Inkwell Data Ltd

Executive Summary

- The real estate sector is increasingly looking at ways to digitalise their infrastructure as a value differentiator, both for owners and tenants.

- We believe that end-users will demand for Internet of Things (IoT) functionality to address their evolving needs:

  - Manage rising utilities bills
  - Detailed ESG reporting to address new regulatory demands
  - Active monitoring of space utilisation / air quality / inefficiencies
  - Evolving security requirements (cybersecurity as well as physical access)
  - Integrated management of the building (trending towards self-service)

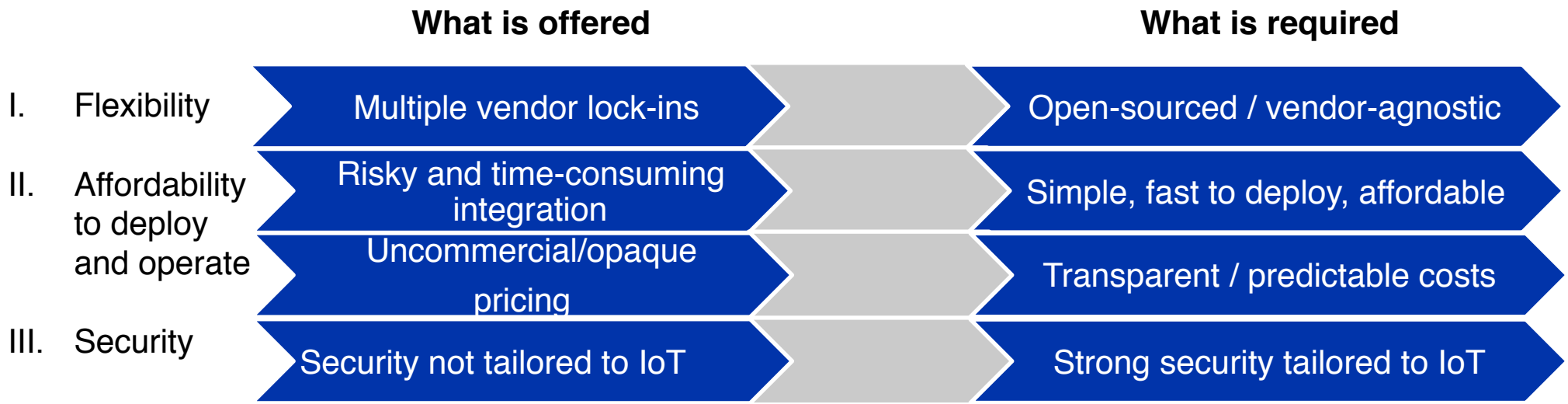
- Inkwell Data has designed and deployed a suite of solutions that enables successful IoT outcomes, minimises vendor lock-ins, drastically reduces data transfer and cloud costs, and is easy-to-use (no code-environment).

- We offer a disruptive commercial proposition with affordable and transparent pricing to help reduce installation and operational costs significantly, with payback within months (depending on existing energy efficiency of buildings).

Inkwell Data

INTRODUCTION

- IoT market has been stuck in Proof of Concepts (PoC) demonstrations for years, with a remaining gap between what potential end-users are offered and what is required:



- Inkwell Data's digital twins middleware platform, Altior™, enables to fully bridge this gap.

The IoT-enabling platform

HOW ALTIOR CAN ENABLE REAL ESTATE IoT STRATEGIES

I. Flexibility

Without Altior	
Devices	Multi – vendor Proprietary Communication Limited / no interoperability
Networks	Single transmission protocol for all devices No upgrade path for future technologies
Software interface/ app	Multiple proprietary systems Limited / no interoperability Cost duplications
Public cloud infrastr.	Multi – cloud strategy to manage third – party dependencies Cost duplications Increasing evidence of cloud security frailties

- Locked-into vendor solutions
- Locked-into transmission technology
- Data silos requiring expensive integration costs
- Cloud infrastructure – third-party dependencies
- Dependant on facilities managers

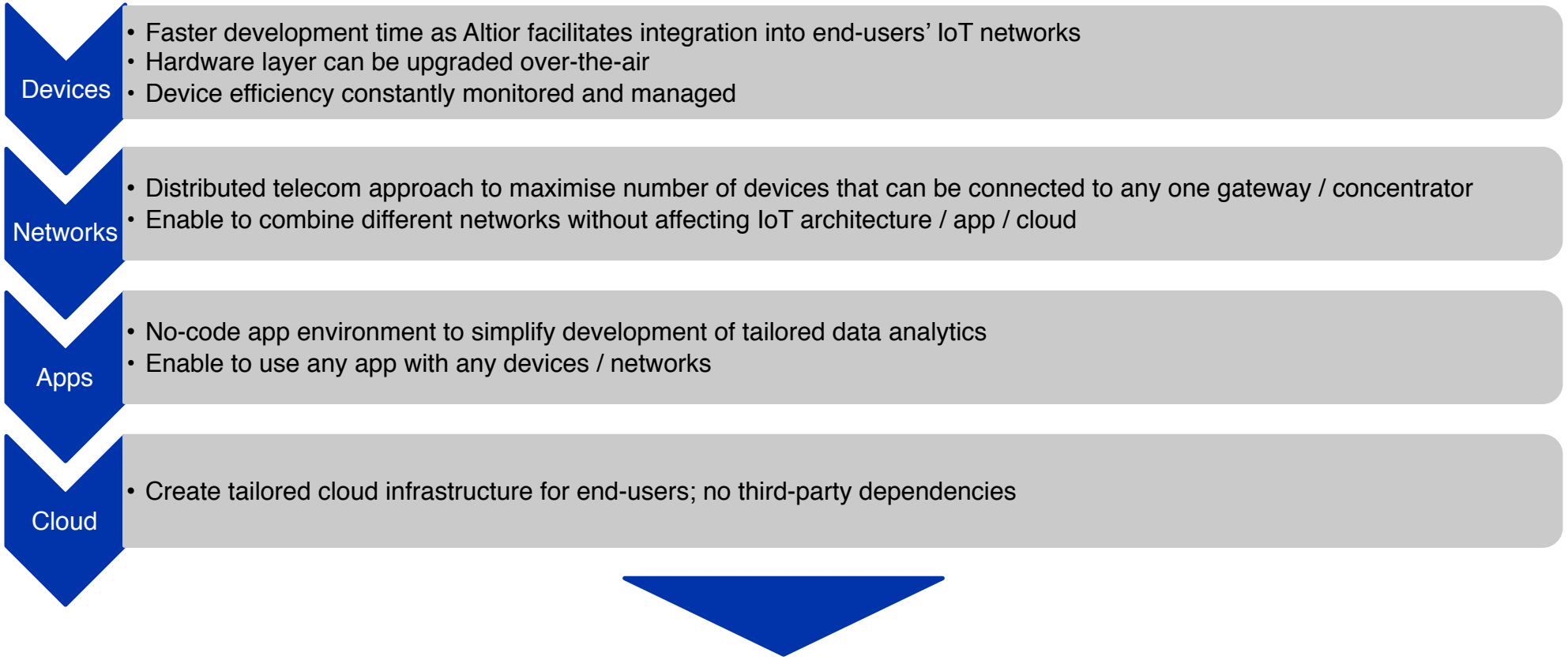
With Altior	
Devices	Over-the-air upgrade path to software layers All devices become interoperable
Networks	Existing and future technologies can be used without affecting apps / cloud infrastructure
Software interface/ app	All data is aggregated under one software platform Existing and future apps can be used without disrupting services
Public cloud infrastr.	Tailored, secure, VPS-based cloud infrastructure Fixed, highly cost competitive pricing

- Remove vendor lock-ins
- Data managed under one platform, even when originating from multi-vendor devices
- Tailored cloud infrastructure, significantly cheaper
- Self-service approach to facility management

The IoT-enabling platform

HOW ALTIOR CAN ENABLE REAL ESTATE IoT STRATEGIES

II. Affordability to deploy and operate



IoT costs (deployment and operations) significantly reduced across the value chain – transparent costs across project life.

The IoT-enabling platform

HOW ALTIOR CAN ENABLE REAL ESTATE IoT STRATEGIES

III. Security

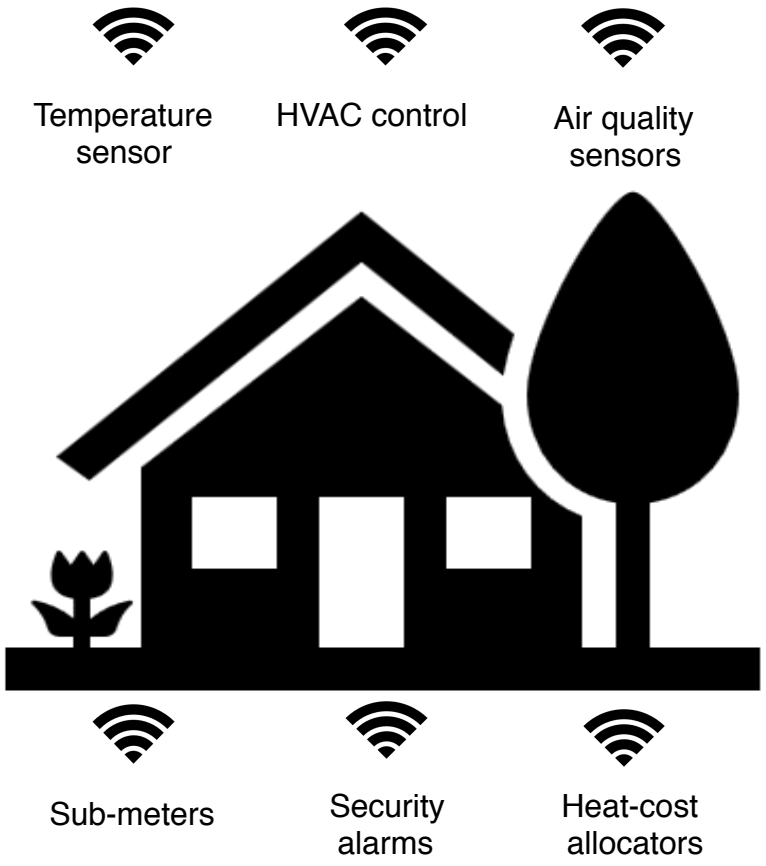
- Aegis, Altior's security framework, combines the security objectives and requirements of any computer system with those peculiar to field devices and sensors. These include:

Confidentiality	Availability	Data freshness	Localisation
Integrity	Authentication	Time synchronisation	Key management

- Aegis implements a layered end-to-end security model, where all the data traffic is secured by a common encryption system that covers the physical and data transport layers as well as the application layer.
- Aegis provides a zero-trust security model, which ensures that no user, whether internal or external, is trusted.
- Aegis treats security as a process, not a product: continuous audit and improvement.
  - ➢ Operates on the concept of "least privileged access" for human users.
  - ➢ For every device twin, Aegis awards a "risk adaptive access control" profile, checking not only for legitimate access to the data infrastructure but also every single operation performed by the device twins.
  - ➢ Checks are computationally inexpensive and barely noticeable, even under heavy traffic loads.

The IoT-enabling platform

SUMMARY BENEFITS



Create a digital layer “above” any infrastructure, fast and affordably

Digital layer

- Removes vendor lock-ins
- Enables upgrades
- Introduces zero-trust security
- Future owners can introduce new solutions without cost overlaps

Reduce IoT costs dramatically across the IoT value chain

Enable a “self-service” culture for IoT strategies to better control data sovereignty and costs

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