

SENSORFACT

Management presentation

2023

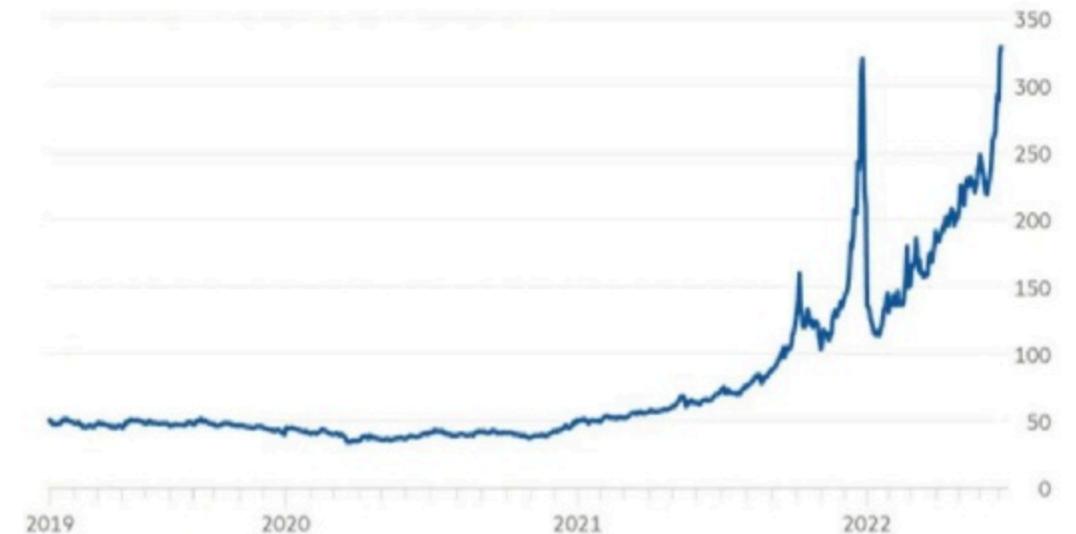
Industrial SMEs need and want to save energy ...

EU TARGETS AND REGULATION



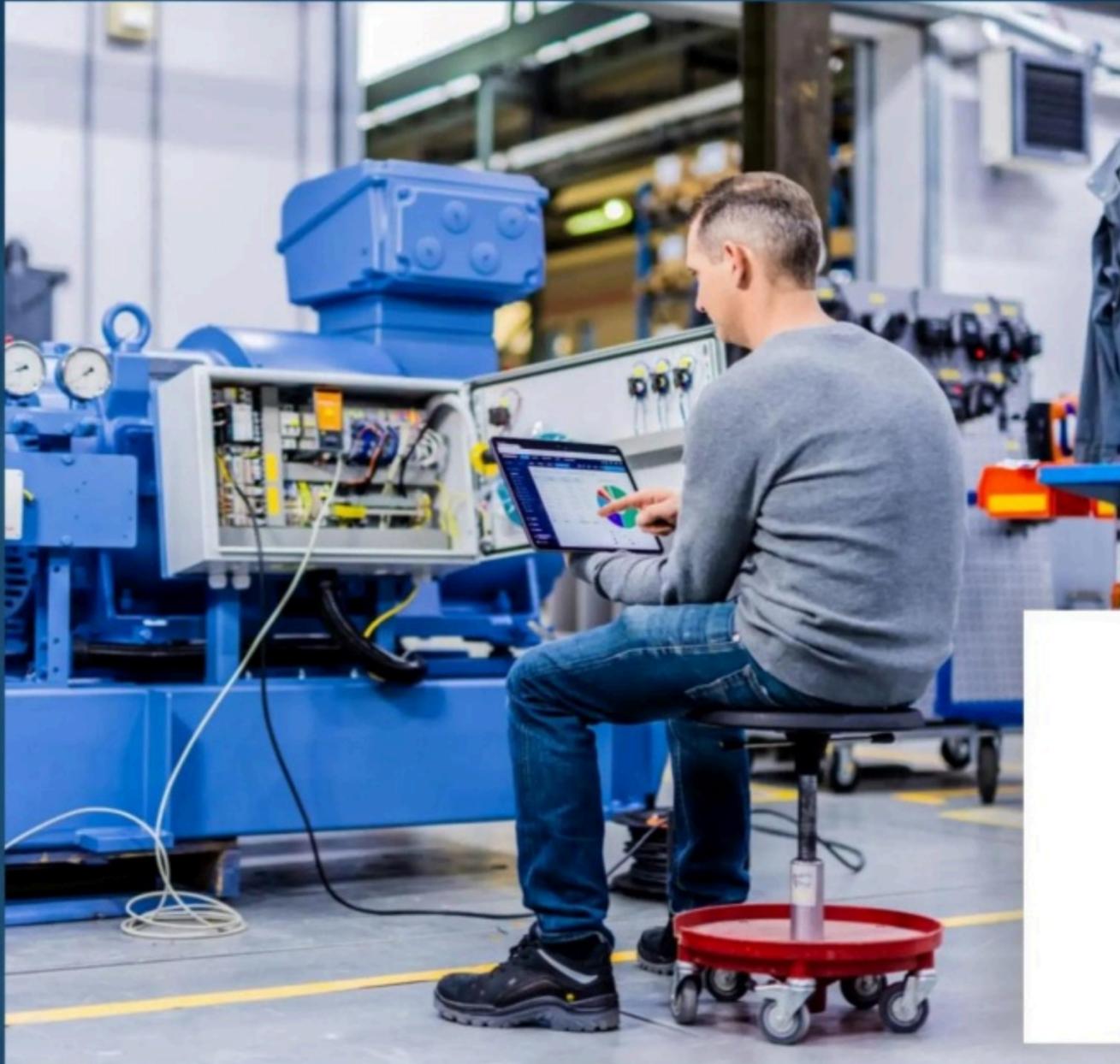
EU reduction target 2030,
relative to a 'business as usual' scenario

ELECTRICITY PRICES 2019-2022



Baseload electricity 1 year ahead
in Germany (€ per MWh)

... but they have no clue where to start.



THE PAIN OF PLANT MANAGERS



NO DATA



NO ANALYTICS



NO ACTION

Sensorfact makes saving energy in the industry easy

DATA



Plug & play hardware + dashboard

Measure usage data
on a machine level + access
through our cloud platform



ANALYTICS



Data driven savings advice

Identify and quantify
savings with algorithms +
savings database



ACTION

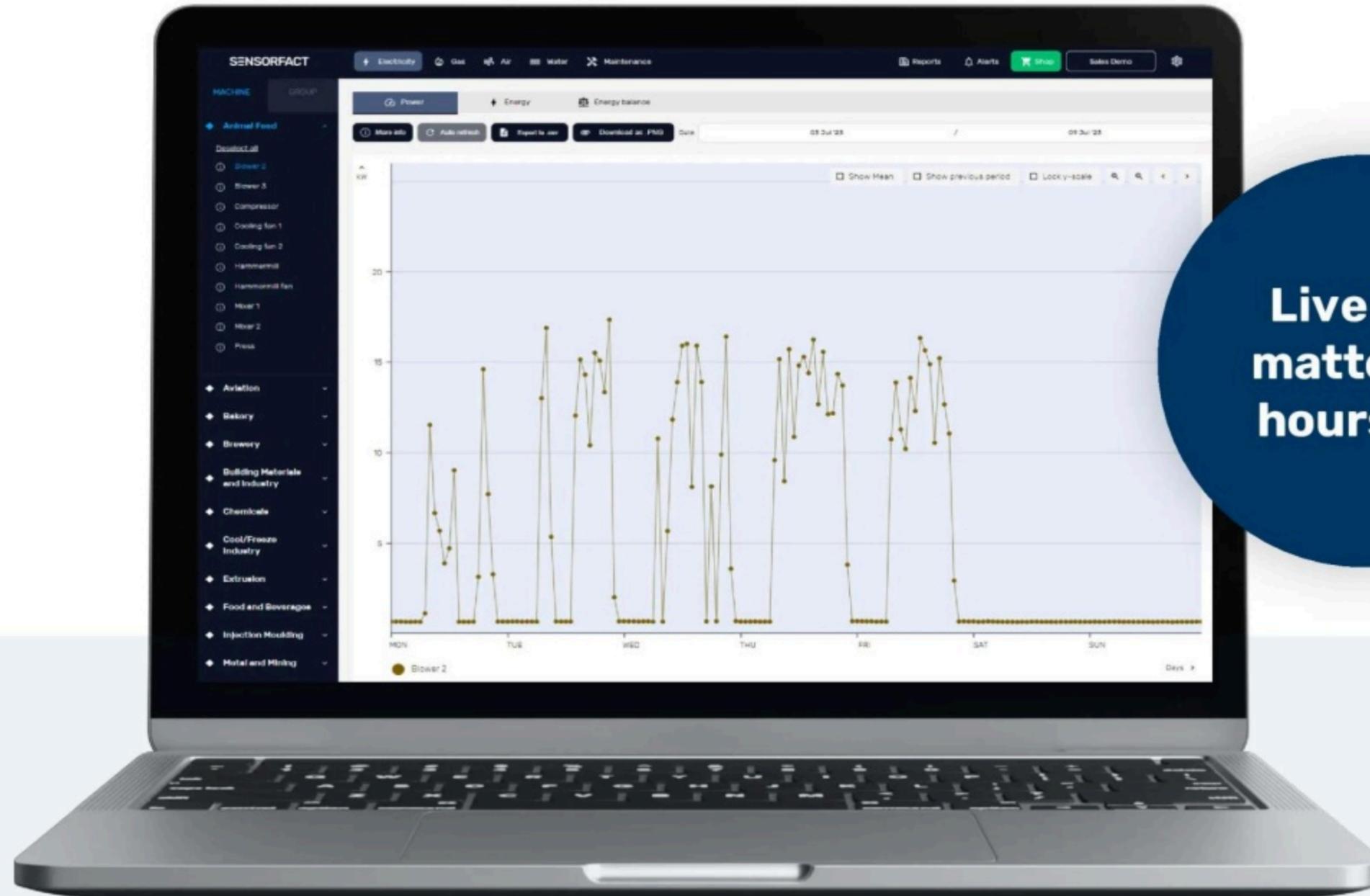


Recurring feedback on performance

Customized automated
tracking reports + smart
alerts



Intuitive dashboard



Live in a matter of hours 🚀

Automated custom savings advice

Based on unique combination of Industry Knowledge and Data Science

INDUSTRY KNOWLEDGE

Savings database (60+)

Compressed air systems

- a. Compressed air leakages
- b. Pressure reduction
- c. ...
- d. ...
- e. ...
- f. ...

Energy Waste

- a. ...
- b. ...
- c. ...

Plastic savings

- a. ...
- b. ...
- c. ...
- d. ...

Steam systems

- a. ...
- b. ...

Heating and Cooling systems

- a. ...
- b. ...
- c. ...
- d. ...

DATA SCIENCE

Analytics engine for pattern recognition



Example: our algorithms detect compressed air leakages based on compressor energy usage patterns

The SME needs are our USPs

EASY TO INSTALL



- **Non-invasive**
No downtime
- **Wireless**
No cables
- **No battery**
No after care

AFFORDABLE



- **No CAPEX**
No investment plan needed
- **Within budget plant manager**
Easy to sign off

FULL SERVICE



- **Hardware**
Unlock data
- **Software**
Provide insights
- **Advice**
Analytics & recurring feedback

Currently operating from 4 European offices



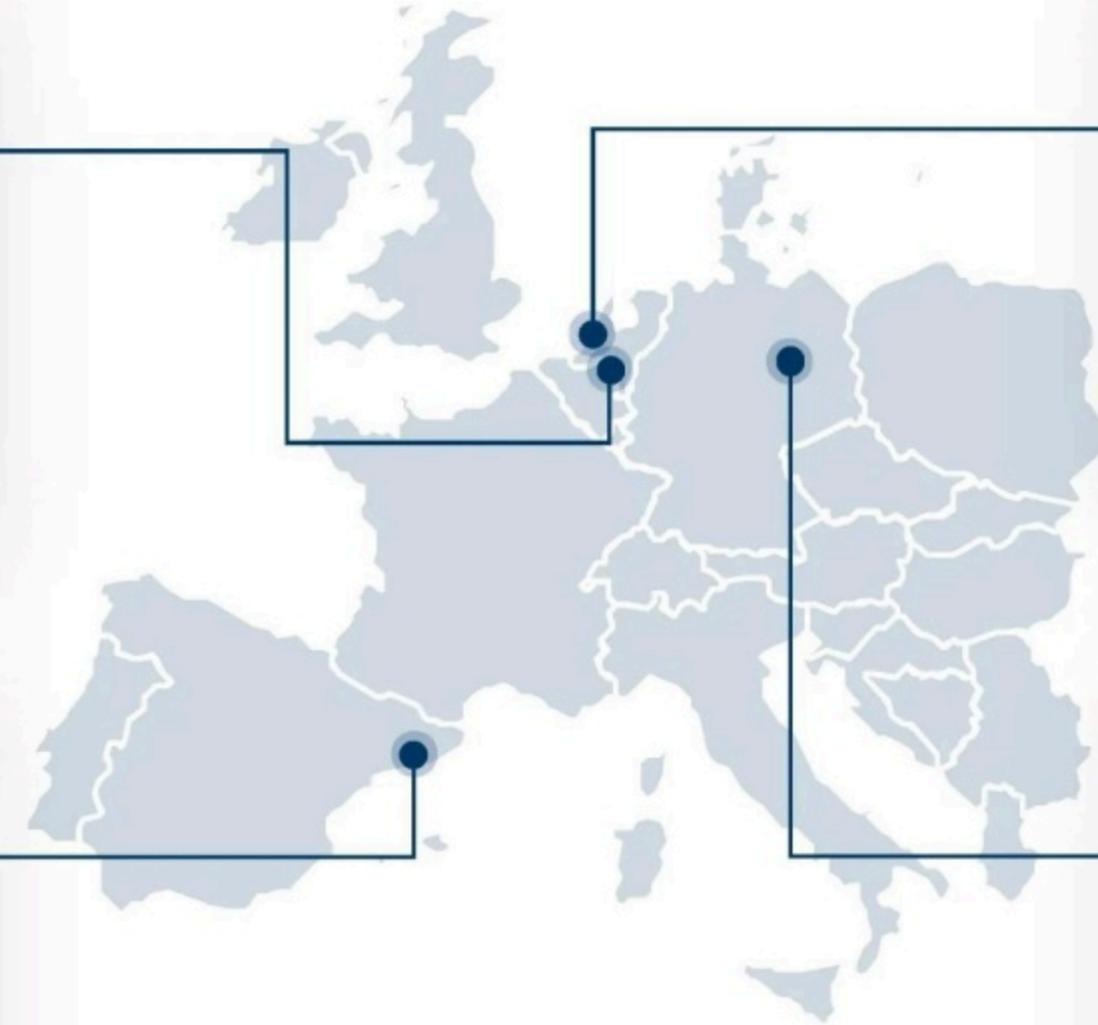
Utrecht

- Since Dec 2019
- Product dev, EC, CS, staff



Barcelona

- Since Sept 2022
- Sales



Amsterdam

- Since Sept 2022
- Sales



Berlin

- Since Jan 2022
- Sales

Experienced management team is in place

MANAGEMENT TEAM



Pieter – CEO, Founder
Founded 3 smart energy start-ups successfully (2 active, 1 exit)



Hans – CFO/COO

- 10+ years in Strategy & VC
- Joined Sensorfact in 2019

SELECTED DEPARTMENT HEADS

SALES



Jamie Persijn
Head of Sales



Senan King
Head of Sales

Dual role, 10+ years in leading sales teams

TECH



Paco Trujillo
Head of Platform



Dennis Ramondt
Head of Data Science

GROWTH



Karel Nanninga
Head of Growth

- 8 years in Strategy and VC
- Leads Growth initiatives and R&D

Vision, mission & ambition

VISION

Reduce the human
environmental
footprint...

MISSION

... by eliminating
all waste in the
industry...

AMBITION

... by becoming the
leading smart IoT
platform for industrial
SMEs globally



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