

Smart
Energy
Management

twingz

Predictive Analytics & Solutions

Werner Weihs-Sedivy
CEO & Co-Founder



300 fire/day
> 86,000 fire reports
per year (NL)

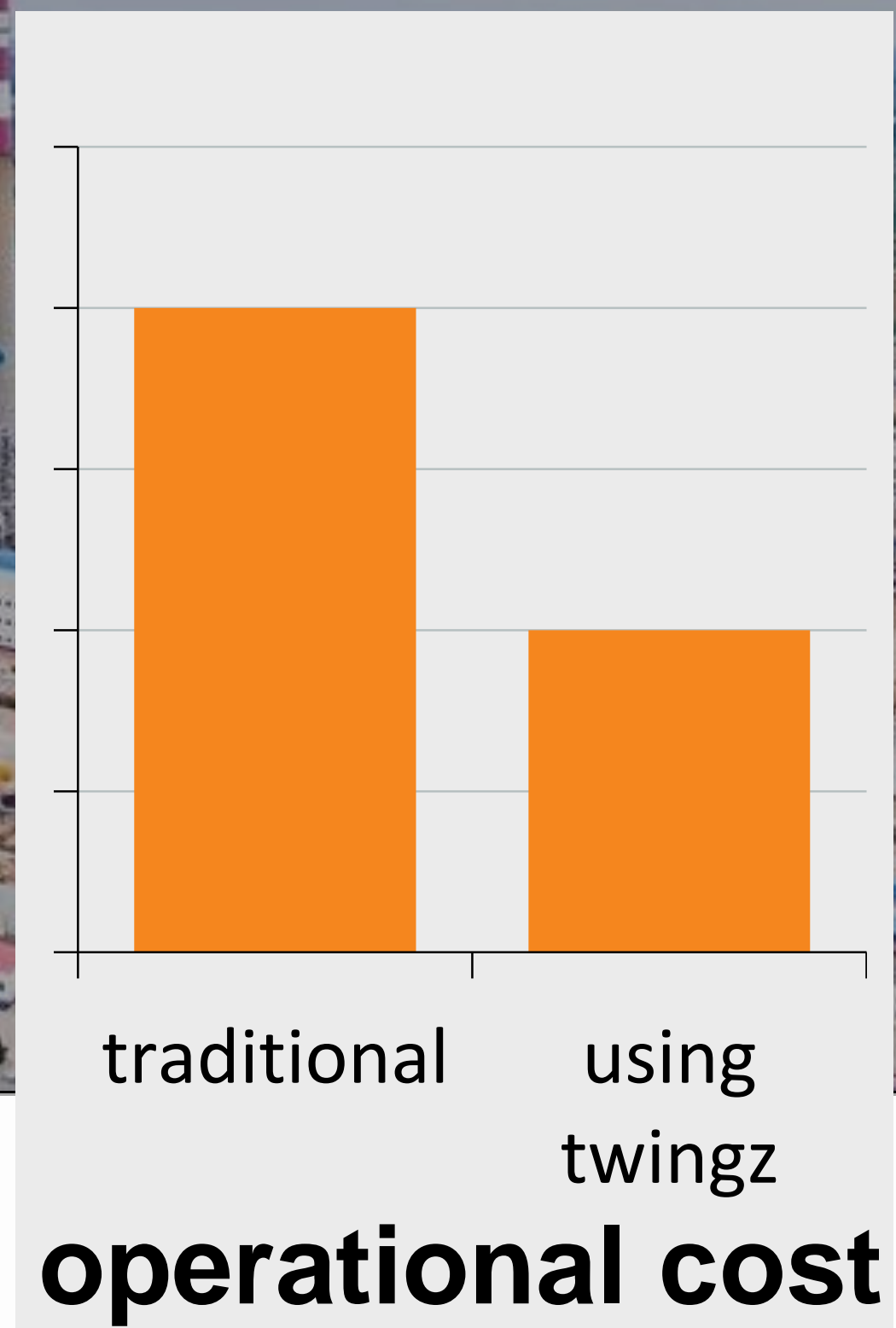
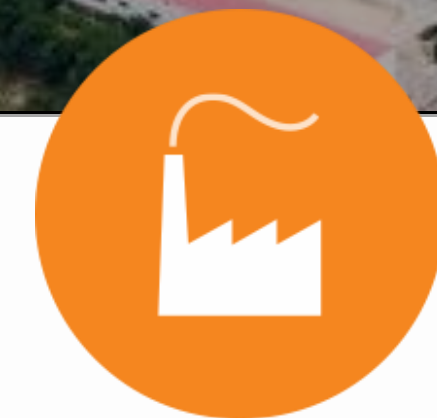
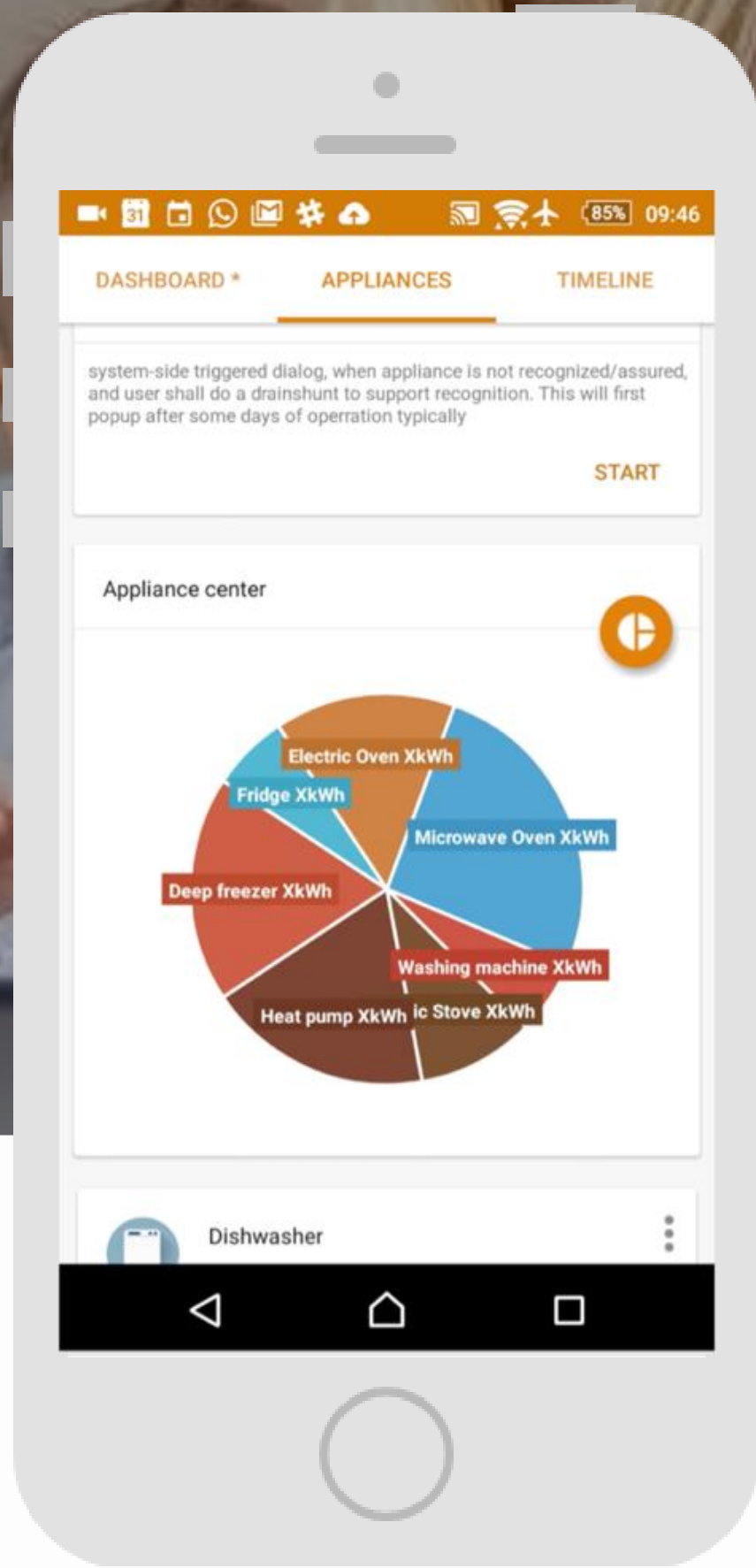


31% fires
due to faulty
appliances

**Current fire damage impact
... in NL, DE and UK.**

Payout 2016 > 1.000 Mio (NL only)

Solution for Electricity and Beyond (Water, Gas, Heat)



Consumers and SMEs

Insurance and Utility Companies

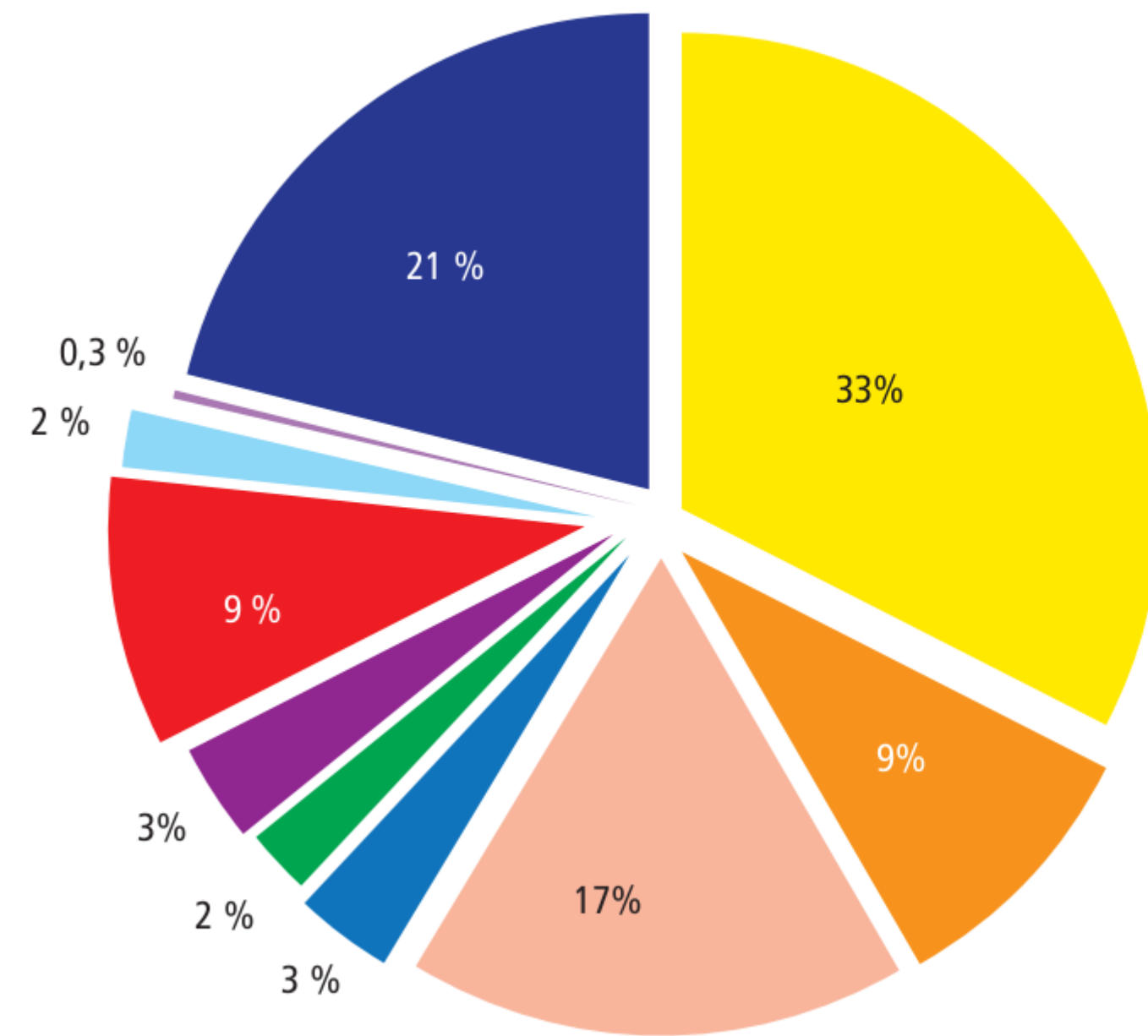


Electricity Meter
Reader connected,
Deep Machine
learning applied



320 fires/day
> 95,000 fire reports
per year

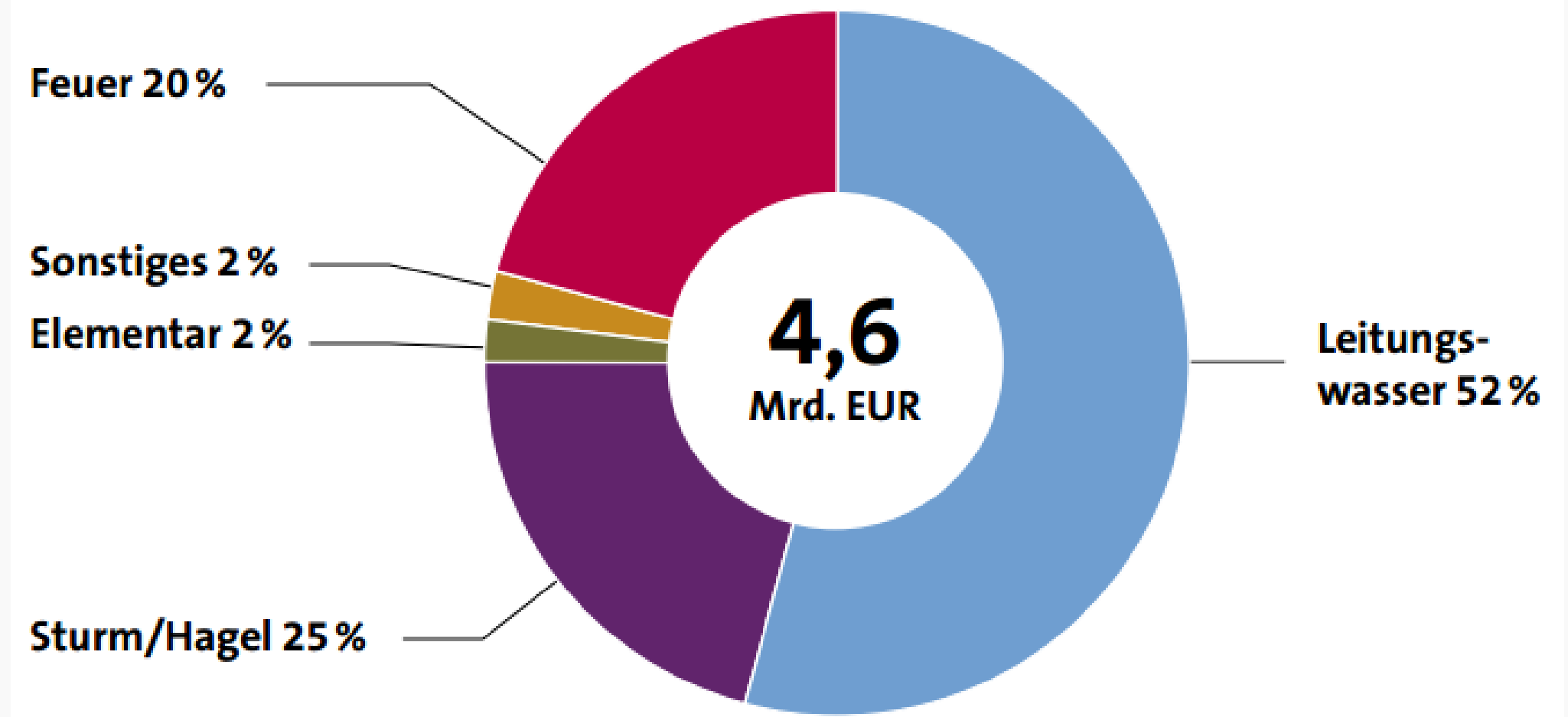
IFS-Brandursachenstatistik 2002 - 2016



Quelle: IFS-Schadendatenbank

- Elektrizität
- Überhitzung
- Menschliches Fehlverhalten
- Offenes Feuer
- Selbstentzündung
- Feuergefährliche Arbeiten
- Brandstiftung
- Explosion
- Blitzschlag
- Sonstiges und unbekannt

Current damage impact ... in Germany



Wohngebäude: Aufteilung des Schadenaufwandes nach Gefahren 2015*
(Quelle: Branchenstatistik)



**Insurance
company**



**6% market
Share in DE**



**€ 24.5 Mio saved
payouts
based on 10%
prevention**



12-48 hour old
energy information



Between 36.2% deficit and
74.05%* surplus in energy
prediction

Hard to predict energy consumption



**Energy
company**

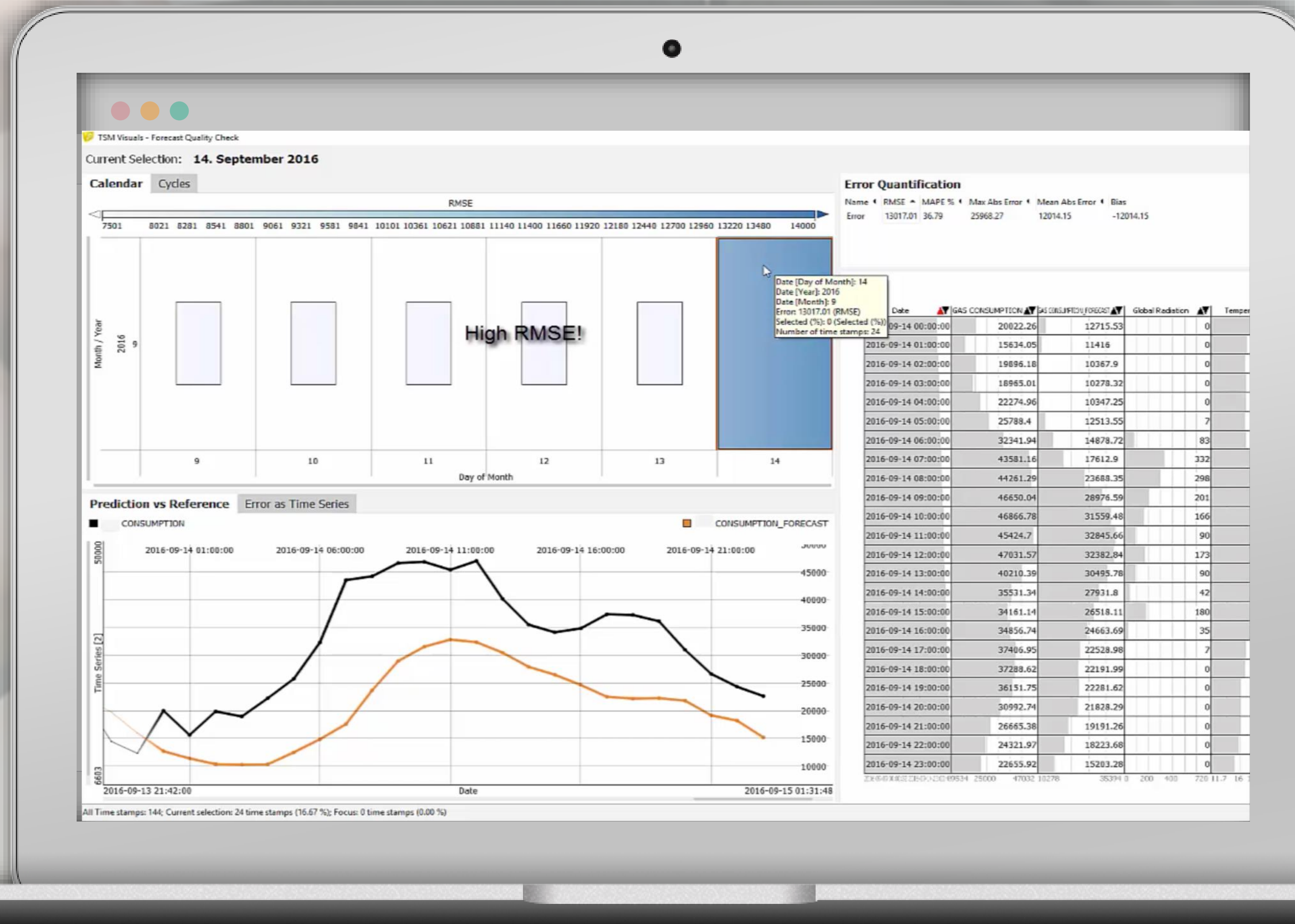


**3 Million
households**

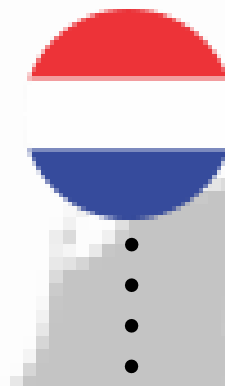


**€ 15 Million
a year**

Our service for Energy Corps



What really happened.
Forecast without
driving values.



4.000

.....
€ 15 Mio savings



22.000

.....
€ 35 Mio savings



2.500

.....
€ 7 Mio savings



2.0M

potential measurement points
in households and corporates
Europe



€ 500M

Market Opportunity
Europe

Target KPIs 2021

- 70 Customers
- 35.000 meas. points
- 12.5 M€ ARR
- MRR/Cust: 14.0 k€

Climate impact

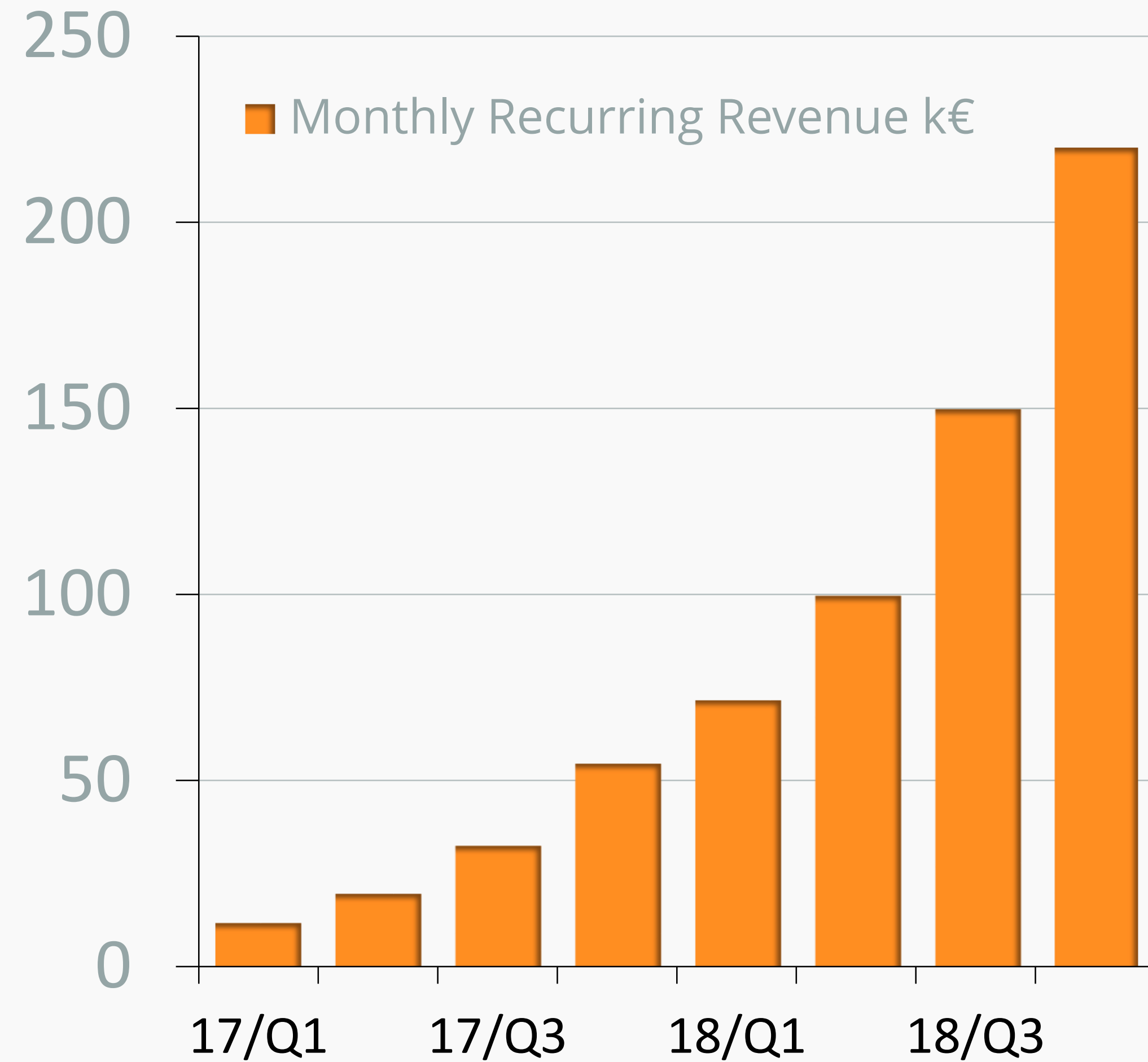


- 8 600t CO₂ / year already achieved

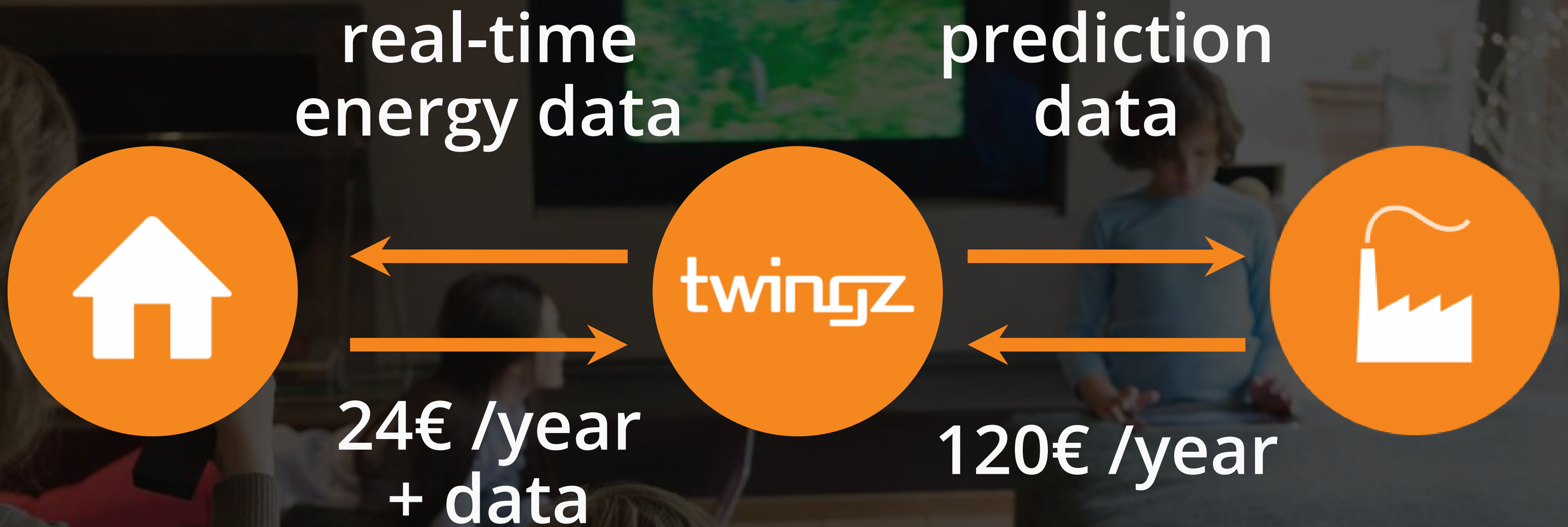


- 2 000 000t CO₂ / year
Potential with Utility and Insurance Companies

Traction while in Climate KIC L2



Business Model



Consumers
Home & Companies

Prediction Users
Insurance and Energy
Companies

Collection of € 24,- / year done via Business Partners
Offer valid for specific region and number. Data taken for calculation here: <http://www.hakom.at/en/portfolio/mp-energy-forecasting-system>



Awesome Team, knowledgable in Analytics & IoT



Patrick Thomas

CTO & Cofounder



Werner Weihs-Sedivy

CEO & Cofounder



Dietmar Millinger

Senior Architect & Cofounder



Chris H. Leeb

CVO & Cofounder



Normann

Head Of Product



Chretien

Business Development



We are

Smart
Energy
Management

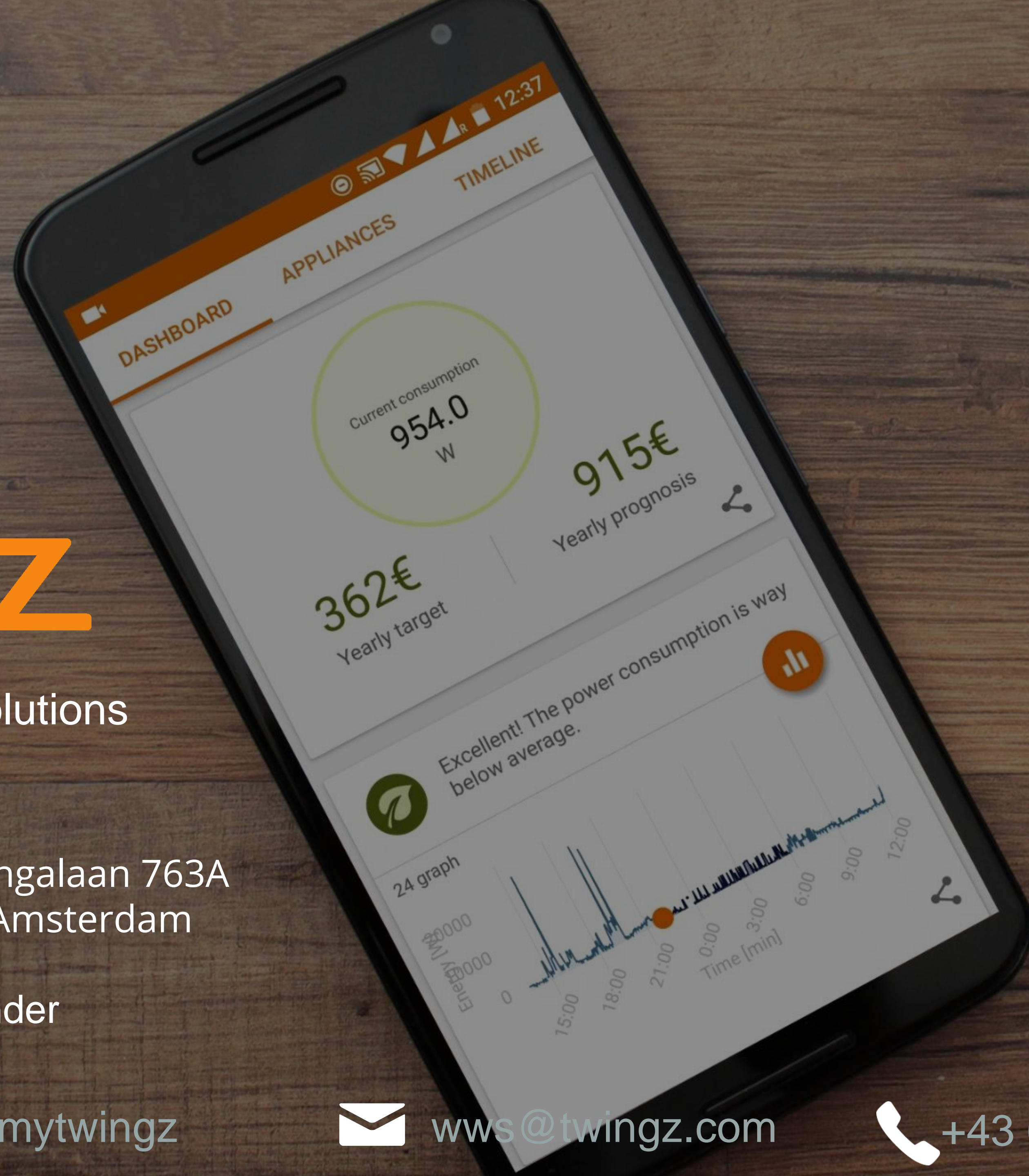
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