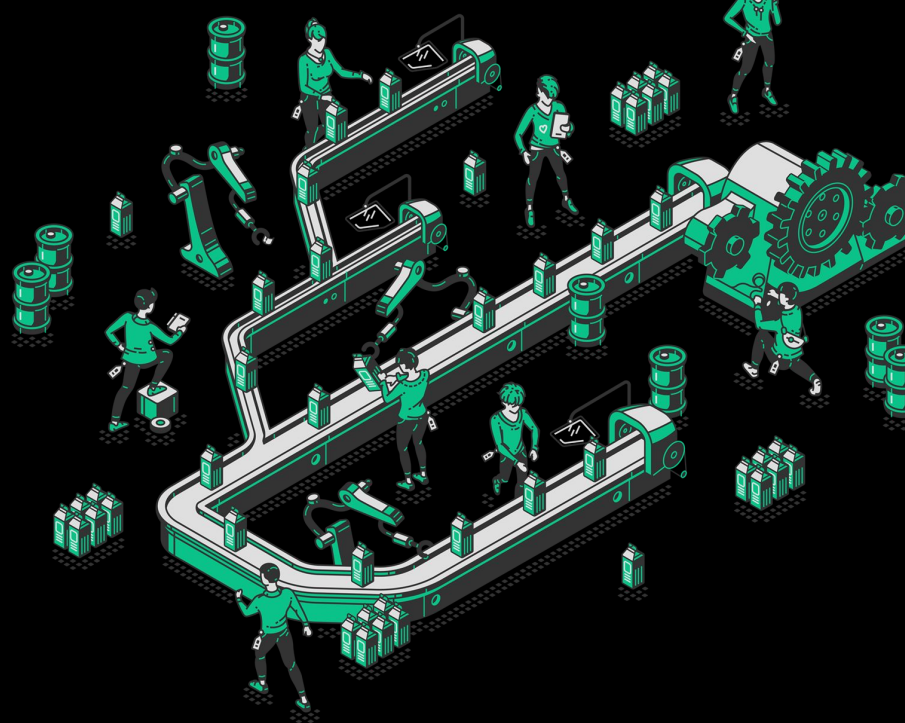




quindi

Investors

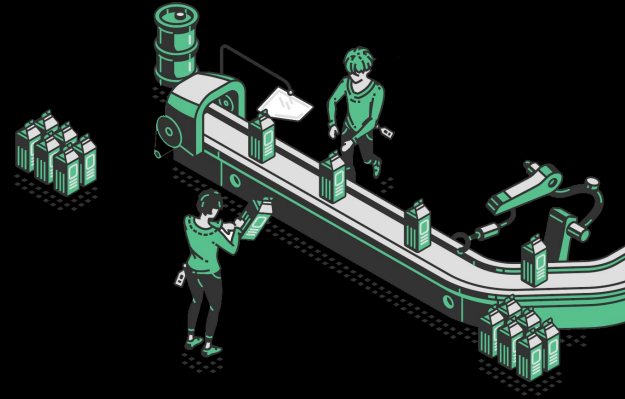
Sept 2023





The **Production Copilot** that helps you manage production in real time,
from data to execution.

So you and your people just make,
more.



Different skills, same goal



**Alberto
Frison**

CSO, CFO

MSc, Economics
Bocconi, UC3M



**Luca
Vendraminelli**

CIO

PhD, Mgmt Engineering
UniPd, Harvard, Stanford



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PhD, Mechatronics
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**Simone
Minto**

CTO

PhD, Mechatronics
UniPd, Columbia

Problem: **Manufacturing firms do not use data to tackle their complexity.**

1/3 Manufacturers agree that data is a key asset

1/5 Manufacturers admit that they have no strategy around data

HPE's Global Data Maturity Survey 2022

Opportunity: **Valuable technology leads to valuable data-driven results.**

And we have done it →



CLIENT STORY



Check out how we used RFID to help a shoe manufacturing champion



CLIENT STORY



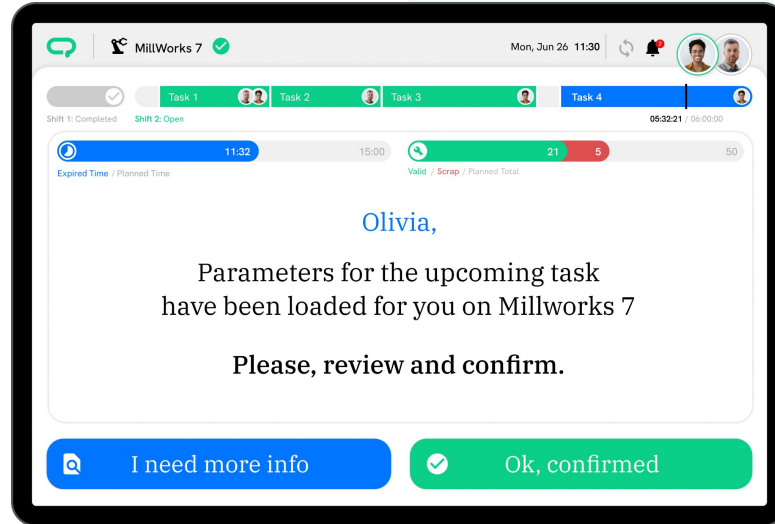
See how Quindi JumpStart improved dairy products manufacturing

1. Quindi makes your day-to-day easier



PRODUCTION OPERATOR

- **Navigation**
Know where to go & what to do, anytime, in real time.
- **Assistance**
Get specific, helpful info on how to complete tasks.
- **Proactivity**
Quindi collects data, gives inputs & notifies you on key events automatically. So you focus on acing tasks.



PRODUCTION MANAGER

- **Clarity**
Get notified about key production events in real time
- **Decision-making**
Receive data-driven decision proposals based on data evidence, e.g., how to re-plan due to a machine stop
- **Continuous Improvement**
Quindi AI identifies kaizen projects automatically from data & guides on its rollout

2. Quindi helps you keep improving

Quindi is... a platform a digital transformation journey for manufacturing.

PLAN

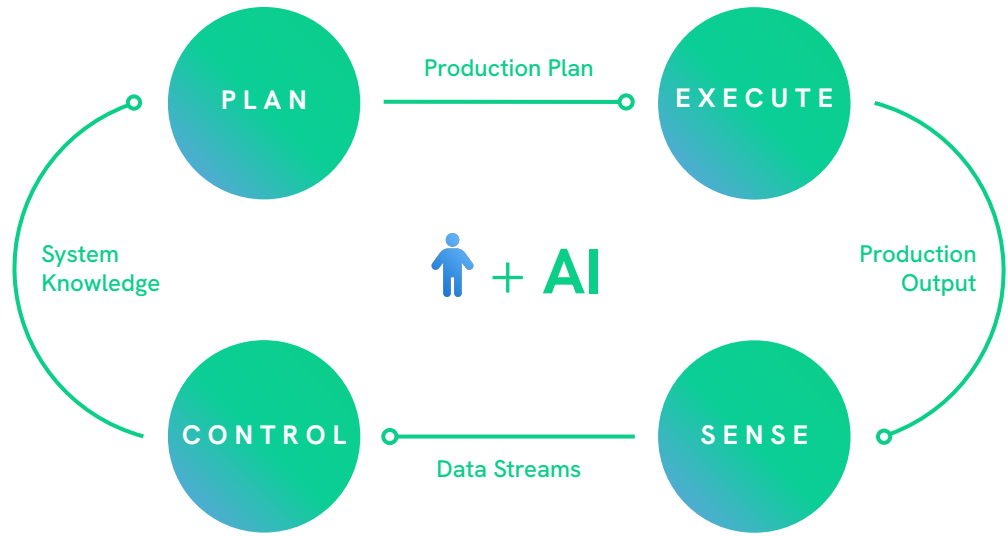
Plan & schedule production events

- Plan all orders
- Get people shifts
- Re-plan if needed

CONTROL

Track & manage production flows

- Connect ERP
- Advance orders
- Manage people



EXECUTE

Navigate people to execute production

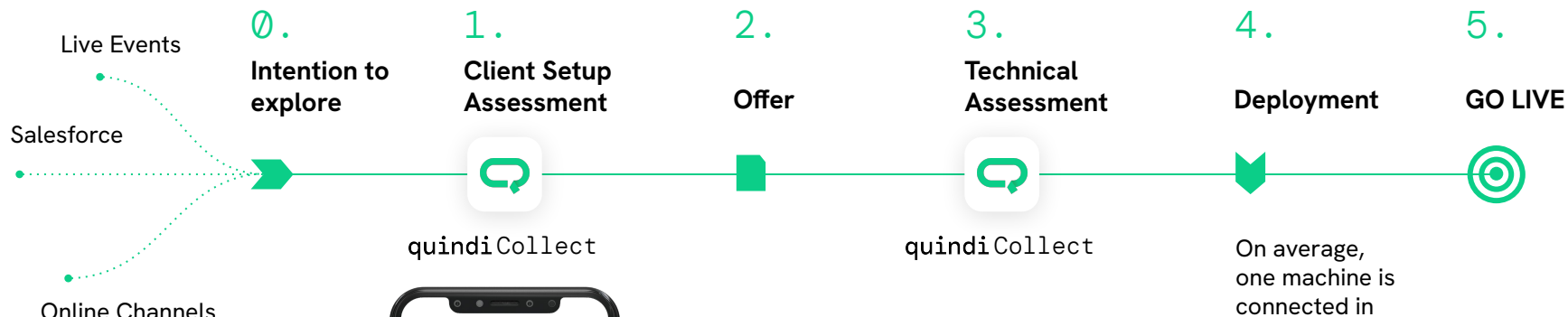
- Shuffle operator UI in real time
- Navigate people & assets to complete planned tasks

SENSE

Connect & analyse production nodes

- Connect any node
- Get real-time data
- Improve OEE

Easy, standardized customer journey. Tailor-made experience.



5 min



Quindi comes with the flexibility of SaaS

starting at

49€
month/node

SaaS (Software-as-a-Service):

- You pay what you get: valuable features!
Node & software integrations are on us.
- Always get the most updated version of Quindi, with automatic updates for every major and minor release.
- Price varies depending on the number of active modules.
- Minimum license duration: 1 year

Transparent, easy pricing

- No training costs
- No deployment costs

A total addressable market worth pursuing

€38,000

Average yearly revenue from a Quindi client (SaaS)

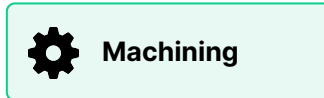
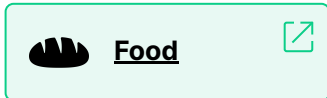
× 8,500

Manufacturing Firms

- Active in Italy,
- with Turnover 8.5M-500M
- & with >25 employees,
- producing discrete goods

Go-to-Market strategy: addressing 3 market verticals, starting from successful cases.

3,200 Firms



≈ 320M TAM

≈ 121M SAM

3-5M SOM

Addressing prospect clients with a multi-faceted approach

Partner with

Software Distributors / Integrators

Partnership Agreement based on:

- Commercial fees on mediated revenues
- Lead creation & conversion goals
- Shared communication efforts

LIVE **1x** TARGET '24 **+3**

Partner with

Consulting for Manufacturing

Partnership Agreement based on:

- Comm. fees on mediated revenues
- Cross-selling opportunities
- Shared communication efforts

LIVE **3x** TARGET '24 **+1**

Partner with

Complementary HW / SW Providers

E.g., Machinery Manufacturers, IoT, ERP)

Partnership Agreement based on:

- Cross-selling opportunities
- Shared communication efforts

LIVE **1x** TARGET '24 **+2**

Sustain

Direct Market Presence

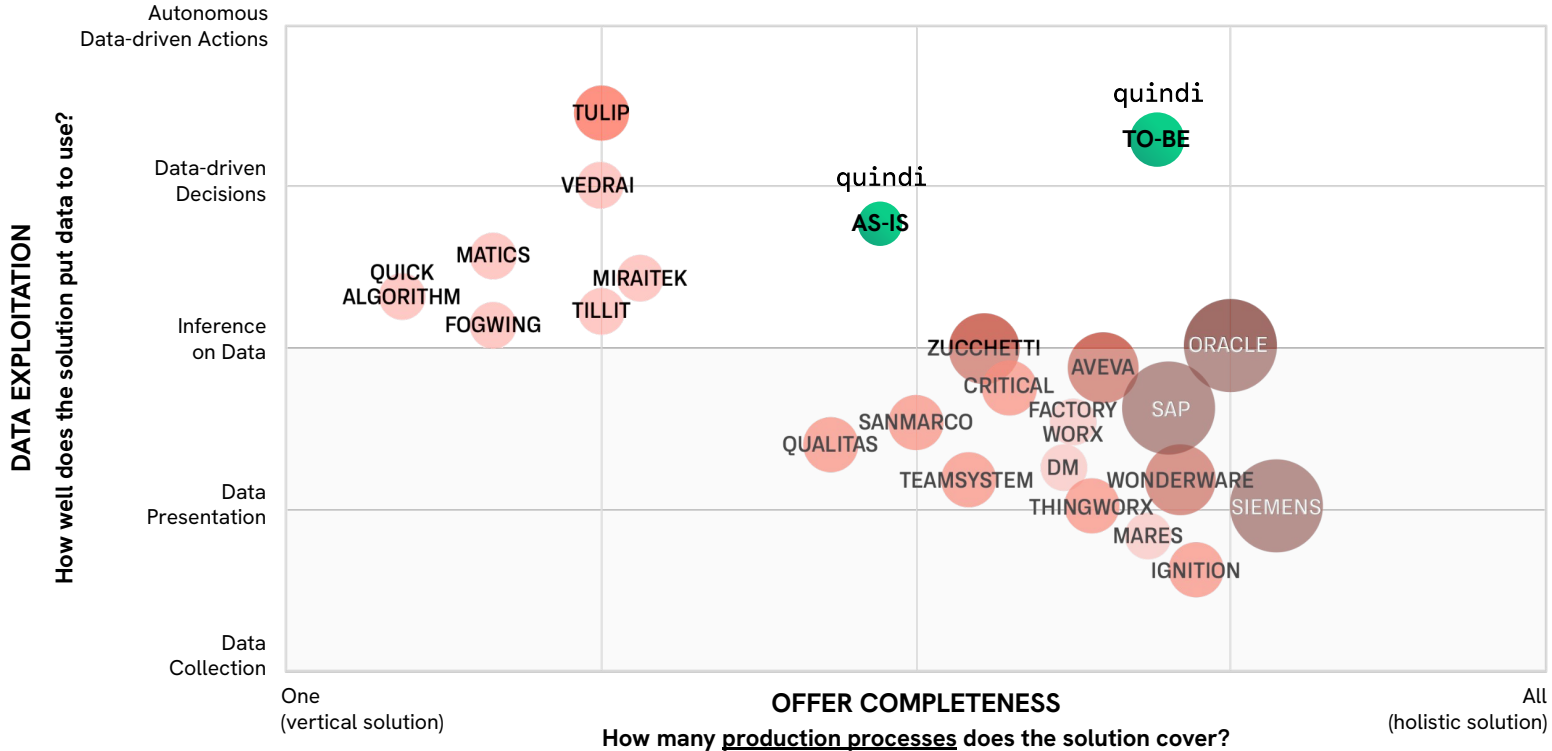
ONLINE
LIVE Sept23

- Website
- Socials (LinkedIn)
- Newsletters

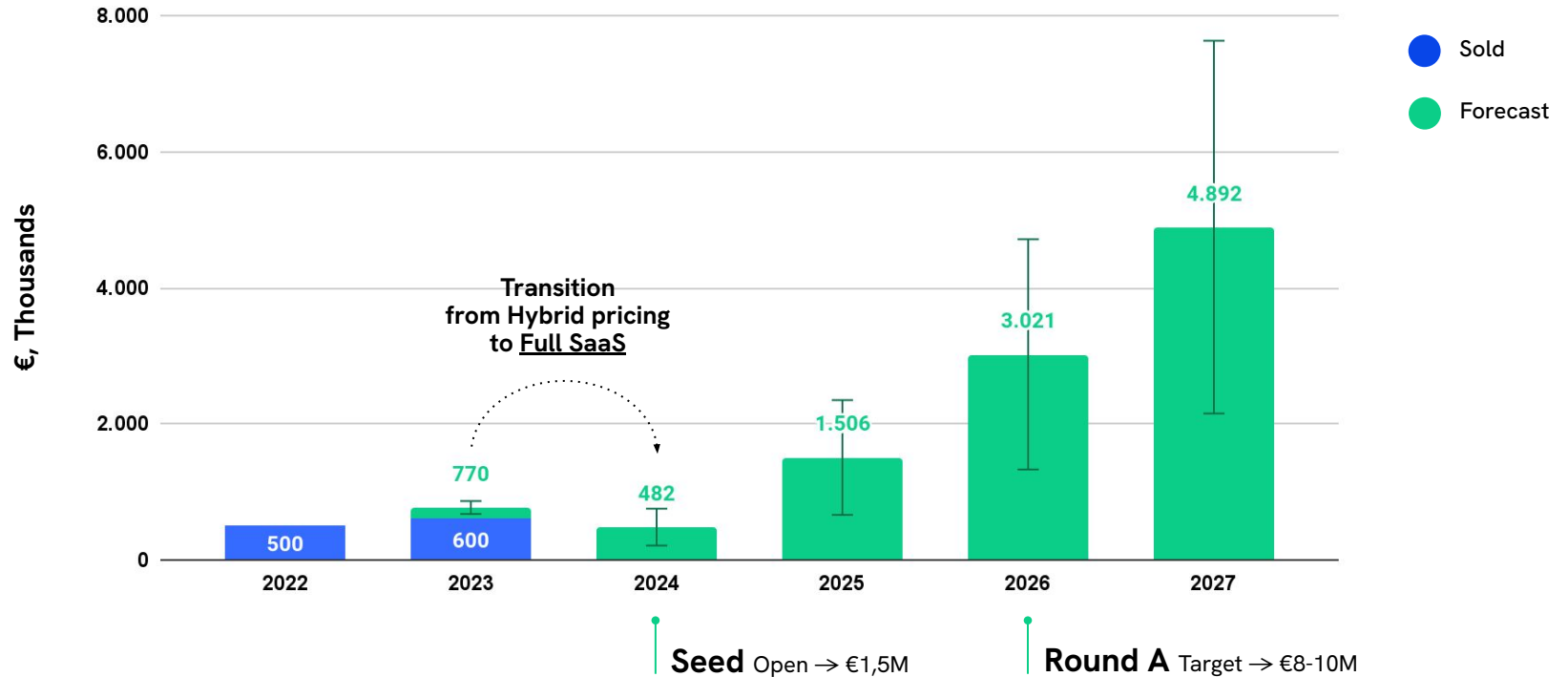
OFFLINE

- Sectorial Fairs & Company Events
- Own Events & Client Plant Visits
- Formation (Talents + Professionals)

At the sweet spot between data-driven value and offer completeness

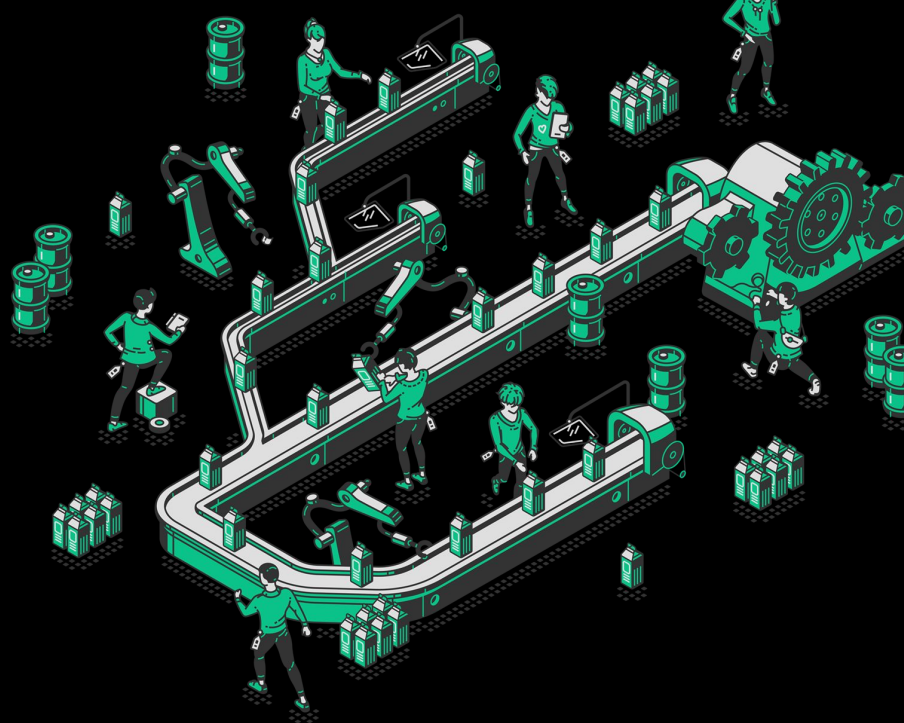


We have sold 120% T2022 already, with est. **CAGR 2024-2027 ≈ 116%**





Make, *more.*



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