



Tamatara

Inventors:

Andrea Baldini

Gabriele Tamburelli

La nostra mission

***Link people to spread
innovation***

Creazione



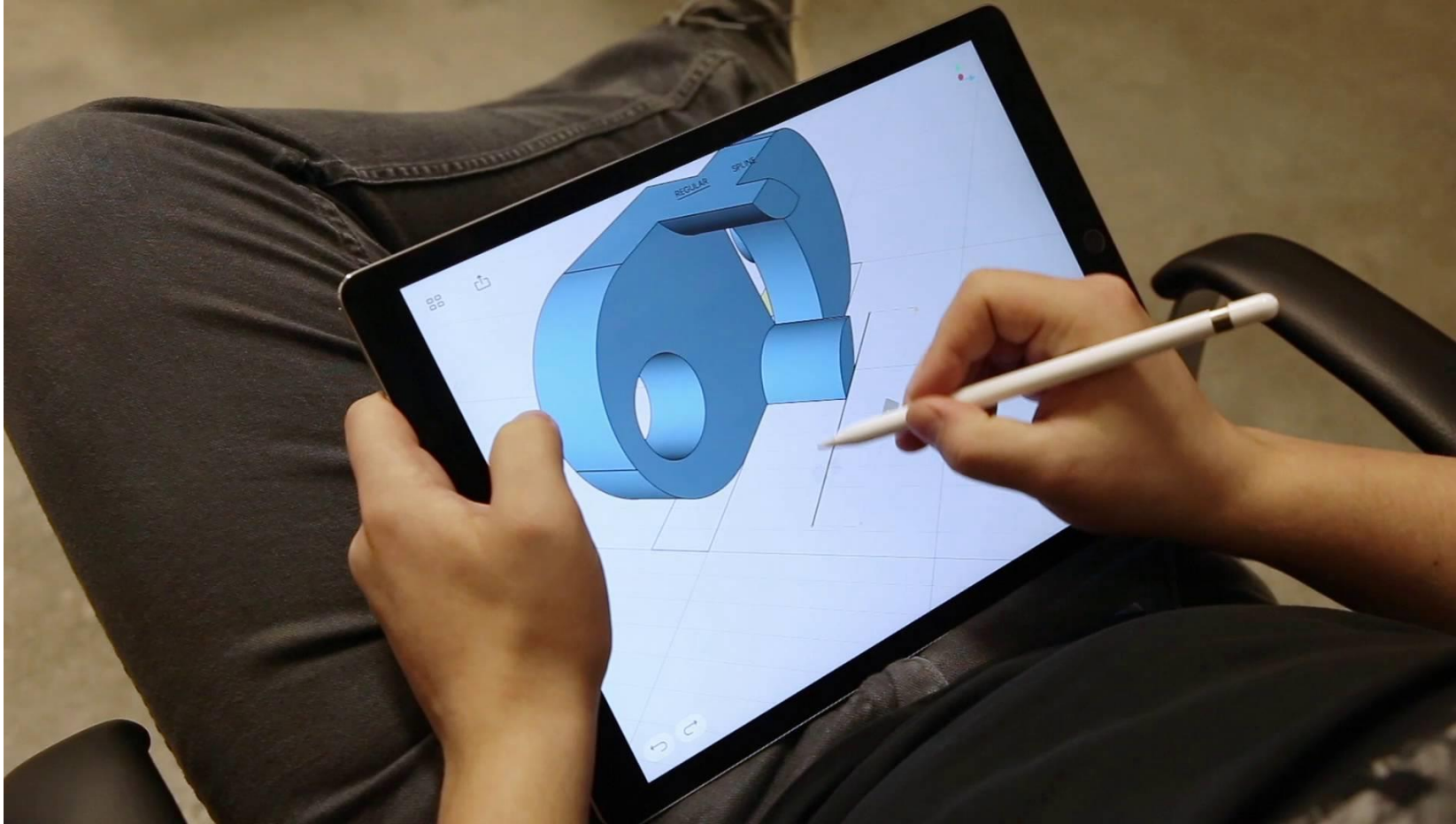
Stampato

Reso unico

Ideato



Il Designer

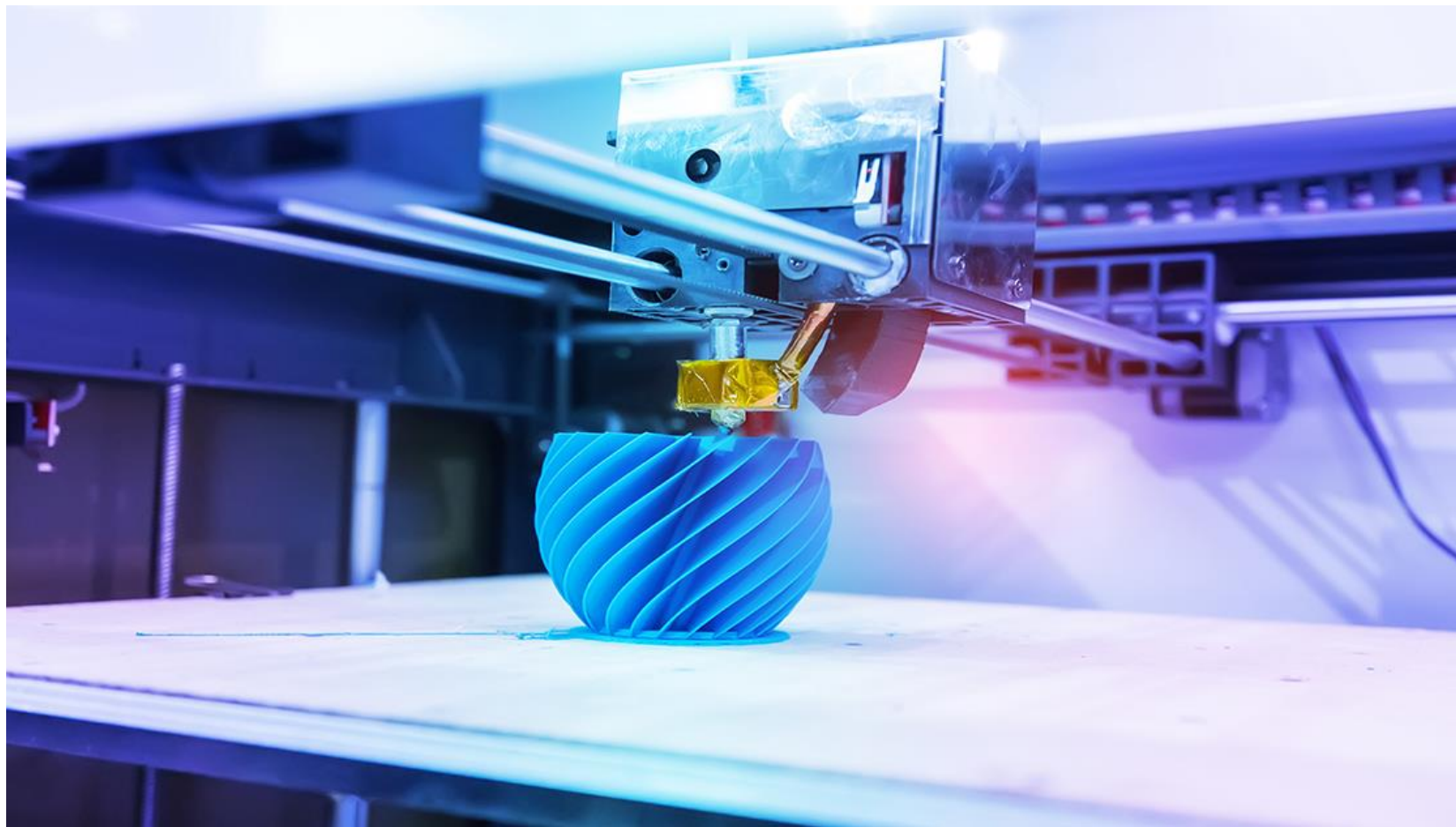


Piccolo imprenditore
/Appassionato

Conoscenza tecnica base

Nessun limite geografico

Il Maker



Piccolo artigiano /FabLab

Elevati standard qualitativi

Capacità di interagire
online

Il Cliente



Giovane, abituato ad acquistare online

Appassionato di tecnologia e/o artigianato

Disposto a pagare un premium price

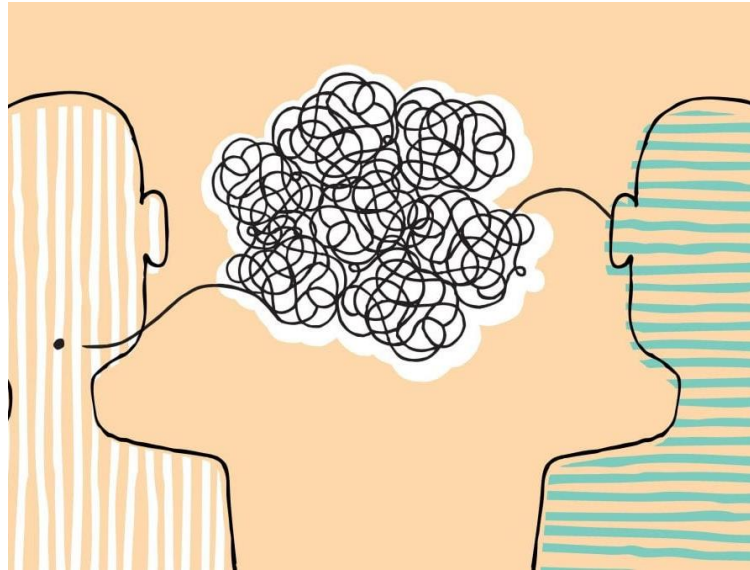
Problemi del mercato



Comunicazione non
efficace

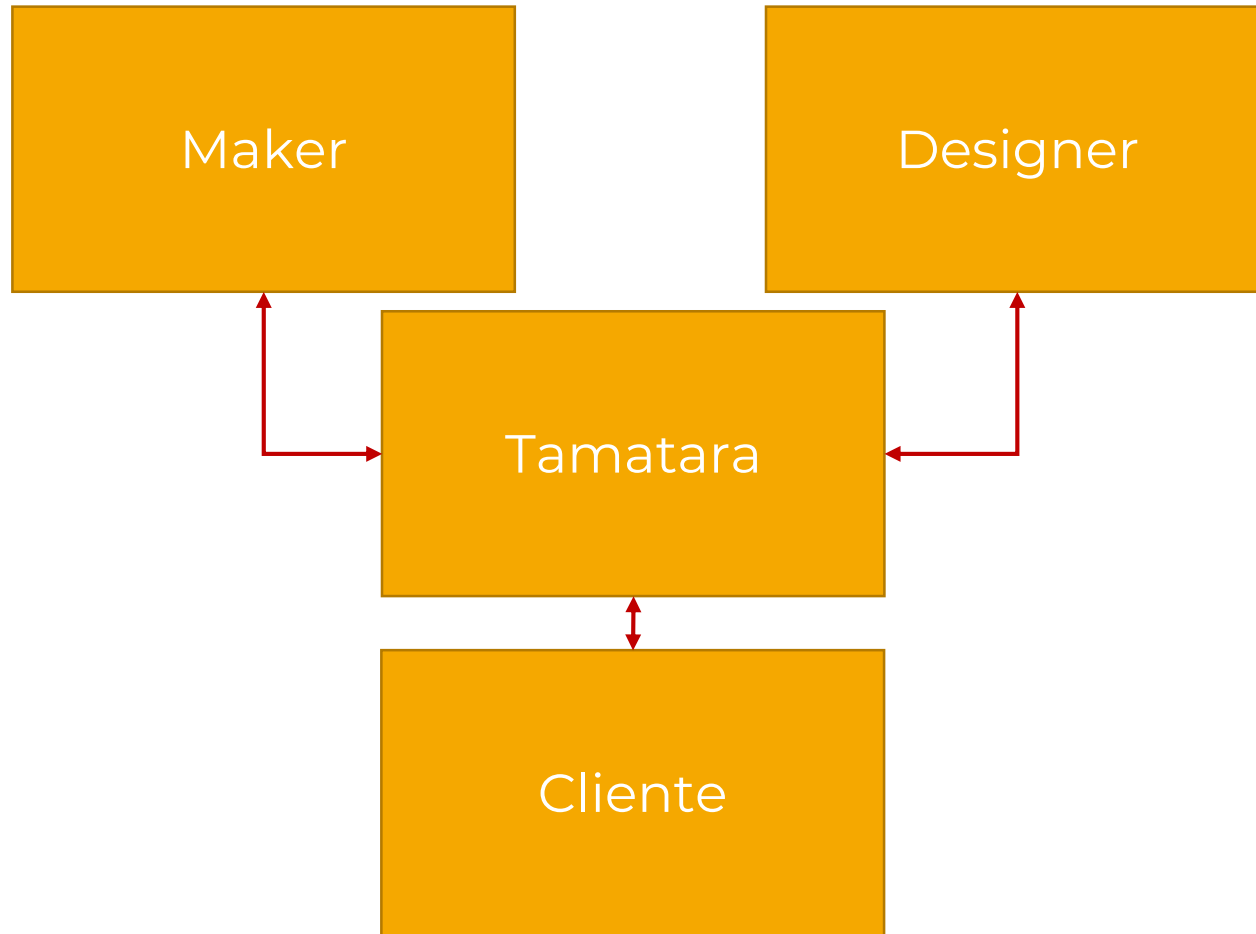


I consumatori non
conoscono la Stampa 3D



Assenza di strumenti
adeguati

Per i consumatori



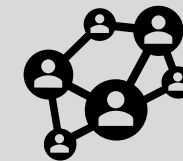
As you see option



Match and print system



Creation engine



Per i professionisti



Advertising

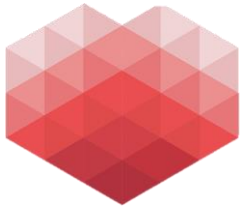


CRM and
Analytics



Virtual Lab

Competitors

		Tecnologia impiegata	
		Stampa 3D	No Stampa 3D
Settore	B2C	 Tamatarara	Etsy
	B2B	  	Mercato tradizionale

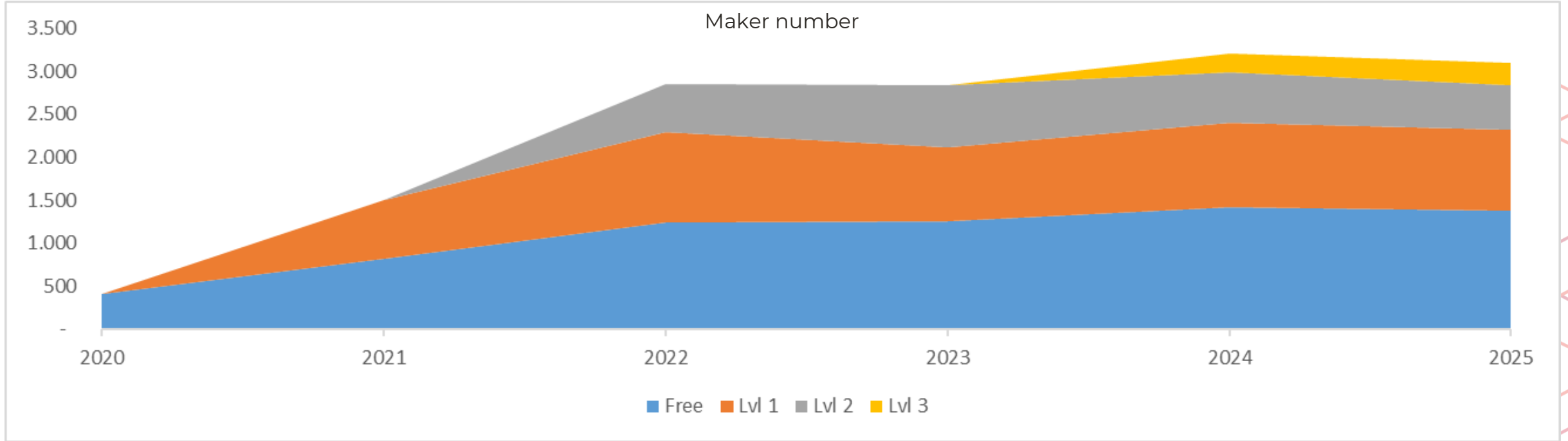
Revenue model - Maker

Free
Fee: 10%
Price: Free

Lvl 1
Fee: 7%
Price: 4€/m

Lvl 2
Fee: 5%
Price: 15€/m

Lvl 3
Fee: 2%
Price: 27€/m



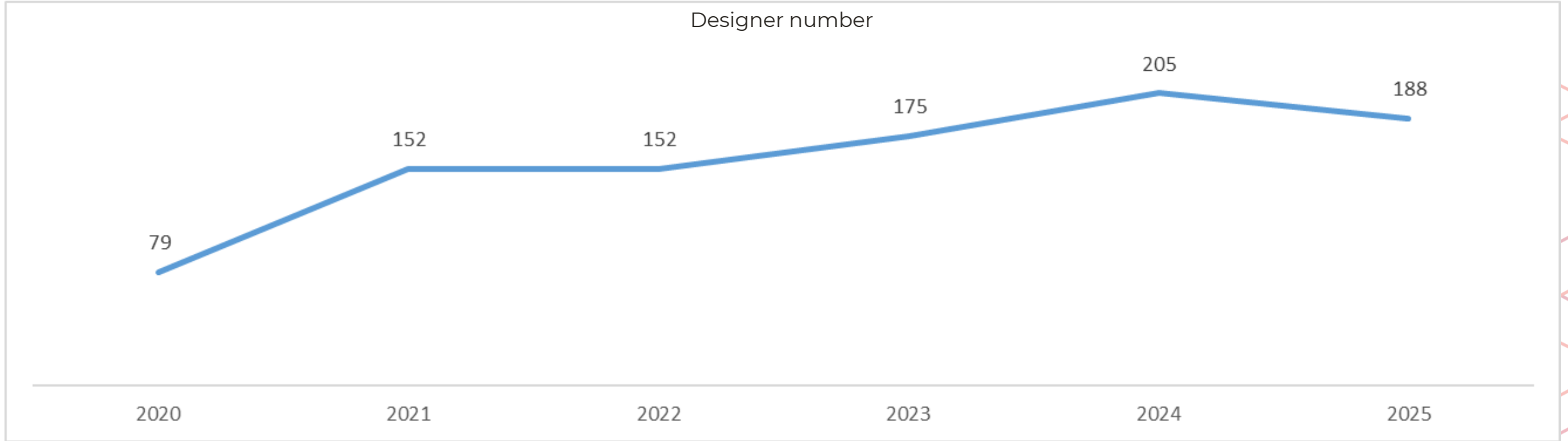
Revenue model - Designer

Max fee:
12%

Ogni 3 upload →
- 0,5% fee

+ 85% rating →
- 1% fee

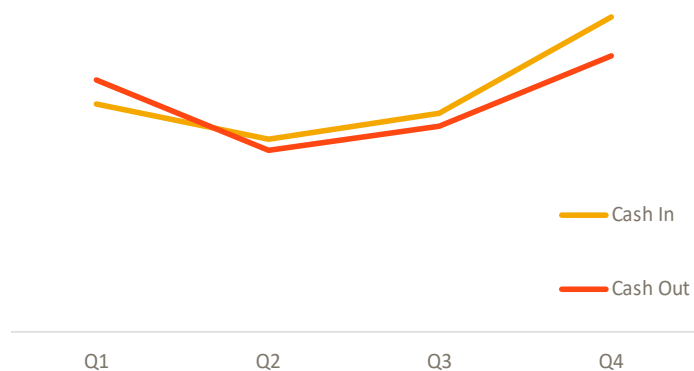
Min fee:
5%



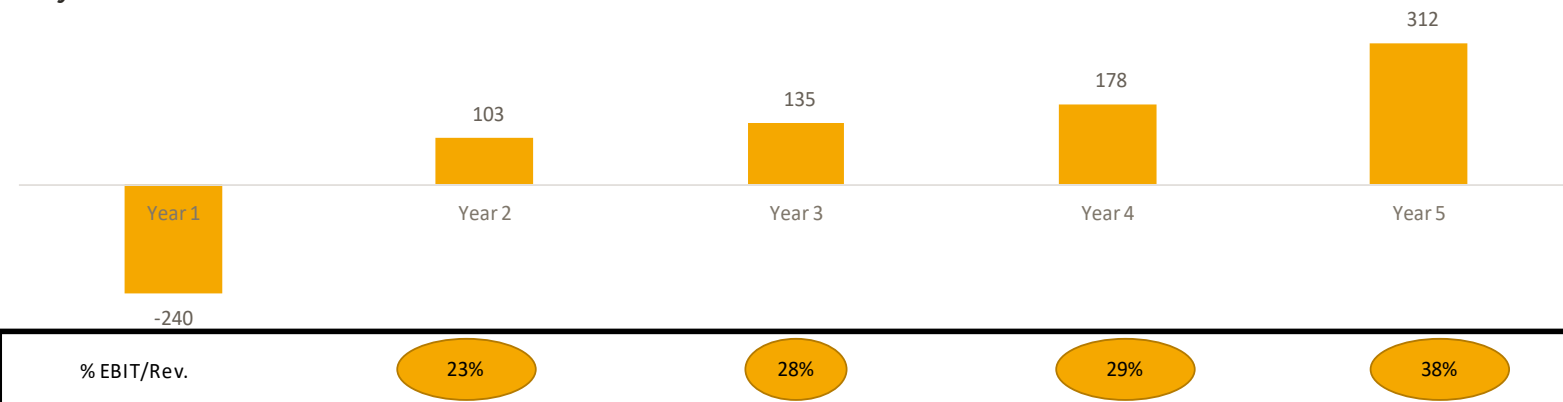
Risultati economici

Tamatara EBIT/Cash flow analysis - Plan 20-30 - 5Y Trend

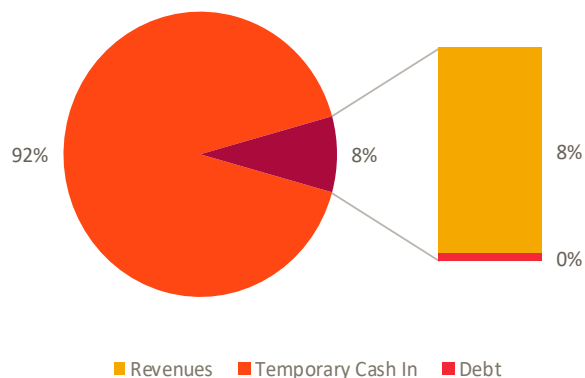
Average cash in/Cash out trend on year



EBIT 5 years trend - Data in k€

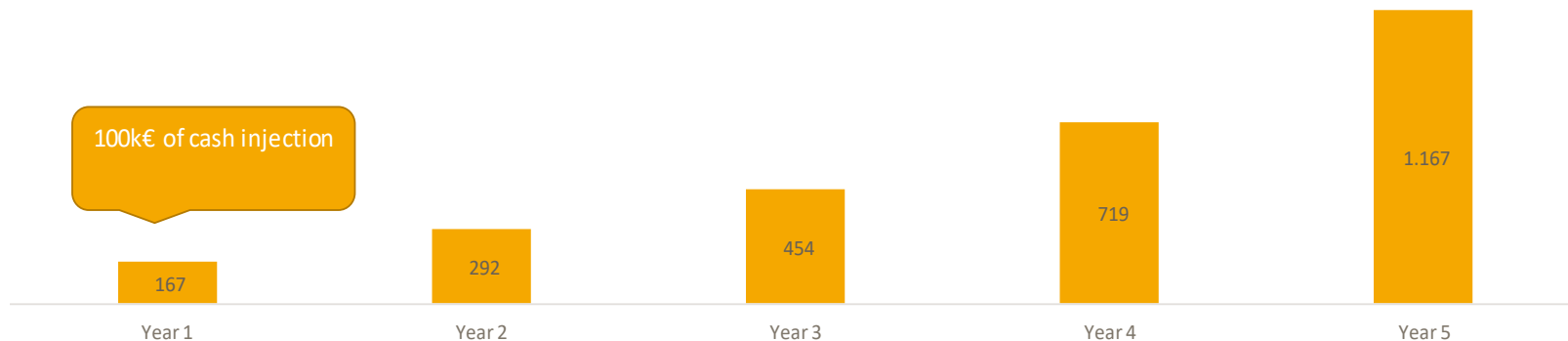


Cash in average composition



Cash available 5 years trend - Data in k€

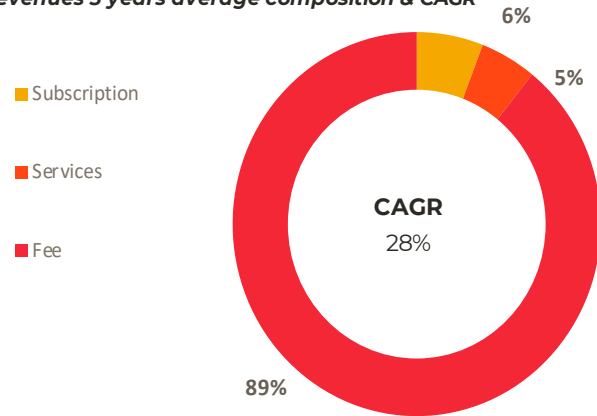
Cash flow strongly positive thanks to customer payment in advanced (At least 30gg before cash out)



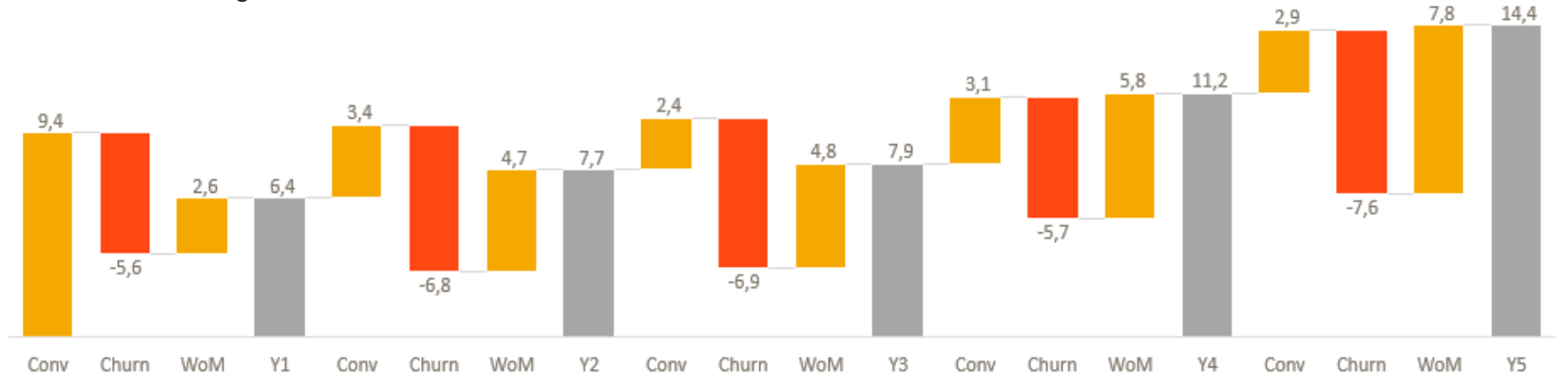
Risultati attesi

Tamatara Business KPI analysis - Plan 20-30 - 5Y Trend

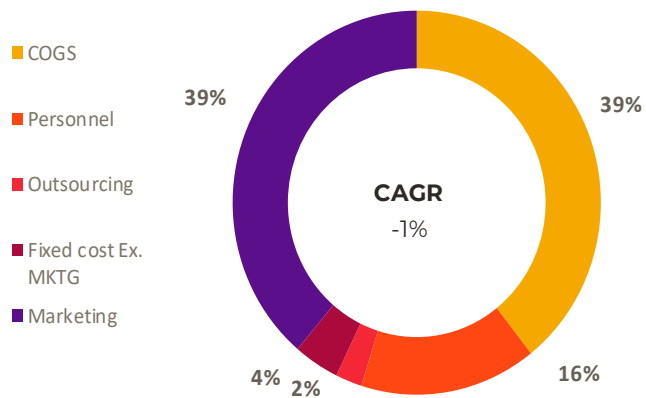
Revenues 5 years average composition & CAGR



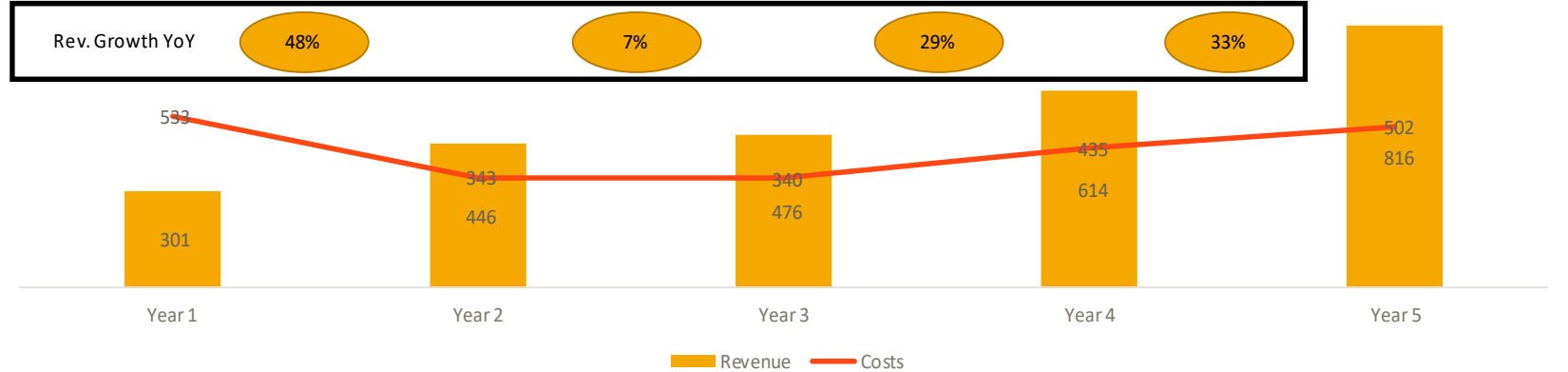
Customer reached bridge 5Y trend - Volume in k



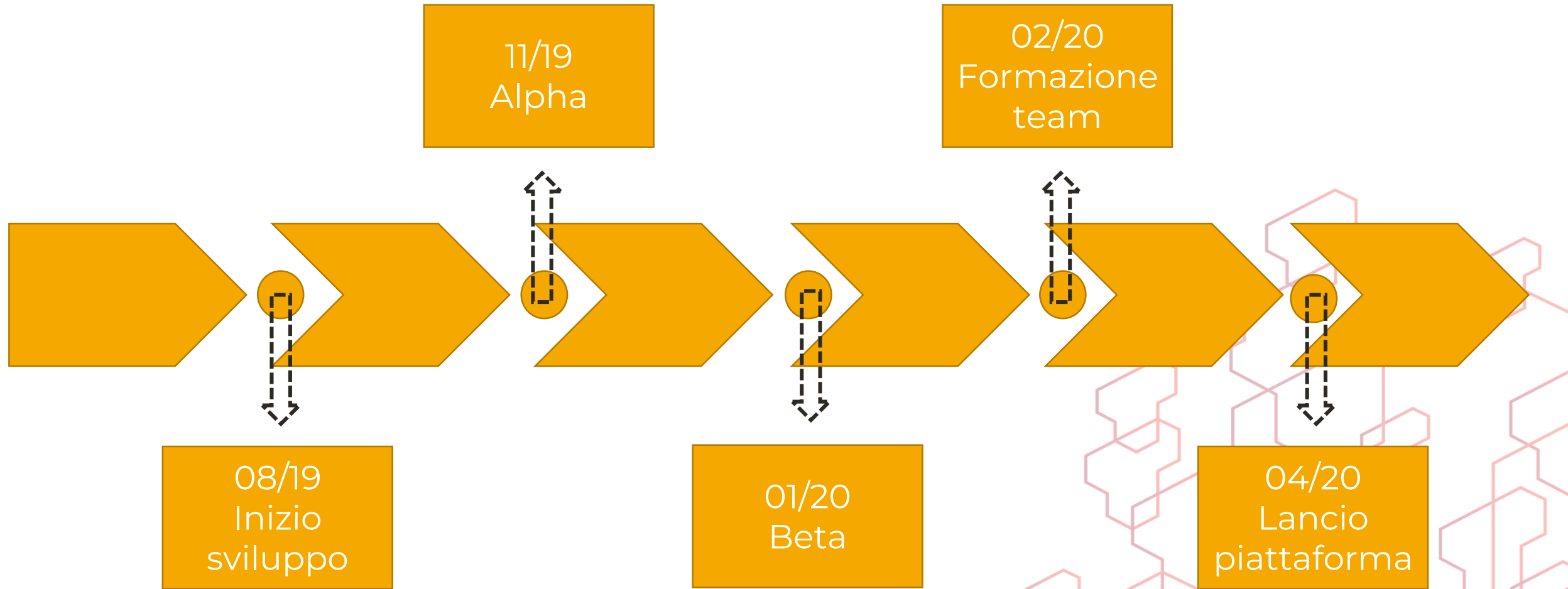
Costs 5 years average composition & CAGR



Revenues & Costs 5 years trend - Data in k€



Gantt – Go to market





Tamatarà

Tamatarà S.r.l.

347 5361766 / 331 9297912

info.tamatarà@gmail.com

tamatarà.com

Pesaro, Italy