

ENVIRONMENTAL ANALYTICS

SMART BUILDING APPLICATIONS & INTERFACES

OCCUPANCY ANALYTICS & HOT-DESKING

INDOOR NAVIGATION

PARKING ANALYTICS & SMART PARKING



SAMPLE REFERENCES



- Productivity
- Wellbeing
- Optimization



- Customer service
- Efficiency
- Data



- Community
- Differentiation
- NOI

RECOGNITION





spaceti

9:41



spaceti

Welcome to Your Digital Office

Type your SpacetID

ENTER



Scan QR Code

WELCOME MESSAGE

We are an experienced team of technology innovators and real estate professionals with the common vision to accelerate the digitalisation of real estate around the world.

We realize that goal by revolutionizing the way our clients operate within buildings through the use of different sensors, a mobile application, and an analytics platform.

This document provides a snapshot of our technology and the benefits it provides. We look forward to working with you to digitalise your properties!



Sincerely,
Max Verteletskyi
CEO & Co-Founder

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ARE YOU READY FOR DIGITAL BUILDINGS?

Occupancy Analytics

Collect data from multiple sources to optimize space based on usage and analyse real-time occupancy. Find vacant rooms and chairs and navigate to them.

(Page 6)

Facilities & Property Management

Quickly report any maintenance problems such as faulty printers, lighting, or sanitary issues with just one tap. Inform colleagues via a newsfeed or create surveys.

(Page 9)

Indoor Positioning System

Navigate directly to co-workers, workspaces, and equipment. Set group meeting points or see who is present in the office.

(Page 10)

Environmental Analytics

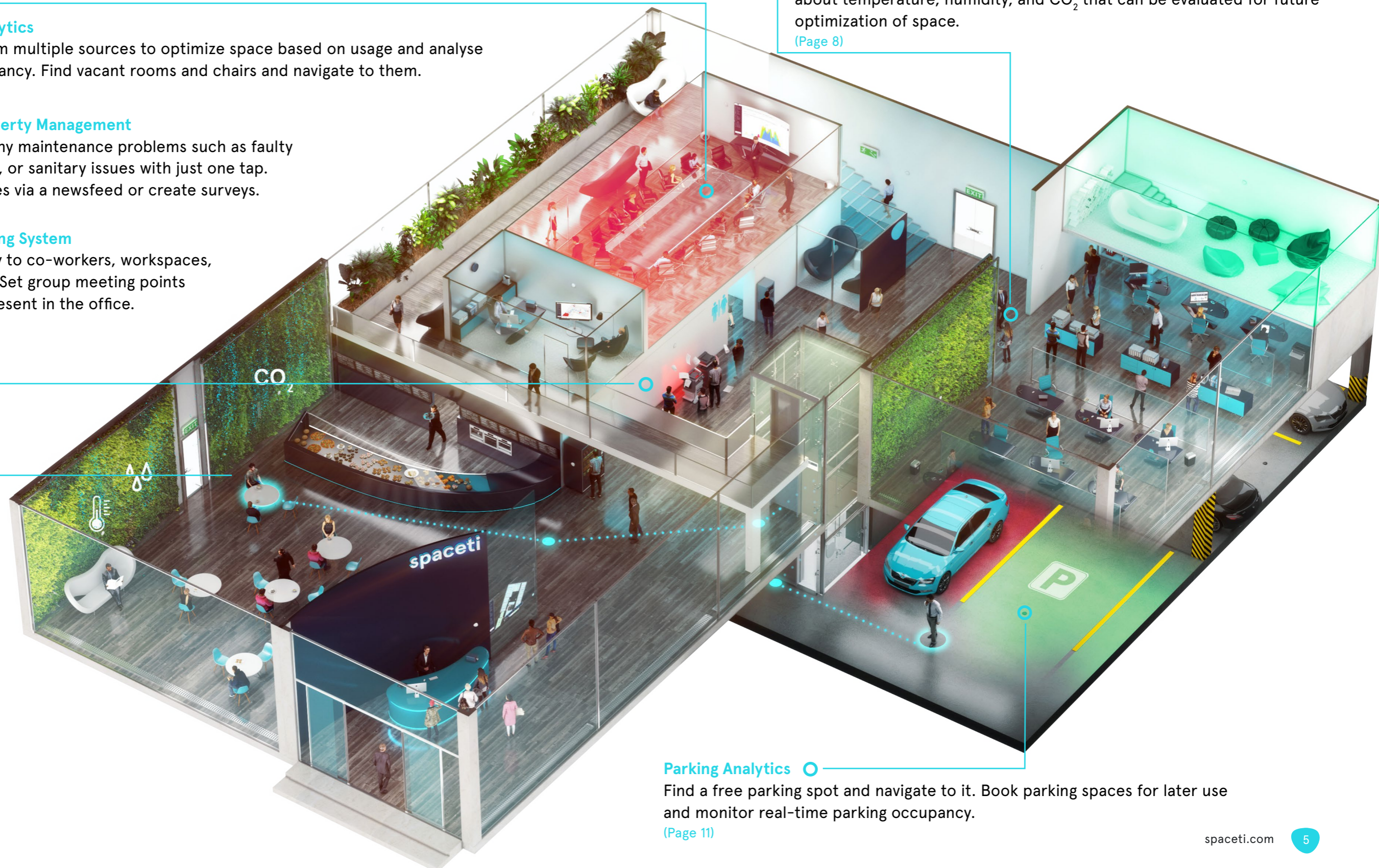
Set a temperature level that is right for you and get real-time data about temperature, humidity, and CO₂ that can be evaluated for future optimization of space.

(Page 8)

Parking Analytics

Find a free parking spot and navigate to it. Book parking spaces for later use and monitor real-time parking occupancy.

(Page 11)



Occupancy Analytics

Spaceti can supply you with long-term occupancy analytics and hot-desking. The resulting better utilisation of space reduces workplace costs, increases productivity, and improves the user experience.



Long- & Short-Term Occupancy Analytics

Learn how your space is used over time and analyse individual floors, rooms, or any area you select based on chair occupancy. View reports, charts, or heat maps over various periods of time: days, months, years, etc.



Hot-Desking

View chair occupancy at any given moment according to individual floors or any set space. Use the tool to find vacant chairs and navigate to them.



Asset-Tracking Analytics

Track individual assets and analyse their movements. Create long and short-term reports using different time periods and spaces. See current positions.

€108,000

in Annual Savings

Companies with 1,000 employees pay an annual average of €360,000 for rent, but 30% of the space is inefficiently used, which costs an unnecessary €108,000 per year.

80%

Increased Satisfaction

Employees are more productive and satisfied thanks to the implementation of digital hot-desking.

>70%

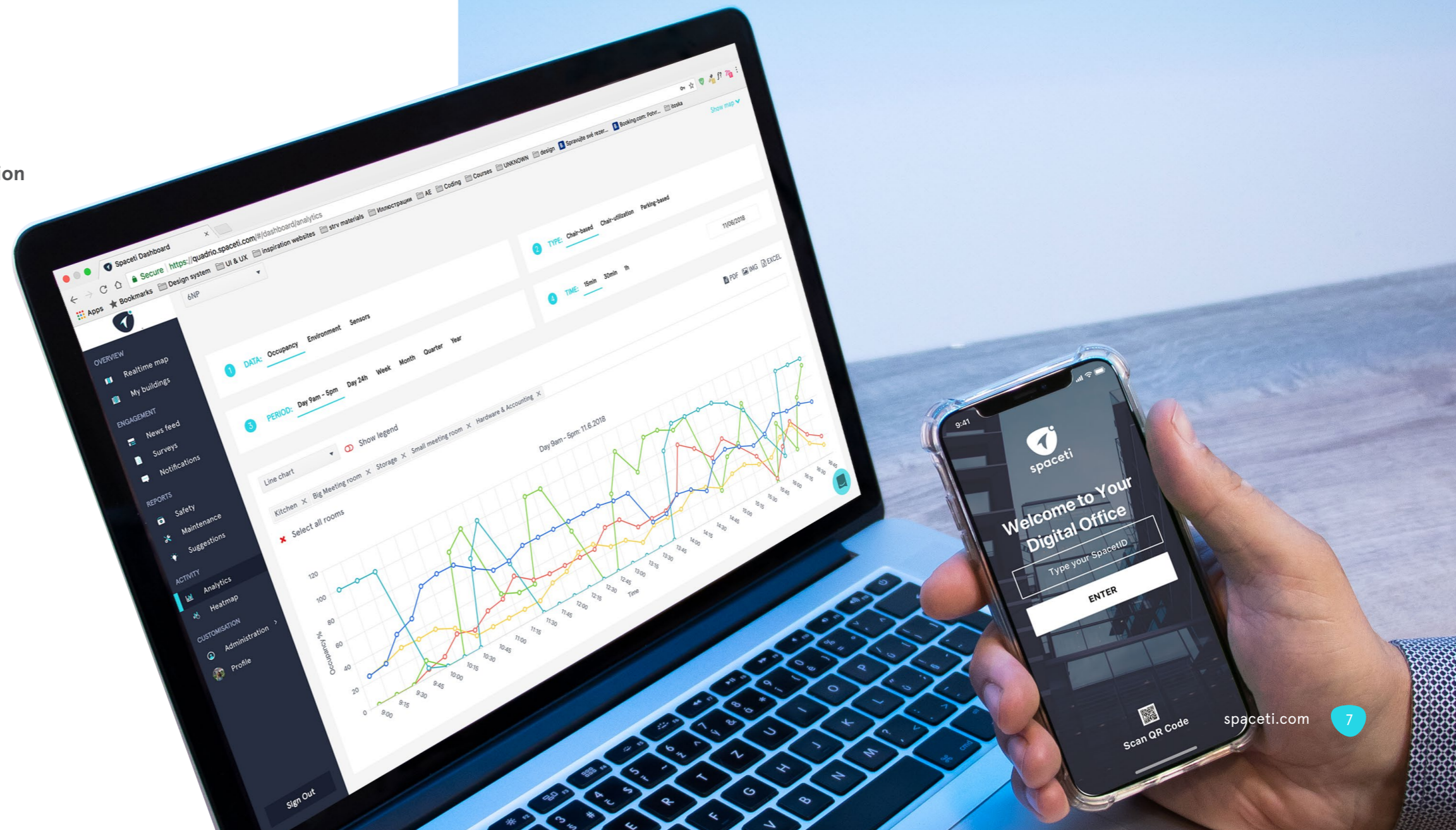
of Offices

More than 70% of offices use space ineffectively and thus plan to implement some sort of short-term space utilisation technology within 3 years.



The Spaceti occupancy solution has revolutionised our understanding of space usage and our staff's preferences with regard to the types of Space they use. We are going to transform our workplace strategy to save money and boost staff productivity thanks to the insights acquired from the Spaceti system.

Petr Kolda, Real Estate Development Account Manager, Vodafone



Environmental Analytics

Get real-time data about temperature, humidity, and CO₂ that can be evaluated for future optimisation of space. Save energy costs and provide people with a more comfortable indoor environment that leads to greater productivity.



Optimise the Indoor Environment

Collect data about temperature, CO₂, humidity, and tVOC that can be used to optimize the indoor environment to save energy costs and create a comfortable atmosphere.



Perform Real-Time & Historical Analyses of the Environment

Sensors regularly collect data about the indoor environment. See real-time overviews or analyse historical data for specific times or spaces (the entire building or individual floors, rooms, or areas).



Control Space via the Mobile App

Acquire current information about the indoor environment through your mobile phone and use it to select a comfortable temperature.

60%

Reduction in Energy Costs

Connection to a building management system can reduce energy costs by up to 60%.

4/5

Facilities Managers

80% of FM's don't have a tool that allows them to monitor the indoor environment (temperature, CO₂, humidity) in real time.

75%

Increase in Satisfaction

75% of people are more productive and satisfied when they have the option of controlling their workspace environment through their mobile phones.



Facilities Management

Reduce facilities management costs thanks to Spaceti's issue reporting system. Create surveys and inform co-workers about events and other office notes via a newsfeed.



Streamlining Facilities Management

Digitalise facilities management processes by reporting issues such as faulty printers, lighting, or sanitary issues using the mobile app. Display, analyse, and delegate problems from the analytical platform.



Inform People & Perform Surveys

Inform people about events in the building and send them relevant notifications. Take surveys to gauge satisfaction within the company.



Digital Security System

Improve safety in your buildings and manage crowds in emergency situations. Call for help if needed using the mobile app.



90%

of People

Only 10% of people know what to do and which escape route to choose in case of fires or other emergencies.

8/10

Facilities Managers

80% of facility managers expect to invest into a flexible reporting system accessible via mobile phone in the coming years.

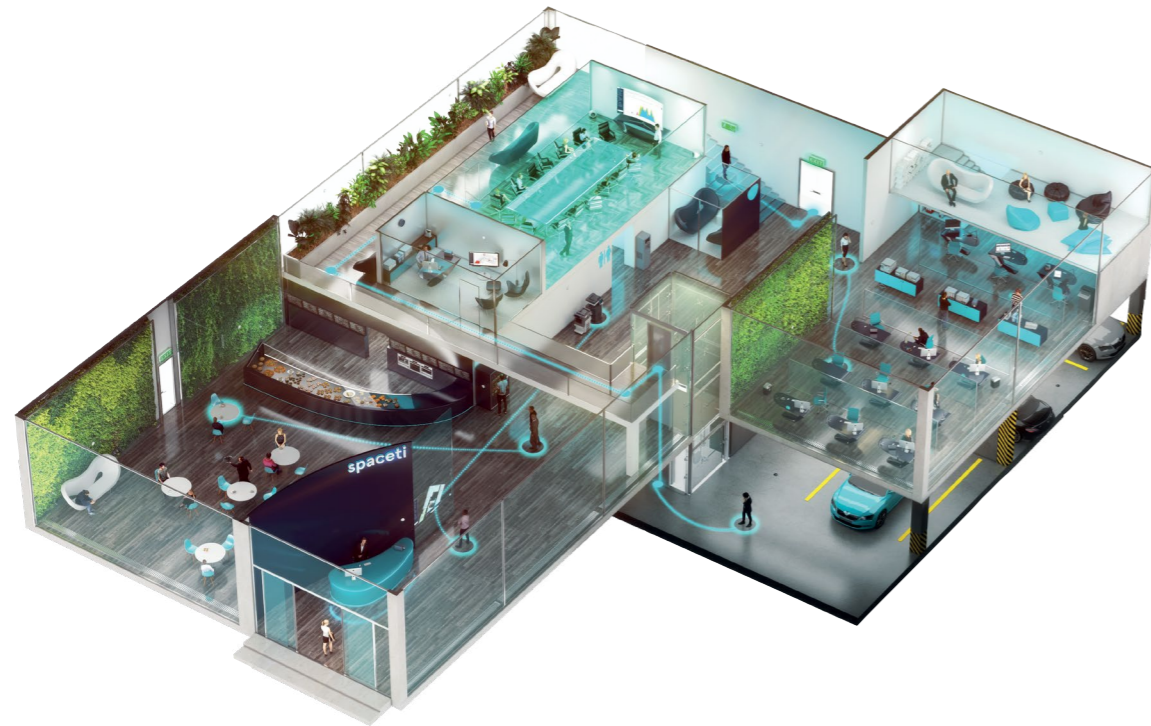
70%

Time Savings

Save up to 70% of time thanks to a smart reporting system.

Indoor Positioning System

Navigate directly to co-workers, workspaces, and equipment. Set group meeting points or see who is present in the office.



Navigate to People

See who is present in the office, set group meeting points, and navigate directly to co-workers.

7/10

Employees

70% of Generation Y's up-an-coming workforce expect modern workspaces with technology that makes work easier.



Navigate to a Room

Instantly see an overview of available meeting rooms and navigate to the one that suits you best.

65%

Increase in Cooperation

The implementation of digital technologies into offices increases collaboration by 65%.



Navigate to Items & Equipment

Locate key equipment such as the coffee machine, fire extinguishers, or printers. Find items whose location changes often.

€750,000

Annual Cost Savings

An average of 50% of people lose some 30 minutes each day seeking a vacant workspace, looking for co-workers, or trying to find items they need. In a firm that employs 500 people, this translates to losses of €750,000 / year.

Parking Analytics

Find a vacant parking spot and navigate to it. Book parking spaces for later use and monitor real-time parking occupancy.



Long- & Short-Term Parking Analytics

Learn how your parking spaces are used over time and analyse individual floors. View reports, charts, or heat maps over various periods of time: days, months, years, etc.

100%

Knowledge

The system allows for a complete overview of the parking lot's current occupancy and its use over time.



Real-Time Parking Navigation

The mobile app allows employees to navigate to the right space when they arrive according to current occupancy. You can also find your car in the lot by using the navigation feature.

40%

Time Savings

Save nearly half the time you spend in the parking lot thanks to a real-time navigation system.



Parking Space Booking

Reserve a spot in advance or in real time according to current occupancy.

80%

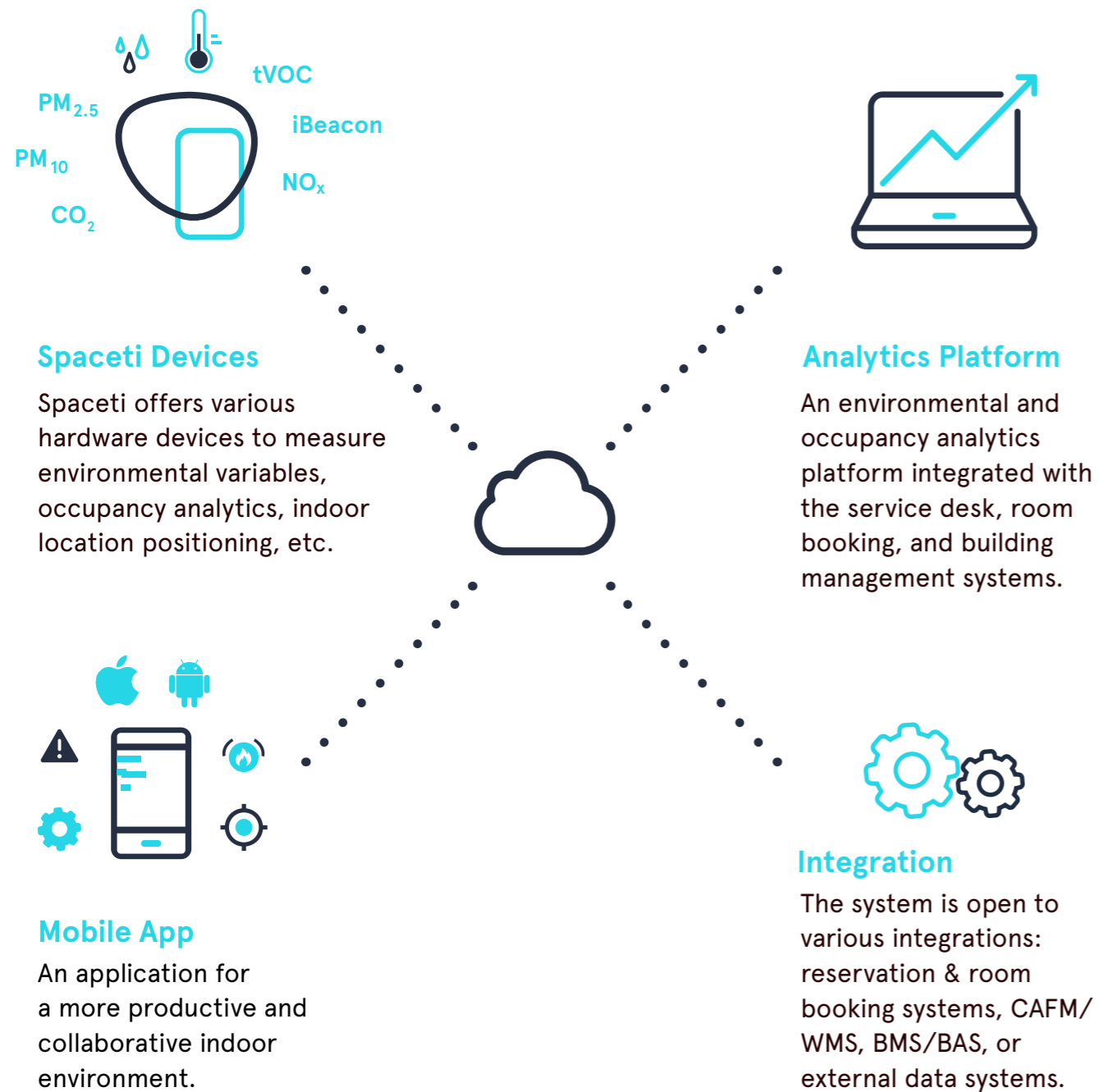
Increase in Satisfaction

8 out of 10 employees were more satisfied with the effective solution for finding and reserving parking spaces.



HOW DOES IT WORK?

The solution combines software and hardware to enable interaction between the building and its occupants.



SIMPLE INSTALLATION

The Spaceti solution can be software-based only or can include hardware devices.

Software solution (no devices)

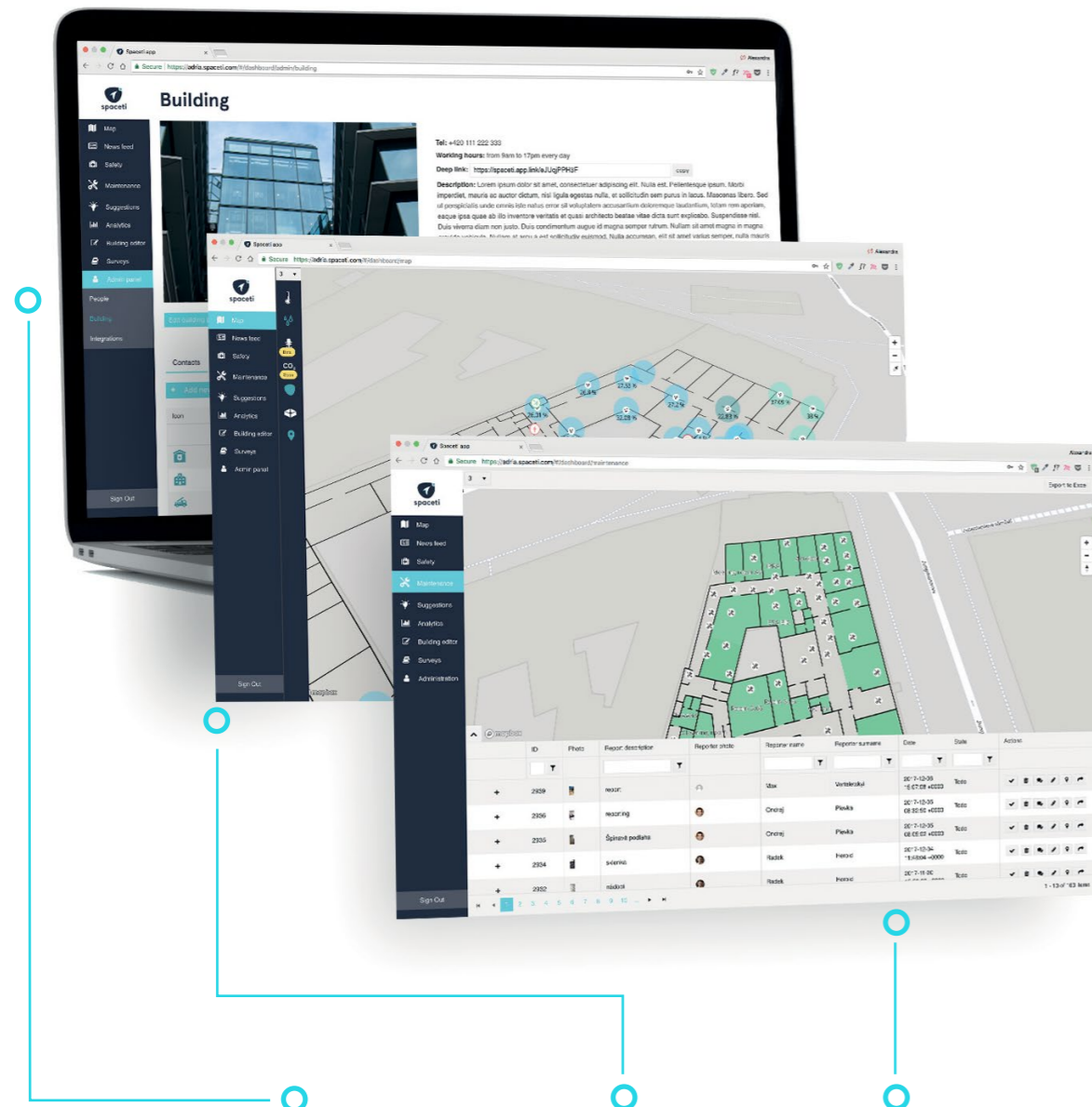
1. Log in to Spaceti's web dashboard.
2. Easily download the mobile app from App store or Google Play. Log in to our web analytics.
3. Start building your digital community.

Software solution with smart devices

1. Share your building floor plans.
2. Easily place sensors in the indoor environment and get access to your first sensor data within 1 hour.
3. Download the mobile app and access the web dashboard.
4. Enjoy the cutting-edge solution for your building.

WEB DASHBOARD AND ANALYTICS PLATFORM

Helping property & facilities managers make better decisions. The building owner and the property and facilities managers have access to a web dashboard and analytics platform that provides an overview of the building's environment and allows for more detailed analysis of the data collected.



EDIT THE BUILDING DIGITALLY

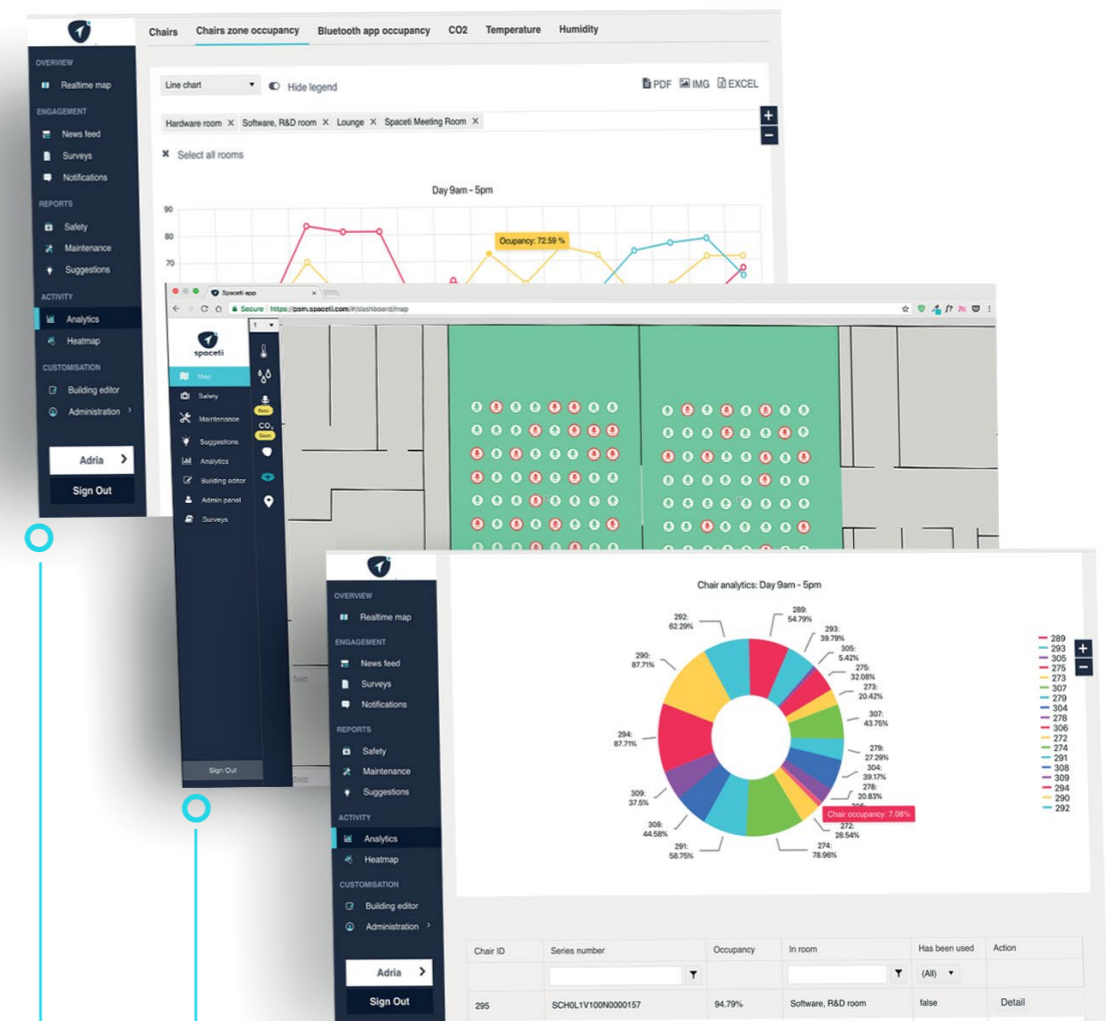
ANALYSE THE INDOOR ENVIRONMENT

RESOLVE FM ISSUES



"The Smart Stone is a very cool technology, but their software is revolutionary. They are able to integrate data into our daily management processes, with an app on the phone communicating the data that is visually displayed on dashboards."

Dr. Ruhul Amin, Innovation Manager at Skanska



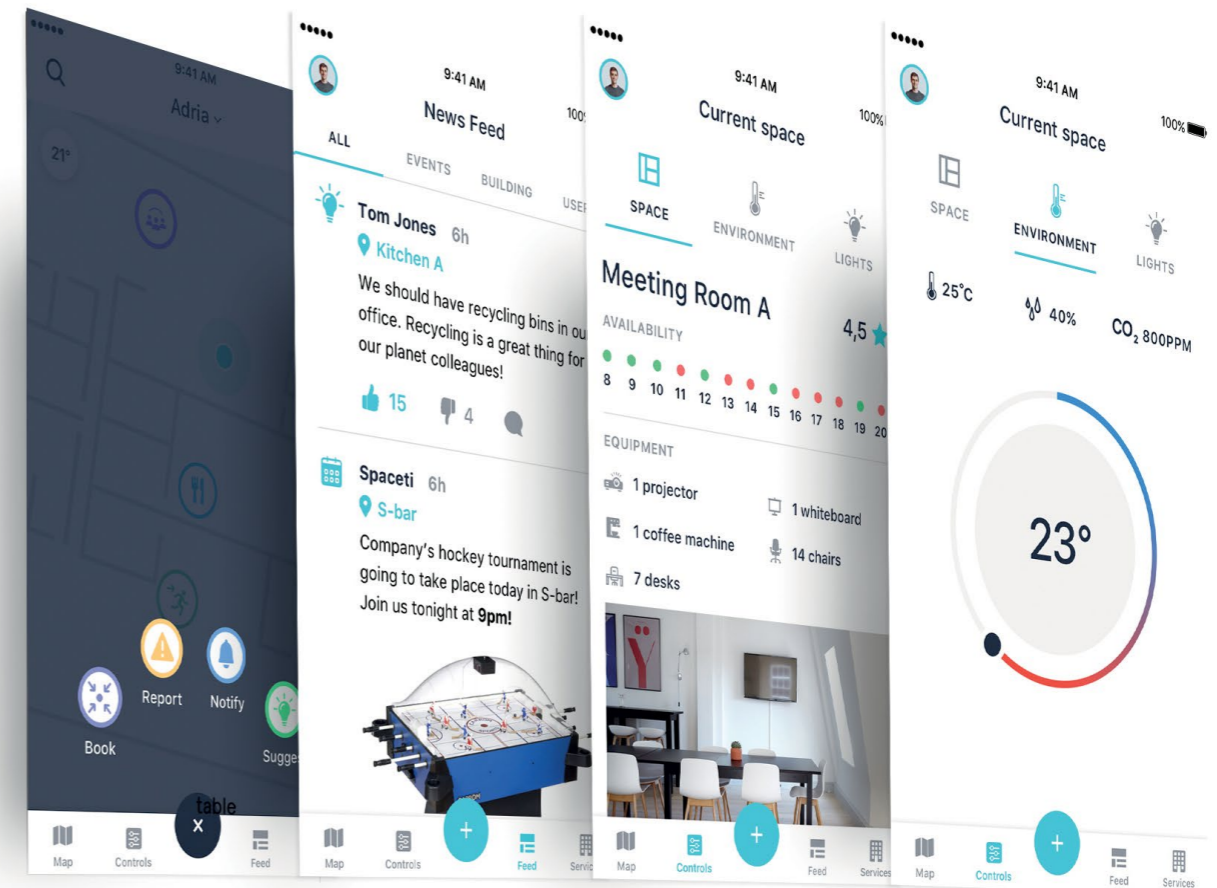
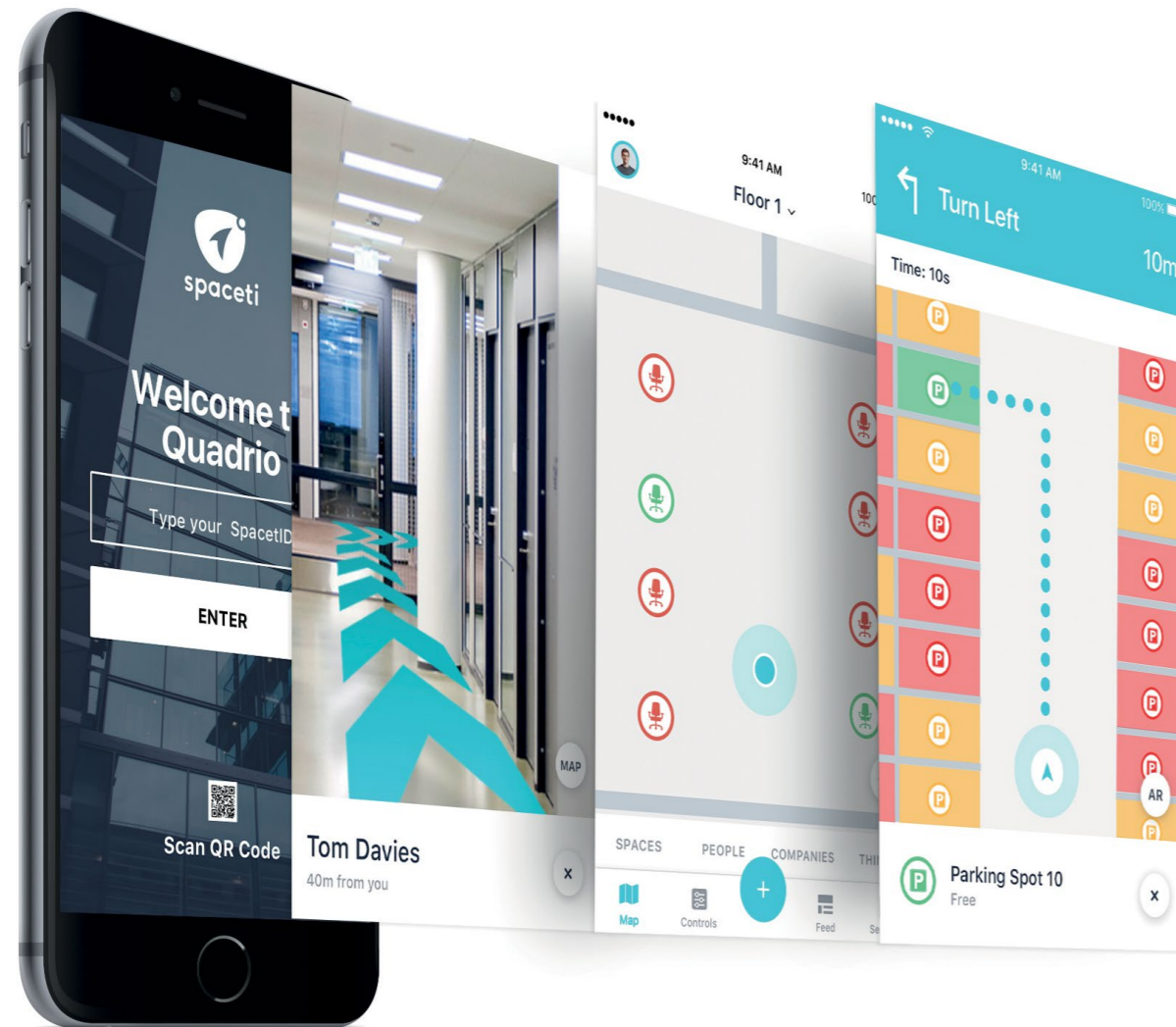
ZONES OCCUPANCY ANALYSIS

REAL-TIME OCCUPANCY INTERFACE

DETAILED HISTORICAL OCCUPANCY ANALYTICS

APP FOR YOUR BUILDING

Maximise your tenants' and employees' experience.



ENTER THE BUILDING

NAVIGATE TO MEETING ROOMS, PEOPLE, AND KEY EQUIPMENT

GET AN OVERVIEW OF FREE CHAIRS AND NAVIGATE TO THEM

FIND VACANT & PRE-BOOKED PARKING SPACES

SUBMIT ISSUES OR SUGGESTIONS

JOIN THE BUILDING COMMUNITY

BOOK ROOMS & DESKS

CONTROL YOUR SPACE

SPACETI DEVICES

The Spaceti solution utilises a combination of different sensors to gather data about the indoor environment and the physical presence of people in a given space. Our sensors gather data on variables such as occupancy, temperature, CO₂, tVOC, and more.

Air Quality Smart Stone

The Stones are a combination of sensors (temperature, humidity, CO₂), indoor positioning components, and wireless communication modules. The Stones are available in standard and advanced editions (including CO₂). Batteries can last up to 1,5 years.



Location Smart Stone

Location Smart Stones are the sensors that create the indoor positioning system that can be accessed through the mobile app. The devices can work independently (navigation or occupancy) or as a supplementary system (in combination with different sensors to find things, free chairs, parking spots, etc.). Batteries can last up to 9 years.

Occupancy Smart Stone

The Occupancy Smart Stone knows whether the chair is occupied and reports the information to the server. It allows people to navigate to vacant chairs that can be localised in combination with the Smart Stone Location. Occupancy Smart Stones can be mounted on any type of chair. The battery lasts up to 3 years.

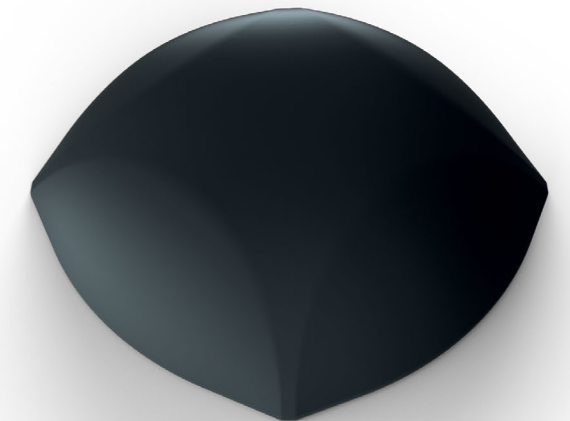


Tag

Tags help analyse the movement of people, furniture, and equipment and can be delivered in a range of sizes. The movement of the tags can be displayed on the analytics platform.


Parking Sensor

A parking sensor is used to track the status of a particular parking spot, detecting cars that are parked above it. It can be used indoors or outdoors and its batteries last up to 4 years.



CASE STUDY VODAFONE

Spaceti's technology was installed at Vodafone with the goal of reducing costs lost due to the inefficient use of office space and parking while reducing the number of complaints from employees seeking a workspace or a parking spot.

 Vodafone - Czech Republic, an office building with a large parking garage.

€21,600 Annual costs saved on the parking system.

170 Chairs equipped with smart sensors monitoring occupancy.

85% Increase in employee satisfaction after solving these problems.

THE CHALLENGE:


- Create digital hot-desking, solve the problem of 3 employees per 1 parking spot, and reduce the ~20 min employees spend each day seeking a parking space.
- Analyse the use of office space at various time intervals, display current occupancy, and navigate to vacant chairs.
- Offer Vodafone a parking system that allows people to reserve spaces in advance.


THE SOLUTION:

- Provide a tool that regularly evaluates occupancy and helps optimise office and parking spaces.
- Digital hot-desking was installed. Smart Stones were installed on 170 chairs, recognising whether they are occupied. The analytics platform allows for real-time and cumulative analysis of how the office space is used.
- The mobile app allows employees to reserve a parking space in advance and to find the space when they arrive according to current occupancy. This reduces the amount of time spent seeking a space from 20 min to 5 min.

CASE STUDY CUSHMAN & WAKEFIELD

Discover how we've created tremendous value for our client in the West End of London. We have delivered an integrated solution for facilities managers (FM) and building occupants at every stage of the user experience.

 London - 3 floors, administrative building with many meeting rooms.

 Target group: Facilities management and employees.

100% Coverage of conference rooms with sensors.

70% Time saved for every FM report.

THE CHALLENGE:

- 29 hours monthly are lost due to "no-show" reservations.
- The average time for reporting building issues is 10-15 min.
- Absence of internal environment monitoring.

THE SOLUTION:

Minimize "no show" reservations via simple room booking through the mobile application, save time via efficient FM reporting, and optimize wellbeing by monitoring the indoor environment.

- All employees based in the building have the ability to find and book free meeting rooms, request hospitality services, and check-in external guests via their mobile phones.
- Building occupants can report facilities management issues via their mobile device, which can be allocated to the nearest appropriate member of the facilities management team.



MEET SPACETI

We're an agile team of international professionals that combine a deep knowledge of real estate and facilities management with bleeding-edge technologies.

2016

Founded by a group of former IBM employees that worked together closely for several years.

11

A team of experienced engineers (proptech) and business professionals from 11 countries.

40

The Spaceti solution has been implemented for more than 40 clients in 10 countries.

CHOOSE SPACETI

OUR CLIENT-CENTRIC ETHOS

We approach each client individually and our chief motivation is client satisfaction. That's why we can supply bespoke solutions that perfectly match your needs.

UNIQUE TECHNOLOGY

We offer one of the most innovative solutions for indoor environments as one of the few companies in the world that combines indoor localisation technologies with environmental and occupancy analytics. On top of that, the technology is simple to install, easy to scale, and doesn't require invasive procedures.

CONSTANT INNOVATION AND IMPECCABLE QUALITY

The Spaceti team constantly works to research and innovate its solutions. Our hardware and software are developed in-house so we can maintain their high level of quality and assure top-notch delivery and support in cooperation with our resellers.

CLIENTS

ŠKODA



SKANSKA



hbreavis



PARTNERS



CBRE



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**SPACETI
NORTH AMERICA Inc.**

COMING IN 2018



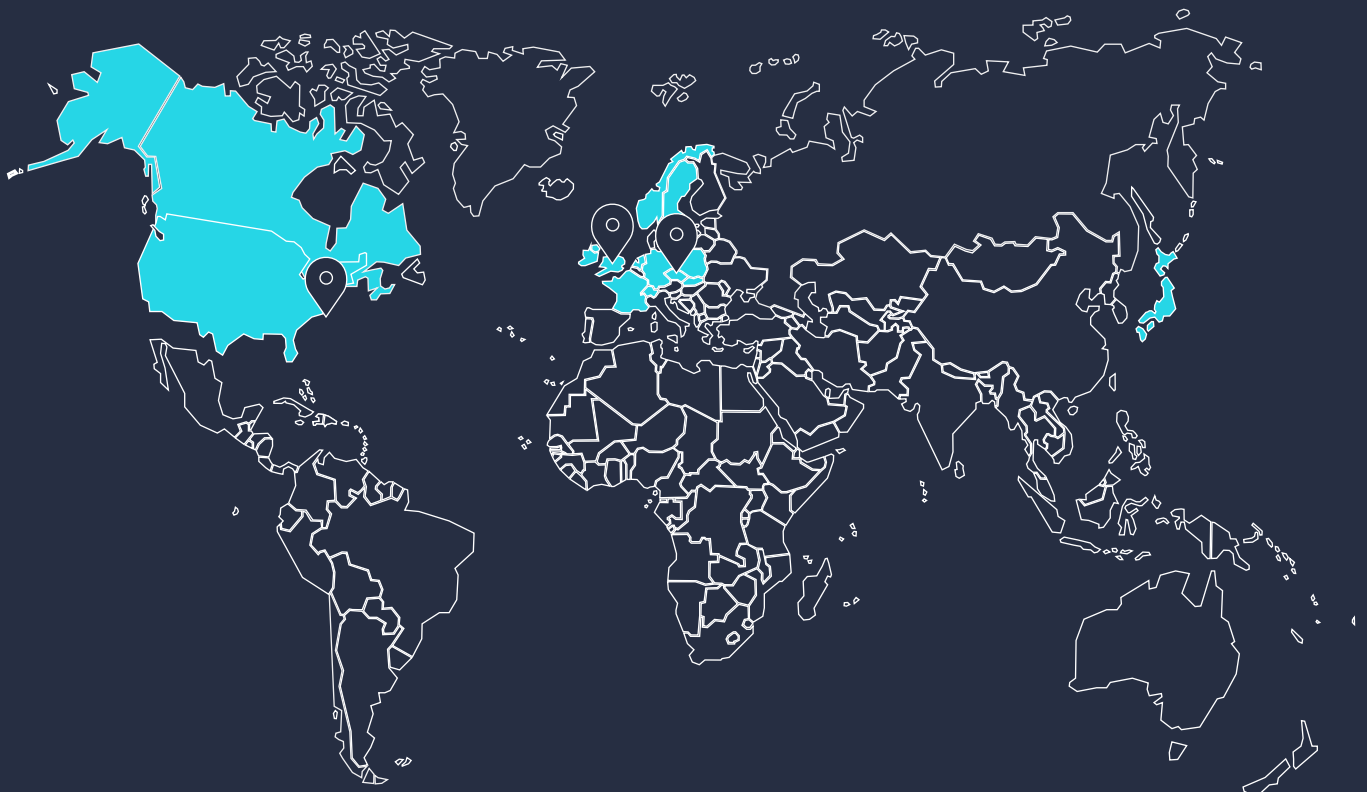
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The logo for 21st, featuring the number '21' in a bold, black font with a red square above the '1', followed by 'st' in a smaller, black font. The logo is positioned in the top left corner of the image, which is a cityscape at dusk with a network overlay and several circular data visualizations.

21st

We digitize Investments

© 2018
Strictly private & confidential

www.21re.de



Towards
Real Estate Online
Trading

EXPOSÉ → PRE CHECK → VALUATIONS & SZENARIOS → DUE DILIGENCE → ACQUISITION & TRANSITION



Previous Knowledge



Strategy



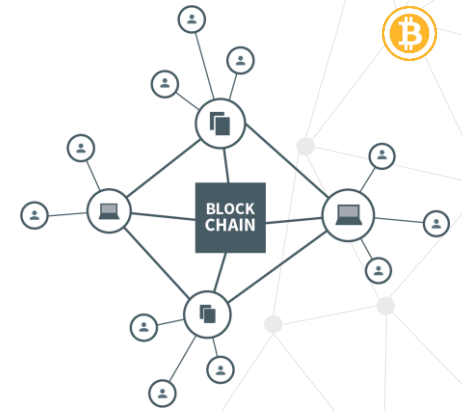
Matching

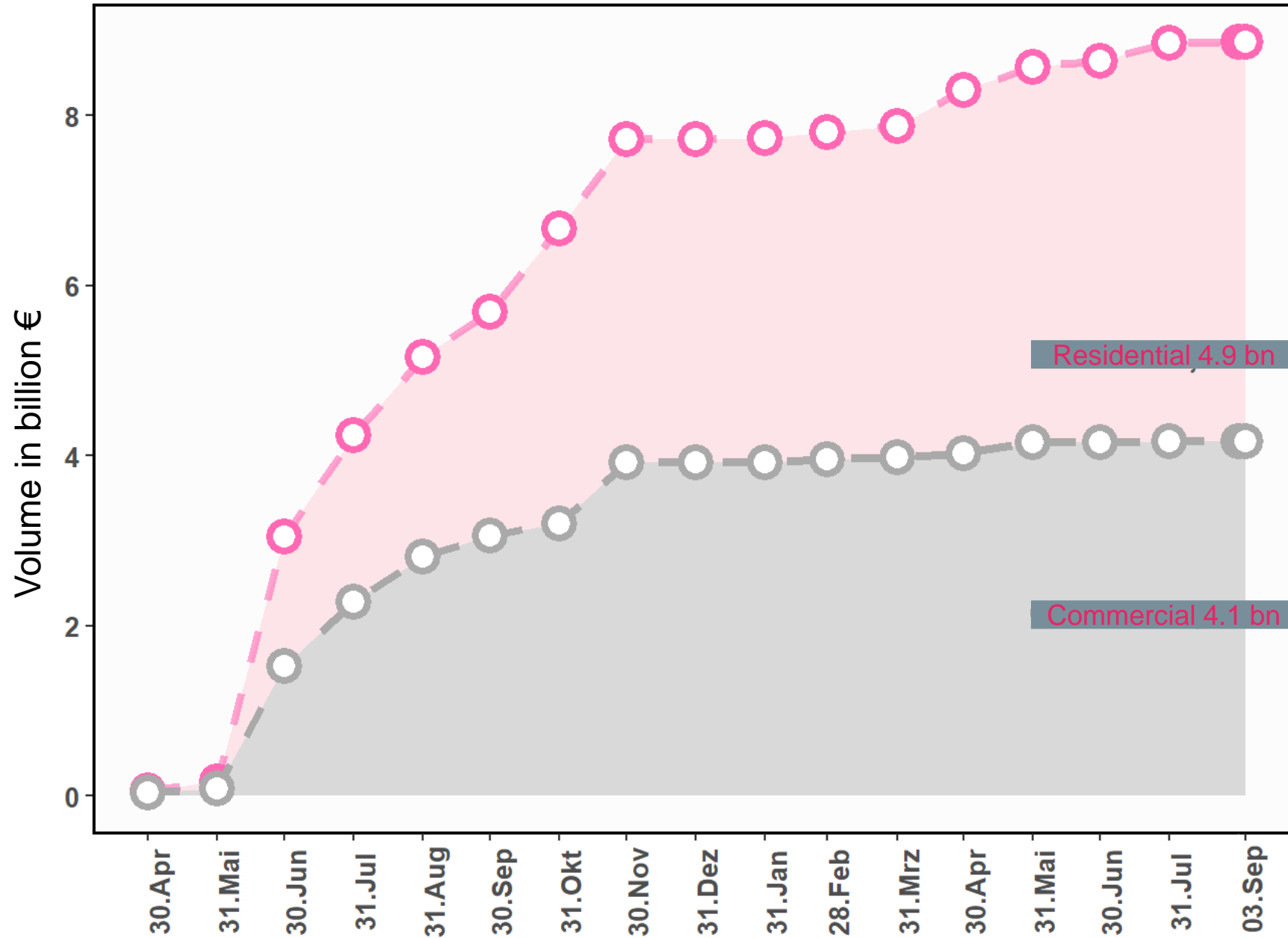


automated



manually





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21st

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Go— PopUp

Retail Spaces Rewired.

David Pérez

gopopup.com

[#gopopup](https://twitter.com/gopopup)

**Rent shops,
malls and
venues for
pop-up stores.**

gopopup.com
[#gopopup](https://twitter.com/gopopup)

Leasing retail space is such a pain.

Finding, contracting or leasing retail spaces is complicated for tenants and landlords, decentralised and expensive - especially when it comes to **short-term leases**.

But it doesn't have to be.

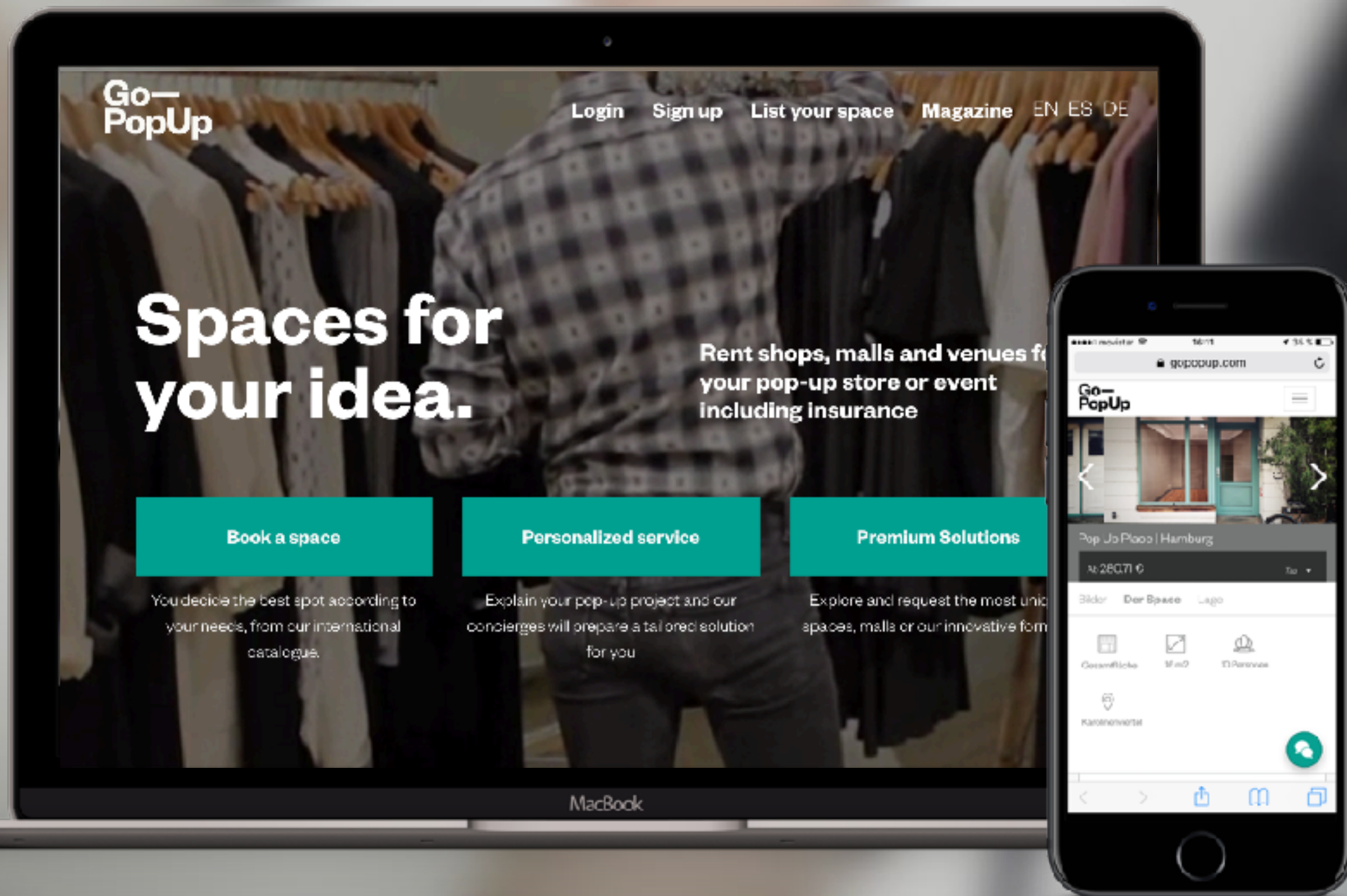
We are the one-stop-solution for companies, brands and agencies to find, book and manage stores, malls and venues for flexible commercial leases - **completely online**.



Find, book and manage. All in one place.

From the perfect matchmaking between retail concept and retail space to the enquiry management, communications, secure booking and payment: our platform provides a seamless and centralised customer experience to book or lease out the commercial spaces **within minutes.**

We use our advanced platform technology to provide **centralised access to global space inventory** for brands, a personalised booking service with easy contracts and invoices in one place and a easy-to-use management dashboard for all transactions.





“We’ll be like booking.com for retail”

Mission

Empower brands, agencies and creatives to find perfectly matching spaces and launch pop-up stores everywhere in the world.

Vision

Become the leading worldwide solution to rent short-term space and make pop-up retail accessible to anyone.

Our product strategy towards one-stop-solution.

Empower the user.

Both landlords and tenants meet together through a marketplace platform to decide the best location and agree on deal conditions.

(Self-service marketplace)

Quality of service.

Go—PopUp team of concierges offer personalised scouting, negotiation of conditions and search for additional services.

(Tailored service with brokers)

Anything you want.

With inspiring locations and a network of solution partners, Go—PopUp acts as an agency, becoming the entry point for any pop-up need.

(Project management with partners)



Book a space

You decide the best spot according to your needs, from our international catalogue.



Personalized service

Explain your pop-up project and our concierges will prepare a tailored solution for you



Premium Solutions

Explore and request the most unique spaces, malls or our innovative formats

→ **Product sophistication** →

Unique Selling Proposition. Everybody wins.

Landlords.

Liquidity and higher ROI in the space rental business.



Advantages for Landlords.

- Clients and occupancy
- From +2x to +5x daily rental revenue than long-term
- Advanced asset and booking management tool
- Advanced payment guaranteed
- Standard insurance coverage

Brands.

The customers you want when you want them.

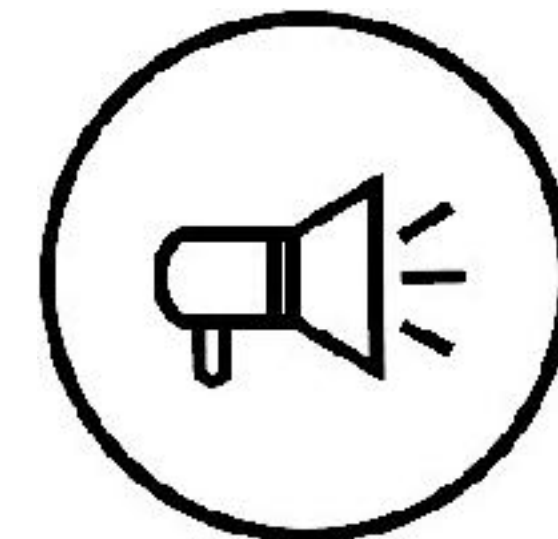


Business for Brands.

- Best space for needs of the brand
- Best price negotiation
- 80% reduced average setup cost
- Low-risk and low-cost test of new markets and locations
- Noticeable and innovative formats for customer experience and loyalty

Offering partners.

Optimise your dedication and impress your client.



Value for Partners.

- International client base, at least 40% of cross-country requests
- Catalog with unique spaces
- Focus on your core business
- Save 2 to 3 weeks in your projects by externalising space scouting
- Transparency in costs

Making Retail Stores accessible.

+1,000

success stories
since 2015



+10,000

registered users

+7

countries

+5,000

landlords and spaces

+400

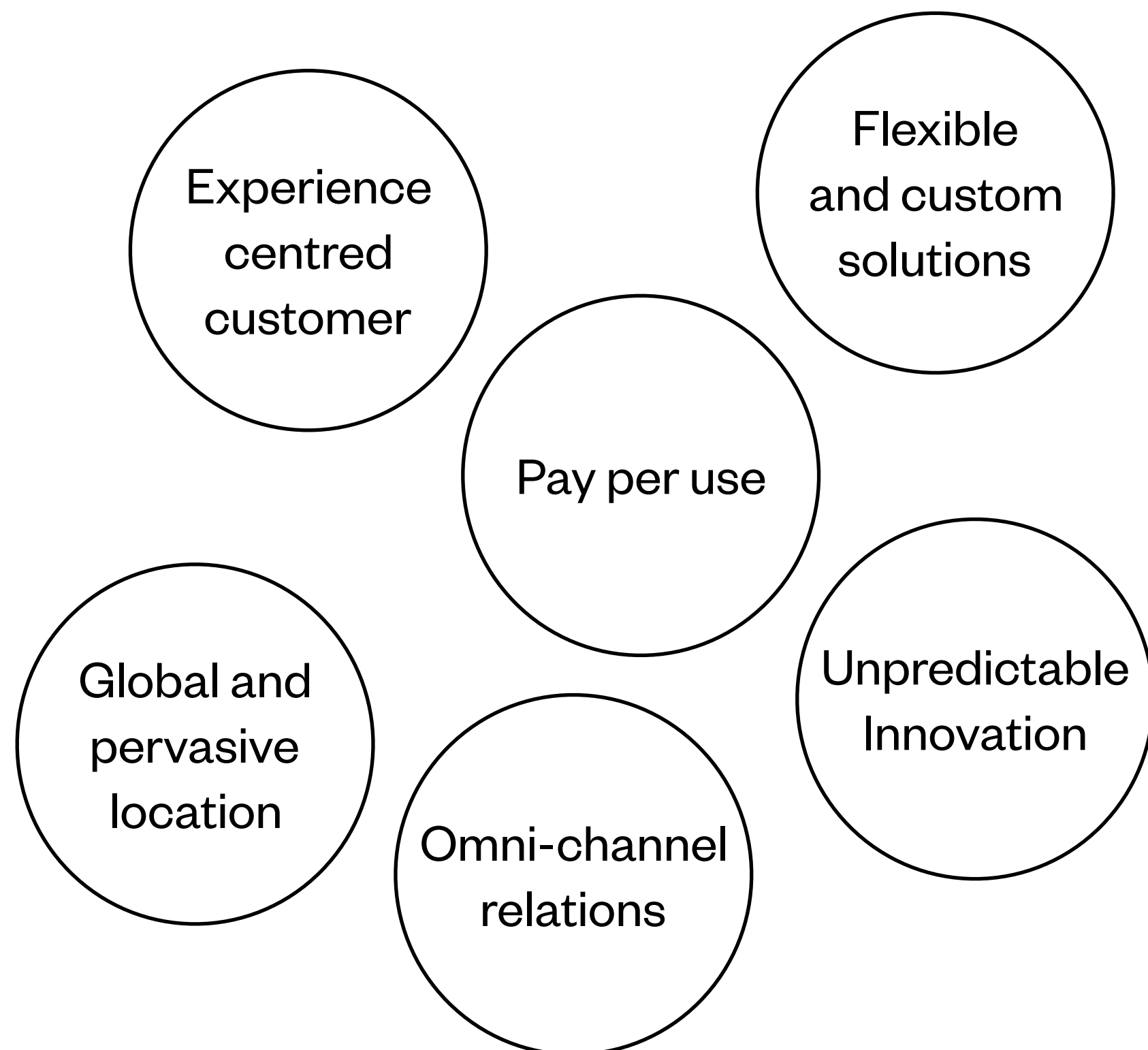
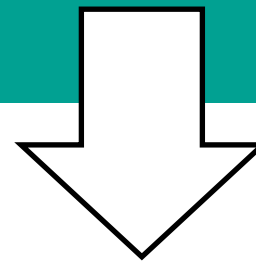
shopping malls



Retail is the next wave in PropTech revolution.

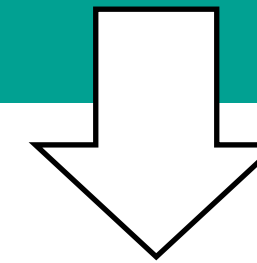
Macro-trends.

Changes in customer behaviour and society are driving new businesses.



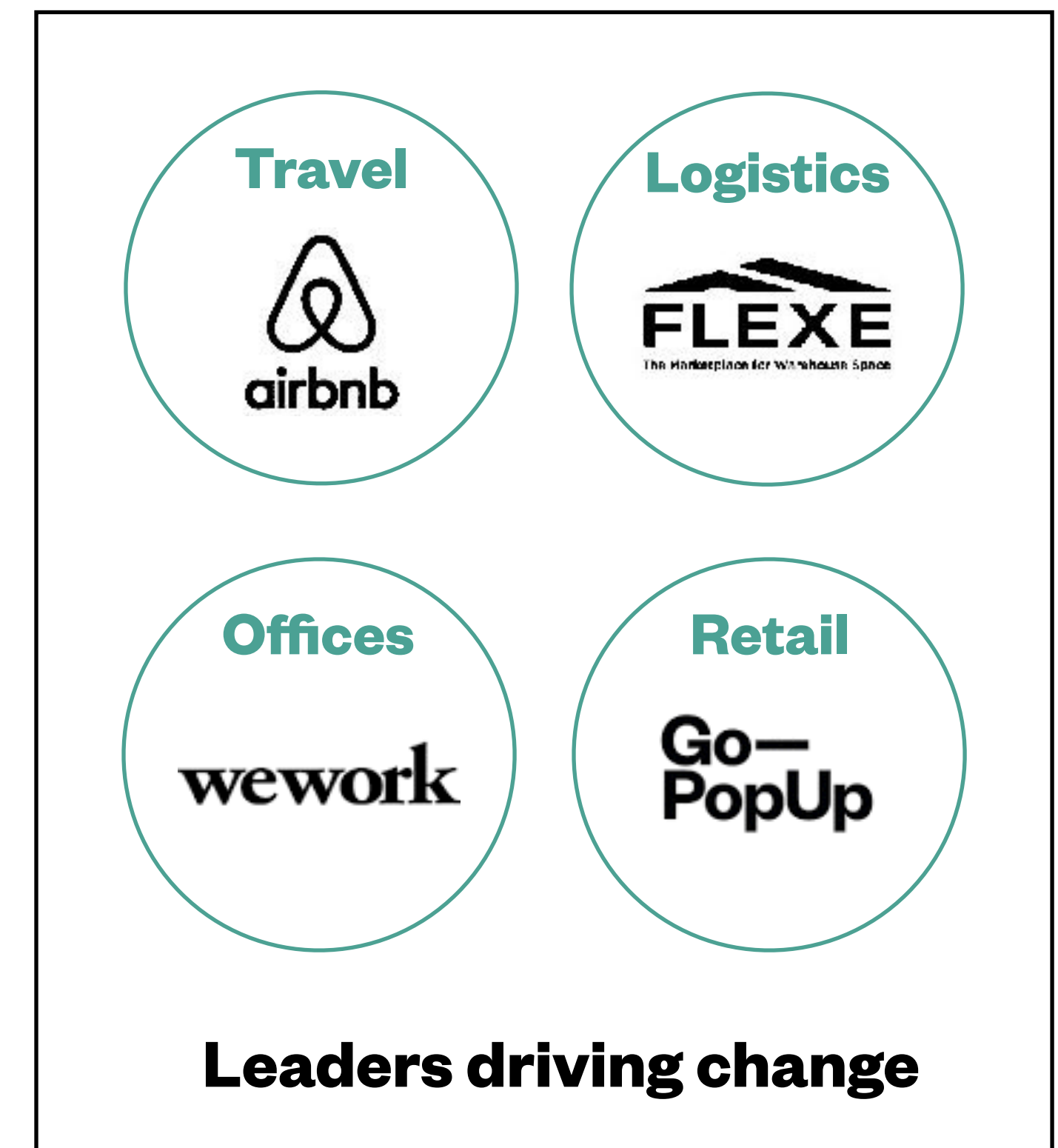
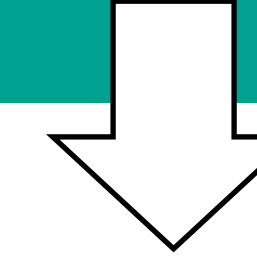
Business priorities.

Business decision-making and practices adapt to macro-trends.



Technology helps.

Like any time in History, technology is enabling and empowering change.



Thanks.

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The HiP logo consists of the letters 'HiP' in a white, bold, sans-serif font, set against a dark grey rectangular background. The background of the entire slide is a dark blue, textured image of a globe.

HiP

**A NEXT GENERATION ASSET EXCHANGE AND VIRTUAL
WORLD FOR REAL ESTATE**

TOBIAS STRAESSLE
HiP CO-FOUNDER

HIP VISION, PROBLEM, SOLUTION

Create financial freedom by releasing value from owned assets leading to a better quality of life

Problem:

- Closed financial loop – single buyer, single lender – dominated by banks
- Accumulated wealth in mortgaged properties cannot be accessed unless sold or debt increased
- First time buyers can't get on property ladder
- Equity release is a debt product only available to older people - lifetime debt, accruing compounded interest

Solution:

- Give owners control over their financing choices
- Provide owners instant access to their property wealth by fractionally selling equity or increasing debt
- Create an open marketplace for owners and investors to buy/sell property-backed equity and debt assets
- Disintermediation through decentralization

HIP USE CASES

Without HiP:

Bob sees a property he likes that costs 250K
He can afford 200k in debt/cash
He can't buy it.

Alice owns a property worth 400k
She has little income. She needs money.
Options: downsize or equity release

Tim has a 40% mortgage and struggles to pay his mortgage. He has to sell.

A family trust owns a large portfolio of assets and wishes to access its accumulated wealth.
They arrange a secured loan.

With HiP:

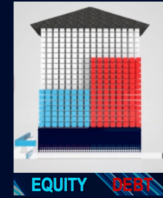
Alex onboards property and arranges financing of 200k using HiP: sells £50k as equity to the market via the HIP platform (marketplace). Alex buys the house and moves in.

Sara onboards property; sells 100k as equity to the market using HIP; incurs no debt and can buy all or parts of it back via HIP marketplace when she can afford it. Sara can stay in her house.

Tom onboards property and refinances his mortgage via the HIP platform; sells 10% as equity to the market via HIP. He pays down part of his mortgage. Tom can keep his house.

Another family trust with a large asset portfolio onboards some of their assets and sells a %age of assets as equity to the market via HIP.
Trust uses the capital raised to extend its portfolio.

HIP HOW ?



- ❖ Fractionalizing properties into tradable economic units
- ❖ Real-time trading platform to buy/sell asset-backed debt and equity linking owners directly with investors
- ❖ Interactively managed debt and equity (dynamic collateral management)
- ❖ Equity becomes a currency
- ❖ Investors invest in portfolios of their choice across equity and debt assets across verticals and geographies
- ❖ Visual, immersive, easy-to-use user interface (3D virtual world)
- ❖ Use of Blockchain technology where appropriate

A NEXT GENERATION ASSET EXCHANGE AND VIRTUAL WORLD FOR REAL ESTATE

www.hip.property

Intro Video: <https://vimeo.com/281584152>