dAITABLE
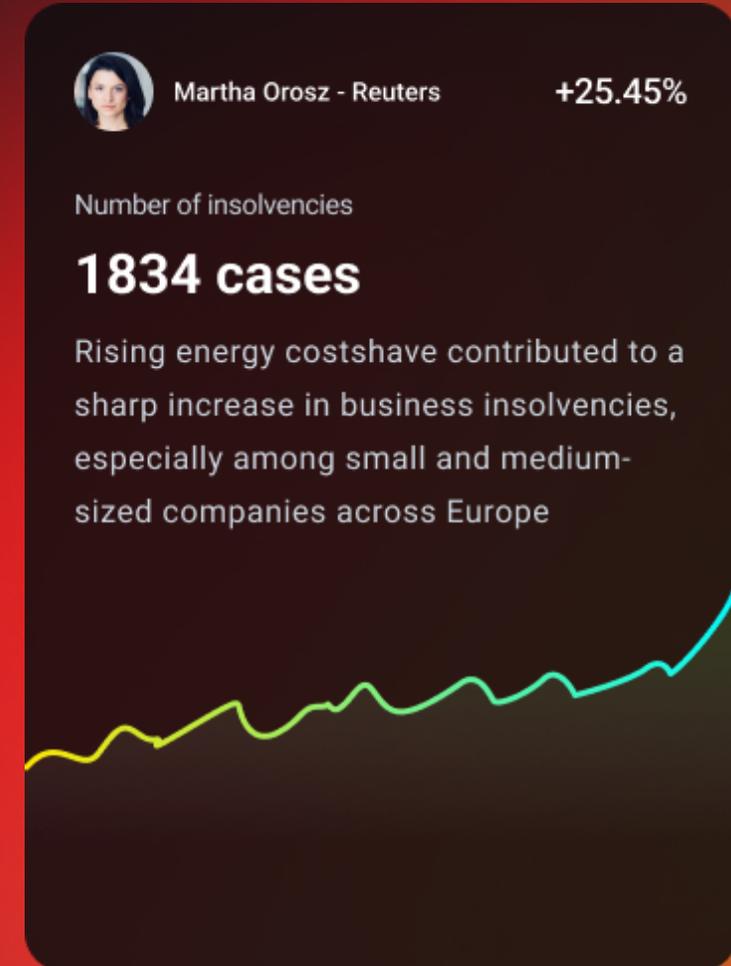
Energy Crisis is Here to Stay

+25.45%

- And **25% of EU companies won't survive**
- Managers try to save on Energy Costs, but **where, how**

  and **how much?**

Martha Orosz - Reuters   +25.45%

Number of insolvencies

1834 cases

Rising energy costshave contributed to a sharp increase in business insolvencies, especially among small and medium-sized companies across Europe

Source: (Reuters, Germany energy price shock triggers insolvency wave. September 20, 2022)

Current Situation

Manual transcription from **analogue** meters or **invoice analysis** and **auditing**

Lacking the right data…

Basic Solutions in Smart Metering

- **Basic** data visualization

- **Poor analytics**

- **Manual forecasting**

- **Manual limit guarding**

- No **anomaly predictions**

- No **predictive maintenance**

Data is gathered, but stays unlaveraged...

Why DAITABLE Now?

- **New Challenges for companies**

  Spot Market, Prosumers, ESG and all the complexity...

- **Energy Costs Remain High**

  A continuous need to save and optimize

- **Lack of Data**

  80% od companies are not digitalized

This complex situation without the right tools can be fatal

The Product - **DAITAMONITOR**

4 Independent but Interactive Modules

A comprehensive system of AI smart metering

DAITAMETER
Real-time monitoring of values in charts and tables.

DAITAPLAN
AI Predictive algorithms for consumption forecasting.
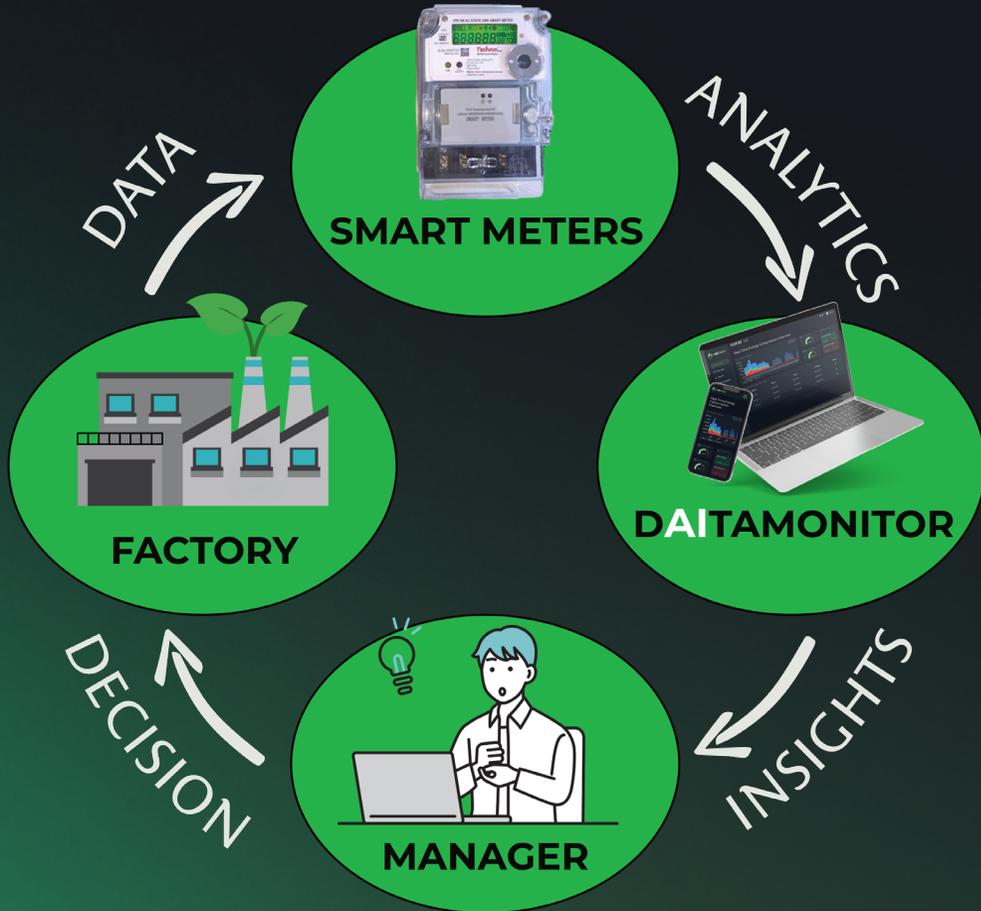
DAITAGUARD
Alarms and warnings powered by AI algorithms.

DAITANALYTICS
AI Anomaly detection and predictive maintenance.

What Gets Measured, Gets Improved

SMART METERS

DATA

ANALYTICS

D AI TAMONITOR

INSIGHTS

MANAGER

DECISION

FACTORY

DAITAMONITOR delivers real-time energy data, forecasts and early warnings of capacity overloads, short circuits and machine failures, empowering managers to make proactive**, data-driven decisions that cut costs**.

Its **high-ROI** benefits are tailored for energy-intensive sectors (metallurgy, rubber, automotive) and commercial buildings.

Building blocks of savings

Discovery and removal of hidden threats in machines

7% of total energy costs saving, because usually 20% of devices tend to have 30-40% overconsumption caused by this reason

Human Factor inefficiencies elimination

2% of total energy costs saving, because usually 1 out of 10 machines is turned on without being operated every 3rd day.

Prevent the consumption limit crossing

1% of total energy costs saving based on our reference client

Prolonging the life expectancy of machines

5% of total energy costs saving based on our reference client

We help clients save

15%

On annual energy costs

Competitive Advantage

Artificial Intelligence

Predictions based on AI can not only forecast the future trends but also detect a potential threat to your machines.

Predictive Diagnosis

Avoid production breakdowns by preventing them.

Alarms

Get warned when the consumption trend heads towards the limit.

Planning

Make better data - driven forecasts based on AI.

Competitive Analysis

	GRUPO ENERKOM	T (Telekom)	SIMAP	enmon app	SOITRON*	dAITABLE
Metering	✅	✅	✅	✅	✅	✅
Analytics	❌	❌	✅	✅	✅	✅
Forecasting	❌	❌	❌	❌	✅	✅
Limit Guarding	❌	❌	❌	✅	❌	✅
Predictive Maintenance	❌	❌	❌	❌	✅	✅

The Market Size

549K Companies

in EU energy-intensive industries (metallurgy, chemistry, automotive)
€87,5 Billion for electricity in 2023
€13 Billion in estimated inefficiencies

$40,2 Billion

Global energy management SW market in 2023

CAGR 13,2%

$45,6 Billion Growth opportunity in 5 years

Pricing

One-time Fee

HW: €100-250/metered point

HW Installation: €150/man-day

SW Integration: €300/man-day

Monthly Subscription

DAITAMETER: €X/metered device

DAITAPLAN: €Y/metered device

DAITAGUARD: €Q/metered device

DAITAANALYTICS: €Z/metered device

SLA: €W/metered device

UPDATES: €U/metered device

Average client size

One-time Fee

HW: €6000

HW Installation: €900

SW Integration: €1500

SUM: **€8400**

Monthly Subscription

DAITAMETER: €2.5/metered device (€75)

DAITAPLAN: €2.2/metered device (€66)

DAITAGUARD: €1.3/metered device (€39)

DAITANALYTICS: €1.2/metered device (€36)

SLA: €1.5/metered device (€45)

UPDATES: €1/metered device (€30)

TOTAL MONTHLY: €291

*average client size is calculated based on the pricing and average of 30 metered devices

Founders

CEO

Šimon Staňo

7 years of experience in sales

Master's degree in International Business

Procter & Gamble

Responsible for **running business** and **external communication**

COO

Jakub Perička

4 years of experience in automation

Master's degree in Engineering

ProCS

Responsible for **internal operations** and **product development**

The Team

Marketing Manager

Petra Sílešová

CTO

Maksym Lymar

CEO

Šimon Staňo

COO

Jakub Perička

Project Manager

Nicolas Hečko

Frontend Developer

Patrik Sit

Head of Frontend

Peter Trebatický

Backend Architect

Dzmitriy Aniska

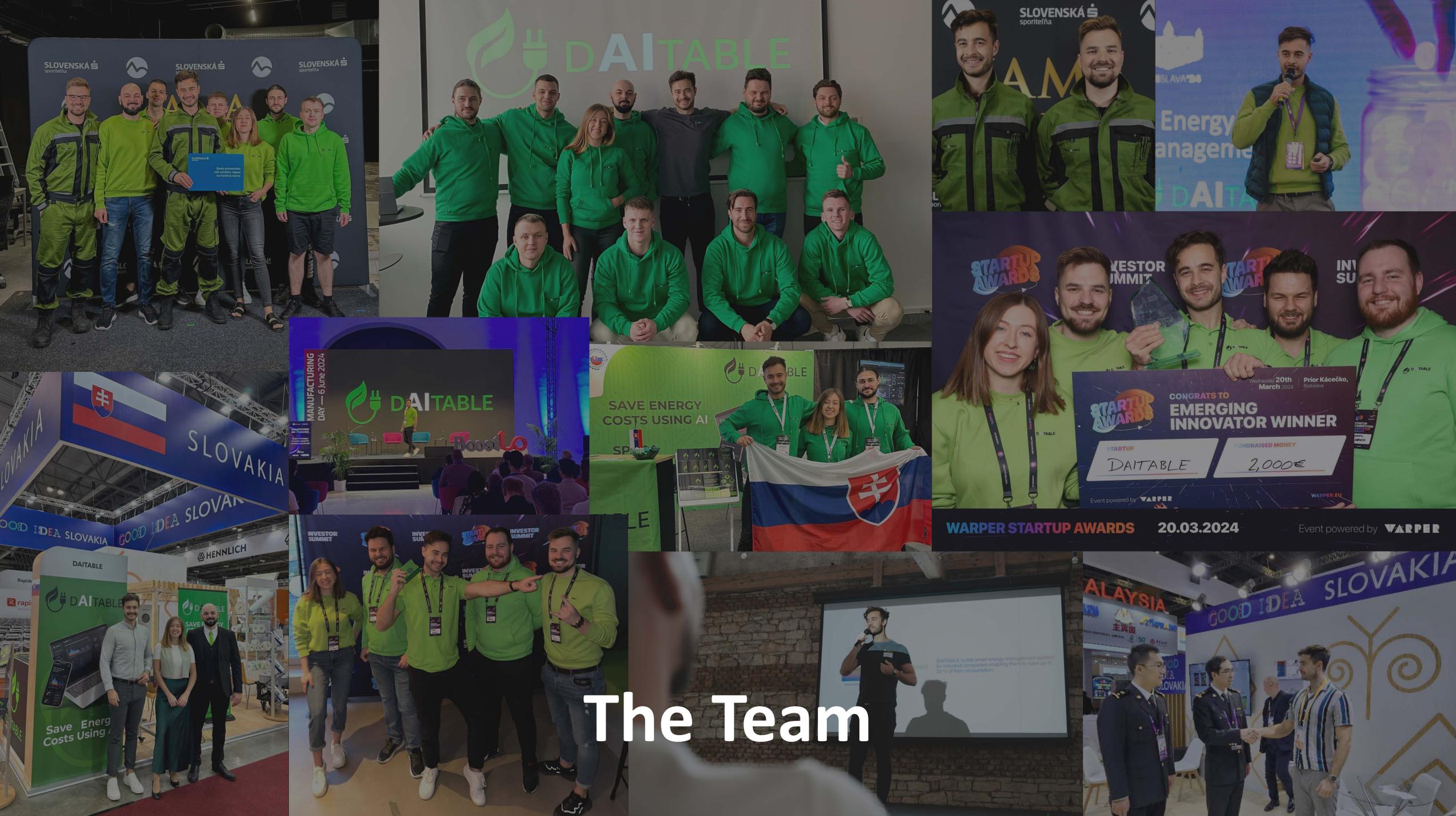**Data Scientist**

Juraj Repka

Software Engineer

Tomáš Tánczoš

Delivery Manager

Denis Hriň

The Team

Recognition

InQb Startup Pitch Winner

BMW Innovation Award Winner

Slovak University Startup Cup Winner

Partners & Clients

Investments and public finance

Investment: €40 000 (CLA, April 2027)

Valuation: €1 milion (conversion at 4 %)

Investment: €220 000 (equity, August 2024)

Valuation: €3 milion (conversion at 7,5%)

Grant: €200 000

Purpose: Smart City consortium (€10 milion)

Grant - Recovery Plan: €515 000

Purpose: R&D in AI

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