Siemens Building Technologies

Acquisitions 2018

The three US start-up acquisitions, **J2 Innovations** and **Enlighted** in May and **Building Robotics** in June 2018, enable Siemens Building Technologies (BT):

- to offer all elements for building IoT from smart sensors to controls and apps

- to strengthen the BT footprint in building controls, IoT devices and applications, reinforcing platform effect

- to establish an open ecosystem with MindSphere, enabling customers to add devices and apps from partners to achieve their building performance goals.

The Siemens Building Technologies (BT) Division is not only a leading developer and supplier of products, systems solutions and services in building automation, energy efficiency, fire protection and security, but also a pioneer in building digitalization. In 2018, BT had more than 28,000 employees in more than 400 locations worldwide and posted sales totaling 6.6 billion euros.

The three acquisitions support BT's three main **value propositions** (comfortable and safe; energy and asset efficient; space and user efficient), which are based in our Smart Building Vision:

- **J2 Innovations** brings its open software framework for building automation and IoT to operate, monitor & control buildings, **enhancing comfort and safety**

- **Enlighted** with its smart sensor system proliferates building IoT, **increasing energy and asset efficiency**

- **Building Robotics Inc.,** with the Comfy workplace app for personalized and responsive buildings, **helps us to enhance space and user efficiency**

Integration into the Siemens enterprise:
All three acquisitions will be managed as independent legal entities and wholly-owned subsidiaries of Siemens Industry, Inc.

Financial details:
All parties have agreed not to disclose financial details. The transactions were closed in May and June 2018.

Reasons and aims for the acquisition of J2 Innovations:

By acquiring J2 Innovations (J2), BT complements its digital portfolio and gains access to market-leading technology. J2 Innovations is a leading software framework provider for building automation and IoT, headquartered near Los Angeles, California. The company has been a successful player in the Internet-of-Things (IoT) software business for 10 years, building a strong reputation in the US and internationally with its FIN (Fluid INtegration) Framework technology.

- BT has been partnering with J2 Innovations since 2009

- Since 2014, BT and next47 have been invested in J2 Innovations

- Further planning to expand J2's OEM business globally, with new hires in the U.S. and new offices in Europe and in the future Asia

J2 Innovations products:

- FIN is a next-generation software framework to operate, monitor and control equipment and automation systems for small to large buildings.

- Works seamlessly on a tablet, smartphone, and desktop and is deployable in embedded systems, servers and the cloud.

- FIN provides a fully customizable software framework to speed up time-to-market, using the latest technology (OEM perspective).

- FIN's intuitive user interface and strong engineering tools reduce labor and time required to design and commission building automation systems (system integrator perspective).

- Building owners and facility managers save operating and energy costs with FIN plus gain comfort and availability (end-user perspective).

- Strong visualization features: building customized graphics for central plants and other equipment, importing third-party graphics, building custom dashboards and summary screens, and visualizing various data sources.

About J2 Innovations, Inc.
J2 was founded 2008 in Chino (California) and provides a software framework for building automation and IoT. The J2 framework technology is known under the brand name FIN (Fluid INtegration). J2 sells its software platform to OEM clients. Despite its relatively small size, J2 Innovations is well known in the US building automation industry, and was, together with Siemens and other partners, co-founder of the "Haystack" open integration community. FIN is used in over 20 countries with thousands of installations globally, including offices, high-rise buildings, education campuses, hospitals, data centers and many other building types.

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Reasons and aims for the acquisition of Enlighted:

With the acquisition of Enlighted, Siemens BT expands its portfolio of sensor-based, digital building automation products, software and solutions for efficient room and energy use.

- The intelligent IoT platform of Enlighted with its digital sensor system designed for all light fixtures is a major contributor to revolutionizing building intelligence through improved dialog between buildings and their users.

- The interaction between people and buildings is key for increasing productivity, energy efficiency and comfort in a building.

Enlighted products:

- Market leader for IoT platforms for commercial properties.

- The platform consists of multi-function sensors, distributed computing, its own network, and software applications.

- At the heart of Enlighted's platform are smart sensors, securely streaming data to the cloud.

- The sensors can be installed in every light fixture and can collect data 65 times per second to detect environmental and occupancy changes and react to lighting and HVAC (heating, ventilation, air conditioning) requirements in real time.

- The Enlighted platform can lower lighting costs of a building up to 85 percent when combined with advanced LED fixtures.

- Locate people and assets in the building and perform occupancy analysis of floors and rooms.

- In combination with solutions from Siemens, the Enlighted platform boosts the energy efficiency of HVAC systems.

About Enlighted, Inc.
Enlighted was founded 2009 in Sunnyvale (California) and sells turnkey LED lighting systems with an integrated sensor system for modernizing existing buildings. The system consists of a network of LED lights with integrated sensors, network technologies, system implementation and apps. For new constructions, Enlighted partners with 31 OEM luminaire manufacturers to integrate its sensors, network technology and apps into their lamps; the apps are also marketed directly to end customers.

Enlighted has installed over 1.2 million sensors in over 175 million sq. ft. of commercial space. Its customers include numerous Fortune 500 companies doing business in technology, finance, pharmaceuticals and other sectors.

Reasons and aims for the acquisition of Building Robotics Inc. (Comfy):

By acquiring Building Robotics, a market leader in the fast-growing domain of digital workplace experience apps, Siemens BT is setting a further milestone in smart building solutions. The start-up achieved its leadership position by developing a simple-to-use app named Comfy that enables people to take control of their environment.

- Strengthens our ambition to be the leading smart building company

- Comfy helps us to enhance space and user efficiency

- Further planning to expand business globally

Comfy app & Comfy Insights:

- Comfy is a workplace experience solution that connects people to existing building automation systems, sensor hardware, and IT solutions, enabling contextualized, on-demand control of the workplace environment and intelligent automation.

- The Comfy app provides personalized temperature and lighting adjustments, meeting room rescheduling, real-time desk booking, and submission of work requests.

- Comfy Insights leverages the power of IoT to display information from existing systems and the Comfy app, providing real estate teams' actionable data on employee engagement, building performance, and meeting room utilization.

Building Robotics, Inc. (Comfy) was founded in 2012 (headquartered in Oakland, California) and is an expert in the fields of artificial intelligence, development of intuitive and user-friendly designs (UX), enterprise services, and software solutions for building operators and users. International companies from the USA, Australia, Singapore and India are among its customers.