

# Air Quality and Ventilation Management



# Problem

India

**1.6m** us\$95- 300bn

EARLY DEATHS  
PER YEAR

COST TO ECONOMY  
PER YEAR<sup>1</sup>

UK

**40,000**

EARLY DEATHS FROM  
AIR POLLUTION

**£20bn**

ANNUAL COST TO  
THE UK ECONOMY

<sup>1</sup> <https://www.weforum.org/agenda/2021/06/air-pollution-india-economy-business/#:~:text=The%20problem%20of%20air%20pollution,economy%20%2495%20billion%20per%20year>





# Office Spaces Problem

How to optimise Air Quality when so many occupants

Occupancy

Vs

Ventilation

Energy

Vs

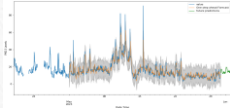
Efficiency

**To Meet RESET Air Building Standard**

# AirNode's Products

How to:

## 1 ANALYSE



## 2 AVOID



## 3 REDUCE



# Air Pollution for:



Offices Campus

Ports

City Councils



# AI Hackathon Solution

## Emission Sources



Stability.ai

1 → Image  
Graphic of  
Vehicles

2 → 3D Model  
of Buildings

## AQ Measurements

Open.ai

3 → Amount of vehicles,  
traffic congestion

4 → Animation of Wind  
Flows and Hotspots

threestudio

5 → Story presentation

# Software as a Service (SaaS)

S1



## S1 ANALYSE

Hotspot, Variances, Emission Dispersion, Impacting factors, emission locations and sources

## S2 COST

ROI Benefits

S2

S5

## VISUALISE

Air Pollution flows

Monitor Performance

Visualise

Wind flows

Air pollution dispersion

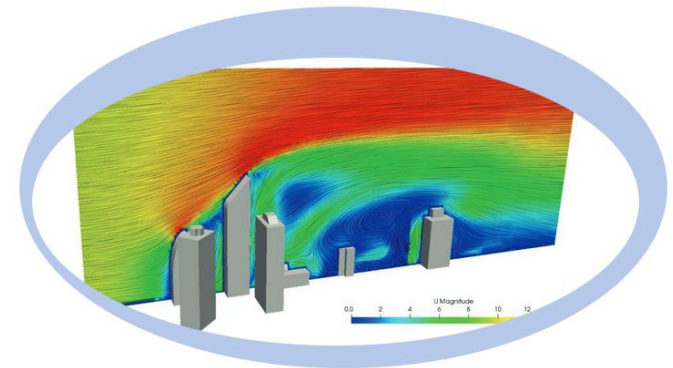
Variances

Emission impacts

S3

## S3 MODEL

Many mitigations and compare reductions in air pollution



S4

## REDUCE

Implement

Pilot mitigations



# AirNode SaaS Benefits

1 Easy to Use Interface

2 No Infrastructure upfront cost



3 Reduces costs on infrastructure spend

4 Increase Air Quality measurement  
and analysis Accuracy



5 Delivered by Air Quality experts

# Potential Clients



## Public Sector

Town Planners  
and environmental  
protection agencies



## Private Sector

Property managers,  
construction  
and insurance



## Academia

To better analyse  
causes and test  
potential mitigations



# Market Size



Global EPAs

**300**

Global Local  
Authorities

**20000**

Global Schools

**1m**

**TAM**

European / Indian  
/ US EPAs

**150**

European /  
Indian / US Local  
Authorities

**8000**

**SAM**

Selected EPAs

**20**

5 per country Local  
Authorities

**1000**

**SOM**



Global Property  
Concerned on ESG

**100m**

AQ Sensors

**300**

Global Ports

**4K**

Large Campuses

**1m**

European / Indian /  
US Property  
Concerned on ESG

**10m**

AQ Sensors

**150**

Global Ports

**1K**

Large Campuses

**500K**

10 Per country  
Property  
Concerned on ESG

**500K**

AQ Sensors

**40**

Global Ports

**150**

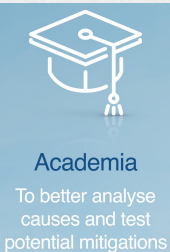
Large Campuses

**100K**

Global  
relevant  
Academic  
studies

European/  
India/ US  
Academic  
studies

2 per country  
or  
10 pa



**£1.5bn**

**£800m**

**£100m**

# AirNode's Teams



Advisory Board

CEO



Product, Market and  
domain experts



Sales

Business Analytics



Applied Algorithms



Representatives



# AirNode's Business Model

## 3 Tier Pricing on client size



Hobbyist



SME



Large  
Corp

### Packages to Buy

		Hobbyist	SME	Large Corp
Annual SaaS License				
	Per user and include some data request credit			
Data Request Fee	Multiple:	0.5	2	5
	Size of geographical zone * data volume			
Consultancy				
	100 hour over 2 months for			

# AirNode's 5 step Solution





# Thank you for your attention and look forward to discuss more

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