

AUTOMATING THE BACKBONE OF THE ECONOMY



OTV

RAILWAY MARKET OPPORTUNITY (2040)

2.5T

- Current market size of railroad (passenger and freight) of EUR 600B
- Annual forecasted growth of logistics and transportation by 7%
- Increase of modal share from 20% to 25% by 2030 and to 30% by 2040

TODAY RAIL LEAVES 380B ON THE TABLE

200B

▲ Revenue potential

Automation increases rail network capacity resulting in 30% in additional revenue (ridership and freight volumes)

180B

▲ Cost efficiencies

Automation reduces driver costs leading to up to 30% reduction of operational costs of railroad operators

STATUS QUO IN RAIL NEEDS TO BE DISRUPTED



Driver shortage

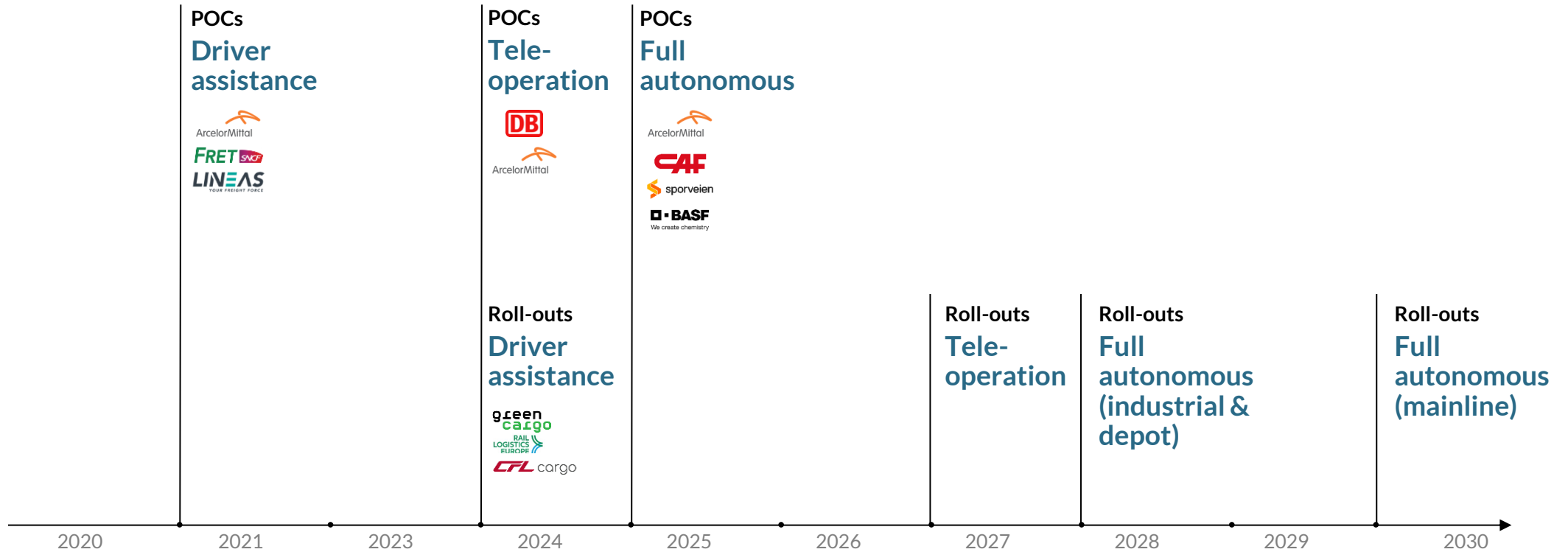


Cost disadvantage



Safety challenges

WE BRING AUTOMATION TO RAIL, STEP BY STEP



UNIQUE VEHICLE-AGNOSTIC TECH PLATFORM FOR RAIL AUTOMATION



INDUSTRIAL

37k vehicles



URBAN

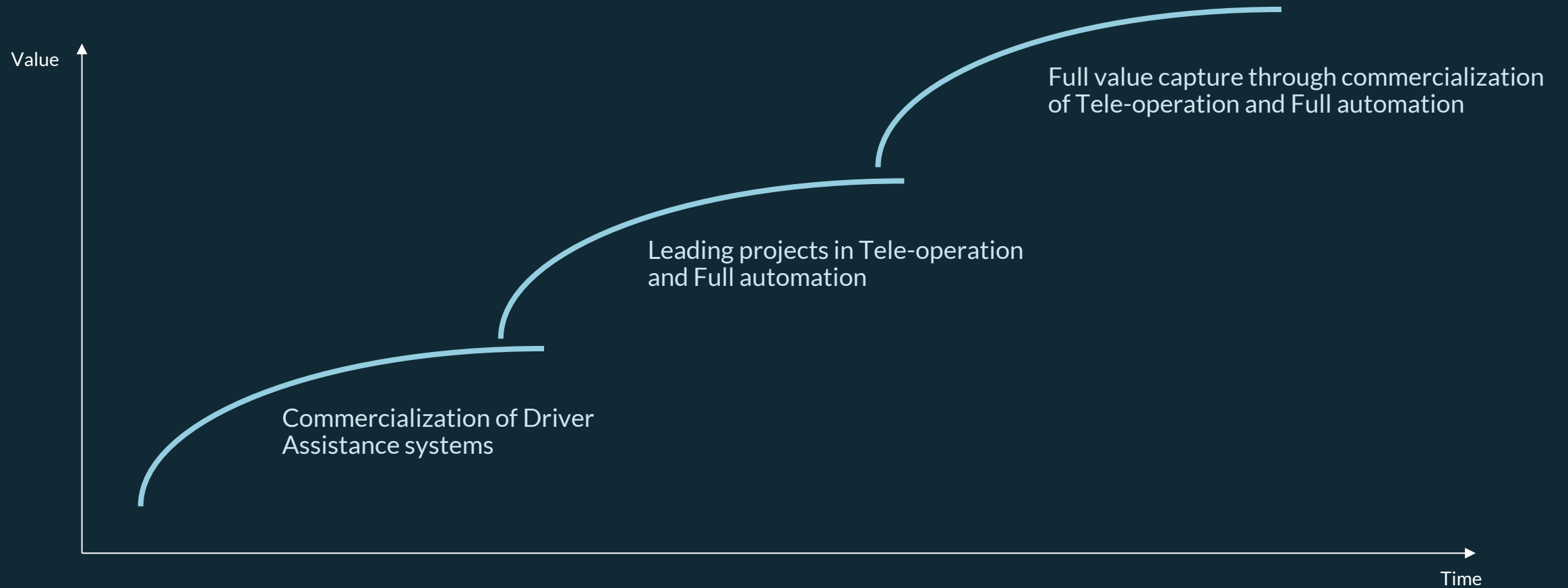
25k vehicles



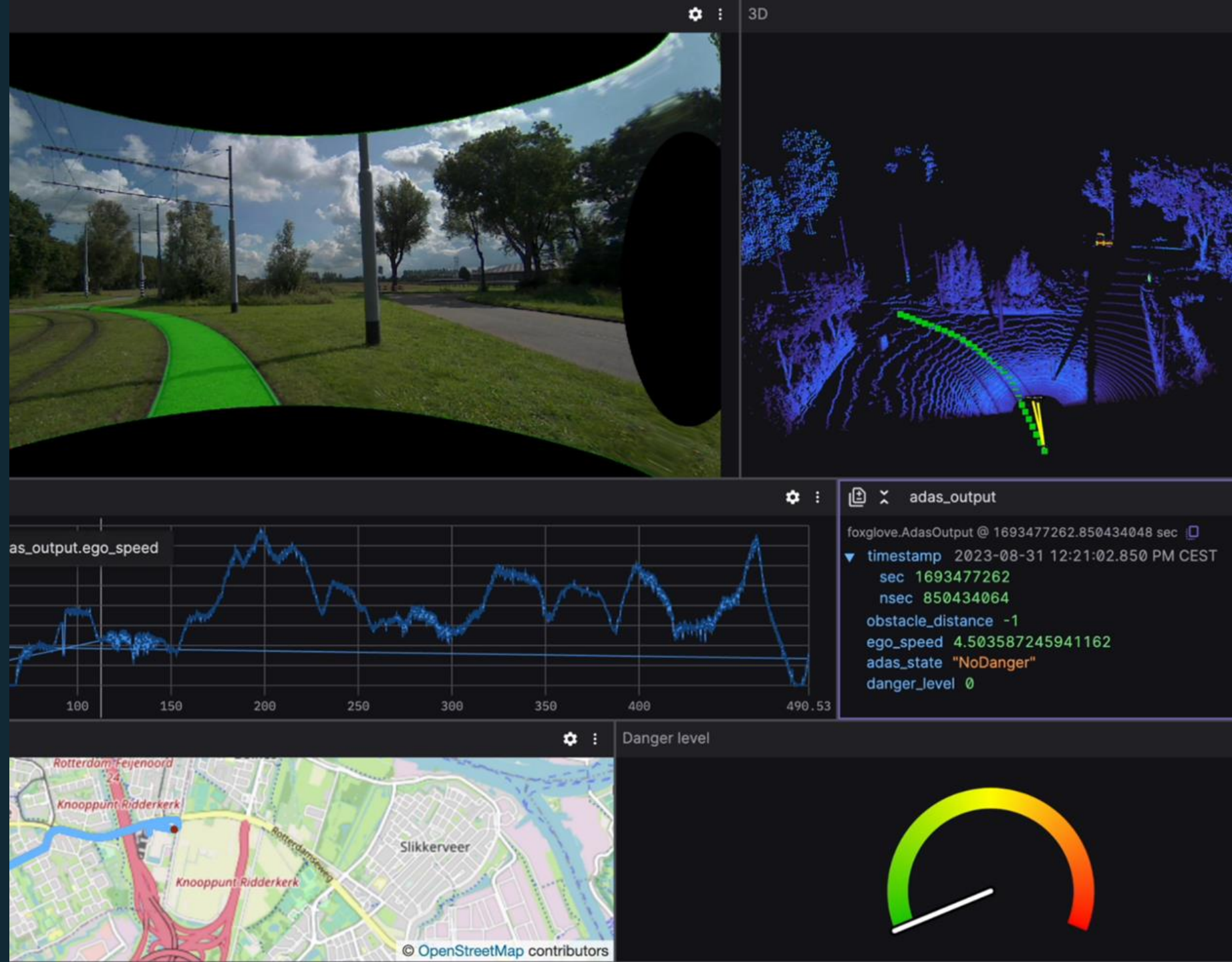
MAINLINE

372k vehicles

MOONSHOT POTENTIAL WITH CAPITAL-EFFICIENT GTM



AI-POWERED AUTONOMOUS TECH FOR RAIL



OTIV.ONE DRIVER ASSISTANCE FOR INDUSTRIAL RAIL

Rail-certified, wireless, real-time train reversing camera for industrial and last-mile freight operations

-50%

Reduction in staffing needs for industrial and last mile shunting movements

Our customers



OTIV

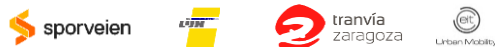
OTIV.TWO DRIVER ASSISTANCE FOR URBAN RAIL

Rail-certified, AI-powered Advanced Driver Assistance System (ADAS) for trams and LRVs

-40%

Reduction in tram collisions, leading to increased fleet uptime and reduced maintenance & repair costs

Our customers



OTIV

OTIV.THREE TELE-OPERATION

Rail-certified, OEM-agnostic tele-operation platform for all railway vehicles (industrial, urban, mainline), co-developed with Deutsche Bahn Cargo

-40%

Reduction in staffing needs across the entire fleet of an operator

Our customers



OTIV

OTIV.FOUR FULL AUTONOMY

OEM-agnostic full autonomous driving platform for all railway vehicles (industrial, urban, mainline)

-30%

Reduction in overall operator costs, excluding benefits related to energy saving, maintenance, operational efficiency

Our customers

ArceorMittal

CAF

sporveien

BASF
We create chemistry



OTIV

SOMETHING BIG IS COMING













PROVEN BUSINESS MODEL AND UNIT ECONOMICS, READY TO SCALE TO TELE-OPERATION AND FULL AUTONOMY

	DRIVER ASSISTANCE	TELE- OPERATION	FULL AUTONOMY
Model	Hardware-as-a-service	Hardware-as-a-service	Hardware-as-a-service
Revenue per system	EUR 1,500 / month	EUR 3,000 / month ¹	EUR 8,000 / month ¹
Gross margin	70%	60%	70%
Customer ROI	Monthly savings of EUR ~7,500 Regulatory compliance	Monthly savings of EUR ~20,000	Monthly savings of EUR ~40,000

1) Current estimates

WE'RE DELIVERING

EUR 12+M IN TCV SIGNED
[Example customers – Non-exhaustive]

	Driver assistance (industrial)	
	Driver assistance (mainline freight)	
	Driver assistance (industrial)	
	Driver assistance & Full automation (tram)	
	Tele-operation (mainline freight)	
	Tele-operation & Full automation (indust.)	

2023 REVENUE

1.0M

2024 REVENUE

2.5M

2025 PROJECTED REVENUE

5.0M

TEAM IS AT THE FOREFRONT OF RAIL AUTOMATION



Niels Van Damme
Co-founder (Tech)

- MSc in Automation Engineering (UGent, BE)
- Co-creator learnfromdata.ai
- Combining expertise in automation technology, AI and rail system engineering
- 2 patents pending



Sam De Smet
Co-founder (GTM)

- MSc in Business Engineering (UGent, BE)
- 4yr experience in strategy consulting at BCG, Roland Berger
- Combining strategic leadership with operational focus and transportation industry expertise (clients include NMBS/SNCB, TUI fly, Sinotruk)



Geert Pauwels
Chairman

- Former CEO at leading independent freight rail operator in Europe
- 25yr experience in railway



Tanguy Mezzano
Engineering Lead

- Former Principal Engineer
- 16yr experience in embedded AI camera systems



Luuk Kessels
ATO Lead

- 17yr experience at NS,
- Former Head of Autonomous Train program



Babette Müller-Reichenb.
Sales Lead

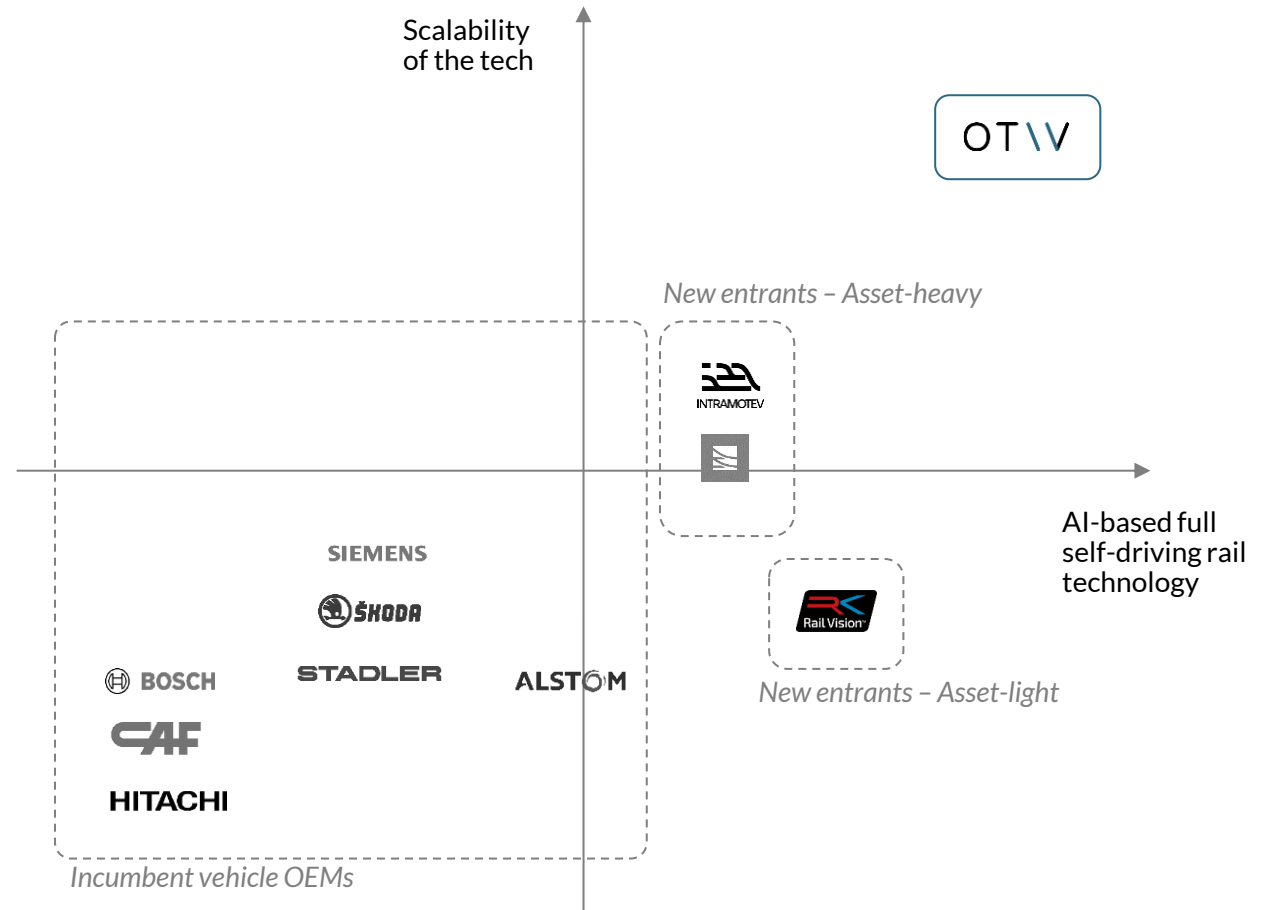
- Former CRO at rail venture (10M+ sales, acquired)
- 15yr experience in sales in railway

35 FTE

Backgrounds from leading companies



MARKET INCUMBENTS LACK THE TECH TO BE SUCCESFUL





PIONEERING RAIL AUTOMATION

Sam De Smet
Co-founder
sam@otiv.ai