



SMART SUSTAINABLE SPACES

**50% OF BUILDINGS
ELECTRICITY**



**18% EMISSIONS
BY 2050**



**8 OUT 10 PEOPLE
IN DISCOMFORT**



15%



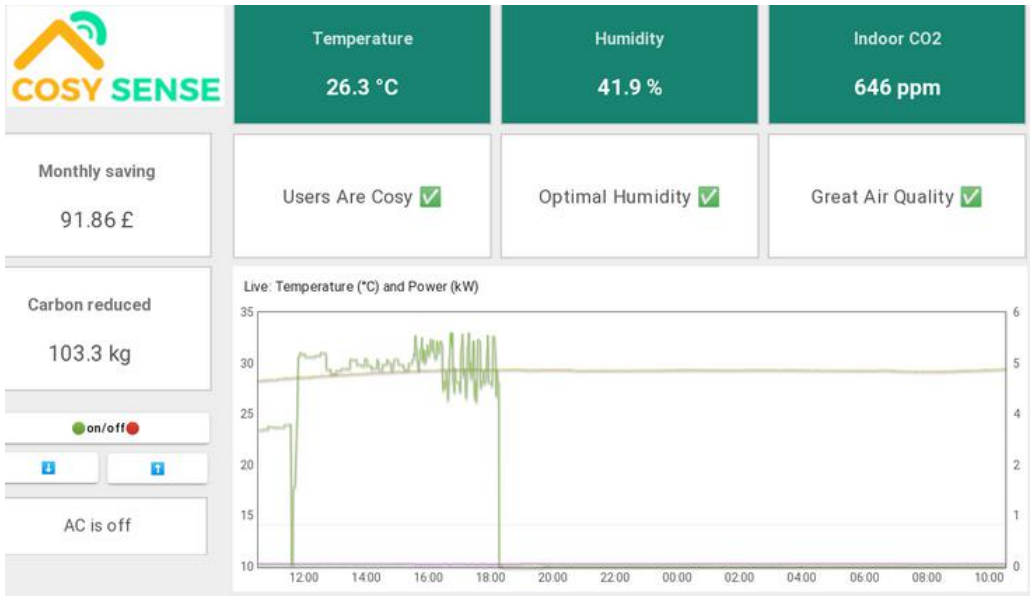
SENSORS-AS-A-SERVICE FOR COMMERCIAL BUILDINGS

1



Thermal sensation
Indoor environment
AC consumption
AC footprint

2 Data + AI +
Dashboard



3



↓ Electricity & emissions

↑ Occupants comfort

HOW DO WE MAKE MONEY?



Coworks/office managers






- **Sensors leased for free**
- **Service \$99/month**
- **Only if savings > fee**

UNIQUE AND LOW COST

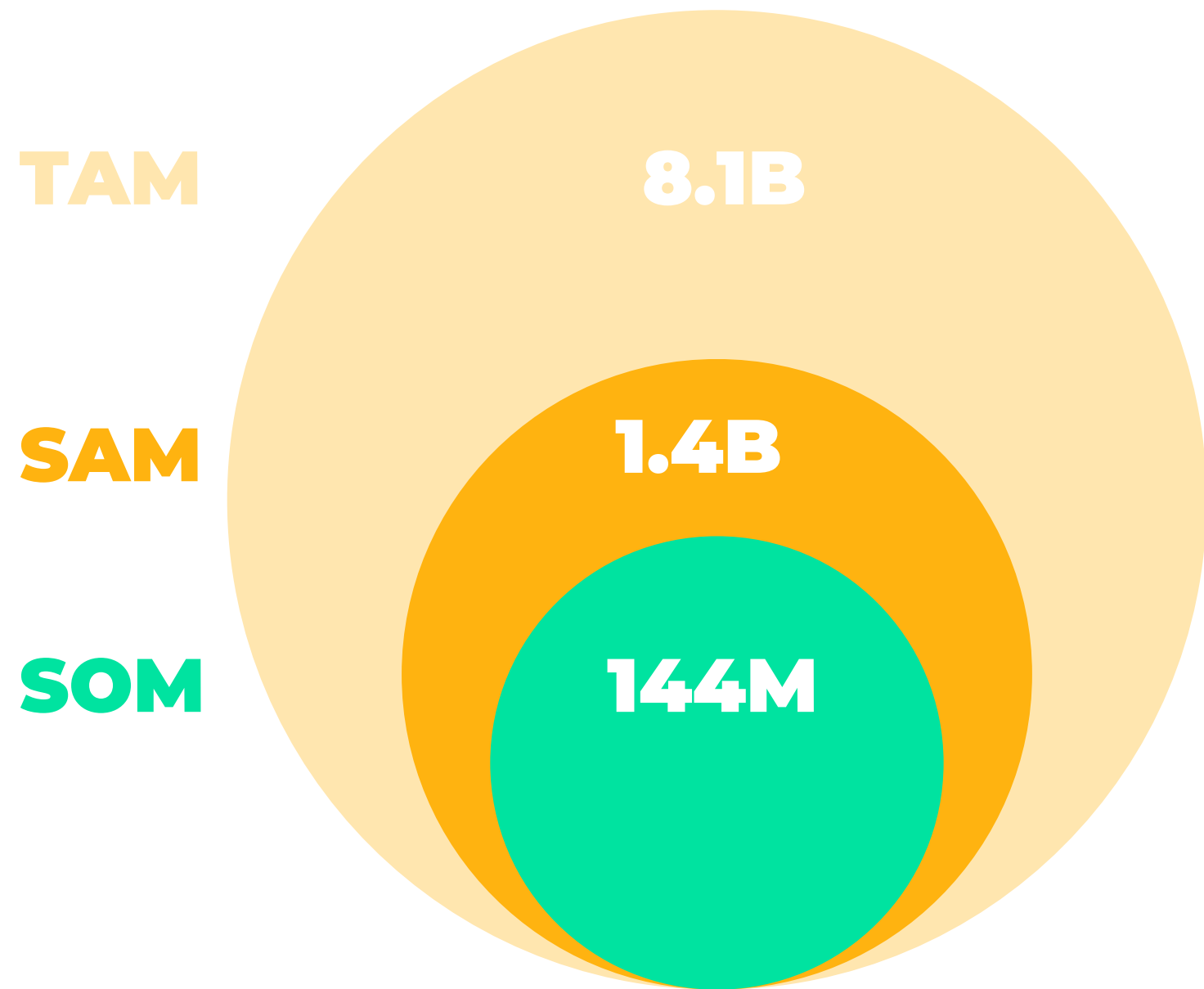
Comfort generates savings

Hardware and feedback loop: unmatched big data

No-upfront-cost service model

		Users sensation	Hardware and loop	Big data	Business model	Customers
Smart IoT	 Nest 	✗	Limited	Limited	✗	B2C
Zoning BMS	 KEEN [™] home 	✗	✗	Limited	✗	Large B2B
Analytics & energy		✓	✓	✓	✓	Any B2B

MARKET AND FINANCES



Smart IoT CAGR= 28%

- **Sensor: \$250 & \$3.5/month**
- **Breakeven year 3**



Financial details



GO-TO-MARKET

LinkedIn Ads targeting space managers



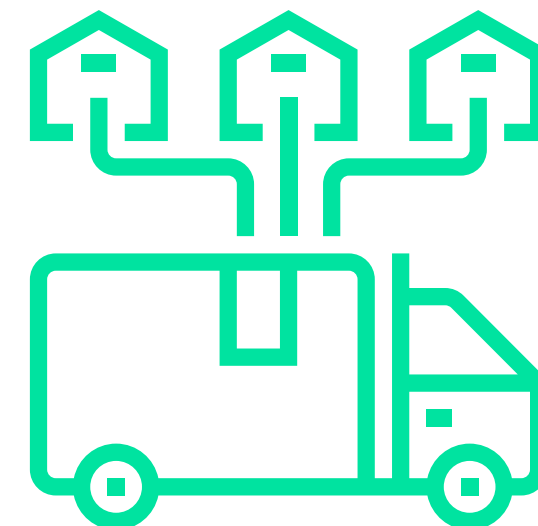
**Sales champions: Bot answers
#thermaldiscomfort complaints**



**Partnering on commission
with cost accountants**



**Partner with AC distributors,
shared revenue**



TRACTION AND AWARD-WINNING

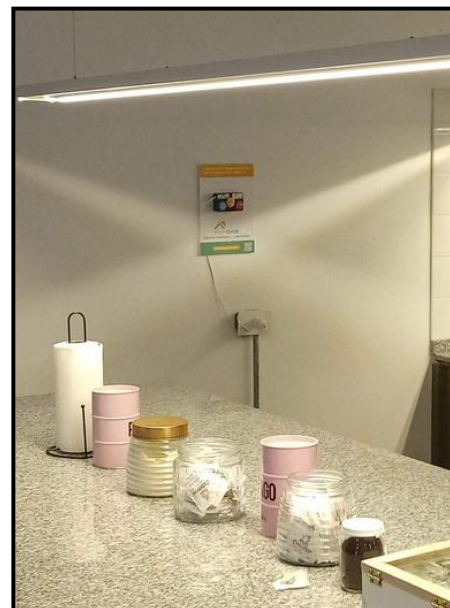


- 500,000 data points from 8 spaces in US, UK, Argentina
- One-year coworking space client

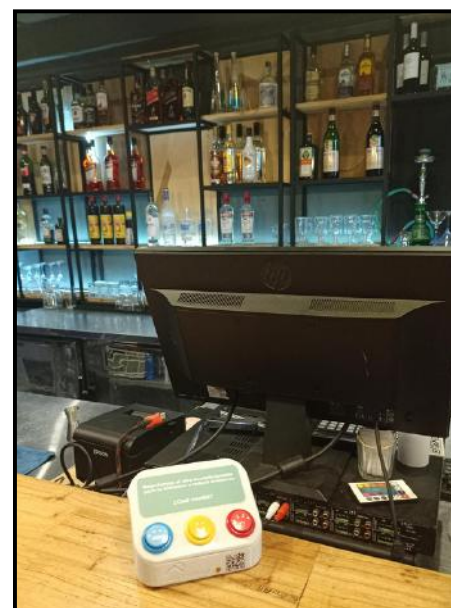
olaCOWORK



HUERTA



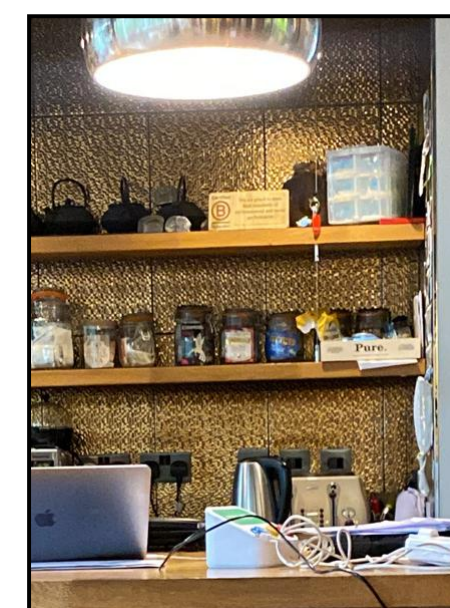
Selina



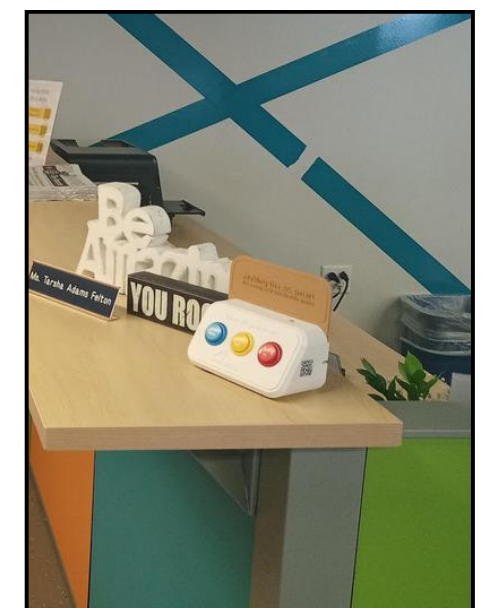
MANA
COMMON



THE
TRAMPERY



Miami Dade
College



BETTER FUTURES



Mayor of London award for early-stage cleantechs

HARDWARE



Finalists in hardware for sustainability

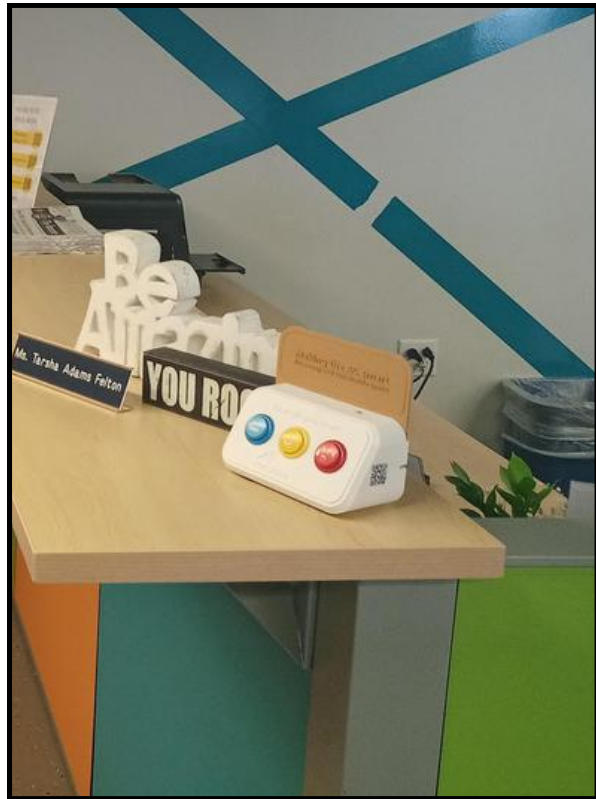
GRANTS SUPPORT



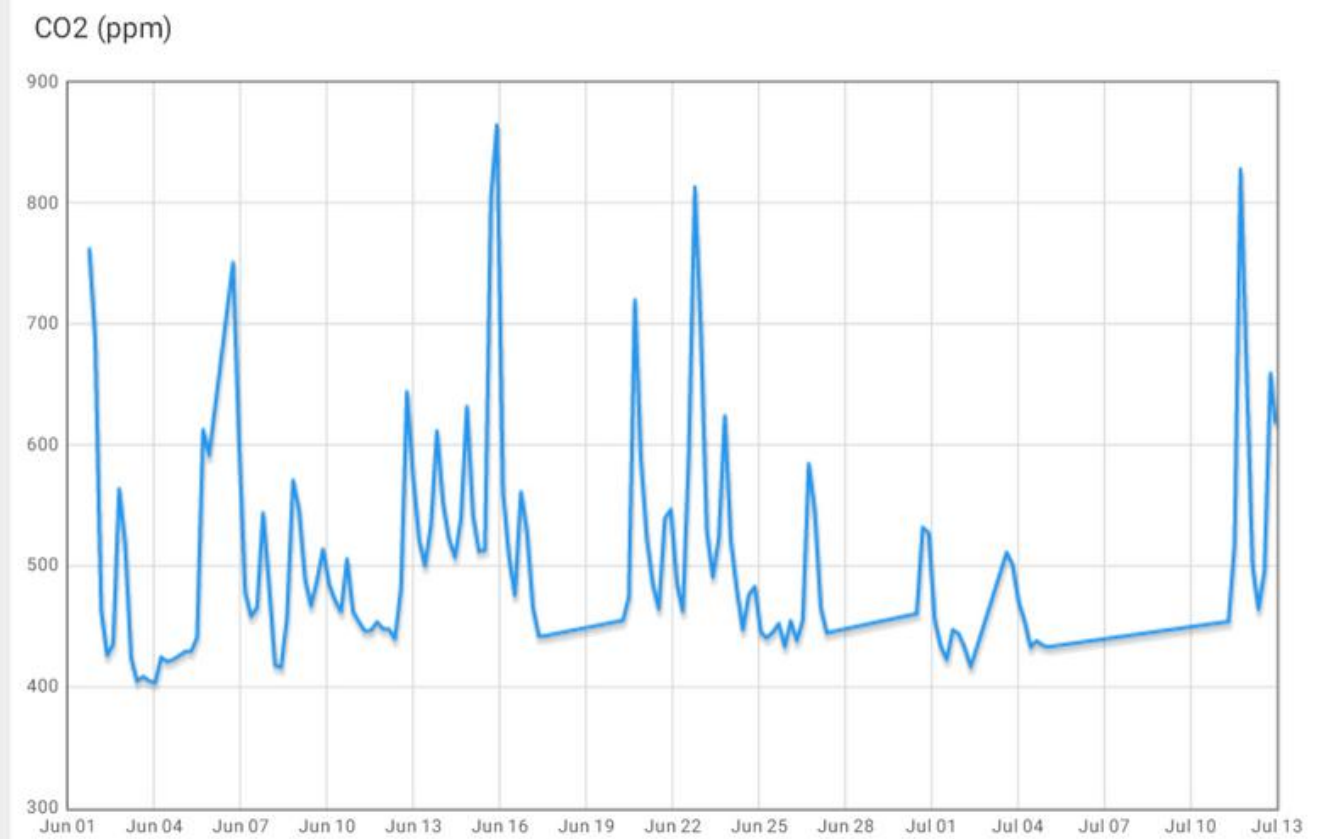
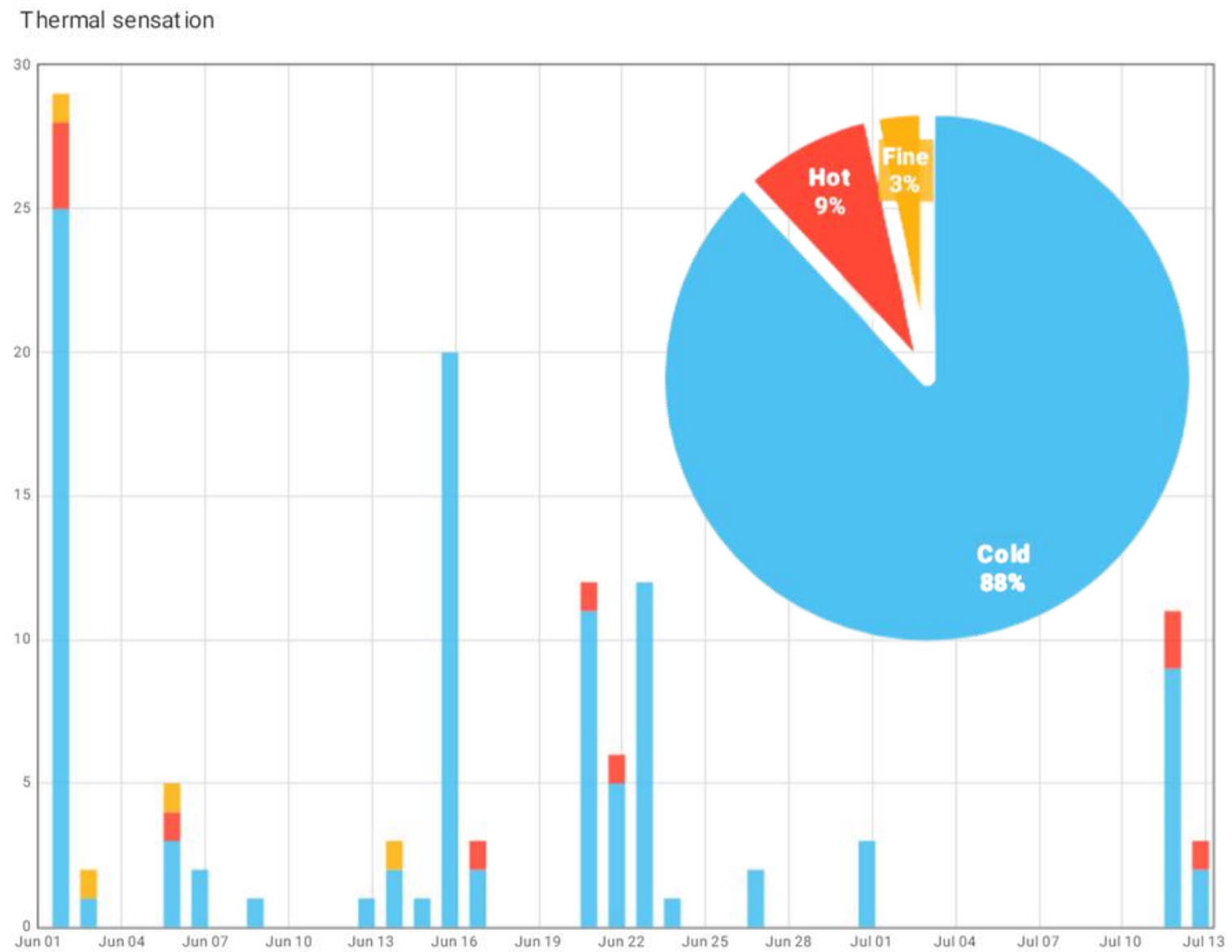
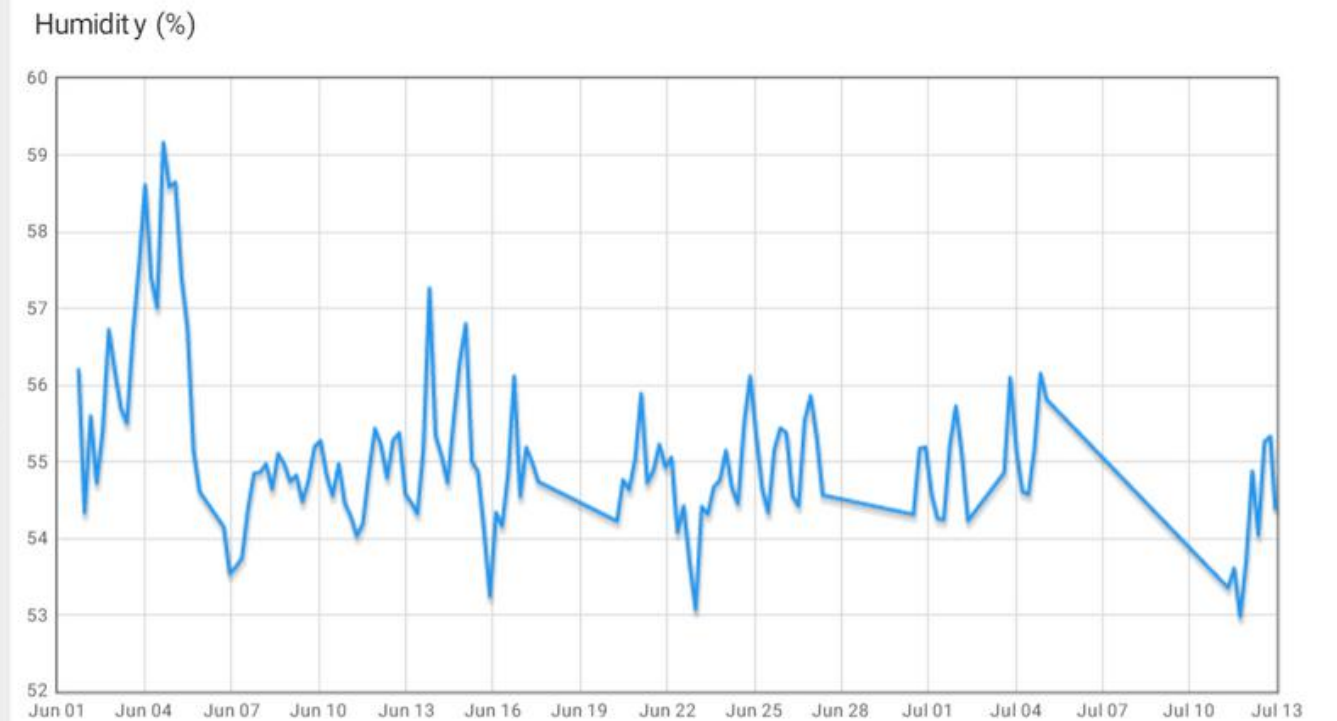
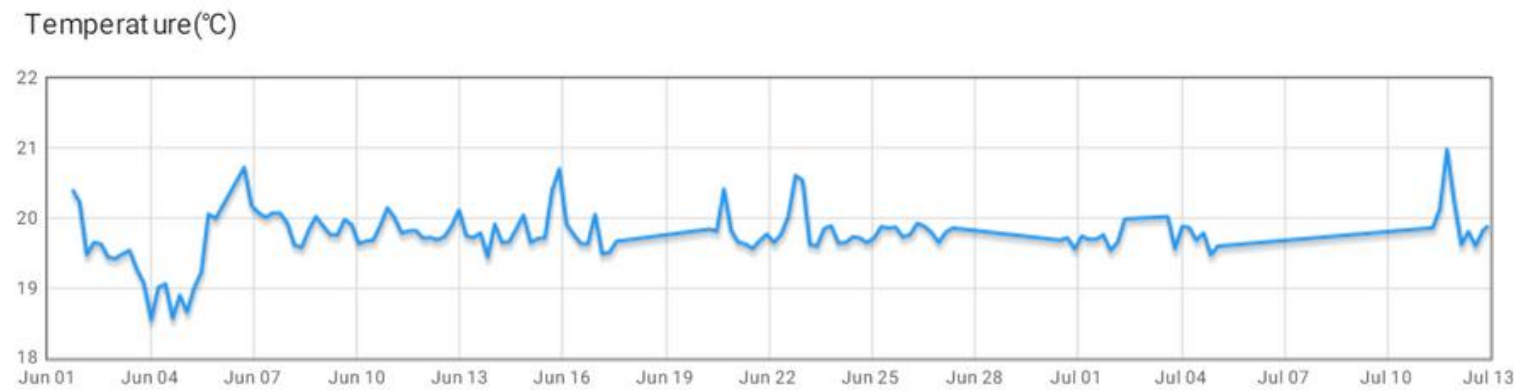
Consulting support obtained competitively

EXAMPLE US CASE STUDY

Miami Dade College



~34% wasted energy and emissions in shared space



PEOPLE & PLANET IMPACT

Low power use <2.54 W

Future: recycle plastics and locally produced and/or wood devices

Modular strategy to reuse electronics in newer versions



**Target 7.3
Efficiency**

**Increasing
coefficient of
performance**



**13.2: Climate
measures**

**Real-time
HVAC
footprint**



**9.4: Upgrade
infrastructure**

**Smart
monitoring
for ROI
upgrades**



**5.1: gender
discrimination**

**Reducing
workplace
thermal
discrimination**

We visualize our impact in clients dashboard

TEAM

CTO



Dr Sebastian Horstmann

**Cambridge sensors PhD.
Entrepreneur in global
tech projects.**

CEO



Dr Matias Acosta

**Led 50+ teams,
Cambridge academic,
former UNDP staff.**





SMART SUSTAINABLE SPACES

Looking for pre-seed \$600K

- 18 months runway
- 100 clients with \$10,000 monthly revenue
- Get IP and trademark in UK/US
- Create business development team



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