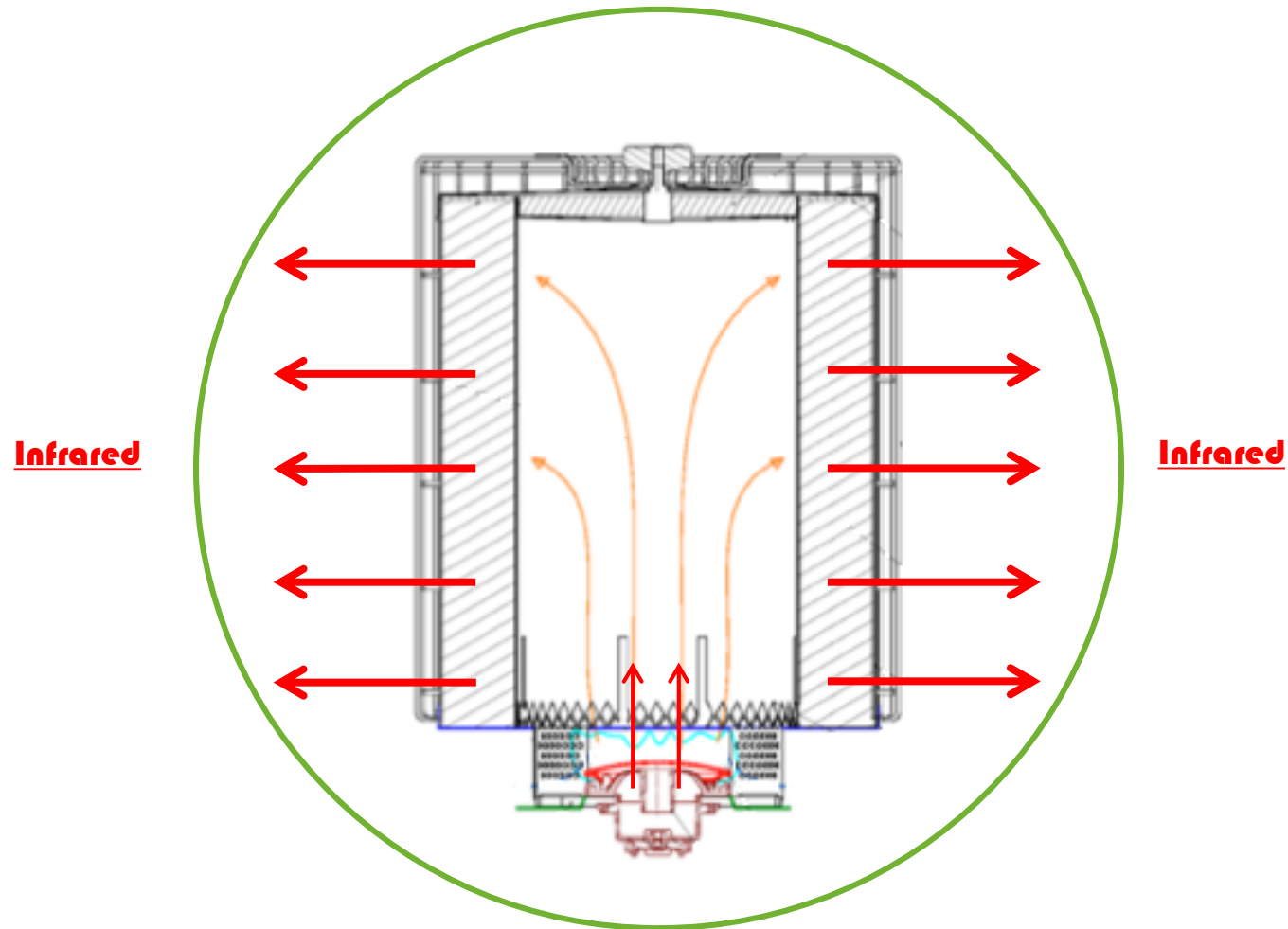




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heatca

The next generation heat



*We developed the next-generation high thermal efficiency gas heater*



### High carbon dioxide emission

Actually all the gas heaters produce different kinds of emissions, the most dangerous are: NO<sub>x</sub> - CO - HC - particulate

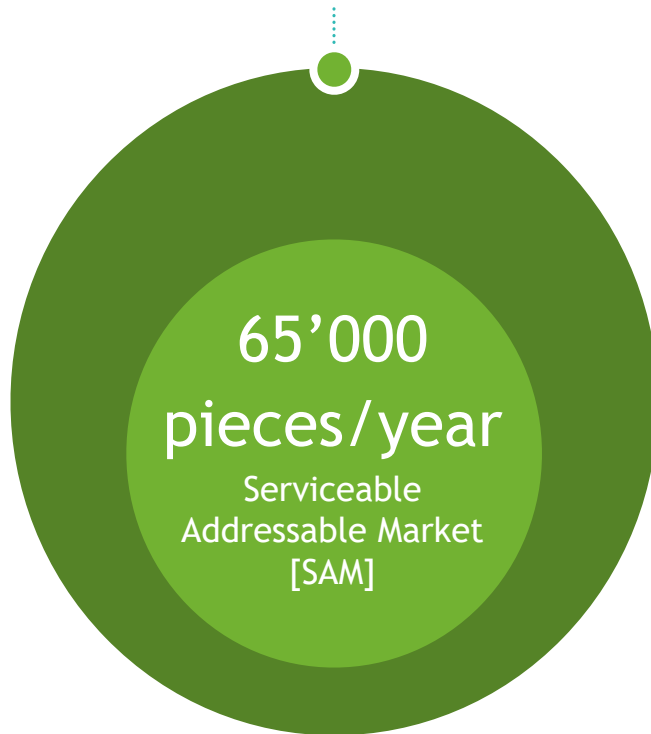


### High energy costs

High costs related to the domestic and industrial heating due to the increasing cost of the natural gas and electricity.

30M pieces/year

Total Addressable Market [TAM]



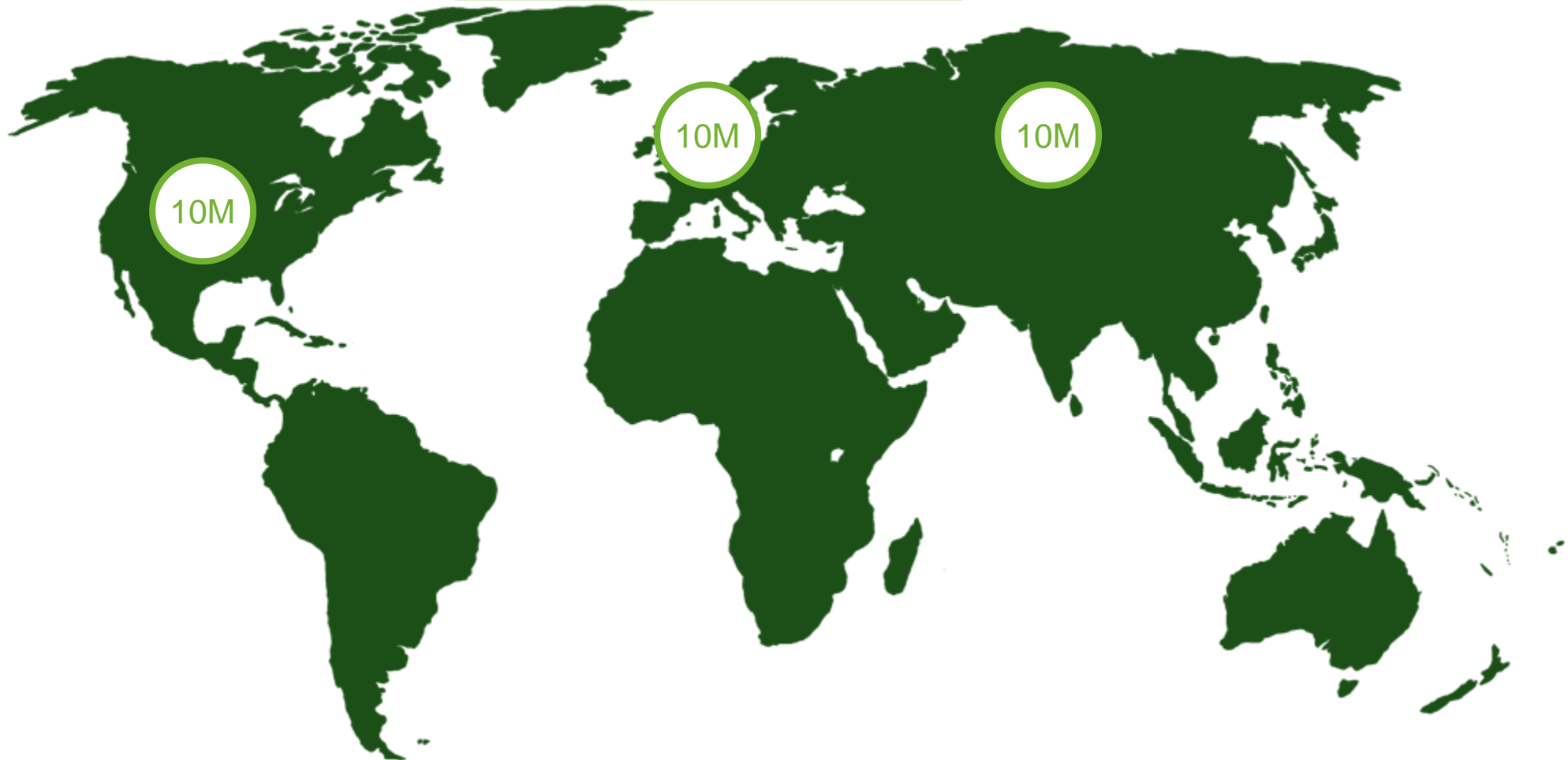
## Market Opportunity

- The **European** market is estimated to be a total of about 10 millions devices per year.
- By placing the goal of capturing <0,25% of the European market, the sales can be approximately close to 50'000/year



# 03. Market Opportunity

Total Addressable Market [TAM]



# 03. Market Opportunity

Italian Market

800K

Industrial sheds

40K

Churches

80K

Greenhouses

20K

Farmhouses





## Heatca

A new high thermal efficiency device for heating ambient by infrared rays.



## Economic feasibility

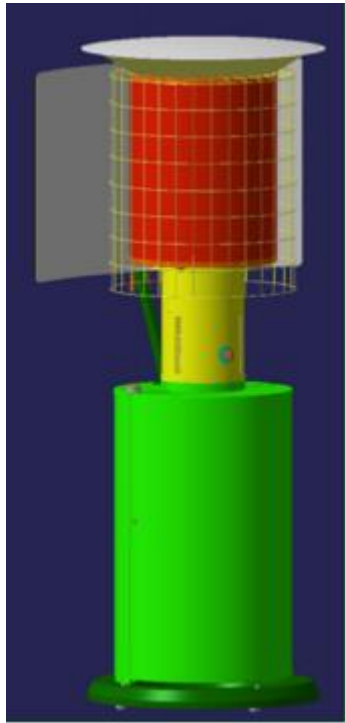
70% reduction of energy costs



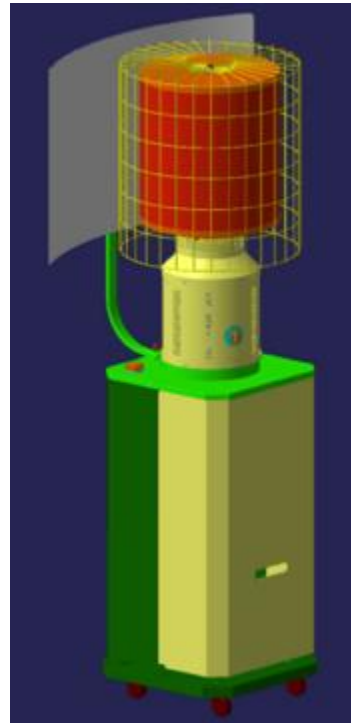
## Environmental impact

- 70% reduction of CO<sub>2</sub> emissions respect to conventional heating systems
- Pollutants emissions close to zero derived from the catalytic process
- No flue needed

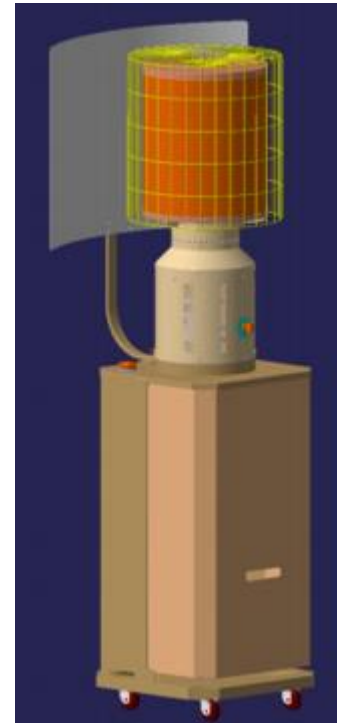




Industrial  
IK - 8,5 Kw



Home  
IK - 4,5 Kw



Home  
IK - 2,7 Kw

## Heatca

A new high thermal efficiency device for heating ambient by infrared rays.

The solution can be used on a large scale in every industrial and domestic environment

Reference gas nominal pressure ( not required from EN30 )						Reference gas =	G31
G31	37,00 mbar	theoretical CO <sub>2</sub> :	13,70	%			
			5min	10min	15min	20min	
CO	ppm		0	0	0	0	
CO <sub>2</sub>	%		8,84	8,65	8,55	8,48	
<b>COc</b>	%		0,000	0,000	0,000	0,000	←

Test n.° 1 : Reference gas maximum pressure						Reference gas =	G31
G31	45,00 mbar	theoretical CO <sub>2</sub> :	13,70	%			
			5min	10min	15min	20min	
CO	ppm		-	-	-	0	
CO <sub>2</sub>	%		-	-	-	9,25	
<b>COc</b>	%		#VALORE!	#VALORE!	#VALORE!	0,000	←
Max CO concentration from EN30			<0,10 %	<0,10 %	<0,10 %	<0,10 %	
			#VALORE!	#VALORE!	#VALORE!	OK	

Test n.° 3 : Limit gas for incomplete combustion at maximum pressure						Limit gas =	G30
G30	45,00 mbar	theoretical CO <sub>2</sub>	14,00	%			
			5min	10min	15min	20min	
CO	ppm		-	-	-	0	
CO <sub>2</sub>	%		-	-	-	11,56	
<b>COc</b>	%		#VALORE!	#VALORE!	#VALORE!	0,000	←
Max CO concentration from EN30			<0,15 %	<0,15 %	<0,15 %	<0,15 %	
			#VALORE!	#VALORE!	#VALORE!	OK	

Through our main partners LaRude, Sabaf and Saint Gobain, we are able to reach all our potential customers and markets all over the world



## Strategic

- Huge reference market (10 B turnover)



## Tactical


- Partnerships with large well-structured companies



## Technology

- Patented technology

# 08. Competitive Landscape

	heatca 	Pellet	Gas Standard	Diesel	Electric
Consumption	✓	✓	✗	✓	✗
Costs	✓	✓	✓	✗	✗
practicality	✓	✗	✓	✗	✓
Safety	✓	✓	✓	✓	✓
Emissions	✓	✗	✗	✗	✓
Homologation for interiors	✓	✗	✗	✗	✓





Sabaf

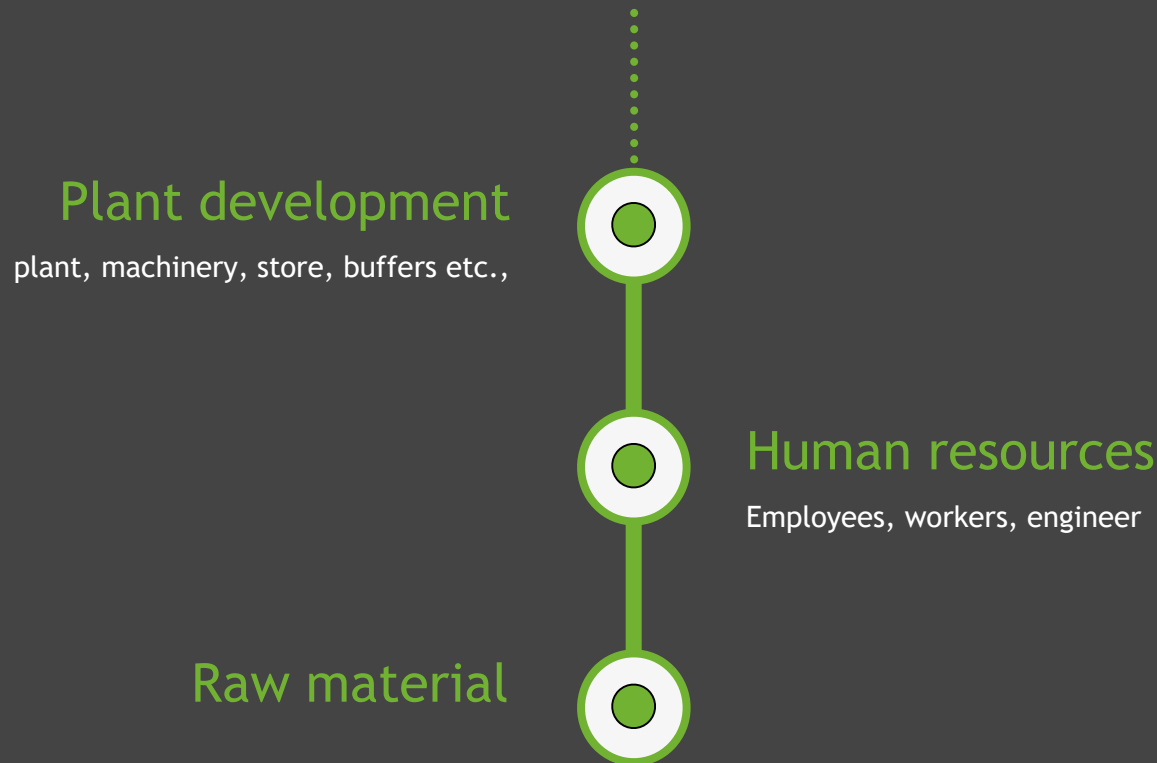
*Our burner component supplier, they offered to carry out the tests in their laboratory*

*Interested in our new technology and amorphous quartz-siliceous fiber supplier*

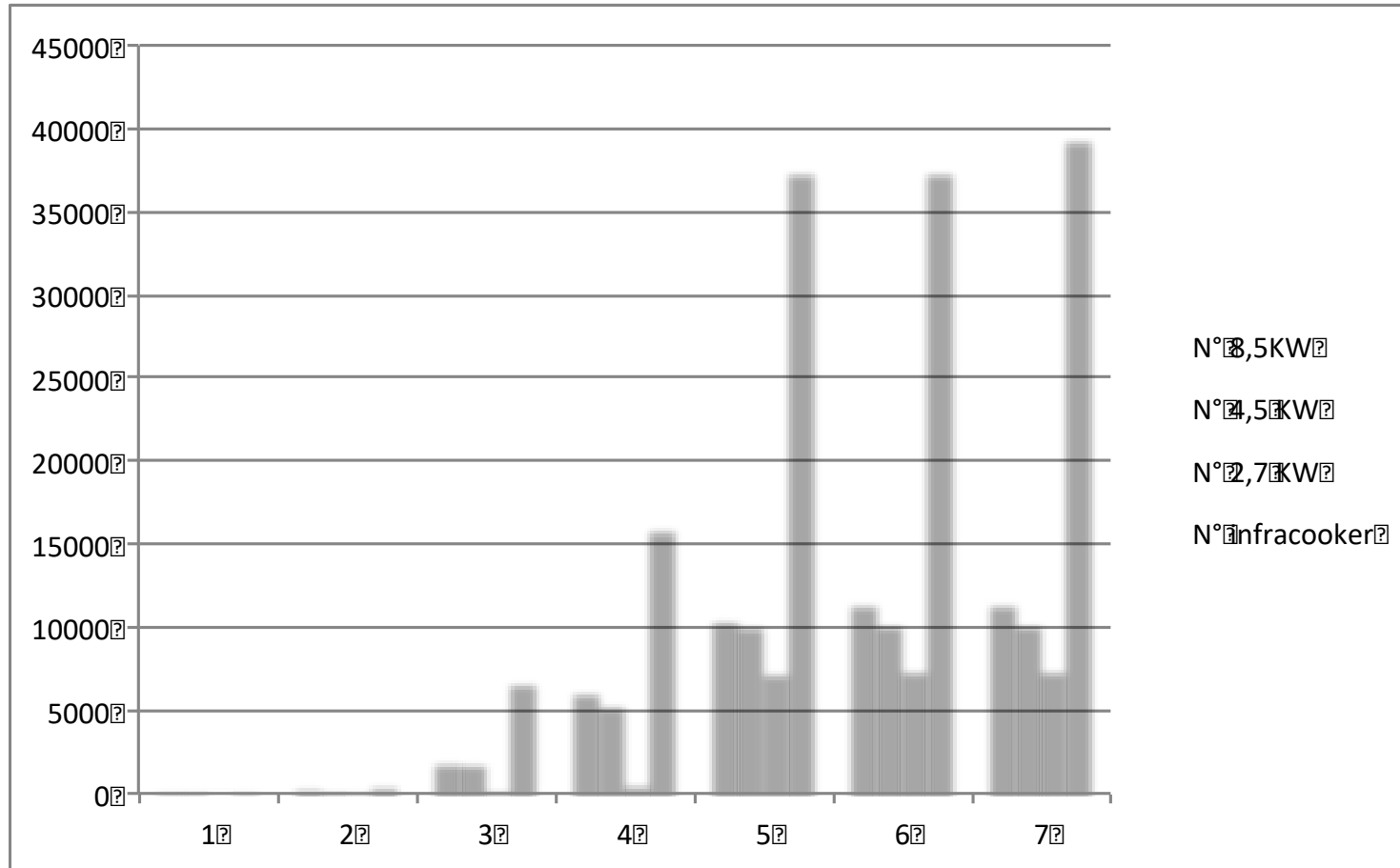


Saint Gobain

## Go To Market



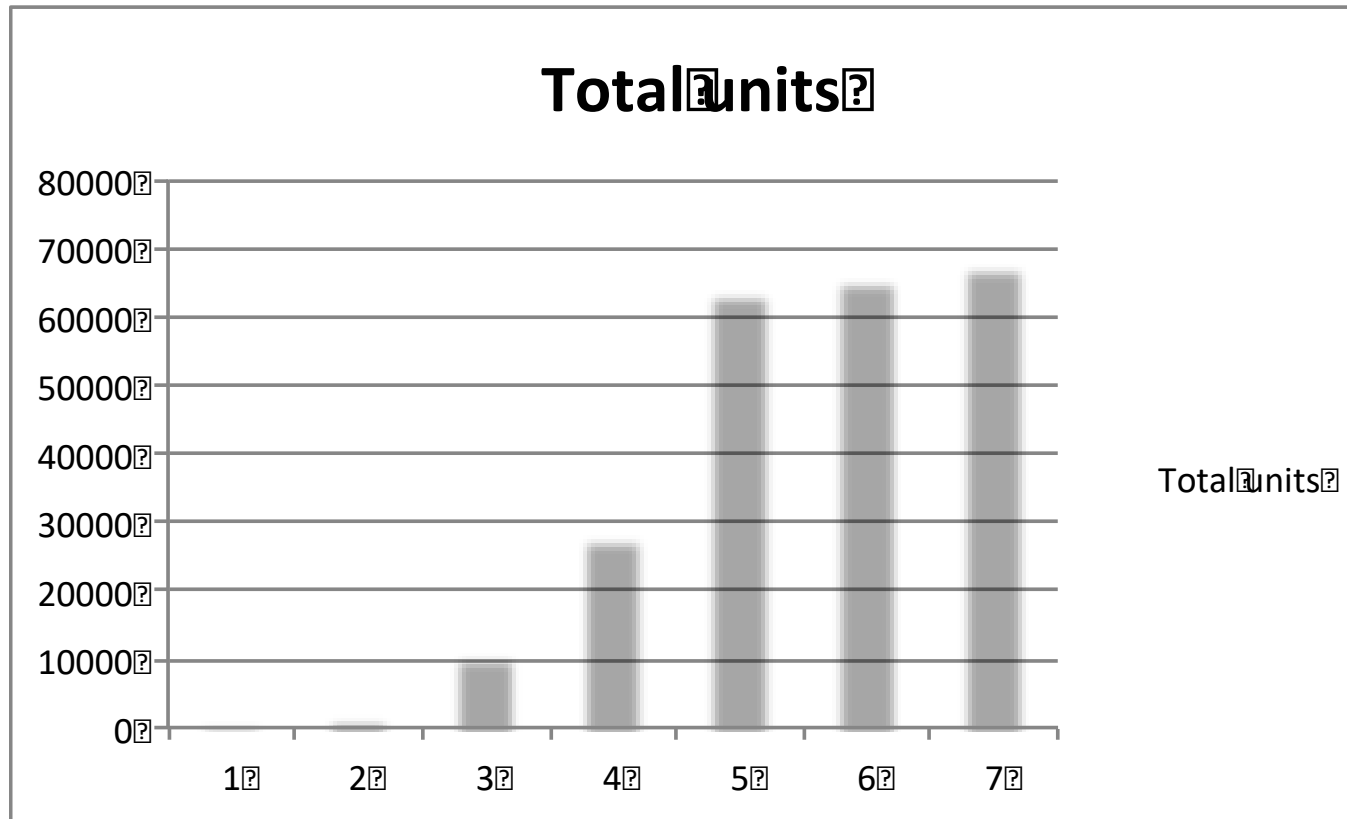
# 12. First 7 years production



	1	2	3	4	5	6	7
<b>N°3,5KW</b>	50	450	2.000	6.200	10.500	11.500	11.500
<b>N°4,5KW</b>	30	250	1.950	5.400	10.200	10.300	10.300
<b>N°2,7KW</b>	0	82	300	700	7.400	7.500	7.500
<b>N°1 infracooker</b>	80	600	6.800	16.000	37.460	37.460	39.460

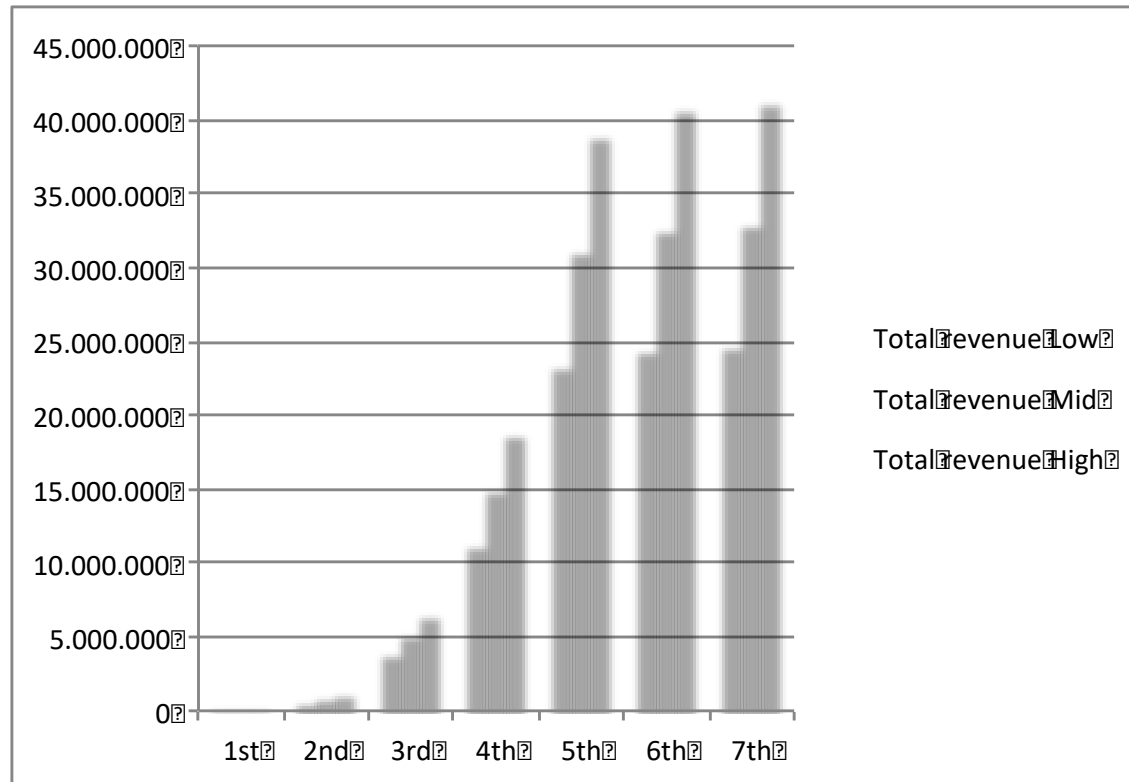


# 12. First 7 years total production



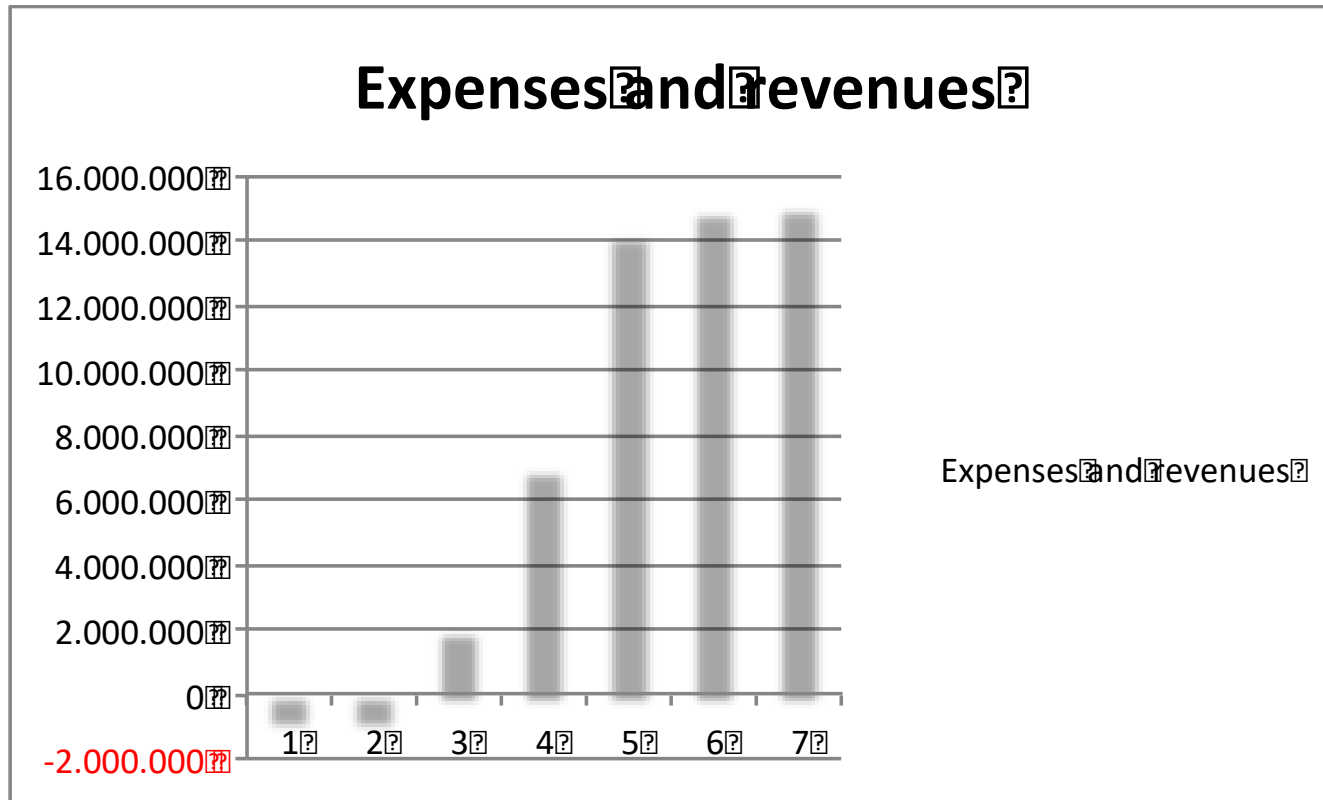
	1	2	3	4	5	6	7
Total units	160	1382	10350	27575	63430	65230	67230

# 12. First 7 years total revenue



	1st	2nd	3rd	4th	5th	6th	7th
<b>Total Revenue Low</b>	79.191	711.008	3.901.020	11.254.971	23.366.250	24.465.101	24.730.370
<b>Total Revenue Mid</b>	105.588	948.011	5.201.360	15.006.628	31.155.000	32.620.135	32.973.827
<b>Total Revenue High</b>	131.985	1.185.014	6.501.700	18.758.285	38.943.750	40.775.169	41.217.284

# 12. First 7 years Expenses and revenues



	1	2	3	4	5	6	7
<b>Expenses and revenues</b>	-728.548	-764.613	1.941.557	6.919.903	14.156.947	14.907.290	15.020.847



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# Thank You