



HQVILLAGE[©]

The Best Place to SmartWork

DATA SCENARIO

1 Bil

Smartworkers in
the World

70%

Employees will work
remotely at least 5
days/month by 2025

25%

Are changing job position
because they don't want to
work in office

68%

More attention rate to
employee's personal
well-being

70%

Employees wants to
keep on working
remotely

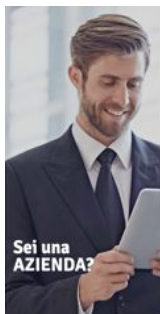
53%

Would like to operate in
alternative locations even despite
a reduction in salary

OPPORTUNITIES FOR COMPANIES



HQVILLAGE



Create your own **DIFFUSED CORPORATE HEADQUARTER**,
an **HeadQuarter Village** for:

- attracting talent
- improving lifestyle
- proposing an **alternative** to the metropolis
- adhere to a **resilient and less expensive** way of working

GLOCAL

**SMART
WORK**

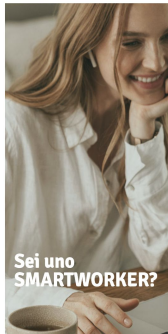
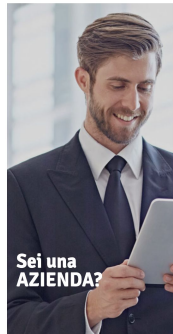
**SOCIAL
DISTANCE**

**CORPORATE
WELFARE**



HQVILLAGE

HOW DO WE DO IT?



MATCHING PLATFORM

REQUEST

- **COMPANIES**
who want to give new welfare methods or rewards to the **collaborator**, by joining a new widespread and sustainable headquarters mode
- **DIGITAL NOMADS**
interested in working in suggestive villages

OFFERING

- **VILLAGES**
and unique territories
- **PROPERTIES** available
(through owners or real estate agents)



HOW DOES IT WORK

1.
DATA COLLECTION ON VILLAGES AND HOST
2.
AUTOMATIC SCREENING AND SELECTION
ON REQUIREMENTS
FOR SMARTWORKERS AND COMPANIES
3.
ONBOARDING AND SHOWCASE PUBLICATION
4.
THE PRIVATE USER / COMPANY FINDS EASILY
"THE BEST PLACE TO SMARTWORK"
5.
BOOK YOUR STAY
AND PURCHASE SERVICES / ACCESSORIES



FOUNDER & TEAM

HQV Business Unit Directors



Luca Piras

CEO



Federico Pistone

COO



Ely Pacchierotti

CDO



Marco Nari

CCO



Alessio Balsini

CTO



Tania Tempo
Brand & Design Manager



Silvia De Angeli
**Relationship & Public
Affairs Manager**



Roberta Taramino
**Strategy & Innovation
Manager**



Alberto Matta
**Architect & Quality
Manager**



Giulia Tancorre
Digital Content Creator



Francesca Pavani
**Architect & Quality
Manager**



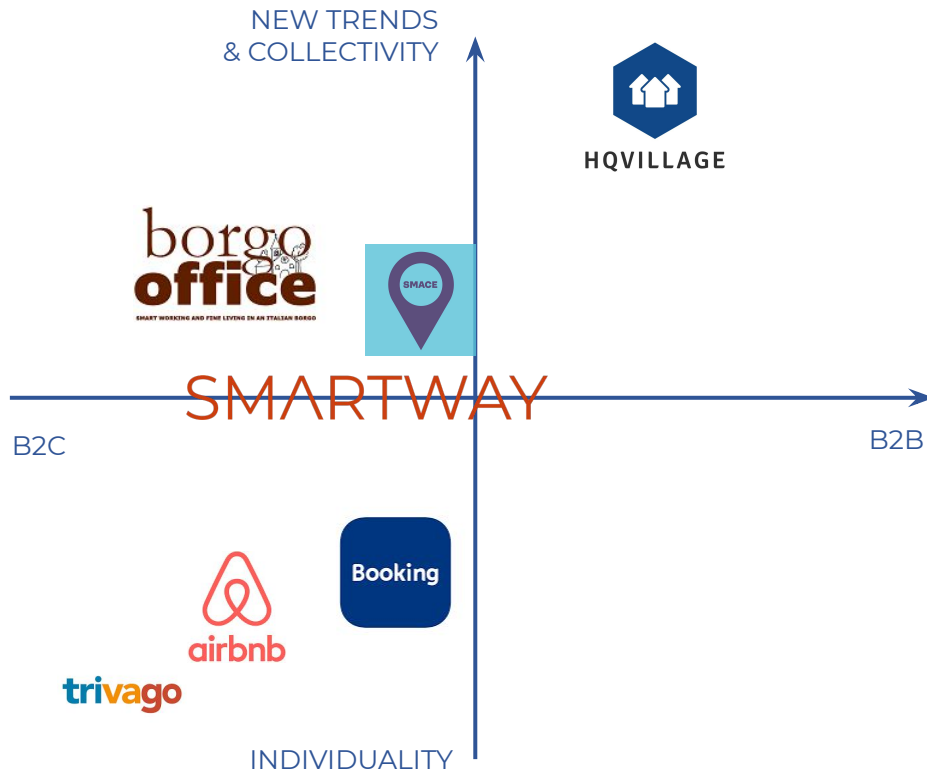
Andrea Bella
Web & Data Manager

Operative Team



HQVILLAGE

COMPETITORs



HQV distinguishing features:

- New concept of company headquarters
- P2B
- Welfare B2B
- Collectivity and enhancement of the territory



BUSINESS MODEL

Freemium Circular Ecosystem

We take a 6% commission on each booking
and 10% on services and ancillary goods

The booking commission is taken half by the end user and half by the host

VILLAGES
Free

HOST
Free
+
Success Fee 3%

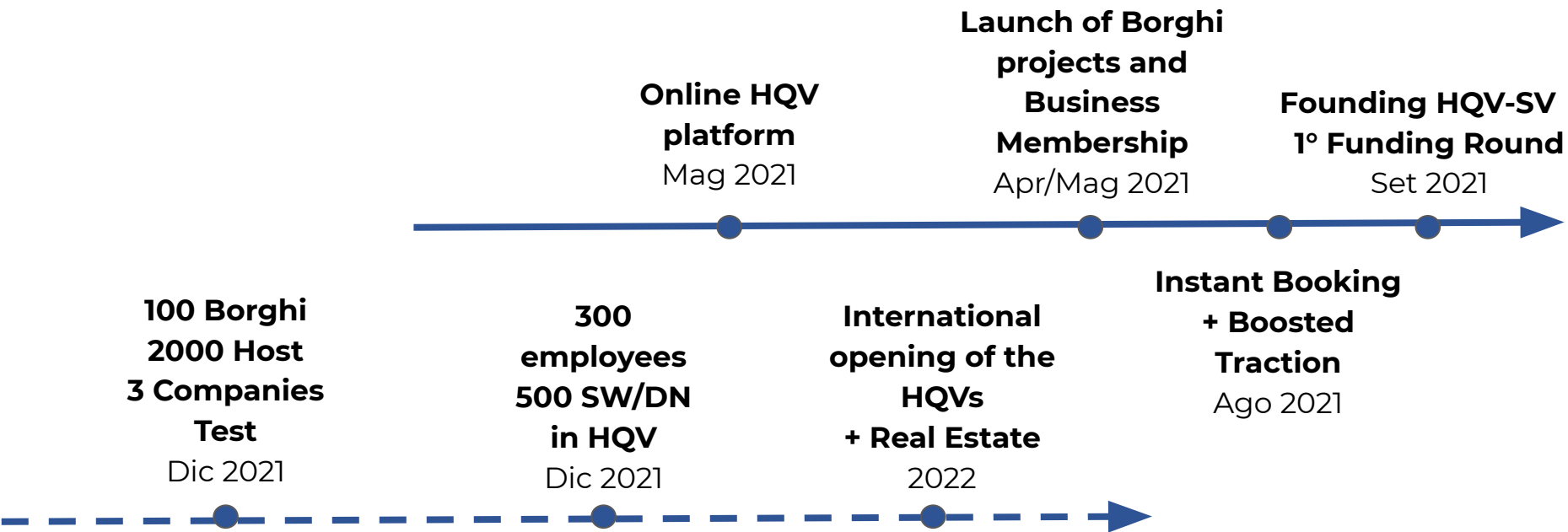
**PRIVATE USER
AND COMPANIES**
Success Fee 3%

MARKETPLACE
Success Fee
10%

Extra revenues come from consultancy and design for client
companies and from the use of mapping data



ROADMAP



TRACTION

0€

**Marketing
Expenses
(>5.500 online visits)**

>100

**Italian
Villages
Onboarding**

>10

**Italian
Villages
Online**

>100

**Host
Registered**

>50

**Booking
Request
(average stay
4 and 6 months)**

5

**Companies
Registered**



HOW WE IMAGINE THE FUTURE

The worker will be able to move from one HQ Village to another globally.



**No borders
in the SW**

**Sustainability
and social
impact**

**More welfare
and sharing**



SUSTAINABLE DEVELOPMENT GOALS

We believe and invest in a more sustainable world:
the HQVs actively contribute to sustainable development goals of the UN Agenda 2030



**REDUCED
INEQUALITIES**



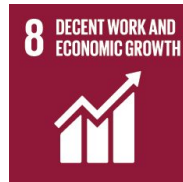
**WELFARE AND
WELLBEING**



**CORPORATE
SOCIAL
RESPONSIBILITY**



**RESOURCES
SAVING**





HQVILLAGE

DO YOU WANT
BE PART OF
HQVillage?

CONTACT US

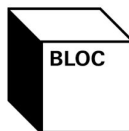
info@hqvillage.com

www.hqvillage.com

About Us:

Il Sole
24 ORE

 SMART
WORKING
MAGAZINE



 SPREMUTE
DIGITALI

SYMBOLA
Fondazione per le qualità italiane



idealista/news

ANSA

AND FOLLOW



WELL-FARE s.r.l. © 2021