



# Company Profile

Chameleon Smart Home Zrt.

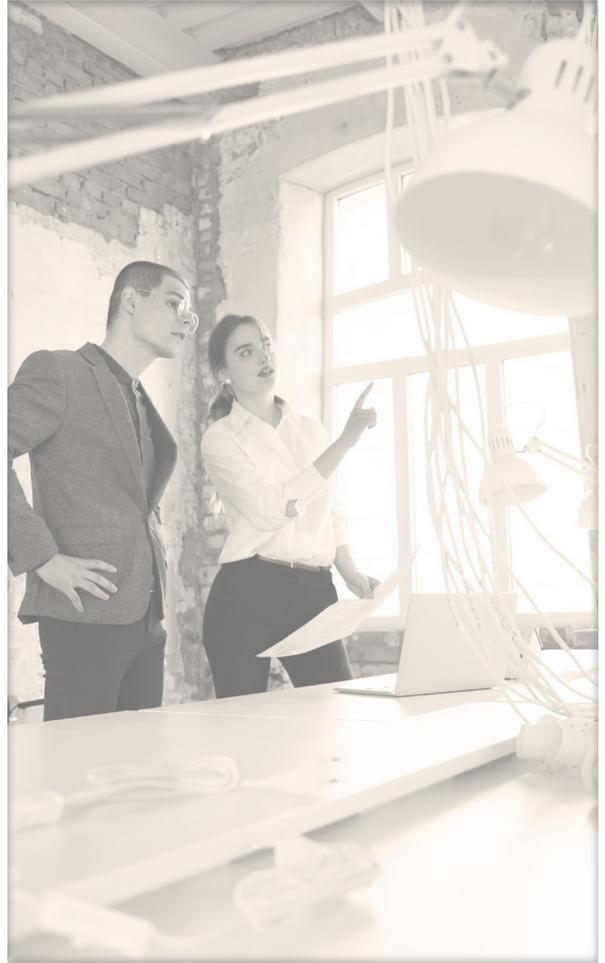
# ABOUT CHAMELEON

## Mission

Established in 2017, Chameleon's mission as an independent smart home integrator is to make every newly built or renovated home, condominium and office safe, comfortable, energy efficient and user-friendly without compromise by creating systems that can be expanded and integrated with all major manufacturers' products.

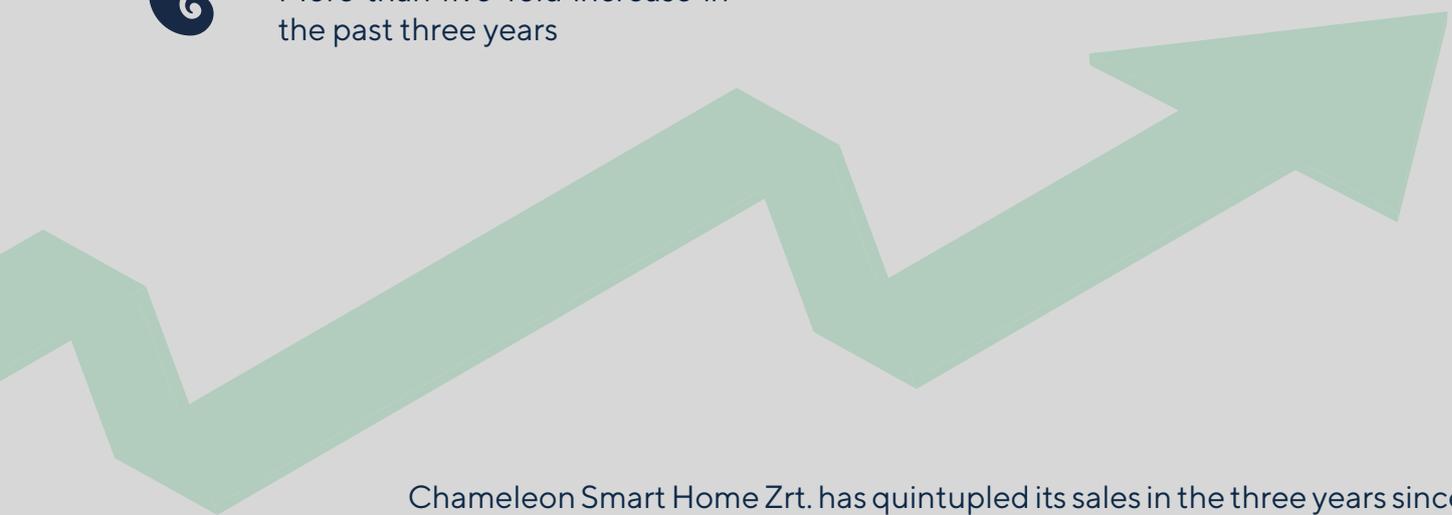
## Environmental awareness

Our goal is that the homes, condominiums and neighbourhoods monitored by Chameleon and operating in an eco-system, can be the high-quality pillars of the smart cities of the future, thanks to the optimised use of resources based on economical, actual consumption.



## Growth

More than five-fold increase in the past three years



Chameleon Smart Home Zrt. has quintupled its sales in the three years since entering the market. We have the potential to continue to grow in the future by combining expertise, consistency, innovative solutions and efficiency.

# | UNIQUE CHARACTER

## The core system

Chameleon is essentially a wired smart home system with a BUS cabling structure. It can also accommodate other installation options. The wired system is stable, reliable and cost-effective to design. We have also developed a wireless solution, mainly for retrofit scenarios – this wireless system can be operated via the Chameleon controller.

## Features and modes

In a smart home, it is the hardware devices, the control software and the application that “do the work”. For the users, however, it is the result of the ecosystem’s operation that matters.

### Saves time

Like an invisible lackey, it does its job in the background, learning your habits and performing tedious daily chores for you

### Protects

Using its sensors, it detects dangers and reacts immediately. Shuts off the water tap in case of a burst pipe and sends an alarm signal to the remote security contractor if it detects a threat.

### Takes care

It closes the door and the shutters if they are left open or if a storm is coming. Signals and sends a video alert when someone arrives and helps to let guests in remotely.

### Saves money

It turns off the lights and optimises the heating. It also controls the shutters to ensure optimum energy consumption of the HVAC system.

### Keeps you entertained

Virtual assistants take home entertainment to the next level thanks to the cinema and party modes.



## CHAMELEON FEATURES

-  Heating and cooling (HVAC) control
-  Shading
-  Lighting control
-  Keyless access control Security solutions
-  Damage prevention
-  Remote access
-  Voice control
-  Consumption metering
-  Irrigation in line with weather conditions and the time of the day

## MODES

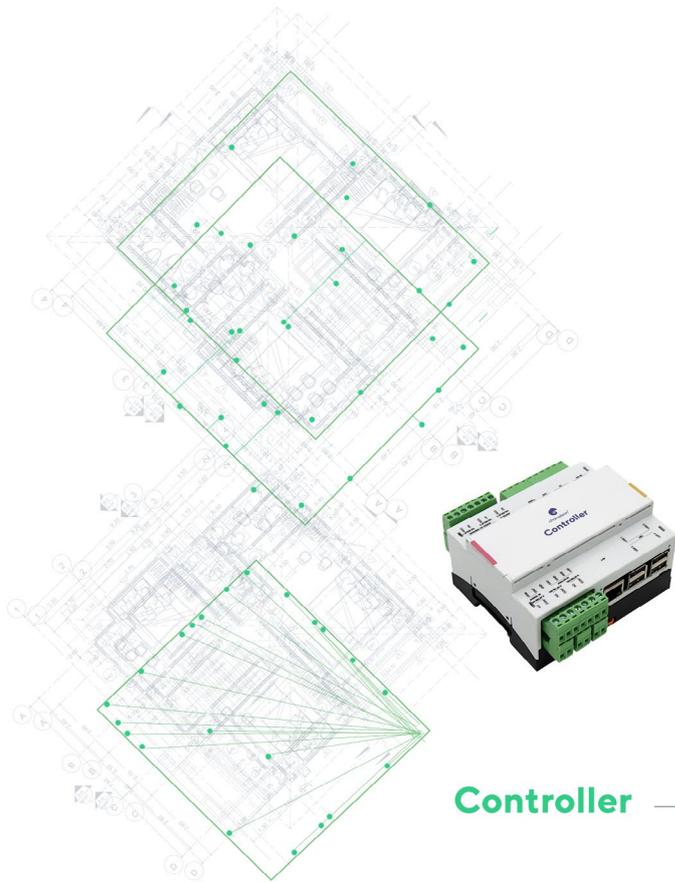
With the right combination of functions, Chameleon can serve its user in many situations in life, just like a digital lackey. The modes are typically “one-click” sets of commands that can create an entire moodscape or perform some useful actions by controlling multiple functions in harmony. Examples include Night Mode, Wake Mode or Away Mode..



## INTEGRATIONS



Integrations can be used to extend the features and functionality of the Chameleon system. One of the company's greatest competitive advantages is that it can be built on top of a well thought-out basic Smart Home infrastructure using products and systems from third-party manufacturers. This allows users to control a Chameleon smart home system from within Apple, if they wish, or to use its capabilities. Integration is the key to the development of smart homes.



### DIN FAMILY

- LS extension
- NO/NC extension
- 0-10V extension
- RELAY extension
- SHUTTER extension

### LS FAMILY

- Alternate Switch
- Thermostat Controller
- 2X relay Switch
- 2x 110/ 230V Dimmer
- 2x 12V Dimmer
- Power Socket
- Shutter Controller



Controller

## Proprietary products of Chameleon

In the system development phase we aimed to place the most important components of building automation at our users' fingertips. We are proud that the Chameleon range of 15 devices are all designed and manufactured in-house. The advantage is that our devices are built to market demand with consistent quality, and we take care to ensure that all our devices remain compatible with previous ones as they are developed.

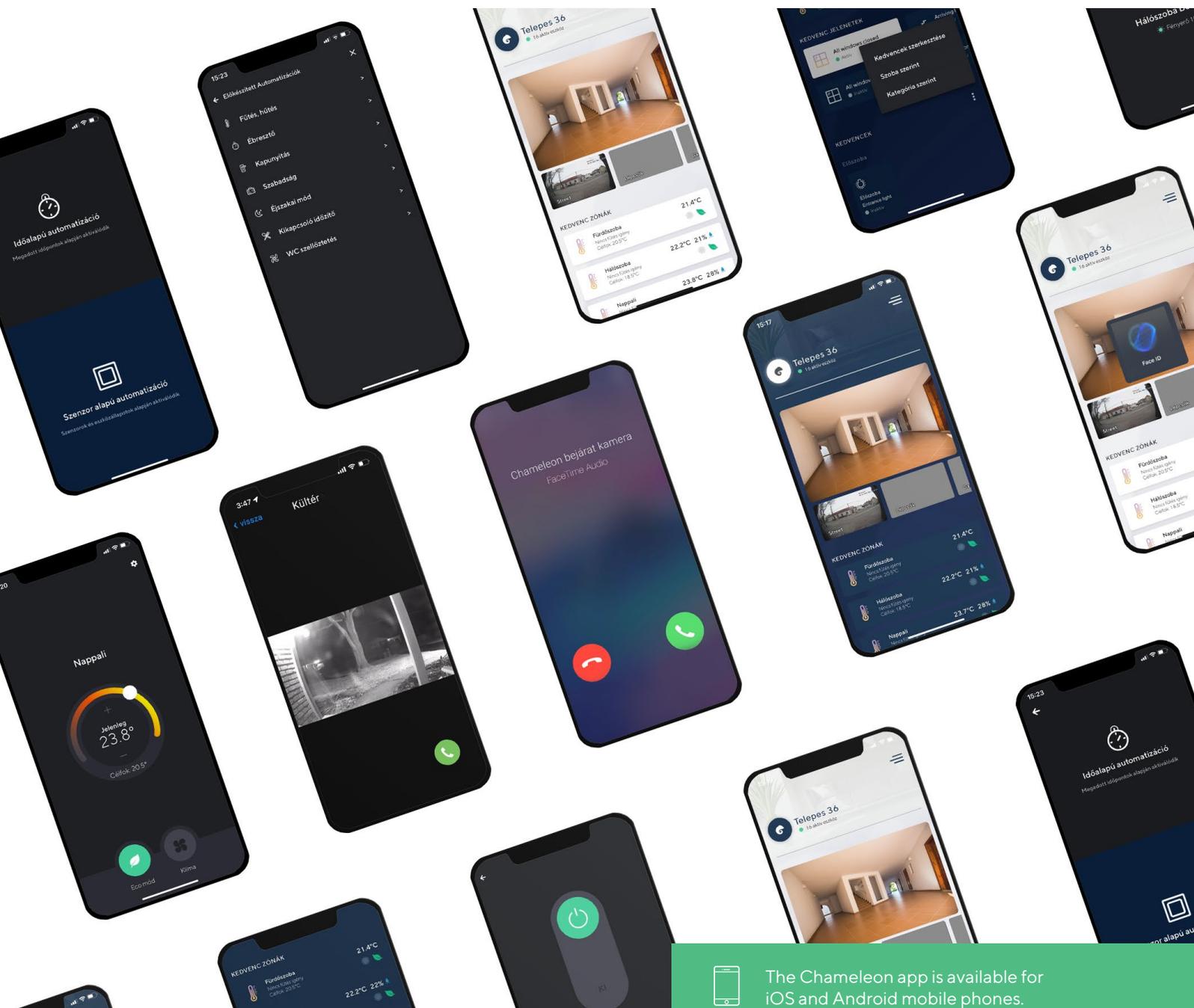


# The mobile application

The mobile app allows users to easily manage their favourite features and “one-tap” modes. With two levels of automation, we ensure that important and frequently used features can be instantly set using just a few settings.

The custom automation menu helps create the right settings for those who want to set up their own modes.

The app can manage multiple homes at the same time. It features a complete access and user management module which allows you to launch some integration options (Apple, Google) for easier operation. It manages images from security cameras and can also display functions from other systems via virtual links.



The Chameleon app is available for iOS and Android mobile phones.

# | Condominium solutions

## Chameleon's priority is to develop unique solutions for condominium developers

A condominium is more than just the sum of its apartments: it also comprises communal spaces, business units, outdoor and parking facilities. By lending them individual smart features and harmonising them we can create a Smart Ecosystem, where the individual units are not the apartments but the whole complex as a whole. In this way, we are able to bring entire communities together, harmonise operations and manage the life of the condominium in an energy-efficient manner. For condominium developers, we have compiled a sales proposition based on packages that allow them to benefit from a business model that is unique in the market and adds value to the development process.



### SmartHome Ready

This package can be installed quickly and affordably, using Chameleon's unique BUS wiring technique, to include any point in the home that can be controlled at a later date. In essence, future owners can order smart home functions in line with their requirements, and they can be added at a later time without any destructive installation works.

#### Pros

- Minimal upfront expenses
- Easy to design and implement
- Flexibility
- Free expandability
- Expansion using pre-designed packages
- Chameleon provides full professional and implementation support



### Basic Package

In addition to cabling, this package includes the most popular basic functions. Chameleon can offer additional packages for each apartment based on ready-made plans. The expansion of the Basic Package is provided to residents by Chameleon's support system, in the form of pre-designed "update" packages.

#### Pros

- Low implementation expenses
- Offers security and access control features
- Expandable using pre-designed packages
- Added marketing communication value
- Residents can occupy an apartment equipped with modern smart features from day one
- Chameleon provides full professional and implementation support



### Luxury Package

State-of-the-art technology at your fingertips. It includes all the building automation features, integrations, modes and automation options available today to ensure 100% comfort, safety and an excellent experience for the new homeowner.

#### Pros

- A distinctive value proposition
- Highest level of security
- Design befitting a luxury property
- An excellent way to increase the value of the property
- Delivers the feel of a luxury apartment
- Improves the value of the brand

In many cases, condominiums are run by the developer itself. That is why we thought about how a complex system could help the development process and subsequent operation, implemented in a single, integrated system.

Chameleon is not just a building automation solution: it also provides a well-functioning framework for the entire operation, which is one of the key considerations when the smart features are implemented.

All the important technological, communication, comfort and security elements of a harmonious condominium community can be managed using a single platform. This is why we have created features designed for condominium managers to help them identify, solve and communicate the challenges they face every day.

### Centralised damage control

This is just as important inside the apartments as in the condominium itself. We are substituting the role of the emergency protocol followed by an old-school condominium manager with digital solutions.

### Residents' community

Internal communication has never been so easy. The Chameleon app takes care of communicating with residents, sending notifications, arranging votes, and even sharing an electric car or car chargers.

### Payments

Rent, common charges, overheads and any other payments can be managed in the app.

### Utilities metering

Pre-installed meters help the operator run the condominium efficiently and sustainably.

### Online control

The Chameleon admin interface allows the operator to easily manage social communication, consumption data, car charging, and various access control and security functions.

### Support

Subject to a separate agreement, we can provide custom support for project operators to ensure maximum use of the condominium functions.

## Condominium features



#### COMFORT

Lighting control, shading, heating/cooling, irrigation of balcony plants, weather radar



#### SECURITY

Ventilation, access control, water spillage detection, alarm, cameras, SOS button (emergency call), offline application control



#### POWER MANAGEMENT

Consumption metering (water, electricity, heating), instant hot water



#### DAMAGE CONTROL

Water leakage metering, smoke and fire detection, notification of the appropriate bodies and the condominium manager



#### REMOTE ACCESS

Entryphone on your mobile phone, keyless entry, reservation of common spaces, booking of internal facilities



#### COST MANAGEMENT

Payment and monitoring of common expenses and rent



#### RESIDENTS' COMMUNITY

Online owners' meeting, event organisation, tenant registration module, signing tenancy agreements, sending messages of public interest

# | The Chameleon Academy



## Through the Chameleon Academy training programme we share complex knowledge and experience with our partners

The training programme consists of three successive modules:

- L1** Electrician training
- L2** Integrator training
- L3** Smart home sales training



The course material is available online and can be learnt in a closed system, followed by a one-day practical training to prepare for the exam.

After a successful exam, students receive a certificate and are enrolled in the Chameleon Certified Partner Program, which offers a range of benefits and discounts.

The aim of the Chameleon Loyalty Programme is to develop long-term, mutually beneficial partnerships with our qualified and experienced partners.



## | The demo apartment

As a pioneering attempt in the industry, we have created a demo apartment where our customers and distributor partners can see what a real smart home can do. In this Budapest loft apartment, 14 different functions and several systems can be tested. Thanks to the integration we can demonstrate how the **Apple, Google, Amazon and Loxone systems** work in harmony with Chameleon, but visitors can test the smart condominium features, too.





For a list of resellers distributing our products  
please visit our website:  
[chameleon-smarhome.com](http://chameleon-smarhome.com)

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