

When it comes to making
changes, we should have the
freedom to fully embrace life.

Casavo is the European next-generation platform that, thanks to an innovative and end-to-end experience, gives people the freedom to sell and buy homes anytime life changes.

Our story

Home is important. It's where we relax, work, spend quality time, and feel at ease. It's where we live. Yet when it comes to real estate, things get complicated. Since it was founded by Giorgio Tinacci in 2017, **Casavo was built on the belief that selling and buying homes should be simple.**

Casavo **started as a home-buying platform**, a business known as Instant Buyer, becoming the online reference point for the majority of sellers by offering a **fast and frictionless proposition** – in contrast to the traditional, slow-moving sales process.

Leveraging its **proprietary technology stack**, the Company has since evolved into the **next-generation platform** where homeowners can start their selling or buying journey while being fully supported by Casavo at every step of the process.

Sellers can receive a direct purchase offer by Casavo, or find the perfect buyer on the market through its network of partner agents. **Buyers** have access to an exclusive inventory of 'ready to move-in' properties, a curated user experience, and integrated services such as mortgages. Casavo's platform also connects **real estate operators**, including brokers, banks and renovation companies, generating value for all stakeholders within the ecosystem.

Casavo currently operates in **Italy** (Milan, Rome, Turin, Florence, Bologna), **Spain** (Madrid, Barcelona, Malaga, Seville) and **Portugal** (Lisbon), rapidly expanding into other European markets.

Business model

Home selling

Home-selling is one of the most complex, long and uncertain processes of real estate. With the goal of supporting everyone who wants to sell a house, Casavo either directly purchases a property or helps the client find the perfect buyer.

If Casavo is the buyer

Casavo guarantees a sale within 7 to 30 days, providing an instantaneous home valuation and submitting a direct offer to buy in 48 hours via app. For those who do not want to receive an in-person visit, Casavo can formulate a purchase proposal based on a video call or simply by analyzing the house's planimetry and pictures directly uploaded on the app. **Speed, price certainty and immediate liquidity** are the key benefits offered to the customers.

If Casavo finds the final buyer

For home sellers who want to test the market and maximize the sale, Casavo can help them find a buyer by combining the power of **technology** with the **experience of their team** and the support of their **network of local real estate agents**. Relying on data, Casavo helps the homeowner sell their house at the best price, ensuring a transparent process and offering a **reduced broker fee**.

Home Buying

On the **Casavo listings platform**, people looking for a home can find a vast array of authentic listings of both Casavo and agency properties. Casavo listings all feature high-quality images and innovative features like virtual tours and self-scheduling property visits. When buying a Casavo property - a ready-to-move-in guaranteed home -, the client can take advantage of dedicated services (such as mortgage, custom furniture projects, insurance and tailor-made offers) designed to provide a complete and **customer-centric experience**.

Mortgage financing

Casavo's mortgage service was created to simplify one of the most complex aspects of the sale: the **mortgage**. The mortgage team supports free of charge the customers who choose to purchase a Casavo property in finding the most suitable loan among those proposed by the partner banks, manages the documentation and communicates daily with the chosen bank, freeing the buyer from stress and complexity.

Doing business with Casavo

Ongoing collaboration with real estate players (brokers, contractors and banks) is a key pillar of the company's inclusive business model, aimed at creating new business opportunities for all the parties involved: **real estate agents** can benefit from the innovative services and technological tools developed by Casavo to simplify and speed up their work; **contractors** are steadily employed by the company as part of the renovation projects; **banks** have become part of the Casavo ecosystem with the introduction of the mortgage financing offer.

Unique tech offer

EVA

Leveraging Machine Learning, EVA is the proprietary **algorithm** (AVM) at the base of the valuation flow on the company's website, where the seller's journey begins. Users simply share relevant information on the Casavo website to receive a **free and instantaneous valuation of their home**. To do so, EVA analyzes hundreds of comparable properties and makes value adjustments based on additional features.

Casavo App

Developed during the first months of the Covid-19 pandemic, this app enables users to receive a purchase offer from Casavo after getting their instantaneous home valuation on the website by simply hosting a **video call or by uploading the documents of their home (planimetry**

and pictures). The app empowers customers to share information with Casavo whenever and wherever they want, without the hassle of having any in-person visits.

Listing Platform

To maximize the value created for prospective homebuyers, in April 2020 Casavo launched its own listings platform, which offers a large selection of **high-quality properties for sale**, sold by both partner agencies and by Casavo itself. The platform, which is continuously updated, was created to respond to the need of consumers to find their next home through **a simple and effortless digital experience**. It is characterized by innovative features such as the virtual tour technology and the online self-scheduling property visit.

Casavo for Agents

With the objective of simplifying daily activities, Casavo created a **tech platform** entirely dedicated to **real estate agencies**. Brokers can register into Casavo's platform to access several services: requesting **an instant offer from Casavo** or get access to Casavo's **buyer leads**; **selling Casavo's properties** or qualifying for new **sell-side mandates**; **listing on Casavo's platform** for free and benefiting from Casavo's **virtual tour** technology.

Company culture

From just two employees in 2017 to a team of more than 450 people in 2022, Casavo has leveraged its company culture as a key asset, creating an **innovative and inclusive work environment** designed to allow everyone to thrive and succeed. A strong focus on growth, continuous learning, personal development, agile methodologies and flexibility made Casavo **one of the most attractive European startups for both tech and business profiles**, and helped the company win **several awards**, such as Great Place to Work Italy (2018-2019-2020-2021) & Spain (2021), the Best Workplaces™ for Millennials (2020-2021) Award and the Best Workplaces for Diversity, Equity & Inclusion Award (2022).

Fundraising & investors

The company, which closed a **€400 million funding round** (equity and debt) in July 2022, is supported by **top-tier investors** such as Exor NV, Neva SGR (Intesa Sanpaolo Group), Hambro Perks, Fuse Ventures Partners, Greenoaks, Project A Ventures, 360 Capital, P101 SGR, Picus Capital, Bonsai Partners and Endeavor Catalyst.





Giorgio Tinacci CEO & Founder

Giorgio Tinacci graduated with a degree in International Management from Bocconi and Hong Kong University of Science and Technology in 2015. He then joined BCG, where he worked for 2 years focusing on digital transformation projects in banking, insurance, and industrial goods. Giorgio left BCG in September 2017 and founded Casavo, the European next-generation platform that, thanks to an innovative and end-to-end experience, gives people the freedom to sell and buy homes anytime life changes.



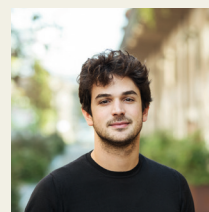
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Chief Financial Officer



Chiara Chimenti
Chief of Strategy



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Chief Technology Officer



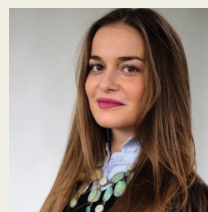
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Chief Operating Officer



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Chief Marketing Officer



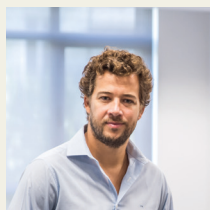
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The free way home