

**Enersize is a Finnish company listed on Nasdaq First North Stockholm that has a unique patent pending technology for the analysis of industrial compressed air systems that enables reduced risk of production disturbances and energy savings of 10-50%.**

**About 90 percent of the manufacturing industry today uses compressed air and compressed air accounts for approximately 4.5 percent of the world's total electricity consumption. The estimated cost of electricity consumption by compressed air systems each year is approximately €200 billion. Enersize is presently active mostly in China, where compressed air systems account for close to 10% of all electricity consumption.**

The industry today has a good understanding and management of most systems used for production. However, compressed air systems are a rare exception and these systems lack proper monitoring and are severely under managed despite their extremely production critical role and large share of an industry's electricity costs and CO2 emissions.

There are a number of actors offering consultancy services in the energy efficiency of compressed air systems. These are mainly local experts of varying quality who offer manual analysis and system optimization. Enersize has developed a patent pending technology using IoT that enables automation of critical steps in the analysis process, which results in savings being achieved easier and faster. Above all, real-time monitoring of savings made and maintained can be achieved using Enersize.

With manual optimization, the work is performed as a one-off event and due to the complex nature of compressed air systems and lack of monitoring and control, savings are quickly lost. Enersize's computer-based automated analysis detects inefficiency and savings potentials that are difficult even for the best experts to identify. In summary, Enersize's technology automates the compressed air engineer on a continuous basis and performs much better.

### Vision

Enersize's long-term goals are to use its existing technological lead and lack of competing software to become the global market leader in efficiency and management software for industrial compressed air systems.

### Business Concept

Enersize's business concept is to provide industries with increased operational reliability and energy efficiency of industrial compressed air systems through automated computer-aided real-time analysis.

Enersize has a dual business model, which consists of the sale of software/system subscriptions (SaaS) and partly a project business where Enersize, by its own means, uses cost savings measures and claims a portion of the amount of savings made for the customer instead of up-front payments.

Enersize currently has 16 installations or profit-sharing agreements with major manufacturing units, the majority of which are in China. The company has recently begun its European initiative. Enersize has two strategic European owners with strong industrial ties: Heinz Dürr (the main owner of Dürr AG, with 70% market share for robot painting systems) and Swedish vehicle manufacturer Scania (VAG / VW).



### Market

The market for industrial compressed air system efficiency has enormous potential. The global electricity consumption for operating compressed air systems is estimated at approximately €200 billion per year. The main part of electricity consumption is the operation of large systems (> 0.5MW) which accounts for 1% of installed systems but uses about 53% of total energy usage. With 30% saving potential only for the 1% largest installations (which is Enersize's focus) the annual savings potential is approximately €30 billion.

The market for industrial compressed air systems is expected to grow sharply in the future. Annual sales of centrifugal compressors (the most common type in the largest installations) are expected to grow to more than €5 billion annually by 2024. Sales of screw compressors (the most common type in large and medium-sized installations) are expected to grow from €6.5 billion per year 2016 to €9 billion per year to 2021. The operating life of a compressor installation may be up to 20 years. This means that on the market today there are a large proportion of old, inefficient compressor installations. Of a compressors total life cycle costs, more than 70% comprises energy costs.

System efficiency is today the main competitor for new investment in compressor capacity. It's faster, much cheaper and saves more energy and emissions than upgrades to new compressors.

