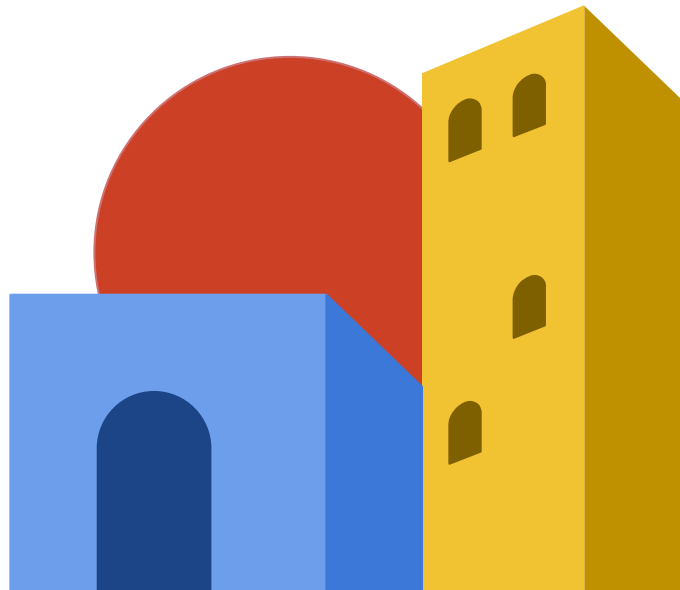


# AI will disrupt the built environment

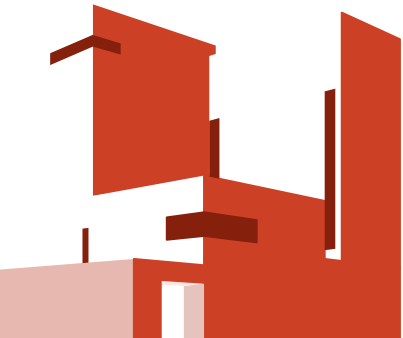
Make a BIM



Over **95%** of  
buildings lack  
usable data

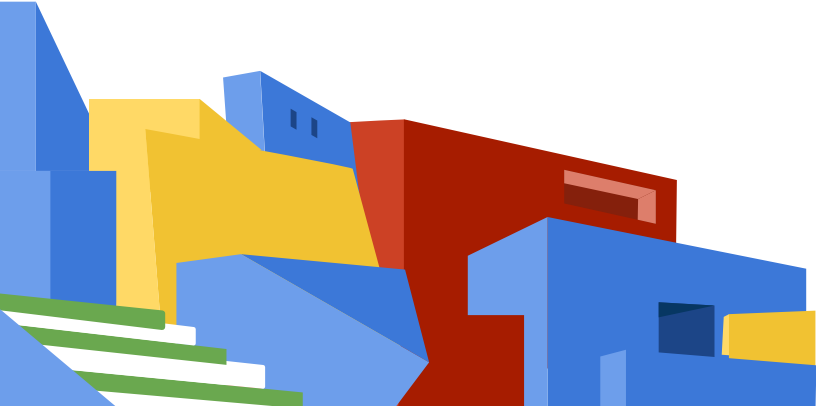
→ “Buildings account for **40%** of energy consumed.” [European Commission](#)

→ Status quo is repeated and manual labor to create drawings.  
**Expensive & slow**



We use AI to automatically create building  
information models from architectural drawings.

For cities, companies [and the building you live in.](#)



## Generate IFC models from floor plans

It is possible to generate IFC models from floor plans. Please  
upload your floor plan image.

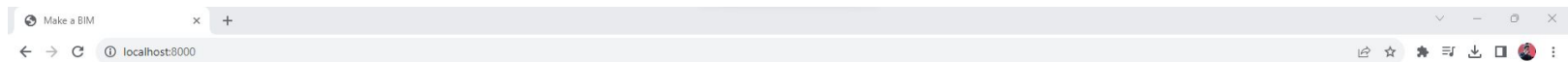
Choose File

or Drag



Demo video on YouTube: <https://youtu.be/ax6LKPXnCgw>

# Backup if video does not work :)



## Generate IFC models from floor plans

Drag and drop one or more floor plans  
note that this is still in development

Choose Files 5 files

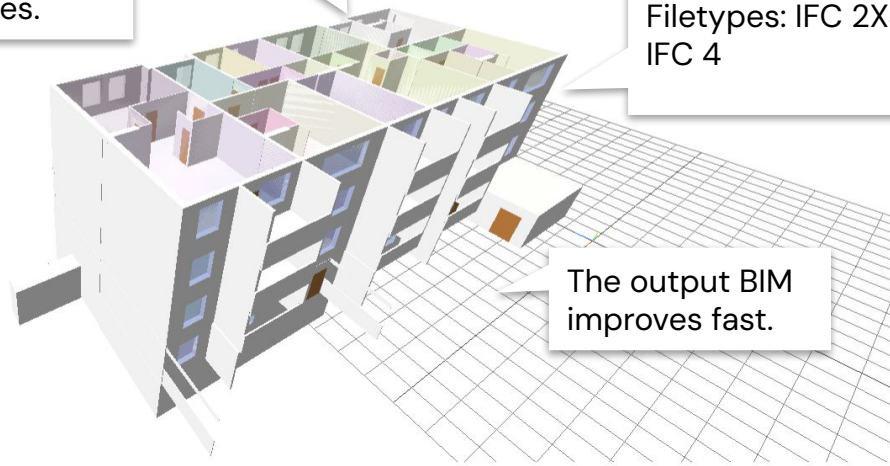
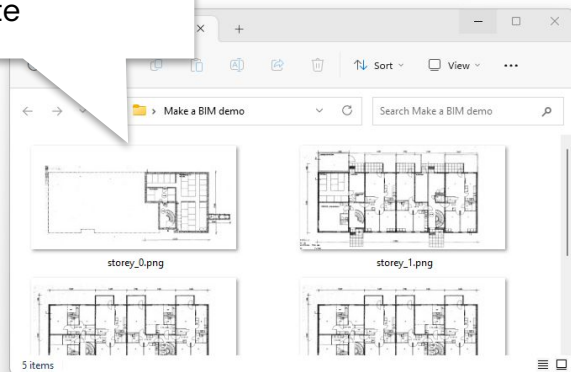
Input – Multiple drawing png images are dropped on the website

The unoptimized process takes a few minutes.

The output BIM model is visualized before payment & download

Filetypes: IFC 2X3, IFC 4

The output BIM improves fast.



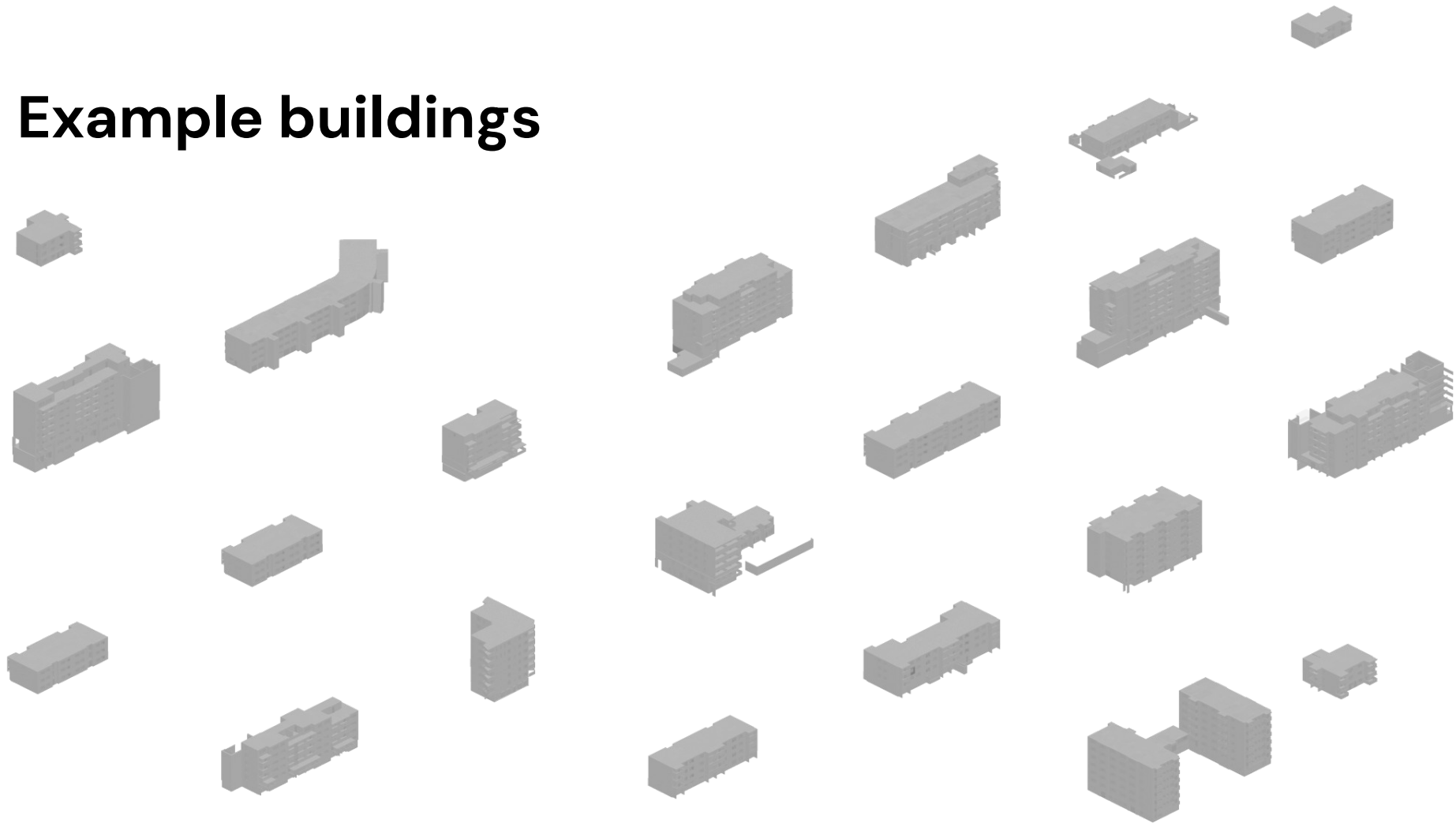
# Traction delivering models to the City of Helsinki

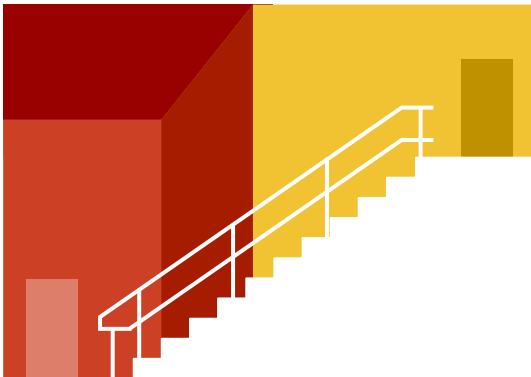
- Finland's largest lessor, 50 000 apartments.
- Contacted us through word of mouth
- **We have delivered models for over 100 buildings.**  
These are used for renovation cost and energy efficiency optimization.

→ **Saves money, time and carbon footprint**



# Example buildings





# Usage-based pricing model

→ 0.4€ per modeled square meter.

→ Will be available through our web frontend and our API.



# Sales pipeline

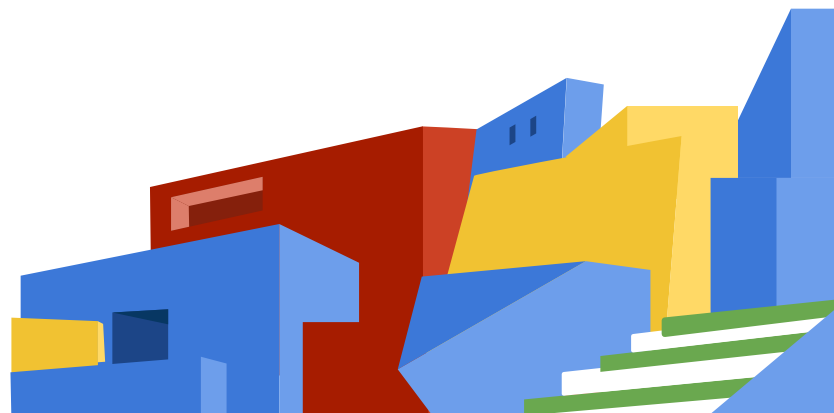
Lead			Qualified			Pilot / Offer			Customer		
Initial talk & shows interest			Follow-up meeting held to estimate potential			Pilot or offer in progress			Active customer		
Potential	2,823,335,477	€1,129,334k	Potential	31,702,875	€12,681k	Potential	19,121,037	€7,648k	Potential	4,505,000	€1,802k
Name	m2 potential	Notes	Name	m2 potential	Notes	Name	m2 potential	Notes	Name	m2 potential	Notes
CBRE	2500000000	Worlds largest real estate	Sweco	6300000	Estimated size	Granlund	3500000	Offer, Estimated size	Heka	4505000	Estimated size
KONE	2750000000	Estimated, Need additional	Skanska	12300000	Estimated size	City of Porto	937500	Offer, Estimated size			
City of New York	33640000		Hong Kong EMSD	12500000	Estimated size	City of Tallinn	1250000	Pilot, Estimated size, RFP in the coming months			
Oslobygg	2700000	Need additional	Innovestor Real Estate	100000	Need additional	Ilmarinen	1658537	Pilot, Estimated size			
City of Stockholm SISAB	1800000	Only schools	Tietoa	156000	Estimated size	SATO	2125000	Pilot, Estimated size			
Heartwood Nordic	1500	Estimated size	Kaan Architecten	75000	Estimated size	City of Helsinki Ky	4250000	Pilot, Estimated size			
A-Insinööri	150000	Estimated size	Mishcon de Reya	271875	Estimated size	Ramboll	5400000	Pilot, Estimated size			
Mitsui Fudosan	6212000										
Marubeni	2361977	Estimated size									
Japan Railways	420000										
Dawood	15000	Estimated size									
<a href="#">Next-core.co.kr</a>	100000	Estimated size									
City of Turku TVT	935000										



# Target growth and costs

	2023	2024	2025
Revenue	€63,200	€200,000	€1,000,000
Costs	€55,782	€333,971	€877,938
EBITDA	€7,418	-€133,971	€122,062

→ We are looking to raise €300k  
to increase momentum in 2024  
while retaining our 12 month runway.



# Hackathon all-star team

Entrepreneurial, Architectural, BIM, Data science, Computer science, Cloud  
7-9 years of industry & high tech experience

+1 Architect

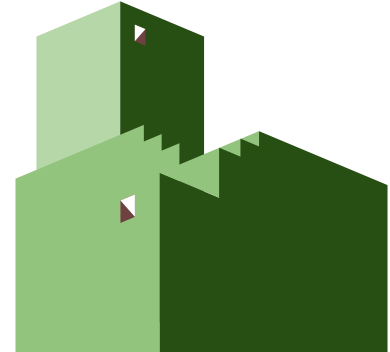
+1 Business  
developer



# Make a BIM

Leo Salomaa,  
leo.salomaa@makeabim.com  
+358 50 5509028

[makeabim.com](https://makeabim.com)



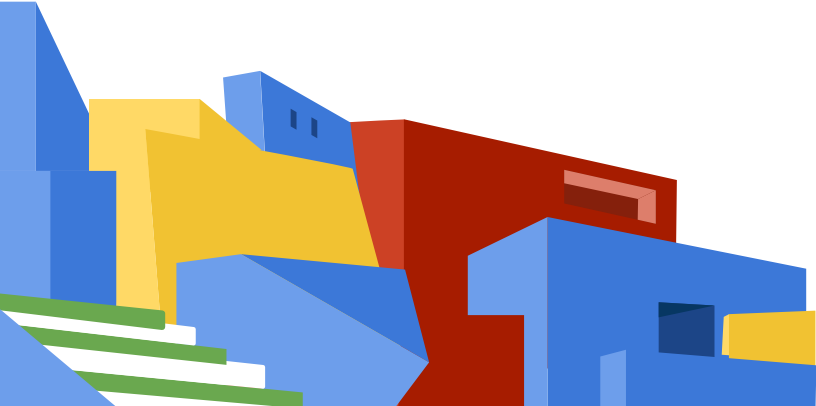
# Q & A

**Make a BIM**

# Use cases

Make a BIM

# Quantitative building analysis



Use **Make a BIM** as a data source:

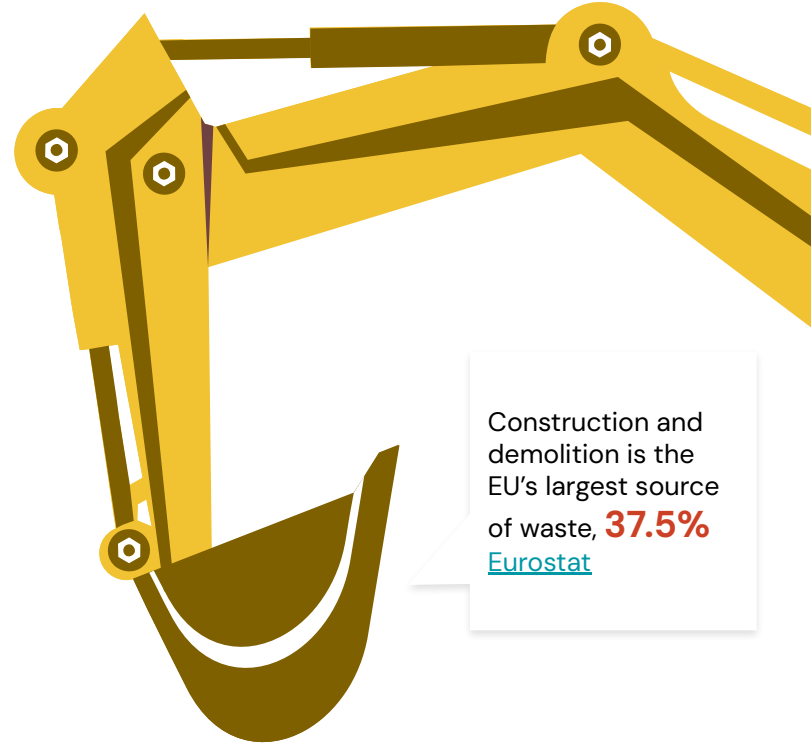
- Optimize leased space utilization.
- Design initial data.
- Create inventories of spaces, building parts, materials, MEP.
- Simulate performance and compliance.
- Digital twin development.

# Use case – Circular economy

Generate BIM of pre-demolition buildings using **Make a BIM**:

- Quantify recyclable material
- Detect reusable building parts

→ Reduce waste and carbon footprint while increasing profitability



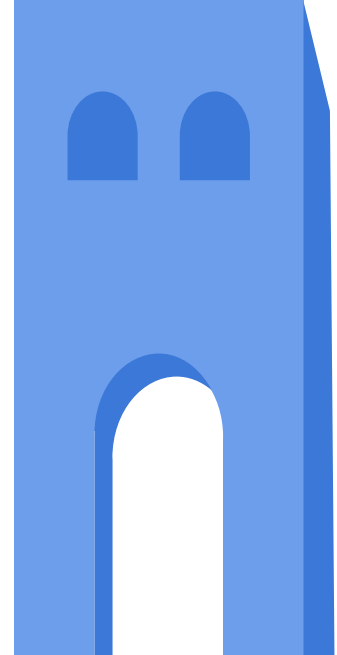


# Use case – Retrofit permits

New building permit laws may require applying for a permit using a BIM model instead of 2D drawings.

For example the new [2023 Building Act in Finland](#).

→ **Use Make a BIM to lower cost and time to apply for a permit.**



# Market

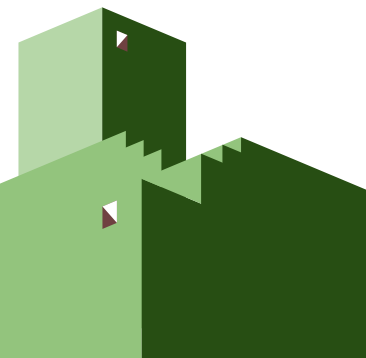
Make a BIM

# Market size

## \$7.9 billion

13.7% CAGR

Current approximate building  
information modeling market size



"Restraint: High initial  
cost of BIM"

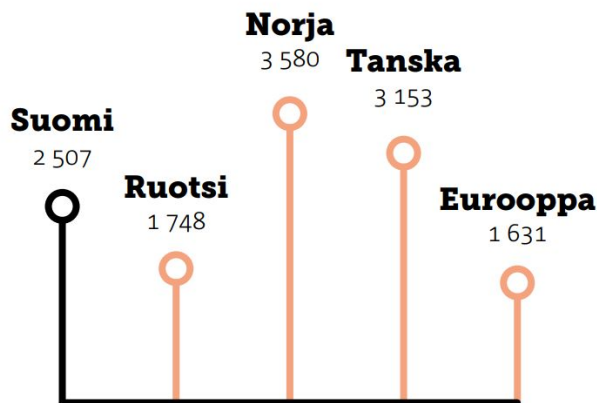
Building information  
modeling market study  
by MarketsAndMarkets

→ "Renovation Wave aims to renovate **35 million** inefficient buildings by 2030." [European Commission](#)

→ "the Plan will mobilise at least **€1 trillion** in sustainable investments over the next decade." [European Commission](#)

→ **\$8.8 billion** in rebates for home energy efficiency and electrification projects. [US Department of Energy](#)

# 32% of real asset wealth is buildings



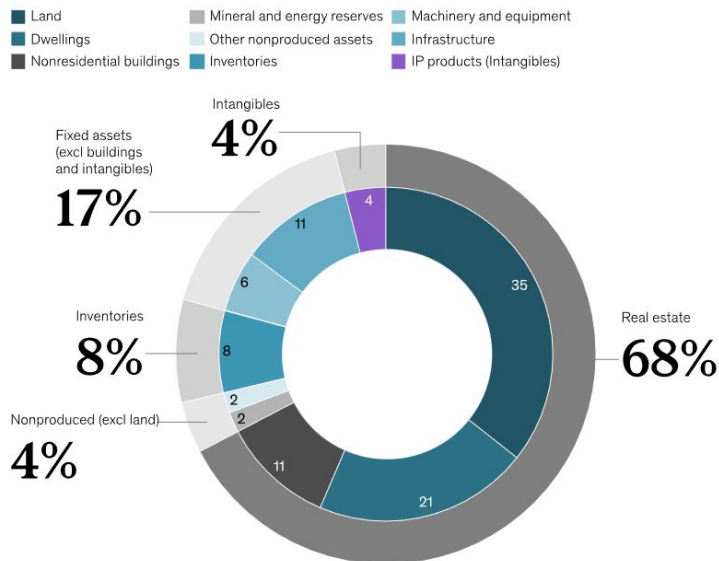
Rakennusten korjaaminen vuonna 2021  
€ per capita

Lähde: Euroconstruct, Forecon

Rakennetun omaisuuden tila 2023 (Finnish)

Real estate accounts for two-thirds of real assets.

Distribution of real assets, global average, 2020, %

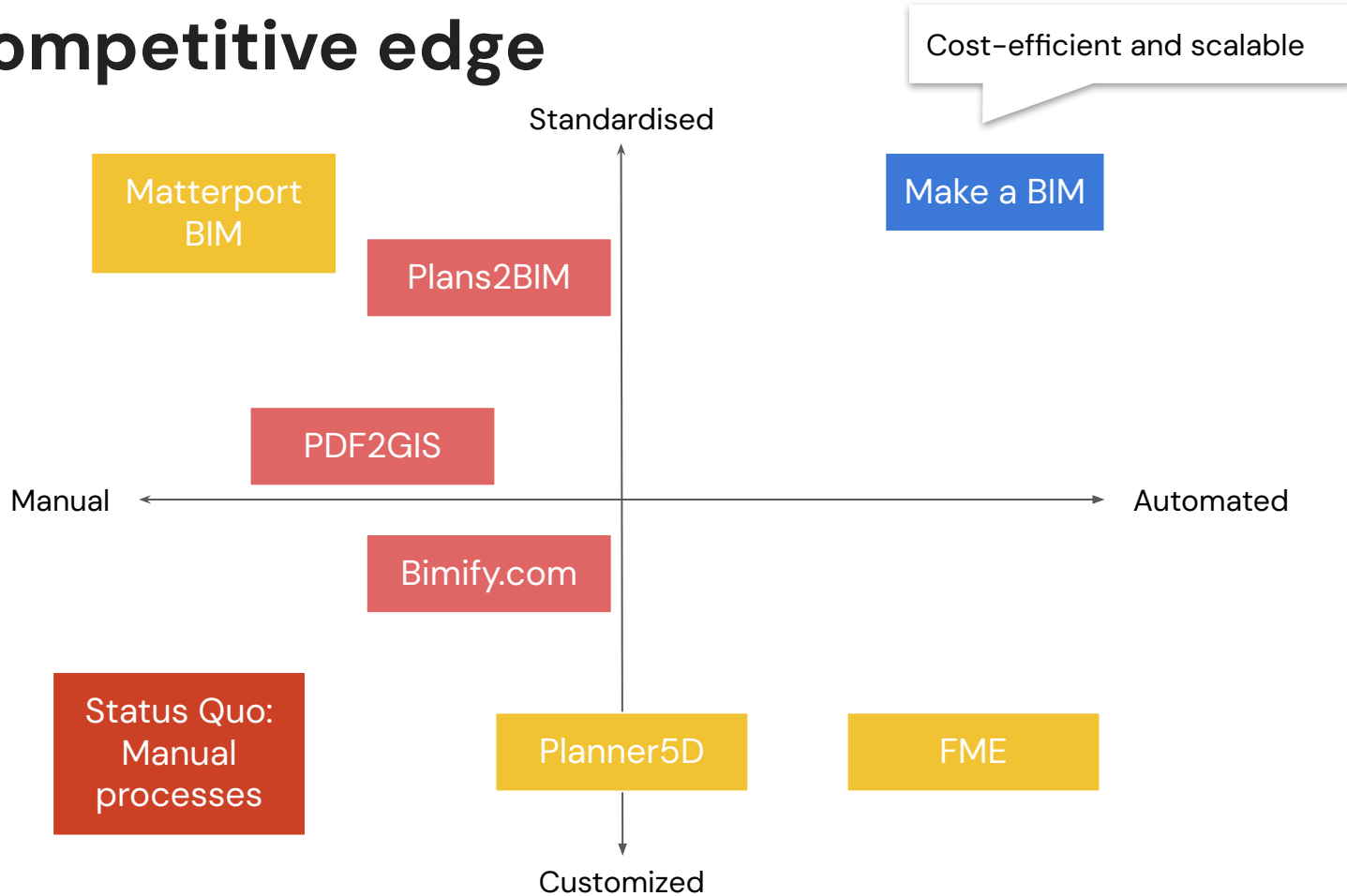


Note: The global average is an extrapolation derived from a weighted average of 10 countries based on GDP. Figures may not sum to 100%, because of rounding.  
Source: AMECO; CEIC; EU KLEMS; Federal Reserve Board; national statistics offices; OECD; World Bank; McKinsey Global Institute analysis

McKinsey  
& Company

2021 McKinsey report: The rise and rise of the global balance sheet: How productively are we using our wealth?

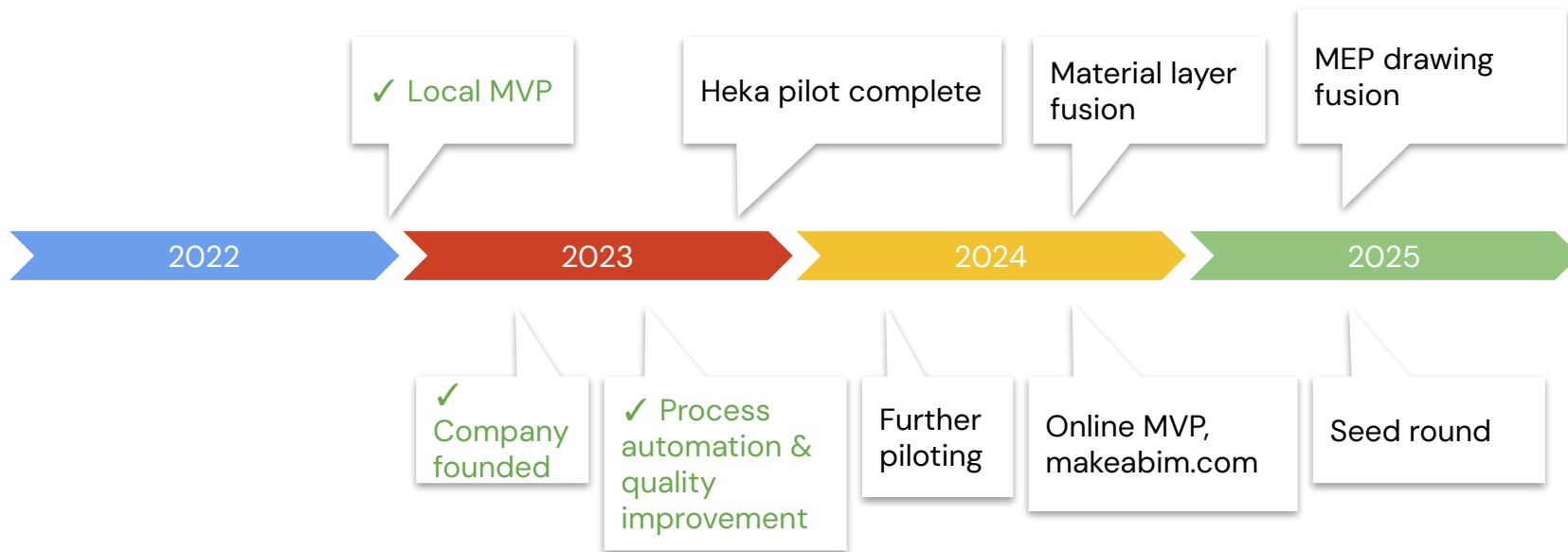
# Competitive edge



# Business

Make a BIM

# Roadmap



# Hiring needs & cost breakdown

## 2024 hiring needs:

+1 Direct sales

+1 Full-stack developer

+1 Data scientist

## 2025 hiring needs:

+4 sales and marketing roles

+4 tech roles

