CONNECTING
THE WORLD

Sustainable real estate development by hello!Parks

Anna Bencze / hello!PARKS
Rudolf Patai / hello!PARKS
Robert Hadhazi / SmartNode Kft.

hello! PARKS
Professional. Together. With love.

SmartNode
BMS | EMS | Monitoring | IoT

TRIDIUM

Who we are?

SmartNode, hello!PARKS

hello

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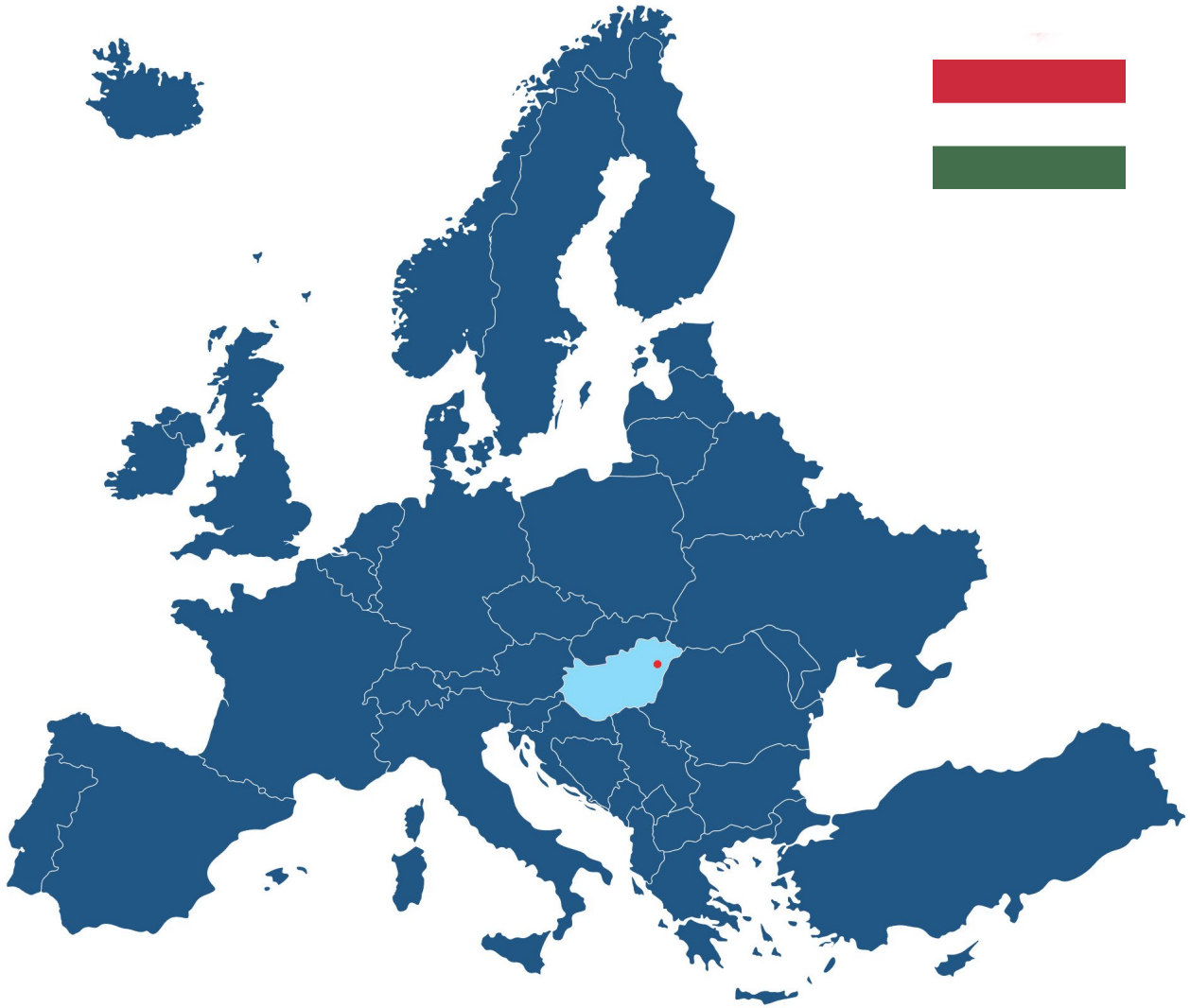

SmartNode Kft.

Debrecen, Hungary

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Who we are

SmartNode
BMS|EMS|Monitoring|IoT

Distributor of building automation related products and services

Providing added value to our partners:

- **Trainings** (**Niagara TCP** – English & Hungarian)
- **Integrations** and **software solutions**
- Customer **technical** and **marketing support**
- **Development of custom solutions**

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Story of our cooperation

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- Started in 2020, establishment of hello!Parks
  - First contact based on earlier good experience with Niargara system
  - Creative mindset and innovative approach has been a game-changer in the industry
  - Need for the most flexible system & partner to deliver something new to the industrial real estate market
- Their explicit goal to develop their building to the highest standards

The Challenges

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- High level sustainability goals
- Multi site locations with tenants from very different industries
- Rapid development of parks/sites
- Flexibility for the rapidly changing lease needs (flexible spaces)
- Energy cost allocation in this flexible environment
- User freindly mobile and PC interface for non professional tenant users for better engagement

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Our partner

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SmartNode
BMS|EMS|Monitoring|IoT

- Our largest Tridium Niagara SI partner in Hungary

- Delivered services:
  - Electrical design
  - Cabling
  - Electrical cabinet assembling
  - Programming and commissioning
  - Maintenance

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Achievements

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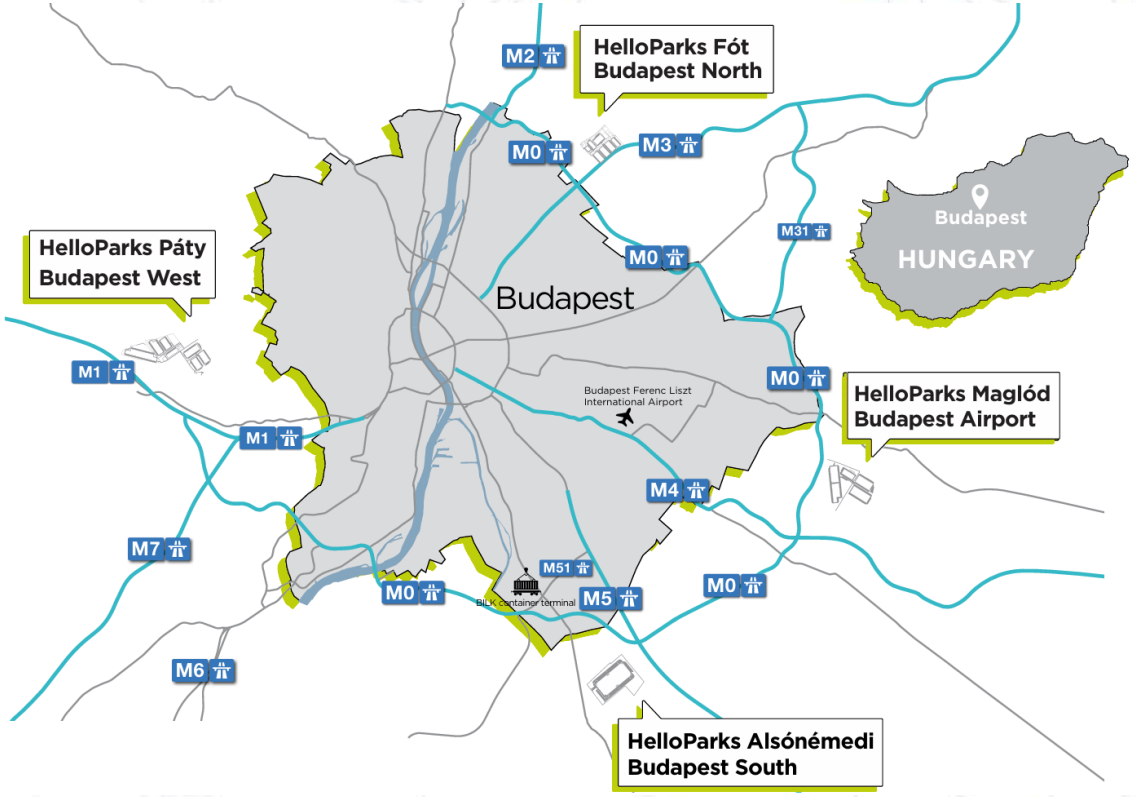
BMS|EMS|Monitoring|IoT

In just five years, hello!PARKS has made remarkable progress:

- **4 parks** and **8 building** already developed
- Nearly **360,000 m²** of industrial space delivered
- Exceptionally **high occupancy** rates
- **Revolutionized** the Hungarian **industrial real estate development market**



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Insight of hello!PARKS

SmartNode
BMS | EMS | Monitoring | IoT

Rudolf Patai

Property management director
at hello!PARKS

Anna Bencze

Head of Sustainability
at hello!PARKS

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Who we are?

SmartNode, **hello!PARKS**

hello

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About HelloParks in a nutshell

Rudolf Patai / HelloParks

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Who we are

FUTUREAL GROUP

Futureal – Sustainable commercial development, real estate investment, and asset management. Retail, Office.

Cordia International – Sustainable residential real estate development and investment. Leading across 5 European countries with 20 years of experience.

HelloParks - Sustainable industrial real estate development and management. *(speculative developer)*

FUTUREAL

CORDIA

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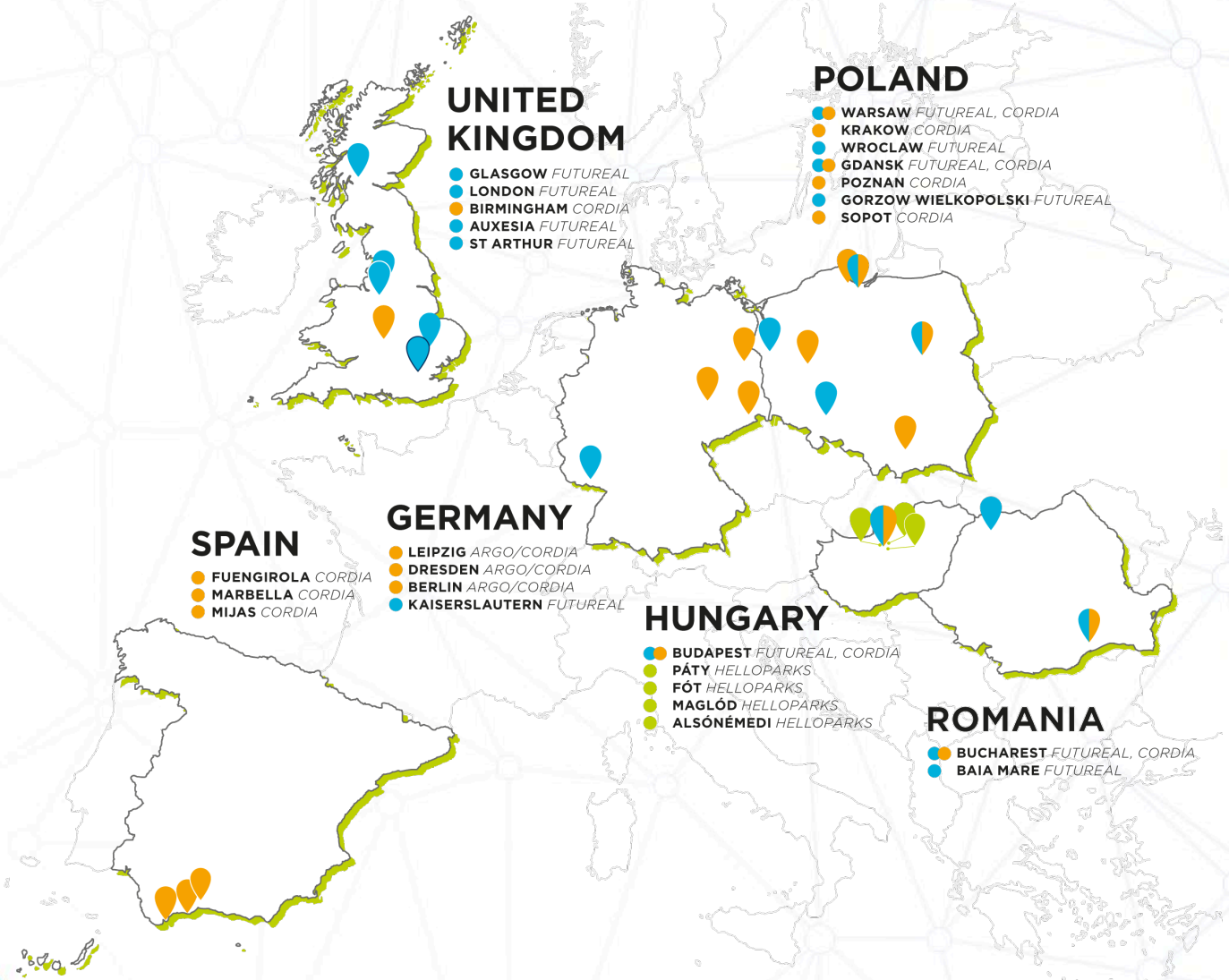
Futureal Group in Europe



240+

projects

4 million

sqm

€6+ billion

development value

600+

real estate professionals

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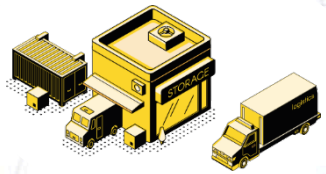
HelloParks in numbers



COMPLETED	UNDER DEVELOPMENT	PIPELINE
8 BUILDINGS	**4** PROJECTS	**10** PROJECTS
352,000 sqm GLA	**193,000 sqm** GLA	**368,000 sqm** GLA

TOTAL

22 PROJECTS

913,000 sqm GLA

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Strategy of HelloParks

Megapark conception, *At least 150-200,000sqm GLA in one location*

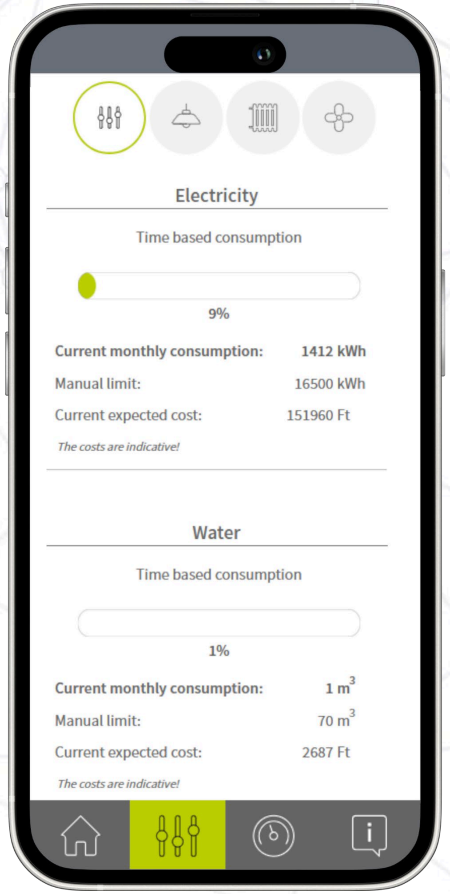
Centralized Property and Facility Management

BMS (SmartNode/TRIDIUM/NIAGARA)

Full trancparecy for our Partners/Tenants

Via HelloPARKS Assistant application for users, Tenants

Most sustainable properties on the Industrial market



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The Sustainable Way at HelloParks

Anna Bencze / HelloParks

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Numerous ESG related obligations

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Performance driven requirements

- **Green Building certifications**: BREEAM, LEED, DGNB, etc.
- HelloParks standard: BREEAM New Construction on **Outstanding** level

- The primary goal is **actual performance** that reflects sustainability, energy savings, and occupant comfort, rather than just the presence of specific systems or technologies.
- **LEED** tends to be more **data-driven**, particularly when it comes to monitoring performance through ongoing data collection for continuous improvement (like energy usage, water conservation, and indoor environmental quality)
- **BREEAM** is more focused on **outcomes and performance** but still incorporates data collection as part of the assessment process.

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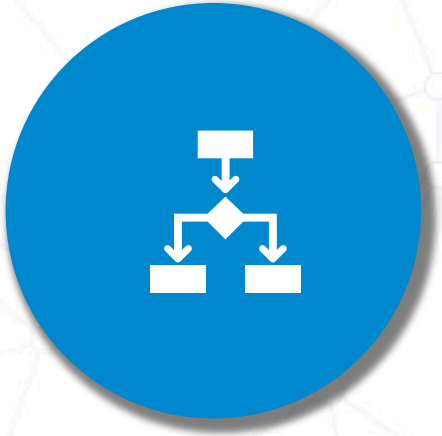
Performance driven requirements

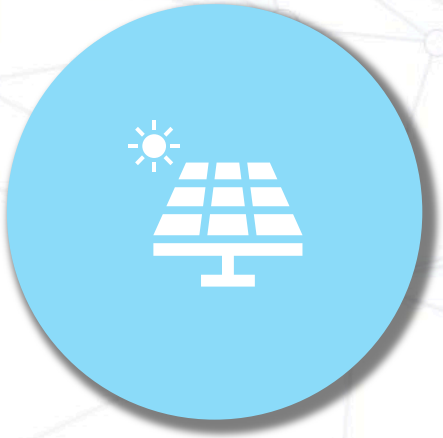
Water Management

- Leakage monitoring, on higher level than BREEAM requires
- DHW treatment against legionella risk



Metering hierarchy

- Metering structure: different functions, tenants
- Submetering for big consumers
- Consumption estimation required in design stage



Renewable energy integration

- Renewable propotions
- CO2 equivalent values

Visual and techni-cal presentation

- Specific BREEAM interface
- Flexibility, customisability intergrability

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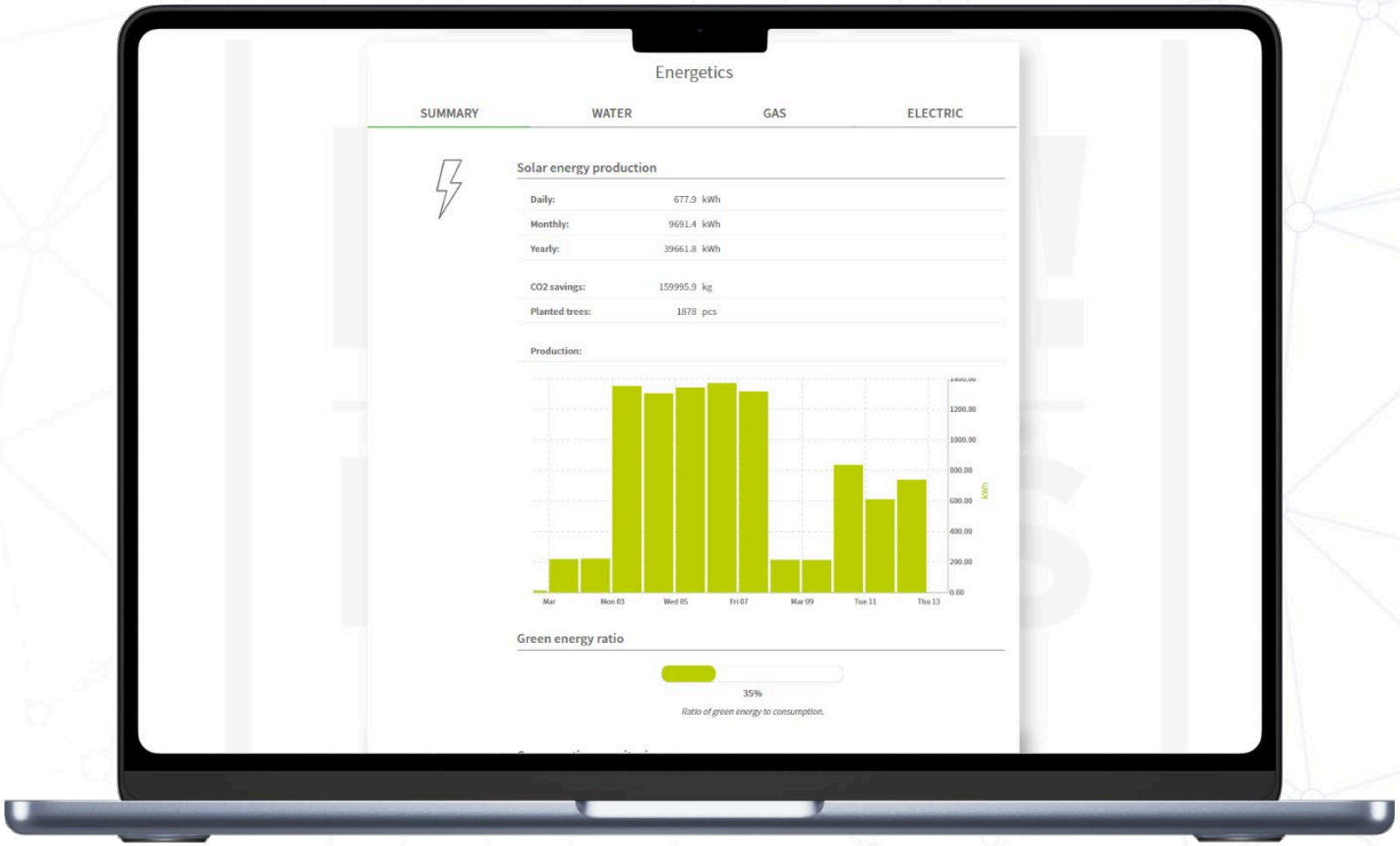
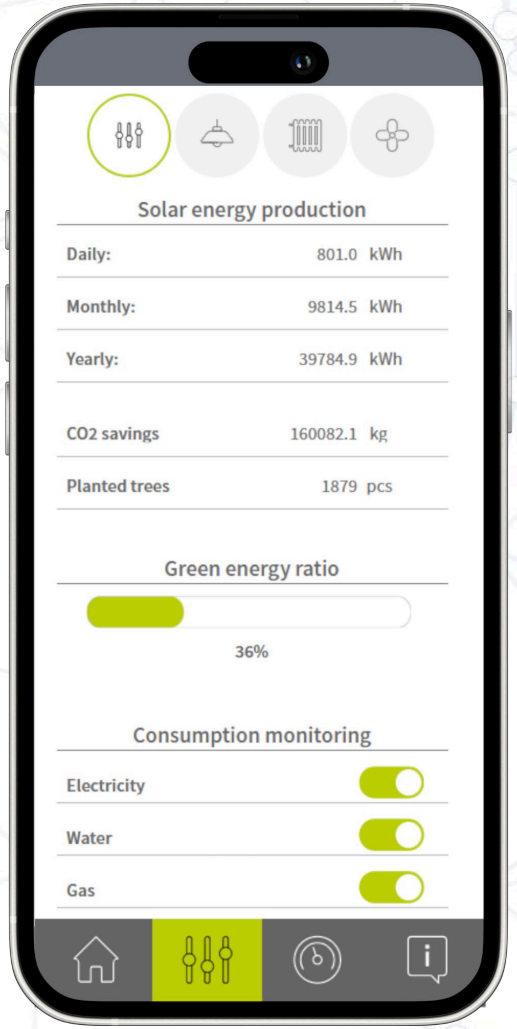
Performance driven requirements





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Data driven requirements

- ESG reports in general
- CSRD
- GRESB
- GHG Protocol
- GRI
- CRREM tool

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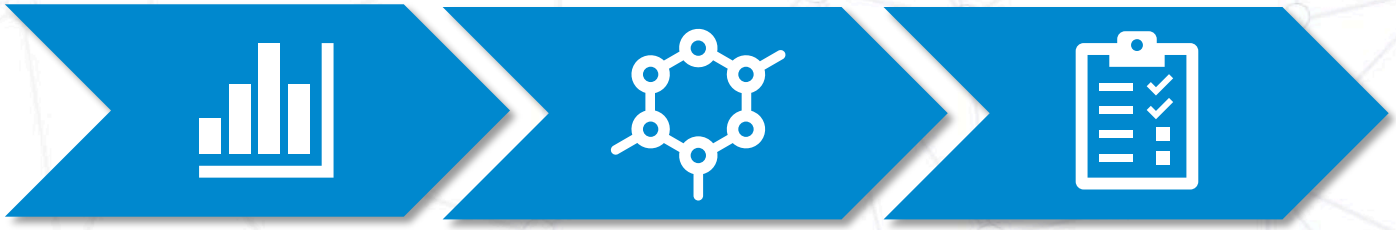
- All of these require the same data, but in different ways
- Focus is on consumption data
- Main organisation principle is the separation of different functions and consumer entities



- Flexible grouping and mapping of data is neccessary
- Systematisation, variability
- Automatic queries, reports

Data driven requirements

- Options for our tenants
- Green electricity ratio
- Automated ESG reports

- Tenants may also require data for their own ESG Reports
  - Flexible, **automatic data export** solutions for tenants
  - **Green electricity ratio platform**:
    - Percentage of consumed green electricity from PV panels
    - Saved CO2e
    - Nb. of planted trees equivalent to saved CO2e
- Clear, transparent, traceable consumption data and comparison curves in the app
  - **User involvement, education** through real experience
  - Pre-programmable monthly consumption target values with notifications when exceeded

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Unconsumed energy is the most sustainable energy!

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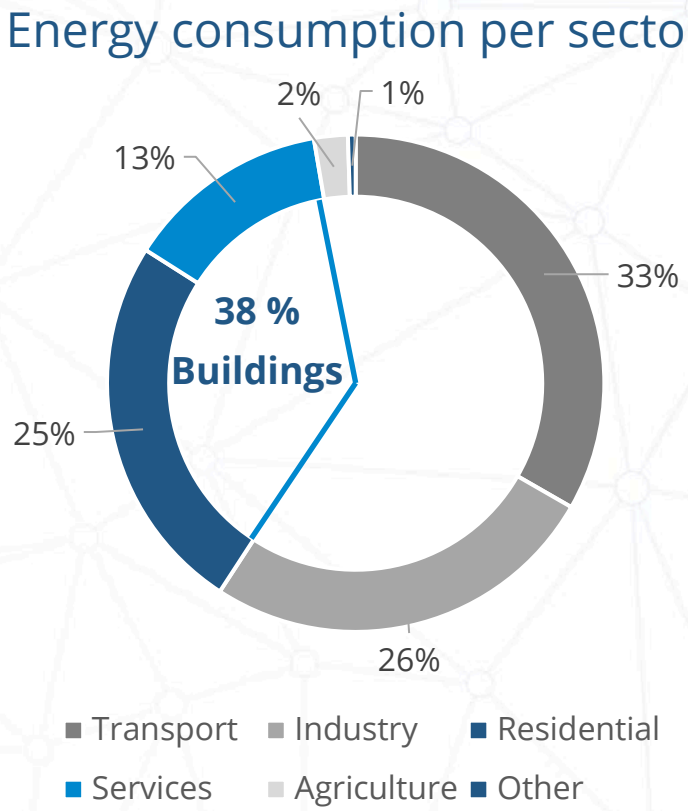
Gains with sustainability

Opportunities and expected burdens in the real estate and energy sector



- Real estate sector is the **biggest consumer** within the EU
- Huge responsibility = many opportunity
- **EU ETS II** (European Emmission Trading System II) from **~2028** will introduce **carbon tax** on energy consumption of buildings
- **CRREM tool, GRESB** etc. Assess **portfolio performance** based on energy **consumption data**

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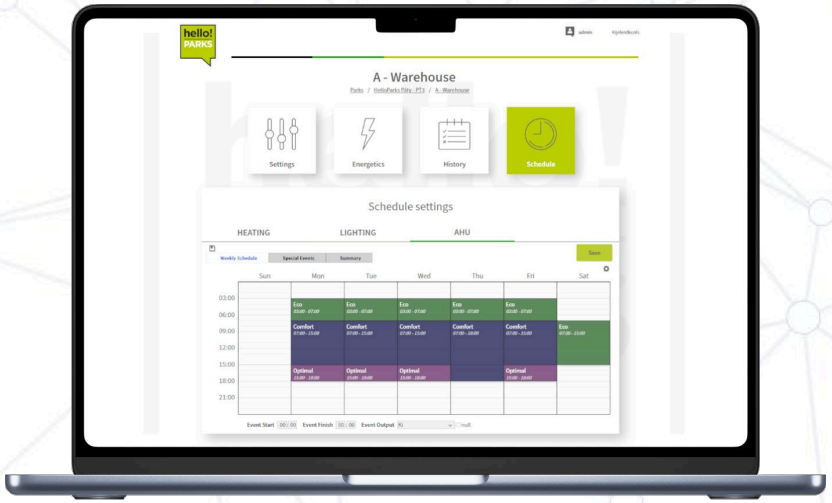
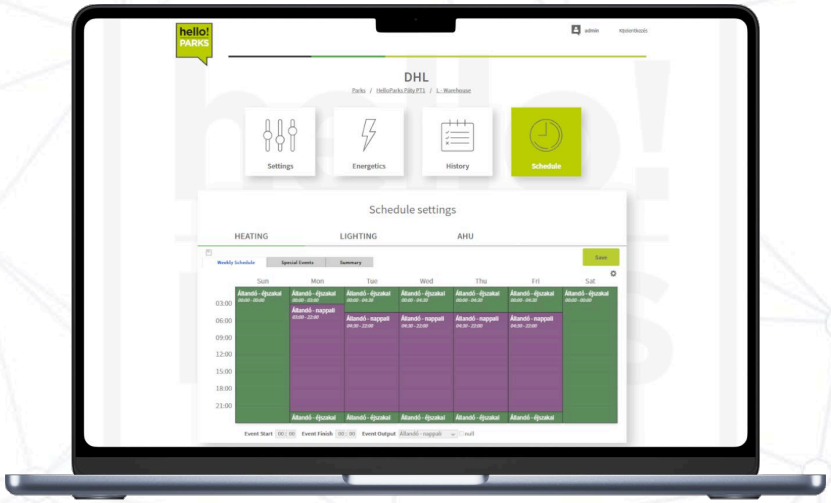
Sustainability in our genetics

Take sustainable operation to the next level and spread the knowledge

- Defined guidelines, schematics for pre-programming of systems
- Giving defined freedom for consuming energy and learning the sustainable way of usage
- Continuous education of our tenants





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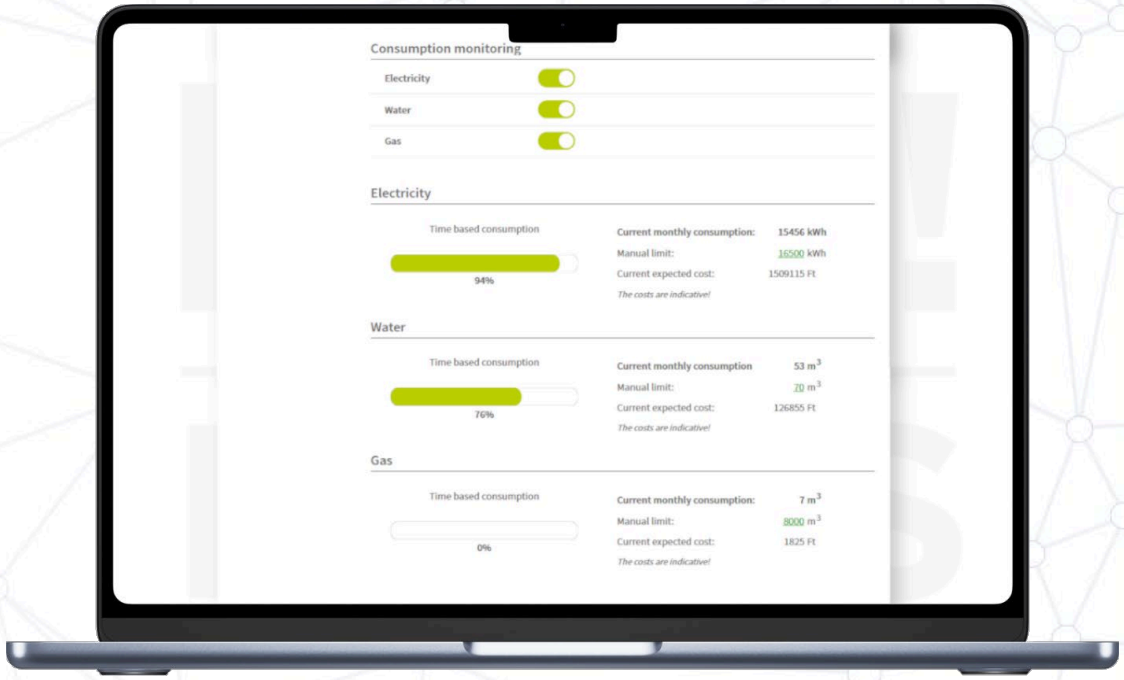

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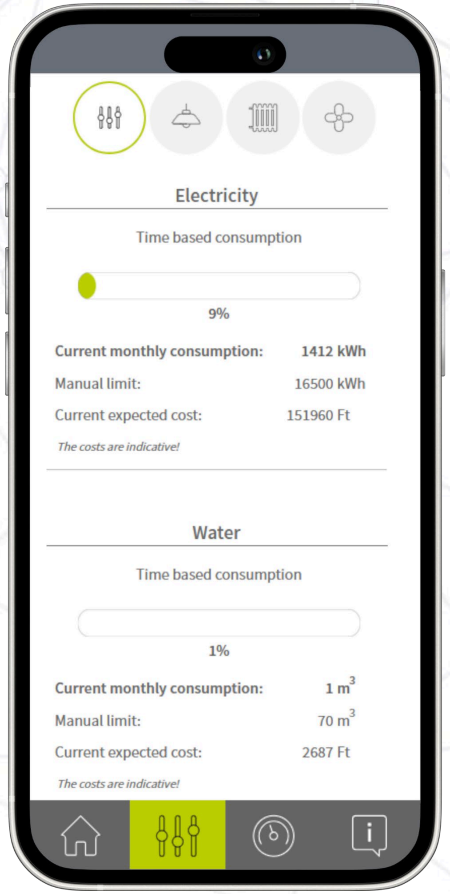

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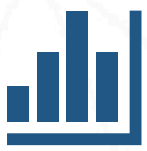
Enhancing sustainability

Resilience – Optimised efficiency– AI&Digital Twin powered solutions

Further development of scheduling



Data is the key for empowering efficiency

Incorporating AI or Digital Twin technology

AI and Digital Twin powered solutions can result in extremely optimised efficiency together with scheduling and pre-programming features of the system.

The possibilities are endless:

- Weather forecast based pre-programming
- Optimalisation of tenant layout based on waste heat usage

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Enhancing sustainability

Resilience – Optimised efficiency– AI&Digital Twin powered solutions

Resilience against extreme weather conditions

Pre-heating before extreme cold, gaining passive heating

Battery pre-load for foreseen cloudy periods/nighttime when grid is expensive

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Thank you for your attention!

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