

SALLY R

Decarbonizing **real estate** with AI

Why on **earth**?

SALLY R



We founded our company based on these fundamental notions:

- People are getting sick by breathing polluted air
- Buildings are heavy polluters and inefficient energy consumers

...and if this can be fixed on a space station, we can do it on planet earth

By uniting space innovation, **sustainability and Rock'n Roll, **Sally R** becomes essential for [controlling] **buildings****

/Fredrik Tunberg, CEO and very down to **earth**

The real (estate) challenge

SALLY R



EU taxonomy and national regulations is forcing building owners to decarbonize...fast



HVAC (Heating, Ventilation, AC) represent 40-60% of a buildings total energy consumption



Poor indoor air quality kills > 4m people every year and is a major cause of asthma, cancer and allergies



Remote work and e-commerce puts pressure on commercial building owners to reinvent and adjust



Buildings account for 40% of global energy consumption and 36% of global CO2-emissions



Building owners will be held accountable on both energy efficiency and indoor air quality

The Solution

SALLY R

Cloud based optimization service for HVAC systems through an add on to existing BMS/BAS. Using air quality, BMS data and an advanced mathematical approach, our solution finds new set points in real time to reach air quality levels at the lowest cost.



Monitoring and control over Indoor Air Quality



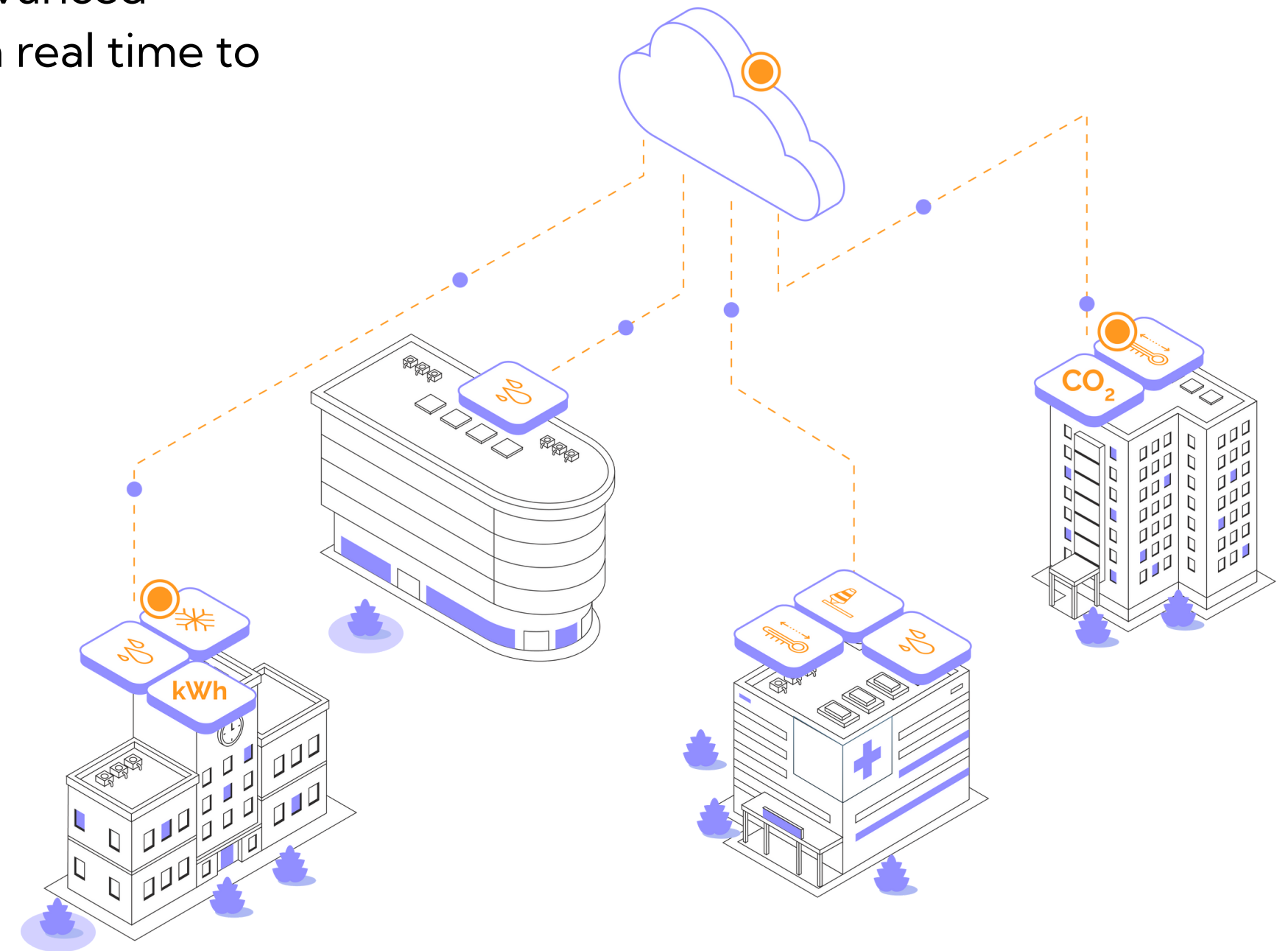
Energy savings from 30-60 % on HVAC System



Autonomously optimizing the HVAC system



Scalable solution for any property and system
(pure software, 100 % agnostic)



Customer portfolio

“

"With Sally R, we achieve a significant reduction in energy consumption in our stores and, as a bonus, excellent control over air quality."

Niklas Skerfving, Technical Manager, OKQ8 Sweden

"Sally R provides us with an easy and scalable solution to optimize our HVAC-systems, which saves us both energy and secures a safe indoor air quality for our visitors."

Simon Erlandsson, Operating Manager, Westfield Mall of Scandinavia

"We're saving energy, and even have better indoor climate"

Ludwig Engdahl, CapMan Real Estate

Sports



KUNGSLEDEN

Retail



Vasakronan



alecta

Offices



skandia:



CapMan

Partners/resellers



netmore



forstå
PROJECTS



Status Q3 2023

SALLY R

Revenue:

- €280k (2022)
- €239k in CARR
- 3x higher since August 2022

Sales funnel:

- + 25 prospects in late stage
- + €650k (ARR) in weighted value
- Prospects from Scandinavia, Benelux, UK and the U.S

Integrations & Partners

- Integrations: Schneider Electric, Airthings, Honeywell, Web Port + more
- Partners: Schneider Electric, Netmore, Sensative + more

Thank you!

SALLY R

For more info, **please contact:**



Fredrik Tunberg, CEO
fredrik.tunberg@sally-r.com



Gustav Stenbeck, Chairman
gustav@gainsustain.se

