

allo
voisins

LE COUP DE POUCE DU QUOTIDIEN*

*the daily boost

SUMMARY

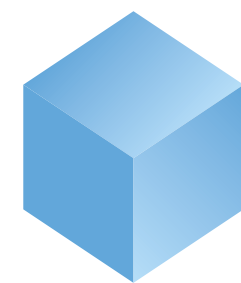
-  **1** ALLOVOISINS : CONCEPT & MARKET
- 2** OUR PARTNERS : IDENTIFIED NEEDS
- 3** YOU & US : LEVERS FOR COLLABORATION
- 4** PARTNERSHIP MODALITIES

A PROMISE : TO MAKE NEIGHBORS THE EVERYDAY ASSET

At the heart
of the
collaborative economy



SERVICE
to individuals



RENTAL
of objects



PURCHASE/RESALE
of objects

A DISRUPTIVE CONCEPT BASED ON DEMAND

The screenshot shows the Allovoisins app interface. At the top, there are navigation links: "Poster une demande", "Toutes les demandes", "Comment ça marche?", "Inscription", and "Connexion". The main area is a map of Nantes with red dots indicating neighbors. A text box on the map says "386 voisins répondent à cette demande à Nantes". A white callout box in the center of the map contains the text "386 neighbors respond to your demand".

A win-win
partnership

The screenshot shows a mobile chat conversation on the Allovoisins app. The chat is titled "Valentin". The first message is a demand: "Ma demande: Bonjour, je cherche une table de jardin et des chaises pour le week-end". The second message is a response from a neighbor: "Bonjour, je dispose d'un ensemble d'une table 6 personnes et des 6 chaises associées en tek. est-ce que cela vous conviendrait ?". The third message is a response from Valentin: "Bonjour Valentin, effectivement ça serait parfait ! J'en aurai besoin pour 2 jours ce week-end". The fourth message is a response from the neighbor: "Très bien, je vous fait une proposition, je peux même inclure le parasol qui se positionne au milieu de la table si vous avez besoin :)". The chat ends with a status "Offre acceptée".

A RESPONSE TO ALL DAILY NEEDS



**Looking for a
baby sitter
saturday night ?**



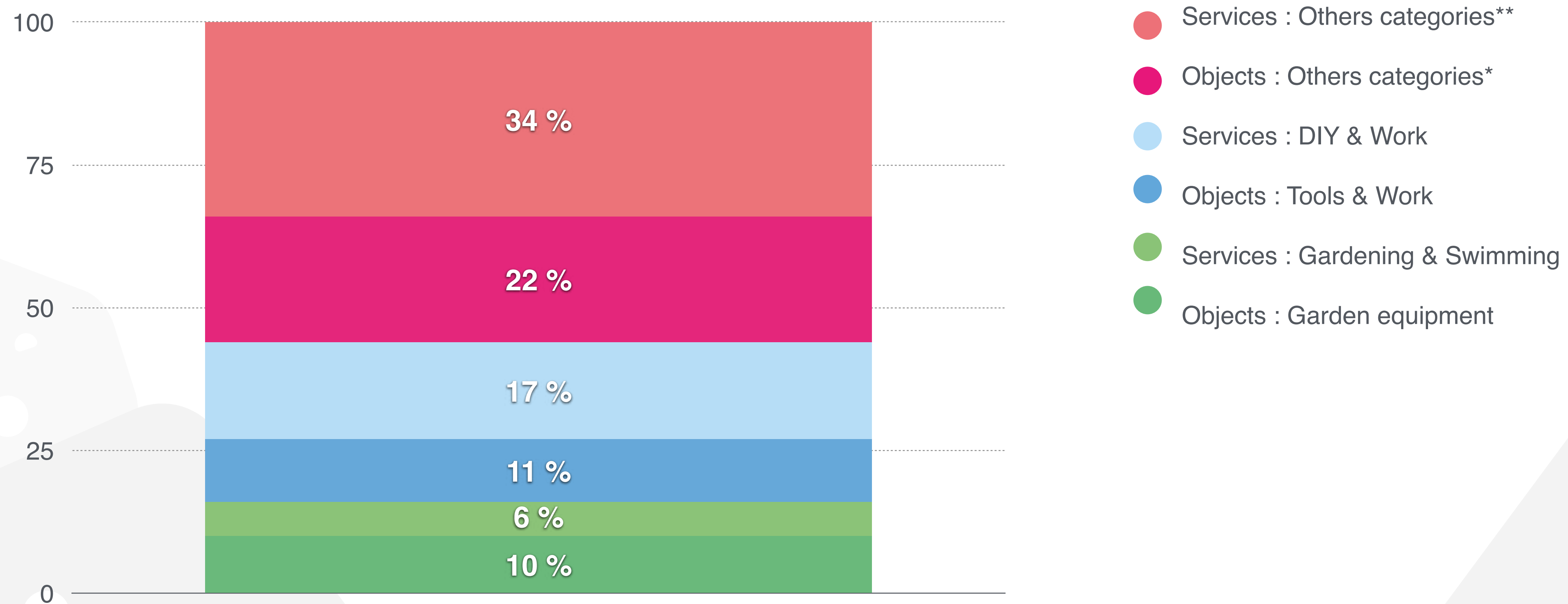
**Need a
backpack this
week-end ?**



**Desire
to redeem
a sofa ?**

A GENERALIST ACTIVITY

Distribution of posted requests

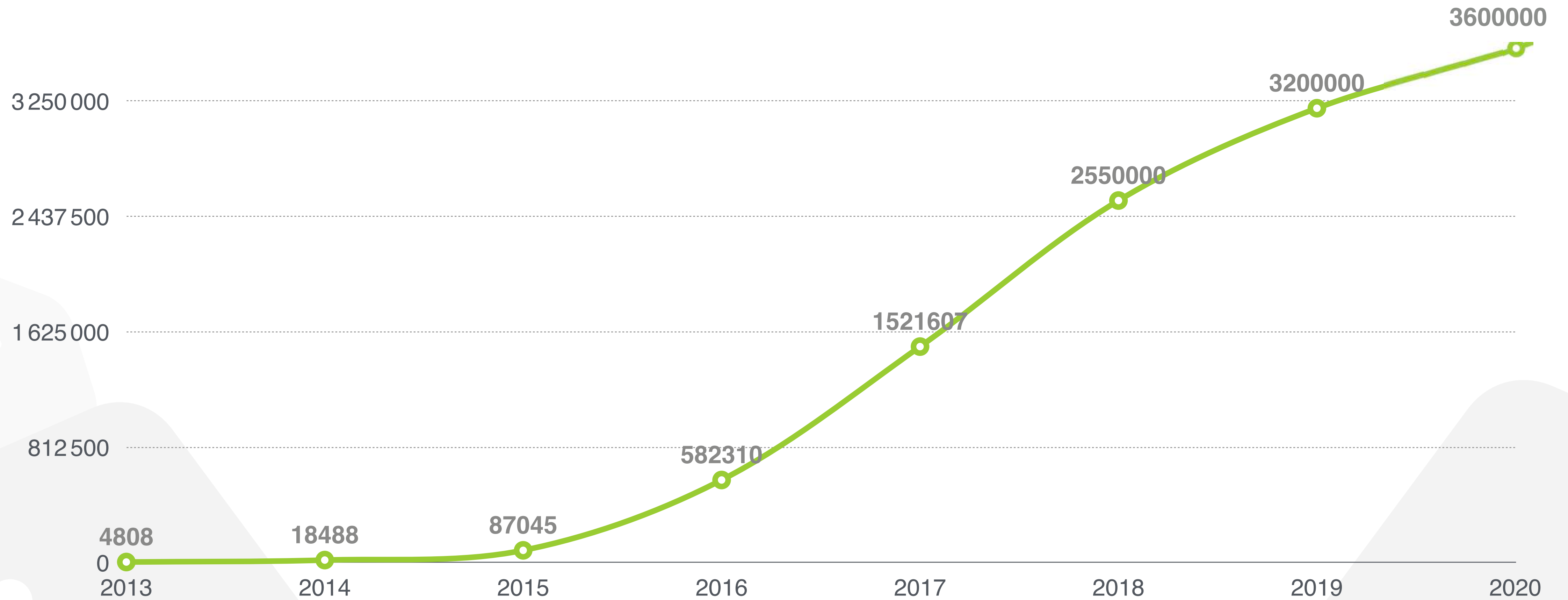


*Leisure, Furniture, Household appliances, Transport accessories, Reception equipment, Childcare, Sports equipment...

**Personal services, Moving, Vehicle services, Child care, Animal care, Lessons and tutoring, IT, Administrative...

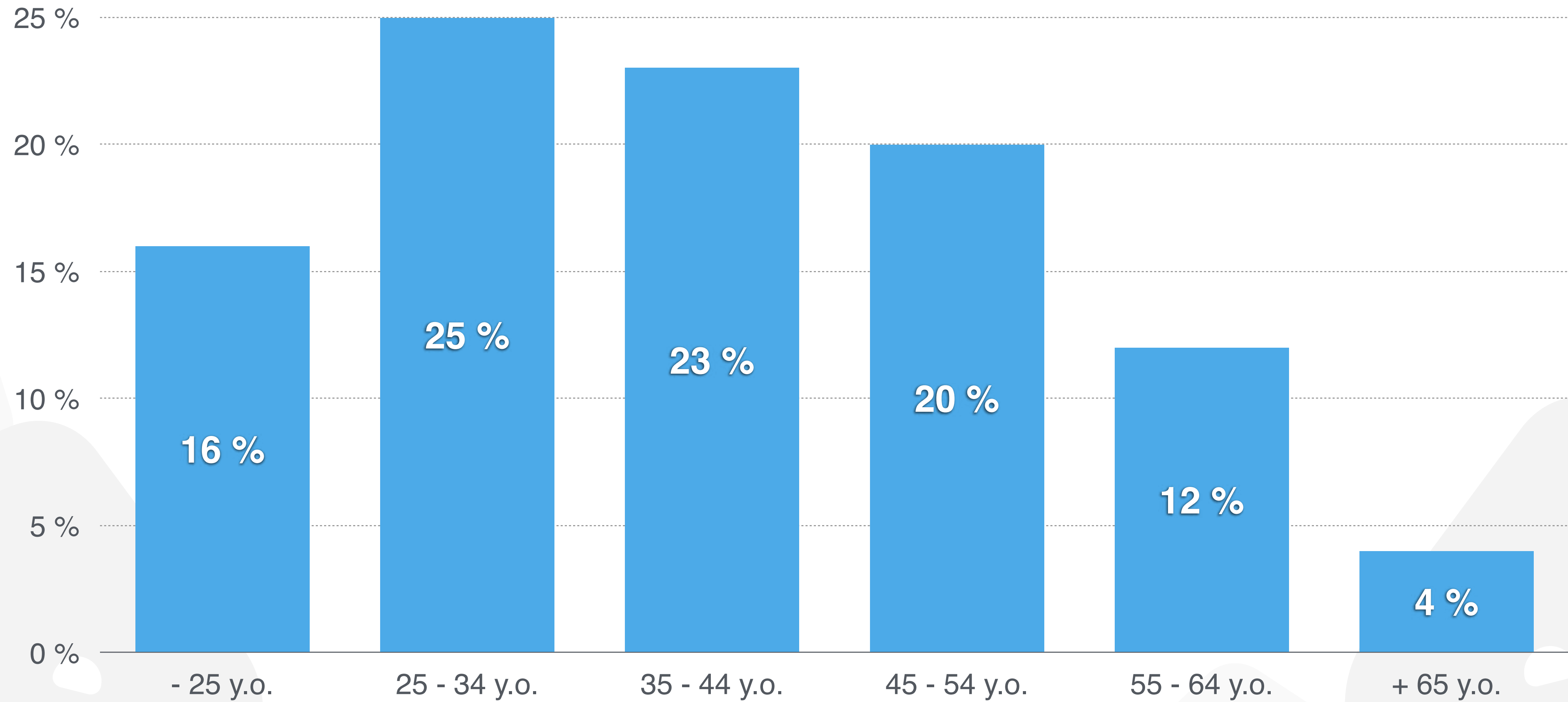
EXPONENTIAL GROWTH

Evolution of the number of AlloVoisins members



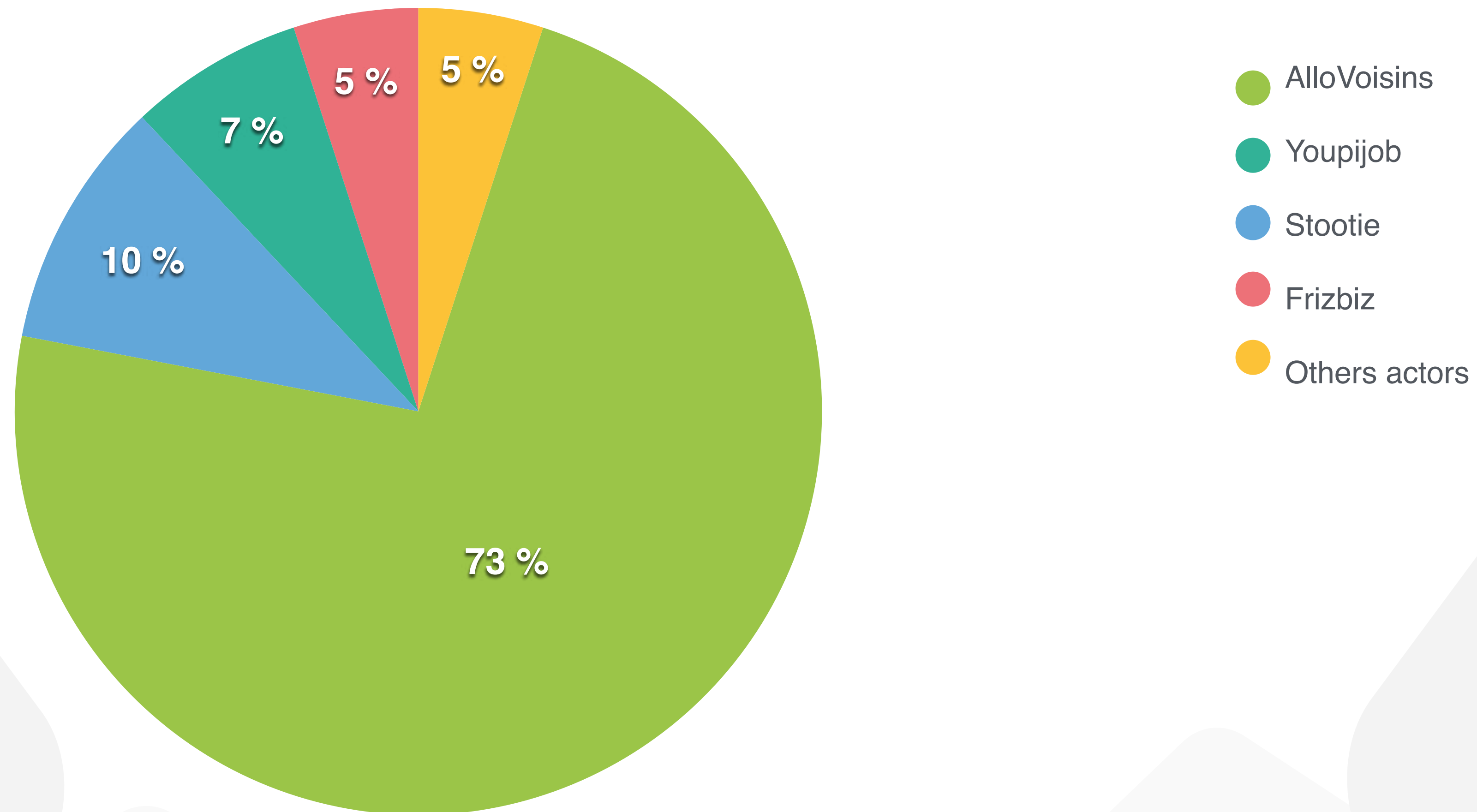
...WHICH AFFECTS THE ENTIRE POPULATION

Breakdown of AlloVoisins members by age group



A VOLUME OF ACTIVITY 3 TIMES GREATER THAN THE WHOLE PLAYERS OF THE SECTOR REUNITED

Share of announcements received by the main players in the mutual aid sector*



*Platforms based on requests - February 2018

3 EXPERIENCED AND COMPLEMENTARY FOUNDERS



Edouard Dumortier
(ESSCA)

Former CEO of a Network franchise,
AVIS-Immobilier (3 years)
CEO, AlloVoisins (since 2012)
Passionate about perspectives
and consumer trends




Charles Cabillic
(Centrale)

Founder of the W3 group (100 people),
french leader in software solutions
and web for real estate agencies
(Since 2005)
Born entrepreneur, he is a stakeholder
in other web structures



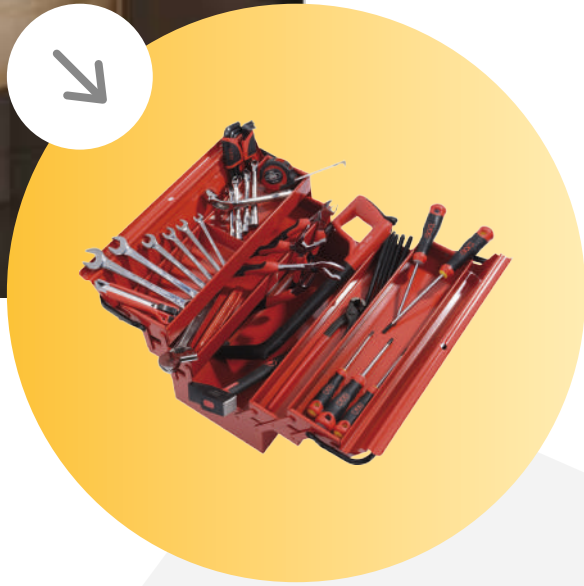
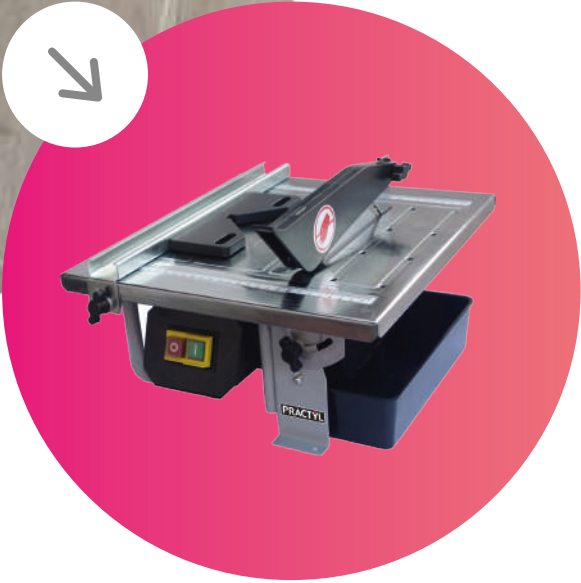
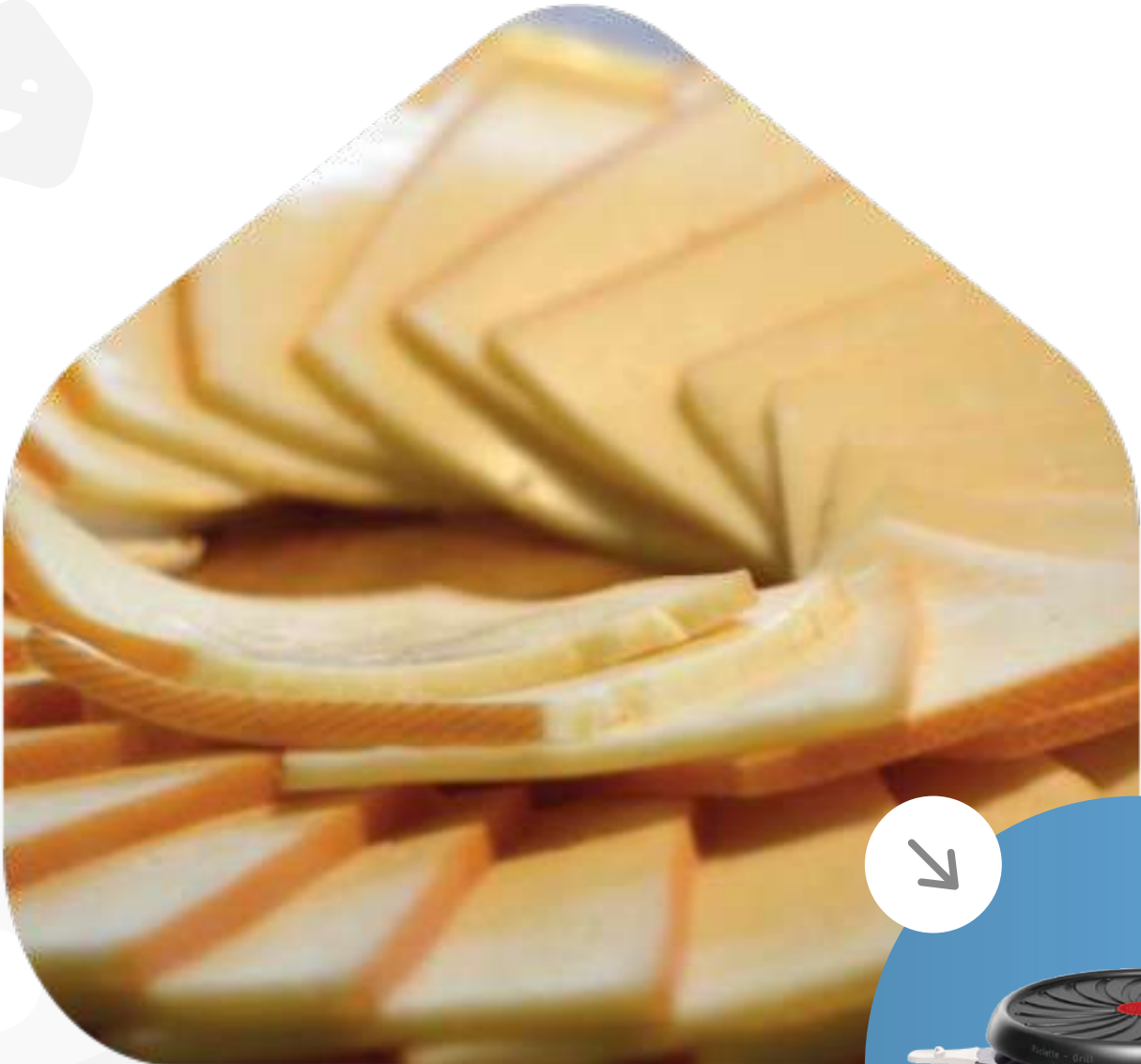
Ronan Le Moal
(HEC)

Former CEO of Arkéa Groupe
Support and lead many
web and acquisition projects

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- 4 PARTNERSHIP MODALITIES

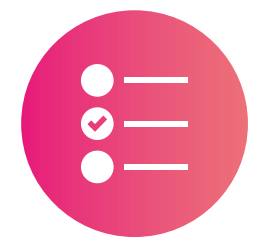
IDENTIFY NEW SALES LEVERS

Coupling our solutions/services to your business



ADAPT YOURSELF TO RESPOND TO NEW THREATS

Diversify yourself facing new players that disrupt your basic professions



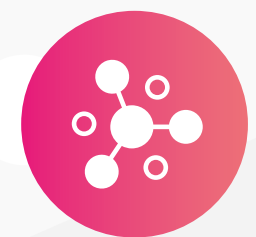
The choice



The price



The brand



Distribution channels

Increase frequency contacts with your customers

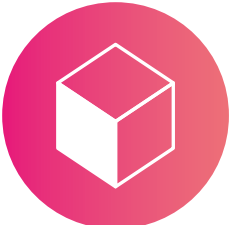


RESPOND TO THE EMERGENCE OF MARKETPLACES

Sale of stand alone services



Individual services



Rental of objects

Detection of your customers' moments of life



Wedding, move, birth...



BRING MORE ADDED VALUE TO CUSTOMERS

SURPASS

its own core business

SURPRISE

the client by bringing him
a service to which
he does not expect

TAKE CARE

of customers in
a "selfless" way



STRENGTHEN LOCAL ROOTS

CLAIM
a **local positioning**,
rather than National or
International

GET INVOLVED
concretely in the
territories

ENHANCE
customers in each
catchment area

BE A VECTOR
of **social link**
and living together



DON'T MISS THE COLLABORATIVE ECONOMY TRAIN

EVOLVE

traditional models
towards new usages

MAKE A POTENTIAL THREAT

a competitive advantage



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4 PARTNERSHIP MODALITIES

CROSS SELL : RENTAL OF OBJECTS AND SERVICES COMPLEMENTARY TO YOUR OFFERS



Home delivery



Installation & Laying



Start-up & Training



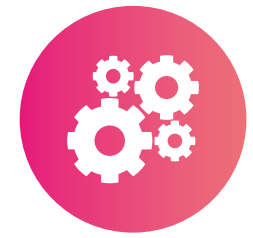
Rental of objects & home services



AFTER SALE SERVICE



Equipment maintenance



Repair of objects

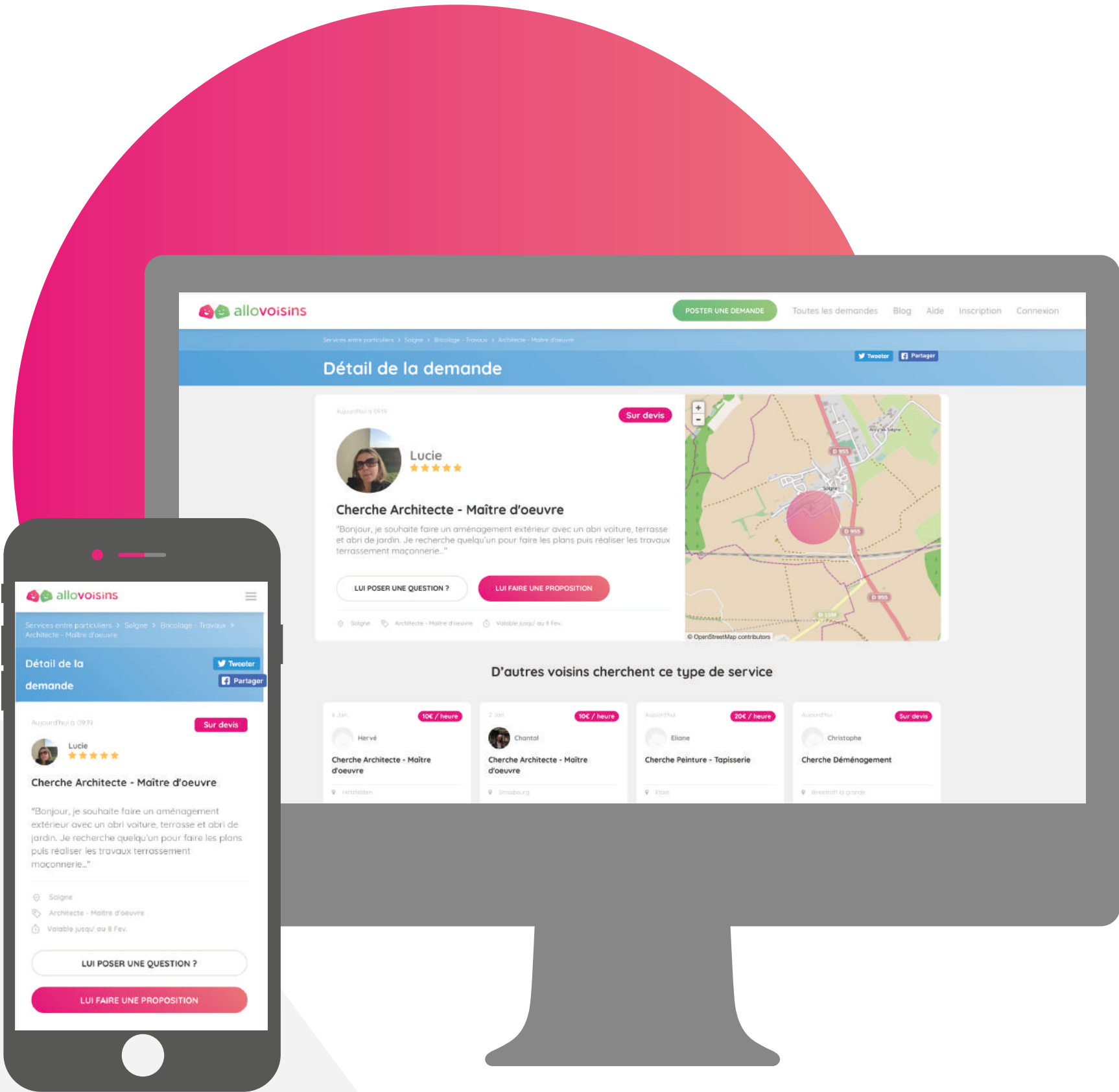


Personal services



BECOME A LOCAL CONTENT DISTRIBUTOR

In your catchment area



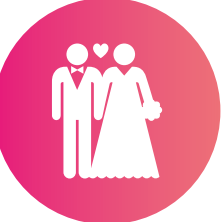
Currently published requests



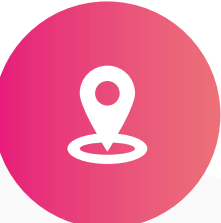
Neighbors ready to help

RISKS & OPPORTUNITIES

Data crossing
on our behavioral tags



Moments of life



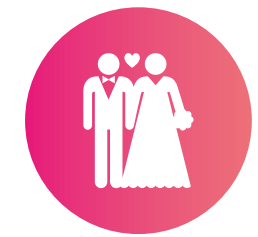
Geolocation

Encryption of flows
for GDPR compliance



USE OUR AUDIENCE FOR YOUR BUSINESS

Behavioral leads recovery

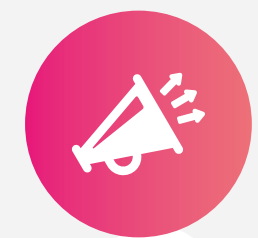


Move, wedding, birth, retirement...

Advertising on our content



Localy



On dedicated themes



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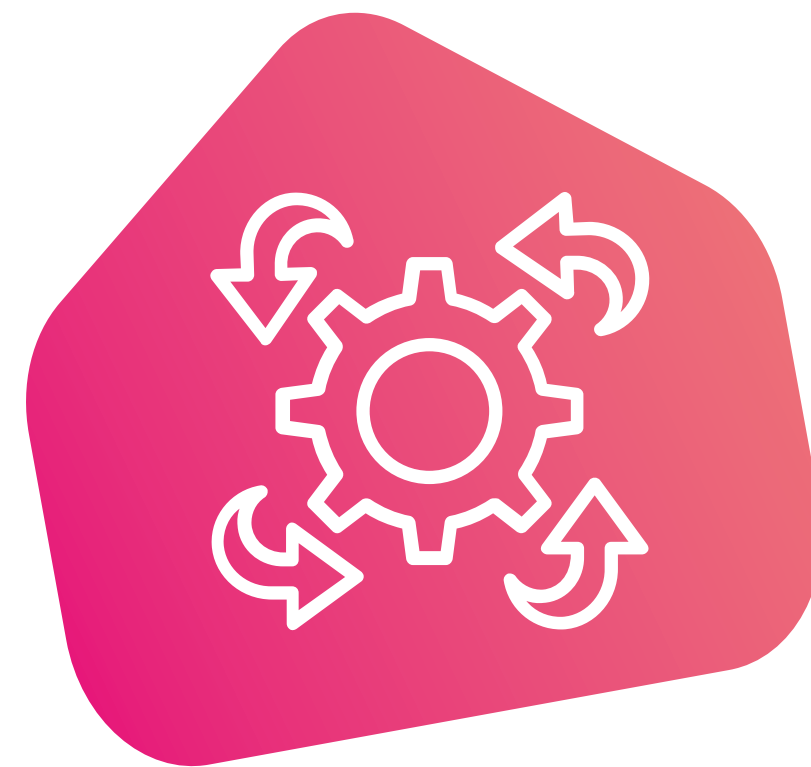
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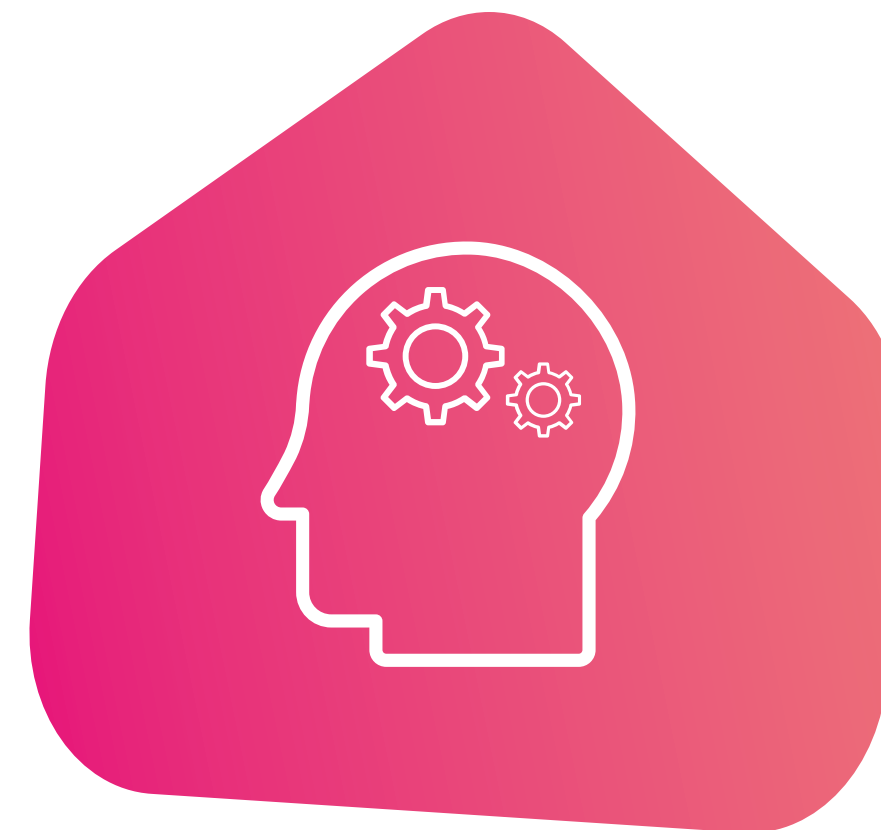
A WIN-WIN PARTNERSHIP



**A co-branding
operation**



**Industrialized
processes...**



**...That adapt to your
constraints and needs**



**Generated
income sharing**

OUR MAIN SECTORS OF ACTIVITY



E-commerce



Retail



**Insurances
Banks**



Real-Estate



Media



**Local authorities
Town halls
Associations**

THEY ALREADY TRUST US





allo
voisins

LE COUP DE POUCE DU QUOTIDIEN

Thank you for your attention

Confidential document