

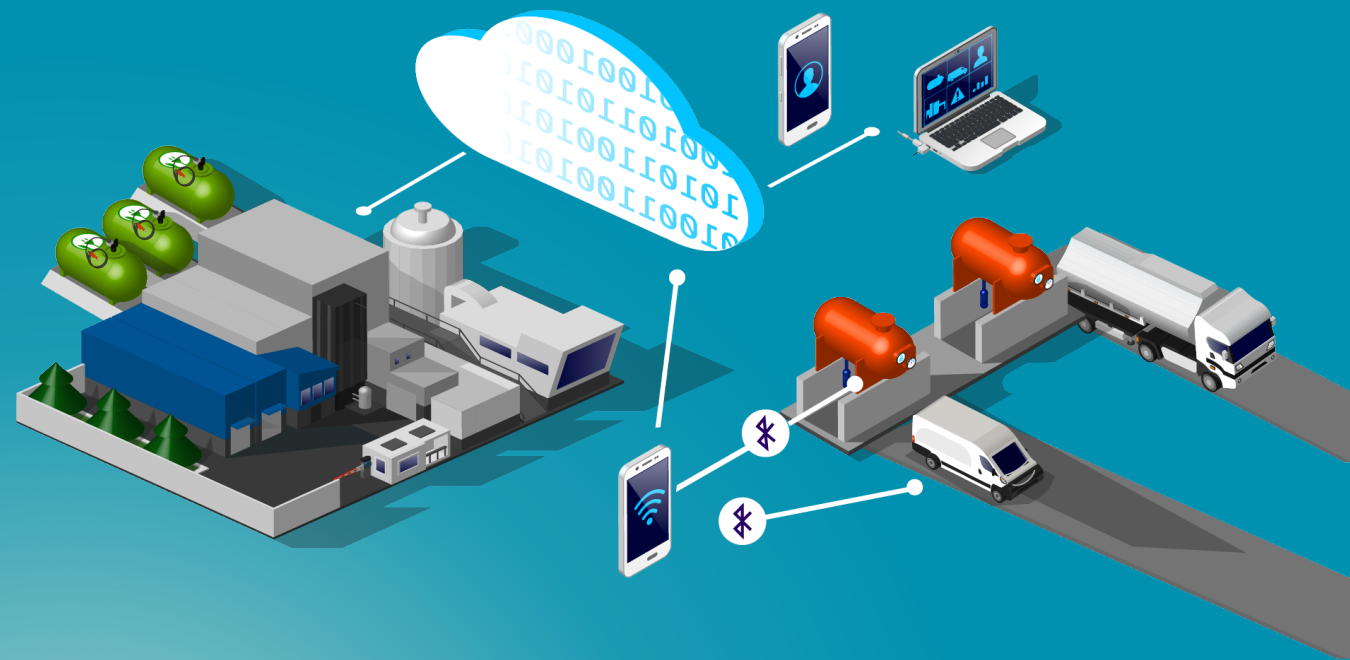


Horizon 2020
Programme



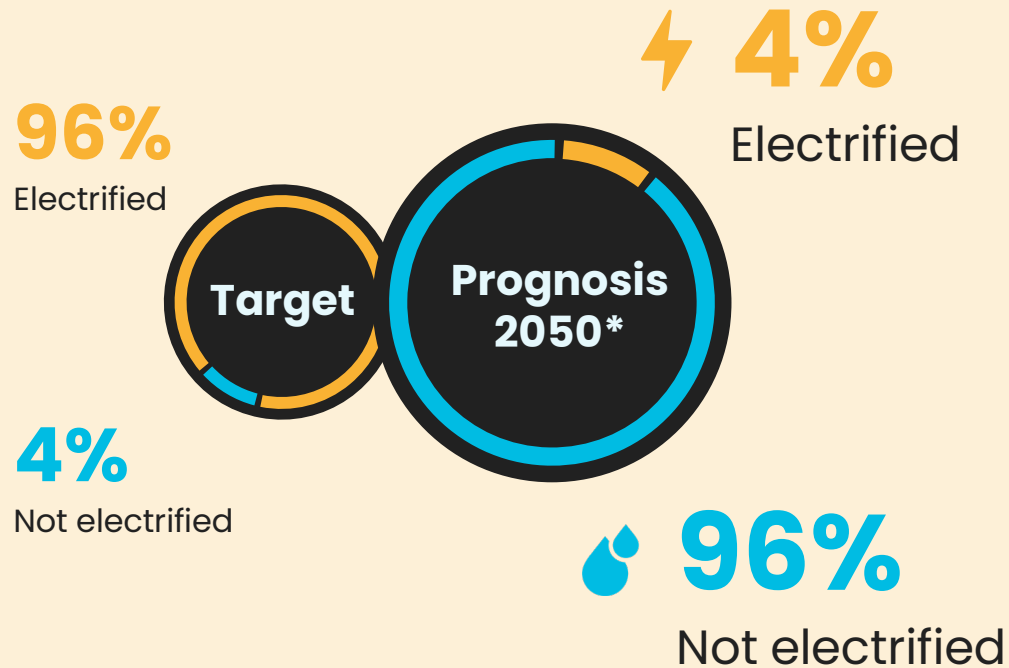
Intelligence In Tanks

July 2024

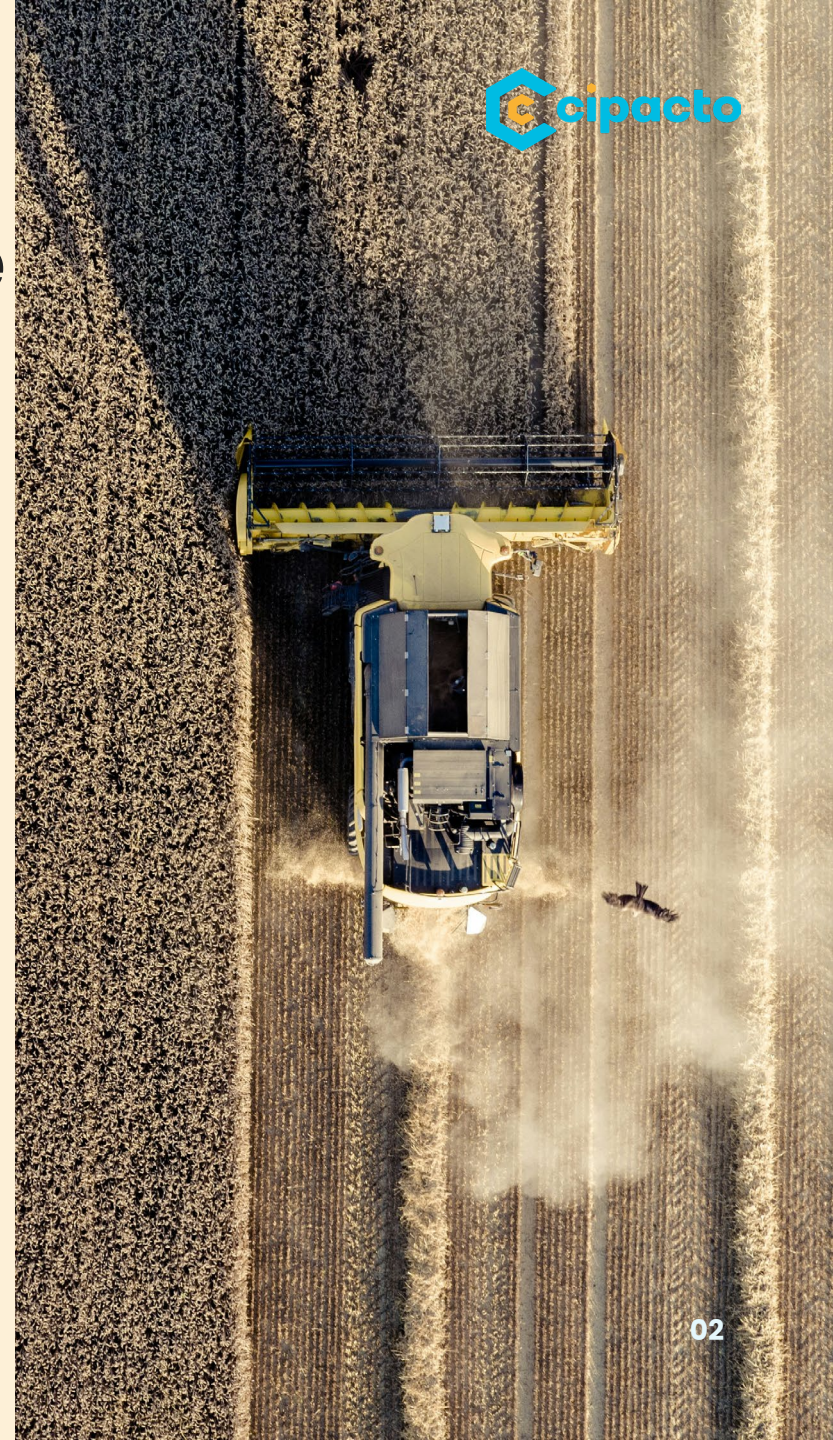


Industrial transformation takes time

- Amount of electrified / not electrified HGV
- Energy change will take place continuously
- For a very substantial period of time, companies will depend on multiple energy sources



Relevant electrification is not a scenario for the foreseeable future



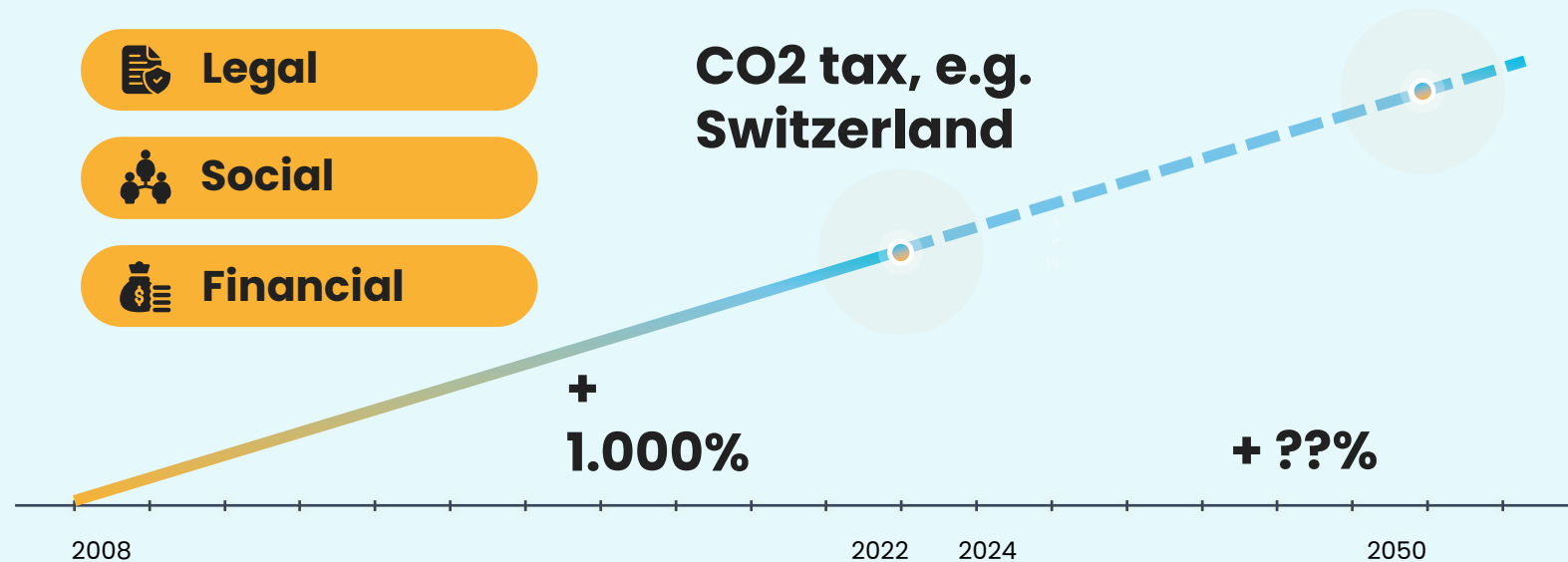
*European Environment Agency, Report 2021, p 73

Energy consumption turns into existential threat

Legal, social, cost parameters require quick energy change

CH: CO2 tax has tenfolded from 2008 – 2022

2024 – 2050 = ?



Massive pressure on industrial companies to reduce consumption and emissions

Companies searching room to maneuver



Companies need solutions to identify and evaluate options, improve decision-making, and reduce costs

End-2-End digital, connected, intelligent



- Connects mobile and stationary filling stations with users and vehicles; audit-proof authentication
- Monitoring, tracking and analyses of all relevant data in real time
- Conversion of data via ML / AI into intelligence source

No other product with comparable scope

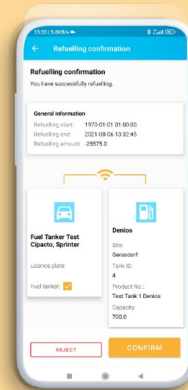
Product components

Tank Hardware



Sender Receiver Unit (SRU)
Sensors

Identification & Authorisation



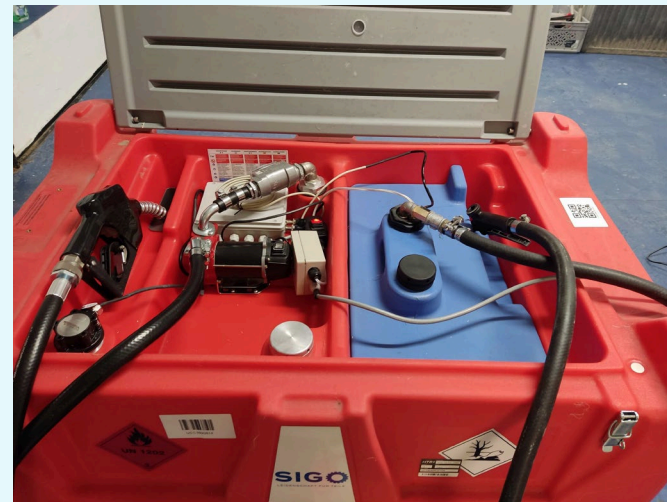
App
Beacon / NFC

Management & Intelligence



Cipacto Application Platform
(CAP)
Data analysis / ML / AI

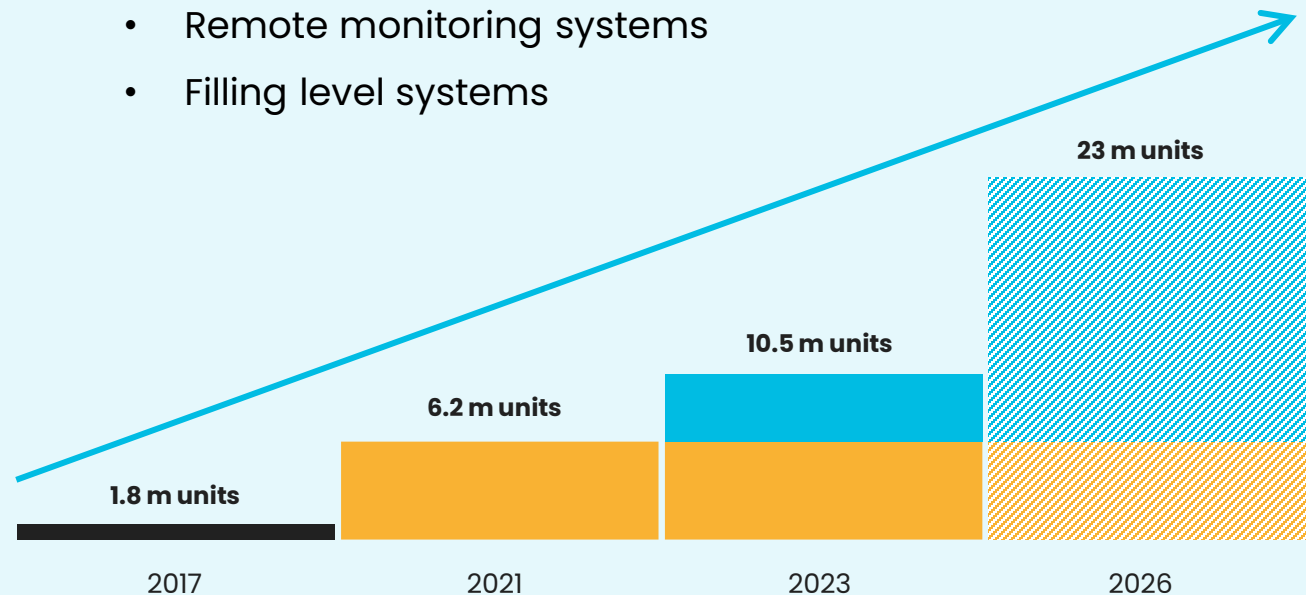
@work



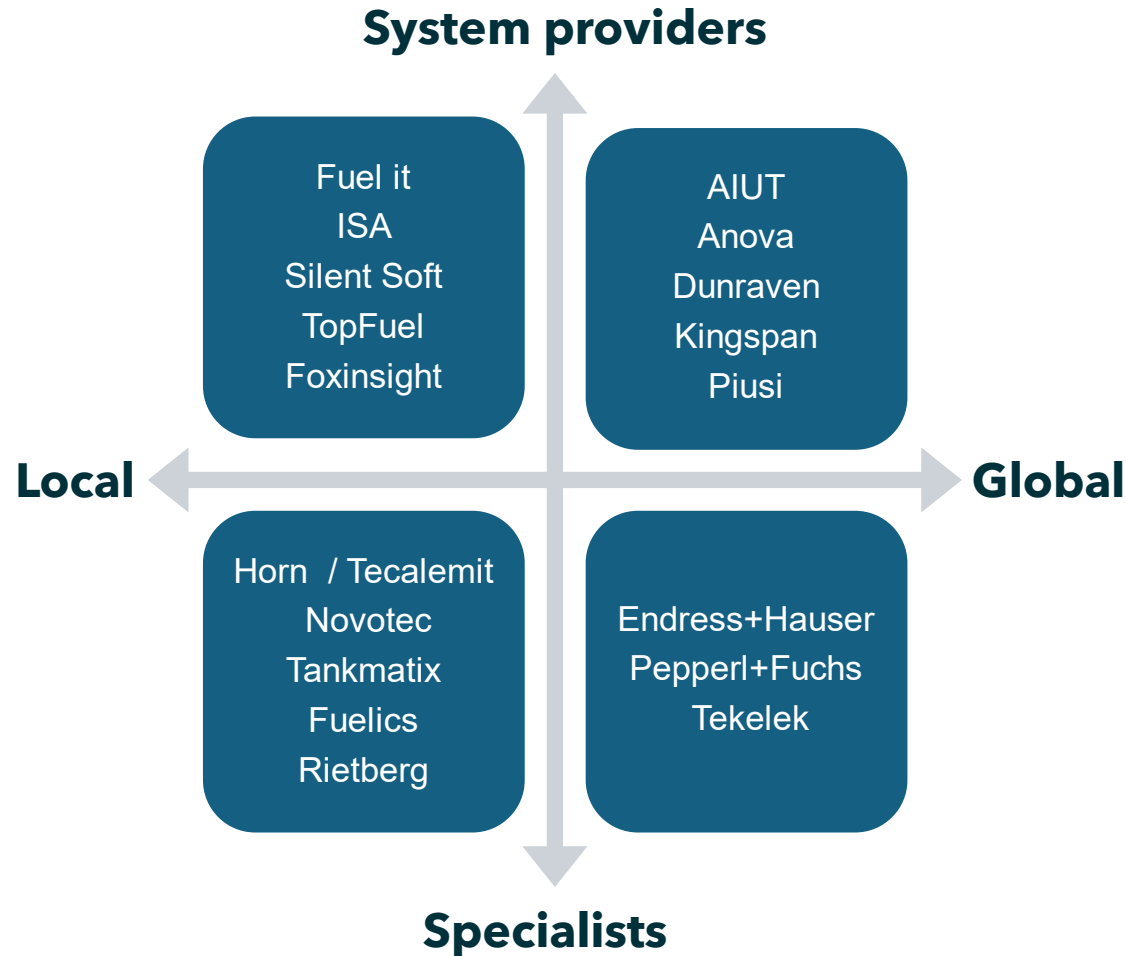
Strong demand for integrated solutions

**30 %
annual
growth**

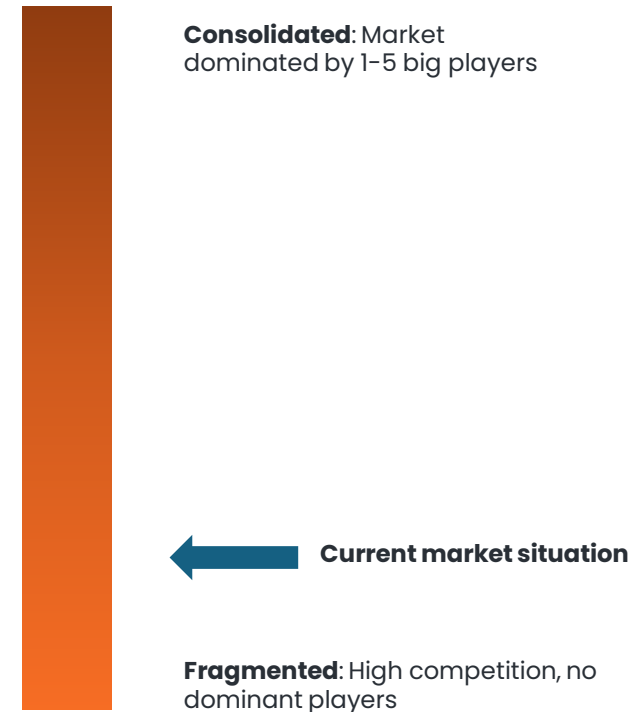
- Young market, high growth rate
- Substantial move from simple, isolated products like:
 - Tank monitoring systems
 - Remote monitoring systems
 - Filling level systems



Market moving up



Market definition



Our business model



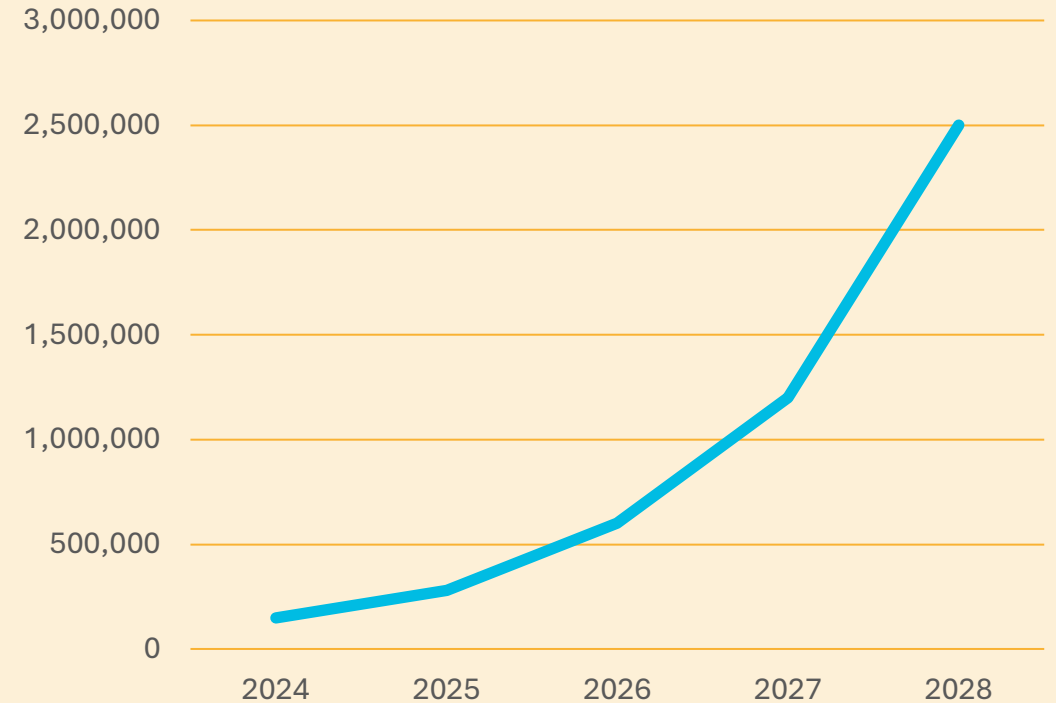
Hardware



Software as a service

- Ramp-up hardware costs
- Software costs based on
 - System users (drivers)
 - Filling stations / tanks
 - System administrators

Revenue plan



Key achievements



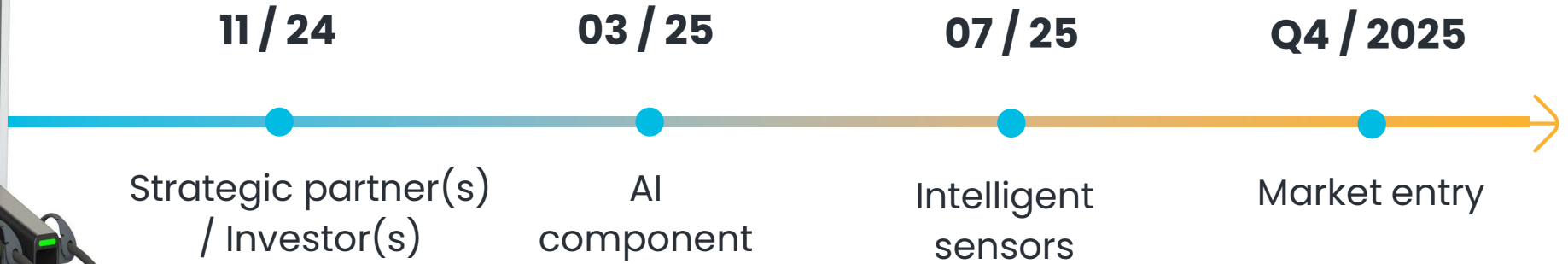
- **Public funding**
 - **Austrian Research Agency FFG** (Sensor technologies)
 - **European Union / Horizon 2020** (Tetramax3)
 - **Vienna Economy Agency** (Cooperation)
- **06 / 22: Operational with test clients** (Austria)
 - 0 incidents, 100% reliability
- **Client revenues: EUR 60k**
- **09 / 23: Version 2.0**
 - Additional liquids, e.g. AdBlue
 - Complex tank forms, e.g. mobile “combi” tanks
 - Automatised tank refilling process

Key challenges



- **Client and market access**
- **Sales cycle**
- **Development costs**
- **Service & production setup**
- **Talent acquisition**

Roadmap 2024 / 25



100% self-financed

Who we are



Thomas Becker
Product, Finance
& Communication

- > 25 years of digital transformation leadership
- 4 Startups



Jürgen Margetich
Strategy & Sales

- > 20 years of strategy and organisation
- Digital transformation author & coach



Oliver Weichert
Web, App
& Machine Learning

- > 15 years of software development
- Machine learning
- Data analysis



Frank Hieminga
Embedded System
& Sensor technologies

- > 20 years of embedded system development
- Sensors und processors



Jörg Pachale
System infrastructure
& Production

- > 25 years of IT administration
- Security & Infrastructure





Thank you very much!

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