

# Unlock Building Value with Negawatt for Sustainability, Resilience & Net Zero Future

# SPEAKER BIO



**Arthur Lam**  
Co Founder & CEO  
Negawatt Utility  
Limited



- Bachelor's degree in Mechanical Engineering from University of Notre Dame
- Certified Carbon Audit Professional & Certified Energy Manager
- Certified ESP Planner
- Serial entrepreneur in proptech
- Listed energy management startup in 2016. HKEx Mainboard



**14**  
Years  
Building  
Efficiency



**10**  
Countries



**400+**  
Energy  
Management  
Contracts



**2.5B+**  
kWh  
Electricity  
Savings



Enhance building value by assisting landlords and tenants to manage climate change risk, decarbonize and resilience for net zero future with smart building digital transformation

negawatt

Create New Revenue

Increase Efficiency,  
Reduce Cost,  
Manage Climate Risk

Increase  
Social Equity

# From Digitization to Digital Transformation



## DIGITIZATION

The process of making information available and accessible in a digital format.



## DIGITALIZATION

The act of making processes more automated through the use of digital

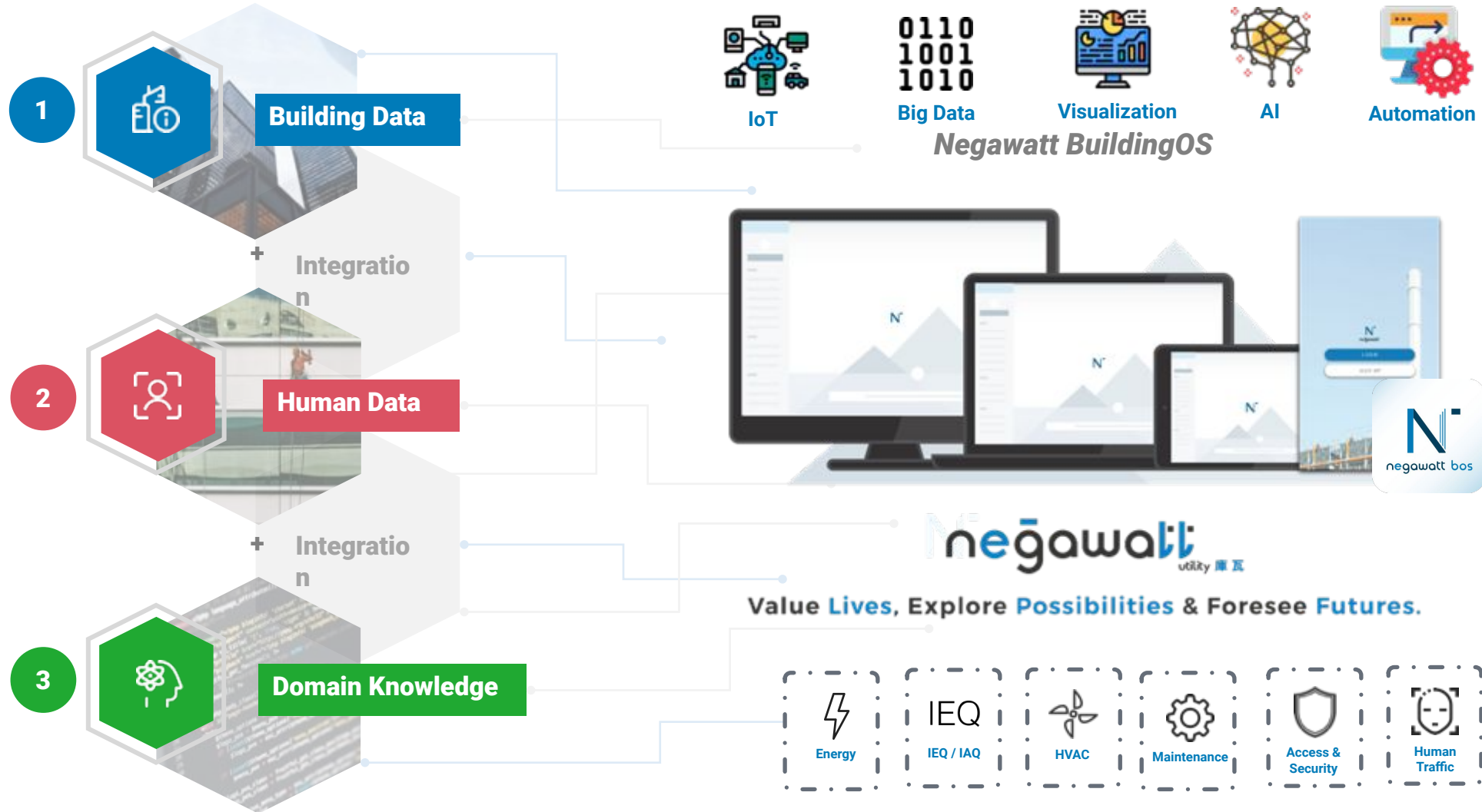


## DIGITAL TRANSFORMATION

The process of devising new business applications that integrate all the digitized data and digitalized applications.

# OUR PRODUCT

IoT Digital Infrastructure to decentralized building information



# Property Digital Transformation For ESG

Scalable Digital Toolkit for ESG



Environmental



Decarbonization and Carbon  
Management for Net Zero



Social



Health and Wellbeing  
Tenant Engagement



Governance



Reporting and Decentralization  
for Data Transparency



# About Negawatt

negawatt

Proptech startup aiming to  
create equity by digitizing  
property services for net  
zero, resilience and social  
capital



**140**

Buildings  
Deployed BOS



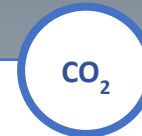
**55M ft<sup>2</sup>**

Managed under  
BOS



**340M kWh**

Managed / year



**200K tons**

Managed / year



**HK\$20M**

12,000 tCO<sub>2</sub>  
Saved



**8**

IoT / Modules  
Developed



**85.5B**

Data processed / year



**2,000+**

Daily Active Users



**2,000+**

Hours of training  
provided



**100%**

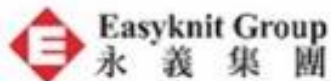
Local

Community &  
Accelerators



# OUR Clients

Customers of Negawatt for Property Digital Transformation





# BUILDINGS WITH NEGAWATT BOS

Spanning across commercial real estate, shopping malls to airport





# BUILDINGS WITH NEGAWATT BOS

Spanning across commercial real estate, shopping malls to airport



# OUR AWARDS & RECOGNITIONS

Most Prestigious Industrial Awards for Smart and Sustainable Buildings



CLP Nominated IoT Energy  
Saving Partner 2021



CLP Nominated IoT Energy  
Saving Partner 2020



2019 IFMA Facility Management  
Technology  
Certificate of Excellence



Hong Kong ICT Awards 2020  
Smart Business Award



2019 Deloitte Top 15  
Rising Star



Hong Kong Green  
Innovations Award  
2019



Quamnet Outstanding  
Enterprise Awards 2019



EMSD Hanson 2018 I&T Award



B4B Big Data Challenge 2022



# Case Study

## 啟勝管理服務有限公司 - V Walk Kai Shing Management Services Limited - V Walk

V Walk

V Walk是新鴻基地產旗下的大型旗艦商場，座落於西南九龍核心交通樞紐的南昌站上蓋。商場善用創新科技，為顧客及商戶提供嶄新智能體驗，並優化商場設備的能源效益。

- 積極推行重新校驗，並引入智能系統，實時分析冷水機組數據，並自動調節至最佳運行模式，節能效果顯著，每年可節省約30萬度電。
- 善用感應器及樓宇智能管理系統監察樓宇設備，如洗手間、垃圾筒等實時使用情況，有助管理團隊更妥善安排人手，提升營運效率。



智能技術夥伴

庫瓦有限公司

Negawatt Utility Limited

negawatt



CLP 中電



Video Link

V Walk x Negawatt

Smart Building Digital  
Transformation

ESG

# AWS provides the technology to overcome Negawatt ESG data challenges

## Data sourcing and management



### Source & ingest data

Simplify the input source from various devices e.g. meters, sensors, loggers, gateways



AWS IoT Core

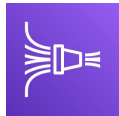


AWS IoT Device Management

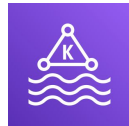


### Clean, process, and integrate the data

Establish a quality data foundation faster



Amazon Kinesis Data Firehose

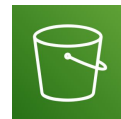


Amazon Managed Streaming for Kafka

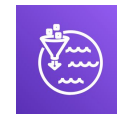


### Secured Data storage

Create centralized and scalable architecture enabling data analytics



Amazon S3



Amazon Lake Formation

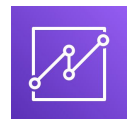


### Apply analytics solutions

Build ESG scoring models, dashboard & reports

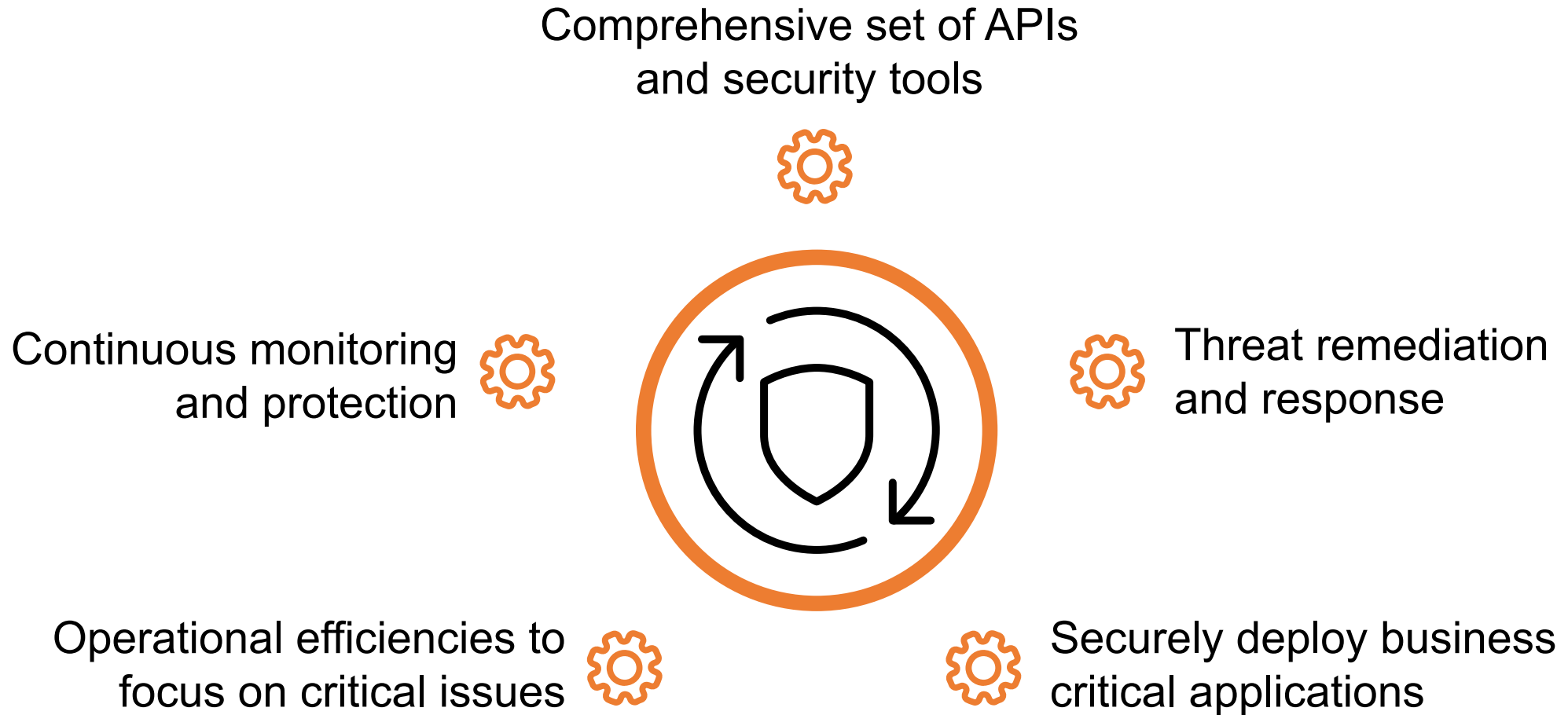


Amazon OpenSearch



Reporting

# Negawatt automate and reduce risk with AWS integrated services





# Let Your Sustainable Building Work For You



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