

# The worlds of retail is undergoing a revolution

# competitive advantage is DATA.

In today's world, the key to

Put simply, it's your biggest asset!

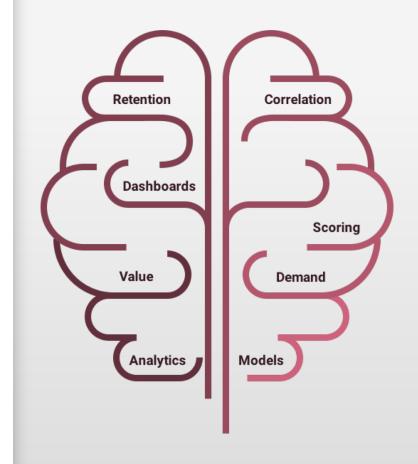
### **EVERY BUSINESS NEEDS AI**

Choosing a new market or your next location is a

# DATA-DRIVEN DECISION

To grow successfully, you need to

pinpoint locations, trade areas and markets with the greatest sales potential.







Location matters.

# THE AI THAT FINDS THE PERFECT LOCATION FOR YOUR BUSINESS

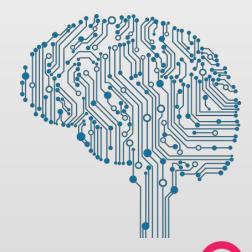


### **RETAIL-FOCUSED AI**

SYMAPS.IO is an Al-powered location platform that helps you find the best location for your business.

We are a B2B, SaaS solution headquartered in Paris with offices in South Korea and Taiwan. Symaps combines the power Machine Learning & AI for better insights and better investments.

Our proprietary machine learning algorithm actively learns what drives your business success in order to forecast the revenue of potential locations.





### SAY HI TO OUR AI PLATFORM!

# **TENANTS**MIX

**Shortlist best tenants** for Shopping centers & retail parks

Attract the right tenants based demand, offer and potential performance

# **SALES** FORECAST

**Find best locations** 

Understand the success factors of your business.
Influence area analysis
Identify high potential
investment opportunities

# **NETWORK**OPTIMIZATION

**Automate Network analysis** 

Ideal network coverage Which PoS format & where? Anticipate market dynamics

**LEASING** 

**EXPANSION** 

**STRATEGY** 



## WE'RE IN GREAT COMPANY



#### **FNAC DARTY**









Le Grenier à Pain

















### **OUR TECHNOLOGY**

We amass large volumes of multidimensional data to distill actionable, easy to read and visually appealing insights. We use the latest machine learning methods and have a deep understanding about locations and environnements.

- **BIG DATA:** We crunch hundreds gigabytes of raw, structured and unstructured data from various sources and integrate it into our own in-house Retail data Warehouse. Our self-assembled data includes, information about the environment, accessibility, demographics, socio-economics, social networks buzz and the overall macro-economic market situation.
- **GEOGRAPHIC INFORMATION SYSTEM (GIS):** We analyze temporal and spatial data to truly reveal the value of a location. We generate new insights and data to enhance our algorithms.
- MACHINE LEARNING: Our trained and industry experienced team applies machine learning to generate robust and tested insights and forecasts.



# THE DATA STACK

#### **OUR DATA**







# **CENSUS**Demographics Competition

POINTS OF INTEREST

Road network Travel time





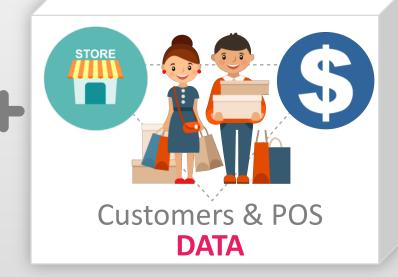






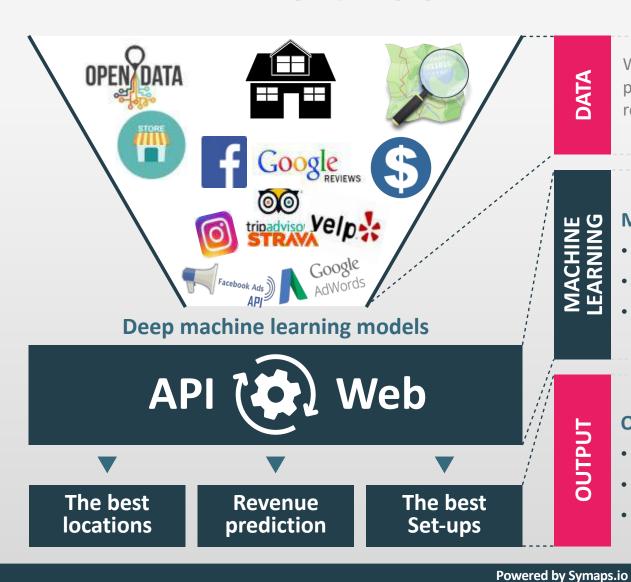
Interest for brands, products
Population segments &
movement
at high granularity

#### **YOUR DATA**





### THE AI PROCESS



We amass large volumes of multidimensional data about people, locations and markets to distill actionable, easy to read and visually appealing insights.

#### Machine learning to detect hidden correlations :

- Detect and predict local commercial trends
- Segment clients and prospects in real time
- Detect influence zones of future stores

#### Output - where the magic happens:

- Find the **PERFECT LOCATION** for your new stores
- **REVENUE PREDICTION** at product level
- **GROWTH RESERVOIR** at street level



10

## **SOLUTIONS TO EXPAND & OPTIMIZE**

#### **Sales Forecasting**

Accurately predict the revenue performance of prospective locations.

#### **Site Models**

Develop highly-customized models to accurately define the criteria for new locations.

# Market-Area Analysis Determine the optimum number of locations that a market will support.

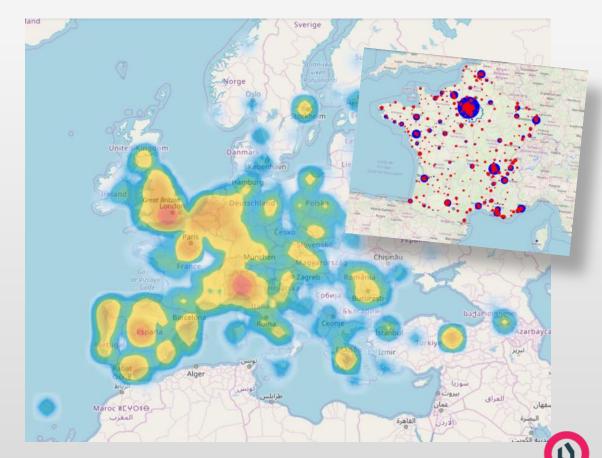
#### **Customer Profiling**

Define high-value customers by demographic, lifestyle or purchasing characteristics.

# Portfolio Optimization Analyze portfolio performance to turn underachievers into money-

# National Market Expansion Use data and Predictive models to guide a winning franchise or retail

chain expansion strategy.



Get a quick, simple and clear view of your current network and its environment.

Powered by Symaps.io

Predict the sales of your next opening •

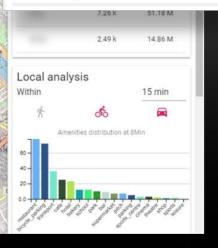
· Search a place

#### Paris 13e Arrondissement

Paris Île-de-France, France

#### Store performance prediction

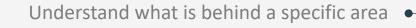
Store	Area (m²)	Revenue (€)	
	7.26 k	51.18 M	
	2.49 k	14.86 M	



# INSTANT SALES FORECAST

Make sales projections for potential locations, thanks to the combination of external data and Point of sales performance data.

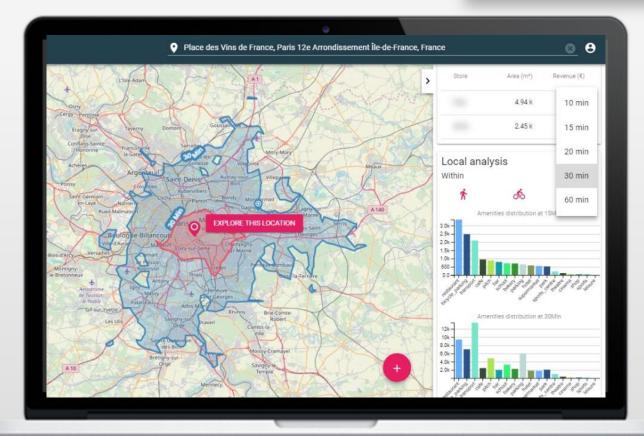
Select an area and know its potential instantly





# INFLUENCE AREA ANALYSIS

Conduct an in-depth analysis of a potential new location based on both internal and external data.

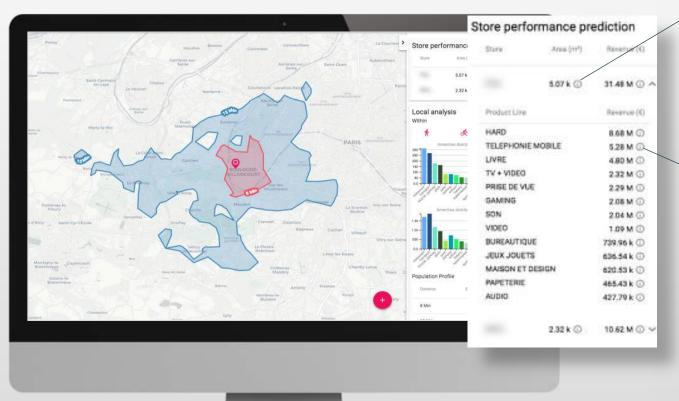


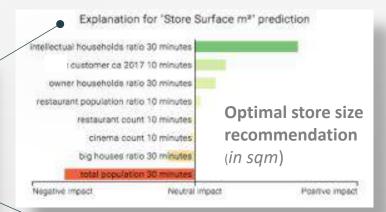
We analyze temporal and spatial data to truly reveal the value of a location. We generate new insights and data to enhance our algorithms.

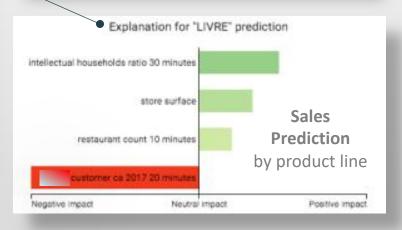


### STORE SALES FORECASTING DASHBOARD

What makes a location successful?



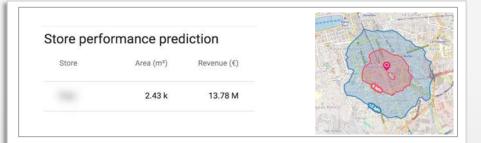






# STORE SALES FORECASTING REPORT

Identify the driving factors for your store success



#### STORE'S SUCCESS FACTORS



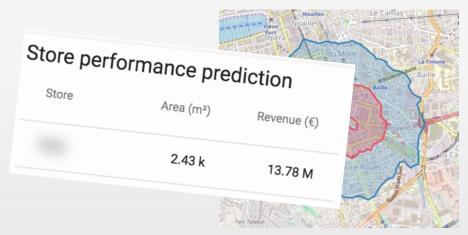
- GOOD COMMERCIAL ACTIVITY: strong presence of Banks, Restaurants, Cinemas and Theaters in 10 min by car zone around the store.
- GOOD PARKING SPACE AVAILABILITY near the store in 10 min by car zone around
- HIGH CAR OWNER'S RATIO in 30 min by car zone around the store.
- HIGH HOUSEHOLDS OWNER RATIO in 30 min by car zone around the store.
- HIGH HOUSEHOLDS HAVING MORE 80 SQM LIVING SPACE in 30 min by car zone around the store.
- LOW UNEMPLOYED POPULATION ratio in 30 min by car zone around the store.
- YOUNG POPULATION AROUND THE STORE (people between 15 and 24 years old) in 30 min by car.
- **COMMUTING POPULATION** 30 min by car zone around the store.

#### STORE'S RISK FACTORS (8)



- Lower total population in 30 min by car zone around the store compared to your stores network.
- Lower median revenue in 30 minutes compared to your stores network.
- Lower newly moved in household's ratio in 30 minutes compared to your stores
- · Lower number of the households whose reference person is an executive or exercises a senior intellectual profession in 30 min by car compared to your stores network.





Feature Id	Feature value	Feature contribution	Feature description
don saferi	200.0	1005100	Store surface in mil
Dark, court, 10, retoles	47,90	1370091	Number of banks. In 35 non-by car some around the store)
CONTRACT DESIGNATION OF PARAMETERS	20000.10	967954	storel
Ng Novem, relic, 30, retrobes	1.0		around the stone;
convening provident rate 20 resides		16173	around the store)
parting most 10 returns		252560	Number of parking hits In 32 one by car some around the store).
DE SHOWS 1995, 20, 1654-965		198.50	storial.
perior households ratio 35 minutes		149686	around the store)
Page continues for 2017-20 minutes	206418	11000	Frac CA in E. Sn 35 min by car some around the storid
pitters, proposition, ratio, 30, remains		9400	Percentage of publics people (or \$6 min by car stree around the store)
SHEROME COURT, N. PRINCES.	36.0	81600	Number of restaurants (in 15 min by car zone ground the store)
working propulation ratio 30 naturals		76427	Percentage of people working (in 30 won by car some pround the stone
printing proposition; Nr. proposites	1945.8	81770	around the store)
creens, court, 15, yearsites		12901	Number of charact (in 12 min by car core around the store)
			or exercises a service enachestual profession (in 30 min by car some
PROTECTION TOWNSHIPS, TAKE 2011 PROVING		MON	pround the store)
penal Issaelotte XI cerutes	19091,6		Dia Itima)
Seeder Street, 50 yearship.	1.0	196	Number of theaters (in 33 min by our same around the store)
total population 30 minutes	875468,27	-19140	Total population (in 30 min by car zone around the stare)
cisc corners, 30, minutes	280798.40	2790	ctorel
tilg house, 30 yearses	79802.27		for core)
median houses 20, remins	18540.40	3600	storal
month monat in Foundholds ratio 30 results	0.11	-67914	Percentage of Nassaholds that have inswell in in the last 2 years
MATERIAL PROPERTY OF PERSONS	34196.9	4004	Number of people waiting (in 30 rein by our zone pround the exerc)
			Percentage of the population aged between 15 and 24 years old In 30
printing proposition, ratio, 30, releases	8.10	-103946	min by car some proceed the store)
SHAN PRIVATE IN PRODUCTION IN PRIVATE AND ADDRESS OF THE PARTY AND ADDR	MARSA		Number of Recognition's that have increased to in the fact 2 years.
prince populative 30 vender	(1903.90		Superbarr of political passages (in 30 min by car some arround the store)
NAME AND POST OFFICE ADDRESS OF THE PARTY OF	2015.00		frue numeror court (in 50 not by or one around the store)
Indiana Insertals, 32 results	40100.0	-030040	esercions a curror intellectual profession (in 30 min by car some around the store)

**Data Export** 



# COMPARE NETWORKS ON A GLOBALE SCALE







# **MEET OUR EXPERTS**



MICKAEL MAS
CEO
Data scientist
Dataminer @BNP Paribas Prev.
HEC / Mines Paristech / Jussieu
Cardif



CERISE
Sales
Prev. consultant in Strat.



JULIEN
CTO
Prev. Clustree,Epitech



TIMOTHÉE

BACKEND DEV

Prev. Clustree



Sales
Prev. Intel, France Telecom & sales director at startups.



REMI DEV Prev. Acial

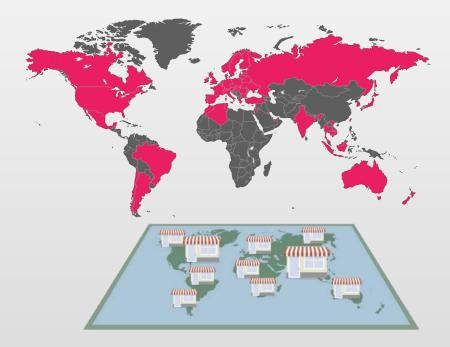


**DEV**Prev. Bank of America
Merrill Lynch



CAMILLE MKT Prev. Hermès

# INTERNATIONAL COVERAGE



Our experts will help you understand how your business can do great things with data.



## **PRIVACY BY DESIGN SOLUTION**

Privacy is our primary concern at Symaps. Respecting everyone's private life using a state-of-the-art approach.

**GDPR COMPLIANCE:** We totally comply with GDPR requirements. Our AI system uses machine learning to identify and anonymize personal and sensitive data at input. Every data point is tracked, isolated and siloed to ensure user accessibility, security and confidentiality.

**SAFETY:** Our AI System has been designed with security at its core, engineered to protect your data. It's secured using best practices, and is hosted on Microsoft Azure, in western Europe (Belgium) which has an exemplary security record and certifications. All our data is stored on encrypted storage.

**CLOUD:** Symaps AI is fully cloud-based, with the ability to host data in any region worldwide via Microsoft Azure.





### **FRIENDS & ADVISORS**

#### **Accelerated by:**



#### **Distribution agreements in Korea and France:**





#### **Recent press coverage:**

https://business.lesechos.fr/entrepreneurs/communaute/030902042781-symaps-l-appli-qui-geolocalise-l-emplacement-ideal-pour-un-commerce-315929.php https://www.lemondeinformatique.fr/actualites/lire-symaps-laureate-du-concours-start-up-de-tech-in-france-70089.html http://decryptageo.fr/symaps-trouble-fete-du-geomarketing/



#### **DROR TURNER**

dror@symaps.io +33 (0) 6 26 04 46 25

#### **PARIS**

#### **Station F**

55 Boulevard Vincent-Auriol, 75013 Paris, France +33 (0) 1 55 37 01 00

#### **TAIPEI**

7F, N.208 , sec. 3, Nanjing E. Rd Zhongshan District Taipei City, Taiwan +886 (0)9 19 205 582

#### SEOUL

301-ho, Shin-a memorial hall, Jungdong-gil 6 33, Jung-gu, Seoul, Korea +82 (0)70 8285 5647



### **EXPAND WITH PINPOINT PRECISION**

Choosing a new market or your next location is a data-driven decision. To grow successfully, you'll need analytical expertise to pinpoint locations, trade areas and markets with the greatest sales potential.

Where should you grow next?
Where are your best customers?
What factors impact your portfolio?



Bring expansion opportunities into clear focus with powerful site models and advanced profiling techniques that minimize risk and maximize confidence.





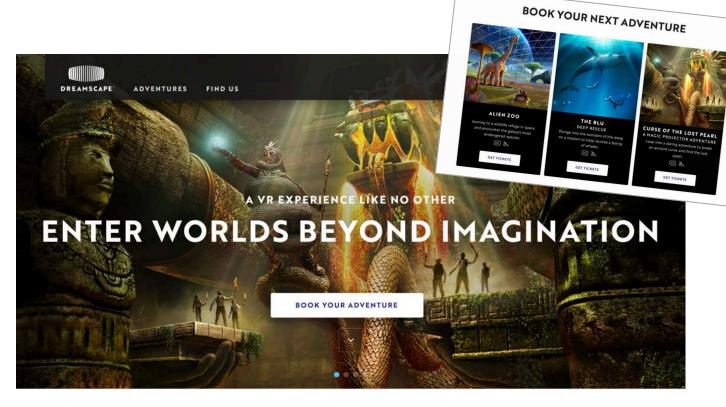
#### **DREAMSCAPE IMMERSIVE**

is a location based VR entertainment company.

Dreamscape Immersive
Virtual reality start-up bet
people will leave their
homes for a VR
experience that's a cross
between a movie theater
and theme park

# GLOBAL EXPANSION PLAN LEADING THE LOCATION-BASED VR SCENE

(USA, EMEA...)





#### **DREAMSCAPE IMMERSIVE**

is a location based VR entertainment company.

# GLOBAL EXPANSION PLAN LEADING THE LOCATION-BASED VR SCENE

(USA, EMEA...)



Bring location-based VR to the masses, starting with shopping malls. Global Expansion plan towards the Dreamscape goal of leading the location-based VR scene. (USA, EMEA...)



- Analyzing first permanent location in Westfield Century City mall
- Training models on Location based data and Sales performance data
- Automated market analyses, valuation and market forecast.
- Competition analysis
- Identify promising locations & high potential investment opportunities.
- Social Media analysis: are people talking about VR around locations?



#### Result

- Go, No-Go analysis on a global scale for potential venues based Symaps models
- Identifying & scoring of 7 new locations
- 4 new state-of-the-art immersive
   venues across USA: Los Angeles, CA;
   Dallas/Fort Worth, TX; Columbus,
   OH; and the New York/New Jersey
   metro area.
- 1 location in UK
- 1 Location in France
- 1 location in UAE



Median Income



#### **DREAMSCAPE IMMERSIVE**

is a location based VR entertainment company.

# BRING LOCATION-BASED VR TO THE MASSES, STARTING WITH SHOPPING MALLS

(USA, EMEA...)

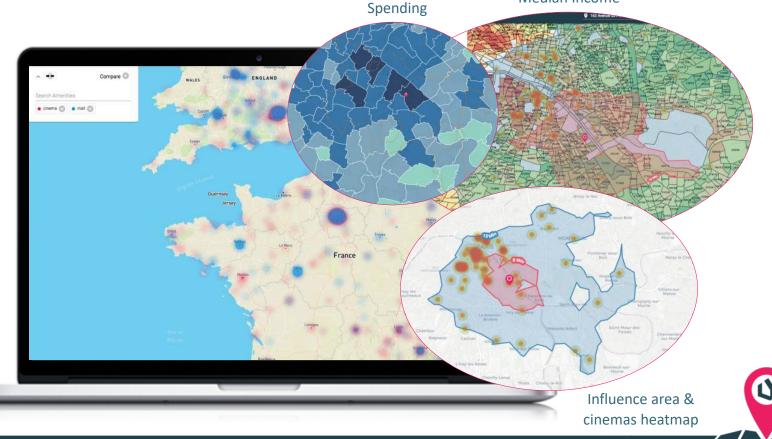
#### **Influence Area Analysis**

#### 15 minutes drive time around mk2

- 550k population reach
- 18 cinemas
- 1 cinema / 30,51k people
- 20 minutes drive time around mk2

#### 15 minutes walk around mk2

- 52,17K population reach
- 4 cinema
- 1 cinema / 13,04K people





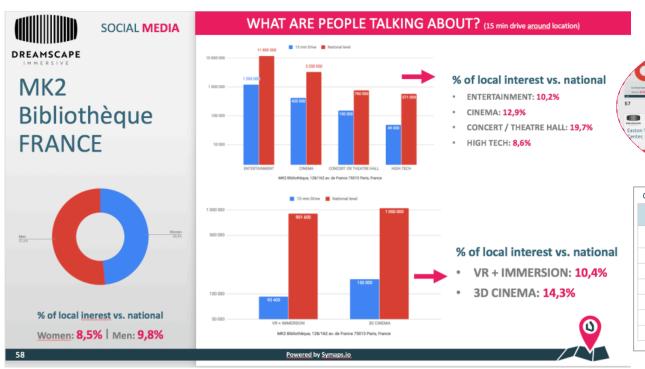
#### **DREAMSCAPE IMMERSIVE**

is a location based VR entertainment company.

# SOCIAL MEDIA WHAT ARE PEOPLE TALKING ABOUT AROUND YOUR LOCATIONS?

5

7







6,64%

4.12%

2,86%

2.22%



# INTERNATIONAL RETAIL STORE EXPANSION IN 43 MARKETS AROUND THE GLOBE

(EMEA, RUSSIA & ASIA...)

"Our retail strategy is based on a series of touchpoints that together create a unique ecosystem."

"Our owned retail spaces have an open, clean and simple concept that allow the consumer to discover and learn about our product."

Patrick Sills, Manager Retail Spaces







#### **INTERNATIONAL RETAIL STORE EXPANSION** IN 43 MARKETS AROUND THE GLOBE

(EMEA, RUSSIA & ASIA...)



Philip Morris is rolling out its new IQOS tobacco heating system across the world and needs to define the optimal ecosystem of retail stores and Tobacco shops touchpoints for the best costumers reach, conversion & optimal products distribution (what to sell? & where?).



- Offer analysis: mapping of best retail venues spots (High-street & Malls) in each country based on dynamic criterias such as: commercial density, proximity to selected brands (Halo effect), competition...
- **Demand Analysis:** footfall, demographics, socio-professional categories segmentation, income level and local interest for IQOS via social media...



- Defining, scoring and ranking of the optimal store network coverage for each market (43 markets).
- Recommendation of the best locations for Flagships stores at a street level granularity: retail spaces that allow the consumer to discover and learn about IQOS products (150m2-200m2).
- Defining the optimal coverage touchpoints for and Tobacco refills distribution (HEETS).
- Potential revenue prediction for each new location (~ 90% accuracy).





#### **BEST STORES COVERAGE**

How many stores a market can capture and what format for each store?

#### **FLAGSHIP STORE**

"Because our product is technical and falls in a highly-regulated category, we need to be able to explain it to the consumer. This takes time. Our stores are designed to be comfortable, making it easy for the consumer to discover the product while getting hands-on support and assistance."

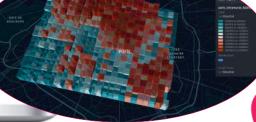




#### SMALLER TOUCHPOINTS ECOSYSTEM

Smaller PoS surface (Tobacco shops, corners...). Lower interaction time with customers . A place to buy IQOS Heets Heatstick refills.

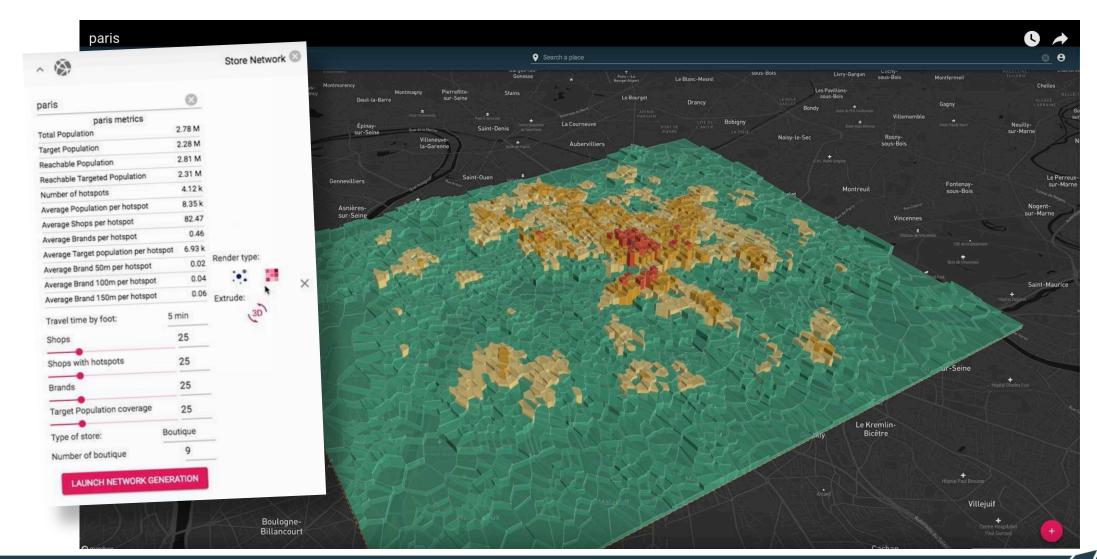




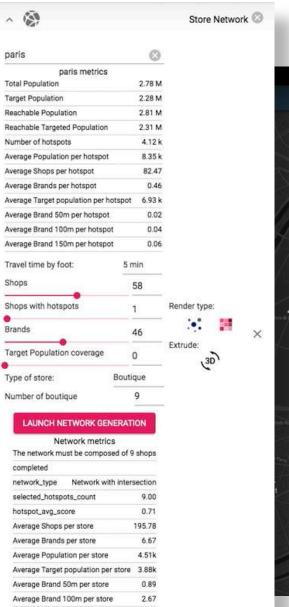
FOOTFALL DATA



#### **PARIS – MAIN RETAIL HOTSPOTS**







0.44

#### **PARIS - POTENTIAL STORES LOCATIONS**

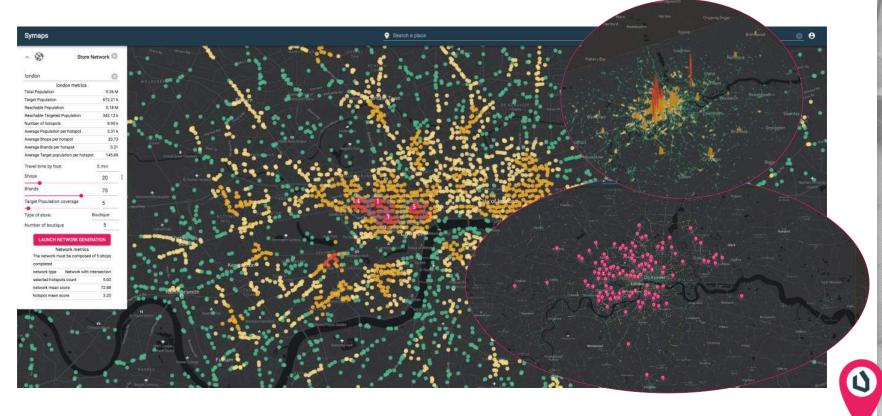


Average Brand 150m per store



#### **LONDON - POTENTIAL STORES LOCATIONS**

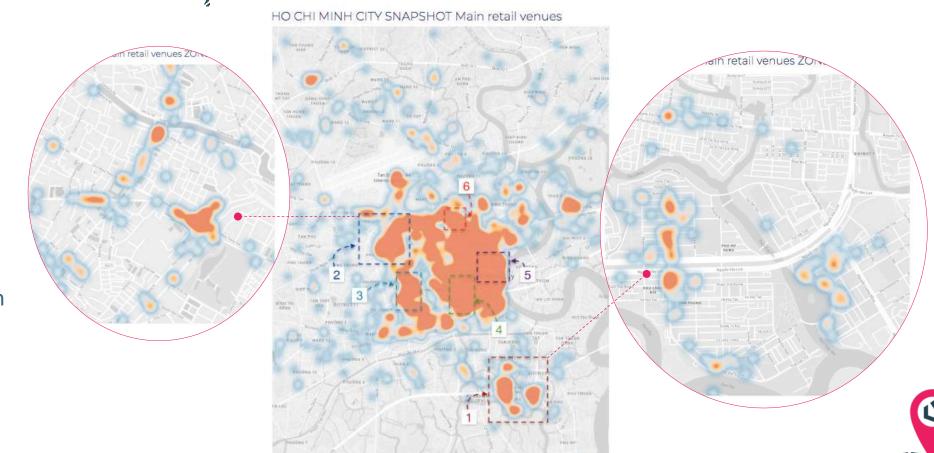
Discover the market potential by simulating how many stores a certain market can capture and what is the best store format for each location.





# WHERE SHOULD I SET UP A NETWORK? NEW MARKET EXPANSION VIETNAM

Identify main
Retail venues and
discover the
market potential
by seeing how
many stores a
certain market can
capture.

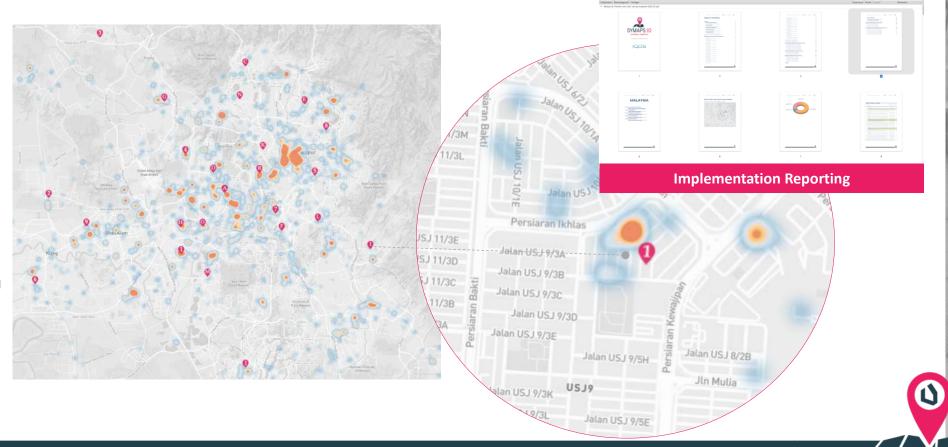


22



# AM I IN THE BEST LOCATIONS? NEW MARKET EXPANSION MALAYSIA

Identify main
Retail venues and
discover the
market potential
by seeing how
many stores a
certain market can
capture.



#### **DECATHLON**

#### **DECATHLON**

The largest sporting goods retailer in the world.

#### **NEW MARKETS EXPANSION**

Taiwan & South Korea

We found the best locations for **+50** new stores in Taiwan & South Korea

Mapping of best retail zones for best stores coverage

Shortlist of best spots to obtain optimum costumers target reach

Best stores size, format and products mix recommendations

Sales prediction at product line level for each location (90% accuracy)



Décathlon Incheon, South Korea1st store opening (15 september 2018.)



#### **DEC4THLON**

#### **DECATHLON**

The largest sporting goods retailer in the world.

#### **NEW MARKETS EXPANSION**

Taiwan & South Korea



Taiwan & South Korea:
Finding the best locations
for growing an extensive
network of local sport
stores, based on
profitability.



- Micro-segmentation of the whole territories at sub-street level with machine learning, on isochrones data (all types of transports)
- Mapping of best retail zones for best stores coverage.
- Ultra-local trends : footfall, population.
- Purchasing power at building level.
- Competition / synergies analysis.



#### Result

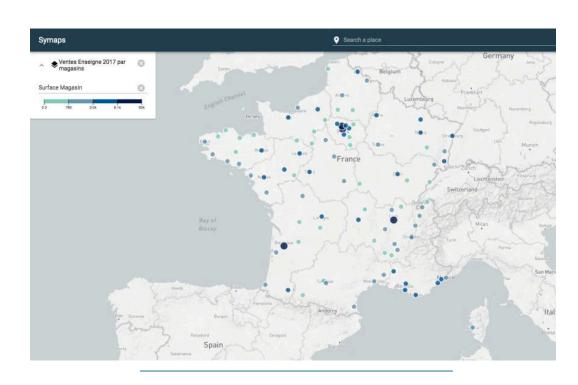
- Shortlist of best spots to obtain optimum costumers target reach.
- Recommendation of +50 locations
   , store format (optimal size in M<sup>2)</sup>,
   and products mix (for each store).
- Best locations for self-service bicycles repair workshops based on the most popular roads and micro-influencers on Strava.
- Prediction of potential revenue at business line level for each location (90% accuracy).

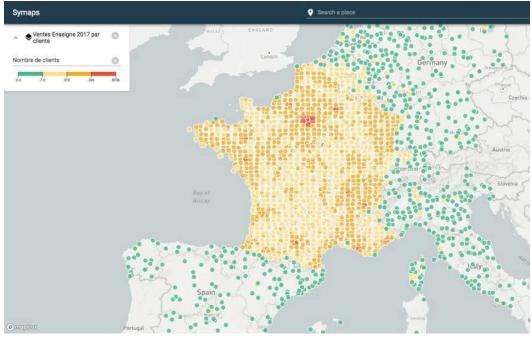
0

36



#### **NEW SITE SELECTION: LA ROCHELLE, FRANCE**



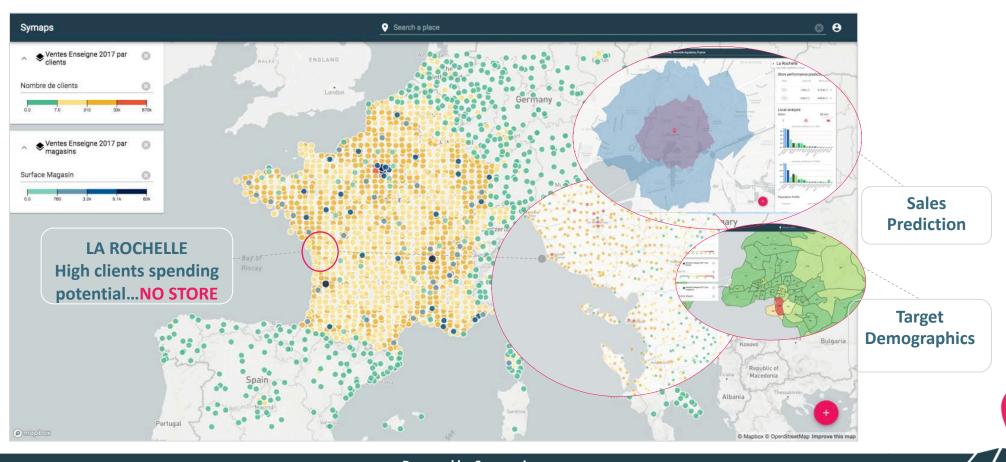


**Stores Network** 

**Clients spending** 

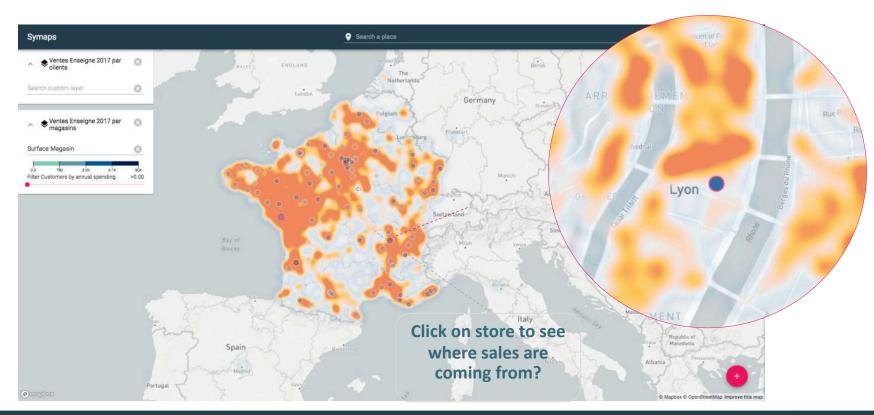


#### **NEW SITE SELECTION: LA ROCHELLE, FRANCE**





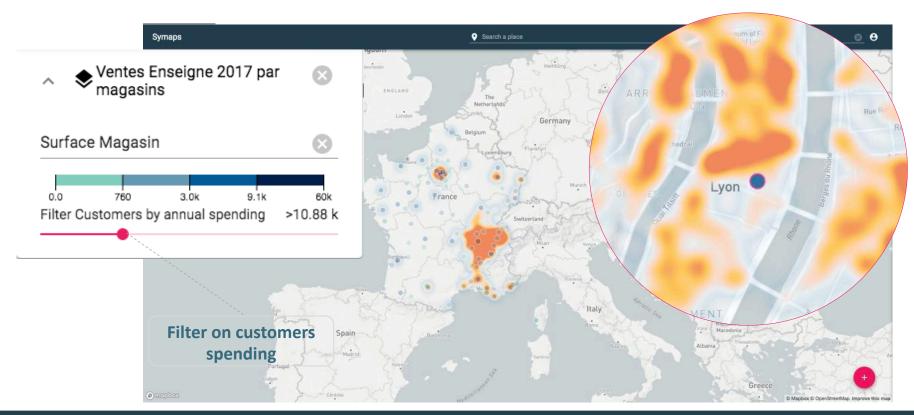
# **SALES BY STORE**WHERE ARE MY CLIENTS COMING FROM?







# **SALES BY STORE**WHERE ARE MY CLIENTS COMING FROM?









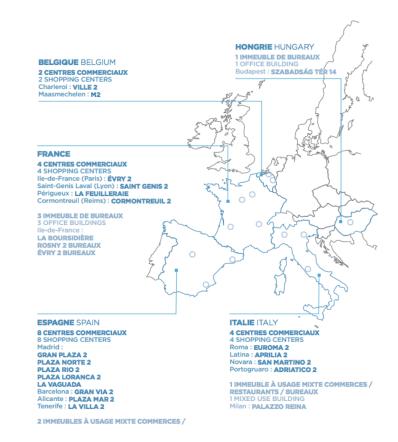
**Shopping Center Company** 

#### REINFORCING COMMERCIAL ATTRACTIVENESS

FOR **SCC SHOPPING CENTER COMPANY** 44 MALLS IN FRANCE, SPAIN, BELGIUM, ITALY AND THE MIDDLE EAST

# Shopping centers, retail parks, high street, and luxury retail

- 124 retail sites in France, Spain, Belgium, Italy, and the Middle East...
- More than 2 900 000 m<sup>2</sup> in property and real estate management.
- Present in the Parisian luxury retail market through its subsidiary SCC Vendôme, with more than 70% market share in the sector.







**Shopping Center Company** 

#### REINFORCING COMMERCIAL ATTRACTIVENESS

FOR **SCC SHOPPING CENTER COMPANY** 44 MALLS IN FRANCE, SPAIN, BELGIUM, ITALY AND THE MIDDLE EAST



Optimizing revenues & reinforcing commercial attractiveness for a network of malls by achieving a tenant mix suited to the customer catchment area and to the competition (bringing in retail brands that give the site positioning and bring in footfall).



- Using our AI we mapped the entire French shopping centers landscape: **1454 and** more than **750,000 businesses.**
- Indexed & clustered Tenants mix for each shopping center into sectors & categories.
- Influence area analysis at 20 minutes drive time for each shopping center.
- Benchmark demand: demographics analysis, Income, spending, social media attractivity by potential tenant,
   Commercial density...
- Benchmark offer & competition: tenants mix presence, by sector & by category, rareness on a national scale...



#### Result

- Trained models using location & performance data to shortlist of the best fit tenants for each mall by sector and by category.
- We identified **740 potential** tenants.
- Best tenants recommendation: For example for Evry 2 we recommended 77 potential tenants by Sector (Household goods, Personal Goods, Services...).
- Potential revenue prediction for each tenants (yearly turnover).
- Reporting for the Leasing team for each potential tenant attractiveness.





**Shopping Center Company** 

#### **REINFORCING COMMERCIAL ATTRACTIVENESS**

FOR **SCC SHOPPING CENTER COMPANY** 44 MALLS IN FRANCE, SPAIN, BELGIUM, ITALY AND THE MIDDLE EAST





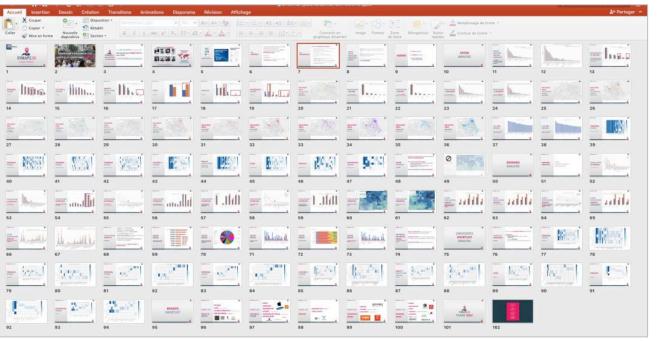
**Shopping Center Company** 

#### REINFORCING COMMERCIAL ATTRACTIVENESS

FOR **SCC SHOPPING CENTER COMPANY** 44 MALLS IN FRANCE, SPAIN, BELGIUM, ITALY AND THE MIDDLE EAST

# Tenants shortlist reporting to the leasing team,

for each shopping center based best fit: local demand and highest potential sales performance.





#### **DROR TURNER**

dror@symaps.io +33 (0) 6 26 04 46 25

#### **PARIS**

#### **Station F**

55 Boulevard Vincent-Auriol, 75013 Paris, France +33 (0) 1 55 37 01 00

#### **TAIPEI**

7F, N.208 , sec. 3, Nanjing E. Rd Zhongshan District Taipei City, Taiwan +886 (0)9 19 205 582

#### SEOUL

301-ho, Shin-a memorial hall, Jungdong-gil 6 33, Jung-gu, Seoul, Korea +82 (0)70 8285 5647