



Nilesh Y. Jadhav
co-Founder & CEO
Qi Square Pte Ltd
(Singapore)

Digital Built Environment Ecosystem



Net Zero Buildings: A Crucial Piece of the Climate Puzzle



- ▶ **30%** of Global Energy Usage
- ▶ **40%** of Global Carbon Emissions
- ▶ **\$193 bn/yr.** Investments in Buildings

Problem: Inefficient Transition to Net Zero Goals

Stakeholders working in silos with low data transparency



Owners

- Landlords
- Tenants
- Facility Managers



Consultants

- Architects
- Engineers
- Certifiers



Financiers

- Project Sponsors
- Financial Institutions
- Insurance



Vendors

- HVAC, Lighting, Controls
- Renewable Energy
- Carbon Offsets

LACK OF A UNIFIED DATA PLATFORM

Net Zero Buildings



Solution: AI-Enabled Digital Twin Platform

Open and yet secure data access!



Owners



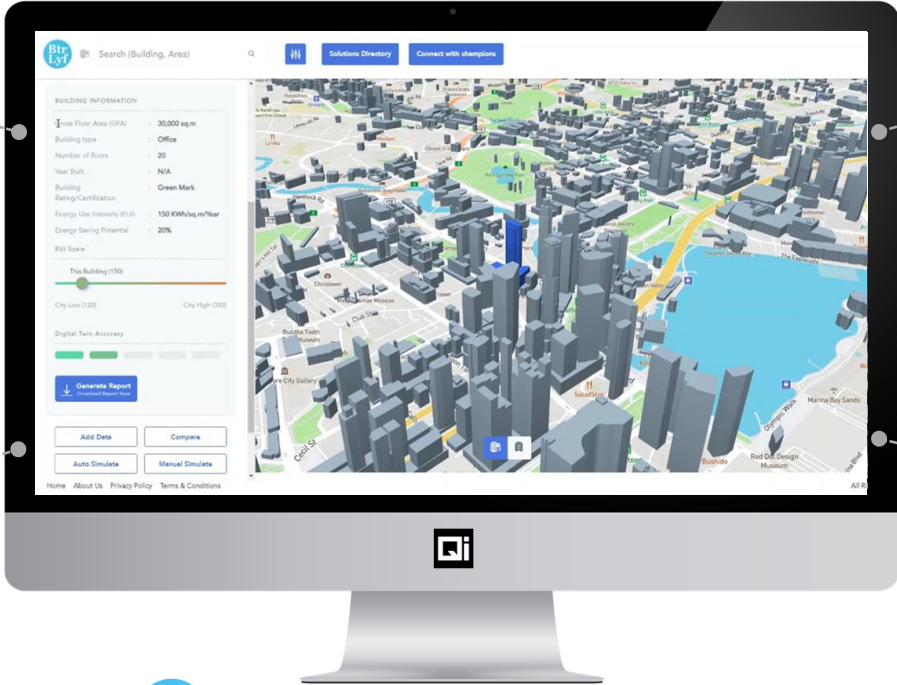
Vendors



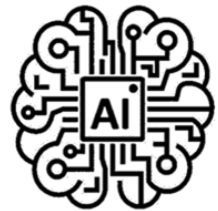
Consultants



Financiers



Btr Lyf Data Technology Stack





Solution: AI-Enabled Digital Twin Platform



- Barriers to data access
- Travel for assessment (pandemic-proof)
- Duplication of effort



Business Model: SaaS + Marketplace Apps

EDGAR

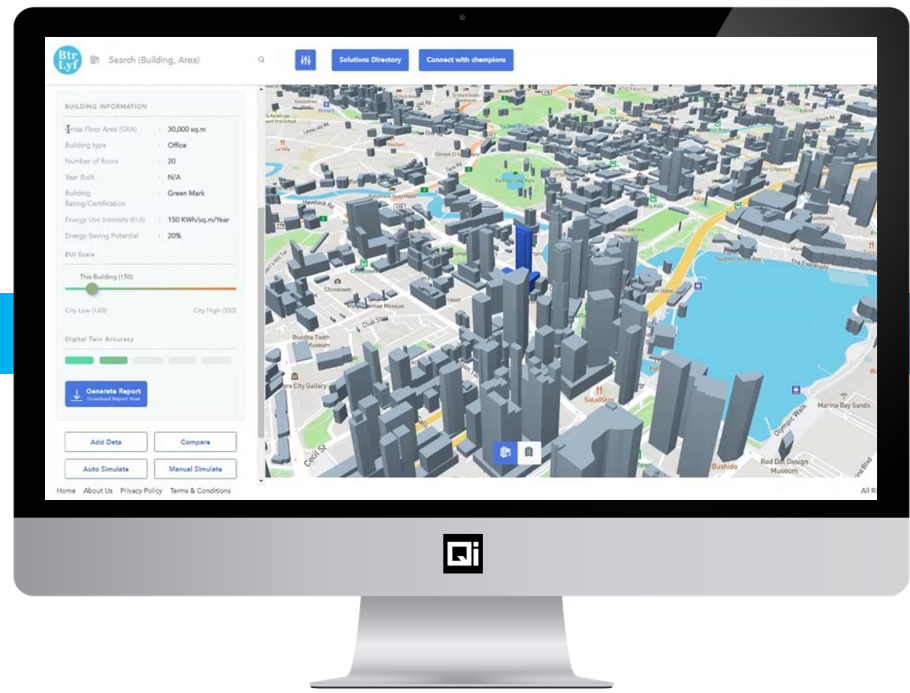
Enhanced Digital Green Assessor



SaaS for productivity

GRACE

GRGreen Auto CERTification



PRIA

Product Inclusion in Assessment



Marketplace for growth

LISA

Listing of Industry Specialist by Area





Our Past Journey (5 years from R&D to Commercialization)

\$825k grant funding

2017-2018

Revenue Positive \$381k

2019-2020

Full Commercial Launch

2021-2022

Incubation & IP Development

Early commercial success

Ready for Scale-up

IP license and spin-off from years of research



Grant funding for further tech development



Singapore



International



- Strategic Investor on-board
- Platform Launch- Sep 2021
- Customer Traction (150+)
- Platform Revenue Growth
- Market Support Grant (\$300k)

Note: \$ indicate Singapore Dollars



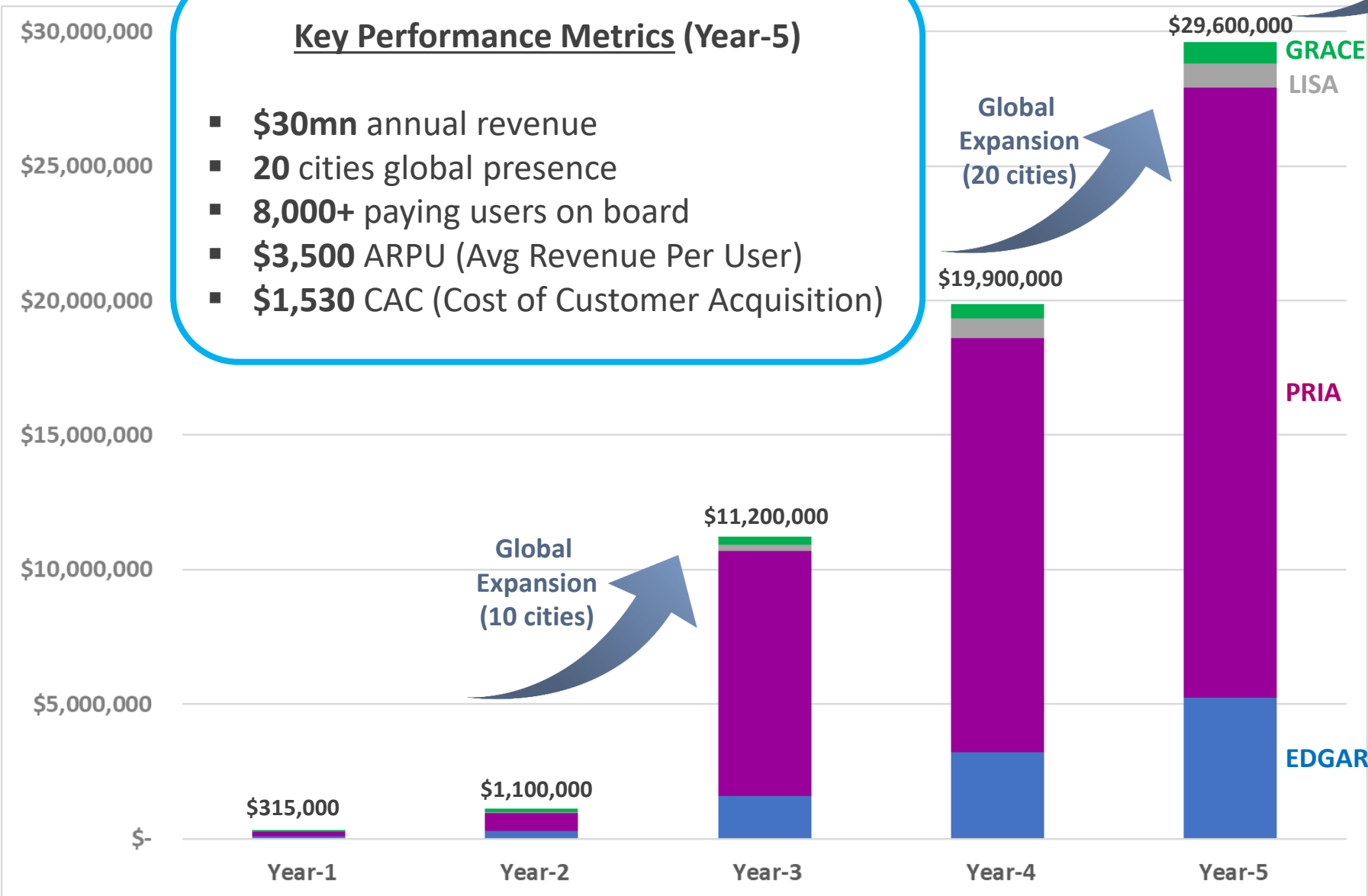
Revenue Growth

Key Performance Metrics (Year-5)

- **\$30mn** annual revenue
- **20 cities** global presence
- **8,000+** paying users on board
- **\$3,500** ARPU (Avg Revenue Per User)
- **\$1,530** CAC (Cost of Customer Acquisition)

Year-10 outlook:

- 100 cities
- \$183mn revenue



Note: \$ indicate Singapore Dollars



Investment Need



2017-2020



- \$1.2mil. Equity Funding
- Institutional + Angel Investors
- \$5mil. Valuation
- Platform Launched

Target timeline: Q3 2022

Seed-2 (pre Series-A)

\$500,000



13 Core Staff

- CEO, CTO
- 2x Biz. Dev
- 1x Domain Expert
- 8x Developers#



Market Growth

- A/B Testing
- Validated technology stack
- User growth



Investment Specifics

- Convertible Notes
 - 3% coupon rate
 - 20% val. Discount
 - 24 months



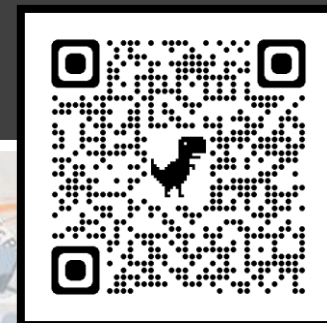
Note: \$ indicate Singapore Dollars

#- developer resources are fully funded by strategic investor



Digital Built Environment Ecosystem

Join Us!



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Proud to be featured in:





Our Team: Highly Experienced Professionals

Leadership Team



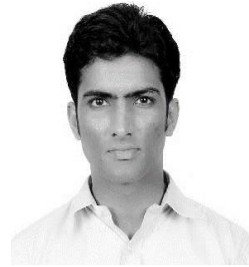
Nilesh Y. Jadhav
CEO

- 20 yr experience
- MNCs, R&D, Startup
- MTech, MBA
- Certified Energy Manager
- Recognized Green Expert



Rupesh Umtol
COO

- 20 yr experience
- Corporate, Startup
- B.E. (Mech Engg)
- ASHRAE leader
- M&E Consultant



Girish RV
Head, Technical

- 12 yrs experience
- Startup
- B.E. (Instrumentation)
- IGBC Fellow
- Modelling & Simulation



Strategic Partner



Listed Software Company

- 20+ years in software dev for Architecture-Engineering-Construction (AEC) industry
- Products used by 500+ municipal corporations in India
- Member of large developer networks- Autodesk, Microsoft
- 600+ staff strength

Expert Advisory Board



Rohan Rawte
Digital Tech



Camillus Yang
Finance



Dr Sanjay Kuttan
Clean Energy



Paul Booij
Simulation



Swarup Biswas
Smart Cities



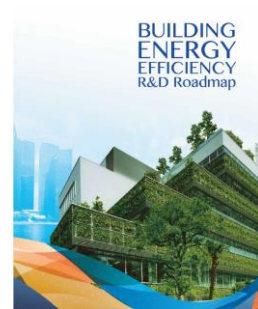
CEO Profile



Nilesh Y. Jadhav

MTech, MBA, SCEM

LinkedIn /nileshyj



Technopreneur

- 20+ years of industry experience
- Senior Scientist & Program Director at NTU (2011-2019)
- Published Author: Green & Smart Buildings-Advanced Technology Options
- Entrepreneur: started 4 companies
- Professional Trainer and Educator (Adjunct faculty at 2 Universities)

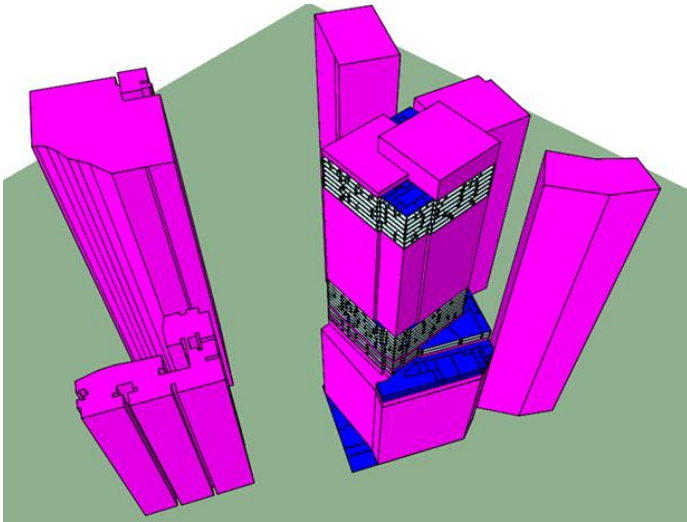
Notable Experience

- Technology Primers for National Climate Change Secretariat
- Led Singapore's first Building Energy Efficiency Technology Roadmap
- EcoCampus initiative: \$20 mil. Govt funded testbedding program at NTU
- Shell R&D, Operations and Supply Chain Management (2003-2010)
- Other Start-ups: Avani Consultancy, Solarika Pte Ltd, CommSens, NanRise

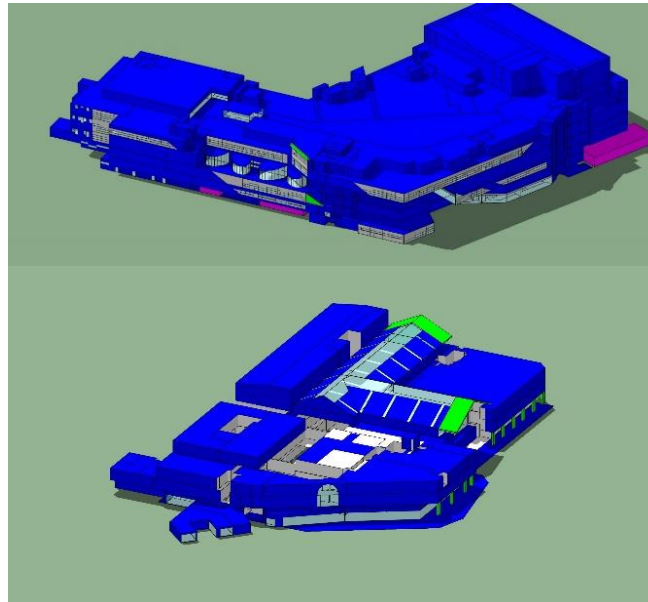
Industry Network

- Board member of Singapore Green Building Council (2017-2019)
- Board member of Sustainable Energy Association of Singapore (2016-2019)
- Lead for BCA's Taskforce on Digitalization of GreenMark Certification
- Board member of International Sustainable Campus Network

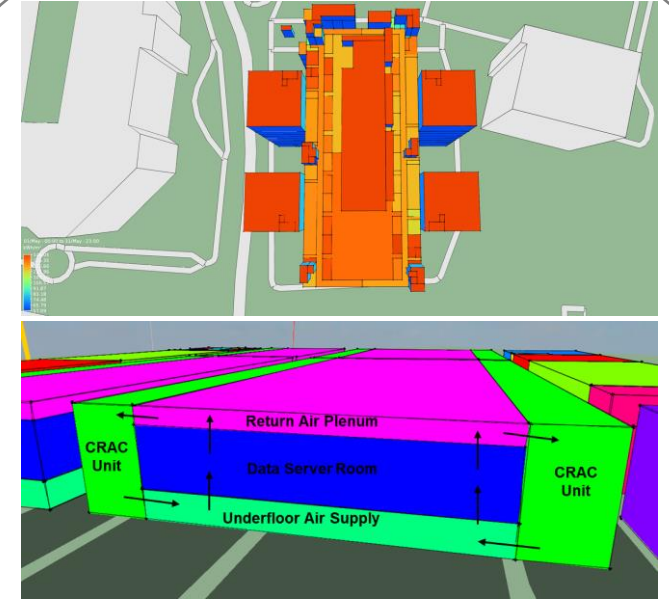
Case Studies



Client: **Large Private Bank**
 No. of Buildings: **15**
 Building Type: **Mixed-use**
 Location: **Singapore**
 Assessed GFA: **111,000 Sq.m.**
 Portfolio Energy Savings: **28%** (\$1.2 mil./yr)
 Max Saving in a Building: **58%**

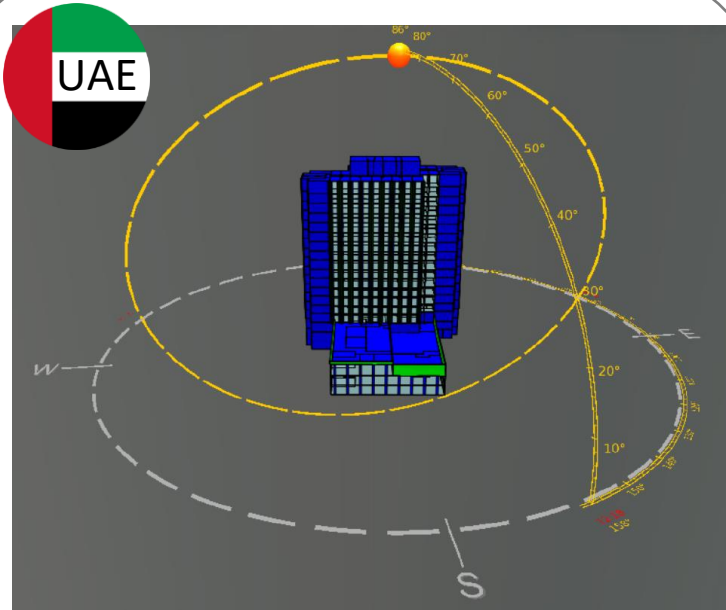


Client: **Shopping Mall Operator**
 No. of Buildings: **6**
 Building Type: **Retail**
 Location: **Singapore**
 Assessed GFA: **310,000 Sq.m.**
 Portfolio Energy Savings: **32%** (\$4.7 mil./yr)
 Max Saving in a Building: **43%**

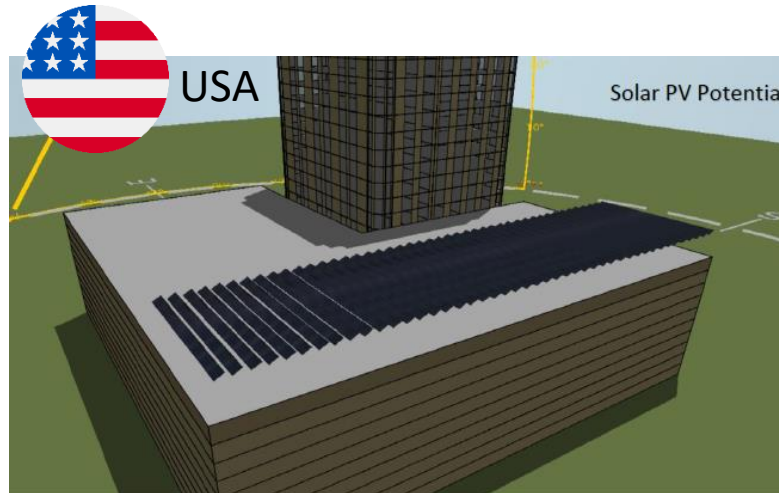


Client: **Telecom Provider**
 No. of Buildings: **2**
 Building Type: **Data Centres**
 Location: **Singapore**
 Assessed GFA: **86,000 Sq.m.**
 Portfolio Energy Savings: **14%**
 Max Saving in a Building: **20%**

Case Studies



Client: **Hotel Group**
 No. of Buildings: **2**
 Building Type: **Hotel**
 Location: **Dubai, UAE**
 Assessed GFA: **22,500 Sq.m.**
 Energy Savings: **30%; \$175,000/yr**

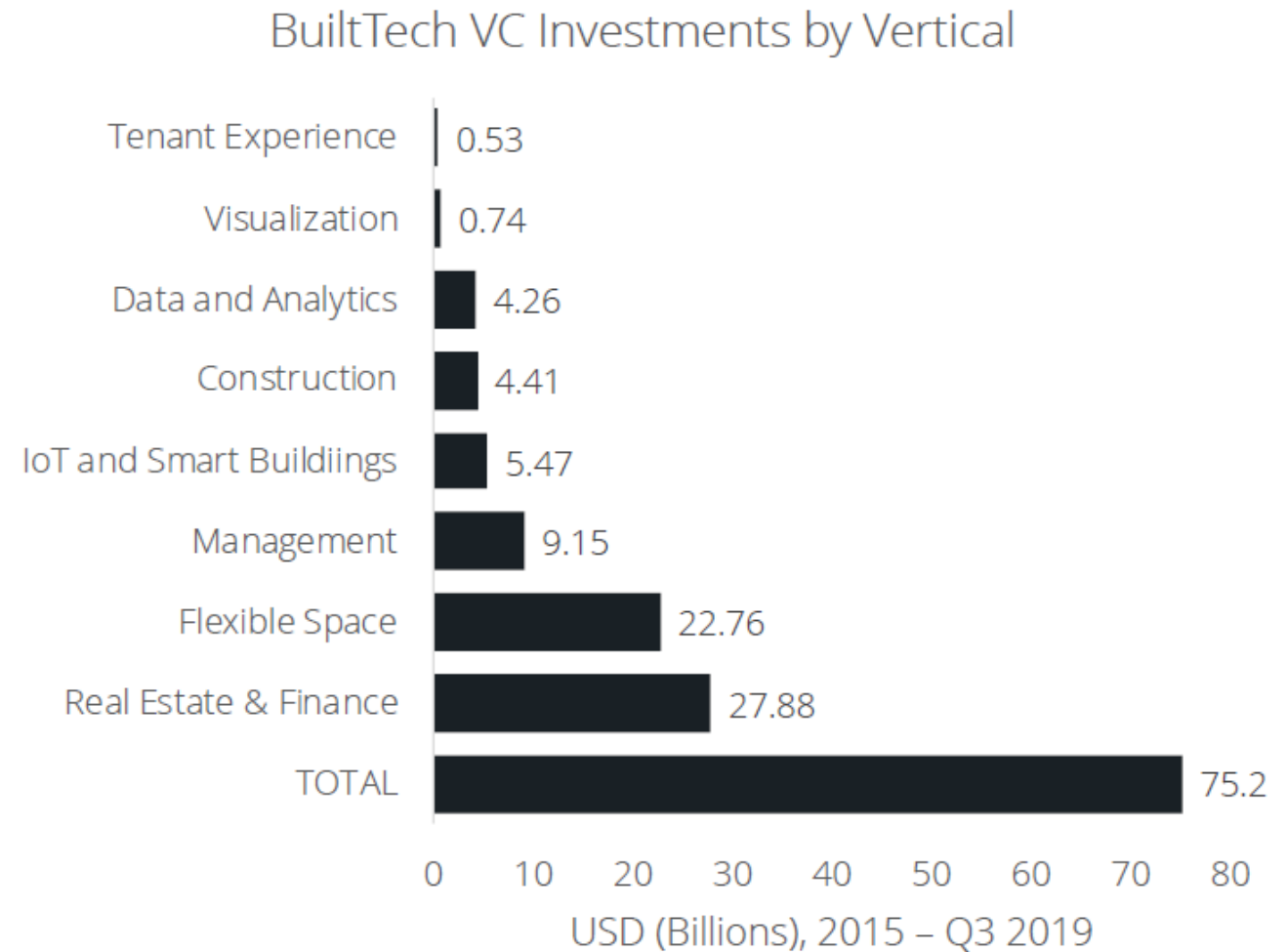
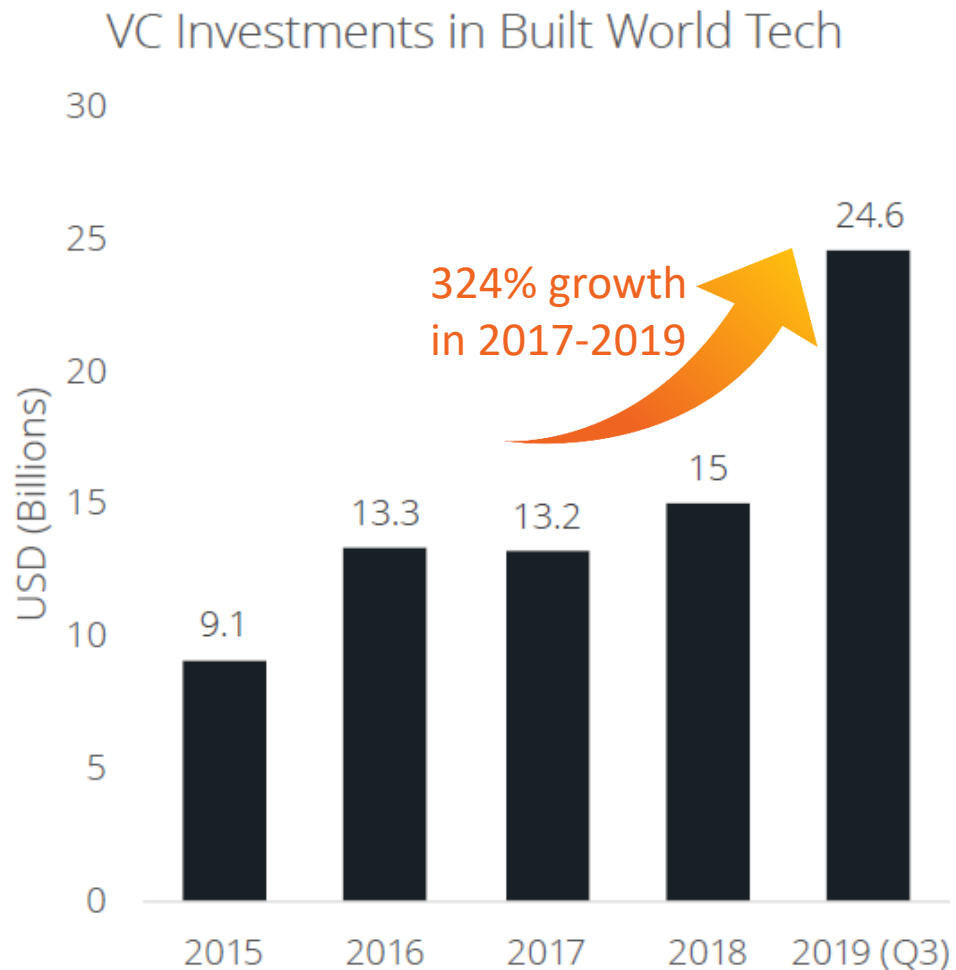


Client: **Certification Consultant**
 No. of Buildings: **1**
 Building Type: **Office Plaza**
 Location: **Georgia, USA**
 Assessed GFA: **52,000 Sq.m.**
 Energy savings: **30%; \$290,00/yr**




Client: **Engineering Consultant**
 No. of Buildings: **10**
 Building Type: **Residential**
 Location: **Netherlands**
 Assessed GFA: **2,400 Sq.m.**
 Energy Savings: **35%**

Growing Investment Opportunity in Built Tech



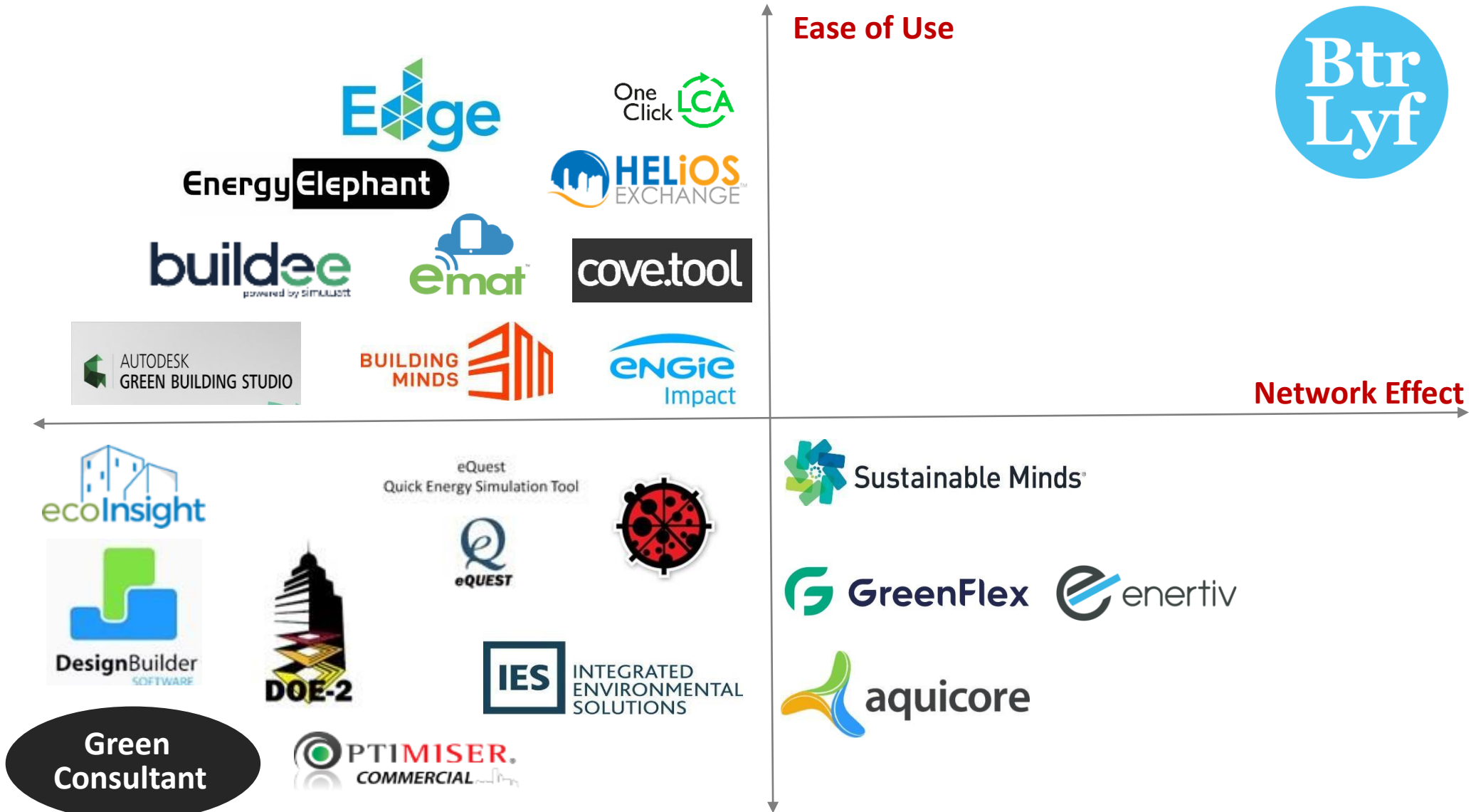


Highly Rewarding Exit Multiples in Built Tech

Company Name	Founding Year	Exit Year	Current/Exit Valuation	Exit Multiple from Seed*
Plangird (acquired by Autodesk)	2011	2018	\$875,000,000	87.5
BuildingConnected (acquired by Autodesk)	2012	2018	\$275,000,000	21.9
OpenDoor (acquired by SPAC)	2014	2020	\$13,500,000,000	209.0
Airbnb (IPO for 2020/2021)	2008	2020	\$18,000,000,000	900.0
Honest Buildings (acquired by Procore)	2012	2019	\$161,600,000	21.5
Procore (IPO slated for 2021)	2002	2021	\$4,000,000,000	1307.2
Porch (acquired by SPAC)	2013	2020	\$525,000,000	36.2
VTS/Hightower*	2012	TBD	\$1,000,000,000	94.3
Spacemaker (acquired by Autodesk)	2016	2020	\$240,000,000	16.0
 by Qi Square	2017	?	> \$50,000,000	>11



Competitive Position: Digital Ecosystem Creator



Go-to-Market Roadmap

Sept 2021: BtrLyf Launch



Singapore MVP ready

Launch in Singapore, tapping on drive for sustainability and digitalization ('Green Plan')

2021-22: Market Strength



Develop robust market strength

Validate AI technology stack, API links for data acquisition, add microservices leveraging data set

2023-2030: Globalization



Global Coverage in 100 Cities

Scale quickly and efficiently using the right channels and partners



Proprietary Technology Development



Validate Core Services



Develop Strong Partnerships



Onboard Global Resellers



Expand Footprint Strategically



Internationalization Plans

Roll out to 10 Major Cities by 2023

Strategic selection of cities with dense coverage of large buildings, different weather zones and presence of green consultants/certification

#	Cities	ASHRAE Climate zone	Development stage
0	Singapore	1a	Commercial launch in July 2021
1	Hong Kong	2a	Partners identified
2	Dubai	1b	Partners identified
3	New York	4a	Partners identified
4	Mumbai	1a	Partners identified
5	London	4a	Partners identified
6	Manila	1a	Partners identified
7	Bangkok	1a	To be developed
8	Jakarta	1a	To be developed
9	Kuala Lumpur	1a	To be developed
10	Sydney	3a	To be developed



Platform Demo Videos

Beta Launch: 1st September 2020



Commercial Launch: 1st September 2021



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