

## Executive Summary

**Solution/product:** HeatVentors offers innovative thermal energy storage filled with Phase Change Materials (PCM).

## Market opportunity

**Problem statement:** Storing energy is a great challenge for engineers. Spotlight is usually put on storing electricity, however thermal energy storage is also a key issue for effective energy management.

**Gap on the market:** Only in Europe, € 20B could be saved by using optimal thermal energy storages.

**Market info:** The heat storage market in Europe exceeds 5 billion euros annually. HeatVentors offers infinity use-cases for renewable energy, heating and cooling systems, and industrial applications.

## Competitive advantage & USP

**Competition:** Water storage, Rubitherm, PCM solution

**Competitive advantage:** Compared to Water Storage, HeatTANK is smaller in size and useable for cooling as well. In comparison to the other phase change storages, HeatTANK is more efficient thanks to the patented structure, and also has a faster return on investment.

**Unique selling point:** 8 years of R&D, 3 patents

- Substantial energy savings (up to 50+%)
- Save space (our storage is 90% smaller in size)
- Reduced CO2 emissions
- Reduced Maintenance costs
- Increased operational security

## Key Figures

### Company milestones:

- 2012 – R&D, university research
- 2018 – Pilot project, investment
- 2019 – Step to the market
- 2020 – Step to the international market

**Number of employees/ team size:** 8

### Funding to date:

2018 – €150k (*KIC-InnoEnergy*)

**Geographical focus:** Italy, Germany, France, UK, US, ASEAN countries, Middle East

### Traction:

- 3 working systems:
  - MVM Net: telco site cooling
  - Antenna Hungary: data center cooling
  - E.ON Hungary: gas engine heat recovery
- 1 international pilot with Alperia SPA
- Common R&D with HAJDU
- 3 patents

### Awards/competitions:

6 won startup competitions

### Any other relevant or important info

Our first product is working since 2019 January and according to the measure data we saved 54% of the cooling electricity in one year.

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## We are seeking...

...industrial customers in need of relevant solutions (telecommunication site/ data center cooling solutions or other applications such as office buildings thermal energy management (heating and cooling), industrial heating and cooling solutions and heat recovery)

...data center provider, cooling system provider and energy provider companies as distributor

...investors, to raise 1.5 M EUR



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CTO



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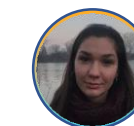
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