

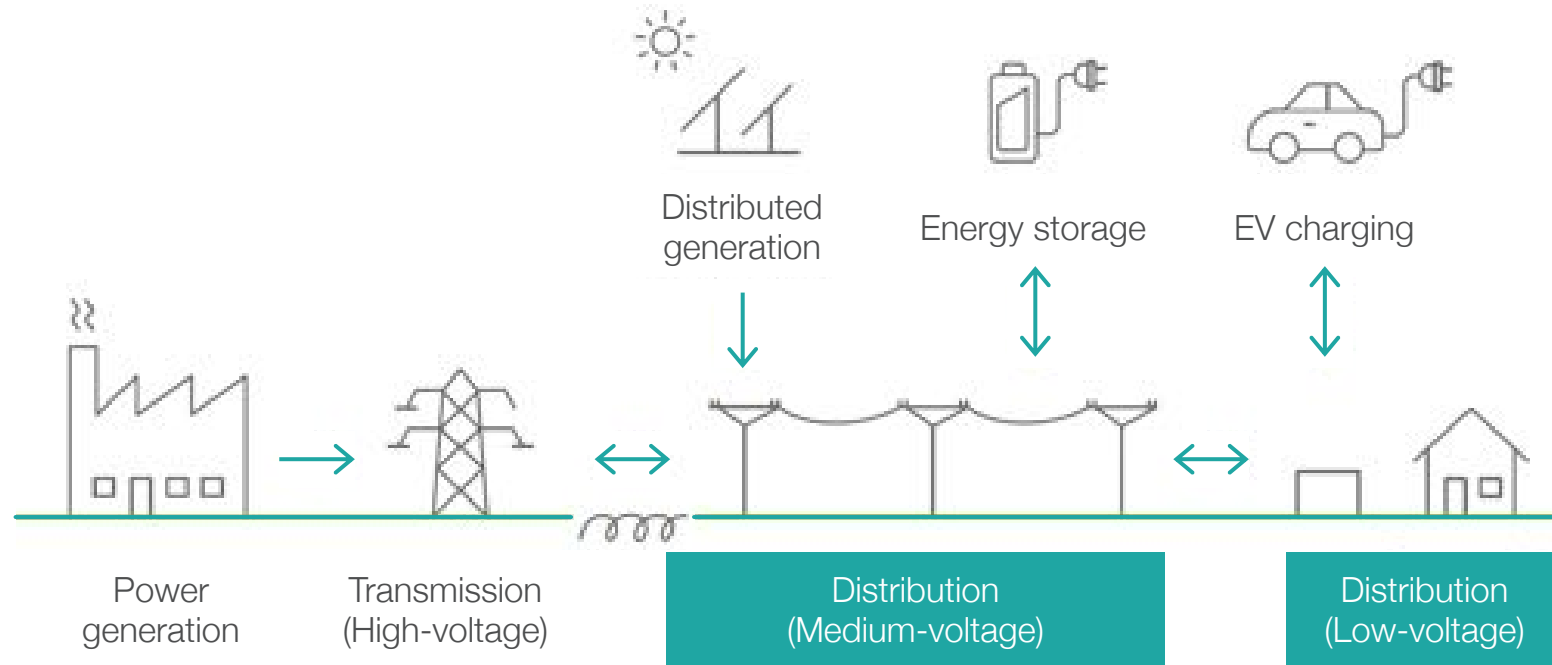


Dr. Paolo Romano
Co-founder and CEO

Enabling the energy transition with a breakthrough smart grid solution

Series-A Investor deck

We help electrical utilities in their **digital journey** towards a **clean energy future**



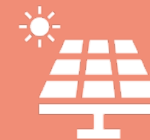
Distribution System Operators (DSOs) problems and challenges:



1. Limited visibility
on grid assets



2. Inefficient black-
out management



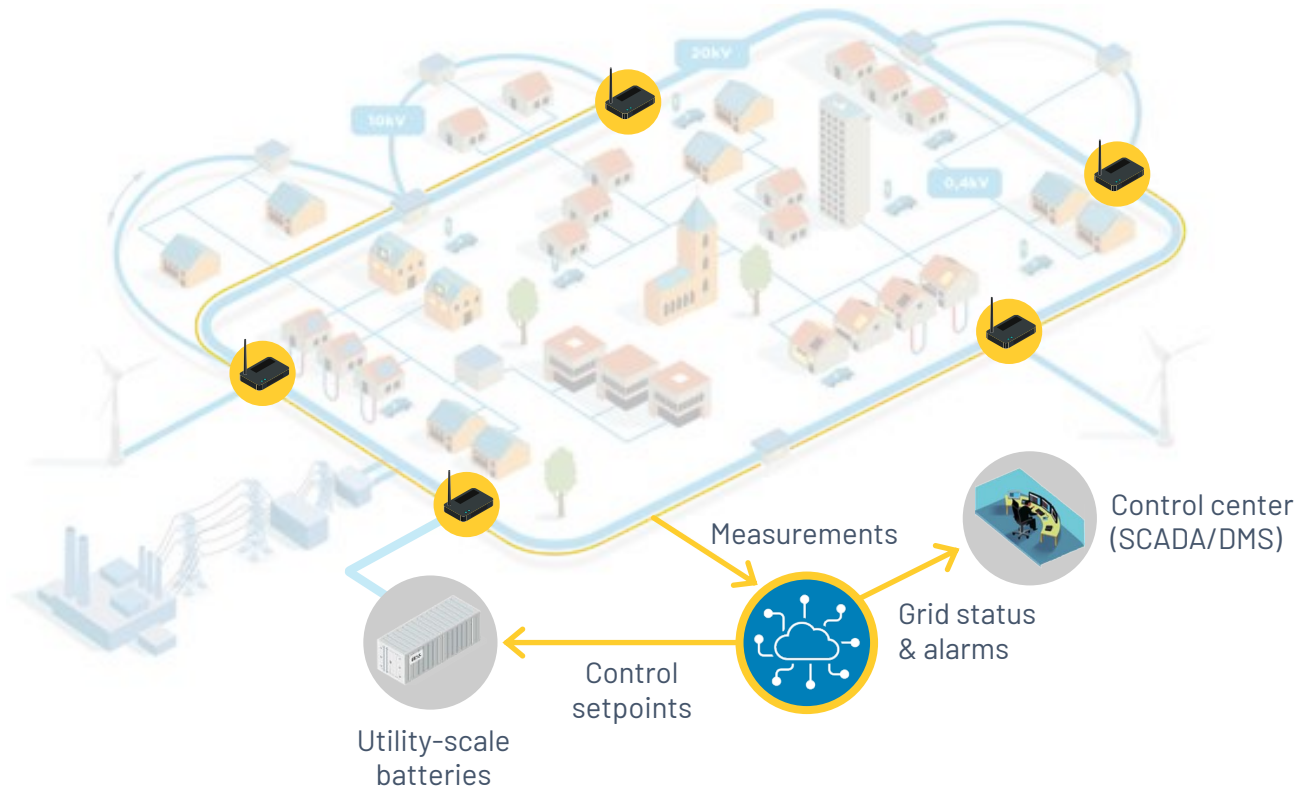
3. EVs/renewables
unpredictability

Zaphiro develops **SynchroGuard** the first **grid monitoring and automation system** based on PMUs



Proprietary PMU (Phasor Measurement Unit) **device**:

- Time-synchronized + high speed measurements
- Ideal for substation retrofitting



Modular and scalable software platform:

- Full interoperability with 3rd party devices
- Empowered by patented algorithm



Real-time monitoring

- Estimation of entire grid state up to 50/60 times per second



Outage management

- Automated fault location to reduce the duration or even prevent blackouts



Grid resources control

- Automatic control of utility-scale batteries to always guarantee grid stability



Grid analytics

- Advanced grid analytics for optimal grid planning and predictive maintenance

USP: Why grid operators choose SynchroGuard



1 single source of truth for grid operators

All-in-one monitoring, control and outage management platform based on a single type of device



**Full grid visibility
with 200x more
data generated**

Using 3x less devices than
conventional solutions via
advanced analytics



**Up to 300% more
grid capacity for
renewables & EVs**

Without any grid reinfor-
cement via automatic ctrl
of utility-scale batteries



**Up to 80%
reduction of
outage duration**

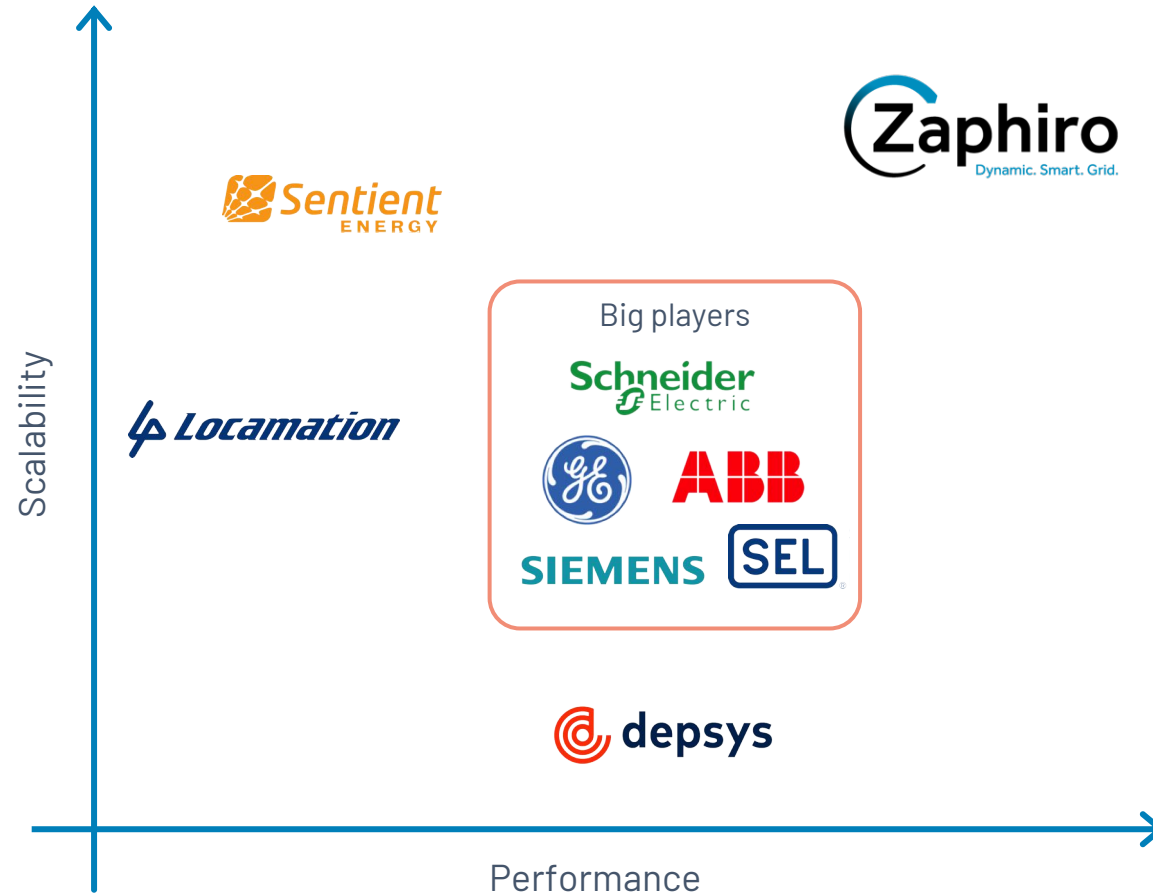
Thanks to automated fault
location and predictive
maintenance



**10x faster and
non-invasive
installation**

No substation shutdown
thanks to clamp-on
current sensors

Zaphiro disrupts the medium-voltage market with a superior and scalable technology



Competitive advantages:

Performance

- High-speed & time-synced measurements
- Full grid visibility
- Best-in-class fault location
- 1st "grid-aware" battery control

Scalability

- All-in-one solution
- Simplest installation
- Modular software architecture
- Seamless 3rd party systems integration

We generate revenues on 3 pillars

3 main revenue streams:



Hardware

Upfront fee for PMU devices



Software license

Annual fee per sensor/application



Services

Commissioning, grid studies, etc.

Conversion rate: 20-35%



Pilot project

Small-scale project to test product features and quantify benefits

Full-grid rollout

Rollout in the entire grid of a 200k inhabitants city (example)

Project duration

1.5 years

15 years

Avg project value

EUR 150k (15 units)

EUR 8.5M (500 units)

Revenue shares

Hardware: 60%
Software: 25%
Services: 15%

Hardware: 30%
Software: 65%
Services: 5%

Gross margins

70%

80%

Already won

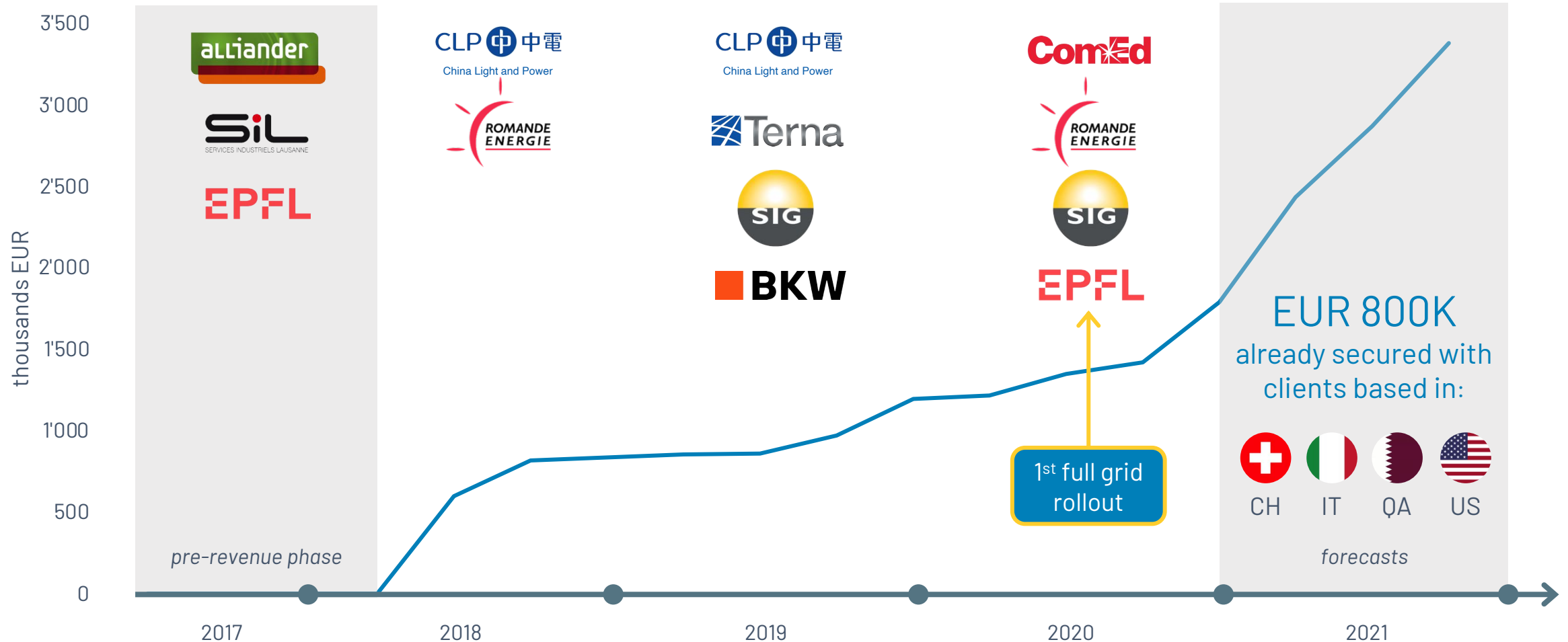
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* Small-scale roll-out (51 units) in the medium voltage grid of the EPFL university campus

Our revenues prove the willingness to pay of our clients

Cumulative revenues and client projects



Our management team is a rare mix of technical know-how and relevant industry expertise

The 3 co-founders, sharing the same office since >8 years



Dr. Paolo Romano
CEO and Founder

Sales, Organization, Hiring
EPFL PhD, electronic engineer



Dr. Marco Pignati
CTO and Founder

R&D, Technical support
EPFL PhD, electrical engineer



Dr. Lorenzo Zanni
CPO and Founder

Product, Operation, Finance
EPFL PhD, electrical engineer



François Marti
Head of Business Development
Sales, Fundraising
COO @SGS, CEO @FCA Services



8 employees in total

Experienced product
development & sales team

An experienced team of advisors



Prof. Mario Paolone
Academic advisor
Full professor, smart-grid
expert, visionary scientist



Harry D. Sykes
Investor's observer
Self-made UHNW, technology
sector serial entrepreneur



Thierry Pollet
Industrial advisor
Digital lead in grid integration,
Innovation & R&D manager



Arnoud Bifrare
Power utility expert
Head of Smart Grids at
Romande Energie





We are fundraising!

- EUR 4M Series-A round to scale-up our business
- Use of funds:



Key
recruitments



Sales &
Marketing



Grid sensor
redesign



Software
development



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