

The image features a large, white, stylized letter 'V' that serves as a central graphic element. It is superimposed on a background of a wind turbine, with its blades and nacelle visible against a clear blue sky. The 'V' is composed of two thick, white strokes that meet at a point in the center. The word 'Industria' is written in a white, sans-serif font, positioned above the right-hand stroke of the 'V'.

Industria

Application deck Industria



Process Chain transparency for the Industry

*Accelerating your energy
transition*

Condugo in a nutshell



Company Name: Condugo
Creation date : 2015
Legal structure : BV
Workforce: 7 full-times
Share capital:
Website: www.condugo.com



The Beacon
Sint-Pietersvliet 7
2000 Antwerp
Belgium



Co.Station
Parvis Sainte-Gudule 5
1000 Brussel
Belgium

We accelerate large industrial companies' energy transition by offering a full transparency platform

Our services range from energy audits, energy analytics (consulting based) to offering The Energy Hub, **our proprietary integrated energy management platform, as software as a service.**
We differentiate ourselves by bringing truly 100% transparency across their process chain by modelling their energy flows, irrespective of complexity and dynamics.

Key figures:

| | 2017 | 2018 | 2019 | 2020 |
|------------|-------|-------|-------|-------|
| Turnover | 165 k | 201 k | 165 k | 400 k |
| Net profit | 4 k | -10 k | -18 k | 78 k |
| Equity | 100% | 100% | 100% | 100% |
| Workforce | 3 | 4 | 5 | 7 |

Market :

Energy management of large industrial companies

Definition:

We define our target market as the Energy Management Systems market, tailored to the heavy industry in Europe.

Size :

SOM = 225 €M

- Shortlist 500 HI companies ~4,500 large sites (EU)

SAM = 1.7 €B

- Targeting 35,000 HI sites globally

TAM = 58 €B

- Energy Management Systems market

Trend : 14% CAGR

Only reducing industry emissions can save the world

And only Condugo's Energy Hub can save the industry

1% worldwide
CO2 reduction



4% European
CO2 reduction

Connecting large industrial
companies to a state-of-the-art
energy management platform



1000 sites



100 countries



10 years

Our strong team

Extensive backgrounds in the energy and IT sector



CEO Xavier De Moor

20 years in energy sector managing large teams of data-analysts, developers and engineers; and working with some of the largest industrial companies in the world (Shell, ENGIE, ArcelorMittal)



Product owner Quinten De Keyser

Master of Science (2020), Chemical Engineering at KU Leuven (Magna Cum Laude)

Internships at ExxonMobil, BASF and Eastman



CTO Jeroen Van Der Meer

15 years in the renewable energy sector leading the technical development (SolarCentury, ProxEnergy)



Business Developer Tijs Vangrunderbeek

Master of Science (2020), Business Engineering at KU Leuven (Summa Cum Laude)

Internship at Bain & Company



COO Peter Verboven

10+ years founding & managing innovative ventures in the sustainable energy field (Flux50, EnergyVille, Smart Grids)

+ strong technical team of 43 highly-skilled developers



Emissions reduction targets will not be achieved...

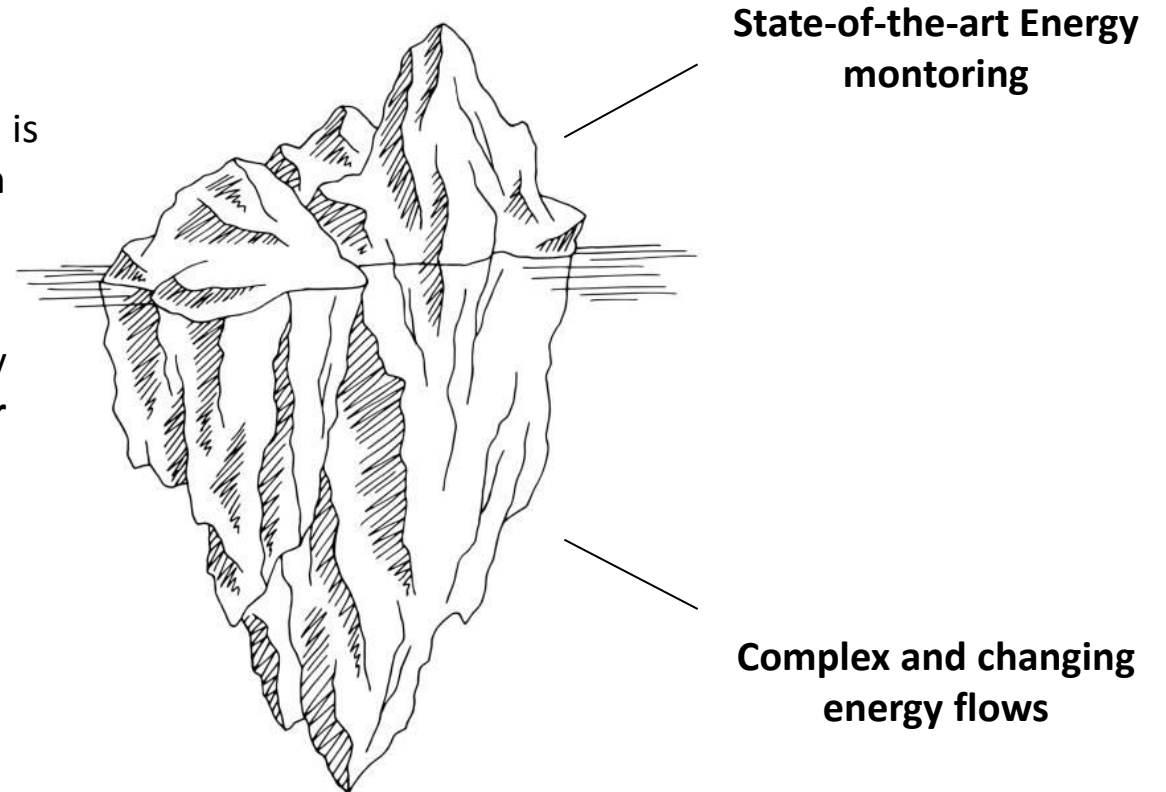
*...without transitioning **energy-intensive heavy industries** responsible for 20% emissions*

Industry Challenge

Despite an **overflow of monitoring platforms**, there is currently **no transparency across your full process chain**

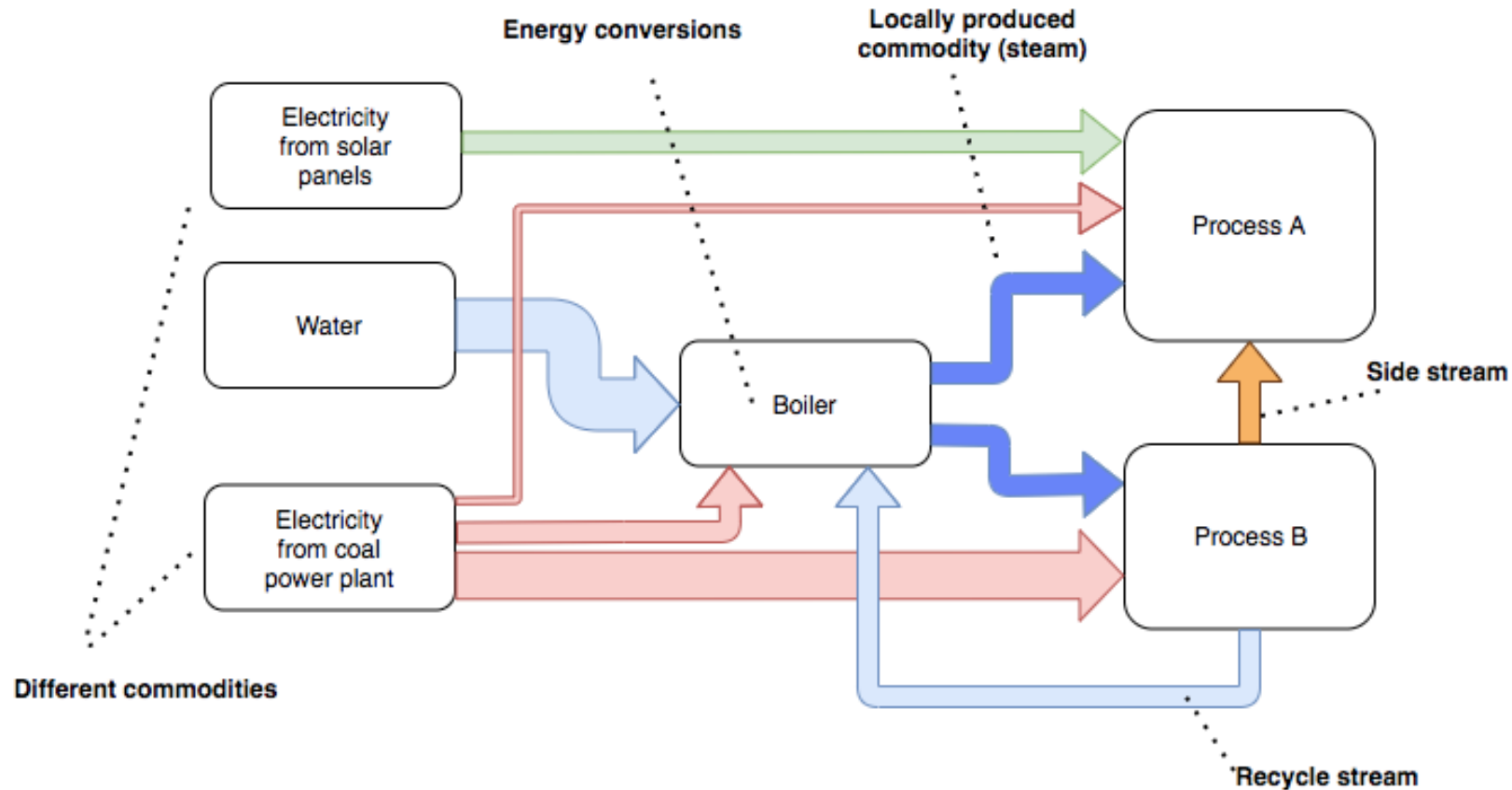
Lack of process chain transparency (limits the necessary insights to make) **hampers energy decisions and a clear CSR strategy**

Energy processes are just **too complex and dynamic**



How complex and dynamic are these environments?

Myriad of processes and commodities make process chain a black box

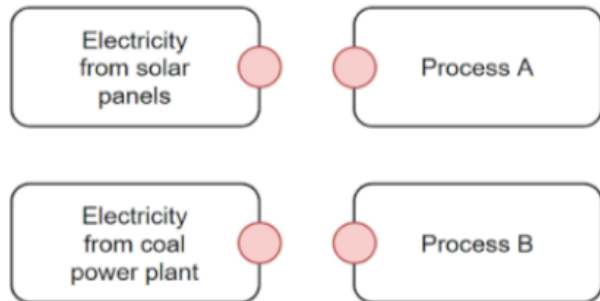


99% of current industrial companies can not unravel this black box

Only flow modelling unravels this black box

*Capturing **energy flows** via our graph-based versioned metamodelling techniques*

Meter readings



→ Black Box

Market state-of-the-art*



Criteria

Insight:

Energy usage
Carbon footprint
Process chain efficiency

Usability:

Linear process streams
Complex environments
Changing environments

Condugo



Energy flows



→ Unravel Black Box

Make your process 100% transparent

The Energy Hub brings 100% transparency across process chain

*New insights enable the **heavy industry** to make **sound energy decisions***



Technical innovation

Uptake of new technologies
Process innovation



Regulatory compliance

Easier, faster and more accurate
reporting



Cost allocation

Be able to track costs down till
product level



CSR image

Clearly communicate CSR
milestones & CO2 footprint

Use case: chemical plant energy bills > €10M/year

Up to 10% efficiency increase
= Saving €1M/year

Up to 50% compliance savings
by elimination of costly audits &
extra work

Finally be able to set transparent
transfer prices and validate the ROI
of investments

Substantiate your climate policy
with exact numbers and avoid
greenwashing accusations

Market opportunity

*Creating a globally leading platform for energy management across the **heavy energy-intensive industry***

Highly specialized market with huge impact

– customers are very large industrial firms with high energy use and CSR in spotlight

Early traction with multinational giants



TAM > 58 €B

Energy Management Systems market
Growth: +14% CAGR



SAM > 1.7 €B

Targeting 35,000 HI sites globally

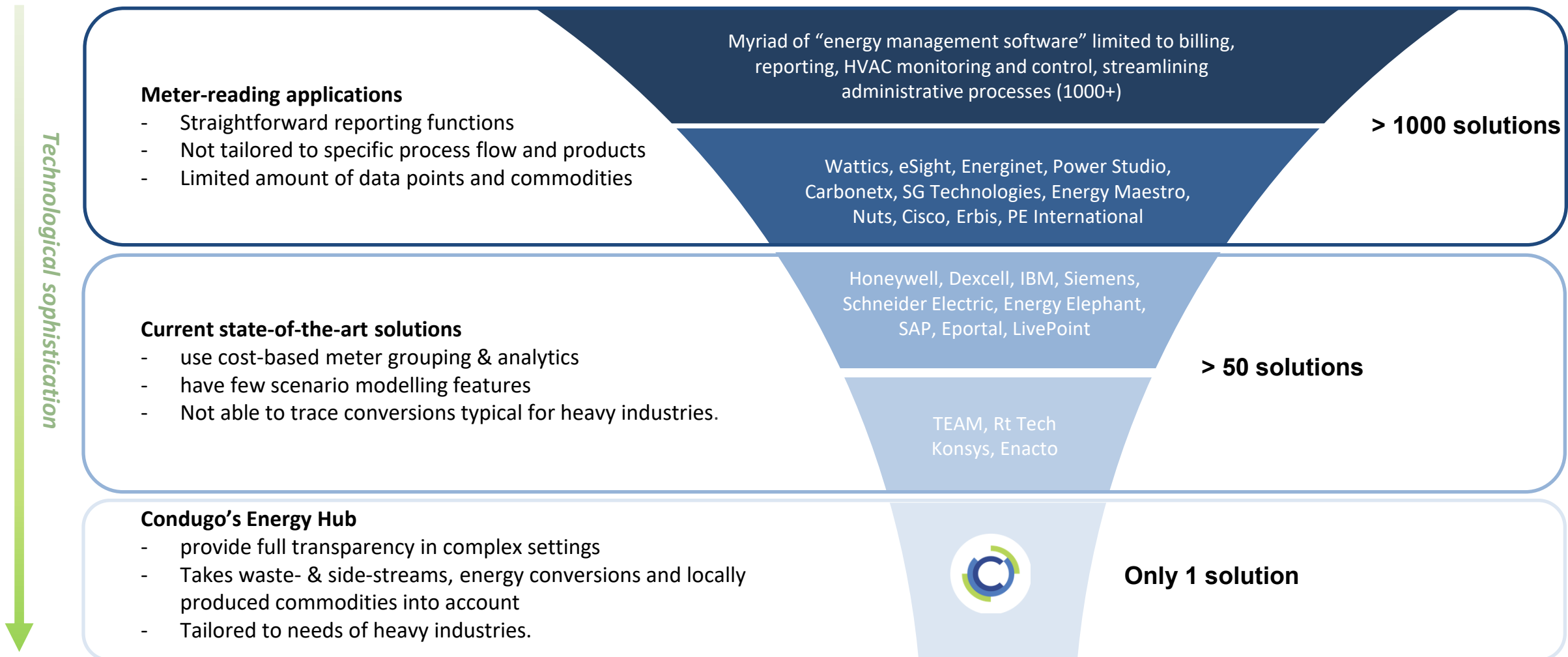


SOM > 300 €M

Shortlist 500 HI companies ~6000 large sites (EU)

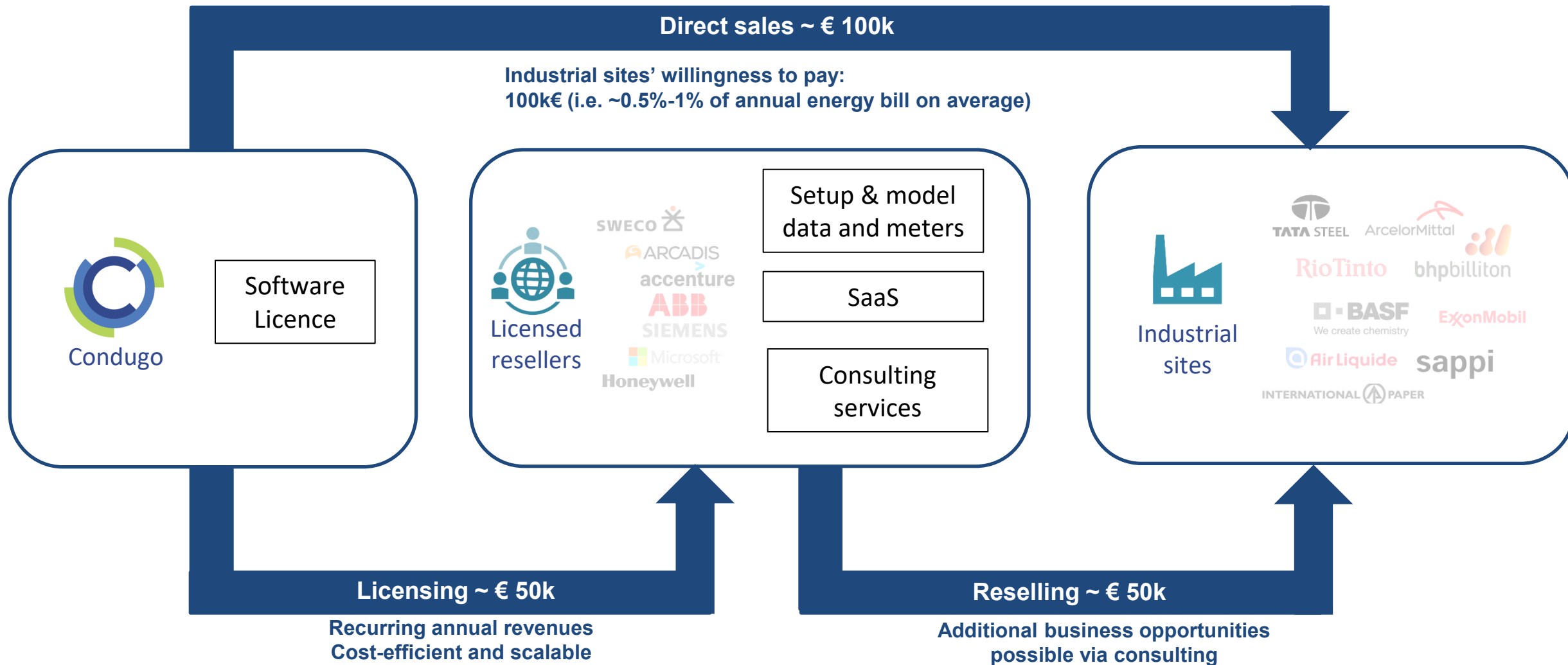
Existing solutions have a fundamental disadvantage

They are lacking the complex relationships our graph meta model uniquely offers for industrial sites



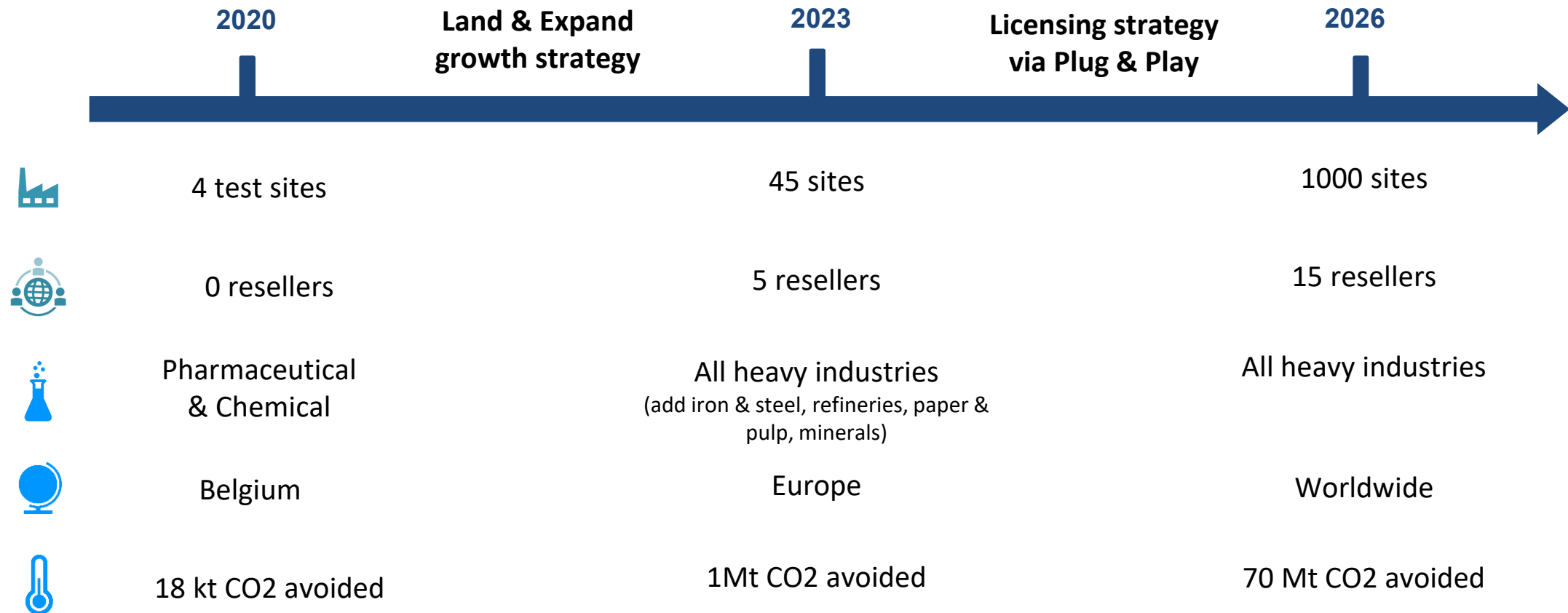
Business Model

Licensing model enables excellent scaling to the global markets



Our scale-up plan

Scaling across customers, industries & geographies

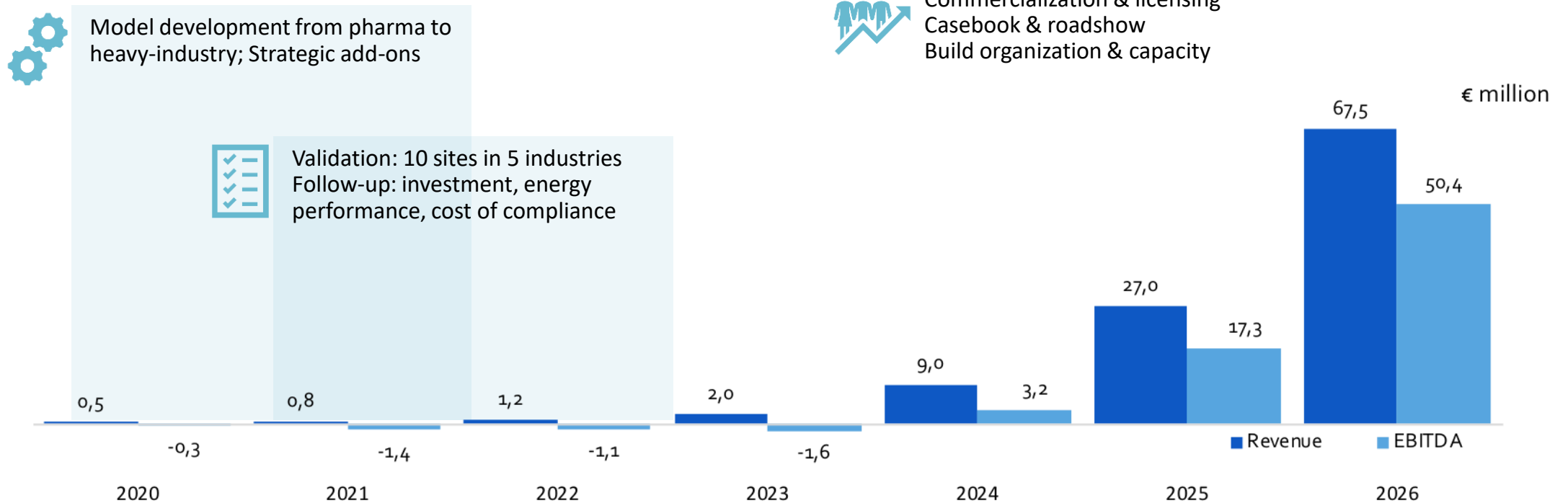


Need for funding

Towards a plug-and-play solution for 5 heavy industries & pharma across the world

**€2.5M - essential for de-risking
development & implementation**

**€1.0M - for scaling-up quickly
and effectively**



Conclusion

Mission: We enable clusters of industrial companies to be the backbone of a sustainable energy system.

Vision: To save 1% of global CO2 emissions by bringing state-of-the-art energy management to 1000 industrial sites within 10 years.

Why do we want to join Industrya:

- *access to network of large industrials companies*
- *mentoring on scaling up*
- *finding the right funding (methods and amount)*

Backup Slides

Integrated Energy Management

Our fully integrated service chain guides you smoothly through your energy transition

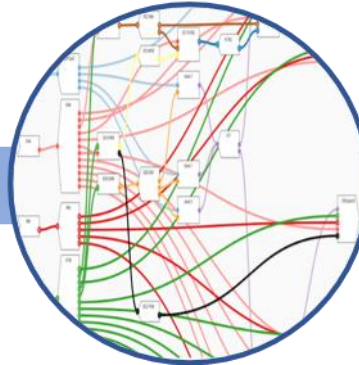
Audit



- Energy audit
→ **USE LESS**
- Digitalisation audit
→ **USE SMARTER**
- Profile audit
→ **USE CHEAPER**

Guide to Industry 4.0

Energy Analytics



- Tailored to your processes & needs
- Monitoring & reporting
- Advanced energy flow modelling

Energy Hub as our
support tool

Energy Integration



- Energy becomes part of your core-business
- Strategic decision making based on real-time data

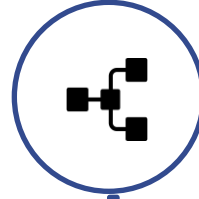
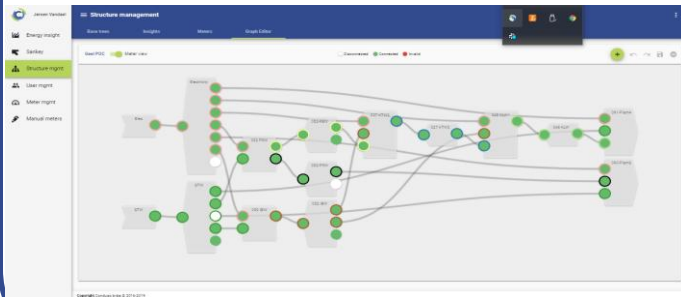
Energy Hub as your
support tool

Creating 100% transparency in and across processes

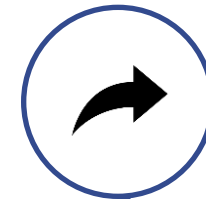
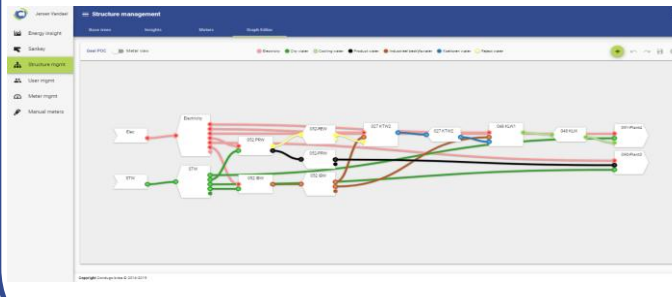
Our 3-step approach enables you to capture your full process chain, irrespective of complexity



Meter readings How are meters connected?



Energy flow modelling Which commodities are going where?



Sankey diagrams How significant are the energy streams?



Create your digital energy twin & unravel your black box