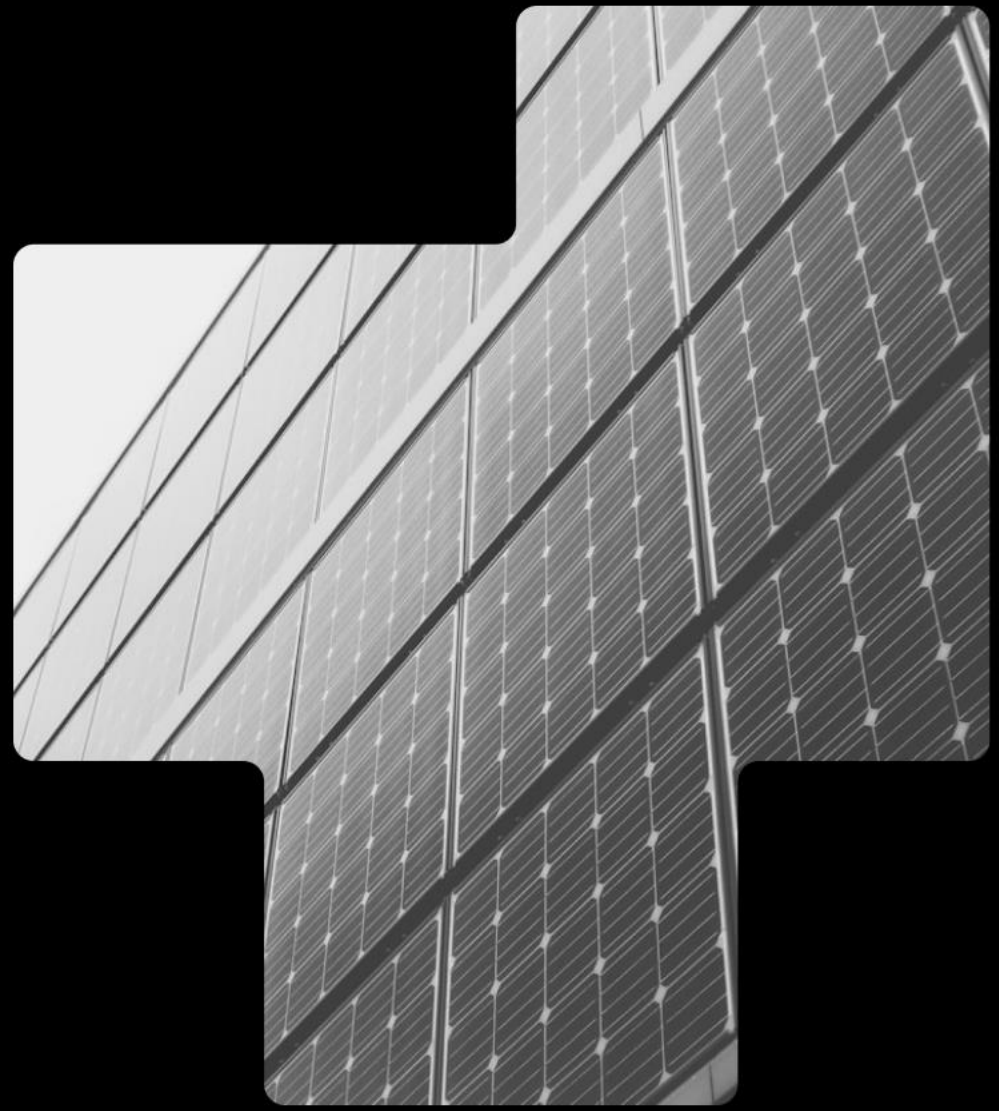
QubitEnergy

DIGITAL ENERGY INFRASTRUCTURE



The problem

Climate crises

The biggest challenge right now for humanity

We are behind our goals!

Accelerating electrification and reaching our climate goals

Buildings are more than half of the problem!

The bottleneck = our grid

Take too much time + cost alot to build new grid

The problem

Climate crises

The biggest challenge right now for humanity

Extreme weather, rising sea levels, species extinction, food and water shortages, mass displacement, and economic collapse.

We are behind our goals!

Accelerating electrification and reaching our climate goals

We're on track for a 2.7°C rise, far above the 1.5°C target. To meet it, CO_2 emissions must drop 45% by 2030, but current policies may increase emissions by 10-15% instead.

Electricity bill and nettleie are getting more expensive Industries in norway moving

Buildings are more than half of the problem!

The bottleneck = our grid

Take too much time + cost alot to build new grid

The problem

40%

Buildings are responsible for **40% of global CO_2 emissions**

20-30%

Due to grid limitations, **about 20-30% of renewable energy** for buildings is curtailed or wasted due to handling issues.

55%

Buildings are the largest consumers of electricity globally. They are estimated to consume around **55% of total electricity produced**

20-30%

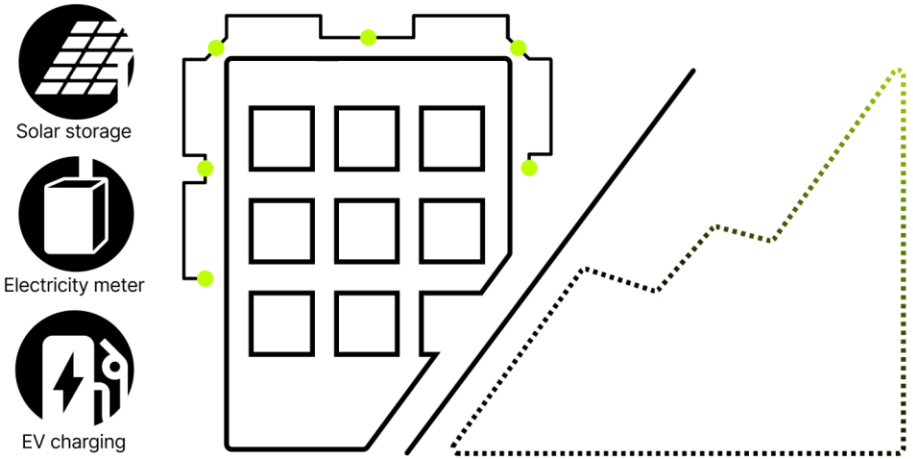
Transmission and distribution losses can result in **20-30% of energy being lost** from a total of 10,000 MW due to grid bottlenecks.

The gain

Qubit Energy wants to solve this by..

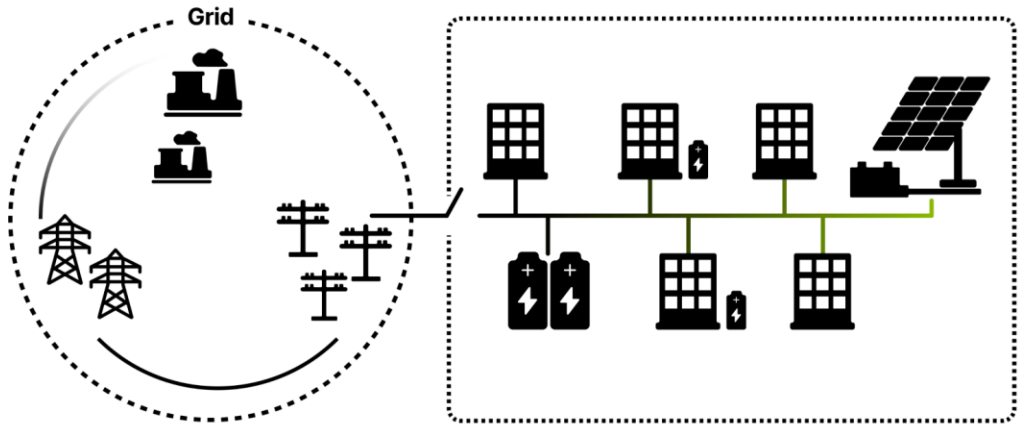
1. Make building energy smart and dynamic

By energy optimisation and prediction



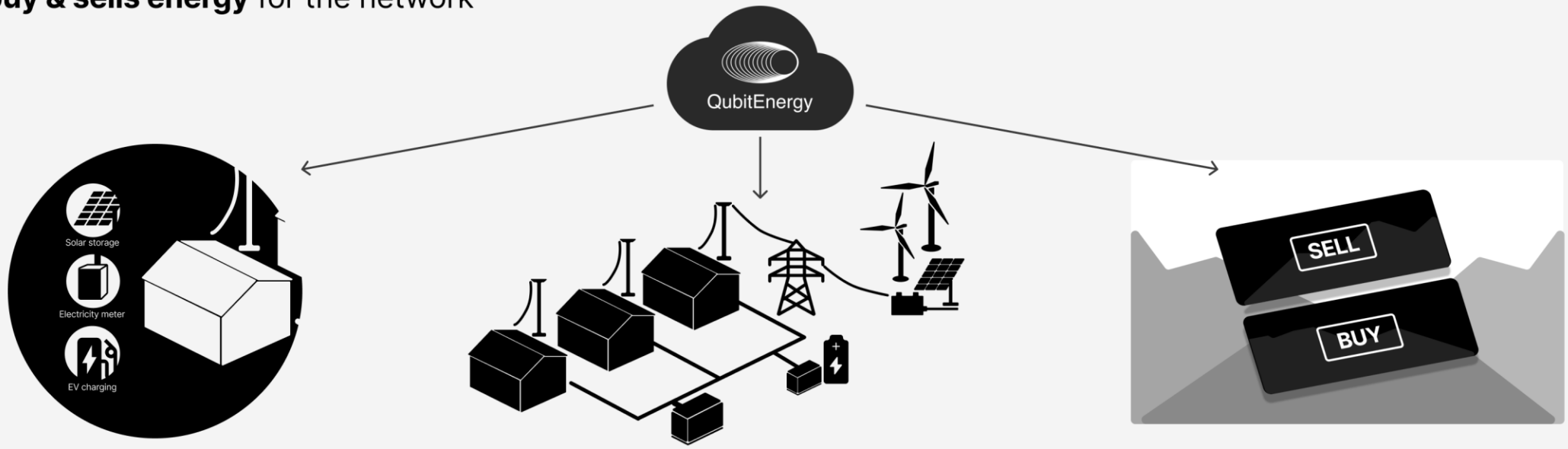
2. Create microgrids and virtual power plant

By moving away from old centralized system, towards more decentralized and distributed system



Our solution

A cloud based software that makes **buildings energy smart**, connects the building to a bigger **nettwork of buildings**, and to **buy & sells energy** for the network

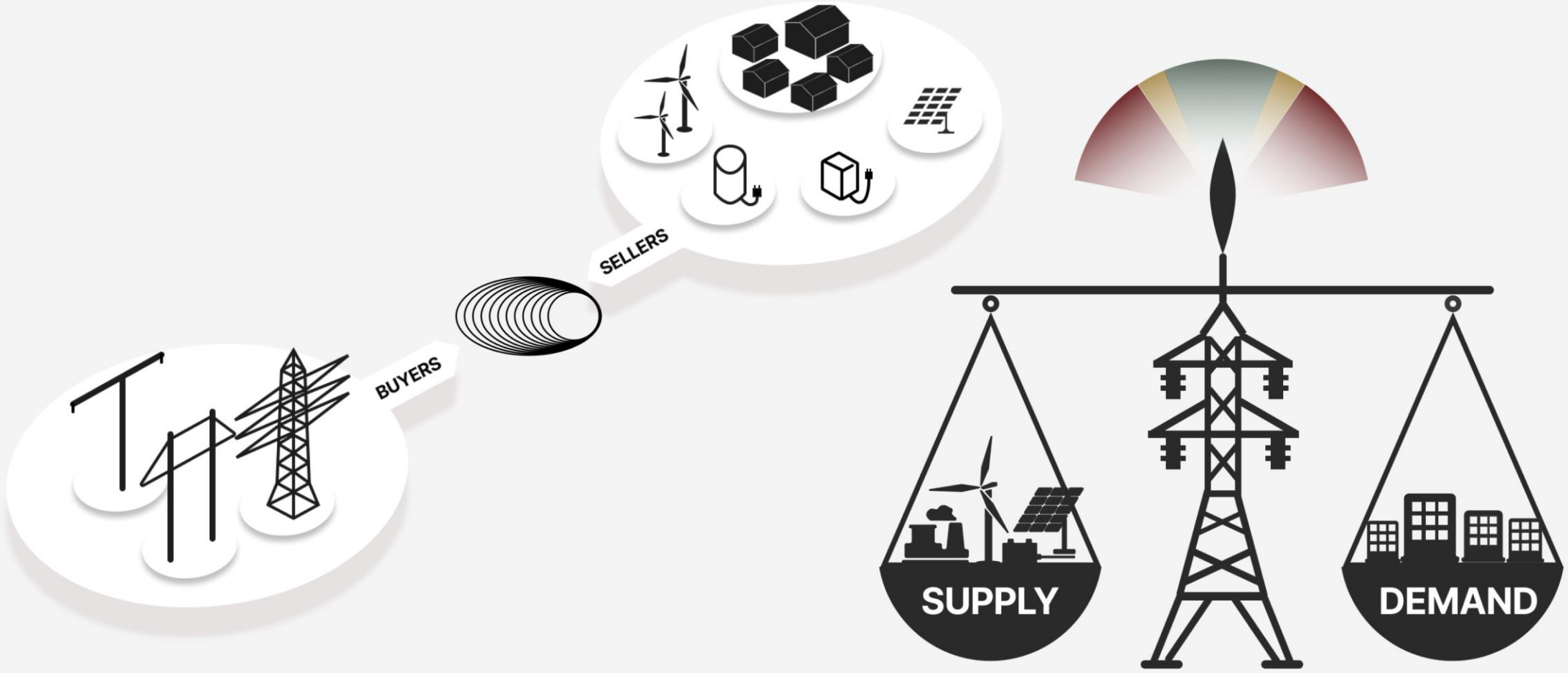


- Optimise based on historical data
- Look ahead and react in time

- Buildings within the radius, communicate and interact in an independent energy system = microgrid
- Everything is controlled virtually and automated (VPP)

- The independent system uses flexibility and reserve markets to buy when its cheap, and sell back on high price
- Balancing the grid during peak hours (peak shaving)

Incentives and motivations



Customer onboard plan + value prop

Try for free, find value, then pay.

Stage 1	Stage 2	Stage 3	Stage 4
We connect to AMS and other hubs	Connect to flex and reserve markets	Connect solar and batteries	Connect to VPP
Gather, analyse data	Make building automated marked dynamic		Establish microgrid = two+ building within 2km m2
Find anomalies and give suggestion			
Predict 48h+			
• Cut down 20% electricity bill • **Cut peak energy costs by 25%** with accurate 48-hour forecasts	• **Earn 10-15% in additional revenue** by accessing flexible energy markets. • **Reduce grid reliance by 30%** with integrated solar and battery systems.	• Reduce electricity bills by **20-30%** and **CO_2 emissions by 50%**. • Achieve ROI on solar and batteries in 3-5 years.	(In design)

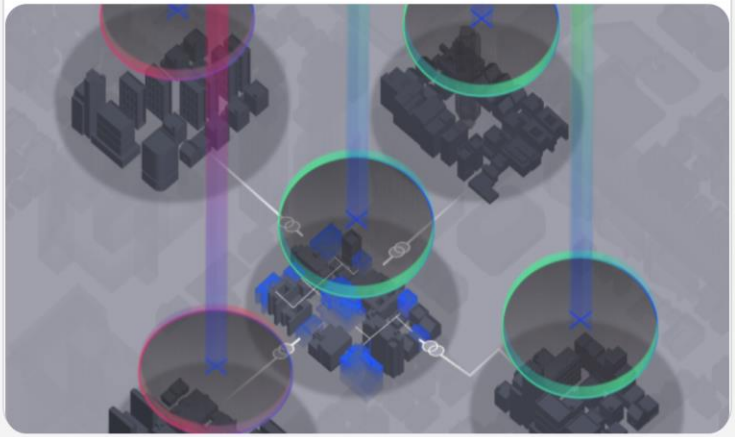
Future product roadmap

A suite of intelligent products to achieve decentralized systems

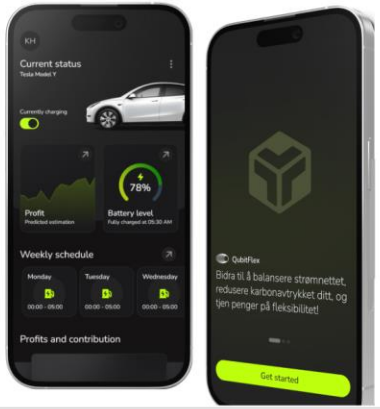
QubitVPP In development

Asset Management → Control & distpatch → Market → Optimise → Forecast → Predict

QubitLink MVP



QubitFlex PoC



QubitConnect Lab testing

Competition

This is how we are different

Real-Time Data Processing

Advanced Predictive Analytics

Complex Decision-Making

Flexibility Market

Financials

- **Cost of Goods Sold (COGS) ($):** Direct costs to produce or deliver your services.
- **Gross Profit:** Revenue minus COGS, showing profit before operating expenses.
- **Operating Expenses (OPEX):** Ongoing business costs (e.g., salaries, marketing).
- **Net Profit:** Final profit after all expenses are subtracted.
- **Cash Inflows:** Total cash coming into the business.
- **Cash Outflows:** Total cash being spent.
- **Net Cash Flow:** Cash remaining after outflows are deducted from inflows.
- **Customer Acquisition Cost (CAC):** Cost to gain one new customer.
- **Customer Lifetime Value (CLTV):** Expected revenue from one customer over their lifetime.
- **Break-even Point (in years):** Time to cover costs and start making profit.

Year	Revenue ($)	Cost of Goods Sold (COGS)	Gross Profit	Operating Expenses (OPEX)	EBITDA	Net Profit	Cash Inflows	Cash Outflows	Net Cash Flow	Customer Acquisition Cost (CAC)	Customer Lifetime Value (CLTV)	Break-even Point (in years)
2025	200000	80000	120000	50000	70000	30000	220000	120000	100000	500	3000	2.0
2026	600000	240000	360000	120000	240000	120000	650000	400000	250000	450	3500	1.8
2027	1500000	600000	900000	250000	650000	400000	1600000	1000000	600000	400	4000	1.5

What have we done by now

Research project

- **IFE:** AI models for DER coordination, softfunding from RFF - 500kNOK
- **V2X:** Pre-project with Enova, soft funding 2mNOK, Møller Mobility Group
- **EuroFlex:** Flexibility pilot with partners, softfunding from Statnett & Enova - 40% all cost

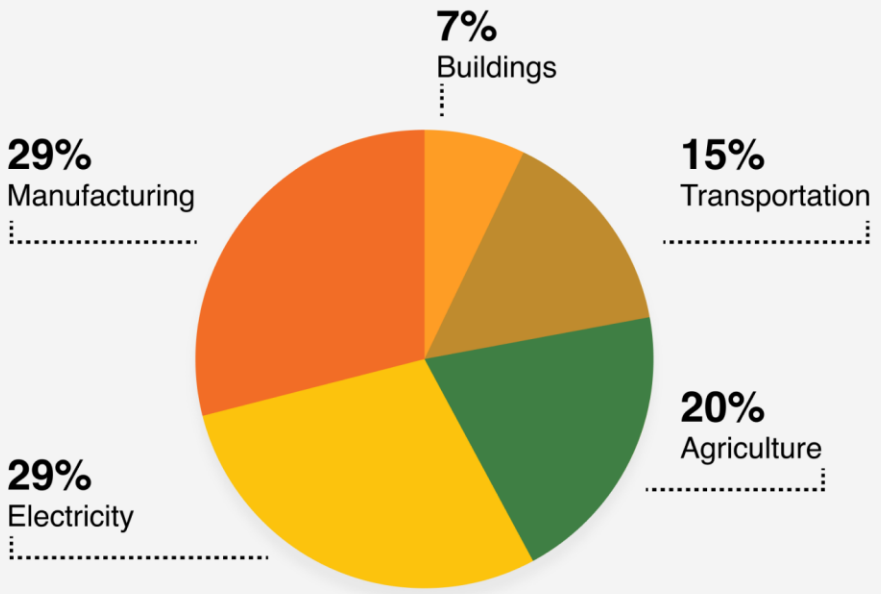
Statnett

Euroflex


FULL SCALE FACILITY
Utsira Living Lab
Tilførsel av oksygen og varmtvann
Bioavfall
Biogassproduksjon
Onshore fiskeoppdrett
Hydrogenproduksjon
Servicefartøy, H2
Offshore vind – Utsira Nord
Solceller/mikrovind/batteri/elbil
Strømett
Elektrisk ferje
Fiberkabel
Mikrovind
Transformator
Solceller
Sustainable Energy Katapult testsenter
Batteri
Eksisterende vindturbiner
Offshore fiskeoppdrett
Eksisterende sjøkabel
Flytende solceller
Bølgekraft

Global value prop

- Up to **1,500 tons** of CO_2 avoided annually per MW
- Up to **200 MW** in grid balancing services
- Enhancing grud stability by **up to 40%** compared to traditional methods
- Reduce peak load demand by **10-15%**



Market opportunity

The market is expected to grow at a Compound Annual Growth Rate (CAGR) of 20-25%.

$70+B

Total Addressable Market (TAM)

$30B

Serviceable Addressable Market (SAM)

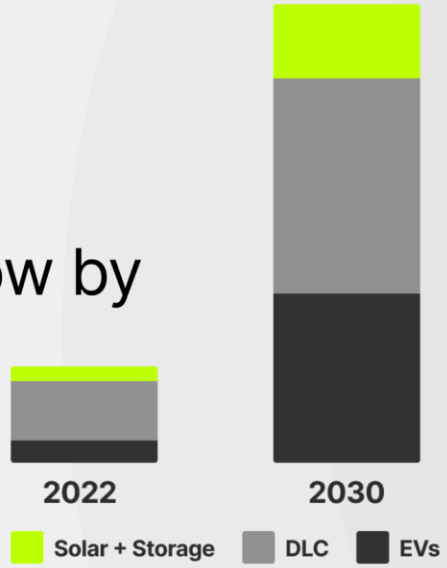
$1B

Early Target Market

1-5%

Potential Market Share in 5-7 years

The market is projected to grow by over 70$ billion by 2030



The team

Amir Zarei

Founder
Experience in technology and business within the energy sector

Zaptec, Accenture, Microsoft, TietoEvry

Business & Strategy, Harvard

Computer Science, UiO.

Amir Ali Wafai

CTO

Extensive tech experience as a consultant in various energy projects, such as Equinor

TietoEvry

Computer Science, UiO

Thomas Karlsnes

Business Development and Commercialization

Experience in sales and marketing within the energy sector.

BI Norwegian Business School

Kristina Hanitz

User Experience specialist and User Interface designer

Ecperience from GeoData and Ruter mobility

The Oslo School of Architecture and Design

Markus Haugsdal

Software Engineer

A highly experienced technology consultant with a strong background in various sector projects,

Avinor, TietoEvry

Computer Engineering, University of South-Eastern Norway