

This presentation was live at:



Smart Buildings

SHOW

18-19 October 2023 • ExCel London

Delivering energy efficiency and occupant wellbeing to the housing market

Unlocking the Future of Housing with Scalable Technology Solutions

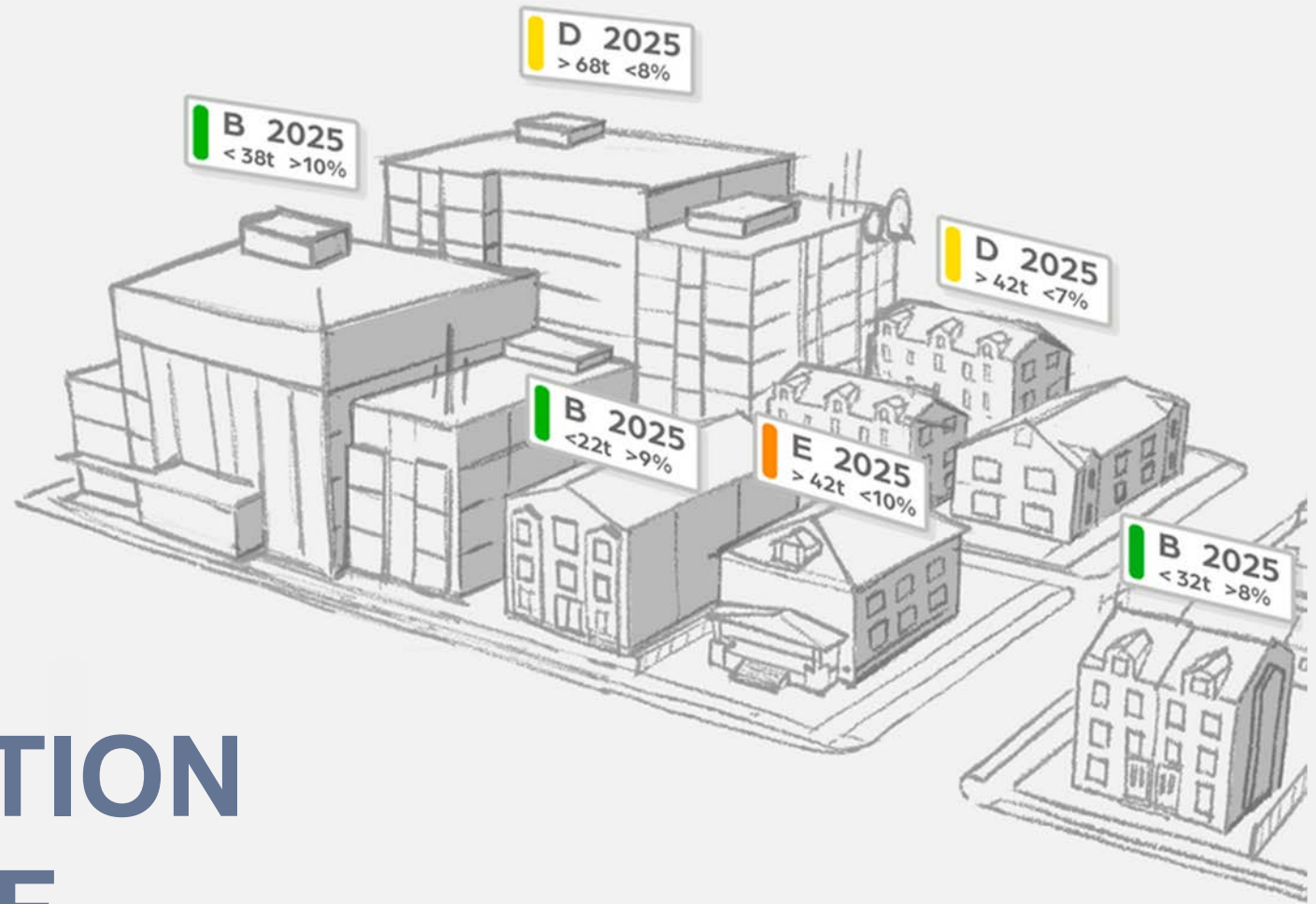


18-19th October 2023



Jonathon Scott
Chief Revenue Officer

WE'RE MAKING DECARBONISATION PAY FOR ITSELF



Why Do I Need to Incorporate Technology?

“We need to understand what we mean by technology so we can make informed decisions”

Propcode Portfolio Visibility for Building Upgrades





Identifying Opportunities to Reduce Energy, Costs & Carbon

**“We’re looking for
solutions that work
together to increase
value and efficiency”**

Propcode Portfolio Visibility for Building Upgrades

Futureproofing



“Homeowners are increasingly expecting higher sustainability standards from the homes they live in”

Lloyds Banking Group Website 2023

Creating Green Opportunities

1. How do you innovate?
2. Does collaboration work?
3. How do I get reach the market?



Holistic Approach to Home



“Potential climate change impacts should be accounted for in the design of new buildings”

Towards Net Zero HSBC Centre of Sustainable Finance 2021

Innovation in Action



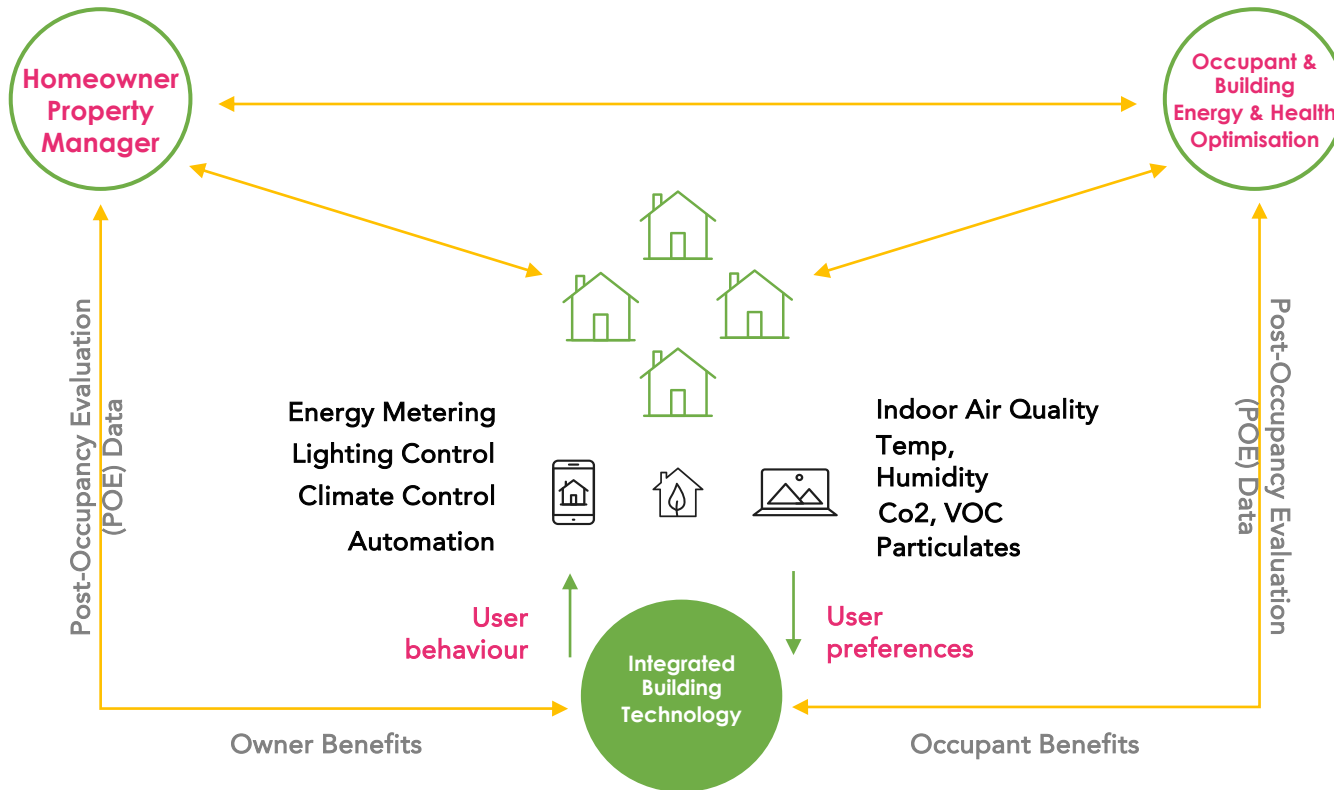
“We wanted to create a home that looks after the occupants, not the other way around”

MyGlobalHome



Innovate
UK

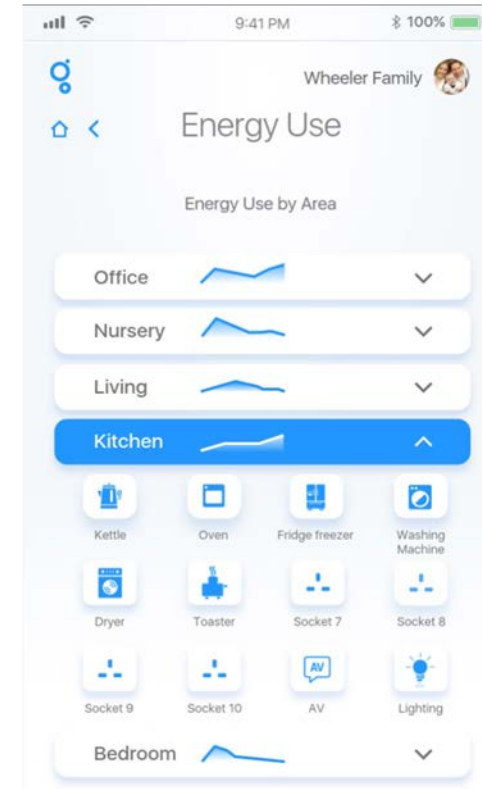
Sustainability that Pays for Itself



“I want to deliver good homes but I need visibility in order to do that”

Occupant CO2e Gamification

“Occupants have a vital role to play in reducing energy consumption”



Market Complexities

1. Looks great who pays?
2. That's not how we do things here.
3. Do we really need to do this?



Sustainability is Inevitable

“Buildings developed with occupants wellness at the center are proven to provide better returns”.



Designing Simplicity In

“We found that occupants didn’t want to live with ‘gadgets’ and industry didn’t want ‘yet another box’ to install”



Design in Action

“I love being able to control my heating and lighting while I am not at home via the app.”

James

First time buyer

**Two-bedroom apartment Purchase price
£295,000**

Essex



Design in Action



**“My husband said to me
last night that the Volatile
Organic Compounds (VOC)
were too high in our
daughter's bedroom”**

Laura, Ash and their two young children.
Detached 5-bedroom family home.
Purchase price £1,000,000
Sussex

An Opportunity for the Entire Sector

1. Why do this?
2. Who benefits?



Design Engineering with Purpose



“We share the vision for green building accreditation”

Stephen Hayes, MD Beckhoff UK



“We believe in the vision of a network of intelligent buildings”

Daniel Hewson CEO, Contactum

Value for Key Stakeholders



“Renters are willing to pay a premium of 12% for an energy efficient home.”

Legal and General Capital Corporate Website 2023

Opportunities or Obstacles

1. Is technology in construction worth it?
2. Do I want to create healthier more efficient homes?
3. Can you afford not to do this?
4. Can decarbonisation really pay for itself?



Q&A

Thank You

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Smart Buildings

SHOW

9-10 October 2024 • ExCeL London

We look forward to seeing you in 2024