

# Stykka Pitch Deck

Tech BBQ 2021



# 01.0

## About Stykka

Stykka is a construction-tech startup that have developed a digital carpentry platform that produces net carbon negative, built-in furniture for the building industry.

Contributing 40% of global energy-related CO2 emissions and 30% of global landfill waste, construction plays a significant role in our planetary crisis and is by far the most polluting sector. Stykka is a Danish startup on a mission to make the construction industry part of the solution by providing circular, built-in interiors that are designed to last a lifetime.

Stykka has built a digital carpentry platform, digitalizing the whole process from design to production to maintenance. Every design is made from high-quality wood from sustainable forests and is linked to a digital maintenance platform, allowing for easy repairs. Everything is designed for disassembly and worn-out parts can be recycled through Stykka's recycling scheme, where old fronts are being swapped for "new" upcycled ones.

Stykka has utilised technology and digital fabrication to minimise waste, lower costs and localise production. The profits are then invested in better material, which makes for longer-lasting products and reduces carbon emissions.

\*UN Global Status Report 2017

# 01.2

## CO2 Emissions in our industry

We can't tackle the climate change crisis without changing construction. The traditional take-make-use-dispose approach to resource consumption no longer works. Not only does it put a massive strain on the natural environment, it also creates unsustainable levels of emissions and waste every day.

Rethinking construction represents an enormous potential for reducing waste and increasing recycling and reuse. Discarded materials from construction and demolition account for approximately 35 percent of waste generated in the EU, and with constantly growing cities, there is a continued need for new buildings.

“40% of global Co2 emissions are attributable to building operations and building materials”

\*UN Global Status Report 2017

# 01.1

## Trailing other industries

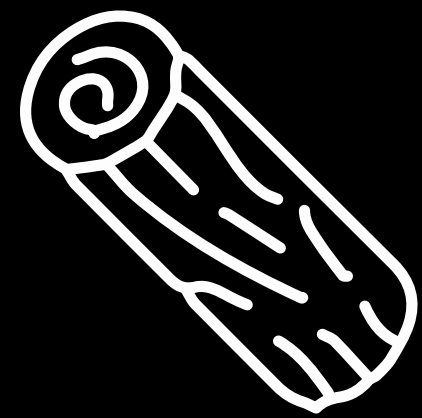
Construction and building is a massive global industry — working in an old-fashioned, change resistant way. There are many reasons for this poor record. Start with productivity—or, rather, lack of it. Construction productivity has been flat for decades, according to Bain Capital research. In manufacturing, by contrast, productivity has nearly doubled over the same period, and continuous improvement has been the norm



\* Source - Bain Capital Research / CID 2018 Report

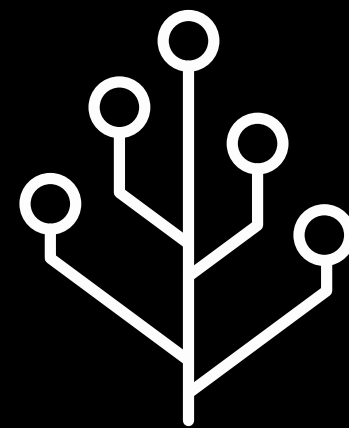


## 2.0 What to do ?



Wood

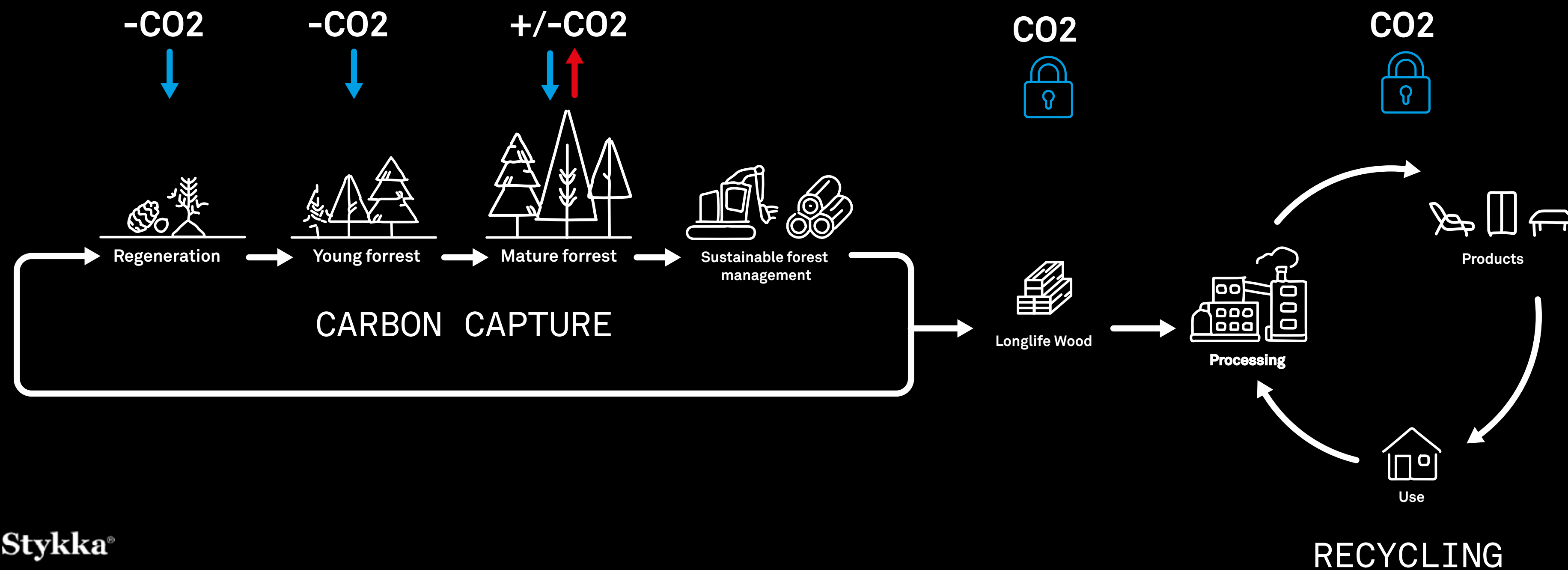
+



Technology

# 2.1

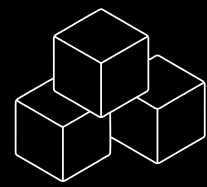
## Build with Wood





# 02.2

## Our Software



### Standardized building blocks

Technology makes mass-customization easy and scalable, and drives overall cost reduction and efficiencies in the construction industry.

Our built-in furniture is based on standardised, parametric building blocks which can easily be adapted to an individual project.

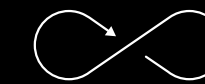
Each building block has a *digital twin* that in Stykka's parts database. As a result, e.g. broken parts can easily be reordered and replaced directly by anyone, without the help of costly external service providers.



### Digital platform

The Stykka platform is cloud-native and makes it easy to design and configure building blocks directly via our plugin for the architect's CAD software and the integrated price calculator makes it easy to predict the total cost of a project at all times.

The platform is the backbone of our tech and enables manufacturing files to be shared with subcontractors. It keeps a database of all parts, delivered to all projects. It also holds our Maintenance platform, explained in the next slides.



### Sustainability management

Our tech focuses on material-efficient design and responsible manufacturing.

Also, it takes product life-cycle-management and material passports into account and allowing for refurbishing, replacement, or disassembly to extend the lifespan of products designed with our system.

In this way, technology can help the industry bring sustainability to the bottomline.

# 03.1

## Operational Efficiency

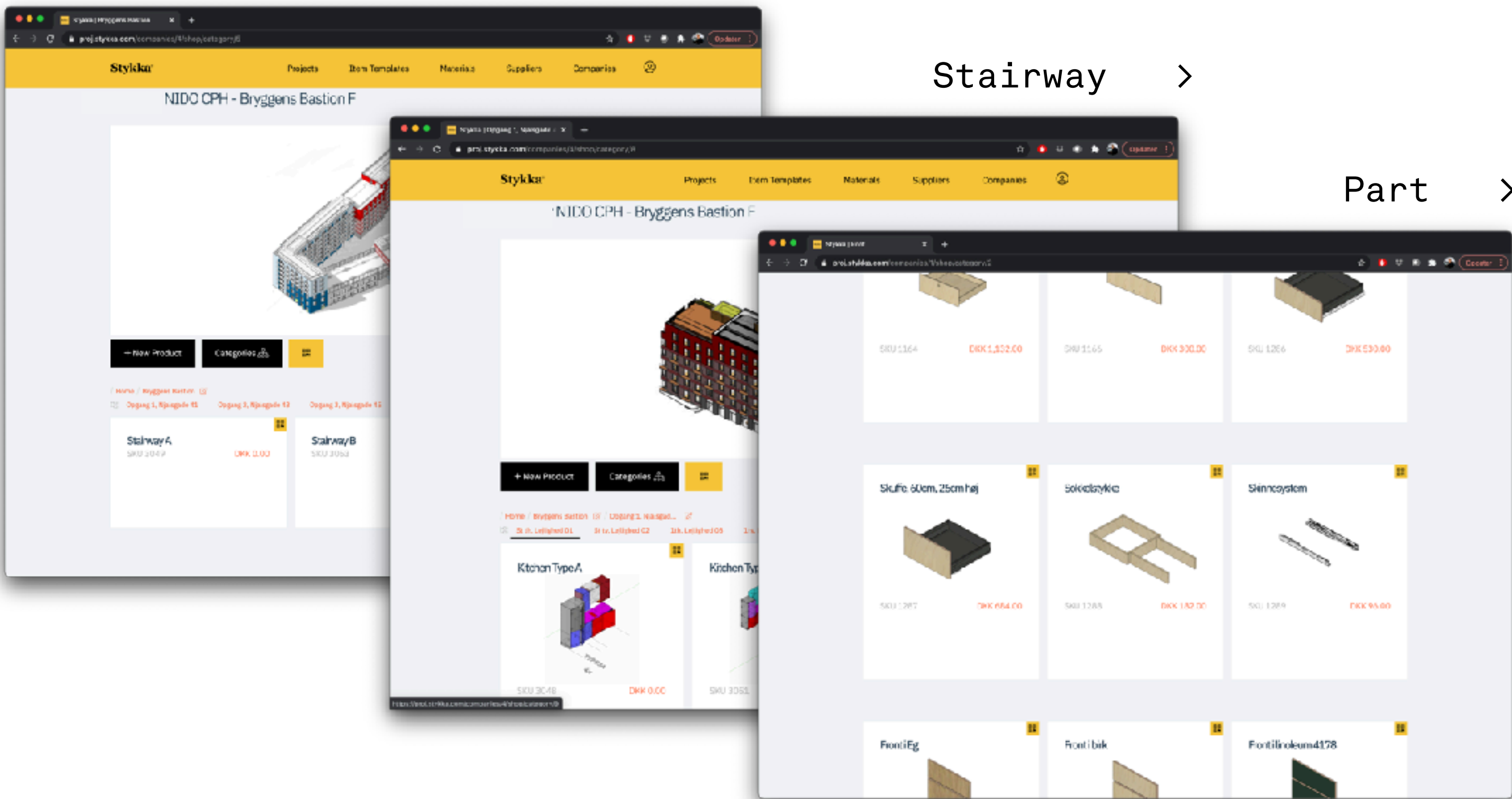
All our furniture is compatible with our maintenance platform. Various access permissions can be given to both tenants and operator staff.

Managing your furniture with software, as a 'fleet', brings multiple benefits to the table throughout the life cycle of the products, from acquisition through maintenance, and disassembly.

Project >

Stairway >

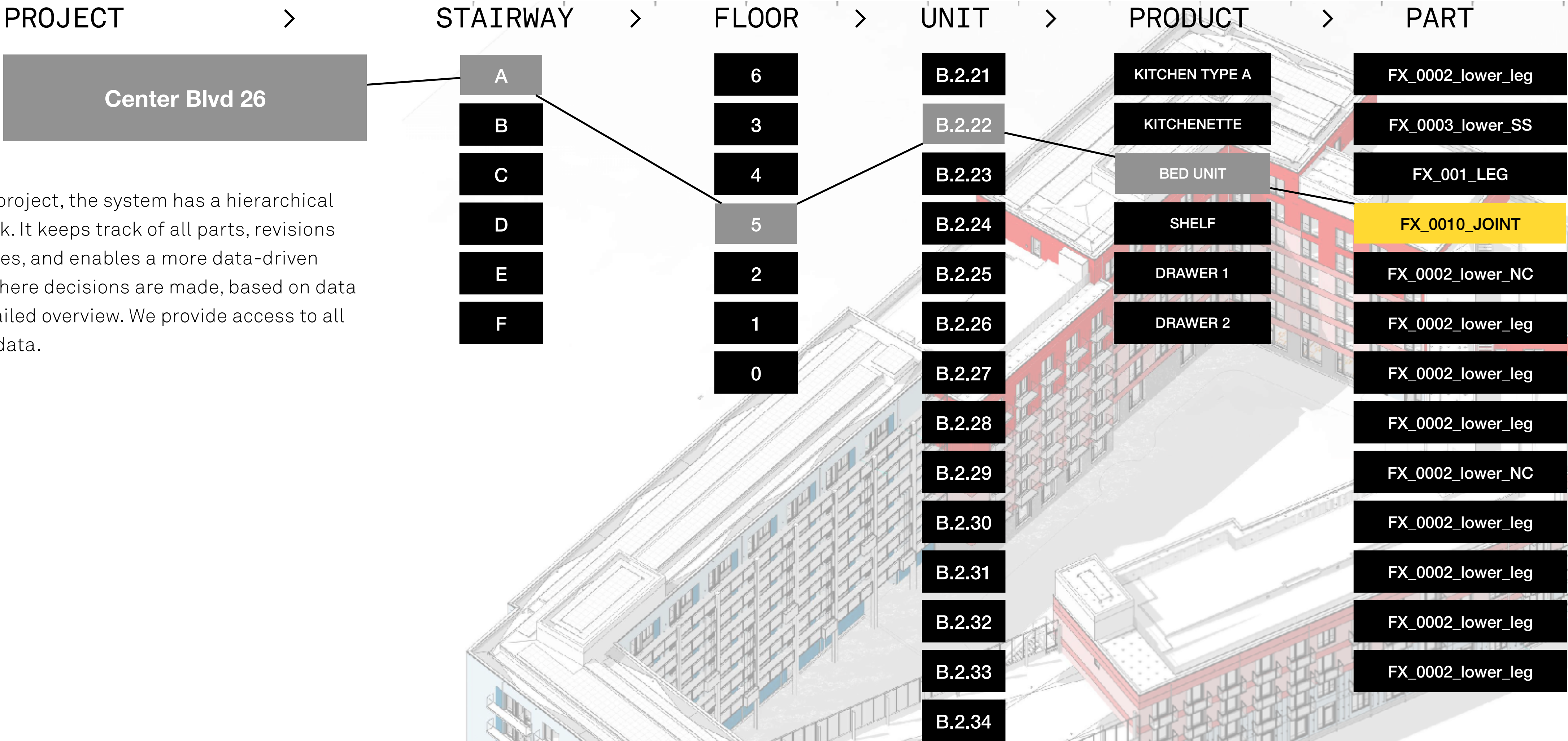
Part >





# 01 Data-Driven Furniture Management

For every project, the system has a hierarchical frame work. It keeps track of all parts, revisions and updates, and enables a more data-driven process where decisions are made, based on data and a detailed overview. We provide access to all available data.





# 01

## The Maintenance Platform

Stykka items are easily identified by scanning the QR code on each product, in each housing unit.

With the Stykka on-line platform, your facility team can reorder replacements for new parts. The system automatically keeps track of BOMs and what items are in that housing unit.

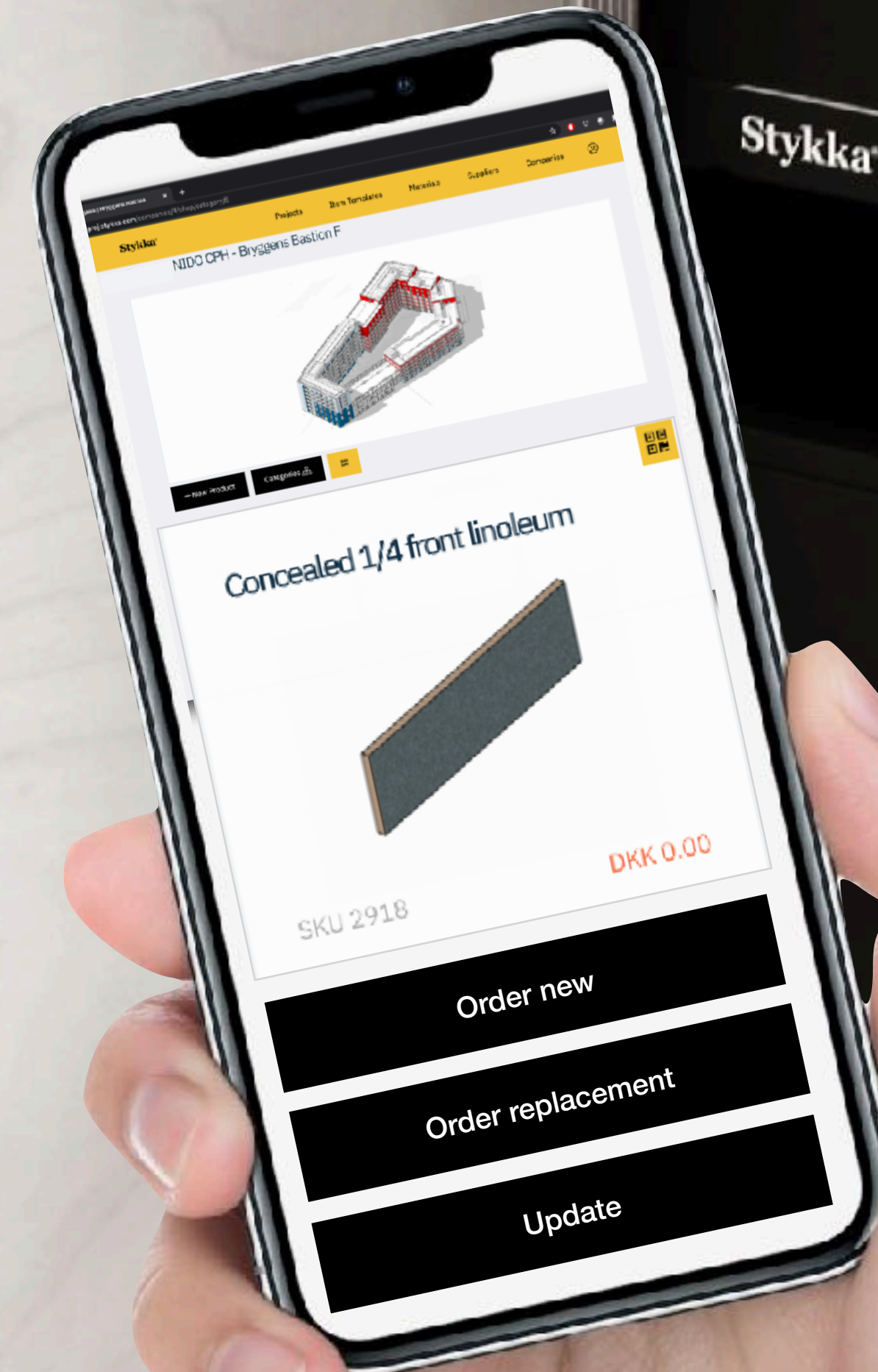
All parts are manufactured on demand and thanks to the 'digital twin' of each physical product, parts will always be available in the future.

Average shipping time is 2-5 weeks, depending on item and quantity.

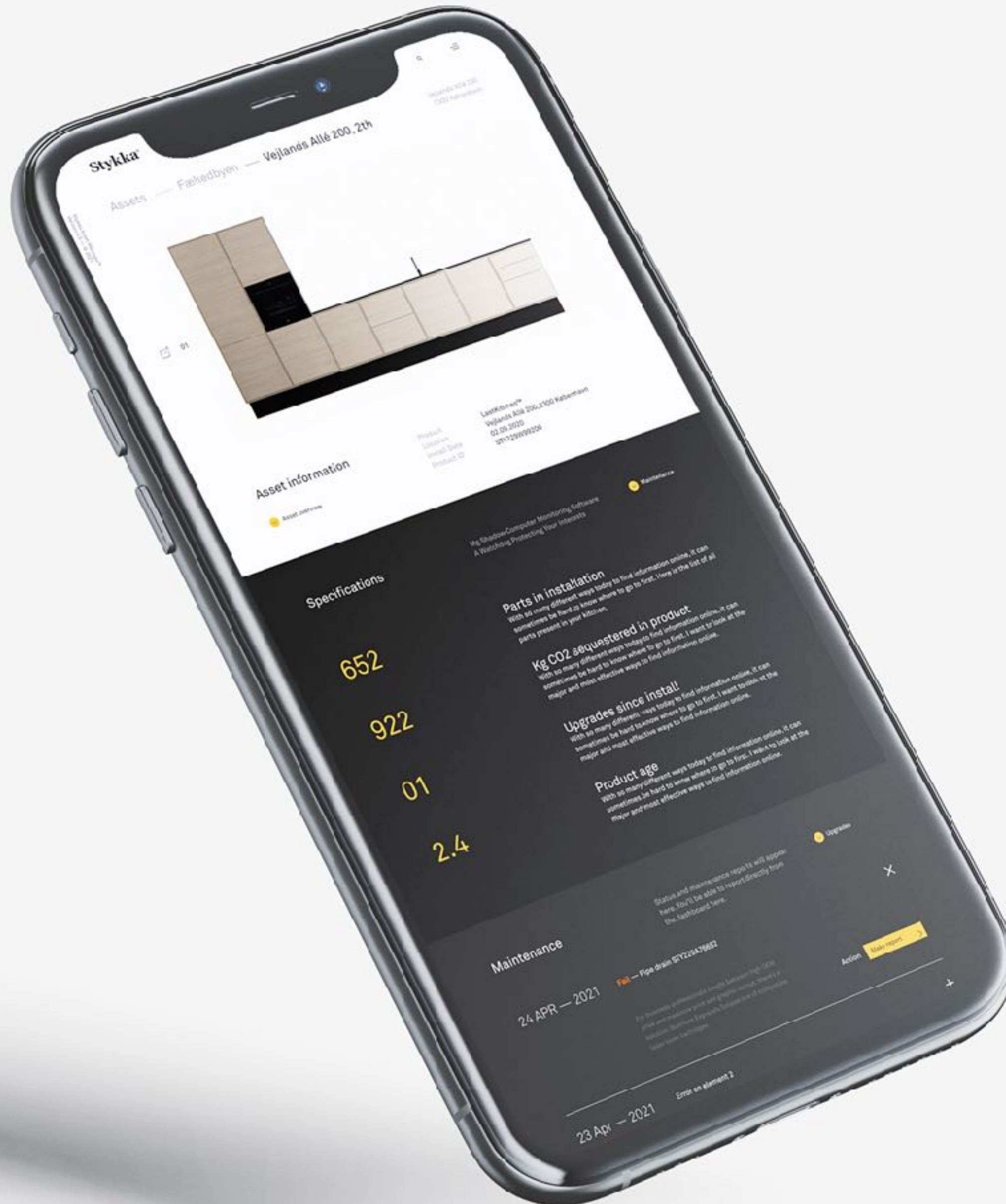
Managing your furniture with software, as a 'fleet', brings multiple benefits to the table throughout the life cycle of the products, from acquisition through maintenance, and disassembly.

- Automation of tasks, e.g. scheduled or predictive maintenance
- Provides basic product data and specs for better management and budgeting.
- Enables connection between the products and your business administration system
- Streamlines communication with tenants

Overall, digitisation reduces operating costs and saves time.







## User access

Stykka items are easily identified by scanning the QR code on each product, in each housing unit. With the Stykka on-line platform, your facility team can reorder replacement parts at the click of a button.

All parts are manufactured on demand and thanks to the 'digital twin' of each physical product, parts will always be available in the future. Average shipping time is 2-5 weeks, depending on item and quantity.

Kitchens do get damaged, over time they get scratches, marks and dents. The average lifetime of a kitchen is usually 11.3 years, but with Stykka's digital maintenance platform, facility managers can easily replace only parts that are damaged and significantly prolong the lifespan of a kitchen and lower the total cost of ownership of the property.

# 03.1

## Our clients and pipeline

We service a range of leading architects, building owners, operators, and real estate developers in Denmark. For 2021, we have +1000 kitchens and student units in our pipeline. Currently, we have capacity to manufacture and deliver the interior for 90 student homes per week.

Over the last couple of months we have managed to build a 9 digit pipeline, delivering built-in furniture for 10.000+ houses.

### Facts

- 15 staff
- Expected revenue in 2021 DKK 35M
- 85% growth
- 300.000+ parts delivered
- Solid 9 digit pipeline for 2022-23

Pension  
Danmark

  
ELF Development

  
CPH VILLAGE

 2L HOLDING AS

  
KØBENHAVNS KOMMUNE

LUNDGAARD  
& TRANBERG  
ARKITEKTER

scandibyg

klein

  
BIG



# 03.1

## Our first project

To prototype our software and test it at scale we partnered up with one of Denmark’s largest pension funds PensionDenmark. This summer we completed the first 491 units of our Studio[Home]™ student housing concept with additional 500 on the way.

### Client

Pension  
Danmark

Denmark’s largest labor market pension funds with 752.000 members and a DKK 263M balance sheet





## Our first project by the numbers

2020 — University student housing

478 bed units, kitchens, shared spaces

16 Community kitchen units

6.000m<sup>2</sup>+ FSC100 wood used

167.700+ parts delivered

2021/2022 — Next phase scheduled

9x design iterations









# 01 Pension Denmark

Presentation Title  
Januar 2020





# 03.1

## Our next product\_FSC100 Kitchen

The FSC100 kitchen is our spearhead product to the building industry in 2021+2022. With our new product we've already managed to build a pipeline of 6000 units, delivered to large scale construction projects.

Stykka FSC100 kitchen are designed to keep carbon sequestered for as long as possible acting as a CO2 bank lowering the amount of green house gasses in the atmosphere.

The linoleum fronts on the kitchen acts as bombers on cars and protects the core material from being damaged. Damaged front can be recycled through Stykka's recycling scheme, where old fronts are being swapped for "new" ones.







# THANK YOU

[WWW.STYKKA.COM](http://WWW.STYKKA.COM)

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**Stykka®**

PDK x Stykka  
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