

OSLO PROPTech SUMMIT 2026

Session recaps

68 talks, one page each. Written from the presentations the speakers shared with us.

21 October 2026
Construction City, Oslo

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Motstandskraft i betong: Hva eiendom kan lære fra slagmarken

● Glasshallen | 1st floor | 11:00–11:45 | 



Camilla Mathiesen
Direktør, Forsvarsbygg



Lars Huse
Generalmajor, Forsvaret

Property and infrastructure are part of Norway's defence capability

Lars Huse (Forsvaret) set the scene with maps of Norway and its northern sea areas, and named technological development, experience and the security situation as what shapes the operating environment. His closing slide said that a well-functioning society is the best support for the Armed Forces, with reliable power, water, food, transport and communication. Camilla Mathiesen (Forsvarsbygg) showed property and infrastructure as one of four input factors in a credible defence, next to personnel, materiel and ICT. Forsvarsbygg's ambition is to establish, maintain and restore the sector's property in peace, crisis and war. From Ukraine she drew three lessons: civilian tasks fell to the military in war, self-sufficient energy is spreading, and infrastructure work up to 150 km behind the front line needs war zone protection. She ended on digital sovereignty: owning your own data.

KEY TAKEAWAYS

- Forsvarsbygg must establish, maintain and restore defence property in peace, crisis and war.
- In Ukraine, infrastructure work up to 150 km behind the front line needed war zone protection.
- Preparedness rests on standardisation, verifiability and cooperation.
- Own your building, sensor and lifecycle data: locked formats and one vendor limit access and control.
- Reliable power, water, food, transport and communication in society is the best support for the Armed Forces.

**NOK
10.8 bn**

total defence infrastructure
investments in the 2027
budget proposal

Antony Slumbers: Your AI Strategy Is Already Obsolete

● Glasshallen | 1st floor | 11:45–12:15 | 



Antony Slumbers
Founder, Estates Today, Estates Today

An AI strategy is a company strategy, not an adoption programme

Antony Slumbers argued that copilots, agents on existing processes, a platform purchase and AI training add up to an adoption programme, not a strategy. With AI use spreading among Norwegian firms, he said using AI has become the entry ticket rather than the edge, and every firm is now both a PropTech customer and a PropTech. His method, RIRA (Release, Imagine, Redesign, Actualise), takes one workflow at a time and sorts each task into three bands: plumbing, the overlap and judgement. A sell, hold or refurbish prototype he built with AI in 78 minutes showed that the tool is copyable while what a firm learns with it is not. He proposed small teams with explicit authority around a capability spine the firm owns, scoring positions on viability and defensibility separately, and building for change rather than for one forecast.

KEY TAKEAWAYS

- Copilots, agents, a platform and AI training make an adoption programme, not a strategy.
- Place every task, not the whole workflow, and put a date on every placement.
- Rent the plumbing, partner on the overlap and own your judgement: write it down and record outcomes.
- Own the capability spine of data, methods, evaluations and recorded decisions; keep models and suppliers swappable.
- Score viability and defensibility separately, never average the two, and date every score.

**78
minutes**

to build a sell, hold or
refurbish prototype with AI

Teknostallen by KLP Eiendom

● Glasshallen | 1st floor | 12:15–12:25 | 

Part of Real Estate Innovator Finalists: Teknostallen, Spinn & Construction City



Lasse Volden
Prosjektsjef, KLP

Teknostallen runs on one open platform with no proprietary systems

Lasse Volden presented Teknostallen, a 48 400 m² building that KLP Eiendom described as a pilot for how a building should talk to the people who run it. The whole building runs on one PLC-based automation platform delivered by Enoco, with open protocols, no vendor cloud and no proprietary systems, so KLP owns every data point and any supplier can be replaced. Everything that can be wired to the PLC is connected: HVAC, energy and lighting, but also every smoke detector, every door and reader, the elevators, people counting, the fountains, grow lights and an earthquake detector in the foundations. In a pilot, AI triages tenant cases using live sensor data, the tenant's lease and Norwegian law, and a human approves the reply. The slides warned that open systems demand that the owner knows what it is ordering.

KEY TAKEAWAYS

- No proprietary systems: open protocols, the owner keeps the data, and any supplier can be swapped.
- Everything that can be wired to the PLC is connected, down to every smoke detector.
- AI drafts answers to tenant cases from sensor data, the lease and Norwegian law; a human approves.
- The next step is fully autonomous triage, but only once it is actually good.
- You cannot order what you do not understand: ordering wrong components is expensive.

Construction City by Construction City Eiendom

● Glasshallen | 1st floor | 12:35–12:45 | 

Part of Real Estate Innovator Finalists: Teknostallen, Spinn & Construction City



Hege Skjelbred Hatlemark
Commercial Director, OBOS Eiendom

Construction City uses curation and shared spaces to make tenants collaborate

Hege Skjelbred Hatlemark of OBOS Eiendom presented Construction City as property used as an arena for innovation. Since 2019 its vision has been to become the leading destination for value-creating collaboration in construction, civil engineering and real estate: more than a building, a gathering place for the industry. As developer, the owner made four choices. It held on to the vision in difficult times, built its own coworking and community arena, Kollektivet, for startups and flexibility, offered services that put the whole building to use, and curated tenants and their placement so like-minded companies meet in shared spaces. The slides showed results: an AI project at Betonmast, HØFY and Fagskolen Oslo moving in, industry events and the Construction City Cluster. She closed with the doubts the project has faced and said the answer lies in the 2019 vision.

KEY TAKEAWAYS

- The 2019 vision: the leading destination for value-creating collaboration in construction, civil engineering and real estate.
- Running its own coworking arena, Kollektivet, gave the owner control of the concept and an entry for all.
- Curating tenants and where they sit lets like-minded companies meet in the shared spaces.
- The open day for tenth graders drew over 600 pupils last year and expects about 1 000 this year.

Yordi Lara Ochoa: The Finnish Shortcut

● Glasshallen | 1st floor | 14:35–14:50 | 

Part of Operasjon Kostnadsnett: Kutt før du bygger



Yordi Lara Ochoa

Järvenpää's permit reviews increasingly rely on checkable BIM models

Yordi Lara Ochoa showed how building control in Järvenpää and Hyvinkää uses BIM in permit review. Designers submit IFC models to Lupapiste, Taika runs automated pre-validation, Building Control checks the model in Solibri and reviews it in its surroundings in Sova3D, and the model improves through collaboration with the designer. His slides argued that 2D drawings scatter information across documents and depend on manual interpretation, while a BIM model is a dataset that can be queried through its geometry, properties and IFC hierarchy. The deck presented three real permit projects in Järvenpää. IFC submissions in Finland grew from 37 in 2020 to 404 in 2025, though the slide noted that adoption does not prove model quality. An illustrative scenario of about 200 permits a year, cut from 40 to 10 working days, gave a projected value of €1.57M a year.

KEY TAKEAWAYS

- Taika runs automated pre-validation before Building Control checks the IFC model in Solibri and Sova3D.
- A BIM model links geometry, properties and an IFC hierarchy of site, building, storey and space.
- IFC submissions in Finland rose from 37 in 2020 to 404 in 2025; adoption does not prove quality.
- The €1.57M yearly value is an illustrative scenario, not observed savings.
- Automate measurable checks, keep professional judgement, and share standards so smaller authorities can scale.

404

IFC model submissions in Finland in 2025, up from 37 in 2020

Airthings: 99 prosent ned, og så?

● **Praktisk Proptech** | Spunten · 1st and 2nd floor | 10:35–10:55 | 

Part of Praktisk Proptech II: Det ærlige kapitlet



Joakim Lindh

Managing Director of Airthings for Business, Airthings

After a 99 percent fall, Airthings rebuilt around focus and data

Joakim Lindh, Managing Director of Airthings for Business, opened with the share price: –99% from the 2021 peak. He told the story in acts. Airthings began when CERN researchers saw that radon could be measured digitally and continuously, then widened to the whole indoor climate and launched Airthings for Business for offices and schools in 2019. In 2020 its CO2 readings became a proxy for ventilation and infection risk, the team grew from 9 to 29, and the company listed in 2021. When demand normalised, the team shrank back to 10. Lindh drew three lessons: focus beats breadth, data at scale is hard, and customers want answers, not dashboards. Rebuilt around profitable, sustainable growth, Airthings now has 170 000+ units in 10 000+ buildings. He launched Space Radon and described buildings you can talk to.

KEY TAKEAWAYS

- Growth hides complexity: when demand fell, Airthings for Business went from 29 people back to 10.
- Focus beats breadth. Solving every problem for every customer in every country was a wish list, not strategy.
- Customers do not want dashboards. They want an answer to what they must fix today.
- The plan for next year: look after existing customers, automate before scaling, data first, then AI.
- Lindh warned that AI without good data is just very confident guessing.

–99%

Airthings share price from the 2021 peak to today

Soundsensing: Fra hype til lønnsomhet

● **Praktisk Proptech** | Spunten · 1st and 2nd floor | 10:55–11:05 | 

Part of Praktisk Proptech II: Det ærlige kapitlet



Henrik Grini

Business Developer, Soundsensing

A research pilot is not a buying signal: Soundsensing's road to profit

Henrik Grini, Business Developer at Soundsensing, told how the company went from hype to profitability. Founded in 2019 out of NMBU as machine learning on sound without a clear use, it found its problem in 2021 when Malling & Co asked whether it could hear abnormal noises in technical rooms. In 2022 a 16 MNOK research grant and four paying pilots felt like market pull, so the company raised 13 MNOK and went from 5 to 8 employees. The optimistic case from 2022 put 2025 at 185 MNOK; reality was 6 MNOK, or 3% of the case. In 2023 it cut to 4 employees and rebuilt step by step: customer focus, revenue first, growth at the customers' pace. Today it is profitable, monitoring 5 000+ machines in 500+ buildings, with churn under 3% and 10 MNOK in ARR.

KEY TAKEAWAYS

- Grini warned that a pilot in a research project is not a buying signal.
- Sales slowed in 2023: long sales processes, no finished pricing model and value propositions that were too general.
- Hundreds of customer invoices and service reports showed that external service visits could be made less often.
- Machine data gives owners an objective answer instead of advice from service partners who earn on maintenance.
- Lessons: revenue first is a real alternative to the VC recipe, and everything takes longer than you think.

3%

share of the optimistic 2022 revenue case actually reached in 2025

Piscada: Lessons learned fra et samarbeid som stoppet

● **Praktisk Proptech** | Spunten · 1st and 2nd floor | 11:05–11:20 | 

Part of Praktisk Proptech II: Det ærlige kapitlet



Torgeir Pedersen
Piscada

A partner channel answers demand, but cannot create a new category

Torgeir Pedersen shared what Piscada learned from selling Foresight, its software layer above building automation (SD) systems, through the same partner that sells its SD systems very well. One customer ordered intelligent operation of its whole portfolio, but the order was described as a smart SD system and delivered like one, and the rollout was smaller than planned. Nobody did a bad job: each party delivered on its own understanding of what was ordered. He drew three lessons. A channel answers demand but does not create it, since no tender asks for something the customer does not know exists. Project and subscription revenue have opposite curves, so a contractor rationally prioritises the project. And building owners buy software like concrete: specified, delivered, taken over and finished. Piscada now creates the demand itself, while its partners deliver.

KEY TAKEAWAYS

- Building owners should ask for what they need, not only for what they already know.
- Consultants should describe the customer's need and set requirements for effect, not copy the last project's equipment.
- Buy software as a service: agree on target effects, measure the result every month, give it an owner.
- From 1.7.2026 the Norwegian procurement act applies only above NOK 500,000 excluding VAT.
- Do not ask a partner to sell what customers have not asked for. Teach customers to ask first.

Swegon: Trådløst før det ble PropTech

● **Praktisk PropTech** | Spunten · 1st and 2nd floor | 11:25–11:35 | 

Part of Praktisk PropTech III: Da byggene fikk sanser og hukommelse-



John Wibrand

System Development Director Digital Services, Swegon

Wireless was never the goal, but it removed the friction

John Wibrand described how Swegon moved room control in ventilation from cables to radio. His slides opened with the figures that 40% of the world's CO2 emissions come from the building and property sector, that 50% of this comes from heating, ventilation and cooling, and that buildings should be CO2 neutral by 2050. Wired Modbus installations worked, but the cabling cost money, was connected wrong, was hard to monitor and update, and held back the function. A mesh radio network was easier to install, let rooms be reconfigured, scaled better and took software updates. A building lasts about 150 years, while control equipment is replaced about every 15 years and software is updated every year. He set out the manufacturer's role: good hardware, following products through their life cycle, making data available, and openness and collaboration.

KEY TAKEAWAYS

- Wired Modbus worked, but cabling was costly, often connected wrong, and hard to monitor and update.
- A mesh network installs more easily, lets rooms be reconfigured, scales better, takes software updates and is redundant.
- A building lasts about 150 years; control equipment is replaced about every 15 years, software every year.
- Manufacturers should make data from products and systems available for reporting and optimisation.
- Best practice: build a good foundation, demand data in standard formats, and prioritise.

50%

of the building sector's CO2 emissions come from heating, ventilation and cooling

Propely: Når tar AI-agenter over FDV-arbeidet?

● **Praktisk PropTech** | Spunten · 1st and 2nd floor | 11:45–12:00 | 

Part of Praktisk PropTech III: Da byggene fikk sanser og hukommelse-



Kristoffer Moe Lundquist
CEO and Co-founder, Propely

FDV documentation becomes the memory that AI agents work from

Kristoffer Moe Lundquist asked whether property owners still need an FDV system once AI agents arrive, and answered yes: as memory for agents, not as an archive for people. He compared it with coding, where the agent writes up to 99% of the code and the developer gives context and sets direction. In building operations the agent takes the repetitive work, and the FDV record of drawings, maintenance and warranties is its memory. He placed agents on a scale from level 0 to 5, like self-driving cars; according to his notes, Propely is at level 2, where the agent suggests a change and a person carries it out. Two customer cases: 20k drawings across 20 properties cleaned up in 1 day with MCP, and an agent that found 7 drawings missing from a delivery of 76 files.

KEY TAKEAWAYS

- Agents find, fill in and follow up on documentation; people set the rules, approve and own the standard.
- The agent may only do what can be undone, and every change it makes is logged.
- An agent without an agreed standard only makes mistakes faster; the industry must write that standard together.
- Test an agent with ten questions about your building, and define what complete FDV means for each building.
- Ask suppliers whether your own AI can connect today, whether agent actions can be undone, and who owns the data.

20k

drawings across 20
properties cleaned up in
one day with MCP

Vaktmester Simen: Zen og kunsten å justere dørpumper

● **Praktisk Proptech** | Spunten · 1st and 2nd floor | 12:40–12:55 | 

Part of Praktisk Proptech IV: Bevismaterialet-



Simen Aanerud
Janitor

A janitor's door closer shows that operations is really experience design

Simen Aanerud, janitor at Tøyenhagen borettslag in Oslo, used the door closer to show what building operations is really about. He described his job as experience design: smell, sound, light, resistance and quiet all shape what it feels like to come home. He explained how a door closer's spring and oil valves set how heavy a door is and how fast it shuts, and how cold and heat change that. Each adjustment links down to facts such as fire safety, insurance and the job description, and up to values such as inclusion and independence. Six experiences guide his work: inspiration, safety, calm, pride, order and joy. His examples included home-made IoT sensors on a LoRa network, a monitoring dashboard, alarms that create tasks automatically in Propely, and gadgets that make residents curious or happy.

KEY TAKEAWAYS

- A door should be as light as possible, but no lighter.
- Link every task both to facts and rules and to the values behind it.
- Sensors can turn hot water, leak and fire alarms into tasks in the maintenance system automatically.
- Good data gives the board calm: you can relax about undone work when you know what it is.
- Let shared values, not numbered priority lists, steer what matters most.

15,000

tasks closed in Propely in 4 years

Welcome Workdays: Da gårdeierne bygde det selv, sammen

● **Praktisk Proptech** | Spunten · 1st and 2nd floor | 14:00–14:10 | 

Part of Praktisk Proptech V: Menneskene, leietakeren og den smarte investeringen



Anders Borchsenius
CEO, Welcome Workdays

Coding is no longer the bottleneck; tenants' security requirements are

Anders Borchsenius of Welcome Workdays argued that building a tenant solution has become easy, and that coding is no longer the bottleneck. The harder question is what must be in place before a tenant such as a bank lets the platform hold information about all its employees. Landlords order, tenants set requirements, and some tenants, such as banks, insurers, law firms and the public sector, take no chances. Their security requirements sit in contracts and regulation, and the property company must answer for the whole chain. An access card is easy to make and easy to copy, so it gives weaker protection, not stronger. Welcome's answer is security at the core and experiences around it: identity, security, privacy and compliance at the core, with the tenant modules drawing on them. The platform is in an ISO 27001 certification process.

KEY TAKEAWAYS

- Entra, Storebrand and Malling & Co started the platform in autumn 2023; ten landlords have chosen it three years later.
- Seven of the ten landlords are outside the owner group, including Reitan Eiendom, KLP and Nordea Liv.
- 800+ tenants and 35 000+ users use Welcome today, in 39 buildings.
- The team shipped 98 releases in 2026, new code every 2.1 working days.
- Identity, security, privacy and compliance sit at the core, and tenant-facing modules draw on them.

800+

tenants use Welcome today

Involved: Teknologien er lett. Menneskene er vanskelige.

● **Praktisk PropTech** | Spunten · 1st and 2nd floor | 14:20–14:30 | 

Part of Praktisk PropTech V: Menneskene, leietakeren og den smarte investeringen



Øystein Fjellheim

Fagsjef Miljø- og Energiomstilling, Involved

Technology stalls in the ownerless gaps between owner, project and tenant

Øystein Fjellheim argued that technology is easy and people are hard. His slides noted that about 43% of what we do is repeated almost daily, so change is uncomfortable. It needs will, ability and repetition. His central idea was the ownerless gap: the building project prioritises time and cost, the tenant rent and location, the owner property value and attractiveness, and ownership shifts at every step from ambition to verified effect. Energy efficiency showed the same gap: against a 10 TWh target, two thirds of the time has passed and 10% has been achieved. The deviation is measured and understood, but nobody corrects course. In his model, execution power is will × ability × direction × mandate × capacity × learning; in his example, a mandate scored 2 gave a result of 9%.

KEY TAKEAWAYS

- Change needs will, ability and repetition: meaning, training and practice that makes the new normal.
- Execution power multiplies six factors, so if one approaches zero, the whole becomes correspondingly weak.
- Before the next technology investment, ask who owns the result from decision to documented effect.
- Ask who has mandate, time and resources to act on deviations, and how experience shapes the next decision.
- Ask these questions together with the owner, the tenants and the operations organisation.

10%

of the 10 TWh energy efficiency target reached, with two thirds of the time used

Noova og rådgiveren som automatiserte seg selv

● **Praktisk PropTech** | Spunten · 1st and 2nd floor | 14:45–14:55 | 

Part of Praktisk PropTech VI: Bygget som kraftverk



André Løvlund

Sr. Energy Advisor - Strategy and Development, Noova Energy Systems

AI works the night shift so the energy advisor can do more

André Løvlund told how his own work as an energy advisor became automated. Mapping a building meant checking old equipment and asking whether its controls worked, and his phone filled up with photos of switchboards. Analysing energy flow in Noova's EOS tool was invaluable but took much manual work. When AI arrived he built his own agents, such as The Wattfather in Microsoft 365 Copilot Agent Builder, and dashboards in Lovable, without being a developer. At Noova, with its development team, this grew into Uplift, a digital automated energy advisor that scans Noova's database and other sources at night. Each morning the advisor gets a prequalified list of buildings, currently scored on 7 criteria, and still verifies the findings in EOS. His conclusion was that AI does not replace the advisor but makes the advisor much more effective.

KEY TAKEAWAYS

- Manual energy advising meant photos of old equipment and repetitive calculations to find savings.
- You do not need to be a developer: describe the problem, test ideas and discard agents that fail.
- Uplift runs at night and hands the advisor a prequalified list of buildings each morning.
- The advisor still checks every finding in EOS, because the advisor vouches for it.
- Noova plans to connect other building data and add flexibility functions.

KLP Eiendom: ProptechOS og bygget uten SD-anlegg

● **Praktisk Proptech** | Spunten · 1st and 2nd floor | 15:30–15:40 | 

Part of Praktisk Proptech VII: Veien videre (når kundene bygger selv)



Egil Brækken
CIO, KLP

KLP Eiendom's AI roadmap: from finding building faults to fixing them

Egil Brækken of KLP described how KLP Eiendom, which manages 2.4 million square metres, uses AI on its own data. Its digitalisation principles from 2018 require absolute ownership of data and business logic, no dependence on single vendors, and cloud only. ProptechOS is the data platform that gathers data from the building management system, access control, lifts and IoT sensors, with language models such as GPT, Claude and Gemini on top. Agents check rooms against the Tek17 limit of 50 hours outside 19–26 °C and flag broken sensors; they exposed a CO2 average distorted by readings of 65 535 ppm and caught ventilation data that stopped on 15 June. He set out three steps, from AI finding faults to AI opening cases in Dalux and fixing faults itself, and asked whether Oslo Horisont could run without a building management system.

KEY TAKEAWAYS

- KLP Eiendom's principles demand absolute ownership of data and business logic and no single-vendor dependence.
- ProptechOS collects data from building systems such as BMS, access control, lifts and IoT into one platform.
- AI agents found sensor faults, including CO2 readings of 65 535 ppm that distorted averages.
- The roadmap runs from AI finding faults, to AI opening cases in Dalux, to AI fixing faults itself.
- Brækken asked whether Oslo Horisont could be operated without a building management system.

50 hours

Tek17 maximum hours a year with room temperature outside 19–26 °C, checked by an AI agent

Bara Eiendom: Vi hadde masse teknologi, men likevel altfor mye manuelt arbeid

● **Praktisk Proptech** | Spunten · 1st and 2nd floor | 15:40–15:45 | 

Part of Praktisk Proptech VII: Veien videre (når kundene bygger selv)



Christer Wisnes

System Engineer, Bara Eiendom

Bara Eiendom is building its own tools to replace siloed property systems

Christer Wisnes of Bara Eiendom described a property owner with plenty of technology but far too much manual work. According to his notes, Bara had systems for most things but had to connect information and processes itself: a new employee at a tenant touches several systems at once. Bara started with Airtable and small automations, then built its own Bara Hub, and with AI and Lovable developed more solutions in house. Bara Tech aims to replace traditional silo systems (CRM, desk or ticket system, communication and FDV) with one whole. In the 2026 tenant survey, 88% gave 5 or 6 for well-being in Kronstadparken and 74% for communication getting through, though the notes said technology alone cannot take the credit. Bara Tech became a separate company to make the solutions available to the market.

KEY TAKEAWAYS

- One everyday event, such as a tenant's new employee needing access and lunch, touches several systems.
- Bara began with Airtable and small automations, then built Bara Hub, using AI and Lovable.
- Bara Tech aims to replace separate CRM, ticket, communication and FDV systems with one solution.
- 88% of tenants gave 5 or 6 for well-being (392 responses, 20% response rate).
- Bara's own buildings serve as a living sandbox; a separate company makes the solutions available to others.

88%

tenants giving 5 or 6 for well-being in Kronstadparken (2026 survey)

Joachim Hartgen-Sverdrup: When Attackers Move at Machine Speed

● Energy First Real Estate | Kranløftet · 10th floor | 10:50–10:55 | 

Part of The New Map Of Power



Joachim Hartgen-Sverdrup
Founder, Varsyn

Attackers adopt AI first, so defenders must use AI too

Joachim Hartgen-Sverdrup (Varsyn) began with three numbers: the largest model in his chart used around a million times more compute than the smallest, the price of AI at a given level has fallen 9 to 900 times a year, and on agentic computer use the best models went from about 6 to 75 percent of human level in one year. He then described three mechanisms: a race between closed frontier models and open-weight models that cannot be recalled once released, the difference between competitive and threshold situations, and an asymmetry in which attackers accept good enough and adopt AI first. For property, the risks were tenant and buyer data pasted into AI services, faked voices and payment instructions in transactions, and AI assistants tricked by hidden instructions in an email. Defence at human speed, he concluded, is no longer enough.

KEY TAKEAWAYS

- Map which AI agents run in the organization and what each of them can access.
- Decide who can shut down an agent, and practise how fast it can be done.
- Decide which information may be used in which AI services: pasted data ends up with the vendor.
- Treat video calls, voices and new payment details in property transactions as things that can be faked.
- Require vendors to show where data is stored and processed, and to notify you of incidents.

**\$275
million**

losses from real estate
fraud reported to the FBI in
2025

Nils Klippenberg: Buildings Are Becoming Power Players

● Energy First Real Estate | Kranløftet · 10th floor | 11:15–11:30 | 

Part of Gridlocked? Put Demand Where It Works



Nils Klippenberg
CEO, Siemens

Buildings should share data and flex their load to help the grid

Nils Klippenberg, CEO of Siemens, argued that buildings should move from passive consumers to active players in the power system. His slides, citing DNV ETO Norway, said buildings in Norway use more than 40% of power production, and that the share is growing. The power system is in balance today, but new demand from the Paris agreement, transport and new industries including data centres puts it under pressure; his chart set today's 150 TWh of production against a possible future demand of 328 TWh. Doubling the system's capability means digitalizing the grid to use existing assets better, flexibility and load management, new substations and lines, and new renewable production. With real-time, two-way data, a building can run at reduced load or off the grid when the grid is saturated, and earn new revenue in a flexibility marketplace.

KEY TAKEAWAYS

- Buildings use more than 40% of Norway's power production, and the share is growing.
- Data centres, transport and new industries add demand to a power system that is in balance today.
- Doubling capacity needs a digitalized grid, flexibility, new substations and lines, and new renewable production.
- Digital twins and AI control on top of existing systems, across vendors, enable predictive and prescriptive maintenance.
- When the grid is saturated, buildings can cut load or disconnect, and earn from flexibility markets.

>40%

share of Norway's power
production used by
buildings

Martin S. Lundby: Remember To Use The Power Twice, Please

● **Energy First Real Estate** | Kranløftet · 10th floor | 11:30–11:40 | 

Part of Gridlocked? Put Demand Where It Works



Martin S. Lundby
CEO, Hafslund Celsio

Use electricity twice: data centre heat can warm Oslo's buildings

Martin S. Lundby, CEO of Hafslund Celsio, argued that the same electricity can be used twice: first in a data centre for digital services, then as district heating for the city. Hafslund Celsio's value chain runs from waste and carbon capture to heat, cooling and power. Of its 2.0 TWh of energy sources, 65% is local surplus heat from waste incineration, sewage and data centres, and 0.0% is fossil oil. Its 16 energy centres and 700 km of pipes serve around 3 500 houses, 1 200 housing associations and 1 300 commercial buildings, saving about NOK 20 billion in grid and power investment. Lundby showed that Norwegian media talk mostly about wind power and data centres, while surplus heat gets little attention. Ulven is already heated by a data centre, and Skygard could heat 12 000 homes.

KEY TAKEAWAYS

- Electricity in a data centre becomes digital services first, then heat for Oslo's buildings.
- 65% of Hafslund Celsio's 2.0 TWh comes from local surplus heat; fossil oil is 0.0%.
- Norwegian media mentioned wind power 24 000 times in a year and surplus heat only 196.
- Lundby said data centres must be built so their surplus heat can be reused.
- A water store of over 8 million litres at Økern and Ulven can shift demand away from peak grid hours.

65%

share of Hafslund Celsio's
energy that is local surplus
heat

Skygard: Build The Data Center Where The Energy Can Be Reused

● Energy First Real Estate | Kranløftet · 10th floor | 11:40–11:50 | 

Part of Gridlocked? Put Demand Where It Works



Oscar Thøgersen
CCO, Skygard

Put data centres in the city, where their heat can warm homes

Oscar Thøgersen (Skygard) argued that the cheapest site far from the city is not necessarily the smartest one, and that location must mean more than land and power. His case was OSL 1 at Ulven, Skygard's Oslo data centre next door to the summit: 20 MW, 25 000 m², PUE 1.2 and ERF 0.95. The power is used twice: servers turn renewable electricity into digital services and heat, which is captured from the cooling system and lifted by Hafslund Celsio to ~90 °C for district heating for ~12,000 Oslo homes. It is more expensive and complicated: urban plots cost far more, city grid capacity is scarce and must be planned years ahead, and heat reuse needs an offtaker and long-term agreements. In return, the heat goes where people live and the data centre becomes part of the city's energy system.

KEY TAKEAWAYS

- Treat the location of a data centre as an energy decision, not only a question of land and power.
- Heat reuse only works with an offtaker and long-term agreements in place.
- City grid capacity is scarce and must be planned years ahead.
- Put critical, low-latency workloads close to the city, and large flexible loads where land and power are abundant.
- Decide by system value: ask where the next megawatt does the most good.

~12,000

Oslo homes heated with reused heat from OSL 1

Entro: From Report To Living Model

● **Energy First Real Estate** | Kranløftet · 10th floor | 12:20–12:28 | 

Part of Don't Just Host It. Build It



Gard Morken

Regional Manager West, Entro

One data model per building finds energy waste and plans upgrades

Gard Morken, Regional Manager West at Entro, showed how Entro has moved from one-off energy reports to a living model of each building. The work began as EntroInnova, a research project with SINTEF Digital and funding from the Research Council of Norway, to build an internal tool for Entro's energy advisors. Following one 5,800 m² office building, he walked through the steps: collecting data from registers and hourly meters, finding energy thieves in the consumption, recording the site inspection straight into the model, drawing the building for a SIMIEN energy calculation, and simulating measures on the road to energy label A. In the example, three energy thieves were found and NOK 100,000/yr was saved. He ended by saying the same data foundation proved just as useful for owners, managers, tenants and contractors.

KEY TAKEAWAYS

- From an address, the tool pulls in land registry, business registry, Enova, MET Frost and Elhub data.
- Every deviation gets a price in kilowatt hours and kroner, and savings show up in the same data.
- In the example, ventilation running 24/7 used 48 MWh/yr before it was fixed.
- Measures are simulated together in SIMIEN, because measures affect each other.
- The example building went from 182 to 72 kWh/m² and reached label A for NOK 4.93m.

**NOK
100,000
/yr**

Saved in the example building after fixing three energy thieves

Noova: From Meter to Decision

● **Energy First Real Estate** | Kranløftet · 10th floor | 12:28–12:36 | 

Part of Don't Just Host It. Build It



Jan Ove Grasdøl

Business Development Manager, Noova Energy Systems

Simulate flexibility on your own data, and involve your energy supplier

Jan Ove Grasdøl explained flexibility as moving a building's power use earlier or later, to save money and help a grid strained by electrification. A Menon Economics and Multiconsult report from October 2026 puts the value of flexibility in commercial buildings at NOK 2 billion a year, 77% of it from a lower grid bill. But the report's averages for a 5,000 m² building range from NOK 184,000 a year for culture and sports to 53,000 for light industry, and real buildings most likely vary more. Using one EV charger as an illustration, he showed three sources of value: a lower peak, payment for helping the grid, and charging when power is cheapest, together about 1.25 NOK per kWh. When many loads move to the same cheap hour, the energy supplier can be left with an unpredictable cost.

KEY TAKEAWAYS

- Report averages are theoretical: simulate flexibility on your own building's data, across all markets, before investing.
- The grid fee where a building sits can move its value by –25 to +25%.
- In the EV example, capping the charger at 100 kW gave a third lower peak.
- On 9 Oct 2026 in NO2, the price for the gap was 25.8 NOK/kWh, against about 1 NOK.
- Agree every change with your energy supplier first, to avoid hidden costs and risk.

**NOK 2
billion**

yearly value of flexibility in
commercial buildings, per
Menon Economics and
Multiconsult

Helinor: Power Before The Grid

● **Energy First Real Estate** | Kranløftet · 10th floor | 12:52–13:00 | 

Part of Don't Just Host It. Build It



Elling Helvig

Executive Chairman, Helinor

On-site fuel-cell power lets data centres grow without waiting for the grid

Elling Helvig opened with a meeting in Calgary, where developers of a large North American AI campus asked how many megawatts could be delivered and when, not when a grid connection would come. Citing Microsoft's figure of \$1.5bn spent every week on data centres, he argued that compute is the new oil field. In Europe a grid connection can take years, while North American developers bring their own power and plan generation alongside the site. Helinor's answer is cleaner on-site power with fuel cells, in two power blocks: a 2.5 MW prime block with gas fuel cells for continuous generation, and a 2 MW backup block with hydrogen fuel cells and zero on-site CO2 emissions. An initial 40 MW project is targeted for completion in early 2028, within a potential programme of up to 1 GW with BW Velora.

KEY TAKEAWAYS

- In Europe a grid connection can take years; North American developers plan generation alongside the site.
- A credible power plan can be part of the property proposition from day one.
- For a large campus, up to \$150m in annual operating profit is at stake during delays.
- The speaker notes describe the hydrogen backup block as a development target, planned for 2028.
- Helinor sees SOFC and PEM fuel cells as its pathway to industrial scale.

\$1.5bn

spent every week on data centres, per Microsoft at ONS 2026

Propely – serie A or growth

● Founders' Lounge | Høyden · 10th floor | 11:00–11:06 | 

Part of Pitch Showdown: The 100 Million Bet - Part 1



Kristoffer Moe Lundquist
CEO and Co-founder, Propely

Profitable Propely seeks partners to build an agent operating system

Kristoffer Moe Lundquist, CEO and Co-founder of Propely, pitched in the Pitch Showdown's Series A or growth round. Propely started in 2019, when two real estate companies asked its founders to build property software. It is now an AI-native, mobile-friendly operations hub for commercial property: a daily work tool, an integration hub and a compliance tool for fire safety and documentation. His slides showed 20x ARR growth since 2022, >50% ARR growth over the last 12 months and an 81% gross margin, with the company profitable on 15mNOK raised. Propely has 300+ customers, 15 000+ properties and a team of 23, and ranked #9 on Deloitte Fast 50 Norway. In 2024 it launched what it calls Norway's first AI-based service report system, and today agents act directly with Propely through MCP. Sweden is next, with a customer signed.

KEY TAKEAWAYS

- Propely is profitable, cash-flow and EBITDA positive, with an 81% gross margin and 15mNOK raised.
- ARR grew 20x since 2022 and more than 50% over the last 12 months.
- AI reads incoming documents and proposes agreements and deviations, and a human approves.
- Lundquist aims to build the agent operating system, where agents do the work and humans handle exceptions.
- Propely is looking for partners, not capital, to scale internationally, aiming for 3x growth with 30 people.

20x

ARR growth since 2022

Birdsview – serie A or growth

● Founders' Lounge | Høyden · 10th floor | 11:06–11:12 | 

Part of Pitch Showdown: The 100 Million Bet - Part 1



Åsne Ådland-Dale

Head of Business Development, Birdsview

Birdsview scans inside concrete without drilling to take risk out of retrofits

Åsne Ådland-Dale, Head of Business Development at Birdsview, pitched a 3D scanning system that sees inside concrete structures without breaking them. The deck framed the market as aging concrete: 64M buildings and 20M bridges need retrofitting and maintenance globally, and more than half of European concrete structures were built before 1980. It argued that concrete retrofits can run 3x over budget, largely because of poor upfront inspection: subjective visual checks, slow tools, destructive core drilling and missing drawings. Birdsview combines GPR radar, lidar and camera, and AI analysis detects rebar, diameter and cover, delivering a 3D model of the structure inside and out. In one building case, 600 m² was scanned in 2 hours, saving 4-5 weeks and \$45k against chiselling. The company reported \$500K revenue in 2025 and targets \$3M ARR in 2027 and \$50M ARR in 2030.

KEY TAKEAWAYS

- Birdsview says it is the only company globally combining GPR radar, lidar and camera for concrete.
- The business model is platform subscriptions plus hardware leasing; customer orders launched in mid March 2026.
- According to the deck, contracts were signed across 9 countries within a few months.
- The 18-month plan: roll out Birdsview Concrete v2.0, add self-serve analysis and expand sales and customer success.
- The stated goal is growing from \$0.5M to \$3M ARR in 18 months, a 6x increase.

\$500K

revenue in 2025,
Birdsview's first full
commercial year

Placepoint – serie A or growth

● **Founders' Lounge** | Høyden · 10th floor | 11:12–11:18 | 

Part of Pitch Showdown: The 100 Million Bet – Part 1



Rune Nervik
Placepoint

Placepoint pitched itself as the data platform for Nordic property decisions

Rune Nervik of Placepoint pitched the company as the operating system for property decisions. ARR went from NOK 29m in 2024 to 50m in 2025, with 80-90m expected at year-end 2026, and NOK 4m of new ARR came in September. Placepoint has 950+ customers in Norway and Sweden, consolidated the Norwegian market in three deals and entered Sweden through Combify in June 2026. It reaches customers three ways: Fusion, a workbench of map, data and analysis; Intelligence Factory, which puts the data into customers' own systems and AI tools through API and MCP; and Placepoint Services, which delivers verified tenant leads. A case showed Placepoint AI finding which of an owner's plots could carry a data center in minutes. Nervik argued AI could grow the Nordic market about seven times, from ~10 to ~66 bn NOK a year.

KEY TAKEAWAYS

- The data center query found 14 plots, 5 within 2 km of the grid and 3 risk-free.
- Placepoint's claimed moat: hard-to-copy data, machine learning on proprietary data, and trust with large enterprises.
- Tenant leads are predicted by Placepoint's data and verified by its callers before delivery.
- Sweden came through Combify, with Fusion live there in Q4; Europe would follow through acquisitions.
- The deck put annualised organic growth at 70%+.

3x

ARR growth in two years,
from NOK 29m in 2024 to
80-90m expected for 2026

Proprty.ai – serie A or growth

● Founders' Lounge | Høyden · 10th floor | 11:18–11:24 | 

Part of Pitch Showdown: The 100 Million Bet – Part 1



Anders Holm Jørgensen

Founder & CEO - Proprty.ai, OBOS Ventures

Proprty.ai uses AI on building images to make maintenance planned, not reactive

Anders Holm Jørgensen, founder and CEO of Proprty.ai, pitched a platform that aims to put building maintenance on autopilot. The deck argued that without structured property data, maintenance becomes reactive and costly: ~30% of budgets go to unplanned fixes, which deliver just 1/5 the value of planned maintenance. His notes said building data today lives and dies in spreadsheets and PDFs. Proprty.ai applies computer vision to satellite images, street view and orthophoto or drone images. The deck cited 12,000,000 m², 55,000 buildings and more than 100,000,000 data points, and the notes said its condition predictions matched on-site engineers 85% of the time across 6000 registrations in the app. The pitch showed €800k in ARR, 3X year-on-year growth and a forecast of 10.59 million € ARR in 2028, entering quick-win markets first while placing a strategic bet on Germany.

KEY TAKEAWAYS

- Unplanned fixes take ~30% of budgets and deliver just 1/5 the value of planned maintenance.
- Shifting just 5% from unplanned to planned maintenance unlocks €20M in annual value, according to the deck.
- Strategic upkeep cuts GHG emissions by ~37% compared with rebuilds, the deck said.
- AI condition predictions matched on-site engineers 85% of the time across 6000 app registrations.
- Growth plan: the existing product into new markets, quick wins first, with a strategic bet on Germany.

€800k

Annual recurring revenue shown in the pitch

Solvera.ai – serie A or growth

● Founders' Lounge | Høyden · 10th floor | 11:50–11:56

Part of Pitch Showdown: The 100 Million Bet – Part 2



Thorvald Thorsnes
Solvera.ai

Solvera rebuilds MEP engineering as an AI-native firm paid for outcomes

Thorvald Thorsnes (Solvera.ai) pitched Solvera, an MEP engineering firm rebuilt around AI. The deck argued that building engineering is the bottleneck: 50% of engineering time can be repetitive work, held back by decades-old design software, disciplines working in silos and hourly billing that blocks change. MEP engineering is 1–2% of construction cost but drives 20–30% of the total. Solvera does not sell a tool. It delivers finished, signed HVAC, electrical and energy engineering as the firm of record, using its own AI and optimisation engine to automate repetitive work. It sells fixed-price packages, so margins grow as automation takes over, and it aims at engineering fees rather than software budgets. Founded in Oslo in summer 2026, it reported a \$6.3M pre-seed round led by Seedcamp, over \$1M in contracted revenue in three months and five projects, starting with Betonmast.

KEY TAKEAWAYS

- The deck said 50% of engineering time can be repetitive work.
- MEP engineering is 1–2% of construction cost but drives 20–30% of the total.
- Solvera sells fixed-price packages instead of hours, so margins grow as automation takes over more work.
- It delivers signed engineering as the firm of record, starting with HVAC and electrical design.
- Next step in the deck: a London office and entry into the UK market.

\$6.3M

pre-seed round led by
Seedcamp

Carrot – serie A or growth

● **Founders' Lounge** | Høyden · 10th floor | 12:02–12:08

Part of Pitch Showdown: The 100 Million Bet - Part 2



Tine Charlotte Holm
COO, Carrot

Tenant-level waste data turns recycling into savings and new value

Tine Charlotte Holm, COO of Carrot, pitched the company in the Series A or growth round of the Pitch Showdown. She argued that changing waste requires changing behaviour, and that waste is a financial problem as well as an environmental one: sorting mistakes alone can cost thousands per building each month. Carrot replaces aggregated estimates with actual waste data broken down by tenant every day, and engages operators and tenants through benchmarking and gamification. Her slides showed up to 3x higher savings on every tonne diverted from general waste to recycling. At 22 Bishopsgate in London, the recycling rate rose from 57% to 85%, diverting nearly 300 additional tonnes a year. The next step, which Carrot is raising capital for, is to use its data on waste origin and quality to find buyers for each resource and bypass regular collection.

KEY TAKEAWAYS

- Carrot measures waste per tenant every day instead of relying on aggregated estimates.
- Monthly tenant reports, a recycling league and benchmarks use gamification to change sorting behaviour.
- At 22 Bishopsgate in London, the recycling rate went from 57% to 85%.
- Holm framed waste as a cost issue, with up to 3x higher savings per tonne moved to recycling.
- Carrot is raising capital to match waste with buyers and bypass regular collection, with a London pilot planned.

85%

recycling rate at 22
Bishopsgate, London, up
from 57%

Planeo – pre-seed or seed

● **Founders' Lounge** | Høyden · 10th floor | 12:20–12:26

Part of Pitch Showdown: The 100 Million Bet - Part 2



Mats Mastervik
CEO, Planeo

Zoning plans take 3.9 years; Planeo puts them on one platform

Mats Mastervik, CEO of Planeo, pitched the Bergen company in the Pitch Showdown's pre-seed or seed round. It takes 3.9 years to get a private zoning plan adopted in Norway's twenty largest municipalities (6.1 in Bergen, 5.3 in Oslo), 76% longer than in 2016, and each year of delay adds NOK 170k per home in greater Oslo. Today the process runs on email, Excel and shared folders. Planeo puts the whole plan on one surface: progress, documents, quality assurance and every exchange with the municipality, owned by the developer and submitted straight to the national service. It has 15 paying agreements, 30 plans on the platform and 9 returning customers. Planeo was first live on the national submission service in June 2026 and is raising NOK 10 million to finish the product and expand to the Nordics.

KEY TAKEAWAYS

- A private zoning plan takes 3.9 years to adopt in Norway's twenty largest municipalities, 76% longer than 2016.
- Each year of delay adds NOK 170k in extra cost per home in greater Oslo.
- On Planeo the developer owns the plan and its history, while consultants come and go.
- Six plans arrived with no sales effort, and 9 customers came back with a second plan.
- Oslo's planning agency is a customer partner in a new innovation contract with Planeo.

3.9

years to get a private zoning plan adopted in Norway's twenty largest municipalities

Cartesian – pre-seed or seed

● Founders' Lounge | Høyden · 10th floor | 12:26–12:32

Part of Pitch Showdown: The 100 Million Bet - Part 2



Frode Iglebæk
Cartesian

Cartesian's Thermal Box adds peak cooling without new chillers

Frode Iglebæk pitched Cartesian, which makes the Thermal Box: a plug-and-play unit that stores cooling in phase change material such as bio-based wax or salt hydrate. His starting point was that cooling demand in commercial buildings and data centers is growing faster than existing infrastructure can handle. The box adds peak cooling capacity without additional chillers or HVAC upgrades. Cartesian said it is safe by design, needs up to 80% less space and has lower CAPEX per kW of added cooling capacity than new chillers. In data centers it can unlock more than 5% extra power for IT compute without more grid capacity. The company expects 60 Thermal Box units at 14 sites by the end of 2026 and is preparing a Series A round of more than €5 million.

KEY TAKEAWAYS

- Customer cases showed payback times from 0 to 7 years and IRRs between 21% and 50%.
- In one case the Thermal Box cost 30% less than a glycol tank as alternative storage.
- Sites include warehouses, data centers and commercial buildings across Europe, and one in Beirut.
- The revenue forecast grows from 1 million euro in 2026 to 52 million euro in 2031.
- Existing shareholders have given a 25% soft commitment to the planned Series A round.

>5%

more power for IT compute
without more grid capacity

Cuatro – pre-seed or seed

● Founders' Lounge | Høyden · 10th floor | 14:00–14:06

Part of Pitch Showdown: The 100 Million Bet - Part 3



Behnood Sjøstad Fathi
4cuatro

Cuatro's AI turns imagery into decision-ready building and risk intelligence

Behnood Sjøstad Fathi (4cuatro) pitched Cuatro, starting from his own purchase of a house in Norway: the problem was not access to information but a lack of clarity, with too many documents, data gaps between years and inconsistent sources. The deck argued that Norway does not lack property data but connected, decision-ready building intelligence, pointing to aging buildings, a wetter climate and rising climate losses. Cuatro offers two products. HomAI 2D is a property intelligence layer for roof condition, change detection, risk scoring and portfolio screening from imagery and records. HomAI 3D is a risk intelligence layer with 3D building geometry, flood and climate simulation, thermal loss and solar potential. The pitch named banks, insurers and real estate owners as users, and said the company is recruiting across AI, geospatial engineering, product and commercial functions.

KEY TAKEAWAYS

- More property data did not give the buyer more confidence: the problem was a lack of clarity.
- Static records miss dynamic buildings: 60%+ of buildings are 40+ years old and risk rises between transactions.
- HomAI 2D screens roof condition and change over time from imagery, with instant risk scores and reports.
- HomAI 3D adds 3D flood simulation, exposure, thermal loss and solar potential for planning and insurance.
- The intended users are banks, insurers and real estate owners.

Barricade systems – pre-seed or seed

● Founders' Lounge | Høyden · 10th floor | 14:12–14:18

Part of Pitch Showdown: The 100 Million Bet – Part 3



Lars Teigland
Barricade Systems

Barricade builds the software Europe's independent alarm installers lack

Lars Teigland of Barricade Systems pitched a software platform for security installers. The company grew out of Atlo AS, a security company founded in Norway in 2020, which found the market offered only professional systems with a digital experience from 2009 or consumer gadgets never built for professionals. The deck argued that while a handful of giants dominate the Nordics, most of Europe's alarms are sold and serviced by independent installers, and nobody builds software for them. Barricade offers three parts: a back office, a field app for installers and a white-labelled consumer app in each company's brand. It is hardware-agnostic, working with Crow, Hikvision, Dahua and Hanwha today. Pricing is EUR 3+ per active location per month, bundled into the installer's service contract, and the platform is live in Norway, Spain, the Netherlands, France and South Africa.

KEY TAKEAWAYS

- The deck's market case cites Verisure's \$13.7bn listing value and a 15-year average customer lifetime.
- The value is the relationship after installation: each new installation adds a location for around 15 years.
- New features reach every installed system, and installers can add cameras, access or smoke detection to the same app.
- Barricade also targets housing associations, insurers, energy and telecom companies wanting home security in their own brand.
- The slide notes that insurers are already entering the alarm business.

Market Outlook: Yield Compression Won't Save You This Time

● The Deal Room | Pitcher's Corner · 2nd floor | 11:10–11:35 | 



Stine Thomle Karlsen
Senior Analyst, Malling

Higher real rates point to rising prime office yields, not compression

Stine Thomle Karlsen of Malling showed that Norway's income and wage growth has kept Norges Bank committed to its 2% inflation target, and that it has raised its real policy rate projection for the third consecutive report. The prime office yield has historically followed the real 10-year swap rate but has not yet done so, and closing that gap implies further yield expansion of approximately 50-75 bps. For offices, Malling expected zero employment growth, a real fall in rents in 2026 and positive real growth from 2027. Construction costs have outpaced CPI by more than 8% since 2022, and high break-even rents constrain new supply, which should keep vacancy stable. In housing, new homes are too expensive relative to existing ones, and building at Swedish prices was presented as the only viable path forward.

KEY TAKEAWAYS

- Norges Bank raised its real policy rate projection for the third consecutive report, keeping it above neutral.
- Closing the gap to the real 10-year swap rate implies prime office yields rising about 50-75 bps.
- Falling new construction from 2027 should keep Oslo office vacancy stable despite zero employment growth.
- New homes cost too much relative to existing ones; cutting build costs was presented as the viable path.
- Transaction volume has reached NOK 52 bn in 2026, with retail the most traded segment.

**50–75
bps**

further prime office yield expansion implied if the gap to the real swap rate closes

Shon Lamp: Your AI Is Not Your Advantage (Your Data Is)

● The Deal Room | Pitcher's Corner · 2nd floor | 11:50–12:20 | 



Shon Lamp

Director of Research Enablement & Technical Innovation, Cushman & Wakefield

Trusted, governed data, not AI, is CRE's most valuable asset

Shon Lamp of Cushman & Wakefield argued that data has become commercial real estate's most valuable asset in the age of AI. He traced four eras of CRE data, from the digitisation decade of 1999 to 2008 to the generative AI era, in which LLMs make 25 years of unstructured leases, emails and reports queryable and the bottleneck shifts from collecting data to trusting it. The industry is data-rich and insight-poor: data is scattered across systems, numbers cannot be traced to their source, and the most valuable data is unstructured. AI raises the cost of bad data, since a model can turn it into a bad decision at scale with a confident tone. He described a pipeline from ingestion through curation and governance to QA and activation, and said the tooling is no longer the limit.

KEY TAKEAWAYS

- Pick one data domain, such as leases or comps, and map where it lives end to end.
- Name one accountable owner for that dataset, not a committee.
- Build one QA checkpoint before the data reaches any AI tool or executive report.
- Pilot one AI use case on the trusted dataset, measure it honestly, and document lineage as you go.
- Organisations that curate and govern their data with discipline will price risk more accurately and decide better.

Vilda x Emera: Fra tilstandsrapport til energimerke på under ett minutt

● The Deal Room | Pitcher's Corner · 2nd floor | 15:00–15:08 | 

Part of Den nye transaksjonsstacken



Jens Magnus
CEO, Vilda



Didrik Tollefsen
CEO

Valuation engineers can order an energy label inside the condition report

Jens Magnus, CEO of Vilda, walked through a screenshot demo of getting an energy label from within a condition report. The slides follow a valuation engineer in IVIT, the professional portal for valuation engineers, working on a condition report for a detached house. In the report's energy labelling section, the engineer can either fill in Enova's simplified energy report by hand or let Vilda calculate the label. With Vilda, the screen says, Enova still issues the certificate, but the process is automated: Vilda bases the calculation on what the engineer has already entered in the condition report plus its own analyses, and the certificate is fetched automatically. The result, grade C in the example, is attached to the report's documents and appears in the finished condition report. The deck closed with Vilda's chat, which explains any home from property data.

KEY TAKEAWAYS

- The label is registered with Enova automatically; the screen notes that a fee applies for the Vilda option.
- The manual Enova route needs separate training and a hand-uploaded report; the Vilda route fetches the certificate automatically.
- A pressure test is optional and only required to reach energy grade A.
- Vilda's chat reads a building's condition and energy use from property data, starting with Norway.
- The speaker notes describe Vilda as the intelligence layer banks need to understand assets behind mortgages.

Broker: Megleren er død. Leve megleren!

● **The Deal Room** | Pitcher's Corner · 2nd floor | 15:16–15:24 | 

Part of Den nye transaksjonsstacken



Hans Erik Eriksen
Managing Director, Broker

Proptech should price the outcomes it delivers, not the tool

Hans Erik Eriksen argued that software is moving from selling tools to selling outcomes. Today the industry prices access: licences, modules and users. The next step is to price what the tool delivers: time saved, faster completion and better results. For estate agents, time spent collecting data, processing it and working in systems goes back to relationships, trust, expertise and sales, which the slides called a return to the core, not a threat. Broker has defined four journeys, from lead to signed assignment, sale, handover and the life of seller and buyer. The outcomes it targets are a home ready for sale with fewer rounds, handover without complaints, and more value per transaction. The first step is probably a hybrid of a platform fee, an outcome fee and shared gain, marked as under consideration and not concluded.

KEY TAKEAWAYS

- Licences, modules and users measure access; the next step is pricing time saved and better results.
- When technology takes the data work, agents get time back for relationships, trust, expertise and sales.
- A likely first model combines a platform fee, an outcome fee and shared gain, with skin in the game.
- Broker's test: does it make the agent's day better? If not, Broker does not do it.
- Two questions to ask: do you price activity or outcome, and what dare you be measured on?

Where The Deal Is Moving

● The Deal Room | Pitcher's Corner · 2nd floor | 15:30–16:00 | 



Robert Skramstad
Partner, Malling



Svein Strømnes
NEF



Carl O. Geving
CEO, NEF



Susanne Sekkesæter
CEO, Mase Home



Stian Thaulow
CEO, Let.no

NEF's 2026 proptech map: 145 companies, newcomers led by construction

Svein Strømnes of NEF presented the 2026 Norwegian proptech map, NEF's overview of companies whose technology affects the property market. An industry advisory board judges each company against five criteria, among them that the technology works today and is used in Norway. This autumn 27 new companies were assessed (23 in 2025), 10 came in and 10 left, leaving 145 on the map. Strømnes noted that economic uncertainty has brought fewer new companies than two or three years ago, and that planning and construction saw the most change. Newcomers included Perlo, Tandro, Newbuilds, Visoid, Homni and WENN. Susanne Sekkesæter, CEO of Mase Home, one of the new entries, presented adaptive interior robotics: beds and storage that move into the ceiling or walls. She cited +20% space efficiency and, with Bonum, apartments sold 3X faster at a 15% higher price.

KEY TAKEAWAYS

- NEF's proptech map now lists 145 companies after 10 joined and 10 left this autumn.
- To qualify, a company's technology must work today and be in use in the Norwegian property market.
- Strømnes said investors now expect returns sooner, so an idea must start earning money quickly.
- Planning and construction was the category with the most new companies this year.
- MASE says its moving furniture gives about 20% more space and takes under four hours to install.

145

companies on NEF's
Norwegian proptech map,
autumn 2026

Antony Slumbers: What Will We Still Want From Buildings?

● Future of Work & Life | OBOS Showroom · 1st floor | 10:15–10:30 | 



Antony Slumbers

Founder, Estates Today, Estates Today

AI removes the needs behind buildings, so they must be wanted

Antony Slumbers argued that AI impact models count what is lost while the gains are almost impossible to imagine. Statistics Norway estimates generative AI could save 16.8% of working time, and DNB Næringsmegling found no sign yet of AI cutting tenant demand. He asked a different question: what will people actually do differently? Technology removes needs and leaves wants, and AI removes more of them, faster. At work, agents can draft and analyse anywhere, so people will come for commitment, deciding what we want, formation of juniors and variety. Homes should offer invisible reliability and visible care, and cities should be worth the trip. He set out three shifts for owners: from leasing to operating, from attendance to evidence, and from the average to the peak. He concluded that buildings used to be needed and now must be wanted.

KEY TAKEAWAYS

- Presence is proof: when voices and video are cheap to fake, being in the room cannot be.
- Design offices for moments that need a room: fewer desks, far more rooms, shared floors.
- Oslo office vacancy rose to 6.8% at the start of 2026, while vacancy in the best buildings fell.
- Owners should shift from leasing to operating, from attendance to evidence, and from the average to the peak.
- A compact flat only delivers more life if the building supplies what the apartment cannot.

16.8%

share of working time
generative AI could save in
Norway (Statistics Norway
estimate)

Gehl: Can AI Plan For Public Life?

● **Future of Work & Life** | OBOS Showroom · 1st floor | 10:30–10:45 | 

Part of The Human Data Layer



Liselott Stenfeldt

Partner and Director of Urban Data, Gehl

What an AI model cannot see, it cannot plan for

Liselott Stenfeldt of Gehl set an AI-generated city model beside the real Mjøsfronten in Hamar and asked what was missing. Her point was that a model cannot plan for what it does not see, and she grouped what it misses into three questions: life (what people do), value (what public life creates) and belonging (what a place means to people). For each she showed Gehl's work. At Times Square in 2007, cars took 90% of the space while people made up 90% of the users. At Wilton Park in Dublin, Gehl tracked the value of place development for a property investor over five years. At Stanford, interviews, behaviour studies and workshops with over 150 people shaped a new campus. She closed with three conditions for AI that understands life between buildings: better data, better models and better decisions.

KEY TAKEAWAYS

- A planning model misses three things unless it is given them: what people do, what places create, what they mean.
- At Wilton Park, reports linked place development to higher demand, higher rent levels and long-term property value.
- AI needs data on people's lives, experiences and needs alongside traditional data about the city.
- Planning models should weigh physical, social, economic and experiential values together.
- AI should support human priorities, not let what is easiest to optimise steer development.

54%

of Wilton Park respondents
felt safety had improved
over three years

Life@Work: The building as a service

● **Future of Work & Life** | OBOS Showroom · 1st floor | 11:10–11:14 | 

Part of Case Studies: What Will Buildings Do For Us?



Atle Olsen
CEO, Life@Work

Buildings should come to people instead of waiting to be asked

Atle Olsen, CEO of Life@Work, asked what happens when the interface between people and the building becomes intelligent. Today, he argued, the building waits: it has the answers about free rooms, the canteen, parking and guest access, but waits for you to ask. Life@Work gathers rooms, desks, food, meeting catering, fitness, parking, visitors, wayfinding, service requests, events, courses and communication in one interface, with 5,000+ users at Construction City in Oslo. Olsen described every interaction as a signal: at 08:00 the building can see a 9:00 meeting with three external guests, suggest a room, pre-register the guests and let you order lunch for all with one tap. One layer serves four winners: the individual, the tenant, the service provider and the property owner. To earn trust, it gives owners aggregated insight and users personal benefit and control.

KEY TAKEAWAYS

- Today the building has the answers, but it waits for people to ask.
- Life@Work puts rooms, desks, food, parking, visitors and services in one interface, with 5,000+ users at Construction City.
- Every interaction is a signal that lets the building come to you, not the other way around.
- The same data serves individuals, tenants, service providers and owners: more use, better insight, better services.
- Owners get aggregated insight and users keep control, so the system serves people rather than watching them.

5,000+

Life@Work users at
Construction City, Oslo

Awaio: The building that adapts to how we use it.

● **Future of Work & Life** | OBOS Showroom · 1st floor | 11:14–11:18 | 

Part of Case Studies: What Will Buildings Do For Us?



Björn Kjellgren
CEO, Awaio

Ask people, don't guess: feedback lets buildings adapt to their use

Björn Kjellgren of Awaio argued that a building is already data: its architect drawings can become a live map. Awaio uses AI to read the drawings, turning walls, rooms, windows, desks and lockers into a map where people see which desks and rooms are free and book them. His slides set out three layers. Sensors measure presence, temperature and air quality. AI predicts patterns, peaks and what is likely next. People give feedback on how it actually feels, just as they rate AI answers today. Awaio presented itself as the human interface to the building, the app people already use to book, choose and open. Its soft layer asks questions such as will my team be there and how was the office today, and the answers tell the building to adjust the climate, add quiet space or seat teams together.

KEY TAKEAWAYS

- Existing architect drawings can be turned into a live, bookable map of desks, rooms and lockers.
- A sensor can count people, but it cannot say who they are or how a space feels.
- Thumbs up or down feedback, like rating AI answers, can steer climate, quiet space and seating.
- Ask people whether they will come in and who will be there, rather than guess.

Plaace: The building that understands its neighborhood.

● **Future of Work & Life** | OBOS Showroom · 1st floor | 11:22–11:26 | 

Part of Case Studies: What Will Buildings Do For Us?



Snorre Jordheim Myhre

CEO & Co-Founder - Plaace, OBOS Ventures

Plaace measures neighbourhood activity hourly to guide store, building and area decisions

Snorre Jordheim Myhre, CEO and co-founder of Plaace, showed a single slide titled The building that understands its neighbourhood. It set out a three-step loop: measure every hour, every day; detect what changed and why; and act on store, building and area decisions. A map placed a building at the centre of the surrounding streets, with a ring marking activity around the clock at 00, 06, 12 and 18 hours. An illustrative example from Plaace.ai showed the kind of insight the approach is meant to produce: evening visitors up 16% this month, driven by a new gym opening two blocks away. The talk was part of the case study block on what buildings will do for us. The deck had only this one slide, so the recap covers only the approach it pictures.

KEY TAKEAWAYS

- Plaace's loop is to measure every hour and every day, detect what changed and why, then act.
- The insights are meant to inform store, building and area decisions.
- In an illustrative example, evening visitors rose 16% in a month after a gym opened two blocks away.

Adaptive Recognition: The building that knows who belongs.

● **Future of Work & Life** | OBOS Showroom · 1st floor | 11:26–11:30 | 

Part of Case Studies: What Will Buildings Do For Us?



Zsolt Nagy

VP International Business, Adaptive Recognition

The digital arrival journey should not stop at the gate

Zsolt Nagy of Adaptive Recognition asked why the digital journey stops at the gate. Visiting a friend or arriving for a meeting, the same interruption follows: the visitor is expected, the gate is closed, and they have to call the host. Einar Gate links digital permission to physical access in three steps. The host authorizes the visit by adding the visitor's licence plate in a mobile app, licence plate recognition identifies the arriving vehicle, and an access rule decides whether the gate opens. The intended benefits were a simpler arrival for the visitor, less manual coordination for the host, and digitally managed access for the property manager. The slides presented this as an illustrative use case and named connecting arrival to the digital experience of home and work as the future direction.

KEY TAKEAWAYS

- Expected visitors still meet a closed gate and have to call their host.
- Einar Gate works in three steps: authorize the plate in an app, recognize the vehicle, open for authorized plates.
- Intended benefits: simpler arrival for visitors, less coordination for hosts, digitally managed access for property managers.
- The future direction named was connecting arrival to the digital experience of home and work.

bGrid: The building that saves energy by learning how we work

● **Future of Work & Life** | OBOS Showroom · 1st floor | 11:30–11:34 | 

Part of Case Studies: What Will Buildings Do For Us?



Wouter Kok
CCO, Bgrid

A building that works like a smartphone and saves HVAC energy

Wouter Kok of Bgrid argued that conventional real estate is a static asset, already outdated at delivery, because siloed and closed technology blocks innovation. bGrid's answer is a building that works like a smartphone: sensor hardware, an open cloud platform with an API, and 50+ third-party app integrations for tenants, users, owners and facility managers. One sensor node measures movement, occupancy, people count, temperature, humidity, light, sound and air quality, positions smart devices and assets, and controls lighting, comfort and blinds. Two features targeted energy. bAdaptive climatizes only when spaces are used, since buildings are climatized 20-30% of the time while forecast to be empty. bFlexible plans each room from predicted occupancy, weather and thermal mass, so HVAC load can be shifted and capped when the grid is congested.

KEY TAKEAWAYS

- Buildings are climatized 20-30% of the time while forecast to be empty.
- bAdaptive claims to save over 20% of HVAC energy, or more than 4 €/m² a year.
- bFlexible pre-conditions rooms ahead of grid peaks and reduces HVAC peak power within each room's comfort band.
- Energy savings feed into ESG reporting, so owners can show what they save.
- Reference buildings shown included The Circle in Zurich and Microsoft HQ at Schiphol.

20–30%

of the time a building is climatized while forecast to be empty

Det menneskelige aspektet: Arbeidslivet etter KI

● **Future of Work & Life** | OBOS Showroom · 1st floor | 11:55–12:15 | 

Part of Etter KI: Hva skal vi egentlig på kontoret for?



Mathias Willumsen
Country Manager, Epicenter



Maria Hope
Leder Fremtidens Arbeidsplass, Entra



Hege Skjelbred Hatlemark
Commercial Director, OBOS Eiendom



Alexander Haneng
Digital Norway

Oslo survey: mostly working from home goes with lower NPS

Mathias Willumsen (Epicenter) and Maria Hope (Entra) presented a quantitative survey of 1016 respondents in Oslo. 72% reported a good or very good work environment and 59% strong belonging to their employer, yet 24% expected to change jobs within 2 years and the NPS score was -13. Respondents averaged 1.2 days of home office, and 55% reported mandatory office time. Those working mostly from home had an NPS of -27, against -8 for those mostly at the office, though the speaker notes said the data cannot show cause and effect. The deck also linked coordinating office days with colleagues to work environment, team collaboration and meaningful work. It closed with a quote from Nils Brede Moe of SINTEF: teams that do not know how to learn together will get less out of AI, and psychological safety matters more than ever.

KEY TAKEAWAYS

- 56% worked in open landscapes, 21% in cell offices and 19% in activity-based offices.
- Half of sick leave was reported as job-related, and 18% had been on long-term sick leave.
- Notes: employees want leader help to prioritise workload, but mental health measures go to home office, exercise or psychologists.
- Hopes for AI led with automating routine tasks (48%); worries led with errors or misuse (57%).
- AI use was driven by the youngest, new hires, those with an active leader, and the private sector.

-13

NPS score across the 1016 survey respondents

Rethinking The Future Home

● **Future of Work & Life** | OBOS Showroom · 1st floor | 12:20–12:25 | 

Part of Compact Living: Less space, more life



Søren Secher

Avdelingsleder, OBOS Living Lab

OBOS Living Lab tests new housing ideas with residents in real apartments

Søren Secher of OBOS Living Lab presented the lab as a full-scale test arena where OBOS explores the future home together with its residents. He framed the work against four trends: climate change and extreme weather, urbanisation and housing affordability, more single households, and an ageing population. The lab has 34 rental apartments and 60 residents. Floors 1–3 explore housing models such as shared spaces, co-living, flexible layouts and compact homes, while floors 4–6 are modern apartments where materials and technologies from a range of suppliers are tested. Sensors and other measurements collect data on usage patterns, behaviour and energy performance, and residents are at the centre of every project. His notes named Bo Kompakt, launched at the lab that day, as the example project. The stated aim is housing that is more sustainable, cheaper and better.

KEY TAKEAWAYS

- OBOS Living Lab is a full-scale test arena with 34 rental apartments and 60 residents.
- Floors 1–3 test housing models such as co-living, shared spaces, flexible layouts and compact homes.
- Sensors collect data on usage patterns, behaviour and energy performance to see how solutions work in practice.
- Topics include compact living, storage, artificial daylight, noise and acoustics, senior concepts and shared laundry.
- The lab most often tests things the current regulations do not allow, according to the speaker notes.

34

Rental apartments in the test building

When Reality Moves In

● **Future of Work & Life** | OBOS Showroom · 1st floor | 12:25–12:40 | 

Part of Compact Living: Less space, more life



Daniel Silva

Prosjektleder, OBOS Living Lab

Layout and zoning, not size, decide quality in compact homes

Daniel Silva argued that compact living is a necessity for an affordable housing market in Oslo. His slides showed a 58% decrease in purchasing power for new Oslo home owners between 2010 and 2026: a single first-time buyer could safely afford 59m² in 2010 and 25m² in 2026. By the First Home Index, only 3.9% of the market is available to first-time buyers, and 50% of Oslo's households are single. OBOS estimates this forgotten segment at around 108,000 adults who can afford nothing bigger than about 30 m². OBOS Living Lab is testing six compact apartments from 19.5 m² to 34 m² for one year. The findings so far: residents personalised with colour, materials and items rather than layout, highly specialised storage created friction, and good layout and zoning absorbed most activities.

KEY TAKEAWAYS

- Zoning and layout were the largest driver of liveability, and zoning added comfort and perceived space.
- Highly specialised storage that misses standard specs created friction; only certain storage helped.
- Residents felt no less ownership; they personalised with colour, materials and items, not layout.
- Common spaces mattered mainly for couples and hosting, as the apartments absorbed more than expected.
- The five ingredients: zoning, symbiotic furnishing, one room per schedule, offloading to common spaces, and layout over size.

108,000

adults in Oslo who can afford nothing bigger than about 30 m² (OBOS estimate)

Future Needs. Smarter Homes.

● **Future of Work & Life** | OBOS Showroom · 1st floor | 12:40–13:00 | 

Part of Compact Living: Less space, more life



Håkon Ulven
Blink Intelligence



Susanne Sekkesæter
CEO, Mase Home



Simen Aarseth
Project Director, Pio



Lars Eirik Ulseth
CEO, Coera



Christine Djupedal
Co-Founder, Blink Intelligence

Robotic storage and moving furniture let small homes do more

Two of the four OBOS Living Lab partners shared slides. Simen Aarseth, Project Director at Pio, argued that storage has barely changed in thousands of years: cages take expensive floor space, are poorly secured and give every flat the same size. For a building with 100 apartments, he showed traditional cages needing 650 m² against 220 m² with AutoStore, where robots bring a resident's bins to a drawer on request. The Living Lab pilot holds around 150 bins for 8 units. Susanne Sekkesæter, CEO of Mase Home, argued that we must live smaller and presented adaptive interior robotics: beds and storage that move into the ceiling or against the wall when not needed. She cited +20% space efficiency without adding a square metre, and apartments with MASE at Bonum that sold 3X faster at a 15% higher price.

KEY TAKEAWAYS

- Pio's model fits storage for 100 apartments in 220 m² instead of 650 m² of cage storage.
- Bins scale per household, so residents could pay for the bins they use rather than an assigned cage.
- The same system can handle parcel pick-up, equipment sharing between neighbours and handovers for C2C sales.
- MASE moves furniture out of the way when unused, which it says gives +20% space efficiency.
- Sekkesæter urged asking how much more life fits into every square metre, not how much smaller to build.

66%

storage space saved with
AutoStore versus cages, at
3 m ceiling height

Når fellesskap blir beredskap

● **Future of Work & Life** | OBOS Showroom · 1st floor | 14:00–14:20 | 

Part of Hva skjer når normalen slutter å være normal?



Atdhe Illyrian Belegu

Architect, Sweco

Lived places versus managed places in urban development

Atdhe Illyrian Belegu of Sweco asked whether people are an afterthought or the starting point in urban development. His slides were mostly pictures. He named five qualities: trust, diversity, opportunities for learning, capacity for self-organisation, and purpose and meaning. Examples included the Old Man Squad at Fukushima, led by Yasuteru Yamada (72), the Navajo code talkers on Bougainville around 1943, and Sweco's UNG Bylab in Drammen. One drawing, titled from shared space to space efficiency, set a building's shared rooms against the same floor counted in square metres. Another contrasted a co-manager of a lived place, with room to act, and a user of a managed place, with rules. Photos of pigeon feeding in Sarajevo in 1996 and 2025 met a no-feeding sign in Drammen. He closed on the soul of a place and invited reflections.

KEY TAKEAWAYS

- Five qualities framed the talk: trust, diversity, learning opportunities, capacity for self-organisation, and purpose and meaning.
- Shared rooms such as the laundry, bike store and stairwell were drawn as places where neighbours meet.
- A lived place makes people co-managers with room to act; a managed place makes them users bound by rules.
- The deck set pigeon feeding in Sarajevo against a no-feeding sign on Bragernes Torg in Drammen.

Det vi overser i dag, betaler vi for i morgen

● Future of Work & Life | OBOS Showroom · 1st floor | 14:30–14:35 | 

Part of Hva skjer når normalen slutter å være normal?



Gustav Haaland

Co-Founder & CEO - Telescope, OBOS Ventures

Site risk insight is cheapest before a project is locked

Gustav Haaland of Telescope argued that the industry still plans for the weather of the past. His slides cited Finans Norge: 47% of insurance payouts for weather and natural damage to buildings over the last ten years concern water, typically surface water. Estimates from Menon Economics and NGI put the expected annual cost of such damage in Norway at 3.5× today's level by 2100. A hedonic price model of about 200 000 home sales from 2019 to 2024 found a –5.6% price drop at maximum surface water risk, with the largest effects in Fredrikstad (–7.8%) and Stavanger (–7.2%). Telescope's tool, shown with surface water data from 7Analytics, scores climate and nature risk per property. His point was that changing course costs least at the zoning stage, before a project is locked.

KEY TAKEAWAYS

- 47% of weather and natural damage payouts on buildings concern water entering from outside or blocked drains.
- Flat, low-lying cities at river mouths and coastal plains are most exposed to the surface water price effect.
- The price effect is strongest for older buildings and grows for a full year after events like Hans (2023).
- Nature considerations can stop projects long after land purchase: a Gjettem plan shrank from 120 homes to probably zero.
- Data alone makes no home robust; the decisions taken on the data do.

47%

share of weather and natural damage payouts on buildings that concern water

Når boligen møter virkeligheten

● **Future of Work & Life** | OBOS Showroom · 1st floor | 14:35–14:45 | 

Part of Hva skjer når normalen slutter å være normal?



Mons Alexander Langaard
Prosjektleder, OBOS Living Lab

Build robust homes around real people, not perfect assumptions

Mons Alexander Langaard (OBOS Living Lab) presented Oslovinduet, an R&D project testing sun shading and window combinations in occupied apartments. Nordic homes are built to keep heat in, and large windows act as solar collectors, while summers in Eastern Norway are 0.6 °C warmer in the 1991–2020 normal than in 1961–1990. Over one year in nine west-facing apartments, living rooms measured 5× more hours above 26 °C than outdoors: a well-insulated greenhouse. Interviews showed residents trading light, air, view, privacy and control against each other, which led to four paradoxes. Those who air the most are not the coolest, and night airing gave only about 0.75 °C. Daylight is counted in the calculations but then shaded away. Shading comes down after the room is already hot, and automation that denies the spring sun gets switched off.

KEY TAKEAWAYS

- Design for variation: climate, daily rhythm, room use and preferences change.
- Optimise the whole: light, heat, air, view and privacy must be assessed together.
- Preserve autonomy: automate the repetitive, but give residents an override they understand.
- Test theory and models against observed behaviour and needs before choosing a solution.

5×

more hours above 26 °C in
the living room than
outdoors

Hva bør vi fikse først?

● **Future of Work & Life** | OBOS Showroom · 1st floor | 15:10–15:20 | 

Part of Fra etterslep til innsikt og verdi



Jarle Naustvik
Leder Mitt Bygg, OBOS



Anders Holm Jørgensen
Founder & CEO - Proprty.ai, OBOS Ventures

Condition data and AI can help housing boards plan maintenance by need

Anders Holm Jørgensen (Proprty.ai) and Jarle Naustvik (OBOS Mitt Bygg) argued that buildings are maintained by the calendar rather than by need. Jørgensen's slides put the value of the EU building stock at EUR 38 trillion, mostly still managed in spreadsheets and binders, with 17% estimated to be in poor condition. Deferred work costs 4x and acute work 5–6x as much as timely work, and Norwegian sales data showed a 9.2% maintenance discount on sale prices. Naustvik estimated the backlog in Norwegian housing cooperatives and condominiums at +150 MRD. Across 1 593 housing companies, the maintenance index fell to 82 by 2025 (2015 = 100) while common costs rose to 115. In OBOS Mitt Bygg, a Proprty.ai model estimates the condition and remaining life of each building part, and the board's own photos confirm or adjust it.

KEY TAKEAWAYS

- Maintenance follows the calendar, so the work rarely hits the moment the building actually needs it.
- Waiting costs: deferred maintenance is 4x and acute repair 5–6x the cost of timely work.
- Of 310 OBOS housing companies scored, 46 were in serious condition and 220 in reduced condition.
- According to the notes, a maintenance plan and an energy survey together went with 4x as many projects.
- Advice to board chairs: get an overview, plan maintenance as an investment, and make a financing plan.

**NOK 150
bn+**

estimated maintenance
backlog in Norwegian
housing cooperatives and
condominiums (NOK)

BAEs digitale helsesjekk

● Future of Work & Life | OBOS Showroom · 1st floor | 15:45–15:55 | 

Part of Realitetssjekken



Henning Dalsegg
Partner, BDO



Sindre Lutdal Nyeng
BDO

A decade of innovation lifted construction productivity by only 5.2 percent

Henning Dalsegg, Partner at BDO, and Sindre Lutdal Nyeng of BDO gave building and construction a health check, based on BDO's 2026 industry analysis of 4 545 companies and a Norstat survey. Turnover grew 4.0% in 2025, but so did building costs, leaving real growth near zero for the third year running. Since 2021, capital employed rose 44% against 30% for turnover, and return on that capital fell from 17.5 to 11.4%. Ten years of innovation measures have given 5.2% higher productivity. The brighter sign was AI: the share that has invested rose from 16% in 2025 to 41% in 2026, and 2 in 3 of them see gains. Yet 59% have not invested, and while 58% have staff using AI on their own, only 19% have guidelines.

KEY TAKEAWAYS

- Average margin rose from 3.7 to 3.9%, but the median fell again; one in five ran an operating deficit.
- Companies grow more productive individually, but more of the workforce ends up in the least productive ones.
- AI gains sit in frequent, cumbersome processes such as tenders, contracts and document control.
- Chronic complaints remain: data in silos, pilots that never scale, nobody measuring, and AI kept at head office.
- Their prescription: clean up data before investing, set KPIs per process and give everyone access within clear rules.

+5.2%

higher productivity in 2023 to 2025 than in 2015 to 2017, after ten years of innovation measures

JLL: How Physical AI Will Walk, Talk and Operate The Building

● Behind The Build | Show and Share · 1st floor | 10:15–10:45 | 



Michael Ewert
Global Head of JLLT Advisory, JLL



Juan Pablo Negus
Managing Director & Industry Lead, JLL

The building, its data and its contracts decide what robots achieve

Michael Ewert and Juan Pablo Negus of JLL argued that robots are ready for a set of narrow building tasks, and that the building, its data and its contracts shape the results. JLL's 2025 survey found 69% of large occupiers report robots deployed, but only 23% report full integration with efficient operations, and occupiers rated robotics lowest of all property technologies for user satisfaction. Mobile robots, drones and building systems account for every mature use case, while humanoids still face gaps in safety, uptime, dexterity and cost. Orchestration, the layer that assigns work across robots, AI agents and people, sits at 1% to 5% adoption. In one audited building, connectivity, lift access and the human-robot plan all scored zero. Where FM contracts price labour hours, a saved hour cuts supplier revenue and the occupier sees no saving.

KEY TAKEAWAYS

- Digital and data is where robots most often stop, and it is the lowest-cost readiness layer to change.
- Where FM contracts price labour hours, a saved hour cuts supplier revenue; outcome pricing shares the saving.
- With 5 to 10 years from inception to operation, today's specifications shape robot readiness in the 2030s.
- The EU Machinery Regulation, covering autonomous mobile machinery, applies from 20 January 2027.
- The starting points JLL identified need no robot and no capital approval.

69%

of large occupiers report robots deployed, against 23% fully integrated

If Insurance: The Cost Of Waiting

● **Behind The Build** | Show and Share · 1st floor | 11:39–11:46 | 

Part of Resilience in Buildings Is Maintained - Or Lost



Line Gjengedal Ruud

Head of Large Complex & International Claim, If Forsikring

Keeping Nordic natural catastrophes insurable as events and losses grow

Line Gjengedal Ruud of If Forsikring opened with the global protection gap: 60% of natural catastrophe losses were not insured between 2011 and 2020. In the Nordics such events are well insured, and If wants to keep it that way. Her slides showed more events, several natural catastrophe triggers and greater consequences. Charts from Norsk Naturskadepool tracked the number of natural loss events and the compensation paid in Norway since 1980, with compensation peaking in 2023. That year was presented as an extreme year, from an overturned crane to the storms Hans, Babet, Pia and Gerrit, under the figure 4.2 BNOK. She called for risk assessments for society, business and private persons that identify where preventive measures deliver the greatest overall impact, and listed If's practical solutions for a changing climate.

KEY TAKEAWAYS

- Globally, 60% of natural catastrophe losses were not insured between 2011 and 2020.
- Natural catastrophes are well insured in the Nordics, and If wants to keep it that way.
- Risk assessments should identify where preventive measures deliver the greatest overall impact.
- That gives increased investment capacity, a stronger basis for decision-making and more effective allocation of investments.
- If's initiatives include an ICEYE flood-awareness pilot, research with Cicero and IVL, and house inspections with loss-prevention advice.

60%

of natural catastrophe losses worldwide were not insured, 2011 to 2020

Fire Protection Academy: Safe on Paper, Vulnerable in Practice

● **Behind The Build** | Show and Share · 1st floor | 11:46–11:53 | 

Part of Resilience in Buildings Is Maintained – Or Lost



Anders Sandmæl

CEO, Fire Protection Academy AS

Fire safety has to be maintained, trained and practised, not just documented

Anders Sandmæl of Fire Protection Academy AS defined fire safety as preventing fires, limiting their consequences and protecting people, the environment and property. It is ensured through technical systems, passive fire protection and documentation, but these have to be kept up through action: inspections, maintenance, procedures and risk assessments. His third step was to train, practise and build competence in documentation, system operation, fire response, maintenance, and identifying and correcting faults. The slides then showed Kompetansesenter BRANN, with a floor plan of a 95.7 m² room laid out with numbered stations and a photo of a training room fitted with sprinkler pipework. The deck closed with a notice for a one-day fire safety event at Construction City on 29 October 2026, covering battery storage, data centres and solar panels.

KEY TAKEAWAYS

- Fire safety is ensured through technical systems, passive fire protection and documentation.
- Keeping a building safe takes ongoing inspections, maintenance, procedures and risk assessments.
- People need training in system operation, fire response, maintenance, and identifying and correcting faults.

A Shared Framework for Smarter Buildings

● **Behind The Build** | Show and Share · 1st floor | 12:05–12:15 | 

Part of REDI: The Digital Manifesto



Lasse Henrichsen
CTO, Veni

Plan a building's digital foundation as carefully as its physical one

Lasse Henrichsen, CTO of Veni, presented a framework for digital infrastructure developed as part of the REDI process, arguing that a building's digital foundation is strategic infrastructure. The framework has six layers that must be designed and governed as one: physical, logical, integration, data, services and security. He focused on the first two. For the physical layer, his tips were to install plenty of fiber, question whether each desk needs two ethernet ports, plan for flexibility because tenants will not stay forever, and reuse designs across assets. For the logical layer, he recommended just one technical network for the building, left to IT experts, with each vendor's system on its own logical network and an RI-IT in every project. The ambition: a digital foundation that is owner-controlled, secure by design and open enough to evolve.

KEY TAKEAWAYS

- Six layers, from physical cabling to security, must be designed and governed as one.
- Installing more cable pairs during construction costs little, while adding them later costs time and money.
- Install just one technical network for the building, owned by the owner and run with IT experts.
- Give each vendor system its own logical network and separate remote access vendor by vendor.
- Use an RI-IT in all projects so technical equipment is configured and tested along the way.

Indoor Connectivity: Can You Hear Me Now?

● **Behind The Build** | Show and Share · 1st floor | 12:15–12:35 | 

Part of REDI: The Digital Manifesto



Christoffer Lundgreen
Norway CEO, Proptivity



Erik Monsen
Product Manager, Life@Work



Peter Eriksson
Strategic Product Manager, Ericsson



Geir Leirvik
Solutions Architect, Hewlett Packard Enterprise

Indoor mobile coverage must be required early, like water and electricity

Christoffer Lundgreen (Proptivity) and Peter Eriksson (Ericsson) argued that the better we build, the harder it gets for mobile signals. Insulating materials and metal-coated windows block radio signals, and higher 5G frequencies are more easily blocked. Their slides cited the Ericsson Mobility Report, which expects mobile data traffic to increase 4x from 2026 to 2030. They urged owners to set coverage requirements early, assign responsibility across real estate, telecom, electrical and IT teams, and verify performance. Four levers set indoor performance: spectrum, MIMO layers, sectorization and signal quality (SINR), so the architecture sets the capacity potential. At Haakon VII's gate 2 in Oslo, a world-first deployment of a new Ericsson feature let Telia become the first operator to connect digitally through a neutral host to a shared Radio Dot System.

KEY TAKEAWAYS

- Energy-saving materials such as insulation and metal-coated windows can block mobile signals indoors.
- Set requirements early, align real estate, telecom, electrical and IT teams, and specify testing.
- Spectrum, MIMO layers, sectorization and signal quality together set what an indoor network can deliver.
- With a neutral host, several operators connect digitally to one shared indoor Radio Dot System.
- Each new wave, from smart buildings to AI and XR, adds data, devices and uplink demand.

4x

expected growth in mobile data traffic from 2026 to 2030 (Ericsson Mobility Report)

Cybersecurity: Who's in control when the building becomes connected?

● **Behind The Build** | Show and Share · 1st floor | 12:35–12:45 | 

Part of REDI: The Digital Manifesto



Øystein Balstad
Defendable

Building owners must know what was agreed, delivered and tested

Øystein Balstad of Defendable argued that a smarter building is not a goal in itself. Using ventilation as the example, he said a building must first sustain three qualities: safe and comfortable use, stable day-to-day operations, and flexibility when services, needs and vendors change. Only then should owners discuss access control, segmentation, logging or monitoring. Connecting ventilation to an external analysis service creates value but also a dependency, so the direction, purpose and influence of each data flow must be deliberate decisions. When HVAC behaves abnormally, the owner needs to know what was changed, who had access and what evidence is available, often across several systems and vendors. A requirement is not verified until tested, through document review, technical verification, physical security tests and audits, and the checks continue after handover.

KEY TAKEAWAYS

- Define what the building must sustain before drawing connections or choosing security measures.
- A service bought for analysis does not automatically need the ability to influence building control.
- If vendor access uses a shared account, the owner may see that somebody connected, but not who.
- At handover, owners should see access control, event visibility and intact system boundaries demonstrated.
- Owners need not understand all the technology, but must know what was agreed, delivered and tested.

Aleksander Bjaaland: The Cost of Broken Information Flow

● **Behind The Build** | Show and Share · 1st floor | 14:00–14:10 | 

Part of Where Are The Savings?



Aleksander Bjaaland
Partner, Mindshift

Requirements must flow before information can flow in construction

Aleksander Bjaaland of Mindshift described a paradox in construction, Norway's largest mainland industry: models, tools and data keep improving, yet productivity is still hard to improve. He traced the problem to requirements. Each actor, from client to main contractor, subcontractor and manufacturer, passes on its own requirements alongside those of the authorities. When requirements are unclear, actors interpret them differently, create the same data in several systems, move it by Excel, PDF and email, check it manually and redo work, and ambiguity gets more expensive as it moves downstream. DIBK, DFØ and clients ask for greenhouse gas reporting in different ways, causing duplicate and even triple work. Time registration and related administration alone take 6 million working hours, about NOK 3.7 billion a year. The pieces already exist; what is missing is a collective decision to use them.

KEY TAKEAWAYS

- Ambiguity gets more expensive as it moves downstream, from requirements through design and construction to operations.
- Every clarification of an unclear requirement has a cost in meetings, emails, waiting and checking.
- Misaligned greenhouse gas reporting requirements from DIBK, DFØ and clients lead to duplicate and triple work.
- Standardised data flow and single-entry time registration could save several billion NOK.
- Key actors with decision-making power should agree on best practice once and use it in all projects.

**6
million**

working hours a year on
time registration and related
administration, approx. NOK
3.7 billion

Veidekke: The Construction Tech Leaving The Lab

● **Behind The Build** | Show and Share · 1st floor | 14:10–14:20 | 

Part of Where Are The Savings?



Eirik Kristensen

Head of Digital Business Development, Veidekke

3D-printed concrete cut material use and emissions in full-scale tests

Eirik Kristensen, Head of Digital Business Development at Veidekke, presented a concrete 3D printing project. Its objectives were to build knowledge of concrete 3D printing, develop services around it, test the technology in close collaboration with industry partners, and measure its value for the industry. Hyperion, the technology provider, ran full-scale 1:1 tests of streetlight foundations printed by a robot using conventional Portland cement, with a 75% reduction in material consumption, a 90% reduction in CO2 emissions and a production time of 40 minutes. A printed staircase used more than 30% less material on the first attempt, with 100% elimination of formwork and rebars only for transport. The deck pointed to design, sustainability and industrialisation as next steps, and closed with an AI project assistant that routes questions to agents for tenders, HSE and contracts.

KEY TAKEAWAYS

- Printed streetlight foundations used 75% less material and cut CO2 emissions by 90% in 1:1 tests.
- A foundation printed in a geopolymers mix showed 15 kg CO2, against 400kg for a traditional one.
- The first printed staircase used more than 30% less material and needed no formwork.
- Further optimisation could bring even greater savings, the deck said.
- Veidekke's AI project assistant has tender and HSE agents in operation and a contract agent in test.

90%

Lower CO2 emissions for
3D-printed streetlight
foundations

Braathen Eiendom & Somfy: The Cheapest Energy Is The One The Building Doesn't Need

● Behind The Build | Show and Share · 1st floor | 14:20–14:30 | 

Part of Where Are The Savings?



Morten Tobiassen
Channel Manager Projects, Somfy



Jørgen Fremstad
Project Director, Braathen Eiendom

DEG8 halved its energy use without replacing its existing facades

Morten Tobiassen, Channel Manager Projects at Somfy, argued that dynamic solar shading should be an active part of a building's energy system, not a product on its own. Motorised shading driven by sensors, schedules and controls stops solar heat outside the building envelope, which reduces cooling needs and operating costs while preserving daylight and reducing glare. Jørgen Fremstad, Project Director at Braathen Eiendom, showed the revitalisation of Dronning Eufemias gate 8. The building had high energy use, high peak power demand and indoor climate problems along the facades. Demolition was ruled out, and internal solar shading (Multifilm with Somfy controls) was proposed. The target was to halve energy use to under 150 kWh/m² a year, from about 330 in 2018. The slides mark that goal, lower peak power and a good indoor climate with the existing facades as achieved.

KEY TAKEAWAYS

- Somfy's principle: the most sustainable kilowatt-hour is the one that never needs to be cooled.
- Shading delivers most when integrated with lighting, cooling, ventilation and the building management system.
- At DEG8, sensors compared cell offices with and without an internal screen; the unscreened office ran warmer.
- Fremstad urged celebrating modest gains too, such as moving a building from an F to a D.
- He also asked the industry to share what did not work, not only the success stories.

**<150
kWh/m²**

DEG8's annual energy target, against about 330 in 2018; marked as achieved

Curotech: A Handover That Actually Works for Building Operations

● **Behind The Build** | Show and Share · 1st floor | 14:30–14:40 | 

Part of Where Are The Savings?



Bård Einar Torjesen
Daglig Leder | CEO, CuroTech

Collect and verify operations data during construction, not at handover

Bård Einar Torjesen presented CuroTech, a Norwegian company founded in 1998 that serves more than 4,300 buildings and 32,000 users and has completed more than 2,000 project handovers. He described the usual problem: a building is handed over, day-to-day operations run for years, and when something happens the problems start, because the documentation cannot be used. CuroTech's approach puts an FDV coordinator on the project from the kick-off meeting with the contractor, reviews the documentation method and spec with subcontractors, and collects and checks data at milestones up to a final handover that includes deviations. An example project dashboard showed approved documentation per discipline, with a chat to the coordinator, since people still respond better to people. The handover delivers extracted operations manuals ready for use on all platforms: ready to operate, not a library.

KEY TAKEAWAYS

- Documentation that only arrives at handover often fails when something goes wrong years later.
- An FDV coordinator follows the project from contractor kick-off to final handover, including deviations.
- Milestone-based data collection and quality assurance show progress on approved documentation per discipline.
- Handover should deliver extracted operations manuals that are ready to operate, not a library of files.
- CuroTech plans to launch PureDoc, a new portal for the process and workflow, in 2027.

>2,000

project handovers
completed

Faber Bygg & Wenn Property: From Site Inspection to Ready-to-Use Work Data

● **Behind The Build** | Show and Share · 1st floor | 14:50–15:00 | 

Part of AI Leaves The Office - And Enters The Building Site



Benedicte Nørgaard Thu
CEO, Wenn Property



Christer Berentsen
Project Manager, Faber Bygg

Phone scans let Faber quote renovation jobs in under one day

Benedicte Nørgaard Thu, CEO of Wenn Property, and Christer Berentsen, Project Manager at Faber Bygg, showed how inspection data can be captured once on site and turned into work data. Wenn Property's slide set out three parts aimed at cutting planning time in half: an app for LiDAR scanning with iPhone and iPad plus photos and notes per room, a web view with quantities from the 3D model and automatic work descriptions, and sharing of reports, quantities or IFC models for cost estimation. Berentsen described how information moved from carpenter to foreman to project manager, and leaked on the way. On a renovation job he scanned a bathroom with a phone, with no tape measure, and the app wrote up his voice notes. From walkthrough to quote went from 2–3 days to under one working day.

KEY TAKEAWAYS

- Information leaked each time it moved from carpenter to foreman to project manager, Berentsen argued.
- A phone scan gave floor, wall, baseboard and trim quantities without a tape measure.
- Quotes now take under one working day on renovation jobs up to NOK 2 million including VAT.
- The tool does not see behind walls, place orders or sign quotes; he still checks the numbers.
- His closing advice was to capture information once, where the work happens.

< 1 day

From walkthrough to quote,
down from 2–3 days

Birdsview x Asplan Viak: What's Inside the Concrete?

● Behind The Build | Show and Share · 1st floor | 15:06–15:12 | 

Part of AI Leaves The Office - And Enters The Building Site



Åsne Ådland-Dale

Head of Business Development, Birdsview

Scanning inside concrete let a stalled school renovation move forward

Åsne Ådland-Dale of Birdsview argued that work on older concrete structures starts blind. Her slides said 64M buildings and 20M bridges need retrofitting and maintenance globally, and that concrete retrofits can run 3x over budget, largely due to poor upfront inspection. She named four causes: subjective visual inspections, slow testing tools, destructive core drilling and missing drawings.

Birdsview's answer combines GPR radar, lidar and camera in one scan, then uses AI analysis to detect rebar, diameter and cover with millimetre accuracy and build a 3D model of the structure inside and out. In the case study, a school renovation at Krøderen had stalled because the original drawings were missing. Birdsview and Asplan Viak scanned the critical points, and together with visual observations and the original calculations this let the project move forward without further destructive investigation.

KEY TAKEAWAYS

- Concrete retrofits can run 3x over budget, largely because of poor upfront inspection.
- Visual inspections reveal nothing about rebar, and core drilling damages structures and gives only point data.
- One pass combines GPR radar, lidar and camera; AI detects rebar, diameter and cover automatically.
- Results come as a 3D model on any device, exportable to PDF, CSV or BIM, the same day.
- The Krøderen case started a broader innovation partnership between Birdsview and Asplan Viak.

3x

how far concrete retrofits
can run over budget

Beyond The Pilot: Human-Centric Autonomous Buildings Are Already Here

● **Behind The Build** | Show and Share · 1st floor | 15:25–15:45 | 

Part of Where is The Second Mover?



Daniel Sam Khabbazian
Nordic Software Sales lead
– Smart Infrastructure
Buildings, Siemens



Frida Ahlberg
Nordic Digital Enterprise
Sales Professional,
Siemens



Per Adolfsson
CEO, Algeno

Pilots prove what is possible; scaling needs platforms and collaboration

Daniel Sam Khabbazian and Frida Ahlberg (Siemens) and Per Adolfsson (Algeno) argued that a successful pilot only proves what is possible, and that the value appears when it becomes operational reality. Buildings are moving from traditional to automated, smart and autonomous operation, but adoption lags, held back by complexity, fear of vendor lock-in and analysis paralysis. The deck gave four reasons the industry gets stuck in endless pilots: the pilot as a safe alibi, silos between IT and facilities, love of technology rather than the business problem, and no scalable foundation, so a rollout across 70 properties dies of integration fatigue. Their case was autonomous heating in Bodø municipality, combining forecasts with sensor data from Siemens Building X. The closing message: technology proves what is possible, collaboration makes it scalable and platforms make it repeatable.

KEY TAKEAWAYS

- Choose a scalable foundation: a custom solution for one building rarely survives a rollout across a portfolio.
- Give someone holistic ownership across IT and facilities, or innovation dies in internal politics.
- Start from operational pain points, not buzzwords like AI or digital twins.
- Reactive maintenance costs 3–5× more than planned maintenance, according to the deck.
- Up to 50% of digital investment goes into rebuilding data lost after handover.

3–5×

cost of reactive
maintenance compared
with planned maintenance

From Vertikal to SVAL

● **Behind The Build** | Show and Share · 1st floor | 15:45–15:55 | 

Part of Where is The Second Mover?



Øystein Thorup
CEO, Avantor



Niels Lassen
Skanska

Vertikal Nydalen's natural ventilation lessons now shrink technical systems through SVAL

Øystein Thorup, CEO of Avantor, reported on three years of running Vertikal Nydalen, an office building with no ducts and no traditional ventilation system. Motorised facade hatches open on CO₂, temperature and wind, LowEx heating and cooling draws on 300 m deep wells, and exposed concrete stores heat. Permission took two exemptions, from the building code and the Working Environment Act. In 2025 the office floors had a net surplus of –15 345 kWh, the heat pumps reached a SCOP of 5.04, and users rated the indoor climate 4.05 / 5. Thorup said Avantor paid for the learning and the risk is far lower today. Niels Lassen of Skanska presented SVAL, built on those lessons: over 1000 kr/m² lower investment in technical systems, over 40% less energy use and over 50% lower material emissions from technical systems.

KEY TAKEAWAYS

- Vertikal Nydalen beat its Triple Zero goal, with a net energy surplus on the office floors in 2025.
- Around 4 percent of users were dissatisfied with air quality and 10 percent with temperature, below a reference office.
- Thorup's lessons: architecture and shape were expensive, not the system, and tenants buy rent, not a green label.
- Lassen showed technical trades' costs in office buildings rising faster than building costs since 2010.
- The SVAL approach cut VAV and room controls by about 90%, with no deviations from regulations or standards.

**–15,345
kWh**

net energy surplus on
Vertikal Nydalen's office
floors in 2025