AirWise

The future of HVAC is *here*.

The <u>Real</u> Business Problem

- One size does not fit all in HVAC
- Commercial spaces lack individual control
- Building retrofits are expensive
- Energy is expensive

Customers

- Business to Business Sales
- Campus Supervisors
- Building Managers
- Contractors
- Maintenance Managers

Solution

- Energy Saving
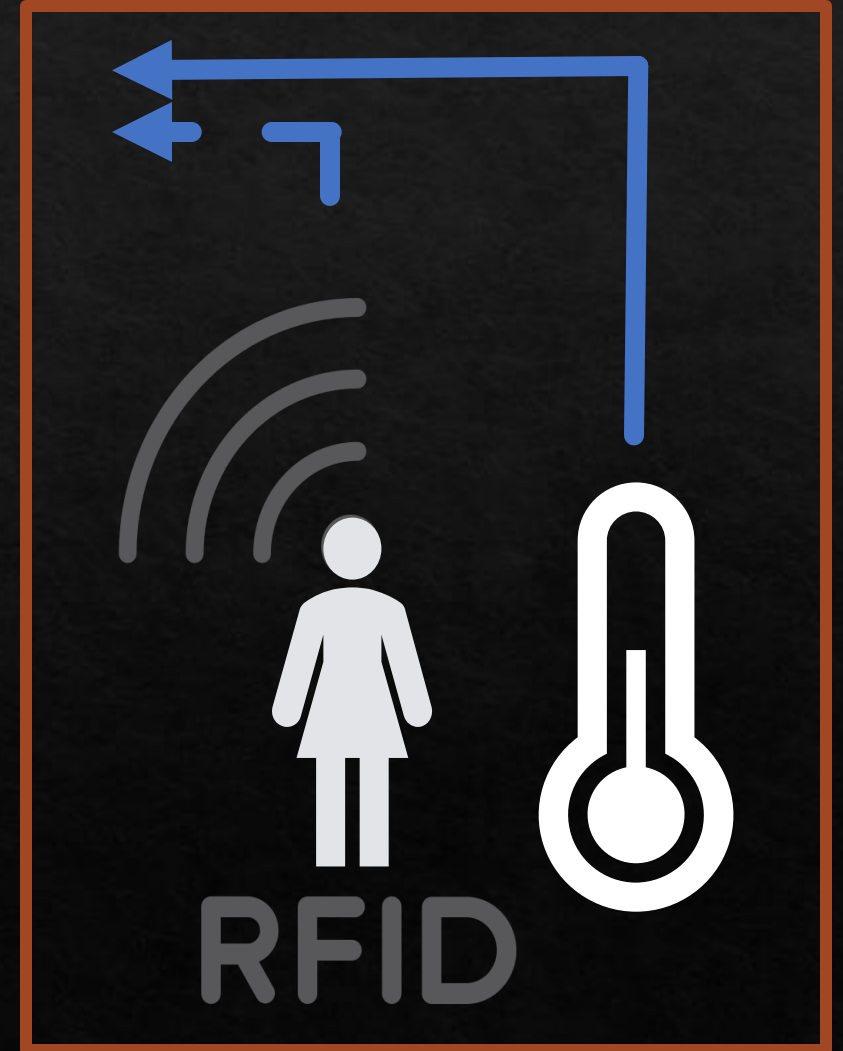- Data Collection
- Inexpensive
- Ease of Use

RFID

Solution

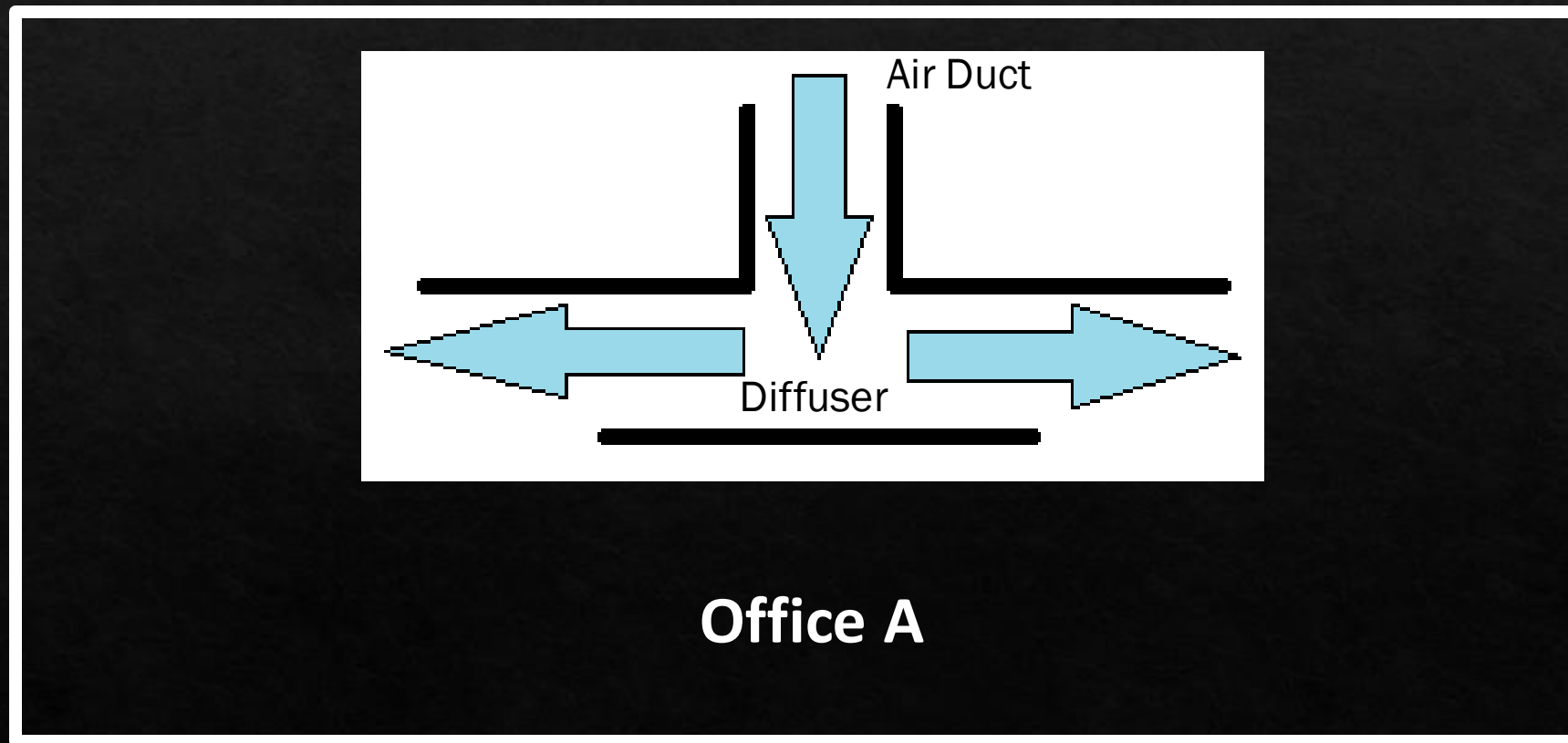- Energy Saving
- Data Collection
- Inexpensive
- Ease of Use

RFID

Solution

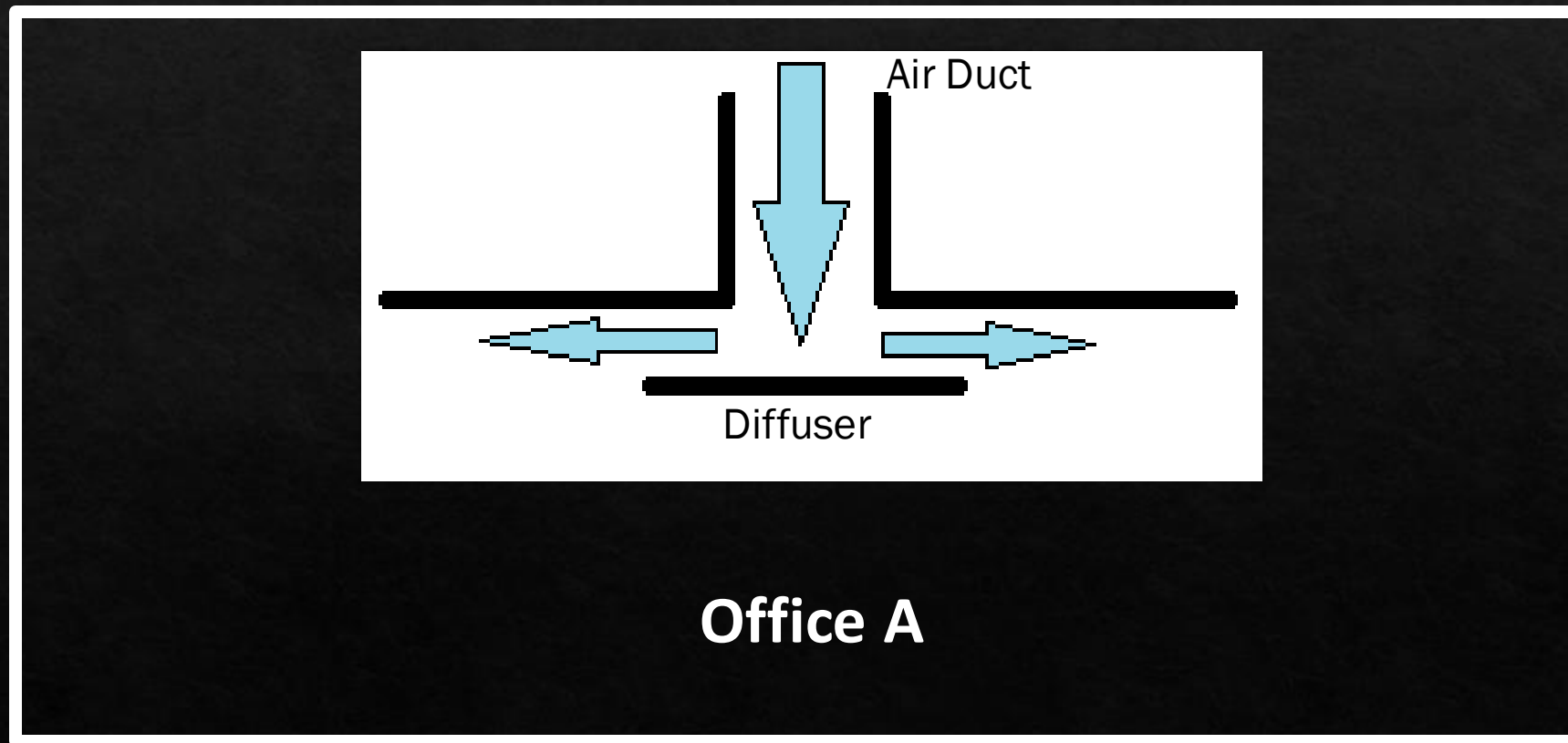- Energy Saving
- Data Collection
- Inexpensive
- Ease of Use

RFID

Simple Variable Air Volume Design

100% Airflow Max

Air Duct

Diffuser

Office A

Simple Variable Air Volume Design

20% Airflow Min

Air Duct

Diffuser

Office A

Simple Variable Air Volume Design

Office A — 100% Airflow Max (Air Duct, Diffuser)

Office B — 20 % Airflow Min (Air Duct, Diffuser)
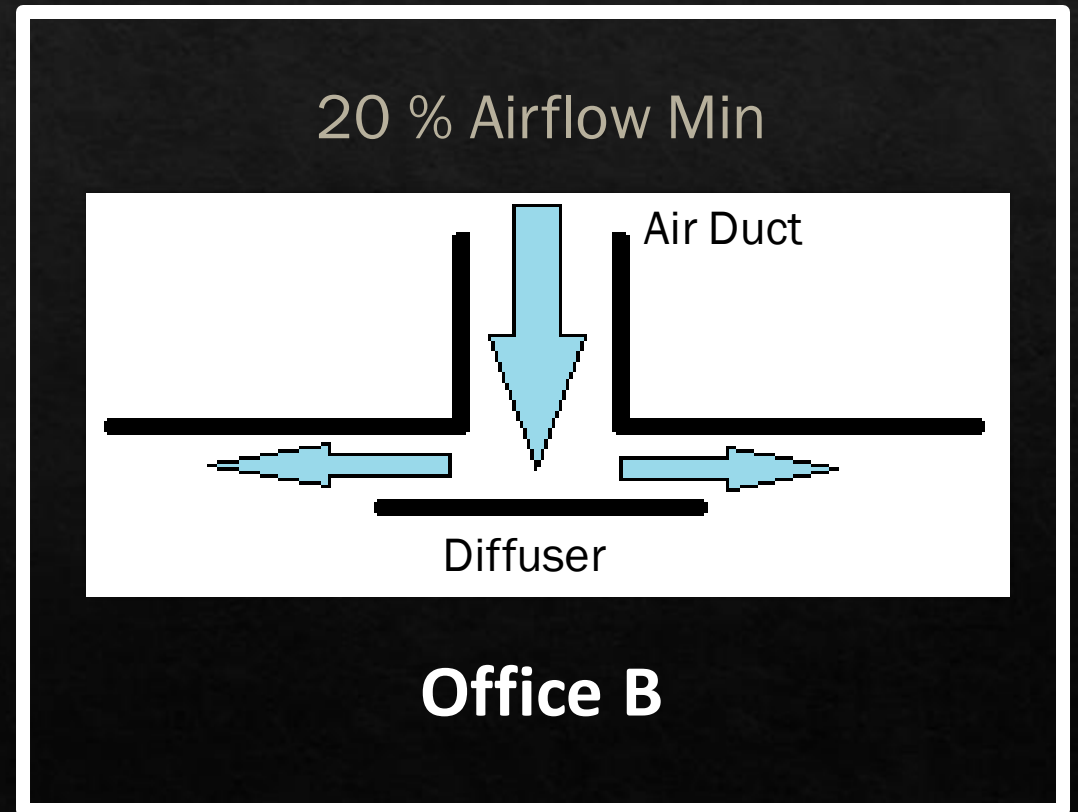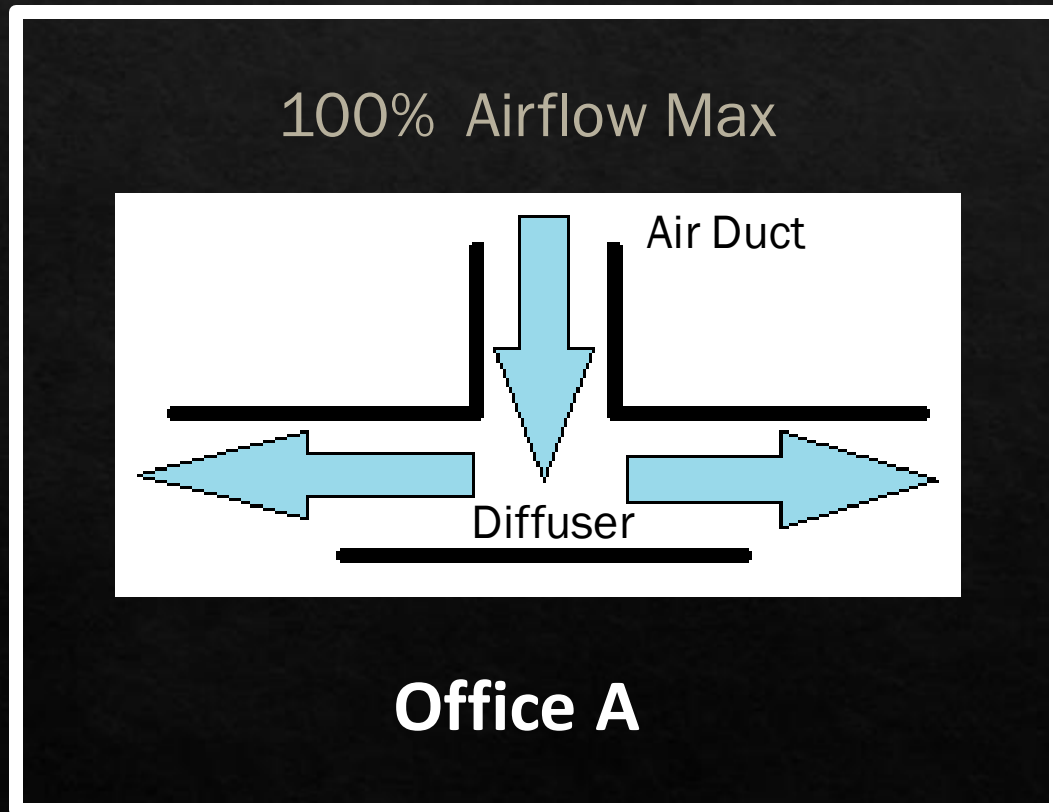
Market Opportunity

- <u>TAM</u> (Total Available Market) - amount invested each year in smart cities

- <u>SAM</u> (Serviceable Available Market) - amount of money spent on HVAC controls

- <u>SOM</u> (Serviceable Obtainable Market) - less than 10% market share

TAM
34.35 Billion

SAM
5.15 Billion

SOM
412 Million
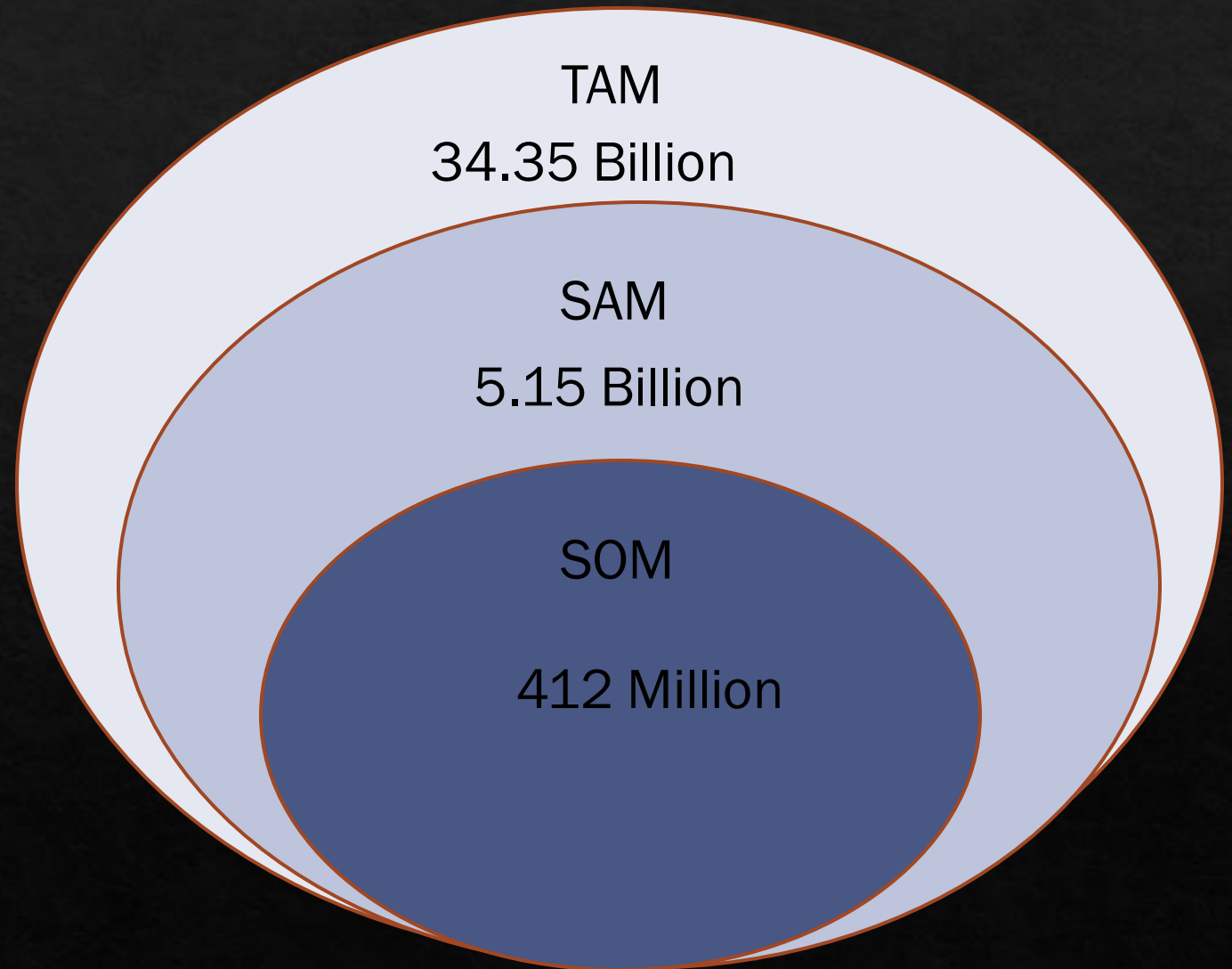
Development

- Construction of detailed designs
- Integration of Systems
- Test, Refine, and Validate
- Patent Search/Application
- Secret Sauce
- Commercialize

Expansion Opportunity

- Aggregation of data with multiple users in same room
- App Connectivity
- Personal Home Integration
- Collection of more data

Investment Highlights

- Simple design - mobility and portability.
- Universal design – adaptable to any office space
- Energy Savings
- Smart AC without specific thermostat
- Data collection and AI approach

You know what temperature you like.
Now your AC does too.

"The Ask" &
Use of Proceeds

ASK: Funding for further implementation of design.

PROCEEDS: Go back into the purchase of more materials for manufacturing, patent development, and further market opportunity research.

Competitive Edge

Integrator

- Cielo Breezi

- Ambi

- Intensis

- Sensibo

- Tado

- Thinkeco

- FLAIR SMART VENT ————→ Remote Access
- Carrier

- LG Electronics

- Nest

- Honeywell

- Ecobee

Thermostat

Not a simple thermostat; it will allow the control of an area temperature without access to a direct thermostat.

The product will be
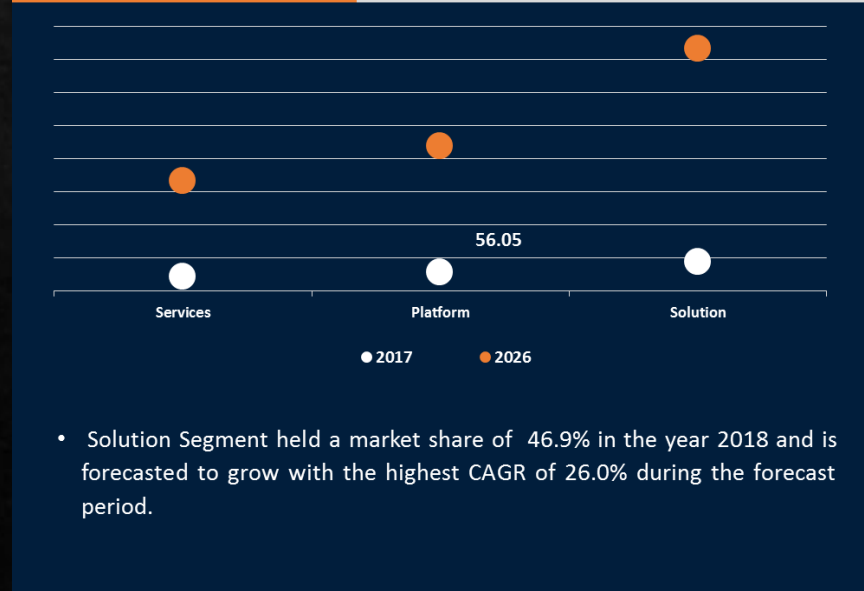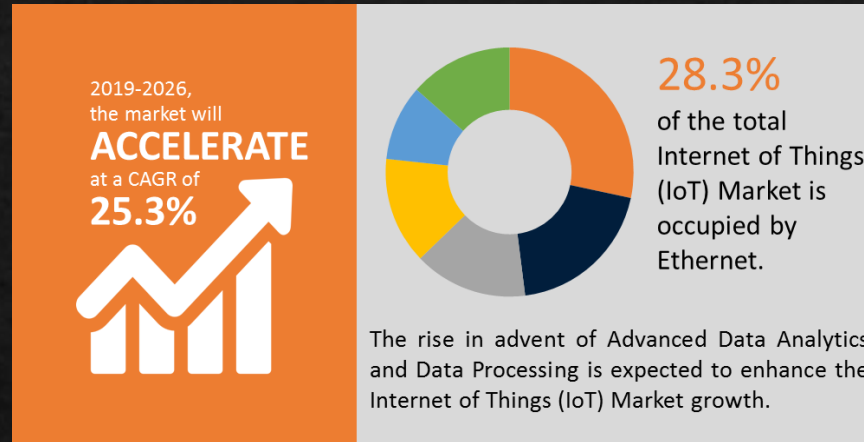- Modular: easy installation and free movement between different A/C outlets.
- Remote Access: the access to the product control will be remote, and the user won't need to control anything directly on the product.
- Personal: each device can be personalized and, unless otherwise specified, it can only be controlled by one individual.

Market Growth

A new forecast from International Data Corporation (IDC) estimates that there will be 41.6 billion connected IoT devices, or "things," generating 79.4 zettabytes (ZB) of data in 2025.

https://www.idc.com/getdoc.jsp?containerId=prUS45213219

2019-2026, the market will **ACCELERATE** at a CAGR of **25.3%**

28.3% of the total Internet of Things (IoT) Market is occupied by Ethernet.

The rise in advent of Advanced Data Analytics and Data Processing is expected to enhance the Internet of Things (IoT) Market growth.

Dollars (In Billion)

194.71

2018   2021   2026

North America   Europe   APAC

Services   Platform   Solution

56.05

2017   2026

- Solution Segment held a market share of 46.9% in the year 2018 and is forecasted to grow with the highest CAGR of 26.0% during the forecast period.
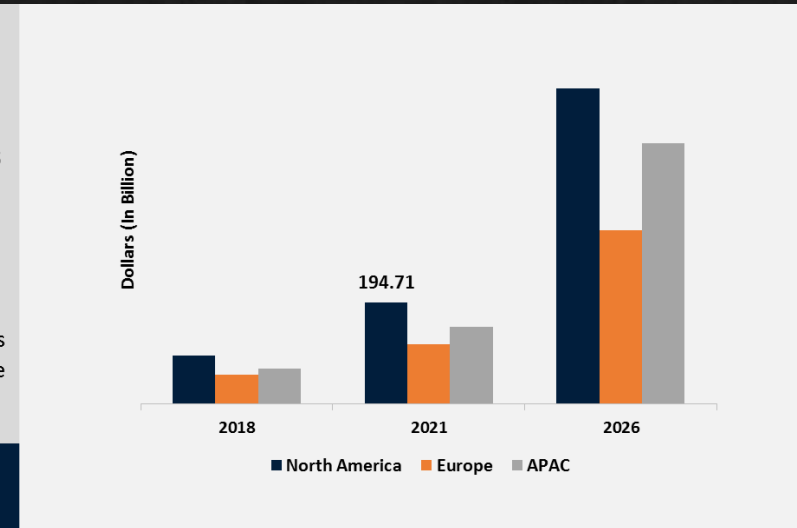
The increasing development of wireless networking technologies in North America region are focusing on providing innovative solutions which is booming the IoT market.

The Increase in Cloud Platform adoption in Europe region is booming the market of IoT.

The Asia Pacific region is expected to witness a significant growth in this market due to advent of Advanced Data Analytics and Data Processing.

REPORTS AND DATA

Image from reportsanddata.com https://www.reportsanddata.com/report-detail/internet-of-things-iot-market

Nest

Smart AC

- Glorified Thermostat
- For Homes
- High Cost
- No Prediction Algorithm

- Simple design (Hot or Cold button)
- For Businesses
- Low Cost
- HAS Prediction Algorithm
- Utilizes algorithm for energy efficiency