

# Ecop

CLEAN INDUSTRIAL HEAT RECOVERY  
Pitchdeck 08/2022

Co-founded by



THE BIG PICTURE

# THE FUTURE IS HAPPENING NOW

The European Green Deal has triggered a rethink in the industrial sector

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The war in Ukraine has further increased the urgency for system change

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Fear of gas rationing in the European industry leads to rapid transformation

**“Energy executives urge near-term transition solutions amid supply crunch” (Reuters, 15.06.22)**

**“Major Firms Ready to Lower Gas Use This Summer” (Bloomberg, 19.06.22)**

**“This is the largest market the world has ever been staring at: the energy transition market” (John Kerry, US Climate-Envoy on CNBC, 09.06.22)**



**ECOP SOLVES THE PROBLEM OF  
CARBON INTENSIVE INDUSTRIES**

## THE PROBLEM

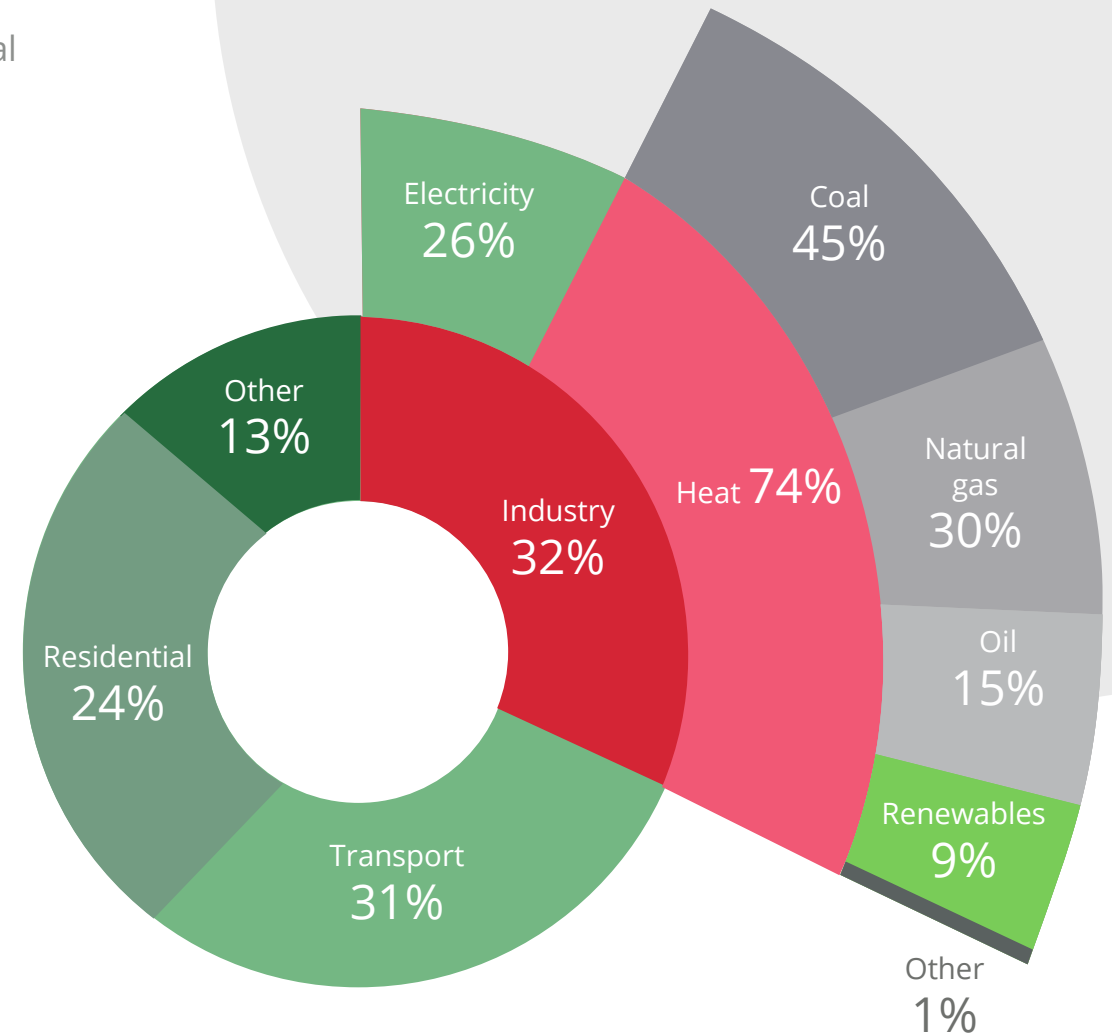
# GLOBAL HEAT DEMAND IS CURRENTLY BASED ON FOSSIL FUELS

Industrial heat recovery is a key factor in order to achieve independence from fossil fuels and to achieve the climate goals

Heat employs 74% of total energy consumption in industry

90% of industrial heat generation is based on fossil fuels

An estimated 30-40% of the heat required in industry is between 100 and 200°C



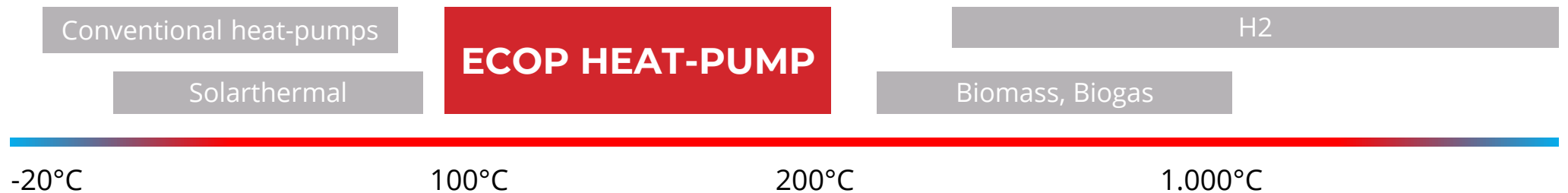
Source: Global Heat Demand in Industry. Solar Payback. Based on IEA statistics and calculations from IRENA.

MEDIUM TEMPERATURE

## ECOP IS CLOSING THE GAP FOR RENEWABLE INDUSTRIAL HEAT

Gas is the dominant source of heat in the industrial sector as one of the most expensive and non carbon neutral resources.

We are closing the gap for medium temperature applications in the industrial sector (e.g. for process steam, washing, cooking, distilling, pasteurising).





## VALUE PROPOSITION

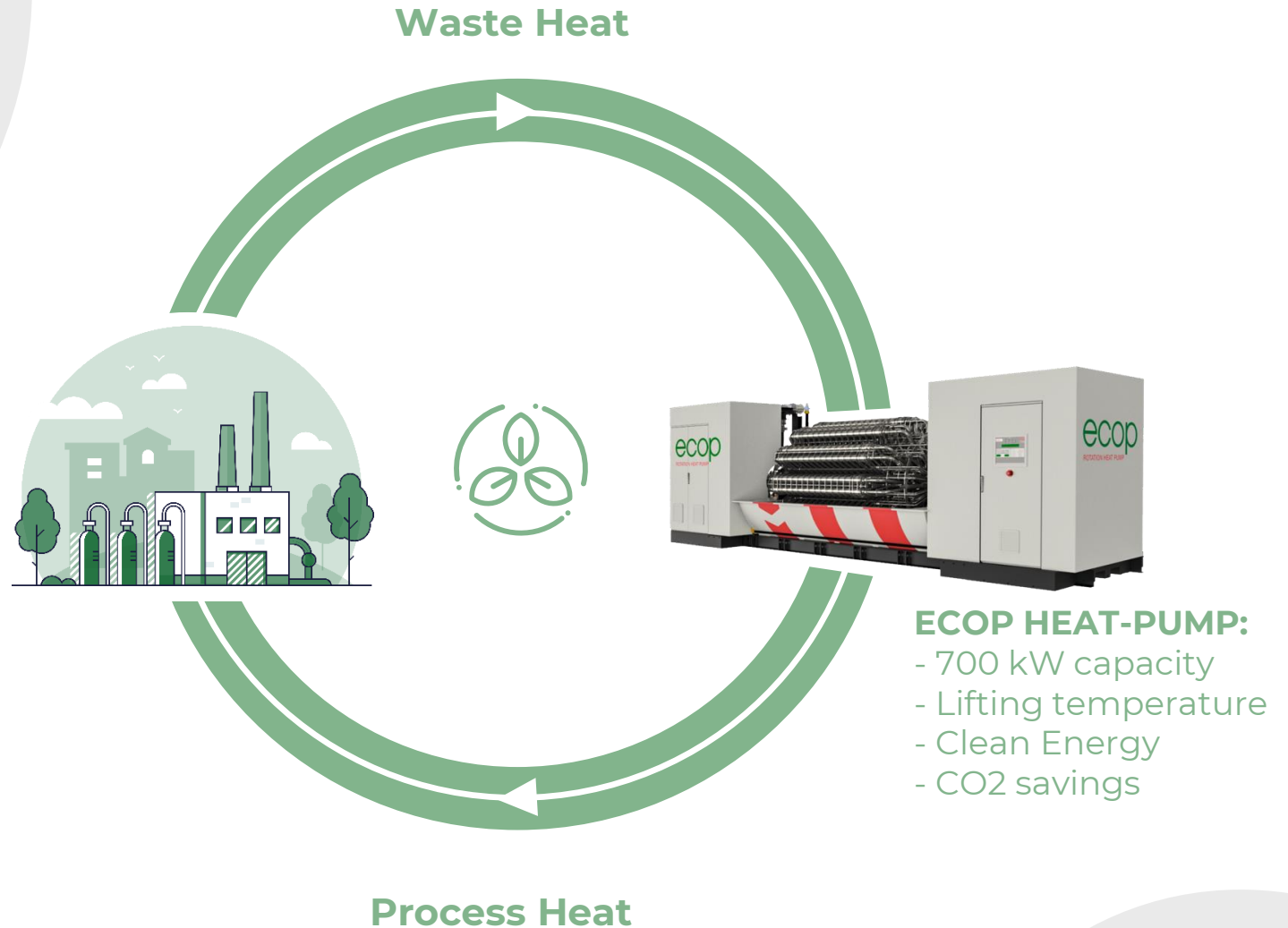
# ECOP's HEAT RECOVERY IS THE CHEAPEST SOURCE OF ENERGY

High temperatures up to 200 °C

High efficiency on all temperature levels

Maximum flexibility

Climate friendly working medium

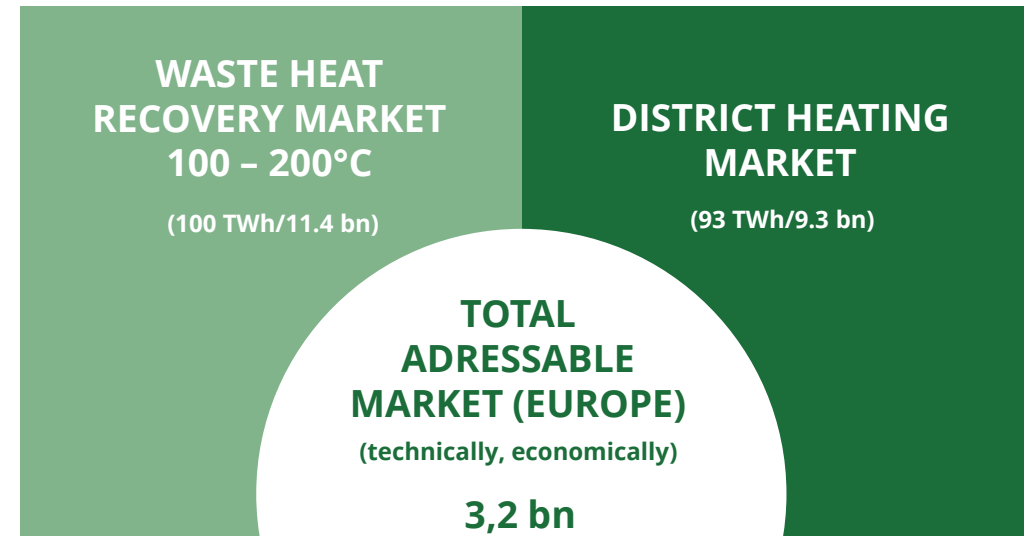


# ECOP UNLOCKS A HUGE MARKET POTENTIAL

- The total addressable market is around 3.2 bn in Europe alone
- Because of high energy prices, the market potential is likely to grow further
- Additional market potential arises from international partnerships with European industry groups
- We assess that the global market potential is more than double the TAM/SAM projected for Europe

DATA 2021

## MARKET SIZE & POTENTIAL



**TOTAL SERVICEABLE MARKET FOR ECOP**  
**APPX. 1 bn (EUROPE)**

## TECHNOLOGY

# A HIGHLY EFFICIENT INDUSTRIAL HEAT PUMP WITH AN OPERATING RANGE OF UP TO 200°C

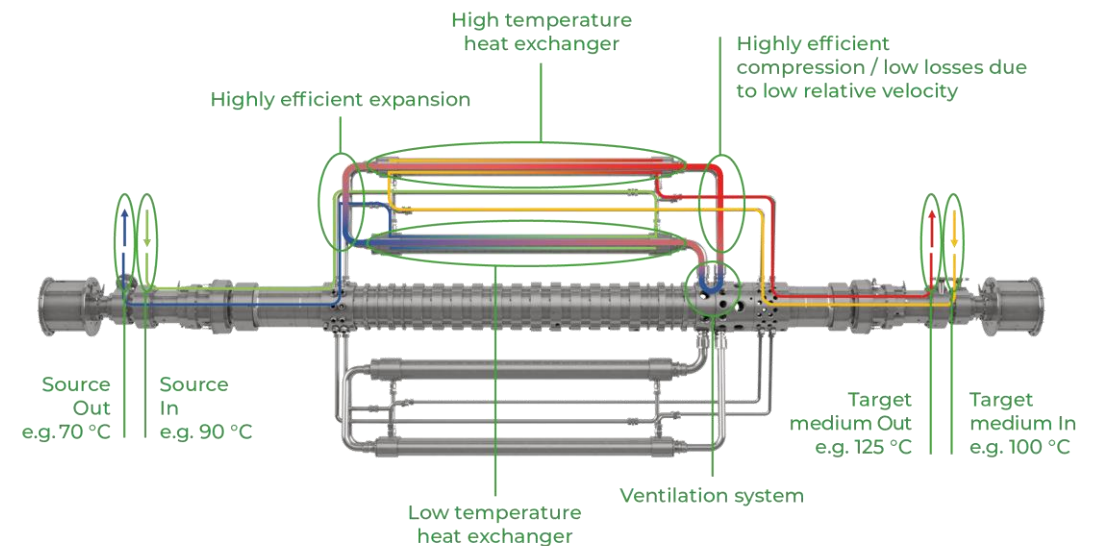
Core innovation is a novel circular compression process

Use of a working gas without greenhouse effect

## INNOVATION

Centrifugal force enables 99% efficiency in compression

High temperatures, high temperature flexibility





COMPETITION

# ECOP HAS SIGNIFICANT USPs



**OPERATING RANGES  
(TEMPERATURE)**



**WORKING MEDIUM**



**EFFICIENCY**

ROTATION HEAT PUMP



up to 200°C, flexible



Eco & climate friendly  
working gas



High efficiency at all  
temperature levels

**OTHERS**



up to 90°C, fixed



Classic cooling  
medium



High efficiency at one  
temperature level





VALUE PROPOSITION

## ECOP DELIVERS HIGH COMMERCIAL BENEFITS



**INDEPENDENCY  
SELF-SUFFICIENT  
HEAT**



**FAST ROI  
(TOTAL COST)  
< 2 YEARS**



**SIGNIFICANT  
SAVINGS IN  
ENERGY COSTS  
EUR 400k / YEAR**



**CUT CO2  
EMISSIONS BY  
2.500 TONNES  
CO2/YEAR**

Numbers are per unit (700 kW)





ENERGY SERVICES



BUILDING MATERIALS



PAPER & TEXTILES



FOOD & BEVERAGES



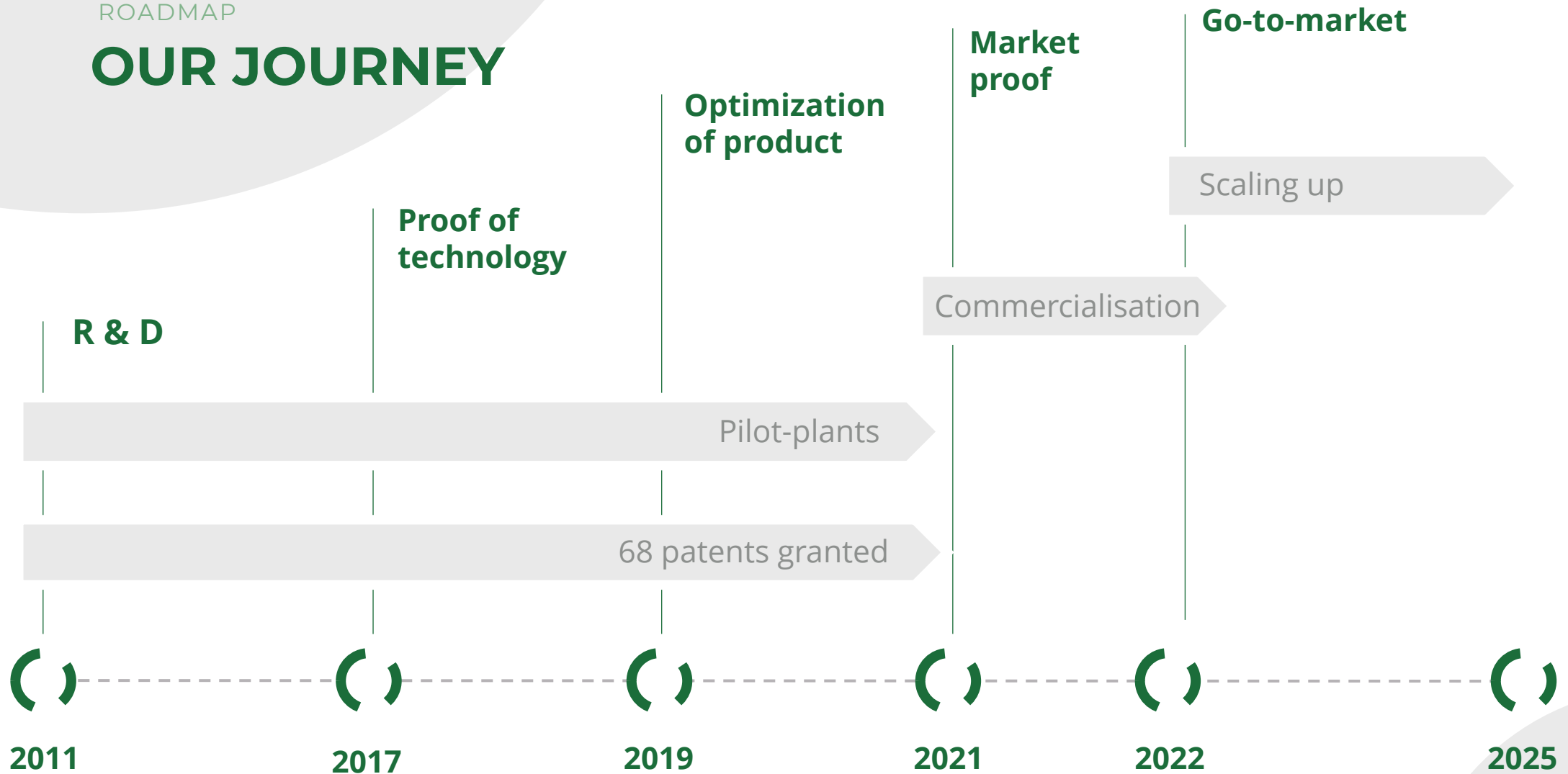
CHEMICALS



METALS

ROADMAP

# OUR JOURNEY





## ROADMAP

**GOALS 2025**

## IMPACT

- 200k+ tons of CO2 saved per year
- Dominant technology in the industrial heat pump market

## FINANCIAL

- 40+ MEUR annual revenue
- Break Even

## COMPANY

- > 100 employees
- Active in the European Market

**OUR MISSION**

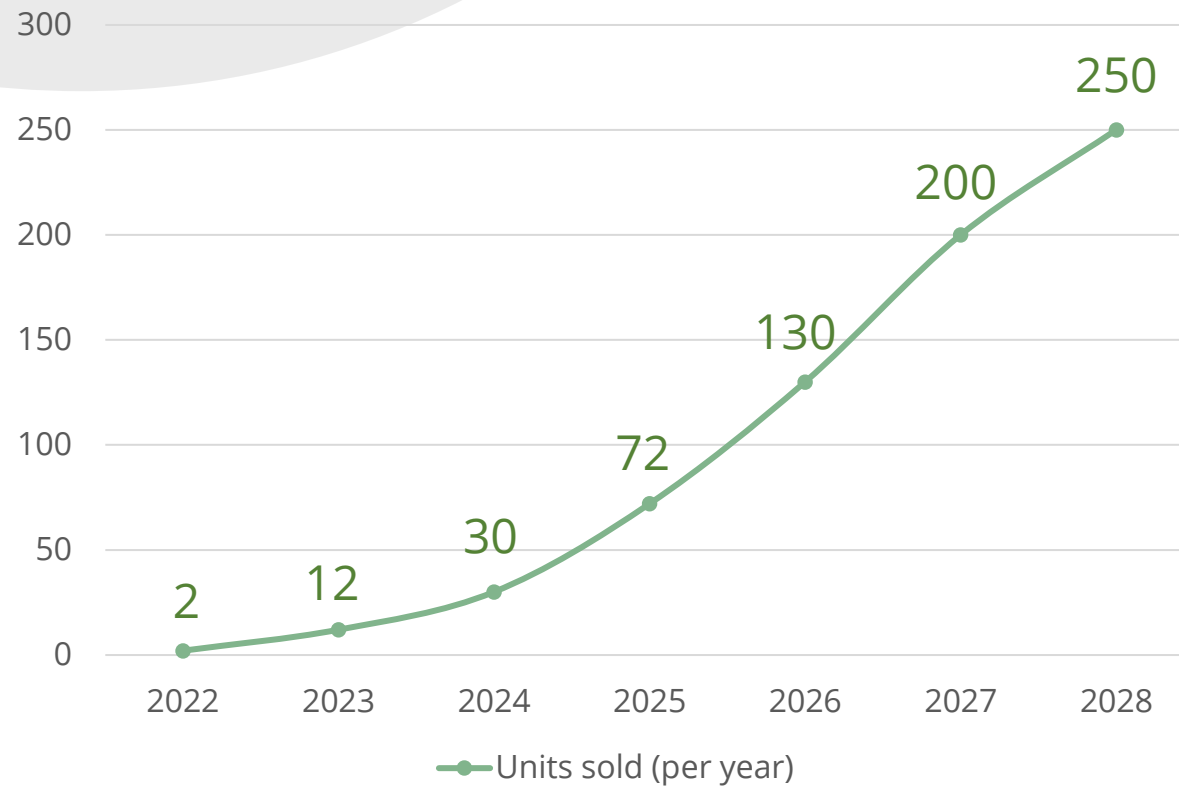
*ECOP enables the efficient provision of CO2-free, sustainable industrial heat with a pioneering and future-proof technology, thus making a significant contribution to green heat transformation.*





## SALES PLAN

## THE GROWTH CASE



## UNITS SOLD

2022 / 2023 / 2024 / 2025:

– Scale-up plan: 2 / 12 / 30 / 72 units

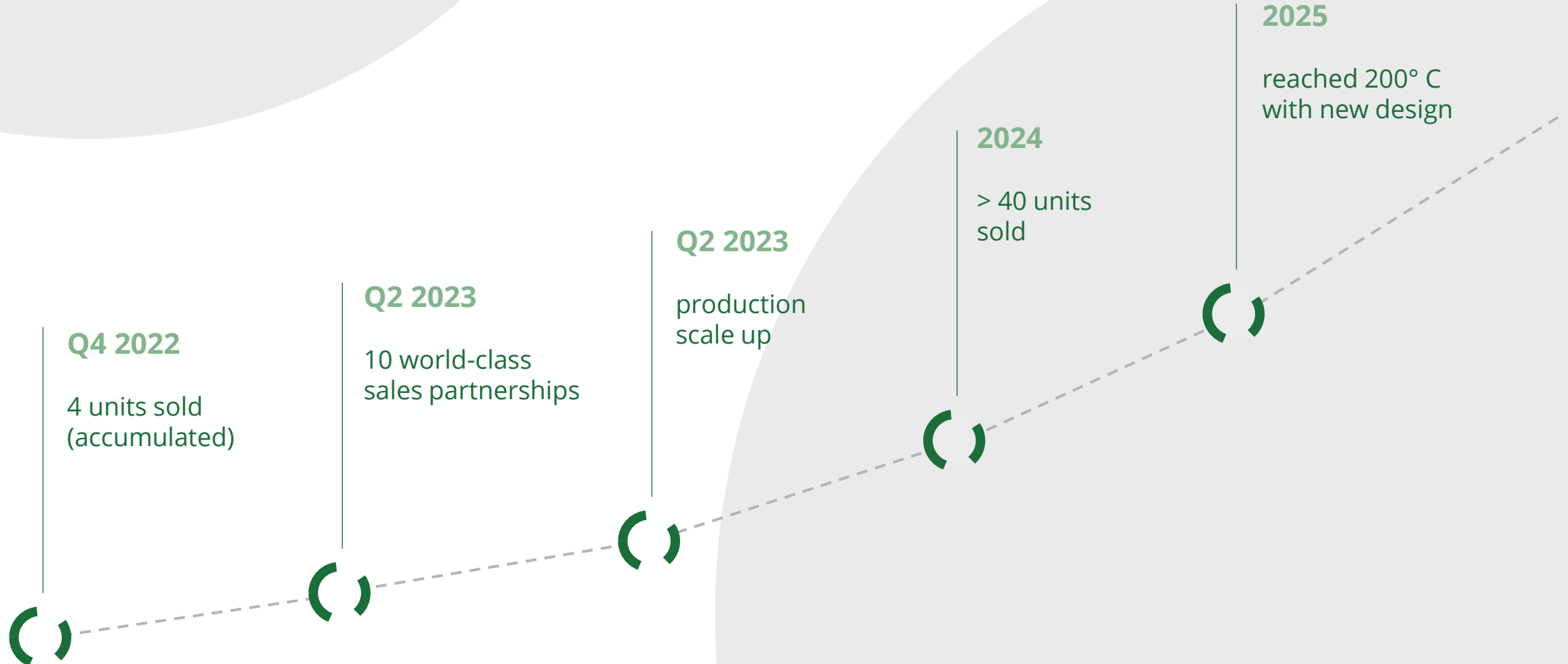
CAGR

	5 years	7 years
annual growth rate	ca. 185%	ca. 125%

# FINANCIAL PROJECTIONS

	2022 (Budget)	2023 (Plan)	2024 (Plan)	2025 (Plan)	2026 (Plan)	2027 (Plan)
Units sold per year	2	12	30	72	130	200
Units delivered per year	2	5	20	48	104	146
<b>Sales Revenues (in € mio)</b>	<b>1,2</b>	<b>3,9</b>	<b>16,0</b>	<b>41,1</b>	<b>95,5</b>	<b>136,8</b>
Other Income	1,0	4,4	4,1	10,4	3,6	4,8
Cost of Goods Sold	-0,5	-5,3	-12,4	-35,2	-61,3	-77,8
OPEX	-2,6	-6,8	-10,2	-15,3	-23,7	-31,5
<b>EBITDA</b>	<b>-0,9</b>	<b>-3,7</b>	<b>-2,5</b>	<b>1,0</b>	<b>14,1</b>	<b>32,5</b>
Headcount	20	65	85	113	153	181

# OUR ROADMAP



# OUR TEAM



**BERNHARD ADLER**  
Founder and CEO

Founder of ecop;  
former developer at  
LINDE Group (world  
leader in gas  
engineering)



**LUKAS STÜHLINGER**  
CFO

C-Level manager  
(CEO/CFO) in the  
renewable energy  
industry



**CHRISTIAN RAKUSCH**  
Head of Engineering

Developer at Voith  
Group (world leader in  
hydro power turbines)



**LOTHAR STADLER**  
CSO

C-Level manager in the  
machinery industry,  
expert in global sales &  
partnerships



**WERNER TOEPFL**  
COO/CAO

C-Level manager,  
expert in finance,  
M&A, company  
building



# ADVISORS & KEY INVESTORS



**PROF. MICHAEL MIROW**  
Member of the Advisory Board

Professor for Strategic Mgmt at TU Berlin, former member of the non-executive board of Siemens AG



**ERNST UNGERSBÄCK**  
Member of the Advisory Board

CEO of FSP Ventures (investor), former Erste Group Bank AG, Capexit, Ernst & Young



**THOMAS MENEDER**  
Member of the Advisory Board

Manager of OÖ HightechFonds, Early Stage Investor



**FRIEDRICH PAPST**  
Member of the Advisory Board

Business Angel, former COO of Andritz Group (world leader in hydro power turbines)



**FABIAN SACHAROWITZ**  
Member of the Advisory Board

Investment Director at EIT InnoEnergy Germany

# OPPORTUNITY

**RAISING A SERIES A  
ROUND OF  
EUR 10 MILLION**

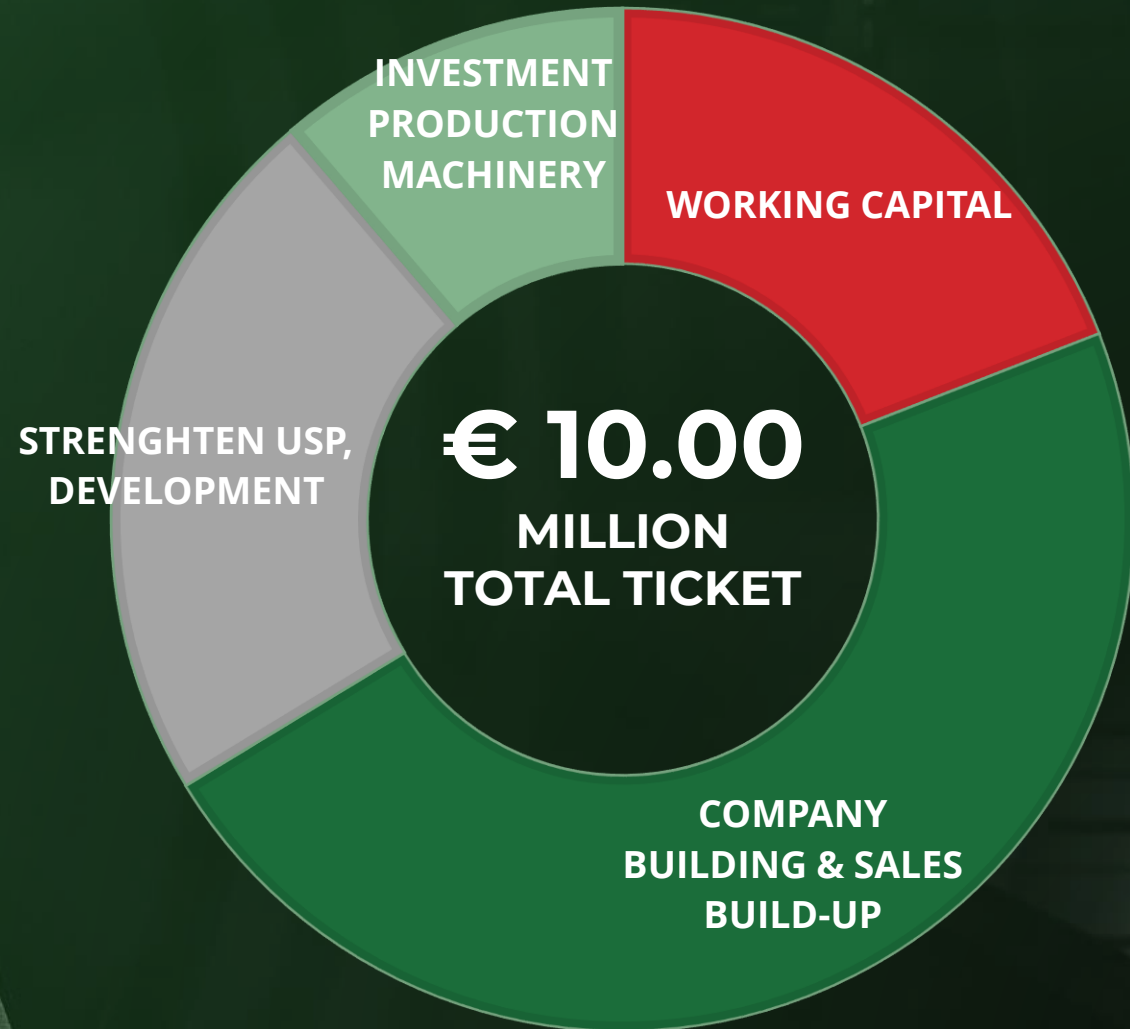
**... TO HIT REVENUES  
OF > EUR 40 MILLION  
UNTIL 2025**

**INVESTMENT TODAY**

**EUR 12 MILLION  
THROUGH FOUNDER,  
ANGEL INVESTORS,  
STRATEGIC PARTNERS**



# FUNDING SPLIT



CONTACT US

# WORK WITH US ON THE GREEN TRANSFORMATION

PITCHDECK



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