Future Proof Building e Real Estate

Il contributo delle piattaforme digitali alle iniziative di decarbonizzazione del patrimonio immobiliare

molex | JLL | Italtel

November 21st 2025

OUR VISION

We make a connected world possible by working together as a global team to enable technology that transforms the future and **improves lives.**

OUR COMPANY

$7B
REVENUE

5%+
SALES REINVESTED INTO R&D

42k+
EMPLOYEES WORLDWIDE

38
COUNTRIES

18k+
SUPPLIERS

72
MANUFACTURING LOCATIONS

100k+
PRODUCTS

80+
YEARS OF INNOVATION

OUR APPROACH

CUSTOMER NEEDS ASSESSMENT → PRODUCT DESIGN & INNOVATION → TESTING & QUALITY ASSURANCE → SOURCING & SUPPLY CHAIN OPTIMIZATION → DESIGN VERIFICATION & LAUNCH → DELIVERY EXCELLENCE → TAILORED CUSTOMER SERVICE

OUR MARKETS

DATACENTER/ 5G | HOME APPLIANCE | AUTOMOTIVE | MEDICAL /PHARMA | INDUSTRIAL | TELECOM | CONSUMER

OUR DIFFERENCE

QUALITY ENGINEERING

GLOBAL OPERATIONAL EXCELLENCE

EXPANSIVE KNOWLEDGE NETWORKS

SOUND ENVIRONMENTAL PRACTICES

SUPERIOR CUSTOMER EXPERIENCE

WORLD-CLASS MANUFACTURING CAPABILITIES

DEEP ENGINEERING EXPERTISE

PRIVATELY HELD

STABLE AND TENURED MANAGEMENT TEAM

PRINCIPLE- BASED MANAGEMENT®

STRONG FINANCIAL FOUNDATION

SUPPLY CHAIN INTELLIGENCE AND AGILITY

COMMITMENT TO DIVERSITY AND INCLUSION

DIGITAL TRANSFORMATION

OUR FOUNDATION

120k+
EMPLOYEES WORLDWIDE

60+
COUNTRIES

$125B
ANNUAL REVENUE*

1
OF THE LARGEST PRIVATELY-HELD COMPANIES IN THE U.S.

90%
EARNINGS REINVESTED

10k
PATENTS GRANTED

KOCH

Our revenues fluctuate with the price of commodities. They have been as high as $125 billion.

Largest Project Footprint

Molex CoreSync: the **world's largest PoE installed base** by sq.f. **(> 8Mln**)

2030: Obsolete offices risk

170 Million sqm

office stock at risk of becoming obsolete by 2030 in 16 European cities

6 London

office stock equivalent in London

MARKET	% OFFICE STOCK AT RISK OF OBSOLESCENCE
MILAN	86%
BARCELONA	81%
STOCKHOLM	81%
PARIS	80%
MADRID	77%
AMSTERDAM	77%
LONDON	76%
BRUSSELS	70%
FRANKFURT	70%
BERLIN	65%
LISBON	64%
DUBLIN	64%
MUNICH	60%
PRAGUE	47%
BUDAPEST	43%
WARSAW	40%

2030 risk: obsolete offices

CARBON
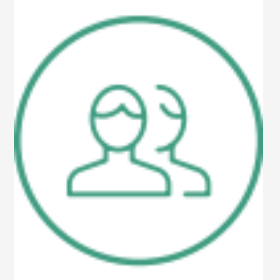High building standards to meet ESG goals:
- energy efficiency
- carbon emission targets

COMMUNITY
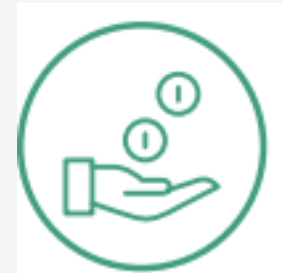Highest quality Grade A buildings in the best locations
- to espouse corporate persona
- to attract the best talents

COST
Improving buildings according to market prices
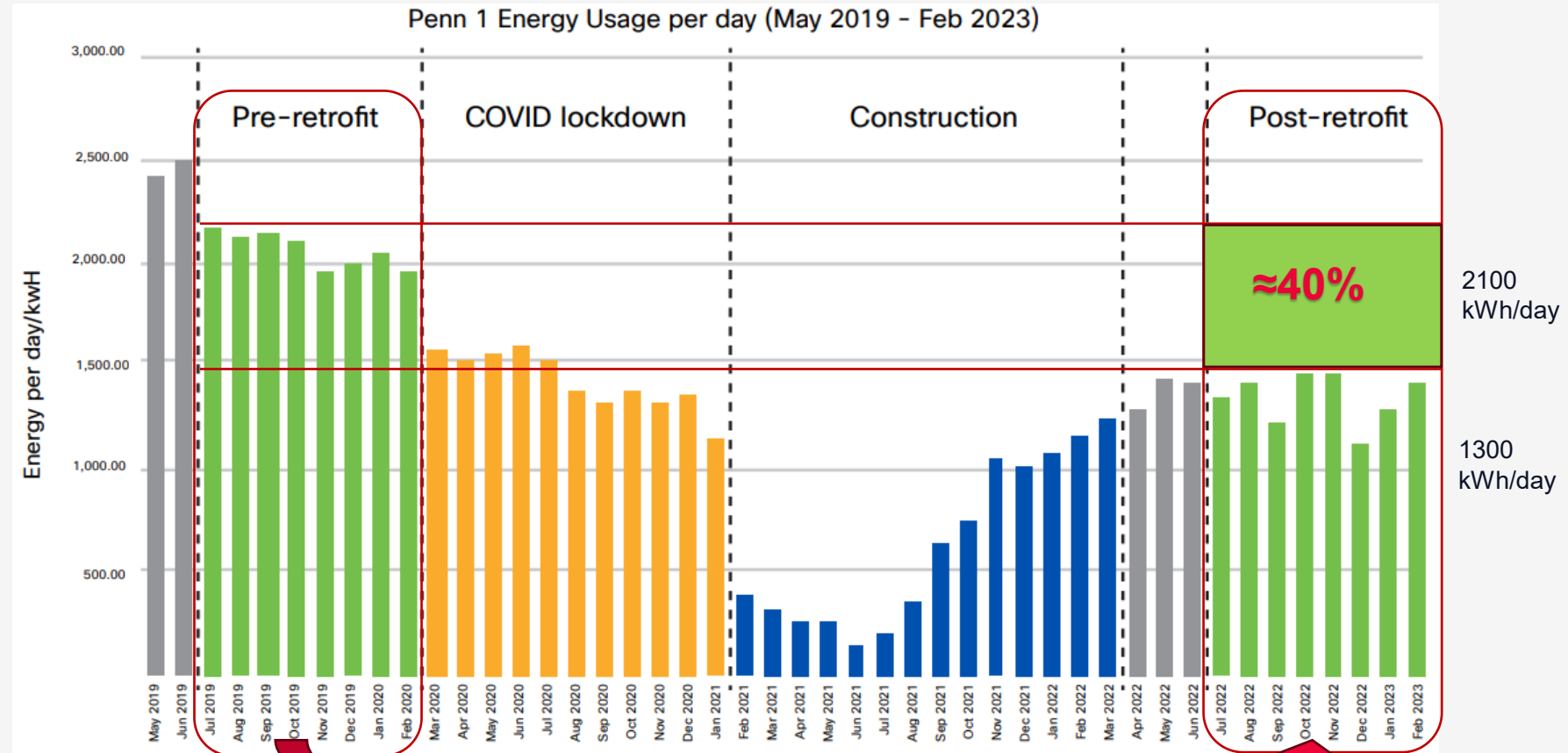Holding vacant space for long periods of time

Driver 1: Energy Price Increase

- Real time control
- Efficiency

Penn 1 retrofitting: **energy saving**

Penn 1 Energy Usage per day (May 2019 - Feb 2023)

Pre-retrofit | COVID lockdown | Construction | Post-retrofit

≈40%

2100 kWh/day

1300 kWh/day

Driver 2: Future-Proof Buildings

- **Sustainability & ESG**
- **Flexibility**

➢ **Energy efficiency standards / Building Regulations** (lighting management system, energy metering kWh, etc)

➢ **Measurable performance:**
Smart Readiness Indicator (SRI) (comfort, energy efficiency, flexibility, interoperability, connectivity).

➢ **ESG & Building certifications:**
LEED, WELL, BREEAM (Molex contribution: up to 34/110)

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Driver 3: New Working Models

Smart working, **digital collaboration**, hybrid working will support new digital offices and collaboration solutions.

- **People wellbeing**
- **Attract & retain talent**

Efficiency & Comfort

Functional new layout

Smart technological equipment

molex

Smart Building: why is it important

SMART BUIDLING

Mission: Design and operate workplaces that create safe and healthy spaces, promote productivity, support equal opportunities, and accelerate the transition to net zero

The productive workplace

For a digital environment where employees are empowered to perform at their best

The healthy workplace

To promote the physical, mental and social well-being of employees

The sustainable workplace

To achieve a net zero * and sustainably certified CRE portfolio

up to -40% energy savings demonstrated

The inclusive workplace

For a flexible and diverse workplace that supports employees with diverse capabilities

Net zero carbon	People Wellbeing	Attract & retain talent
Sustainability Certifications	Indoor air quality	Natural light and quality lighting
Ergonomics, workstation design and acoustics	Adaptive Layouts	Space Optimization

JLL

Why an IT-IoT- sustainability partnership

Three key areas of focus on smart building that add value at the CRE level

Efficiency

Driving Efficiency; Reducing the cost to serve **up to -40%** across portfolio, operating expenses, platform costs, and capital expenditures.

Workplace Experience

Enhancing the employee workplace experience (data based improvements in services, design and a culture of caring).

Future Proofing

Achieving net zero sustainability targets.

Defining the smart attributes of spaces to ensure they are **productive, healthy, sustainable, and inclusive**.

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JLL Sustainability roadmap

JLL targets are aligned with the Science Based target initiative (SBTi) Net Zero Standard to support its commitment to achieving next zero emissions.

2018
Baseline

2021

Setting targets

JLL is the only real estate firm to join the first 7 companies setting science-based net zero targets.

Our emissions rose as we changed to a more accurate way of assessing.

2023

Leading with our offices

We've reduced our office Scope 1 and 2 emissions by 35% since 2018, with a 12% reduction from efficiency measures.

CO₂

Net zero transition planning

JLL is developing a net zero transition plan to strategically reduce our environmental impact across our business units and align with global sustainability goals.

2030

Interim target

51% reduction of absolute scope 1, 2 and 3 emissions across JLL by 2030.

JLL's client emissions
are the most challenging element of JLL's net zero commitment
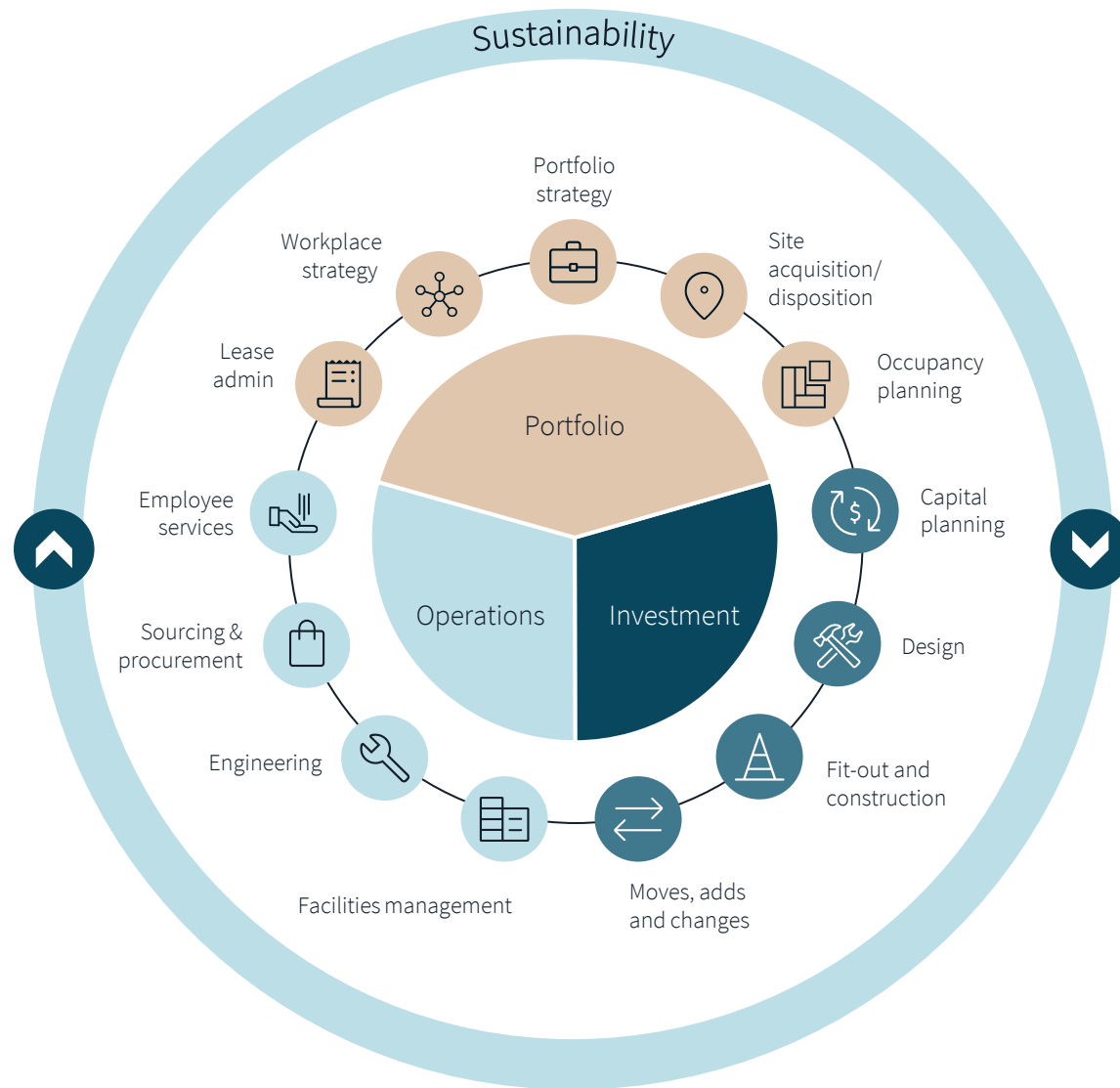
2040

Our ambition

Net zero

95% reduction of absolute scope 1, 2 and 3 emissions

<5% carbon removal offsets
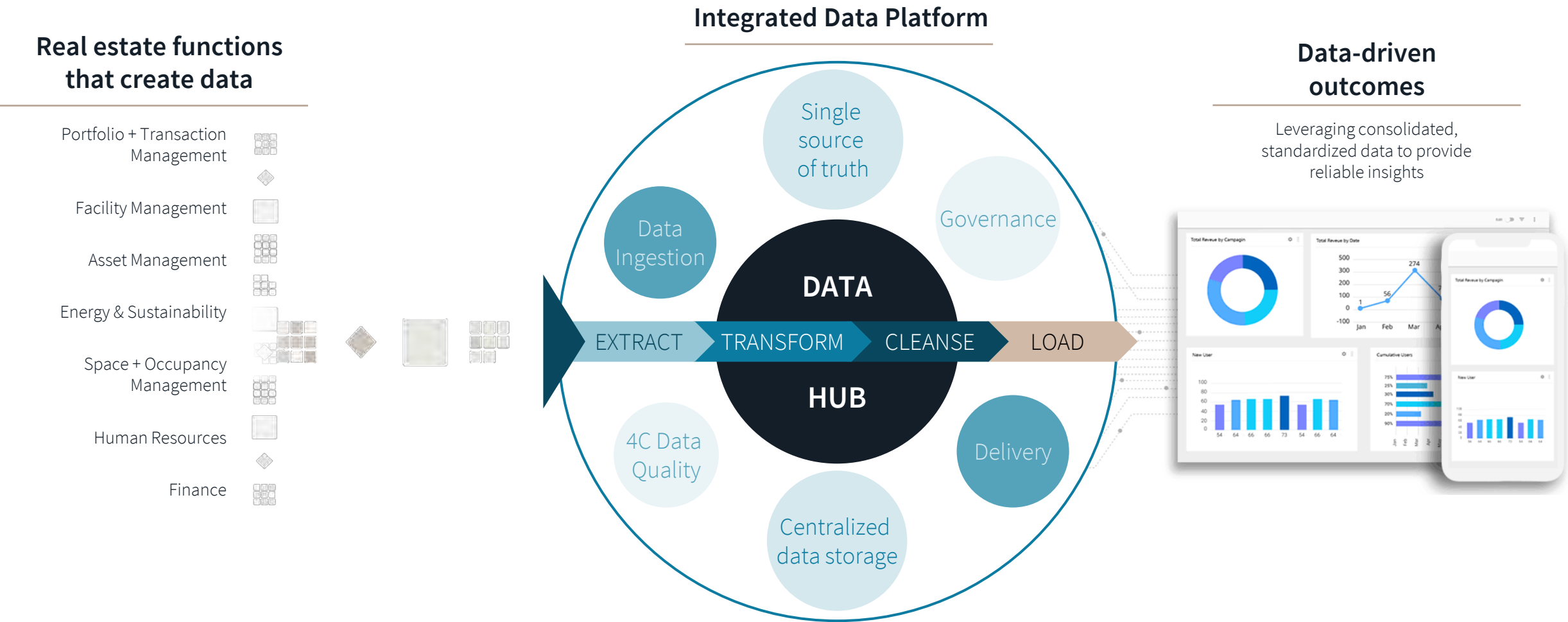
SCIENCE BASED TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

JLL Embedding Impact across the real estate lifecycle

Integration of sustainability at every stage **catalyzes** transformative **progress –** globally & consistently

Disconnected vs. unified approaches

Integrated Data Platform

Real estate functions that create data

Portfolio + Transaction Management

Facility Management

Asset Management

Energy & Sustainability

Space + Occupancy Management

Human Resources

Finance

Data-driven outcomes

Leveraging consolidated, standardized data to provide reliable insights

Single source of truth

Governance

Data Ingestion

DATA

HUB

4C Data Quality

Delivery

Centralized data storage

EXTRACT   TRANSFORM   CLEANSE   LOAD

An integrated platform provides a utility for a single source of truth.

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Technology Platforms enables **Smart Building** service delivery

BI & Analytics	The right data Single version of the truth	At the right time Timely data for timely decisions	In the right format Globally consistent yet flexible	For the right users Shared vision, local priority

JLL Azara
powered by JLL Falcon

Client facing

Client/ 3rd party Integrations

Back-office technologies & support

Italtel | **molex**

ORACLE
JD EDWARDS
ENTERPRISEONE

enVIZI
an IBM Company

CMO

JAGGAER

Lighthouse
DATA QUALITY

Potential future Innovation

Azara AI

Serve – Dynamic Services

Smart Building Platform

JLL

Ecosystem-based approach

In an increasingly interconnected market, true innovation comes from the **collaboration** between different skills. The future of smart buildings is built by integrating **strategic consulting for real estate** sustainability, advanced **technologies** such as **AI sensors** and **IoT solutions**, and integrated systems for the management of digital infrastructure.

01

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Tangible and measurable ROI

Thanks to **technologies** such as smart lighting, environmental sensors and continuous monitoring of consumption, buildings improve energy efficiency and environmental impact, increase **attractiveness** for tenants and achieve certified asset value.

02

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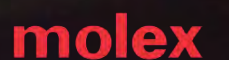
Operational sustainability and future-proofing

With **centralized management platforms** and **data-driven solutions**, buildings become more efficient, safe, and comfortable environments. Spaces designed to evolve over time, **improve the experience** of those who live in them and concretely support the environmental and social objectives of companies.

03

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Smart Building & LEED EBOM Certification – Target PLATINUM

Achieved
Certification

GOLD
60 - 79 POINTS

Target
Certification

PLATINIUM
80+ POINTS

JLL SEE A BRIGHTER WAY Italtel | molex

Explore our sustainability solutions and how to transform your real estate portfolio into a high-value, performance-optimized asset.

An inspiring p.o.v.

From event: "City of the Future: Innovation, Inclusion and Competitiveness for a New Urbanity"
Simon Chinn, Vice President, Research & Advisory Services, ULI Europe

Italtel

SHAREHOLDERS: **Nextalia** SGR AND **CLESSIDRA**

BUSINESS OVERVIEW

Italtel designs, implements, supports and manages ICT infrastructure and solutions:

- Network Evolution: IP Network, RON and 5G Network and applications

- Digital Solutions & MS: Managed Services, Hybrid Cloud, Cybersecurity, Collaboration, Analytics & Automation and IoT

- Proprietary products: Multimedia products and services

MAIN INDUSTRIES

Telco & Media	1	2	Public Admin.
Banking & Insurance	3	4	Industrial Enterprises
Energy, Utilities & Transportation	5	6	Digital Health

7 COUNTRIES & 1200 EMPLOYEES

Barcelona
Madrid
Ciudad Real
Sevilla
+200 TECHNICIANS

Rio de Janeiro
São Paulo
+150 TECHNICIANS

Milan
Rome
Palermo
+500 TECHNICIANS
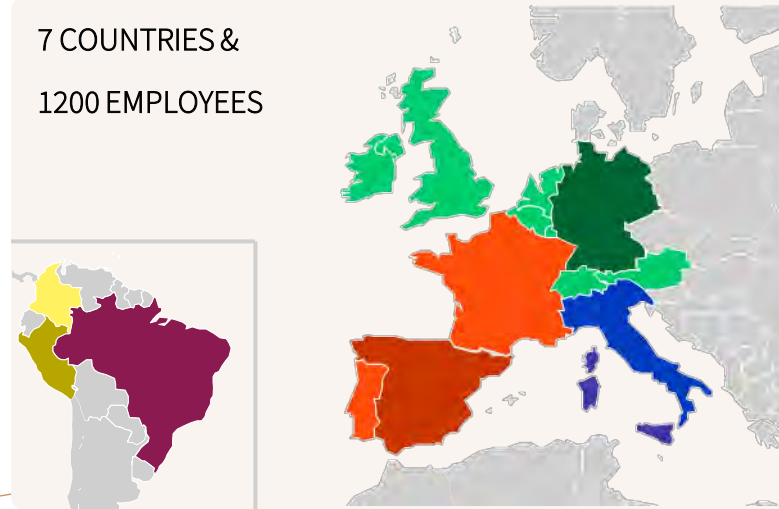
Let the building (r)evolution begin!

Light

HVAC

Environmental Quality

Plug Control
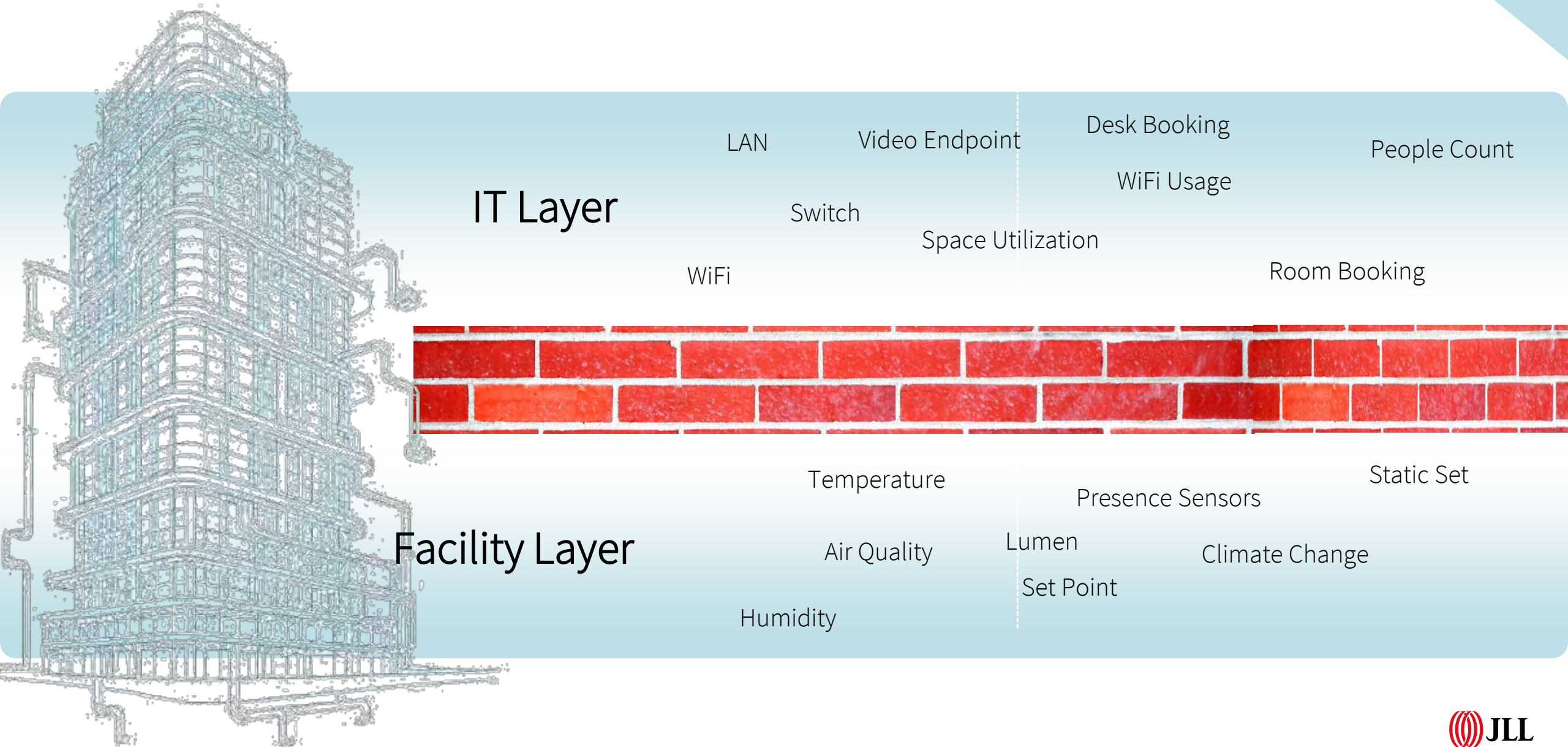
Networking

Monitoring

Booking

Wayfinding

POE Powered
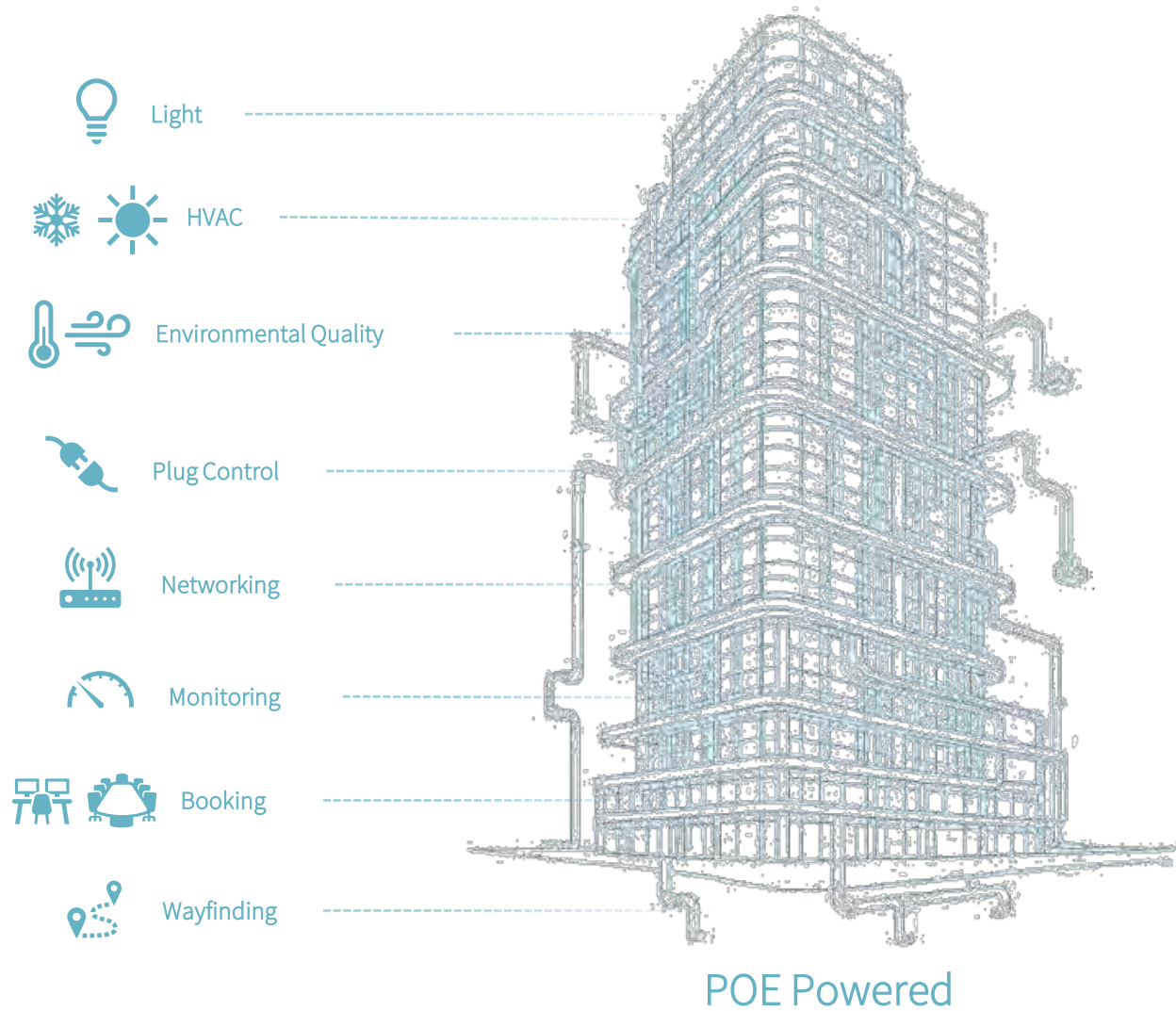
Italtel positions itself as a System Integrator, bridging the gap between the Facility world and the IT world.

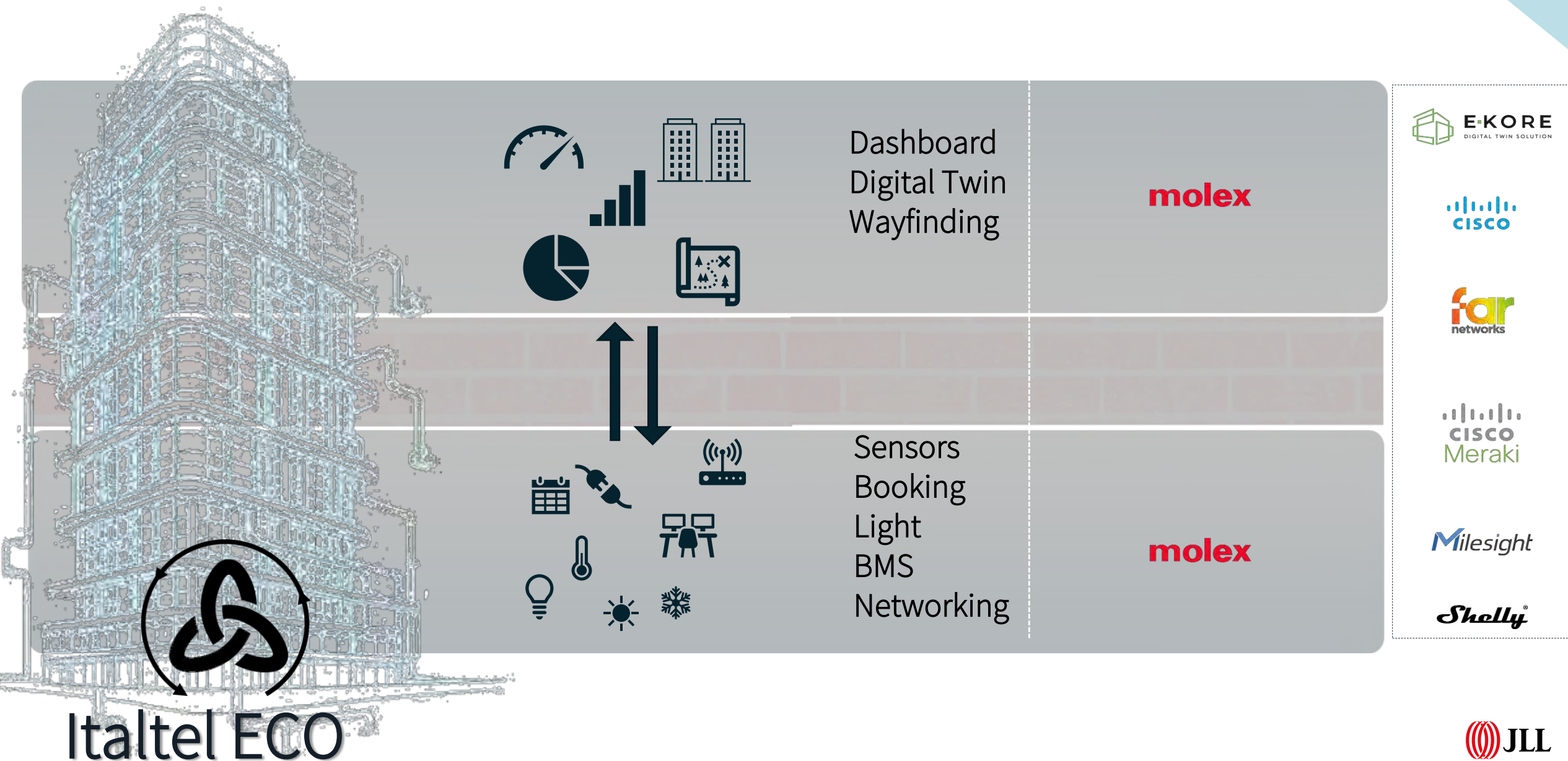Technology is now a driving force in achieving new ESG goals, but it must be integrated into the facility domain.

Italtel will be your trusted professional services partner, also able to supply the IT network equipments.

We'll make it happen!

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From Separated Layers…

IT Layer

LAN · Video Endpoint · Desk Booking · People Count · WiFi Usage · Switch · Space Utilization · WiFi · Room Booking

Facility Layer

Temperature · Static Set · Presence Sensors · Air Quality · Lumen · Climate Change · Set Point · Humidity

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Dashboard
Digital Twin
Wayfinding

molex

Sensors
Booking
Light
BMS
Networking

molex

E·KORE
DIGITAL TWIN SOLUTION

CISCO

far networks

CISCO Meraki

Milesight

Shelly

Italtel ECO

JLL

Dashboards' Examples

Way finding

Air Quality   Temperature

Booking   People Count   Occupancy

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Value Proposition

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REDUCE ENERGY CONSUMPTION
AND CARBON FOOTPRINT

LOWER OPERATIONAL AND
MAINTENANCE COST

ESG FLEXIBILITY
WELL-BEING

molex | CoreSync

Intelligent Building Platform

1 Smart Lighting, Shading, Plug Loads Controls

2 Granular Presence: Occupancy/Vacancy

3 Temperature, Humidity, Relative Pressure

4 VOC, Smoke, CO, CO2, PM2.5, PM10

5 Power Monitoring, Space Utilization, Wellbeing

6 PoE Power Saving

| BUILT ON POE INFRASTRUCTURE | HUMAN CENTRIC LIGHTING CIRCADIAN CYCLE | SINGLE PANE OF GLASS SMART BUILDING DASHBOARD | INTEGRATION WITH BMS/AV | INSIGHTS |

creating connections for life

CoreSync – High Level Physical Architecture
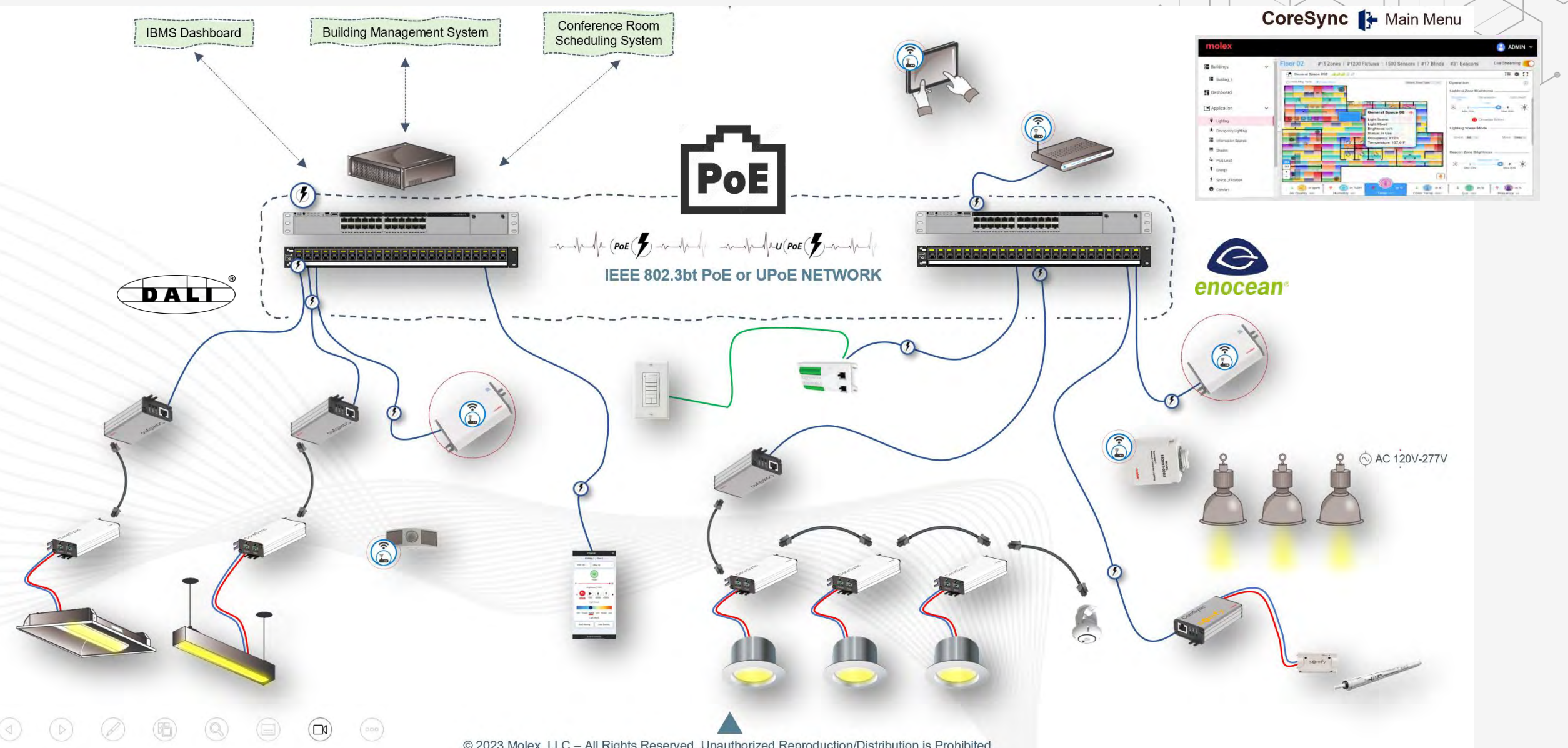
IBMS Dashboard

Building Management System

Conference Room Scheduling System

CoreSync ▸ Main Menu

PoE

IEEE 802.3bt PoE or UPoE NETWORK

DALI®

enocean®

AC 120V-277V

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Modern workplace / historic city setting

London City: the most connected, sustainable, and collaborative work environments ever created

Multi-floor renovation

4,000 m²

A modern workplace in a historic city setting

Molex PoE foundation

100% low-voltage: lighting, shading, IoT sensors powered by Molex

- sustainability goals (LEED Gold)

- health and wellness objectives (WELL Platinum)
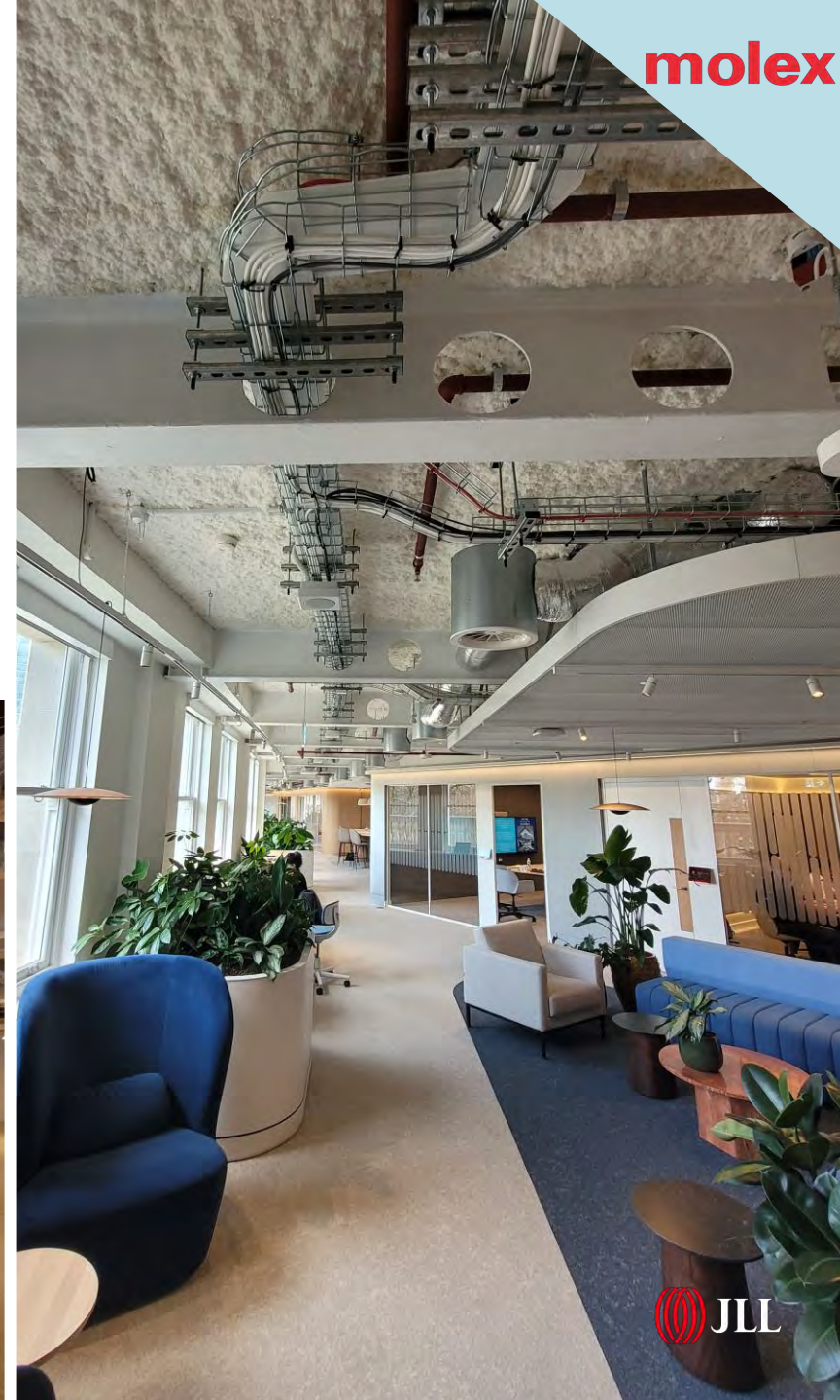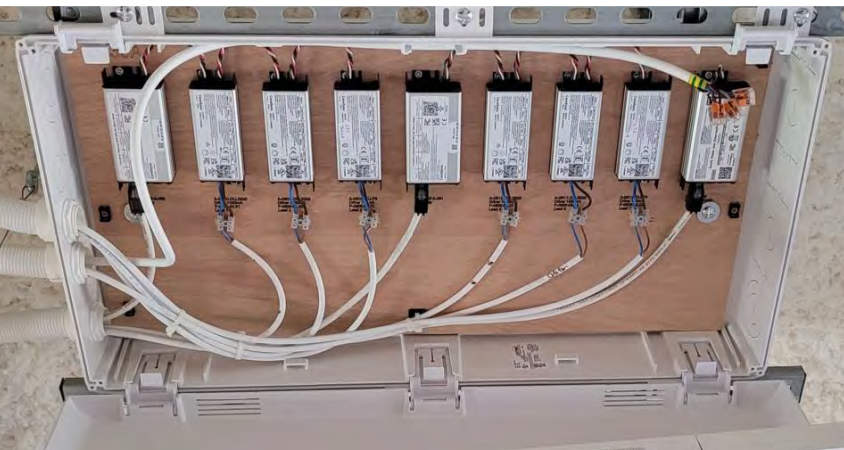
CISCO LONDON OFFICE

Modern workplace / historic city setting

📍 London City: the most connected, sustainable, and collaborative work environments ever created
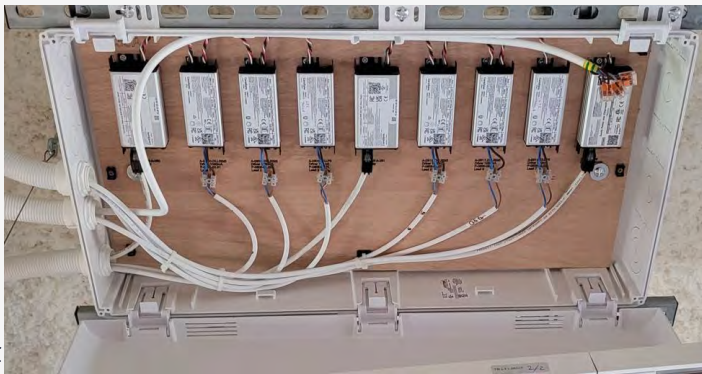
🏢 Multi-floor renovation

📐 4,000 m²

A modern workplace in a historic city setting

Molex PoE foundation

100% low-voltage lighting and shading powered by Molex:

- sustainability goals (LEED Gold)
- health and wellness objectives (WELL Platinum)

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ULTRA-ENERGY EFFICIENT PASSIVE BUILDING OFFICE

BOSTON, USA

molex

Winthrop Center: 80K sqm

The world's largest Passive House office space

WELL Gold + **LEED Platinum** status

Molex main benefits:
- **indoor air quality**
- **natural smart lighting control**
to reduce stress and increase performance.

molex © Molex, LLC

CAMPUS, UAE

molex

Highlights

- 140.000 sqm Total built-up area, Dubai

- 75.000 sqm Offices / 3.500 workstations

- Sustainability, efficiency and comfort

- LEED **Gold** certification

- 20% Clean Energy

- 1.400 tones of CO_2 savings / year

Ethernet cable, smaller and lighter than traditional mains power, reduces the amount of required material (-80% weight)

PoE

PoE can achieve the best in class energy saving: 2,7 time better CO_2 saving vs Dali design

CO2 saving

When it is not needed PoE ports are turned off to save power → LEED certification

Ultra Power Saving

3rd party integrations (Cisco, BMS, etc) via BacNet, Rest API

Interoperability

BIM Model – digital twin
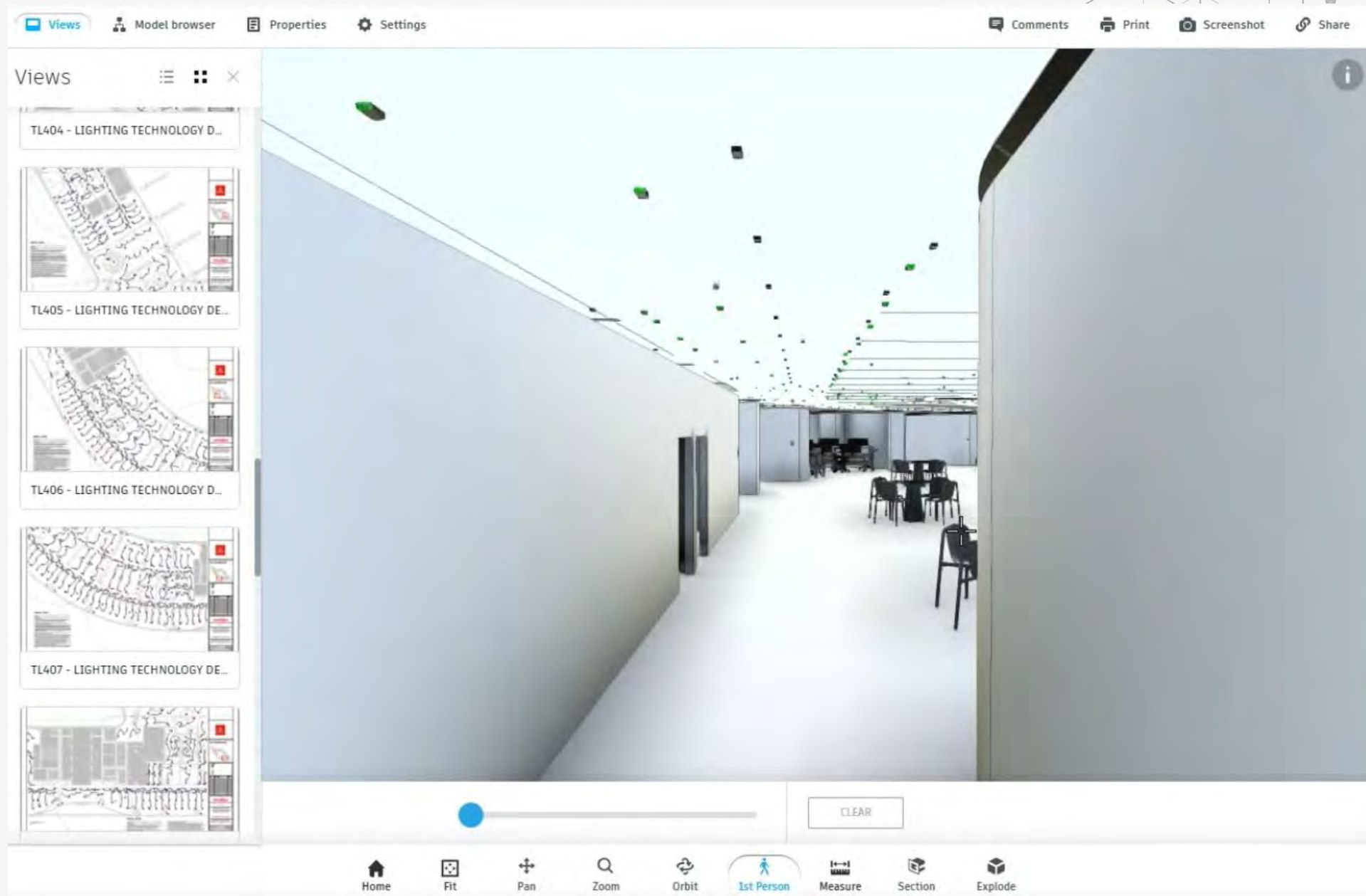
Preliminary Assessment

Typical floor
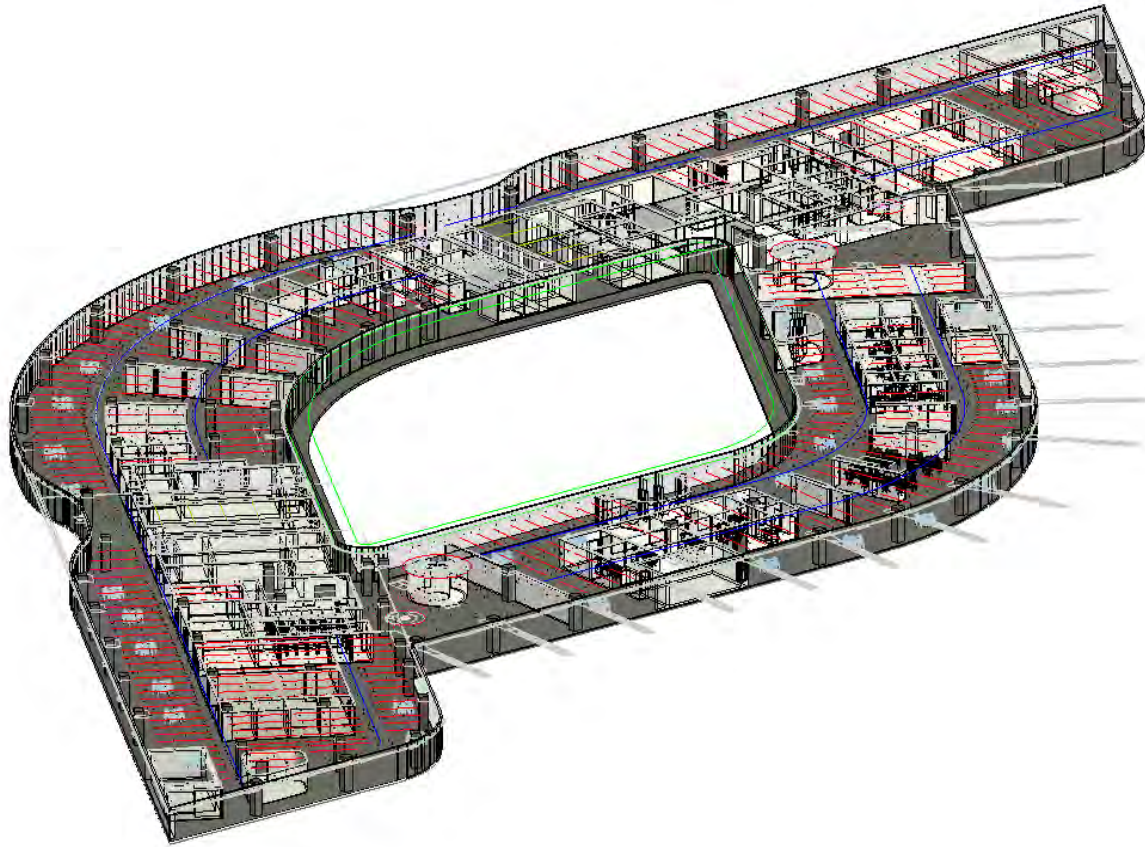
Installation, commissioning and maintenance

Energy, material and components

CO2 Emissions and environmental KPI

IT Campus accessible to all IT colleagues 24/7, 365 days a year. Standard working hours are 8.5 hours per day, Monday through Friday, with flexible start times between 6:00 AM and 8:00 AM. Approximately 150 colleagues work in shifts to provide round-the-clock coverage throughout the year

Preliminary Assessment

Installation, commissioning & maintenance

-50% Installation time

-80% Maintenance time

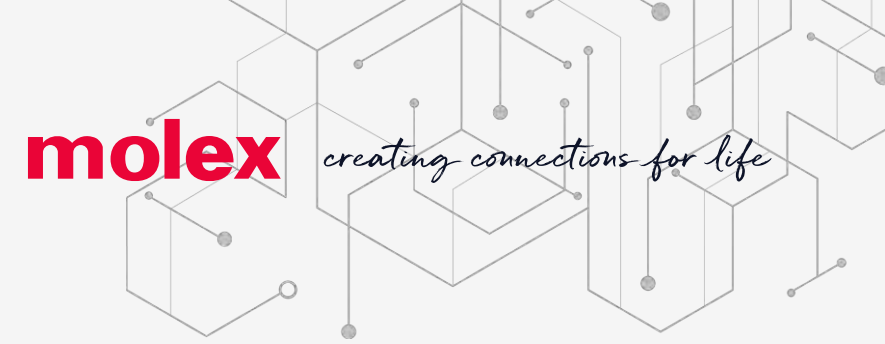## Energy, material and components

-80% Weight (Kg)

-26% Length (m)

-75% Copper

CO_2 Emissions and environmental KPI

-33% KgCO2 / $
Carbon Intensity

-40% Kwh/year
EUI

2,7
time better
CO2 Saving
PoE vs Dali

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Grazie

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creating connections for life

- Single Pane Of Glass – Smart Building Dashboard

- https://www.youtube.com/watch?v=XVO5oB9weW4