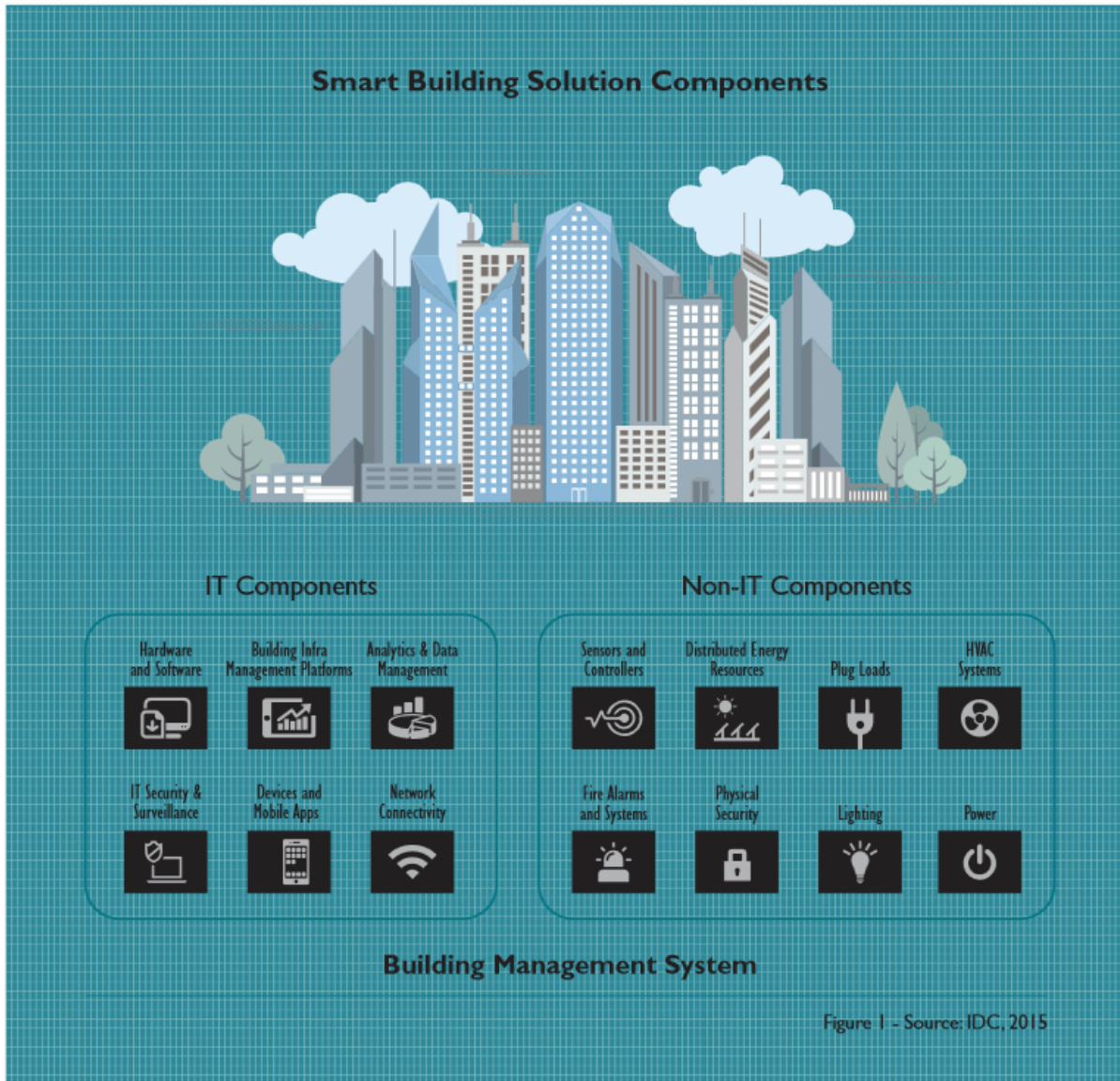


Capitalizing Smart Buildings Solutions for a Smart City

Dimitris Karadimas, Head of Strategy, SenseOne

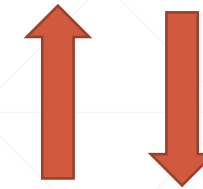
1. Policy-driven pressures for making **old building stock and cities** less resource consuming and more efficient **beyond traditional metering technologies**
2. **90%+** of worldwide commercial building stock older than **25 years**
3. Current total worldwide commercial building stock at **35 bn. sq.m.:** worldwide **newly constructed** commercial floor space each year **less than 3%** of total
4. Current penetration of 'things' connectivity in buildings at **16% - Rapidly increasing**

Validating the Smart Buildings Opportunity – Business Drivers



Smart Buildings

- Add Intelligence to the Physical Building DNA
- Connect & Let Components Talk



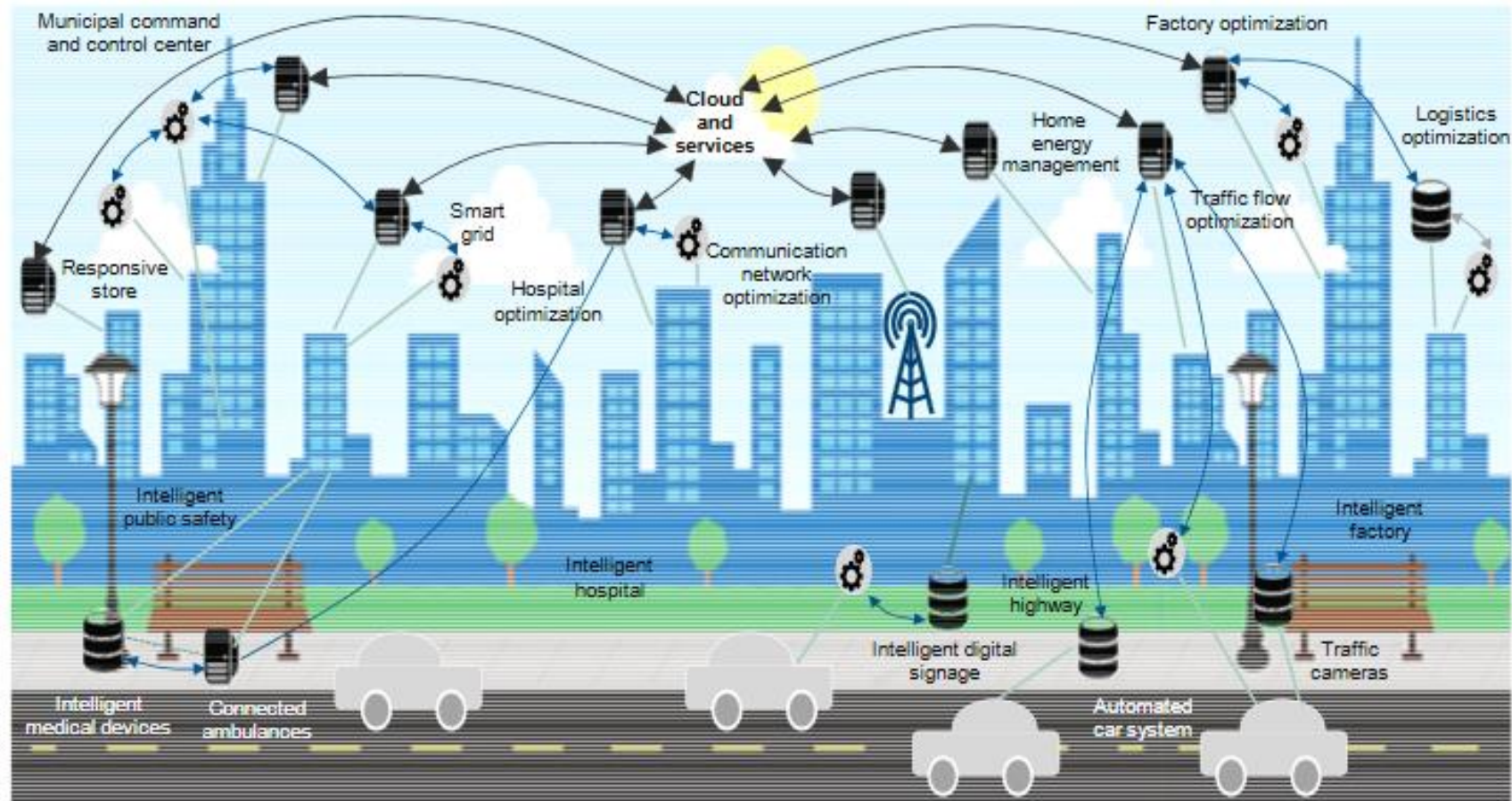
Key Motivations

- Decode the Way a Building is Utilized
- Uncover Hidden Efficiencies
- Break & Monetize Data Silos

Smart Cities

Today

- Many Unconnected Systems
- Physical Processes overlaps
- Human intervention



Source: IDC Government Insights, 2013

Tomorrow

- Many Connected Systems
- Intelligent Services
- Internet of Things

1. Reinvent the city design & operating models via exploitation of Buildings Digital DNA
2. Launch 'Everything as a Service' models in Buildings via fusion of physical with digital worlds
3. Create new revenue streams for the public as well as the private sector via BIG DATA exploitation

From Smart Buildings to Smart Cities

Make the Digital Transformation happen