



# « A roof for all »

## Building 2.0

Creating a new approach for  
eco responsible construction



# The Team



Associate & Cofounder  
President

International expert in  
plastic moulding, 35  
years of technical  
experience in  
industrialization

**Denis Mary**



Associate & Cofounder

mBio7 inventor

Expert in electronics and  
networks, 40 years of  
international experience at  
high level

**Dominique Tallarida**

Associate & CEO

Expert in data,  
innovation, technology,  
and management

25 year international  
experience in various  
sectors

CentraleSupélec – HEC

**François Dangu**



Expert in commercial &  
marketing, 15 year  
experience in  
construction

Sourcing management  
with Asia

**Guillaume Delille**





## The advisory board



Expert in responsible sourcing, CSR standards, circular economy and stakeholder engagement in multi-cultural and multi-organisation environments

Experience in Asia, Africa and NGO.

**Joelle Brohier-Meuter**

More than 20 years in accounting and financial services, including transaction services and startup investments,

Large experience in industrial markets, infrastructure and pharmaceutical/biotechnology.

**Véronique Harnois**



CEO in multicultural and international environment in the industry sector including construction

Business development and innovation (Europe and Asia).

**Henri de Poncheville**

More than 30 years in innovation and business development in the health and high-tech sectors,

Close relationships with funds and Business Angels as general manager of tech transfer office. Member of several selection committees of start up

**Isabelle Pelletier-Bressac**



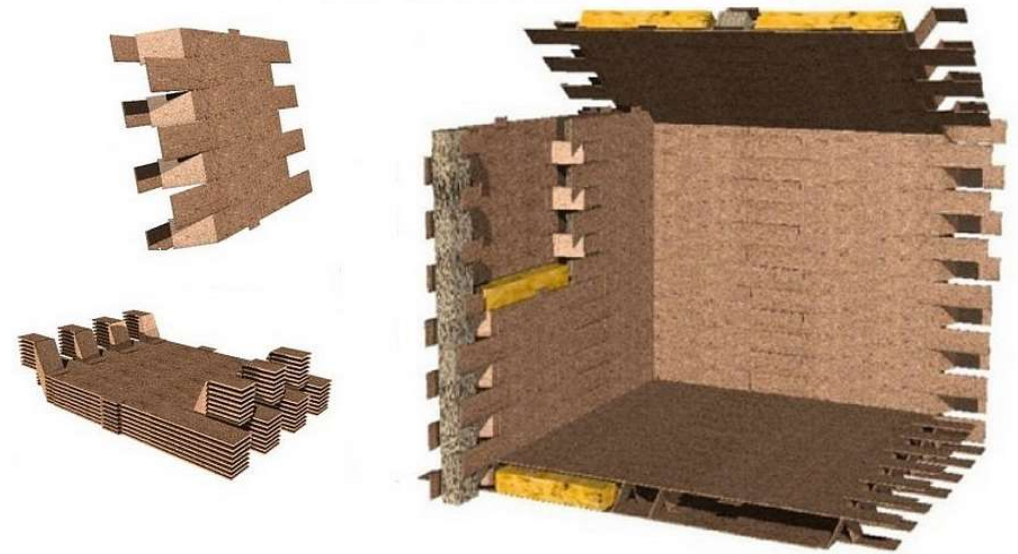


mBio 7 offers a solution to build at **affordable price**  
unique **sustainable house with no carbone**





# An innovative ecomaterial for simple construction



Concours Lépine Paris 2015

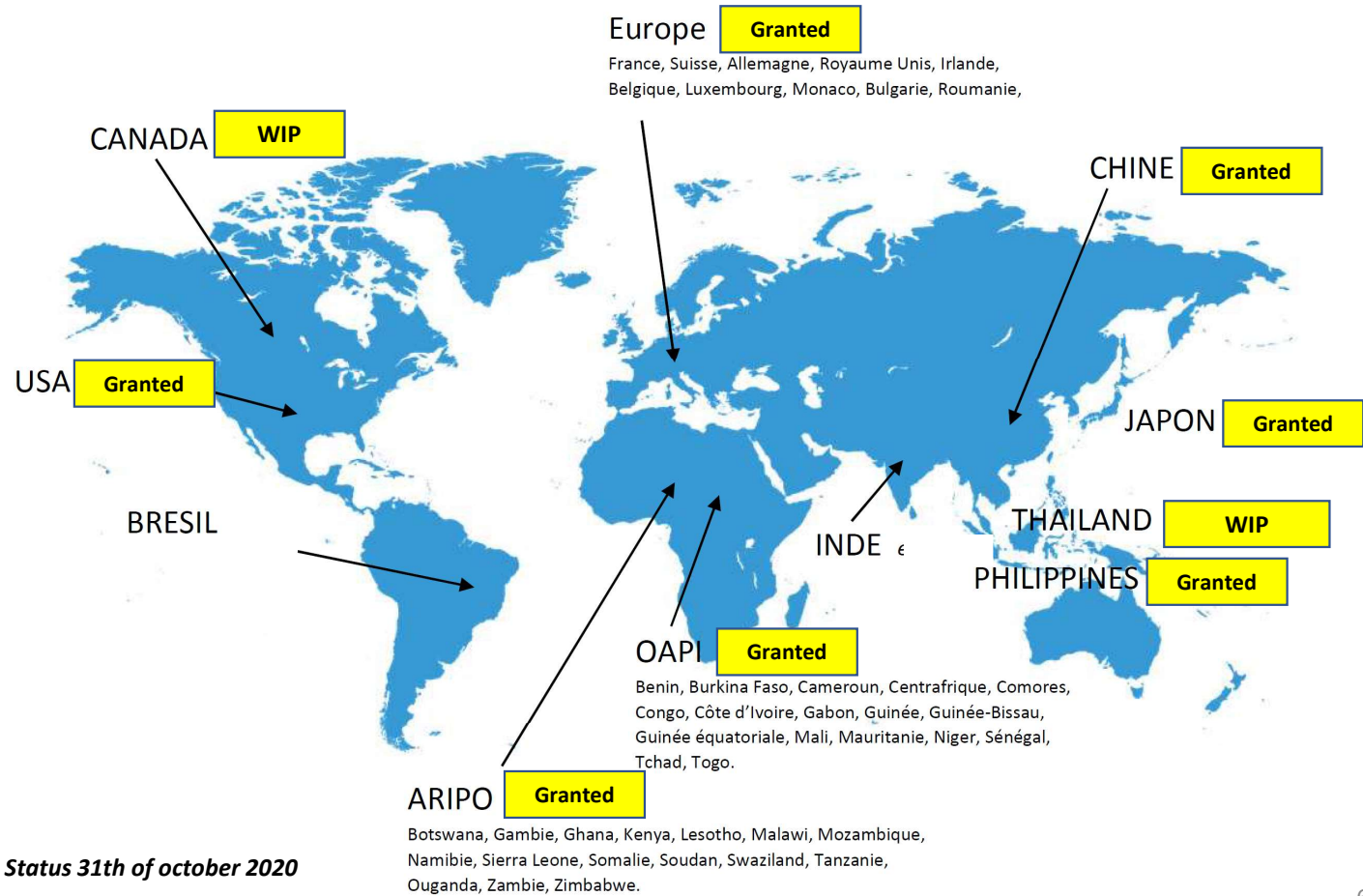
Medal of the Ministry of Foreign  
Affairs and International  
Development





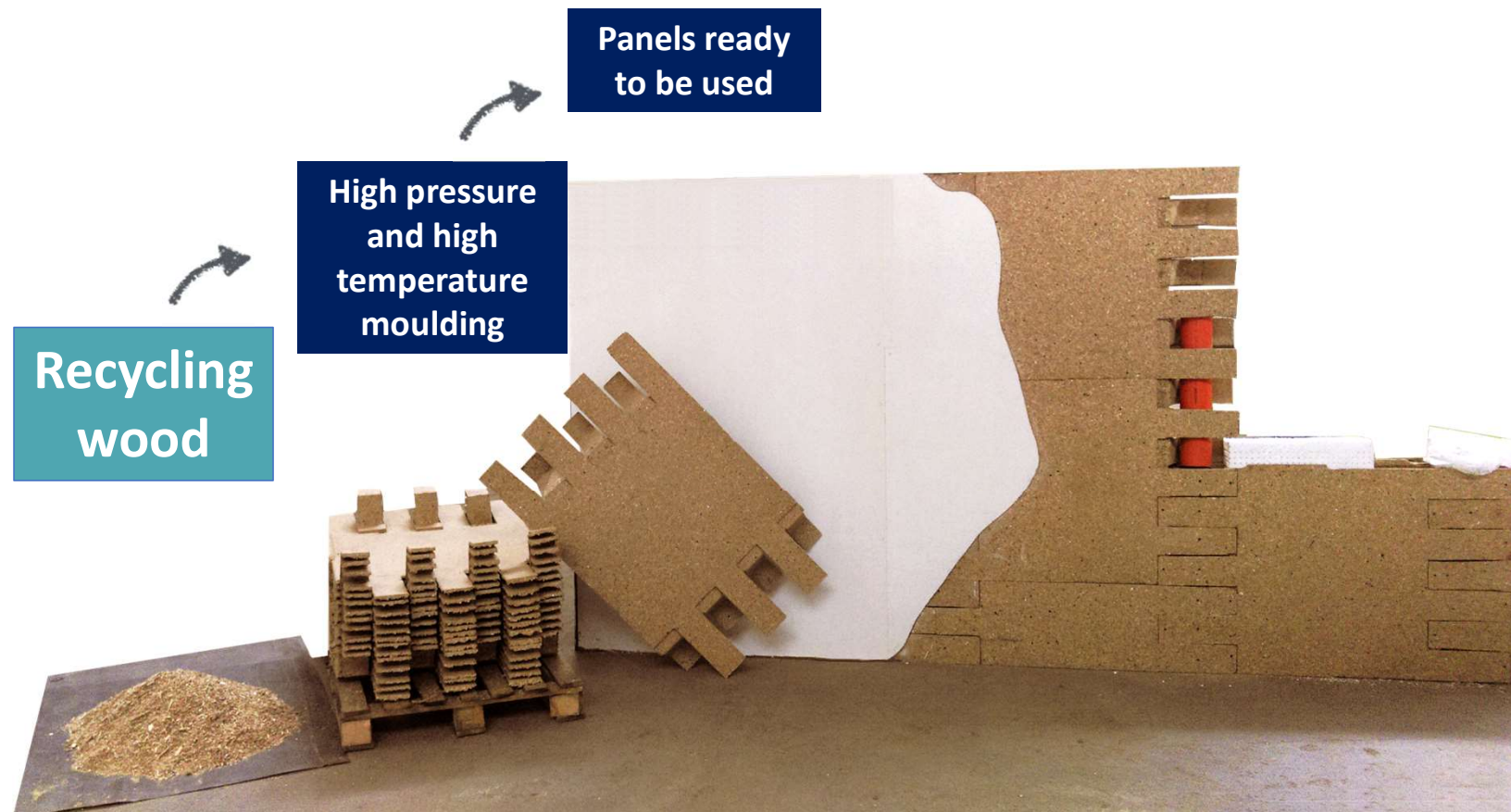


# Worldwide patent portfolio



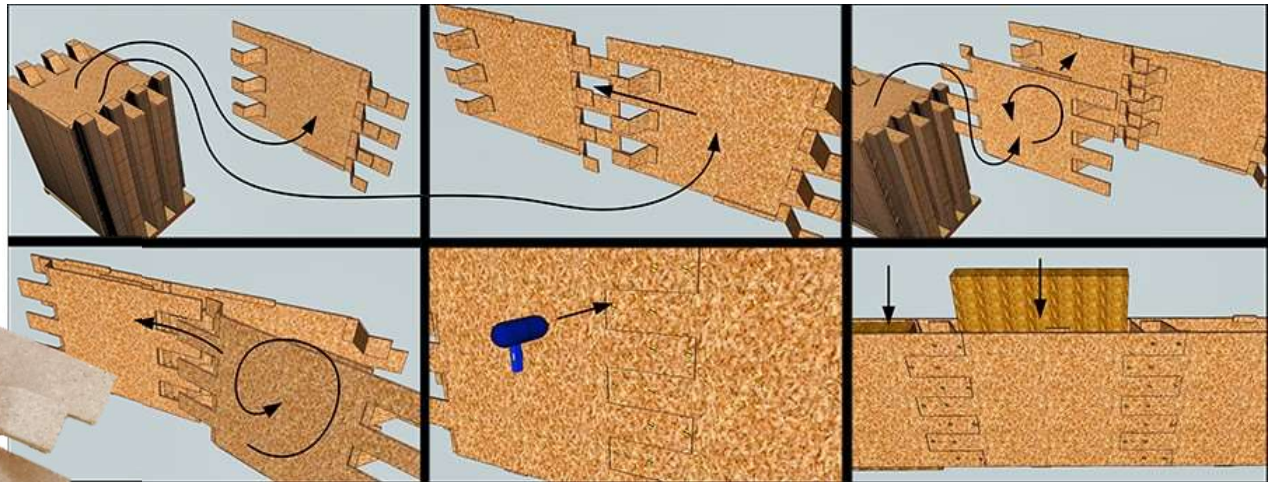


# Panels easy to manufacture





# mBio7 panels are adapted to modifiable or non-modifiable building







# Unique product robustness for easy building



## *Sustainable and affordable houses...*

- Weatherproof, waterproof and fireproof
- Tolerant to thermal variation
- Root proof, anti termite, fungicidal
- Not breakable : adapted to Antiseismic
- **Light foundations**

## *... are made respecting the planet ...*

- Ecomaterial : recycled wood \*
- Compact & Light : less transport
- **No cement, no water, no sand**







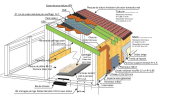




## *... giving the « building power » to people.*

- Easy to build with basic tools
- Evolutive and modular
- **No specific expertise** required for the construction

*\*Material already certified for molded wood pallets or seats usage*



# Business Model

<p><b>Key partners</b> </p> <p>Manufacturers Wholesalers Commercial agents Digital Market places</p> <p>Lawyers</p> <p>Auditors</p>	<p><b>Key activities</b> </p> <p>Production, Distribution Marketing Training &amp; assistance Partnerships &amp; Lobby Quality &amp; conformity Patent management</p>	<p><b>Value proposition</b> </p>  <p><b>MOLDED WOOD PANELS FOR AFFORDABLE AND SUSTAINABLE HOUSES</b></p> 	<p><b>Customer relationships</b> </p> <p>Media (press, mailing) Events (fairs &amp; customized meeting) Wholesaler staff Lobbying &amp; network Social networks</p>	<p><b>Customer segments</b> </p> <p><b>Emerging countries</b></p> <p><b>ONG and government</b> for humanitarian aid</p> <p><b>Construction contractor</b> for residential and utilitarian building</p> <p><b>Private individual</b> for self-build (<i>Do It Yourself</i>)</p>
<p><b>Cost structure</b> </p> <p>Patent protection Ecosystem management (assistance, audit, events...) Contracts management Supporting functions salaries</p>		<p><b>Revenue stream</b> </p> <p><b>Admission fees</b> for wholesalers /area <b>Commissions</b> on panels produced <b>Licenses</b> for manufacturers /area /production line Fees grant exclusivity on an area where partners will commit</p>		



# Competition

Building a ground floor house	mBio7	Tent	Wood (OSB)	Traditional (bricks, cement)	Prefab (metal, wood)
mBio7 panels vs Other products					
Easy to deliver	✓	✓			
Easy to build (Do It Yourself)	✓	✓			✓
Simple tools	✓	✓			✓
Light foundations	✓	✓			✓
Modular and evolutive	✓		✓		✓
Low cost for maintenance	✓			✓	✓
Sustainable	✓		✓	✓	✓
Low installation costs	✓	✓			✓
Good product appearance		✓		✓	✓
Optimized thermal insulation	✓		✓		
Empower local population	✓	✓			
Positive impact on environment	✓		✓		



## mBio7 market

### Modular constructions\*



- By 2030, \$130 Bn estimated for US and Europe
- Average annual growth : 11%
- Dynamized by lack of skilled labor

### Eco-responsible building materials\*\*



- By 2022, \$350 Bn estimated worldwide
- Average annual growth : 11%
- USA biggest market but Asia biggest potential



**mBio7 market size estimated\*\* including humanitarian segment**

Sources :

\* *Modular construction: From projects to products* - Mac Kinsey - June 2019

\*\* <https://www.alliedmarketresearch.com/green-buildings-materials-market> & <https://www.grandviewresearch.com/industry-analysis/green-building-materials-market>

\*\*\* Study made by Finantis Value in July 2020





## Customer target #1 : emerging countries

**Building in a simple way robust houses is a solution to the lack of local skilled workforce and labor shortage preventing people to have their own houses.**

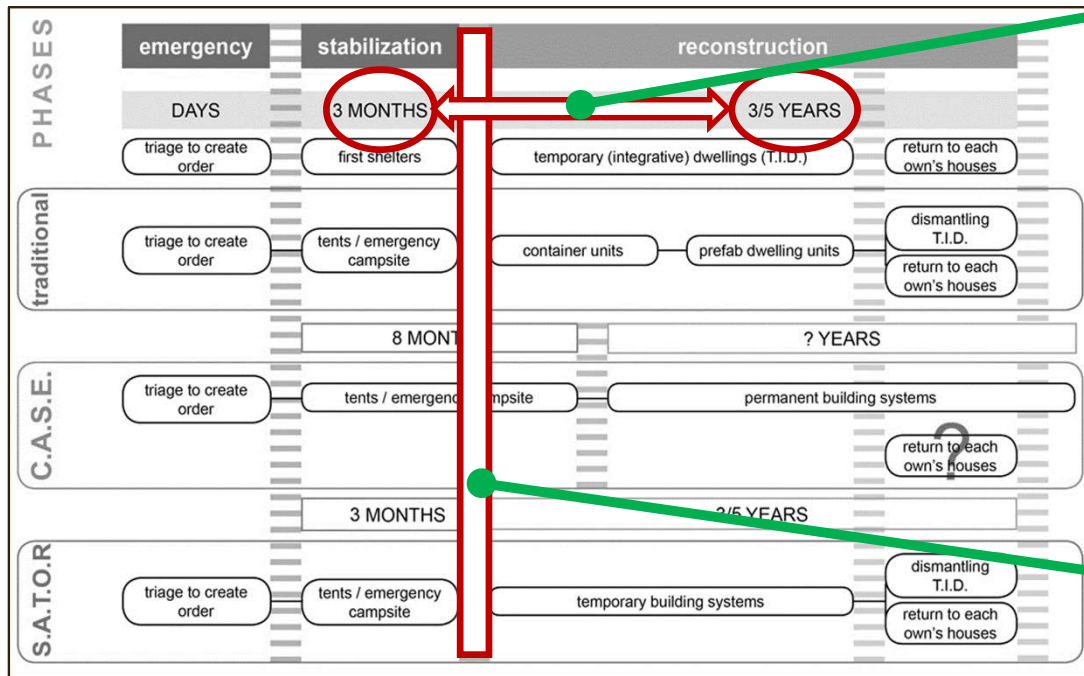
**mBio7 is built without water and in some areas it does make the difference.**





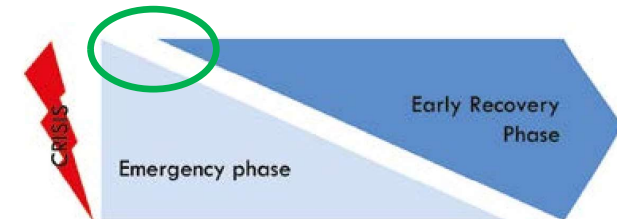
## Customer target #2 : humanitarian case

### Normal process after crisis



**mBio7 speeds up the reconstruction phase with *local extended workforce* in a sustainable way.**

### Process with mBio7



**mBio7 bridges the gap between stabilization and reconstruction phase**

Source : [http://theplanjournal.com/sites/default/files/Bennicelli\\_Fig01.jpg](http://theplanjournal.com/sites/default/files/Bennicelli_Fig01.jpg)



## Customer target #3 : private individual



**Self building** is a major worldwide trend.

**mBio7 allows people to build themselves a house with basic tools and without particular expertise.**

**Our panels will be packed with other partners products to propose a fully fledged house ready to be built.**





## Self Building example Combining panels & products in package



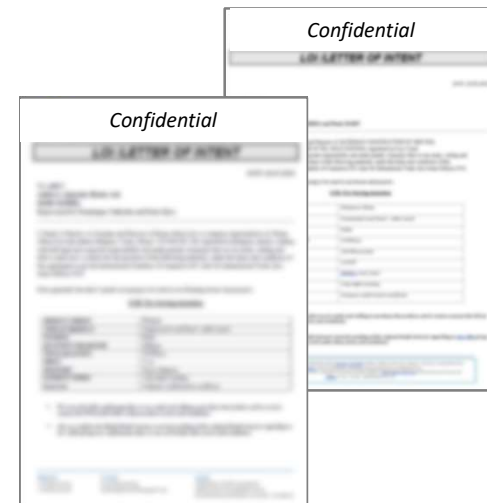
One 50 m2 house (walls) = 250 panels = 3 000 €  
A fully fledged house pack in France = 25 000 €





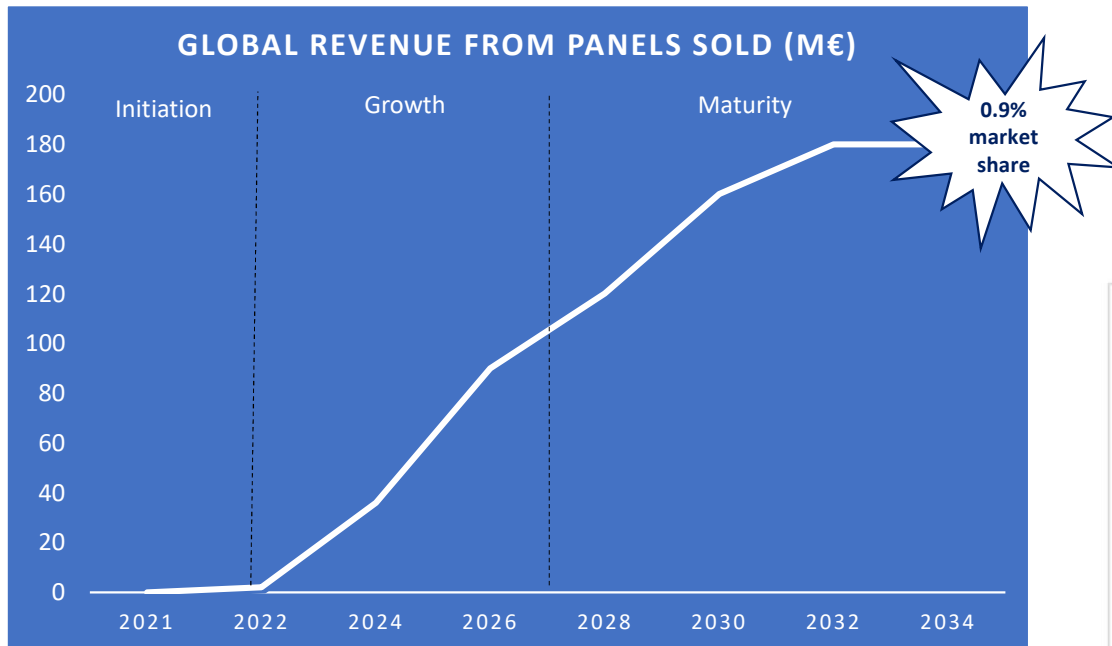
# Commitment

- **Letter of Support from the French industrial group investing in mBio7 (strategy contribution of the product)**
- **Letter of intent from a building company (Ivory Coast – 12 000 panels/month)**
- **Letter of intent from a building company ( Bulgaria - 4 000 panels/month)**



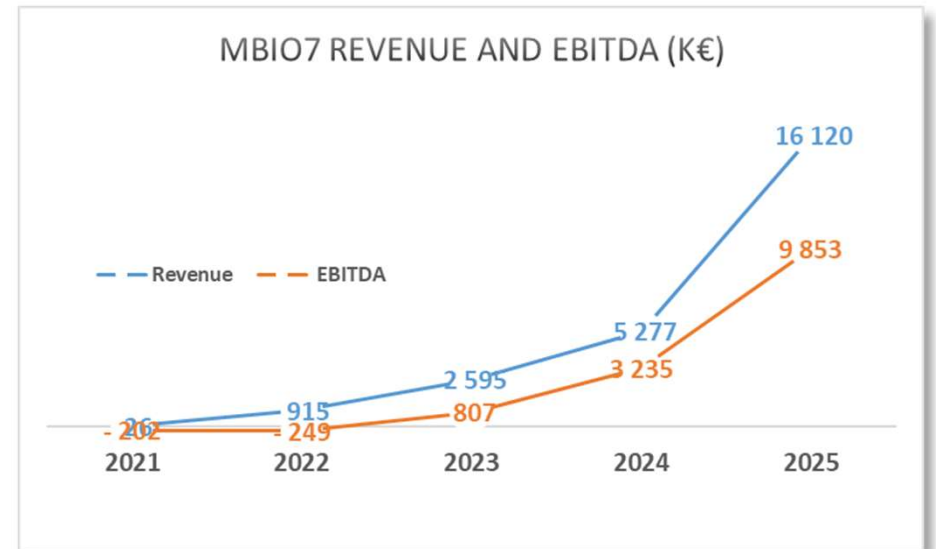


# Revenue projections



**Valorization in 2025 (DCF)**

**25 M€**





## Use to Proceed

**Mbio7 is looking for 500 000 euro:**

- **For industrializing the wood panels based on our existing prototype**
- **Initiating the commercial launch scheduled in September 2021**

**250 000 € are already secured with a corporate fund in the building field.**




# Action plan

**Financing legal**

**Financing production set up  
panels & homologation**

**Financing  
marketing & WCR**

	2020		2021				2022			
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Funding decision	★									
Prospecting for other investor										
Agreement Investors / mBio7										
Patents transfer										
First producer contract										
First distributor contract										
Mould design, tests and first panels										
Production of first series (1 000)										
Panel homologation (one area)										
Marketing and branding										
Pilot with our industrial partner (Africa)										
Prospecting for customers										
Orders invoicing										
Producer scale up										
Status on mBio7 valorization										★
New fundraising (optional)										★





**mBio7 is 100% eco responsible and protects the environment for a better world.**

**Mbio7 has a tangible social impact.**

**mBio7 is offering a roof to a large population while remaining profitable.**



« A roof for all »





# Appendices

# Pilot house

