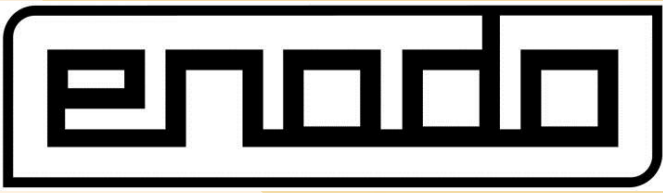


# Success Story



*Strategic partnership starting with a promising Market Exploration which has led to a successful ongoing Business Development mission in Malaysia and Singapore with a great deal signed with a fortune 200 firm in less than 2 months of Business Development*

## Introduction to ENODO:

For 10 years now ENODO has been developing a 3D modelling solution to visualise urban projects in 3D real time. Using a technology stemming from the videogame industry, this solution allows a wonderful virtual immersive experience. The company has broad experience within industrial fields, urban planning and architecture, resulting in a high level of expertise in emerging 3D technologies. ENODO has already realized projects in Europe, Dubai, Kazakhstan... The next step is its development in Asia-Pacific.

## What has been done so far:

### Market Exploration & Strategic Advisory:

- Introduction to Malaysian and Singaporean contexts
- In-depth market research and studies to assess opportunities in Malaysia and Singapore as well as participation to various top-level events
- Introduction to key players in the construction & urban sectors from public institutions and private sectors across APAC
- Focus on targeted markets with a hands-on approach to pave the way for meeting relevant stakeholders in the next phase...

### Business Development:

- First negotiations and follow-up with all stakeholders.
- More than 10 relevant meetings organized with the company leaders.
- Various top-profile companies and public organisms in Malaysia and Singapore interested further to the solution's demo.
- Accompanying and/or leading the negotiations and signature of ENODO's first deals in APAC and following up with both parties to ensure a smooth take-off.
- In less than 2 months, we have signed a great deal with a Fortune 200 firm APAC Head Office for an ambitious project modelization in Southeast Asia.

## What's next:

- Continue the various discussions and negotiations with key stakeholders from major MNCs and regional players from the private sector to close more deals.
- Follow up on the well engaged conversations with the public sector in both countries to modelize and promote ambitious urban projects.