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The Next Generation Building Management Solution

Business Pitch Deck
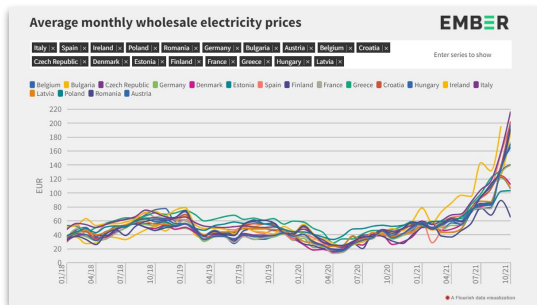
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Sales & Marketing Director
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September 29th, 2022

World energy & environmental crisis

World energy & environmental crisis

Average monthly wholesale electricity prices

Electricity prices multiplied by 10 since 2019

World energy & environmental crisis

Average monthly wholesale electricity prices — EMBER

Power Up
French electricity is over six times more expensive than a year ago

+ 500 €

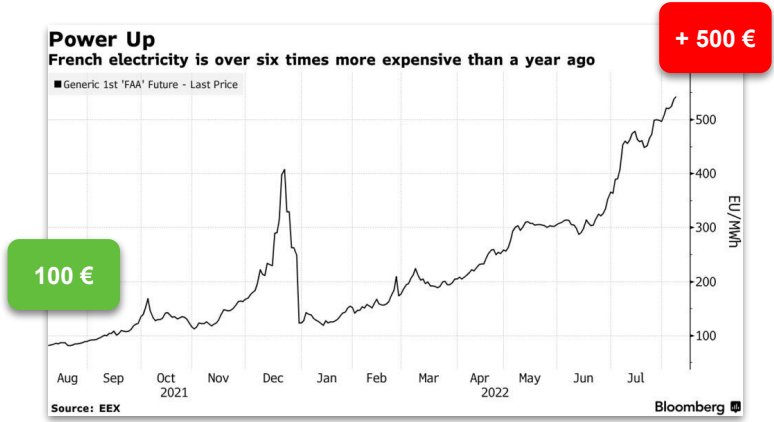100 €

Source: EEX — Bloomberg

Electricity prices multiplied by 10 since 2019

World energy & environmental crisis

Average monthly wholesale electricity prices — EMBER

Electricity prices multiplied by 10 since 2019

Power Up
French electricity is over six times more expensive than a year ago

■ Generic 1st 'FAA' Future - Last Price

+ 500 €

100 €

Source: EEX

Bloomberg

Powering Higher
Germany's benchmark electricity price is up 500% in the past year

■ German year-ahead power
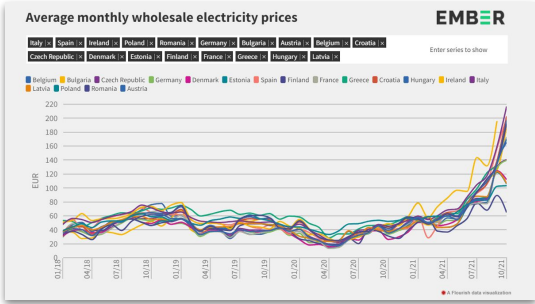
Source: EEX

Bloomberg

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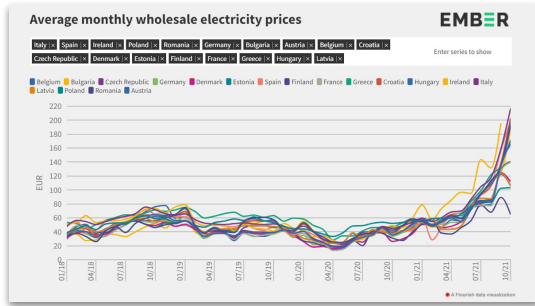
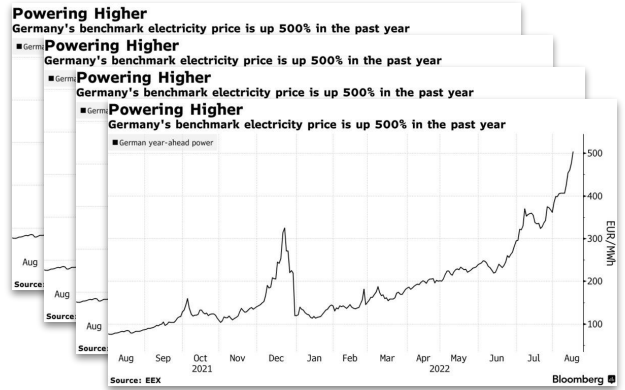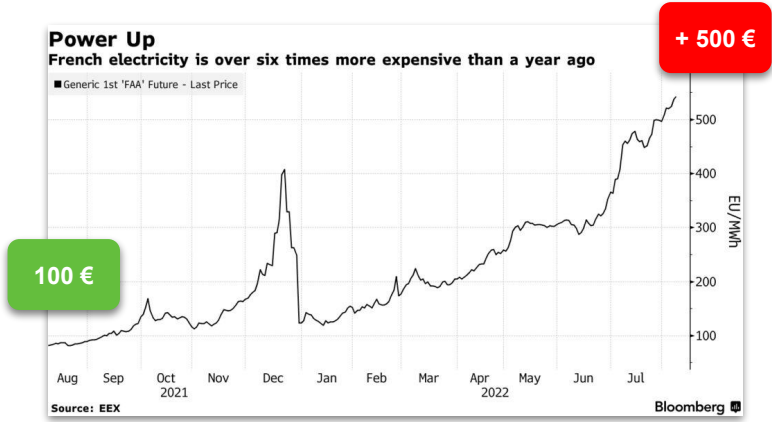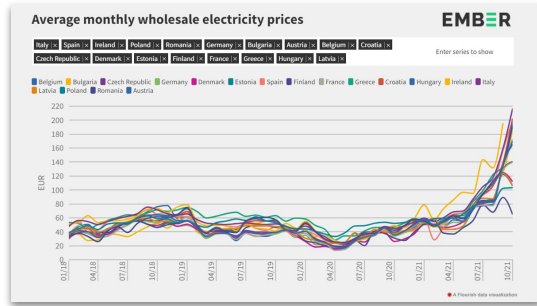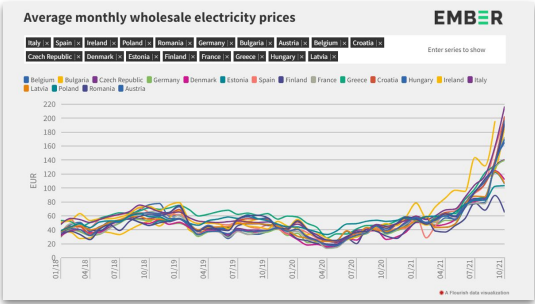# World energy & environmental crisis

Electricity prices multiplied by 10 since 2019

Power Outage

World energy & environmental crisis

Electricity prices multiplied by
10 since 2019

Power Outage

Greenhouse effect
on global warming

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

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90%
of buildings that exist today will still be standing in 2050

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%	33%	90%
of global energy consumption are used by buildings	of global greenhouse gas emissions are caused by buildings	of 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

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%)

Shake up the building sector now!

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We change the way you manage buildings

Reduce energy consumption (-20%)

Save on operational costs

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

SaaS Platform

Multi-site portal for buildings supervision and control. Advanced energy efficiency and failure detection based on artificial intelligence.

Buoyant market.. huge opportunities to be seized

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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

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SaaS (Platform)

0,40 € /m²

per year

+

SET UP (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)
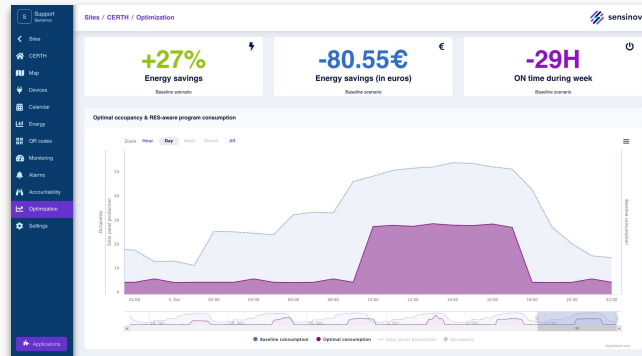
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REACH program

REACH program

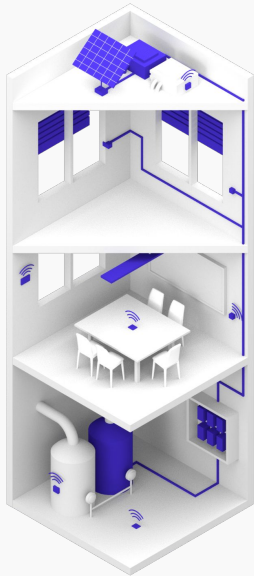## Killer Application

Augmented & Optimised HVAC Service

REACH program

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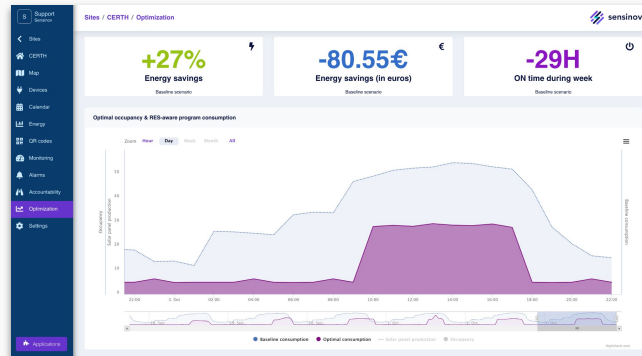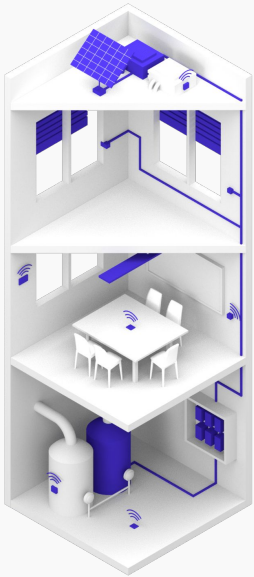
Killer Application

Augmented & Optimised HVAC Service

\+

Mentor's Advices

- Supply Chain Management
- Partner's networking
- Internal communication

REACH program

Full time on project

R&D project Lead

Full time on project

Data Analyst

Half-time on project

Full stack Developer

Business vision

Sales & Marketing Dir.

The dream team

Competitors

Schneider Electric · Honeywell · SIEMENS · DISTECH CONTROLS · WAGO

vs.

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- Static and restricted data visualization
- Basic alerts
- Costly and heavy solution
- Complex interfaces
- Licence based model
- One building = one specific development

- AI & ML based energy efficiency
- Smart alerts with actionable optimisation
- Designed to fit on all buildings
- User friendly web interfaces
- SaaS model
- No code : Plug & Play

Go-to-Market strategy

Go-to-Market strategy

100
buildings deployed yet

Go-to-Market strategy

100

buildings deployed yet

2 Secret Deals

2023

+ 150 buildings
+ 800 buildings

Go-to-Market strategy

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100

buildings deployed yet

2 Secret Deals

2023

Partners Network

App Market place

+ 150 buildings
+ 800 buildings

Fundings

Since creation
- 100% Bootstrapped

Q3 - 2022
- 140 K € loan (innovative program at Crédit Agricole, French Bank)
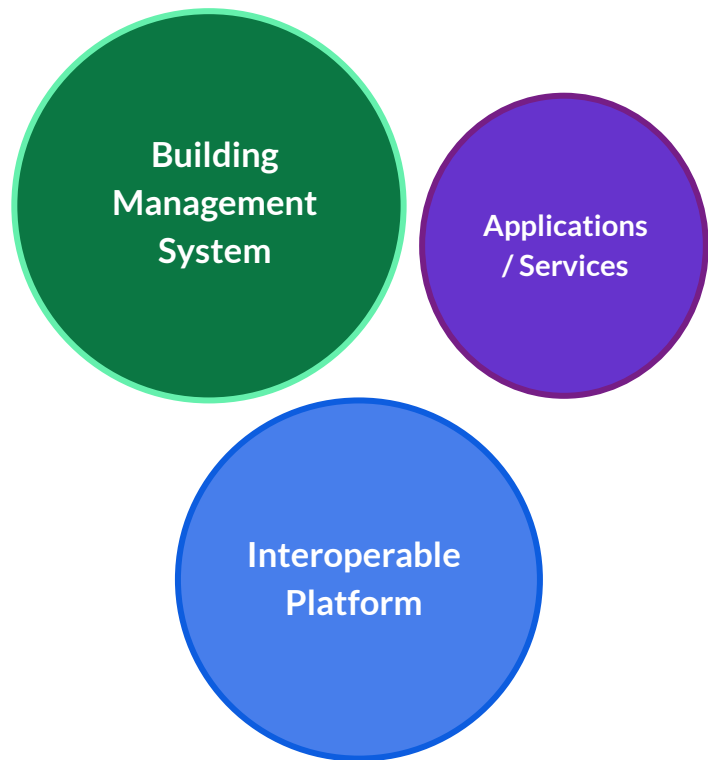- Board setup

Q2 - 2023
- Pre-serie A fundraising
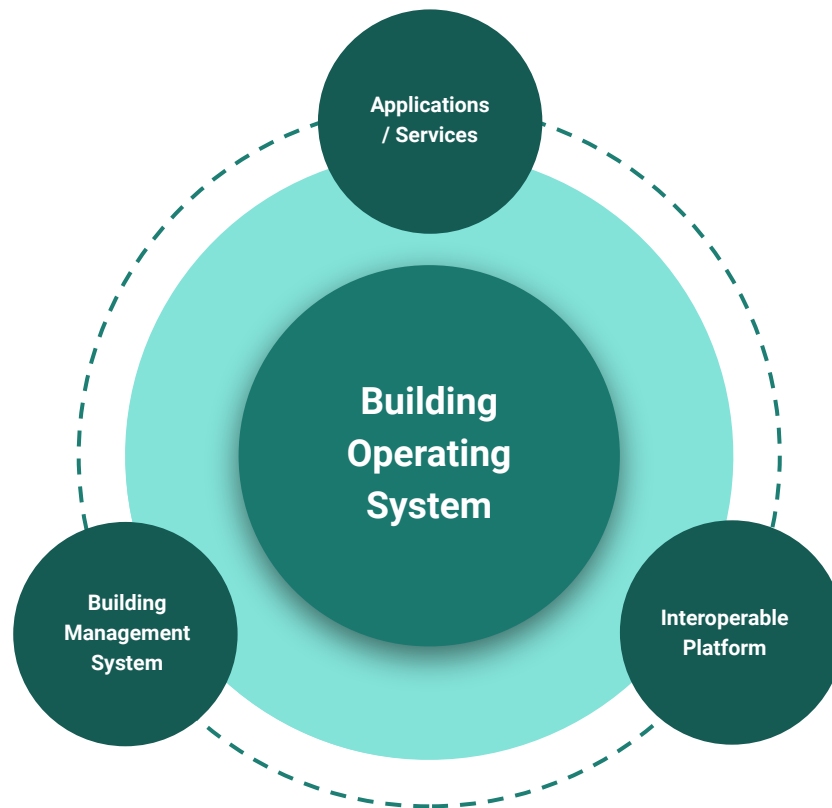
Thank you for your time, thanks for your attention.

Backup slides

PLATONIC - Innovation BOS

Competition

Schneider Electric • SIEMENS • DISTECH CONTROLS • Honeywell • WAGO	sensinov
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)

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PLATONIC - Innovation HVAC management

Rule-based control

Controlled by simple calendar rules offering **little to no flexibility.** They lack integration with other available devices

vs.
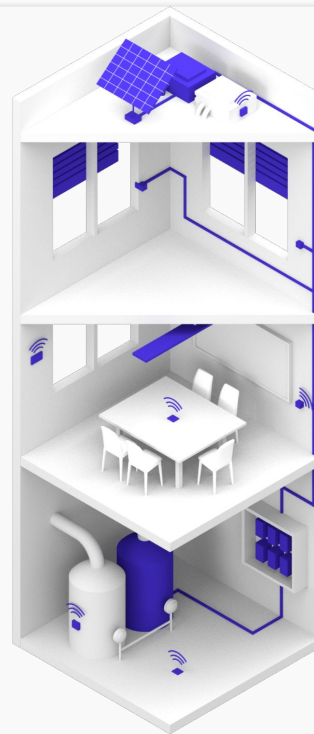
Augmented, optimised control

Optimized programs are **based on external data** from **multiple data sources** (devices, weather, occupancy, etc.).

Augmented control enables ;

- New and innovative services (north-bound) that can exploit the data generated by the building
- Interoperability (south-bound) to connect all existing devices / technologies.

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Traction: + 300 000 m² managed in 3 years!

Our story: Achievements and milestones
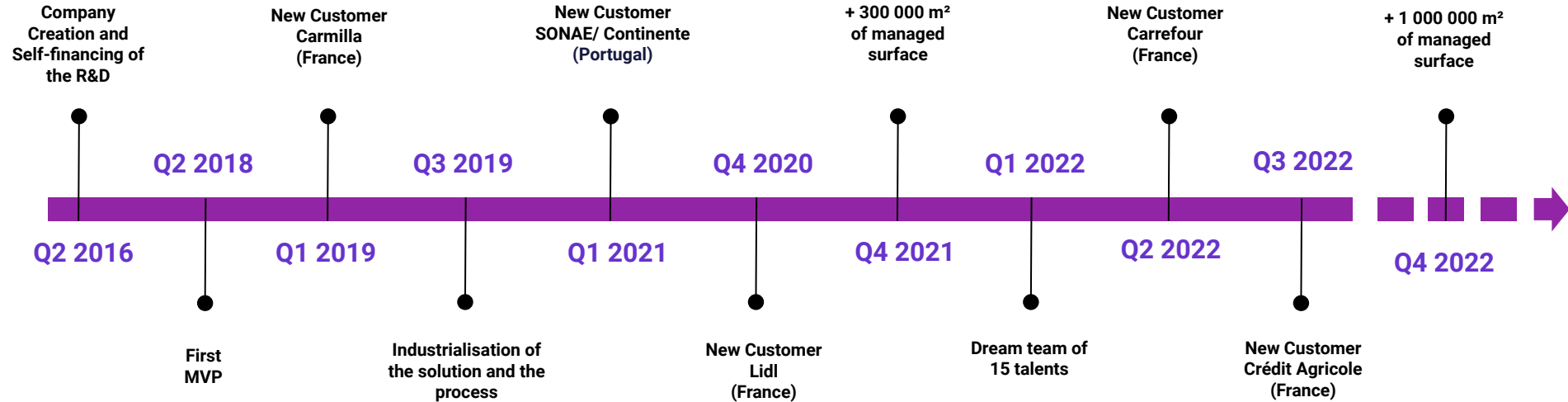
Company Creation and Self-financing of the R&D

New Customer Carmilla (France)

New Customer SONAE/ Continente (Portugal)

+ 300 000 m² of managed surface

New Customer Carrefour (France)

+ 1 000 000 m² of managed surface

Q2 2018

Q3 2019

Q4 2020

Q1 2022

Q3 2022

Q2 2016

Q1 2019

Q1 2021

Q4 2021

Q2 2022

Q4 2022

First MVP

Industrialisation of the solution and the process

New Customer Lidl (France)

Dream team of 15 talents

New Customer Crédit Agricole (France)

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Regulations, Financing and Certifications
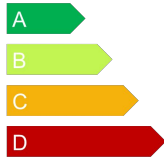
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BACS Decree

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