



IMPACT B2B ENTERPRISE AI SAAS COMPANY

Nordic market leader in next-generation
Energy Analytics

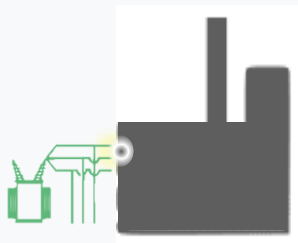
Erik O. Andersson

TRUSTED BY



THE "BLACK BOX" FACTORY — INSUFFICIENT DATA

Black Box Factory



15% of emissions



Potential

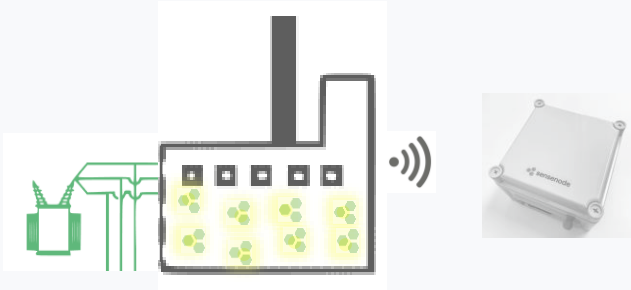
~ 20%

Energy efficiency
potential in manufacturing
industry

(US Dept. of Energy)

SENSENODE ENERGY ANALYTICS

SenseNode-enabled Smart Factory



sensenode
10 - 25%
energy savings

BUSINESS MODEL & TIME TO VALUE

**Monthly subscription
(SaaS / EaaS)**

**Energy Experts guarantee
results => automation**



**Implementation: 3 months
Time to value: 1-12 months**

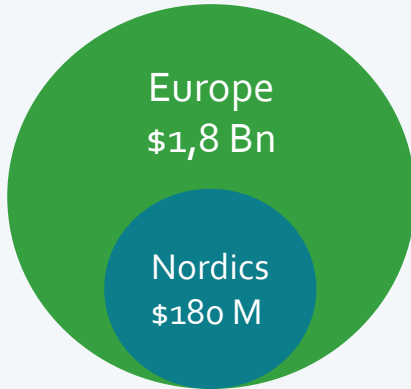
10 - 25% energy savings

FUNCTIONALITY & VALUE PROPOSITION



A SIZEABLE, GROWING MARKET

Energy Management Systems Manufacturing Industry



Growth: 17% CAGR

MARKET DRIVERS

- Energy cost
- Sustainability is a must
- CSRD and other reporting are here now
- Digitalization, Cloud computing and AI drives efficiency

SENSENODE'S CURRENT CUSTOMERS

outokumpu



Epiroc

Spendrups

SKISTAR

VÄDERSTAD

BAOSTEEL

GuldFågeln

TATA STEEL

Beckers



SCA
Care of Life

BUFAB

Nolato

SÖDRA

BOLIDEN

SVEDBERGS

+ 30
more

TARGETING THE MANUFACTURING INDUSTRY & REAL ESTATE

- Nordic multi-site companies, with global reach
- Medium to high energy consumption: >3 GWh/y

45
customers

24
average number of
plants per customer

CUSTOMER CASE

SAWMILL

Customer problem

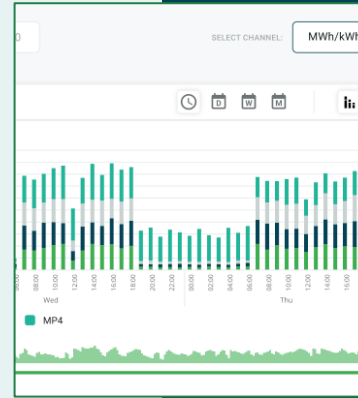
- Significant energy costs & no monitoring

SenseNode Energy Analytics installed

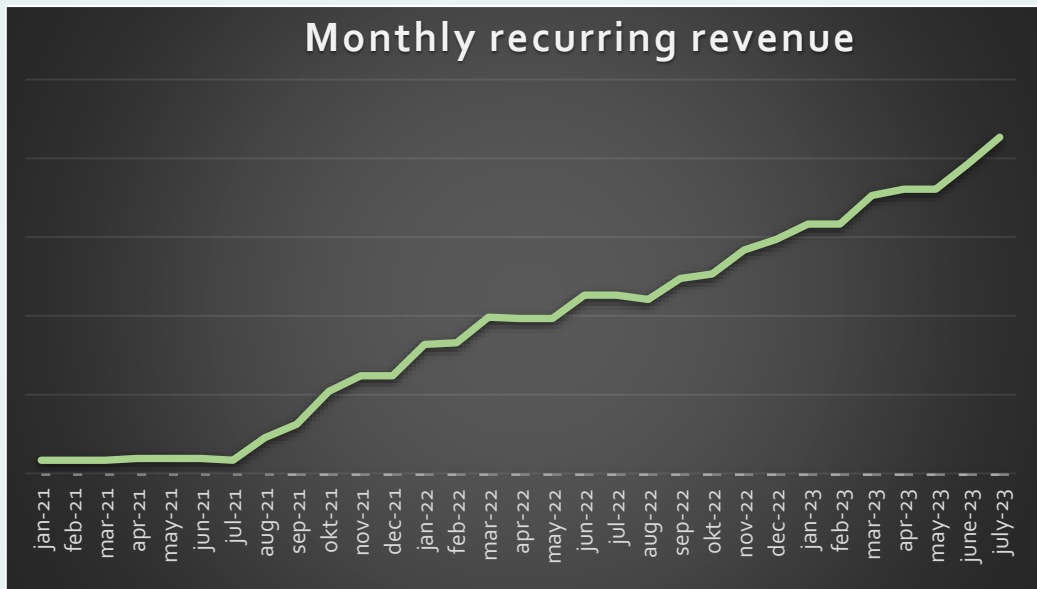
- Anomalies detected in drying equipment energy consumption. Tracked down and corrected

Customer value

- Yearly savings of 228 tons of CO₂ or 6.5 MSEK per year
- RoI less than 1 month



BUSINESS TRACTION & KPI:s



+137%
Revenue growth 2022

118%
Net Revenue Retention

16
Major deals
last 12 months

5.3X
LTV / CAC

HIGH GROWTH PLAN



SALES



MARKETING



**AUTOMATION OF
ENERGY
EXPERTISE**

10x growth
potential
within existing
customers!

FINANCING ROUND

- Asking €3.5 M – so far €1.5 committed
 - Owners include Latour and Almi Greentech
- Round closing in Q4 2023
- Reaching break-even during 2026



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THANK YOU