

SmartVent

Creating healthy and energy-efficient workplaces

invested by



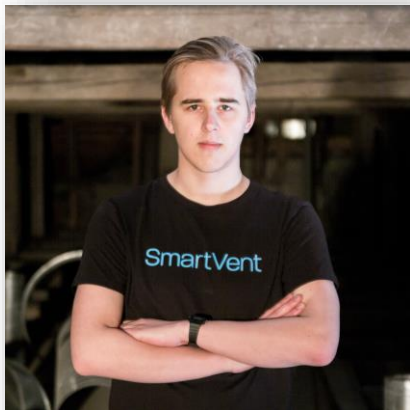
The SmartVent team



Joosep Sild / CEO

Cyberphysical systems engineering student at TUT (Year 3)

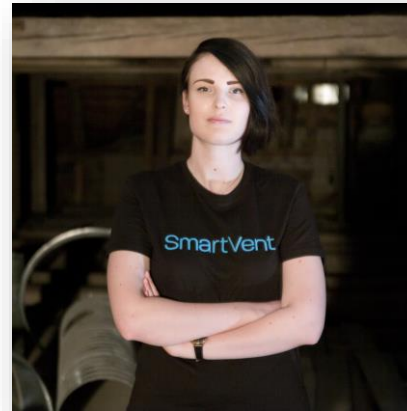
3 years sales and service experience



Johannes Kadak / CTO & Backend

Cyberphysical systems engineering student at TUT (Year 3)

3 years work experience in software development
Udacity Self-Driving Car Nanodegree alumnus (9 month program)



Adelheid Kiriland / Frontend & CPO

Cyberphysical systems engineering student at TUT (Year 3)

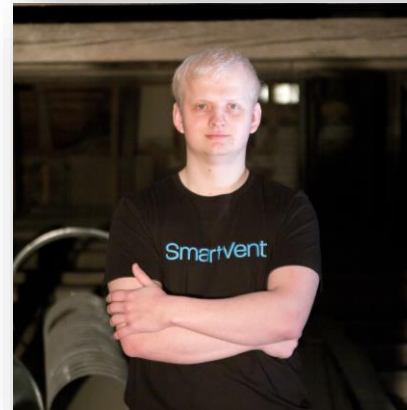
2 years frontend experience.



Karl Erik Kalmus / COO

Previous studies in Natural Sciences and Communication at UT

8 years videography and small business experience



Janar Juusu / Backend & Databases

Computer Science student at UT (Year 3)

Microsoft User Group Estonia director 2017-2018

The **problem**

Using existing building management systems to create healthy and energy-efficient workplaces in a cost-efficient way is hard for real-estate developers and building managers

It requires:

- ❖ **Constant collection of opinions** from office workers
- ❖ **Daily adjustments** to indoor climate hardware
- ❖ **Quickly resolving unexpected errors** in hardware

Building owners overspend by 20-50% on their utility and maintenance costs due to inability to control their climate infrastructure

This is a problem for...



Commercial real-estate

High occupant comfort and great energy performance is a must-have for Class A commercial real-estate



Owner-operated office buildings

Higher worker productivity with lower costs is a no-brainer for this segment

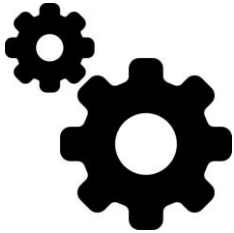
SmartVent creates **cloud-based software** for visualising and controlling buildings' indoor climate

Benefits



Simple setup

Place the gateway and connect the leads - the retrofit could be done in a few hours



Remote configuration

SmartVent's configuration can be redone when the purpose of the building area changes



Remote visualisation

All the data will be collected in the cloud for a clear and concise overview on any device



Savings from day 1

With SmartVent, energy costs are reduced every day with the help of machine learning algorithms



Environmentally friendly

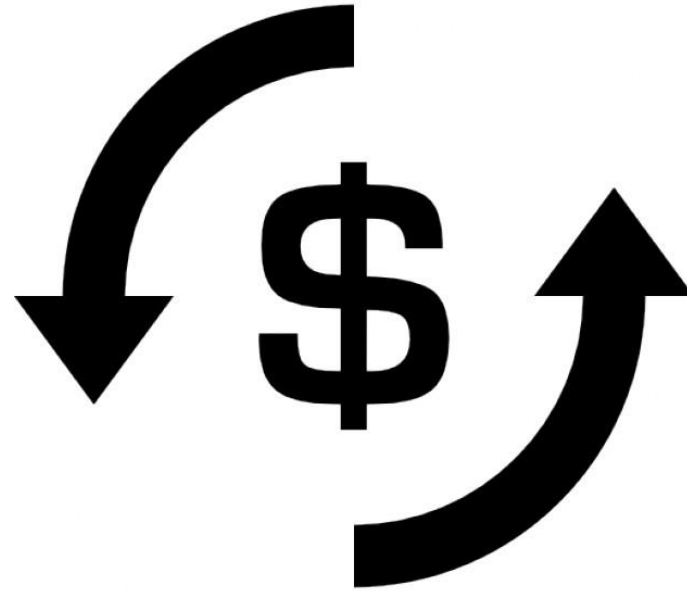
Less energy use = a better conscience. The sea level can only rise so much



Smart alerts

The building manager receives critical alerts when malfunctions happen

Business model: SaaS



1€/m²/year

Based on the building size
Significantly lower than the expected energy savings

Go-to-market strategy

Spring 2018:

Pilot programs in the Baltic states.
We will deliver analytics and occupant satisfaction reporting to our 2 new pilots

Summer 2018:

With a selection of hardware integrations made we will create an offering suitable for at least 30% of European real-estate developers

Fall 2018:

Converting running pilots to paying customers
We will determine the scalable solution and set it up for 2 companies every year

Relevant market sizes

European office spaces:

2.079 billion square meters in 2015
(European Commission, 2016)

Building automation systems:

Worldwide: 55 billion USD –
10% annual growth (various sources)



Competitive landscape

Old-school

Automation, energy service, and facilities management contractors
(Caverion, Coor, ISS, smaller players)

Focused on creating automation systems for a one-time fee or with an inflexible long-term contract

Start-ups

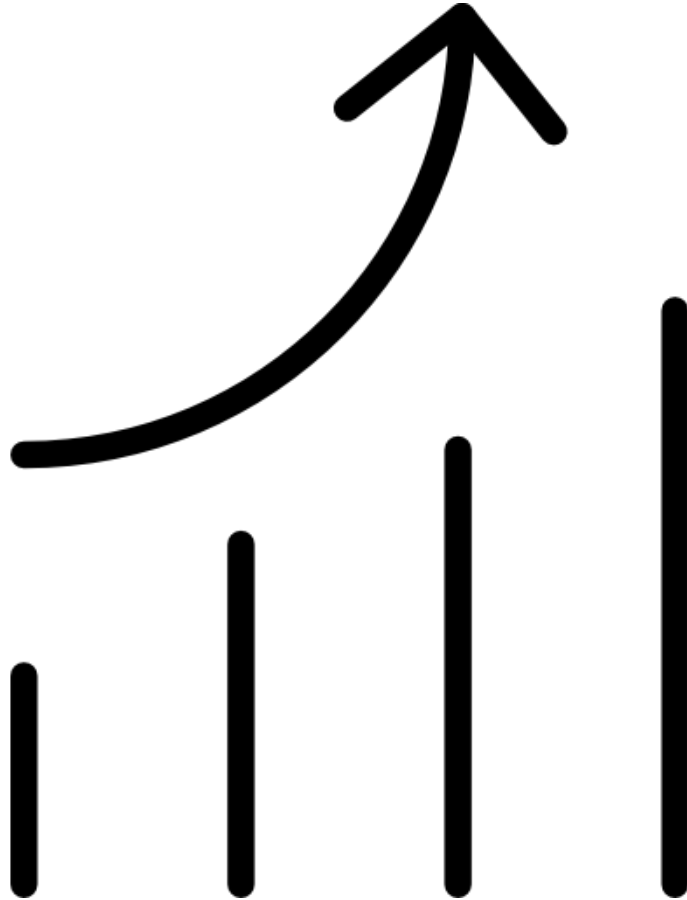
SmartVent (EE):
Focused on lowering energy use with tenant feedback

75F (US):
Focused on creating high energy savings

Comfy (US):
Focused on tenant feedback and comfort

Calirom (Romania):
Focused on the hospitality sector

Traction



Stage:

4 running pilots

17000 euros total revenue

450 euros of energy saved monthly

400 people breathing better air

Invested by **STARTUP WISE GUYS**

Fall 2018: raising 150 000€

Goals:

Removing need for on-premise hardware

Funding second stage of product development

Growing to 12k MRR

SmartVent

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