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Sensibo

Impact Report 2023

About Sensibo

Sensibo develops leading technological solutions for smart climate management, energy management, and air quality, in homes, offices, public buildings, and more. The company's products, installed in hundreds of thousands of homes and businesses worldwide, lead to both a decrease in energy use and an increase in monetary savings. Sensibo's products bring efficiency to air conditioners and heating devices, which are otherwise responsible for almost 25% of the world's energy use and factor significantly in climate change-related emissions. The company, specially mentioned in the TIME Best Inventions list for 2023 and winner of the Net Zero Hero category in the HVR awards, was founded in 2013 by Ran Roth and Omer Enbar, two tech mavens.









Our leadership team comes from a variety of industries, all with a commitment to excellence, climate tech, and seeing the air in our homes and businesses grow cleaner than ever before. Each step we take is in the name of our customers' health and the state of our climate.

















Ran Roth, CEO | Omer Enbar, COO | Oranit Dragucki, VP Operations | Kobi Manzaly, VP Sales & BD |
Gilad Gershtein, VP R&D | Or Gottlib, VP Marketing | Guy Shamni, VP Commercial | Moran Bobrov, VP Finance

Founder's Statement

As we reflect on the climate landscape of 2023, this year has proven to be pivotal for the climate tech industry. Globally, record-breaking temperatures have become a stark reality, perpetuating a vicious cycle as the demand for air conditioning reaches new heights. The escalation in temperatures has led to an increased reliance on AC units, contributing to a concerning feedback loop that exacerbates the very issue it aims to address.

In the realm of technological innovation, the breakthrough of Generative AI, exemplified by the likes of ChatGPT, has woven its way into the fabric of our lives. At Sensibo, we have harnessed the transformative power of Generative AI to enhance the capabilities of our climate technology. What began as a quest to return to a cool apartment during the sweltering summer months has evolved into a dynamic integration of AI-driven solutions that go well beyond traditional air conditioning and heat pumps.

In a transformative year for Sensibo in 2023, we proudly announced two major milestones. Firstly, our cutting-edge product, Sensibo OS, has been selected by Fujitsu General Australia and New Zealand as part of a strategic partnership, unlocking smart air conditioning capabilities for users in the region. This collaboration marks a significant expansion of our reach and a commitment to offering advanced control and energy efficiency to Fujitsu customers. Additionally, we introduced Sensibo Blaze,

our latest innovation in the radiator market, playing a crucial role in our mission to reduce emissions and optimize household energy consumption for heating. These initiatives underscore our dedication to creating intelligent and sustainable solutions for the evolving needs of households worldwide.

Also in 2023, we proudly celebrated our recognition by TIME in a special mention as one of the best inventions of the year, a testament to our commitment to innovation and sustainability.

As we navigate the challenges of the past year, our mission and product goals remain steadfast. In collaboration with utility providers, we actively work to mitigate grid spikes and curb excessive household power usage, contributing to a more sustainable and resilient future.

Ran Roth, CEO and Co-Founder

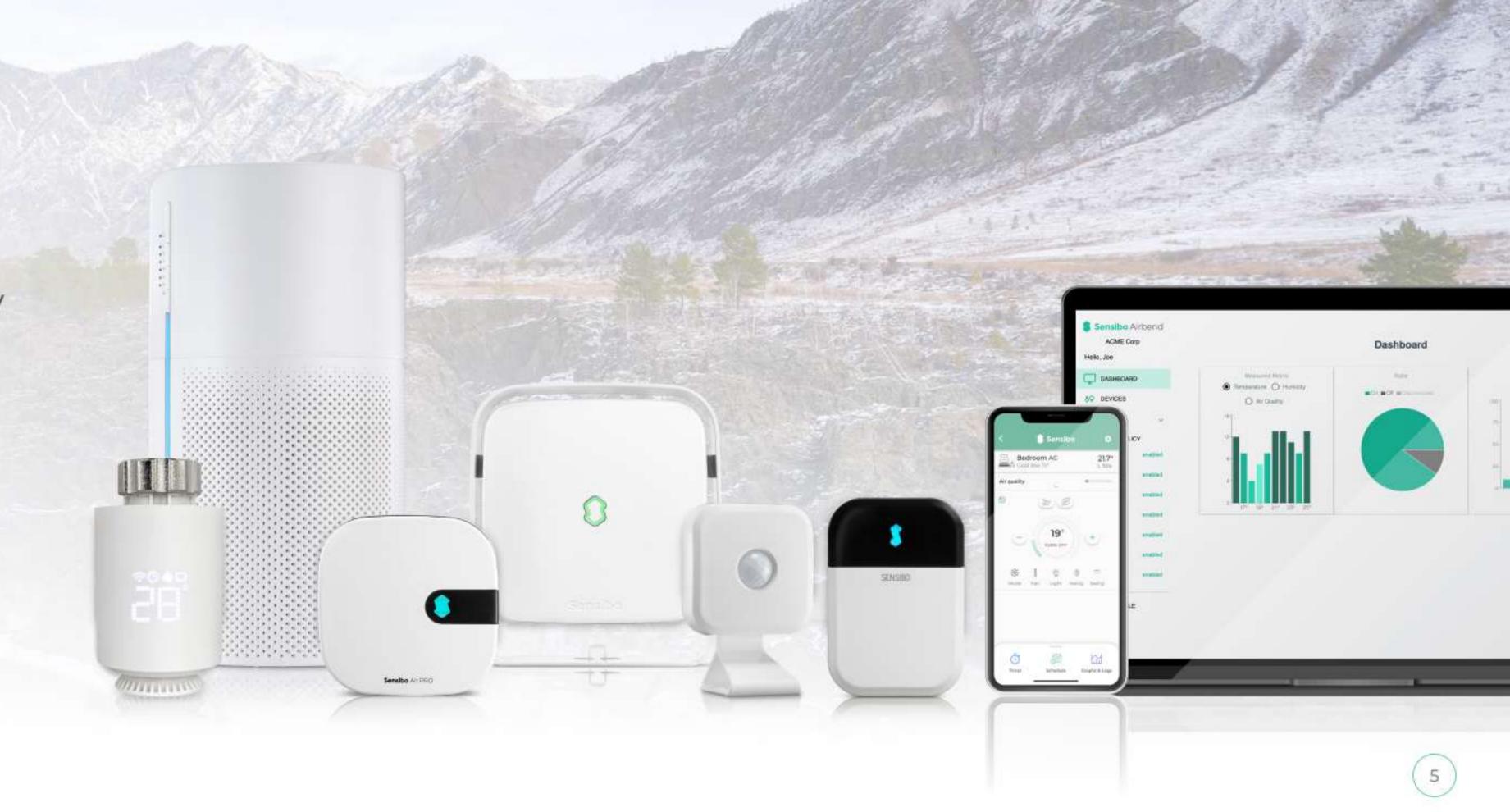
Omer Enbar, COO and Co-Founder



The Future of Sustainability and Al in the HVAC Industry is Smart AC

Our Mission

To be the brains of every indoor climate system, using data to provide the best comfort, energy efficiency and air quality to every home and office.



Our 2023 Global Impact

Continuously advancing our product portfolio with innovative features and capabilities, we persistently strive to enhance our impact by effectively mitigating Co2 emissions and offering energy-saving solutions to our customers

For 2023, we measured the following environmental impact values:



111,011 Tons

of gross Co2-eq mitigated

That's like removing over 22,000 gasoline powered vehicles from the road driven for one year.



868 MW

under management



272 GWh

energy saved

^{*}The impact statement includes the emissions calculations stemming from internal Sensibo data based on industry standards

^{**} The company's 2023 Co2-Eq emissions (incl logistics, travel, office space and cloud cost) equals ~500 tons



Defining Smart HVAC

The concept of smart HVAC represents a revolutionary fusion of IoT capabilities, AI, data analytics, smart sensing, and even ChatGPT integration into the traditionally conventional heating, ventilation, and air conditioning (HVAC) sector. Devices and software like ours signify a profound transformation of the traditional role these appliances play in our daily lives. This paradigm shift empowers individuals and businesses, providing them with enhanced agency and control over aspects like air quality, monitoring, and customized usage specifications.

Sensibo for Residential Use

As of 2023, Sensibo offers the end consumer six products across two verticals - Smart heating and cooling devices and Smart Air Quality. Sensibo products form a complete ecosystem that a single app can control. To date, these flagship products have been installed in over 250,000 homes across 6 continents and 213 countries

Smart HVAC



Sensibo Sky

Our classic AC solutions with mobile & voice control



Sensibo Air

Our smart AC sensor with Apple HomeKit Integration



Sensibo Air PRO

Our flagship smart AC device with air quality monitoring



Sensibo Blaze

The world's #1 smart TRV controller with indoor air quality monitoring





Sensibo Elements

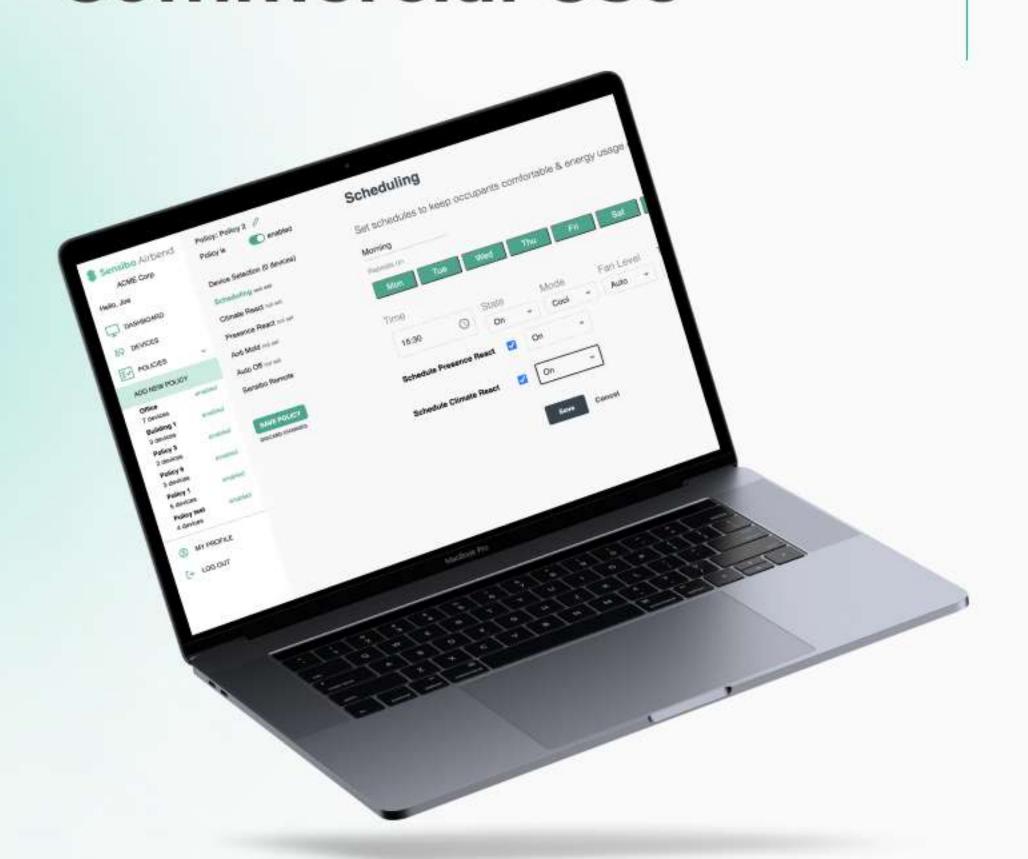
Our new indoor air quality monitor



Sensibo Pure

Our smart air purifier with HEPA filters

Sensibo Airbend for Commercial Use



Sensibo's SaaS solution for facilities such as hotels, schools, and offices to manage air conditioning and air quality monitoring devices in bulk, reducing heating and cooling costs, while ensuring healthy air quality



Hotels



Schools



Facilities



Building Management Systems

"From a financial point-of-view, we've seen energy savings, even with a big increase in occupancy in our properties"



Gerry McMahon, CEO Prestige Booking

Sensibo OS for AC and Heat Pump Brands and Manufacturers

Sensibo Products »



Sensibo OS is an end-to-end Al-powered smart HVAC solution custom-designed for AC and heat pump brands and manufacturers



Sensibo Airbend for

Commercial Use

"The partnership between Fujitsu General and Sensibo is not only a major step for Fujitsu but also for the smart AC sector. We are excited to partner with Sensibo, a company that puts sustainability and technological innovation at the top of their agenda, which aligns with ours."

Head of Product ANZ, Fujitsu General, Kyle Rafte

The Vicious Cycle of AC Usage

2023 Heat Wave Impact on AC usage - A Data Analysis

Recent years have witnessed a dangerous increase in the frequency and intensity of heat waves worldwide, leaving people seeking refuge from the scorching temperatures.

In response to the escalating heat and its consequences, Sensibo undertook a data analysis to understand the impact of heat waves on AC usage. Relying on data from 350,000 connected devices worldwide, Sensibo compared the AC usage between the summer of 2022 and the same period in 2023 (June 15 - July 15). The results were eye-opening:

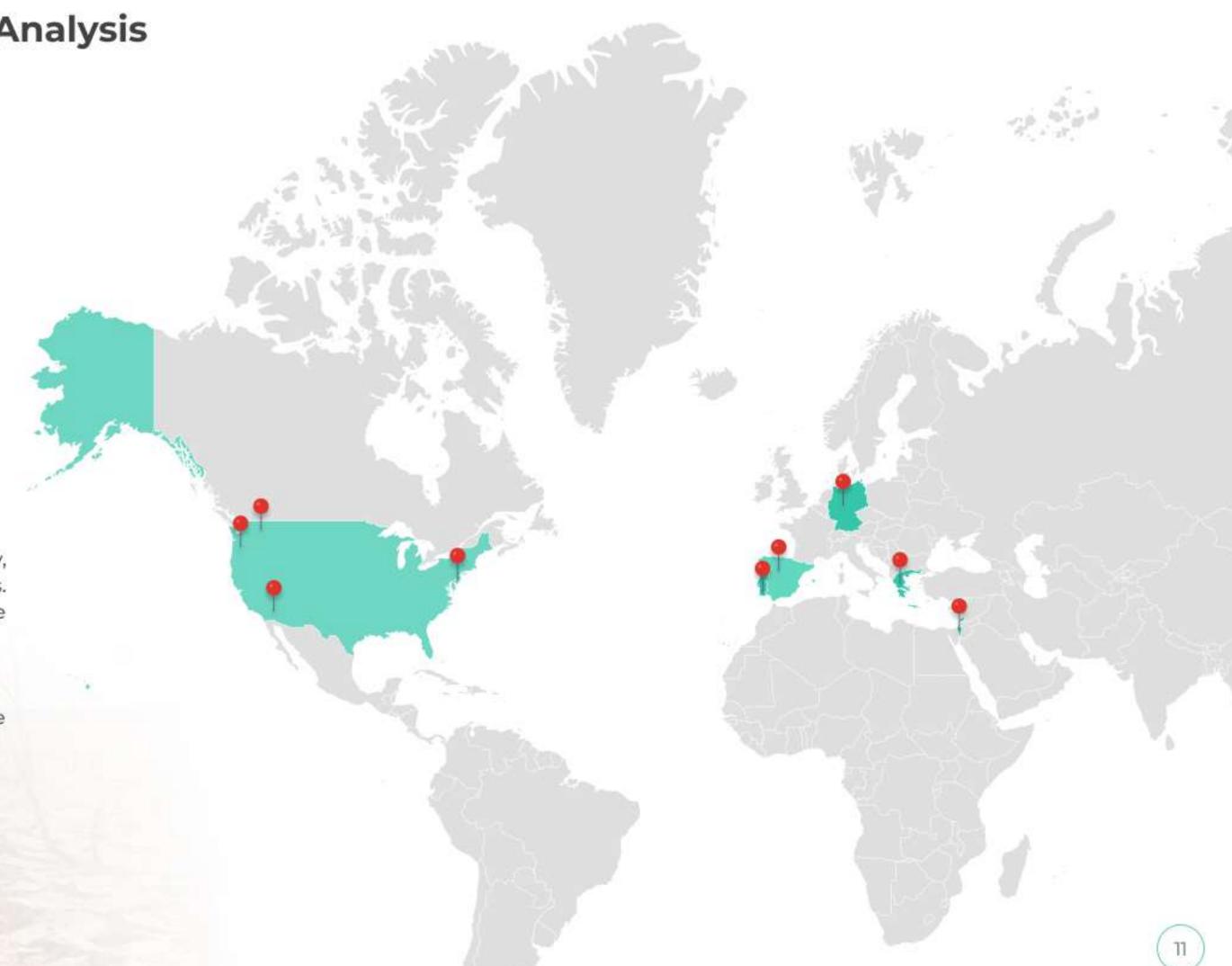
- Lisbon experienced a staggering 41% increase in AC usage during the summer of 2023.
- Berlin witnessed a significant 28% rise in AC usage during the same period.
- Seville saw a substantial increase of 26.5% in AC usage compared to the previous year.
- Athens saw a 7.8% increase compared to the same period last year

 Tel Aviv measured a 4.1% increase in AC usage year over year.

Across the **United States**, the trend was similar:

- Seattle observed a 28% surge in AC usage.
- New York City recorded an 11% increase in AC usage.
- Portland, OR, witnessed a 9% rise in AC usage.
- Phoenix, Arizona recorded an 8.3% increase in AC usage

The Vicious cycle of AC usage perpetuates an ecological problematic loop; as people rely on their air conditioning, it engulfs significant energy, resulting in heightened carbon emissions. These emissions, in turn, contribute to the escalating heat of the planet, compelling people to increasingly resort to their ACs, further amplifying the emissions, thus ensnaring humanity within a vicious cycle environmental loop.



Celebrating Excellence: 2023 Awards

During 2023, Sensibo earned esteemed recognition for its groundbreaking product impact, receiving a special mention in TIME's Best Inventions of 2023 and the HVR 'Net Zero Hero' Award, highlighting its exceptional role in promoting energy efficiency and sustainability





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Sensibo Air PRO: The Tech That Should Be Built Into Every Air Conditioner



Sustainable Development Goals

Sensibo products accelerate the journeys of end-users, governments, and organizations toward meeting their environmental goals, reducing their carbon footprints, and achieving net zero emissions.















Cultivating Innovation

At Sensibo, our unwavering commitment lies in cultivating innovation within the smart HVAC space. Leveraging the power of AI and data analytics, we continuously pioneer advancements to transform the landscape, ensuring cutting-edge solutions that redefine comfort, efficiency, and sustainability for our users.





Al and ChatGPT Integration

ChatGPT integration into Sensibo's AI assistant revolutionizes indoor climate control, offering a more intuitive experience through LLM



Energy Saver Plan

Sensibo continues to develop more features related to energy efficiency, providing users with data and insights on the financial savings, powered by AI



Sensibo OS

Sensibo OS empowers
air conditioning and
heat pump
manufacturers
worldwide to embed a
turn-key solution,
significantly reducing
their Co2 footprint and
meeting ESG goals



Sensibo Blaze

Sensibo Blaze stands as a pioneering innovation designed to transform millions of traditional 'dumb' radiators worldwide into smart, energysaving devices



Smart Air Quality

Addressing the fact that we spend +90% of our lives indoors, Sensibo is committed to monitoring and improving air quality in homes and commercial buildings, enhancing health and well-being.



Sensibo Airbend

Sensibo's scalable cloud based solution for commercial buildings and institutions, aiding them in significantly reducing their Co2 emissions.

THANK YOU



Sensibo

