pydro

WATER
TO
DATA

European Innovation Council

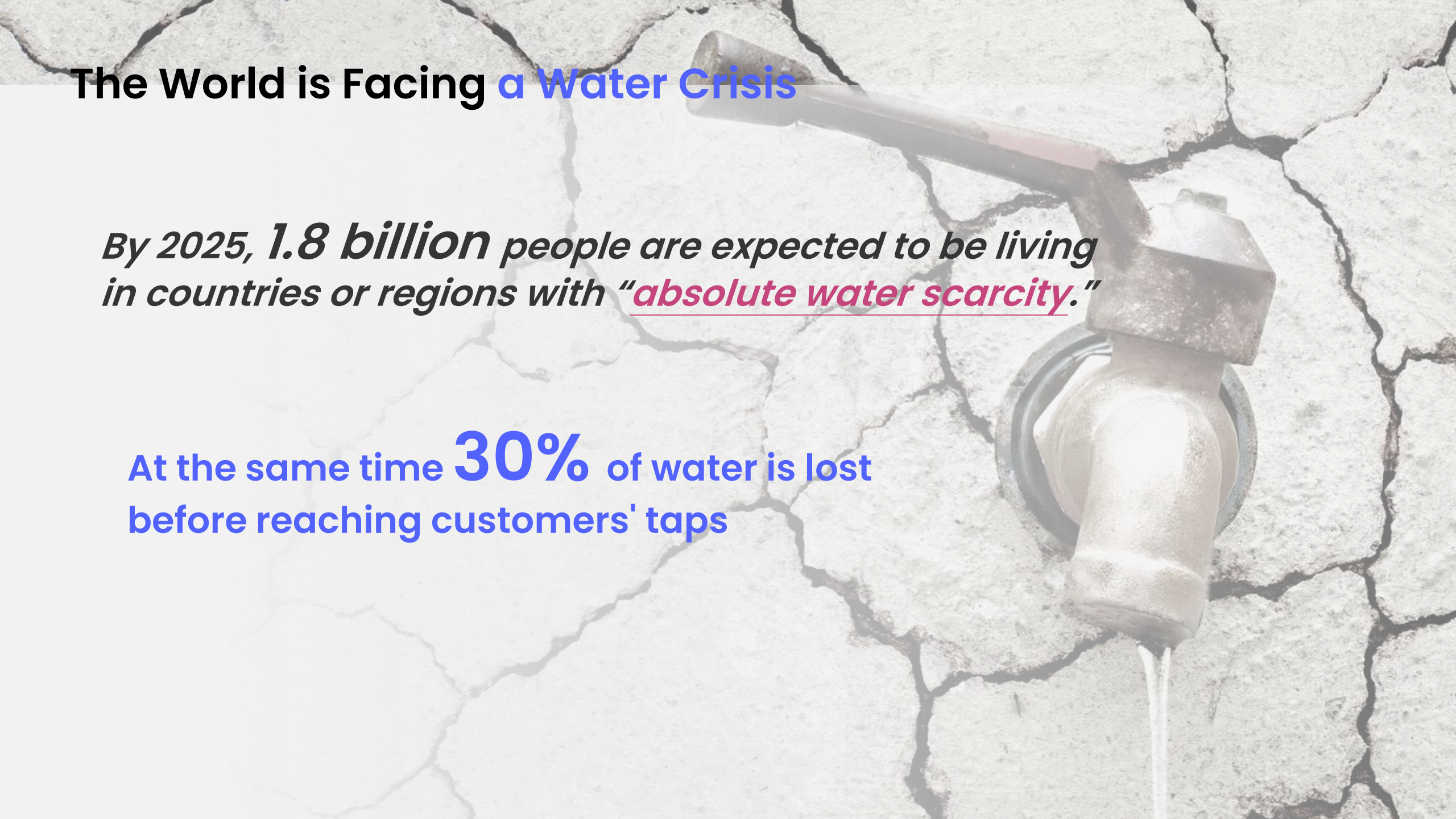
Fuelling the Digital Water Future

Mulundu Sichone, Founder & CEO | ms@pydro.com

The World is Facing a Water Crisis

By 2025, 1.8 billion people are expected to be living in countries or regions with "absolute water scarcity."

At the same time 30% of water is lost before reaching customers' taps



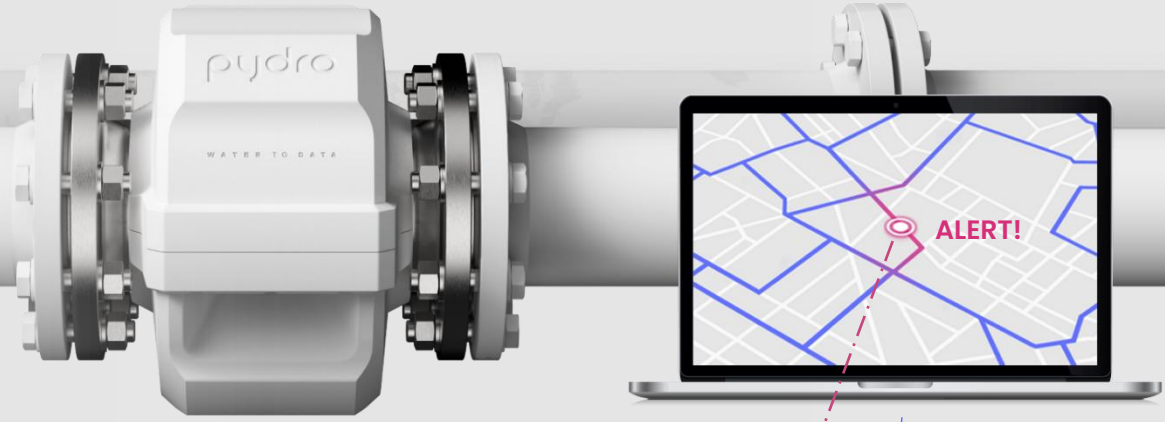
The Rise of Digital Twins in Water Management

Companies using digital tools to become water positive still **lack data.**

- **Limited sensor coverage** leaves water losses undetected.
- **Power requirements** make sensors costly to install and maintain.
- **Data delay** prevents timely & cost-effective problem detection and fixes.

A Smart Sensor Powered by Water Flow

Unlocking the Full Potential of Digital Twins

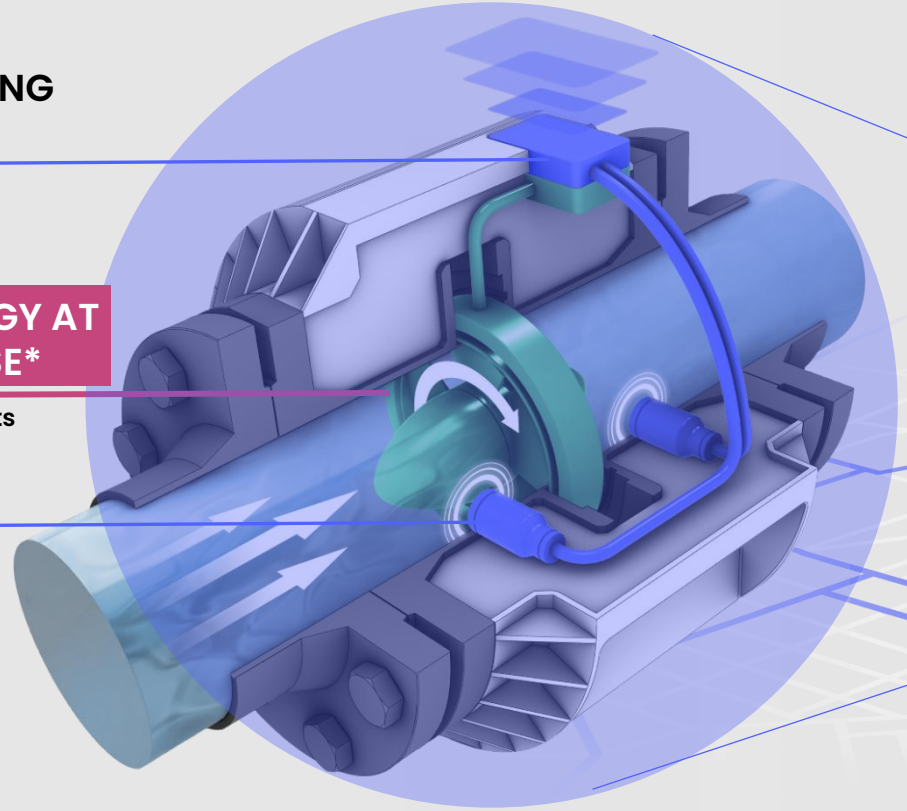


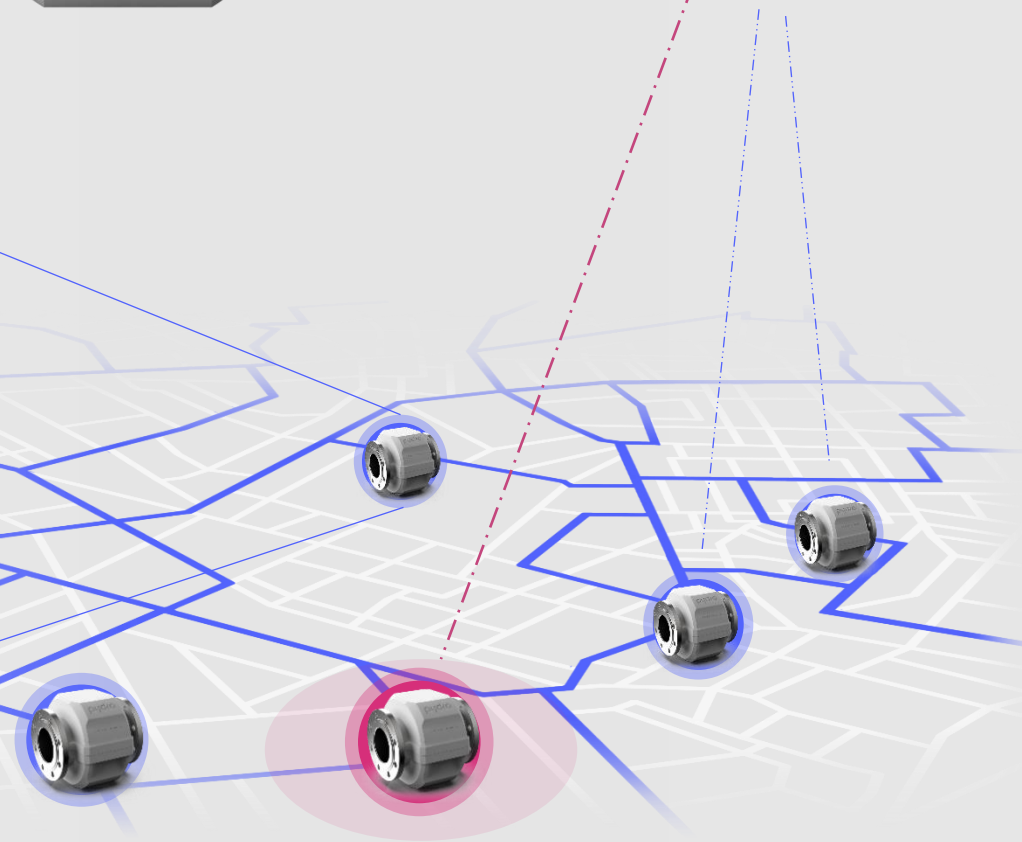
INSTANTLY ALERTING CONTROL ROOMS

HARVESTS ENERGY AT THE POINT OF USE*

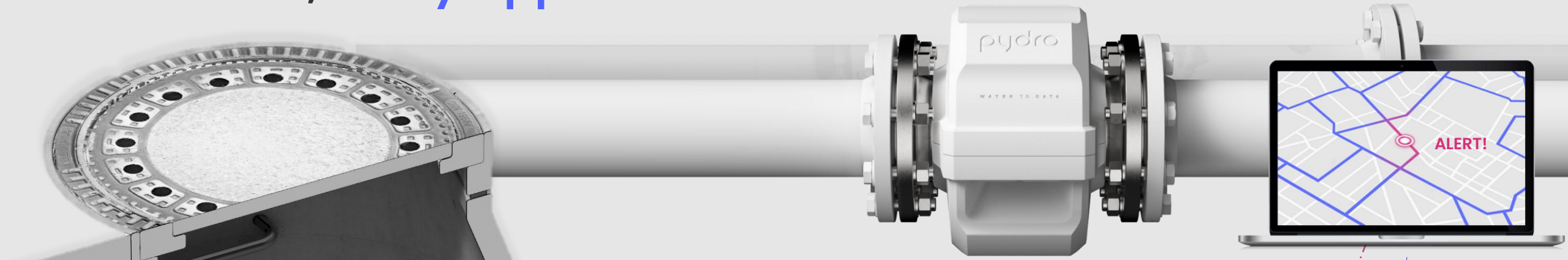
*No battery replacements

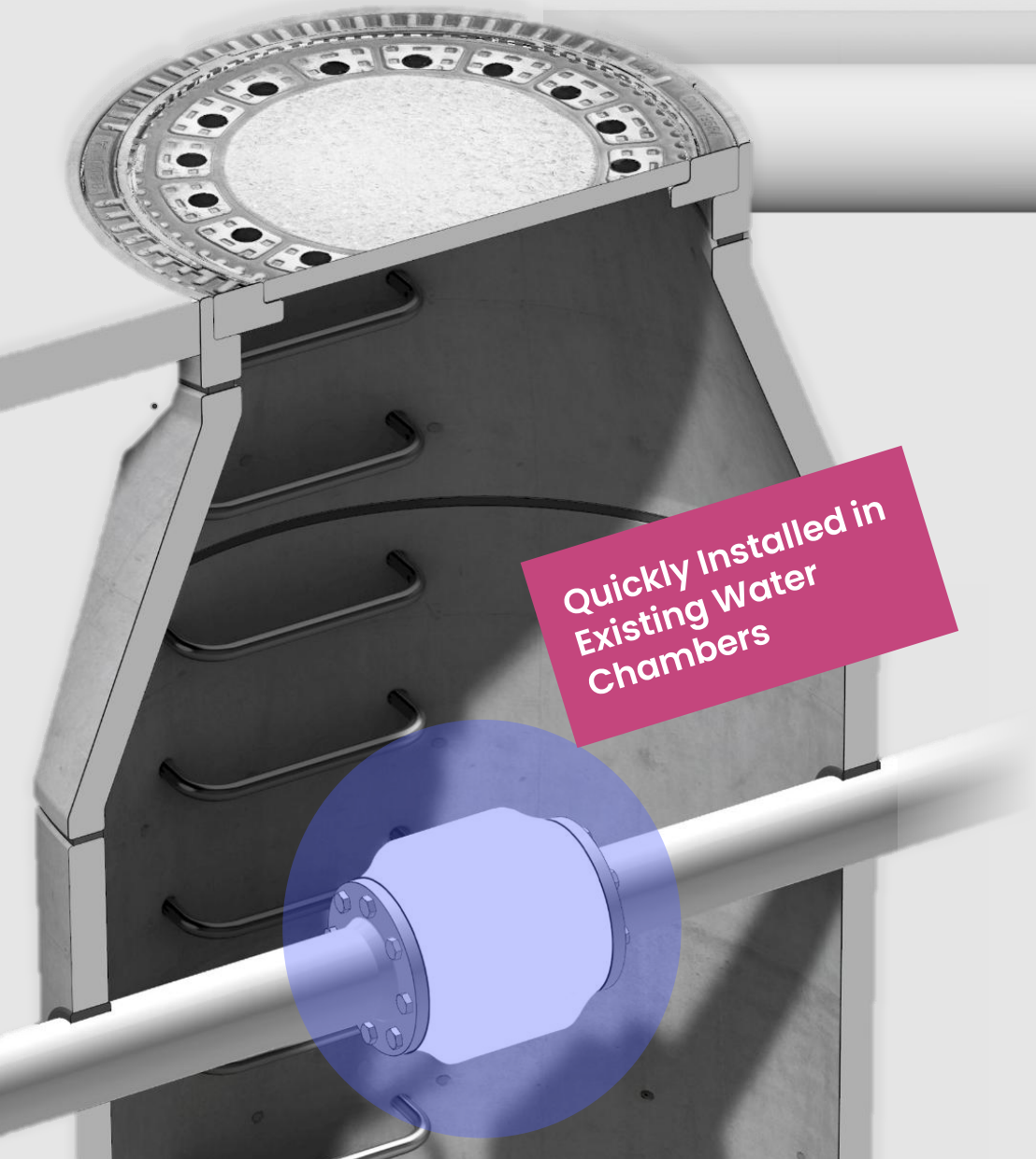
CONTINUOUS WATER MONITORING





One Device, Many Applications





Quickly Installed in Existing Water Chambers

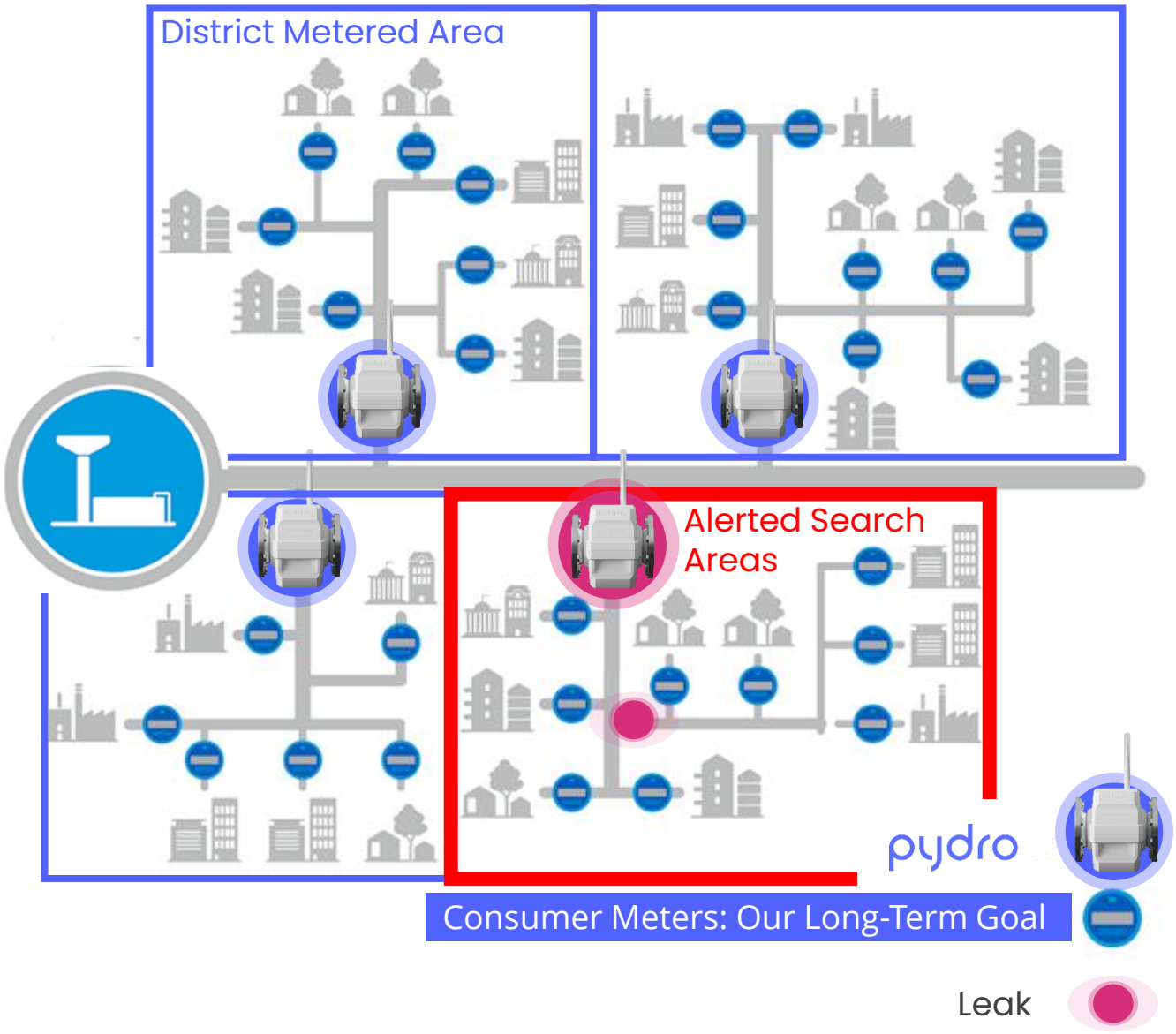
- Detecting leaks & breaks in the water network in real-time.
- Forecasting water demand and managing supply
- Optimising the operation of pumps and valves
- Real-time threat/incident detection and response.

+300 Million Liters or 108 Olympic-sized pools' worth of water continuously monitored.

Creating Value through Sensing-as-a-Service

- Data Collection & Transmission
- Data Management & Analysis
- Device Management

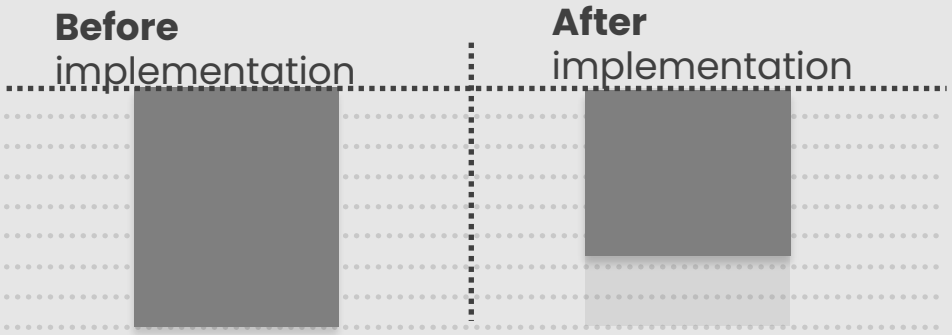
How it works



We are aiming at a 30-40% reduction in water loss, leakage runtime and costs to find and fix leaks on a district metered area level.

ECONOMIC DAMAGE

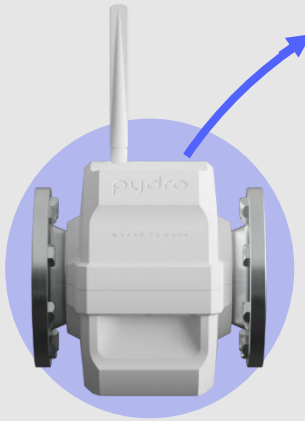
Water losses and costs related to finding & fixing leakages and pipe bursts.



Go-to- Market Actions

Partner with System Integrators to reach water utilities in Italy, Spain, and Greece.

Deploy pilots with customers that have strong scale-up potential.



Self-powered Sensor

3500 €

Sensing as a Service

3000 € / Year

2024

Aquanexa (Italy)

Idator (Greece)

Ongoing pilots with major utilities in Italy and Greece

Utilities

Reduce water loss, cut maintenance costs, and optimize operations

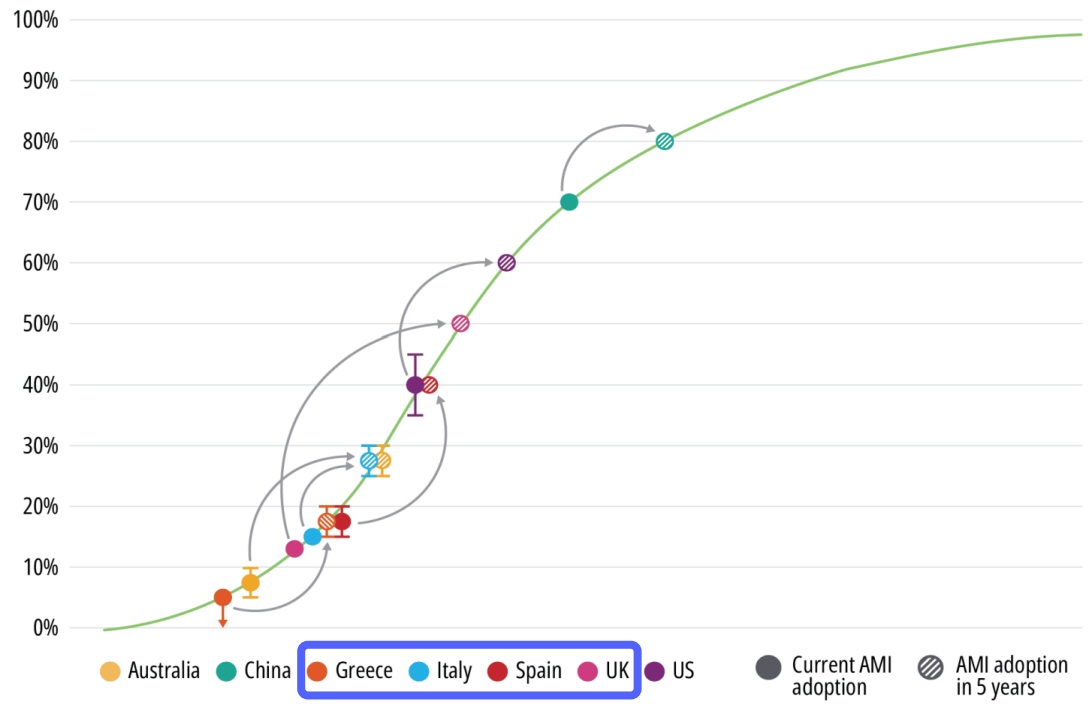
Scalable, Cost-Efficient Real-Time Monitoring

THE ONLY SMART REAL-TIME MONITORING SOLUTION THAT CAN BE COST-EFFECTIVELY DEPLOYED AT SCALE

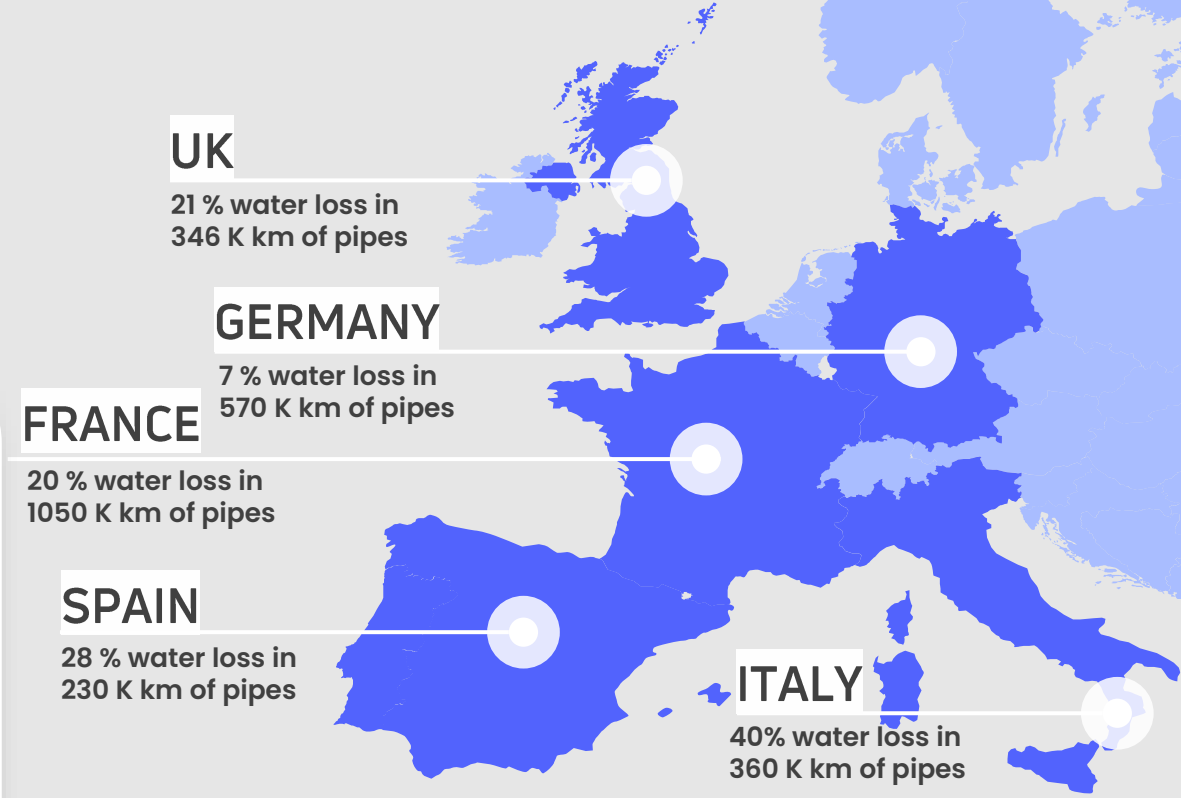
	pydro	BATTERY-POWERED Drains battery in 2 days	GRID-CONNECTED Bureaucratic delays	EXTERNALLY POWERED BY RENEWABLES Unreliable & expensive
Real-Time Monitoring	●●●●●○	●○○○○○	●●●●●●	●●●○○○
Installation & Maintenance	●●●●○○	●●○○○○	●●○○○○	●○○○○○
Low Total Cost of Ownership	●●●●●○	●○○○○○	●●○○○○	●○○○○○
Scalability	●●●●●●	●●●●●●	●○○○○○	●○○○○○

Advanced Water Monitoring

A market primed for substantial growth.



Advanced Metering Infrastructure (AMI) uptake is expected to grow significantly within PYDRO's Serviceable Obtainable Market over the next 5 years.



TAM 119 Bn €

Data streams from digital meters for billing, leak detection, pressure, temperature, and water quality monitoring.

SAM 14 Bn €

District Metering Area (DMA) monitoring sector

SOM 685 Mn €

EU countries with water stress, high water loss and a strong willingness to invest in digitalizing their water networks—specifically the UK, Spain, Italy and Greece

The Management

Mulundu Sichone

Co-Founder & CEO

+8 years of entrepreneurial and industry-specific experience.
Forbes 30 under 30 Europe (2018)
MIT Innovator Under 35 (2022)

Miguel Linares

Co-Founder & CTO

+14 years of experience in product development and innovation management

Michael Hötte

Business Development

+12 years of experience in B2B Sales of Hardware and SaaS Products

Investors

GENIUS Venture Capital

giga hertz VENTURES

European Innovation Council

Our Advisors

Andreas Werner

Industrial IoT

+18 years of experience in building up tech and software businesses.
Globally acknowledged pioneer in industrial IoT.
Sold a company to Siemens

James Dunning

Business Development

Experienced Chief Executive Officer in utility-sector ventures through to exit.
Leadership, Strategy, SaaS./DaaS, Exit, Specialist.

Jurica Kovac

Water loss management

30 years of water industry experience, including 25 in water loss management, 17 with the International Water Association, and 8 years hosting a Croatian water loss conference.

Thomas Clemens

Sales

+10 years of experience as VP sales & marketing in water leak detection

Investment Case

*We are raising **€3.0M** to scale production, expand our product portfolio, and accelerate market entry in key regions: Italy, Greece and Spain through strategic partnerships.*

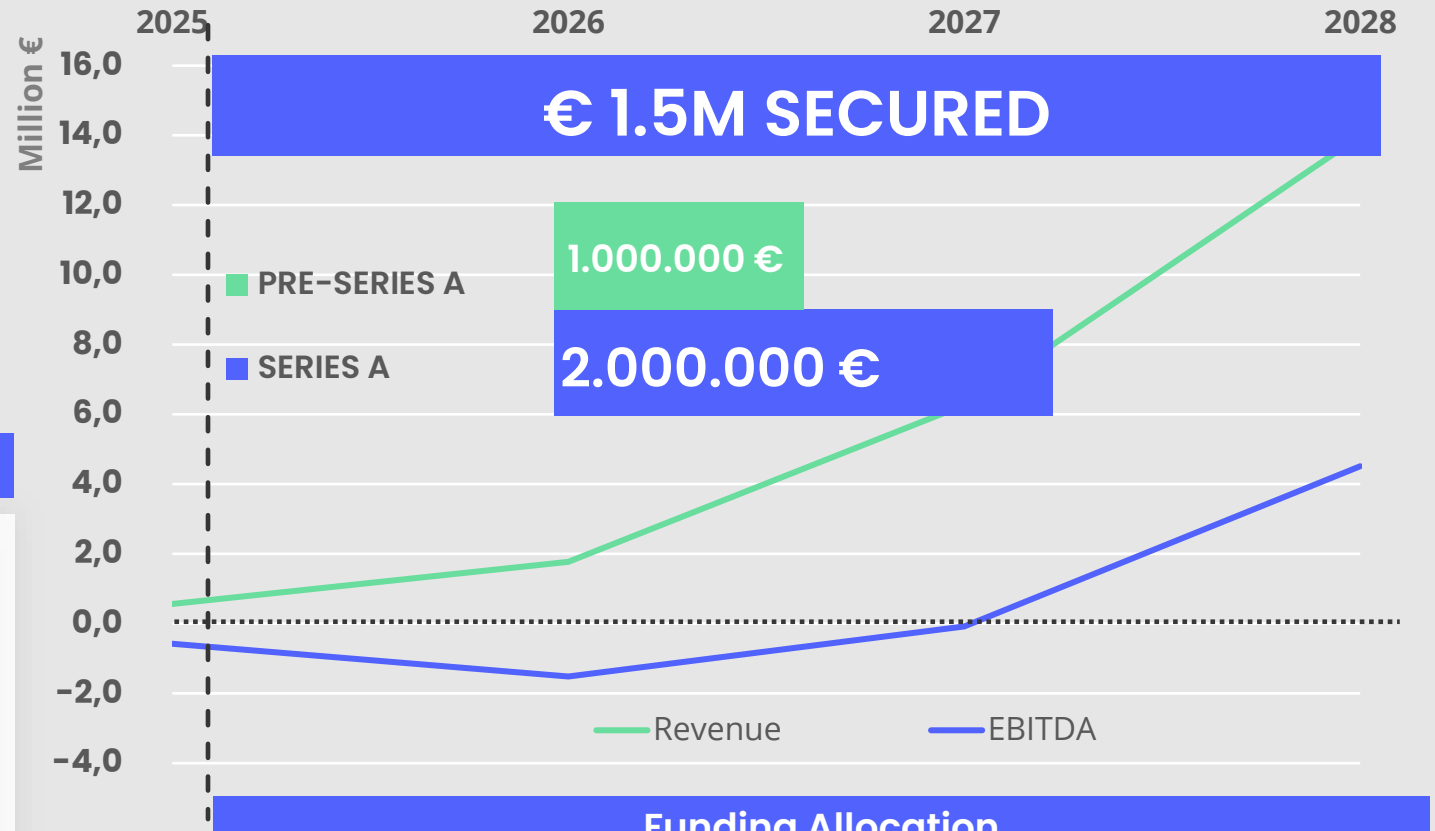
Funding Milestones

Step 1: €1M Pre-Series A Funding (2025) to:

- Scale production to **100+ deployments in 16 months**.
- Expand market presence in **Italy, Spain & Greece**.

Step 2: €2M Series A Funding (2026) to:

- Secure **5 large-scale contracts** with utilities
- Strengthen **strategic partnerships** for scaling



Funding Allocation

Product Development: • Design-to-Cost Reduction to lower production costs. • CE Certification to meet regulatory requirements for EU markets. • Expand the Product Portfolio	**50 %**
Marketing & Sales : • Market expansion in Italy, Greece and Spain • Strategic Partnerships • Enabling deployments and securing 5 large-scale contracts.	**40 %**
Other OPEX	**10 %**

We're looking for investors that are ready to transform the water industry with us!

Time to Act.