WIZATA

MADE IN LUXEMBOURG

Power your production with (X)AI

KBC FOCUS FUND

EXPON CAPITAL

finindus

VOLTA VENTURES

July 2023

Wizata at a glance

1

Proven Traction

€1.2M

Net Revenues 2022

100%

MRR Growth 22-23

2

SaaS Pivot

€30K MRR

Recurring Revenue
April 23

€1M ARR

Q2 2024E

3

Best-in-Class Product & High-profile Customers

SOLVAY

CARMEUSE

Buzzi Unicem

Product developed in collaboration with industry leaders

4

Strong Pipeline, rapid, seamless onboarding

20+

Customers
in pipeline

Onboarding process in **1 week**

TEAM

Philippe Maes

CEO & Co-Founder

Serial Entrepreneur with successful exit in 2017 | Former CCO of Nerea Group for 15 years | M. Sc. Business Administration

Dario de la Puente

CFO, COO & CO-Founder

Serial Entrepreneur with sucessful exit in 2017 | Former CFO of Nerea Group for 15 years | MBA in Finance

Ricardo Rubin

Marketing Manager

Former Rakuten Marketing Manager
SKEMA M.Sc. Intl. Marketing

Jean-Philippe Hugo

CTO & Co-Founder

Entrepreneur | Data Science and AI Expert
10+ years experience as Project manager, Technical Advisor and Development Expert for Nerea Group | B. Sc. in Economics and Computer Science

Albert Comellas

Lead Data Scientist

Data Science Expert | Certified Microsoft Azure Data Scienst Associate | M. Sc. Data Science and Big Data, Industrial Enginner

Jeremy Lambert

Lead Customer Success / Data Scientist

Data Science Expert | Ph. D. University of Liège in Neuroscience

WIZATA

93% of companies believe AI will be a pivotal technology to drive growth and innovation in the sector

in order to:

- Reduce defect rate
- Reduce energy consumption
- Prevent failures
- Increase yield
- Become sustainable

However...

Process Engineers
are **NOT**
Data Scientists

Data Scientists
are **NOT**
Process Engineers

How do you empower Manufacturers with (X)AI ?

WIZATA

A digital platform that brings Engineers and AI together to make data-driven decisions and to optimize their processes.

Low/No Code, Full (X)AI Solution in a Few Clicks

Process based digital twin

Low Code/ No Code

Recommendation or closed loop automation

Deploy, replicate and scale

Easy to use

Fast & Remote Onboarding process

Vertical pre-packaged AI solutions or build your own.

Powerful & Accessible (X)AI for Everyone to Improve Production Processes

Bi-directional data stream from Plant & Assets

Design processes with drag & drop tools inside the Digital Twin

Package your solutions & replicate

Digitize similar assets and process

All pipelines, dashboards, AI models are automatically replicated and scaled

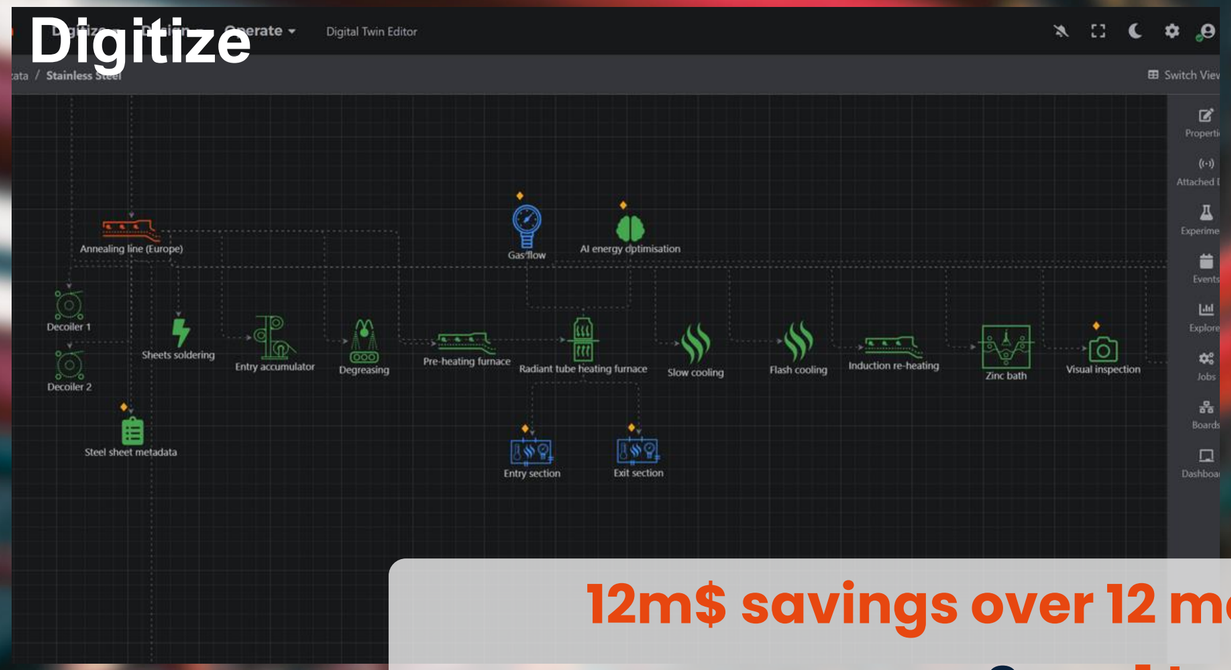
One central hub for all assets and all solutions.

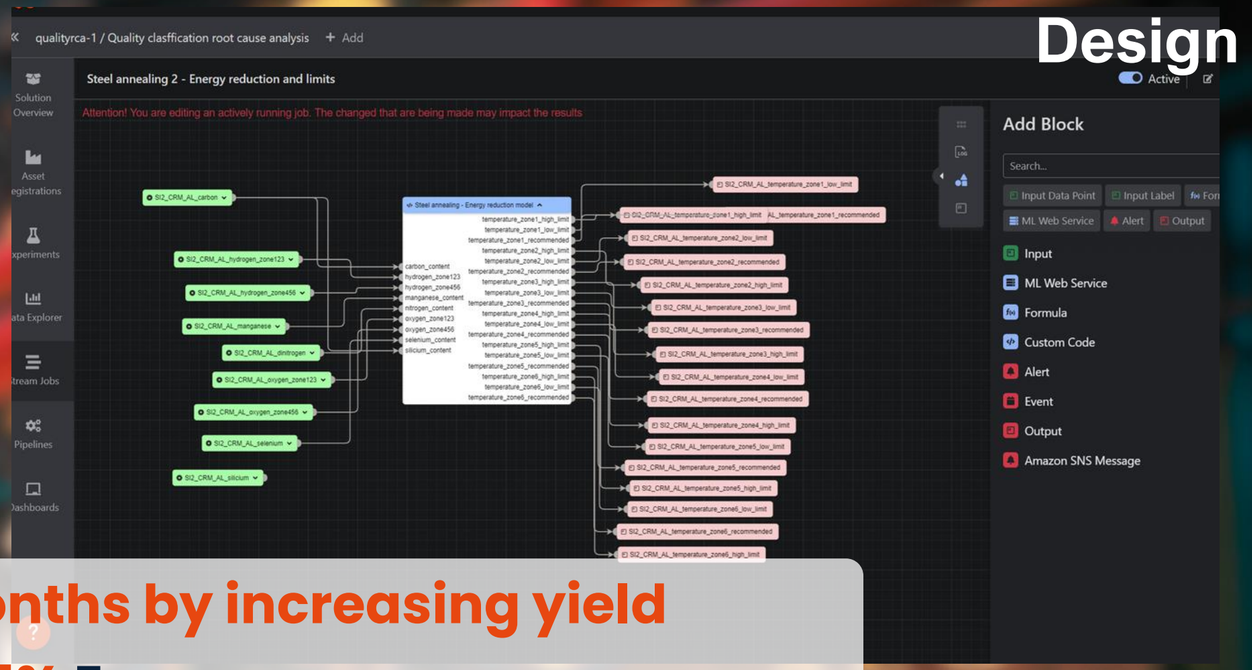
Set Business Objectives & Research a solution with Low Code UI

Experiments with custom and/or pre-packaged AI

React to alerts, perform what-if simulations in real-time

Use dashboards to follow recommendations



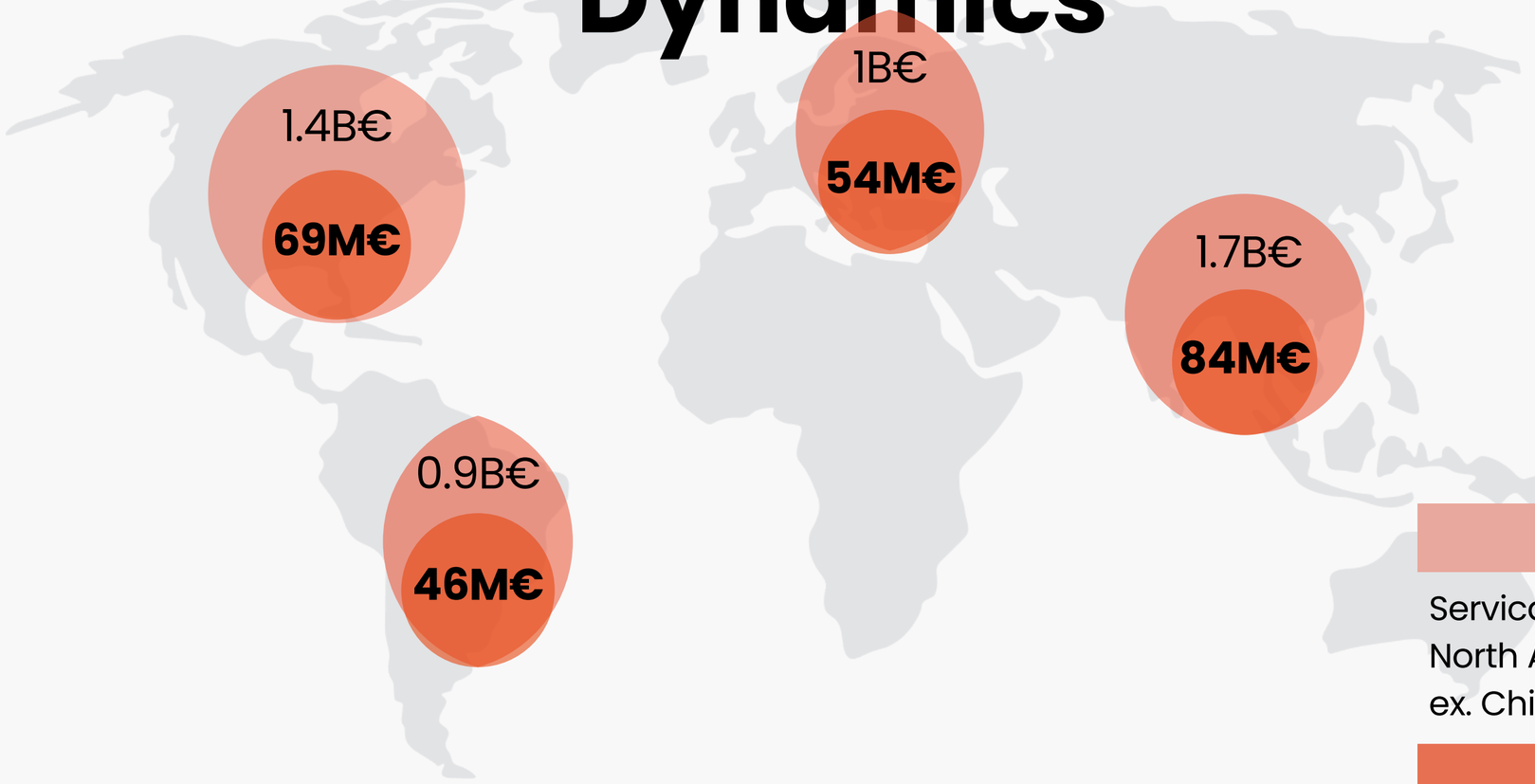


12m$ savings over 12 months by increasing yield

Save 1 to 5% Energy

Reduce Defect Rate by 50%

Unstoppable Market Dynamics



"The global industrial software market determined to grow at a CAGR of 9.25% over the forecasted period of 2022-2027." BusinessWire, Berkshire Hathaway Company

Addressable Industries

- Cement Production
- Lime Production
- Steel Production
- Food and Beverage Production
- Plastic and Glass Manufacturing

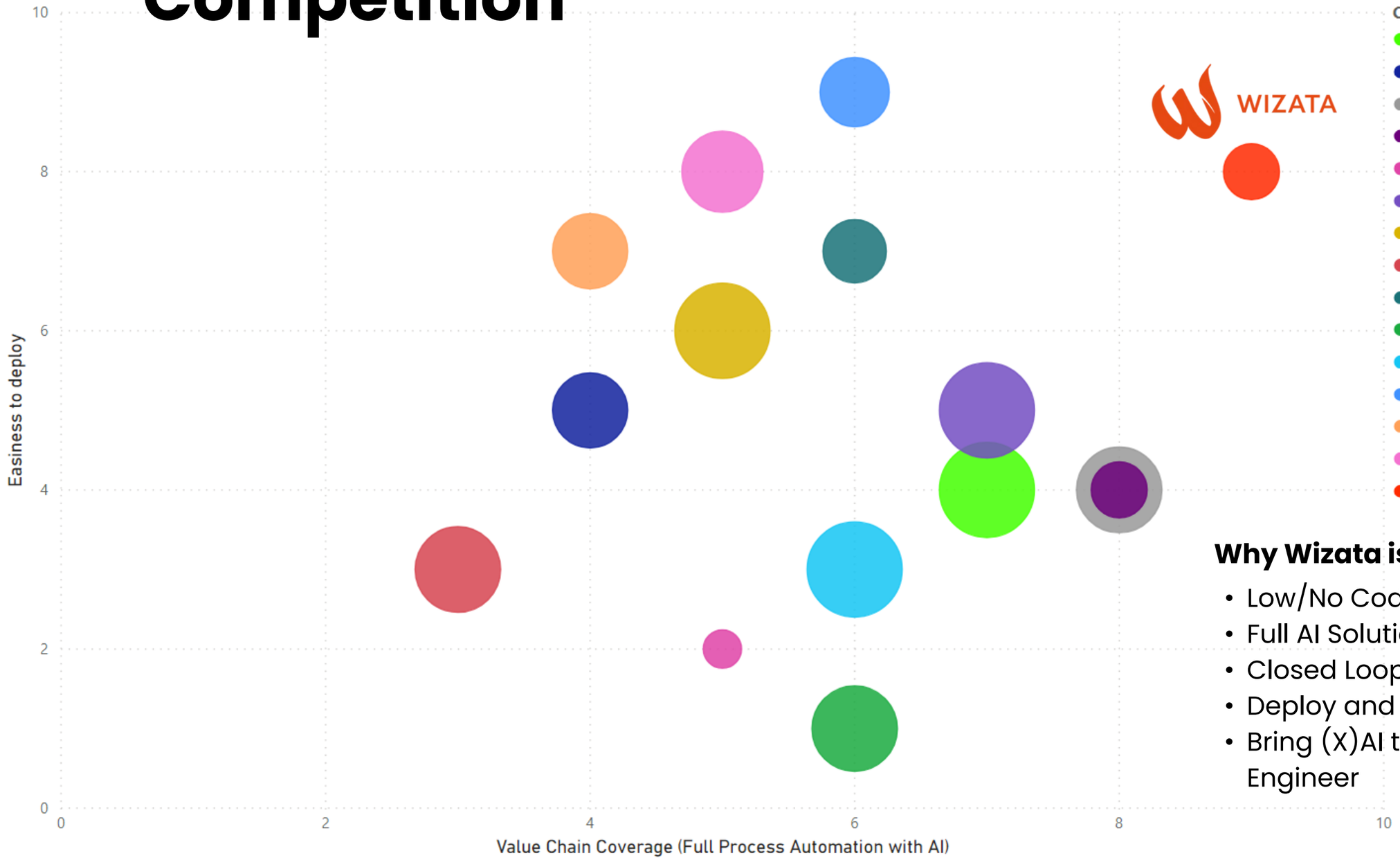
SAM

Servicable Market by Target Geography (Europe, North America, South America and Asia Pacific ex. China)

SOM

Obtainable **Annual Recurring Revenue** Assuming 5% Market Penetration x # of Plants per Industry per Region x Average # of Assets x Average Price per Asset

Competition

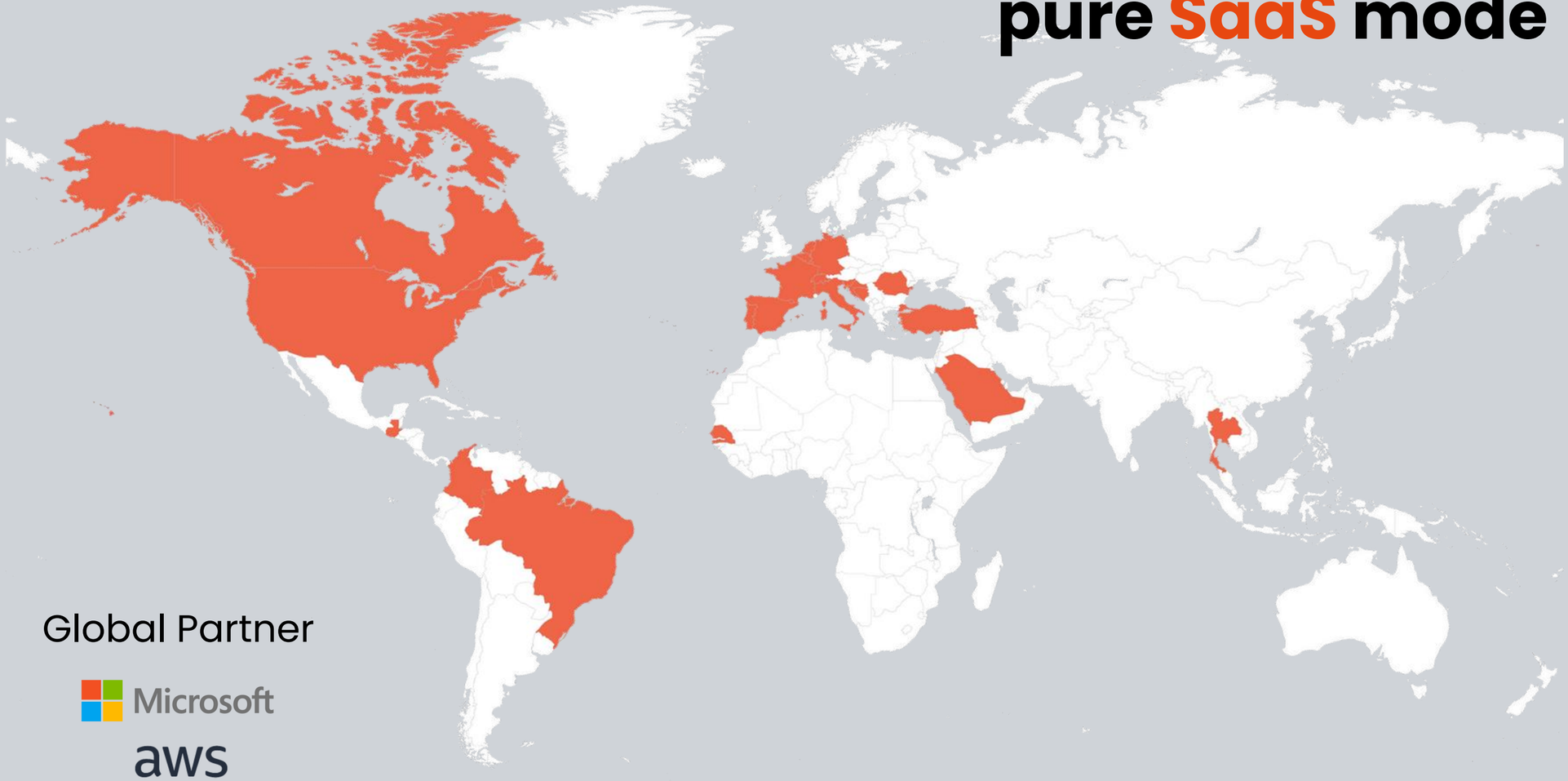


WIZATA

Why Wizata is unique

- Low/No Code
- Full AI Solution in a Few Clicks
- Closed Loop Automation
- Deploy and Replicate
- Bring (X)AI to the Process Engineer

We deliver globally without having to travel, pure SaaS mode



Global Partner

Microsoft

aws

Wide Use Cases

Current Customers

- Engineering
- Cement Manufacturing
- Lime Manufacturing
- Food Manufacturing
- Chemical Manufacturing
- Air Quality Monitoring
- Metallurgy
- Power & Utilities
- General Manufacturing

"Wizata fits our global digital strategy and brings value by combining manufacturing knowledge and strong UX. Wizata provides a platform where our Data Scientists and Process Engineers can work together efficiently and improve our production processes”

Unnati Kingi- Global Director Digital – Carmeuse – North America

“Wizata is a building block of our IIOT value proposition. We run Wizata’s Digital Twin and pre-packaged AI solutions on the data streaming from our hardware to provide end-to-end solutions to our customers”

Vikan Chirawatpongsa – CEO Appomax/Factomart - Thailand

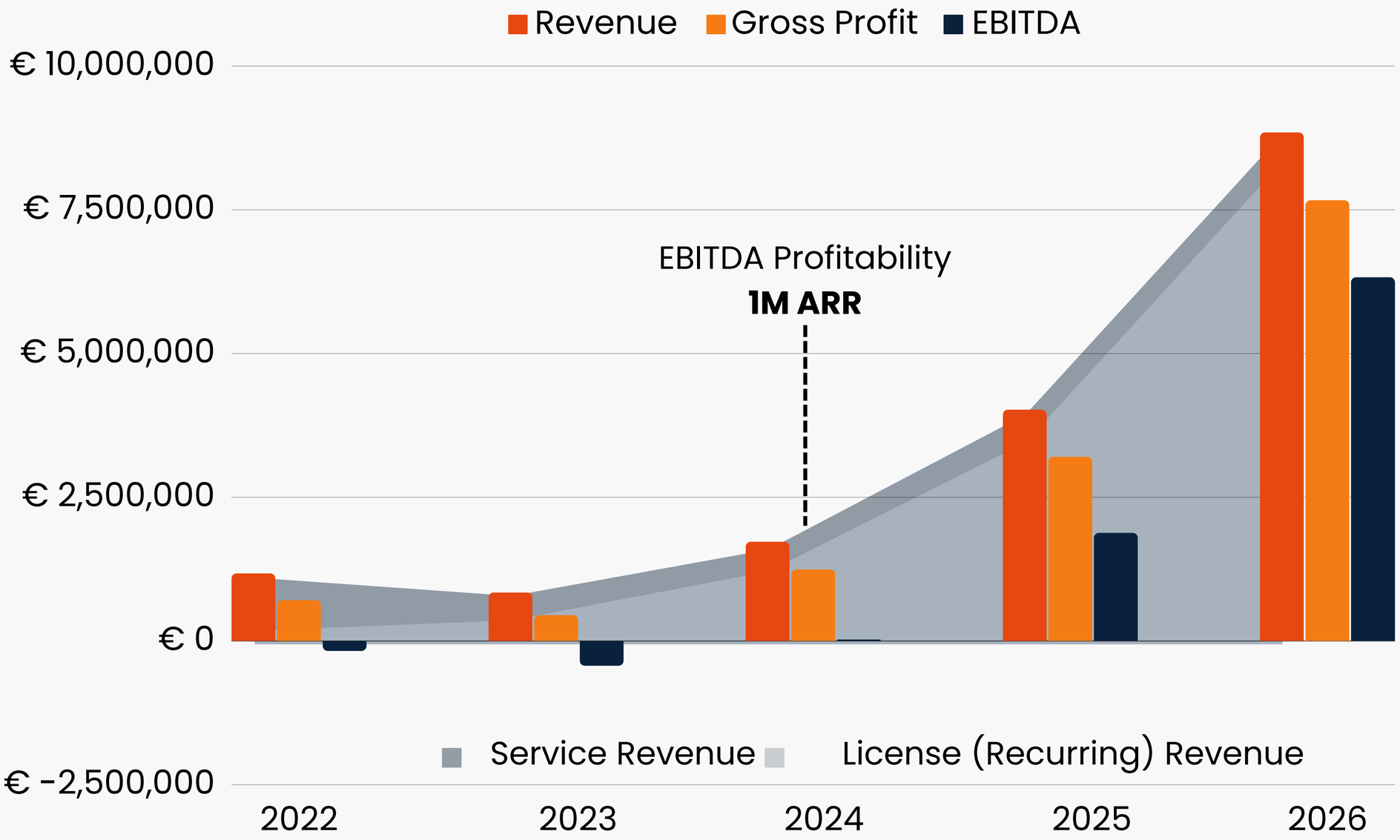
"Wizata is our core data platform. We run and replicate models on our machines all over Europe and provide valuable insight to our customers in Industry using a very simple UI”

Julien Delva – Managing Director Odometric (Division of CSD Engineering) – Belgium

From a Pilot to Scale

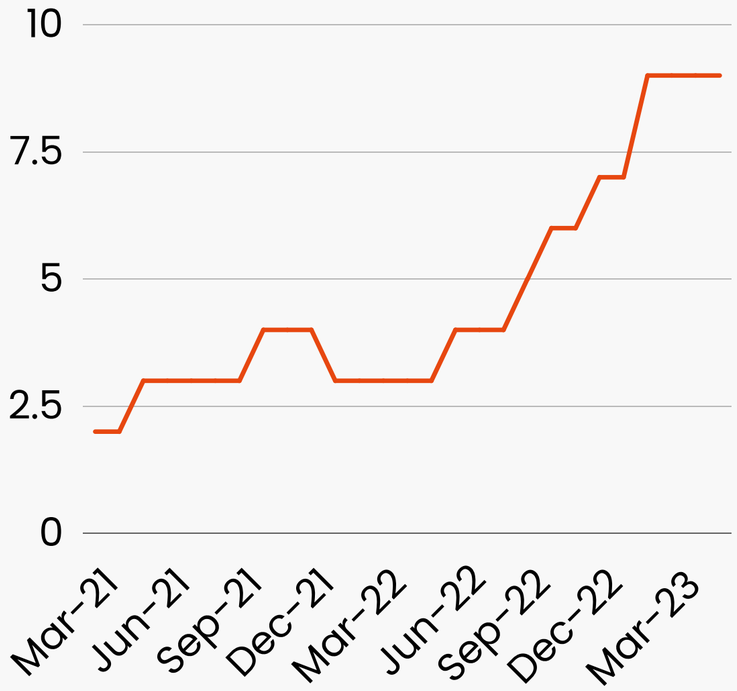
LAND	ADOPT	EXPAND	SCALE
Engage prospects and turn them into clients	Pilot Project for one process	Deploy and Scale for multiple processes	Replicate in Multiple Plants, Pilots in New Business Cases
Revenue per Customer	**€10K ARR**	**€20-50K ARR**	**€100K+ ARR**

Pivoting into SaaS Company, on Track to Reach 1M ARR

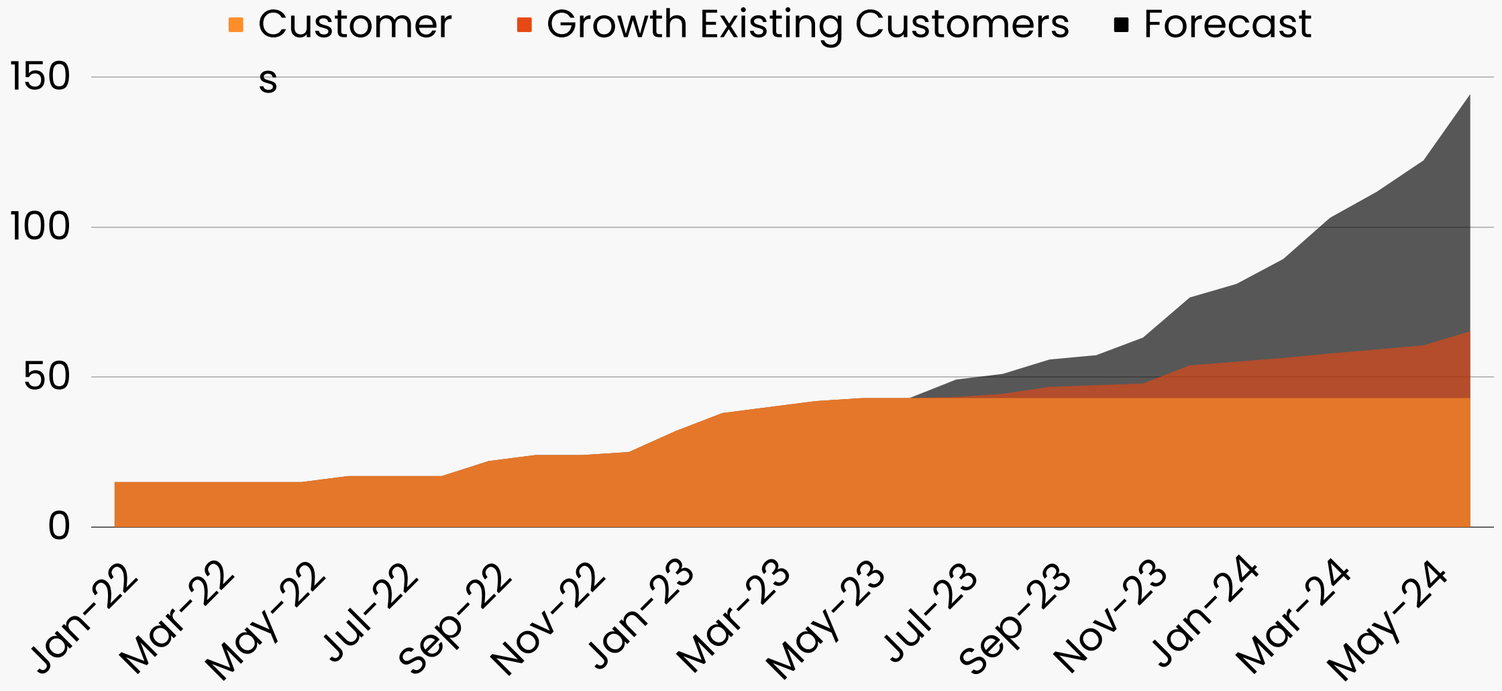


Acquisition Speed Increase over the Last Three Quarters

Number of Customers



Number of Connected Assets

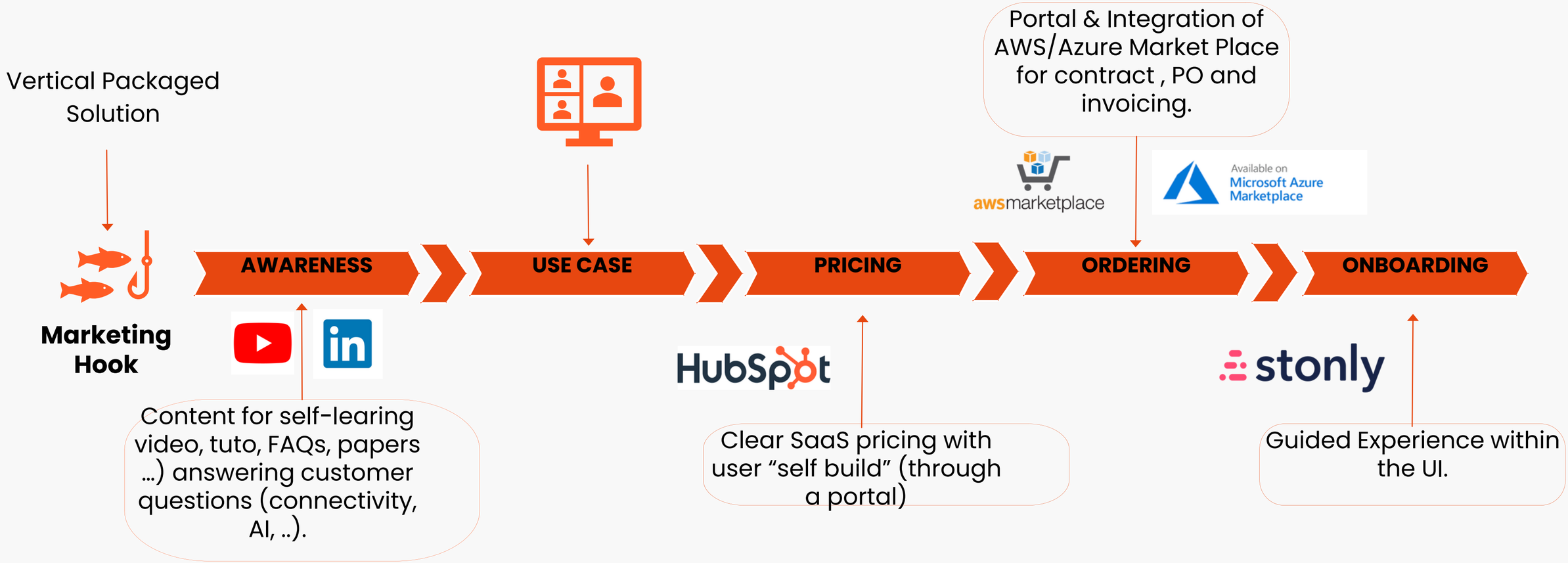


Our pipeline is growing, our MRR is growing, the market is maturing and our Tech is strong

We need resources for an industrialized GTM.

Move to industrialized SaaS sales cycle

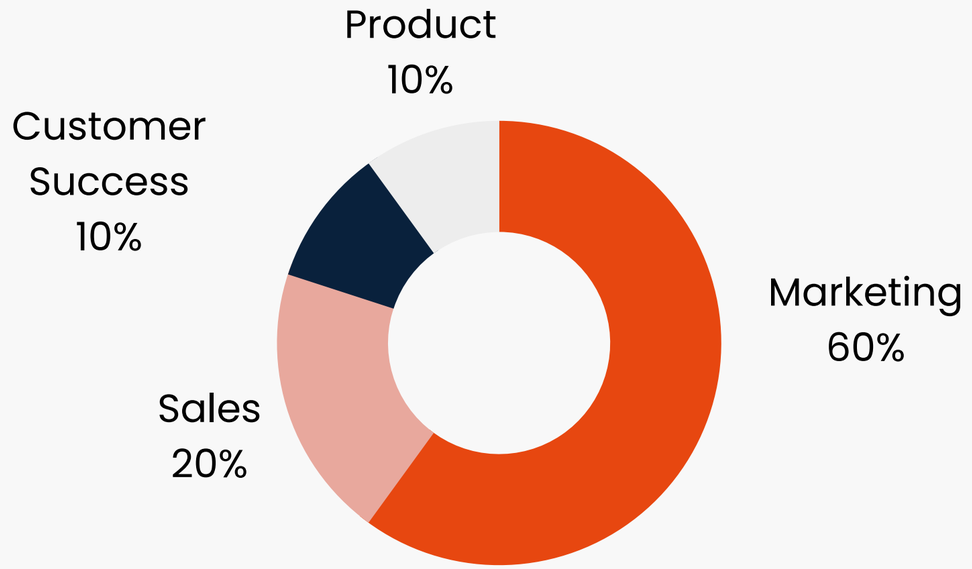
Product Marketing to shorten sales cycle by removing heaviness of the sales process



We now have a best-in-class product and great tools but we need the right means to execute .

WE ARE RAISING € 2M TO EXECUTE OUR PLAN

Round to be closed in 2023



- Enhance Sales and Marketing
- Industrialize and Lay Groundworks for Scaling
  - Market Diversification (EMEA/ Asia/ South America)
- Strengthen Product Team
- **Reach EBITDA positive**
- **Cross the 1M ARR threshold**

Let's talk!

Philippe Maes
CEO
+32 476 209 149
pma@wizata.com

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