



Fassada technologies... the real key for success in Real Estate Development

Professionalism & profit in one façade

Passion for innovation to classics of tomorrow

September 2023

1. To start with, it's all about money
2. The "2+2" key parameters for the developer
3. 2023, the world has changed – the 3 key cost parameters to be tackled
4. Construction cost
 1. Optimum construction method: 2 basic principles
 2. Circularity & future renovation: the need for a flexible skin
5. Smart buildings – Energy cost
 1. The most sustainable energy...
 2. The skin of the building is the only key
 3. Keeping the sun out, the real challenge
 4. Fassada smart solutions
6. Solar panels: 2 main problems
7. Final goal for RED – the façade as a profit model, not just construction
8. First, we think, then we build to last
9. Our patents in the world
10. Our presence in the world
11. To end with, it's all about money

Disruption and cost saving, hand-in-hand



At the end of the day, it's **all about money**

Garry Kasparov



Disruption & cost-saving efficiency goes **hand in hand**

The “2+2” key parameters for the developer

The 2 “common” parameters

- Construction cost € OUT
- ESG regulations € OUT

The 2 “Fassada” parameters

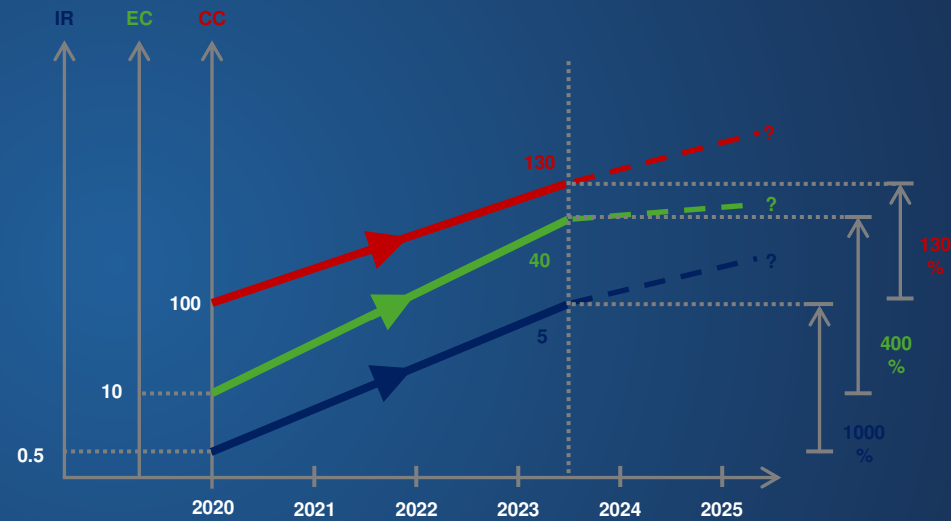
- Circularity: actual smart design for future renovation € IN
- The + energy building: a profit model instead of a cost! € IN

2023, the world changed: the 3 key costs parameters to be tackled

exploded construction costs **CC**

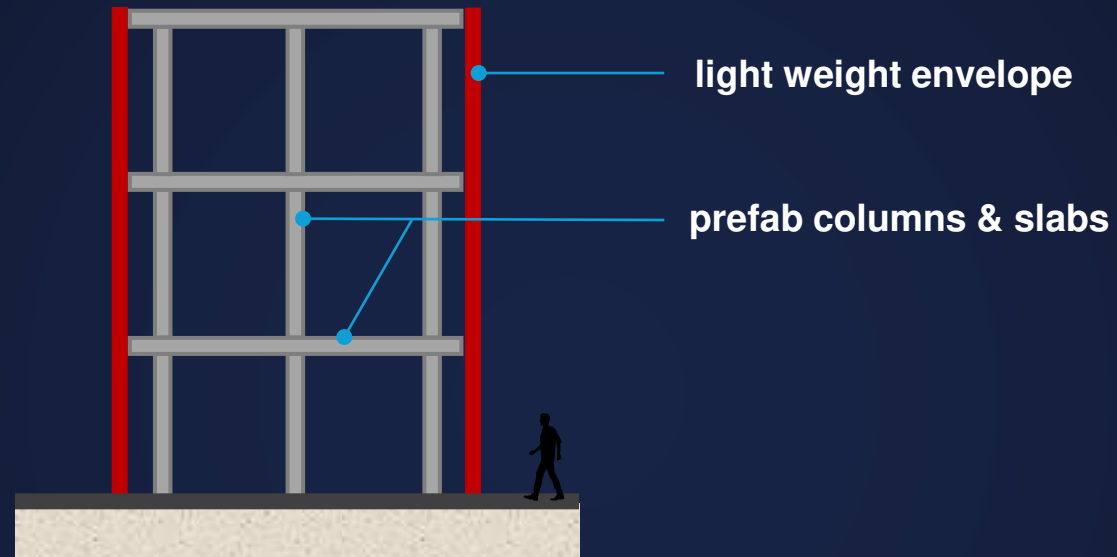
exploded energy costs **EC**

increase of interest rates **IR**



on top: Green deal requirements
ESG a must, no longer “nice to have”

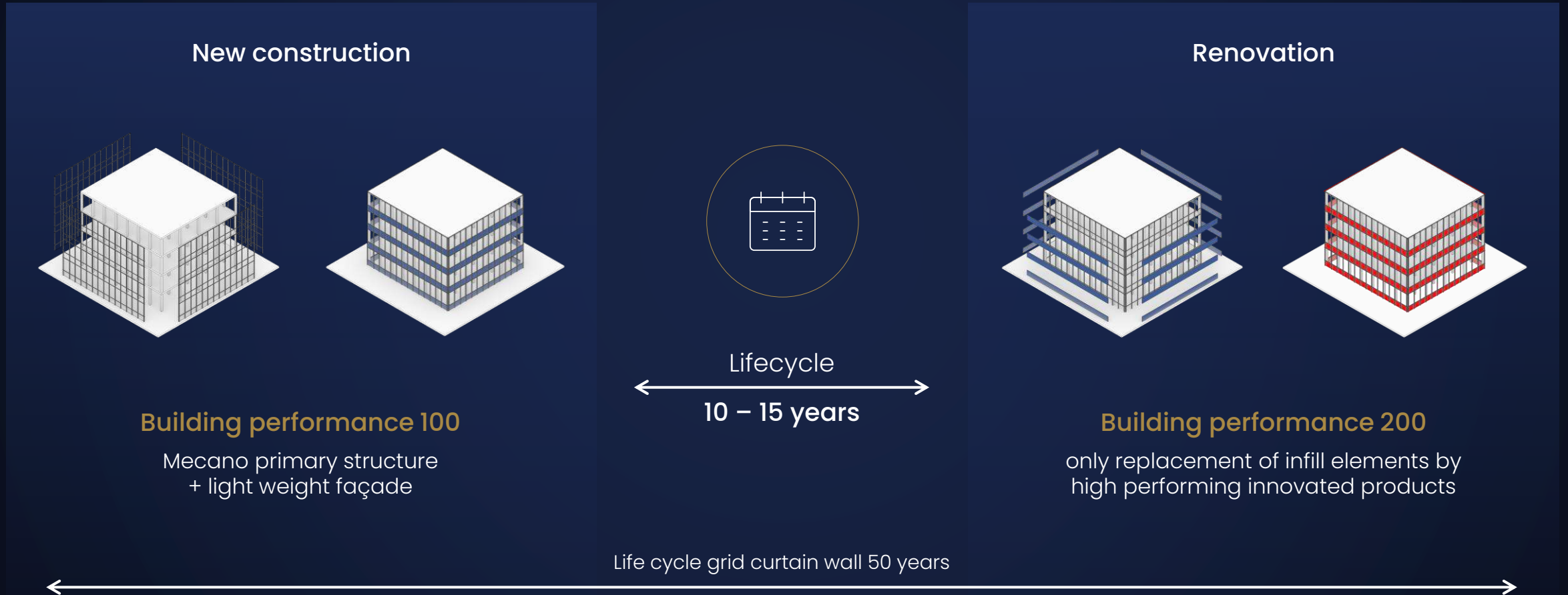
The optimum construction method, 2 basic principles



«**mecano principle**» = dry primary support structure + smart light weight façade

Circularity & future renovation: the need for a flexible skin

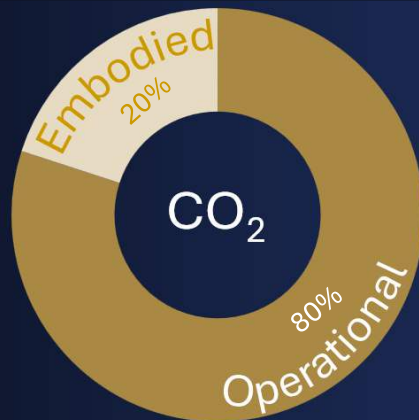
As the façade grid is not a disposable product ... the best circularity is no circularity!



**THE MOST
SUSTAINABLE
ENERGY IS
THE ONE YOU
DON'T NEED**

No energy = zero CO₂ exhaust!

Energy cost – the façade of the building is the only key

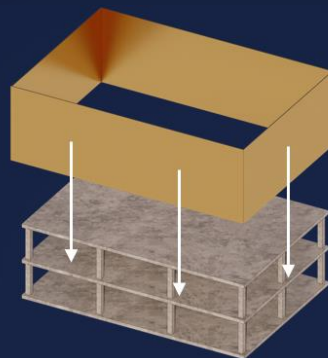


**CO₂ emission
conventional building**

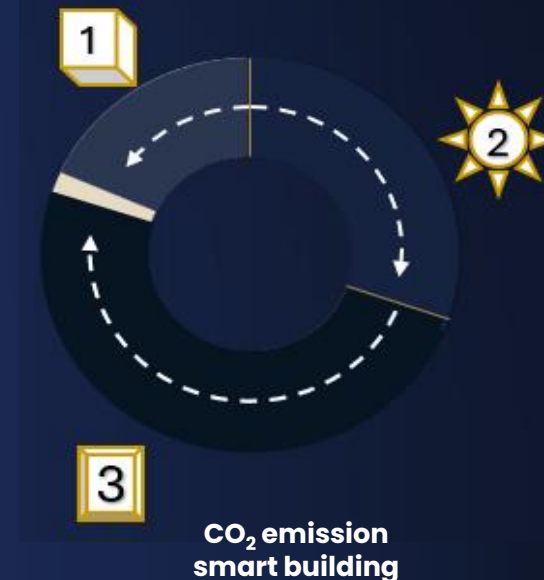
Embodied CO₂ **20%**

Operational CO₂ **80%**

Reduce the energy need



The façade is the physical barrier
between inside & outside
climate.



2%



alu --) steel 10x less

0%



50% balance: by archi. PV panels



30% reduction: keeping the sun
out

Green products are nice, however a debate in the margin.

The real challenge is to tackle the **80% of the operational CO₂ emission** ... by **a smart façade**

Energy costs – Keeping the sun out, a question of interpretation...

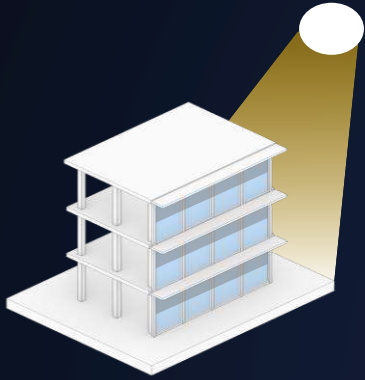


Common sense approach

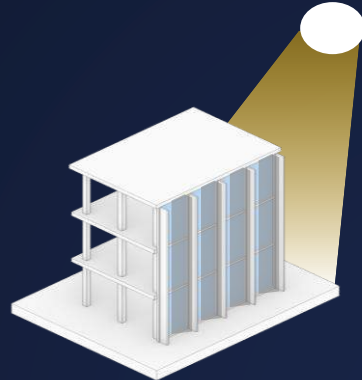


**BREEAM Gold building
but ... a real energy monster**

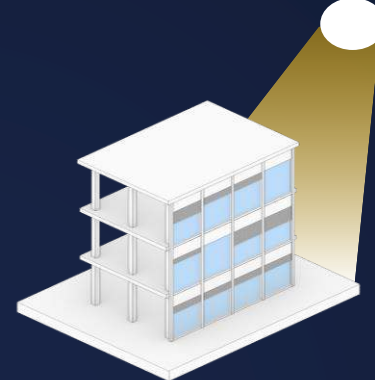
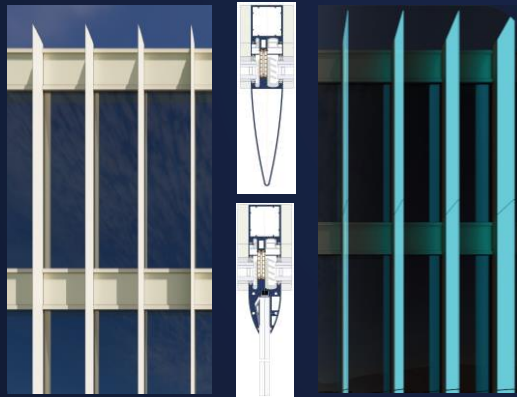
Keeping the sun out: the real challenge and Fassada patented smart solutions



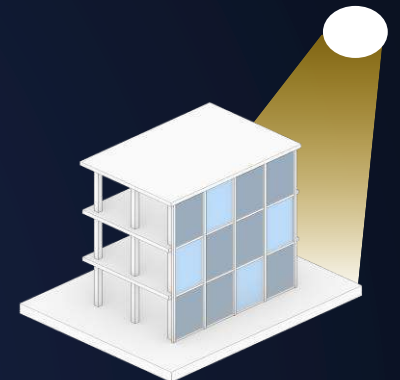
Horizontal louvres



Vertical louvres



Sunshading screens



Smart glazing



Full proof installation from inside, it's our DNA.
Keeping the sun out, it our mission.

Smarter, better, easier and ... more cost effective
Passion for innovation to classics of tomorrow

Solar panels – the 2 main problems

1
Architectural aesthetics aspect



Solved with ABPIV panels



2
Installation cost doing in
a conventional way



Solved by the game changing patented
Fassada hybrid technologies



The final goal for RED – the façade as a profit model rather than just a part of construction

The cost

- Stop sophisticated ROI calculations for solar investments
- To start – no extra costs thanks to Fassada technologies & smart buildings

The revenue

- Common yield sales value per m² €
- Fassada extra yield values
 - by saving of energy consumption €+
 - income sales surplus of electricity €++



It's the economy, stupid

Bill Clinton, 1992



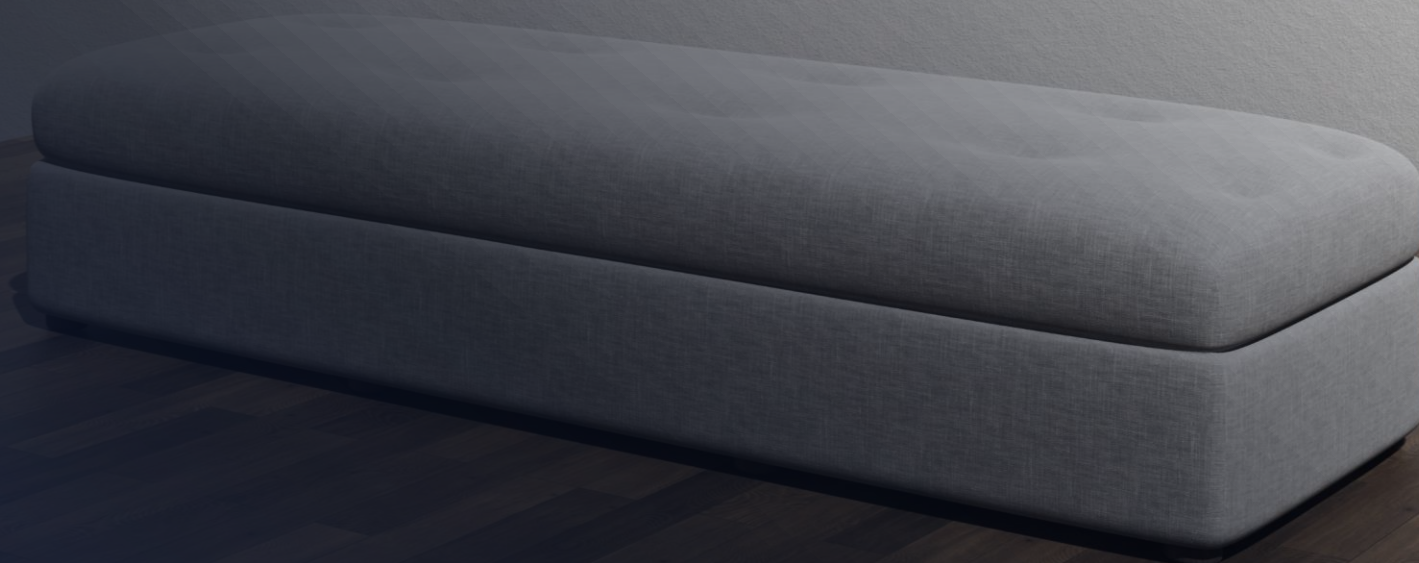
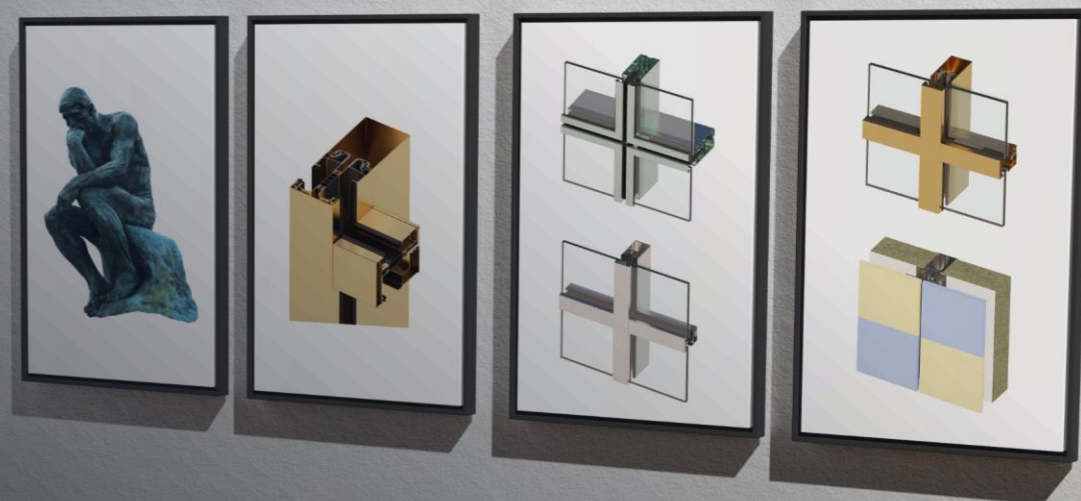
It's the façade, stupid

Fassada, 2022

Redefined sustainability: not just 0 energy, but building as a profit model



First we think,
than,
we build to last.



Our patents in the world

*Patented in
over 70 countries*



Our presence in the world

HQ

Fassada systems BV
Kanaalstraat 1B, 2240 Zandhoven
Belgium
Tel +32 3 385 88 64
info@fassada.be

Switzerland

Fassada Steel SA
Via Gerrette 4
Industrial Zone 5
CH-6855 Stabio

UEA

Al Saqr BusinessTower
Trade Centre
Sheikh Zayed Road 91
DIFC – Dubai

Brand offices opening soon

Fassada UK
Manchester, UK

Fassada Americas
Conroe, Texas

Fassada Central-Europe
Basel, Switzerland

Fassada Asia
Singapore

