Buildings Simply Made Better
The biggest AI-enabled, vendor-neutral **Smart Building Cloud Platform** in Europe, a one-stop solution for **net-zero building operation**.

We turned award-winning research into one of the world’s most advanced AI-based performance optimization and control systems to make buildings simply better!

**We are a diverse team**
- 58 employees
- 11 nationalities

**We are a technical team**
- More than 50% of our employees are in development or product

**We are backed by research**
- Multiply patented solution
- Top notch German engineering & research

**We got Smart Money**
- WorldFund, BeyondBuild, FO Hopp, BitStone Capital, Phoenix Contact, MOMENI, Drees & Sommer, Bauwens

**Management Team**
- **Dr.-Ing. Johannes Fütterer**
  - CEO | Engineer
- **Dr. Jan Henrik Ziegeldorf**
  - CTO | Computer Scientist
- **Felix Dorner**
  - CFO | Business Economist

- 75 customers
- 200+ buildings
- 2.3 Mil m² connected
- Positive ROI within 6 months
- Up to 43% proven energy savings
The Challenge
The Real Estate Industry is at a Tipping Point for a Transformation

Commercial buildings are responsible for ~35% of global energy consumption and ~40% of carbon emissions.

The demand for occupant comfort, wellness & health in workplaces is rising.

Decrease in office demand and lack of skilled technical engineers are making building operations more expensive.

To support the cities and people of tomorrow, the building of the future will be...

... sustainable
... efficiently operated
... grid-active

... healthy & safe
... productive
... flexible & comfortable

... data-driven operated
... connected
... smart
Why now?
Decarbonization is no Longer Optional. Regulators, Tenants and Investors are Pushing it!

23% of Fortune Global 500 companies have made commitment to reach carbon emission reduction targets by 2030, incl. Google, Amazon, and Microsoft.

In 2019, more than 69 of world's largest institutional investors with $10.4 Trillion in AUM, including BlackRock, committed to transition their investment portfolio to net zero GHG emissions by 2050.

... and the Ukraine Crisis just accelerated the need to optimize energy consumption.
Our Approach
The Backbone of a Building to Ensure Decarbonization, Net-Zero & Future-Proof Building Operations

Connect
We connect technical building equipment and various data sources plug-and-play using our edge device and API

Analyze
Our advanced fault detection and diagnosis framework produces actionable recommendations to save up to 25% of energy

Control
Our AI-based control system achieves up to 15% in additional savings with model prediction and external data
Our Cloud Platform
Holistic - AI-enabled - Easy Scalable

Asset Cockpit
Benchmark track & monitor asset and portfolio performance (e.g. energy, carbon emission, space utilization, comfort)

Facility Cockpit
Real-time information on functional status and events, bringing FM to another level

Operations Cockpit
Identify performance & operational issues of building equipment (e.g. FFDs)

Optimization Cockpit
Manage or parametrize our autonomous control, perform full inspections or conduct digital commissionings

ESG & Energy Cockpit
ISO 50 001 certifiable energy management and carbon emissions reporting

Integrations
Third-Party applications or white labelled services supported by aedifion (examples)

All features included for 0,10 €/m²
Our Digital Sustainable Asset Management Ecosystem

Consulting, Planning and Implementation Partner

Building Cloud-Plattform
aedifion

Asset-Property-Management
realcube CLOOSBUCH

Facility-Management / CAFM
ROM STRABAG Wisag Gegenbauer

Smart Metering / Submetering
ZENNER IOT SOLUTIONS comgy wattline QIVALO

Technical Building Equipment
PHENIX CONTAC Loytec enerthing +GF+

Standards and Certification
ECOR DGNB WW

ESG Reporting Software
deepki Predium MASTI SIERA

Advanced fault detection and diagnosis
aedifion

AI-based model-predictive controls
aedifion

Workspace Apps/Smart Building
thingit pinetack EQUIEM spaceos

Note: aedifion has ongoing business relations or partnership agreements with all mentioned companies
Impact

Our Customers See a Positive ROI Within 6 Months

20% - 50% Energy Consumption

15% - 60% Carbon Emission

5% - 15% Operating Cost*

4 - 6 months Until positive ROI

“After just one month, we have seen almost 20% savings in CO2 emissions and energy costs.”

Tim Fischer FRICS, Managing Director, MOMENI

References

Auditorium / Multi-Use
Location: Aachen, Germany
Area: 6,500 m² (70,000 SF) | Year built: 2008
Customer: Leading University

Positive ROI in: 3 months
Energy: 20% ↓
Carbon Emission: 25% ↓
Costs: 28% ↓

Office Building
Location: Aachen, Germany
Area: 7,000 m² (75,000 SF) | Year built: 2016
Customer: One of the largest asset managers in Europe

Positive ROI in: 4 months
Energy: 43% ↓
Carbon Emission: 43% ↓
Costs: 42% ↓

Office Building
Location: Cologne, Germany
Area: 22,200 m² (237,000 SF) | Year built: 1977
Customer: AEW Invest

Positive ROI in: 6 months
Energy: 22% ↓
Carbon Emission: 21% ↓
Costs: 23% ↓

* Includes savings on labour & extension of HVAC life expectancy
<table>
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<th>Customer and User Persona</th>
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<td><strong>Pain points</strong></td>
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| **Tina** Technical Operator | • Tenants complain about the temperature, bad indoor climate, and unexpected high energy bills  
• Must satisfy the management's requirements for operations and investments  
• Staff complains about high workload | • Operational optimization  
• User and tenant satisfaction  
• Data availability |
| **Petra** Asset Manager | • Prove the performance of the asset (ESG-criteria, operation of technical equipment, development in value) to the asset owner  
• Ensure compliance of the indoor air climate with the contractually assured conditions  
• Base her decisions on solid facts | • Clear and relevant KPI about building performance via Asset Cockpit  
• Reliable well-being due to optimal indoor climate  
• Reduced CO2 Emissions and energy costs |
| **Hector** Facility Manager | • Safe equipment operation  
• Complex energy systems need a lot of attention  
• Many buildings under management, few time  
• High expectations coming from tenants, asset manager, etc. | • Overview of all technical equipment in the building, their status and operation mode  
• Automated fault detection  
• Decreased energy consumption  
• Flexible maintenance on demand |
Our Competitive Moat – Risk Awareness
We are the One-Stop Solution Tailored to EMEA’s Highly Regulated Market

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World-class building experts:
Our team includes leading researchers in energy efficiency & building automation. Our technical knowledge is incomparable.

Proven results & returns for customers:
In addition to reduce carbon emission, our customers have seen positive ROI within 4 - 6 months from operational efficiency.

Focus on EMEA market:
We have built robust relationships with our customers, incl. some of the biggest asset owners & managers in Europe.

Note:
1 Energy efficiency incl solutions to reduce energy consumption, water consumption, and carbon footprint.
2 Facility management incl solutions on predictive maintenance, fault detection related to HVAC.
3 Tenant comfort incl solutions on occupancy, indoor air quality etc.
Our Vision
Automated Buildings will Disrupt the Real Estate & Energy Sector

- Electrical Vehicle
- Integration with Clean Energy System
- Autonomous Driving / Shared Cars

- Smart Building Operations
- Demand-Responsive Building
- Virtual Power Plants
Em Hätz vun Kölle!
Get to know us!
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+49 170 7383078
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Appendix – Case Study
ONE COLOGNE, an office building in Cologne, Germany

About the Building
ONE COLOGNE is an architecturally outstanding property owned by AEW, which is focusing on sustainable real estate with this property.

Location: Cologne  
Area: 22 000 m² / 237 000 SF
Year built: 1977  
Type: Multi-tenant Office
Data points: 8 400  
Automation: Sauter / BACnet IP

Results
With aedifion, the operators were able to reduce the operating costs, save energy and CO₂ and improve the comfort for the tenants at the same time.

26%  
Savings in Energy Consumption
24%  
Reduced Carbon Emissions
6 months  
Return on Investment

Quote
“The aedifion solution delivers in line with our ESG strategy: we want to have sustainable buildings whose operation is completely demand-driven without wasting resources and energy. By using the cloud platform, we have not only been able to improve our energy efficiency and save CO₂ but also increase comfort for our tenants.”

Johannes Mayer, Associate Director Asset Management, AEW Invest GmbH