

SpaceMate

A friend for every home, building & campus

Making Homes, Buildings & Campuses Connected, Safe, Secure, Sustainable, Smart

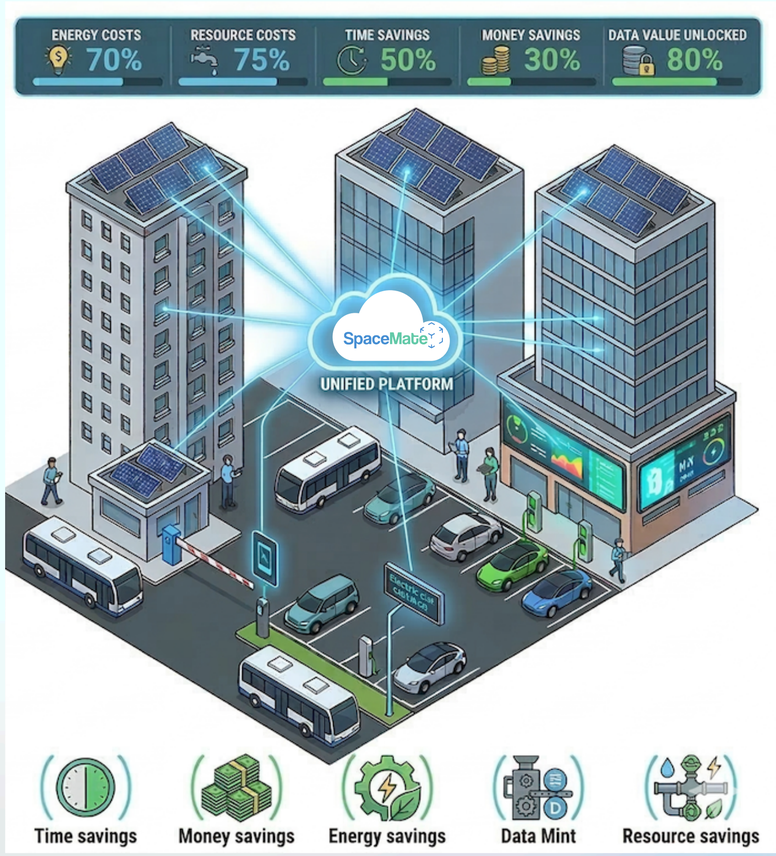
Sachin Naik

About SpaceMate

Adding Intelligence to Campuses, Buildings, Homes



BEFORE



AFTER



NASSCOM social media links about the announcement
Facebook, Twitter, LinkedIn, Instagram, Youtube

Past recognition

Won the first prize in the Urban Transport category in NIPP 2020 Mobility challenge

2020 WINNER for Urban Transport

Cisco Spark

Next Big 100 Company

Startup Pitch India — Winner

LAB32 t-hub — Hardware program

Start.up! Germany — 1 of 2 Indian startups selected nationwide

STARTAD — NYU startup program

CEATEC JAPAN — IoT expo, Japan

Panasonic IGNITION — Discover Beyond Innovation

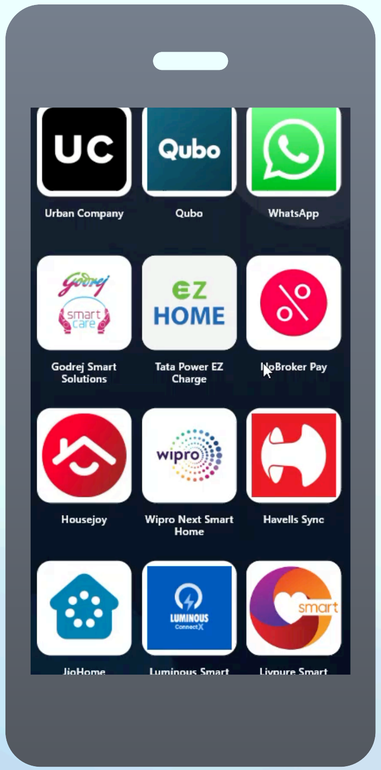
IIT STARTUPS

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Problem

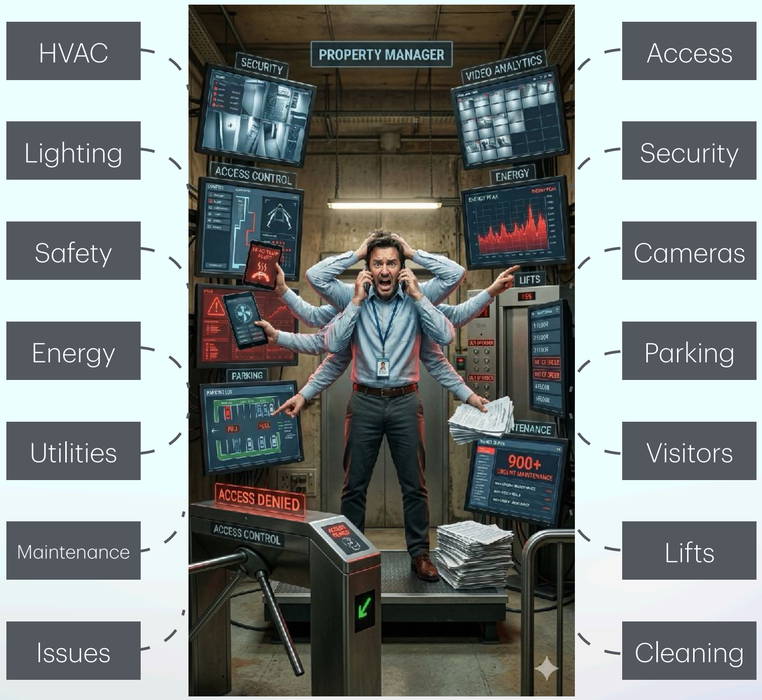
There is Massive Waste in Physical Spaces, most is Invisible

Users / Occupants



18+ Apps

Property Managers



20+ Disconnected Silos

Builders / Owners



Build/Buy once, Pay forever

Solution

Reduce invisible waste through Realtime Intelligence

Reduced Capex

Simpler buying process, time & cost savings
Less money in wrong infrastructure
Full interoperability, lower SI costs

Reduced Opex

Lower maintenance costs
Lower resource costs (Electricity, Gas, Water)
More automation, higher efficiency

Reduced Coordination

Smoother handovers & onboarding
Easier management, Less firefighting
Time saved due to Automation







Builders / Owners

Project margins ↑
Hidden costs, delays & overruns X
Branding and reputation ↑

Property Managers

Manual intervention & firefighting X
Higher efficiency, lower costs ↑
Higher customer satisfaction & retention ↑

Occupants / Users

Higher Security, Safety, Efficiency ✓
Greater Convenience & Control ✓
Peace of mind, Better quality of life ✓

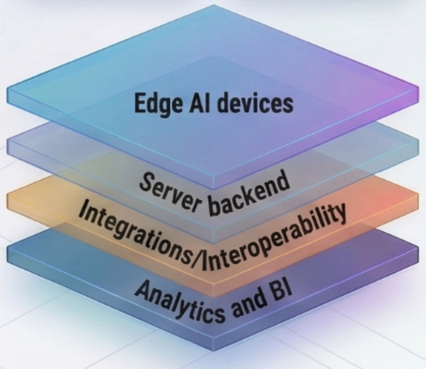
Making Buildings Software defined and AI ready

Product

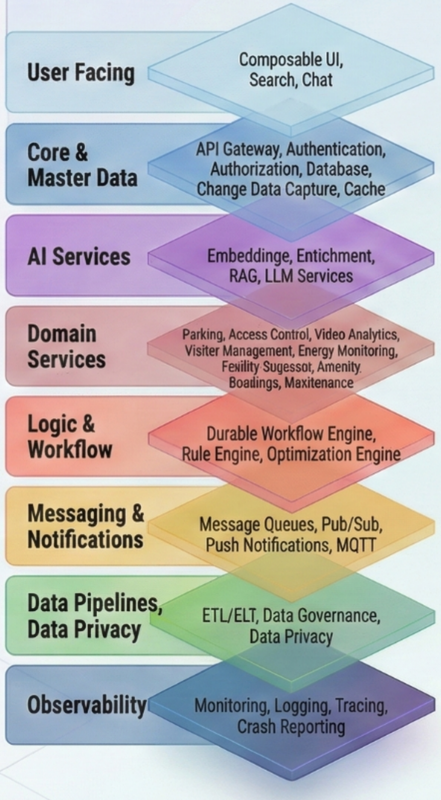
Unified Automation & Intelligence platform for Physical Spaces

1. Mobile Superapps





2. Backend Servers - Layered Architecture



3. Integration & Interoperability Hub



4. Admin, Dashboards & BI



SpaceMate

Why Now?

Physical spaces are approaching their Cloud moment

Stack is collapsing

Buildings are fragmented across systems and vendors for decades

Becoming software-defined like cloud infrastructure

Cost of inaction is rising

Energy/Resource waste, compliance, integration inefficiencies

Losses are now measurable and compounding

Lifecycle mismatch

Buildings last 50+ years, tech changes every 5

Wrong decisions compound for years

Interoperability is inevitable

Standards emerging across every layer of the stack

Even the big incumbents are becoming more open

Time-to-value is collapsing

Data is finally available & usable, and AI makes it actionable

Months > Days for deployment, insights and savings

Buildings are becoming networks

Spaces shift from isolated assets to connected systems

Value grows as more physical spaces and users connect

This shift requires a unifying Connectivity > Data > Intelligence layer

Market

A massive, growing fragmented market ready for a unified platform

Customers



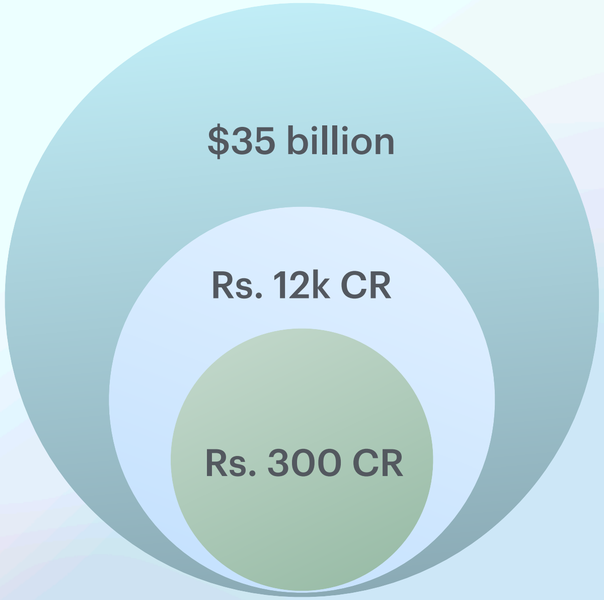
Millions of potential buyers

Bottom-up



>50k sq.ft., Grade A/B projects
Have a clear, urgent need or problem
Have budget or willingness to pay

Top down



4-6 billion square feet
SOM LTV in next 5 years
~1500 buildings

Competition

SpaceMate is the only unified platform for all home & building systems

	SpaceMate	MyGate	Park+	Qubo	BMS	BAS	Home Asst.
Entry/Exit, Gate Management	People + vehicles	Mainly people	Only vehicles	No	Rarely integrated	Integrated	Home only
On call technicians	On-demand staff	Depends on HOA	No	No	Vendor staff	Vendor staff	No
Back office	No	ERP + Accounts	No	No	ERP, Vendors	Integrated	No
Asset Management	Needs integration	No	No	No	Needs integration	Integrated	No
Facility Management	Needs integration	Mostly manual	No	No	Needs integration	Yes	No
Parking	Yes	No	Yes	No	Needs integration	Needs integration	No
Energy Management	Integrated	No	No	No	Yes	Yes	Home only
HVAC	Integrated	No	No	No	Yes	Yes	No
Security & Access Control	Yes	Mostly manual	No	Needs integration	Needs integration	Needs integration	No
Video Analytics	Yes	No	No	No	Needs integration	Needs integration	Needs setup
Maintenance	Yes	Mostly manual	No	No	Needs integration	Integrated	No
All Smart home equipment?	Yes	Few proprietary	No	Few proprietary	No	No	Yes
All Home automations	Yes	Few proprietary	No	No	No	No	Yes
Open, self-hosted platform	Yes	No	No	No	No	No	Yes
Full Data control	Yes	No	No	No	No	No	Yes
AI ready	Yes	No	No	Needs integration	Needs integration	Needs integration	Needs integration

Business Model

A compounding flywheel for intelligent physical spaces

Connect the Building

- Parking, Access, Security, Video Analytics, Energy, HVAC, Lighting, Maintenance
- Smart Home & Offices
- New Projects (Greenfield) Retrofit (Brownfield)

Standardise & Integrate

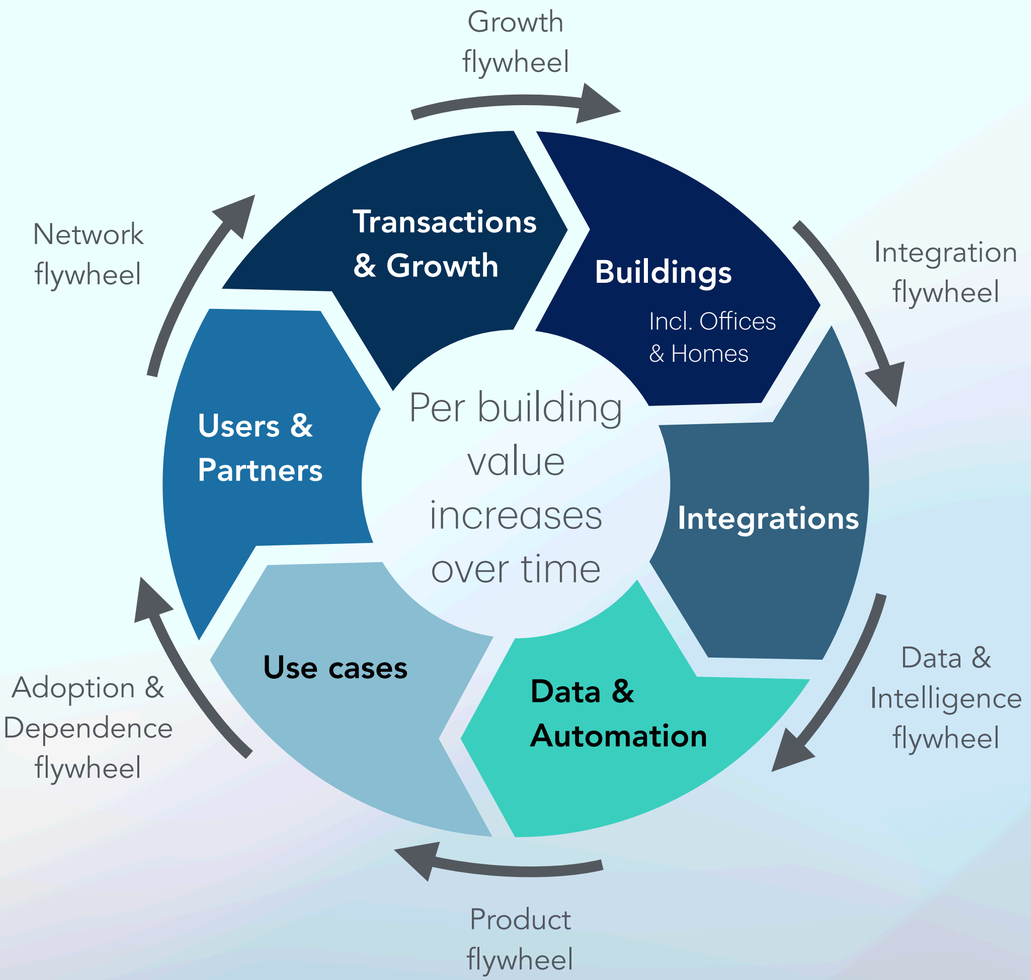
- Unified Data Platform
- Interoperability & Automation
- Reusable Integrations

Monetise the lifecycle

- SaaS Subscription
- Maintenance & AMC
- Occupant Services

Scale the Ecosystem

- OEM & Service Partnerships
- F&B, Mobility, Health & Wellness,
- Marketplace & GTM

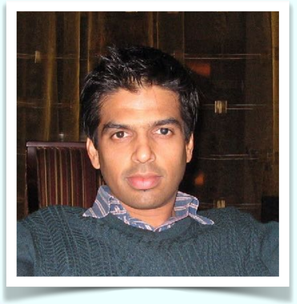


This more we deploy, the faster we grow

SpaceMate

Team

At the intersection of Building Systems, Platforms and AI



SACHIN NAIK

COFOUNDER, CTO

Worked at EA
IIT Bombay, NMIMS



AAKASH KAMBLE

COFOUNDER

PG in Mass Comm.
Mumbai Univ



RAJIV SINGH

FULL STACK LEAD

BE, Mumbai University
Full stack & Backend



VAIBHAV BEOHAR

ML LEAD

NLP & DL expert
Based in Canada

- Decades of experience in the Parking, IoT & Building systems
- Worked at leading tech companies in India & North America

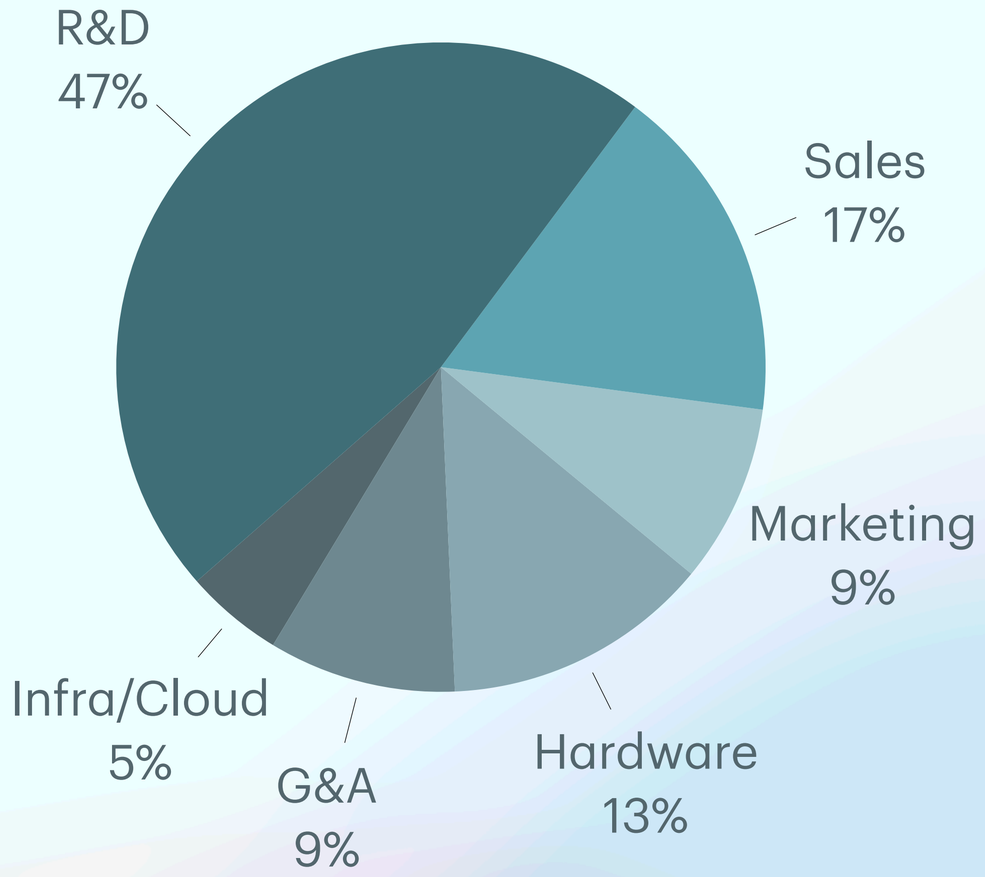
Ask

Use of Funds

Rs 4.5 CR

To get to 3CR of total revenue,

and 1.2CR ARR in ~1 year



60 - 70 buildings

100+ use cases / jobs

500+ integrations

30+ partnerships

Services Marketplace

SpaceMate

Thank You

for your time and attention



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Schedule a meeting