

cenzor[®]

Predictive Maintenance System for
Industrial Doors



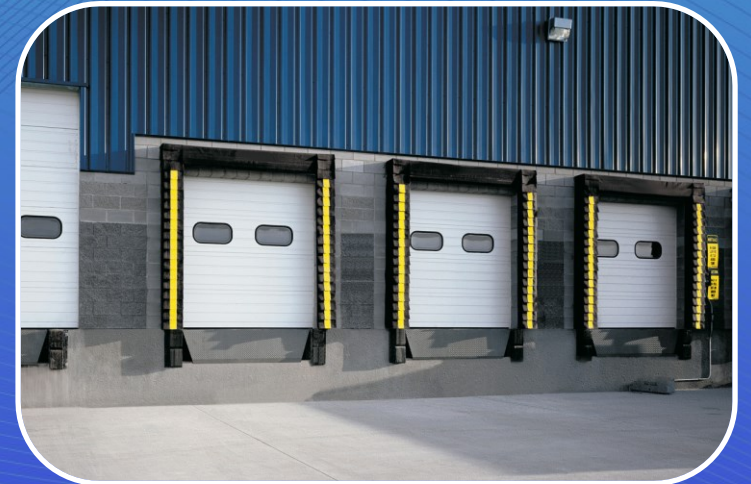
There are **>18M** Industrial Overhead Doors in EU, **700K** are Installed Annually



Regular Maintenance is Essential, But Overlooks **40%** of Cost Savings for Maintenance Companies



Time and **Money** are Wasted Due to the Inefficient Processes



We Help Maintenance Companies to Increase Their **Operational Efficiency** and **Reduce Costs**



Real-Time Condition
Monitoring Backed by
Machine Learning



Cloud Based Data
Storage and Analyzing



Automatic Maintenance
Suggestions Based on
Analyzed Data

Machinery
Directive
2006/42/EC

Growth of
IoT



Maintenance
Non-Existent

Reactive
Maintenance

Predictive
Maintenance



> **60** End-Users and **170 +** MVPs Installed

4 Paying Piloting Partners

Methodology Patent Pending*

Software and Hardware Tested



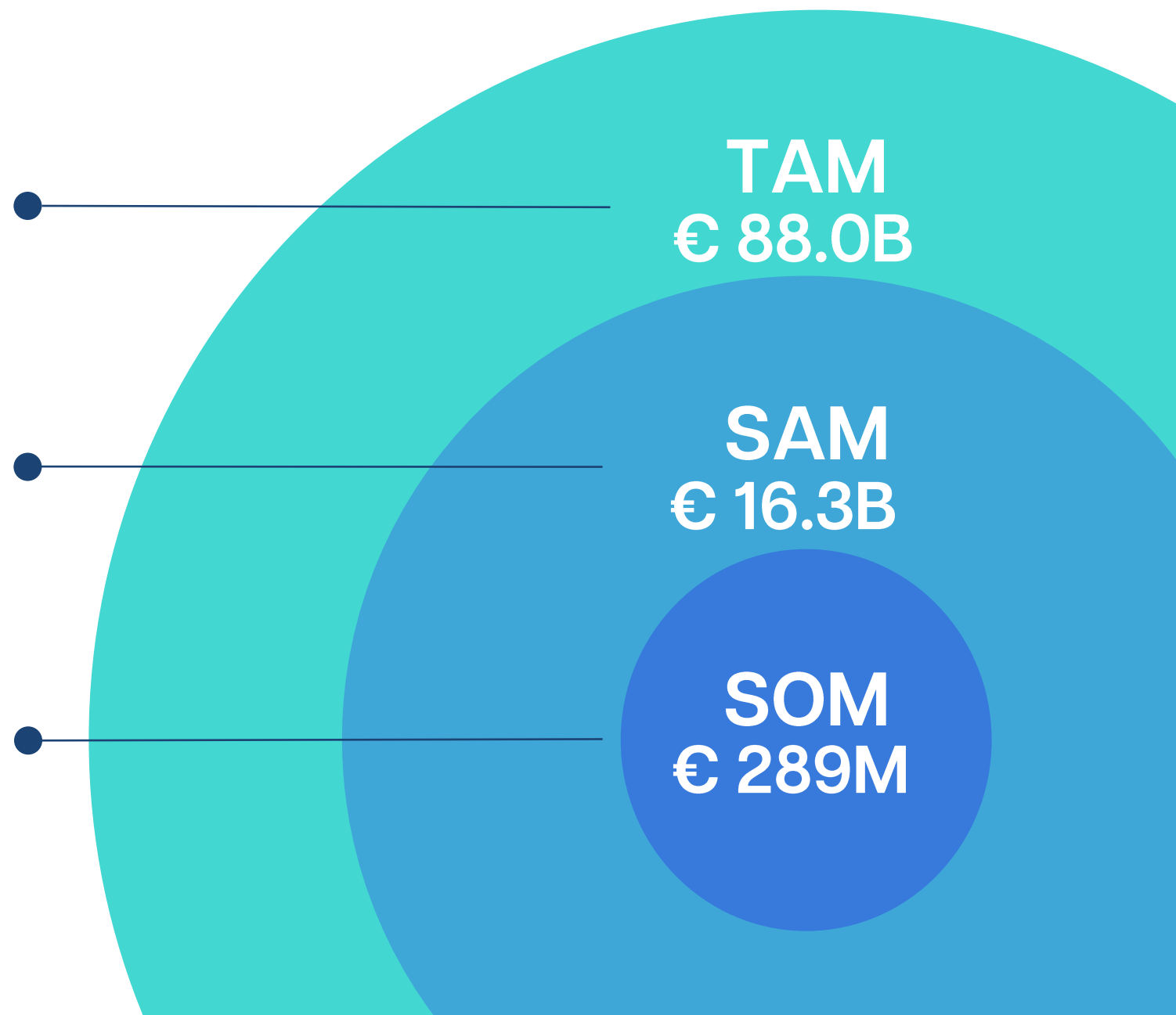
Global Industrial Overhead Doors and HVAC

CAGR of 5.8% from 2024 to 2029 (HVAC)
CAGR of 5.1% from 2024 to 2029 (Doors)

EU Industrial Overhead Doors and HVAC

Captured by 2030

Source: [Businessresearch](#), [Grandview](#), [Arizton](#),
[Custommarketinsights](#), [Prnewswire](#)





Target Customers:

Industrial Doors and HVAC Maintenance Providers



Business Model:

B2B, SaaS & Hardware

Subscription **4 EUR/per device**

One-Time Setup Fee **30 EUR/per device**



Go-to-Market:

Strategic Partnerships, LinkedIn, Events,
Online and Offline Ads

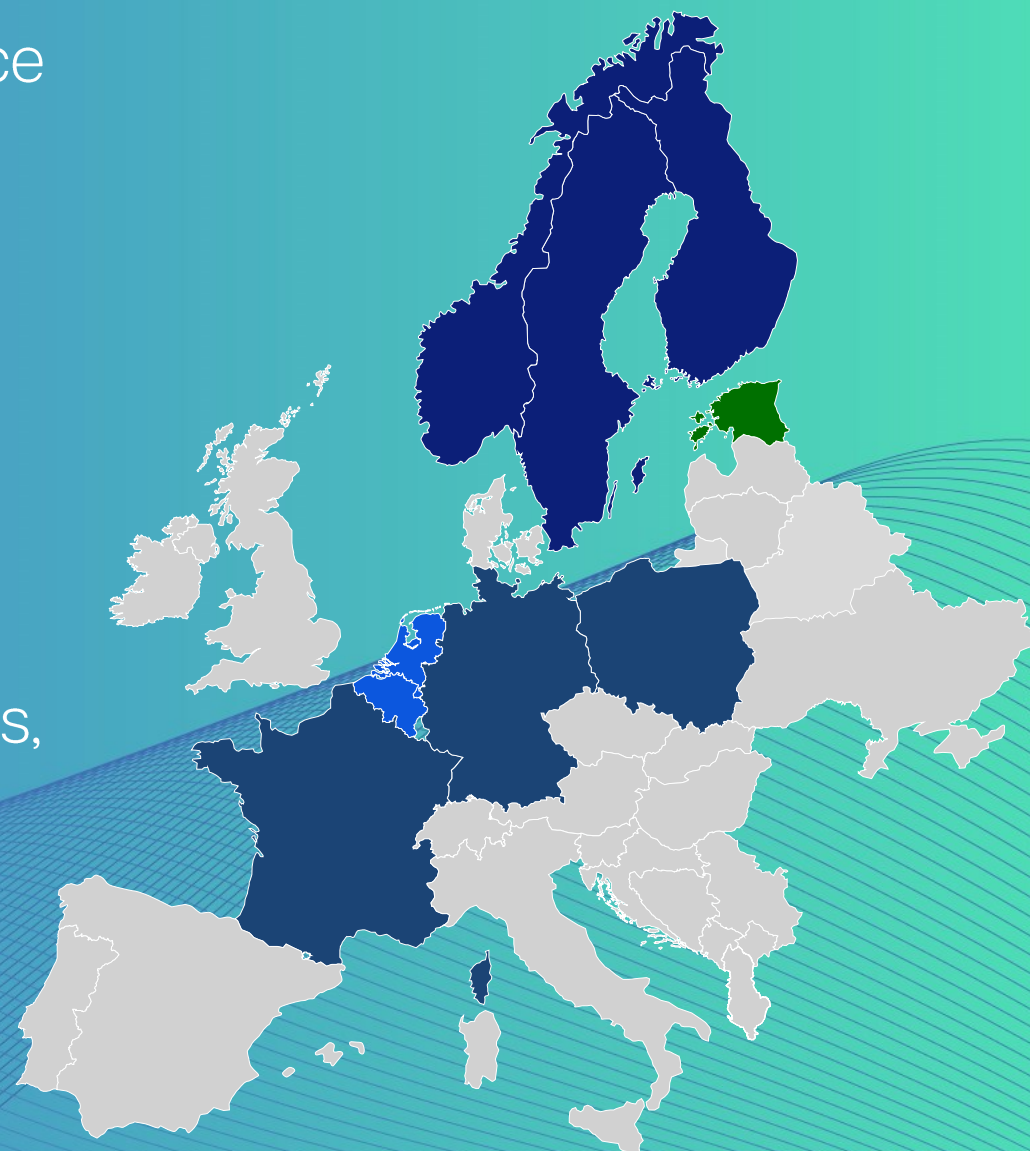


Markets:

'25 - Poland, Germany, France

'26 - Sweden, Finland, Norway

'27 - Netherlands, Belgium



cenzor®

Our Company`s Vision

To Become Global Go-To Provider of **Predictive Maintenance Technology** for **Industrial Equipment**

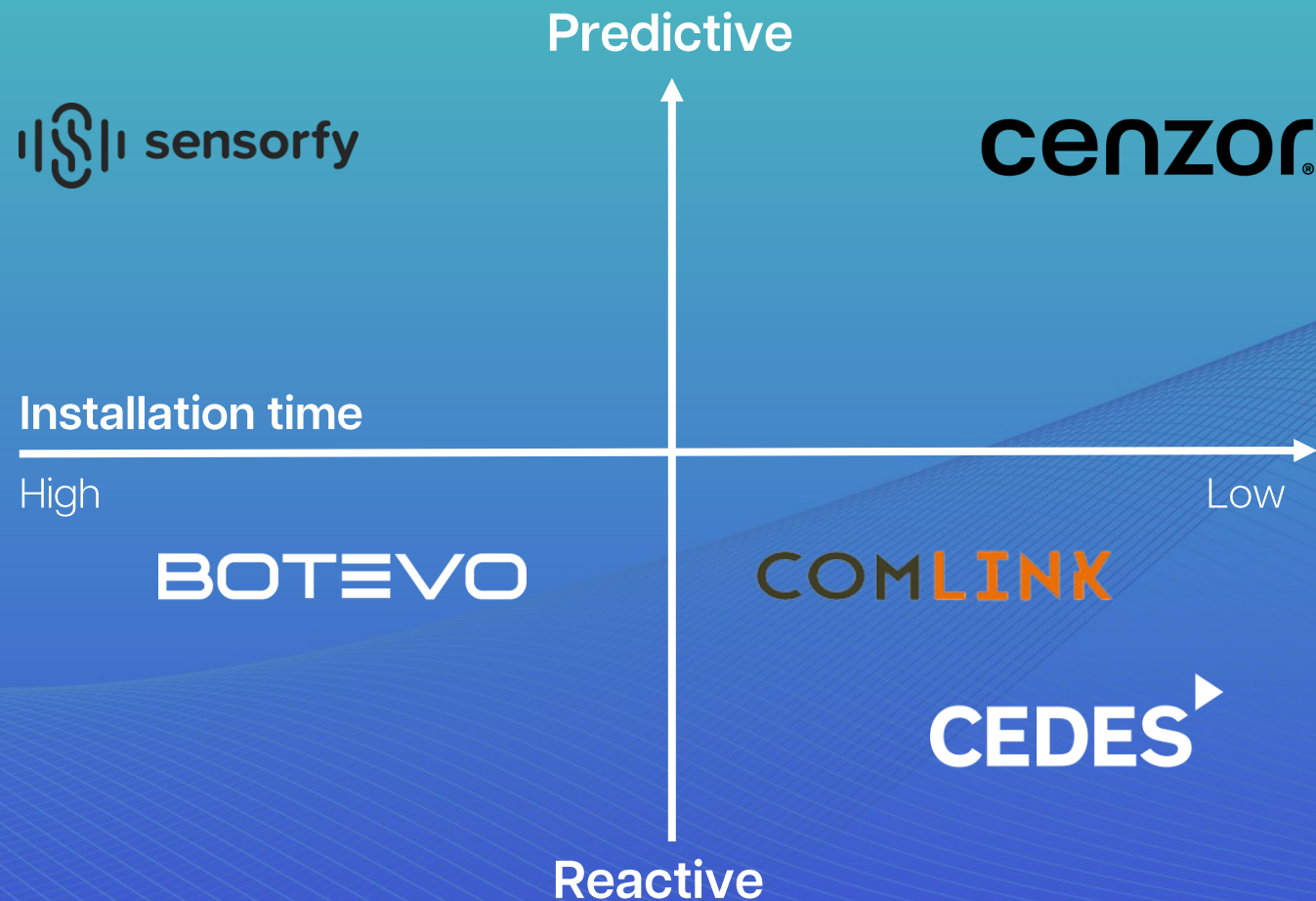
Early Stage

Leverage Our Hardware for Data Collection to Develop Software Models

Late Stage

License Software to Door Manufacturers and Installation Companies

Quicker Installations and Failure Predictions Through Power Consumption Measurement



Professionals with **target industry experience**, complemented by a **strong background in technology**



Sander Ilves

Founder & CEO



Sven Kotkas

Founder & Business
Development



Raivo Raestik

CTO



Maigi Liiv

CFO

Raising €0.5M Pre-Seed For Market Expansion

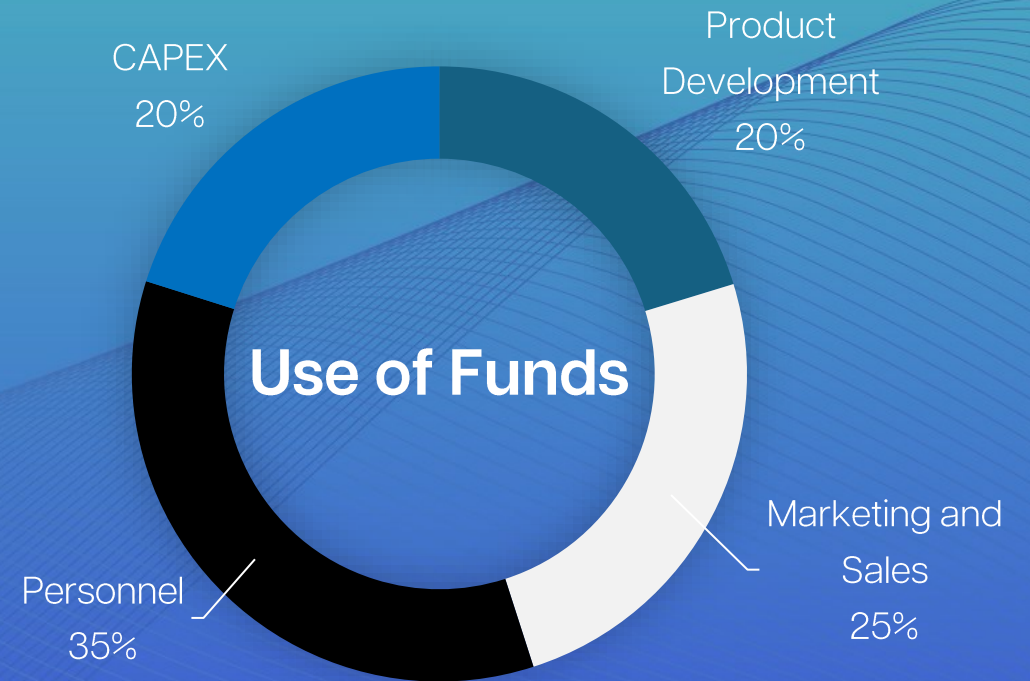
Pre-money Valuation - **€4.5M**

Target - **€0.5M** EUR GMV

Runway - **18** months

Closing - **07/2025**

Equity - **10 %**



Let's Keep the Doors Open to Growth and Efficiency!



Sander Ilves

Co-Founder & CEO

Email: sander.ilves@cenzor.com

Phone: +372 58 133 551

www.cenzor.com

cenzor®