



An innovative service company producing accurate and cost-effective BIM models by combining a deep culture of quality in Europe and a skilled engineering talent pool in Asia



Vision

To become a leading BIM model provider for Contractors and Facility Managers in Europe and the Gulf by 2022



Mission

To deliver accurate and cost-effective BIM models on time

Euroasia is well positioned to capture the attractive BIM opportunity in Europe and the Gulf through its differentiated operating model that is structurally high quality and lower cost

1

BIM is **radically changing the way** the world's buildings and infrastructure are designed, built and maintained

2

Our solution **enables the Contractors and Facility Managers adopt BIM** promptly, safely and cost-effectively

3

The **size of the market** for our BIM modelling and added-value services in Europe and selected Gulf countries amounts to **EUR 18bn**

4

We have adopted a **stage-based scale-up across Europe and the Gulf**: we are now consolidating our value proposition and fine-tuning our online client acquisition engine before expanding to new countries

5

Our differentiated operating model offers **clear unfair advantages**

6

We have a **strong and experienced team** that ensures **execution excellence** in both Europe and Asia

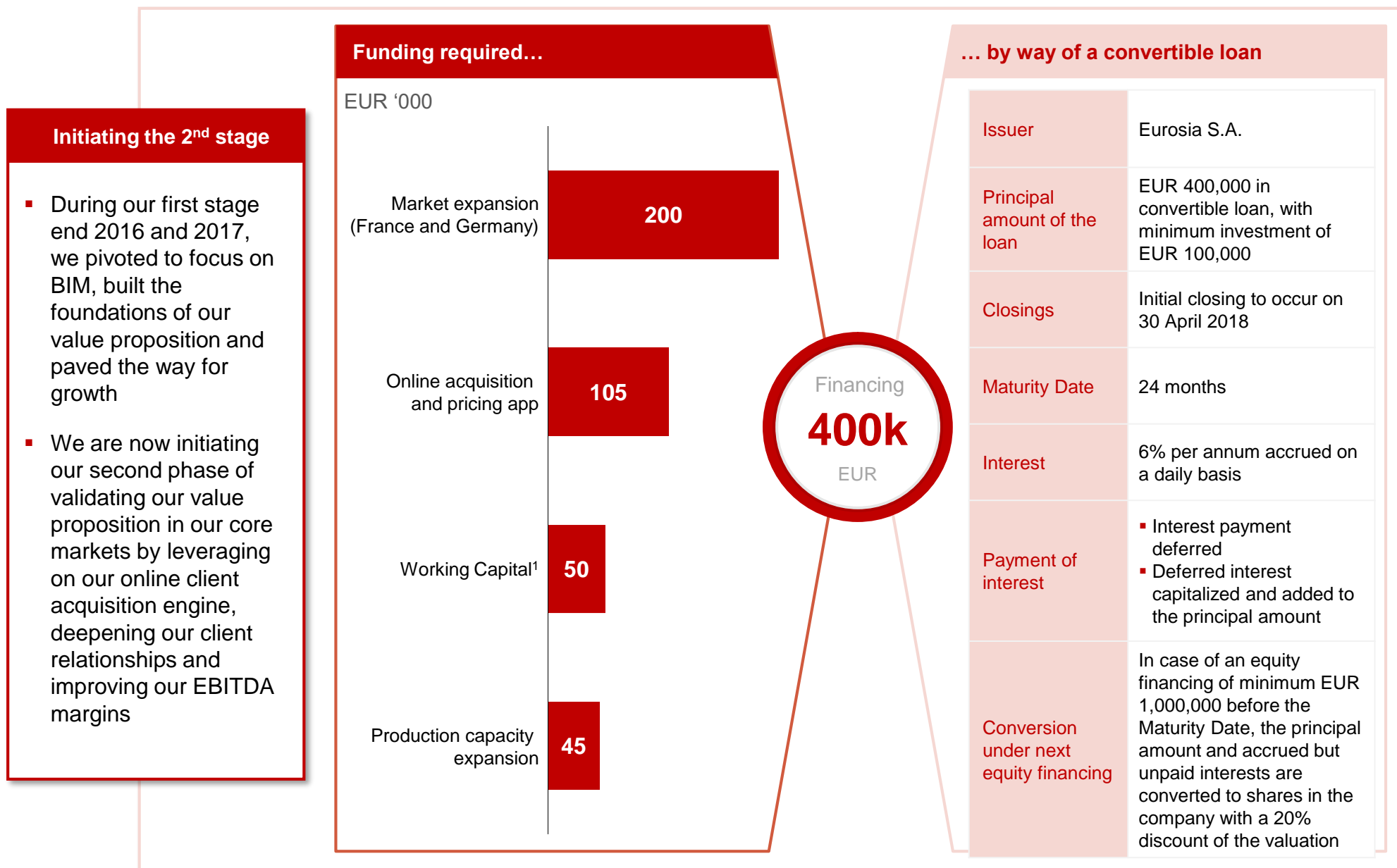
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We launched our **online client acquisition engine in October**: traction is building up fast with European and Global leaders of the Architecture, Engineering and Construction (AEC) and Facility Management (FM) industries

8

We are expecting to expand across 10+ countries and generate **EUR 9.4m revenues by 2022 yielding 15% EBITDA**

Now that we have built the foundations, significantly growing our client base and increasing cross-sell require an initial EUR 400k investment to be financed by a convertible loan

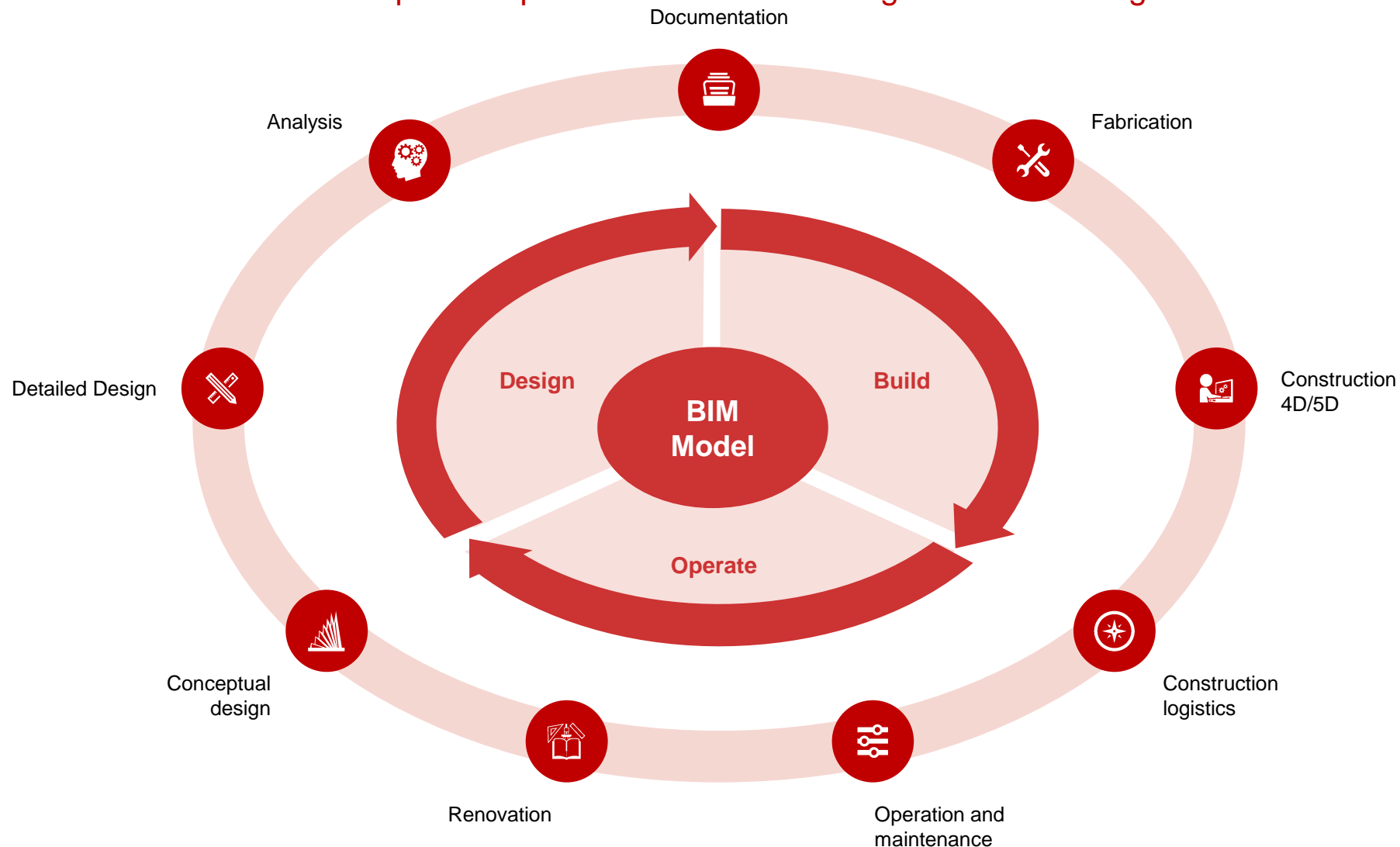


Notes: 1. Working capital in 2018. Working capital in 2019 to be financed by bank credit line

1

BIM is the new process to design, build and operate buildings and infrastructure which results in substantial productivity improvements in the AEC and FM industries

BIM is the Big Data revolution disrupting the AEC and FM industries:
It combines a best practice process with 3D modeling and data management tools



BIM brings significant benefits in cost, value and performance

1

**Highly reduces
rework**



2

**Improves
productivity**



3

Resolves conflicts



4

**Reduces changes
during construction**



Saves time and money

Up to 20% in Design & Build and up to 40% in Maintenance

BIM for non-residential construction could lead to annual global cost savings up to EUR 1.4 trillion within 10 years, some of which are fueled by regulatory requirements across Europe

EUR 48tn

worth of infrastructure investments required by 2030 just to keep up with the global economy growth

Up to
EUR 1.4tn

of annual cost savings in non-residential construction within 10 years thanks to BIM

- EUR 0.6tn to 1.0tn in the engineering and construction phases
- EUR 0.3tn to 0.4tn in the operations phase

Increased

BIM adoption

fueled by EU and national regulators

- EU directive requiring the use of BIM for public tenders
- BIM Level 2 mandatory in the UK since April 2016
- BIM expected to become mandatory in France in 2018
- Other European countries are following (Italy in 2019, etc.)

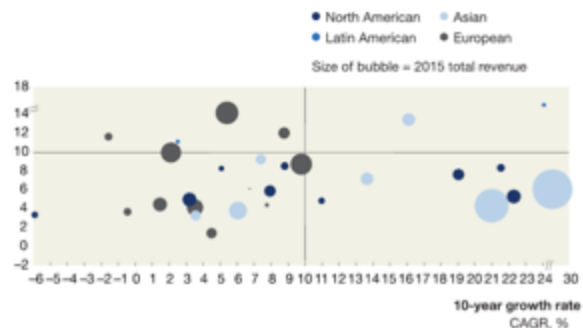
BIM is new and becoming mandatory across Europe: key players in the construction and facility management sectors are facing growing pain points to adopt BIM

Cost-conscious

Thin margin in the construction sector yielding to a focus on keeping costs low

Few companies have experienced aggressive growth and sustained double-digit EBITDA margins.

2005–15 average EBITDA¹ margin, %

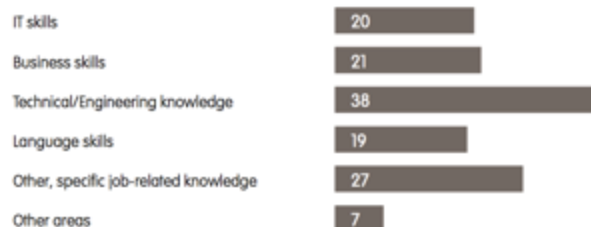


Vinci and Bouygues construction at 5.7% and 4.5% EBITDA margins in 2016

Skills shortage

Engineering - incl. BIM – and technical skills shortage in Europe

Percentage of European companies reporting skills shortages (covers Germany, UK, France, Italy, Switzerland, Belgium, The Netherlands)



Source: Compilation, Adecco Institute Demographic Fitness Surveys 2007–2008

Local outsourcing

Outsourcing is second nature in the construction industry but mainly locally – as local culture is key – at higher cost

If you deprive yourself of outsourcing and your competitors do not, you're putting yourself out of business.

Lee Kian Yew

Our solution enables the Contractors and Facility Managers adopt BIM promptly, safely and cost-effectively

EUROSIATM
WWW.BIMMODEL.CO



Skilled team

- Multi-cultural management team with deep expertise in Engineering, BIM and Outsourcing
- Experienced BIM engineers on BIM projects in the USA, Australia and Singapore
- Tenured and complimentary team of advisors



Competitive pricing

- Europe-Asia organisation with European professionals on both sides enabling competitive cost structure
- Online client acquisition engine driving lower client acquisition cost



Proximity

- Business development managers across Belux and France
- Project Management and Quality Assurance team in Belux and France



Added-value services

- Well-positioned to deliver maintenance contracts of BIM models in the medium to long term and enter the IoT attractive market for smart buildings and cities
- Cutting-edge services such as Augmented and Virtual Reality

The BIM services Eurosia delivers to its clients

Eurosia offering

1. Creating BIM models from:
 - Drawings
 - As-built
 - 3D scan
 - Data sheets
2. Creation of BIM objects and families
3. Coordination of Architecture, MEP and structure BIM models
4. Execution and shop drawings production
5. Building data management to feed into BIM model
6. Augmented and Virtual Reality applications



If the picture above is not clickable, copy paste this link in your browser:
<https://vimeo.com/213032670>

Our clients include European and International leaders of the AEC and FM industries



Listed, CAC 40, EUR 67bn revenues
153 000 employees



Listed, Euro Stoxx 50, EUR 38bn revenues
184 000 employees



Listed, EUR 2bn revenues
8 000 employees



Listed, EUR 14bn revenues
50 000 employees



The global leader in door opening solutions.

Listed, EUR 7bn revenues
46 000 employees



Listed, EUR 5bn revenues
38 000 employees

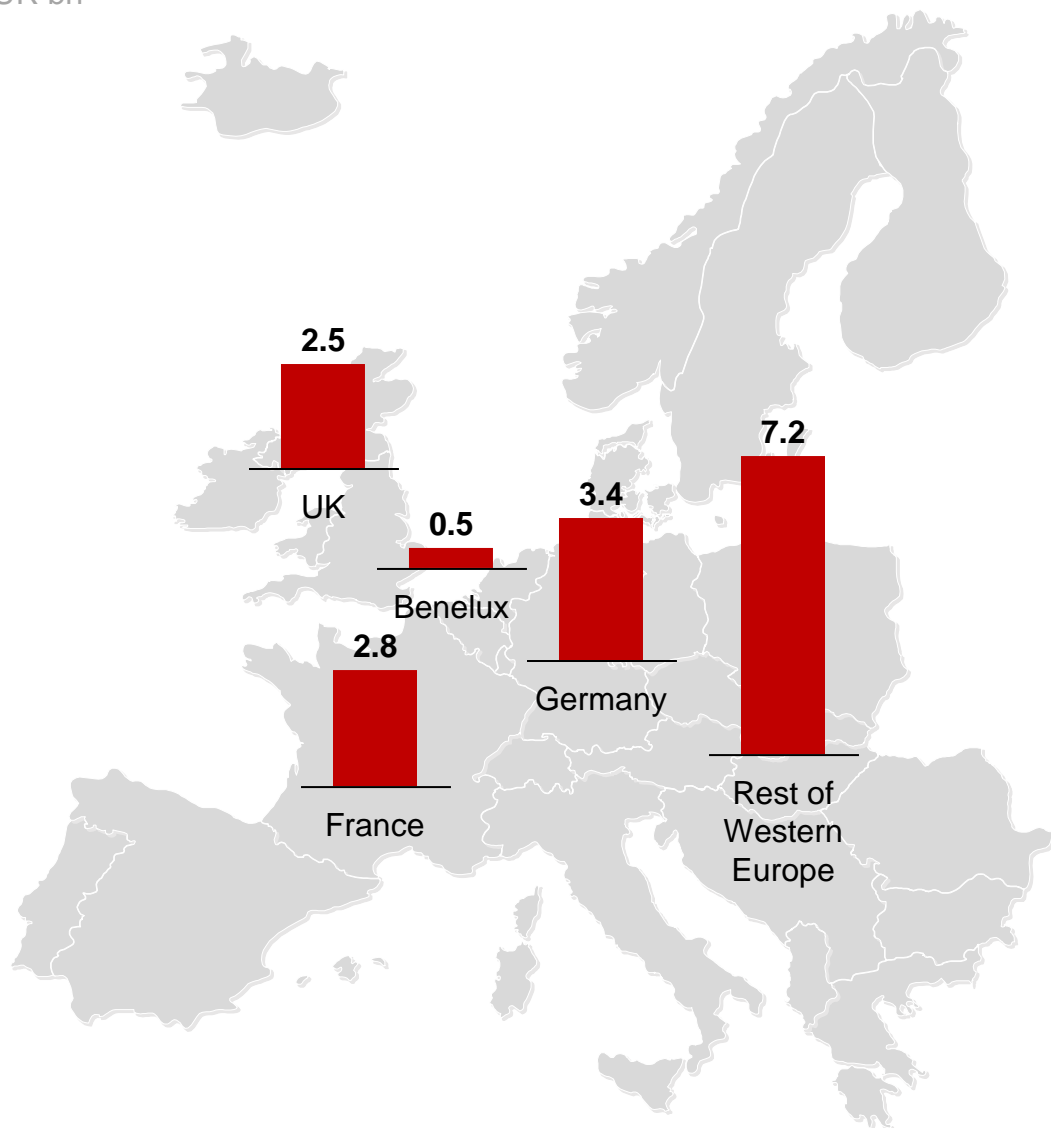


Privately-owned, EUR 25bn revenues
50 000 employees

We estimate the market size potential of BIM modeling services in Western Europe and Gulf countries to amount to EUR 18.2bn in 2018

2018 revenues from BIM in Western Europe and the Gulf¹

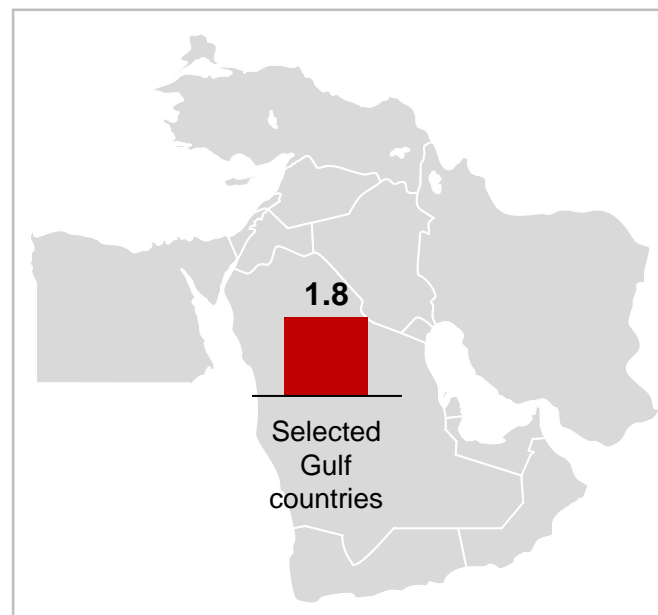
EUR bn



BIM modeling market size

EUR 18.2bn

Western Europe and the Gulf¹



Notes: 1. Gulf countries in Eurusia's scope: Kuwait, Oman, Qatar, Saudi Arabia and the United Arab Emirates (UAE)

Sources: Eurostat, Gulf Construction June 2017, Vinci Facilities, Eurusia analysis

We have adopted a stage-based scale-up across Europe and selected Gulf¹ countries: we are now consolidating our value proposition before expanding to new markets

1 Foundations



2016 – 2017



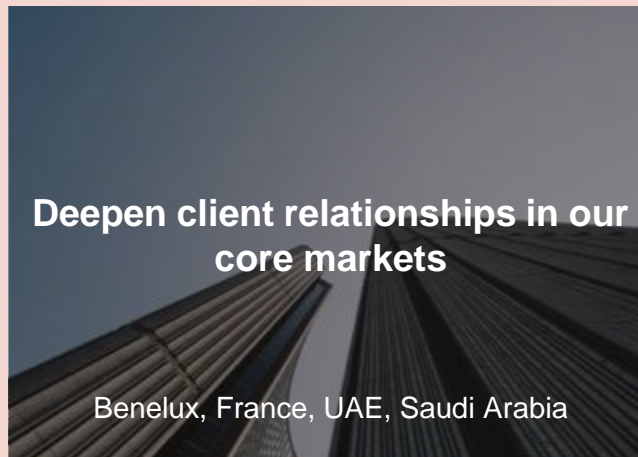
- Build the operating model across Belux, France and India
- Validate the value proposition with 10+ large clients
- Measure, learn and continually refine the value proposition
- Build the online client acquisition tool

Online client acquisition tool launched in October 2017

2 Core markets validation



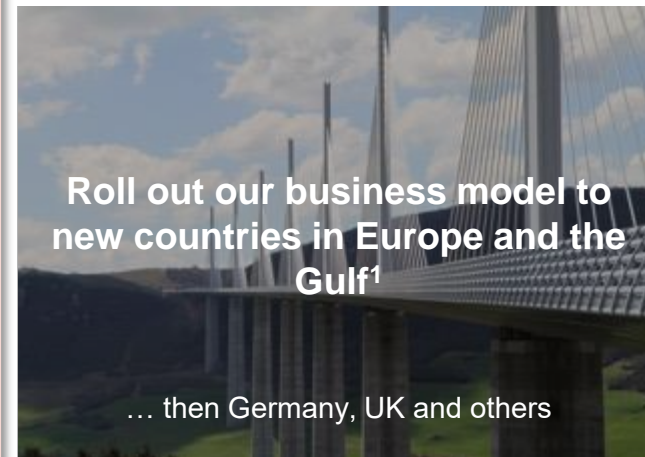
2018



- Leverage our online client acquisition tool to acquire key clients in our core markets
- Strengthen the senior management team
- Deepen our client relationships with high quality and timely deliverables
- Increase our EBITDA margins
- Build an ecosystem of partners

3 Expansion to new countries

2019 onwards



- Mobilise the ecosystem of partners and leverage our pool of large clients to create conditions to scale in new countries, particularly in Germany, the UK and selected Gulf countries
- Integrate a learning system to enable experimentation and iteration
- Generate wide array of leads centered around the clients' needs and the online client acquisition tool

Our differentiated operating model offers structurally unfair advantages...

	<div> <div>Clients' needs</div> <div>»</div> </div>	Eurosia's relevance and key differentiation
<div> <div>Contractors</div> <div>Build</div> </div>	<ul style="list-style-type: none"> ▪ Reduce construction costs, reduce time and material waste on site ▪ Accelerate time-to-market of buildings: get model fast to calculate building quantities and bid ▪ Find flexible staffing solutions when awarded a new project ▪ Mitigate investment requirements in new skills, systems and software 	<p>Eurosia provides prompt offer, reliable BIM model and related expertise at a competitive price</p> <div> <div>Competitive price</div> <ul style="list-style-type: none"> ▪ 80-90% of the production in India in own offices managed by European director ▪ Eurosia's average fully loaded price to client in EUR 20-25 EUR per hour vs 40-60 EUR per hour for European competitors </div> <div> <div>Proximity to clients</div> <ul style="list-style-type: none"> ▪ 10-20% final quality control, project management and client relations done in Europe (France and Belux) </div> <div> <div>Strong BIM expertise</div> <ul style="list-style-type: none"> ▪ Eurosia's key engineers are 3 to 8 years ahead in BIM modeling software expertise, based on strong experience in working on BIM projects abroad </div> <div> <div>Large flexible talent pool</div> <ul style="list-style-type: none"> ▪ For large projects, ability to gather skilled resources faster given the size of the talent pool in India and the local market dynamics ▪ Solid talent sourcing ability and flexible contracts </div> <div> <div>Online quotation tool</div> <ul style="list-style-type: none"> ▪ BIM quotation online and automated with proprietary algorithm </div>
<div> <div>Facility Managers</div> <div>Operate</div> </div>	<ul style="list-style-type: none"> ▪ Reduce operating costs ▪ Reduce building carbon footprint ▪ Use tech to optimize processes (BIM, GIS, IoT...) ▪ Make the buildings more user-friendly 	

5

... with our competitors burdened by key challenges, paving the way to potential acquisition of Eurosia by some large players

	Examples	Challenges					
		Price	Availability	Quality	Proximity	Investment	Flexibility
1 Local design office	▪ BIMplan	✗					
2 Local interim and freelancer	▪ Tase	✗	✗				
3 BIM modelling companies in low-cost countries	▪ MarsBIM ▪ Luseo			✗	✗		
4 Draft team converted into modelling team	▪ Besix, Vinci Construction	✗				✗	✗
5 Large IT/Engineering companies in Europe	▪ Altran	✗					
6 Large outsourcing firms in India	▪ TCS ▪ Tech Mahindra				✗		

Could
acquire
Eurosia

We have a well-rounded core team to execute Eurosia's strategy



Vision

Cédric Brusselmans

CEO

17+ yrs Technology (Asia, Europe)
Accenture, Amex, Automatic Systems
Founder MobileWeb (Belgium)
INSEAD, UCL



Production

José Rola Pereira

Managing Director, India

25+ yrs Engineering & BIM (Africa, Europe, India)
Tractebel (Engie), Fabricom (Engie), Hamon
BIM Manager
SOLVAY, UCL



Action

Vincent Chambat

VP Delivery

16+ yrs Construction Projects (Africa, Europe)
Antea Group, Ecoburotic
Founder A20C
MINES Nancy, POLITÉCNICA



Numbers

Bernard Demarcin

VP Finance

25 yrs Finance & CFO (Belgium, Int'l)
Carlson Wagonlit, SAS Institute, BWB, Seco
SOLVAY, ULB



Hunter

Christophe Dupont

VP Sales, France

20+ yrs B2B Sales & Marketing (France)
Sidel, IAC Acoustics
HEI Lille

We have a strong and benevolent team of advisors



Jean-Pierre Delwart

Chairman of the Board, Solvac
Belgium



Marc Joway

President, Jacques Delens Construction (Besix)
Belgium



François Lagae

Serial entrepreneur, Founder VRcontext
Belgium, USA



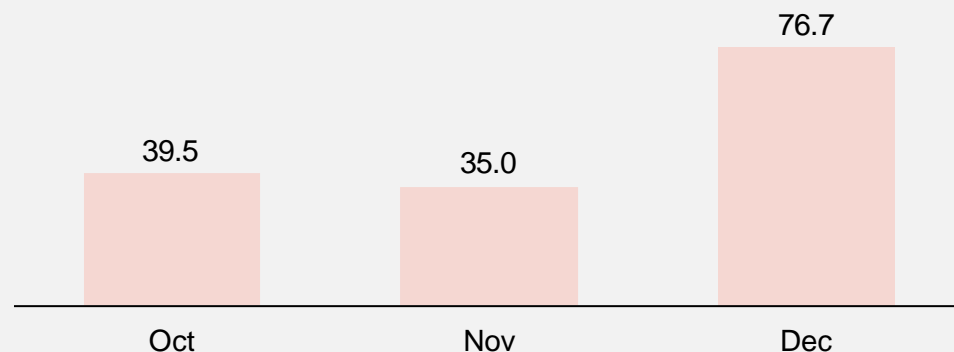
Xavier Miet

Managing Director, M&A, at Belcor Advisory
Singapore

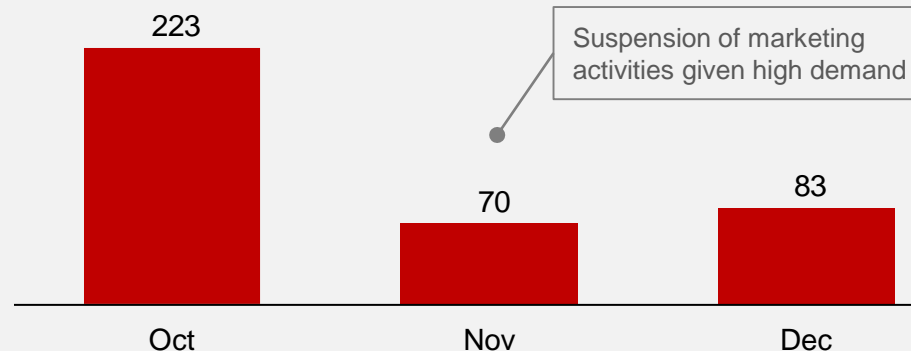
Traction is building up fast: in the last 3 months, our online client acquisition engine is yielding EUR 1.8m of deal pipeline and EUR 220k of orders already booked for 2018

Since October, the online client acquisition engine has generated EUR 17m worth of quotation requests...

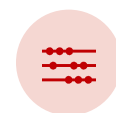
Average quote value
2018, EUR '000



Number of quote requests
2018, #



... and traction is building up nicely with new large clients and key returning clients



22% of 2018 revenues target already booked as of 31/12/2017



EUR 1.8m in revenues pipeline as of 31/12/2017

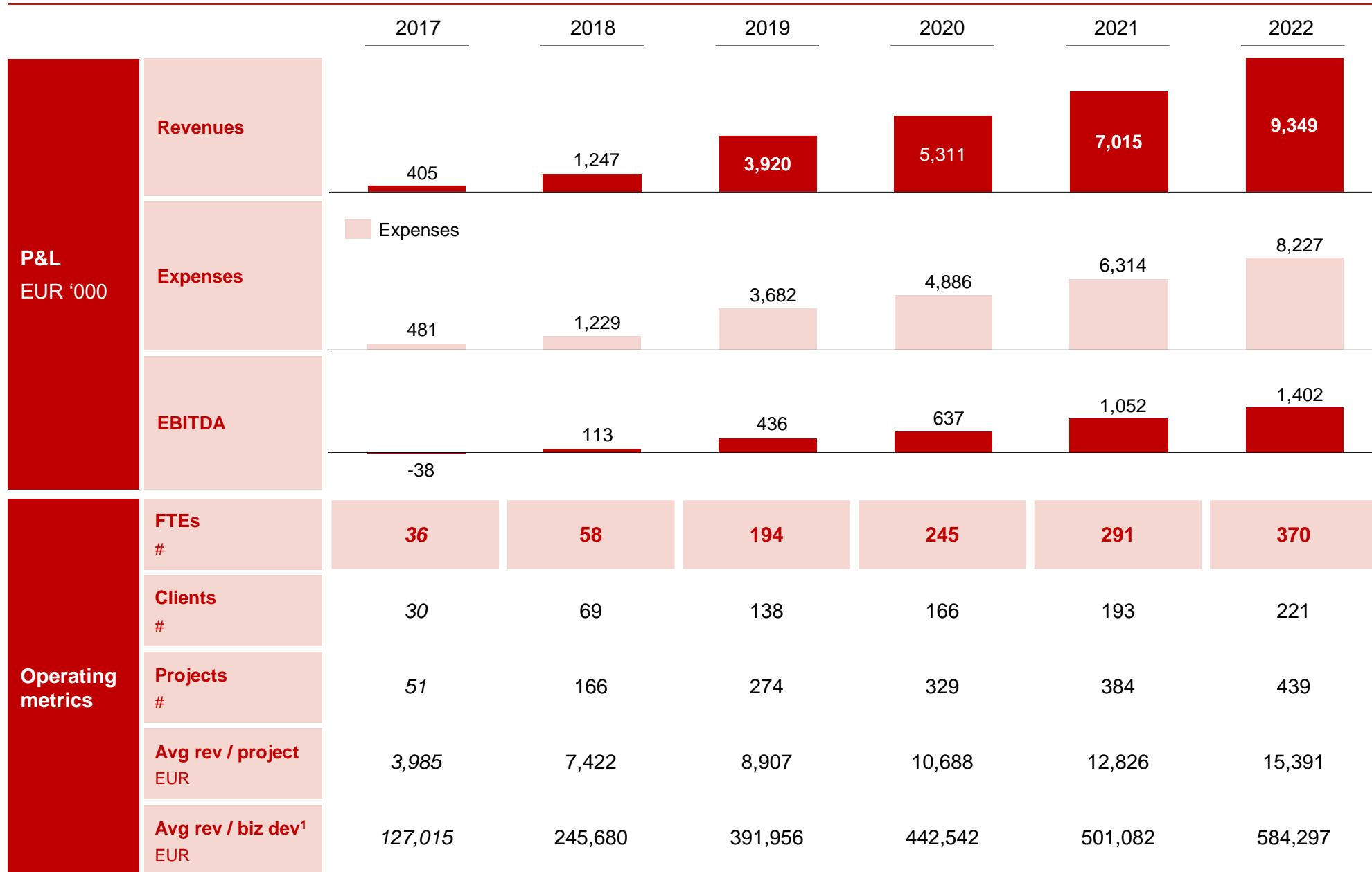


We are building an **ecosystem of key partners** to acquire new clients



We have **key industry leaders which are returning clients**, namely Engie, Bouygues, Vinci, Spie and Assa Abloy

We are expecting to expand across 10+ countries and generate EUR 9.4m revenues by 2022 yielding 15% EBITDA





Contact us

Cédric Brusselmans, CEO – cedric.brusselmans@eurosia.eu