

AI-driven Water Efficiency Analytics for Buildings



Leakages & anomalies are a daily challenge in buildings



>20%

of the total water usage
is avoidable with
targeted maintenance



95%

of anomalies go
unnoticed or unreported
over long periods of time



High

Water damage is
the most frequent disaster
& insurance claim

... while ESG goals including water are a key objective

82k+

Leaks detected

15bn+

Liters saved

7500+

Meters connected



Inflexion point in the market !

The increasing water stress is pushing policymakers to set targets for water use reduction

- **Water reduction target** for non-household market by 2030 (UK, France, Catalunya, Andalucia, ...)
- Accelerated **smart meter roll-out**, key to help achieve these targets.
- **ESG** standards reporting (CSRD, EU Taxonomy, ESRS)
- **Leak detection** included in major building certifications
- Increase of **water tariffs**
- Global smart water leak detection market :
 - **12.92% CAGR** forecasted between 2023 - 2029 (Mordor Intelligence)

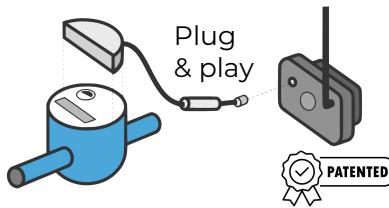
Serviceable addressable market (SAM)
> 2Bn EUR ARR in EU+UK

Shayp's solution

Shayp gathers real-time consumption data from the analog or digital water meter of a building over a secure channel. With its AI-powered analytics, it provides alerts and monitors water consumption for rapid intervention.

Data Acquisition

Retrofit wireless dataloggers on meters



Smart meters
BMS, EMS



Analytics

Autonomous AI
24/7 all year



Autonomous Dynamic Flow Analytics (ADFA)

Alerts & Communication

Easy reporting & track savings



Field specialists + support

Value drivers

Financial & budgeting strategy	Insights & water savings	Ops efficiency			Corporate comm Strategy
Real time monitoring & forecasting	AI anomaly detection	Repair prioritization	Risk mitigation	Efficiency reporting	ESG Reporting
 Meter index remote readings  Non-invasive & Rapid deployment	 Water loss eradication	 Reduction of unplanned maintenance	 Protection of building value	 Building certification compliant  water efficiency audits & benchmarking	 Simplified ESG reporting on water

SHAYP Enterprise solution



Automated and **user friendly**



Easy bi-directional **API integration**

Trusted by 140 active clients



B2B Customers acquired direct/indirect over 3 main channels

B2B : Public & private property professionals



Building technology providers, facility managers, insurances



hello energy...



Further market penetration in France through

Large utilities to develop and diversify their portfolio of services

VIVAQUA



Metrics & timeline



780K€ ARR

Signed end of Q1 2024

4M+€ ARR

Pipeline Value

>108%

NRR

<6%

Annual Churn

+209%

ARR CAGR 2020 - 2023

43k€

Customer LTV

Market landscape

Shayp's differentiators:

30x more effective than standard with **97.8% less false positives**.

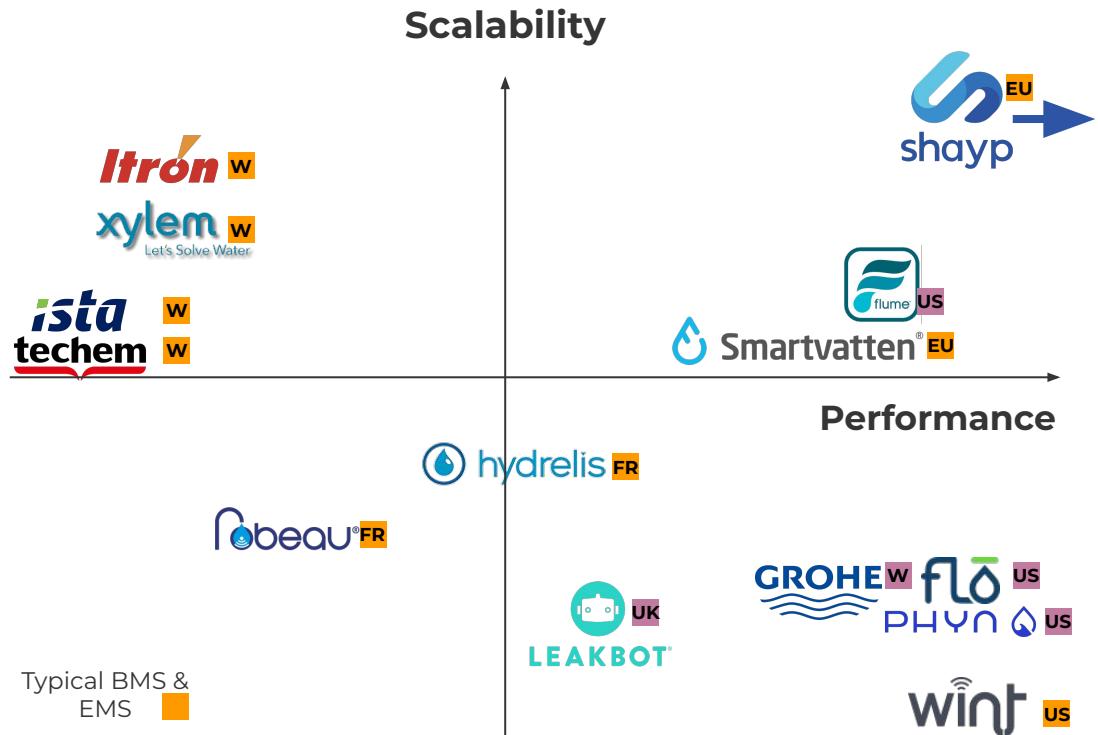
Making **information easily accessible** to maintenance is key to success

Many solutions are **limited to single family households**

Outlet powered solutions are expensive to operate and **technically limited for scale**.

Built to integrate in other solutions through **flexible API structure**

Market
B2B
B2C
B2G



Executive team with stellar execution capabilities



Gregoire de Hemptinne
Co-founder & Director
Software Engineer
UCL & MBA IESE Business School



Zineddine Wakrim
Co-founder & Head of sales
Embedded systems Engineer
Vrije Universiteit Brussel



Dugagjin Lashi
Lead software engineer
Electronics Engineer
Vrije Universiteit Brussel



Hernan Blanco
Lead data Engineer
PhD in Data sciences
University of Antwerp



Renaud Goncę
Embedded systems Eng.
Electronics Engineer
Université Catholique de Louvain



Mohamed-Khalil Safia
Supply chain controller
Msc in Supply Chain
Skema Business School

Awards & recognitions



The European
Water Tech
Accelerator ➤

Accelerators



Zero water waste Top innovator



ITEA 4



SMART CITY
GALAXY

Éditeur référencé
UGAP-SCC



Societal impact : More than 13Bn Liters water saved



6 CLEAN WATER AND SANITATION



Over 2 billion people already live in water-stressed areas. Water scarcity is only predicted to increase in the near future.

To ensure **a resilient and safe future** for everyone, we must take a careful look at **how we currently consume and waste water**.

1 NO POVERTY



Water is a resource of 1st necessity. By saving it you allow a dynamic pricing and access to all at an affordable price for reasonable usage.

2 ZERO HUNGER



Water is used in almost all FMCG value chain and efficient water usage is critical to keep qualitative and affordable food.

11 SUSTAINABLE CITIES AND COMMUNITIES



Cities is where a water shortage case cause the biggest damages. Reducing the supply need for cities is where the most urgent action resides.

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



By reducing water consumption on the consumer side, we reduce the demand from the supply side which has a positive impact on the footprint of water infrastructures.

12 RESPONSIBLE CONSUMPTION AND PRODUCTION



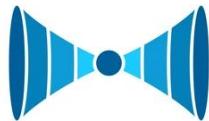
Responsible usage of water is the main goal of Shayp. All water should be used by necessity, not by poor maintenance or through wastages

16 PEACE, JUSTICE AND STRONG INSTITUTIONS



In most countries, water is a geostrategic asset to prevent conflicts and water. By offering water saving technology we help populations to waste this precious resource

Rapidly scalable go-to-market strategy



Convert & expand current pipeline



Grow channels and partners



Leverage utility strategic partners



Generate additional revenue streams

We're raising **500 K€** (200K€ secured by WEF)

- Catch market traction
- Prepare for series A in 2025
- Reach 1M € ARR



15+ billion
liters of water saved
so far

JOIN US

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Gregoire de Hemptinne



Shaping the future of water



Customer testimonials



Cohabs, COO:

"At Cohabs, we aim to limit the use of resources as much as possible in order to reduce our impact on the environment. In our homes, we tend to use durable devices and tracking devices to educate our members about their energy use. Thanks to Shayp, we can also detect water leaks in real time. Installing the device is very easy, and we have personalized support from the team who continues to make constant improvements to the system. For these reasons, Shayp is a key partner for us."

Hospital Iris Sud, Maintenance service:

"The care and maintenance of the 5 Iris Sud hospitals represent a daily challenge for our teams. Shayp gives us the opportunity to monitor our water consumption from hour to hour and have peace of mind. Their technology detects any inconsistency and alerts us immediately when a water leak occurs in one of our buildings. We can now save water and money as well as prevent any risk when it comes to the integrity of our plumbing."

City of Brussels, Technical Director:

"Shayp has allowed us to identify and solve a critical problem that we did not know before. Startups such as Shayp are a necessity to address the issues of our future. The City of Brussels is proud to collaborate and support Shayp. Shayp has demonstrated a fairly spectacular return on investment. Whereas, when compared to conventional energy investments, returns are only initiated after several years."

Recurring revenue model

Usable across markets & channel partners

Activation

One-time per meter

295 €

Per meter

SaaS

Per year

5%

of initial water bill
for 5 years

20%
Avg savings
on next bill

for **Property owners** (Direct, through Resellers, through Utilities)

Example

City of Brussels
Property owner

300 meters

€88,500

€1M/year water bill

€50,000/year

€200K/year

1 year payback