



timhome

VIETNAM'S REAL ESTATE
MARKETPLACE

REAL ESTATE MARKETPLACE PROVIDER HOMSTERS.COM RAISES BRIDGE-ROUND FOR THE LAUNCH OF TIMHOME.VN – VIETNAM'S REAL ESTATE MARKETPLACE

Ho Chi Minh City (April 11, 2016) – Homsters.com, the international real estate technology company, has raised 0.6M USD from high-profile private investors from Vietnam, Europe and the USA. The funds will be used to expand to SE Asia by launching TimHome.vn – Vietnam's real estate marketplace.



Bridge- round 0.6M USD

Homsters.com has a proven-track record in providing tools and services aimed at converting online demand into real estate deals. After gathering industry know-how as a service provider for real estate developers for over a year, the team has launched its first automated marketplace, Homsters.kz, in Kazakhstan in Q4 2015. The marketplace is showing great traction, allowing the team to accelerate the expansion to ASEAN. Vietnam was carefully chosen out of over 30 analyzed markets, as a sweet spot for launching a performance driven real estate marketplace.

The executive team will additionally be supported by the local expertise of Mr. Lukasz Roszczyk, who joins the Supervisory Board of Homsters.com.



The demand for our solution in Vietnam has exceeded our expectations. The massive online population combined with a booming real estate market creates a desperate need for a high quality marketplace, which would efficiently connect buyers with sellers. The current solutions, based on a classified business model, are not meeting the customer expectations. Given the initial response we have decided not to wait with the launch until closing a Series-A, but rather to accelerate by inviting Vietnamese and international private investors to fuel our growth

Andrew Olejnik, Co-Founder and CEO of Homsters.com.



I am excited to join the Supervisory Board of Homsters.com alongside the other seasoned non-executive directors, who have invested in the business. I am confident that the Homsters business model is a great fit for the rapidly developing Vietnamese market. The real estate market in Vietnam is in dire need for technology providers, which would create a more efficient and transparent way for home-sellers to sell. At the same time, massive online population of buyers is desperately looking for trustworthy and user-friendly information sources. I believe TimHome, Vietnam's real estate marketplace, can truly upgrade the market here

Lukasz Roszczyk, Managing Director of Leo Burnett Vietnam/ M&T and Board Member of Homsters.com

To smoothen the market adaptation period, Mr. Lukasz Roszczyk, will be joining the Supervisory Board of Homsters.com. Mr. Roszczyk has over 15 years of marketing and management experience in emerging markets, developing and transforming businesses in Vietnam, China, Kazakhstan and Poland.

Mr. Roszczyk currently serves a Board Member and the Managing Director of the Business Cooperation between Leo Burnett (part of Publicis Group, one of the world's largest advertising networks) and M&T / DATVietVac (Vietnam's first Communication, Media, Entertainment, Television Investment and Management Group). He holds an MBA from Hult International Business School (San Francisco&Boston 2010/2011). He also serves as advisor to Vietnamese Investment Funds and advises Start-ups on the growth strategies in Vietnam. His network and experience will underpin the robust growth of TimHome in Vietnam.



Both co-founders of Homsters.com (Andrew Olejnik and Maria Ren) have relocated to Ho Chi Minh City to supervise the expansion. The marketplace has already been localized and is in pilot mode, working under the brand TimHome.vn. The team has already signed the first contracts with developers and brokers and is preparing for the official launch in Q2 2016.



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About Homsters

Homsters.com – international real estate technology company, which develops performance-driven real estate marketplaces for emerging markets. The company seeks to upgrade the real estate industry by offering pay per result customer sourcing models to real estate sellers. In its first year of operations, it has supported more than 150 developers in 7 countries in selling over USD 500 million worth of real estate. The company currently has over 40 employees in Kiev, Almaty and Ho Chi Minh. It operates two marketplaces in Kazakhstan (homsters.kz) and Vietnam (timhome.vn) as well as Prof.Estate, an online solutions provider for real estate.

Key facts



2 real estate marketplaces ready to scale.



Next generation of classifieds: a true marketplace for the real estate.



Over 40 employees (Development in Ukraine, local teams in VN and KZ)



Only 6 months after launch in KZ connecting over 1.000 home sellers with potential buyers, resulting in a revenue of over 100.000 USD in Q1.



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