

# Global Platform

AI-based Digital Twin Solution for Flood  
Risk Intelligence in Urban Areas

<https://saferplaces.co>

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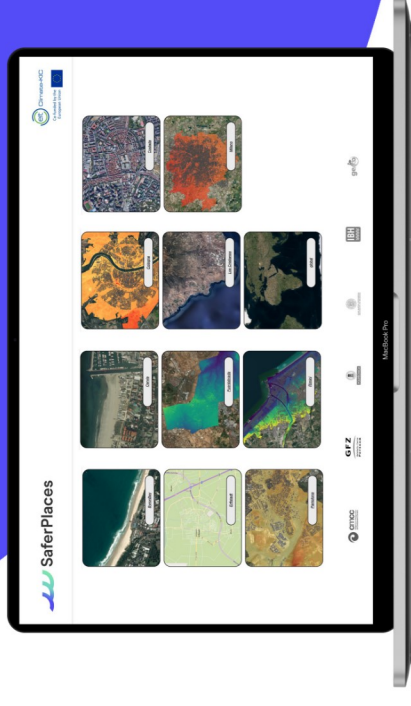
Co-funded by the  
European Union

# UFO

Emerging Industries New Value Chains  
Boosted by Small Flying Objects

# Our Story

- **Funded by EIT-ClimateKIC for a 3 years R&D project with 1,8M Euro Investment (Co-funded rate 40%)**
- **We have a TRL7 Operative On-Line Prototype**
  - More than 10 Pilots Studies
  - Global Version ON-LINE
  - 300 Active/Registered Users in 2021 – 1500 active sessions in 2021
- **TAM > 300M euro**
- **Sale Pipeline in 5 years 10+M Euro**
- **Global Market Leader in Urban Flood Risk Intelligence in 5y**



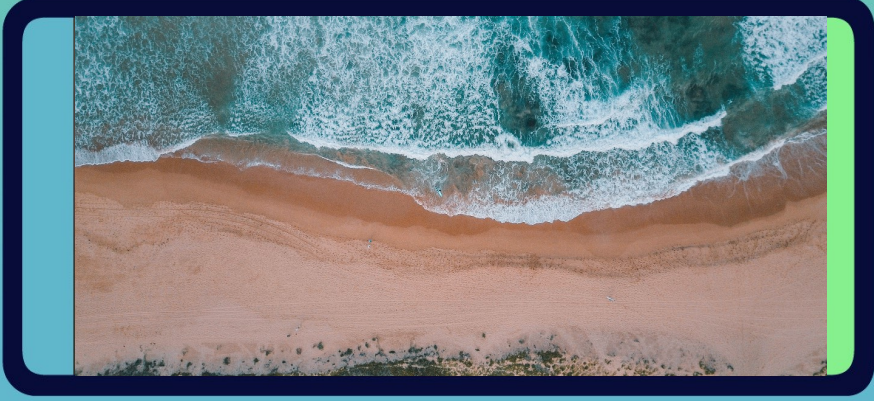
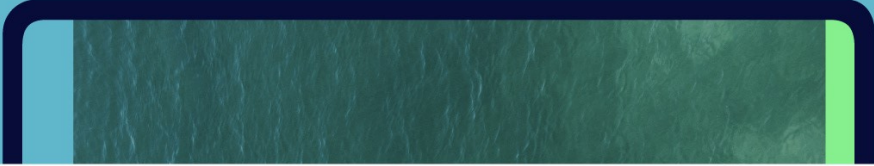
## Our Partners





# The challenge

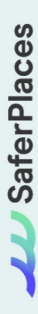
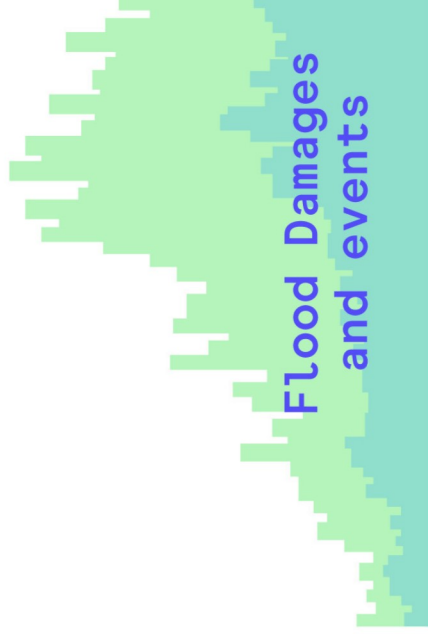
Facing Urban Flood Worldwide  
Needs  
Gaps





THE CHALLENGE

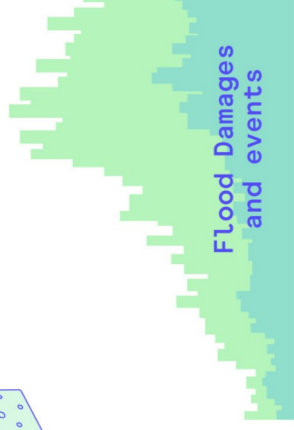
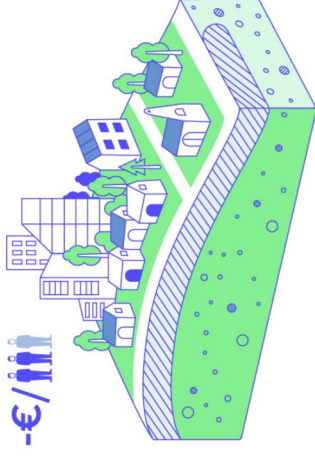
## Facing Urban Flood Worldwide



- Natural Disaster and Flood Damages are increasing in our cities  
1 trillion USD

THE CHALLENGE

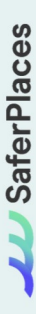
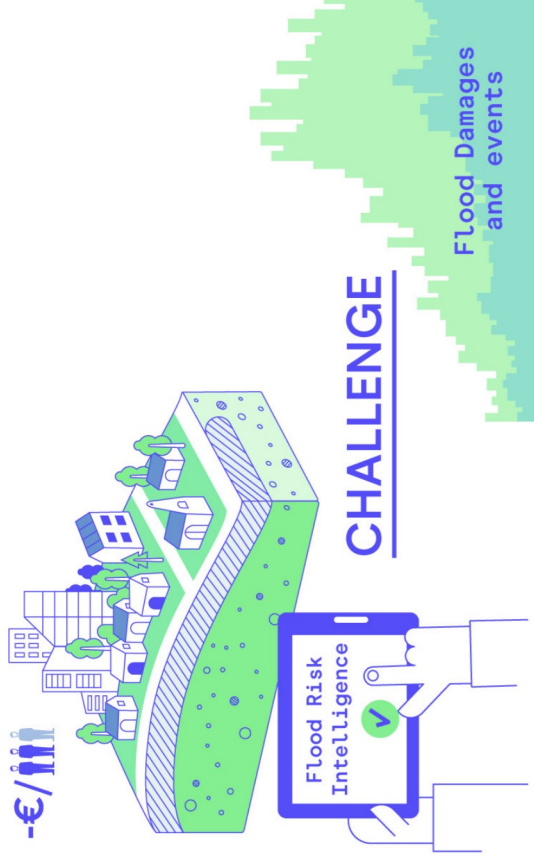
# Facing Urban Flood Worldwide



- Will you be prepared for the next flood in Your city?

THE CHALLENGE

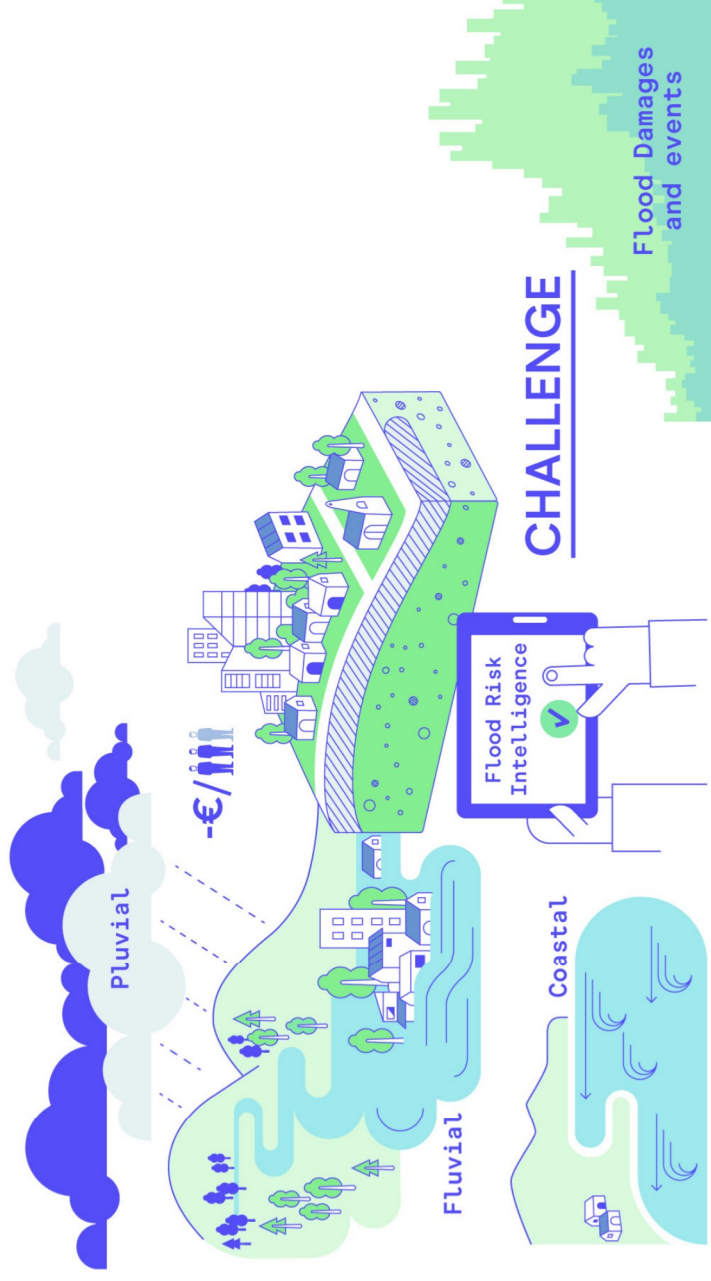
# Facing Urban Flood Worldwide



- Multiple Stakeholders and Customers need appropriate flood risk intelligence



# Facing Urban Flood Worldwide



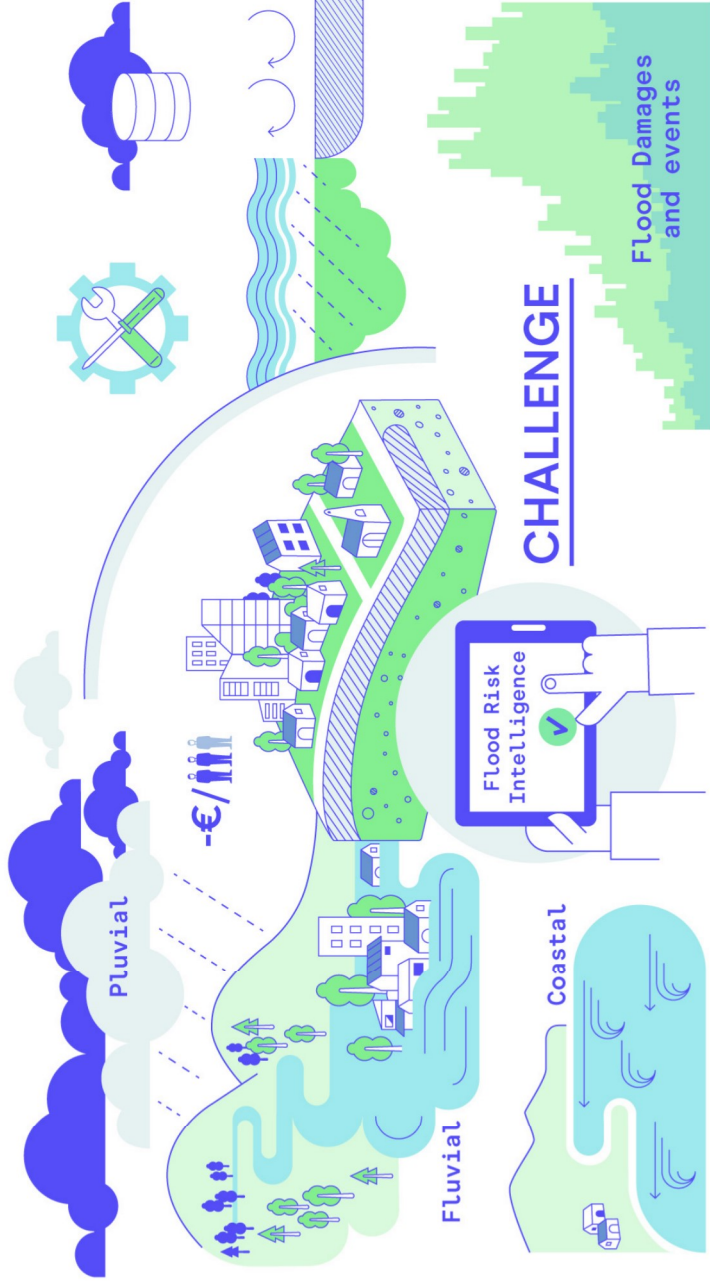
— 3 types of floods

Hazards

- Pluvial
- Fluvial
- Coastal

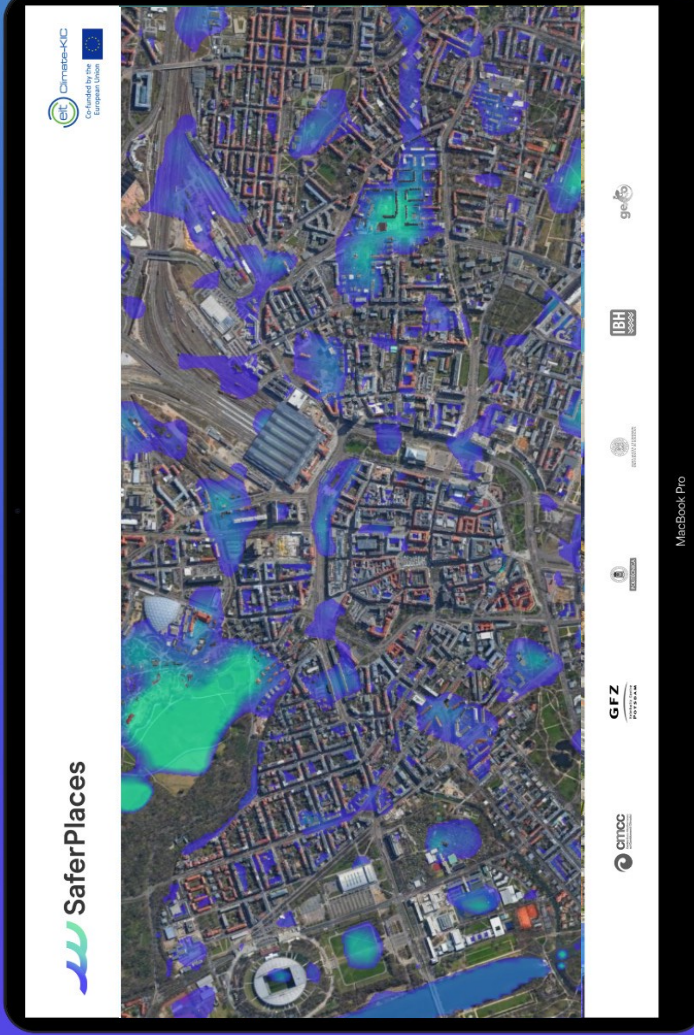
THE CHALLENGE

# Facing Urban Flood Worldwide



- Build preparedness and climate resilience to protect assets and reduce damages

# The solution

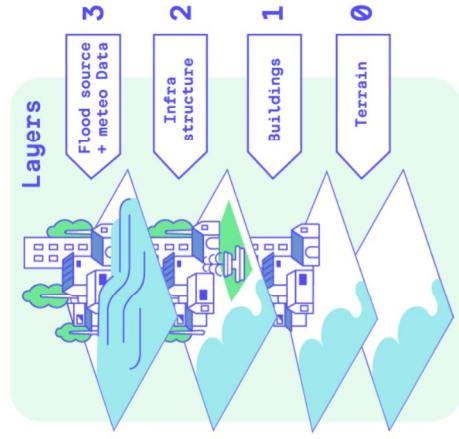
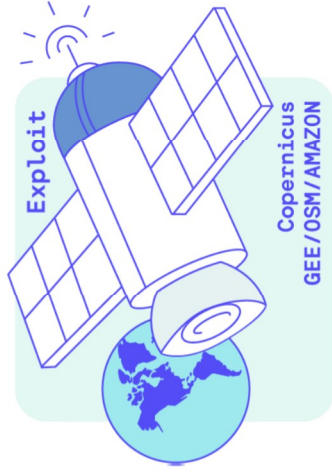


Digital Twin Solution



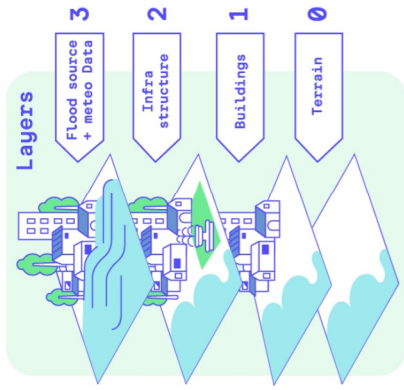
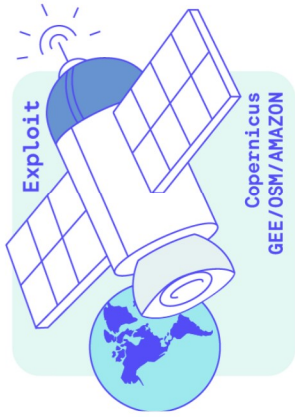
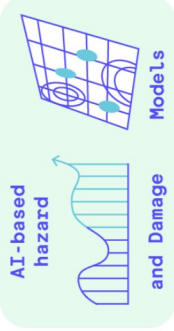
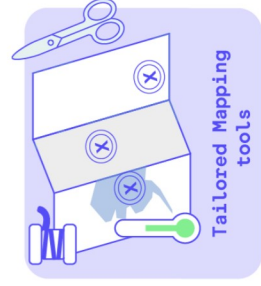
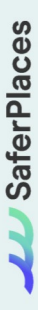
THE SOLUTION

# A Digital Twin for Urban Flooding



THE SOLUTION

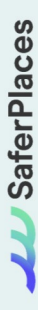
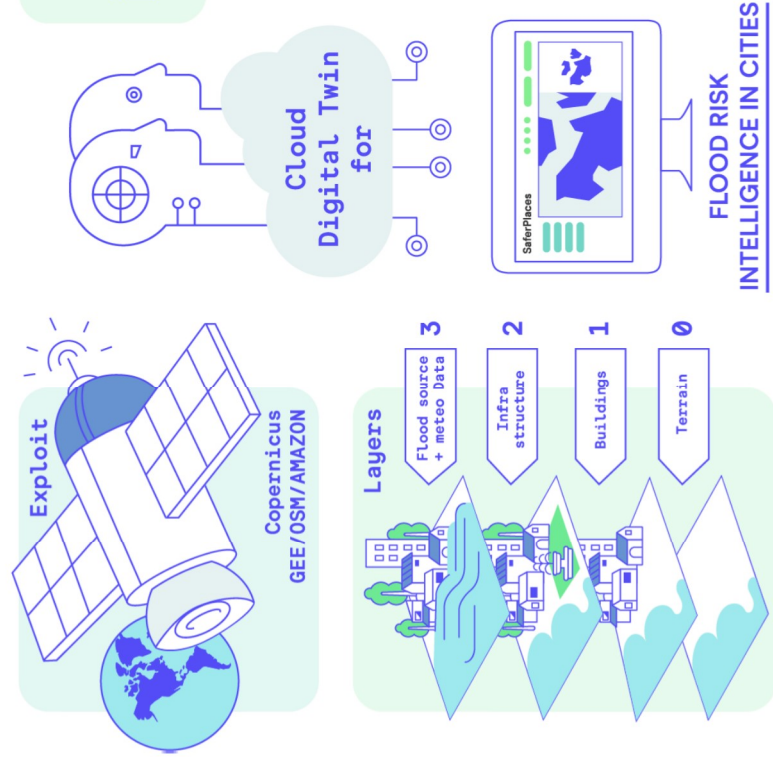
# A Digital Twin for Urban Flooding



- Innovative and fast AI and physical-based flood hazard and damage models tailored for urban areas

THE SOLUTION

# A Digital Twin for Urban Flooding

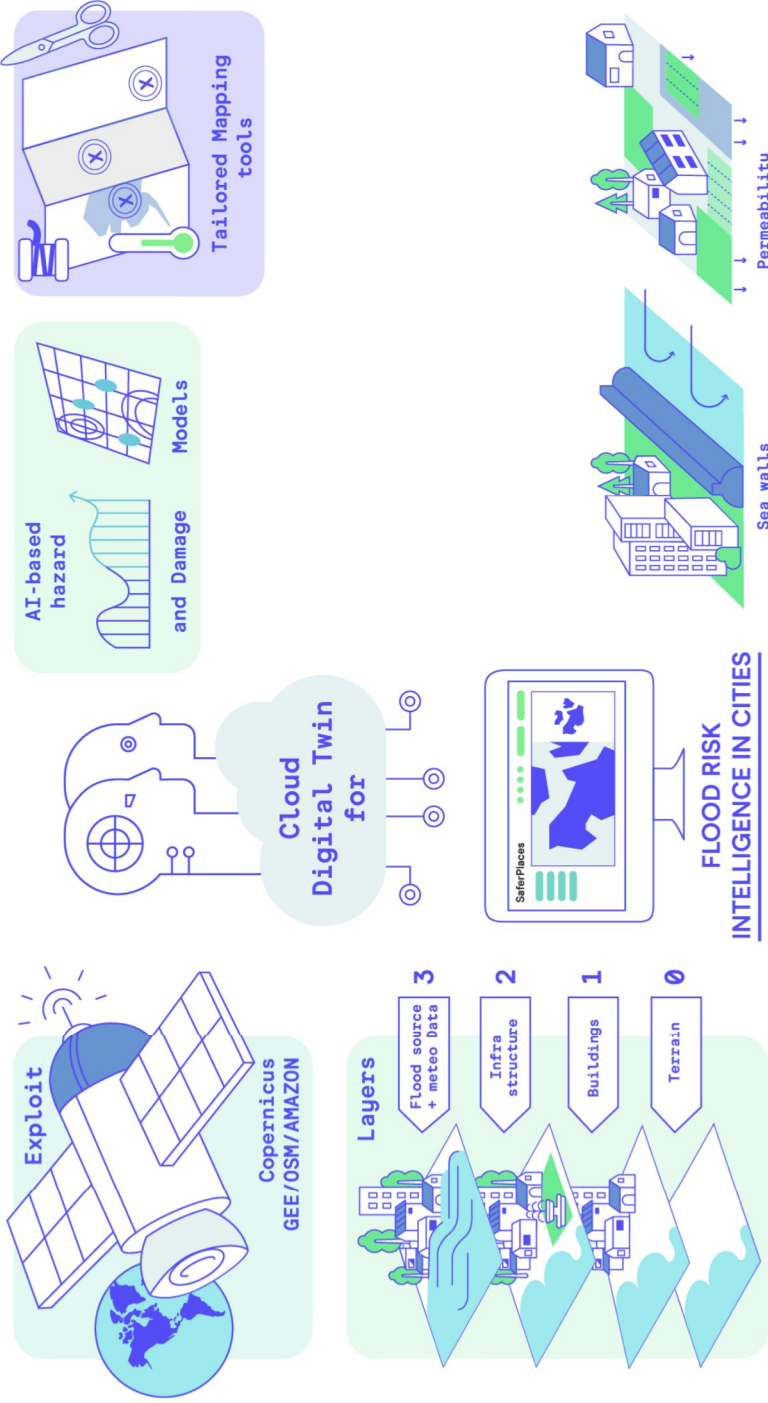
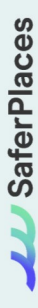


- Cloud Based Digital Twin for flood risk intelligence



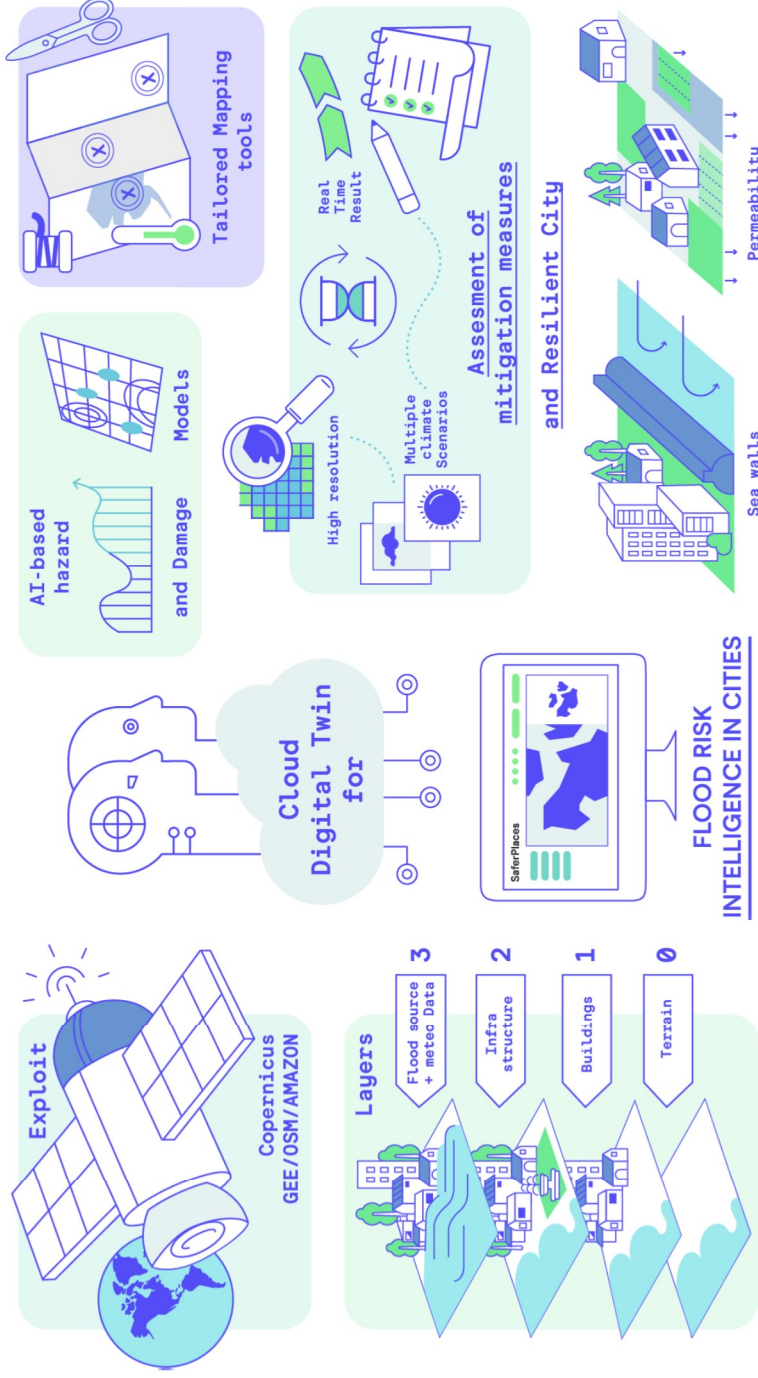
THE SOLUTION

# A Digital Twin for Urban Flooding



— Resilience and Mitigation Models for disaster risk reduction and urban resilience planning

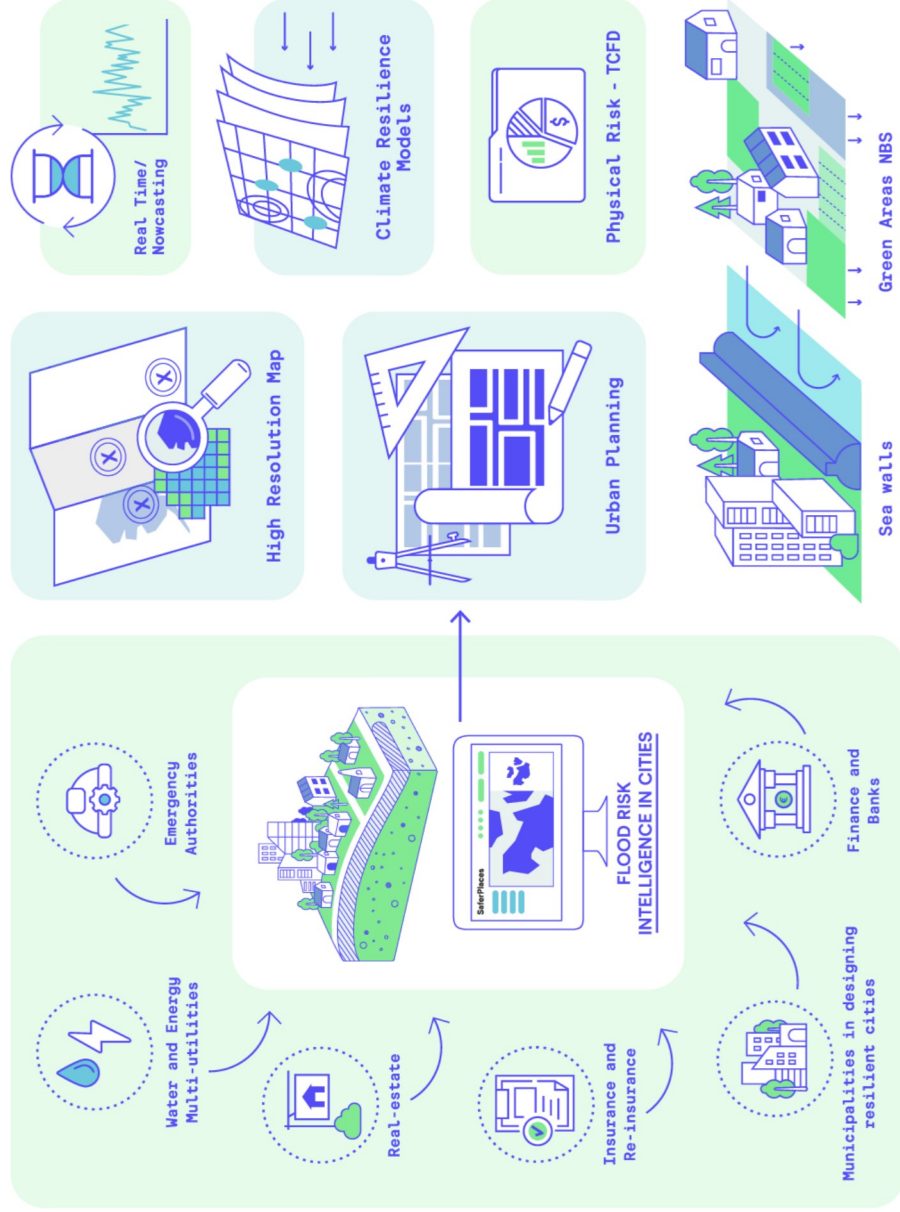
# A Digital Twin for Urban Flooding



- What can SaferPlaces do?
  - Deploy cost-effective flood risk data at parcel level with global coverage
  - Support Design of adaptation and mitigation strategies for a resilient city
  - Support flood risk early warning

THE SOLUTION

# Users and Solutions





Live Demo

[saferplaces.co](http://saferplaces.co)

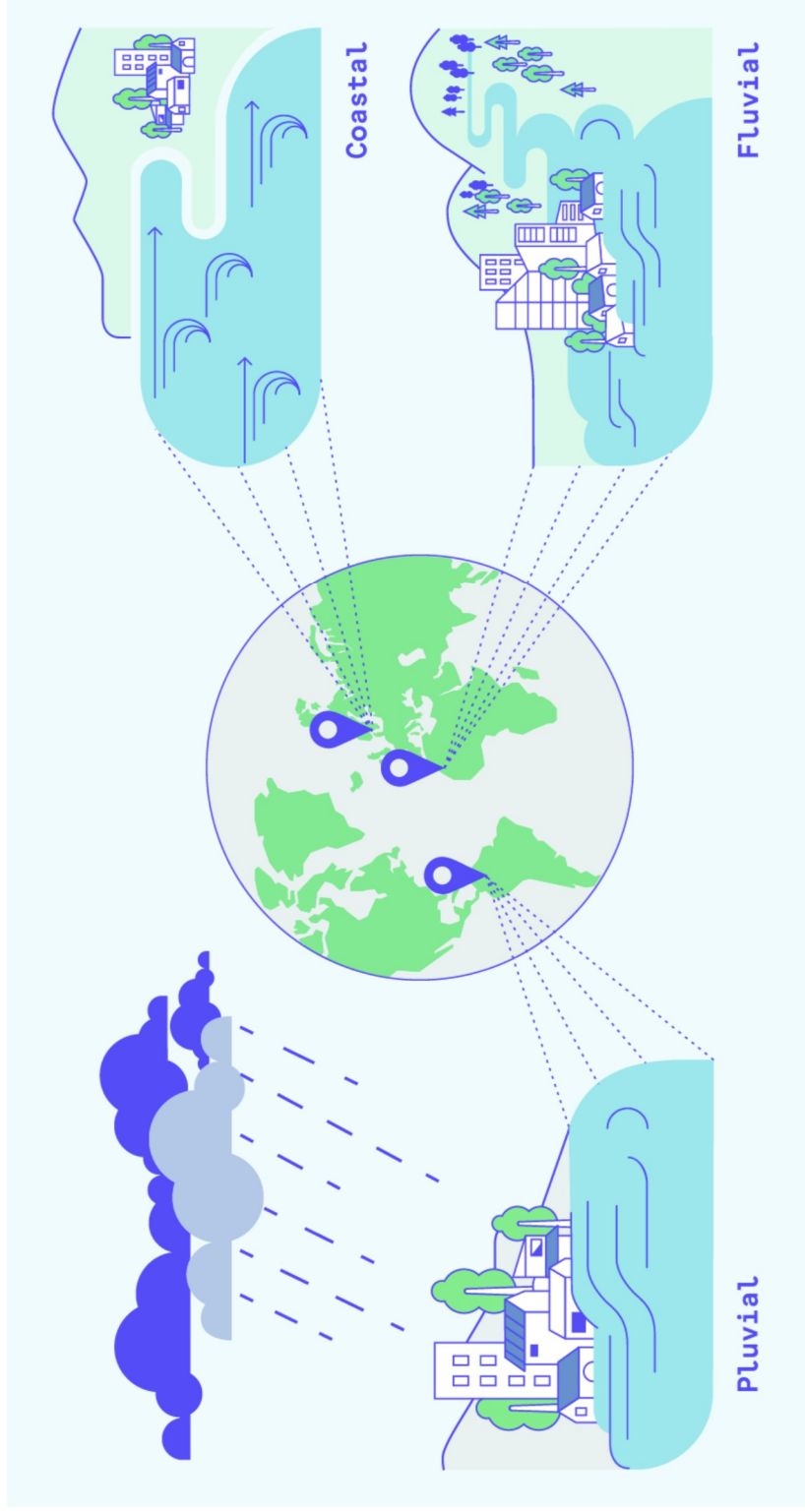
Book a Demo

Live Demo

 SaferPlaces



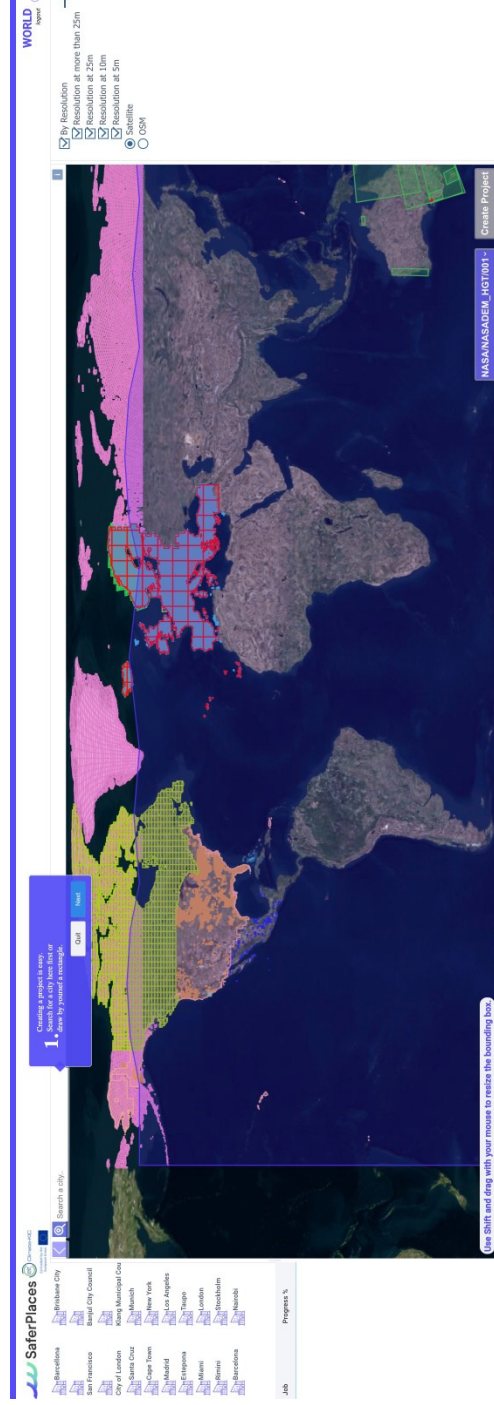
# Global Coverage



# Global Coverage – Activate in 4 Steps

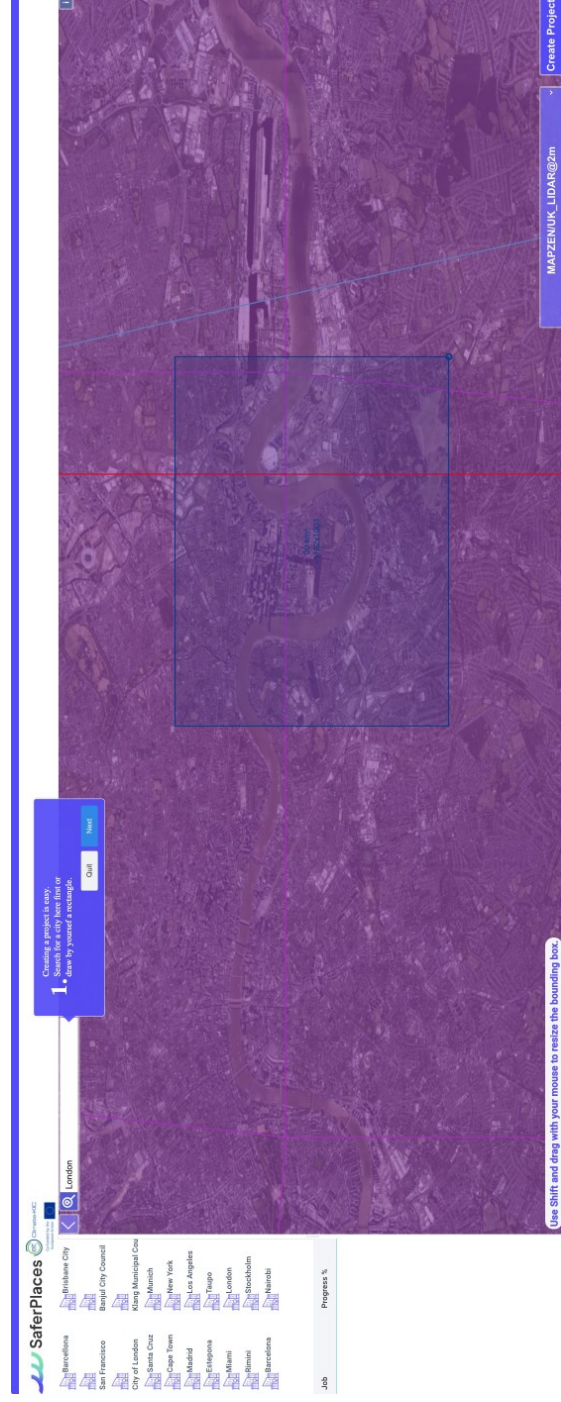
1 – check the available

Global Coverage and Spatial Resolution



# Global Coverage – Activate in 4 Steps

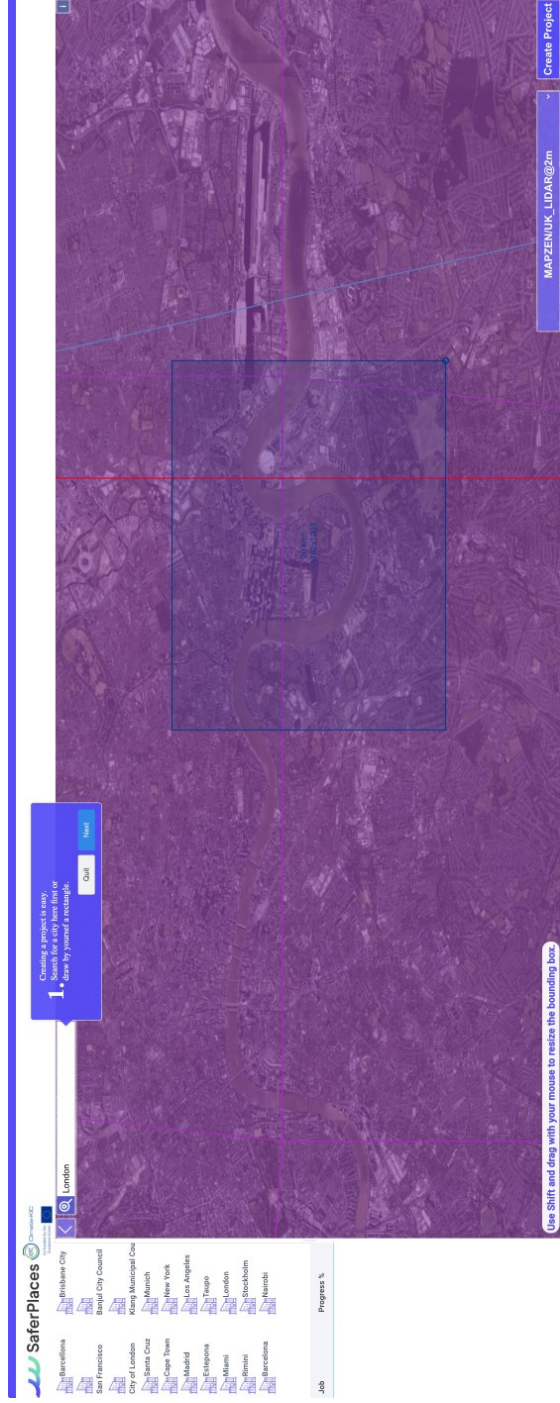
2 – Select the City and the AOI





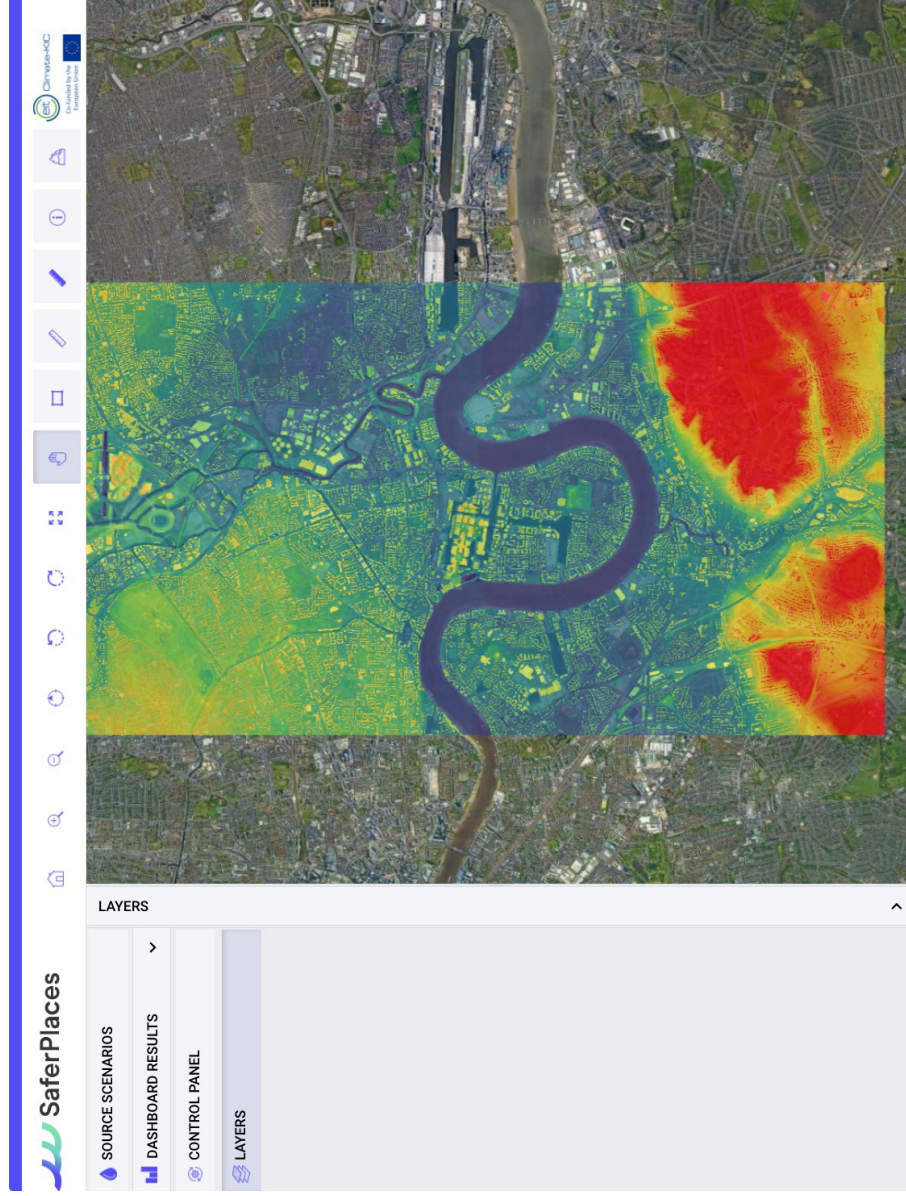
# Global Coverage – Activate in 4 Steps

3 – Select the available DEM data or upload your data

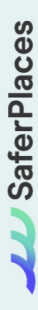




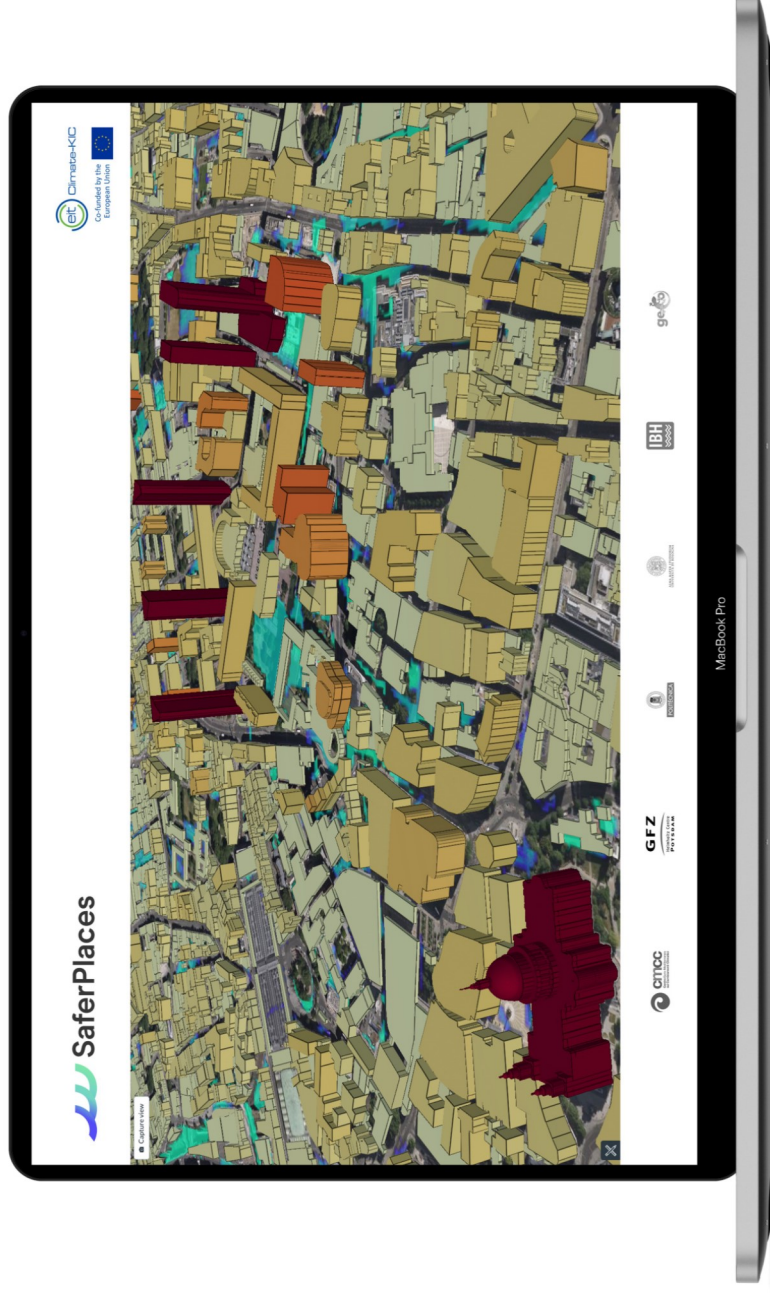
# Global Coverage – Activate in 4 Steps



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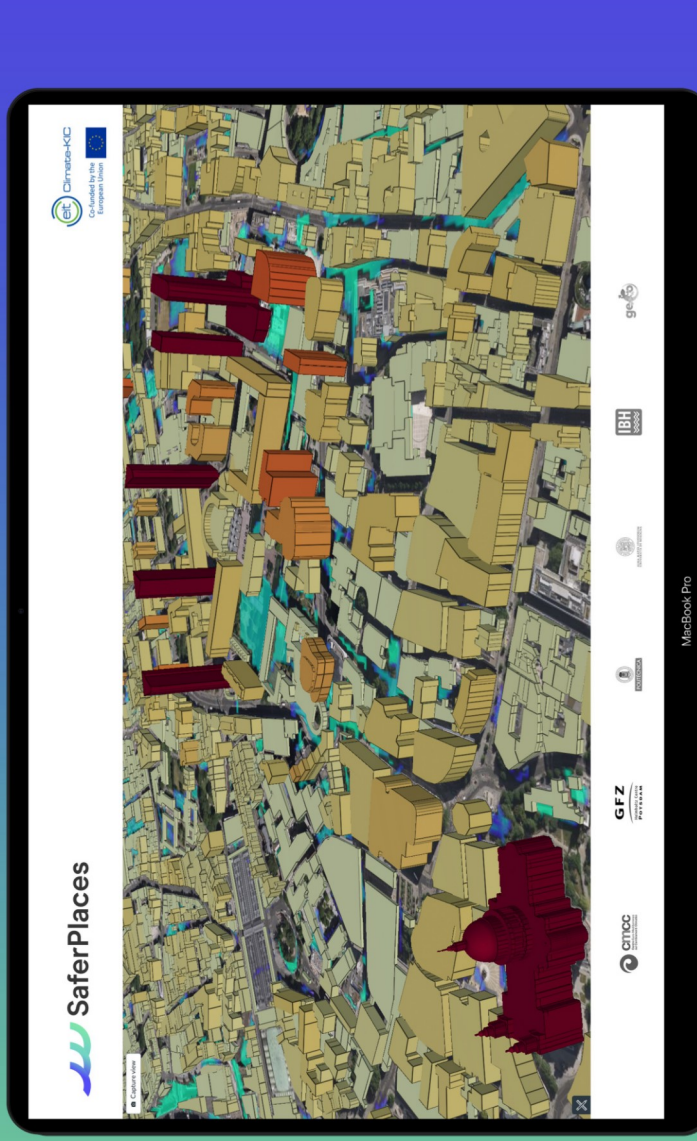


4 – Create the Digital Twin  
of the City for Flood Risk  
Intelligence



# The Business Model

- Solutions and competitors
- Customer & Early Adopters
- Scalable Business Model
- Transparent Pricing Strategy
- Market size
- Investment
- Roadmap
- Forecasted



## Scalable Business Model

### SaaS - Software as a Service

- Activation fee – price per square km and spatial resolution
- Annual Subscription: unlimited use of the cloud platform with all the functionalities (climate forecast, mitigation measure assessment, flood hazard/damage...)

### DaaS – Data as a Service

- One Time Data and Flood Hazard/ Risk Maps Deployment API or GeoTIFF Download)
- Price per square km depending on spatial resolution and number of selected scenarios



## Transparent Pricing Strategy

Pixel Res.	SaaS/DaaS Activation / on-demand	SaaS – Annual Fee
1-5 m	Hyper Resolution 25-50 euro/km <sup>2</sup>	Hyper Resolution 15-20 euro/km <sup>2</sup> year
5-10 m	Super Resolution 10-25 euro/km <sup>2</sup>	Super Resolution 5-15 euro/km <sup>2</sup> year
10-30 m	High Resolution 5-10 euro/km <sup>2</sup>	High Resolution 3-5 euro/km <sup>2</sup> year

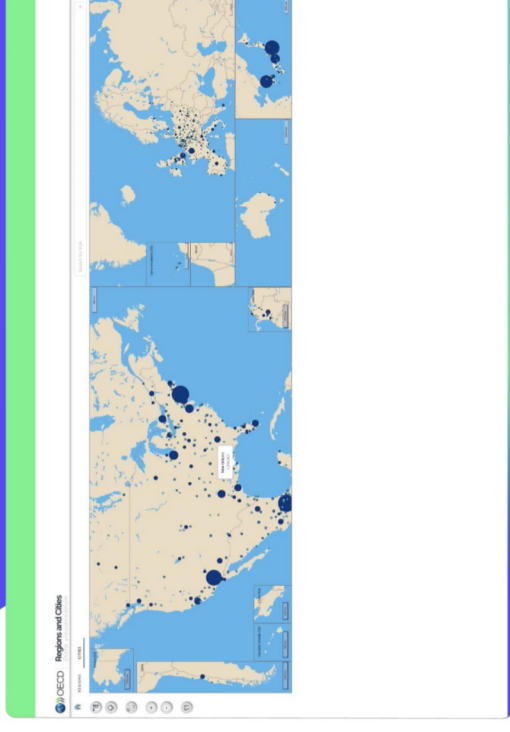
Prices Ranges are depending on Flood Hazard and Damage Modules Activated

For Wide and Large Areas please inquire for tailored pricing strategy



## TAM Market Size - OECD

- **Target customer**
  - Cities and Local Authorities
  - Urban and Climate Resilience planner
- **Target market – European cities**
  - More than 35000 Functional Urban Areas in EU
- **TAM OECD Market**
  - Activation Fees (20 euro/Km2) – Daas – 250 Meuro
  - Annual Sub. (5 euro/Km2-year) – Saas – 50 Meuro/year



# Investment utilization – Series a funding

## – Target customer

- Cities and Local Authorities, Urban and Climate Resilience planners
- Energy and Water Multi Utility Companies
- Finance and Real Estate Insurance and Re-insurance
- Civil Protection and Early Warning Authorities

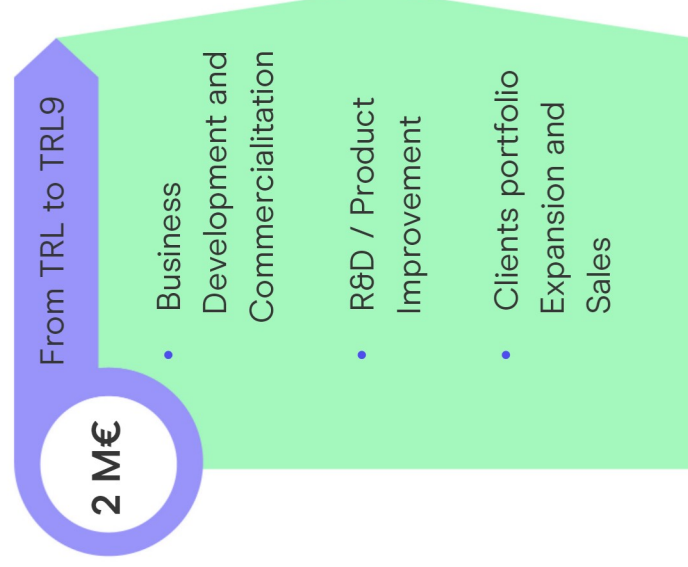
## – Target market

EU and OECD countries (+ Global demo)

**TAM >300M Euro**

**SAM = 100-200 M Euro**

**SOM = 25-50 M Euro**



## – TRL8

- Continuous technical development of the Platform and data acquisition
- Expand the team (sales personnel, data scientist, IT developer, Product Leader to +6 FTE)
- Commercial and business strategy development
- Clients acquisition activities

## – TRL9

- Support our expanding clients portfolio
- Expand the team further
- Consolidate R&D
- Expand Team +5FTE

# Target Round RoadMap

◆ SaferPlaces TRL 7      ◆ SaferPlaces TRL 8      ◆ SaferPlaces TRL 9

2022

2023

2024



◆ TARGET ROUND –SERIES A  
1 M - EUR

◆ TARGET ROUND –SERIES A  
Investment 1 M - EUR

◆ 1M euro  
Net Profit TARGET

R&D Technical improvement

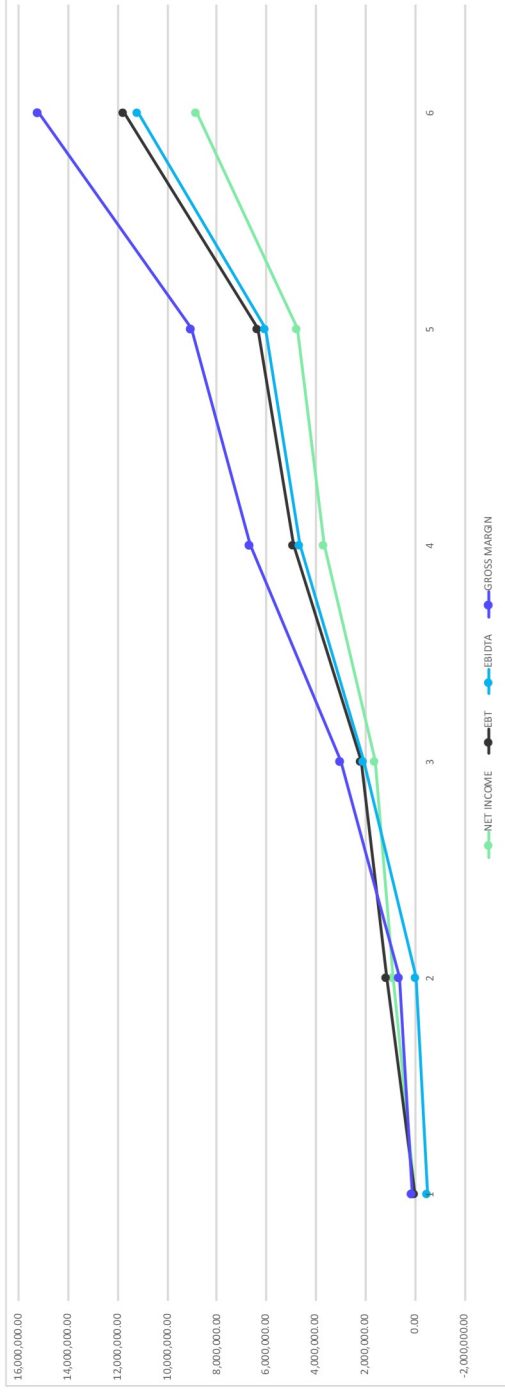
Business development

Client acquisition



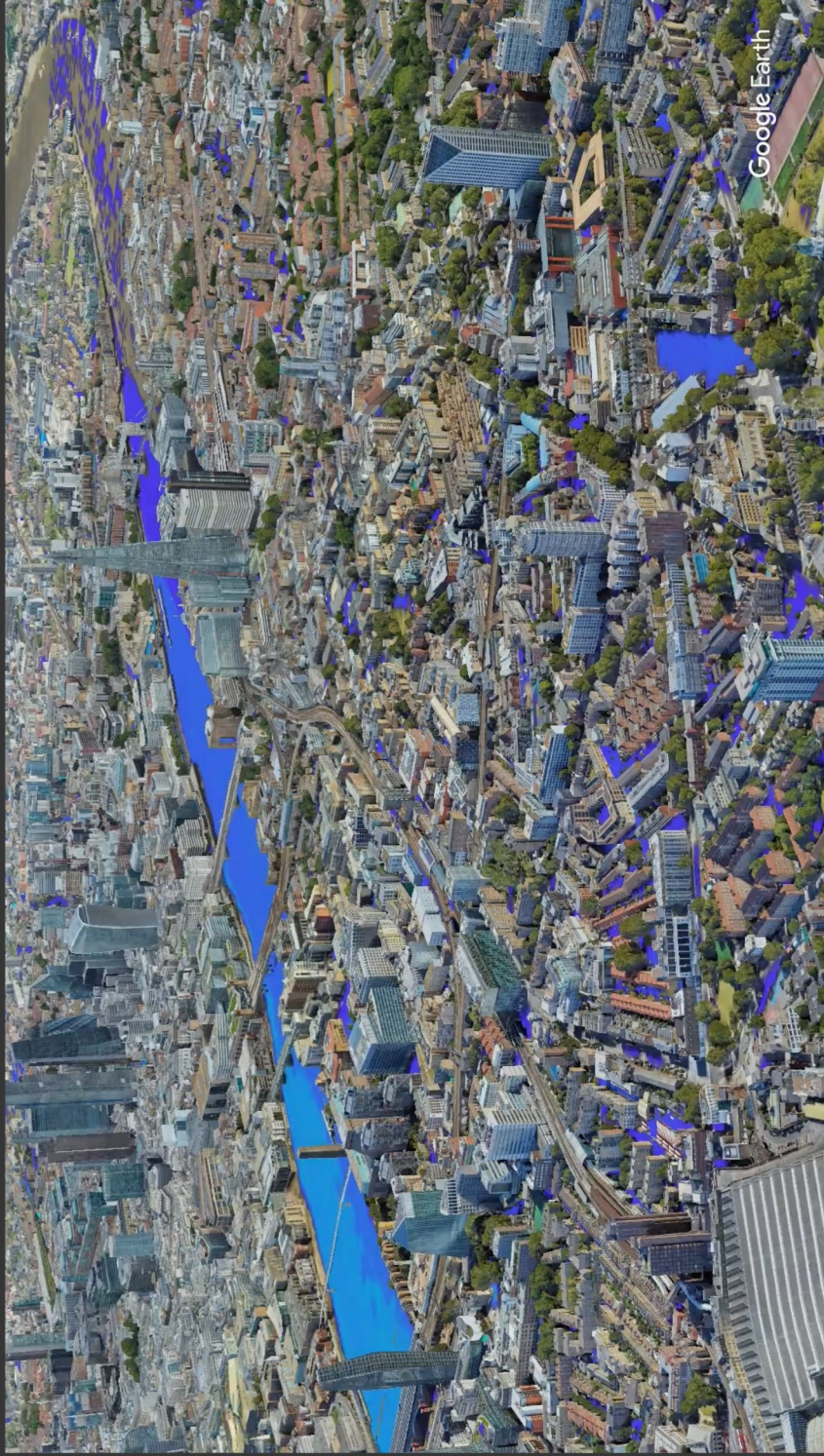
# Forecasted operating activities (6yr horizon)

- Target is to reach 6M euro of net profits in 6 years



YEARS	LICENSES
1	4
2	30
3	150
4	400
5	700
6	1200





[saferplaces.co](https://saferplaces.co)

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[@SaferplacesCKIC](https://www.instagram.com/SaferplacesCKIC)

BOOK A DEMO - NOW

<https://calendly.com/saferplaces-platform/30min>