



CONNECTED HOME & BUILDING : FOSTER ENERGY SAVING THROUGH WELLBEING

Florent PELLARIN

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SOMFY 

/ SOMFY IS A WORLDWIDE ACTOR

58

COUNTRIES

114

SUBSIDIARIES

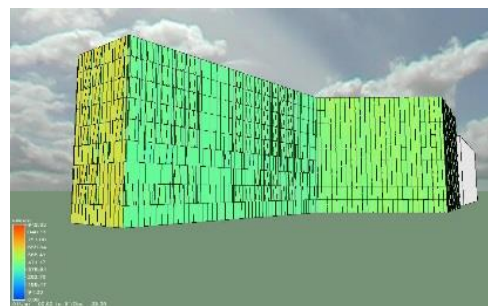
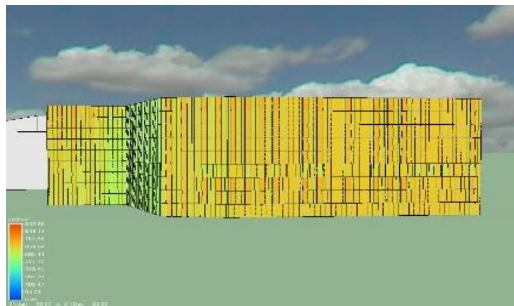
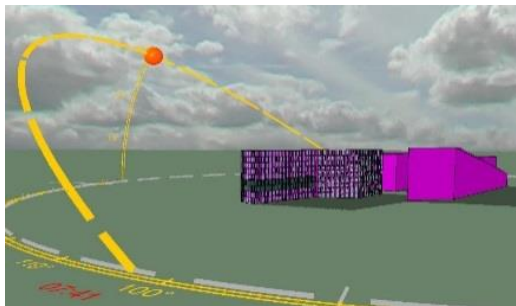
51

AGENCIES &
OFFICES

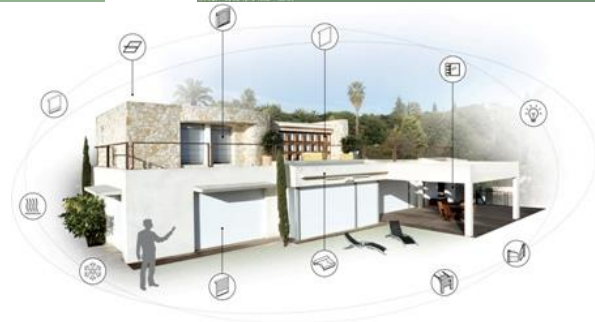


/ ENERGY EFFICIENCY, COMFORT AND WELL BEING

Somfy designs and develops automated management systems for solar protection, a form of "integrated intelligence" built into façades.



We propose equivalent solutions for houses and dwellings



/ STARTING POINT

Buildings are responsible for 40% of energy consumption and 36% of CO2 emissions in the EU

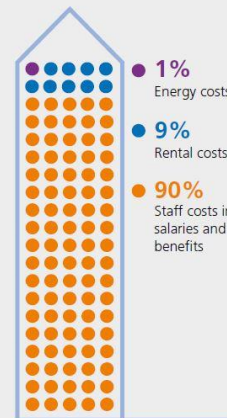
- Source BPIE -



OPEX (commercial buildings)

- 90% : employee wages and costs
- 9% : rental / loan costs
- 1% : energy related costs

Typical business operating costs¹



10% Variation

A 10% variation applied equally to each cost has a far from equal impact

+/- 0.1%

Energy costs

+/- 0.9%

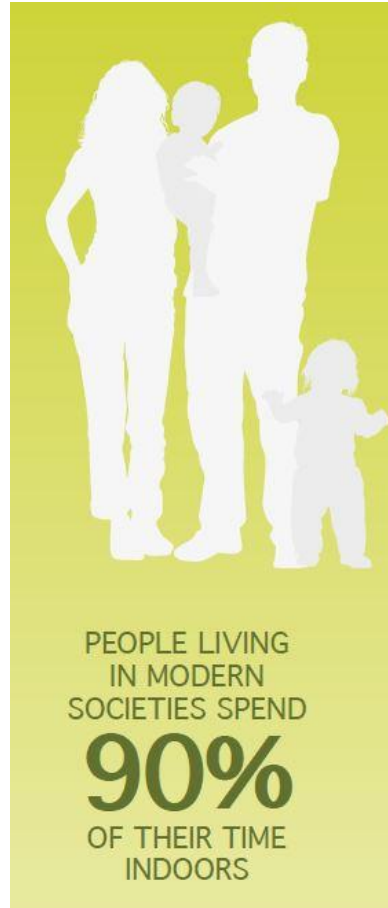
Rental costs

+/- 9.0%

Staff costs



/ A GLOBAL CONCERN



© ACTIVE HOUSE

/ WHAT MAKES A HEALTHY & ENERGY EFFICIENT BUILDING ?

EIGHT FEATURES THAT MAKE HEALTHIER AND GREENER OFFICES

1. INDOOR AIR QUALITY & VENTILATION

2. THERMAL COMFORT

3. DAYLIGHTING & LIGHTING

4. NOISE & ACOUSTICS

8. LOCATION & ACCESS TO AMENITIES

5. INTERIOR LAYOUT & ACTIVE DESIGN

6. BIOPHILIA & VIEWS

7. LOOK & FEEL

BETTER PLACES FOR PEOPLE
PUT WELLBEING AT THE HEART OF YOUR BUILDING

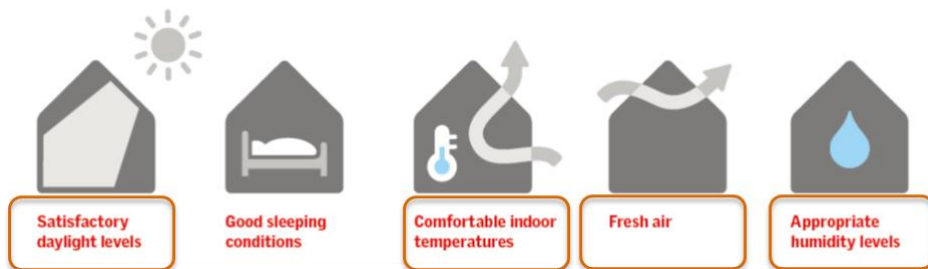


BETTER PLACES FOR PEOPLE
PUT WELLBEING AT THE HEART OF YOUR BUILDING



People care about :

- Daylighting & nice outdoor views
- Thermal comfort
- Ventilation & Fresh Air quality



/ WHAT ARE THE BENEFITS FOR OCCUPANTS ?

Several studies prove the benefits of healthy & energy efficient homes and buildings on occupants

1. INDOOR AIR QUALITY & VENTILATION



101%

WHY?
increase in cognitive scores for workers in a green, well-ventilated office.¹

THERMAL COMFORT



6%

WHY?
fall in staff performance when offices are too hot and 4% if too cold.²

NOISE & ACOUSTICS



66%

WHY?
fall in staff performance as a result of distracting noise.⁴

BIOPHILIA & VIEWS



7-12%

WHY?
improvement in processing time at one call centre when staff had a view of nature.⁴

DAYLIGHTING & LIGHTING



46 minutes

WHY?
more sleep for workers in offices near windows.³

OUTSIDE VIEWS



Mental Function & Memory
10-25% BETTER



Call Processing
6-12% FASTER



Hospital Stays
8.5% SHORTER

DAYLIGHT



SYSTEMS



Students achieve
5-14% HIGHER TEST SCORES
and learn **20-26% FASTER**

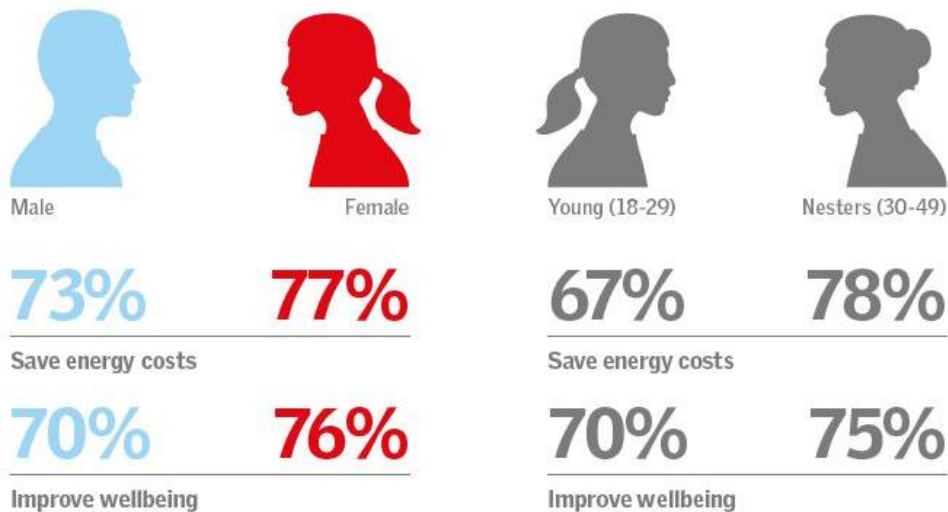
Workers are **18% MORE PRODUCTIVE**

15-40% INCREASE in Retail Sales

Productivity Increases by
23% from better lighting
11% from better ventilation
3% from individual temperature control



/ MOTIVATIONS FOR RENOVATING A HOUSE



– Healthy Home Barometer

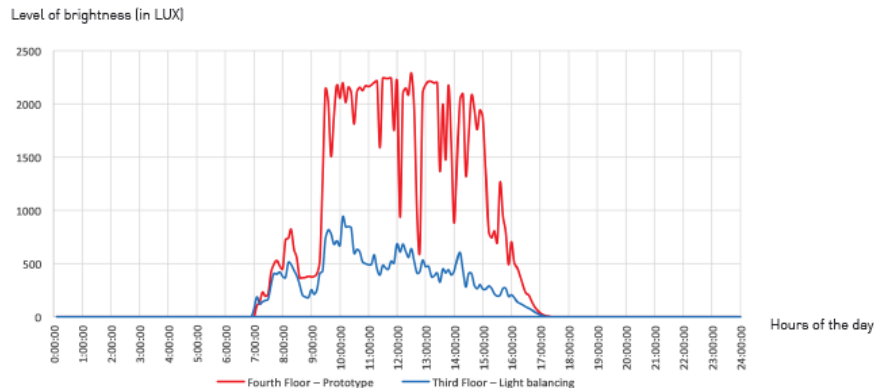
Nowadays, 50% of Europeans are only moderately or even less satisfied with their current home.

Home owners are motivated to renovate both to save energy expenses and to improve wellbeing.

Energy savings will be indirect benefits of a renovation improving wellbeing.

/ A DICHOTOMOUS EQUATION ?

Sunlight is a source of heat, which is helpful in winter when we heat our homes...



Source: IES study, impact on comfort and energy consumption in the ONIX demo building

... but there are also times when sunlight will feel too intense or warm, and can be a cause of discomfort and glare.

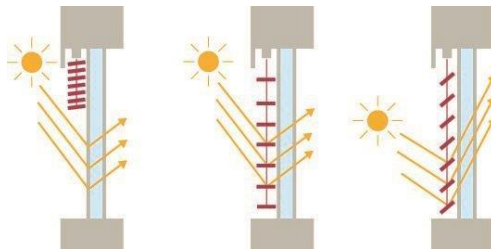
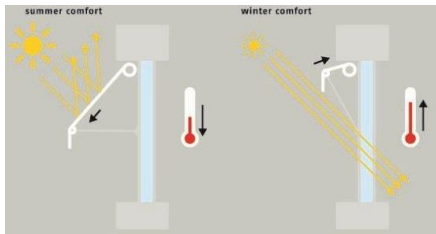
/ EXAMPLES OF WHAT WE DO TODAY...

Stop heating while airing out



Window opening sensor prevents wasting energy while airing out

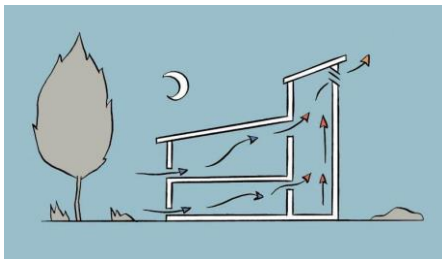
Natural heating & visual comfort



Automated blinds are used to manage natural heating and natural light

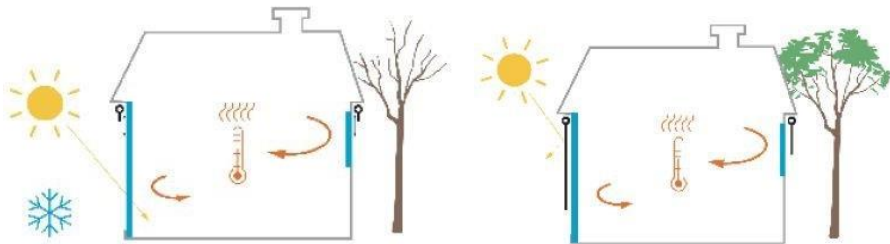
/ EXAMPLES OF WHAT WE DO TODAY...

Night cooling



Building is cooled down using motorized windows at night

Modulating heating profile according to occupant presence



Heating strategy depends on weather forecast, occupants presence habits...

/ EXAMPLE OF WHAT WE DO TODAY



TaHoma

120 000 connected households /EU

1 300 000 connected objects

User satisfaction rate: 95%

80% of users use TaHoma every day



New countries launched, 2017

Middle East, China, Japan, Thailand ...



Rising importance of strategic partnerships and openness

/ WHAT DO WE NEED TO GO FURTHER ?

- **Lack of awareness**
 - Promotion on standard medias
- **Boost renovation programs in Europe**
 - Financial incentives or fines are needed to boost healthy buildings programs
- **Technical solutions are on shelves**
 - Interoperability across verticals is a must to maximize the dispositive efficiency
- **New buildings and homes**
 - Healthy and wellbeing grade promotion

THANK YOU



Inadequate housing is an international issue.
As a global company, Somfy wishes to bring its contribution to **give access to proper housing to everyone in society.**

Contacts :

florent.pellarin@somfy.com

wandrille.henrotte@somfy.com

