

SYM: attached to roots beginning with

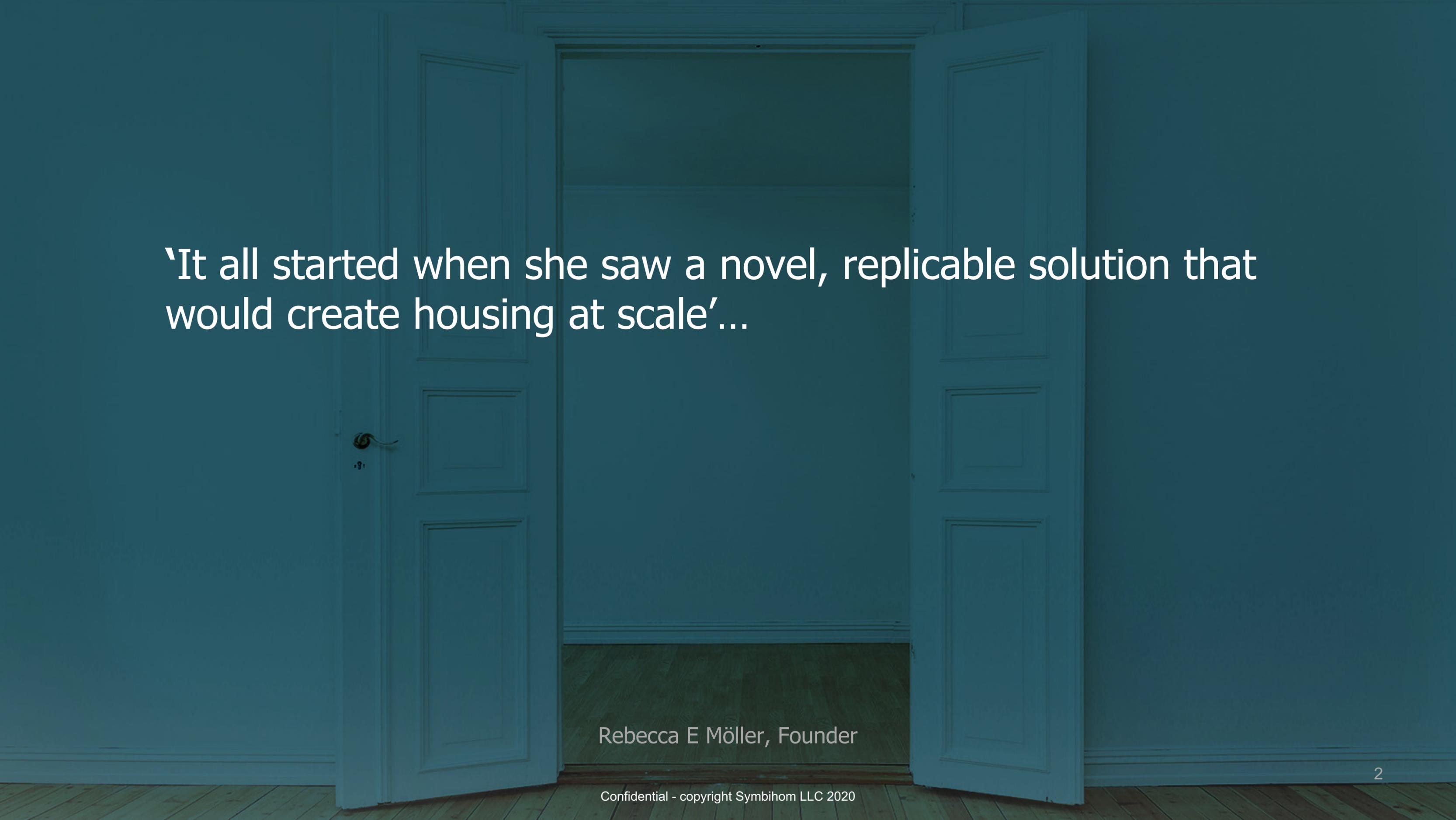
BIOME: a large naturally occurring
community ... habitat



SYMBiHOM

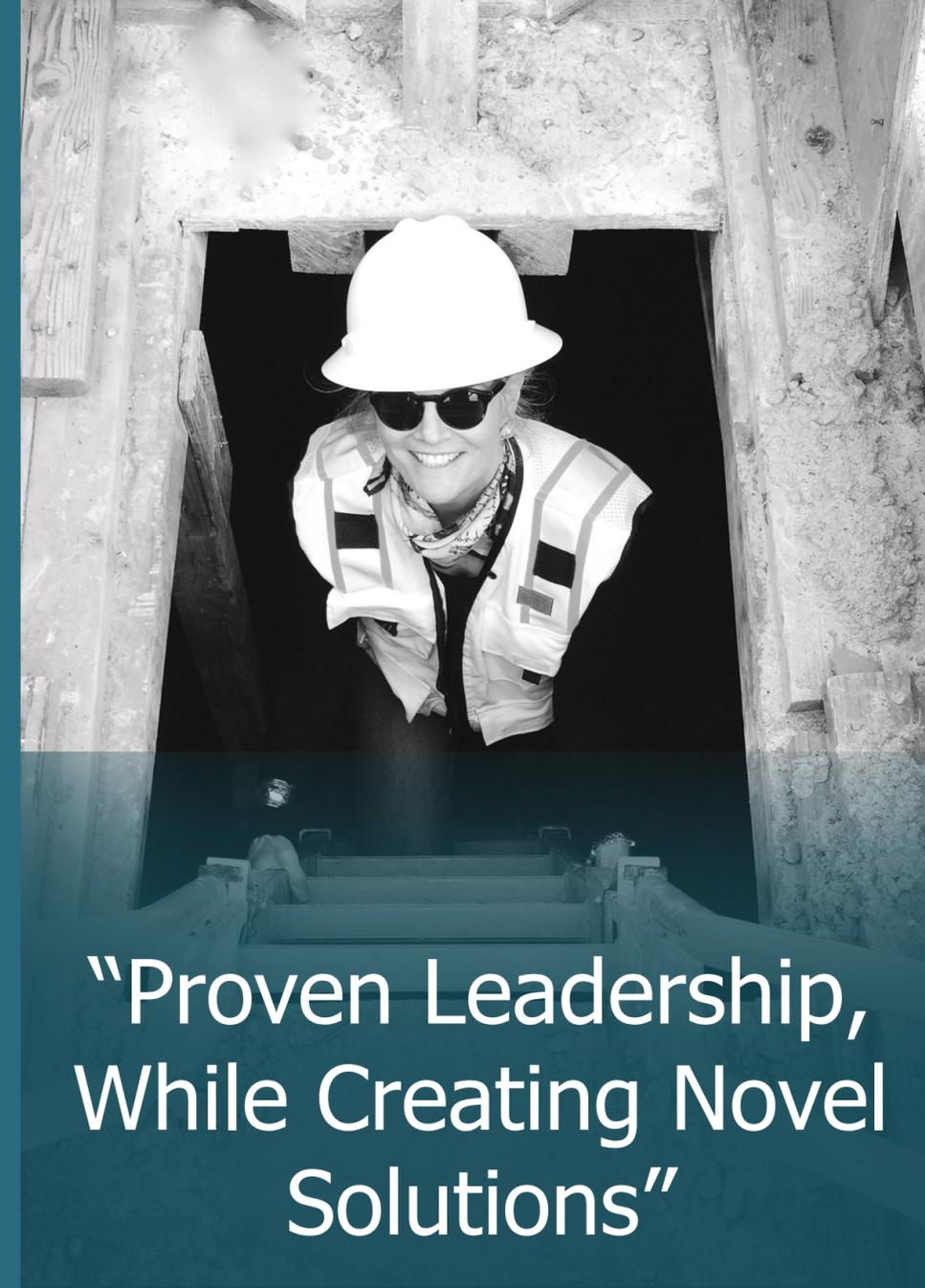
Home Value. Blooming Community.©

Rebecca E Möller, Founder



'It all started when she saw a novel, replicable solution that would create housing at scale'...

Rebecca E Möller, Founder



SYMBiHOM was founded in 2020 by Rebecca E. Möller, a veteran of the commercial construction and real estate development industry. Rebecca has managed **22 million square feet of large commercial and residential real estate development and construction projects, from concept to completion**, across the USA for Fortune 500 Companies, leading teams on some of her client's most challenging projects.

**“Proven Leadership,
While Creating Novel
Solutions”**



Rebecca has taken her experience in the successful delivery of complex multi-million-dollar projects **and made it her mission to create a scalable platform for workforce housing in existing communities.**

In her pursuit to create high-rise residential units in Silicon Valley, she came to realize that **traditional methods of real estate development would never satisfy the demand** for Workforce Housing and certainly not at an affordable rent.



REBECCA E MÖLLER
FOUNDER / CEO

WE PROVIDE ECONOMIC WORKFORCE RENTAL UNITS MULTI-GENERATIONAL LIVING AND AGING IN PLACE SOLUTIONS IN UNAFFORDABLE MARKETS



PROBLEM: NO AFFORDABLE WORKFORCE HOUSING NEAR EMPLOYMENT, AFFORDABLE AGING IN PLACE OR MULTIGENERATIONAL SOLUTIONS



**3.5M Market Rate &
Affordable units
needed in CA ₁**



**New multifamily
construction cannot meet
demand ₂**



**Workers cannot afford to
live near work; 1/2 our
aging population needs
income subsidy _{3 & 4}**

SYMBIOTIC SUPPLY AND DEMAND



**1 in 3 Homeowners Spend
50%+ Income on Housing ⁵**



**1 in 3
Renters
Spend 54%+ Income on
Rent ⁶**



**COVID-19 Increased
Homeowner Need for
Additional Income; Home
Price Increase 2022; Rent
Increase 560% 1st Quarter
2022 ⁷**

END TO END SERVICE TO HOMEOWNERS, MUNICIPALITIES, INSTITUTIONS AND CORPORATIONS



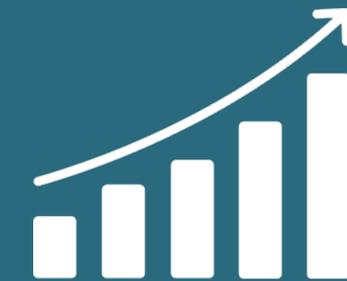
TURNKEY

removes guesswork, complexity & risks associated with Construction



PROFITABLE

homeowners increase income & communities attract & retain a workforce & reduces traffic



SCALABLE

The solution is Fast to deploy and truly scalable to multiple markets



**REMOVABLE FACTORY
PREFAB UNIT INTO AN
EXISTING GARAGE
SYMBIHOM NOOK™**

- Pre-Fabricated, +/- 500 SF Accessory Dwelling Unit (ADU)
- Pre-approved permit
- Fits Inside the Garage
- 2-day prep / 6-day install



**DATA DRIVEN
TENANT / LANDLORD
MATCHMAKING
SYMBIHOM REEF™**

- Homeowners
- Communities
- New Residents
- Identification of eligible Single Family Homes & Match Community's need



**ALL INCLUDED HASSLE-FREE
TURNKEY PRE-APPROVED FOR
OCCUPANCY**

- All legal, streamlined process
- Homeowner earns monthly income
- Highly qualified workforce Tenants
- Aligned with schools, hospitals, municipalities & tech needs

GARAGE REPURPOSED = ADDITIONAL INCOME = WORKFORCE HOUSING OR MULTI-GENERATIONAL LIVING OR AGING IN PLACE WITH INCOME

THE MARKET

REFERRALS / BUYERS



Sales:
Property Management / Real Estate
Referring Agents

Buyers:
School Districts, Municipalities & Corporations
to Attract Young Workers, Homeowners Needing
Income ^{11, 12, 13}

Tenant:
Rental Apps, Municipalities & Institutions
Employee Housing

BENEFACTORS

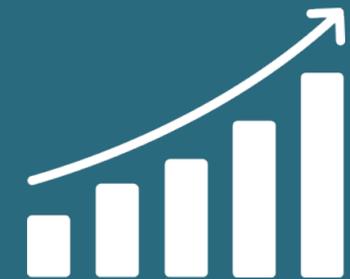


Homeowners:
Attracted by Income & Increased
Home Value at no cost when garage is Leased

Municipalities:
Institutions and Corporations have Affordable
Housing for their incoming Workforce

Tenant:
affords to live close to employer;
high quality of life

VERY SCALABLE



Fast deployment of rental units in existing
neighborhoods

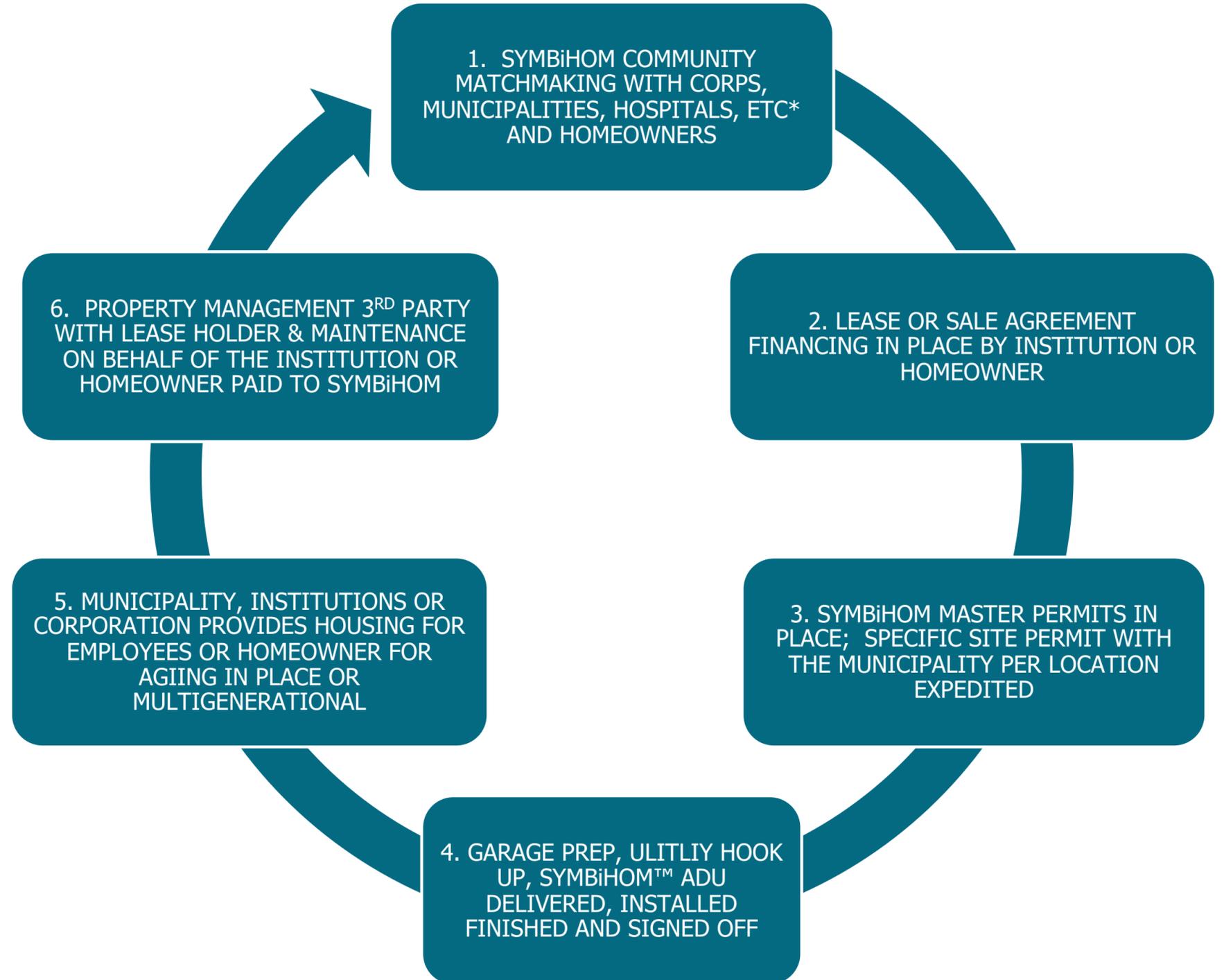
Offer a 'low cost' in exchange for higher
Net Recurring Income or Affordable
Housing

**SYMBIHOM ECONOMICALLY INCREASES
HOUSING TO CREATE AFFORDABLE WORKFORCE RENTALS,
MULTI-GENERATIONAL LIVING
AND AGING IN PLACE.**

**WE INCREASE HOMEOWNERS' REAL ESTATE
VALUE, ADD RECURRING INCOME WHILE
HELPING THE COMMUNITY BLOOM.**



**PURCHASE
REVENUE MODEL
TURNKEY
HASSLE-FREE
TO OWNER OR
LEASE HOLDER**



*CORPS, MUNICIPALITIES, HOSPITALS, ETC ARE REFERENCED AS 'INSTITUTION'

**1.2 MILLION
SINGLE FAMILY
OWNER/OCCUPIED
HOMES WITH GARAGES
IN THE BAY AREA ¹⁰**

**PILOT MARKET
CONVERTING 15,000 BAY AREA GARAGES
INTO HOUSING IS A**

\$2.3 B OPPORTUNITY

**OUR MARKET STUDY YIELDED A 37%
ABSOLUTE 'YES' WITH ANOTHER 20%
INTEREST ASKING FOR A CONSULTATION**

[assuming \$150k-\$175k for SALES model]
In the SF Bay area **only**; scalable to other markets

MARKET SURVEY SETUP 2020

- SYMBiHOM SURVEYED 375 BAY AREA HOMEOWNERS JULY 2020
- ALL QUALIFIED RESPONDENTS OWN AND LIVE IN A HOME LOCATED WITHIN THE GREATER BAY AREA, IS A DETACHED SINGLE-FAMILY DWELLING AND HAS AN ATTACHED GARAGE SUITABLE FOR INSTALLATION OF THE SYMBiHOM NOOK.
- WE ARE TARGETING THE >1M* ATTACHED SINGLE-FAMILY HOMES BUILT AFTER 1970 WITH ATTACHED GARAGES.
- 5% MARGIN OF ERROR WITH A CONFIDENCE INTERVAL OF 95%.

*2017 (latest data available) American Housing Survey from the U.S. Census Bureau

TO GAUGE GENERAL INTEREST IN THE SYMBiHOM CONCEPT WE EDUCATED THE RESPONDENT WITH THE FOLLOWING DESCRIPTION OF THE PRODUCT:

Major cities in California have a severe local rental housing shortage for health care, teachers, and/or public service professionals.

Many urban homeowners have substantial equity value in their homes that they would like to convert into income.

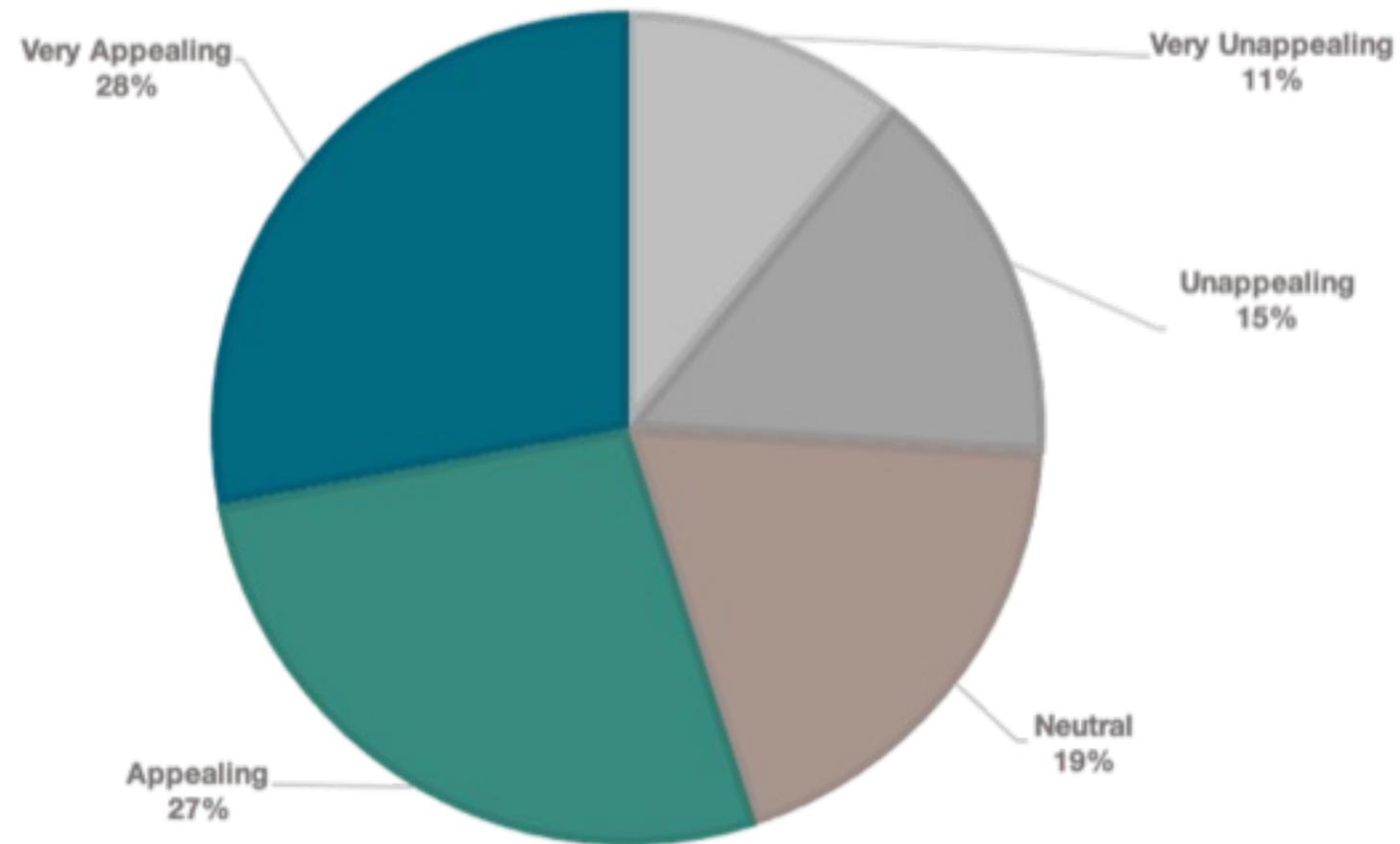
GARAGEHOME is a new company with a solution:

- 1) Affordable and convenient rental housing for working professionals
- 2) A new way for homeowners to generate monthly rental income by converting their garage into a legal, safe living space that can be rented out and easily be converted back into a garage



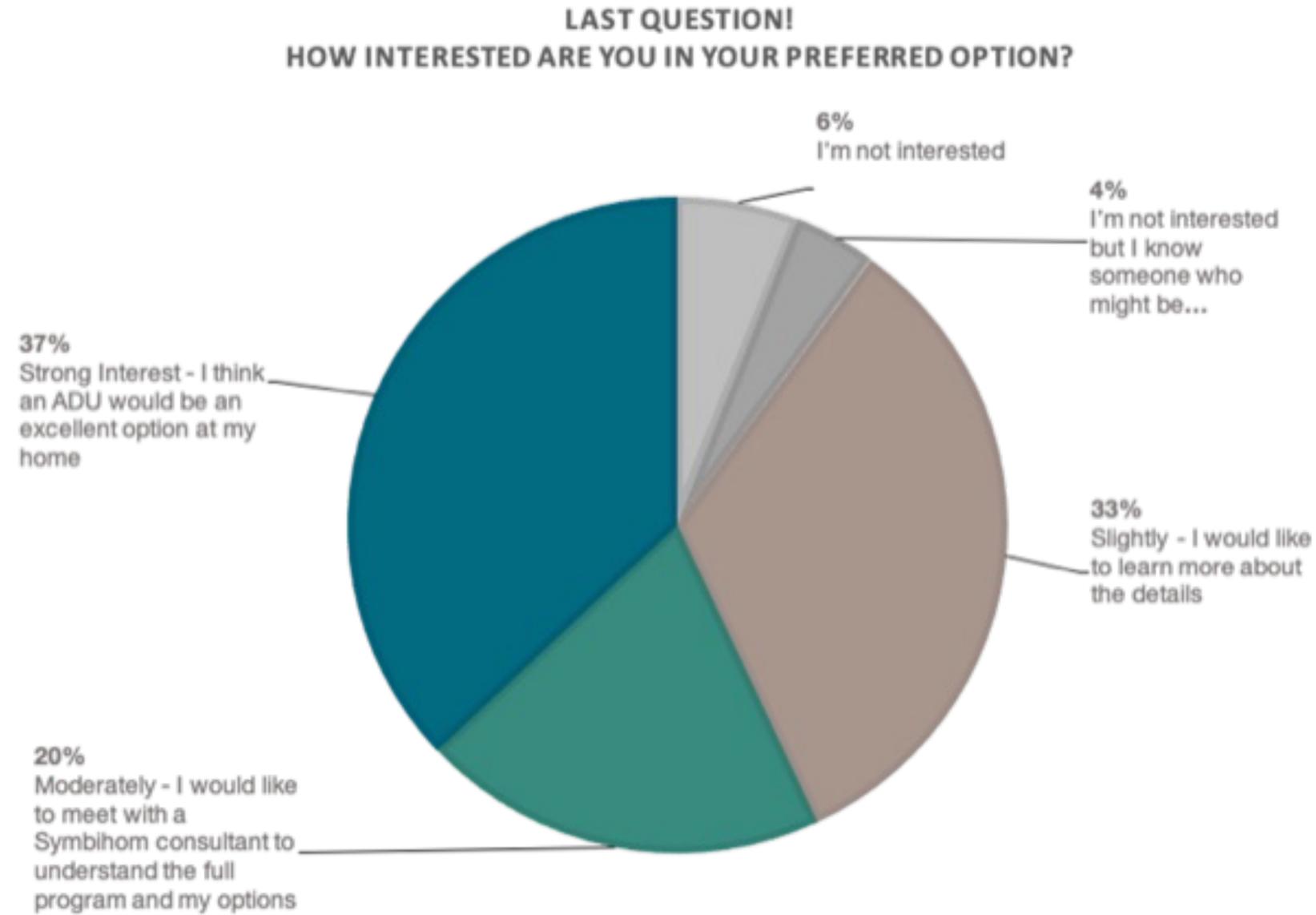
MARKET SURVEY RESULTS 2020

HOW APPEALING IS THE SYMBIHOM CONCEPT OF GAINING MONTHLY RENTAL INCOME FOR CONVERTING YOUR GARAGE?



NOTE: SIMILAR RESPONSE IN LA MARKET SIZE IN LA = SF BAY AREA

MARKET SURVEY RESULTS 2020



NOTE: SIMILAR RESPONSE IN LA MARKET SIZE IN LA = SF BAY AREA 8

Source: 2018 Comparative Housing Characteristics, U.S. Census Bureau; 2017 American Housing Survey (AHS), U.S. Census Bureau; National Association of Home Builders Housing Opportunity Index (HOI)

COMPETITOR ANALYSIS

- MISSION DRIVEN TO PROVIDE AFFORDABLE HOUSING
- EXCLUSIVE FOCUS ON GARAGE CONVERSIONS
- COMPREHENSIVE PERMITTING, ZONING SUPPORT ON DETACHED GARAGE ONLY
- HOMEOWNER/TENANT MATCHMAKING SOFTWARE
- RENTAL INCOME GUARANTEE
- REDUCED TIME TO INSTALLATION
- ESTIMATED CONSTRUCTION INSTALL TIME
- ALL-IN PURCHASE PRICE
- UP-FRONT HOMEOWNER COST LEASE (APPROX.)



PRIMARY

- ✓
- ✓
- ✓
- ✓
- ✓
- ✓

3 WEEKS [AFTER PERMITS]

\$175K- \$200K

\$0



SECONDARY

- ✗
- ✗
- ✓
- ✓
- ✗
- ✗

ADU: 12-24 WEEKS

\$0



DISTANT

- ✗
- ✗
- ✗
- ✗
- ✗
- ✗

UNKNOWN

EST. \$250K-\$650K 9

20% - 50% DOWN

RAISE:

\$2 MILLION PRE-SEED, \$20 MILLION VALUATION

RAISED:

\$500,000 RAISED IN 2021 /22

FIRST MODEL:

COMPLETED OCT 2021

TARGET:

**SALE PRICE \$175K – \$200K BASED
ON SIZE; 60 UNITS, 2022**

P&L PROJECTION

SYMBIHOM 100% Sale Model; NO Leases					
Sales Projections	2022	2023	2024	2025	Exit
Date					
<i>Units / yr</i>	<i>60</i>	<i>480</i>	<i>1000</i>	<i>2000</i>	<i>4000</i>
Amount Underwritten Through Lease Finance	-	-	-	-	-
Rent Received/Lease Model In Leased Year	-	-	-	-	-
Sales/Sale Model	9,150,000	73,200,000	152,500,000	320,000,000	640,000,000
Total Revenue	9,150,000	73,200,000	152,500,000	320,000,000	640,000,000
Finance Fee	-	-	-	-	-
Shared Rent + Mgmt Cost	-	-	-	-	-
Net Rental Income Prior Year Leased Units		-	-	-	-
Sale Model Costs	8,455,579	53,904,634	109,826,320	213,952,640	419,805,280
Operational EBITDA	694,421	19,295,366	42,673,680	106,047,360	220,194,720
EBITDA Margin	7.6%	26.4%	28.0%	33.1%	34.4%
Startup Cost	550,436				
Cash Balance with \$2m Raise	2,143,985	21,439,352	64,113,032	170,160,392	390,355,112

VALUATION BY DCF METHOD

SYMBIHOM DCF Valuation Model

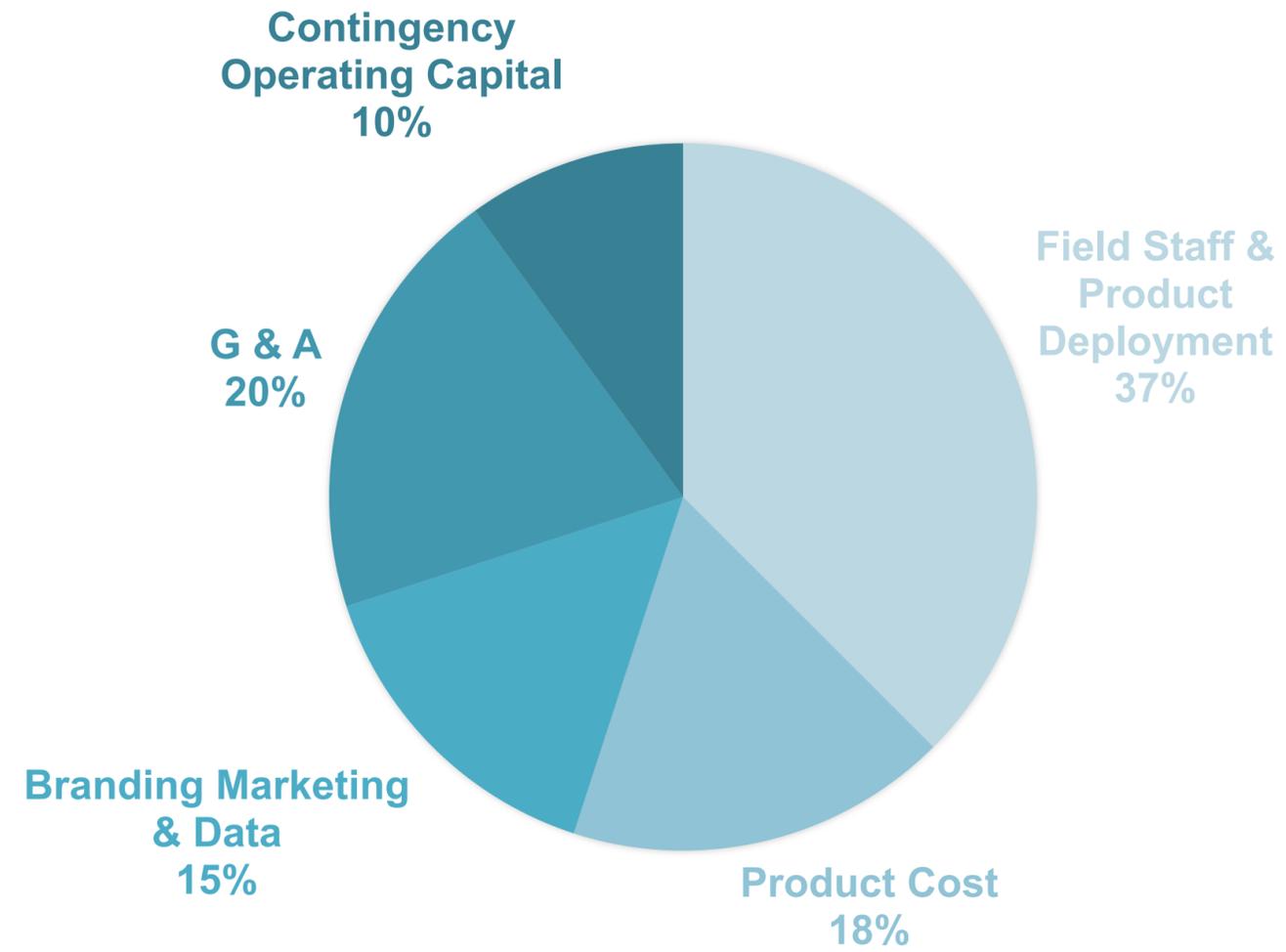
Scenario	Value of the Startup
100% Sale	\$1,055,374,935

Discounted Cash Flow	Entry	2022	2023	2024	2025	2026	Exit
Date	12/31/21	6/30/22	6/30/23	6/30/24	6/30/25	6/30/26	6/30/26
Time Periods		0	1	2	3	4	
Year Fraction		0.50	1.00	1.00	1.00	1.00	
Operational EBITDA		694,421	19,295,366	42,673,680	106,047,360	220,194,720	
Less: Cash Taxes		256,936	7,139,286	15,789,262	39,237,523	81,472,046	
Less: Capex		-	-	-	-	-	
Less: Changes in NWC		69,442	1,929,537	4,267,368	10,604,736	22,019,472	
Unlevered FCF		368,043	10,226,544	22,617,050	56,205,101	116,703,202	
(Entry)/Exit	(2,000,000)						1,438,483,174
Transaction CF	(2,000,000)	184,022	10,226,544	22,617,050	56,205,101	116,703,202	1,438,483,174

Terminal Value	
Perpetual Growth	1,335,603,307
EV/EBITDA	1,541,363,040
Average	1,438,483,174

Enterprise Value	
Value of the Startup	\$1,055,374,935
IRR	283%

START UP FUNDS SPEND BY CATEGORY



START UP FUNDS SPEND BY CATEGORY



FOUNDER / CEO / COO
REBECCA MÖLLER

FOUNDER INVESTMENT

\$500,000

EARLY INVESTORS

\$400,000

FIRST HIRES

OPERATIONS LEAD (UNDERWAY)
FIELD LEAD
SALES LEAD

SITE SPECIFIC DRAWINGS / CALCS

MCCLURE ENGINEERING,
STRUCTURAL ENG SITE & PANELS SYSTEM
CA ARCHITECT
LICENSED MEP CONTRACTORS

LEGAL TEAMS

DOTY, BARLOW, BRITT AND THIEMAN LLP, BUSINESS & FINANCE
CHARLES T. RAMSEY, TENANT LANDLORD EXPERTS
CHERNOFF LAW, INTELLECTUAL PROPERTY
JORGENSEN, SIEGEL, MCCLURE & FLEGEL, ZONING, SB9 & 10

PREFAB MANUFACTURER

MIDWEST MANUFACTURER
CA HCD MODULAR APPROVED;
APPROVAL APPROVAL IN ENTIRE USA

LICENSED CONTRACTOR

VARIES PER LOCATION

SUPPLY CHAIN

ALOM

WAREHOUSE & LOGISTICS

JIT TRANSPORTATION

DIGITAL MARKETING

Audience Collective, LA

COMMUNITY DEVELOPMENT

FUTURE HIRE

FINANCIAL MODELING

MINNI KARPUR SHARMA

RESEARCH CONSULTANT

JEFFERY MARINO

ACCOUNTING

BETTELON DUONG & PARRISH LLP, CPA

INSURANCES

CHENG-CA INSURANCE SERVICES

***NOTE: ALL IP IS OWNED BY SYMBiHOM**

PHOTOGRAPHS MODEL STUDIO







6/30/22















RENDERINGS **EFFICIENCY AND 1 BEDROOM LAYOUTS**

EFFICIENCY AND 1 BEDROM LAYOUTS







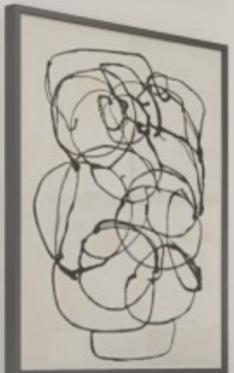
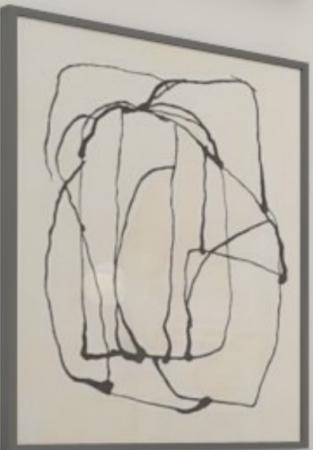
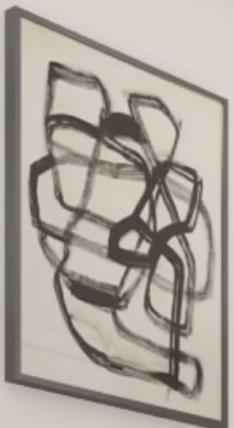
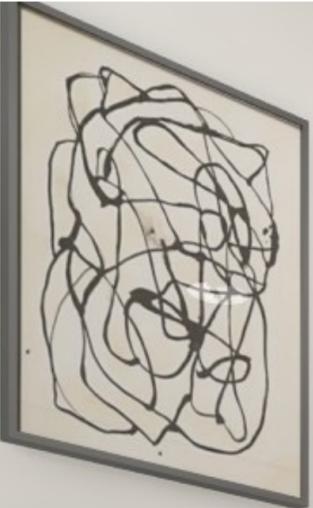


1 BEDROOM LAYOUT



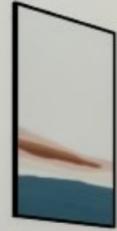
2 BEDROOM LAYOUT





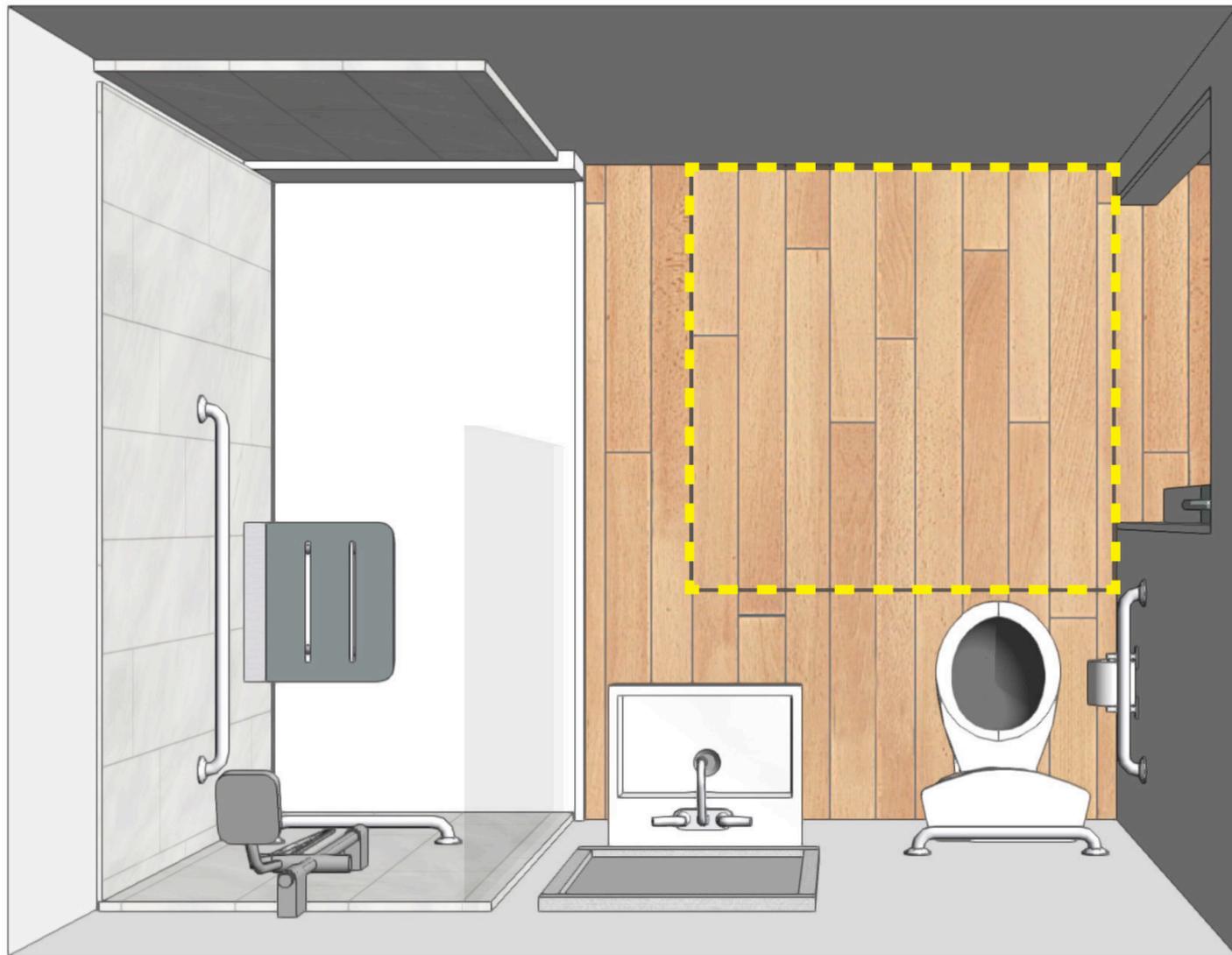


welcome to
SYMBIOM





ADA ASSESSABLE BATHROOM AVAILABLE FOR ALL LAYOUTS



Silicon Valley is famous for successful startups that began in the garage...
Now is the time to go back to the garage and help our communities blossom



SYMBiHOM

Home Value. Blooming Community.©

Rebecca E Möller

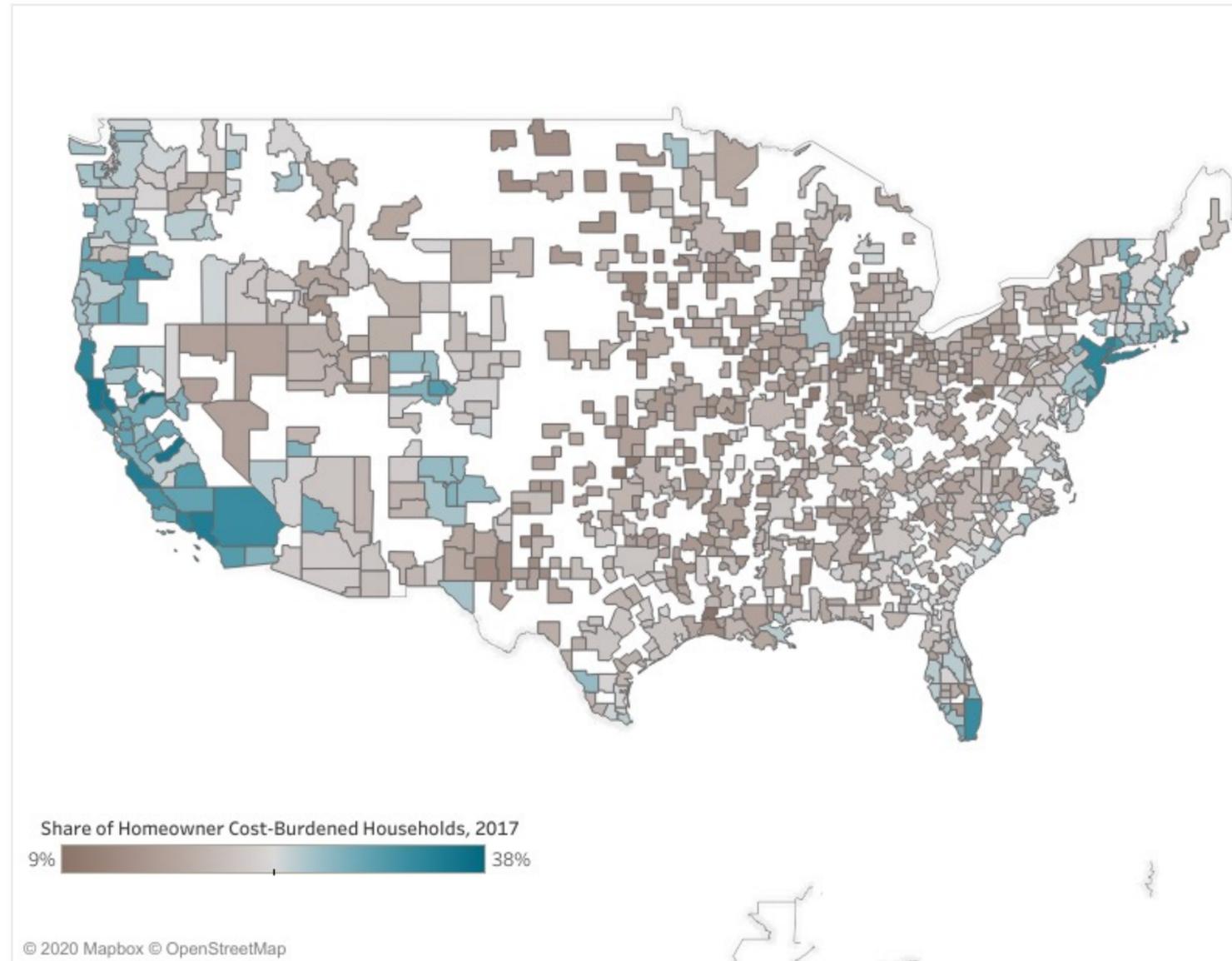
rebecca@symbihom.com

+1.650.288.2911

APPENDIX

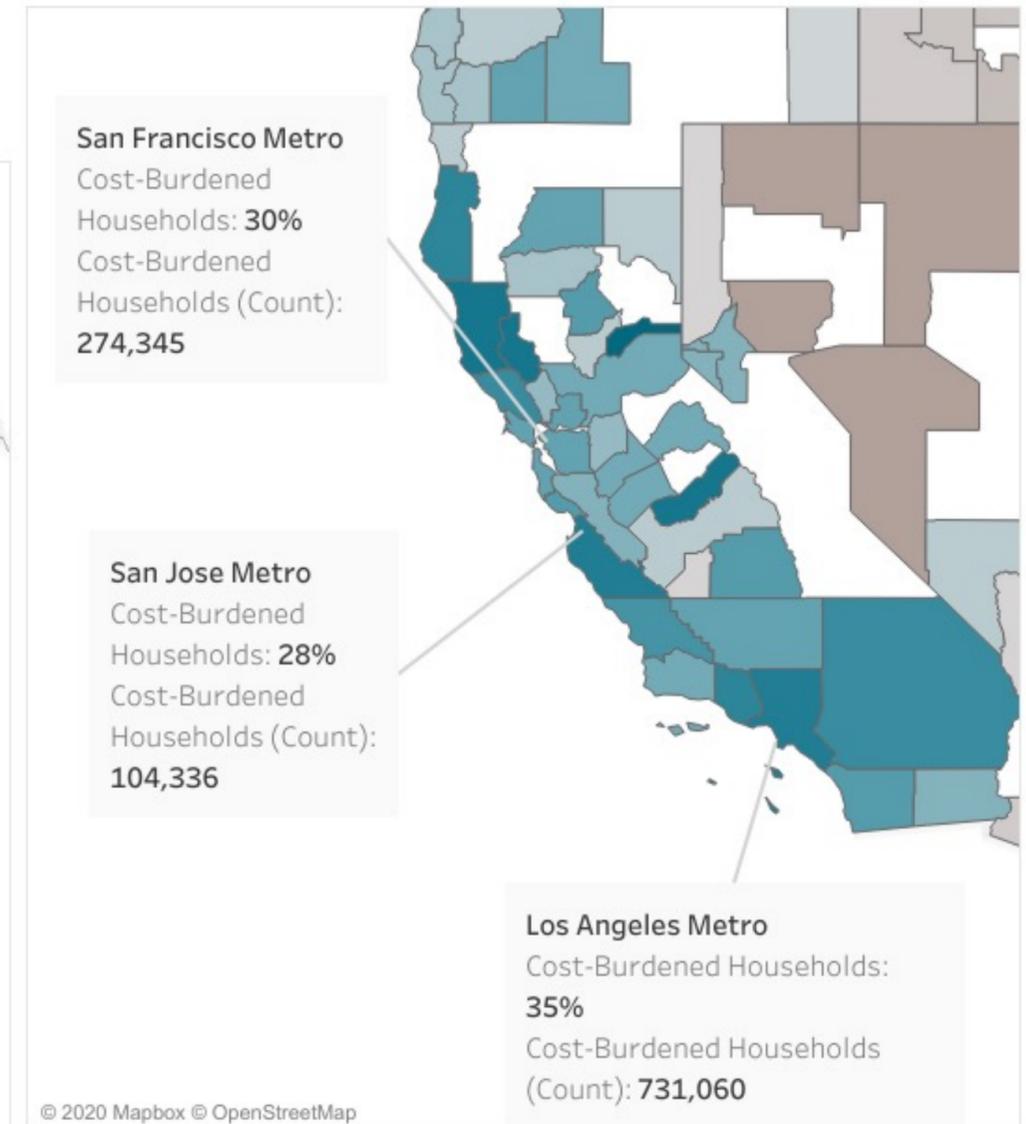


1 in 5 homeowners in the U.S. spend 30% or more of their median household income on monthly housing costs . . .



Source: Harvard Joint Center for Housing Studies, 2017

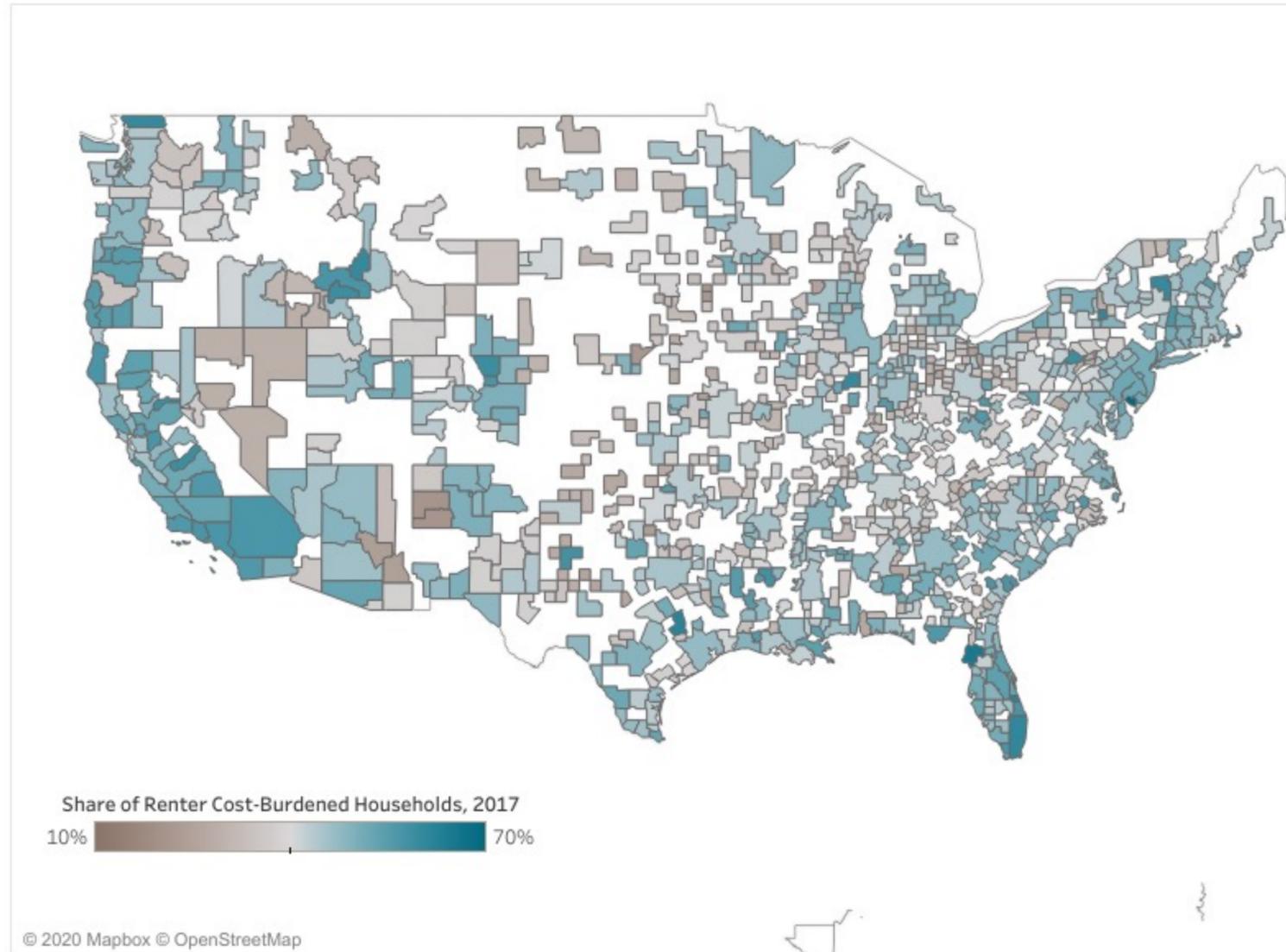
1 in 3 Owners in CA Cost-burdened spend 50%+ of Income



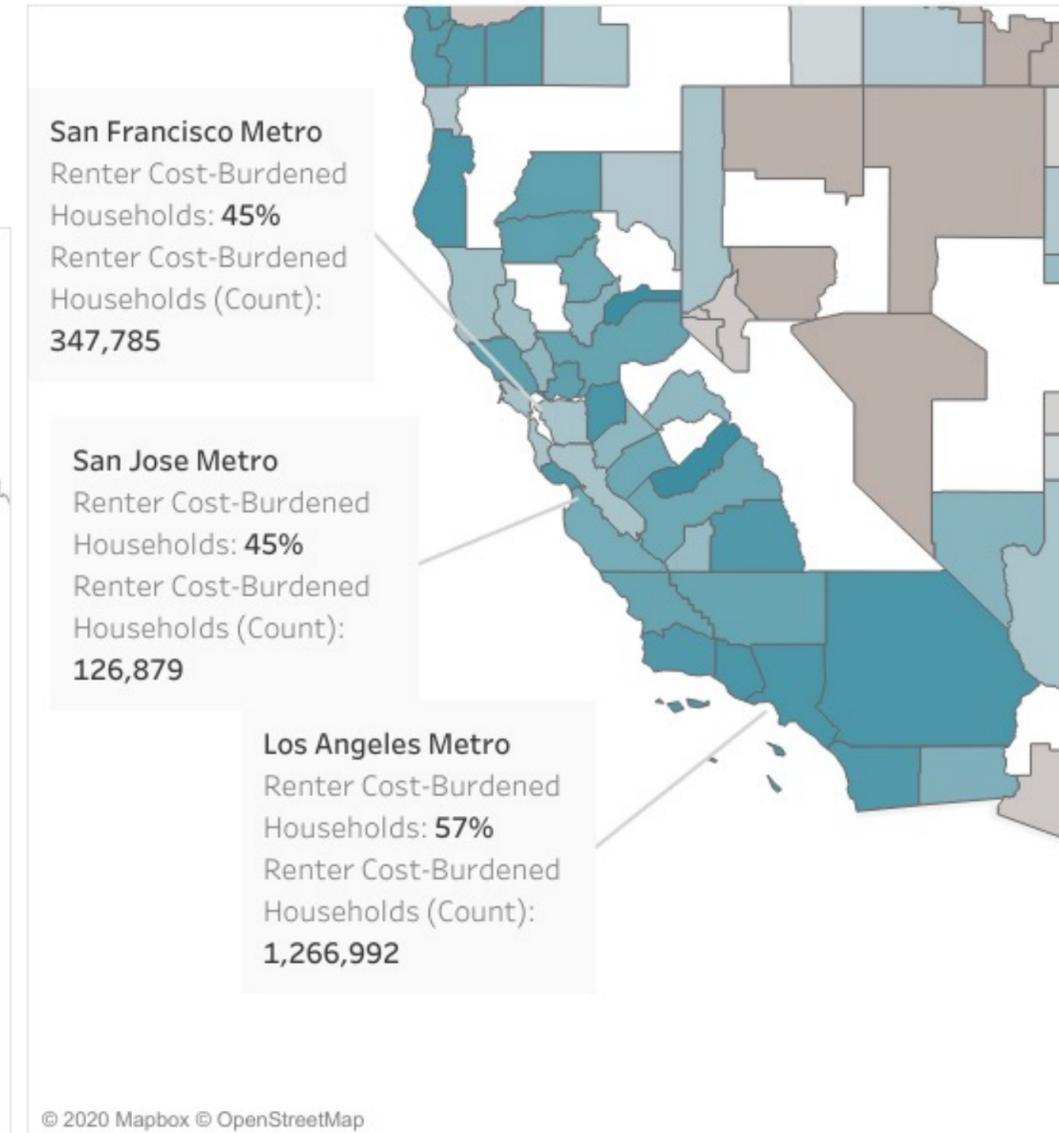
In California, that figure jumps to 1 in 3, many of whom are spending 50% or more

The situation is much worse for renters in the U.S., where nearly 1 in 2 spend more than 30% of their income on housing . . .

1 in 3 Renters in CA Cost-burdened spend 50%+ of Income



Source: Harvard Joint Center for Housing Studies, 2017



At 54%, California has the greatest share of cost-burdened renters in the country

California Code of Regulations-Title 25 § 6932
 2021 Santa Clara County Median Income:
\$151,300

effective 4/26/2021

2021 AMI for Santa Clara County											
	ELI	VLI				LI			MED	MOD	
HH	30%	35%	40%	45%	50%	60%	70%	80%	100%	110%	120%
1	34,800	37,050	42,350	47,650	58,000	63,550	74,150	82,450	105,900	116,500	127,100
2	39,800	42,350	48,400	54,450	66,300	72,650	84,750	94,200	121,050	133,150	145,250
3	44,750	47,650	54,450	61,250	74,600	81,700	95,300	106,000	136,150	149,750	163,400
4	49,700	52,950	60,500	68,100	82,850	90,800	105,900	117,750	151,300	166,450	181,550
5	53,700	57,200	65,350	73,550	89,500	98,050	114,400	127,200	163,400	179,750	196,050
6	57,700	61,400	70,200	79,000	96,150	105,300	122,850	136,600	175,500	193,050	210,600
7	61,650	65,650	75,050	84,400	102,750	112,550	131,300	146,050	187,600	206,350	225,100
8	65,650	69,900	79,900	89,850	109,400	119,800	139,800	155,450	199,700	219,650	239,650

Maximum Rent Limits 2021 (Gross Rent)*											
	30%	35%	40%	45%	50%	60%	70%	80%	100%	110%	120%
Studios	870	926	1,058	1,191	1,450	1,588	1,853	2,061	2,647	2,912	3,177
1 Bd	995	1,058	1,210	1,361	1,657	1,816	2,118	2,355	3,026	3,328	3,631
2 Bd	1,118	1,191	1,361	1,531	1,865	2,042	2,382	2,650	3,403	3,743	4,085
3 Bd	1,242	1,323	1,512	1,702	2,071	2,270	2,647	2,943	3,782	4,161	4,538
4 Bd	1,342	1,430	1,633	1,838	2,237	2,451	2,860	3,180	4,085	4,493	4,901

Assumption is studios-1person, 1bd-2 person, 2bd-3 person, 3bd- 4 person, 4bd- 5 person

*Tenant paid rent plus a utility allowance cannot exceed Maximum Rent limits. Utility allowance must be is the amount deducted from the household's rent portion when tenant is responsible for utilities.

2021 Utility Allowance Schedule (effective 10/1/2020)

https://www.scchousingauthority.org/assets/1/6/2021_UA_Schedule_Calculation_.pdf

ADU 2020 LAWS PAVED THE WAY

ADU and JADU law effective January 1, 2020 in CA

- **AB 68 & 69** No minimum lot sizes for ADUs
- **SB 330** Expediting approval time for ADUs
- **AB 881** No requirement to replace the parking spaces in the existing garage on another part of the site.
- **AB 670** Limits HOAs ability to set requirements
- **SB 13** Reduces Impact fees & eliminates owner occupancy in many instances
- **AB 1482 Tenant Protection Act of 2019** Just Cause Eviction (EXCEPT for Duplexes with Owner residing in residence) & Rent Control
- **SB 8 & SB 9** Allows for the Bifurcation of the Single-Family Home and Lot
- **SB 10** Allows ministerial change to zoning bypassing CEQA

REBECCA E MÖLLER FOUNDER / CEO

20+ YEARS PROJECTS ON TIME, ON BUDGET WITHOUT LITIGATION AS SINGLE POINT OF ACCOUNTABILITY (SPA)



Regional Call Center & Data Center, SPA



Data Centers, SPA



Global Data Center, SPA



Data Center, Call Centers, Corporate Portfolio Repositioning, NYC World Headquarter, SPA



Predictive Analytics, CO-Creater



NBA Sixers Training Facility / PCOM Student Activity Center



Construction Mngr Commercial Startup, Created Tenant Improvement Division, Retirement and Multi-family Housing



Zero Net Energy Building, SPA



Feasibility Study Faculty Housing, SPA



Head of Construction Corporate Headquarters Student Housing



Construction Manager High Rise Office Buildings



Construction Manager CT / MRI Suite and New Bed Tower



CT / MRI Suite Construction Manager

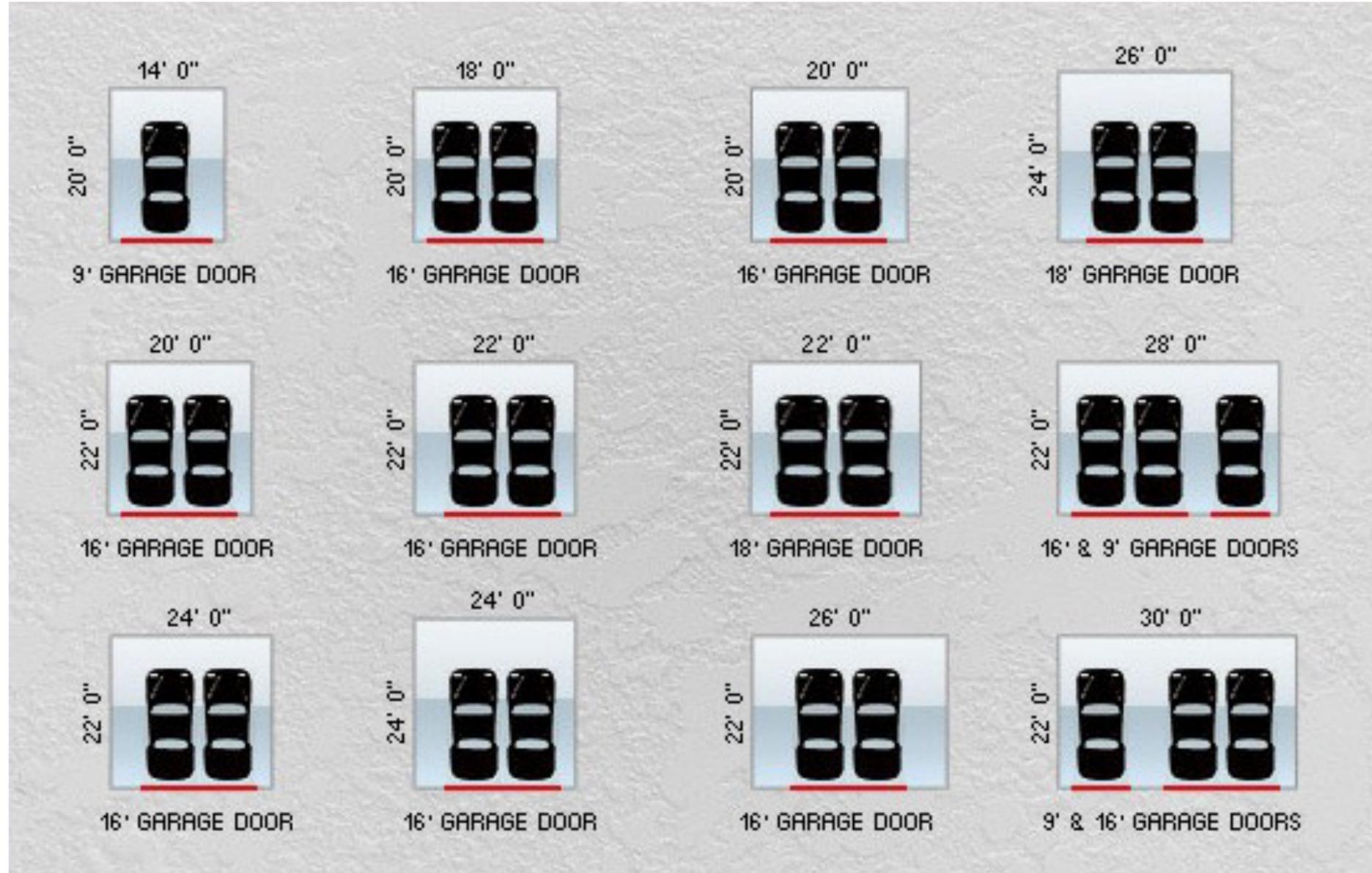


Construction Manager Corporate Headquarters & Data Center



Construction Manager Historic Hotel Dupont

TYPICAL GARAGE SIZES



THE ELEVEN RULES OF THE GARAGE

Bill Hewlett and Dave Packard, 1939

1. Believe you can change the world.
2. Work quickly, keep the tools unlocked, work whenever.
3. Know when to work alone and when to work together.
4. Share tools, ideas. Trust your colleagues.
5. No Politics. No bureaucracy. (These are ridiculous in a garage).
6. The customer defines a job well done.
7. Radical ideas are not bad ideas.
8. Invent different ways of working.
9. Make a contribution every day. If it doesn't contribute, it doesn't leave the garage.
10. Believe that together we can do anything.
11. Invent.



CITATIONS

CITATIONS PAGE 1

1. **3.5 mil Home Shortage:** <https://www.bloomberg.com/graphics/2019-california-housing-crisis/> ; <https://www.bloomberg.com/news/articles/2022-07-14/housing-shortage-spreads-across-us-becoming-coast-to-coast-crisis>
2. **Cost to Build too High:** <https://sanjosespotlight.com/map-san-jose-is-far-behind-on-sam-liccardos-affordable-housing-goal/> ;
3. **Lack of Affordable Housing:** <https://www.citylab.com/equity/2017/03/americas-affordable-housing-shortage-mapped/518391/> ; https://nlihc.org/sites/default/files/2022-07/OOR_2022_FMR_MAP.jpg
4. **No Housing for Critical Service Workers:** <https://www.wpusa.org/files/reports/CashingInOnRenters.pdf>, <https://sanjosespotlight.com/more-than-20-measures-headed-to-santa-clara-county-voters/>
5. **1 in 3 Homeowner Cost Burden:** Harvard Joint Center for Housing Studies, 2017, Mapped data in Appendix attachment
6. **1 in 3 Renter Cost Burden:** Harvard Joint Center for Housing Studies, 2017, Mapped data in Appendix attachment , <https://sf.curbed.com/2018/5/24/17391616/san-francisco-affordable-housing-report-2016-2017-bay-area>
7. **COVID 19 Impact on Homeowner and Renters:** <https://homeownershipmatters.realtor/issues/evictions-suspended-for-renters-and-homeowners-due-to-covid-19>; **Increase in rent 1st quarter 2022** <https://nlihc.org/sites/default/files/2022-07/2022-oor-Figure-4.jpg>
8. **Legal Review of the Bay Area 'Just Cause Eviction & Rent Control:** Brief by Charles Ramsey Esq and Associates, San Francisco, CA 2020 for SYMBIOM <https://www.dropbox.com/s/koleelpx6nik0h7/Symbihom%20Landlord-Tenant%20Talking%20Points.pdf?dl=0>
9. **Backyard ADU Cost:** <https://www.nbcbayarea.com/news/local/making-it-in-the-bay/granny-flats-backyard-cottages-adus-the-tiny-home-revolution-in-bay-area-backyards/2231314/>, **Evidence the Garage demand Exists and is Supported:** <https://www.citylab.com/perspective/2019/04/convert-garage-apartments-affordable-housing-crisis-adu/587434/> , <https://www.bbc.com/worklife/article/20190617-garages-the-new-affordable-houses> **Affect on Home Value:** <https://accessorydwellings.org/2014/07/02/how-do-adus-affect-property-values/>
10. **Number of Single-Family Owner-Occupied Home Data Research:** Source: 2018 Comparative Housing Characteristics, U.S. Census Bureau; 2017 American Housing Survey (AHS), U.S. Census Bureau; National Association of Home Builders Housing Opportunity Index (HOI)
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