



# Video

## ULI Europe PropTech Innovation Challenge | Meet the 2024 Finalists

Date: October 16, 2024

00:00:04 --> 00:00:05: Perfect.

00:00:05 --> 00:00:12: Welcome everyone to the ULI Pick final of 2024.

00:00:13 --> 00:00:17: A brief introduction before we head over to the pitches

00:00:17 --> 00:00:20: between all of our amazing finalists this year.

00:00:22 --> 00:00:23: Practical matters.

00:00:23 --> 00:00:28: This webinar will be recorded and the final will be

00:00:28 --> 00:00:32: open to the public until 3:00 PM CET.

00:00:34 --> 00:00:38: So yeah, let's get let's get started.

00:00:40 --> 00:00:44: Brief introduction to to me, I am Susie, I am

00:00:44 --> 00:00:45: from Denmark.

00:00:46 --> 00:00:50: On a daily basis, I work at ANREP Nordic Real

00:00:50 --> 00:00:53: Estate Partners and I've had the honor of being a

00:00:53 --> 00:00:57: Co lead together with Simon on this amazing initiative, prop

00:00:58 --> 00:01:00: take innovation challenge for this year.

00:01:02 --> 00:01:05: And I've been a part of the executive committee of

00:01:05 --> 00:01:07: the ULI for the past year.

00:01:08 --> 00:01:09: So very exciting.

00:01:10 --> 00:01:14: Lovely to welcome you all and I'll pass it on

00:01:14 --> 00:01:15: to Simon.

00:01:16 --> 00:01:18: Thank you very much, Susan, and good afternoon, everyone.

00:01:18 --> 00:01:20: Thank you for making the time on this Friday.

00:01:22 --> 00:01:24: If we can actually maybe move to the next slide

00:01:24 --> 00:01:24: please, Henna.

00:01:25 --> 00:01:28: So today for the ones who are not very familiar

00:01:28 --> 00:01:32: with Uli, this presentation is going to be a very

00:01:32 --> 00:01:35: quick 5 minute intro about what Uli is about.

00:01:36 --> 00:01:39: Pick the property Innovation Challenge 2024, where we

00:01:39 --> 00:01:42: come from

00:01:39 --> 00:01:42: and then we'll dive deeper into the meats of today's,

00:01:42 --> 00:01:44: which is going to be around the pitches.  
00:01:44 --> 00:01:47: So you lie in one slide, it's a lot of  
00:01:47 --> 00:01:50: member, it's basically all the represents.  
00:01:50 --> 00:01:54: So it's the biggest built environment that's associate  
professional association  
00:01:54 --> 00:01:57: across the world in, in this association, you get pretty  
00:01:57 --> 00:02:01: much all stakeholder of the built environment, which is quite  
00:02:01 --> 00:02:04: unique with around 46,000 members across across the  
world.  
00:02:05 --> 00:02:09: And as you can see here, heavily involved all across  
00:02:09 --> 00:02:10: the, the, the, the side.  
00:02:10 --> 00:02:12: And, and today's is actually today's event.  
00:02:12 --> 00:02:16: And the property innovation share itself is actually a new  
00:02:16 --> 00:02:20: ula initiative led and Co founded by, by myself and  
00:02:20 --> 00:02:24: Thibaut Wesson Smith, who are actually it's a young leader  
00:02:24 --> 00:02:25: initiative.  
00:02:25 --> 00:02:27: So just for it to put some some background on  
00:02:27 --> 00:02:28: that.  
00:02:28 --> 00:02:31: So if we might go around for the next slide,  
00:02:31 --> 00:02:35: pick the Prop Tech Innovation challenge for our finalists and  
00:02:35 --> 00:02:38: for the ones who have actually applied to it, they  
00:02:38 --> 00:02:39: might be familiar.  
00:02:39 --> 00:02:41: But for the rest of the folks on on the  
00:02:41 --> 00:02:44: call today, this is an initiative that has been going  
00:02:44 --> 00:02:45: on for two years.  
00:02:45 --> 00:02:48: This is the second edition after a very successful pilot  
00:02:48 --> 00:02:49: last year.  
00:02:49 --> 00:02:51: And where are we actually coming from?  
00:02:52 --> 00:02:56: This whole initiative is divided into two big different phases.  
00:02:56 --> 00:03:00: The first one is the whole country phase, where basically  
00:03:01 --> 00:03:05: we've open through all of our country's applications for start-  
ups  
00:03:06 --> 00:03:09: to actually really focus on one of the the ULA  
00:03:09 --> 00:03:10: mission priorities.  
00:03:11 --> 00:03:14: As you might know, the ULA mission priorities are one  
00:03:14 --> 00:03:17: net 0 carbon net, the whole net zero, the map,  
00:03:17 --> 00:03:20: the housing affordability, and then another one which is  
around  
00:03:20 --> 00:03:24: making sure that you're able to educate the next generation  
00:03:24 --> 00:03:24: of leaders.  
00:03:25 --> 00:03:28: So this year the big focus has been on the  
00:03:28 --> 00:03:32: net 0 and more particularly around the whole, you know,  
00:03:32 --> 00:03:34: scope 3 emission.

00:03:34 --> 00:03:36: But you know, this is the the folks.

00:03:36 --> 00:03:39: So basically the the finals that we have here are

00:03:39 --> 00:03:42: tackling this whole net zero piece quite, quite well.

00:03:43 --> 00:03:47: So they've applied, they went through a whole in country

00:03:47 --> 00:03:47: process.

00:03:48 --> 00:03:51: They went through a final in front of, you know,

00:03:51 --> 00:03:54: like Creme de la Creme locally in terms of, of

00:03:54 --> 00:03:57: jury members representing the top of and some of the

00:03:57 --> 00:04:00: best stakeholder companies in the built environment.

00:04:01 --> 00:04:04: And each one were able to actually convince that they

00:04:04 --> 00:04:06: were the most impactful locally.

00:04:06 --> 00:04:08: And this was a great way to connect on the

00:04:08 --> 00:04:12: one hand, the the new, the best innovators on that

00:04:12 --> 00:04:16: particular topic and the different community in the ULA

00:04:17 --> 00:04:20: Europe.

00:04:17 --> 00:04:20: So maybe a quick note that today all those finalists

00:04:20 --> 00:04:22: are winners locally.

00:04:23 --> 00:04:26: We're now moving into the second phase, which is the

00:04:26 --> 00:04:27: European jury on the side.

00:04:27 --> 00:04:29: So this the, sorry, the European phase.

00:04:29 --> 00:04:32: This European phase has two piece 1 is really the

00:04:32 --> 00:04:36: public voting and public voting that this year has been

00:04:36 --> 00:04:39: basically around 20 members from each one of EU Light

00:04:39 --> 00:04:43: chapter had were picked and had the owner to actually

00:04:43 --> 00:04:45: vote for the start up that they believe is the

00:04:46 --> 00:04:46: most impactful.

00:04:47 --> 00:04:51: And in parallel today, this is the second-half where basically

00:04:51 --> 00:04:54: we'll be having our final live with the, the oops,

00:04:54 --> 00:04:57: I think there is an e-mail, sorry, Elena, I think

00:04:57 --> 00:05:01: I'm on the screen graph where basically our finalists will

00:05:01 --> 00:05:04: be scored by our jurors that will be introduced in

00:05:04 --> 00:05:05: a, in a few slides.

00:05:05 --> 00:05:08: So, and basically the winner of today will not be

00:05:08 --> 00:05:12: announced today, but will be announced at our flagship

00:05:12 --> 00:05:15: events

00:05:12 --> 00:05:15: on sustainability, which is a seas change summit later in

00:05:15 --> 00:05:18: October between the 16th and the 17th of October in

00:05:18 --> 00:05:19: Barcelona.

00:05:19 --> 00:05:21: So now looking forward to having you there to to

00:05:21 --> 00:05:23: announce the winner, if we can maybe move to the

00:05:23 --> 00:05:24: next slide.

00:05:26 --> 00:05:28: Quick as a quick note, this is the second year.

00:05:28 --> 00:05:31: Those are the the country winners of last year with

00:05:31 --> 00:05:34: ethic who has been, you know, the winner of last  
00:05:34 --> 00:05:34: year.  
00:05:34 --> 00:05:37: So this year we're moving into the second edition.  
00:05:38 --> 00:05:43: If we move to the next slide, 2nd edition, this  
00:05:43 --> 00:05:47: is a a real no, this is a real human  
00:05:47 --> 00:05:48: experience.  
00:05:48 --> 00:05:51: So it's definitely not myself just or Tibo three man  
00:05:51 --> 00:05:53: show or, you know, two men and one woman show.  
00:05:54 --> 00:05:57: But it's really a human experience, which is being trickle  
00:05:57 --> 00:05:59: down in every single country.  
00:05:59 --> 00:06:02: So we have, it's just for, for your information, we  
00:06:02 --> 00:06:06: have 16% that are young leaders across the the the  
00:06:06 --> 00:06:10: those different 11 countries that are leading this locally and  
00:06:10 --> 00:06:12: basically leading to the whole show.  
00:06:12 --> 00:06:15: So all of our finalists most probably have intervened have  
00:06:16 --> 00:06:18: connected with with those guys early on this year.  
00:06:18 --> 00:06:22: We're able to extend our competition to more countries  
welcoming  
00:06:22 --> 00:06:25: in Ireland, but also a Czech Republic in Poland on  
00:06:26 --> 00:06:27: the Central European chapter.  
00:06:27 --> 00:06:29: So thank you very much for those guys for for  
00:06:29 --> 00:06:30: jumping in.  
00:06:30 --> 00:06:32: We've got more than 50 startup application.  
00:06:32 --> 00:06:35: We've engaged with more than 70 juries, subject matter  
experts  
00:06:35 --> 00:06:38: across the region to our local finals and obviously our  
00:06:39 --> 00:06:39: European finals.  
00:06:40 --> 00:06:42: And yeah, and obviously I have to say a big  
00:06:42 --> 00:06:45: thank you to our sponsors, LaSalle Investment Management  
and PIMCO  
00:06:45 --> 00:06:48: for being, you know, supporting us for the second year  
00:06:48 --> 00:06:48: in a row.  
00:06:49 --> 00:06:51: So our finalists, I won't dive too much into it  
00:06:51 --> 00:06:53: because a lot of it will be tackled later on.  
00:06:57 --> 00:07:00: So I think on this one, you just see a  
00:07:00 --> 00:07:04: lot of photos from from this year, this year's finals.  
00:07:04 --> 00:07:07: So if we continue on to the next slide, as  
00:07:08 --> 00:07:12: Simone has briefly mentioned, there are a lot of people  
00:07:12 --> 00:07:15: that have been involved in this this initiative.  
00:07:16 --> 00:07:18: And I think it's very important to extend a thank  
00:07:18 --> 00:07:21: you to to a lot of different people being mindful  
00:07:21 --> 00:07:22: of time.

00:07:22 --> 00:07:23: I'm going to do it briefly.

00:07:24 --> 00:07:27: So first of all, we have all the European champions.

00:07:27 --> 00:07:30: These are all the people that have led the initiative

00:07:30 --> 00:07:34: locally whom we could not have done this without.

00:07:34 --> 00:07:38: On the next slide, again you will see the ULI

00:07:38 --> 00:07:43: partnerships and here we would like to extend a special

00:07:43 --> 00:07:47: thank you to Helena and Anna who have really been

00:07:47 --> 00:07:53: heavily involved in preparing materials and helping us with some

00:07:53 --> 00:07:58: of all the administrative things related to this to this

00:07:58 --> 00:07:59: initiative.

00:07:59 --> 00:08:03: And on the next slide, a brief introduction to all

00:08:03 --> 00:08:05: our jurors this year.

00:08:05 --> 00:08:10: So we have Nicola from Revive, we have Marta from

00:08:10 --> 00:08:17: Nuveen, Gregor from PIMCO, Charlotte from Incur Centers and as

00:08:17 --> 00:08:19: Yola your Chair.

00:08:19 --> 00:08:24: And then we have Hagen from LaSalle Investment Management, Frank

00:08:24 --> 00:08:28: from European Innovation Council and Lisette from ULI as well.

00:08:29 --> 00:08:31: And then finally, we have Tibo, who is a Co

00:08:31 --> 00:08:35: founder of this initiative and also a partner, Crayon Potness.

00:08:37 --> 00:08:40: And we're very excited to have you guys on board

00:08:40 --> 00:08:44: this year as well and to evaluate all the finalists.

00:08:44 --> 00:08:48: On the next slide, you will have a brief overview

00:08:48 --> 00:08:51: of this year's 7 finalists.

00:08:52 --> 00:08:54: I don't want to dwell too much on this now

00:08:55 --> 00:08:59: as they will have an opportunity to present themselves in

00:08:59 --> 00:09:01: just a minute, but I will for now pass it

00:09:02 --> 00:09:04: on to Lisette who will say a few Oh no,

00:09:04 --> 00:09:05: sorry, not yet.

00:09:05 --> 00:09:07: I have a brief agenda that I will go through

00:09:07 --> 00:09:08: first.

00:09:08 --> 00:09:10: So on the next slide, apologies guys.

00:09:12 --> 00:09:15: In a minute, we will pass it on to Lisette

00:09:15 --> 00:09:18: for a few welcoming words along with Anne and then

00:09:18 --> 00:09:20: we will go through the pitches.

00:09:21 --> 00:09:25: So as it is written out here on the slide,

00:09:25 --> 00:09:29: we have 15 minutes per company, which is divided between

00:09:29 --> 00:09:33: 3 minutes of presentation followed by a 10 minute Q&A

00:09:33 --> 00:09:36: and A2 minutes during evaluation.

00:09:37 --> 00:09:41: In between our after the first four pitches, we have

00:09:41 --> 00:09:45: a little bit of a break, bathroom break, coffee break  
00:09:45 --> 00:09:48: and then we'll do the three last pitches.  
00:09:49 --> 00:09:53: We will close off with some closing words and then  
00:09:53 --> 00:09:56: this webinar will close for the public.  
00:09:57 --> 00:10:00: So without further ado, I will pass it on to  
00:10:00 --> 00:10:02: Lisette and Anne for a few welcoming words.  
00:10:02 --> 00:10:04: Thank you everyone.  
00:10:05 --> 00:10:05: Thanks, SUS.  
00:10:06 --> 00:10:07: I'll just keep it brief.  
00:10:09 --> 00:10:10: Thank you all for joining.  
00:10:10 --> 00:10:14: We're very excited about the final today and I just  
00:10:14 --> 00:10:18: wanted to say a few words about the program and  
00:10:18 --> 00:10:21: in relation to what you and I does some of  
00:10:21 --> 00:10:25: you know, really you and I really well orders maybe  
00:10:25 --> 00:10:26: a bit less so.  
00:10:26 --> 00:10:29: I I think this program is so great because it  
00:10:29 --> 00:10:32: resembles you and I in all its aspects.  
00:10:33 --> 00:10:36: It's it's member let to to the extreme, I would  
00:10:36 --> 00:10:40: say in a very positive way where last year Simone  
00:10:40 --> 00:10:44: and Thibault came with the idea and we couldn't even  
00:10:44 --> 00:10:47: have thought what a momentum that built up not only  
00:10:47 --> 00:10:51: for the program itself, but also for you and I  
00:10:51 --> 00:10:52: more broadly.  
00:10:52 --> 00:10:56: And the connection between sort of the traditional real estate  
00:10:56 --> 00:10:57: industry and and Proptech.  
00:10:58 --> 00:11:01: It, it crosses the value chain as we will also  
00:11:01 --> 00:11:04: see later today where the theme has been said quite  
00:11:04 --> 00:11:08: strict, but still so many different solutions come up.  
00:11:09 --> 00:11:13: The local approach that's been taken while we had the  
00:11:13 --> 00:11:18: local competitions in all the different countries, we just saw  
00:11:18 --> 00:11:22: the pictures of that and, and the, the momentum that  
00:11:22 --> 00:11:24: has created is just amazing.  
00:11:24 --> 00:11:28: And we're so excited about today and the who's going  
00:11:28 --> 00:11:32: to be the winner, but also what this maybe brings  
00:11:32 --> 00:11:35: for you and I in the future and how closely  
00:11:35 --> 00:11:38: this connects to many of the other programs we have,  
00:11:38 --> 00:11:42: for example, related to sea change when we will be  
00:11:42 --> 00:11:46: announced the winner in two weeks time in in Barcelona.  
00:11:46 --> 00:11:50: So I just wanted to quickly end with thanking Susa,  
00:11:50 --> 00:11:54: Simon and Thibault for their really hard work and all  
00:11:54 --> 00:11:58: the other young leaders that have been involved in doing  
00:11:58 --> 00:11:58: this.

00:11:59 --> 00:12:03: I also want to thank the sponsors obviously, because we  
00:12:03 --> 00:12:07: couldn't be doing this without their support, LaSalle and  
PIMCO  
00:12:07 --> 00:12:11: And finally also EU Light team, Eleanor and Anna who've  
00:12:11 --> 00:12:15: been leading, but also all the local country leads, Katner  
00:12:16 --> 00:12:19: and the marketing team to help sort of raise the  
00:12:19 --> 00:12:22: momentum and, and market the program.  
00:12:22 --> 00:12:25: And I, I just want to say I'm really looking  
00:12:25 --> 00:12:28: forward to it and hope we have a lot of  
00:12:28 --> 00:12:28: fun.  
00:12:29 --> 00:12:30: Thank you and over to you.  
00:12:32 --> 00:12:32: Yeah, Liz said.  
00:12:32 --> 00:12:34: Thank you very much.  
00:12:34 --> 00:12:37: I'm delighted to be here and I was really delighted  
00:12:37 --> 00:12:41: to be asked to participate as a member of this  
00:12:41 --> 00:12:41: jury.  
00:12:42 --> 00:12:45: In my previous role at Patrizia, I was heavily involved  
00:12:45 --> 00:12:47: in the VC and the prop tech world, and I  
00:12:47 --> 00:12:48: missed that.  
00:12:48 --> 00:12:51: And I spoke to Lizette earlier this morning.  
00:12:52 --> 00:12:55: You know, it was really inspiring to see the work  
00:12:55 --> 00:12:59: that's been done and put together and it gives me  
00:12:59 --> 00:13:00: hope for the future.  
00:13:01 --> 00:13:05: And, you know, I thought that the ideas that we're  
00:13:05 --> 00:13:07: seeing are inspiring, uplifting.  
00:13:07 --> 00:13:11: This is such a huge issue for the industry and  
00:13:11 --> 00:13:15: we talk in many forums about how the solutions are  
00:13:15 --> 00:13:19: going to come through innovation and we need to see  
00:13:19 --> 00:13:20: those solutions.  
00:13:20 --> 00:13:24: And so I'm really excited about our discussions today.  
00:13:24 --> 00:13:28: And before we start with the presentations, I also just  
00:13:28 --> 00:13:31: want to thank all the young leaders who've been involved  
00:13:31 --> 00:13:32: in this.  
00:13:32 --> 00:13:36: It's a real testament to the dynamism of the ULI  
00:13:36 --> 00:13:41: young leaders across Europe of working together and what  
can  
00:13:41 --> 00:13:42: be achieved.  
00:13:42 --> 00:13:46: And really looking forward to the discussions and just want  
00:13:46 --> 00:13:51: to thank everybody who's participated and contributed and  
particularly our  
00:13:51 --> 00:13:53: sponsors who've made it happen.  
00:13:54 --> 00:13:57: Say thank you and let's go to the presentations.  
00:14:00 --> 00:14:02: Thank you very much, Ann, and, and is it and

00:14:02 --> 00:14:04: obviously to all jury members, thank you for for making  
00:14:04 --> 00:14:05: the time.  
00:14:05 --> 00:14:08: And most importantly to all of our seven winners and,  
00:14:08 --> 00:14:10: you know, country winners and finalists.  
00:14:11 --> 00:14:13: Wishing you all the best today and hopefully you get  
00:14:13 --> 00:14:15: the best out of of today's conversation.  
00:14:15 --> 00:14:18: Really it's meant to be some kind of a, you  
00:14:18 --> 00:14:21: know, obviously there is a quick pitch, but it's more  
00:14:21 --> 00:14:25: about the conversation and hopefully you will be able to  
00:14:25 --> 00:14:26: get that European name.  
00:14:27 --> 00:14:30: So without further ado, we'll kick it off.  
00:14:30 --> 00:14:35: So on that and welcome to the stage, David out  
00:14:35 --> 00:14:38: Sunday DG Sorry, let's see.  
00:14:39 --> 00:14:44: And he represents both both Tang Volt Tang, the winner  
00:14:44 --> 00:14:46: of the pick Germany.  
00:14:47 --> 00:14:48: David is yours.  
00:14:48 --> 00:14:55: And just as a reminder, but you have a timer.  
00:14:56 --> 00:14:58: You'll just make sure that you you stay on timer.  
00:14:59 --> 00:15:02: Perfect, I I try my best.  
00:15:02 --> 00:15:03: You see my screen, right?  
00:15:06 --> 00:15:07: Yes, yes, great.  
00:15:08 --> 00:15:09: Perfect good.  
00:15:09 --> 00:15:11: My name is David, I'm one of the Co founders  
00:15:11 --> 00:15:12: and the CEO of Vodafone.  
00:15:13 --> 00:15:15: What if you fail so?  
00:15:15 --> 00:15:19: David, David, sorry, this, as we said, your sound is  
00:15:19 --> 00:15:20: not so good.  
00:15:21 --> 00:15:23: It's breaking up, at least with me.  
00:15:23 --> 00:15:24: Oh.  
00:15:26 --> 00:15:31: That's it's still not good.  
00:15:34 --> 00:15:35: It's still not good.  
00:15:36 --> 00:15:37: It looks like it's smoother.  
00:15:37 --> 00:15:38: It's better.  
00:15:38 --> 00:15:39: It's better now.  
00:15:40 --> 00:15:42: OK good, let's try again.  
00:15:42 --> 00:15:45: But I need to switch.  
00:15:46 --> 00:15:48: Is it OK for you, Lizza, can you hear?  
00:15:50 --> 00:15:51: Yeah, I think it's better now.  
00:15:52 --> 00:15:53: OK, thank you.  
00:15:53 --> 00:15:55: Let's try again.  
00:15:55 --> 00:15:57: So my name is David.  
00:15:57 --> 00:16:00: I'm one of the Co founders and the CEO of



00:16:00 --> 00:16:04: World Fund Jurist and Horowitz said everything that can be  
00:16:04 --> 00:16:06: electrified will be electrified.  
00:16:06 --> 00:16:09: But what if we fail to fuel this hunger for  
00:16:09 --> 00:16:12: electricity with renewable energies?  
00:16:12 --> 00:16:16: Then we need to rely on coal and fossil fuels  
00:16:16 --> 00:16:20: who are produced somewhere in the world, are dug up  
00:16:20 --> 00:16:24: and transported all across the world and then burned with  
00:16:24 --> 00:16:26: efficiency of less than 30%.  
00:16:27 --> 00:16:30: This is this shouldn't be our future and we can  
00:16:30 --> 00:16:30: do better.  
00:16:31 --> 00:16:35: Actually we have a 2 step plan to not make  
00:16:35 --> 00:16:36: that the reality.  
00:16:37 --> 00:16:38: Would you want to decentralize the grid?  
00:16:38 --> 00:16:41: And what I mean by that, you see now, well  
00:16:41 --> 00:16:44: first of all, we need to expand the grid.  
00:16:44 --> 00:16:47: That means for for example in Germany, we need to  
00:16:47 --> 00:16:49: invest 100 billion into the grid.  
00:16:50 --> 00:16:53: I'm a positive person and optimistic, but actually I don't  
00:16:53 --> 00:16:57: believe that Germany is ready for expanding the grid in  
00:16:57 --> 00:16:58: this time.  
00:16:58 --> 00:17:01: And also in this acceleration we need to really enable  
00:17:01 --> 00:17:03: the potential of renewable energies.  
00:17:04 --> 00:17:07: So what we need to do also is to integrate  
00:17:07 --> 00:17:12: batteries to make regions more sufficient and also stabilize  
00:17:12 --> 00:17:16: the  
00:17:16 --> 00:17:19: grid from the renewables and also the huge amount of  
00:17:19 --> 00:17:23: electricity we need for everyday slot.  
00:17:23 --> 00:17:27: So first step to achieve this decentralisation of the grid  
00:17:28 --> 00:17:31: is to build sustainable battery storage systems at scale.  
00:17:31 --> 00:17:35: And what we're doing there is we actually use Second  
00:17:35 --> 00:17:37: Life batteries out of the Ed car, purchasing them directly  
00:17:37 --> 00:17:41: from the automotive companies.  
00:17:41 --> 00:17:47: And after testing them, we put them inside of our  
00:17:47 --> 00:17:51: innovative battery storage system where product portfolio  
00:17:52 --> 00:17:56: starts for supermarkets  
00:17:56 --> 00:18:00: like ALDI, for smaller scale, also for logistic companies and  
00:18:00 --> 00:18:02: also for huge grid scale battery booster, which where the  
00:18:02 --> 00:18:06: innovative and amazing part is that we are always using  
00:18:06 --> 00:18:09: the same platform.  
00:18:09 --> 00:18:13: We are always producing the same enough frame or battery  
00:18:13 --> 00:18:16: and we can then put as many as we need  
00:18:16 --> 00:18:19: together and serve the different kind of customers.

00:18:14 --> 00:18:17: The good part there is as well that we are  
00:18:17 --> 00:18:22: always just producing one platform, which reduces the  
complexity and  
00:18:22 --> 00:18:26: also reduces the costs of our production significantly.  
00:18:26 --> 00:18:30: The good part also is that since we have already  
00:18:30 --> 00:18:34: deployed a lot of systems, we know how to deploy  
00:18:34 --> 00:18:35: systems fast.  
00:18:35 --> 00:18:39: We developed our system to be deployed within two hours  
00:18:39 --> 00:18:43: and that's incredibly important because time is crucial here  
due  
00:18:43 --> 00:18:47: to the reason that we are using Second Life batteries.  
00:18:47 --> 00:18:50: We can adapt to different kind of batches and reduce  
00:18:50 --> 00:18:53: the cost of batteries as well because we are one  
00:18:53 --> 00:18:56: of the only ones who can give these batteries a  
00:18:56 --> 00:18:57: second life.  
00:18:58 --> 00:19:00: So on the left side, you see some of our  
00:19:00 --> 00:19:05: customers already we work together with Callback Pursue,  
but with  
00:19:05 --> 00:19:08: Venopia to help them really to help them helping their  
00:19:08 --> 00:19:12: customers to get more self-sufficient and more and green.  
00:19:13 --> 00:19:16: Right now we have over 200 systems already running and  
00:19:16 --> 00:19:19: we are still building, deploying these kind of systems.  
00:19:20 --> 00:19:22: Second step of the plan Quick.  
00:19:22 --> 00:19:25: Quick notes, so you've used your 3 minutes.  
00:19:27 --> 00:19:30: OK, then I need to skip over making them smart.  
00:19:30 --> 00:19:34: The idea is to really connect these kind of batteries  
00:19:34 --> 00:19:39: connecting the dots of the every of the commercial customer.  
00:19:39 --> 00:19:42: For example, when they have a fleet, they need to  
00:19:42 --> 00:19:46: battery storage system, then Aggie management system  
comes inside and  
00:19:46 --> 00:19:50: then we can for example connect the battery with solar  
00:19:50 --> 00:19:53: with the heat pump and also integrate dynamic tariffs to  
00:19:53 --> 00:19:56: reduce the cost of the customer significantly.  
00:19:56 --> 00:20:00: So I that was actually not everything, but I believe  
00:20:00 --> 00:20:02: you've got the point.  
00:20:02 --> 00:20:05: We will grow over the next few years significantly as  
00:20:05 --> 00:20:05: well.  
00:20:06 --> 00:20:08: And we already have a stellar team which will help  
00:20:08 --> 00:20:11: us grow within the next few years to the targets  
00:20:11 --> 00:20:12: we need to achieve.  
00:20:13 --> 00:20:15: Our vision is enabled, a future way of living.  
00:20:15 --> 00:20:16: It was my pitch.  
00:20:16 --> 00:20:20: Sorry for being over time, but yeah the starting was

00:20:20 --> 00:20:22: maybe a little bit not perfectly.

00:20:23 --> 00:20:24: Thank you very much, David.

00:20:24 --> 00:20:27: And just FYI, you'll have around 8 minutes of of

00:20:27 --> 00:20:29: Q&A with the with the jury.

00:20:29 --> 00:20:31: So you know, thank you for the presentation.

00:20:31 --> 00:20:33: Leaving it to the the jury members.

00:20:33 --> 00:20:36: Is there any particular I see Nicola, you've unmuted yourself

00:20:36 --> 00:20:38: and it's safe for the rest.

00:20:38 --> 00:20:45: Feel free to raise your hand, Nicola, if I raise

00:20:45 --> 00:20:46: you me.

00:20:47 --> 00:20:47: Yeah.

00:20:47 --> 00:20:48: Perfect.

00:20:50 --> 00:20:54: You, you, you just told you're the only one who's

00:20:54 --> 00:20:55: doing this.

00:20:55 --> 00:20:56: What?

00:20:56 --> 00:20:59: There's simple competition or there's no competition at all.

00:21:00 --> 00:21:03: There are some competition also but we are the only

00:21:03 --> 00:21:06: ones who can really build them in a scalable and

00:21:06 --> 00:21:07: serial manner.

00:21:07 --> 00:21:10: So we can take huge amount of batteries already.

00:21:11 --> 00:21:13: The others are in the pilot phase or they are

00:21:13 --> 00:21:16: trying to make some pilot projects, but not yet in

00:21:16 --> 00:21:18: the scale we are doing it currently.

00:21:19 --> 00:21:19: OK.

00:21:19 --> 00:21:21: And how, how will you cope this with this in

00:21:21 --> 00:21:22: the future?

00:21:22 --> 00:21:26: You have exclusive contracts with Volkswagen or how?

00:21:26 --> 00:21:29: How do you beat competition and and and no one?

00:21:30 --> 00:21:33: So we do have with all of the three major

00:21:33 --> 00:21:34: European car companies.

00:21:34 --> 00:21:38: We are, we are, we have already partnerships also for

00:21:39 --> 00:21:40: the last three years.

00:21:41 --> 00:21:44: So we won't, won't have exclusivity because from our side

00:21:44 --> 00:21:48: it's more lucrative to really look at batches and prices

00:21:48 --> 00:21:53: and being independent from these kind of automotive

00:21:53 --> 00:21:57: companies gives

00:21:57 --> 00:22:00: us the opportunity to actually always seek for the best

00:22:00 --> 00:22:03: prices, which is incredibly important in this market.

00:22:03 --> 00:22:06: So no exclusivity, but it's also from our side that

00:22:06 --> 00:22:08: we don't want to have one exclusive partner.

00:22:07 --> 00:22:08: OK, I understand.

00:22:08 --> 00:22:09: What about pricing?

00:22:09 --> 00:22:14: I'm not an expert, but I see second hand prices  
00:22:14 --> 00:22:17: of electric cars going down.  
00:22:18 --> 00:22:20: What about the batteries?  
00:22:20 --> 00:22:24: You you buy them cheaper now, so you what's happening?  
00:22:25 --> 00:22:28: So what we see is we have 70% less cost  
00:22:28 --> 00:22:31: of batteries than new life or new batteries.  
00:22:32 --> 00:22:36: Therefore, yes, we see it significantly and that's one of  
00:22:36 --> 00:22:39: the major parts of our battery costs.  
00:22:39 --> 00:22:42: And therefore we could, we can reduce even if we  
00:22:42 --> 00:22:44: are not yet on the scale of a BYD, we  
00:22:45 --> 00:22:48: can, but we can reduce really our prices and be  
00:22:48 --> 00:22:52: competitive also with Chinese players due to that reason,  
yes.  
00:22:53 --> 00:22:53: OK.  
00:22:53 --> 00:22:57: And now the batteries you use are not solid-state.  
00:22:57 --> 00:23:00: I, I, I see the shifts or probably maybe a  
00:23:00 --> 00:23:01: shift in solid-state.  
00:23:01 --> 00:23:04: How will you go with this technical change?  
00:23:05 --> 00:23:07: Actually, we built our battery to be really adaptable to  
00:23:07 --> 00:23:09: different kind of chemistries.  
00:23:09 --> 00:23:11: We would love to also have an atrium batteries or  
00:23:11 --> 00:23:13: solid-state batteries who are more sustainable.  
00:23:14 --> 00:23:15: That's our approach.  
00:23:15 --> 00:23:18: We see Second Life currently as one of the best  
00:23:18 --> 00:23:20: ways to get into the market with a low price.  
00:23:20 --> 00:23:24: But if we get also good batteries from solid-state or  
00:23:24 --> 00:23:28: natural batteries which are as sustainable as ours, then we  
00:23:28 --> 00:23:31: will look at them and we can integrate them within  
00:23:31 --> 00:23:32: two months.  
00:23:32 --> 00:23:34: So that's no, no issue there.  
00:23:34 --> 00:23:37: So we really build the stacks or the units to  
00:23:37 --> 00:23:40: be as flexible for different kind of batteries.  
00:23:40 --> 00:23:44: They need to be on a Yeah, they need to  
00:23:44 --> 00:23:47: have a form, but 80% of the batteries do have  
00:23:47 --> 00:23:49: the same stats.  
00:23:50 --> 00:23:53: OK thank you 11 short I'm trying to pull my  
00:23:53 --> 00:23:56: old Tesla can I send to you because I have  
00:23:56 --> 00:24:00: the feeling that the battery is more worth than the  
00:24:00 --> 00:24:00: car.  
00:24:02 --> 00:24:05: You could we have already built one Tesla battery as  
00:24:05 --> 00:24:07: we can after winning this.  
00:24:07 --> 00:24:11: We can look at this like look at your facility.

00:24:11 --> 00:24:12: Perfect.

00:24:12 --> 00:24:12: Thank you.

00:24:12 --> 00:24:13: Thank you very much, Nikola.

00:24:13 --> 00:24:14: I see.

00:24:14 --> 00:24:16: Anna, you're the next with your handwritten.

00:24:16 --> 00:24:19: Please go for it and you're on mute.

00:24:20 --> 00:24:25: Yeah, Quick question, You said that there is competition following

00:24:25 --> 00:24:27: and they're doing their pilot studies.

00:24:27 --> 00:24:30: How do you plan to keep ahead of the game

00:24:30 --> 00:24:33: and to keep your competitive advantage?

00:24:34 --> 00:24:37: So the most important thing is to be innovative and

00:24:37 --> 00:24:40: what we are currently doing, which I couldn't show in

00:24:40 --> 00:24:43: that lens, I would love to, was to make the

00:24:43 --> 00:24:46: battery smart because we just don't have a commodity.

00:24:46 --> 00:24:50: We just don't, we have the hardware already deploy, developed,

00:24:50 --> 00:24:51: deployed, iterated.

00:24:51 --> 00:24:54: But now the really smart thing behind it is the

00:24:54 --> 00:24:59: energy management system which can take advantage of this different

00:24:59 --> 00:25:02: kind of use cases and amortize or reduce the return

00:25:02 --> 00:25:04: of invest by 30 or 40%.

00:25:04 --> 00:25:07: So in that case if we are improving our energy

00:25:07 --> 00:25:11: management system as fast as we do currently, we will

00:25:11 --> 00:25:15: always have advantage because most important thing is to reduce

00:25:15 --> 00:25:17: the cost at the customer site.

00:25:17 --> 00:25:20: And this is something as which is a big goal

00:25:20 --> 00:25:23: and therefore we are heading towards that.

00:25:24 --> 00:25:24: Thank you.

00:25:25 --> 00:25:25: Great.

00:25:25 --> 00:25:26: Thank you very much.

00:25:26 --> 00:25:29: And we have time for one last question because you're

00:25:29 --> 00:25:30: 2 minutes down.

00:25:30 --> 00:25:31: We have 3 minutes remaining.

00:25:31 --> 00:25:32: Charlotte, the floor is yours.

00:25:33 --> 00:25:35: Yes, really great presentation.

00:25:35 --> 00:25:36: Thank you so much.

00:25:37 --> 00:25:40: I'm curious on how the regulatory landscape looks in the

00:25:40 --> 00:25:41: rest of Europe.

00:25:41 --> 00:25:44: So you're working with Germany mainly now, but what are

00:25:44 --> 00:25:48: the opportunities as well as barriers in other EU countries?

00:25:49 --> 00:25:52: The good part is in Germany we have really highly  
00:25:52 --> 00:25:53: regulatory.  
00:25:53 --> 00:25:54: So if you can make it in Germany, you can  
00:25:54 --> 00:25:55: make it nearly everywhere.  
00:25:56 --> 00:25:59: But we are starting in Germany because also we are  
00:25:59 --> 00:26:02: from the auto VTH in Aachen and the first market  
00:26:02 --> 00:26:03: was initially Germany.  
00:26:03 --> 00:26:05: But we already are in Austria, we are in the  
00:26:05 --> 00:26:07: Netherlands, we are in Portugal.  
00:26:07 --> 00:26:10: We want to expand because we see that problem of  
00:26:10 --> 00:26:13: the lack of battery source systems all over Germany, all  
00:26:13 --> 00:26:15: over Europe, all over the world.  
00:26:15 --> 00:26:17: So we are expanding.  
00:26:17 --> 00:26:21: We are expanding to our close border partners, our countries  
00:26:21 --> 00:26:23: and then we will expect more.  
00:26:23 --> 00:26:27: But in terms of the regulatory Europe, Germany and Europe  
00:26:27 --> 00:26:31: have nearly the same, the US has different, but actually  
00:26:31 --> 00:26:34: the ones of Europe are even harder to get.  
00:26:34 --> 00:26:36: So this is no, no issue there.  
00:26:36 --> 00:26:36: Great.  
00:26:38 --> 00:26:38: Thanks.  
00:26:39 --> 00:26:39: Thank you, Charlotte.  
00:26:39 --> 00:26:41: We have two minutes for your.  
00:26:41 --> 00:26:42: I see your hand risen.  
00:26:42 --> 00:26:43: Go for it.  
00:26:45 --> 00:26:46: So my question is the following.  
00:26:46 --> 00:26:50: How do you encourage the recycling of the batteries and  
00:26:50 --> 00:26:54: how do we make sure that your solution doesn't encourage  
00:26:54 --> 00:26:58: additional use of resources that are pretty where where we  
00:26:58 --> 00:26:59: have scarcity?  
00:26:59 --> 00:27:02: And just one side remark for the for for my  
00:27:02 --> 00:27:03: colleagues.  
00:27:03 --> 00:27:05: So we have Kansa also on pink what is somewhere  
00:27:05 --> 00:27:07: on the call and she will also assess couple of  
00:27:07 --> 00:27:10: solutions with me because I cannot do the whole session.  
00:27:10 --> 00:27:12: But first, I leave you for an answer.  
00:27:14 --> 00:27:16: So could you make to understand it right?  
00:27:17 --> 00:27:19: How do we encourage recycling of the batteries?  
00:27:19 --> 00:27:22: Or like the competition of recycling?  
00:27:22 --> 00:27:23: Yes.  
00:27:23 --> 00:27:26: How do you, how, what is your position on the  
00:27:26 --> 00:27:30: fact that the batteries are requiring a lot of let's

00:27:30 --> 00:27:34: say materials that do not exist where we have scarcity.  
00:27:34 --> 00:27:37: So what is your position on that and how does  
00:27:37 --> 00:27:42: your solution helps recycling of the batteries or encourage recycling  
00:27:42 --> 00:27:45: of the batteries or what is your position on that?  
00:27:45 --> 00:27:48: So is it another way to instead of using petrol  
00:27:49 --> 00:27:52: and fuel, we're using now a nickel to do batteries.  
00:27:52 --> 00:27:54: So how do you react on that?  
00:27:55 --> 00:27:56: OK, thank you for the question.  
00:27:56 --> 00:28:00: So first of all, we ourselves, we see ourselves before  
00:28:00 --> 00:28:02: the recycling of the batteries.  
00:28:02 --> 00:28:04: So after the first lap of the car, we are  
00:28:04 --> 00:28:08: taking the batteries to enhance or to even increase the  
00:28:08 --> 00:28:11: value chain of the batteries and after our life we  
00:28:11 --> 00:28:13: would give them to recycling.  
00:28:13 --> 00:28:17: So what we achieved there is to have the battery  
00:28:17 --> 00:28:21: longer in use for a use case where usually batteries  
00:28:21 --> 00:28:23: are produced new.  
00:28:23 --> 00:28:27: And therefore since we are always using just the materials  
00:28:27 --> 00:28:31: or the batteries which has already already saw saw live  
00:28:31 --> 00:28:34: in a car, we can then take these batteries and  
00:28:34 --> 00:28:37: we're actually not doing anything besides testing them.  
00:28:38 --> 00:28:40: After our 15 years, we give them to recycling and  
00:28:41 --> 00:28:43: then these materials are recycled and we try to get  
00:28:44 --> 00:28:45: a new battery out of it.  
00:28:45 --> 00:28:51: And since for example, battery search systems are the really  
00:28:51 --> 00:28:56: potential enabler of renewables, we can destroy or we can  
00:28:56 --> 00:29:00: shut down coal, coal or gas plants by really storing  
00:29:00 --> 00:29:05: the energy of the renewables which are which we have  
00:29:05 --> 00:29:06: plenty of.  
00:29:06 --> 00:29:11: And therefore with our batteries and integrating these  
00:29:12 --> 00:29:16: batteries into  
00:29:16 --> 00:29:16: the grid, we can actually impact the fossil fuel phase  
00:29:17 --> 00:29:18: out.  
00:29:17 --> 00:29:18: Thank you very much, David.  
00:29:18 --> 00:29:21: I think we're reaching the, the top of the, the,  
00:29:21 --> 00:29:23: the 11:50 minutes for 13 minutes.  
00:29:23 --> 00:29:25: So on that notes, you know, I will leave a  
00:29:25 --> 00:29:28: 212 minutes for, for the jury to, you know, to  
00:29:28 --> 00:29:31: go to their, their scorecard and starting the scoring.  
00:29:32 --> 00:29:36: And in the meantime, we'll definitely thank you, David for  
00:29:36 --> 00:29:37: the the presentation.

00:29:38 --> 00:29:39: Thank you very much for the opportunity.

00:29:39 --> 00:29:40: Thanks.

00:29:43 --> 00:29:46: Right as, as we wait for, for everyone to, you

00:29:46 --> 00:29:48: know, to, to start going to the, the scorecard.

00:29:49 --> 00:29:52: I think something to just remind everyone, especially the, the,

00:29:52 --> 00:29:55: the, the people who just joined us in the public

00:29:55 --> 00:29:58: is that our next big flagship event will be in

00:29:58 --> 00:30:01: Barcelona with Julia at the Sea Change summit.

00:30:02 --> 00:30:04: And this is where our the winner of today will

00:30:05 --> 00:30:05: be announced.

00:30:05 --> 00:30:08: So if you pass by, if you're planning actually coming

00:30:08 --> 00:30:11: to Barcelona for sea change, this is what will will

00:30:11 --> 00:30:12: happen.

00:30:12 --> 00:30:14: If if not, well reach out to the UA team

00:30:14 --> 00:30:17: to to learn more about it's quite interesting summit.

00:30:19 --> 00:30:22: All right, super.

00:30:22 --> 00:30:24: So we'll give it a quick minute.

00:30:31 --> 00:30:33: And just FYI, Charlotte, your hand is still risen.

00:30:33 --> 00:30:35: I see that you have a lot of questions today.

00:30:44 --> 00:30:44: Great.

00:30:45 --> 00:30:48: And again, if if there is, you know, setting, obviously

00:30:48 --> 00:30:50: if there is anything from a jury side, feel free

00:30:50 --> 00:30:52: to let myself Suso know the UA team if if

00:30:52 --> 00:30:55: you need any, any help with the the scoring, but

00:30:55 --> 00:30:57: hopefully it should be straightforward.

00:30:58 --> 00:31:00: Great, perfect.

00:31:00 --> 00:31:03: Well, I want to be mindful of time as we're

00:31:03 --> 00:31:04: just starting.

00:31:04 --> 00:31:07: Suso, do you want to kick off for the the

00:31:07 --> 00:31:08: next speaker?

00:31:09 --> 00:31:10: Yes, thank you, Simone.

00:31:11 --> 00:31:17: So I'll be introducing the next finalist that is the

00:31:17 --> 00:31:21: winner of the Iberia region.

00:31:21 --> 00:31:25: It's Co circular and it will be presented by Paula.

00:31:26 --> 00:31:27: So over to you.

00:31:31 --> 00:31:35: And we have started the timer, so 3 minutes pitch

00:31:35 --> 00:31:36: from now ideally.

00:31:38 --> 00:31:39: Right.

00:31:39 --> 00:31:41: Hi, Hi, everybody.

00:31:41 --> 00:31:42: Can you listen me?

00:31:44 --> 00:31:44: Yes.

00:31:45 --> 00:31:50: OK, OK, so this is a problem that we will



00:31:50 --> 00:31:53: rather not take it directly.

00:31:54 --> 00:31:57: We are circular the technology that turns waste into opportunity.

00:31:58 --> 00:32:02: The world produces between 7:00 and 10:00 mill billions tons

00:32:02 --> 00:32:04: of waste per year.

00:32:04 --> 00:32:08: And 30% of this great problem comes from the construction

00:32:08 --> 00:32:09: sector.

00:32:10 --> 00:32:14: Also the companies have big problems to solve it, for

00:32:14 --> 00:32:20: example poor education and information, non existing waste separation on

00:32:20 --> 00:32:24: site, manual management or copy eyes or park traceability.

00:32:26 --> 00:32:29: But the big news are that the new European regulation

00:32:29 --> 00:32:34: requires that 70% of construction waste must be returned into

00:32:34 --> 00:32:39: raw material share responsibility between real estate

00:32:39 --> 00:32:41: companies and electronic

00:32:39 --> 00:32:41: information systems.

00:32:41 --> 00:32:44: So what are we achieving?

00:32:44 --> 00:32:50: As for our positive impact, Co Circular has already managed

00:32:50 --> 00:32:55: more than 3 million tons recover waste and 92% of

00:32:55 --> 00:32:57: recovery rate.

00:32:58 --> 00:33:01: And how do we do the the magic?

00:33:02 --> 00:33:08: Our SAS technology is the first business intelligence for waste

00:33:08 --> 00:33:13: based on year and which as per expert leader

00:33:14 --> 00:33:17: accompaniment

00:33:14 --> 00:33:17: with consultancy and certifications.

00:33:17 --> 00:33:21: Also, in brief, no more waste tracking in an excel

00:33:21 --> 00:33:25: or by hand, transparent traceability and compliance.

00:33:25 --> 00:33:29: We optimize up to 30%, 30% on waste management cost

00:33:29 --> 00:33:33: and all the environmental impact metrics you might need just

00:33:33 --> 00:33:34: in one click.

00:33:36 --> 00:33:39: Why yes, we are the only ones in the market

00:33:39 --> 00:33:41: with a complete solution.

00:33:41 --> 00:33:44: This is why more and more medium and large companies

00:33:44 --> 00:33:48: in the construction sector and RE enable energy sector.

00:33:48 --> 00:33:52: Trust us, ecology and economy go hand in hand and

00:33:52 --> 00:33:53: we are proving it.

00:33:53 --> 00:33:57: So this year, we will reach a positive EBITDA and

00:33:57 --> 00:34:01: this is our year of growth towards scalability.

00:34:03 --> 00:34:06: But none of this will be possible without the team.

00:34:06 --> 00:34:07: We are the dream team.

00:34:08 --> 00:34:11: And also I want to thank all the entities that

00:34:11 --> 00:34:13: are recognizing our work.

00:34:13 --> 00:34:17: And last but not least, I would like to remind

00:34:17 --> 00:34:21: you that any material that this recover is no longer

00:34:21 --> 00:34:25: taken from nature and doesn't return it as waste.

00:34:26 --> 00:34:27: Thank you very much.

00:34:29 --> 00:34:29: Thank you.

00:34:29 --> 00:34:30: Paula.

00:34:30 --> 00:34:33: That was on the dock 3 minutes.

00:34:33 --> 00:34:37: So I will open the floor to questions 10 minutes

00:34:37 --> 00:34:41: from the jury and please use your virtual hand.

00:34:42 --> 00:34:45: Hagen, can you, I think you were the first one.

00:34:45 --> 00:34:47: So please unmute yourself.

00:34:47 --> 00:34:48: Thank you.

00:34:49 --> 00:34:53: Could you maybe just explain in a little bit more

00:34:53 --> 00:34:58: detail how your solution can actually contribute to a reduction

00:34:58 --> 00:35:00: of Scope 3 emissions?

00:35:00 --> 00:35:03: So the reduction of CO2 emissions from our point of

00:35:03 --> 00:35:07: view on the tenant side, how does your solution contribute

00:35:07 --> 00:35:08: to that?

00:35:08 --> 00:35:12: I mean, I understand it's a platform to track waste

00:35:12 --> 00:35:15: and to track the different sorts of waste.

00:35:15 --> 00:35:17: But how do you think will that lead to a

00:35:17 --> 00:35:18: reduction?

00:35:21 --> 00:35:24: First of all, we track the well.

00:35:24 --> 00:35:28: We have mapped all the stakeholders that are related into

00:35:28 --> 00:35:31: the, into the value chain, the waste value chain in

00:35:31 --> 00:35:32: Spain.

00:35:32 --> 00:35:37: So with our technology, we, we know where to direct

00:35:37 --> 00:35:41: this waste in order to choose for example, the the

00:35:41 --> 00:35:48: nearest waste managers because normally promoters and

00:35:48 --> 00:35:54: building companies, they are sending their waste where they normally and historically

00:35:54 --> 00:35:55: have send them.

00:35:56 --> 00:36:00: So we, we try to help them what we do,

00:36:00 --> 00:36:04: help them to choose the best ones, not only in

00:36:05 --> 00:36:10: terms of proximity, but also in terms of not opacity.

00:36:10 --> 00:36:15: Because these these kind of waste managers, they don't

00:36:15 --> 00:36:19: share much information on how do they deal with the waste.

00:36:19 --> 00:36:22: So what we have done with this mapping is to

00:36:22 --> 00:36:25: make sure that we are working with the ones that

00:36:25 --> 00:36:28: are doing all the waste management management properly.

00:36:29 --> 00:36:32: So I think that the the most, well, the key,  
00:36:32 --> 00:36:35: the key aspect is to be able to know the  
00:36:36 --> 00:36:40: waste managers very profoundly and know when and and  
and  
00:36:40 --> 00:36:44: who to choose each time and for each client.  
00:36:44 --> 00:36:49: And edit that the waste, the final waste comes to  
00:36:49 --> 00:36:50: the landfills.  
00:36:51 --> 00:36:54: And avoid, avoid, avoid the the the waste in landfills  
00:36:54 --> 00:36:56: is the other is the other part.  
00:36:56 --> 00:37:01: Because we know that landfills emit many, many, many  
millions  
00:37:01 --> 00:37:02: of tons of CO2.  
00:37:02 --> 00:37:06: So when you recover the the material, you're also avoiding  
00:37:06 --> 00:37:09: the emissions in the landfill as well.  
00:37:09 --> 00:37:09: Yes.  
00:37:10 --> 00:37:14: In in the in the lineal system with tracking the  
00:37:14 --> 00:37:18: waste always the final, the the end is in the  
00:37:18 --> 00:37:19: landfill, no.  
00:37:19 --> 00:37:22: So with our solution avoid that.  
00:37:22 --> 00:37:24: Avoid that also.  
00:37:28 --> 00:37:30: OK, Nicola, I think you're next.  
00:37:32 --> 00:37:32: Thank you.  
00:37:32 --> 00:37:33: Thanks for the presentation.  
00:37:35 --> 00:37:39: So you've you've mapped the Spanish system, so I have,  
00:37:39 --> 00:37:43: I have two questions on the international aspect.  
00:37:44 --> 00:37:46: When does this European law really comes into play as  
00:37:46 --> 00:37:49: it already active or it's the Member states who has  
00:37:49 --> 00:37:51: to imply and what's the timing on that?  
00:37:52 --> 00:37:56: Can you, is it, is it easily replicable in other  
00:37:56 --> 00:37:57: countries?  
00:37:57 --> 00:38:00: Because as I understand you have to map the whole  
00:38:00 --> 00:38:01: waste value chain.  
00:38:02 --> 00:38:02: Yes.  
00:38:03 --> 00:38:08: Well, the European law in Spain was was applied in  
00:38:08 --> 00:38:09: 2022.  
00:38:09 --> 00:38:14: So it's already working as as as the as the  
00:38:14 --> 00:38:16: as the law.  
00:38:17 --> 00:38:21: Of course, not everyone is complying, but, but it's, it's  
00:38:21 --> 00:38:22: already in place.  
00:38:22 --> 00:38:26: And, and yes, of course the, the, the system is,  
00:38:26 --> 00:38:31: is super replicable in terms of technology because this is,  
00:38:31 --> 00:38:33: is a SAS solution.

00:38:33 --> 00:38:35: So it's super replicable.

00:38:35 --> 00:38:38: But of course we need to understand the value chain

00:38:38 --> 00:38:40: in each country to feed the system.

00:38:42 --> 00:38:46: And just one tricky question, you, you mentioned AI, What's

00:38:46 --> 00:38:47: the AI in the in the model?

00:38:56 --> 00:39:09: Sorry because my English is a little poor so this

00:39:10 --> 00:39:14: is my my partner.

00:39:18 --> 00:39:20: The last thing for myself?

00:39:20 --> 00:39:21: Is a learning model.

00:39:21 --> 00:39:25: Is a learning model, learning from all the data that

00:39:25 --> 00:39:26: we that we manage.

00:39:26 --> 00:39:27: The big data which?

00:39:28 --> 00:39:31: Is big data at this, at this point we're working

00:39:31 --> 00:39:33: with more than 10,000 waste managers.

00:39:33 --> 00:39:38: We we've made more than 17,000 movements of waste

00:39:39 --> 00:39:39: along

00:39:39 --> 00:39:43: the way.

00:39:39 --> 00:39:43: So what we're doing is to, well, learning model to

00:39:43 --> 00:39:46: from the big data that we are using.

00:39:47 --> 00:39:52: Yes, and optimizing on the process also because the the

00:39:52 --> 00:39:56: companies have very manual process which are paper.

00:39:57 --> 00:39:59: All of all these process the companies makes with a

00:40:00 --> 00:40:00: paper.

00:40:00 --> 00:40:05: So digitalize all the process and take big data to

00:40:05 --> 00:40:07: learn and be predictable.

00:40:07 --> 00:40:09: Predictable this is.

00:40:09 --> 00:40:10: Our.

00:40:10 --> 00:40:10: Our.

00:40:11 --> 00:40:16: Job, yeah, and system is amazing, but waste management is

00:40:16 --> 00:40:18: completely like prehistorical.

00:40:19 --> 00:40:20: It's amazing.

00:40:20 --> 00:40:23: But it's something that is real that building companies are

00:40:23 --> 00:40:25: not tackling appropriately.

00:40:26 --> 00:40:29: I mean not appropriately, but they don't digitize the process

00:40:29 --> 00:40:29: itself.

00:40:30 --> 00:40:31: So it's to be crazy.

00:40:31 --> 00:40:32: And that's what we're doing now.

00:40:35 --> 00:40:35: Thank you.

00:40:36 --> 00:40:38: I think we said you were the next one in

00:40:39 --> 00:40:39: line.

00:40:40 --> 00:40:41: Yes, thank you.

00:40:41 --> 00:40:45: Susan, I actually have a question or two on your

00:40:45 --> 00:40:50: competitiveness and how unique is your solution.

00:40:50 --> 00:40:53: Can you talk a little bit about that and sort

00:40:53 --> 00:40:56: of for the clients you have and sort of the

00:40:56 --> 00:41:00: work done so far, have you made assessments how much

00:41:00 --> 00:41:02: Scope 3 emissions have been saved?

00:41:12 --> 00:41:16: No, no, no less.

00:41:17 --> 00:41:23: About the competitors, what what you can find nowadays on

00:41:23 --> 00:41:29: the waste side is normally marketplaces or technology that is

00:41:29 --> 00:41:34: mainly focused to help waste managers to deal with the

00:41:34 --> 00:41:37: waste once they receive it.

00:41:38 --> 00:41:41: What we're doing is, is something that is new that

00:41:41 --> 00:41:44: nobody is, is, is, is doing until now and is

00:41:45 --> 00:41:48: of course we are, we are trying to help the

00:41:48 --> 00:41:49: producer of the waste.

00:41:50 --> 00:41:54: We are trying to work with promoters and building companies

00:41:54 --> 00:41:57: so they know how to deal with their waste.

00:41:57 --> 00:42:01: They have full traceability, they have impact metrics.

00:42:01 --> 00:42:05: Not only they, they, they don't only make sure that

00:42:05 --> 00:42:09: the waste is going to be recovered in a very,

00:42:09 --> 00:42:10: very high rate.

00:42:11 --> 00:42:14: As Paulo was telling you, we are in in 92%

00:42:14 --> 00:42:19: of recovering rate right now, much more than the new

00:42:19 --> 00:42:20: law asks for.

00:42:21 --> 00:42:24: But we also try to, to, to make them like

00:42:24 --> 00:42:27: being the owners of the of the whole process, the

00:42:27 --> 00:42:31: rest of the of the companies and technologies, They don't,

00:42:31 --> 00:42:34: they don't have nothing to do with the, with the

00:42:34 --> 00:42:38: producer and with the, with the new law, the producer

00:42:38 --> 00:42:41: has the same responsibility as the rest of the value

00:42:42 --> 00:42:43: chain owners of the waste.

00:42:44 --> 00:42:47: So we are trying to keep them safe and and

00:42:47 --> 00:42:51: always with the knowledge of what is happening with the

00:42:51 --> 00:42:51: waste.

00:42:52 --> 00:42:55: So the rest are not doing this whole tracking of

00:42:55 --> 00:42:57: the whole value chain.

00:42:57 --> 00:43:01: They only provide information in one part of the value

00:43:01 --> 00:43:04: chain or to some of the of the agents of

00:43:04 --> 00:43:05: the value chain.

00:43:05 --> 00:43:10: We are trying to cope with the whole value chain

00:43:10 --> 00:43:15: and I'm sorry and there was another question about the

00:43:16 --> 00:43:17: the scope.

00:43:18 --> 00:43:22: So yes, Paul is telling me that they do measure

00:43:22 --> 00:43:26: on scope 3, but she doesn't have the data right  
00:43:26 --> 00:43:26: now.  
00:43:27 --> 00:43:29: Maybe we can provide you with it with the data  
00:43:29 --> 00:43:29: afterwards.  
00:43:33 --> 00:43:33: Perfect.  
00:43:34 --> 00:43:36: We have one more minute left.  
00:43:36 --> 00:43:39: So maybe one more question from Shala.  
00:43:41 --> 00:43:41: Yeah.  
00:43:41 --> 00:43:42: Thank you.  
00:43:42 --> 00:43:44: Super interesting solution.  
00:43:44 --> 00:43:47: So I have two questions.  
00:43:47 --> 00:43:50: But as you move into new countries to build on  
00:43:50 --> 00:43:54: Nicolas question, you know, what is the time that it  
00:43:54 --> 00:43:58: takes you to really map that country ecosystem?  
00:43:59 --> 00:44:00: You've done it once.  
00:44:00 --> 00:44:01: It would be good to know, like how long did  
00:44:01 --> 00:44:02: it take for Spain?  
00:44:02 --> 00:44:05: And what do you think it could be a timeline  
00:44:05 --> 00:44:07: for new countries?  
00:44:07 --> 00:44:10: And then I'd like to understand what the initial effort  
00:44:10 --> 00:44:12: is from a company that starts working with you.  
00:44:13 --> 00:44:15: So you're digitizing it, but I imagine that means a  
00:44:15 --> 00:44:19: certain amount of effort from the the company you're working  
00:44:19 --> 00:44:20: with as well.  
00:44:21 --> 00:44:26: Yes, with with new companies that start working with us  
00:44:26 --> 00:44:31: Well, the the the technology is not difficult to use.  
00:44:31 --> 00:44:35: I mean, sorry, I missed her maybe she's out.  
00:44:37 --> 00:44:40: Sorry, sorry, that is not difficult.  
00:44:40 --> 00:44:43: But as we know that people on site they are  
00:44:43 --> 00:44:48: not very familiarized with technology always because we are  
00:44:48 --> 00:44:52: talking to, we are not dealing with the the people  
00:44:52 --> 00:44:54: that contract our solution.  
00:44:54 --> 00:44:55: When we are on site.  
00:44:55 --> 00:45:00: We do, we do give them some customs consultancies.  
00:45:00 --> 00:45:04: So we spend a a few hours or days in  
00:45:04 --> 00:45:06: the beginning.  
00:45:06 --> 00:45:09: So they get used to to use the the technology  
00:45:09 --> 00:45:13: and then if they have any kind of problems, we  
00:45:13 --> 00:45:16: have a a back office to to support them all  
00:45:16 --> 00:45:16: the way.  
00:45:17 --> 00:45:21: And and the first question was sorry regarding.

00:45:22 --> 00:45:24: The time to map it in the ecosystem in a  
00:45:24 --> 00:45:25: new country.  
00:45:25 --> 00:45:27: Well, it depends on the country here.  
00:45:27 --> 00:45:28: Is super brief.  
00:45:29 --> 00:45:29: Sorry.  
00:45:29 --> 00:45:30: Oh yeah, OK here.  
00:45:31 --> 00:45:31: This.  
00:45:31 --> 00:45:32: Is super complex.  
00:45:32 --> 00:45:36: We have mapped more than 10,000 stakeholders, which is super  
00:45:36 --> 00:45:40: complex because of the way this value chain is built.  
00:45:40 --> 00:45:43: But not every country works the same way.  
00:45:43 --> 00:45:45: So maybe it can take us, I don't know, three  
00:45:46 --> 00:45:48: months, five months, one month.  
00:45:48 --> 00:45:50: It depends on how the value chain is built in  
00:45:50 --> 00:45:51: each country.  
00:45:52 --> 00:45:55: We will have to close it down now for questions.  
00:45:55 --> 00:45:56: Thank you, everyone.  
00:45:56 --> 00:45:58: Thank you for your good presentation.  
00:45:59 --> 00:46:03: You guys can now fill out the scorecard and then  
00:46:03 --> 00:46:06: we will be moving on in a couple of minutes.  
00:46:14 --> 00:46:17: And maybe a quick note for the folks who are  
00:46:17 --> 00:46:18: curious about the the finalists.  
00:46:18 --> 00:46:21: You'll see a cure code at the bottom right of  
00:46:21 --> 00:46:21: the screen.  
00:46:22 --> 00:46:25: This will send you directly to the EU light page  
00:46:25 --> 00:46:28: with all the, you know, more information with every single  
00:46:28 --> 00:46:29: one of the finalists.  
00:46:29 --> 00:46:32: So this is today is just a teaser.  
00:46:34 --> 00:46:35: Nice song.  
00:46:35 --> 00:46:38: You see what you were asking about the drum rolls  
00:46:38 --> 00:46:38: here.  
00:46:38 --> 00:46:40: They are great.  
00:46:40 --> 00:46:40: Awesome.  
00:46:40 --> 00:46:43: So now we'll dive into the next one and and  
00:46:43 --> 00:46:45: you know the question team.  
00:46:45 --> 00:46:47: Thank you very much for for your your time.  
00:46:47 --> 00:46:52: Next in line is Israel empire Nicholas Udolf.  
00:46:53 --> 00:46:56: And Nicholas is actually with his empire, the winner of  
00:46:56 --> 00:46:59: the French Prep Tech Innovation Challenge 2024.  
00:46:59 --> 00:47:02: Nicola, if you can hear us, the floor is yours  
00:47:02 --> 00:47:04: and feel free to share your screen.

00:47:05 --> 00:47:06: Hi everyone.

00:47:09 --> 00:47:10: Let's go.

00:47:11 --> 00:47:14: So 15 minutes, 3 minute pitch, here we go, yes.

00:47:15 --> 00:47:17: Hello, so my name is Nicholas Altos.

00:47:17 --> 00:47:21: I'm founded Israel Empire five years ago, a company that

00:47:21 --> 00:47:24: focuses more on pragmatism than innovation.

00:47:25 --> 00:47:28: If we look centuries back, it was obvious to build

00:47:28 --> 00:47:30: like climate imposes it's way of living.

00:47:31 --> 00:47:34: We can also recognize how clever local materials have been

00:47:34 --> 00:47:34: used.

00:47:35 --> 00:47:38: Let's have a quick look in Iraq, a traditional mood.

00:47:38 --> 00:47:43: If made from reed, it's social cheap indoor quality control

00:47:43 --> 00:47:48: was not the standards of today, but it was climate

00:47:48 --> 00:47:49: respectful.

00:47:49 --> 00:47:52: Totally the opposite of what we plan to do next

00:47:52 --> 00:47:52: year's.

00:47:53 --> 00:47:57: Not far away in France for example, we can find

00:47:57 --> 00:48:03: 100 year old house called by it's engineer Lamaison Fiat

00:48:03 --> 00:48:05: and it's still there.

00:48:05 --> 00:48:08: In Montargis, it's used as a school for natural building.

00:48:10 --> 00:48:13: Today, one of our most recent project is the biggest

00:48:13 --> 00:48:17: high school in Europe made from wood, clay and straw

00:48:17 --> 00:48:21: bills, 18,000 square meters floor area and 1000 cubic meters

00:48:22 --> 00:48:22: straw bills.

00:48:25 --> 00:48:28: As you can see on the diagram, it's compliant and

00:48:28 --> 00:48:30: most of the time it insulates wooden structure.

00:48:32 --> 00:48:36: The struggle market is growing and when I started an

00:48:36 --> 00:48:39: offer for quality, big quantities and range of sizes was

00:48:39 --> 00:48:40: missing.

00:48:41 --> 00:48:43: Of course all of that must be delivered just in

00:48:43 --> 00:48:44: time.

00:48:46 --> 00:48:49: So I started in 2020 a factory capable to make

00:48:49 --> 00:48:52: standardized formats selling Omni channel.

00:48:53 --> 00:48:56: I focused on off site building builders to adapt a

00:48:56 --> 00:48:58: high potential market.

00:49:00 --> 00:49:04: Last year I finalized environmental certification of a range of

00:49:04 --> 00:49:07: standardized products of my conception.

00:49:08 --> 00:49:13: For example, if you insulate with 22 centimeter fake straw

00:49:14 --> 00:49:19: bill, you can sustainably capture 12.48 kilo CO2 per square

00:49:19 --> 00:49:21: meter to loop the loop.

00:49:21 --> 00:49:24: I connected global thinking to local action.

00:49:24 --> 00:49:28: That's why I'm working now on the mobile stroke



manufacturing  
00:49:28 --> 00:49:29: process.  
00:49:29 --> 00:49:33: I call press your straw and it's about having a  
00:49:33 --> 00:49:36: machine ready to make is a long biased products.  
00:49:37 --> 00:49:43: I just finished to fill the 4th patent according to  
00:49:44 --> 00:49:45: the SDGS.  
00:49:45 --> 00:49:47: My activity is addressing 2 topics.  
00:49:49 --> 00:49:54: Fundraising is on the way to start the spin off  
00:49:54 --> 00:49:56: of the franchise model.  
00:49:58 --> 00:50:02: My engineering studies learned me to put the right material  
00:50:02 --> 00:50:04: on the right place by the right process.  
00:50:05 --> 00:50:09: A strong network connects me to a dynamic ecosystem, and  
00:50:09 --> 00:50:12: rural common sense helps me to stay rooted to territory  
00:50:12 --> 00:50:13: and no house.  
00:50:14 --> 00:50:16: We're at the top of the thing, so if you  
00:50:16 --> 00:50:16: can just.  
00:50:16 --> 00:50:19: Recruitments next month we'll enforce the development.  
00:50:21 --> 00:50:23: I'm well surrounded, so join me to build a better  
00:50:23 --> 00:50:24: world.  
00:50:24 --> 00:50:25: Thank you very much.  
00:50:26 --> 00:50:29: Thank you very much, Nicola, for the presentation.  
00:50:29 --> 00:50:30: And on dinner, three minute 10 seconds.  
00:50:31 --> 00:50:34: So without further ado, I see Tibo.  
00:50:35 --> 00:50:36: Do you have your hand reason.  
00:50:36 --> 00:50:36: Go for it.  
00:50:37 --> 00:50:37: Thank you.  
00:50:38 --> 00:50:39: Thanks Nicholas for this presentation.  
00:50:39 --> 00:50:40: Super interesting.  
00:50:41 --> 00:50:45: Curious to hear your your feedback about the raw material  
00:50:45 --> 00:50:46: here.  
00:50:47 --> 00:50:49: I think in the context of France, of course, how,  
00:50:49 --> 00:50:50: how do you source it?  
00:50:50 --> 00:50:53: Is it maybe talking about cost as well, the whole  
00:50:53 --> 00:50:55: value chain on this and I think similar to the  
00:50:55 --> 00:50:58: other questions I think that were raised up until now,  
00:50:58 --> 00:51:01: how scalable is your solution on a European scale?  
00:51:01 --> 00:51:02: I understand.  
00:51:02 --> 00:51:06: So in France, we are one of the biggest producers  
00:51:06 --> 00:51:10: of straw in because we, we, we harvest wet from,  
00:51:10 --> 00:51:13: from, for, for, for export.  
00:51:13 --> 00:51:17: And with 10% of the amount that's produced in France,  
00:51:17 --> 00:51:22: we could insulate all buildings that are actually insulated with

00:51:22 --> 00:51:26: other products to to give you a little scale and  
00:51:26 --> 00:51:30: it would be scalable the same way in other countries.  
00:51:32 --> 00:51:37: Maybe maybe said differently though, how how does this raw  
00:51:37 --> 00:51:38: material OK?  
00:51:38 --> 00:51:42: Is it is it cheap to to to to supply?  
00:51:42 --> 00:51:43: How?  
00:51:44 --> 00:51:51: It's already harvested by agricultural sector and my, my  
industrial  
00:51:51 --> 00:51:56: process take just part of that, the historically way of  
00:51:57 --> 00:51:58: harvesting it.  
00:51:58 --> 00:52:03: And I work on the industrial clothes written to, you  
00:52:03 --> 00:52:09: know, to make that process ready to make it perfectly  
00:52:09 --> 00:52:12: fitted for wooden structures.  
00:52:12 --> 00:52:16: So it's a simple process that makes a link between  
00:52:16 --> 00:52:19: agriculture fields and buildings.  
00:52:21 --> 00:52:22: Great.  
00:52:22 --> 00:52:22: Thank you very much.  
00:52:22 --> 00:52:26: Sibò, Nikola, that's your next, please.  
00:52:27 --> 00:52:28: I thought Marta was before me.  
00:52:29 --> 00:52:29: Oh, sorry.  
00:52:29 --> 00:52:31: In this case, Marta, please.  
00:52:32 --> 00:52:33: It's fine.  
00:52:33 --> 00:52:33: Thank you.  
00:52:34 --> 00:52:34: Thank you.  
00:52:35 --> 00:52:35: So thank you very much.  
00:52:35 --> 00:52:40: So how does your solution compare to other isolation  
materials  
00:52:40 --> 00:52:43: or isolation solutions in the market?  
00:52:43 --> 00:52:44: OK.  
00:52:44 --> 00:52:51: So as as an insulating in laboratory, we, we admitted  
00:52:51 --> 00:52:54: 20% the difference.  
00:52:54 --> 00:52:59: It's a little bit both the industrial products we can  
00:53:00 --> 00:53:06: find with the CE Mark because it's an agricultural sourced  
00:53:06 --> 00:53:12: and and the the European laboratory one, one of them  
00:53:12 --> 00:53:16: found the the the best value we can have.  
00:53:16 --> 00:53:18: It's it's quite close.  
00:53:18 --> 00:53:23: But to, to get closer to industrial insulation, yes, we  
00:53:23 --> 00:53:27: we should like push maybe 4 centimeters more to, to  
00:53:27 --> 00:53:32: have the same, how do we say the same insulation  
00:53:32 --> 00:53:33: quality?  
00:53:36 --> 00:53:39: Thank you very much, Marta, Sharla or sorry.  
00:53:40 --> 00:53:41: Yeah, go for it.  
00:53:41 --> 00:53:43: I don't know what's happening on my screen.

00:53:43 --> 00:53:45: Yeah, my computer took my hand down.

00:53:45 --> 00:53:46: Sorry.

00:53:47 --> 00:53:48: Thank you.

00:53:48 --> 00:53:49: That was really interesting.

00:53:49 --> 00:53:52: I actually have a question related to the one from

00:53:52 --> 00:53:53: Thibault.

00:53:53 --> 00:53:57: Is the scalability with if you go abroad, do you

00:53:57 --> 00:54:01: then put those things on trucks to get them where

00:54:01 --> 00:54:04: they need to be or do you source also the

00:54:04 --> 00:54:08: the store locally and sort of what is the application?

00:54:08 --> 00:54:11: Are there buildings already where it's supplied?

00:54:11 --> 00:54:15: What is the feedback from that and how does that

00:54:15 --> 00:54:17: work with local regulations?

00:54:17 --> 00:54:21: In in Europe we are we have a strong, strong

00:54:21 --> 00:54:23: network, strong build.

00:54:24 --> 00:54:27: How do you say already ESG it's strong build, get

00:54:27 --> 00:54:32: network who who's in every country we're already building

00:54:32 --> 00:54:33: with

00:54:32 --> 00:54:33: straw.

00:54:33 --> 00:54:37: The, the way to scale is to have a proper

00:54:37 --> 00:54:41: product ready to insulate on the way I produce and

00:54:41 --> 00:54:47: and straw can normally come from everywhere in, in Europe

00:54:47 --> 00:54:51: and you, you we, we only use wet straw today,

00:54:51 --> 00:54:55: but all straws could be could be normally used if

00:54:55 --> 00:54:59: it's properly executed in laboratory.

00:54:59 --> 00:55:03: And yeah, we have the same dynamic in whole Europe.

00:55:03 --> 00:55:06: In France we are at the first, maybe even the

00:55:06 --> 00:55:09: first in the world who are that much advanced.

00:55:10 --> 00:55:13: So the rest of Europe is taking example on our

00:55:13 --> 00:55:13: dynamic.

00:55:17 --> 00:55:17: Great.

00:55:18 --> 00:55:19: Thank you very much, Nicola.

00:55:19 --> 00:55:19: And that's Charlotte.

00:55:20 --> 00:55:21: You're next on my screen.

00:55:22 --> 00:55:25: Yes, really interesting project.

00:55:25 --> 00:55:27: I like how it's also addressing, you know, some of

00:55:27 --> 00:55:31: these scope 3 emissions from agriculture as well and utilizing

00:55:31 --> 00:55:33: what is a side streamer waste stream project product.

00:55:34 --> 00:55:38: I'm curious, one on the compliance side, you've said it's

00:55:38 --> 00:55:42: compliant, of course in France you're using it in buildings.

00:55:43 --> 00:55:46: But I'm also curious, how is it from the insurer's

00:55:46 --> 00:55:47: perspective?

00:55:48 --> 00:55:51: So our insurance, the major insurance companies, are they treating

00:55:51 --> 00:55:54: it as an acceptable material or are there challenges to

00:55:54 --> 00:55:55: get the building insured?

00:55:56 --> 00:55:59: And then from the franchise model, I'm curious, you know,

00:55:59 --> 00:56:01: who are your franchisees?

00:56:01 --> 00:56:06: Is that the farmers, is that someone in regional areas

00:56:06 --> 00:56:10: collecting or is it the building contractors?

00:56:10 --> 00:56:13: And then how do you manage the quality control in

00:56:13 --> 00:56:14: a franchise system?

00:56:15 --> 00:56:15: OK.

00:56:15 --> 00:56:16: I'll try to be short.

00:56:18 --> 00:56:23: The French regulation is quite positive to use new materials,

00:56:23 --> 00:56:25: raw materials for for insulation.

00:56:26 --> 00:56:30: If you start with a few, yeah, laboratory tests, you,

00:56:30 --> 00:56:32: you can go on the market.

00:56:32 --> 00:56:36: So that's how the Struggle network and friends started.

00:56:36 --> 00:56:39: It started with small houses and now as you have

00:56:39 --> 00:56:41: seen, there are really big scale buildings.

00:56:42 --> 00:56:47: High schools are now built and insurance is okay now

00:56:47 --> 00:56:52: about insurance and you have a control, quality control on

00:56:52 --> 00:56:58: the whole process on the off site builder from, from,

00:56:58 --> 00:57:02: from the way it's pressed in the field to the

00:57:02 --> 00:57:07: final last part of the building when it's built and

00:57:07 --> 00:57:09: to yeah, to scale it up.

00:57:09 --> 00:57:14: In other European countries, I've seen that regulation is quite

00:57:14 --> 00:57:18: difficult to cross the borders because we have all the

00:57:18 --> 00:57:21: a different way of thinking, the way we have to

00:57:21 --> 00:57:25: insurance and who takes the risk of having a building

00:57:25 --> 00:57:26: built like that.

00:57:27 --> 00:57:30: So my point of view is to have a franchise

00:57:30 --> 00:57:34: and that is ready to to cross the borders because

00:57:34 --> 00:57:37: it's quality process is marked by the the, the way

00:57:37 --> 00:57:41: and that we experienced it in France and the the

00:57:41 --> 00:57:45: the industry dynamic will help to to to comfort entrance

00:57:45 --> 00:57:46: in that way.

00:57:47 --> 00:57:48: Did I find?

00:57:48 --> 00:57:48: Yeah.

00:57:48 --> 00:57:49: Was it short?

00:57:50 --> 00:57:51: OK, great.

00:57:51 --> 00:57:52: Thank you.

00:57:52 --> 00:57:52: Perfect.

00:57:52 --> 00:57:54: We have around 2 minutes and go for it.  
00:57:56 --> 00:57:56: Yeah.  
00:57:56 --> 00:57:59: So my question is related in a way because I  
00:57:59 --> 00:58:05: want to understand how you got the French regulators comfortable  
00:58:05 --> 00:58:09: with the fire risk, you know, paste the Grenfell fire  
00:58:09 --> 00:58:10: in London.  
00:58:10 --> 00:58:14: You know, one of the challenges of building was timber  
00:58:14 --> 00:58:17: or using different insulation methods in the UK is a  
00:58:17 --> 00:58:18: real challenge.  
00:58:19 --> 00:58:22: I want to understand whether you think you could have  
00:58:22 --> 00:58:25: that challenge in scaling this opportunity outside of France?  
00:58:26 --> 00:58:32: Today we are facing the same problems, of course, going  
00:58:32 --> 00:58:36: above 8m floor in the high skyscrapers.  
00:58:36 --> 00:58:40: It's, it's the most difficult part of, of building.  
00:58:40 --> 00:58:45: Wooden structures are already facing the, the regulation in  
00:58:45 --> 00:58:46: France  
00:58:45 --> 00:58:46: and it's a debate.  
00:58:46 --> 00:58:50: It's a really high level thinking about how we we  
00:58:51 --> 00:58:54: we make the fire not going from stairs to the  
00:58:55 --> 00:58:59: others and and today we are ready make buildings by  
00:58:59 --> 00:58:59: yeah.  
00:59:00 --> 00:59:04: The highest was seven floor 7 high floor and because  
00:59:04 --> 00:59:06: of the fire tests were positive.  
00:59:07 --> 00:59:11: The the the the landlord takes a risk accepted the  
00:59:11 --> 00:59:13: risk to to to have it on its walls.  
00:59:13 --> 00:59:14: OK.  
00:59:15 --> 00:59:15: Helpful.  
00:59:15 --> 00:59:17: Thank you very much.  
00:59:17 --> 00:59:19: Nicola, we have 1 minutes.  
00:59:20 --> 00:59:22: Short answer from Nicola actually to both Nicola.  
00:59:23 --> 00:59:23: Good question.  
00:59:24 --> 00:59:26: Two questions, the rational and an emotional question.  
00:59:27 --> 00:59:30: As a developer I want to maximize my salable square  
00:59:30 --> 00:59:30: meters.  
00:59:31 --> 00:59:35: I imagine that your solution is thicker than a non  
00:59:35 --> 00:59:36: bio based material.  
00:59:36 --> 00:59:39: So how many square meters and profit do I lose?  
00:59:40 --> 00:59:42: And the emotional question is, does it smell?  
00:59:44 --> 00:59:48: OK, it doesn't smell and you'll have maybe 5 centimeter  
00:59:48 --> 00:59:50: thicker walls than before.  
00:59:50 --> 00:59:55: I I imagine that comfortable buildings have to have thick  
00:59:55 --> 00:59:56: walls.

00:59:57 --> 01:00:01: So that's a debate we have to, to make conception.  
01:00:01 --> 01:00:05: It's not only about the straw bill, it's about the  
01:00:05 --> 01:00:08: cladding you do on both sides and how you make  
01:00:08 --> 01:00:11: a biosource wall, but in its total, in its global  
01:00:11 --> 01:00:12: aspect.  
01:00:13 --> 01:00:13: OK.  
01:00:15 --> 01:00:17: We just hit the two minutes mark.  
01:00:17 --> 01:00:18: So thank you very much, Nikita.  
01:00:18 --> 01:00:18: Thank you.  
01:00:18 --> 01:00:19: Great.  
01:00:19 --> 01:00:20: Presentation.  
01:00:20 --> 01:00:21: I have my French.  
01:00:21 --> 01:00:26: Trophy for you Great, great so.  
01:00:26 --> 01:00:27: Good luck to the next one.  
01:00:28 --> 01:00:28: Bye.  
01:00:29 --> 01:00:29: Thank you, Nikita.  
01:00:30 --> 01:00:31: Great, perfect.  
01:00:31 --> 01:00:34: So on the well, you guys actually have around a  
01:00:34 --> 01:00:38: minute 30 and to go through it again for the  
01:00:38 --> 01:00:40: folks on on the line to learn more.  
01:00:40 --> 01:00:43: You have the QR code to with all the information  
01:00:43 --> 01:00:46: from our finalists and as you can imagine, and the  
01:00:46 --> 01:00:49: beauty of of peak, especially compared to last year, which  
01:00:49 --> 01:00:53: was the same case, very different solutions, which is exactly  
01:00:53 --> 01:00:56: what you want to, you know, bring bring to the  
01:00:56 --> 01:00:56: plate.  
01:00:56 --> 01:00:58: So it's a great stuff.  
01:01:00 --> 01:01:03: It looks like I'll, I'll look at the jurors to  
01:01:03 --> 01:01:05: see if if you guys are actually, if folks are  
01:01:06 --> 01:01:08: actually happy to move forward or if you need a  
01:01:08 --> 01:01:09: bit more time.  
01:01:11 --> 01:01:12: I see some nodding in thumbs up.  
01:01:13 --> 01:01:15: So I think it's a it's a good sign we're  
01:01:15 --> 01:01:16: winning one minute Sussup.  
01:01:18 --> 01:01:19: Yes, amazing.  
01:01:20 --> 01:01:23: I will go ahead and introduce the next finalist then.  
01:01:24 --> 01:01:27: So this company is called Netzero built.  
01:01:27 --> 01:01:31: It's the winner of the Prop tech innovation challenge in  
01:01:31 --> 01:01:34: the Nordics and it is presented by Christian.  
01:01:35 --> 01:01:39: So I'll hand it over to you and your three  
01:01:39 --> 01:01:42: minute pitch will then officially start.  
01:01:47 --> 01:01:47: Oh, you're muted.

01:01:47 --> 01:01:48: You're.

01:01:48 --> 01:01:49: Muted Can you see my screen?

01:01:50 --> 01:01:50: Yes.

01:01:52 --> 01:01:56: Hello, my name is Christian, founder and CEO of Netzero

01:01:56 --> 01:01:58: builds the real estate sector.

01:01:58 --> 01:02:03: It's under heavy regulatory and market pressure to achieve 0

01:02:03 --> 01:02:08: emissions for new construction and transform the current buildings to

01:02:08 --> 01:02:11: 0 emissions in the next 25 years.

01:02:12 --> 01:02:15: The coming decades will be crucial for real estate valuations.

01:02:16 --> 01:02:20: Those companies that are proactively working to classify their assets

01:02:20 --> 01:02:24: of net zero through building certifications, taxonomy, alignment, and decarbonization

01:02:24 --> 01:02:27: plan will be able to recoup green premiums and avoid

01:02:27 --> 01:02:30: having stranded assets in their real estate portfolio.

01:02:30 --> 01:02:36: Real estate companies are using today green building certifications to

01:02:36 --> 01:02:40: build and operate more sustainable buildings.

01:02:40 --> 01:02:44: These systems enables real estate companies to reduce their mental

01:02:44 --> 01:02:47: impact, lower the operational cost and also enable them to

01:02:47 --> 01:02:48: access green financing.

01:02:50 --> 01:02:53: However, the green building certification process today looks like this.

01:02:53 --> 01:02:55: It's often manually managed in Excel.

01:02:55 --> 01:02:59: It's very fragmented and involves coordination between 50 to 100

01:02:59 --> 01:02:59: stakeholders.

01:03:00 --> 01:03:03: During several years, it cost millions for the real estate companies and slowing down the green transition.

01:03:03 --> 01:03:05: Therefore, we've developed Net 0, built a digital platform for green building certifications that streamlines, automates and effectivize the certification

01:03:06 --> 01:03:10: process.

01:03:10 --> 01:03:15: With our solution, we enable to effectivize the process for all the stakeholders involved, significantly reducing the administrative burden and

01:03:15 --> 01:03:16: enabling project teams to focus on more sustainable solutions in

01:03:16 --> 01:03:20: their buildings.

01:03:20 --> 01:03:25: We can effective device and maximize the sustainability level through

01:03:26 --> 01:03:30: new build certifications during the design and construction

01:03:30 --> 01:03:31:

01:03:34 --> 01:03:37:

01:03:38 --> 01:03:41:

and also

**01:03:41 --> 01:03:46:** simplify the E use certifications targeting both embodied and operational

**01:03:46 --> 01:03:49:** emissions in the whole life cycle of the building.

**01:03:50 --> 01:03:54:** Certified buildings on average reduce 22% less CO2 emissions than

**01:03:54 --> 01:03:57:** the regular buildings and the higher the rating, the larger

**01:03:58 --> 01:03:59:** the CO2 reduction.

**01:03:59 --> 01:04:04:** That is because green building certifications are are significantly reducing

**01:04:05 --> 01:04:09:** Scope 3 emissions through targeting several aspects of the building

**01:04:09 --> 01:04:15:** design, construction and operation, enabling holistic reduction, avoidance and reduction

**01:04:15 --> 01:04:16:** of CO2 emissions.

**01:04:17 --> 01:04:21:** We're targeting huge market that grows by 19% per year.

**01:04:21 --> 01:04:24:** We have few competitors on the market, but 95% of

**01:04:24 --> 01:04:26:** the project are still done in Excel.

**01:04:27 --> 01:04:30:** There are more than 130 billion million buildings that can

**01:04:30 --> 01:04:33:** be certified and with our target to certify to able

**01:04:34 --> 01:04:37:** to certify 50,000 buildings, we can avoid and reduce significant

**01:04:38 --> 01:04:42:** amount of CO2 from the environment, target customers, real estate

**01:04:42 --> 01:04:44:** companies, but it can be also consultancies.

**01:04:45 --> 01:04:48:** We're currently doing pilot projects with the largest Nordic real

**01:04:48 --> 01:04:49:** estate companies.

**01:04:49 --> 01:04:52:** And since we won Proptic Innovation Challenge last year, oh

**01:04:52 --> 01:04:55:** not last year in June, we are receiving inbound leads

**01:04:55 --> 01:04:59:** from whole Europe, clearly confirming the need for our solution

**01:04:59 --> 01:05:00:** in the market.

**01:05:01 --> 01:05:04:** We can offer a monthly subscription per project or enterprise

**01:05:04 --> 01:05:07:** subscription portfolio and we can certify both new construction and

**01:05:07 --> 01:05:08:** existing buildings.

**01:05:09 --> 01:05:09:** The team you.

**01:05:10 --> 01:05:11:** Have passed the three minutes.

**01:05:11 --> 01:05:15:** Just OK, we have diverse team with expertise in product

**01:05:15 --> 01:05:18:** taking, innovation and sustainable real estate.

**01:05:18 --> 01:05:22:** And we're currently launched the first version and we're launching

**01:05:22 --> 01:05:26:** with our seed round to serve more certification systems and



01:05:26 --> 01:05:27: serve our clients globally.

01:05:30 --> 01:05:30: Yeah.

01:05:30 --> 01:05:30: Thank you.

01:05:32 --> 01:05:33: Thank you, Christian.

01:05:33 --> 01:05:37: We now have 9 minutes left for Q&A.

01:05:38 --> 01:05:40: So I can see, Hagen, you have your hand up.

01:05:42 --> 01:05:43: Thank you.

01:05:43 --> 01:05:45: Thank you Christian for the presentation.

01:05:45 --> 01:05:49: I'm, I'm really excited about this product because I know

01:05:49 --> 01:05:53: how complex these certification processes can be, especially if you

01:05:53 --> 01:05:56: are dealing with several certificates at the same time in

01:05:56 --> 01:05:57: one project.

01:05:58 --> 01:06:01: Still, I, I mean, I get the point that this

01:06:01 --> 01:06:03: helps to streamline the process.

01:06:03 --> 01:06:06: I think this charge chart shows it perfectly.

01:06:06 --> 01:06:10: Still, I don't come to the point where where your

01:06:10 --> 01:06:15: system or your technology can help to actually improve CO2

01:06:15 --> 01:06:17: emissions on an asset level.

01:06:17 --> 01:06:19: Can, can you, can you explain that further?

01:06:19 --> 01:06:22: I mean, I get the, I get the the advantages

01:06:22 --> 01:06:25: regarding the process, and I get the advantages regarding the

01:06:25 --> 01:06:28: outcome of each individual certificate.

01:06:28 --> 01:06:31: But how does this affect the design process and help

01:06:31 --> 01:06:33: to optimize the building?

01:06:33 --> 01:06:33: Yes.

01:06:35 --> 01:06:38: First, I will start that by streamlining the process and

01:06:38 --> 01:06:42: enabling all the users to understand what a criteria are

01:06:42 --> 01:06:47: for material, for embodied carbon, for optimized

01:06:47 --> 01:06:49: transportation and waste

01:06:47 --> 01:06:49: management during construction and operations.

01:06:50 --> 01:06:53: So by enabling the teams to understand how they can

01:06:53 --> 01:06:58: build more sustainable using the green building certification

01:06:58 --> 01:07:02: criteria and

01:06:58 --> 01:07:02: they achieve a higher rating, we are indirectly contributing to

01:07:02 --> 01:07:03: large reductions.

01:07:04 --> 01:07:08: So we are enabling technology to message and inform the

01:07:08 --> 01:07:11: right stakeholder at the right building stage.

01:07:11 --> 01:07:15: So they can implement those sustainability criteria in their

01:07:15 --> 01:07:19: operation

01:07:15 --> 01:07:19: can be a ventilation engineer, architect, asset management.

01:07:20 --> 01:07:23: So we're we're helping them take to achieve actually higher

01:07:23 --> 01:07:24: sustainability level.  
01:07:24 --> 01:07:29: And that means a large scope tree reduction.  
01:07:29 --> 01:07:33: It's actually most of the reductions are in scope tree  
01:07:33 --> 01:07:39: because they're associated with transportation, supply chains, operation of water  
01:07:39 --> 01:07:40: and energy.  
01:07:41 --> 01:07:42: Does this answer the question?  
01:07:49 --> 01:07:49: It does.  
01:07:49 --> 01:07:49: Thank you.  
01:07:51 --> 01:07:54: OK, we'll pass it on to the next question from  
01:07:54 --> 01:07:54: Marta.  
01:07:54 --> 01:07:57: I think you're next on my screen, at least Christian  
01:07:57 --> 01:07:57: could.  
01:07:58 --> 01:08:00: I think it would be easier to take down the  
01:08:00 --> 01:08:03: screen unless you want to use some appendix or something  
01:08:03 --> 01:08:04: if you could stop sharing.  
01:08:05 --> 01:08:07: I have a slide support and appendix if it's to  
01:08:07 --> 01:08:10: answer easier the questions if it's OK.  
01:08:10 --> 01:08:12: Fine, let's pass it on to Marta.  
01:08:14 --> 01:08:14: OK.  
01:08:14 --> 01:08:14: Thanks.  
01:08:15 --> 01:08:15: Thank you very much.  
01:08:15 --> 01:08:16: Very interesting.  
01:08:17 --> 01:08:20: One, one question, How do you process the information?  
01:08:20 --> 01:08:23: Does the property manager or the owner has to send  
01:08:23 --> 01:08:26: you, You say that most of the information is in  
01:08:26 --> 01:08:26: Excel.  
01:08:26 --> 01:08:29: So do the property managers send the info to you?  
01:08:29 --> 01:08:32: Do they have access directly to the digital platform?  
01:08:32 --> 01:08:33: How does that work?  
01:08:34 --> 01:08:38: When when a real estate investor or developer starts certification,  
01:08:39 --> 01:08:42: they decide for the certification system and then they hire  
01:08:42 --> 01:08:43: a consultant.  
01:08:43 --> 01:08:46: They usually starts an excel file like this to put  
01:08:46 --> 01:08:50: all the criteria, all the documents required, all the stages,  
01:08:50 --> 01:08:51: all the responsible status.  
01:08:51 --> 01:08:55: So they each for each certification they start the Excel  
01:08:55 --> 01:08:55: file.  
01:08:56 --> 01:09:00: In our case, they are starting and managing the certification  
01:09:00 --> 01:09:01: on our platform.  
01:09:01 --> 01:09:04: So they go and just choose, OK, we want to

01:09:04 --> 01:09:07: certify with Brim, we want a new construction and they  
01:09:07 --> 01:09:10: start to plan and delegate and inform the right stakeholder  
01:09:10 --> 01:09:14: and all, all the collaboration, the documents required  
questions are  
01:09:14 --> 01:09:18: happening on the platform to minimize that confusion by  
sending  
01:09:18 --> 01:09:20: mail duplicates of Excel files.  
01:09:20 --> 01:09:23: I can't find that information back and forth.  
01:09:26 --> 01:09:26: Thank you.  
01:09:26 --> 01:09:31: I think the next question can come from Lisa.  
01:09:32 --> 01:09:33: Yeah, thank you.  
01:09:34 --> 01:09:36: Yeah, I, I wanted to come back also to the  
01:09:36 --> 01:09:38: point that Harder made is sort of what is the  
01:09:38 --> 01:09:38: real impact.  
01:09:39 --> 01:09:41: I can see it makes people's lives much easier.  
01:09:42 --> 01:09:45: What I can't really see is how this leads to  
01:09:45 --> 01:09:49: more certifications because I think ultimately if companies  
take a  
01:09:49 --> 01:09:54: decision, it's more decision probably in principle driven by  
investor  
01:09:54 --> 01:09:55: or tenant demand.  
01:09:56 --> 01:09:59: So can you talk a little bit more about that?  
01:09:59 --> 01:10:03: So right now building certification cost a lot of a  
01:10:03 --> 01:10:05: lot of money for and a lot of delays and  
01:10:05 --> 01:10:09: a lot of budget overalls are caused by the certification  
01:10:09 --> 01:10:13: because it's so messy process, many are some even not  
01:10:13 --> 01:10:14: choosing to certify.  
01:10:15 --> 01:10:19: And usually currently the largest companies are certifying  
lower developers  
01:10:19 --> 01:10:22: like the smaller developers are not choosing to certify  
because  
01:10:22 --> 01:10:25: the process is very complicated and costly.  
01:10:25 --> 01:10:29: So we by streamlining and digitalizing this process and make  
01:10:29 --> 01:10:33: it more accessible to more developers and more investors,  
we're,  
01:10:33 --> 01:10:37: we're contributing to more buildings to be environmentally  
certified and  
01:10:37 --> 01:10:42: environmentally certified buildings contribute to less U2  
emissions across the  
01:10:42 --> 01:10:43: whole stages.  
01:10:45 --> 01:10:49: So our contribution is to enable 2 digitalization and AI  
01:10:49 --> 01:10:54: to effectivize the process to be more accessible and  
transparent  
01:10:54 --> 01:10:55: for everybody.

01:10:57 --> 01:10:57: Thank you.

01:10:59 --> 01:11:01: Nicola, I think you're next.

01:11:01 --> 01:11:02: Thank you.

01:11:04 --> 01:11:05: Seems like an amazing model Christian.

01:11:06 --> 01:11:09: So if I understand it well, if you work in

01:11:09 --> 01:11:12: a model as it goes today, you want to bream,

01:11:12 --> 01:11:14: you do the bream, you want to well, you do

01:11:14 --> 01:11:16: the well with your system.

01:11:16 --> 01:11:19: You just do it once and all certifications, they come

01:11:19 --> 01:11:20: out of it with their own.

01:11:23 --> 01:11:26: We, we help them effectivize the process for all the

01:11:26 --> 01:11:27: certifications.

01:11:27 --> 01:11:31: They might have a different certifications on our platform, but

01:11:31 --> 01:11:34: they still need to submit the documentation to the certification

01:11:34 --> 01:11:34: body.

01:11:35 --> 01:11:37: We're in discussion now with the certification body to connect

01:11:37 --> 01:11:39: our platform to their platform.

01:11:39 --> 01:11:41: So even that process to streamline it.

01:11:41 --> 01:11:44: So why is the documentation during three years is done

01:11:45 --> 01:11:47: in a click of a button to be send that

01:11:47 --> 01:11:49: documentation to the certification body.

01:11:50 --> 01:11:53: So we can even extract the certificate, but still we're

01:11:53 --> 01:11:55: not the the the body that certifies.

01:11:55 --> 01:11:59: We are the technology that helps the project to effectivize

01:11:59 --> 01:12:02: the process and then to submit it to the certification

01:12:02 --> 01:12:03: body.

01:12:03 --> 01:12:03: OK.

01:12:04 --> 01:12:05: Perfect.

01:12:05 --> 01:12:06: Another question from our side.

01:12:07 --> 01:12:10: So if you do the certification, you you get advice,

01:12:10 --> 01:12:12: you have a higher ranking.

01:12:13 --> 01:12:16: How much of the advice is manual also to say,

01:12:16 --> 01:12:19: and how much of it is it automated based on

01:12:19 --> 01:12:21: data that's available in the system?

01:12:22 --> 01:12:25: Yes, we we are showing the right information to to

01:12:25 --> 01:12:27: the each of the stakeholders.

01:12:27 --> 01:12:30: For example, your ventilation engineer, you need to do

01:12:30 --> 01:12:32: something

01:12:30 --> 01:12:32: and we are at this stage we'll be able to

01:12:32 --> 01:12:34: guide that users like this is the criteria they need

01:12:34 --> 01:12:35: to comply.

01:12:35 --> 01:12:40: This is examples and we're looking to connect through AP

01:12:40 --> 01:12:45: with other databases for materials or solutions in order to  
01:12:45 --> 01:12:48: give them more ECG impact in data.  
01:12:48 --> 01:12:52: So they while they're doing their job and they're doing  
01:12:52 --> 01:12:55: their solution, we might give them input success.  
01:12:55 --> 01:12:58: There is another solution on the market that has a  
01:12:58 --> 01:13:02: 20% less CO2 emissions that you're currently planning to  
design  
01:13:02 --> 01:13:02: or use.  
01:13:03 --> 01:13:04: Do you want to reconsider?  
01:13:04 --> 01:13:07: So that is in our pipeline to connect to more  
01:13:07 --> 01:13:12: several other databases for materials, lighting, what isolation  
can be  
01:13:12 --> 01:13:16: previously heard, any other database that can give the right  
01:13:16 --> 01:13:17: information.  
01:13:17 --> 01:13:20: So the user can do the more smarter choice, more  
01:13:20 --> 01:13:21: smarter solution.  
01:13:21 --> 01:13:25: They still need to comply with the certification, but how  
01:13:25 --> 01:13:29: we can give them even better solution to be implemented  
01:13:29 --> 01:13:32: in the design and the construction and operation?  
01:13:33 --> 01:13:33: OK.  
01:13:33 --> 01:13:34: Perfect.  
01:13:34 --> 01:13:34: Amazing.  
01:13:34 --> 01:13:35: Thanks.  
01:13:37 --> 01:13:40: We have one minute left, so a quick question from  
01:13:40 --> 01:13:40: Haken.  
01:13:42 --> 01:13:43: Yeah, thank you very much.  
01:13:43 --> 01:13:44: I'll keep it very quick.  
01:13:45 --> 01:13:49: I mean my understanding is question that you still need  
01:13:49 --> 01:13:51: an auditor basically.  
01:13:51 --> 01:13:54: I mean your platform doesn't replace the auditor.  
01:13:54 --> 01:13:59: Your platform helps to streamline the process and when you  
01:14:00 --> 01:14:06: think about having several certification processes in parallel  
like well  
01:14:06 --> 01:14:11: and leads, does your, does your system also allow, I  
01:14:11 --> 01:14:15: mean a comparison of the impact of an activity or  
01:14:15 --> 01:14:20: a design change you do on the different certificates?  
01:14:20 --> 01:14:23: So if you pull the cursor somewhere, can you also  
01:14:23 --> 01:14:27: verify what the impact might be on another certificate?  
01:14:27 --> 01:14:30: Because sometimes the certificates are interlinked, right?  
01:14:31 --> 01:14:34: And does it allow to evaluate the changes are made  
01:14:34 --> 01:14:35: here?  
01:14:38 --> 01:14:40: We will be able to offer that since we will  
01:14:40 --> 01:14:43: know and monitor all the certifications that are happening on

01:14:43 --> 01:14:43: the platform.

01:14:43 --> 01:14:46: So when they can certify let's say with Brim and

01:14:46 --> 01:14:49: several systems, they will have it in the platform and

01:14:49 --> 01:14:52: they will be able to see all the projects that

01:14:52 --> 01:14:53: are here certifying.

01:14:54 --> 01:14:56: So they while they're doing they can go and see

01:14:56 --> 01:14:58: and we can give them data set.

01:14:58 --> 01:15:01: This solution have give you this amount of energy efficiency

01:15:02 --> 01:15:05: death certification and gives you and even use the data

01:15:05 --> 01:15:06: to make improvements.

01:15:06 --> 01:15:10: Let's say the last three certification you have achieved this

01:15:10 --> 01:15:11: with this solution.

01:15:12 --> 01:15:15: Do you want to improve to the next certification to

01:15:15 --> 01:15:19: achieve a higher rating because of the digitalised processes enabled

01:15:19 --> 01:15:21: to use the data to make and build up on

01:15:21 --> 01:15:23: the knowledge and improve over time.

01:15:24 --> 01:15:28: Using Excel files for 10 different certifications in three different

01:15:28 --> 01:15:31: countries, it's impossible to gather that data in order to

01:15:31 --> 01:15:34: know how to to make a better decision next time

01:15:34 --> 01:15:36: or how to improve the sustainability next time.

01:15:37 --> 01:15:41: We will have to cut the Q&A now.

01:15:42 --> 01:15:43: Please make your vote.

01:15:43 --> 01:15:45: Thank you for the presentation, Christian.

01:15:46 --> 01:15:48: And thank you very much for the good questions.

01:15:52 --> 01:15:52: Great.

01:15:52 --> 01:15:56: With all these lively questions, I think that's the foundation

01:15:56 --> 01:15:57: for good discussion.

01:16:13 --> 01:16:17: All right, I think there's thirty more seconds to go,

01:16:17 --> 01:16:21: but looking at the jurors to see if you guys

01:16:21 --> 01:16:25: are you folks are actually ready or if you require

01:16:25 --> 01:16:29: those thirty more seconds and see some people nothing.

01:16:29 --> 01:16:32: I think we're we're good to go for the next

01:16:32 --> 01:16:32: stage.

01:16:33 --> 01:16:37: Please do not great.

01:16:37 --> 01:16:39: So maybe just a conscious of time.

01:16:40 --> 01:16:43: My my question to everyone is, do you guys want

01:16:43 --> 01:16:45: this 5 minutes or should we actually continue?

01:16:47 --> 01:16:52: I think it looks and what I say similar to

01:16:52 --> 01:16:57: last year, we had a a great stand up comedian

01:16:57 --> 01:17:02: coming and and and and doing some great jokes.

01:17:02 --> 01:17:04: I don't know table of this year.

01:17:04 --> 01:17:07: You have any interesting jokes or facts?

01:17:12 --> 01:17:12: I heard my name.

01:17:12 --> 01:17:15: Sorry, Sorry.

01:17:15 --> 01:17:16: Thanks, Simon.

01:17:16 --> 01:17:16: Sorry.

01:17:16 --> 01:17:19: I I I left the room for one second.

01:17:19 --> 01:17:19: No.

01:17:19 --> 01:17:20: No worries.

01:17:20 --> 01:17:22: We're talking about, you know, filling the blanks for two

01:17:22 --> 01:17:22: minutes.

01:17:23 --> 01:17:24: Oh, yeah, yeah, yeah.

01:17:24 --> 01:17:25: I told you we need we need the music.

01:17:25 --> 01:17:26: It's.

01:17:27 --> 01:17:27: Yeah, we'll make sure.

01:17:27 --> 01:17:30: It's just to get some good music for next time.

01:17:34 --> 01:17:34: Great.

01:17:34 --> 01:17:36: Look, we have two minutes and then we'll make sure

01:17:36 --> 01:17:38: to continue with the next 4.

01:17:38 --> 01:17:39: Sorry.

01:17:39 --> 01:17:42: Next 3 or 4, actually, Yeah.

01:17:44 --> 01:17:47: On the intermediate step, Simone might be if you think

01:17:47 --> 01:17:50: instead of having the music while we wait for the

01:17:50 --> 01:17:51: music next time.

01:17:52 --> 01:17:53: So this is also.

01:17:54 --> 01:17:55: Probably great idea.

01:17:56 --> 01:17:56: Great.

01:17:57 --> 01:17:59: Idea I'm actually happy I have you on on WhatsApp

01:17:59 --> 01:18:01: rigor so I'll make sure to record your voice and

01:18:01 --> 01:18:02: for it next time as a.

01:18:03 --> 01:18:06: Rigor has to be singing and dancing live, otherwise it

01:18:06 --> 01:18:07: doesn't work I think.

01:18:08 --> 01:18:09: I I think.

01:18:09 --> 01:18:13: These goes specifically about my competences.

01:18:13 --> 01:18:14: These goes beyond SO.

01:18:16 --> 01:18:16: Fair enough.

01:18:17 --> 01:18:20: All right, guys, we have 15 more seconds and this

01:18:20 --> 01:18:23: is just, you know, be mindful that you don't drag

01:18:23 --> 01:18:24: too late.

01:18:26 --> 01:18:28: But but for maybe if, if for the sake of

01:18:28 --> 01:18:32: everyone making sure we stay on time on this Friday

01:18:32 --> 01:18:35: afternoon, head life could maybe move to the next slide,

01:18:35 --> 01:18:36: please.

01:18:38 --> 01:18:39: Great, perfect.

01:18:39 --> 01:18:44: So up next, we've got Ivan Petkov, who's representing Optiml,

01:18:44 --> 01:18:48: up TMI, up TMI, who's the winner of the Swiss

01:18:48 --> 01:18:51: Prop Tech Innovation Challenge this year.

01:18:52 --> 01:18:55: So on that note Evan, you have 15 minutes 3

01:18:55 --> 01:18:59: minute pitch and at the minute QA before is yours.

01:19:02 --> 01:19:04: OK, Just give me one second.

01:19:05 --> 01:19:05: Perfect.

01:19:08 --> 01:19:08: OK.

01:19:08 --> 01:19:10: Can you scale on screen clearly?

01:19:11 --> 01:19:13: OK, get started then.

01:19:13 --> 01:19:16: Well, hello, my name is Evan Petkov.

01:19:16 --> 01:19:19: I'm the founder and CEO of Optimal, which is the

01:19:19 --> 01:19:24: leading software for AI powered asset and portfolio strategy development

01:19:24 --> 01:19:26: for existing buildings.

01:19:26 --> 01:19:29: We're the winner of the Tia PropTech of the year

01:19:29 --> 01:19:31: and hopefully the ULI PropTech of the year.

01:19:34 --> 01:19:37: So my background is in civil engineering and software.

01:19:37 --> 01:19:40: So I actually come from the USI got my masters

01:19:40 --> 01:19:43: at Stanford from the Tesla program and did my PhD

01:19:43 --> 01:19:46: at ETH Zurich, which is where I developed the core

01:19:46 --> 01:19:48: technology for optimal 6 years ago.

01:19:48 --> 01:19:51: We're a 2 year old ETH Zurich spin off and

01:19:51 --> 01:19:55: the whole project started by ripping apart the CapEx planning

01:19:55 --> 01:19:57: processes of Credit Suisse and Swiss Life.

01:19:58 --> 01:20:01: So what do we, what problem do we solve?

01:20:01 --> 01:20:03: As you all know, and I can skip this over

01:20:03 --> 01:20:05: as many are talking about it, renovation rates need to

01:20:05 --> 01:20:07: increase, especially in Europe.

01:20:07 --> 01:20:11: There's a lot of wasted CapEx and potential stranding events.

01:20:11 --> 01:20:15: And the process with which asset and portfolio managers actually

01:20:15 --> 01:20:18: figure out what to do when and where in their

01:20:18 --> 01:20:22: portfolio is very much static, not data-driven and manual.

01:20:23 --> 01:20:26: They essentially rely on building by building energy audits.

01:20:26 --> 01:20:30: Using either technical engineering software or high level assumptions in

01:20:30 --> 01:20:34: Excel, largely relying on benchmarks and shooting in the dark.



01:20:34 --> 01:20:37: And I have seen many times the amount of rework  
01:20:37 --> 01:20:41: and wrong decisions they have made because these  
processes are  
01:20:41 --> 01:20:41: not advanced.  
01:20:42 --> 01:20:46: We have developed over the years the leading platform for  
01:20:46 --> 01:20:50: both CapEx planning, connecting to sustainability from very  
low data  
01:20:50 --> 01:20:54: to high data use cases, which essentially sits between the  
01:20:54 --> 01:20:56: processes of ESG reporting and tendering.  
01:20:57 --> 01:21:00: If you think about it in terms of software, there's  
01:21:00 --> 01:21:03: a giant hole in real estate companies for the asset  
01:21:03 --> 01:21:05: and portfolio strategy use cases.  
01:21:05 --> 01:21:06: How do we do that?  
01:21:06 --> 01:21:09: We rely on a graduated data insights journey from indicative  
01:21:09 --> 01:21:13: assessment for transaction managers moving forward that  
they can add  
01:21:13 --> 01:21:17: more data into the product along with us supporting them  
01:21:17 --> 01:21:21: with our consultant partners towards actionable plans where  
we actually  
01:21:21 --> 01:21:24: create digital twins in Rhino and do multi zone energy  
01:21:24 --> 01:21:28: simulation, which is an engineering grade analysis of  
buildings ready  
01:21:28 --> 01:21:29: for tendering.  
01:21:29 --> 01:21:32: We're moving towards the first system ever that tracks  
CapEx  
01:21:33 --> 01:21:35: and CO2 over time so they can better target their  
01:21:35 --> 01:21:35: measures.  
01:21:37 --> 01:21:39: We I will go lightning through this, but we have  
01:21:39 --> 01:21:43: a way to onboard large building portfolios including PDF and  
01:21:43 --> 01:21:46: Excel in the range of hundreds of buildings per week.  
01:21:46 --> 01:21:48: We have proven it with some of the largest owners  
01:21:48 --> 01:21:49: in Europe.  
01:21:49 --> 01:21:52: We bring contextual data to the table to make sure  
01:21:52 --> 01:21:57: those strategies are accurate, which connect to our different  
algorithmic  
01:21:57 --> 01:22:00: stacks and obviously are integrated into existing software.  
01:22:01 --> 01:22:03: But Ivan just week notes 3 minute best.  
01:22:04 --> 01:22:07: Well, I have a timer 245, but yeah, OK, I'll.  
01:22:08 --> 01:22:12: So we have a very big market, 200 billion.  
01:22:12 --> 01:22:16: We're attacking with the software which is much cheaper  
than  
01:22:16 --> 01:22:18: the existing process and have worked with some of the  
01:22:18 --> 01:22:21: most important asset managers and consultants to date.  
01:22:23 --> 01:22:26: Here's some case studies that we've done, proven that we

01:22:26 --> 01:22:29: save the OpEx and CapEx and of course a complimentary  
01:22:29 --> 01:22:31: founder team that is based in Zurich and Munich.  
01:22:32 --> 01:22:33: Thank you very much.  
01:22:33 --> 01:22:34: Amazing.  
01:22:34 --> 01:22:35: Thank you very much, Evan.  
01:22:35 --> 01:22:41: So on that end, opening the floor, 4 questions right?  
01:22:41 --> 01:22:47: Any anyone have any questions for for even Hagen?  
01:22:48 --> 01:22:49: The floor is yours.  
01:22:49 --> 01:22:53: I mean, this is, this is the silver bullet to  
01:22:53 --> 01:22:57: some extent for our industry because it helps us to  
01:22:57 --> 01:23:02: develop AI based plans to put our transition plans basically  
01:23:03 --> 01:23:07: to, to make sure our building our buildings and our  
01:23:07 --> 01:23:10: portfolios meet their reduction targets.  
01:23:10 --> 01:23:14: My, my point here is just that it is a  
01:23:14 --> 01:23:19: very complex process, a complex process with many known  
unknowns  
01:23:19 --> 01:23:22: and with many unknown unknowns.  
01:23:22 --> 01:23:28: And you have these different legislations and changing  
regulatory environment  
01:23:28 --> 01:23:30: coming into play as well.  
01:23:31 --> 01:23:32: How do you manage that?  
01:23:32 --> 01:23:36: How can you how can you create such sophisticated output  
01:23:36 --> 01:23:42: and such detailed recommendations based on a relatively  
light database?  
01:23:42 --> 01:23:45: And I got stuck in your presentation somewhere where you  
01:23:45 --> 01:23:47: said you don't need many data, most of it will  
01:23:48 --> 01:23:50: be added by AI and you don't even need to  
01:23:50 --> 01:23:51: go on site and visit the building.  
01:23:52 --> 01:23:53: And this is where I get a bit nervous.  
01:23:53 --> 01:23:56: How can we come to such a granular road map  
01:23:56 --> 01:23:59: at asset level when we have a very limited amount  
01:23:59 --> 01:24:02: of information in the very beginning?  
01:24:02 --> 01:24:04: Just curious to hear your thoughts about that.  
01:24:05 --> 01:24:07: Yeah, Hagen, that's exactly the right question that I was  
01:24:07 --> 01:24:08: expecting.  
01:24:08 --> 01:24:10: If you're talking silver bullets, that's the silver bullet of  
01:24:10 --> 01:24:11: questions.  
01:24:11 --> 01:24:14: I think where you start today is you realize that  
01:24:14 --> 01:24:17: asset managers are shooting in the dark and relying on  
01:24:17 --> 01:24:18: a lot of benchmarks.  
01:24:18 --> 01:24:22: So we can never guarantee that something is a bulletproof  
01:24:22 --> 01:24:25: strategy, but we create as a journey to get it

01:24:25 --> 01:24:28: from very unclear to clear by bringing a lot of  
01:24:28 --> 01:24:30: contextual data to the table.  
01:24:30 --> 01:24:33: We now have thousands of buildings in our platform.  
01:24:33 --> 01:24:36: So we can actually learn from the decisions of asset  
01:24:36 --> 01:24:40: managers by connecting the component decisions to the  
asset level  
01:24:40 --> 01:24:42: to the portfolio level.  
01:24:42 --> 01:24:46: The problem of sustainable buildings is that sustainability  
happens at  
01:24:46 --> 01:24:49: a component and system level, which is in the silo  
01:24:49 --> 01:24:50: of engineering.  
01:24:51 --> 01:24:54: What we do is we connect engineering, finance and  
sustainability,  
01:24:55 --> 01:24:58: bringing that technical part forward, doing that on behalf of  
01:24:58 --> 01:25:01: the asset manager and they are able to develop their  
01:25:01 --> 01:25:03: strategies in our software.  
01:25:03 --> 01:25:07: And then if there's new information, the unknown unknowns  
that  
01:25:07 --> 01:25:10: come from a building audit that come from some other  
01:25:10 --> 01:25:12: information, they can easily plug that in.  
01:25:12 --> 01:25:15: And what we do is optimize CapEx, OpEx here to  
01:25:15 --> 01:25:18: energy and valuation and then it gets smarter over time.  
01:25:19 --> 01:25:23: And the point is building a data-driven platform where that  
01:25:23 --> 01:25:26: happens at the strategic and then execution level is one  
01:25:26 --> 01:25:29: of the greatest pain points in the whole industry.  
01:25:29 --> 01:25:31: I've been working on this for over six years, 300  
01:25:31 --> 01:25:35: real estate companies that we've surveyed their processes  
and they  
01:25:35 --> 01:25:36: all do it in this way.  
01:25:37 --> 01:25:40: And what they want is also standardized method to trickle  
01:25:40 --> 01:25:44: down to the consultants who then have to use the  
01:25:44 --> 01:25:47: same data environment to propose strategies.  
01:25:47 --> 01:25:50: For example, Schroeder's Bank, who told me recently that's  
their  
01:25:50 --> 01:25:51: biggest pain point.  
01:25:55 --> 01:25:55: Great.  
01:25:55 --> 01:25:57: Thank you very much again for the question.  
01:25:57 --> 01:25:58: And the first is yours.  
01:26:02 --> 01:26:02: Yeah.  
01:26:02 --> 01:26:04: Hi, great presentation.  
01:26:04 --> 01:26:05: Thanks very much.  
01:26:05 --> 01:26:10: I'm curious to understand a little bit more about the  
01:26:10 --> 01:26:12: the tender and the execution.

01:26:12 --> 01:26:16: Are you setting this, is this set up so that  
01:26:16 --> 01:26:20: you can then tender for the CapEx or the is  
01:26:20 --> 01:26:25: the data you're using coming from live projects?  
01:26:26 --> 01:26:27: Yeah, great question.  
01:26:27 --> 01:26:30: So essentially what we are is actually an acquisition pipeline  
01:26:30 --> 01:26:33: in one sense to the developers, but we're not interested  
01:26:33 --> 01:26:35: in that process at all right now.  
01:26:36 --> 01:26:37: We're really on the strategic development.  
01:26:37 --> 01:26:38: It's complicated enough.  
01:26:39 --> 01:26:43: What we do is develop relationships with developer partners  
who  
01:26:43 --> 01:26:46: give us very good cost data points for thousands of  
01:26:46 --> 01:26:49: building components in every city or country that we work  
01:26:49 --> 01:26:49: in.  
01:26:50 --> 01:26:52: And that's the contextual data that we bring to the  
01:26:53 --> 01:26:56: table on behalf of our clients along with energy prices,  
01:26:56 --> 01:26:57: local policies, et cetera.  
01:26:58 --> 01:27:01: So we do the engineering grade digital twins, multi zone  
01:27:01 --> 01:27:06: energy simulation and planning that it is essentially approved  
by  
01:27:06 --> 01:27:09: asset and construction managers and then they go to the  
01:27:09 --> 01:27:11: tendering process afterwards.  
01:27:11 --> 01:27:14: That is where we stop currently.  
01:27:14 --> 01:27:17: But nevertheless, over time we will move farther down the  
01:27:17 --> 01:27:18: process.  
01:27:19 --> 01:27:19: Yeah.  
01:27:19 --> 01:27:20: No, understood.  
01:27:20 --> 01:27:21: That's very helpful.  
01:27:21 --> 01:27:22: Thank you.  
01:27:23 --> 01:27:23: Thank you, Evan.  
01:27:24 --> 01:27:24: Shut up.  
01:27:25 --> 01:27:26: Go for it please.  
01:27:27 --> 01:27:30: Yes, I also see the silver bullet aspect in here.  
01:27:31 --> 01:27:32: It's quite interesting.  
01:27:32 --> 01:27:35: But then my question is actually around, you know, how  
01:27:35 --> 01:27:36: does this impact Scope 3?  
01:27:37 --> 01:27:40: Because as I look at this, this is mainly impacting  
01:27:40 --> 01:27:41: scope one and two emissions.  
01:27:41 --> 01:27:44: So what is the broader Scope 3 impact?  
01:27:45 --> 01:27:46: Sorry if that wasn't clear.  
01:27:46 --> 01:27:48: We do scope one through 3, so this is a  
01:27:48 --> 01:27:50: completely science based.  
01:27:50 --> 01:27:52: So it's based on my and another person's PhD.

01:27:54 --> 01:27:57: When I say scope 3 embodied emissions, I mean from  
01:27:57 --> 01:27:59: today to the future, anything in the strategy.  
01:27:59 --> 01:28:03: We have life cycle cost data points for every component  
01:28:03 --> 01:28:03: and system.  
01:28:04 --> 01:28:08: Nevertheless, our let's be honest, our users don't care about  
01:28:08 --> 01:28:08: that.  
01:28:08 --> 01:28:10: We do optimize for it.  
01:28:10 --> 01:28:13: We show them the embodied emission content of their whole  
01:28:13 --> 01:28:15: portfolio, but not the existing what is today.  
01:28:15 --> 01:28:17: That's a modester question.  
01:28:17 --> 01:28:18: I'm sure you guys know Modester.  
01:28:18 --> 01:28:20: We're obviously talking to them to integrate.  
01:28:20 --> 01:28:24: Nevertheless, obviously Modester and all those companies  
have new buildings.  
01:28:25 --> 01:28:28: We deal with the messy world of existing buildings where  
01:28:28 --> 01:28:29: there's almost zero data.  
01:28:29 --> 01:28:33: So we do not consider the existing embodied emissions.  
01:28:33 --> 01:28:37: But essentially if you're looking at our CO2 impact, well,  
01:28:37 --> 01:28:42: we enable is actually an accelerated decarbonization of real  
estate  
01:28:42 --> 01:28:46: portfolios because our users can set targets CO2, CapEx,  
RYEPC  
01:28:46 --> 01:28:50: for asset and portfolio along with making individual decisions  
on  
01:28:50 --> 01:28:52: component level in our product.  
01:28:53 --> 01:28:56: And we can show that that actually gets them under  
01:28:56 --> 01:28:58: their Creme path at in a cost effective way using  
01:28:58 --> 01:29:00: optimization, right?  
01:29:02 --> 01:29:03: Thanks.  
01:29:04 --> 01:29:05: Thank you very much, Charlotte.  
01:29:05 --> 01:29:07: And your hand is risen.  
01:29:07 --> 01:29:07: Do you have another question?  
01:29:08 --> 01:29:11: I do have another question I wanted to ask about  
01:29:11 --> 01:29:13: the competitive positioning here.  
01:29:14 --> 01:29:17: I mean, I'm not aware of anybody else doing this  
01:29:17 --> 01:29:18: on this kind of scale.  
01:29:18 --> 01:29:19: Are you?  
01:29:19 --> 01:29:22: And you know, how do you see your competitive positioning?  
01:29:23 --> 01:29:24: Yeah, it's a great question.  
01:29:24 --> 01:29:28: So we have one main competitor and they're in Canada  
01:29:28 --> 01:29:29: called Audette.  
01:29:29 --> 01:29:32: The reason it is so few that while the space  
01:29:32 --> 01:29:35: of let's say renovation planning is getting a bit busy

01:29:35 --> 01:29:37: and a bit messy, but what I want to be  
01:29:37 --> 01:29:40: clear is we are not a renovation planning software.  
01:29:41 --> 01:29:44: We are trying to be the analytical backbone of real  
01:29:44 --> 01:29:48: estate companies for a new category that we and Audette  
01:29:48 --> 01:29:50: call Real Estate Decision Intelligence.  
01:29:50 --> 01:29:53: That is why we've been able to raise 5 million  
01:29:53 --> 01:29:56: in the last 18 months, for example, from the ex  
01:29:56 --> 01:30:00: CEO of Google Innovation Endeavors along with these three  
European  
01:30:00 --> 01:30:02: prop tech VC's Planet a Bitstone encompass.  
01:30:03 --> 01:30:07: Because this problem of asset and portfolio decision making  
is  
01:30:07 --> 01:30:11: completely untouched because it is so complicated.  
01:30:11 --> 01:30:14: You have silos and it's not something that can be  
01:30:14 --> 01:30:18: solved by a startup with one million, 1.5 million precede.  
01:30:18 --> 01:30:21: That's why our academic legacy allows us to do this  
01:30:21 --> 01:30:24: and we've been able to build a team of 20  
01:30:24 --> 01:30:28: people, largely in Zurich, of essentially top building engineers  
and  
01:30:28 --> 01:30:32: Google engineers, putting them together and making the next  
generation  
01:30:32 --> 01:30:34: of real estate decision software.  
01:30:35 --> 01:30:37: Yeah, I think it's very exciting.  
01:30:37 --> 01:30:37: Thank you.  
01:30:37 --> 01:30:38: Thank.  
01:30:40 --> 01:30:43: You very much any final question we have around a  
01:30:43 --> 01:30:43: minute Tibo.  
01:30:45 --> 01:30:48: Yeah, just quick, quick question, curious about your, your  
business  
01:30:49 --> 01:30:51: model, how, how does it work and, and are you,  
01:30:51 --> 01:30:54: is it a simple SAS solution or are you, are  
01:30:54 --> 01:30:56: you focused also on the targets to achieve?  
01:30:57 --> 01:31:00: And actually sub question to this is do you look  
01:31:00 --> 01:31:03: posts you mentioned where you where you stop your role?  
01:31:03 --> 01:31:06: Have you looked back on projects and and how you  
01:31:06 --> 01:31:08: know the the outcome and and the results were where  
01:31:08 --> 01:31:11: they're implemented in the manner you recommend?  
01:31:12 --> 01:31:13: Yeah, great question.  
01:31:13 --> 01:31:16: So, I mean, the whole challenge and why this industry  
01:31:16 --> 01:31:19: is honestly difficult, as probably everyone in this room knows,  
01:31:19 --> 01:31:20: is it's very slow.  
01:31:20 --> 01:31:23: It doesn't know how to procure software fundamental.  
01:31:23 --> 01:31:26: What we're trying to do is go from a consulting

01:31:26 --> 01:31:28: base project by project business model into a SAS.  
01:31:29 --> 01:31:30: That's not easy to do.  
01:31:30 --> 01:31:32: The only way to pull that off is to have  
01:31:32 --> 01:31:35: data flows on an annual basis as they would say  
01:31:35 --> 01:31:36: in Silicon Valley.  
01:31:36 --> 01:31:38: So we need to sassify this.  
01:31:39 --> 01:31:41: So what we do is we connect to all of  
01:31:41 --> 01:31:44: the existing systems and processes of a real estate company  
01:31:44 --> 01:31:48: from the ESG software which is behind us like measurable  
01:31:48 --> 01:31:49: deep key, what have you.  
01:31:49 --> 01:31:52: The whole we solve with Excel and then the MIS  
01:31:53 --> 01:31:56: software after us like Yardy or MO Peck, we connect  
01:31:56 --> 01:31:59: all those data flows and we're able to charge a  
01:31:59 --> 01:32:02: SAS fee per meter squared of building per year.  
01:32:03 --> 01:32:05: We have two products, this low data and high data  
01:32:05 --> 01:32:06: product.  
01:32:06 --> 01:32:10: Our margins are very high because we've largely automated  
01:32:10 --> 01:32:14: everything  
01:32:14 --> 01:32:18: and we've proven paybacks under a year by essentially  
01:32:18 --> 01:32:18: saving  
01:32:18 --> 01:32:18: internal costs, saving consulting costs and actually saving  
01:32:18 --> 01:32:18: CapEx on  
01:32:18 --> 01:32:18: the buildings.  
01:32:19 --> 01:32:22: So as you see here with these clients, our annual  
01:32:22 --> 01:32:24: contract values on our land motion.  
01:32:24 --> 01:32:27: So the first contract is around 30 to 50K per  
01:32:27 --> 01:32:30: year, but we imagine our expand motion could get us  
01:32:30 --> 01:32:33: per account in the range of you know 500K in  
01:32:33 --> 01:32:36: the next year or two because we get deeper and  
01:32:36 --> 01:32:37: deeper into the portfolios.  
01:32:38 --> 01:32:40: And essentially if you think about it every year, let's  
01:32:40 --> 01:32:43: say you have 100 buildings, 10 are going into the  
01:32:43 --> 01:32:46: very detailed modeling the renovation action plan and next  
01:32:46 --> 01:32:47: year  
01:32:46 --> 01:32:47: there's another 10.  
01:32:47 --> 01:32:50: So we essentially sell this this type of model and  
01:32:50 --> 01:32:54: then with the consultants, they essentially work on behalf of  
01:32:54 --> 01:32:58: other owners and bake it into their proposals and for  
01:32:58 --> 01:33:00: them it adds to the stickiness.  
01:33:00 --> 01:33:03: Thank you very much, Evan Thibaut, great question.  
01:33:03 --> 01:33:05: And unfortunately, we have one minute remaining.  
01:33:06 --> 01:33:08: So on that end, Evan, thank you very much for,  
01:33:08 --> 01:33:11: you know, the conversation and the presentation earlier.

01:33:12 --> 01:33:15: And on that note, we'll hand over for the jury  
01:33:15 --> 01:33:19: for a minute of quick updates of the scoring and  
01:33:19 --> 01:33:22: then we'll dive into the next finalist.  
01:33:22 --> 01:33:22: Thank you, Evan.  
01:33:23 --> 01:33:25: Thank you so much and see you in Barcelona.  
01:33:26 --> 01:33:27: See you in Barcelona indeed.  
01:33:28 --> 01:33:30: And maybe that's also just a quick note.  
01:33:30 --> 01:33:33: You know, whether you are actually winning or not the  
01:33:33 --> 01:33:38: the this initiative, you're more than welcome in Barcelona  
having  
01:33:38 --> 01:33:39: been there two years.  
01:33:39 --> 01:33:41: It's definitely worth everyone's time.  
01:33:41 --> 01:33:45: So great, great networking opportunity, that's for sure.  
01:33:45 --> 01:33:46: And for leadership.  
01:33:47 --> 01:33:47: All right.  
01:33:48 --> 01:33:49: So on that note, so.  
01:33:49 --> 01:33:51: So the floor is yours to go for the next  
01:33:51 --> 01:33:51: finalist.  
01:33:53 --> 01:33:54: Thank you, Simone.  
01:33:55 --> 01:33:58: So the next finalist that I'll be presenting is the  
01:33:59 --> 01:34:03: winner of the newcomers to the Prop tech innovation  
Challenge  
01:34:03 --> 01:34:07: from Central European Czech Republic in Poland.  
01:34:07 --> 01:34:12: Company is called RE Bench and it is presented by  
01:34:12 --> 01:34:12: Metersch.  
01:34:13 --> 01:34:14: I hope I pronounce it correctly.  
01:34:14 --> 01:34:14: Please.  
01:34:16 --> 01:34:17: The floor is yours.  
01:34:18 --> 01:34:21: You have 3 minutes for the pitch starting now.  
01:34:23 --> 01:34:24: Yes, perfect.  
01:34:28 --> 01:34:30: And we'll give you the few seconds that's.  
01:34:31 --> 01:34:31: Great.  
01:34:32 --> 01:34:32: You.  
01:34:34 --> 01:34:35: Can see my screen right now.  
01:34:36 --> 01:34:36: Yes.  
01:34:37 --> 01:34:37: Perfect.  
01:34:37 --> 01:34:40: So without further ado, hello everyone.  
01:34:40 --> 01:34:44: I'm Mataosh and I think that consumer team will agree  
01:34:44 --> 01:34:47: that we all hate waste, waste of time, waste of  
01:34:47 --> 01:34:49: money, waste of resources.  
01:34:49 --> 01:34:52: And about the last one, today I want to tell  
01:34:52 --> 01:34:54: you that we have a one quite big problem.  
01:34:54 --> 01:34:57: We have a problem with furniture waste in Europe.



01:34:57 --> 01:35:01: Every year almost 11,000,000 tons of furniture ends up in  
01:35:01 --> 01:35:02: the landfills.  
01:35:02 --> 01:35:05: And when we look at the statistics from the CRE  
01:35:05 --> 01:35:09: sector, 94% of fit out elements are destined for disposal  
01:35:09 --> 01:35:10: after one project.  
01:35:11 --> 01:35:12: And why is that?  
01:35:12 --> 01:35:16: Because furniture equipment for a company is simply an  
unwanted  
01:35:16 --> 01:35:17: one time huge cost.  
01:35:17 --> 01:35:20: They are sold in a linear model which makes them  
01:35:20 --> 01:35:22: in the life cycle of the building like a plastic  
01:35:23 --> 01:35:26: bag that asset for the company that causes many  
operational,  
01:35:26 --> 01:35:28: budget and above all sustainability problems.  
01:35:29 --> 01:35:32: The thing is, it's a key resource for any company  
01:35:32 --> 01:35:35: and to help companies and this waste, we created Revenge  
01:35:35 --> 01:35:39: Circle platform, which allows businesses to manage resale  
and buy  
01:35:39 --> 01:35:41: furnishings more wisely.  
01:35:42 --> 01:35:45: Our platform combines 3 bench inventory app for collecting  
and  
01:35:45 --> 01:35:50: measuring equipment data, tracing items and planning their  
second life  
01:35:50 --> 01:35:54: with a closed marketplace that helps redistribute existing  
carbon neutral  
01:35:54 --> 01:35:58: items, all supported by AI algorithms to automate inventory  
and  
01:35:58 --> 01:36:00: forecast supply and demand.  
01:36:01 --> 01:36:03: The process is based on a simple circular model.  
01:36:03 --> 01:36:06: First, create an inventory project that items with QR codes  
01:36:06 --> 01:36:10: allowing them to be intensified and managed during space  
operations.  
01:36:10 --> 01:36:13: Next, track the statistics of the furnishings from a multiple  
01:36:13 --> 01:36:16: locations and plan a second life in advance.  
01:36:16 --> 01:36:19: The final step is to reuse or resell the furniture  
01:36:19 --> 01:36:21: and then buy necessary equipment.  
01:36:22 --> 01:36:23: And we start all over again.  
01:36:24 --> 01:36:27: And based on our app functionalities, we target three groups  
01:36:27 --> 01:36:28: with our offer.  
01:36:28 --> 01:36:32: With manufacturers, we work through partners programs and  
the implementation  
01:36:32 --> 01:36:33: of digital product passports.  
01:36:34 --> 01:36:37: To tenants, we offer an asset management platform and  
circular

01:36:37 --> 01:36:38: removal services.

01:36:38 --> 01:36:41: And for landlords, we recommend the inventory app to support their tenants.

01:36:41 --> 01:36:41: their tenants.

01:36:43 --> 01:36:45: Our model is based on the network effect.

01:36:45 --> 01:36:48: The more partners we get, the more value for customers and less impact on the environment.

01:36:48 --> 01:36:50: and less impact on the environment.

01:36:50 --> 01:36:53: And as you can see, we have a few partners already and the example of our collaboration with Nokia rules that sustainability based services do not cost more.

01:36:53 --> 01:36:57: already and the example of our collaboration with Nokia rules that sustainability based services do not cost more.

01:36:57 --> 01:37:00: With a process of circular removal and fully digital research for employees, we are able to reduce around 25% of cost as well as up to half of potential waste.

01:37:00 --> 01:37:04: With a process of circular removal and fully digital research for employees, we are able to reduce around 25% of cost as well as up to half of potential waste.

01:37:04 --> 01:37:07: for employees, we are able to reduce around 25% of cost as well as up to half of potential waste.

01:37:07 --> 01:37:10: cost as well as up to half of potential waste.

01:37:11 --> 01:37:14: And of course, we are much more than just a vintage for office furniture.

01:37:14 --> 01:37:15: vintage for office furniture.

01:37:15 --> 01:37:19: We are starting to building inventory platform, then testing B to B reselling AI implementation will accelerate our scalability which follows to a furniture subscription model.

01:37:19 --> 01:37:23: to B reselling AI implementation will accelerate our scalability which follows to a furniture subscription model.

01:37:23 --> 01:37:26: follows to a furniture subscription model.

01:37:27 --> 01:37:29: And why we should do it?

01:37:29 --> 01:37:30: Because we know the market.

01:37:29 --> 01:37:30: Because we know the market.

01:37:31 --> 01:37:34: Sebastian was selling contract furniture when I was I was a teenager.

01:37:31 --> 01:37:34: Sebastian was selling contract furniture when I was I was a teenager.

01:37:34 --> 01:37:35: a teenager.

01:37:34 --> 01:37:35: a teenager.

01:37:35 --> 01:37:38: Damian is a modally talented engineer and I have a track record of building several brands and services in CRE market.

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01:37:38 --> 01:37:41: track record of building several brands and services in CRE market.

01:37:38 --> 01:37:41: track record of building several brands and services in CRE market.

01:37:41 --> 01:37:42: market.

01:37:41 --> 01:37:42: market.

01:37:43 --> 01:37:44: So thank you.

01:37:43 --> 01:37:44: So thank you.

01:37:46 --> 01:37:47: Thank you.

01:37:46 --> 01:37:47: Thank you.

01:37:47 --> 01:37:50: Let's open the floor to questions.

01:37:47 --> 01:37:50: Let's open the floor to questions.

01:37:50 --> 01:37:51: We'll start with listed.

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01:37:53 --> 01:37:56: Yes, thank you for for your presentation, really interesting. I think it's due to potential.

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01:37:59 --> 01:38:03: Can you just explain a little bit more how this helps to reduce scope 3 emissions for landlord as I think it's almost way beyond scope 3.

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01:38:07 --> 01:38:10: think it's almost way beyond scope 3.

01:38:07 --> 01:38:10: think it's almost way beyond scope 3.

01:38:10 --> 01:38:11: Is that correct?

01:38:10 --> 01:38:11: Is that correct?

01:38:13 --> 01:38:18: Yeah, I think that it's, it's easy answer because the lands are already use operational waste during the life cycle of the building because the furniture of furniture elements, furnishings elements are just basically a materials used in the building every, I don't know, 5-7 years right now.

01:38:13 --> 01:38:18: Yeah, I think that it's, it's easy answer because the lands are already use operational waste during the life cycle of the building because the furniture of furniture elements, furnishings elements are just basically a materials used in the building every, I don't know, 5-7 years right now.

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01:38:30 --> 01:38:35: elements are just basically a materials used in the building every, I don't know, 5-7 years right now.

01:38:35 --> 01:38:39: every, I don't know, 5-7 years right now.

01:38:35 --> 01:38:39: every, I don't know, 5-7 years right now.

01:38:40 --> 01:38:44: So and that will help of course.

01:38:40 --> 01:38:44: So and that will help of course.

01:38:44 --> 01:38:48: And for the tenants also, it's a huge help to  
01:38:48 --> 01:38:54: reduce their potential waste after during the moving process  
and  
01:38:54 --> 01:38:58: and helps them to to plan, plan the second life  
01:38:58 --> 01:39:00: of the items they have.  
01:39:07 --> 01:39:08: Perfect.  
01:39:08 --> 01:39:08: Next.  
01:39:10 --> 01:39:10: Question, Nikola.  
01:39:11 --> 01:39:11: Yeah.  
01:39:12 --> 01:39:12: Thanks.  
01:39:13 --> 01:39:17: Thanks, Patish, I have a question on the quality control  
01:39:17 --> 01:39:19: because you have furniture and furniture.  
01:39:20 --> 01:39:23: Do you do the quality control and and what about  
01:39:24 --> 01:39:27: refurbishments, just the handling logistics and so on?  
01:39:27 --> 01:39:27: How?  
01:39:27 --> 01:39:28: How do you do that?  
01:39:28 --> 01:39:28: Yeah.  
01:39:28 --> 01:39:32: So basically quality control can be done by a user.  
01:39:33 --> 01:39:39: So office manager, administration manager, facility manager  
that can walk  
01:39:39 --> 01:39:43: through the space, tag the QR codes and change the  
01:39:43 --> 01:39:44: quality of an item.  
01:39:44 --> 01:39:50: Of course we do it with our inventory processes.  
01:39:52 --> 01:39:55: But The thing is we want to, we want to  
01:39:55 --> 01:40:01: work with producers, manufacturers that they can basically  
check the  
01:40:01 --> 01:40:05: the quality control after the the sale.  
01:40:08 --> 01:40:09: OK.  
01:40:09 --> 01:40:11: And what, what about logistics?  
01:40:12 --> 01:40:17: We, we have such a platform vintage for vintage for  
01:40:17 --> 01:40:17: clothing.  
01:40:18 --> 01:40:22: This is of the same for furniture, but your own  
01:40:22 --> 01:40:22: or how?  
01:40:22 --> 01:40:23: How does that work?  
01:40:24 --> 01:40:28: Yeah, we don't want to and handle all of the  
01:40:28 --> 01:40:29: logistics.  
01:40:29 --> 01:40:34: Of course we have a network of partners, the resellers  
01:40:34 --> 01:40:39: that they are also renewing company that can help us  
01:40:40 --> 01:40:45: to rebuy, rebuy the items and of course other, other  
01:40:45 --> 01:40:51: companies like moving companies that can help us doing  
inventory  
01:40:51 --> 01:40:52: processes.  
01:40:52 --> 01:40:53: That's easy.

01:40:53 --> 01:40:54: We just earn on the markups.

01:40:55 --> 01:40:57: We gave them the tool to do it smoothly.

01:40:58 --> 01:40:59: OK.

01:40:59 --> 01:40:59: Thanks Mateesh.

01:41:01 --> 01:41:03: Hagan, I think you're up next.

01:41:05 --> 01:41:05: Yeah.

01:41:05 --> 01:41:05: Thank you.

01:41:05 --> 01:41:07: Thank you, Matthews, for the presentation.

01:41:07 --> 01:41:08: I, I think it's very interesting.

01:41:08 --> 01:41:13: I, I think I had a similar, similar question like

01:41:13 --> 01:41:14: just now.

01:41:14 --> 01:41:18: I mean it, it's all about to which extent you're

01:41:18 --> 01:41:22: having impact on the quality of the process, right?

01:41:22 --> 01:41:25: I mean, do we say that it's all up to

01:41:25 --> 01:41:29: the end user to inventorize all the furniture and tag

01:41:29 --> 01:41:31: it with a quality level?

01:41:31 --> 01:41:32: Yeah.

01:41:33 --> 01:41:35: Or is there is that to some extent are you

01:41:35 --> 01:41:37: involved in that process as well?

01:41:37 --> 01:41:41: So I mean, coming back to what we just discussed,

01:41:41 --> 01:41:43: how do we make sure that the quality of this

01:41:43 --> 01:41:46: process is, is good enough, You know, or is it

01:41:46 --> 01:41:49: just like like on eBay that you just take a

01:41:49 --> 01:41:52: picture of something and you put it online and then

01:41:52 --> 01:41:54: you can resell it?

01:41:54 --> 01:41:56: I mean, how do you make sure that there is

01:41:56 --> 01:41:59: some sort of a quality in this, in this inventorization

01:41:59 --> 01:42:02: and also in the in the in the trading process

01:42:02 --> 01:42:03: with other parties?

01:42:04 --> 01:42:08: Yeah, right now the onboarding is supported by us.

01:42:08 --> 01:42:11: Of course we are doing the inventory processes.

01:42:11 --> 01:42:14: This, this is like a gap in the in the

01:42:14 --> 01:42:15: fit out process.

01:42:15 --> 01:42:19: Nobody knows what furniture that the company have and

01:42:19 --> 01:42:22: they don't know what to do with them after all.

01:42:23 --> 01:42:26: So, so basically we do we are doing the inventory

01:42:26 --> 01:42:28: processes which are paid.

01:42:29 --> 01:42:34: But with with development of our platform, it will be

01:42:34 --> 01:42:38: really easy to get the data by for example picture

01:42:39 --> 01:42:40: recognition.

01:42:40 --> 01:42:43: So if you just take a picture of any product,

01:42:43 --> 01:42:47: you can have the data implemented in the in the  
01:42:47 --> 01:42:51: applications and then we can do it really quickly.  
01:42:51 --> 01:42:55: And of course, as I said before, with the cooperation  
01:42:55 --> 01:43:01: with manufacturers, we can, you know, create an digital twin  
01:43:01 --> 01:43:05: of the furniture right at the time of buying the  
01:43:05 --> 01:43:06: new one, right.  
01:43:06 --> 01:43:11: So it's easier after all to to to sell it  
01:43:11 --> 01:43:14: or to to do it other way.  
01:43:20 --> 01:43:21: OK, Yeah.  
01:43:21 --> 01:43:21: Thank you.  
01:43:23 --> 01:43:23: Sorry.  
01:43:25 --> 01:43:27: No, it's good.  
01:43:27 --> 01:43:27: Good.  
01:43:27 --> 01:43:28: I'll pass it on to Shala.  
01:43:30 --> 01:43:30: Yeah, great.  
01:43:30 --> 01:43:31: Thank you so much.  
01:43:31 --> 01:43:32: Super interesting.  
01:43:33 --> 01:43:38: And I'm curious actually more about the competitive  
landscape on  
01:43:38 --> 01:43:39: this.  
01:43:39 --> 01:43:42: So obviously you're, you're filling a gap right now.  
01:43:42 --> 01:43:45: But then it's also a space that many of the  
01:43:45 --> 01:43:49: manufacturers themselves are also entering into systems  
with.  
01:43:49 --> 01:43:53: So IKEA, for example, has just launched their reuse platform.  
01:43:53 --> 01:43:56: And that's of course, you know, B to C to  
01:43:56 --> 01:43:58: C to B back to C, right.  
01:43:59 --> 01:44:02: So you know, how do you see that playing into  
01:44:02 --> 01:44:04: your growth as a company?  
01:44:05 --> 01:44:07: Do you see yourselves as being able to partner with  
01:44:07 --> 01:44:10: the different manufacturers or do you see their platforms as  
01:44:10 --> 01:44:12: competition for you?  
01:44:12 --> 01:44:13: Yes, exactly.  
01:44:13 --> 01:44:15: We, we, we have to, we, we want to and  
01:44:15 --> 01:44:17: we have to be that partner for the manufacturers.  
01:44:18 --> 01:44:21: We want to give them the tools as added value  
01:44:21 --> 01:44:23: for the customers, of course.  
01:44:24 --> 01:44:27: And we want to give them a tool to digitize  
01:44:27 --> 01:44:28: their products, right?  
01:44:29 --> 01:44:35: Because the Echo sustainability directive is coming up in  
Europe  
01:44:35 --> 01:44:39: and they will be soon 1st to take the extended  
01:44:39 --> 01:44:42: to a producer responsibility.

01:44:42 --> 01:44:46: So our platform will also help them, you know, to  
01:44:47 --> 01:44:52: trace the items to introduce some recycling guidelines and to  
01:44:52 --> 01:44:56: maybe even re buy the items, renew it and then  
01:44:56 --> 01:44:58: buy, resell it again.  
01:45:00 --> 01:45:00: Thanks.  
01:45:02 --> 01:45:03: Thank you.  
01:45:03 --> 01:45:04: We'll pass it on to Anne.  
01:45:07 --> 01:45:07: Yeah.  
01:45:07 --> 01:45:10: My, my question was also thank you very much for  
01:45:10 --> 01:45:12: the presentation, very interesting.  
01:45:12 --> 01:45:16: But my question was also around the competitive nature of  
01:45:16 --> 01:45:20: it and how unique do you see your proposition in  
01:45:20 --> 01:45:25: that, you know, you talked about eBay, you know, what's  
01:45:25 --> 01:45:29: to stop people selling their furniture on eBay or having  
01:45:29 --> 01:45:35: somebody internally effectively auditing their ownership and  
and using other  
01:45:35 --> 01:45:39: methods to sell, you know, describe to us what you  
01:45:39 --> 01:45:43: feel is your unique selling proposition.  
01:45:44 --> 01:45:49: Yeah, the basically the, the asset management platform  
because like  
01:45:49 --> 01:45:53: right now the company is 2 months before they're moving  
01:45:53 --> 01:45:57: before their, their, their lease ends and they, they have  
01:45:57 --> 01:46:01: like a thousands of furniture items in the in the  
01:46:01 --> 01:46:01: office.  
01:46:01 --> 01:46:02: They don't want to do it.  
01:46:03 --> 01:46:07: So we help companies found in a huge advance of  
01:46:07 --> 01:46:12: full moving process, promoting the reselling of the items,  
which  
01:46:12 --> 01:46:16: is the the most sustainable for the budget and for  
01:46:16 --> 01:46:17: the environment.  
01:46:19 --> 01:46:22: And we help them to create, you know, easy offers  
01:46:22 --> 01:46:25: and to gather the logistics and to gather the data  
01:46:25 --> 01:46:27: because no one right now trust the data.  
01:46:27 --> 01:46:31: The the big companies are using excels and papers to  
01:46:31 --> 01:46:35: to gather the data of their equipment and it's Ms.  
01:46:36 --> 01:46:41: So we are helping with planning in it in advance.  
01:46:43 --> 01:46:44: Thank you, very helpful.  
01:46:46 --> 01:46:49: And we'll, I just have a final short question from  
01:46:49 --> 01:46:49: Lizette.  
01:46:51 --> 01:46:51: Yeah.  
01:46:51 --> 01:46:53: Can you explain a bit how the business model works?  
01:46:53 --> 01:46:56: It's a bit sort of a move might happen once  
01:46:56 --> 01:46:57: in three years.

01:46:57 --> 01:47:01: Is it just sort of temporary subscription or one or  
01:47:01 --> 01:47:01: three?  
01:47:01 --> 01:47:02: How does it work?  
01:47:03 --> 01:47:09: It's a yearly subscription model because we want to introduce  
01:47:09 --> 01:47:15: the inventory platform at the beginning of the lease.  
01:47:15 --> 01:47:21: Then company can manage the items, you know, track them,  
01:47:21 --> 01:47:26: change their locations and and and then of course we  
01:47:26 --> 01:47:31: can earn on the margin of result products and on  
01:47:31 --> 01:47:35: the outsource services around operations.  
01:47:37 --> 01:47:39: Thank you so much.  
01:47:39 --> 01:47:43: And we now have two minutes for the jury to  
01:47:43 --> 01:47:45: evaluate revenge.  
01:47:46 --> 01:47:48: Thank you for the presentation, Maturish.  
01:47:57 --> 01:48:00: Super, here we go and a few a few seconds  
01:48:00 --> 01:48:02: for the injury to to go through it.  
01:48:03 --> 01:48:06: I'm pleased and and sad to actually say that we're  
01:48:06 --> 01:48:09: reaching the final presenter of the day, end of the  
01:48:09 --> 01:48:11: year actually, so much perfect.  
01:48:14 --> 01:48:18: But before going there, we'll give it another 20 seconds  
01:48:18 --> 01:48:22: looking into the jurors to see if if everything is  
01:48:22 --> 01:48:22: fine.  
01:48:25 --> 01:48:30: Looks like Nikolai is in his buildings here.  
01:48:30 --> 01:48:31: He's like great.  
01:48:31 --> 01:48:34: All right, well, on this notes, what I definitely say  
01:48:34 --> 01:48:36: is thank you Matthias.  
01:48:36 --> 01:48:40: And here we go for the final finalist of today,  
01:48:40 --> 01:48:44: who's Tom Asco from Symphony, who is the winner of  
01:48:44 --> 01:48:47: the UK Ireland competition.  
01:48:47 --> 01:48:49: And I'm proud to say that Tom is actually representing  
01:48:49 --> 01:48:50: the Irish side.  
01:48:50 --> 01:48:53: So on that notes, Tom, if you could share your  
01:48:53 --> 01:48:57: screen, the time is yours and we actually can see  
01:48:57 --> 01:48:59: the your presenter notes.  
01:48:59 --> 01:49:04: So I think you'll need to switch the display and  
01:49:04 --> 01:49:07: then we can give it off.  
01:49:08 --> 01:49:11: What a super heading up.  
01:49:11 --> 01:49:12: Perfect.  
01:49:14 --> 01:49:14: Hello.  
01:49:14 --> 01:49:15: Hello.  
01:49:15 --> 01:49:15: Hello, everybody.  
01:49:16 --> 01:49:18: Yeah, my name is Tom Asco and I'm the Managing  
01:49:18 --> 01:49:19: Director of Symphony Energy.

01:49:20 --> 01:49:23: Now as you all know, the property sector is struggling  
01:49:23 --> 01:49:25: to meet 2030 targets.  
01:49:25 --> 01:49:29: And what is the extraordinary about Symphony's technology  
is that  
01:49:29 --> 01:49:31: that it is delivering future 2050 targets.  
01:49:31 --> 01:49:35: Today our buildings need to be radically efficient to meet  
01:49:36 --> 01:49:39: the Net 0 emissions Paris Agreement and indeed the CARS  
01:49:39 --> 01:49:44: proof 2050 targets are rightly challenging, so much so that  
01:49:44 --> 01:49:48: they require a disruptive breakthrough technology to emerge  
so we  
01:49:48 --> 01:49:52: can continue to enjoy comfortable air conditioned buildings.  
01:49:53 --> 01:49:58: Symphony has that breakthrough technology capable of  
achieving 2050 levels  
01:49:58 --> 01:50:01: of efficiency decades ahead of schedule.  
01:50:01 --> 01:50:04: It has been independently verified and has won the top  
01:50:04 --> 01:50:07: two national energy efficiency awards in our home country.  
01:50:08 --> 01:50:12: Our combined engineering and technology solutions make air  
conditioned commercial  
01:50:12 --> 01:50:13: buildings highly efficient.  
01:50:14 --> 01:50:18: Our solutions are made-up of three unique and scalable  
technologies  
01:50:18 --> 01:50:18: 1.  
01:50:18 --> 01:50:22: High performance algorithms are fed through the BMS to  
forensically  
01:50:22 --> 01:50:25: control the heating, ventilation and air conditioning  
equipment.  
01:50:26 --> 01:50:30: These can be implemented without physical changes to the  
building,  
01:50:30 --> 01:50:34: making it highly scalable across the commercial built  
environment 2.  
01:50:35 --> 01:50:40: Our patented heat recycling process, Symphony Cycle, uses  
a building's  
01:50:40 --> 01:50:44: existing plant to recycle waste heat in a way that  
01:50:44 --> 01:50:48: produces 100% free chilled water cooling and 100% free  
heating.  
01:50:49 --> 01:50:53: This dramatically reduces the energy intensity of the building  
and  
01:50:53 --> 01:50:57: like our performance algorithms, Simply Cycle can be  
implemented without  
01:50:57 --> 01:51:00: physical works given enormous potential for scalability.  
01:51:01 --> 01:51:05: 3 Simply Well Check are cutting edge multi sensor  
controllers.  
01:51:05 --> 01:51:08: As a multi sensor, Well Check can read a dozen  
01:51:08 --> 01:51:11: metrics including the occupancy and CO2 levels of a room.  
01:51:11 --> 01:51:14: Then as a controller it reacts in real time, only



01:51:14 --> 01:51:16: delivering air to where it is needed.

01:51:17 --> 01:51:20: Ventilation is therefore localised so the air follows the people

01:51:20 --> 01:51:24: and scales back elsewhere leading to large energy savings.

01:51:24 --> 01:51:26: Well Check is produced in the EU and can be

01:51:27 --> 01:51:28: manufactured at scale.

01:51:29 --> 01:51:35: These three technologies deliver 2050 levels of efficiency, regularly reducing

01:51:35 --> 01:51:38: HVAC energy consumption by 60 to 80%.

01:51:38 --> 01:51:41: It can be implemented for six to ???8 per square

01:51:41 --> 01:51:44: foot, which typically translates to only seven weeks rent for

01:51:44 --> 01:51:46: a city centre office building.

01:51:47 --> 01:51:50: As a quick win solution, Simply Cycle can be licensed

01:51:51 --> 01:51:54: at just 15 centre per square foot and implemented by

01:51:54 --> 01:51:57: others within two to three days, while offering energy savings

01:51:57 --> 01:51:58: of 10 to 20%.

01:51:59 --> 01:52:01: It is therefore primed to have a huge impact on

01:52:01 --> 01:52:04: commercial energy usage across most of the developed world.

01:52:05 --> 01:52:08: The Paris Agreement set a high bar for building energy

01:52:08 --> 01:52:09: efficiency by 2050.

01:52:10 --> 01:52:12: Symphony is proud to have met that challenge today.

01:52:13 --> 01:52:14: Thank you.

01:52:14 --> 01:52:16: Thank you very much, Donna.

01:52:16 --> 01:52:17: Perfect timing.

01:52:18 --> 01:52:20: So on that note, I'll, I'll see if anyone has

01:52:20 --> 01:52:21: any particulation.

01:52:21 --> 01:52:23: I see Hagen has her.

01:52:23 --> 01:52:26: Sorry, his reason As a quick note, Kenza or Frank,

01:52:26 --> 01:52:29: if you have any question, you have a priority just

01:52:29 --> 01:52:31: to make sure that you're able to also ask your

01:52:31 --> 01:52:34: questions, but without further ado again.

01:52:34 --> 01:52:35: Great.

01:52:35 --> 01:52:36: Thanks, Simon.

01:52:37 --> 01:52:39: Thanks Thomas, Tom for the presentation.

01:52:39 --> 01:52:41: I think it's it's it's quite interesting.

01:52:41 --> 01:52:44: I have a couple of very practical questions here.

01:52:44 --> 01:52:48: I mean, my understanding is that your approach basically works

01:52:48 --> 01:52:51: in buildings with a relatively high level of technology.

01:52:51 --> 01:52:54: That means you need an HVAC system, you need ABMS

01:52:54 --> 01:52:56: system in place, right?

01:52:57 --> 01:53:01: Only then your technology would be able to be would

01:53:01 --> 01:53:04: would be can be implemented.

01:53:04 --> 01:53:08: So it doesn't work for residential necessarily, it wouldn't work  
01:53:08 --> 01:53:09: for logistic assets, right.  
01:53:11 --> 01:53:16: Coming to your second element, which is the circle, how  
01:53:16 --> 01:53:22: you would manage the internal distribution of cold and  
warmth.  
01:53:23 --> 01:53:27: Is this something where we might experience issues with the  
01:53:27 --> 01:53:31: producer and the manufacturer of HVAC systems?  
01:53:31 --> 01:53:32: Have you done that already?  
01:53:32 --> 01:53:36: Is this something where you might experience issues with  
regards  
01:53:37 --> 01:53:40: to warranty periods and things like that if we interfere  
01:53:40 --> 01:53:44: in the way things are being ascended and interconnected?  
01:53:44 --> 01:53:47: But this is this is probably one question.  
01:53:47 --> 01:53:51: And the other question to your third element, which is  
01:53:51 --> 01:53:56: the sensor that allows a very granular steering of ventilation  
01:53:56 --> 01:53:58: into several areas of a building.  
01:53:59 --> 01:54:03: I think that potentially this could also trigger some retrofitting  
01:54:03 --> 01:54:07: requirements depending on the type of installation you  
already have.  
01:54:07 --> 01:54:09: So that might also have an impact.  
01:54:09 --> 01:54:13: Then coming back on the the costs that you mentioned  
01:54:13 --> 01:54:16: per square foot, it might well be higher than that  
01:54:16 --> 01:54:19: or it might be different to that depending on what  
01:54:19 --> 01:54:21: is already there in a building.  
01:54:22 --> 01:54:24: Hopefully, I hope that was was clear what I what  
01:54:24 --> 01:54:25: I meant.  
01:54:25 --> 01:54:25: That's great.  
01:54:25 --> 01:54:27: Three very good questions.  
01:54:27 --> 01:54:28: So thank you for that.  
01:54:28 --> 01:54:31: Our technology applies to any building that has got  
something  
01:54:31 --> 01:54:32: to control.  
01:54:32 --> 01:54:35: So our our Part 1 or our first technology is  
01:54:35 --> 01:54:39: actually a building of automation server that we put into  
01:54:39 --> 01:54:40: a building.  
01:54:40 --> 01:54:43: Now normally it speaks in a commercial building to the  
01:54:43 --> 01:54:46: existing building automation server, but if it doesn't have one  
01:54:46 --> 01:54:48: there, we can put one in.  
01:54:48 --> 01:54:50: So in in theory we can work with the residential  
01:54:50 --> 01:54:54: market right through to the most sophisticated facility in the  
01:54:54 --> 01:54:54: world.  
01:54:55 --> 01:54:58: From for a commercial perspective, we're focusing on the  
commercial

01:54:58 --> 01:54:59: environment.

01:54:59 --> 01:55:01: But our view is that once we have that in

01:55:01 --> 01:55:04: motion, we will then also bring a solution for the

01:55:04 --> 01:55:05: residential market.

01:55:06 --> 01:55:09: The second question in relation, in relation to the pigmented

01:55:09 --> 01:55:13: heat recycling process, that is a phenomenal process without which

01:55:13 --> 01:55:17: no building, commercial building, office building is going to meet

01:55:17 --> 01:55:19: its Paris proof 2050 target and correct.

01:55:20 --> 01:55:23: It goes it interfaces with existing equipment, but it has

01:55:23 --> 01:55:25: no impact on their warranties.

01:55:25 --> 01:55:28: It is, if anything it perhaps extends the life of

01:55:28 --> 01:55:31: the equipment because it's working with it in a far

01:55:31 --> 01:55:35: more relaxed manner than the way it operates before this

01:55:35 --> 01:55:36: efficiency is introduced.

01:55:37 --> 01:55:41: And then the third question in relation to simply, well

01:55:41 --> 01:55:44: tech, there we there is and there was no product

01:55:44 --> 01:55:47: on the market whereby you'd have an indoor air quality

01:55:47 --> 01:55:51: multi sensor that also control the local environment.

01:55:51 --> 01:55:53: There are a lot of products in the market where

01:55:53 --> 01:55:55: you can just get the measurements back and then you've

01:55:55 --> 01:55:56: got to deal with the problem.

01:55:57 --> 01:56:00: But that wasn't good enough and we embarked in the

01:56:00 --> 01:56:04: process of designing and building our own solution to that.

01:56:04 --> 01:56:07: We started six years ago, quite a long process, quite

01:56:07 --> 01:56:11: a sophisticated process and part of the objective apart from

01:56:11 --> 01:56:16: delivering this sort of localized solution that allows the air

01:56:16 --> 01:56:18: to follow the people was it had to be cost

01:56:19 --> 01:56:20: effective to retrofit.

01:56:20 --> 01:56:24: So we have in battery form, we have in 24

01:56:24 --> 01:56:26: 4 Volt form.

01:56:26 --> 01:56:29: And if it's going to connect to some device that

01:56:29 --> 01:56:32: needs power to go between it, then there's a 24

01:56:32 --> 01:56:35: Volt Volt wiring range in between it and a damper

01:56:35 --> 01:56:38: or a fan, very low cost wiring kept in the

01:56:38 --> 01:56:39: ceiling void.

01:56:39 --> 01:56:41: So if you let's say have tenants in an, in

01:56:41 --> 01:56:44: an office environment, we just do some surgical wiring in

01:56:44 --> 01:56:45: the ceiling.

01:56:45 --> 01:56:48: It's non intrusive, it's inexpensive and then we put a

01:56:48 --> 01:56:50: well check on the wall and it will speak to

01:56:50 --> 01:56:51: the ceiling.

01:56:51 --> 01:56:55: So yeah, no, we've, we've, we've thought that through through

01:56:55 --> 01:56:58: keep the cost down and keep the invasiveness almost negligible

01:56:58 --> 01:56:59: to the tenant.

01:57:02 --> 01:57:03: Thank you very much, Tomo.

01:57:04 --> 01:57:06: But I, I said Kenza, you're able to to open

01:57:06 --> 01:57:06: your camera.

01:57:07 --> 01:57:09: If you have any questions do let us know, but

01:57:09 --> 01:57:11: until then, visit you're next on the screen.

01:57:12 --> 01:57:13: Yeah.

01:57:13 --> 01:57:13: Thanks, Simone.

01:57:14 --> 01:57:16: Thanks for the great presentation.

01:57:16 --> 01:57:18: It was really interesting.

01:57:18 --> 01:57:23: I actually have a question more on the competitiveness and

01:57:23 --> 01:57:26: sort of how do you compare with other solutions.

01:57:26 --> 01:57:29: Can you talk a little bit about that?

01:57:29 --> 01:57:29: How unique is it?

01:57:30 --> 01:57:35: Yes, there are lots of companies trying to introduce energy

01:57:35 --> 01:57:40: efficiency through building control systems, through AI and so on.

01:57:40 --> 01:57:45: We stand out very clearly because our typical savings

01:57:45 --> 01:57:46: delivery

01:57:45 --> 01:57:46: is 60 to 80%.

01:57:47 --> 01:57:51: The market is more between 10 to 30% and some

01:57:51 --> 01:57:53: say up to 50%.

01:57:53 --> 01:57:55: It is night and day between what you can get

01:57:55 --> 01:57:58: from any other competitor globally that we're aware of, what

01:57:58 --> 01:57:59: we and what we can deliver.

01:58:00 --> 01:58:03: And I think that's probably validated by the fact that

01:58:03 --> 01:58:06: we're able to go into our case study, we'll say

01:58:07 --> 01:58:11: a building that's actually X's or Twitter's European

01:58:11 --> 01:58:15: headquarters in

01:58:11 --> 01:58:15: Dublin where it was the 1970s refurbished building brought to

01:58:15 --> 01:58:17: LEED Platinum in 2018.

01:58:18 --> 01:58:20: Offer to us to see what we could do to

01:58:20 --> 01:58:23: help it go further, considering that maybe we might get

01:58:23 --> 01:58:23: 5% savings.

01:58:24 --> 01:58:27: But instead we got 75% on the HVAC, electricity and

01:58:27 --> 01:58:31: the gas from the building and brought it right down

01:58:31 --> 01:58:34: to an energy use intensity of 43 kilowatt hours per

01:58:34 --> 01:58:38: square meter per year, which is between the 20-30 target

01:58:38 --> 01:58:40: and the 2050 target.

01:58:41 --> 01:58:42: But that was with gas.

01:58:42 --> 01:58:44: So with a direct swap of the gas boilers to

01:58:44 --> 01:58:48: heat pump, the numbers would bring it down to 26

01:58:48 --> 01:58:51: and that's undercutting the 2050 target, which is 35.

01:58:51 --> 01:58:58: So we're delivering 26 for a 2050 target of, of,

01:58:58 --> 01:59:02: of, yeah, a 35 target for 2050.

01:59:02 --> 01:59:07: So we the, our technology essentially Speaking of silver

01:59:07 --> 01:59:12: bullets,  
our technology essentially is the silver bullet breakout  
between bridging

01:59:12 --> 01:59:16: best practice that's, you know, at the moment and actually

01:59:16 --> 01:59:18: delivering the 2050 endpoints.

01:59:18 --> 01:59:19: So it's quite unique.

01:59:20 --> 01:59:21: Thank you very much, Tammy.

01:59:21 --> 01:59:22: A lot of silver bullets today.

01:59:23 --> 01:59:24: Nicola, that's you.

01:59:25 --> 01:59:26: No bullets for me.

01:59:28 --> 01:59:30: What's maybe that's that's that's my fault.

01:59:30 --> 01:59:32: But what's the big difference with all the competition you

01:59:32 --> 01:59:32: have?

01:59:33 --> 01:59:35: Because it's it's becoming a red ocean.

01:59:35 --> 01:59:36: A company is doing the same.

01:59:36 --> 01:59:37: What's the big?

01:59:37 --> 01:59:40: That's your algorithm or it's it's what's happening?

01:59:41 --> 01:59:44: Each of the three technologies are are have an edge

01:59:44 --> 01:59:49: over any other competitor and particularly technologies two  
and three.

01:59:49 --> 01:59:52: So the pattern that heat recycling process, nobody has that

01:59:52 --> 01:59:56: it's the one thing that allows your cooling systems to

01:59:56 --> 01:59:59: to shut down for much of the year while delivering

01:59:59 --> 02:00:01: cooling into your building.

02:00:01 --> 02:00:03: And while it's delivering cooling, it's also.

02:00:03 --> 02:00:05: Providing heat to where you need it.

02:00:05 --> 02:00:08: So outside of summertime, it's providing heat into your  
incoming

02:00:08 --> 02:00:09: Airstream.

02:00:09 --> 02:00:11: So you're getting a double shot in terms of free

02:00:11 --> 02:00:12: chill water and free heating.

02:00:13 --> 02:00:16: And when you add that into your energy use intensity

02:00:16 --> 02:00:20: metrics, it really, really annihilates your energy consumption  
and.

02:00:20 --> 02:00:20: As it happens.

02:00:21 --> 02:00:21: And others don't have it.

02:00:22 --> 02:00:25: Does that mean if you have a slow system that  
02:00:25 --> 02:00:27: it's it's working more poorly?  
02:00:27 --> 02:00:30: Because if you use like the the concrete that you  
02:00:30 --> 02:00:34: and you're building and low temperature, does it differ then?  
02:00:34 --> 02:00:35: No, it doesn't.  
02:00:35 --> 02:00:38: It works on any air conditioned building, but chilled water  
02:00:38 --> 02:00:41: and where you have cooling coils in your air handler  
02:00:41 --> 02:00:44: handler and you've got cooling in the likes of, you  
02:00:44 --> 02:00:46: know, your fan coils or chilled beams.  
02:00:47 --> 02:00:49: So it's it's it's it works quite broadly.  
02:00:50 --> 02:00:52: And then the third, the other technology, well check.  
02:00:52 --> 02:00:55: Well, check, as I said, we had to produce that  
02:00:55 --> 02:00:59: ourselves because the market didn't have it and still doesn't  
02:00:59 --> 02:01:02: have it and doesn't seem to have anything on the  
02:01:02 --> 02:01:03: horizon for it.  
02:01:03 --> 02:01:06: And that is key for getting the, to minimize your  
02:01:06 --> 02:01:09: ventilation, but at the same time maintaining or even  
improving  
02:01:09 --> 02:01:10: your indoor air quality.  
02:01:11 --> 02:01:13: And then back to the first, back to the first  
02:01:14 --> 02:01:18: technology, which is our high performance algorithms that  
they're really  
02:01:18 --> 02:01:21: built from really, really forensic grade engineering.  
02:01:21 --> 02:01:24: So my background in 30 years as an mechanical electrical  
02:01:24 --> 02:01:28: engineering consultant, I've spent the last 15 or 16 years  
02:01:28 --> 02:01:30: trying to fix the problem within what I as a  
02:01:30 --> 02:01:34: consultant engineer could achieve in theory and what what  
could  
02:01:34 --> 02:01:38: be delivered by the contractors on site because that impasse  
02:01:38 --> 02:01:39: has not been bridged.  
02:01:40 --> 02:01:41: But this technology is pretty much.  
02:01:42 --> 02:01:42: Thank you very much.  
02:01:42 --> 02:01:43: Donna.  
02:01:43 --> 02:01:46: If we have very little time, I see Kenza and  
02:01:46 --> 02:01:47: Frank have their hands risen.  
02:01:47 --> 02:01:50: And if that's right with you, I'll kick off with  
02:01:50 --> 02:01:52: the Kenza for a quick question, quick answer and then  
02:01:52 --> 02:01:53: from Frank.  
02:01:53 --> 02:01:55: Quick question, quick answer please.  
02:01:56 --> 02:01:57: Thank you, Simon.  
02:01:57 --> 02:01:58: Hi Tom.  
02:01:58 --> 02:01:59: Quick question.  
02:01:59 --> 02:02:03: How long did it take you to implement your system

02:02:03 --> 02:02:04: in your building?

02:02:06 --> 02:02:09: Implementation time varies according to the project, but it can

02:02:09 --> 02:02:12: be 3 months, it can be four or five months,

02:02:12 --> 02:02:14: rarely over six months, and it can even be less

02:02:14 --> 02:02:15: than three months.

02:02:15 --> 02:02:18: One of the good things is that we have focused

02:02:18 --> 02:02:22: over the last two to three years to to modularize

02:02:22 --> 02:02:25: our our solution into preprogrammed Lego pieces so that we

02:02:26 --> 02:02:29: can, you know, go to a new project And rather

02:02:29 --> 02:02:32: than having to write code from scratch, we have prepared

02:02:32 --> 02:02:34: code parts that go together.

02:02:34 --> 02:02:38: So we're looking to really, really rapidly reduce the the

02:02:38 --> 02:02:41: scale out time for projects and it's already quite, quite,

02:02:41 --> 02:02:44: quite a short window at the same time.

02:02:44 --> 02:02:45: Thank you, Kenza.

02:02:45 --> 02:02:45: Thank you, Tim.

02:02:45 --> 02:02:46: Frank, Final question.

02:02:47 --> 02:02:48: Yeah.

02:02:48 --> 02:02:51: From your website, I understand that you're 5 people and

02:02:51 --> 02:02:53: you mentioned you have been around for six years.

02:02:53 --> 02:02:56: Where are you with your company and how many

02:02:56 --> 02:02:59: customers?

02:02:56 --> 02:02:59: And are you focused on Ireland only or beyond that?

02:02:59 --> 02:03:00: Right.

02:03:00 --> 02:03:05: So we've been, PwC noted us as being self financed

02:03:05 --> 02:03:07: and bootstrapped.

02:03:07 --> 02:03:10: And so we haven't gone looking for funding because the

02:03:10 --> 02:03:14: type of solution we've developed is not something that you've

02:03:14 --> 02:03:15: developed overnight.

02:03:15 --> 02:03:20: It's taken years of engineering care and development and

02:03:20 --> 02:03:24: testing

02:03:20 --> 02:03:24: to actually develop to what we have here today.

02:03:24 --> 02:03:28: So we started the process really back in 2011 and

02:03:28 --> 02:03:31: we made the decision to go into the electronic side

02:03:31 --> 02:03:35: of MOVE, not take a consultancy in bridge, but electronics

02:03:36 --> 02:03:39: and begin to programming buildings ourselves.

02:03:39 --> 02:03:41: And that that took us on a journey of one

02:03:41 --> 02:03:44: building at a time over a couple of years and

02:03:44 --> 02:03:46: building on the strengths of one to the other.

02:03:47 --> 02:03:50: So we've, we've done now probably about 15 different,

02:03:51 --> 02:03:54: billions

02:03:51 --> 02:03:54: of different types now knowing that we have got proof

02:03:54 --> 02:03:57: of concept and have worked a, the patent through the  
02:03:57 --> 02:03:58: patent process.  
02:03:58 --> 02:04:02: So our technologies are really only fresh and ready for  
02:04:02 --> 02:04:03: scale in the last 18 months.  
02:04:04 --> 02:04:06: So the the plan there therefore was to bring it  
02:04:06 --> 02:04:09: to a competition stage and let people know about it.  
02:04:09 --> 02:04:10: Thank you very much.  
02:04:10 --> 02:04:10: Perfect.  
02:04:11 --> 02:04:12: Thank you very good.  
02:04:13 --> 02:04:16: That's a nice sound to just close the final pitch  
02:04:16 --> 02:04:16: today.  
02:04:16 --> 02:04:18: It's actually funny.  
02:04:18 --> 02:04:23: So so thank you very much everyone.  
02:04:23 --> 02:04:25: I think you know, I think seven grade pitches very  
02:04:26 --> 02:04:27: different solution.  
02:04:27 --> 02:04:30: I think I personally really love it for second year  
02:04:30 --> 02:04:30: in a row.  
02:04:31 --> 02:04:34: I think I'm definitely looking forward to the deliberation that  
02:04:34 --> 02:04:36: will happen close door in a few minutes.  
02:04:36 --> 02:04:40: But before that, before saying goodbye to each other, maybe  
02:04:40 --> 02:04:43: a quick note that's, you know, the next step is  
02:04:43 --> 02:04:44: sea change.  
02:04:44 --> 02:04:46: So, you know, if you want to join the final,  
02:04:46 --> 02:04:48: feel free to to scan this code or reach out  
02:04:48 --> 02:04:50: to any of us at the DOI and we'll make  
02:04:50 --> 02:04:51: sure to connect the dots.  
02:04:52 --> 02:04:55: But before we say goodbye, I'd love to offer the  
02:04:55 --> 02:04:58: the, the the stage here to all our jurors to  
02:04:58 --> 02:05:01: say in case there's anything you'd like to, to say.  
02:05:01 --> 02:05:03: I mean, we've seen a lot of great things totally.  
02:05:03 --> 02:05:07: I mean from hardware to software, I mean high, low  
02:05:07 --> 02:05:08: tech etcetera.  
02:05:08 --> 02:05:12: Any, any observation that that could be helpful and look  
02:05:12 --> 02:05:15: at all the jurors out there and maybe we can  
02:05:15 --> 02:05:19: maybe remove the the slide to increase the pressure on  
02:05:19 --> 02:05:20: everyone.  
02:05:24 --> 02:05:26: I could only echo what you just said this, you  
02:05:27 --> 02:05:30: know, which is it's fantastic to see such level of  
02:05:30 --> 02:05:34: innovation of thought provoking ideas that are, that are  
02:05:34 --> 02:05:37: necessary  
02:05:34 --> 02:05:37: for us to address the main challenges of our industry.  
02:05:37 --> 02:05:39: So it's, it's great.



02:05:39 --> 02:05:42: And here obviously we have the finalists in country finalists,  
02:05:42 --> 02:05:45: which is amazing and thank you for your time today.  
02:05:45 --> 02:05:48: But there are also all the other people who applied  
02:05:48 --> 02:05:50: and all solutions which which are, you know, fantastic.  
02:05:50 --> 02:05:55: So super pleased about the outcome of of this year's  
02:05:55 --> 02:05:59: pick and I look forward for for continued journey.  
02:05:59 --> 02:06:02: Of this thanks for your sponsorship SIBO Charlotte have your  
02:06:02 --> 02:06:03: hand reason.  
02:06:03 --> 02:06:06: Yeah, I just want to say, you know, no matter  
02:06:07 --> 02:06:11: who wins the competition overall, every single one of these  
02:06:11 --> 02:06:15: solutions is extremely necessary in the the transition.  
02:06:15 --> 02:06:17: You know, they're all playing a role in the the  
02:06:17 --> 02:06:18: different value chain.  
02:06:19 --> 02:06:21: And also, you know, I've already written down, you know,  
02:06:21 --> 02:06:24: the names of people in my company who need to  
02:06:24 --> 02:06:25: hear about your company.  
02:06:25 --> 02:06:29: So I will be sharing it out across my business.  
02:06:30 --> 02:06:31: Thank you, Richard Levitz, Nicolas.  
02:06:32 --> 02:06:33: Yeah, same here.  
02:06:35 --> 02:06:39: What was also amazing, we go from straw to really  
02:06:39 --> 02:06:42: deep tech AI, which is amazing.  
02:06:42 --> 02:06:44: So it can be very low tech and very high  
02:06:44 --> 02:06:46: tech just to to solve our problem.  
02:06:46 --> 02:06:49: I just hope everyone is able to scale because scaling  
02:06:49 --> 02:06:50: is what we need.  
02:06:50 --> 02:06:53: So wishing you all the luck sides of this jury,  
02:06:53 --> 02:06:55: but just with the business.  
02:06:57 --> 02:06:58: Thank you very much, Nicola.  
02:06:58 --> 02:06:59: I see, Anne, you unmuted yourself.  
02:07:00 --> 02:07:01: Yeah, I did.  
02:07:01 --> 02:07:04: I just, I, you know, I started by saying that  
02:07:04 --> 02:07:06: I was very excited about this.  
02:07:06 --> 02:07:10: And I think that listening to the presentations this afternoon  
02:07:10 --> 02:07:14: and the expertise and the thought that's gone into, I  
02:07:14 --> 02:07:17: loved the variety of the different solutions.  
02:07:18 --> 02:07:22: And I absolutely agree with the comment that whoever wins,  
02:07:22 --> 02:07:26: you know, it's just a wonderful testament to all of  
02:07:26 --> 02:07:27: the ideas.  
02:07:27 --> 02:07:32: Really, really interesting and should be put into promotion  
and  
02:07:32 --> 02:07:33: practice.  
02:07:34 --> 02:07:37: And we need the scalability right across Europe to help

02:07:37 --> 02:07:38: benefit.

02:07:38 --> 02:07:42: So really engaging session and thank you very much.

02:07:44 --> 02:07:45: Thank you very much, Anna.

02:07:45 --> 02:07:48: Maybe from the start up side, just a thank to

02:07:48 --> 02:07:50: all the jurors and the organizers.

02:07:50 --> 02:07:51: I think it's a super cool program.

02:07:51 --> 02:07:52: We all appreciate it.

02:07:52 --> 02:07:55: And also the focus on net zero is on point,

02:07:55 --> 02:07:56: so well done.

02:07:57 --> 02:07:59: Thank you very much, Savannah.

02:07:59 --> 02:08:00: Any other initial thoughts?

02:08:02 --> 02:08:05: What I'll definitely say is indeed, you know, EULA is

02:08:05 --> 02:08:08: such an amazing community of professionals and the fact that

02:08:08 --> 02:08:10: you're able to win your country, I mean, you have

02:08:10 --> 02:08:13: this title and then hopefully one of you, I mean,

02:08:13 --> 02:08:15: definitely one of you will win the, the European one

02:08:15 --> 02:08:17: is such a, an amazing PR piece.

02:08:17 --> 02:08:19: And I think, you know, we don't offer, you know,

02:08:19 --> 02:08:22: a pay prepaid pilot or anything like that, but it's

02:08:22 --> 02:08:25: really, we offer you the whole 47,000 member base of

02:08:25 --> 02:08:28: people, not that are all heads of innovation, but actually

02:08:28 --> 02:08:31: the, the, the people on the ground who uses your

02:08:31 --> 02:08:34: solution, which hopefully you know, will will support you.

02:08:34 --> 02:08:36: And a few of you will be joining Sea change

02:08:36 --> 02:08:39: and leveraging already that first hand in two weeks.

02:08:39 --> 02:08:40: So that's, that's great.

02:08:40 --> 02:08:42: Christian, I see that you raise your hands and are

02:08:43 --> 02:08:43: muted.

02:08:44 --> 02:08:48: I just wanted to on that note, what you mentioned

02:08:48 --> 02:08:51: that since we won the big Nordics and I mentioned

02:08:51 --> 02:08:54: to the young leaders retreat when they we came to

02:08:55 --> 02:08:59: Stockholm, We're very grateful for the promotion that this generated

02:08:59 --> 02:09:00: event.

02:09:00 --> 02:09:03: And through the network we now members in newly real

02:09:03 --> 02:09:06: estate companies, investors are contacting us just because they saw

02:09:06 --> 02:09:09: that we are winner for the Nordics and I'm probably

02:09:09 --> 02:09:12: the same it's happening for all the others winners in

02:09:12 --> 02:09:14: the different countries.

02:09:14 --> 02:09:18: So we are very grateful for that promotion to spread

02:09:18 --> 02:09:22: the word about our solution across Europe and globally.

02:09:23 --> 02:09:23: Super.

02:09:23 --> 02:09:24: Thank you very much, Christian.

02:09:24 --> 02:09:26: And look, that's that's what we hope all of you

02:09:26 --> 02:09:29: guys will be able to benefit in some form while

02:09:29 --> 02:09:31: definitely say, if you need anything from us, drop us

02:09:31 --> 02:09:34: an e-mail, whatever the outcome of of to tonight, actually.

02:09:35 --> 02:09:38: So so Tom, I see that you unmuted yourself.

02:09:38 --> 02:09:39: Any final words from from you?

02:09:41 --> 02:09:43: Yeah, just again, to re echo what the what the

02:09:43 --> 02:09:47: other finalists have said, it's it's actually made quite a

02:09:47 --> 02:09:51: big difference for us too, because we're bringing technology

02:09:51 --> 02:09:55: that is deemed incredible because 2050 targets are deemed

02:09:56 --> 02:09:59: incredible.

02:09:59 --> 02:10:02: And having won Ireland and the UK, it has allowed

02:10:02 --> 02:10:06: people to consider it rather than writing it off and

02:10:06 --> 02:10:09: thinking that that's just not possible to achieve.

02:10:09 --> 02:10:11: And it's actually opened up avenues and doors to us.

02:10:11 --> 02:10:12: And now we're going to grow our our revenue by

02:10:12 --> 02:10:13: three, 100% this year.

02:10:13 --> 02:10:14: So thank you very much.

02:10:14 --> 02:10:15: Awesome.

02:10:15 --> 02:10:16: Well, we'll definitely see.

02:10:16 --> 02:10:20: On the behalf of the whole ULA team, you know,

02:10:20 --> 02:10:23: Evan, Matthias, Pola and team Tom, Nicola.

02:10:24 --> 02:10:26: And I hope I didn't miss Christian.

02:10:26 --> 02:10:28: Obviously, thank you very much for your time.

02:10:28 --> 02:10:32: On that note, we'll close the public session of today

02:10:32 --> 02:10:34: to dive into the deliberations.

02:10:35 --> 02:10:36: So on that note, thank you very much everyone.

02:10:36 --> 02:10:39: We'll see you and see change on the 16th of

02:10:39 --> 02:10:39: of October.

02:10:41 --> 02:10:43: I would just ask everyone on the jury side to

02:10:43 --> 02:10:44: remain on the call, please.

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