

# Leveraging building technology to help people save energy



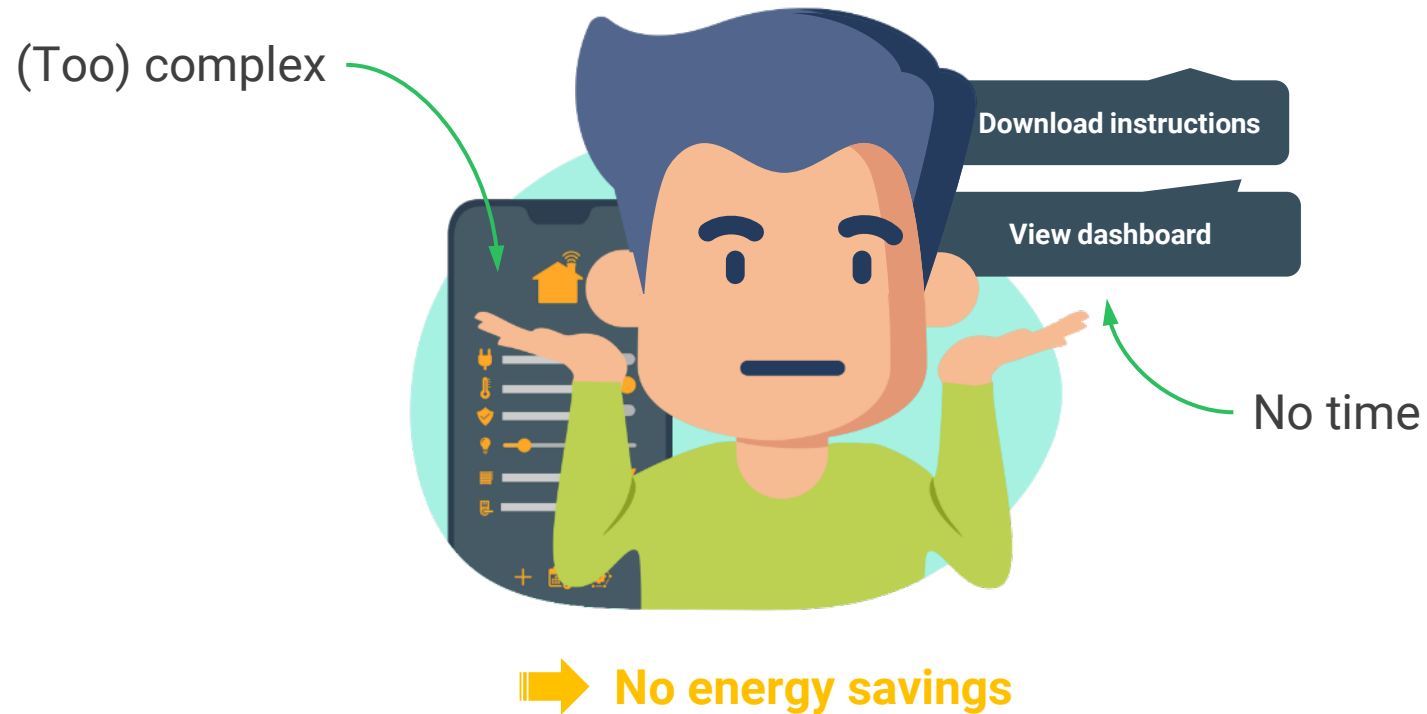


# 22%

OF WORLD'S ENERGY IS CONSUMED BY  
RESIDENTIAL BUILDINGS\*  
(DURING OPERATIONS PHASE)

\* Source: IEA 2021 - Tracking Clean Energy Progress

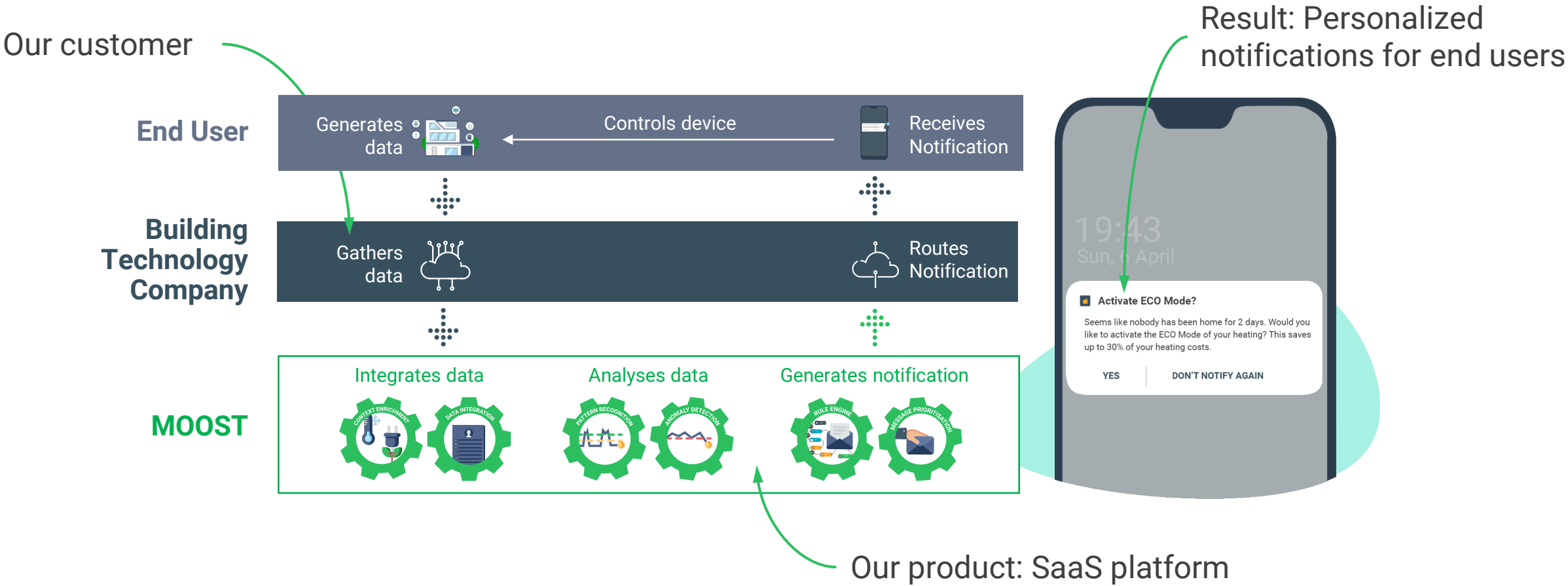
Up to 40% of energy could be saved using **existing** building technology. **But people don't use it.**



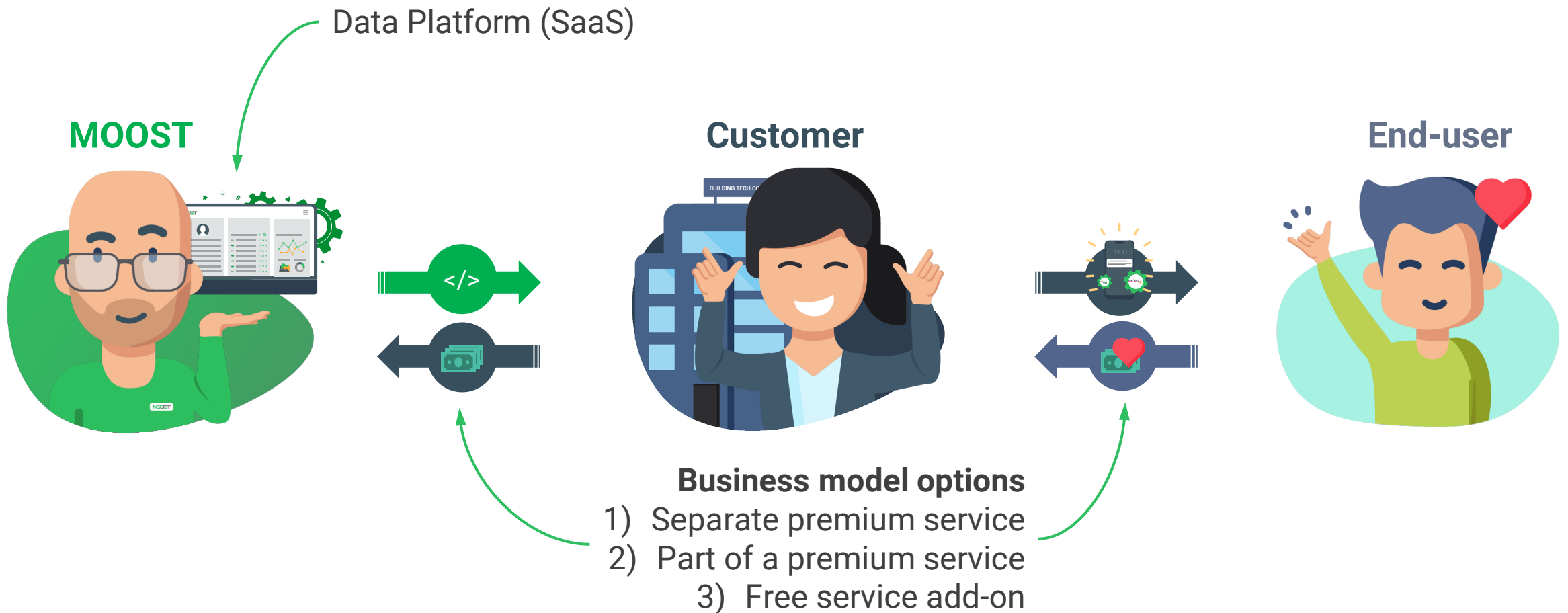
# We make saving energy **easy** and **engaging**



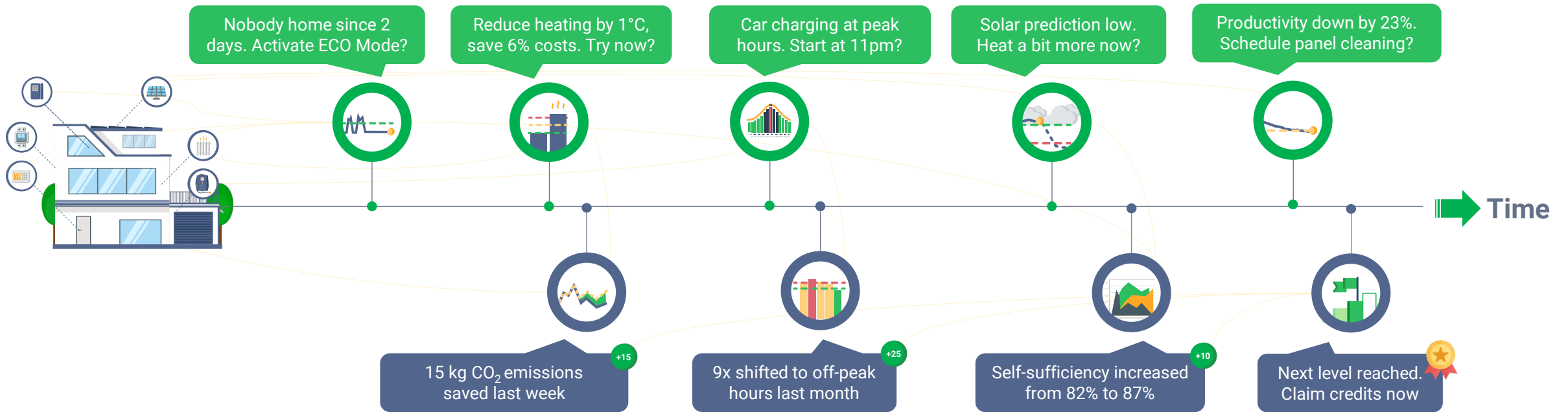
# How? With our **B2B SaaS** for building technology companies



# Volume-based license. **3 business models** (customer choice)

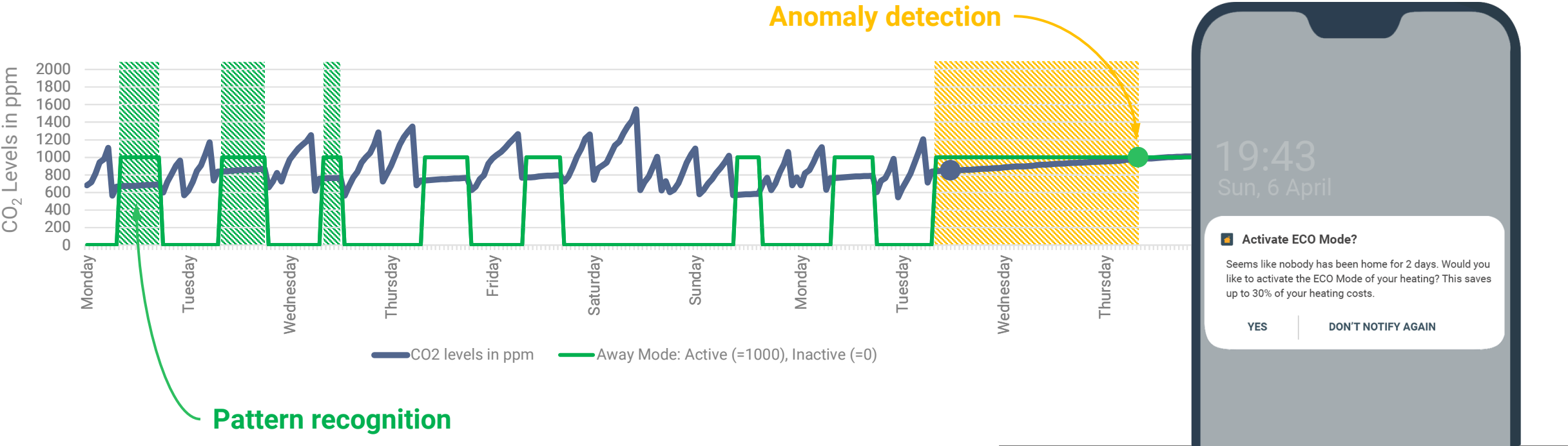


# The right info, at the right time for **billions of better decisions.**



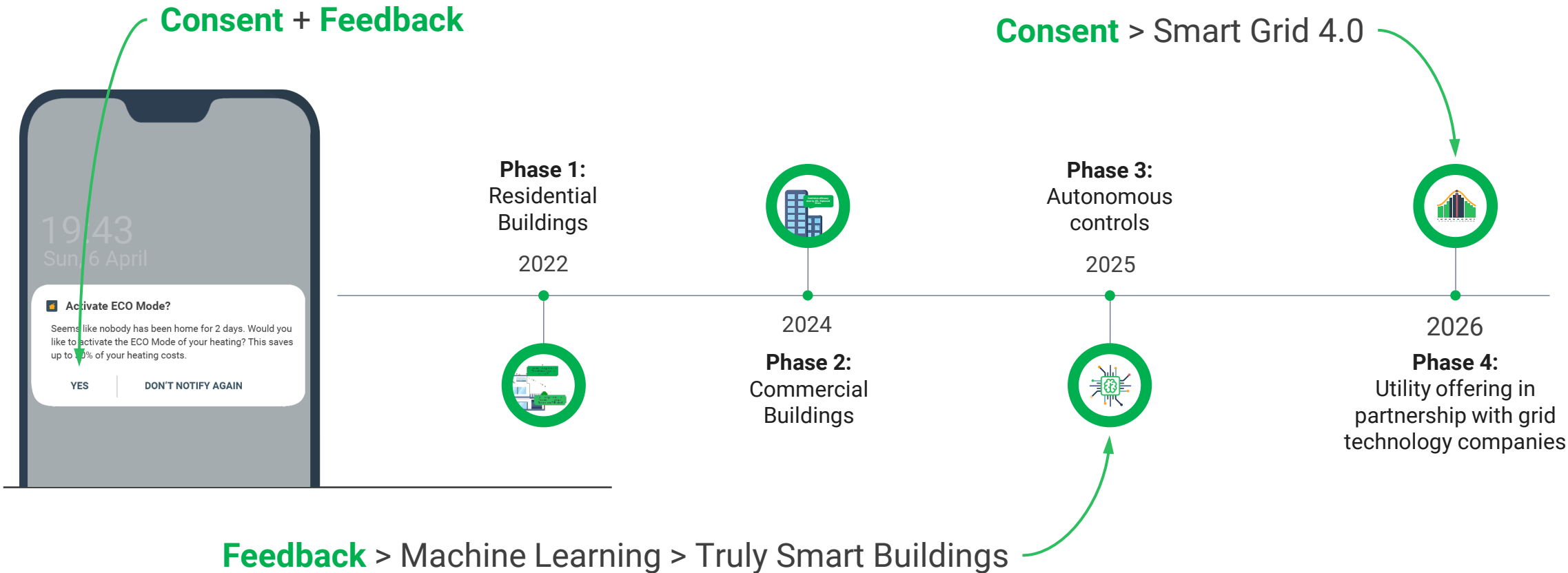
● Energy saving hunches    
 ● Rewards (Gamification)

Based on real-time data for maximum **relevance**



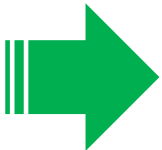
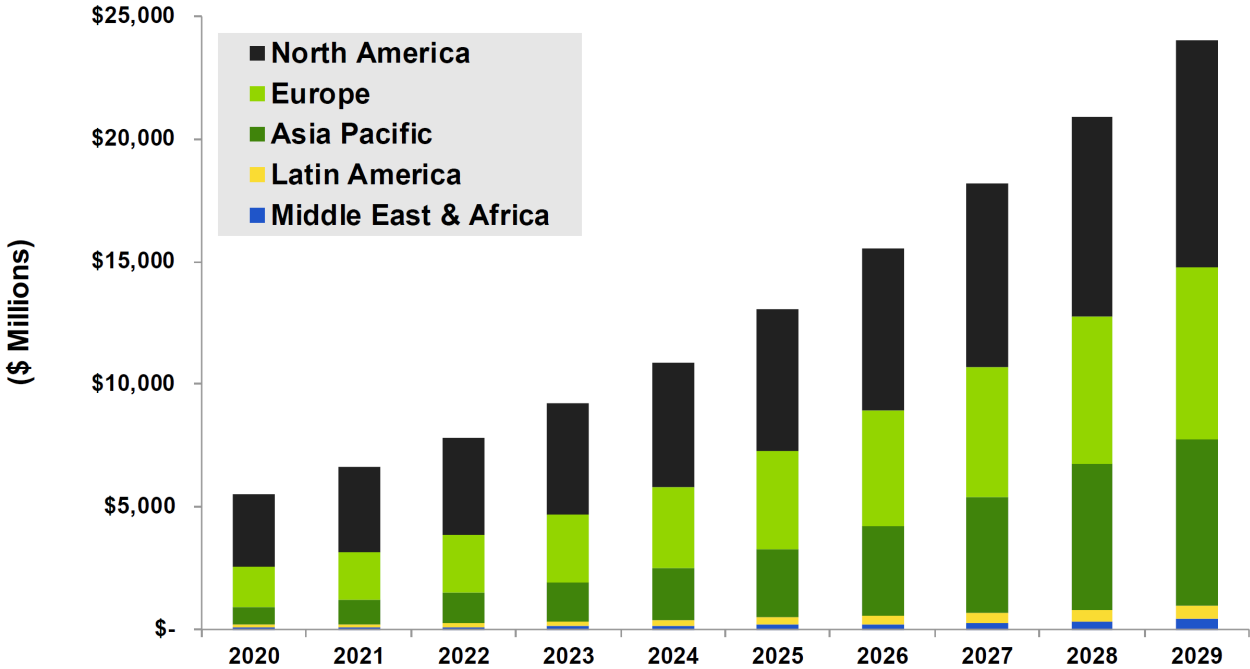


# Much **more** than “just notifications”



# The **market need is gigantic** and growing fast

Smart Home **Data Analytics** Revenue by Region



**17.8% CAGR<sup>1</sup>**  
 from \$ 5.5 billion in 2020  
 to \$ 24.1 billion in 2029

Source: Guidehouse Insights: Market Data: Smart Home Data Analytics (2020)

<sup>1</sup> CAGR = Compound Annual Growth Rate.

## High level revenue forecast\*

Revenues (in M CHF)	2022	2023	2024	2025
Residential buildings offer	0.1	0.8	3.5	8.5
Commercial buildings offer	-	0.2	2	4
Extended offers**	-	-	-	0.5
<b>Total</b>	<b>0.1</b>	<b>1</b>	<b>5.5</b>	<b>13</b>
FTEs (year end)	3.8	11	TBD	TBD

\* Detailed financial plan available upon request. \*\* E.g. utility offering, see slide 9.

# United expertise in **Smart Home & Personalization**

## Core team



**Joel Samsinger**  
CO-FOUNDER & CEO

10 years experience building personalization systems



Degrees in Management and Digital Marketing



6 years Smart Home industry experience.



**Lucas Senn**  
CO-FOUNDER & CTO

16 years experience developing web-based systems and data processing



Degree in Business Computer Science



6 years Smart Home industry experience.

## Team and advisors



**Sebastian Egli**  
Business Administration



**Pascal Meier**  
Platform & Integrations



**Claudia Spycher**  
Product Manager



**Carlo Giorgetta**  
Senior Developer



**Matthias Zwingli**  
Venture Strategy



**Jean-Claude Garo**  
Finance



**Philipp Häfeli**  
Starting Aug 2022



**Data Scientist**  
Starting Q4 2022



**Andreas Manser**  
Business Development

The Solar Impulse Label would help us  
winning customers and investors by adding trust and credibility



Questions? Your contact:

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