# SEMS

# Smart Energy Management System

# What we want to do for **YOU.**


## GOALS:

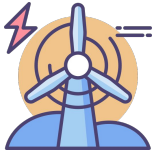
- Direct **existing energy** management through the development of a SEMS for residential and commercial properties.

- **Reduce** unnecessary energy consumption while **OPTIMIZING** energy usage in real-time.

- **Integrate** with existing infrastructure.

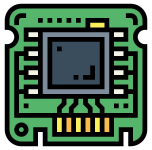
# Current EMS Limitation

**INEFFICIENCY in Energy Distribution**
Leads to unnecessary energy waste and higher costs.



**Poor Integration with Renewable Sources**
Difficulty in managing and optimizing renewable energy contributions.

**Inadequate Real-time Monitoring**
Lack of immediate feedback and control over energy usage.



**Limited Predictive Capabilities**
Cannot accurately forecast energy needs and potential issues.

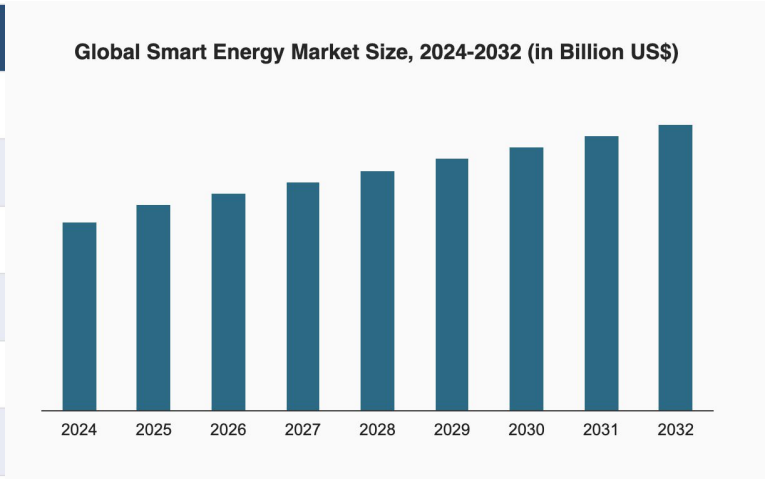
**Lack of Data Collection and Intelligence Analysis**
Insufficient data to make informed decisions and improve efficiency.

# Market Opportunity

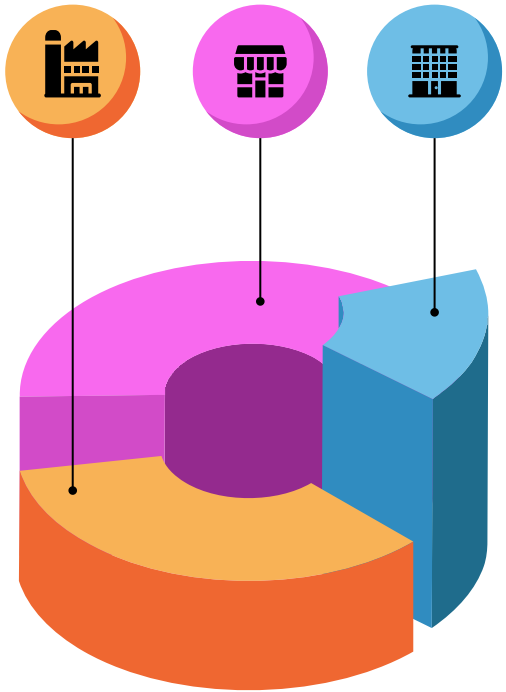
## Expectations

- Gain nationwide recognition
- Become a staple EMS
- Push for sustainable energy solutions
- Grow demand for energy efficiency solutions

| Report Attribute | Key Statistics |
|---|---|
| Base Year | 2023 |
| Forecast Years | 2024-2032 |
| Historical Years | 2018-2023 |
| Market Size in 2023 | US$ 164.3 Billion |
| Market Forecast in 2032 | US$ 318.6 Billion |
| Market Growth Rate 2024-2032 | 7.5% |



# Target Market



**50%** Commercial Buildings

- Large-scale energy savings
- Reduced operational costs

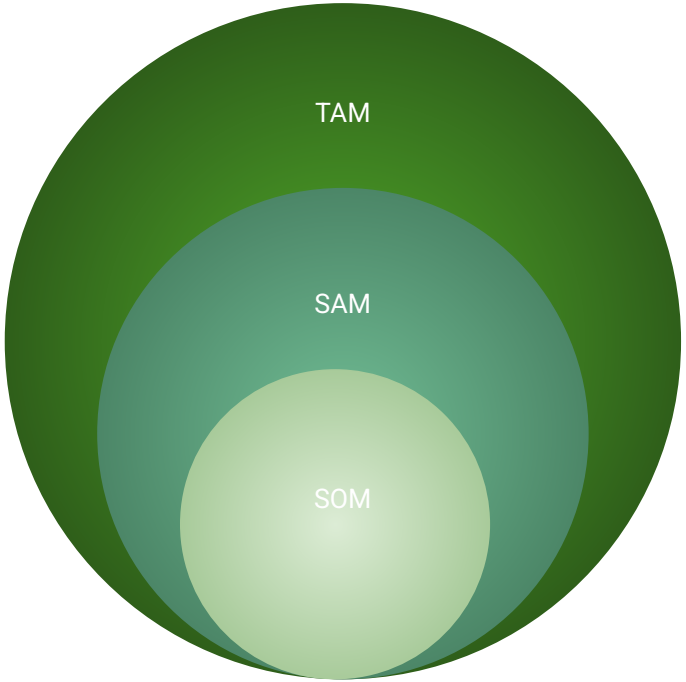
**30%** Industrial Facilities

- Enhance energy efficiency

**20%** Smart Homes

- Personalized energy management
- Cost-saving

# Market Size




**$3.12 Trillion**
Global TAM

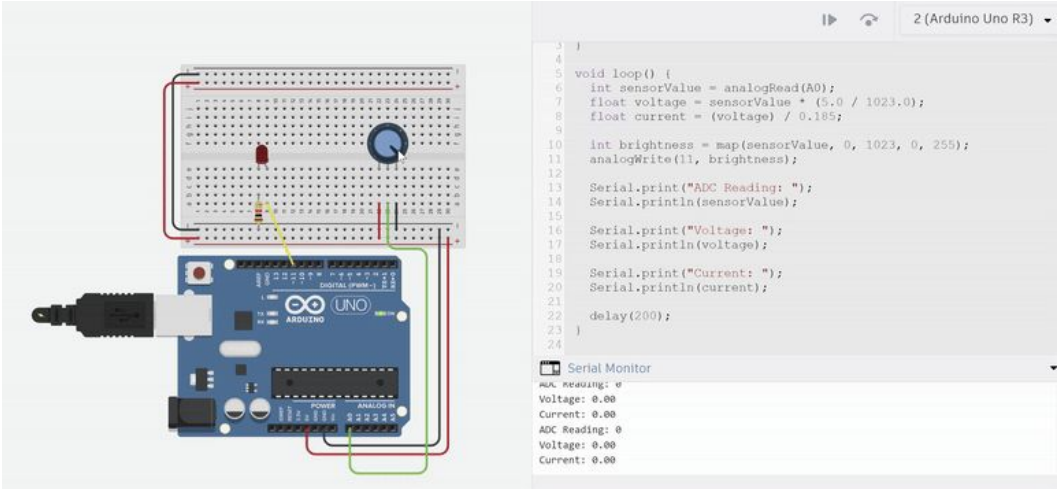
**$368.5 Billion**
North America SAM
$164.3 Billion on U.S.

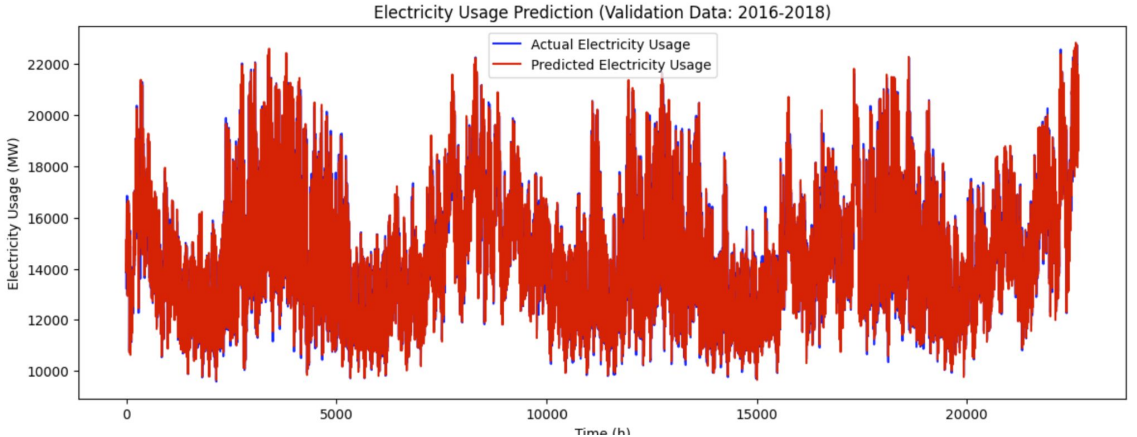
**$2.67 Billion**
San Diego SOM

SEMS

# Solution Overview

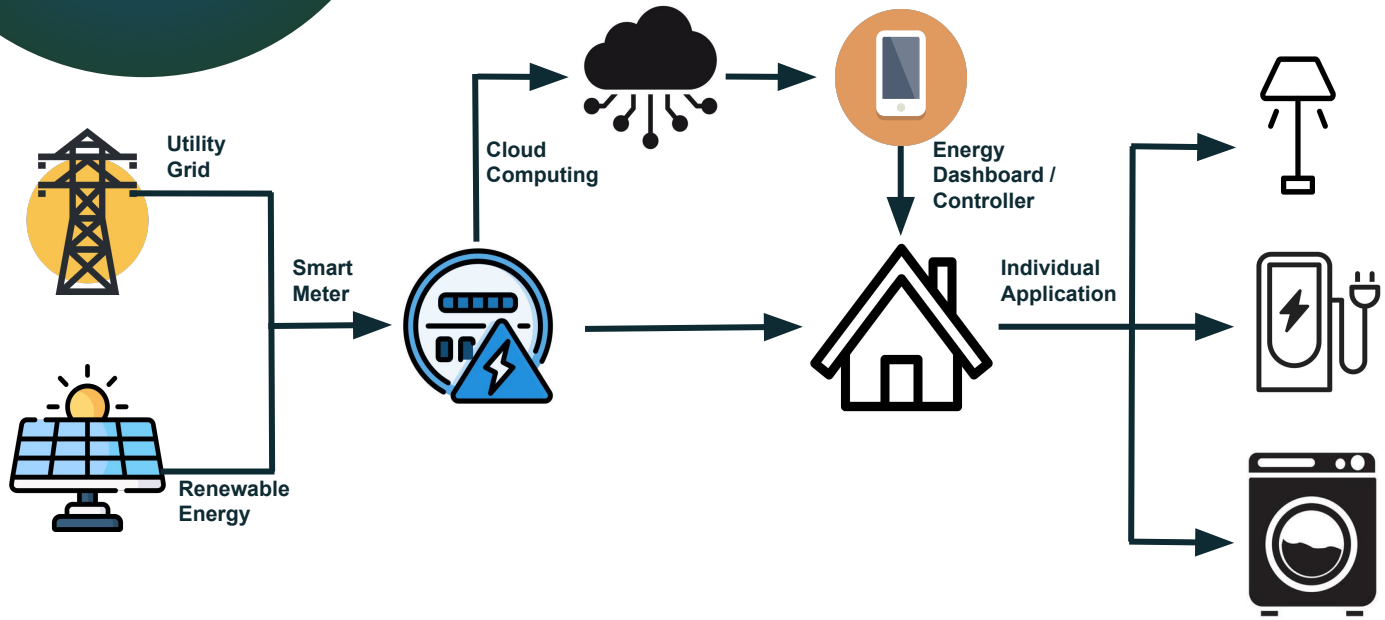
- Real-time Monitoring and Optimization
- User-friendly Analytics Dashboard
- Predictive Analytics
- Smart Sensors
- Integration Capabilities
- Sustainability Focus



# Technology Architecture

- **Data Collection**: IoT sensors and smart meters
- **AI Engine**: Machine learning and predictive analytics
- **Cloud Infrastructure**: Scalable and secure data processing
- **User Interface**: Web and mobile applications



# COMPETITORS

| | SEMS | nest | ecobee | uplight | Honeywell |
|---|---|---|---|---|---|
| Real-time optimization and Monitor | ✓ | | ✓ | ✓ | ✓ |
| AI Optimization | ✓ | ✓ | | ✓ | |
| Data Analytics | ✓ | | | ✓ | |
| Home Integration | ✓ | ✓ | ✓ | ✓ | ✓ |
| Hardware Integration | ✓ | | | | |
| Easy-to-Use Application | ✓ | | ✓ | | |

# Business Model

## B2C

- **Hardware sales**
  - Depending on customer requirement, our hardware sales would vary from $500 to $2,000 from customer to customer
- **Subscriptions**
  - For single household, our subscription would be starting at $20 per month
  - For  property owners, we would be charging at $200 per month
- **Data Analytics for Customer**
  - For single household, our subscription would be starting at $20 per month
  - For  property owners, we would be charging at $200 per month

## B2B

- **Data Collection** for Energy Industries
- **Partnership** with Property Management Companies

# Financial Model

**Revenue stream**

- Sale of software + Hardware bundle, Subscription and Data Analytics Service

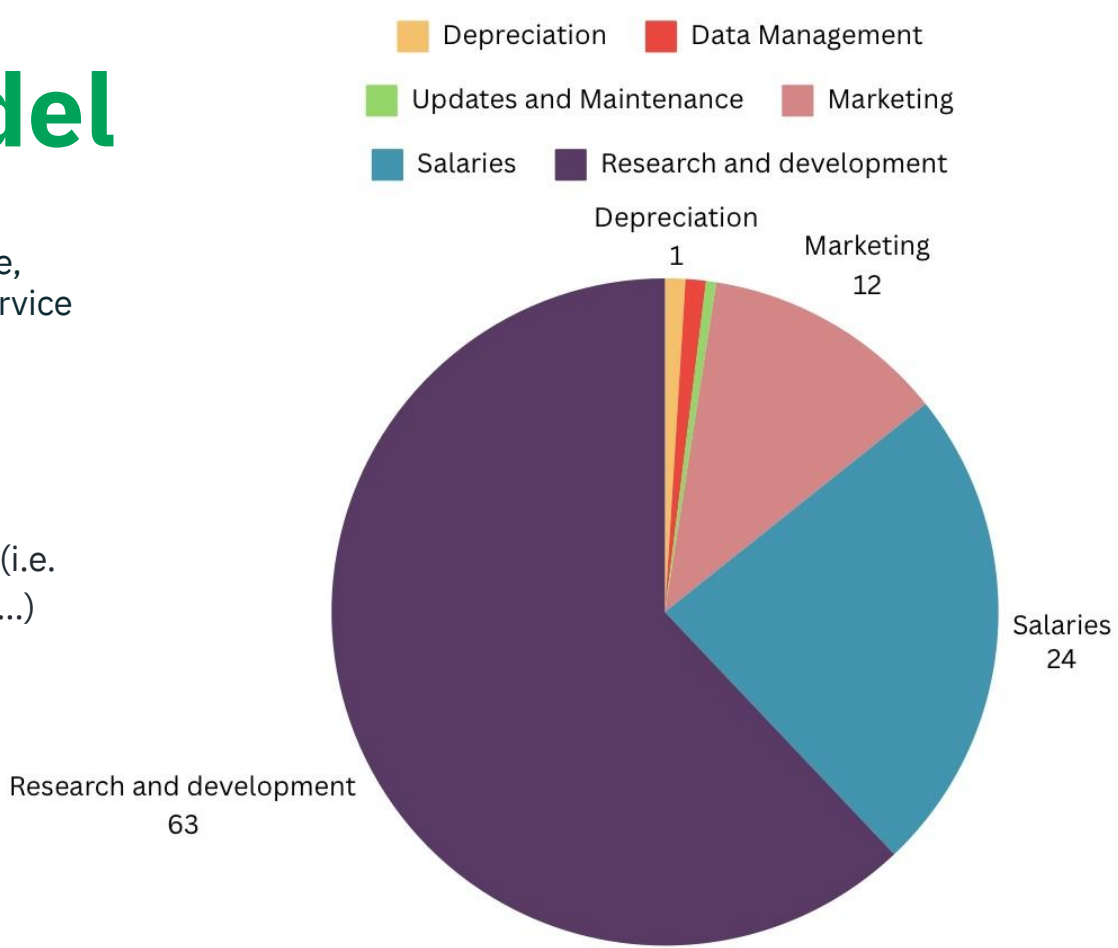
**Monthly revenue per customer**

- $20 for residential
- $200 for commercial

**Gross Margin:** 90%

**Initial investment:** $20,000 - $150,000 (i.e. hardware, software, installation, license, ...) depending on complexity and scale

**Total annual revenue:** $1,700,000
**Total annual expenses:** $1,040,000
**Total assets:** $1,220,000
**Total liabilities:** $1,500,000




Types of expenses in % from total

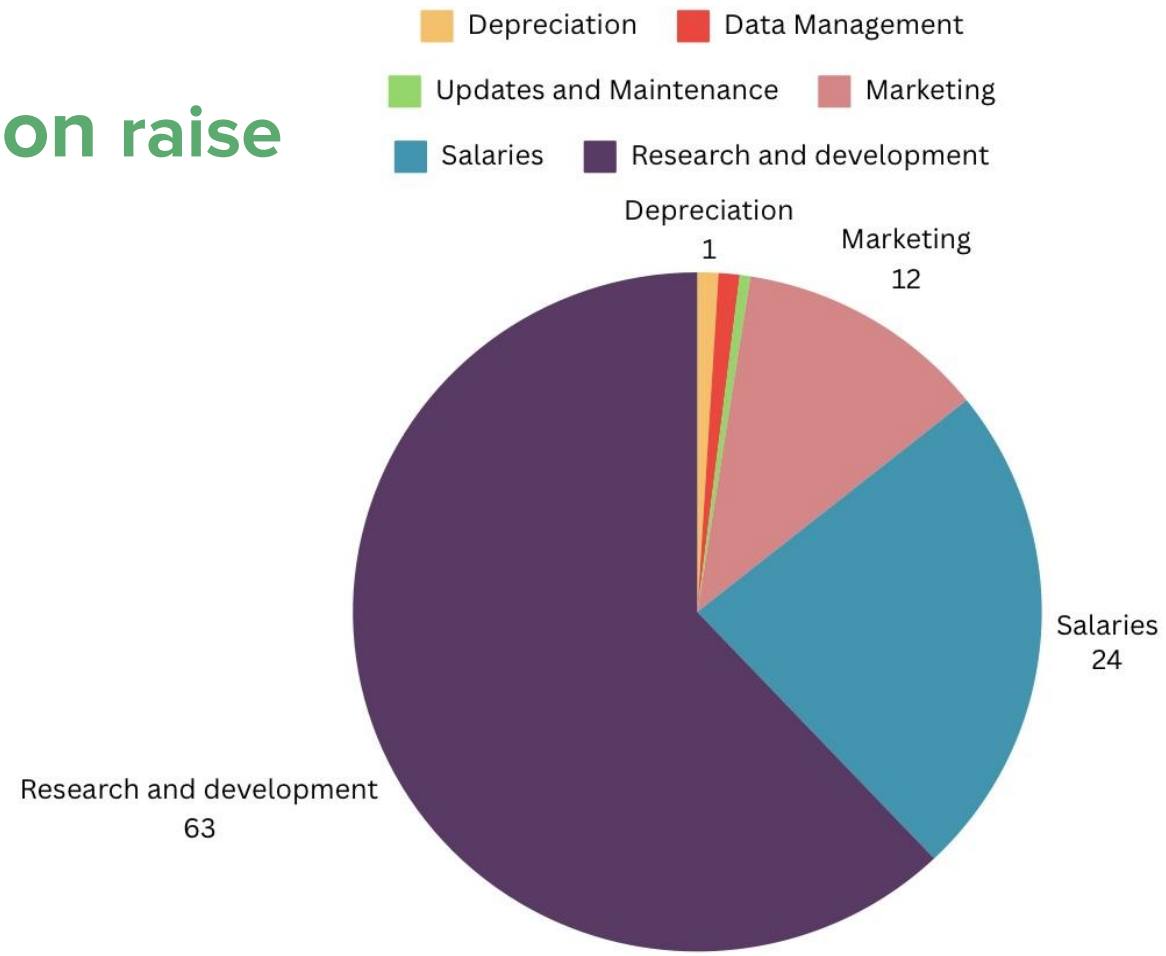
# Targeting a **$1 Million raise** for the Launch

**$10M**

Post-money SAFE

**12/31/2024**

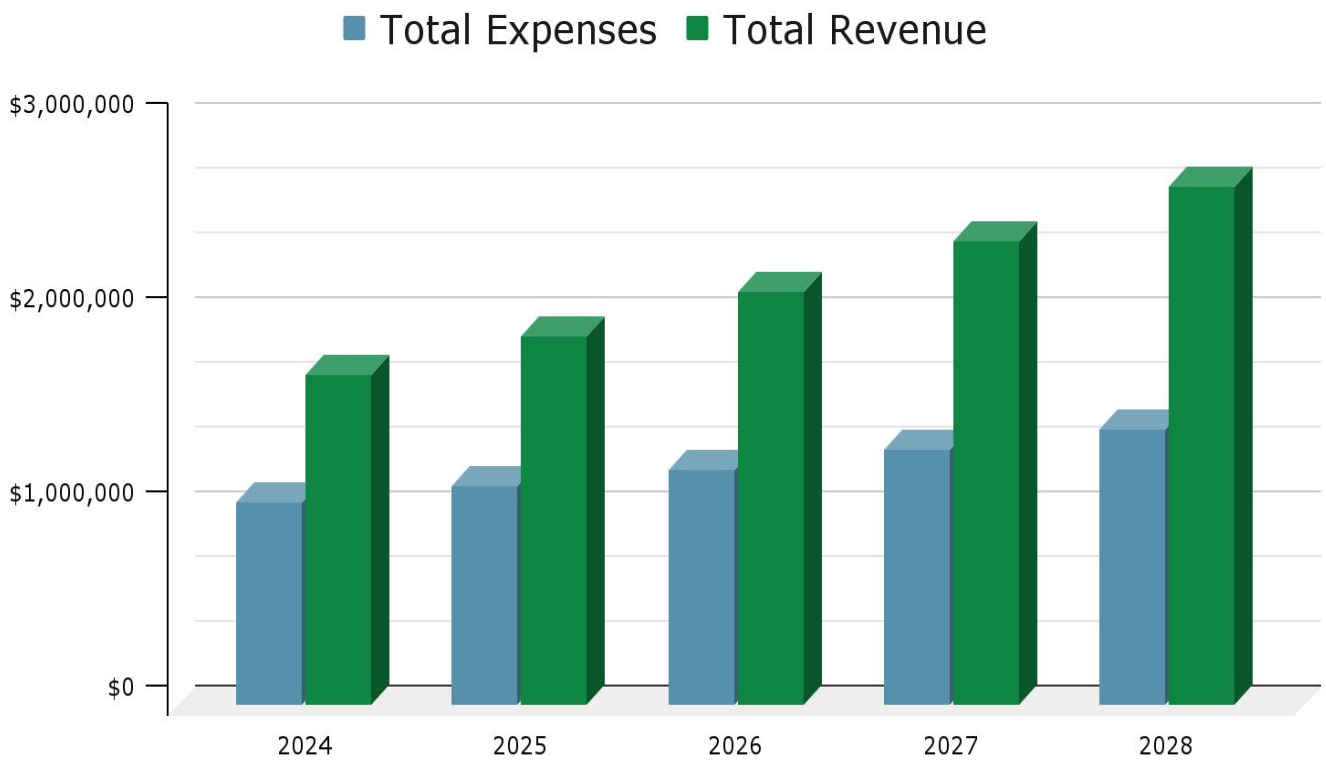
Close Date



# FINANCIAL FORECASTING

Expected annual growth rate in revenue of ~**12%** between 2024 and 2028

Estimated expenses for the next 5 years



# Climate Impact Potential

1

## Larger picture

Drastic change in energy consumption from individual to wholesale buyers. Will be able to see large scale effects of energy monitoring and CO2 reduction.

2

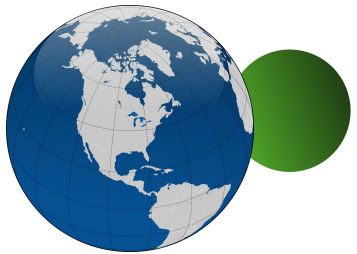
## Individual Energy Monitoring

With each client and buyer utilizing the Smart Energy Management System, they will all be monitoring and reducing their energy usage.

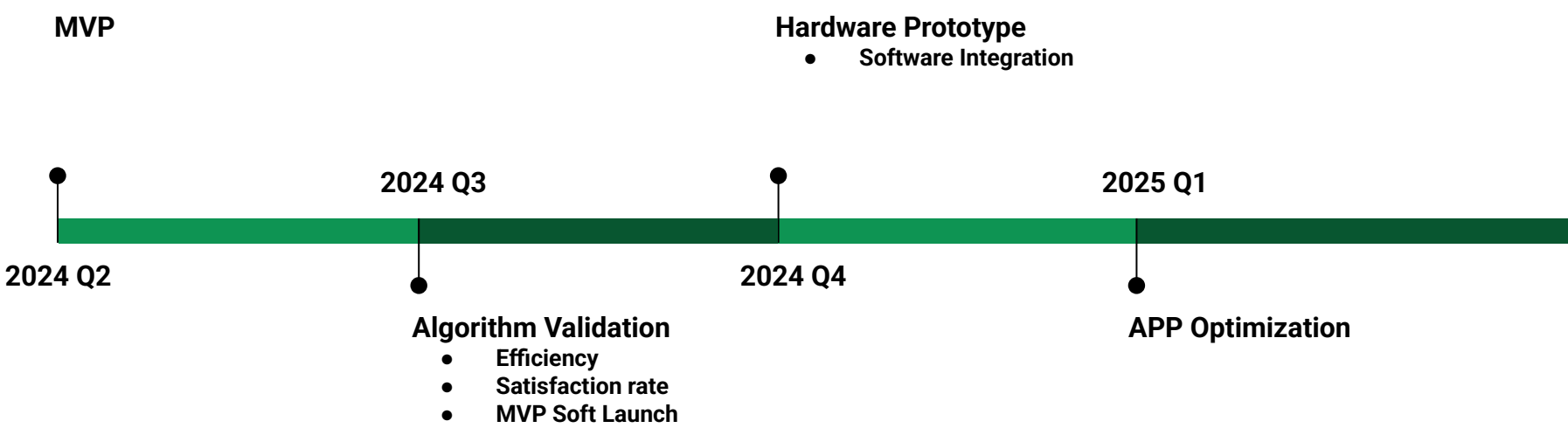
3

## Large scale production and distribution

With large scale buyers, we will be introducing our SEMS device and gain widespread recognition.



# Roadmap


MVP
Hardware Prototype
• Software Integration
2024 Q2
2024 Q3
2024 Q4
2025 Q1
Algorithm Validation
• Efficiency
• Satisfaction rate
• MVP Soft Launch
APP Optimization

# Meet Our Team

Wenhan: CTO & Software integration and data analysis

Tianyi: CEO & Business Development and Marketing Research

Huiyi: CMO & Market and Customer Research

Lauren: COO & Creative director and customer outreach

Angelica: CFO & Accounting financial data

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# THANK YOU.