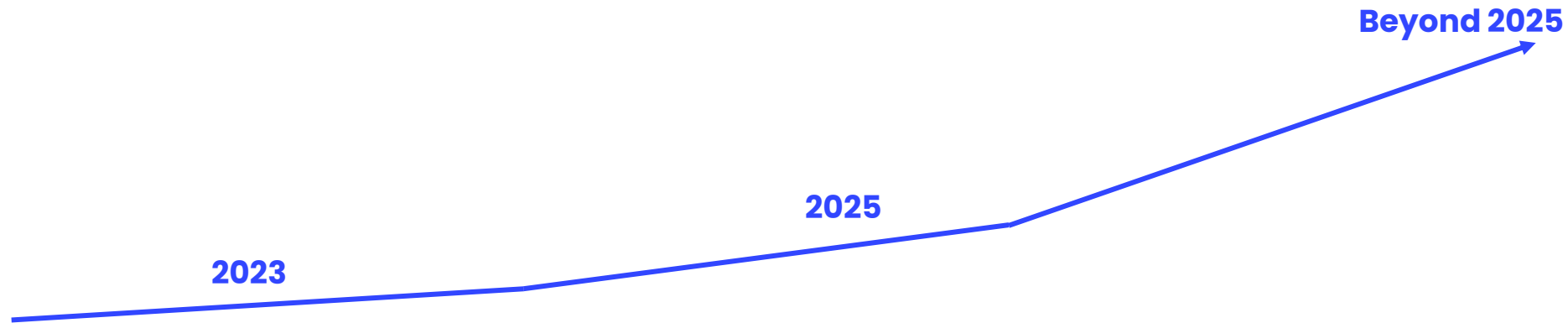


MRR vs overall



Holistic workplace solution

One system, multiple needs, **multiple revenue streams, expanding value proposition**



Key value drivers:

Unified Access Management

Smart Booking

Work Planning and Reporting

Implementations & Subscription

ESG Reporting

Open Building APIs

Workplace Management System

Value based pricing

Energy Saving

Zonifero Pay Corporate Expenses and Benefits Platform

Zonifero Open City – smart cities marketplace

% Revshare & D2C

Share issue

Valuation

Valuation:

5 mn

USD

(pre-money)

Raising:

0,5-1 mn

USD

(seed round)



Thank you



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Check video for more on:

