



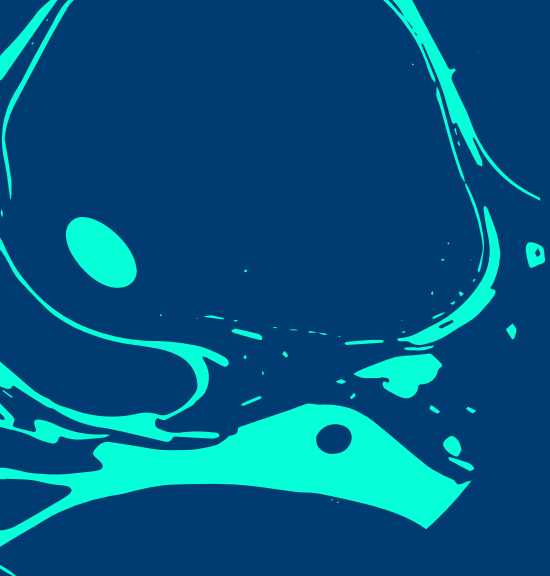
KIIILTO VENTURES

Investing in a built environment that is great for the planet and
people

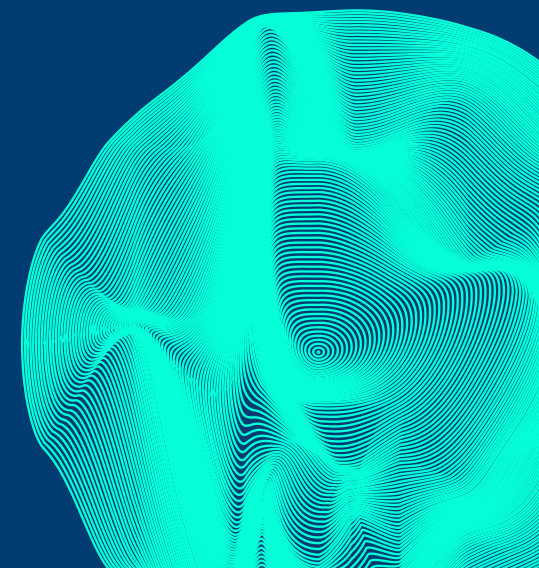


Venturing towards 2080





Why?



History & Future

Over 100 years of Family business history with the courage of building towards the next 100

A photograph of the Eiffel Tower in Paris, France, taken at dusk. The tower is the central focus, silhouetted against a soft, orange and blue sky. The foreground shows a large, paved plaza with a repeating geometric pattern of dark and light tiles. In the background, the Parisian skyline is visible, including the dome of Les Invalides on the left. The overall mood is serene and contemplative.

The built environment is responsible for nearly 40% of global GHG emissions

To accommodate rapid urbanization, we'll have to build a city the size of Paris - every week - for the next 30 years.

The magnitude

Big built environment challenges pose opportunities you can't ignore

ENERGY

The operations of buildings account for **30% of total global energy consumption** and approximately **27% of global energy-related emissions**.

The energy market of the built environment is approximately **\$2 trillion**, providing a massive market size and financial opportunity.

MATERIALS

Concrete manufacturing accounts for approximately **8% of global CO2 emissions**. If the production of concrete would be a country, it would be the **third biggest emitter of CO2**.

The global ready-mix concrete market was projected to be between **\$500 – \$800 billion** in 2021 and estimated to grow to **\$800 - \$1000 billion** during 2027

SICK BUILDING SYNDROME

Among those exposed to **lower outdoor air supply rates**, the risk of **short-term sick leave** was **35 %** or **1.2 to 1.9 days** of increased sick leave per person annually.

In the US, the cost of lost labor could be as much as **\$22.8 billion** per year. **Europe and North America** combined the cost could reach **\$50 billion** per year.

CIRCULARITY

Cities consume more than **75% of all natural resources**.

Broad-based recycling of construction materials coupled with smart design could **reduce CO2 emissions generated by buildings by over 30%**.

INEFFICIENT CONSTRUCTION

Offsite construction can **accelerate construction by as much as 50%**, substantially mitigating the labor shortage in the industry.

By 2030, modular construction could yield **yearly savings of \$22 billion** in European and US markets with moderate penetration, expanding the market size of modular construction to **\$130 billion**

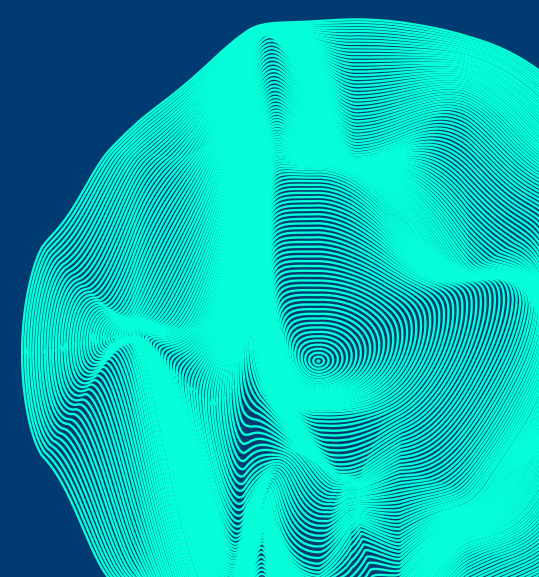
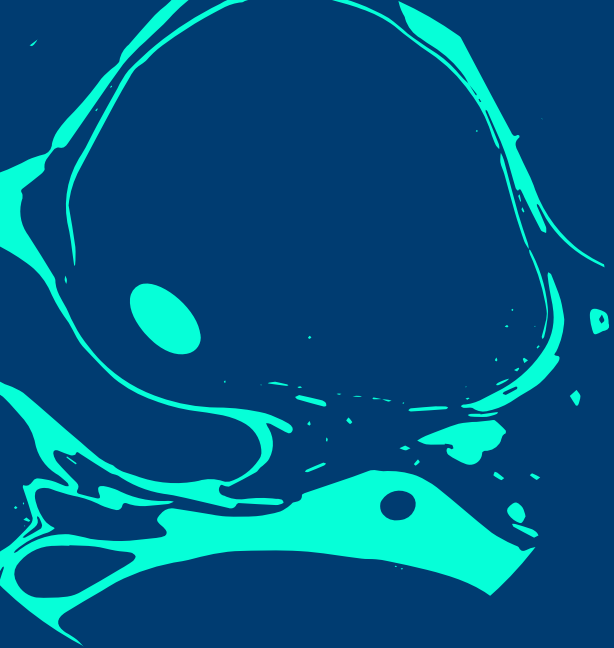
Our Purpose

To future-proof the built environment and make it great for the planet and people

Our Mission

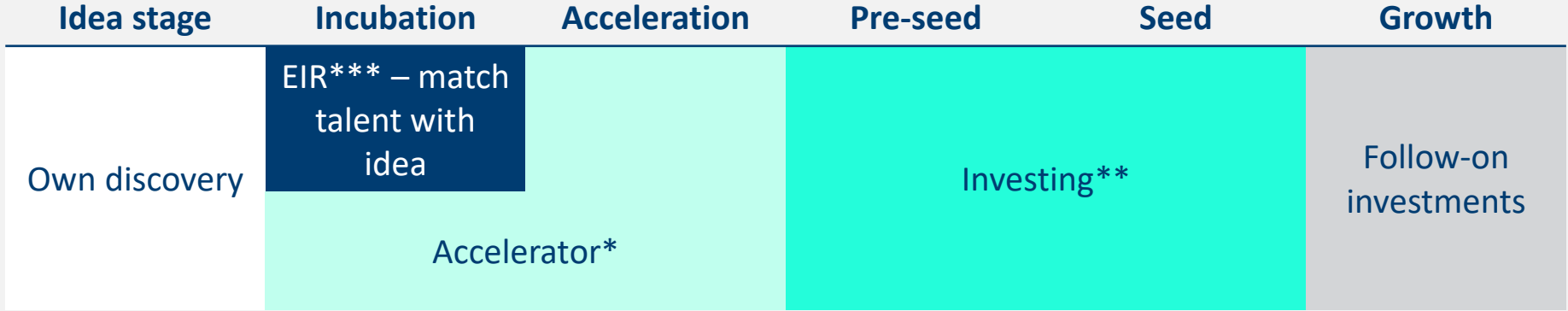
Invest in and support people and ideas with the potential to build the sustainable future of the built environment

Strategy

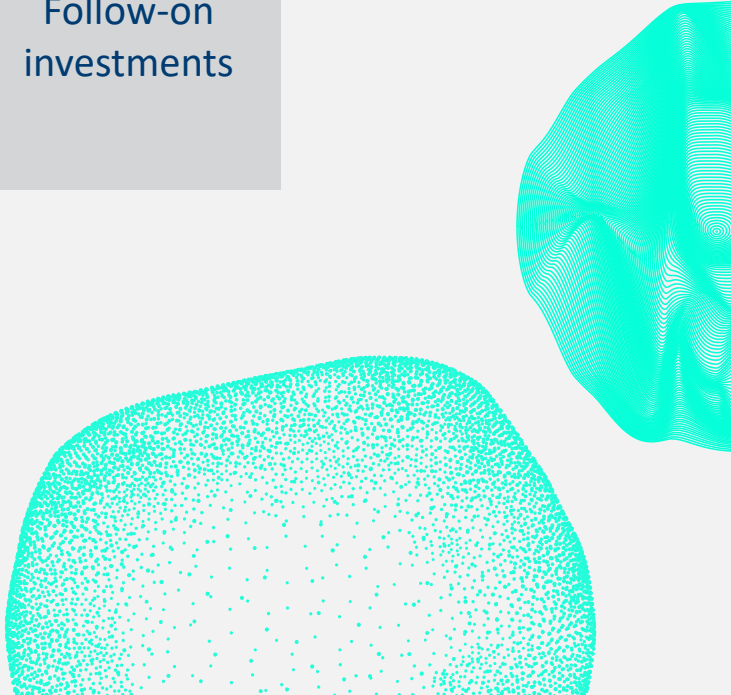


Our toolbox

Powered by discovery with right tools for right stages



*Accelerator currently on pilot with 2nd batch starting Sep 2025. From first batch we did 1 investment
 **2/3 of our this years investments have been 1st investment round for the companies
 ***EIR = Entrepreneur in Residence



Investment strategy & mandate

- **Theme:** Sustainable built environment. We invest in companies within the built environment with potential to create positive planetary or people impact. Our approach is planet, people & profit.
- **Geography:** Europe with a special focus on the Baltic sea region. Generally we can lead rounds in the Nordics and Baltics and co-invest across Europe.
- **Round composition:** We have the capability to lead in our main markets but like to co-invest.
- **Stage:** Investing in companies from pre-seed to Series A. We can invest even on the first round with clean cap table with follow ups up to series A.
- **Target ownership:** We do minority investments with stakes up to 20 %. Our target is to reach min. 5-10% with the initial ticket. We reserve around 50% of our funds to follow-ons.
- **Ticket size:** We can invest up to 1M EUR per company. Our typical initial ticket is 100-500k EUR and can follow up to +1M EUR.
- **Team:** Impact-driven, incentivised and skilled founders. We only invest in team with full commitment to impact and the business overall.
- **Cap table:** When investing our initial ticket, there should be a realistic trajectory for operating team to own >50% post A-round financing.



Take care of your cap table

Quickest way to get a "no" is an uninvestable cap table

- **Example:** If the equity funding round is 1MEUR, and the post-money valuation is 5MEUR, the dilution is 20%.
- In our case, the ticket should be 250-500kEUR in order to reach 5-10% ownership.

	Founding	Pre-seed	Seed	A-round
Team	100%	85%	68%	54%
Pre-seed investors		15%	12%	10%
Seed investors			20%	16%
A-round investors				20%

	Founding	Pre-seed	Seed	Bridge	A-round
Team	100%	85%	72%	61%	49%
Pre-seed investors		15%	13%	11%	9%
Seed investors			15%	13%	10%
Bridge investors				15%	12%
A-round investors					20%

Source: [Cap Table Management in Funding Rounds - Trind.vc](https://www.trind.vc/)

What we look for

- **TEAM:** Founders with strong vision, resilience and ability to execute
- **PROBLEM:** Teams aiming to solve the largest global problems we face today
- **MARKET:** Meaningful businesses with a large enough market



Our portfolio

We believe in mission-driven teams with the ability to execute



Software that cuts quoting time 10x for metalworking subcontractors



Makes environmental verification for buildings easy



Connects old building automation systems to smart services



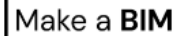
Produces automated bio-decontamination units



Makes geothermal heating accesible



Improves the management of construction organizations and projects



Turns 2D drawings into building information models



Optimizes district heating networks



Turns discarded waste into construction boards



Refines invasive algae into bio-based materials and products



Uses AI to detect bacteria and viruses on surfaces



Improves hospitality industry through AI vision analytics



Transforms industrial sidestreams into sustainable materials



Provides data on buildings' net zero targets



Builds custom, turn-key wooden homes



Recycles materials from used Li-ion batteries

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Thank you

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