**FlexyAI**

Powered by **TechBricks**
Disruptive Technology Builders

# AI for Efficiency in Energy Intensive Industries

# Our vision

Our vision is to optimize increase **energy efficiency** via **'smart' energy consumption** and **Demand Response Flexibility** of **domestic and industrial** consumers.
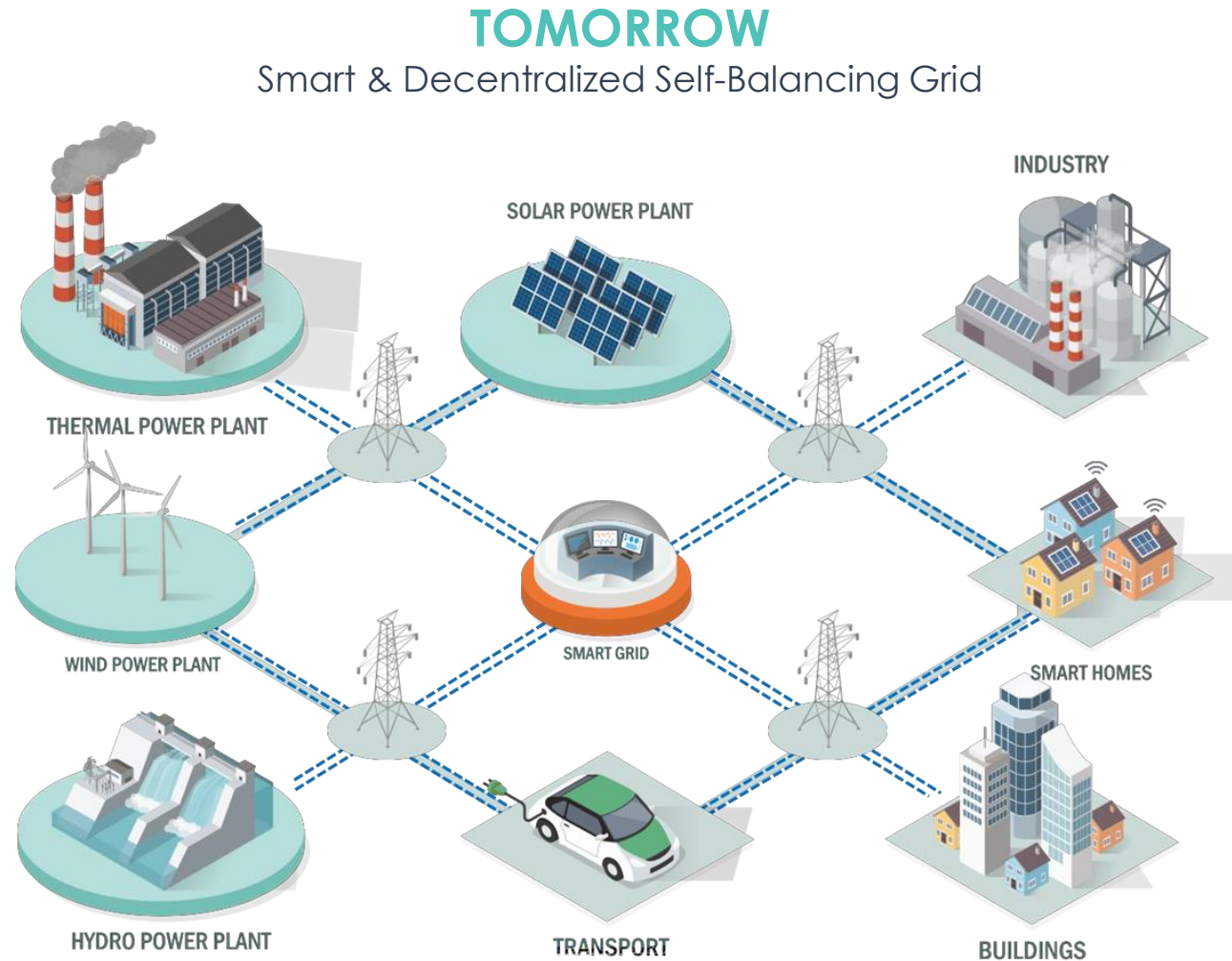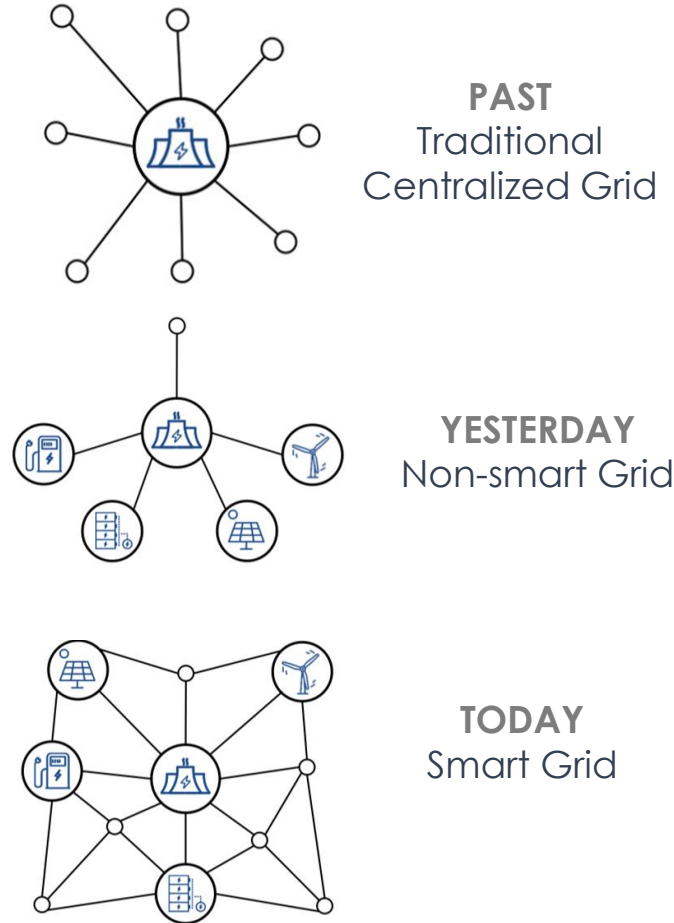
Toward that end, we aim to build the best **state-of-the-art AI energy optimization engine** to leverage the end-to-end **Big Data Value Chain**, from **CPS/IoT** sources of flexible assets, **Transmission Service Operator** (TSO) and **Energy aggregators.**

FlexyAI

Powered by TechBricks

# The problem: non efficent energy use

**FlexyAI**
Powered by TechBricks

Cost of ~**€33B** /year*

- **55%** $CO_2$ emission reduction by energy efficiency by 2030 (-1.65 GT/year EU27)

*Elaboration of IRENA 2021*

# New energy systems



**PAST**
Traditional Centralized Grid

**YESTERDAY**
Non-smart Grid

**TODAY**
Smart Grid

**TOMORROW**
Smart & Decentralized Self-Balancing Grid

THERMAL POWER PLANT

SOLAR POWER PLANT

INDUSTRY

WIND POWER PLANT

SMART GRID

SMART HOMES

HYDRO POWER PLANT

TRANSPORT

BUILDINGS

**System Integration** is the foundation of the low-carbon transition: the new energy systems enable

**multi-directional, highly integrated and digitized flows**

# The Solution: AI for Energy intensive industry 'smart' demand

**FlexyAI**
Powered by TechBricks
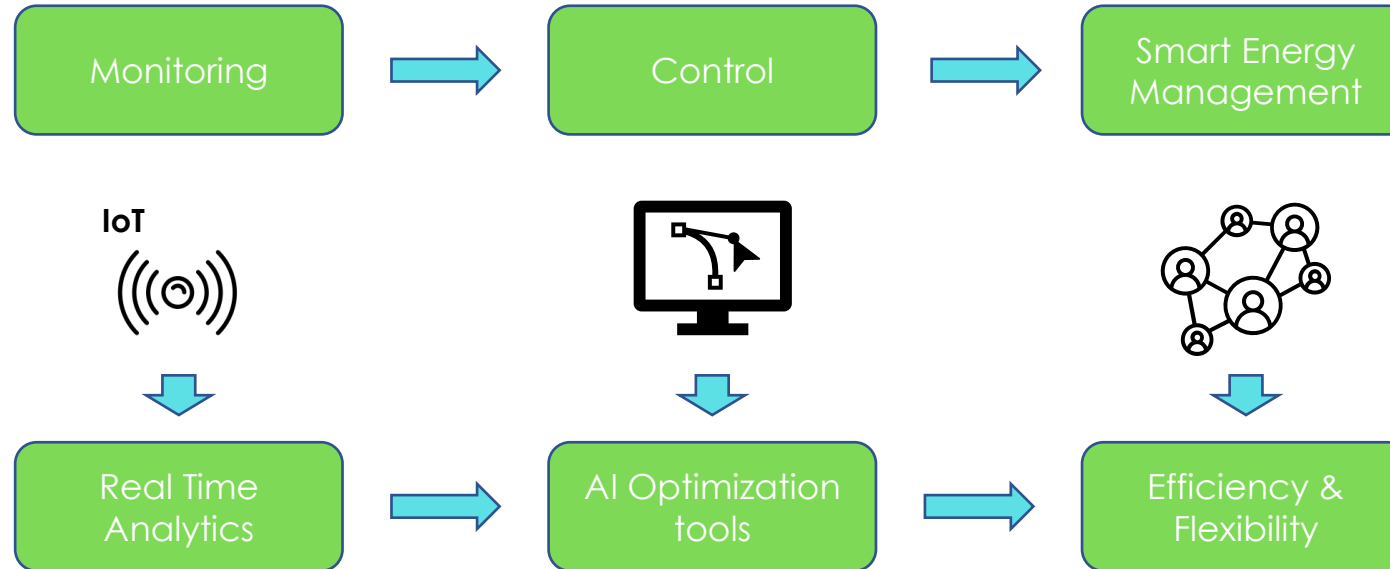


**AI-IoT Artificial Intelligence SaaS** platform for *Energy 'Smart Demand'* and *Flexibility management.*

# The Solution: AI for Energy intensive industry flexible demand

Introducing an innovative state-of-the-art optimization tool for Energy Managers

Continuous energy efficiency based on real-time analytics, visualization of the data on power consumption and **optimal load forecasting**.

Reduce operating costs of energy-intensive industrial plants, through the **reduction of 10-20% energy consumption** and with less occurrence of **non-stop plant downtime scheduled**.

# Market opportunity
## Smart Energy Management



FlexyAI
Powered by TechBricks

## KEY FACTS

**€32B** Worldwide Market 2018*

**€95B** Worldwide Market 2025

**17.1%** CAGR

**€430M** Serviceable Available Market
**SAM Europe**

**10%** Market penetration

**€43M** Serviceable obtainable market
**SOM Europe by Year 5**

# Competition

| | evogy | BD4BS | i-EM SAT | VIA | FlexyAI |
|---|:---:|:---:|:---:|:---:|:---:|
| **Asset Management** | ✓ | ✓ | | | ✓ |
| **Energy Trading & Risk Management** | ✓ | ✓ | ✓ | ✓ | ✓ |
| **Decentralized & Flexible assets** | ✓ | ✓ | ✓ | ✓ | ✓ |
| **Big Data** | ✓ | ✓ | ✓ | ✓ | ✓ |
| **Unstructured Data** | | ✓ | ✓ | ✓ | ✓ |
| **Alternative & Satellite data** | | | ✓ | | ✓ |

# Business Model

**FlexyAI**
Powered by TechBricks

## We engage with:

**Energy Intensive Industries**

**Renewable energy producers**

**Energy Trading companies and flexibility aggregators**

**Decentralized flexible assets (B2C phase II)**

## Fixed + Variable SaaS

Estimated revenue at year 5

### €22M

## Optimization fee

Estimated revenue at year 5

### €17M

## Consultancy

Estimated revenue at year 5

### €4M

**Partners:**

esa — European Space Agency · University of Zagreb · CINECA

**Venture Clients/Partners:**

enel · ENGIE · WN weathernews

| PRIMARILY SALES CHANNEL | REVENUE STREAMS Based on Year5 financial | KEY PARTNERS |
|---|---|---|

# Meet the Team



FlexyAI
Powered by TechBricks

**MANUELE MONTI**, *PhD*
Chief Executive Officer

**VLADIMIR ČEPERIĆ**, *PhD, MBA*
Chief Technology Officer

**KRISTIJAN BARTOL**
Data Science

**MILOS CIGANOVIC**
Project Manager

**CARLO LONGO**
Risk Manager

**KEROLOS SALIB**
Software Engineer

**MELANIA DE ANGELIS**
Marketing Manager

# The Solution: AI for Energy intensive industry 'smart' demand



FlexyAI | Reach 2021
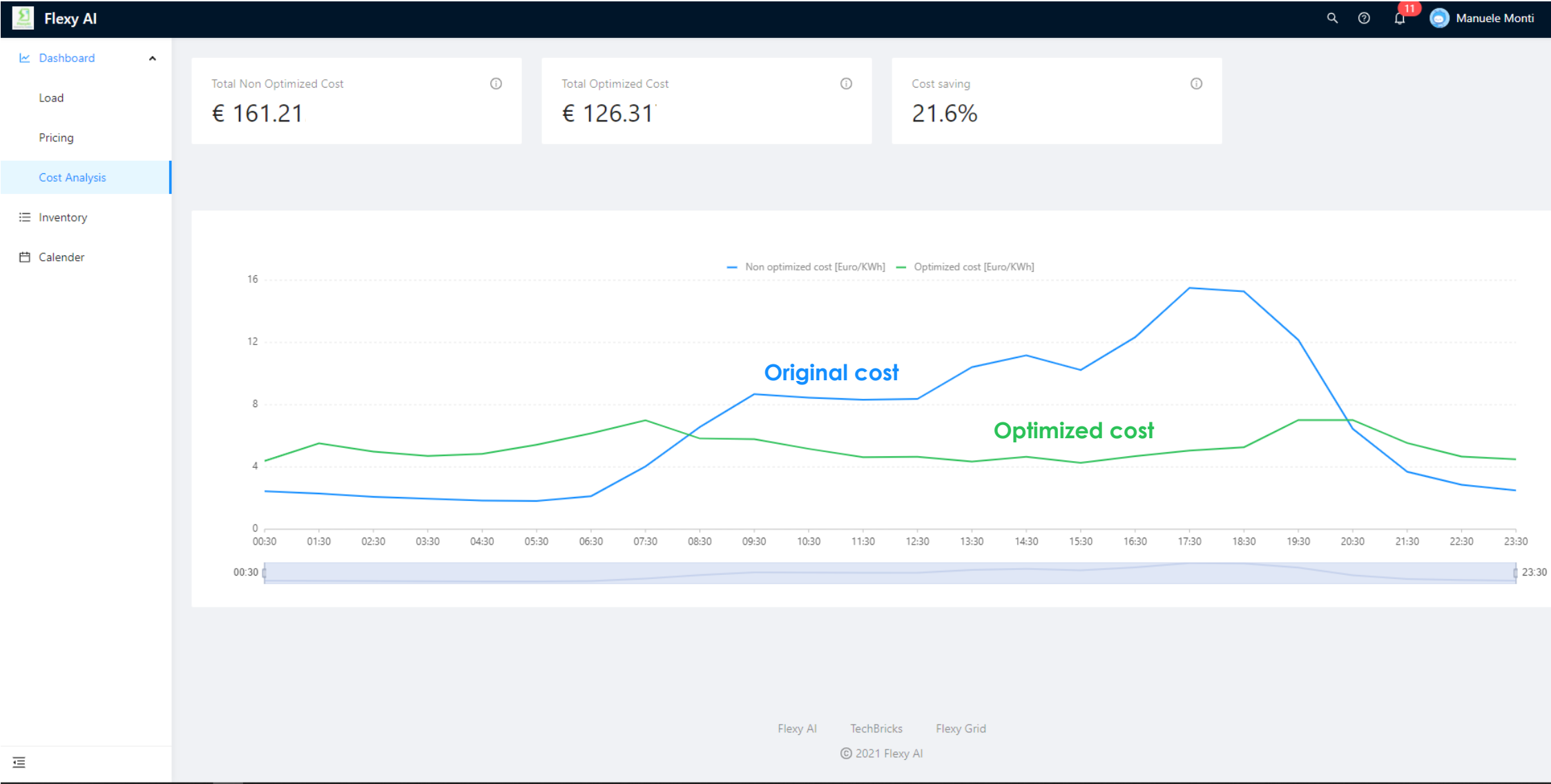
# THANK YOU!

## *"Let's walk together a green and sustainable energy path"*

EMAIL ADDRESS
ventures@techbricks.io

PHONE NUMBER
+39 347 4075909

**HOW TO REACH US**