iQunet.®

Providers of free on-prem wireless monitoring data

"We boost our customers' Overall Equipment Effectiveness from the very first data point"

iQunet.®

Company

Solution

Market

Business

Financial

Vision

Our vision is to revolutionize the way industries monitor and optimize their operations by providing intelligent wireless sensor solutions.

We envision a world where seamless data interoperability and near real-time data insights empower organizations to enhance efficiency, safety, and sustainability across diverse domains.

Team

iQunet.®

Founders iQunet (family company)

CEO, Dirk Van den Branden, ing. MBA (LinkedIn) / 50% shares
- Engineer Electronics
- 1990-2000 Quality, Production, Operations mgr. British Steel company (now TATA)
- 2000-2015 Country manager (Lindab NV / HVAC)
- President Advisory Boards (2 tech co.)

CTO, Wim Vereecken, Dr. ir. (LinkedIn) / 50% shares
- Analog chip designer, RF technology designer
- Hardware & software development
- 2002-2015 Researcher KUL, Flanders Make

		Innovation Award				ISO9001		Innovation Award		
2015	**2016**	**2017**	**2018**	**2019**	**2020**		**2021**	**2022**	**2023**	**2024**
Founding	VLAIO subsidy	1st Commercial launch MEMS sensors	1st Hannover Messe	Sales S-Korea	Dubai Airport project		Launch Edge AI Monitor	Launch Wireless Bridge	LoRaWAN sensor integration	

Company identity card

iQunet.®

iQunet
Broekstraat 82
9220, Hamme
Belgium
www.iQunet.com

Creation date: 10 July 2015
Legal structure: BV (BVBA)
Workforce: 4 (incl. owners)
Share capital: 138600€

iQunet provides
free-to-use wireless sensor data
to assist **industrial plant asset managers** in **enhancing their equipment efficiency**
using **AI embedded edge computing** with **on-premise integration capabilities.**

Key figures:

	2018	**2019**	**2020**	**2021**	**2022**
Turnover	147 k€	172 k€	322 k€	242 k€	238 k€
Net profit	37 k€	-128 k€	68 k€	-51 k€	-62 k€
Equity	62 k€	-67 k€	2 k€	-50 k€	-112 k€
Workforce (incl. owners)	3	3,6	3,9	4	3,9

Market:
Predictive Maintenance & Remote Asset Monitoring in Smart Operations

Definition:
Industrialized plants and operations worldwide

Size:
Forecast 2030: 86 USD Billion*

Trend:
WW CAGR 2023-2030: 22,9%*
*(*source: www.meticulousresearch.com (July2023)*

Company

Solution

Market

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Problem 1

Condition Monitoring (predictive maintenance) and Asset Monitoring (data capturing) today

Photo source: ACD

Photo source: SKF

Condition Monitoring Measurements

- Labour-intensive, waste of expert's time
- Safety issues
- Snapshot, Limited trends
- Limited reproducibility
- Measurement in standard conditions only
  - Standard speed, unloaded, …
- No combinations (current, vibration, …)

Condition Monitoring Analysis

- Waste of time if asset in good condition
- Prone to human mistakes
- Lack of expertise because experts:
  - retire
  - change company
  - are over employed
- High cost

Wired Asset Monitoring

- Limited cabling range (IO-Link= max.10..20m)
- Wired systems disadvantages:
  - complex
  - high maintenance cost
  - Inflexible
  - hard to scale

Solution 1

iQunet.®

Wireless Condition AND Asset Monitoring Sensor Solution in ONE edge system

iQunet provides (large) Time Series from Vibration, Electrical Signature AND Analog & Digital signals via wireless sensors with AI based alarming
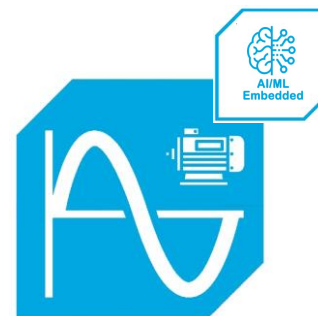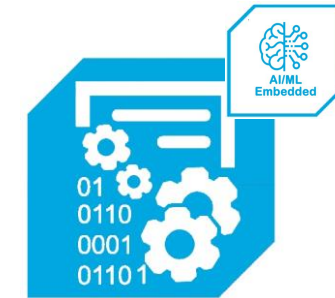

Wireless Vibration Monitoring

SubGHz

AI/ML Embedded

Rotating Equipment

MEMS   IEPE

Wireless Electrical Signature (ESA) Monitoring

SubGHz

AI/ML Embedded

Electric Motors

CT

Wireless Low Data Metrics Monitoring

SubGHz

AI/ML Embedded

Operations

ANALOG   DIGITAL

LoRaWAN™

Problem 2

iQunet.®

The large amount of IIoT sensor data sent to the Cloud creates data silos and network problems

Data

"NOT *ANOTHER* SENSOR CLOUD PLATFORM!"

Smart Operations Mgr.
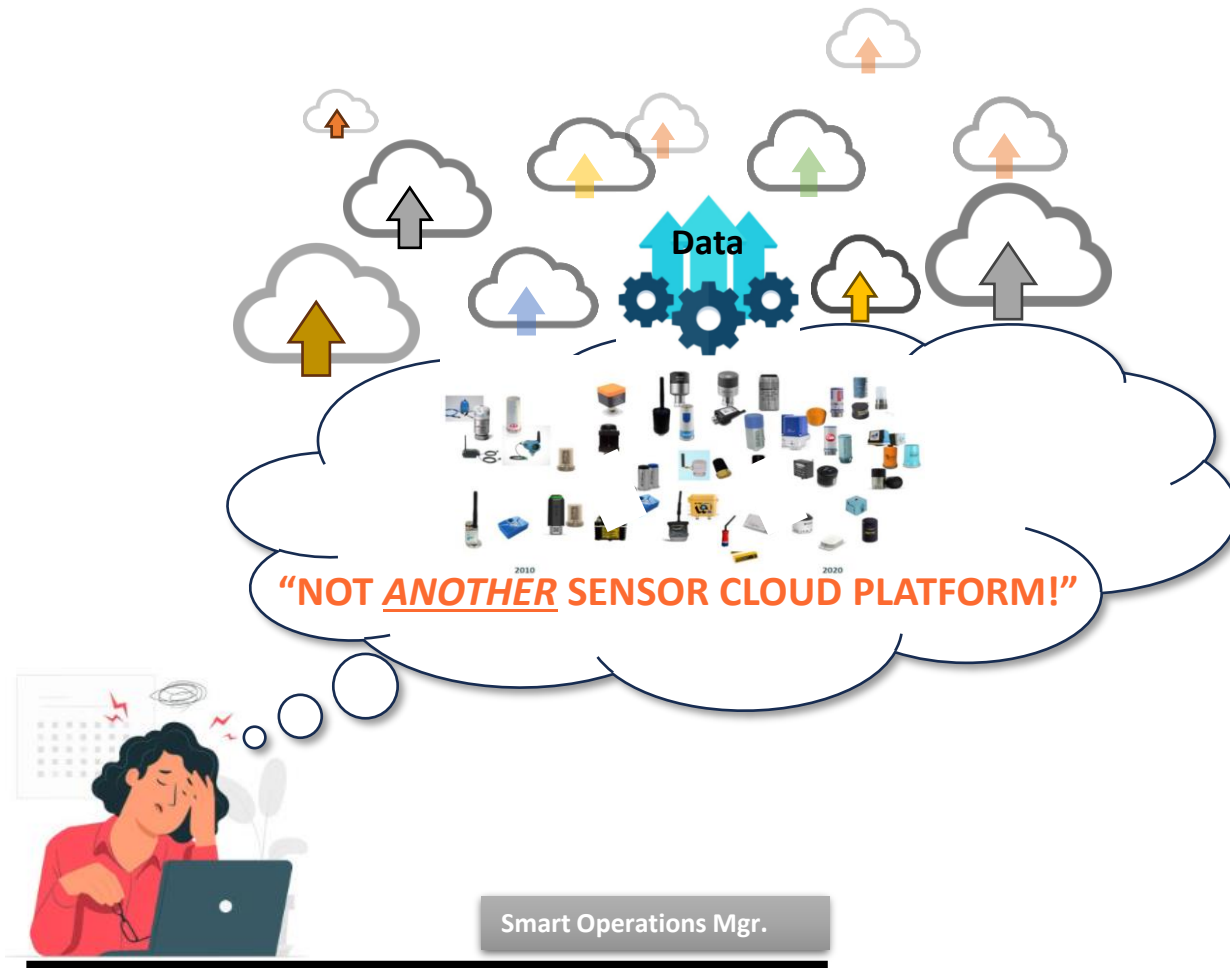
- Data latency
- Bandwidth limitations
- Bandwidth costs
- Threat exposure
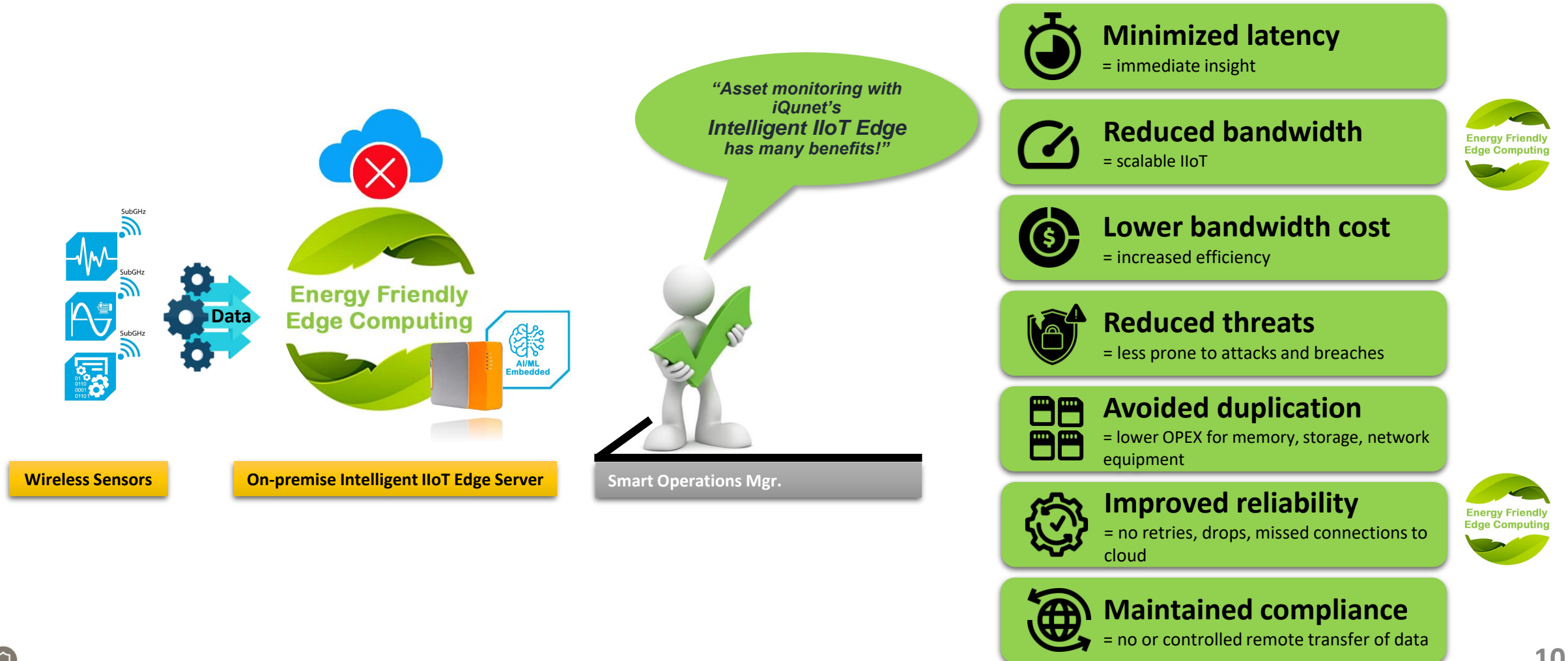- Duplication HW,SW, memory,...
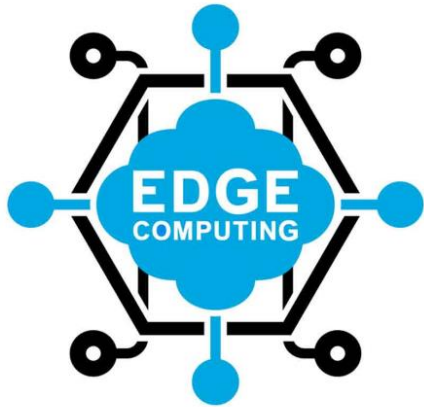- Reliability issues
- Data compliance issues

Solution 2

iQunet's "Intelligent IIoT Edge" server for wireless monitoring of assets

### an Edge based sensor solution with embedded AI which minimizes IIoT risks

iQunet.®

"Asset monitoring with iQunet's Intelligent IIoT Edge has many benefits!"

Wireless Sensors

On-premise Intelligent IIoT Edge Server

Smart Operations Mgr.

Minimized latency
= immediate insight

Reduced bandwidth
= scalable IIoT

Lower bandwidth cost
= increased efficiency

Reduced threats
= less prone to attacks and breaches

Avoided duplication
= lower OPEX for memory, storage, network equipment

Improved reliability
= no retries, drops, missed connections to cloud

Maintained compliance
= no or controlled remote transfer of data

Main Functionalities

An **"Intelligent IIoT Edge"** for **wireless** monitoring of assets with

Embedded AI
In the Edge (on-premise)

AI/ML
Embedded
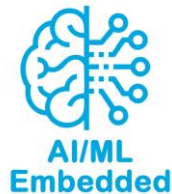
Data Ownership
Local storage, free to use

Analytics
Dashboards
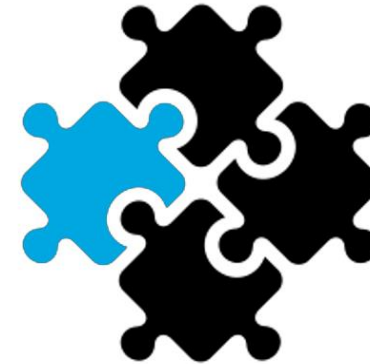
OT interoperability
Near real time data
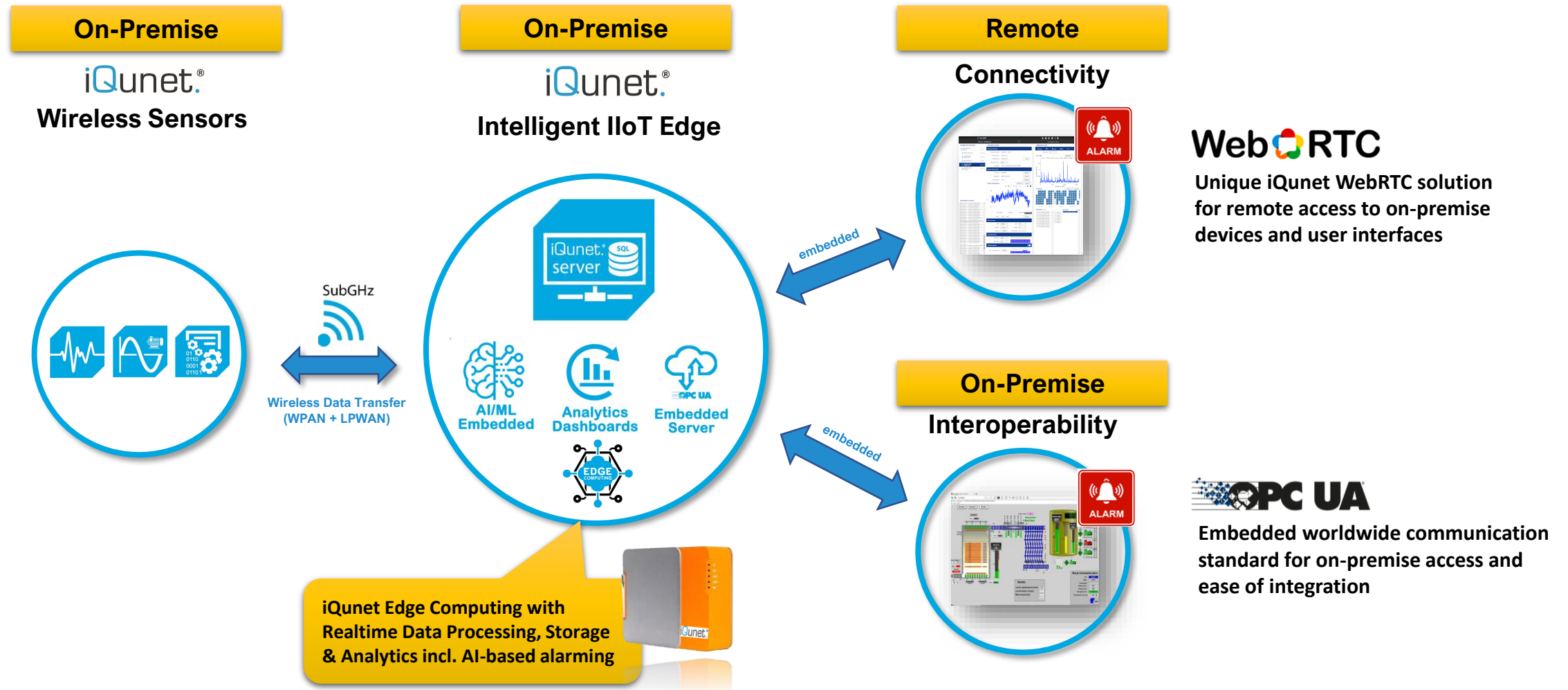
OPC UA
Embedded
Server

Product range overview

iQunet.®

On-Premise Intelligent IIoT Edge for Wireless Sensors

iQunet develops, manufactures and markets wireless sensor solutions AND Edge Computing devices with powerful embedded software

On-Premise

iQunet.®

Wireless Sensors

On-Premise

iQunet.®

Intelligent IIoT Edge

Remote

Connectivity

Web○RTC

Unique iQunet WebRTC solution for remote access to on-premise devices and user interfaces

SubGHz

iQunet.® server SQL

AI/ML Embedded   Analytics Dashboards   Embedded Server

EDGE COMPUTING

OPC UA

embedded

ALARM

Wireless Data Transfer (WPAN + LPWAN)

embedded

On-Premise

Interoperability

OPC UA

Embedded worldwide communication standard for on-premise access and ease of integration

ALARM

iQunet Edge Computing with Realtime Data Processing, Storage & Analytics incl. AI-based alarming

iQunet.®

Company

Solution Examples
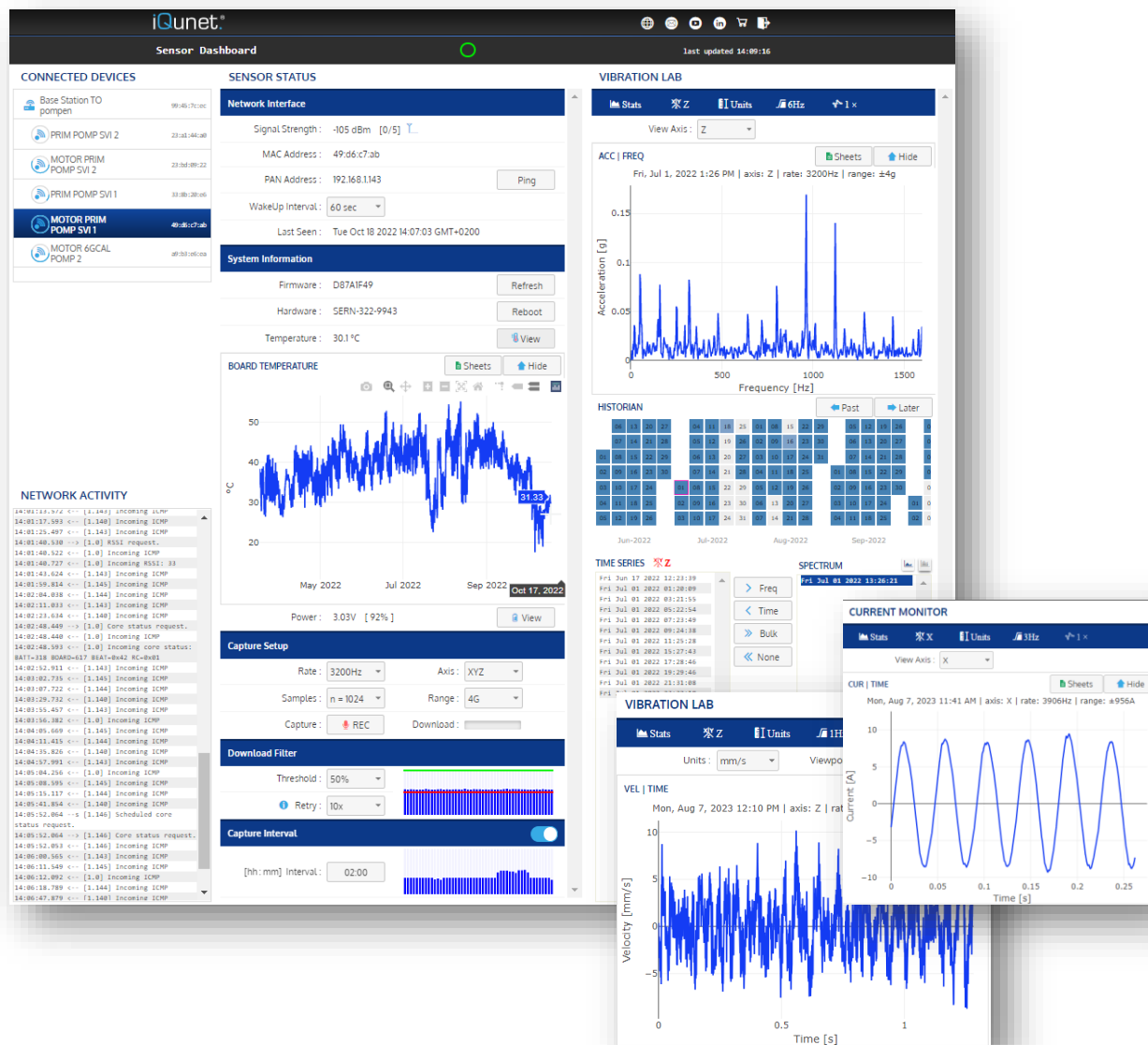
Market

Business

Financial

Embedded dashboards (remote accessible)

Capturing and Analytics Dashboard (standard included)

- General sensor information and overview
- Sensor Status information
  - Connectivity
  - Historical temperature graph (vibration sensors)
  - Historical battery level graph
- Capture setup pane
- Capture interval setup pane
- Sensor download threshold setup pane
- Analytics pane (historical data selection)
  - Vibration / Current / other properties monitor
    - Velocity, acceleration, current, charge, … selection
    - Detailed time series visualizations
    - HP filter settings
    - Time series graph
    - FFT graph
    - 3D FFT plot
  - Statistics (overall values)
    - Velocity, acceleration, current, charge, … selection
    - HP filter settings
    - RMS trend graph
    - Kurtosis trend graph

**All above OPC UA (historical) data nodes are free accessible!**

AI-aaS – Anomaly Detection Service

iQunet.®

iQunet Anomaly Detection is an <u>optional</u> AI service

- Based on **real measurement data** (footprint)
- Automatically transferred data to iQunet ML computers
- Comprehensive **autoencoder** (model) creation
- **Embedded** autoencoder running on local Edge Server (on premise)
- **Automatic** detection of anomalies
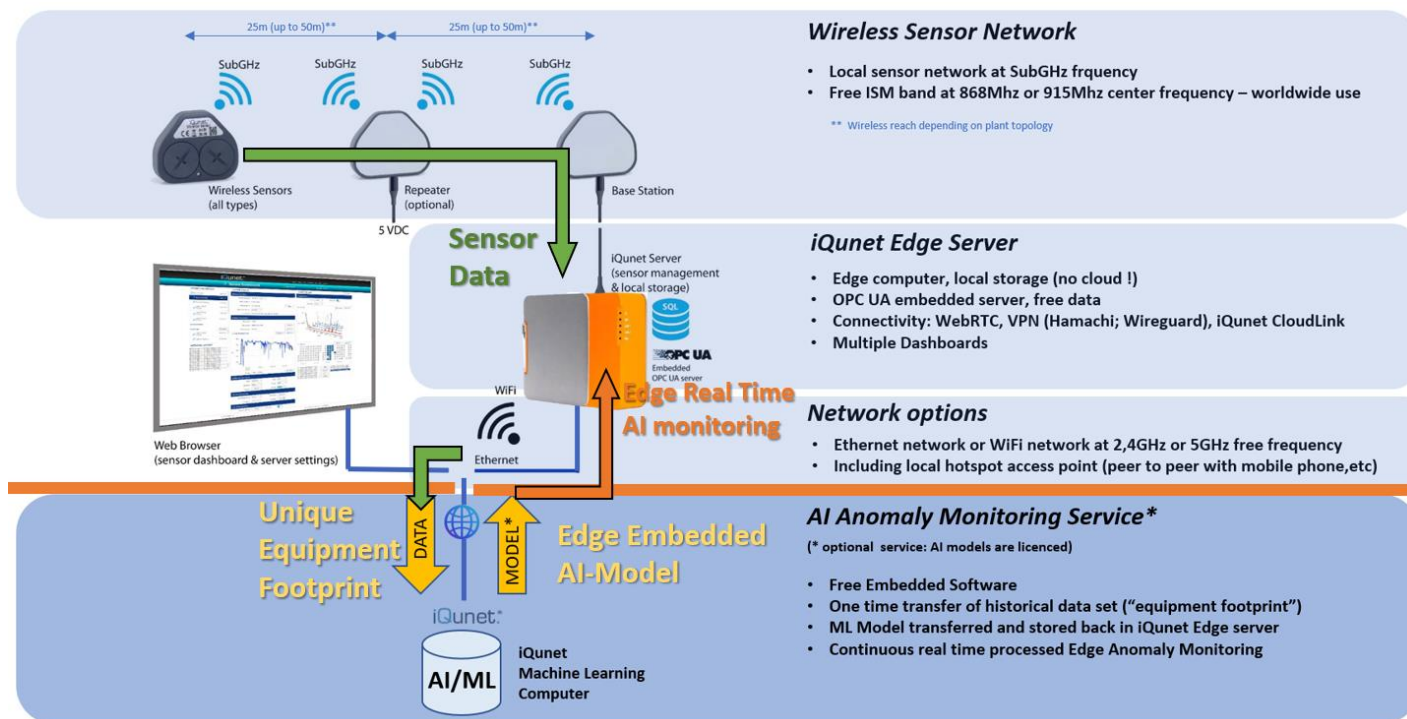
Benefits:

- Near real time and sensitive **alarming in the Edge**
- **Embedded** AI service, even off-line (off-shore)
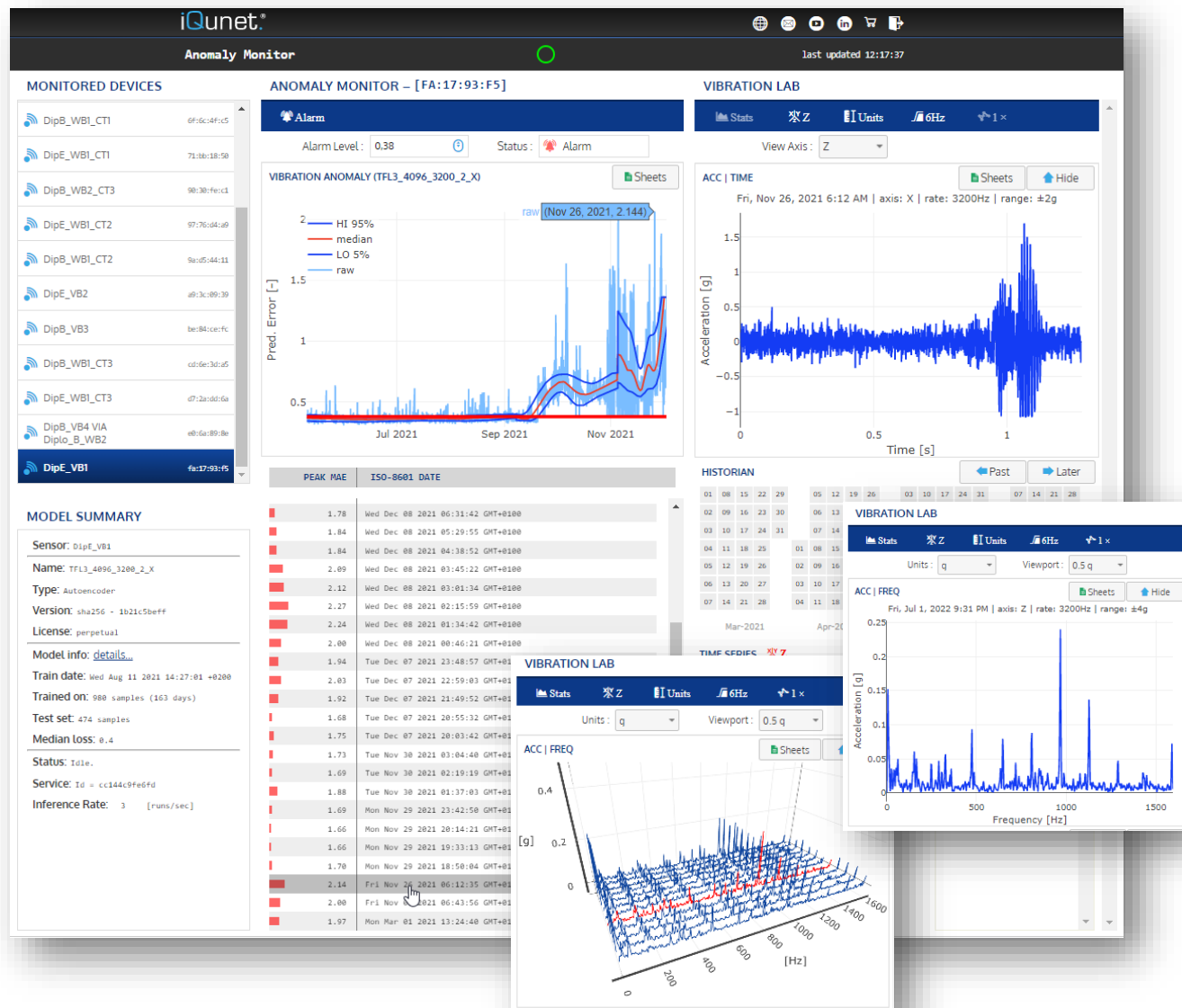- Comprehensive **dashboards**
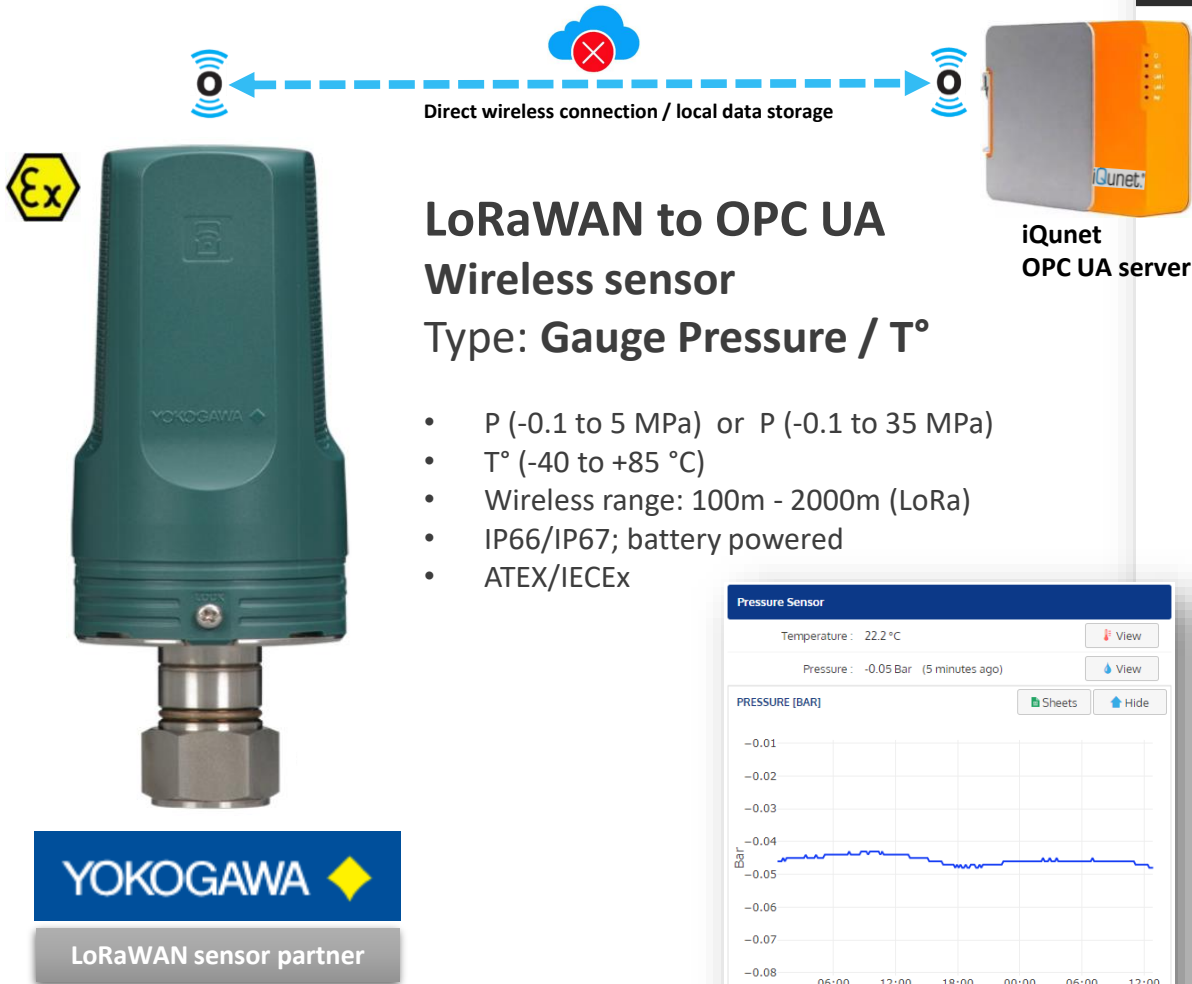
AI-aaS – Anomaly Detection Service

Anomaly Monitor Dashboard (must run AI-aaS)
- Anomaly Detection Alarms
- Anomaly Detection trend graphs XYZ
  - Raw anomalies
  - Trend lines (5%/50%/95% certainty above set alarm level)
- Detailed AI model information
- Selectable list of peak anomaly values
- Immediate visualization of anomaly related
  - time series
  - FFTs
  - 3D-FFTs
- Analytical tools
  - Acceleration / velocity / current / charge / …
  - Signal filtering & averaging options
  - Ax selection options
  - Historical data queries

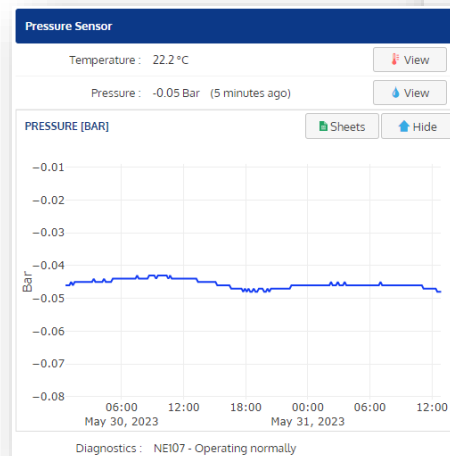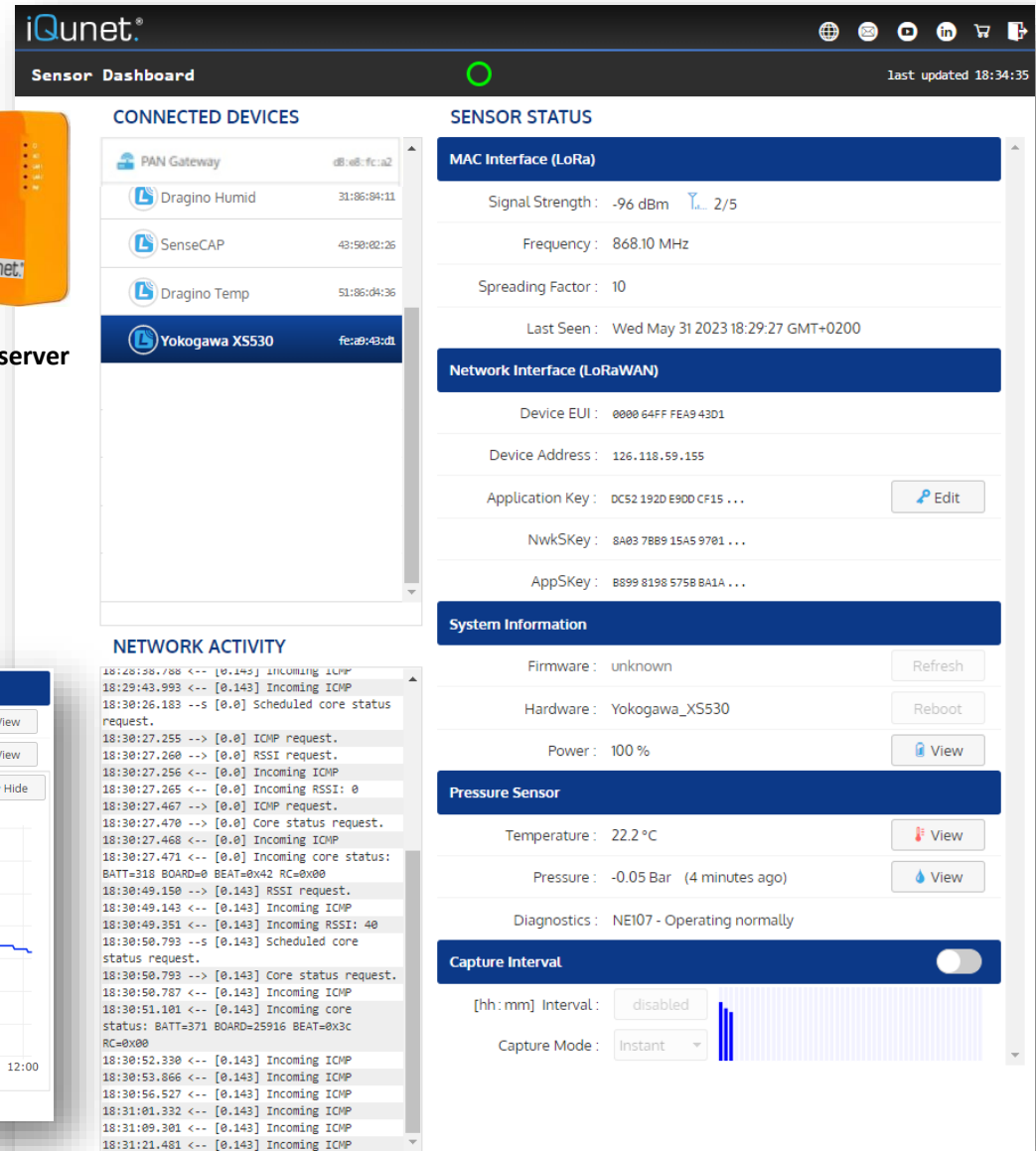All above OPC UA (historical) node data is free accessible!

Company

Solution

Market

Business

Financial

iQunet provides solutions for making our customers' <u>operations</u> smarter.
Smart Operations is seeing the fastest growth in IIoT deployments.

IOT ANALYTICS | October 2021 | Your Global IoT Market Research Partner

The Top 10 IoT Use Cases

N= 1,640 IoT Projects

	Use Case	Type	Global Adoption[1]	Trend[2]
1	Remote asset monitoring (read-only)	Smart Operations	34%	↗
2	IoT-based process automation	Smart Operations	33%	↑
3	Remote asset monitoring and control (read/write)	Smart Operations	32%	→
4	Vehicle fleet management	Smart Supply Chain	31%	↗
5	Location tracking	Connected Products	31%	↗
6	IoT for asset/plant performance optimization	Smart Operations	31%	↑
7	IoT-based quality control & management	Smart Operations	30%	↗
8	IoT-based goods condition monitoring in transit	Smart Supply Chain	29%	→
9	Predictive maintenance	Smart Operations	29%	↑
10	On-site track & trace	Smart Supply Chain	29%	↗

... of 48 use cases analyzed in total

Note:1: Share of companies that have at least partially rolled-out the use case **Note 2:** Based on respondents' indication of investment plan in in the next 2 years
Source: IoT Analytics Research 2021, Conditions for republishing: Source citation with link to original post and company website; Non-commercial purposes only

↑ Very strong investments expected in next 2 years   → Moderate investments expected in next 2 years

Market size

Estimation:
No. Manufacturing plants
with >250FTE

250

15000

75000

iQunet estimations with help of GPT4

devices = wireless devices for predictive maintenance or remote asset monitoring in manufacturing

manufacturing plants with >250FTE	2022	2023	2024	2025	2026	2027	2028	total Σ 2024-2028
devices/year [pcs.]	10	12	17	27	51	79	112	**285 installed devices/plant Σ 5y**
SAM World Wide devices [million pcs.]	0,75	0,90	1,28	2,03	3,83	5,93	8,40	
SOM (0,1% x SAM) [pcs.]	**750**	**900**	**1.275**	**2.025**	**3.825**	**5.925**	**8.400**	

TAM
1 billion

SAM
8,4 million

SOM
8,4k (0,1%)

Total Available Market
The sensor component (IC) market by 2028 is estimated to be 20 Billion units
of which 25% is industrial: TAM 1 Billion devices with multiple feature sensor IC's

Serviceable Available Market
Wireless sensors in manufacturing for **predictive maintenance** and **remote asset monitoring**,
8,4M devices being installed in 2028 worldwide in plants >250FTE

Serviceable Obtainable Market
0,1% (8400 pcs.) of devices in SAM which fit the target groups and regions

Segmentation

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iQunet segmentation

Manufacturing	Logistics	Environmental	Utilities
✓ Pulp & Paper ✓ Industry ✓ Automotive ✓ Chemical ✓ Food & Beverage	✓ Airport operations	✓ Waste processing ✓ Recycling	✓ Water threatment

24/7 24/7 operations

Industrialized regions

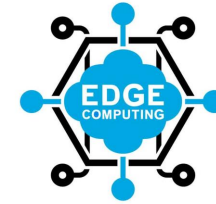| Prio.	Target Audience	Segment	Customer benefit	iQunet priority explanation	Estimated # customers (worldwide) iQunet estimation
1	**Plant Asset Mgr. / Smart Operations Mgr. / Maintenance Mgr.**	Manufacturing	OEE ↗	High-margin sales with recurring services. Very sensitive to arguments related to data compliance and local data storage.	
2	**(Digital) Project Mgr.**	Logistics	OEE ↗	High quantity standard products. Only reachable via integration or service partners. Very sensitive to compliance argument.	75.000 plants estimated average spending Σ 5y =150k€/plant
3	**Maintenance Mgr.**	Environmental	OEE ↗	High sales margins / lower quantities per project but direct contact.	
4	**(Digital) Project Mgr.**	Utilities	OEE ↗	Large quantities, only reachable via service companies (long indirect sales trajectory, but long-term contract based)	

Competition

iQunet.®

Company	Offer	Edge Computing w/ near real time data	Edge Embedded AI	Brand-agnostic smart sensor solution	scalable OT-integration & security	Wireless Spot (VIB) + System (ESA) Con.Mon.
iQunet (BE)	**Intelligent IIoT Edge with wireless sensors**	✔	✔	✔	✔	✔
Erbessed Instr. (MX)	Cloud based wireless sensor solution	✘	✘	✘	✘	✘
Nanoprecise (CA)	Cloud based wireless sensor solution	✔	✔	✘	✘	✘
Treon (FI)	Cloud based wireless sensor solution	✘	✘	✘	✘	✘
ifm (DE) (sensors)	Industrial group – OEM sensors	✘	✘	✘	✔	✘
SKF (SE) (bearings)	Industrial group – OEM bearings (+sensors)	✘	✘	✘	✘	✘
ABB (CH) (motors)	Industrial group – OEM Elec. Motors (+sensors)	✘	✘	✘	✘	✘
Bently Nevada (US)	Premium asset performance mgt. group	✔	✘	✘	✔	✘
Emerson (US)	Premium asset performance mgt. group	✔	✘	✘	✔	✘
Samotics (NL)	Alternative condition monitoring (ESA) supplier	✔	✔	✘	✘	✘
IO-Link Wireless	Alternative technology	(✔)	✘	✔	✔	✘

Market Positioning

iQunet.®

Incumbent iQunet.®

Counter-positioning

iQunet Positioning Statement:
For industries that are pursuing increased OEE, iQunet provides a one stop shop for products that deliver wireless monitoring data which is easy to use, delivers fast deployment and results, remains on-prem, is well structured, and is free-of-use.

EDGE COMPUTING

Wireless (Condition) Monitoring with unique Intelligent IIoT Edge solution

Proprietary wireless stack combining "fast" sensors with "slow" sensors in one system — **DEFENSABLE**

AI/ML Embedded — Sensitive Edge near real-time AI monitoring trained on equipment footprint data — **DEFENSABLE**

Low customer TCO including free customer data access — **DEFENSABLE**
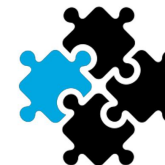
Scalable solution / / non-scaling technology costs — **DEFENSABLE**

Company

Solution

Market

Business

Financial

Business model

Wireless Monitoring Solutions

Product Sales

Software Sales

Predictive Maintenance Solutions

Vibration   Electrical Signature

Remote Asset Monitoring Solutions

Other Sensor Data

AI services

Anomaly Monitor
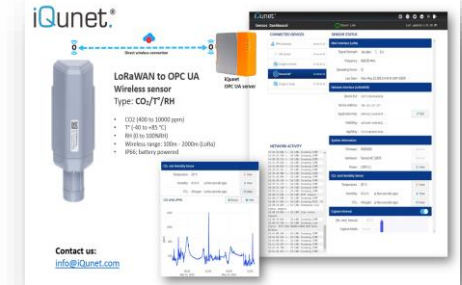
Licenses

Payload decoder

Sales margin > 75%   **Sales margin > 50%**   **Sales margin > 70%**   **Sales margin > 90%**

(recurrent)

Industrial hybrid strategy

iQunet.®

Innovation

Continue investing in development to improve sensor technology, enhance performance, and introduce new features in SW & HW

Partnerships and Alliances

Creation of partnerships with worldwide LoRaWAN sensor suppliers to create large and flexible portfolio of products

Quality Assurance and Certifications

Focus on maintaining high-quality standards and maintaining relevant certifications and compliance to build trust with customers (ISO9001, CE, ATEX, IECE)

Scalable Manufacturing

Implement scalable manufacturing processes together with supplier partners

After-Sales Support and Services

Offer after-sales support, and maintenance services to ensure customers derive maximum value from the sensor solution

Cost Optimization

Continuously optimize production costs without compromising product quality

Internalized:
- Development of easy to assemble products
  - Use of standard components from the shelf
  - 100% own Software (IP) + open source
  - Internal final assembly (QC)
  - Packaging (UN regulations Lithium batteries)

Externalized:
- PCBA production and pre-assembly in EU
  - main supplier: LHM (BE) DT: 5-8w
- Logistics: DHL (worldwide)

Industrialization roadmap:
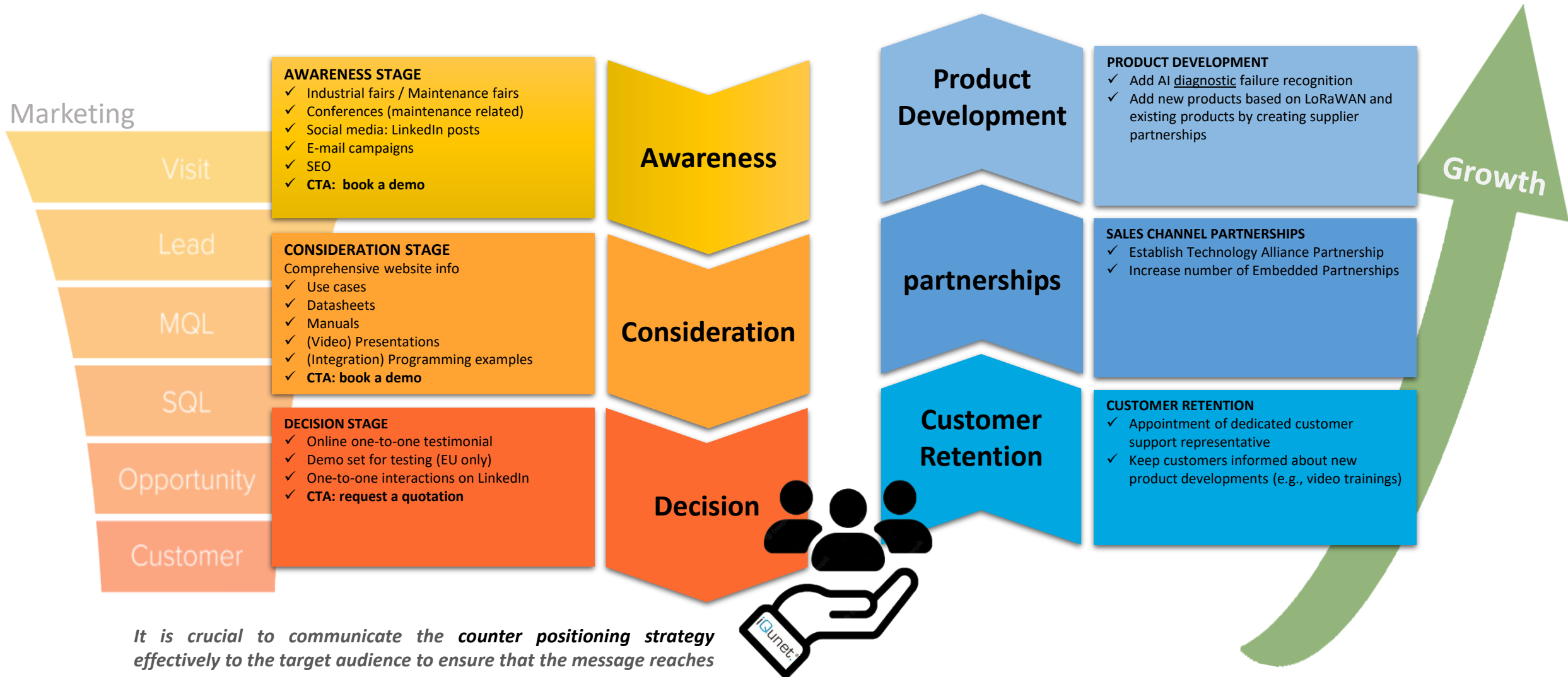- Development of automatic and embedded AI diagnostic failure recognition
- Maintain and improve QMS-ISO9001 and extend to ISO/IEC-80079-34 (Ex-product manufacturing)
- Make use of external assembly providers for non-strategic sub-assemblies.
- Step by step improvement and growth of (lean) assembly facility for strategic assemblies
- Appoint manufacturing lead for purchase and operations

Protection of innovation

iQunet.®

Device / Software	Software description	Ownership	iQunet IP protection methodology
iQunet Edge Server	Operating System	Open-source Standard Linux	None
	iQunet analytics & sensor mgt.	iQunet development	Know-how protection through compiled code
	Interfaces: OPC UA server	iQunet development	Know-how protection through compiled code
	Anomaly Monitor (AI-aas)	iQunet development	Know-how protection through compiled code
	LoRaWAN payload decoder	iQunet development	Know-how protection through compiled code
WPAN Sensors	Sensor machine code	iQunet development	• Processor protection • Scrambled/Compiled
LPWAN sensors	Sensor supplier software	With product purchase	Know-how protection through compiled code
Server remote login	WebRTC (node-WebRTC)	iQunet development	Protected Cloud environment
iQunet server interface	iQunet CloudLink (DB-aaS / web-server)	iQunet development	Protected Cloud environment
BI-Tool	Google Looker Studio (free user license)	• Google free user license • Connector: iQunet development	Know-how protection of connector software

Marketing & Growth Strategy

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Marketing

Visit

Lead

MQL

SQL

Opportunity

Customer

AWARENESS STAGE
- ✓ Industrial fairs / Maintenance fairs
- ✓ Conferences (maintenance related)
- ✓ Social media: LinkedIn posts
- ✓ E-mail campaigns
- ✓ SEO
- ✓ **CTA: book a demo**

Awareness

CONSIDERATION STAGE
Comprehensive website info
- ✓ Use cases
- ✓ Datasheets
- ✓ Manuals
- ✓ (Video) Presentations
- ✓ (Integration) Programming examples
- ✓ **CTA: book a demo**

Consideration

DECISION STAGE
- ✓ Online one-to-one testimonial
- ✓ Demo set for testing (EU only)
- ✓ One-to-one interactions on LinkedIn
- ✓ **CTA: request a quotation**

Decision

Product Development

PRODUCT DEVELOPMENT
- ✓ Add AI diagnostic failure recognition
- ✓ Add new products based on LoRaWAN and existing products by creating supplier partnerships

partnerships

SALES CHANNEL PARTNERSHIPS
- ✓ Establish Technology Alliance Partnership
- ✓ Increase number of Embedded Partnerships

Customer Retention

CUSTOMER RETENTION
- ✓ Appointment of dedicated customer support representative
- ✓ Keep customers informed about new product developments (e.g., video trainings)

Growth

iQunet.

*It is crucial to communicate the **counter positioning strategy** effectively to the target audience to ensure that the message reaches the intended audience and establishes the desired differentiation.*

Commercial

Sales channel	iQunet benefit	Customer examples	Distribution margin against recommended list price	Interlocutor	Estimated sales cycle
iQunet Direct sales	Direct customer contact, high margin	Daikin, PepsiCo, Mohawk, Lafarge-Holcim	Direct sales @ List price	Digitalization Mgr. , Plant Performance Mgr., Maintenance Mgr.	3-6m
iQunet Online sales	Prepayment, high margin	Ad hoc customers	Direct sales @ List price		1d
Value-Added Reseller	Selling iQunet solution to their existing customer base + add value in many ways	Reshenie (KR)	20% + value added	Owner, (Digital) Project Mgr.	3-12m
Service Delivery Partner	Make iQunet's products more attractive by reducing the pain of implementation	Facta	20% + service value added	Maintenance Project Mgr.	3-12m
Global System Integrator	Break into the lucrative enterprise market	Siemens, Siemens Energy,	20-40% + solution service value added	(Digital) Project Mgr.	6-18m
Embedded Partner	Increase sales with limited cost of sales	ROSTA	20% + solution value added	(Digital) Project Mgr.	6-18m
High Velocity Partner	Keep administrative costs low	Digikey	(25%) **in consideration**	Account Mgr.	-
Technology alliance partner	*iQunet will benefit from the association with a trusted partner*	*To be defined*	*In consideration*		

Customer quotes

iQunet.®

"The iQunet system is exactly what we need: monitoring in the edge, embedded AI, vibration combined with current signature monitoring (ESA), ease of use, and complete ownership over the data via OPC UA for our future digitalization projects. iQunet ticks all the boxes!"

Jorge Gamarra, Head of Maintenance Technology, Holcim Group, CH.
Ref. Holcim><iQunet negotiations for supplying +100 plants with +100 sensors/plant over 5 years, June 2023

"Amazing what you have developed! iQunet has knowhow and products we don't have. Why aren't you acquired yet …?"

Benno Kathan, CTO, Member of board of directors, ifm Group, DE
Ref. Hannover Messe 2023, visit on iQunet booth

"Now iQunet's solution is validated in large airports and integrated in the Siemens Logistics Nuremberg customer demo center, your products are showcased to airports worldwide. We expect München Airport will order the Siemens Service 4.0 for their baggage handling conveyors by Q4/2023 which include +2000 pcs. of iQunet sensors."

Dr. Ing. Frank Koenig, Senior Project Mgr., Predictive Analytics/Digitalization, Siemens Logistics GmbH, DE
May 2023

Company

Solution

Market

Business

Financial

Traction

Predictive Maintenance

	Year	2022	E2023	E2024	E2025	E2026	E2027	E2028
# condition monitoring devices (WPAN)	#pcs	434	605	791	1289	2686	4297	5875
sales €/pc	€/pc	517	579	562	545	528	513	497
sales margin €/pc	€/pc	388	447	441	434	423	414	403
sales margin %	%	*75%*	*77%*	*78%*	*80%*	*80%*	*81%*	*81%*
# yearly services (AI-aaS / DB-aas)	#pcs	101	121	158	258	537	859	1175
sales €/pc	€/pc	132	150	150	125	125	100	100
sales margin €/pc	€/pc	82	105	110	90	95	75	80
sales margin %	%	*62%*	*70%*	*73%*	*72%*	*76%*	*75%*	*80%*

Remote Asset Monitoring

	Year	2022	E2023	E2024	E2025	E2026	E2027	E2028
# monitoring devices (LPWAN)	#pcs		330	495	743	1114	1671	2506
sales €/pc	€/pc		1158	1123	1090	1057	1025	994
sales margin €/pc	€/pc		628	608	580	552	525	499
sales margin %	%		*54%*	*54%*	*53%*	*52%*	*51%*	*50%*
# payload decoder licenses (LPWAN)	#pcs		297	446	668	1002	1504	2255
sales €/pc	€/pc		190	170	150	130	110	90
sales margin €/pc	€/pc		185	165	145	125	105	85
sales margin %	%		*97%*	*97%*	*97%*	*96%*	*95%*	*94%*

€

	Year	2022	E2023	E2024	E2025	E2026	E2027	E2028
total Product (x 1000 Euro)	k€	224	732	1000	1511	2595	3915	5414
total Software (x 1000 Euro)	k€	13	74	100	132	197	250	319
Sales	**k€**	**237**	**807**	**1100**	**1644**	**2792**	**4165**	**5733**

< --- CAGR 2023-2028=48% --- >

Financials

iQunet.®

Profit&Loss (x 1000 Euro)	Year	2022	E2023	E2024	E2025	E2026	E2027	E2028	
Sales	k€	237	807	1100	1644	2792	4165	5733	100%
direct cost	k€	-61	-261	-359	-534	-865	-1287	-1828	-32%
sales margin	k€	176	546	741	1110	1927	2878	3905	68%
sales margin	%	74%	68%	67%	68%	69%	69%	68%	
total workforce FTE	FTE	3,8	4,2	9,0	9,0	10,5	11,5	12,5	
Total cost FTE's	k€	-85	-328	-772	-789	-954	-1044	-1139	-20%
other cost	k€	-62	-109	-142	-232	-317	-466	-621	-11%
Total Other Cost	k€	-147	-437	-914	-1021	-1271	-1510	-1760	-31%
EBITDA	k€	35	114	-168	94	661	1373	2150	38%
EBITDA %	%	15%	14%	-15%	6%	24%	33%	38%	
EBIT	k€	-57	34	-238	44	631	1353	2150	38%
EBIT %	%	-24%	4%	-22%	3%	23%	32%	38%	
EBT	k€	-62	29	-245	39	614	1327	2113	37%
Net Earnings	k€	-62	29	-245	39	543	929	1479	26%

Employees

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	2022	E2023	E2024	E2025	E2026	E2027	E2028
Sales	0,24M€	0,8M€	1,1M€	1,6M€	2,8M€	4,2M€	5,7M€
Overhead FTE	1,0	1,0	2,0	2,0	2,5	3,0	3,5
O&O + support FTE	0,8	1,0	2,0	2,0	2,0	2,5	3,0
Sales FTE	0,0	0,2	3,0	3,0	4,0	4,0	4,0
Owners	2,0	2,0	2,0	2,0	2,0	2,0	2,0
Total workforce FTE	3,8	4,2	9,0	9,0	10,5	11,5	12,5

LTV/CAC

2022	E2023	E2024	E2025	E2026	E2027	E2028
2,8	4,5	1,5	2,2	3,0	4,0	4,8

Funding

iQunet.®
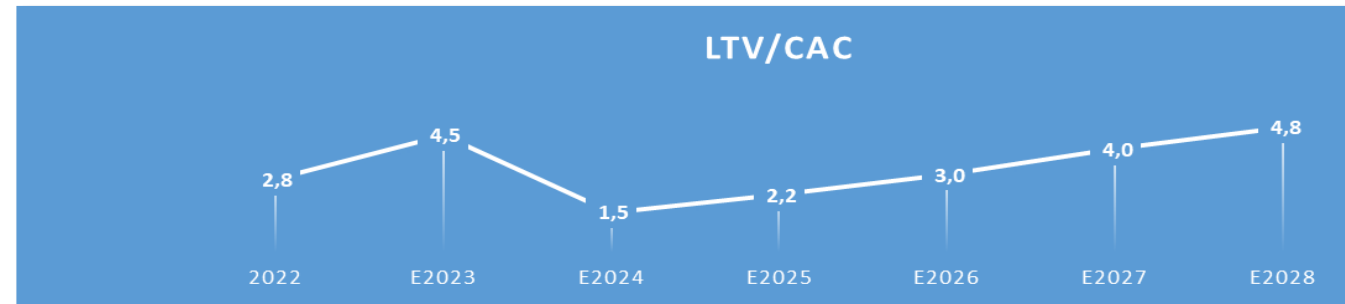
Raising 1,5M€ (Series A)

Target close Dec. 2023

So we can reach **5,7M€ in sales**
by
- Scaling and refining marketing & sales
- Scaling customer support
- Enhancing embedded AI with auto-diagnostics
- Widening sensor offering through partnerships

Conclusion & Contact

Just as iQunet embraces a hands-on mentality in its operations, we appreciate the proactive approach of **Industrya**.

With its access to a vast national and international network of expertise, markets, customers, and industrial partners, by joining **Industrya**, we are confident in achieving iQunet's vision.

iQunet.®

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