

**BIMaking Engineering**

## **VEE - Virtual Environment Eye**

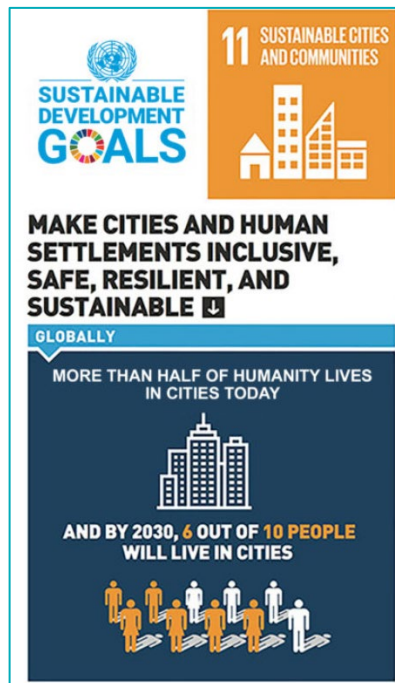
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# Digital Twins  
# Immersive Experience  
# Urban Depopulation  
# Infrastructure

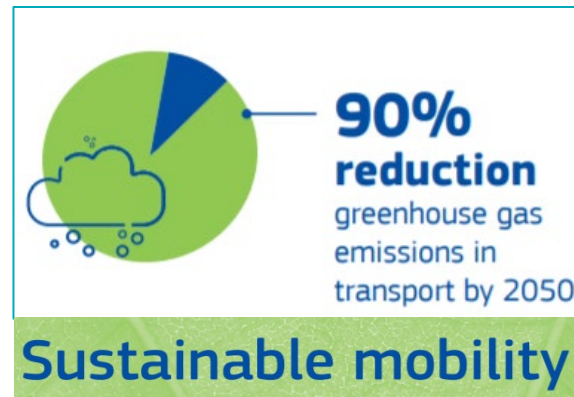
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## Actual Situation | Traction



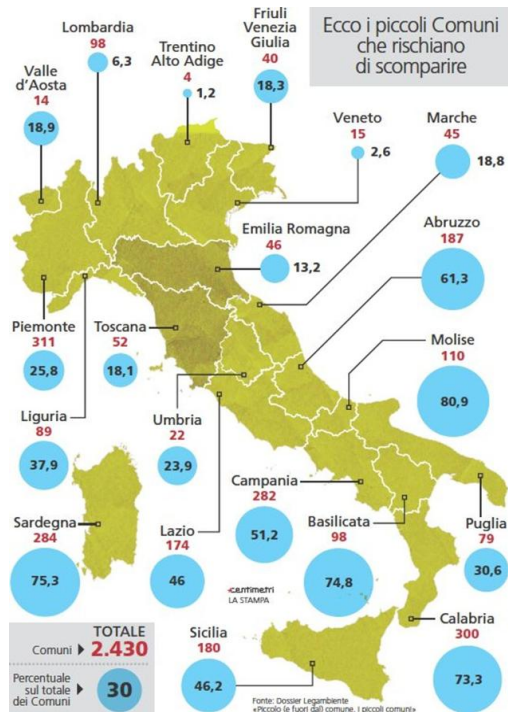
Aims to renovate 35 M inefficient buildings by 2030



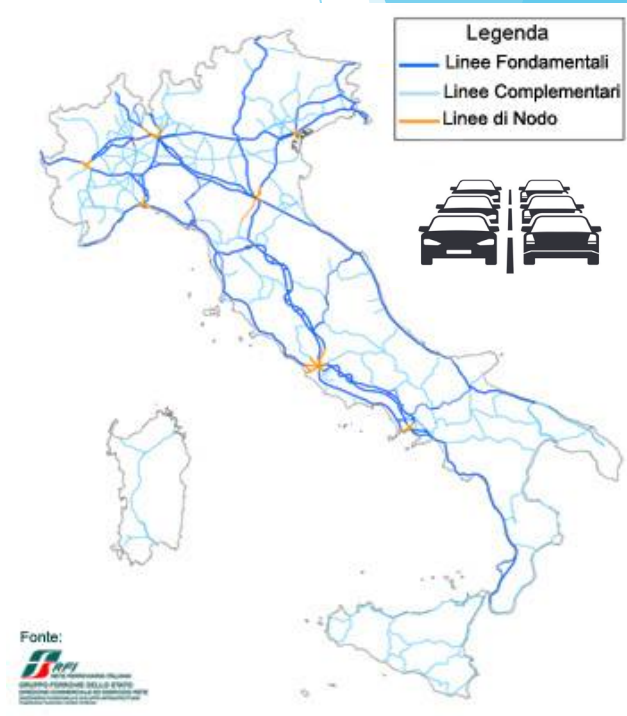
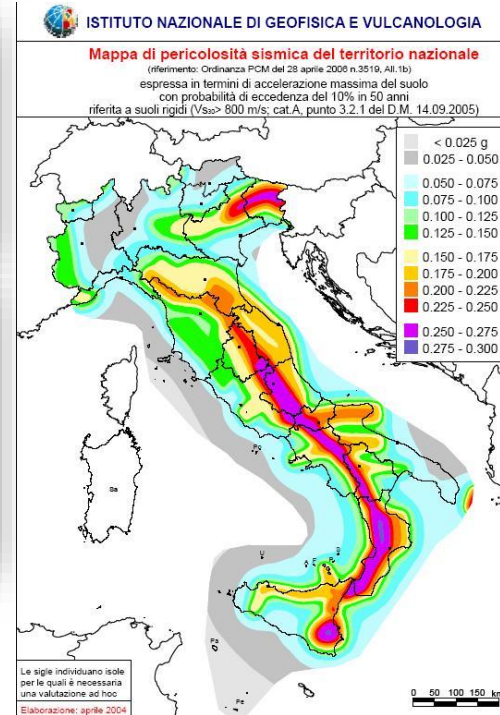
The global Digital Twin market size (2020 – 2026)



## Problem | Italy focus



**Zona 1: alta 708 comuni.**  
**Zona 2: m-alta 2.345 comuni**  
**Zona 3: m-bassa 1.560 comuni.**  
**Zona 4: bassa 3.488 comuni.**



# Ghost Town | Depopulation  
 # Natural disaster | Earthquake  
 # Transport | Due Traffic



## Solution



## What is a Digital Twin?

Digital Twins bridge the digital and physical worlds. Digital Twins are virtual replicas of buildings, infrastructure and physical assets, fully interconnected with the data in and around them that optimize project performance, and help predict and visualize future outcomes.

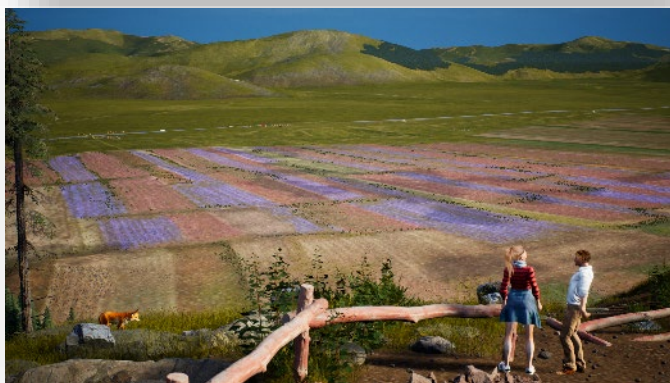
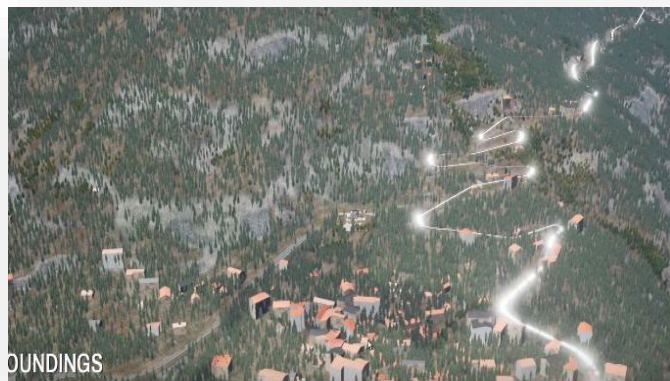
- # Data Analysis  
# Sustainability  
# XRR (eXtended Reality Review)





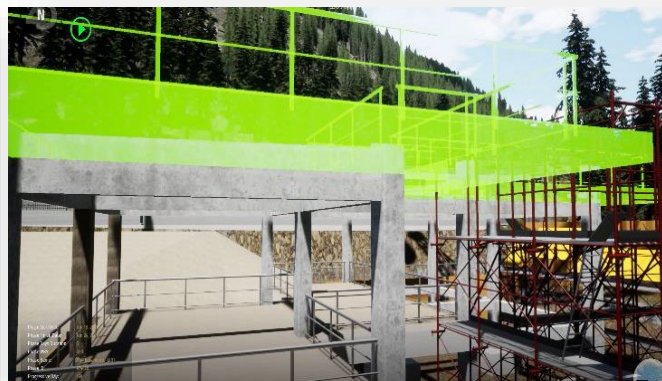
## Digital Twin | VEE Experience

VEE + G : Digital Twin for City and Landscape



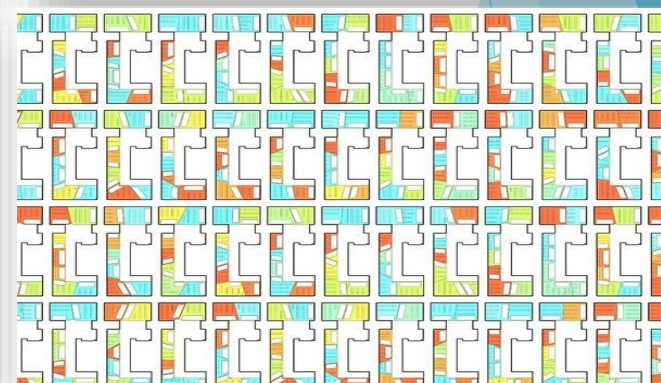
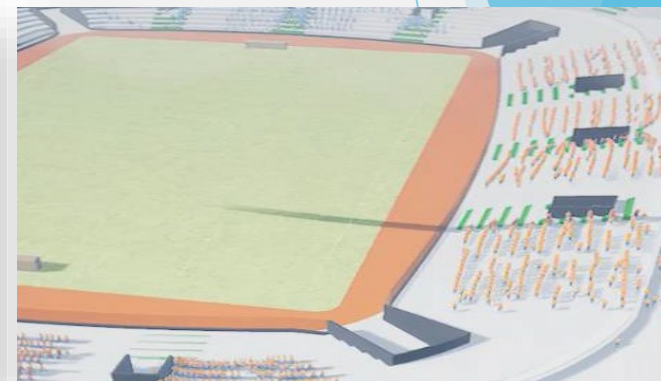
Tourism | Immersive Experience

VEE + C : Digital Twin for Construction



Buildings – O&M | Phygital Experience

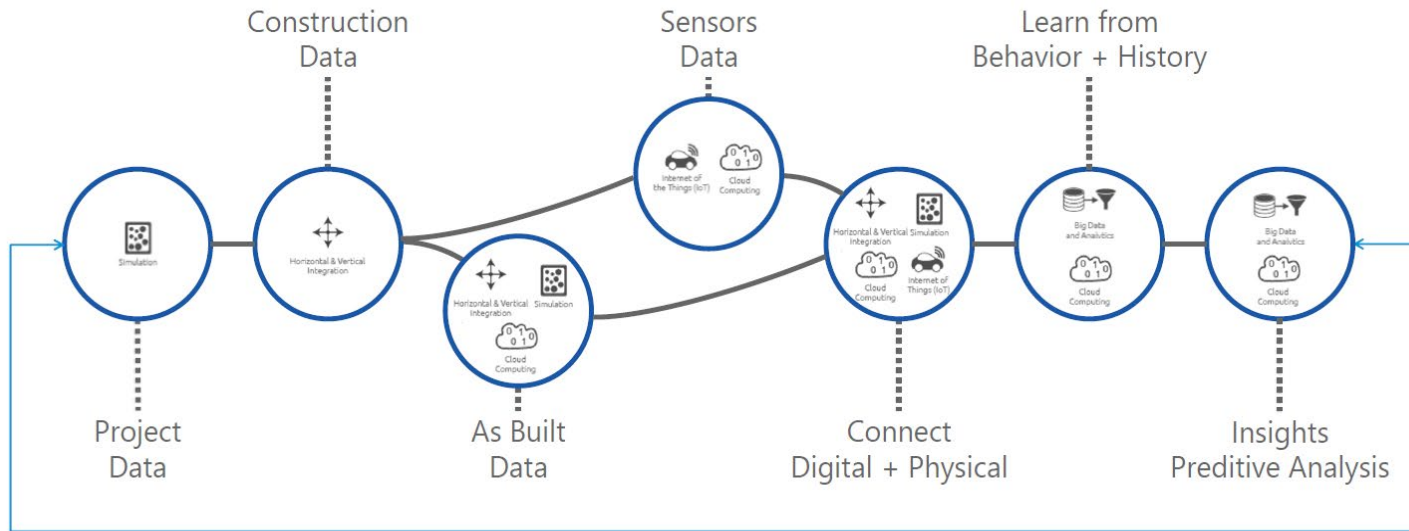
VEE + T : Digital Twin for Training



H&S | Simulation Experience



## Technology | Final Users



### How Digital Twin works?

#### Digital Twin is made for:



Architect & GC within AEC industry



Developer and Real Estate Market

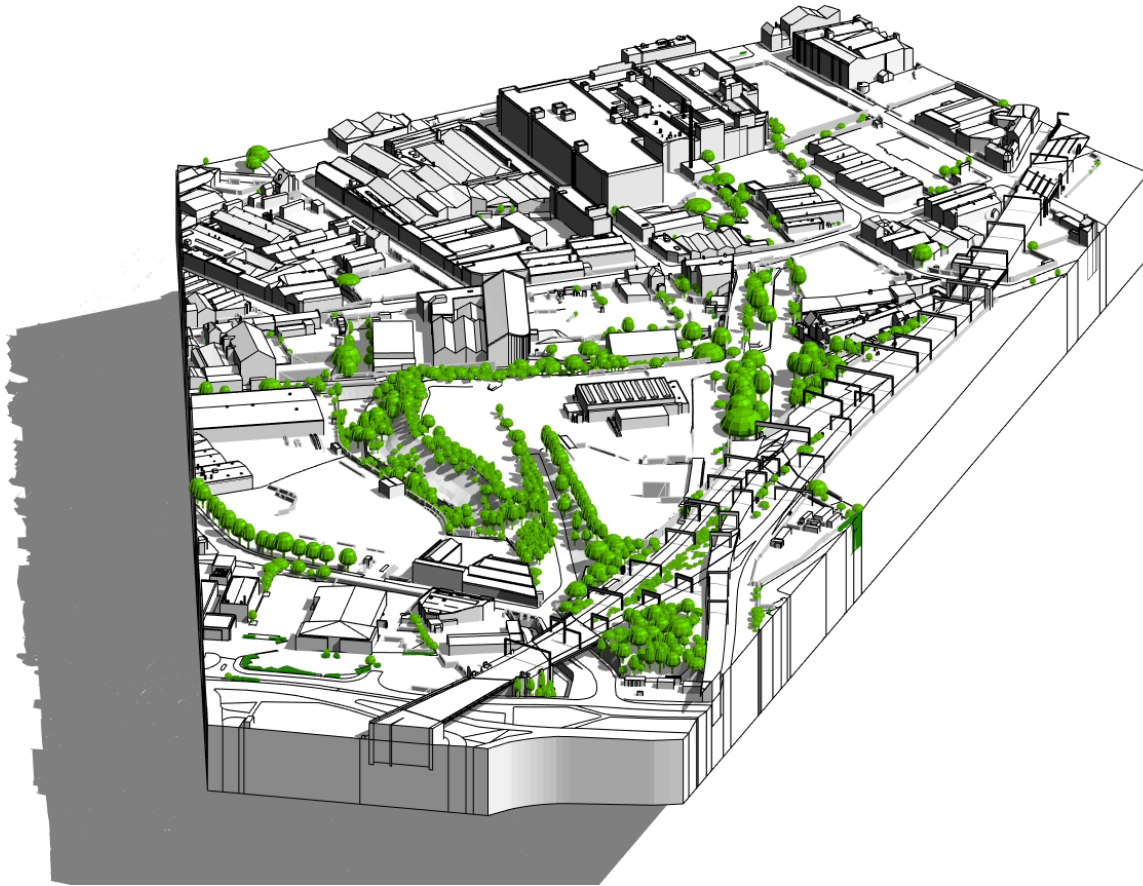


Public Sector and Private Infrastructure Investment



XR - Networking. Technicians able to work with Digital twins, IoT, AI

## TRANSPORT | Practical Example



- GIS and Territory control
- Facility Management
  - ISO 19650 / UNI 11337
  - Infrastructure
  - O&M
- Virtual Reality
  - Real time transport
  - Data Analysis
- Sustainability
  - Climate Impact



# The Market

■ Percentage Growth

FRONTEND ENGINEER

DATA ENGINEER

SECURITY ENGINEER

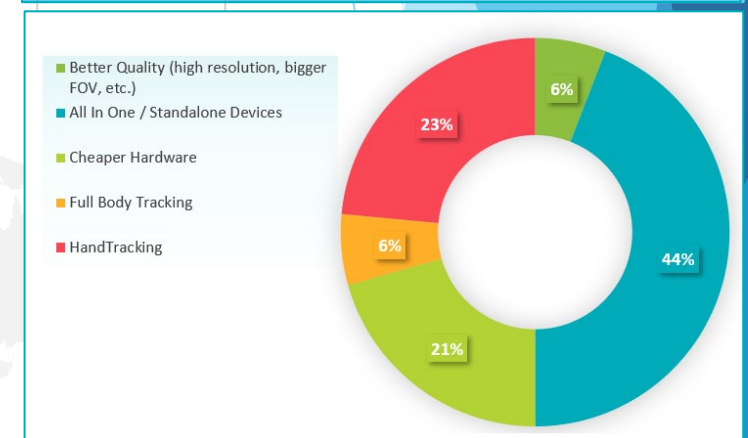
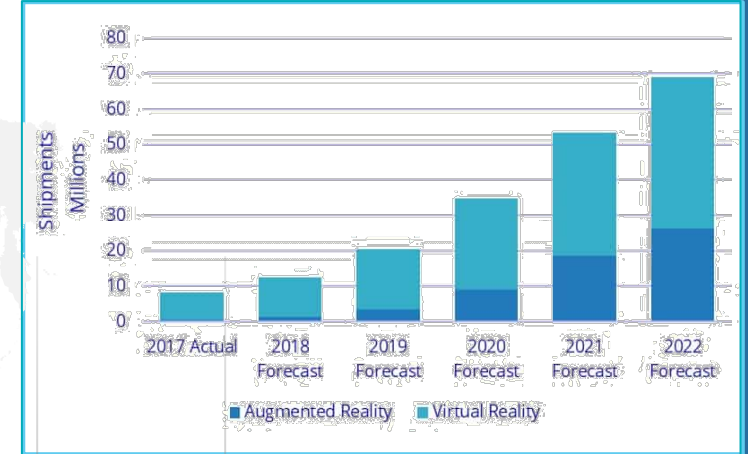
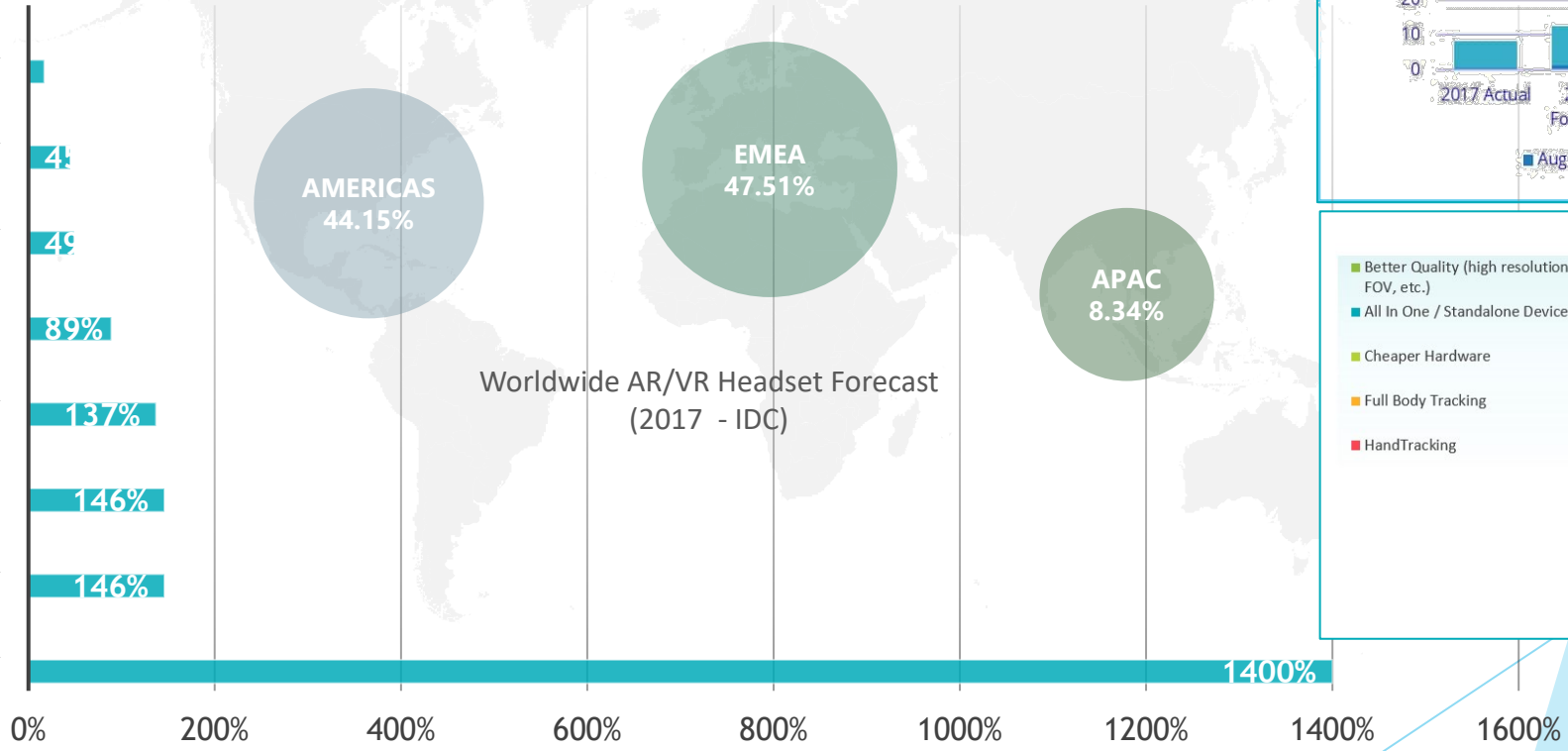
MACHINE LEARNING  
ENGINEER

SEARCH ENGINEER

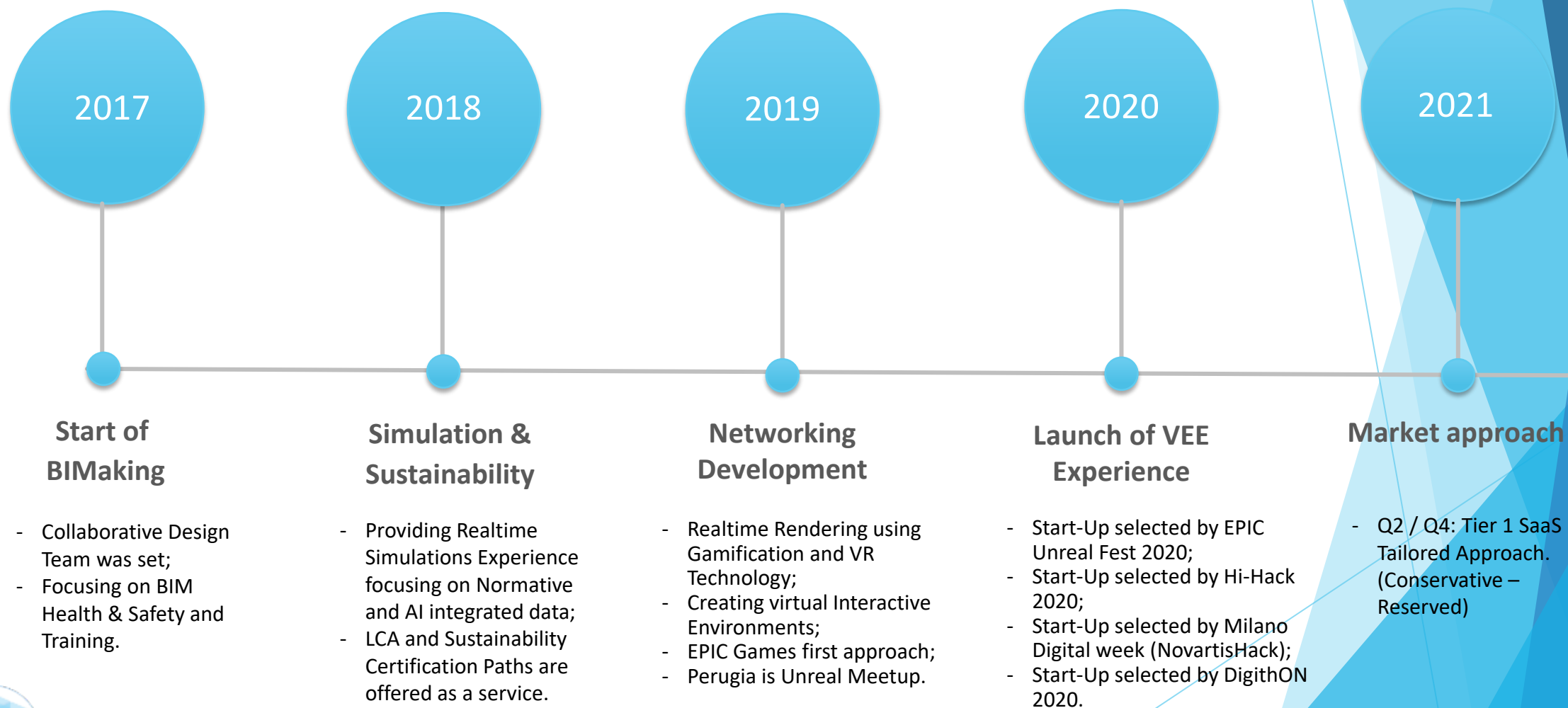
COMPUTER VISION  
ENGINEER

GAMING ENGINEER

AR/VR ENGINEER



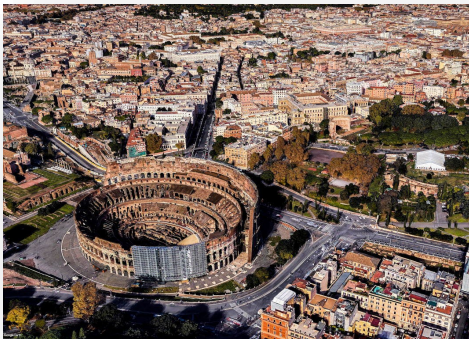
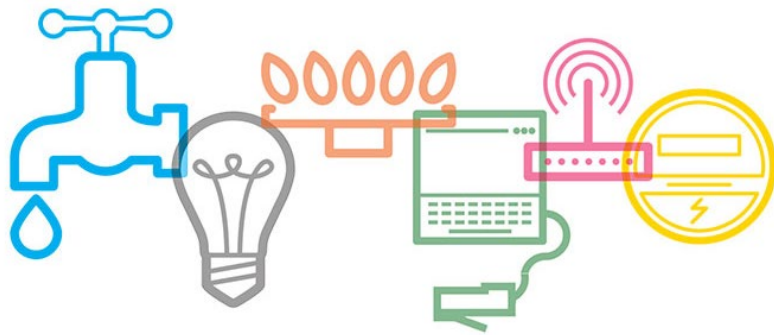
## Principal Milestones



## Business Model

### SaaS Platform (Software as a Service)

#### Tailored Package



#### Subscription

##### Monthly

##### Annual

Tier 1 – Major Cities: e.g. Milano, Roma, Torino

€ 325

€ 3,000

Tier 2 – Big Cities: e.g. Bari, Firenze, Napoli

€ 275

€ 2,500

Tier 3 – Important Cities: e.g. Perugia, Pisa, Siena

€ 225

€ 2,000





**Tier 1**

**Europe 50+**

**Tier 2**

**Europe 100+**

**Tier 3**

**Europe 500+**

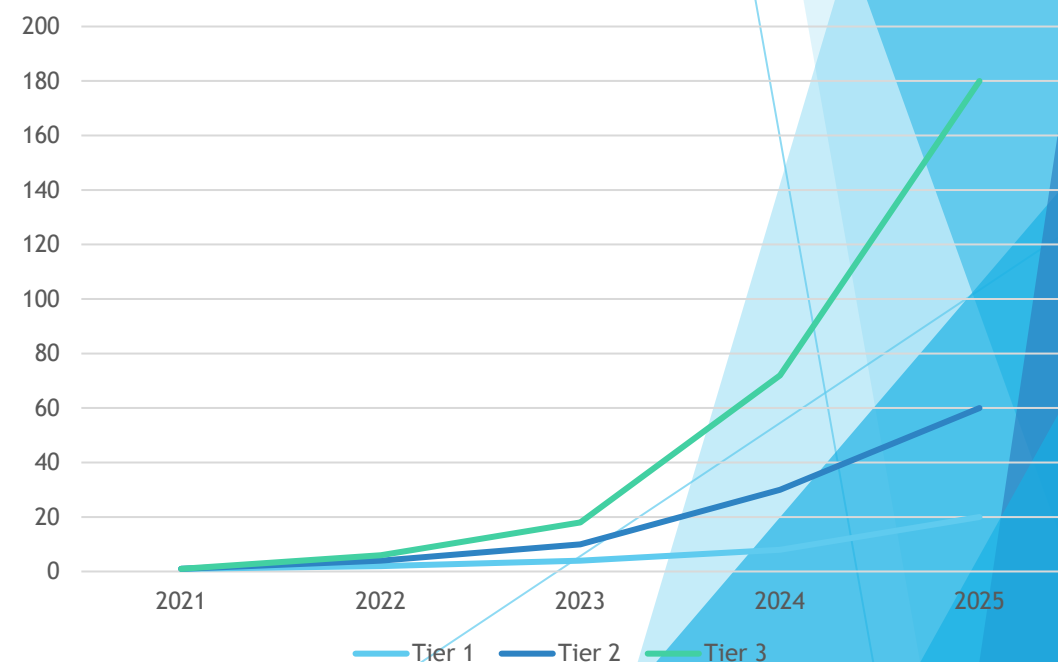
USA, China, India, Africa, Middle East  
Significantly underserved.

## Growth



	2021	2022	2023	2024	2025
<b>Tier 1</b>	€3.000	€6.000	€12.000	€24.000	€60.000
<b>Tier 2</b>	€2.500	€10.000	€25.000	€75.000	€150.000
<b>Tier 3</b>	€2.000	€12.000	€36.000	€144.000	€360.000
<b>Sub-total</b>	€7.500	€28.000	€73.000	€243.000	€570.000
<b>Utilities</b>	€5.000	€15.000	€50.000	€150.000	€500.000
<b>Mobility</b>	€10.000	€20.000	€50.000	€150.000	€500.000
<b>Sub-total</b>	€15.000	€35.000	€100.000	€300.000	€1.000.000
<b>Gaming</b>	€50.000	€100.000	€200.000	€500.000	€1.000.000
<b>Total (EUR)</b>	€72.500	€163.000	€373.000	€1.043.000	€2.570.000

## Market Penetration



## BIMaking | Team



**Francesco CAPPILLI**  
**Founder and**  
**Chief Executive Officer**

Msc. Environmental Engineer

XR Director | HSE Manager



**Lorenzo PIERINI**  
**Chief Operating Officer**  
**Head of Business Development**

Mba. Senior Architect

Sustainability | Natural Disaster



**Francesco MINIATI**  
**Chief Technology Officer**  
**Director of Architecture**

March. Architect

Urban Designer | XR Specialist



**Mohamed SAMEH**  
**Chief Investment Officer**  
**Head of Investor Relations**

PhD. Industrial Engineering

City Advisor | Infrastructure Investment



A Digital Twin model of entire Italian territory could be easily developed by BIMaking.  
Our XR-Network is ready to bring your business to the next AI - IT era.

