



QUALITICS

AI-Powered auditing & reporting solution for overhead lines infrastructure management.



Qualitics provides an
end-to-end audit solution of industrial infrastructure



AI-automated data capture



AI-based processing



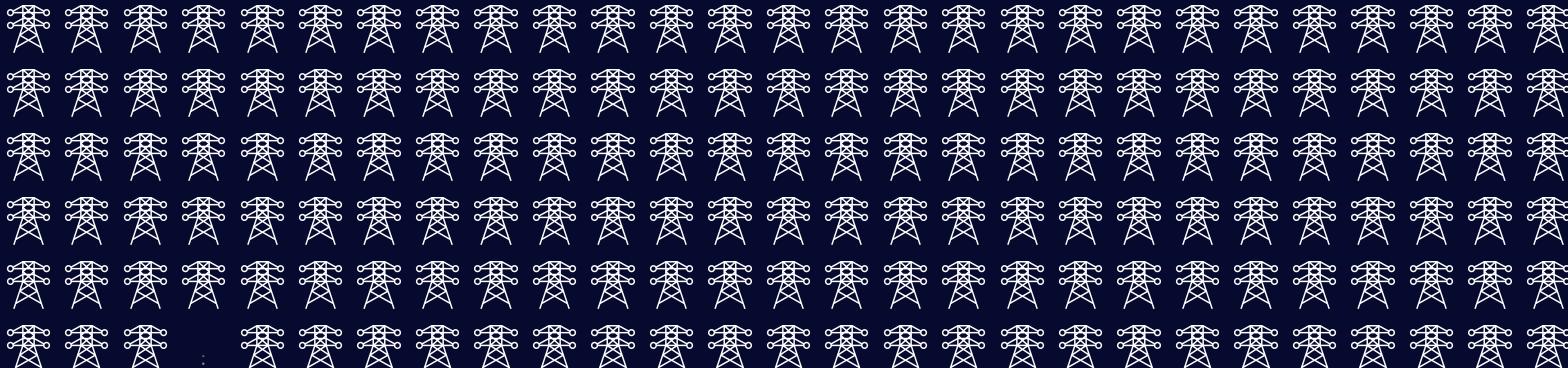
Automated defects reporting



There are

1,200,000

high-voltage pylons in Europe

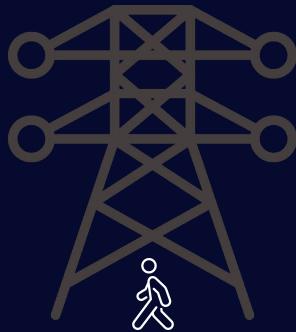


Obsolescence
Defects
Rust
Damage
Regulation

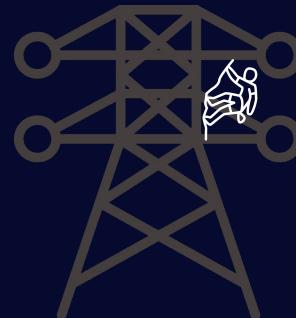
high-quality and systematic
maintenance required

The problem

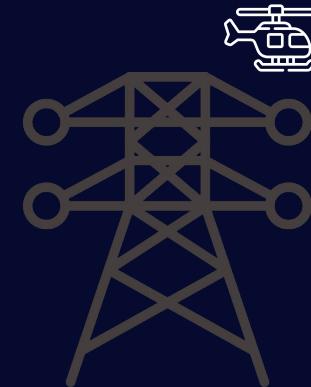
Traditional inspection methods are not efficient, unsafe, expensive



Walkthrough



Climbing



Helicopter

✗ Time-consuming

✗ Safety risks

✗ Human error

✗ Multiple stakeholders

✗ Limited accessibility

✗ Expensive

✗ Limited data collection

The solution

Airborne data capture

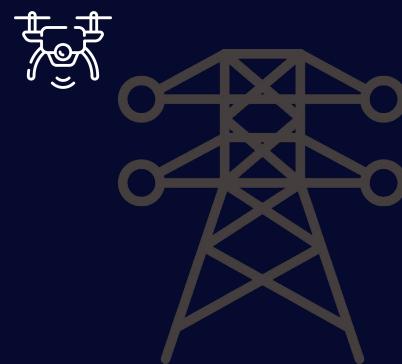
with autopilot and embedded AI

No line shutdown 

Increased safety 

Ecological 

Faster decision-making 



Drone

Reduced cost 

Direct digitalisation 

Full digital twin 

One-stop-shop 

1 Airborne data capture
with embedded AI



- ✓ surface scanning
- ✓ real-time equipment recognition
- ✓ cable tracking
- ✓ Automated Pilot System
- ✓ plug-and-play device
- ✓ Qualitics Academy

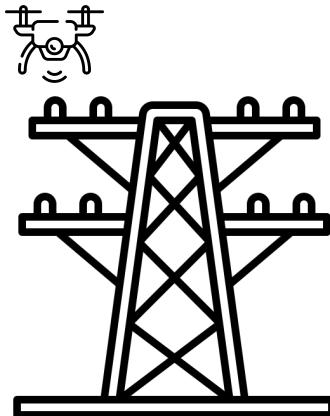
2 Cloud-based data processing

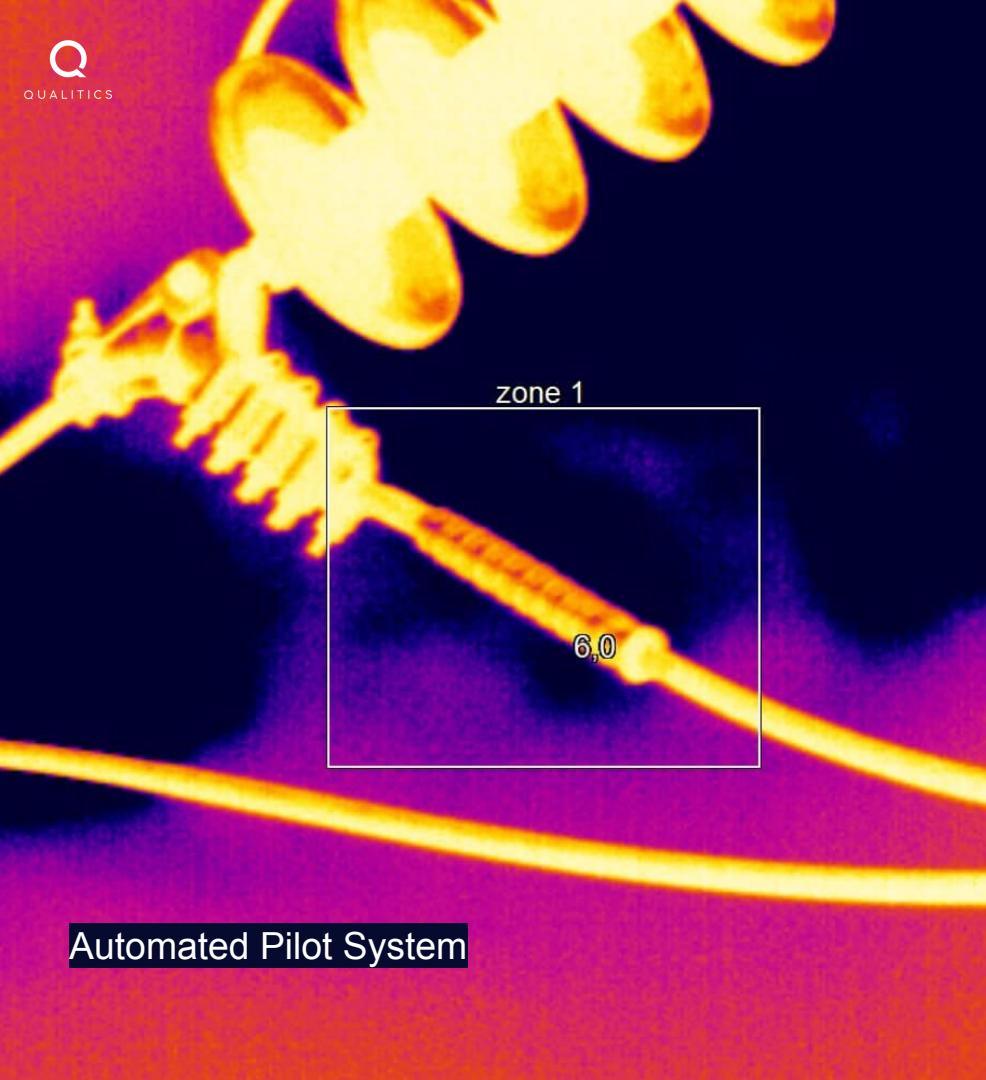
- ✓ 3D digital twin
- ✓ defect detection, categorisation & localisation
- ✓ report building



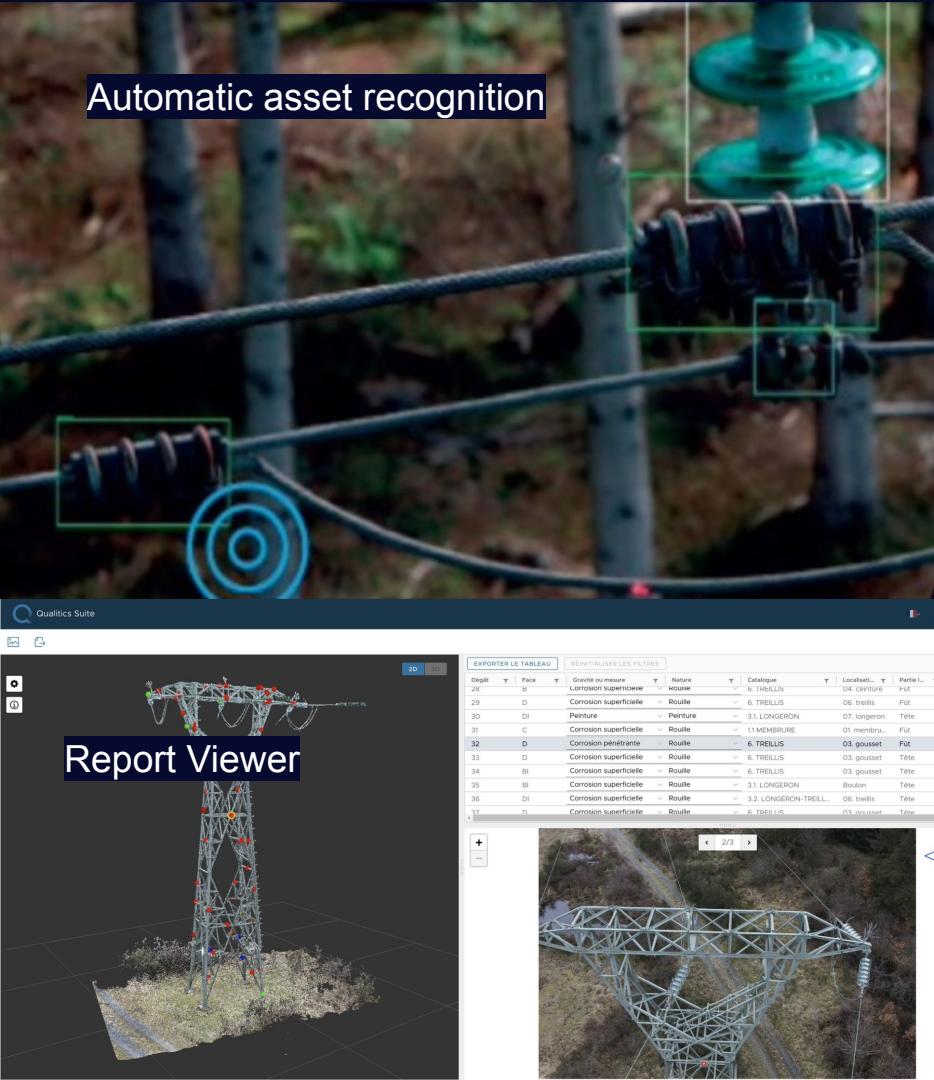
3 Qualitics Software Suite (QSS)
with AI-processed default reports

- ✓ Secured SaaS platform with Report Viewer
- ✓ convivial and efficient interface
- ✓ export and compatibility
- ✓ rich, dynamic audit reports





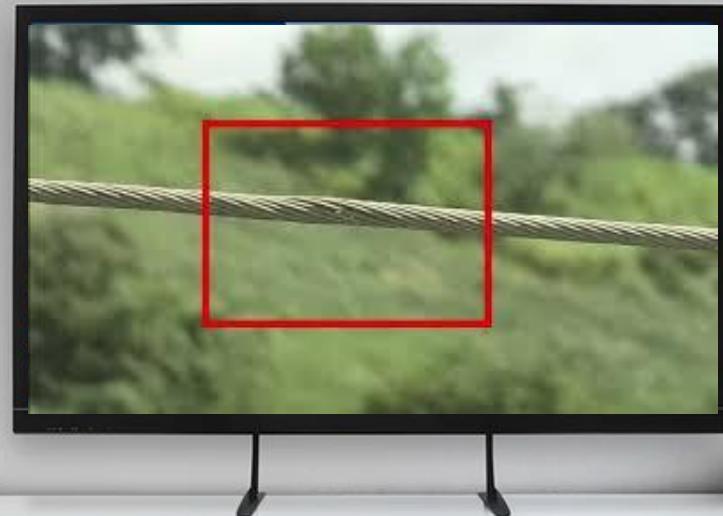
Automated Pilot System



Automatic asset recognition

Report Viewer

Désig	T	Face	T	Gravité de mesure	Nom(s)	T	Catégorie	T	Localisat...	T	Porte ...
26		B		Corrosion superficielle	Rouille		6. TREILLIS		U4_treillie		Fut
29		D		Corrosion superficielle	Rouille		6. TREILLIS		06_treillis		Fut
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31		C		Corrosion superficielle	Rouille		11 MEMBREURE		01_membra...		Fut
32		D		Corrosion pénétrante	Rouille		6. TREILLIS		03_gousset		Fut
33		D		Corrosion superficielle	Rouille		6. TREILLIS		03_gousset		Tete
34		BI		Corrosion superficielle	Rouille		6. TREILLIS		03_gousset		Tete
35		BI		Corrosion superficielle	Rouille		3.1 LONGERON		Bouton		Tete
36		DI		Corrosion superficielle	Rouille		3.2 LONGERON-TREILL...		06_treillis		Tete
37		D		Corrosion superficielle	Rouille		6. TREILLIS		03_gousset		Tete



The SUAVIN project: ready for a new Macro-view technology

-  'Smart Unmanned Aerial Vehicle Inspection'
-  Long-distance Macro-view flights for a global inspection
-  BVLOS-ready (Beyond Visual Line Of Sight)
-  Budget of €4.2m (self-funded + Région Wallonne)

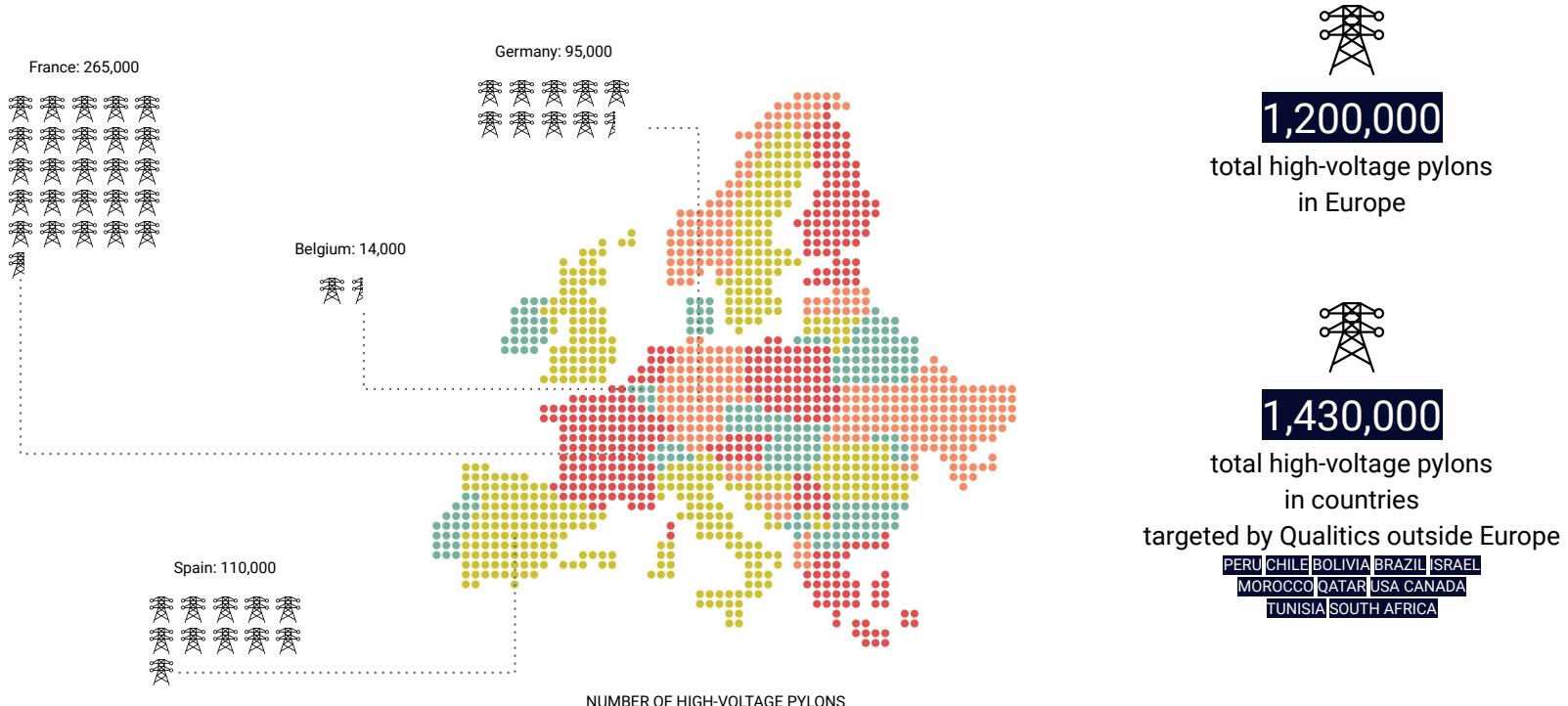




Qualitics offers
cost-effective and systematic pylon inspections
without line shutdowns,
ensuring enhanced safety with no human contact,
adopting eco-friendly practices,
and providing a dynamic audit report management tool
for quicker decision-making
and improved asset maintenance quality.

A growing opportunity in a huge market

The Predictive Maintenance market size was \$6.9b in 2021 and is expected to be **\$28.2b in 2026** (31% CAGR)



Tickling the competition

with unique differentiators

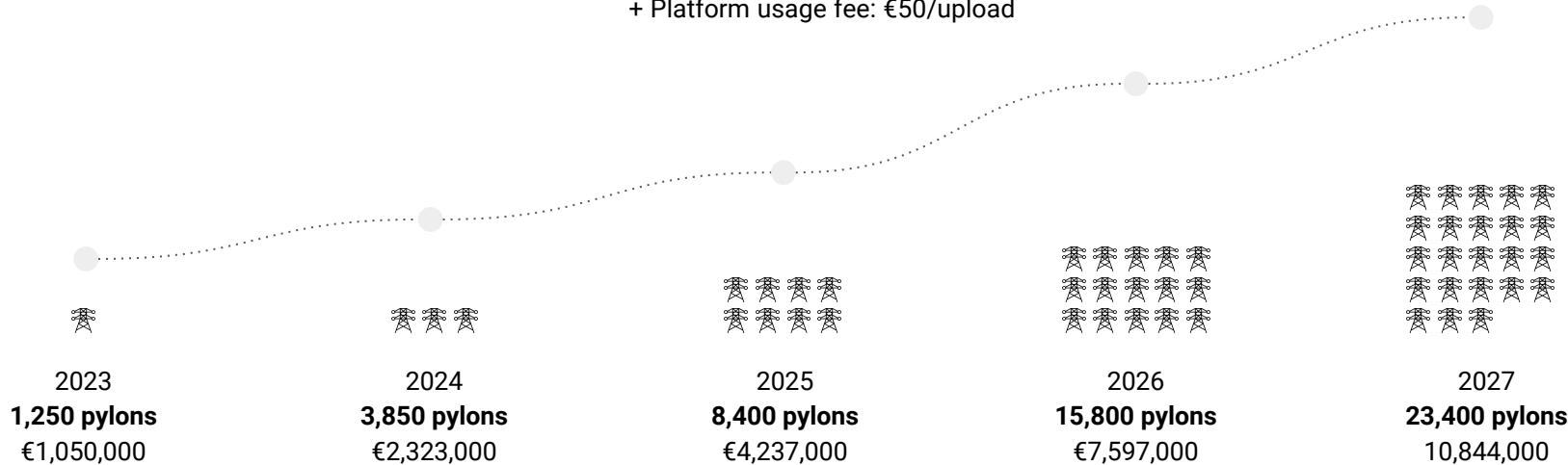
	Q QUALITICS	eSmart SYSTEMS	SharperShape	CYBER HAWK <small>Aerial Inspection and Surveying Specialists</small>
One-stop-shop (value-chain integration)	★★★★★	★★	★★	★★
AI-powered data analytics	★★★★★	★★★★★	★★★★	★★★★
Micro-view expertise	★★★★★	★★★★	★★★	★★★
Versatility (data, connectors)	★★★★★	★★★★★	★★★★★	★★★
Autonomous drones	★★★★★	★★	★★	★★
	Unique set of differentiating features	Strength in data analytics and connectors	Strength in connectors	Incumbent player with analytics capabilities

Ultra-repeatable business model

Progressive increase of productivity per employee (from 1,5 to 4 report/day)

$$\begin{array}{c} \text{€400} \\ \text{Airborne data capture} \end{array} + \begin{array}{c} \text{€440} \\ \text{Audit report} \end{array} = \begin{array}{c} \text{€840} \\ \text{Revenue / pylon} \end{array}$$

+ Platform usage fee: €50/upload



Our clients

July 2023

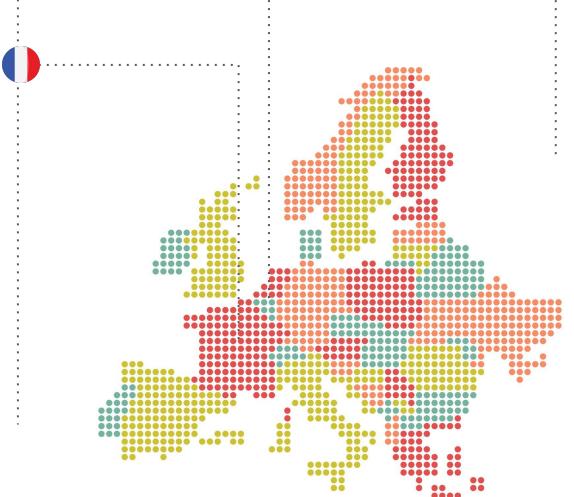


OMEXOM



CONSORZIO
ITALIA 2000

eqos
Energie



Paying clients

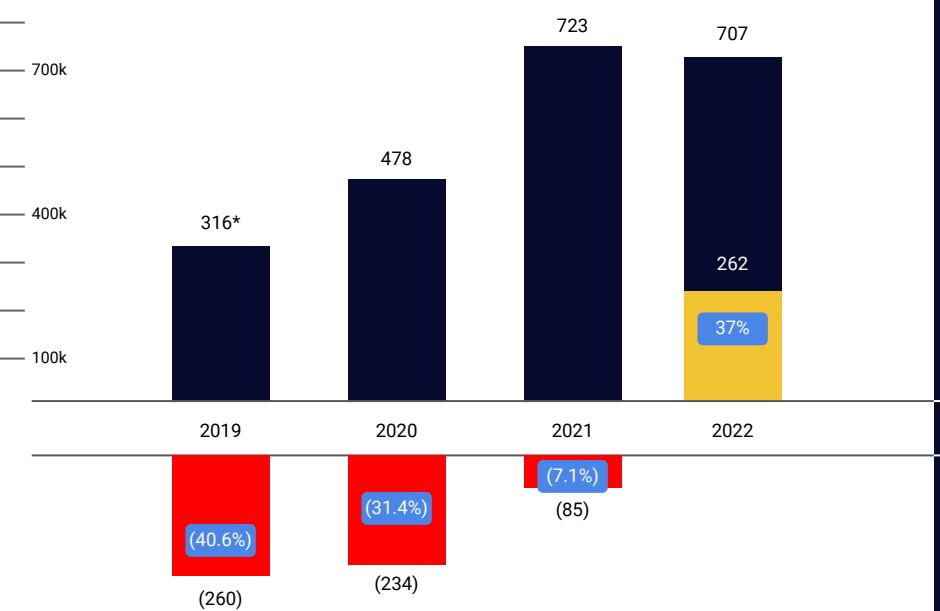


ONEE	Morocco
Saudi Electric Company (FEDS)	Saudi Arabia
Swissgrid	Switzerland
Cyberhawk	United Kingdom
Phoenix Tower	United States
Proximus	Belgium
ADYR	Israel
KEGOC	Kazakhstan
Ministry of Energy	Kazakhstan
KazakhTelecom	Kazakhstan
Ministry of Energy	Uzbekistan
East-West Engineering LLC	Uzbekistan
KasWaste	Kazakhstan

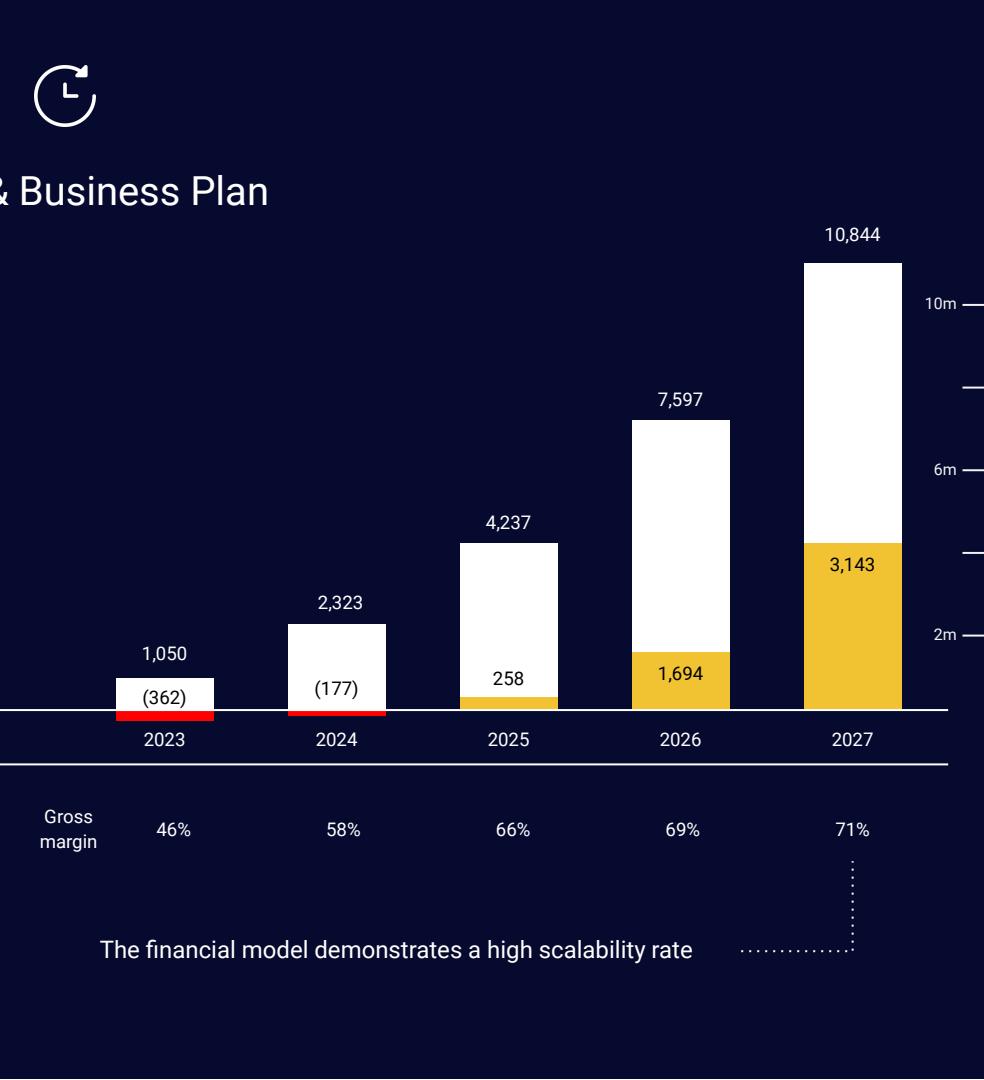
Paying POCs



Now at TRL 9, the business is already profitable and generates juicy gross margins.



Financials & Business Plan

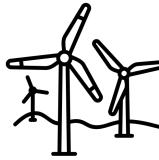


Future use cases

Beyond high-voltage infrastructure, lots of other use cases are applicable. Qualitics already **started exploring** some of them.



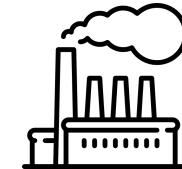
Telecom towers
5 million towers worldwide



Wind turbines
3,2 million turbines by 2030



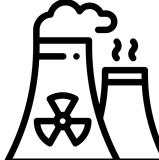
Engineering structures
800.000 bridges in Europe



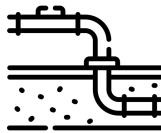
Industrial buildings
5 million buildings in Europe



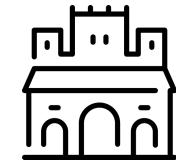
River banks
25,000 km need restoration



Power plants
62,500 plants worldwide



Pipelines
1,2 million km worldwide



Heritage
Countless buildings



Power plants

Wind turbines

Engineering

Aerial power lines

River banks

Experienced and complementary management team

Seasoned professionals combining Tech skills with Business mindset.

- ✓ 4 founding partners
- ✓ 4 managers
- ✓ 9 employees
- ✓ 2 freelances



Dimitri Martinot
CEO



Patrick Warzee
COO



Fabian Duchesne
CTO

Advisory Founding Board



Dimitri Fontaine sopraSteria



Frédéric Tedesco ALSTOM



Eric Joiris evo group



Bruno Argentin
CCO

Raising seed funds

to develop the business

Our achievements



Paying clients on yearly contracts



International business (3 continents already)



SUAVIN project with the Région Wallonne*



Localised defect detection in digital twin is unique



Embedded AI and autopilot are unique features

This round

€3m

Equity

Pre-money valuation
€15m

Our growth plan



Business development activities



Improvement and training of existing production AI models



Development of the team, governance and support operations

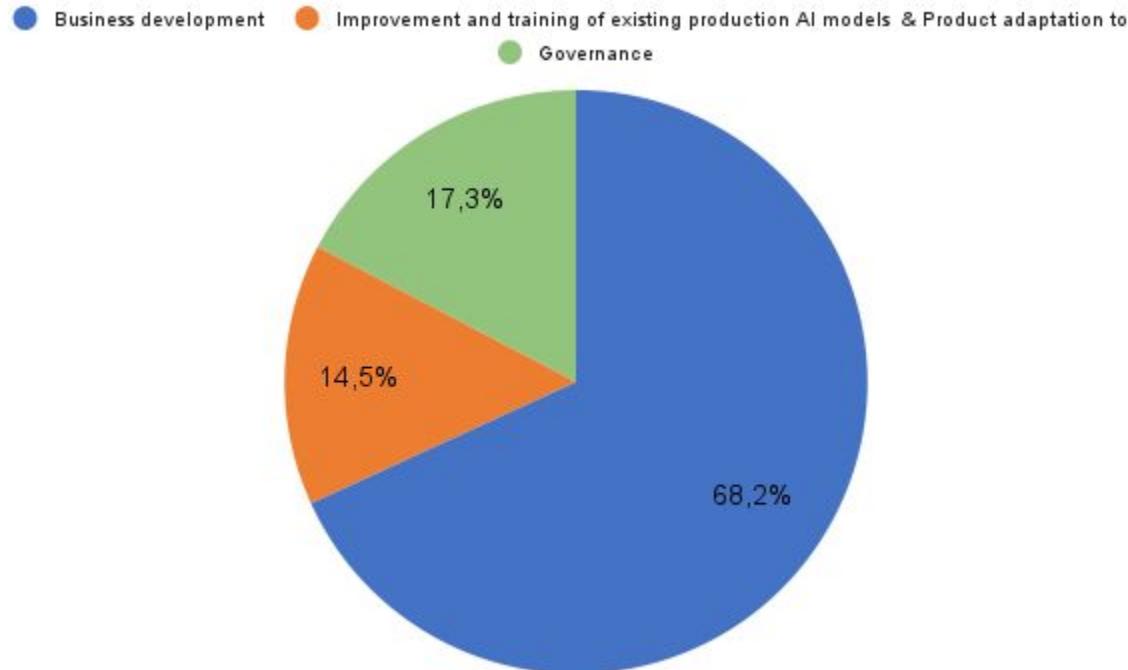


Product adaptation to other use cases (training datasets)



Further development of Qualitics Software Suite (QSS)

Use of proceeds





NOW

is the perfect time to invest in Qualitics,
as digital twins and automatisation trends
are growing in the global predictive maintenance market.

Qualitics demonstrated its ability to convince big players
and is ready to scale.

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