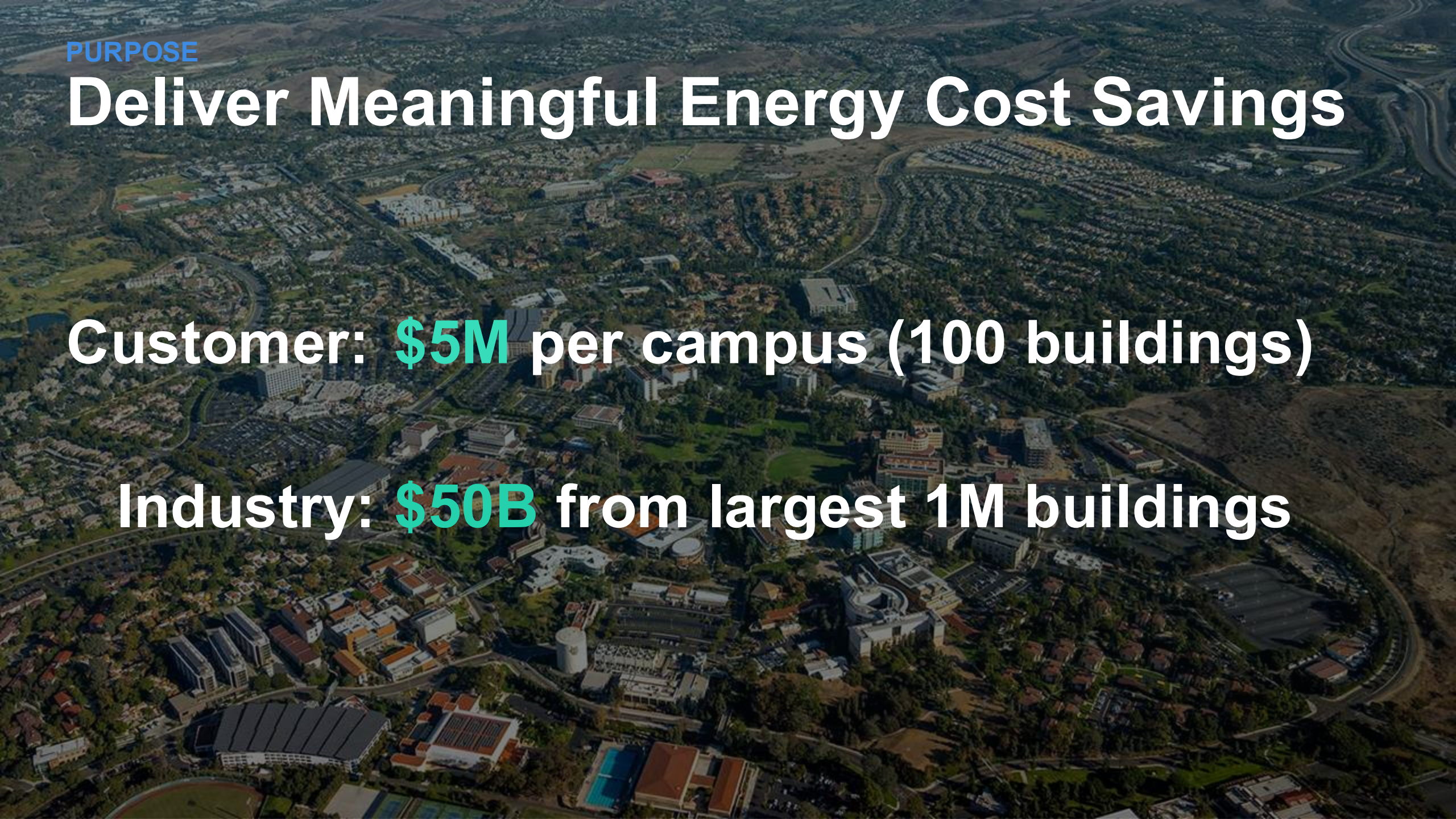
Saving Commercial Building Owners $Billions in Energy Waste



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Chuck Han, CTO
chuck@geobms.io



PURPOSE

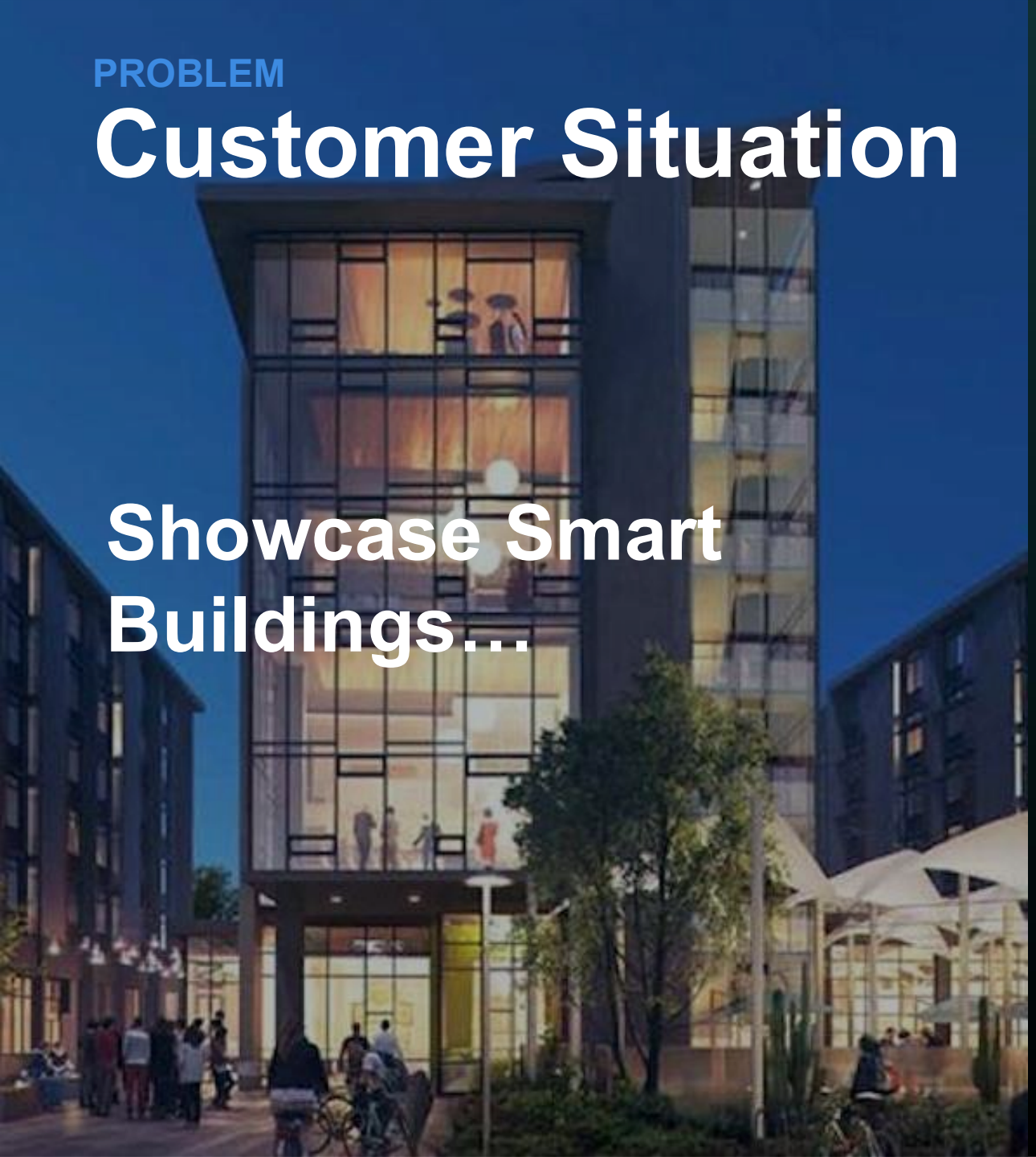
Deliver Meaningful Energy Cost Savings

Customer: $5M per campus (100 buildings)

Industry: $50B from largest 1M buildings

PROBLEM

Customer Situation

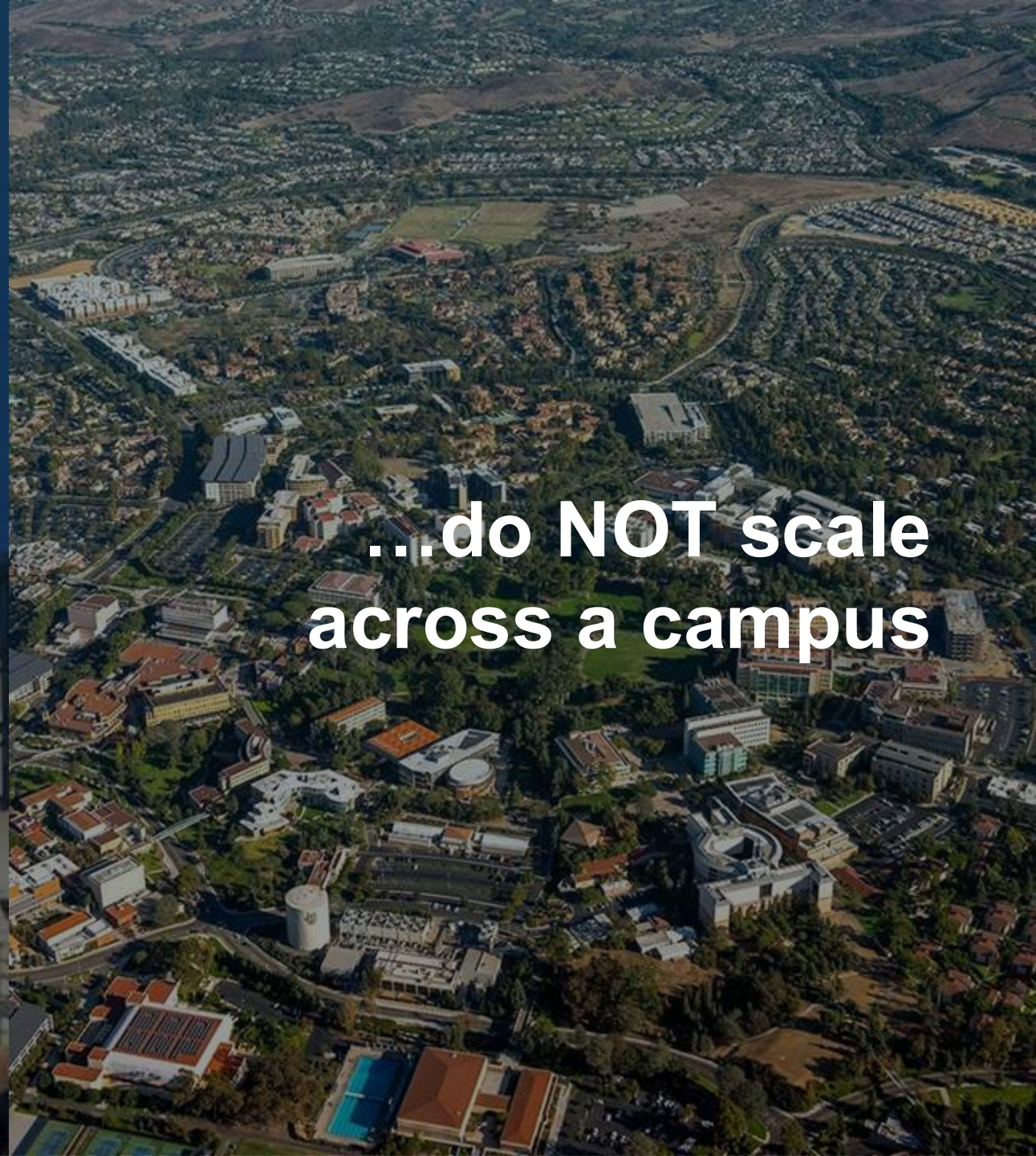


Showcase Smart Buildings…

PROBLEM

Customer Situation

Showcase Smart Buildings…



…do NOT scale across a campus

PROBLEM

Why Not?

Transferring Smart Building Technology:

1. COSTS too much
   Need a **LOW COST** solution ($10K/bldg)

2. NOT SCALABLE as building are UNIQUE
   Need a **SCALABLE** solution

SOLUTION

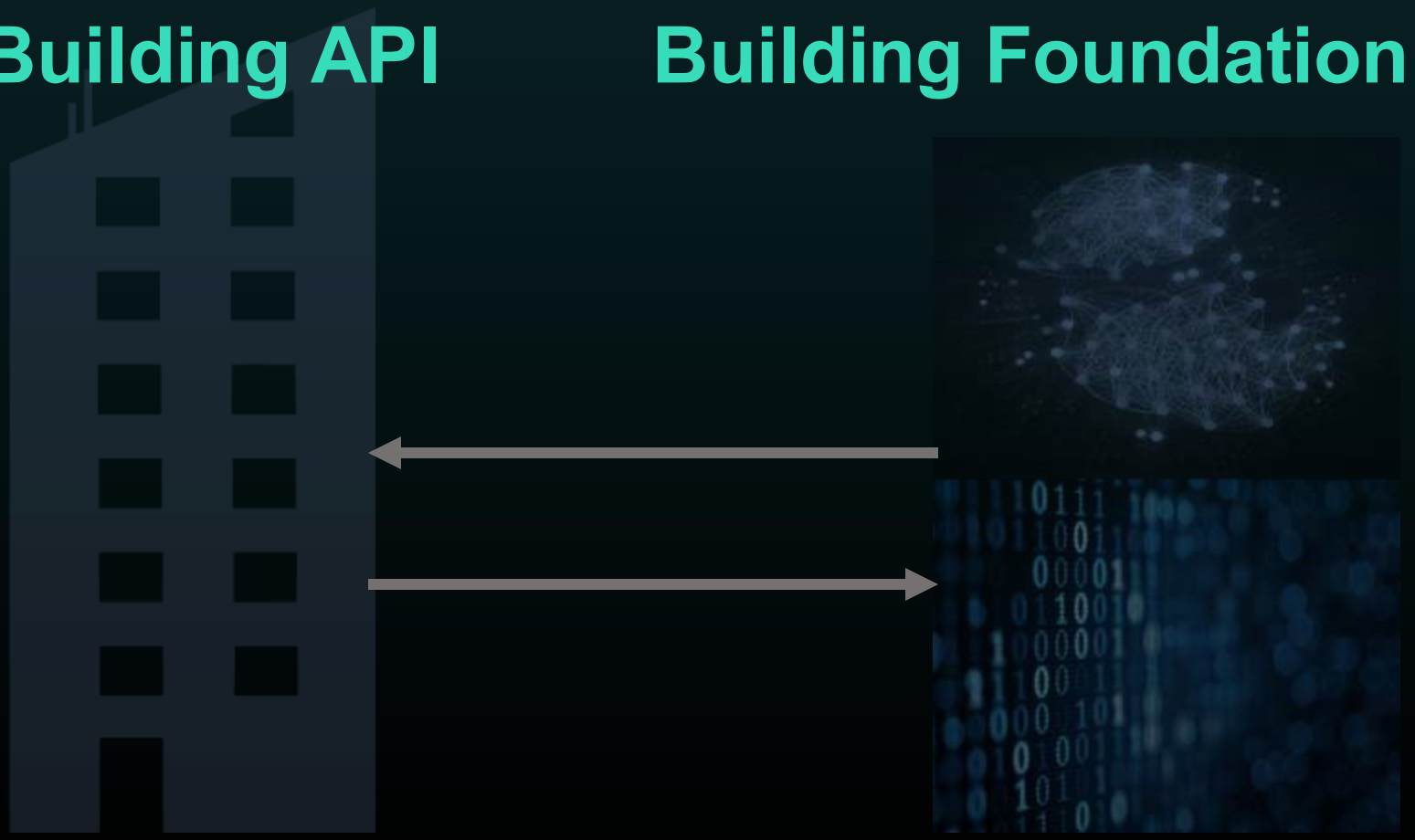
Our Low-Cost, Scalable Solution

1. LOW COST: Uses existing infrastructures

Building API

2. SCALABLE: Adopt self-tuning models

Building Foundation Models



SOLUTION

Proven Integration

Building API

Two Patents

Industry Validated

Honeywell

NVIDIA.

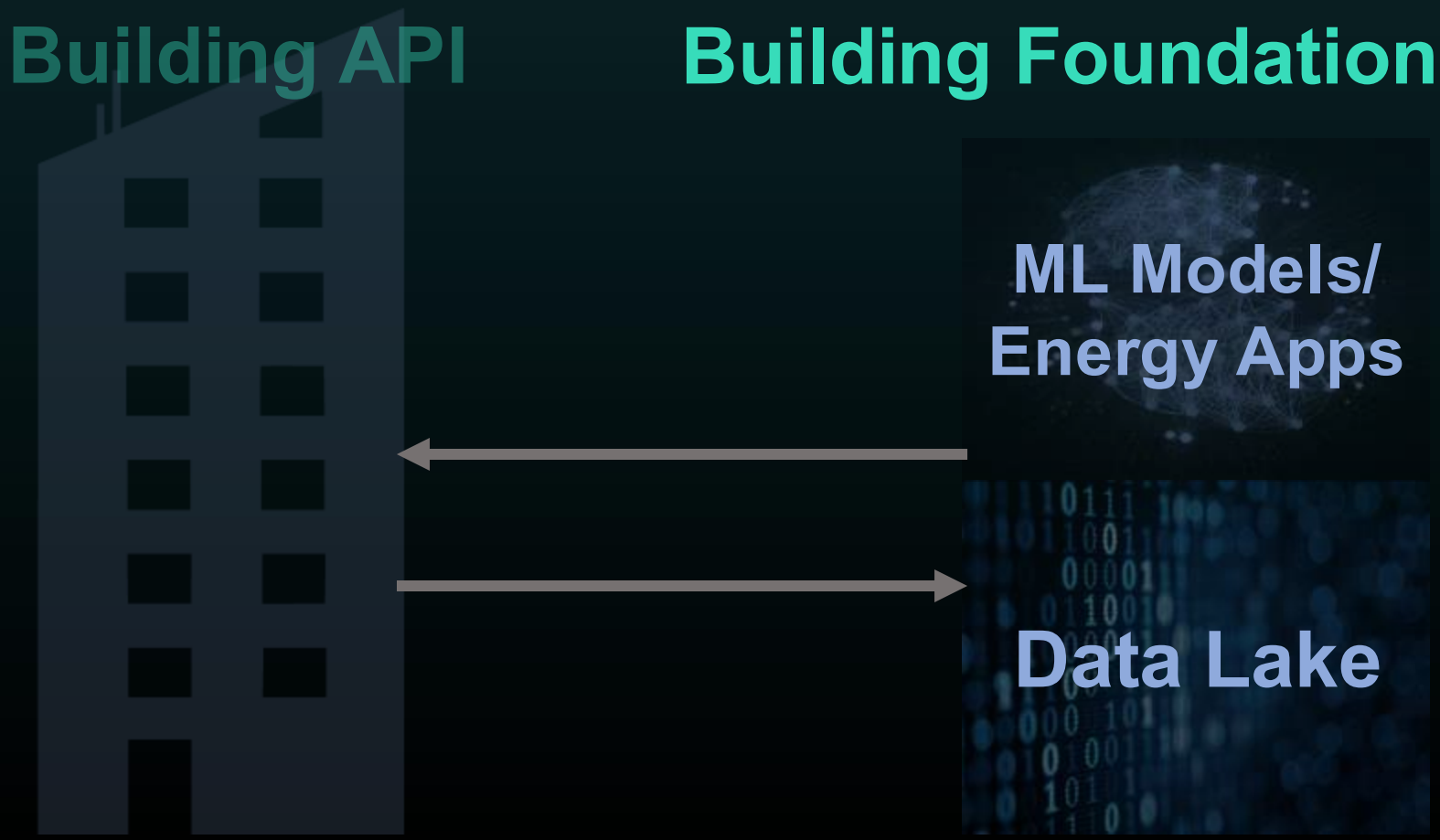
Building Foundation Models



READ/WRITE

SOLUTION

Our Low-Cost, Scalable Solution



SOLUTION

Commercial Viability Pathway



Building API

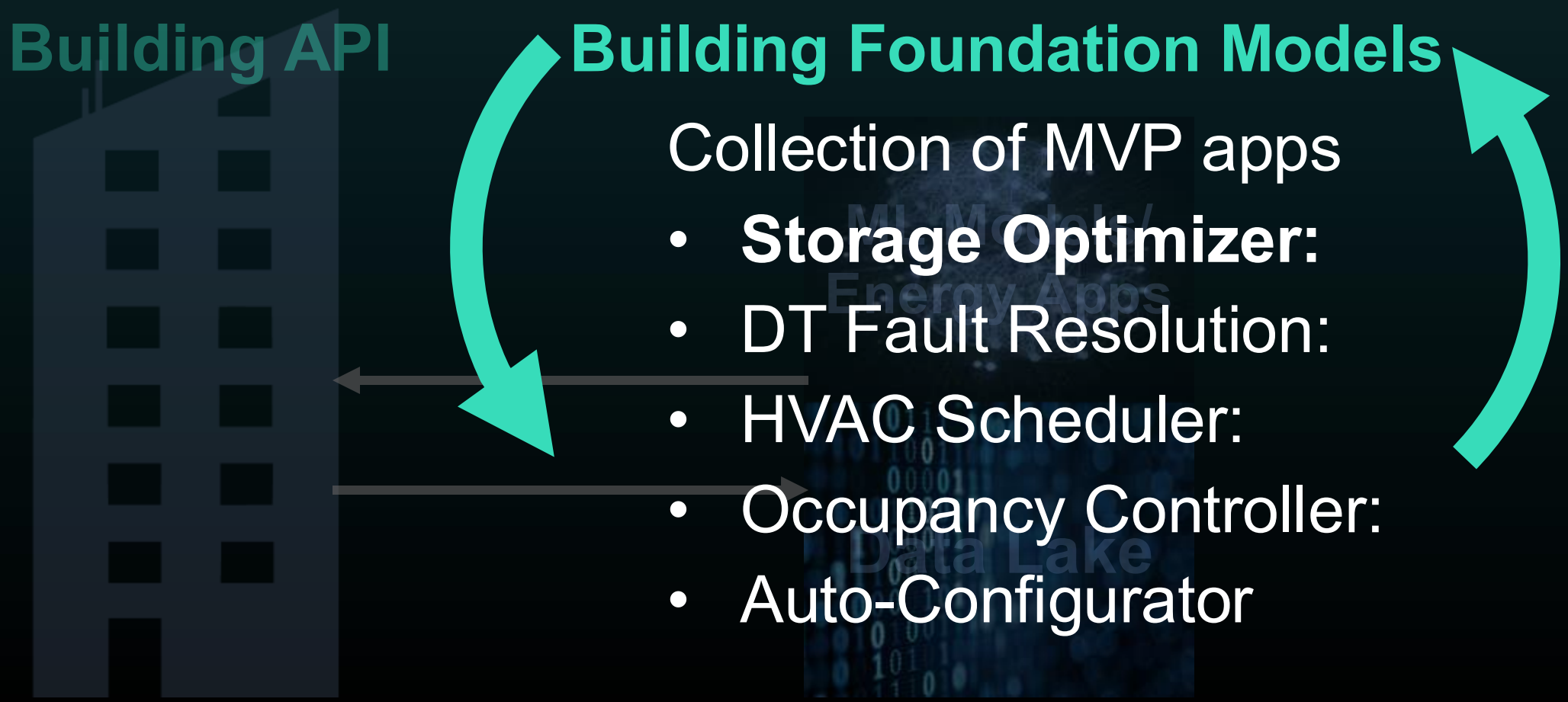
Building Foundation Models

Collection of MVP apps

- **Storage Optimizer:**
- DT Fault Resolution:
- HVAC Scheduler:
- Occupancy Controller:
- Auto-Configurator

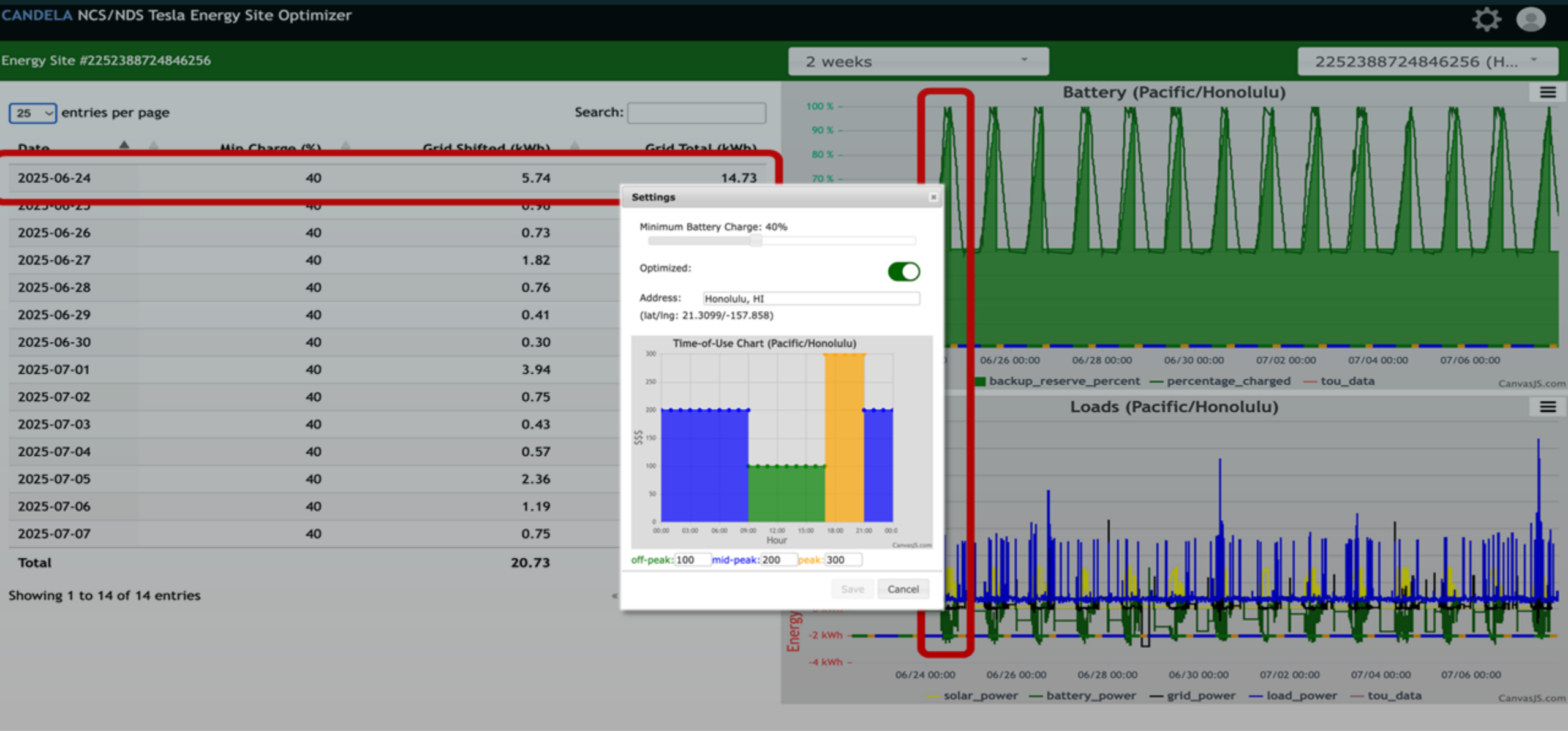
SOLUTION

Commercial Viability Pathway



PRODUCT

Storage Optimizer



PRODUCT

Early Traction

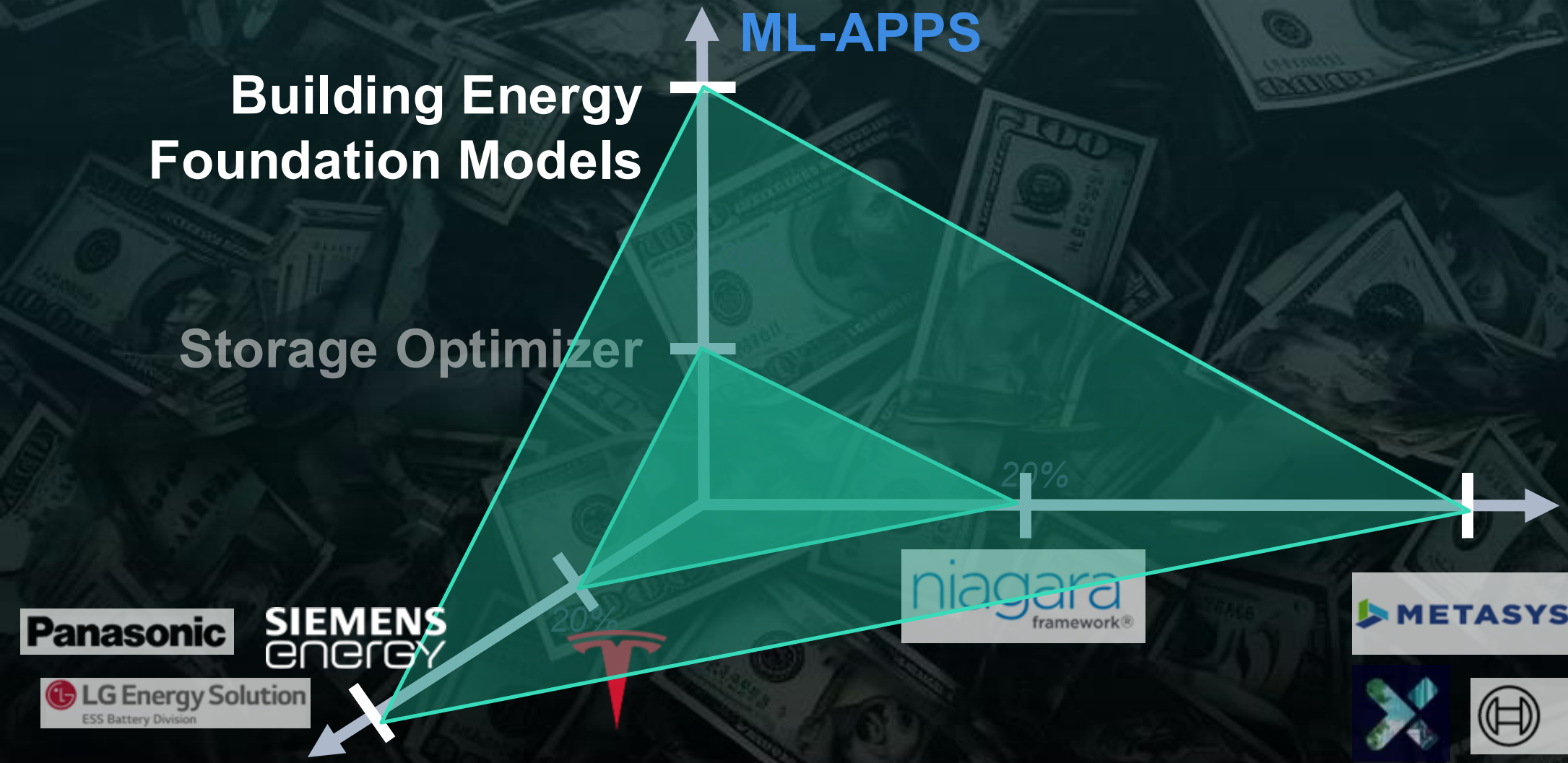
- Driver for Tesla Fleet API
- Storage Optimizer (July)

21K Systems Integrators



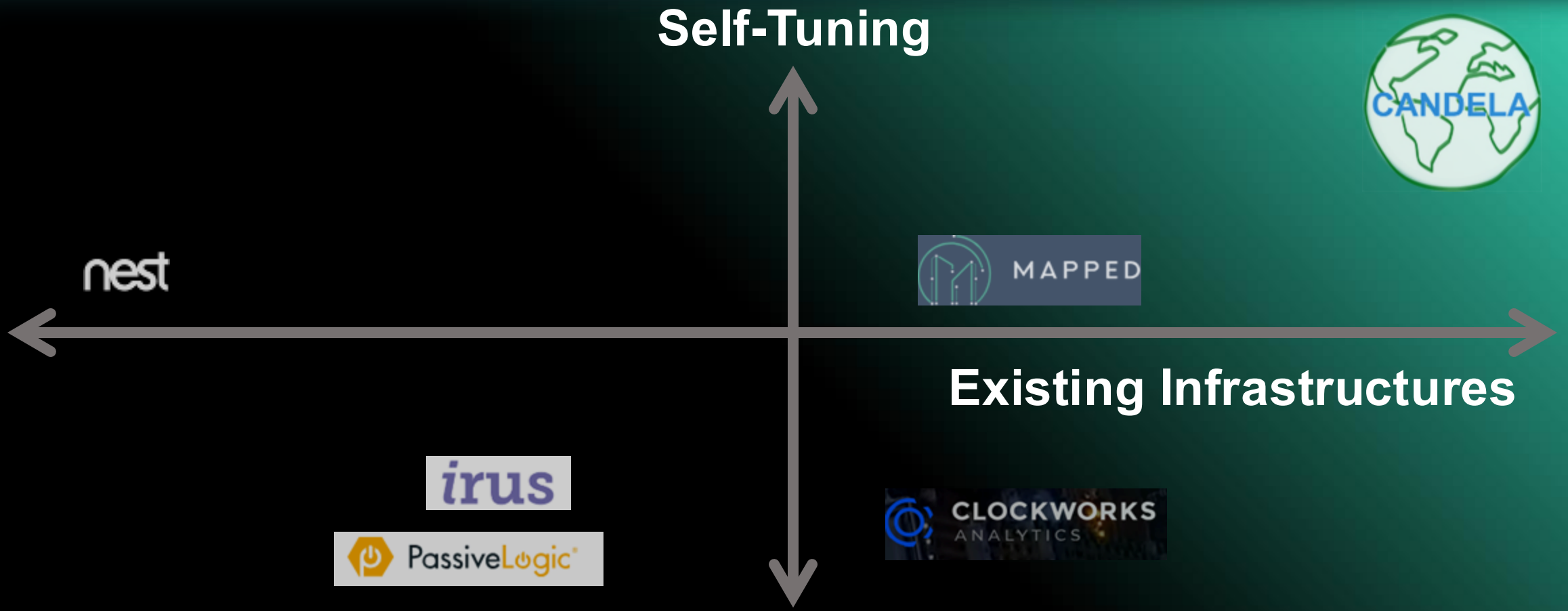
BUSINESS MODEL

Grow to $3-5B Opportunity



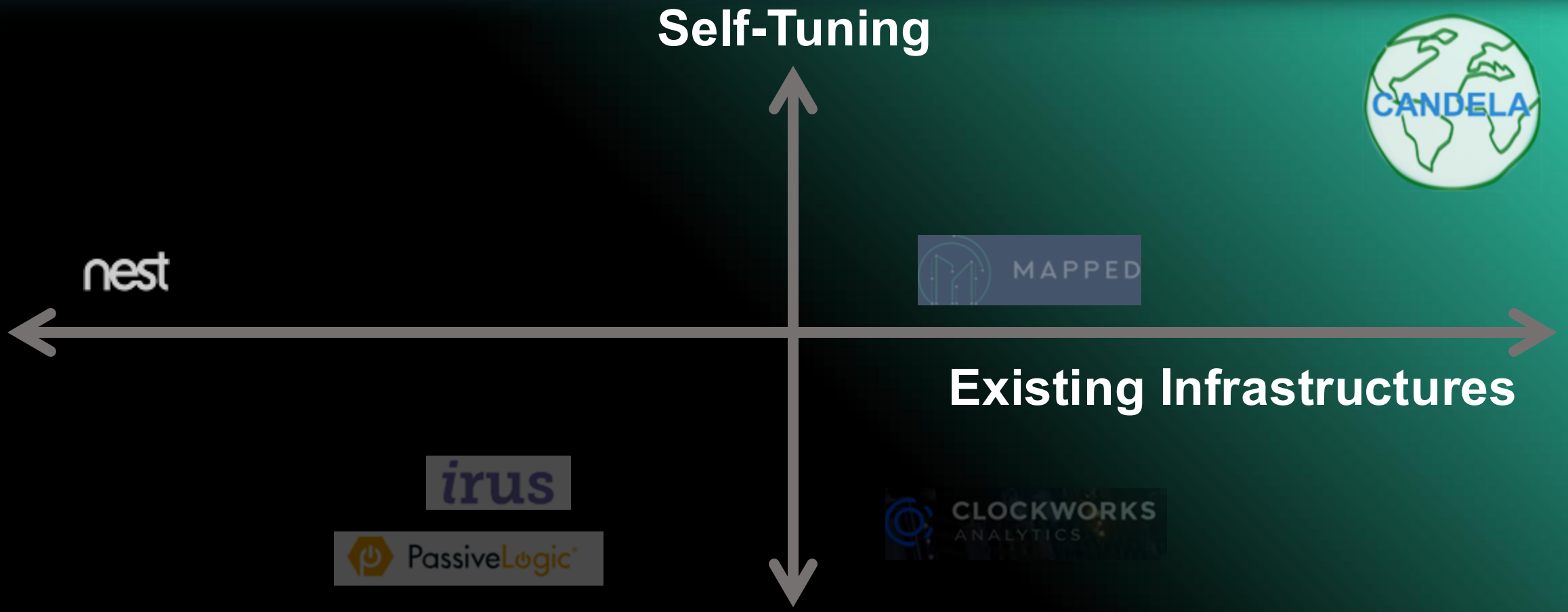
COMPETITION

Uniquely Scalable at Low Cost



COMPETITION

Uniquely Scalable at Low Cost



"The nest Experience for Commercial Buildings"

WHY NOW

Uncertain Financials Fuel Opportunities

- **Technology is prime for deployment**

- **Buildings are Generic, Customers are Not**
  - **Keen focus on margins (Corporate, Retail)**
  - **Minimize budget cuts (MUSH)**
  - **Differentiated experience (Hospitality)**

BUSINESS MODEL

Getting to $500K ARR

2-3 Design-Partners

LOI imminent

Pipeline









Outreach







Technology









ACV (Target): $1M

TEAM

Built to Succeed



Karthik Krishnamurthy, CEO

Sales/Partnerships

McKinsey & Company

cisco



Chuck Han, CTO

Technology

AUTODESK

ADITAZZ

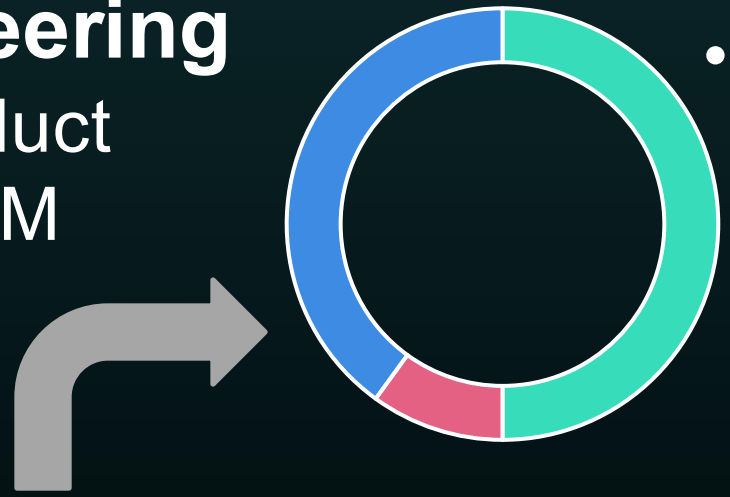
Multidisciplinary Stanford PhDs, Passion for Sustainability

FUNDING REQUEST

$2M Investment

Engineering

- Product
- BEFM



Sales/ Marketing

- Build pipeline

Support

- Design-Partners

Tesla Driver for Niagara

ToU Optimizer (MVP)

Nov 2023 — April 2025 — July 2025 — July 2025 — August 2025


CANDELA
Thank you!