

PLATONIC

(deeP LeArning neTwOrks for building's eNergy effiCienCy)

Business Pitch Deck



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The building sector is lagging behind in efforts regarding environmental and digital transformation

Properties managers spent most of their time dealing with problems rather than improving building performance and occupants comfort

40%

of global energy consumption are used by buildings

33%

of global greenhouse gas emissions are caused by buildings



90%

of the buildings that exist today will still be standing in 2050

Shake up the building sector now!

The reference solution of Smart Building Management System..
We change the way you manage buildings



-  Reduce energy consumption (-20%)
-  Save on operational costs
-  Regulatory compliance

How does it work ?



This is the **Sensi'Box** to connect all of your buildings.

And this, this is our **Hypervision** to manage them efficiently.

SensiBox

Pre-wired and pre-configured box installed on site in 2 days.
Interoperability with all equipment: HVAC, lightings, meters, air quality and various IoT sensors

AI-Powered energy efficiency

Real-time asset monitoring and control.
State of the art HVAC recommendation system, based on predicted occupancy and local power generation.

Buoyant market.. huge opportunities to be seized



Full growth of Smart Building market
(CAGR of 15%)



Significant increase in energy costs in the coming years



40% of consumption can be saved
(20% with an automation system)



Favorable national and european regulation

Addressable market Retail + Office + EPL

Total surface: 490 Million m2
Electricity bill: €8.46 Billion
Potential Energy savings (20%): €1.7 Billion

OPEX (Recurring): 200 Million € / an (base 0,40 € /m2)
CAPEX: 2 Billions € (4,00 € /m2)

Target Market Share 4 % en 2026

OPEX (Recurring): 8 Millions € /an (Gross Margin: 70%)
CAPEX: 40 Millions € (Gross Margin: 30%)

Business Model: Outcome-based economy

AI-Powered energy efficiency (SaaS)

0,40 € /m²

per year

+

SensiBox (+ installation)

4,00 € /m²

Onboarding

ROI per year : 2,64 €HT /m²

Payback period: 18 - 24 months

- No Churn (10 years minimum of use)
- Scalable and designed for building stocks
- SaaS based breaking the current "On Premise" model
- Attractive price to unlock part of the non-addressed market (90% of existing buildings without BMS)
- Plug & play deployed in few days (vs. weeks for the competition)









The dream team

Backup slides

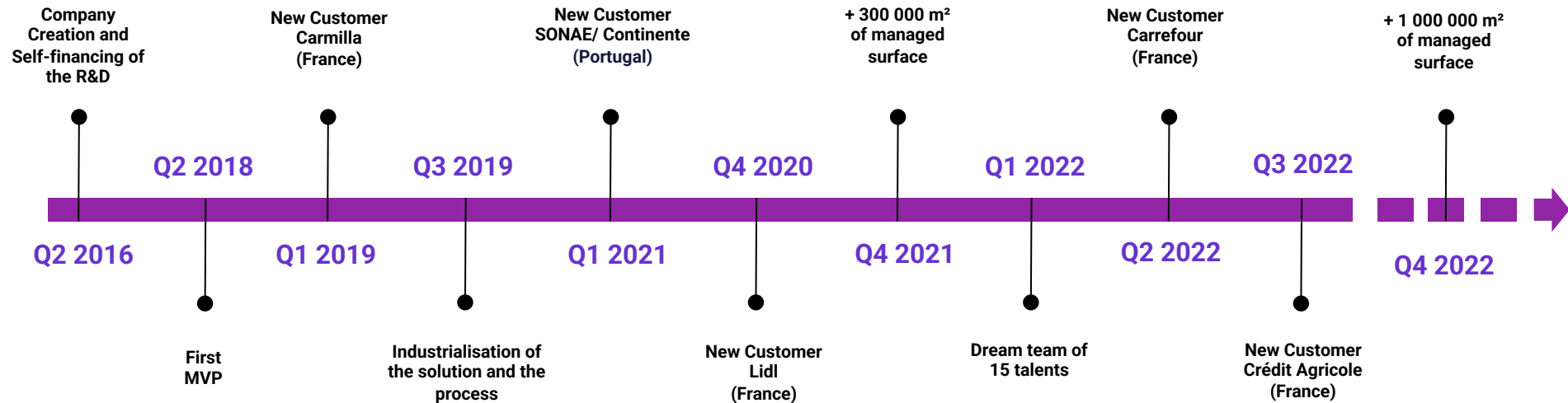
Traction: + 300 000 m² managed in 3 years!



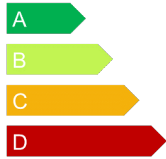
Competition

    	
Traditional BMS	Next Generation BMS
Periodic energy reports and visualisation charts	AI & ML based energy efficiency: Continuous-Time Look-Ahead Optimization of Energy (ROI)
Basic alerts sent by email	Smart alerts with clear anomalies description and actionable optimisations
Supervision limited per building	Building stock hypervision: Global energy policies enforcement across several buildings within few clicks
Costly and heavy solution restricted to big and some medium building segments	Designed to fit on all building segments (Small, medium and big)
Lack of interoperability: under-used data, integration of applications and devices requires specific and costly developments	Semantic interoperability: easy data sharing, seamless integration of applications and devices (BOS-inside + open API)
Time-consuming deployment that heavily mobilises the building staff. (Require several weeks of installation on site by a specific integrator)	Quick deployment: Pre-wired and pre-configured box installed on site by any electrician. (Full installation on site in few days)
Complex interfaces dedicated to technical users	User-friendly web interface dedicated to a large audience
License-based model: One shot (+ Basic hardware maintenance fees)	Subscription-based model (SaaS): continuous monitoring and optimisation of the building assets (Added-value service). Low churn (10 years minimum of use)
On-premise	Cloud + Edge Computing (Scalable and designed for building stocks)
Specific developments required for every building	No-code (Plug & play)

Our story: Achievements and milestones



Regulations, Financing and Certifications



BACS Decree

The BACS decree imposes the installation of a class A or B BMS in tertiary buildings by January 1, 2025.

Sensinov makes it possible to meet this decree, it has all the characteristics required of "class A" BMS.

Tertiary Decree

The Tertiary decree imposes a reduction in energy consumption of buildings by 40% for 2030, 50% for 2040 and 60% for 2050.

The Sensinov solution allows you to address the tertiary decree and solve the energy challenges of tomorrow.

Energy Savings Certificates

CEE is a bonus paid by energy suppliers to consumers to encourage them to be in an energy efficiency process.

Sensinov solution is eligible for the CEE. Your installation will be partially financed by energy suppliers.

ISO 50001

Sensinov offers a practical way to improve energy use, through a state of the art energy management system

The energy data of your buildings is made available on our intuitive platform, including analysis, reporting and optimization.

Achieve your environmental goals... while saving money!



Enforce energy policies
across entire buildings
stock
in few clicks



-20 % reduction on energy
consumption and GHG
emissions



ROI
in less than 2 years