



# PITCHING SESSION





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**Valda Stanley, product manager**



eco CO<sub>2</sub>  
Let's make sense of energy



# Eco CO2

## Key activities



Awareness Programs



Data-based studies



IoT solutions

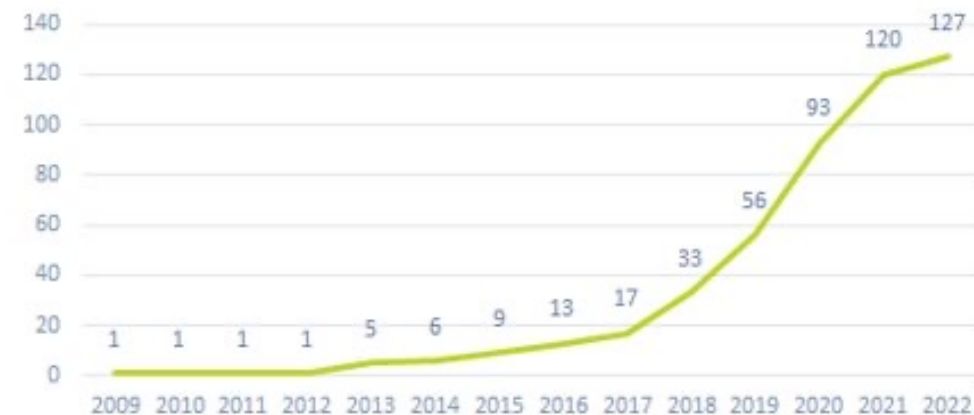
## Revenue

60 % growth  
in past 3 years

&

14m € in 2021

## Employees





# Energy-saving Studies

## TBH Alliance

2014 – 2015

3200 French households

7,7% energy savings



## PicoWatty

2019 - 2020

100 organisations & individuals

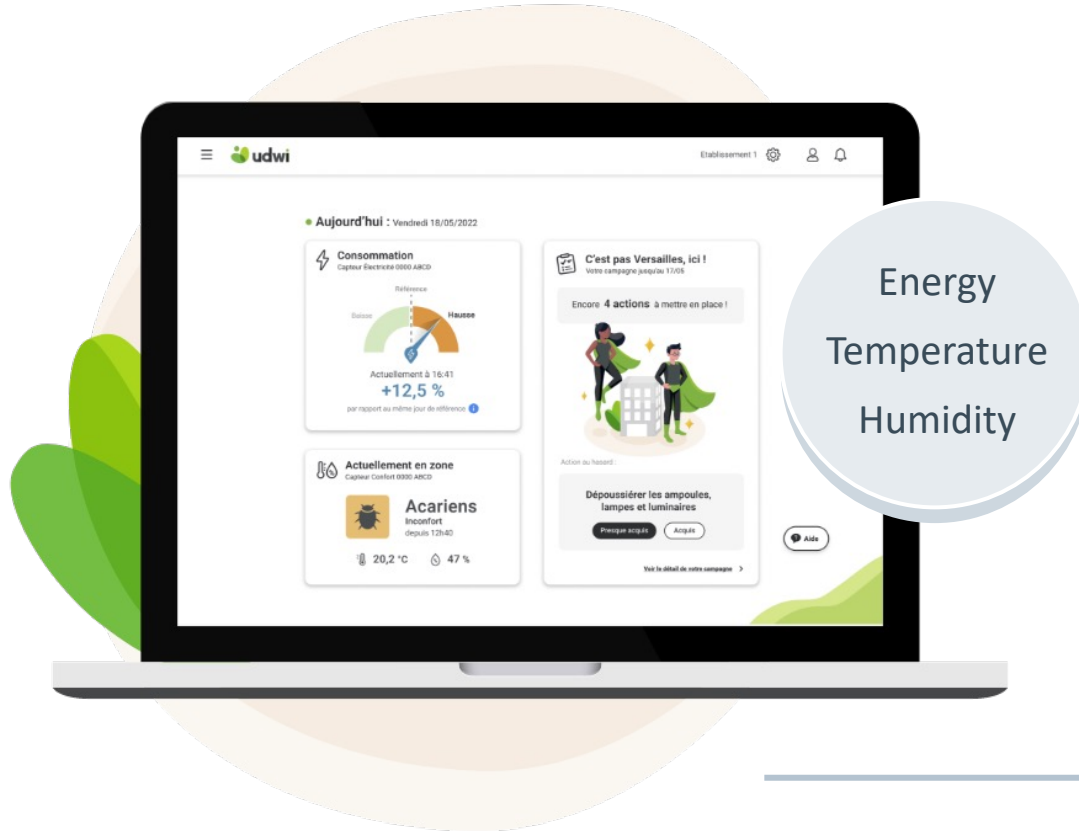
Key needs:  
Personalised advice  
Behavioural change support



# Udwi



Small-medium organisations



Support &  
personalised advice



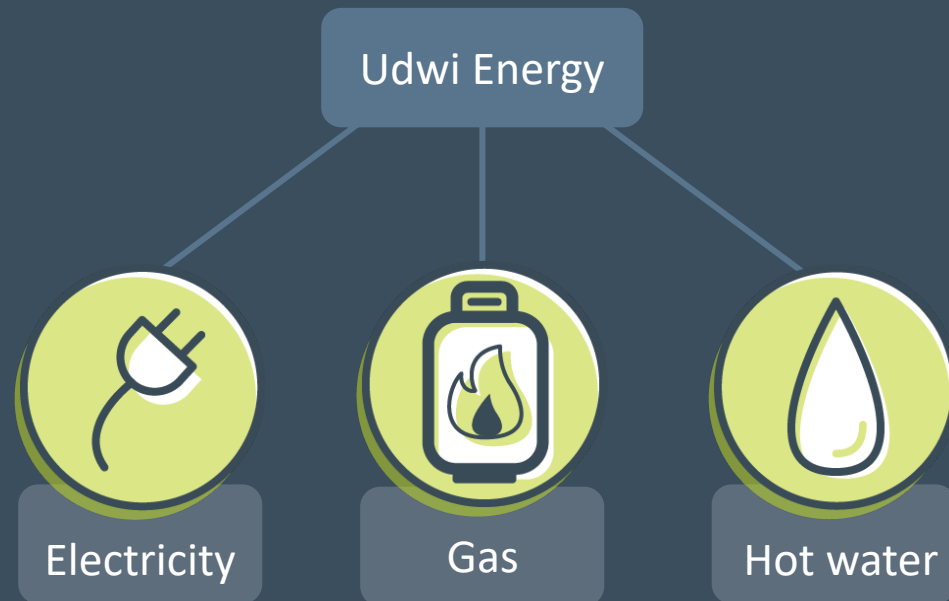
Awareness programs  
& material



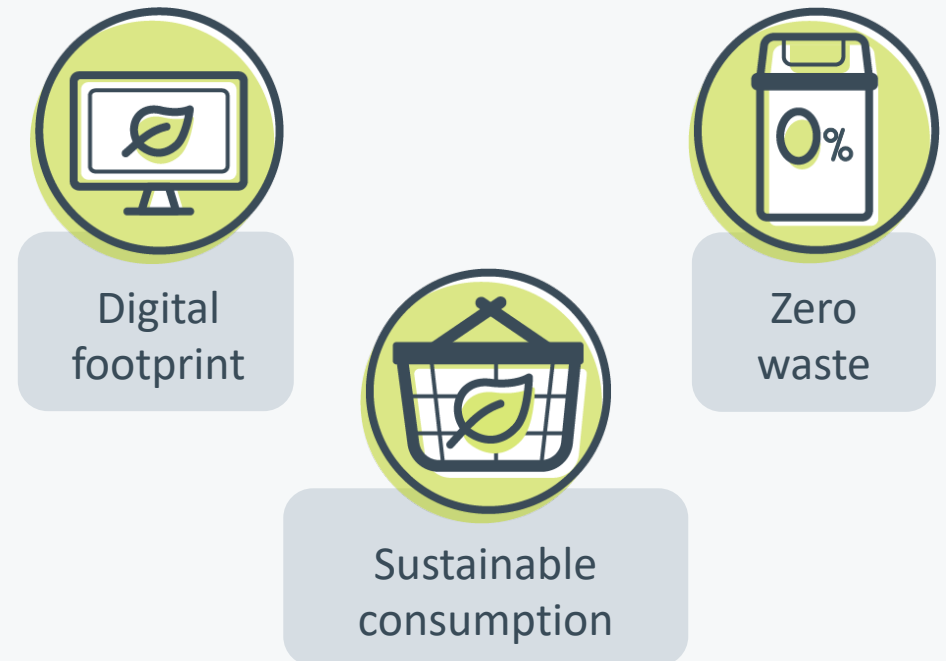
Beta-test 2022

Go-to-market 2023

1



2









**Valda Stanley**

*Udwi Product Manager*

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# TEAM MACAUTO



## CEO - EPHA - MACAUTO

Background and profiles members 50% Ingeneers members

 <b>Patrick HURPIN</b> Architecte – Lauréat Villa Maecius (hors les murs) CEO – Fondateur	 <b>Sylvie PARTIOT</b> Professeure de musique et Ingénieur du son	 <b>Luigi PILLOSIO</b> Ingénieur DPE Structure Ingénieur conseil	 <b>David DELVAC</b> Conseil en Marketing / Market Research - Communication	 <b>Robert DULAC</b> Consultant Finance/ Assurance	 <b>Marc PIATON</b> Ingénieur chargé d'affaires du secteur privé - Retraité	 <b>Bertrand PETIT</b> Président INNOCHERCHE
 <b>Olivier GUILLARD</b> Investisseur soutien	 <b>Laurent VEDRINNE</b> Business Développement	 <b>Grégory BRION</b> Directeur de programme IT	 <b>Christophe EMERY</b> Réfèrent National - ENEDIS	 <b>Bruno DELMOTTE</b> Gérant de la société DCM	 <b>Florence BOUGNOUX</b> Architecte DPLG Urbaniste – Agence SEURA	 <b>Céline PELLIZARI</b> Architecte DPLG
 <b>Michel BARRO</b> Promoteur et Ingénieur EPFL – Diplôme en génie électrique	 <b>Jérôme BLANDIN</b> Ingénieur Centrale PA - Directeur de DVI Conseil	 <b>Frédéric BERJOAN</b> CEO Société SEED	 <b>Pascal GAUTIER</b> Ingénieur Centrale PA CEO société OPTIDIS CONSULT	 <b>Pierre PERCHAIS</b> Ingénieur qualité	 <b>Franck BOGET</b> Expert finance fonds Investissement	 <b>François TREHEN</b> Architecte DPLG - ENSA - V
 <b>Jean Luc DUMESNIL</b> Architecte DPLG Master Management Immobilier ESSEC	 <b>Manon HURPIN</b> Ingénieur ESTP Urbaniste Science PO	 <b>Patrick DAGUET</b> Expert finance – EX CDC	 <b>Shahine ISMAIL</b> Coaching – Conseil Management	 <b>Claire PELLIZARI</b>	 <b>Eya Frigui</b> Architecte Experte ENAU – ESTP Paris	 <b>Jean GREBERT</b> Urbaniste ENPC
 <b>Maurice LEBRUSQUE</b> Ingénieur Arts et Métiers	 <b>Régis COAT</b> Expert conseil stratégie innovation	 <b>Pierre VILAIN</b> Economiste construction	 <b>Olivier WATRIN</b> Avocat	 <b>Yaël ROUACH</b> Avocate	 <b>Bernard FEUILLEDET</b> Expert commerce et industrie/ Commercial	 <b>Eric TROCHON</b> Ingénieur – Expert Automobile
 <b>Jay Verspyck</b> Architecte sénior associé Boston - USA	 <b>Manuel CEPA</b> CEO Aquitaine Ascenseurs - Automatisme	 <b>Christian OUDOT</b> Ingénieur Directeur CEO – Infrastructure fibre optique	 <b>Léon HONG</b> Ingénieur – Conseil	 <b>Jean Luc HERTZ</b> Consultant stratégie	 <b>Jacques PERCHAIS</b> Pharmacien	 <b>Edward GERARD</b> Confidentiel
 <b>Pierre-Luc PELLIZZARI</b> Expert communication	 <b>Claude FACKLER</b> Responsable direction administrative direction grand groupe – Ex SE	 <b>Louis TAILLEMITE</b> Commerce – Finances - Logistiques	 <b>Guy DESHEULLES</b> Confidentiel	 <b>Christian DE LA ROSA</b> Comptabilité – Conseil Management	 <b>Richard BURTON</b> Investisseur, expert en développement à l'international	



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# MACAUTO HIVES



1 - How to produce regional green energy ?

2 - How to create Sovereign Data in a European offer ?

3 - How to capture and store green energy ?

4 - How to increase the purchasing power of employees without additional expenses?

5 - How not to systematically resort to public money?

network mesh + Territorial innovation + France + UE



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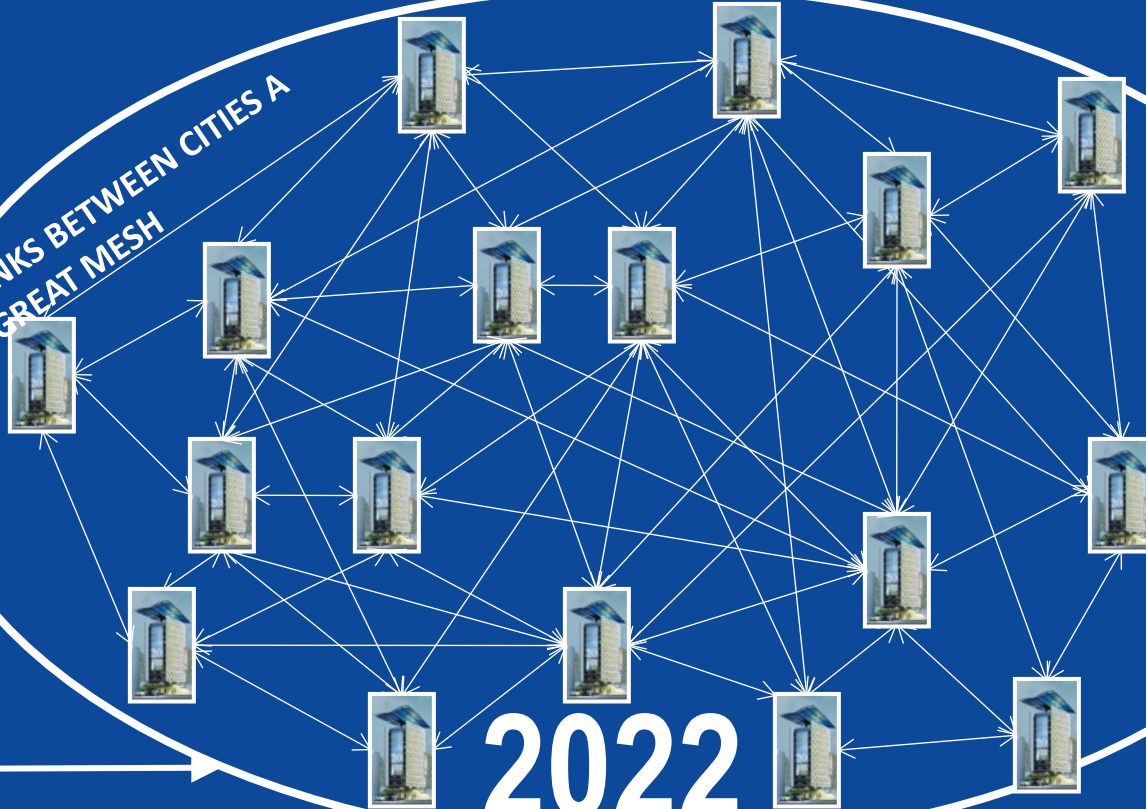
# NETWORK MESH

ARCHITECTURE TOWNSHIPS & REGIONS + CITIES + COUNTRYSIDE + MOUNTAINS

- 1 - ENR energy storage
- 2 - ENR energy capture
- 3 - Mobility O GES = OK COP21
- 4 - National Networks Mesh
- 5 - DATA-AI + STOCK + 6,000 SMEs / HIVE
- 6 - URBAN + SEMI-URBAN + RURALITY
- 7 - ZERO PUBLIC DENIER + ACTIVITY + JOBS



LINKS BETWEEN CITIES A  
GREAT MESH



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MACAUTO HIVES  
FEDERATE THE  
TOWNSHIPS

MESH HIVES

network mesh + Territorial innovation + EU



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# MACAUTO Hive Benefits



- 1 - Increase in Employee Purchasing Power €350 per month
- 2 - Capturing and producing green energy + producing green hydrogen
- 3 - Save land space 11,000 m<sup>2</sup> of parking per Hive
- 4 - Build Sovereign Data Edges for 6,000 small and medium enterprises
- 5 - Make carbon-free mobility + massively build electrical terminals
- 6 - Treat Urban Heat Islands with Urban Cool Islands
- 7 - Being a brake on public spending (by financing Franchisee tenants)



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# BUSINESS CUSTOMERS ?

In need floor space savings + increased employee  
purchasing power + optimized carbon footprint

+

Then Network mesh

Renewable energy capture and storage

+ Sovereign data

+

+ Network meshing

Urban Heat Islands by Urban Cooling Islands

=

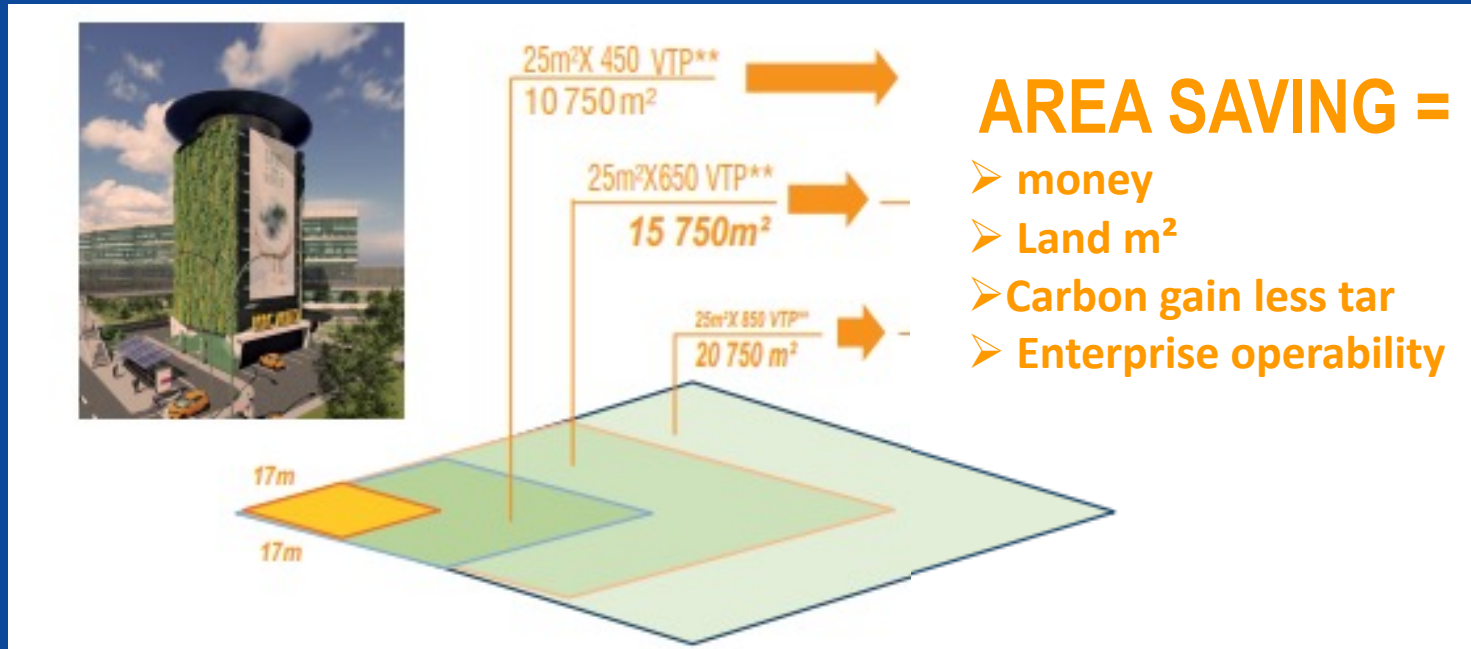
EU mobility network mesh for energy  
independence and sovereign Data edge



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# FINANCING A SOLO HIVE ? STAGES ?



- 1 - Save land 11,000  $m^2$  parking company per Hive
- 2 - Cost Reduced carbon tax + Climate emergency + Response
- 3 - Corporate CSR Policy + Improvement Purchasing Power at no cost
- 4 - OK + Business interests = Hives MACAUTO implantation studies
- 5 - Hives infrastructure financing by franchise tenants + Reservation
- 6 - Financing Ecology Social Management = Building permit + site
- 7 - MACAUTO Hive reception + Commissioning + Operational test



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# MESH HIVE FUNDING

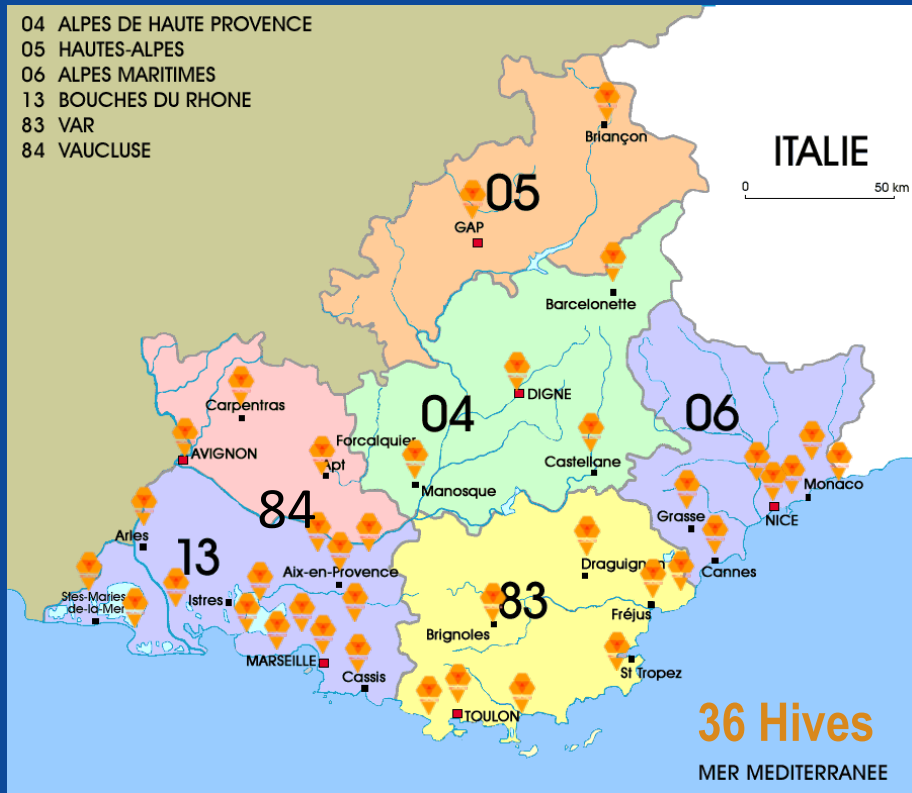
ON TERRITORY ? STAGES ?

- 1 - On the basis of 7 à 27 solo Hives built agglomeration
- 2 - Carry out a study of additional development in public areas
- 3 - Estimate the financial returns for the public = land sales + taxes
- =
- 4 - OK + Public interest = OK MACAUTO Hive implantation studies
- 5 - Hives infrastructure financing by Ecology Social Fund Management + Assembly
- 6 - Closing Funding Ecology Social Management = Building permit + Construction
- 7 - Reception Mesh hives + Commissioning + global Network mesh



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# MACAUTO Hives Implantations



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Number of VE electrical connections created = 3600 terminals  
Region mesh = Stored green energy available = 90MGWatt  
Carbon equivalent savings / year = 34,300 tonnes

**FIN**  
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