



maria fierro <maria.fierro.massana@gmail.com>

Maria Fierro / Alfred Smart Systems

6 messages

maria fierro <maria.fierro.massana@gmail.com>
To: Miguel@fifthwall.com

Wed, May 10, 2023 at 10:01 AM

Buenos días Miguel,

Te contacto a raíz de la sesión que nos diste en el marco del curso de Advanced Venture Capital (IE)

Una línea de presentación, he estado siempre en la función financiera desde la parte startup (Gigle Networks -> Broadcom Corporation / Vilynx Networks -> Apple Inc / Housfy)

Actualmente estoy colaborando con un Venture Builder (que busca levantar un pequeño fondo) y como Partner en una empresa de Part-time CFO targetizando Compañías desde Seed hasta Pre-Series B

Desde estas dos posiciones y dentro de PropTech, tengo dos compañías en el radar, una Wolo Rent (Founding Seed) que me consta ya estuvisteis en conversaciones y la segunda Alfred Smart Systems (Founding Series A)

Me centro en esta segunda que imagino no os habrá llegado. Es una compañía de Smart Building que toca toda la parte de eficiencia energética a través de IoT y sensorización, property management y digitalización de espacios. Actualmente esta muy centrada en BTR (espacio del sector con mayor perspectiva de crecimiento en Europa con un revenue model recurrente SaaS/MaaS). En la ronda anterior entró Grupo Amper con un 25%, ahora se busca complementar con un perfil VC para dar velocidad al crecimiento. Es una ronda de 8M centrada en desarrollar nuevas specs (R&D) y en cliente, tanto para captación como para mantenimiento y upselling de cuentas (S&M)

Adjunto deck para vuestra información y si os suena bien, os hago intro a los Founders

Un saludo y gracias, Miguel

/M

 **Alfred Smart - Series A Deck MAY23.pdf**
4684K

Miguel Nigorra <miguel@fifthwall.com>

Wed, May 10, 2023 at 11:35 AM

To: maria fierro <maria.fierro.massana@gmail.com>, Cherie Tin Wayne Poon <cpoon@fifthwall.com>

Gracias Maria !

Looping in @Cherie Tin Wayne Poon to review on our end. We will come back on the intro to the founders.

Best

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Miguel Nigorra

Partner, Fifth Wall

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maria fierro <maria.fierro.massana@gmail.com>
To: Miguel Nigorra <miguel@fifthwall.com>
Cc: Cherie Tin Wayne Poon <cpoon@fifthwall.com>

Wed, May 10, 2023 at 11:54 AM

Perfect, Miguel and a pleasure Cherie,

At your disposal to answer any general question prior to going to Founders

Best

/M

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Cherie Tin Wayne Poon <cpoon@fifthwall.com>
To: maria fierro <maria.fierro.massana@gmail.com>
Cc: Miguel Nigorra <miguel@fifthwall.com>

Tue, May 16, 2023 at 5:35 PM

Hi Maria,

Have gone through the presentation - we have a few preliminary questions regarding the company:

- Product - Is this hardware agnostic or does every customer need to buy Alfred Smart hardware?
- What is the business model?
- Could you please kindly provide the P&L (if available)?

Thanks!

Best,
Cherie

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maria fierro <maria.fierro.massana@gmail.com>

Thu, May 18, 2023 at 11:11 AM

To: Cherie Tin Wayne Poon <cpoon@fifthwall.com>
Cc: Miguel Nigorra <miguel@fifthwall.com>

Hi Cherie,


Let me quickly go through your points:

- Product: They are 100% HW agnostic since the beginning, being compatible and working with brands like fibaro, aeotec, airzone or protocols using third party brands like KNX (working with Gira, Jung or Schneider), Modus, IP, bacnet,... Currently they are using Alfred Gateway only, now working to convert it to a cloud-based gateway as part of the platform. Schnider has approached them to evaluate a potential deeper partnership.
- They are B2B mainly and they started working on a project basis with a fixed fee + maintenance recurrent fee. Now transitioning into a MaaS solution where the instalation would go on the OEM side and they will be providing the software, data and actions triggered behind
- Please see Model attached where April-YTD data is alinged in sales with a better figure in EBITDA (aprox -300k€)

Hope I covered all points raised. If you need more details (especially on the product and technical side) I would recommend that you have the next discussion with Alfred Smart team

Best
M

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Cherie Tin Wayne Poon <cpoon@fifthwall.com>
To: maria fierro <maria.fierro.massana@gmail.com>
Cc: Miguel Nigorra <miguel@fifthwall.com>

Fri, May 19, 2023 at 9:20 AM

Thanks Maria - would love to schedule an intro call with the founders. Could you please kindly intro us?

Best,
Cherie

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