



Your Energy Optimisation Partner

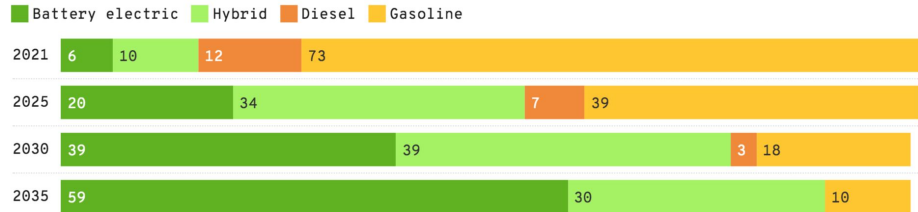




Climate Crisis Meets Opportunity

Global EV sale forecast

Battery-powered EVs could make up the majority of new cars sold around the world by 2035



Note: Less than 1% of vehicles sold are projected to be fuel cell electric.

Source: BCG • Created with [Datawrapper](#)

protocol

Qrious Solution



TEAM



GIULIANA

Senior Researcher | Program Head @ CRS4
R&D for HPC Applications, PDE & Modeling
Inversion



VINEET

Research Fellow (PhD) Norway | Mathematical
Modelling, Multiphysics Simulation, Optimization,
ML, Programming



VAISHNAVI

QuantumGrad Content Creator
Technical Sales & Marketing



GERGŐ

Technology & Economics Student
Quantum Communication, Programming



NITIN

Embedded System Designer &
Engineer from India



ALEX

Business & Financial Impact
Investor Relations

Target Clients, Competitors, Barriers

TAM -

Public & private entities (with energy usage from basic building utilities to larger industrial factories) with parking spaces

SAM -

TAM with enough interest & disposable income to invest

SOM -

(key examples)

- Supermarkets
- Motorbike based delivery services e.g. Grab (Asia-based), Uber

Competitors

DIRECT

No Energy service
quantum companies
of size or scale close
to projection

0%

INDIRECT

Classical
Optimisation

Non EV Vehicles

Barriers to Market Entry



Governmental Support

EV Company Growth

Increased stations that comes with this incentive

Client & Customer Interfaces

Quantum Community Impact

Qrious App

EV Customers

1. Easy tracking
2. CRM potential & upsell for Supermarkets

Q Community

Open sourced code for public contribution (& central discussion that's directly connected to target consumers) reviewed monthly for potential application

Increase awareness of Q impact potential on Climate Change



Supermarket Companies

Data visualisation, translation, manipulation ease-of-use for supermarket teams (tech/non-tech backgrounds)



Customer Persona

Linda : 29 yo

Plays volleyball, favorite food is fish & chips, use phone often
Working 9-5, doesn't track or routinely grocery shops, only
when need, not into cooking
Climate conscious, appreciate convenience with less time

Attract More/New Customers

CRM

Up/Cross-sell



Plus app to track purchase and
contribution to reducing CO2
emissions, charging easy pay

EV Station

Potentials For Supermarkets

Detailed Financial Breakdown

Budget Loss Statement Per Year

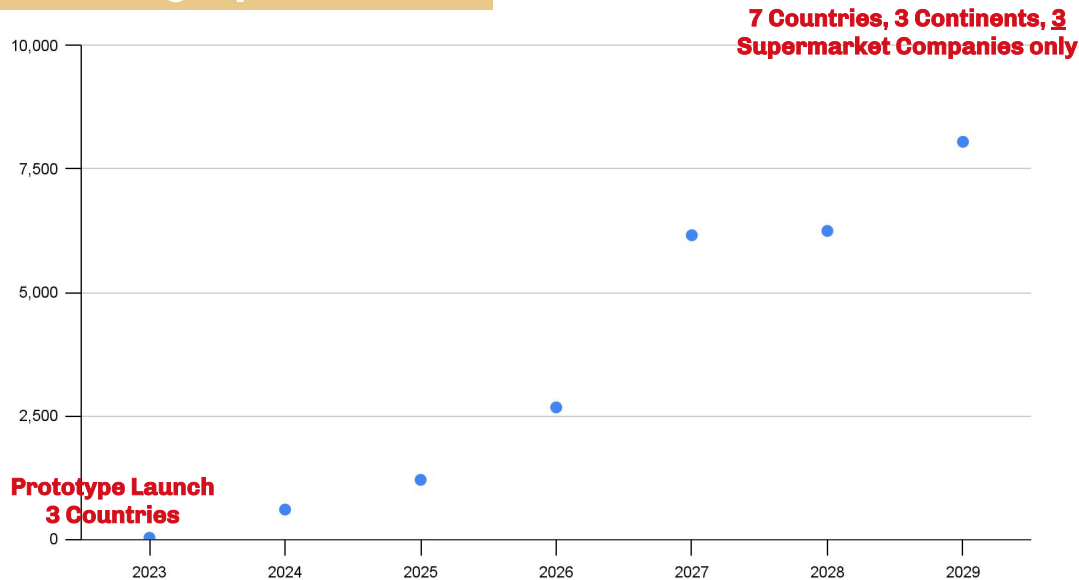
				Unit: USD
NPV				
Revenues (conservative to include minimal sources only)				
Charging Fee		525,907		
Energy Mgmt Consulting Fee (per year)			425,000	
Total Revenue (602 Locations)				950,907
Costs				
	IBM	DWave	Amazon Braket	
Monthly				2,000
Yearly				
Training / employee	1,100			
Training (time(hr/y))	42			
Training Total (ave 10 ppl)				11,000
Maintenance Cost EV stations			160,000	
New EV Station Imp (/y)			600,000	
Total Costs				173,000
Total Costs (602 Supers) (w new station imp)				773,000
Investor Shares (/y)			237,727	
Net Profit without implementing new charging stations				777,907
Net Profit with implementing new charging stations				177,907
Period Costs (Budgeted <80%)				138,400
Operating Income (Resulting >20%)				812,507

/total charging	112	cars / day	- 1500 m2 parking area - 30 min full charge time
	3360	m (30 d) total	
	0.26	USD/kWh/car	
	0.26	stations	- assume 50% of parking area
Lidl	400		
Aldi Sud	100	233.3333333	
Kaufland	200		
total chargers	400		

Large supermarkets like Aldi or Lidl may likely already be using the services of Amazon cloud, and may enjoy discounts/better rates with quantum subscription as well

SCALING PROJECTION

Geographical



- **7 Total Markets** : Germany, Switzerland, UK, USA, Sweden, Denmark, China - based on brand presence and EV market potential
- 2023 Iterative Prototype Launch in first 1-10 stores, 3 markets accounting market condition variety (Germany, USA, Sweden)
- Yearly scaling of 1 new market, respective % of stores: 5%, 10%, 20%, 20%, 20%, 35%



Beyond Supermarkets

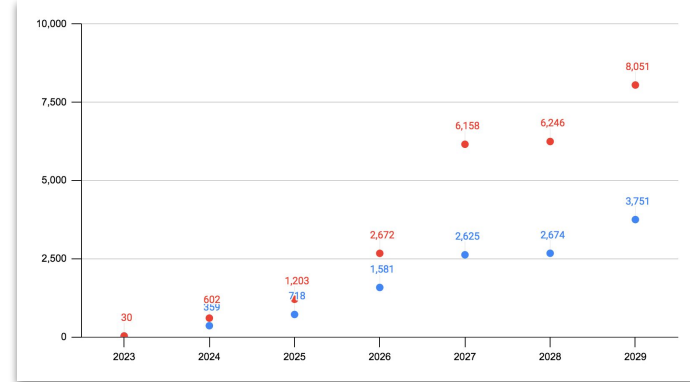


U B E R

Detailed Scaling Breakdown

Lidl/Aldi/Kaufland Stores	2023	2024	2025	2026	2027	2028	2029
% of increase	1%	5%	10%	20%	20%	20%	35%
DE	10	415	830	1,659	1,659	1,659	2,904
CH		17	34	67	67	67	118
Netherland	10	50	100	200	200	200	350
USA	10	120	240	480	480	480	840
				15%	25%	30%	30%
UK				265	442	530	530
					30%	30%	30%
Rest of EU					3,302	3,302	3,302
China					8	8	8
Total	30	602	1,203	2,672	6,158	6,246	8,051

Total	30	359	718	1,581	2,625	2,674	3,751
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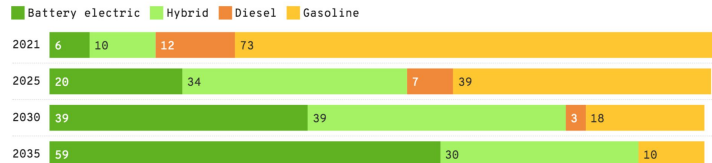
Accumulative Total: **24,961 Lidl/Aldi/Kaufland Stores**

Accumulative Total: **11,738 Aldi Stores**

With a single supermarket chain sample like **Aldi** stores alone still provides potential up to 359 stores by year 2 of 5%, and up to 11,738 total

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Detailed Impact Breakdown

	Total C02 Emis. (Mton)	Non-EV C02 Emis./y (Mton)	Current EV Adoption	Adoption Projection by 2025	Energy Cost
GLOBAL	418,900	220,800,000	14.6%	29%	2,142,400,000
DE	637	163,392,000	26.0%	40-50%	
CH	39	21,735,000	25.0%		
Netherland	156	26,128,000	29.0%		
FR	315	47,221,760	19.8%	40-50%	
EU	1,029	920,000,000	20.0%		
UK	314	349,875	19.0%	40-50%	
USA	4,535	19,449,867,200,000,000	5.0%		
China	11,680	9,462,200	15.0%	39%	

Total Stores	2022							
	DE	CH	Netherland	FR	EU	UK	USA	China
Aldi	4400	227	500	900		967	2100	26
Lidl	3226	157	500	1575	12700	800	300	-
Kaufland	670	-	-	-	1300	-	-	-
SUM	8296	384	1000		14000	1767	2400	26

Why Qrious should be considered for a startup prize

"Qrious's quantum solution tackles the energy optimization issue holistically, using three approaches offering adaptability to more variety applications.

Not only does our target markets and specific business strategy confirm a tremendous untapped opportunity, but the timing bodes urgency more than ever with the current lack in established competitors and tipping point of EV and energy optimisation demands. Our financials are planned and projected profitable in the upcoming years. Our CRM, platform, marketing and scaling are also planned out. Moreover we have the team that can make it happen, where various specialisations come together towards a common goal. "

THANK YOU