

# Companion.energy

Industrial energy management in the age of renewables.

## Use more clean energy at 10–30% lower cost.

Featured and supported by:



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# The energy transition poses risks...

Increasing prices and **volatility**

**Complexifying** energy set-ups

Tightening **regulation**

➤ **Competitiveness at risk**

Source: Mediafin

"The industry in Europe is facing a huge risk."

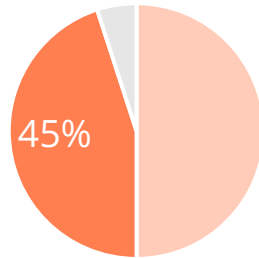
"If we don't act decisively, large companies will leave Belgium and Europe."

– Bernard Delvaux, CEO Etex Group



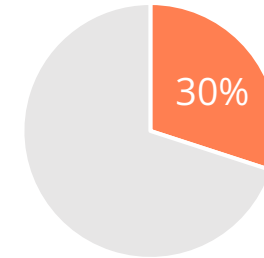
# ...that many companies struggle with...

## Energy crisis impact on Belgian Food industry



**+45%pt.**

Companies with energy costs  
>3% of revenue



**30%**

Consider to reduce or stop production

**Fevia**

"Energy costs: the real shock will come in –and after– 2023."  
– FEVIA, Industry association of the Belgian Food industry

# ...unless they can fully embrace it as an opportunity.



Lower energy costs

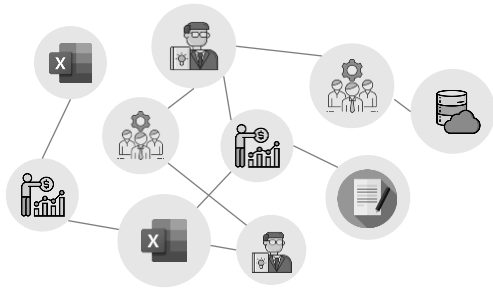
More stable energy costs

More renewable energy

> **Competitive advantage**

# It requires a change to the typical way-of-working.

## Traditional



Loose data and responsibilities

Ad hoc, consulting-based

Time-consuming, complex

Reactive, **inflexible**

> No savings that stick



## New



Centralized, trusted data and clear ownership

Continuous

Automated, simple

Pro-active, **flexible**

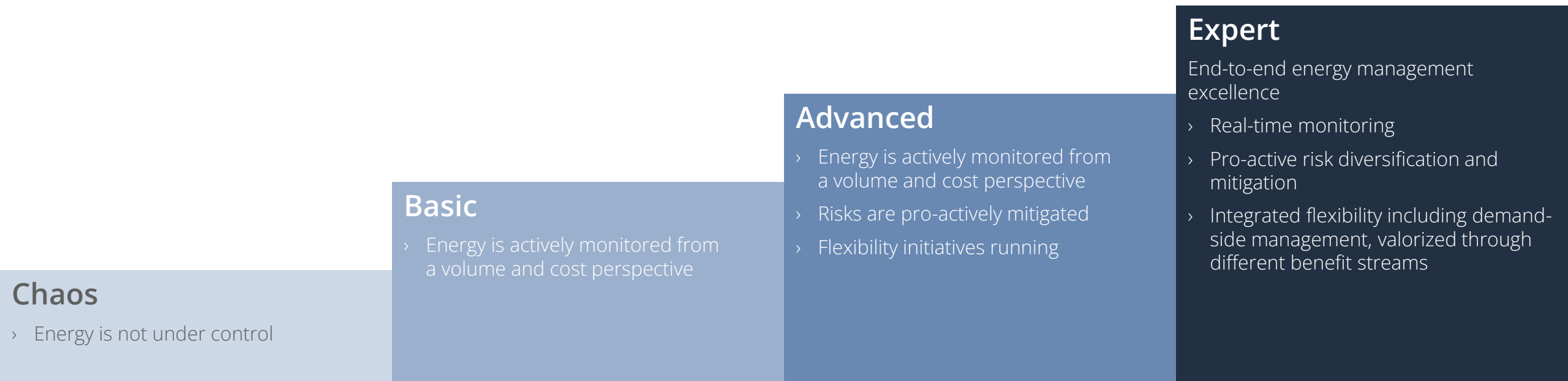
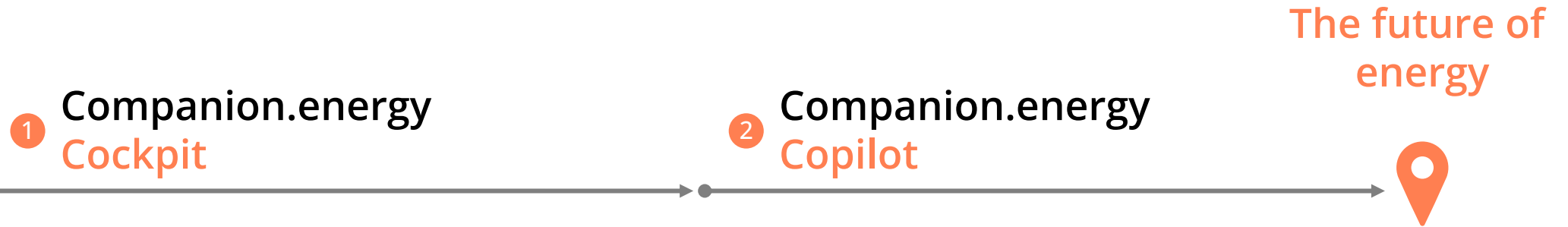
> Savings that stick!

**Companion.energy** exists to be  
the keystone of that change.



➤ More clean energy, at 10–30% lower costs

# Our products prepare for the future of energy.



Some industry examples:





# 1 Companion.energy Cockpit

**Digital control room** that connects all relevant energy data sources (€ and MWh's) and turns it into tangible improvement insights.

Key features:

- › Volume and cost monitoring through integration with on-site devices
- › CxO-ready interactive reporting
- › Energy performance benchmarking
- › Spot exposure and hedging overviews
- › Automated alerts
- › Quantified improvement initiatives

Some of our customers:

*sanitized*



**Customer**

"Companion.energy **automates** our energy management and delivers detailed, **improvement insights very efficiently.**"

*sanitized*



## 2 Companion.energy Copilot

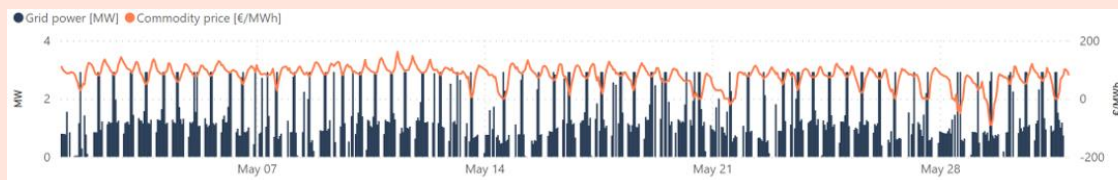
**Smart steering** of energy consumption based on changing energy prices, without disrupting manufacturing processes.

Key features:

- › Digital twin, integrated with Operations (e.g. on-site monitoring) and Finance (e.g. real-time spot exposure)
- › Smart steering of buffer(ed) assets through IoT integrations
- › Benefit tracking
- › CxO-ready interactive reporting

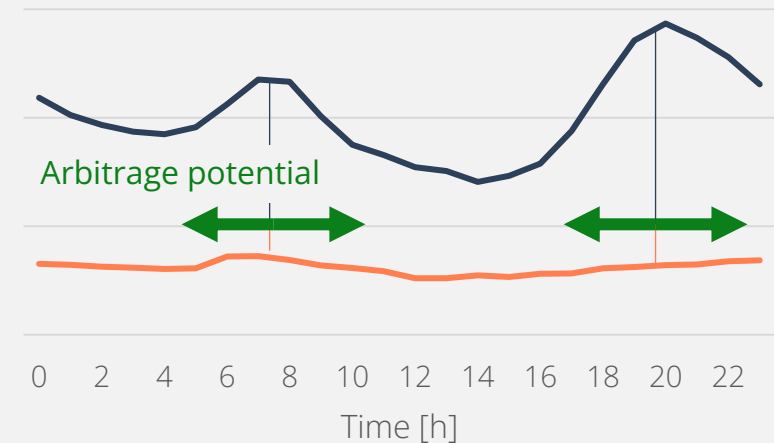
Example for one of our customers

**Smart buffering → saving 17% in May 2023**



Smart steering principle

— Cost — Consumption



Other value streams to consider:

- › Grid service revenue
- › Peak cost avoidance
- › ...

# Case study – BioTech customer

“The Companion.energy tools integrate with our on-site metering and identified **quantified improvement actions** that we are now rolling out.”

*sanitized*

## 1 Companion.energy Cockpit

Cost and consumption tracking, integrated with on-site systems

Delivering **9% savings**

- Contract optimization (reduced risk premiums due to dynamic set-up)
- Utility process improvement (identified efficiency losses)



## 2 Companion.energy Copilot

Flexible **cooling supply through smart buffering** (hourly prices)

Simulations show an **additional 17% savings potential**

- Price arbitrage as well as asset efficiency improvement
- Digital twin in development

Planning roll-out for 2023 Q4

*sanitized*

# We will ride along a large, growing market.



1,300 companies with significant energy demand<sup>1</sup>  
€1.4 bn eq. energy spend p.a., 10–30% optimization potential  
**€210mn market size**



35,000 of such companies  
**€5.7 bn market size**



**€50 bn+ market size**



"\$13bn Energy Management Systems (EMS) market, which is expected to grow 14% CAGR in the next 10 years."

– PEAK, investment rationale in Enersee

## Driver

> 20% CAGR flexible renewable energy



1. Combined natural gas and electricity demand of 2–40 GWh. Source: FOD economie, Eurostat, IEA, Mobility Market Insights

# Customers

**B2B** only, focused on

industries with  
**high potential for electrification**  
(e.g. Manufacturing, Food, BioTech, ...)

having an annual energy bill of **+€1mn**



# Business model

**Subscription model**

with a one-off set-up cost, tiered by customer size  
(MWh energy in scope, # sites)

**Profit sharing fee**

based on savings generated through  
smart steering

# Our differentiators

## Industrial segment

(vs. built environment-focused companies with 22°C-oriented optimization)

## Future of energy-focused, with the goal of unlocking flexibility

(vs. just another data collection, monitoring and diagnostics product)

## Connecting the '€s' with the 'MWhs'

(vs. software focused on either Finance, or Operations)

## C-level perspective from factory-floor specificity

(vs. "I need a PhD to understand these graphs")

## Physically available

(vs. "we do everything with AI")

*sanitized*

# Ambitious goal of reaching €1 mn ARR in Y3

	 2023	 2024	 2025	2028
Market		 → 		
Revenue	€150 k	€200 k ARR	€1 mn ARR	€50 mn ARR
Workforce	€100 k (4 FTE)	€300 k (5 FTE)	€600 k (7 FTE)	€10 mn (100 FTE)
Other OPEX	€100 k	€200 k	€400 k	€5 mn
Target investment in product development	€150 k	€500k–€1 mn	€1–2 mn	€5 mn

*on track*

€50 k from own revenue  
 €50 k subsidy Flanders  
 €50 k investment imec.start



# More than 10y of energy practice

## Thomas Vyncke

Assignments for energy suppliers, grid operators and large energy consumers

KEARNEY

Member of European Energy and Analytics core team

## Jonas Verstraeten

Decarbonization projects for industrial clients (>0,1 PJ)

2 years as on-site project manager for a HVDC interconnector (NEMO)

Member of multiple expert groups on energy

SWECO 

ENGIE  
Fabricom

KU LEUVEN

KU LEUVEN



Backed up by our **advisory board**:

- Prof. em. Ronnie Belmans (KU Leuven, Elia, VREG, EnergyVille)
- Yvan Jansen (BCG, E-Capital, Kearney)
- Jasper Verreydt (Turbulent Hydro)

Backed up by **Belgium's strongest incubators**:



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