



We are Christophe and Linda and we are really excited to share our project with you.

As its name does not suggest, RDV.biz is not an online dating site. Or perhaps it is... let's see.

We also intend to put people in touch, but only in a professional way.

## The problem

Appointment scheduling has **become increasingly** important

**\$ 3.2 billion**

Appointment total market value in 2019 (world)  
*Accenture*

But appointment scheduling is designed for appointment suppliers



Complex



Not universal



Manual

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Currently the online booking market. represents about 3.2 billion \$ with a 15 pourcent yearly growth rate  
46 pourcent of the appointments are made by customers themselves.

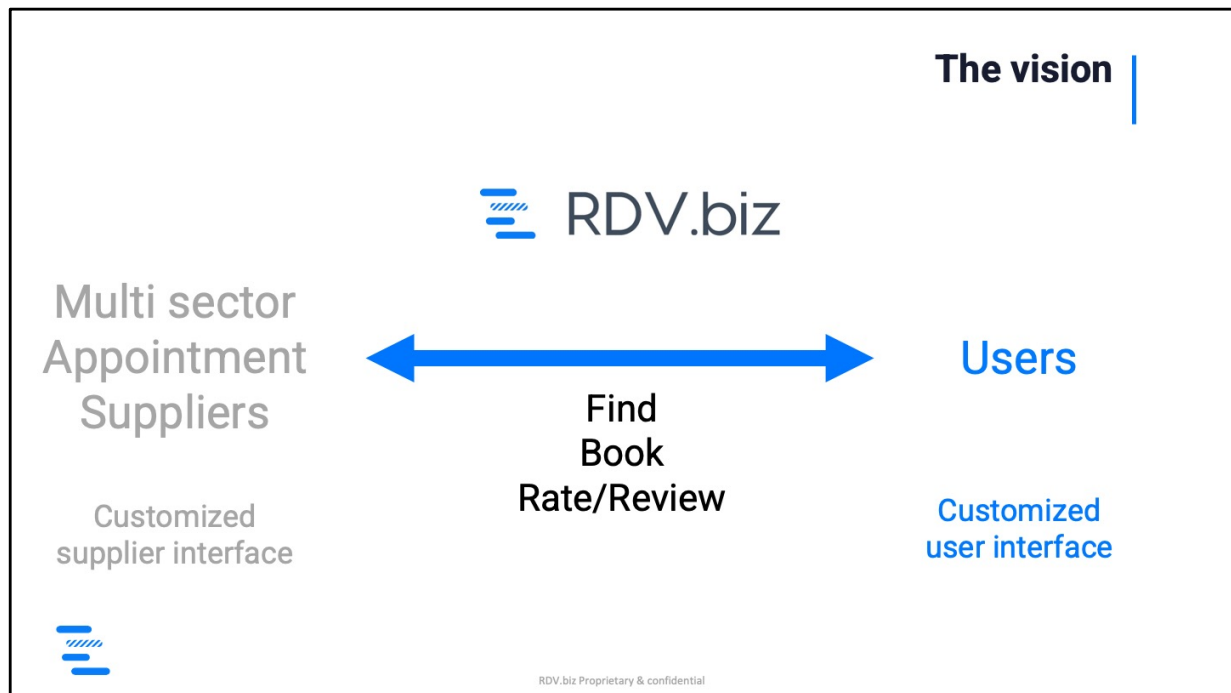
Today with the pandemic, everyone uses Itsme and the consumption on the internet has increased sharply.

But appointment scheduling softwares are designed for appointment suppliers

For patients and customers, these solutions are complex.  
They need to find where to make an appointment, via a dedicated platform, during office hours

The end user is faced with a series of industry specific solutions that never interlink to create a combined view of all appointments

It's always up to the customer to remember to book an appointment.

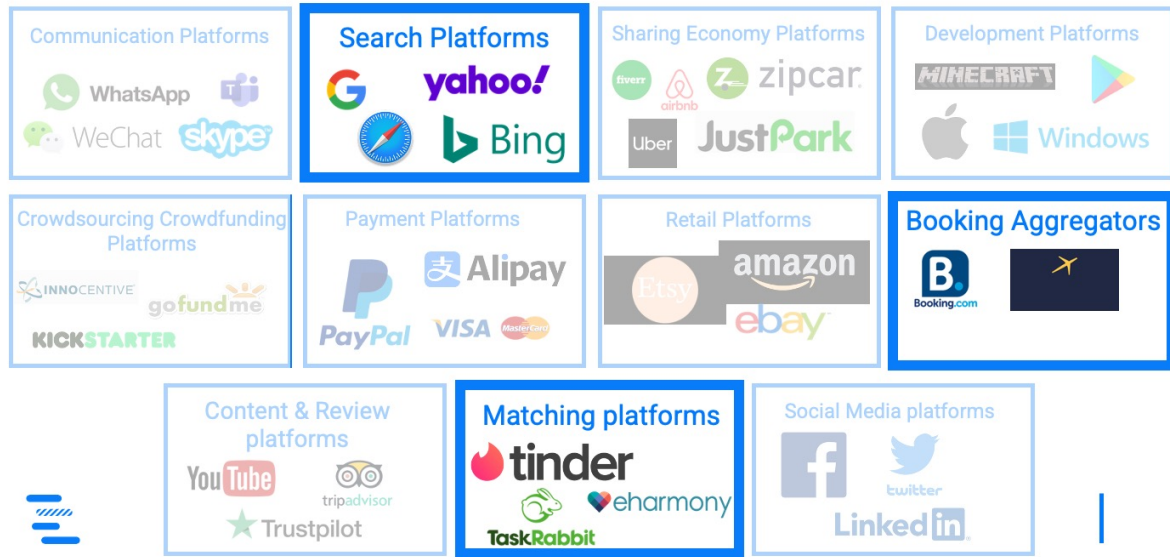


RDV.biz allows everyone to find, book and rate a service provider, all sectors combined (physiotherapist, garage owner, hairdresser, municipality, etc.)

Rdv.biz has been created in order to make booking an appointment simple and easy for everybody: the user, like me, you and everyone but also for the appointment supplier.

We therefore have these 2 targets.

## Types of platform business models



RDV.BIZ is a search engine combined to a matching and booking platform

Revenues will come from suppliers paying a subscription fee to be on the platform and manage their bookings.

For end users the app; as well as the usage of the platform will be free.

# Your personal assistant for your appointments.



## Security

RGPD, ISO, HIPAA  
Health data storage



## Customized

Your preferences,  
geolocation, custom  
reminders



## Easy to use

One stop shop with  
multiple channels (web,  
phone, assistants,...)



## Learning

Machine learning & AI to  
help agenda  
management.



## Connectivity

3<sup>rd</sup> party integration,  
open APIs

For the users, just like resto.be for restaurants,  
Rdv.biz will also be used to find a provider thanks to the search engine,

You could find a hairdresser for example, within 10km around you and free  
tomorrow between 3 and 5pm.

As you know, everyone should see his dentist at least once a year, our system  
detects it and proposes an appointment ! it's that simple !

And we want to go even further: imagine your agenda proactively makes an  
appointment for you ! Based on your history and your availability.

Thanks to artificial intelligence, making an appointment will be fun and intuitive.



We created the platform in an open way to be able to link easily to any kind of interface like invoicing, cash register or automatic devices.  
The system is able to collect, aggregate or send data to various softwares or platforms.

Let me give you some concrete examples:

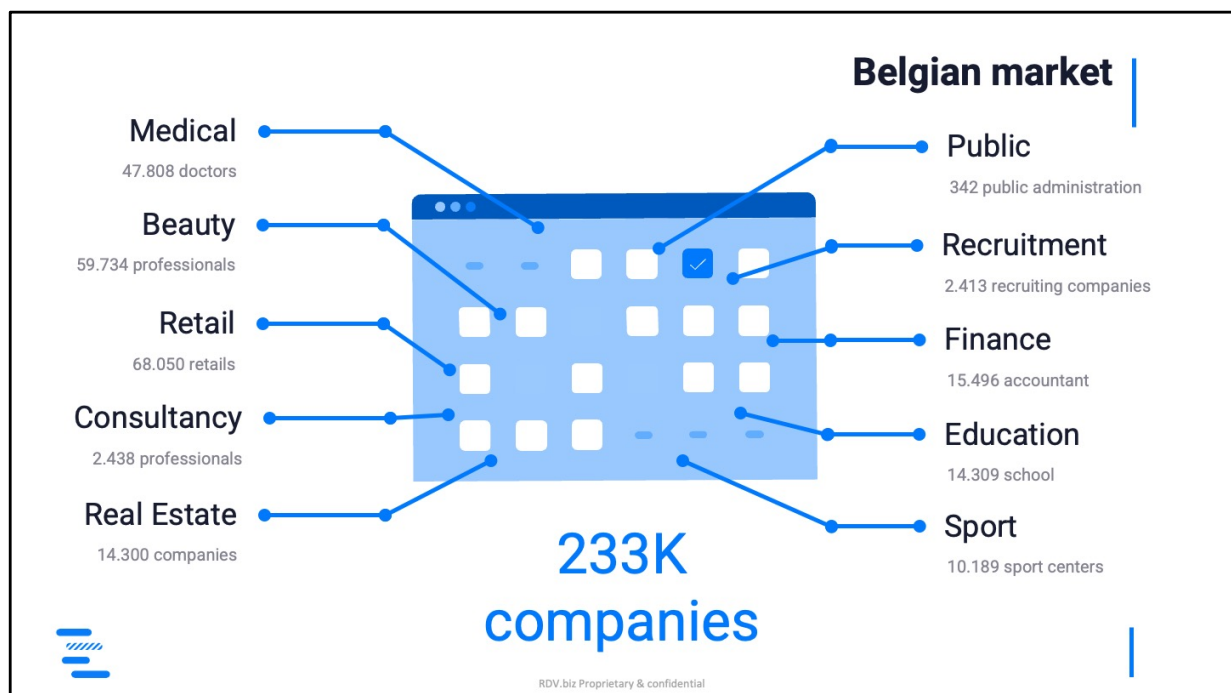
You can welcome customers in waiting rooms using terminals with ability to notify their presence.

You can accept downpayments when booking online.

Health data can be aggregated and computed in order to book appointments to your doctor or a dietician

You can book an appointment via multiple channels: your car, digital assistants, whatsapp, facebook, google and more.

This graphic is containing all the innovations that will happen in the years to come and that we are already dreaming of today



Concerning the service providers

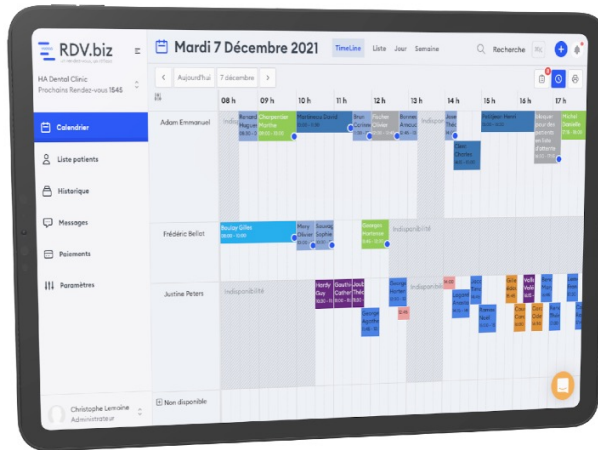
Just in Belgium 233K companies could be interested in providing appointments via our solution.

We want to reference as many service providers as possible, from all sectors

Each of them will be able to describe their preferences for meeting with them (by mail, phone, in the morning, on their website, etc... ), so we can always know how to make an appointment without disturbing

We of course also offer our own online agenda, it can be free or paid depending on the desired features

## In practice



**50K**  
Reducing  
no-show  
by 6%

**10hours**  
saved by week  
(booking by  
customer or  
telescretariat)

**Yearly subscription  
€3K**

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As an example: one of our customer, a Dental clinic with 5 dentists, managed to reduce by 6% the number of their customer not showing up they are saving 50K per year.

He was also able to save 10 hours of secretarial work per week. The cost of its subscription with us is 3000 € / year.



## Success stories



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We have already paying customers, they have generated 100K appointments until now.

They are located in Belgium, Luxembourg and France.

Our model is easily scalable and can be duplicated to other countries

	RDV.biz	Mobminder	Doctolib	Calendly	Doctena	Treatwell
RGPD compliance	+	-	+	+	+	+
Search Engine Portal	+	-	+	-	+	+
Pricing	+	+	-	+	-	+
Customer Care	+	-	+	-	-	+
Group/Teaching	+	-	-	+	-	-
End user Customization	+	-	-	-	-	-
Supplier Customization	+	+	+	+	-	-
Artificial intelligence	+	-	-	-	-	-
User identification	+	-	+	-	-	-
3rd Party Integration	Working on it	+	+	+	+	-
Sector	General	General	Medical	General	Medical	Wellbeing



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There are many other online booking platforms but as you can see from this slide, we try to stand out with our features!

Our main forces are:

- a high level of security, compliant with GDPR
- Our partnership with Itsme
- Artificial intelligence that promises us great evolutions
- A flexible and predictive search engine
- Competitive prices
- and more

## Team



**Christophe Lemoine**

CEO

R&D, Support, Finance

+15 years in quality and  
operations (Startup and  
ScaleUp)



**Linda Seghni**

CSO

Sales & Marketing

+17 years sales  
experience in  
management software



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Our team currently consists of Linda and myself.

Linda is in charge of the Sales & Marketing department for which she has over 17 years of experience.

Christophe has more than 15 years of experience in quality and operations, he is currently in charge of R&D, support and finance

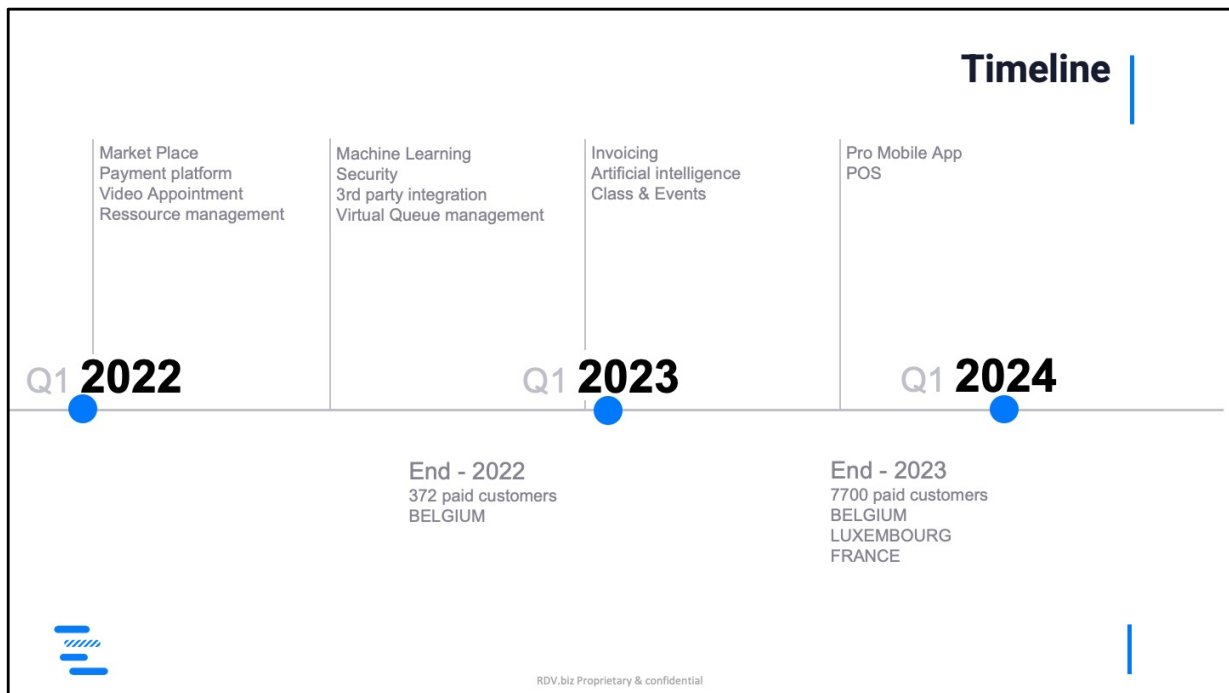


Our adventure began in 2019.

From the beginning, we were supported by the BEP in Namur and afterwards also by the University of Namur for all the legal part.

Since 2020, we are lucky to be the 1st and still the only online appointment system to be able to connect via Itsme.

So far, our time investment in our project is about 500 days.



Our objective is to target a big belgian city as a first step by ensuring a maximum presence both in terms of visibility and of referenced providers.

In 2023, we will be able to expand more and more to finally reach all of Belgium then Europe and why not the world ?



We are looking for 800K in order to expand our R&D team and sales&marketing departments.

In terms of R&D we need to work on few technological challenges as in example

- Scaling our platform to handle the volume of customers
- Develop our machine learning that will lead to a patent

Regarding the Sales and marketing; challenges will be to grow our visibility and expand our customer portfolio.

We will expand the team from 8 in 2022 to 25 in 2024.

## Finance

	<u>2022</u>	<u>2023</u>	<u>2024</u>	
<b>REVENUE</b>	<b>172.735</b>	<b>1.591.946</b>	<b>3.811.390</b>	
Variable Costs	- 78.416 -	157.035 -	556.520	
Fixed Costs including management	- 55.200 -	116.400 -	214.800	
R&D Expenses	- 87.000 -	91.000 -	100.100	- 87.000
R&D Payroll	- 338.902 -	639.624 -	1.053.599	- 338.902
Support Payroll	- 53.624 -	117.972 -	171.596	- 53.624
Marketing Costs	- 100.000 -	100.000 -	100.000	- 100.000
Sales Payroll	- 164.023 -	355.046 -	552.293	- 164.023
<b>Profit / Loss</b>	<b>- 704.430</b>	<b>14.869</b>	<b>1.062.482</b>	<b>- 743.549</b>

We are looking to finance  
Our next steps in R&D and Marketing

7700 paid  
customers

Share capital raised may be  
Subscribed gradually as milestones are  
Successfully attained



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You can see here the profit and loss from 2022 to 2024

Share capital raised may be subscribed gradually as milestones are successfully attained.

We have a more detailed plan that is difficult to show you today but we will be happy to show it to you if you get in touch with us.

## One more thing |



Hi, how can I help?

I need to book an appointment with my doctor



Doctor Paradis and yourself are available this wednesday at 15:30; I just confirmed the appointment!



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This is what we envisioned when we created RDV.biz



## In summary

- Customized Environment for multiple sectors
- Secure & Compliance
- Automated scheduling for customers
- Search & Book easily
- We already have a working and viable MVP with customers

[contact@rdv.biz](mailto:contact@rdv.biz)



We have competitors on the market, it's obvious, we all have already made online appointments but just as IMMOWEB is a reflex to sell a house, our goal is for rdv.biz to become THE reflex for each person who wishes to easily book an appointment !

We worked a lot to improve our system, now we are ready to scale professionally.

Please connect to RDV.BIZ online to get a better understanding of our current product.

If you would like get in touch with us, just scan the QR code and book an online appointment

We are looking forward for your questions

Thank you for listening