Smarkia | anese

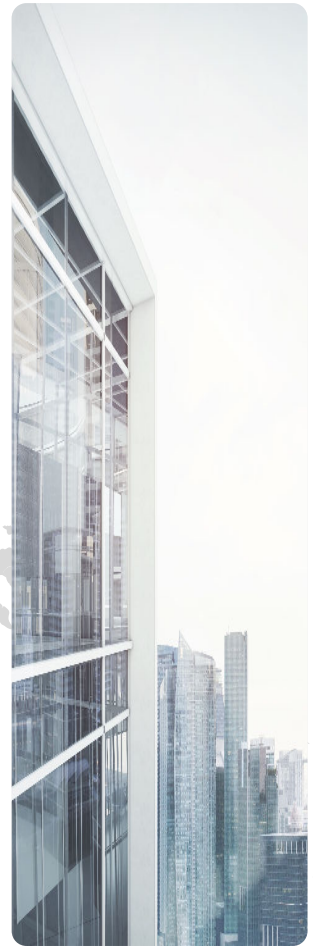
Intelligent energy management platform

Potential energy savings based on Artificial Intelligence

CONFIDENTIAL

What is Smarkia?

- **2011:** Company Foundation. *Made in León*.
- With worldwide presence and focus markets:
  - Europe
  - LATAM
  - USA
- **+30** Partners **+300** Clients
- **July 2022:** **Repsol y MN8** invested in our software platform.



Our platform

Artificial Intelligence-based Energy Management Platform

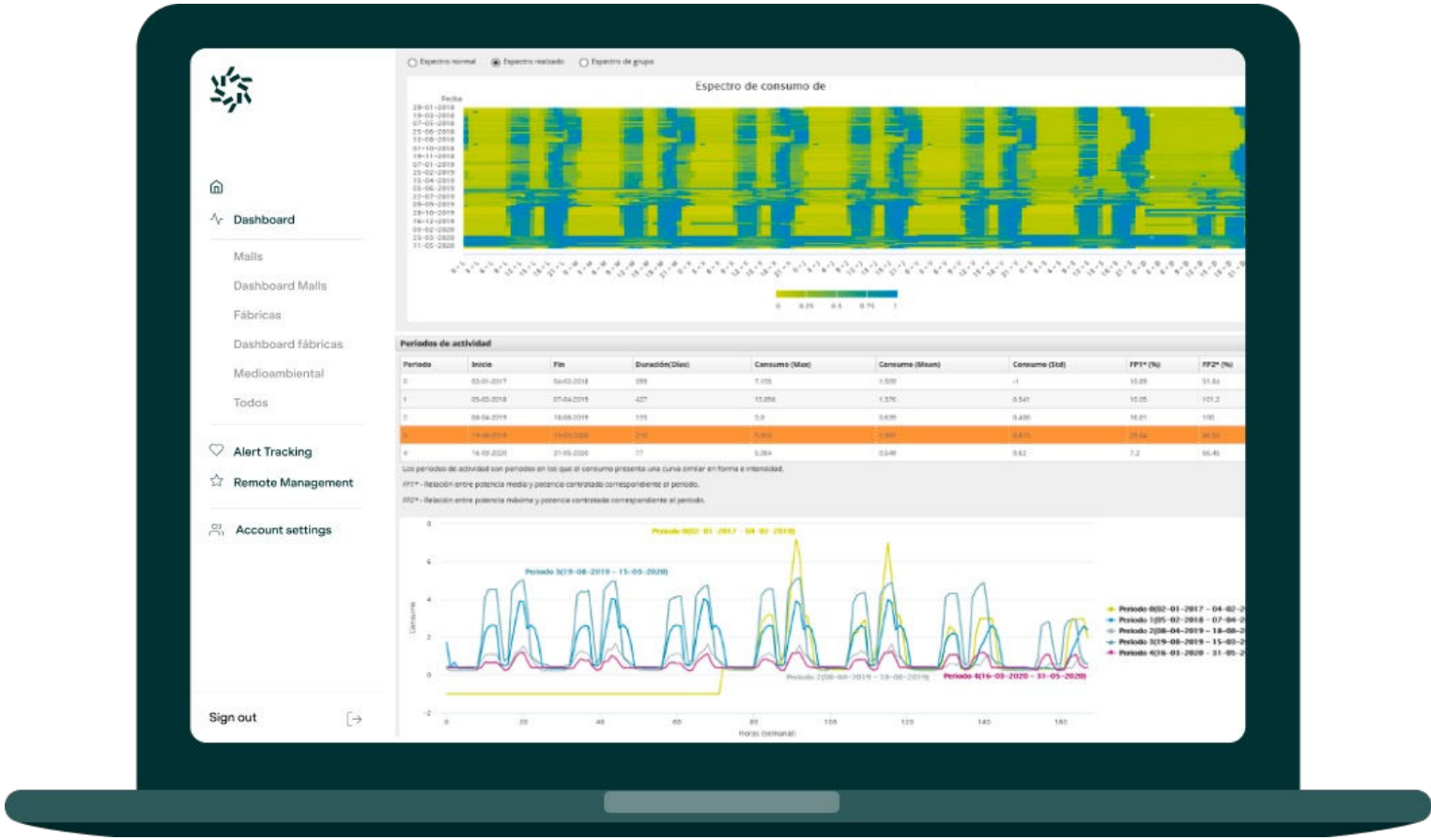
Tool for → Sustainable energy transition

Our Key:

a disruptive way

of applying AI

> We achieve what others believe impossible by using AI to transform information into knowledge.



What do these images have in common?

Any anomaly?

Our Key: a disruptive way of applying AI

99%

Improved time series processing speed

- Smaller data sets are needed.
- Reduced training time.
- Faster results.

43%

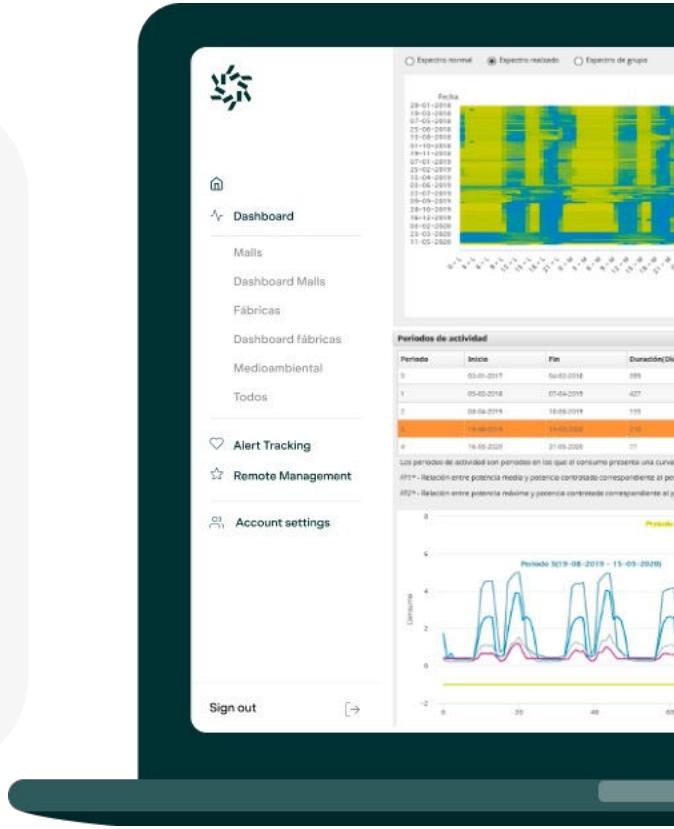
Improved accuracy

- Better data quality.
- Better understanding of the variables involved in energy consumption.
- Better predictions.

60%

Improve data quality

- Improved data quality.
- Improved data reliability.



Smarkia worldwide

Spain

Industry

ADL BioPharma · Asturiana · BASF The Chemical Company · Brandia · Bimbo · bp · Cogen · Constantia Flexibles · enagas · Fertiberia · Forestal del Atlantico · global steel wire · Knauf · Nestlé · Porcelanosa · Repsol · SunChemical · urbaser · Vestas

Services

Allianz · Alcampo · Caja Rural Jaén · CBRE · cecabank · CEU · Supermercados consum · Decathlon · Fraternidad Muprespa · Generalitat Valenciana · Hesperia · IFEMA Madrid · immochan · Klepierre · Mapfre · nh Hotels · Ocaso · Paradores · santalucía Seguros · Telefónica · vodafone

What is the market looking for?

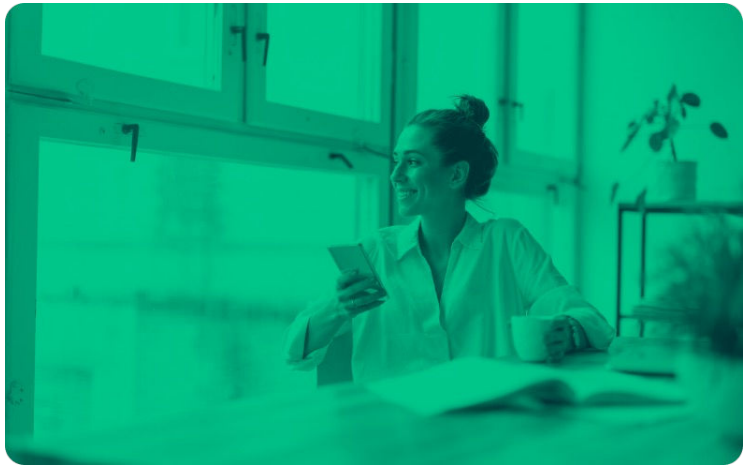
1. Energy cost savings.
2. Immediate start-up.
3. Rapid return on investment.

What have we achieved by applying AI?

We have succeeded in meeting our customers' objectives.

Up to 20% savings on energy costs*.

Immediate setup + ongoing support



Return on investment in one year*.

*Máximos en cliente real

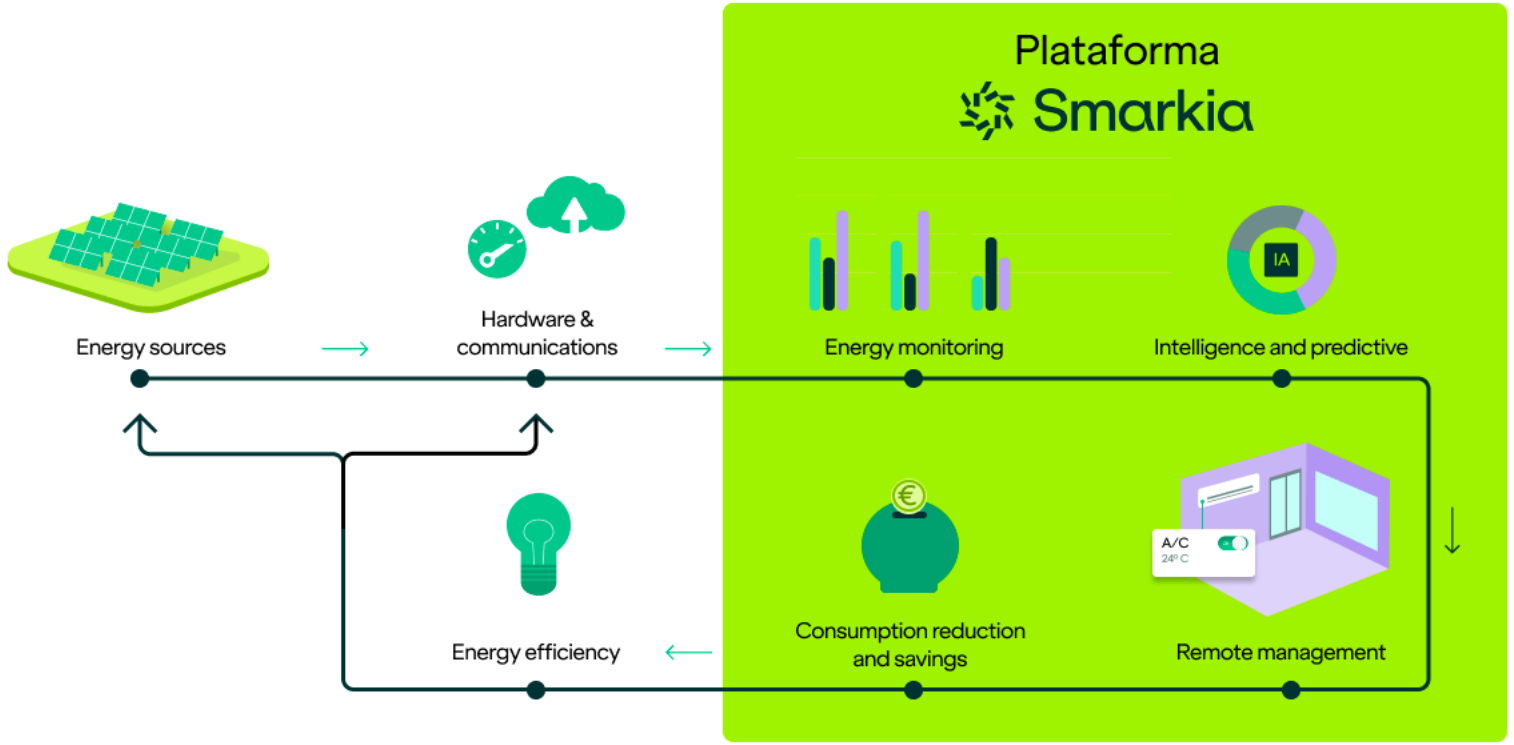
How does Smarkia work?

Smarkia differentiates itself by offering a comprehensive AI-based energy management solution. Our platform is easy, intuitive and customizable. But it is also the solution that automates many of the processes that are still complex in many businesses.

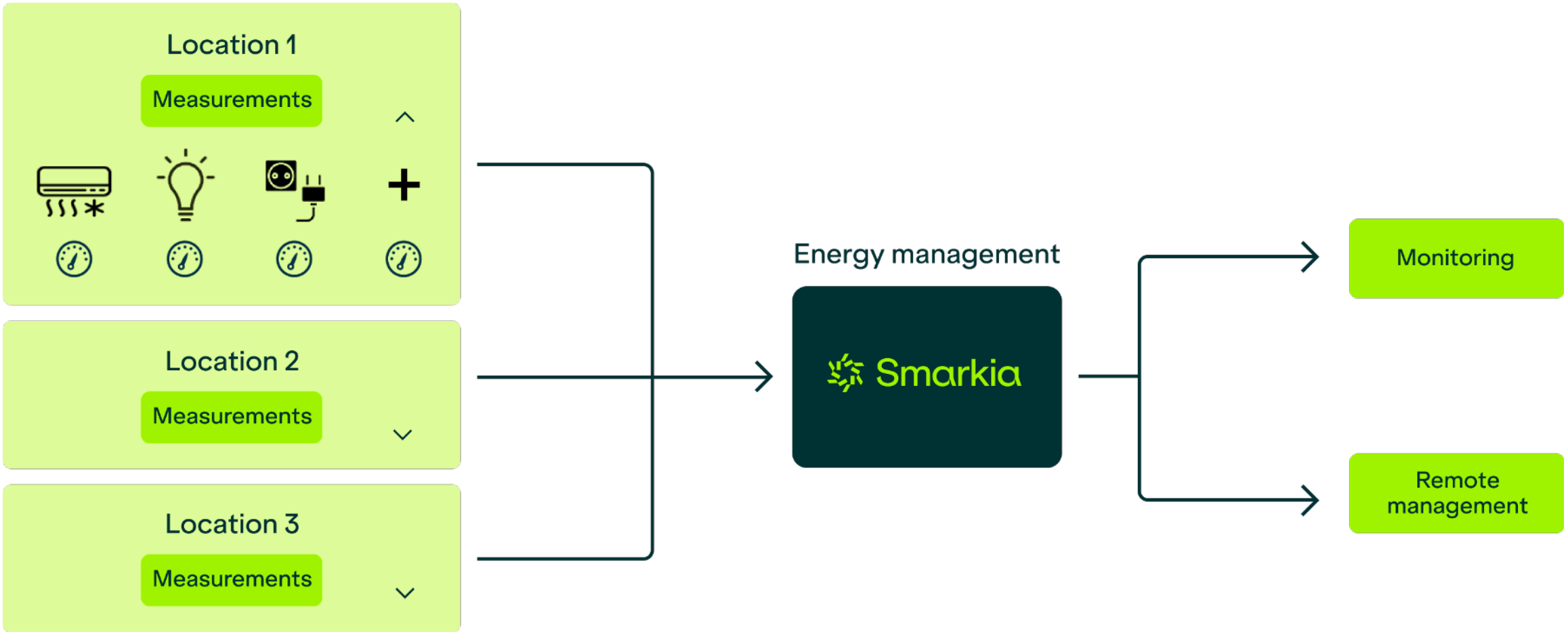
In the image we visualize the process of the platform in a simple way:

- Monitoring: function that allows collecting the necessary information to act on an installation.
- Intelligence and predictive: treatment and improvement of the quality of the data that allows making predictions and establishing patterns.
- Remote management: necessary to control and act autonomously in isolated or geographically distributed technical installations.

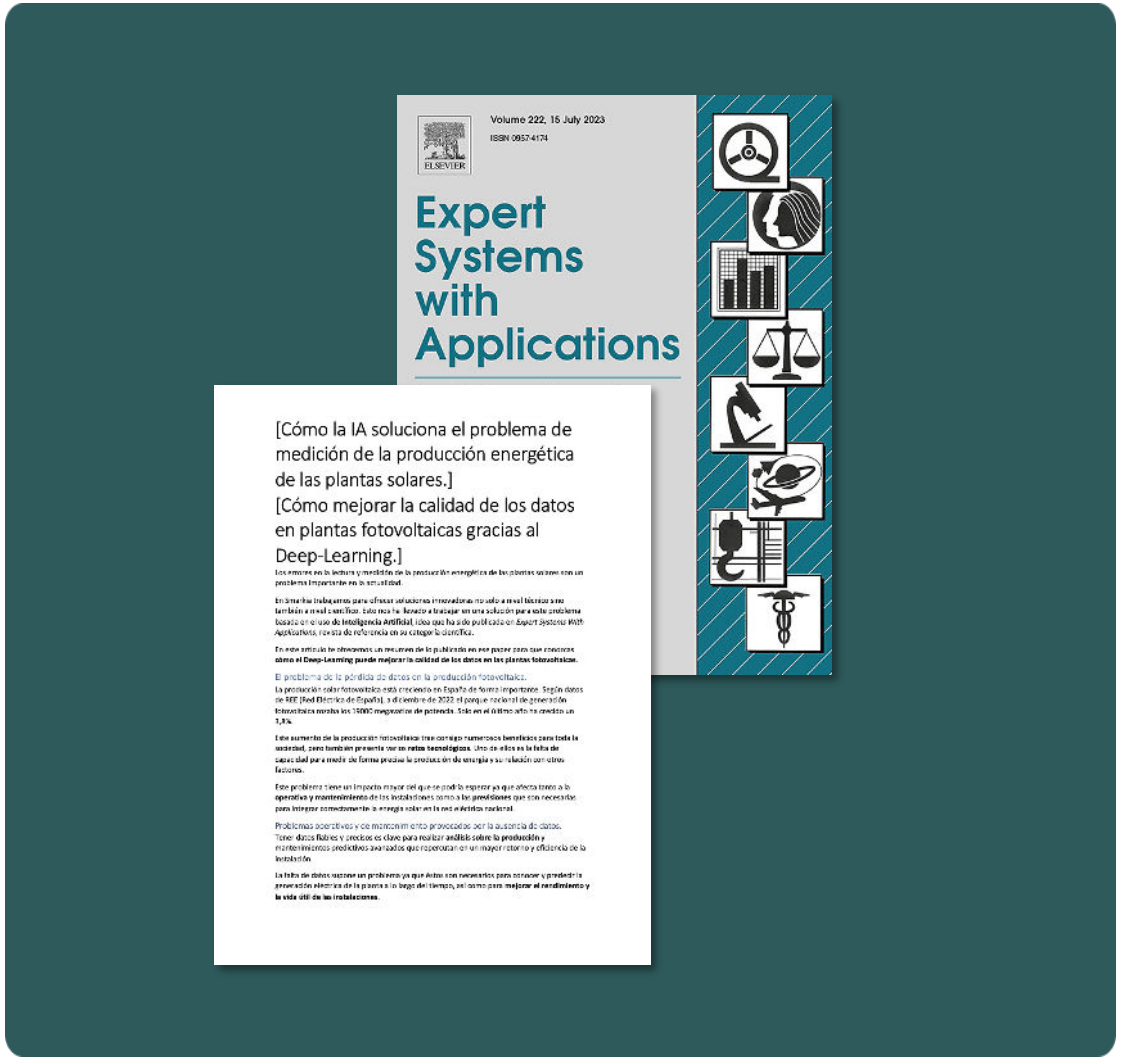
In this way, companies that count on Smarkia achieve a reduction in consumption, savings and impact, guaranteeing energy efficiency in their installations.



How? Very simple:



Proven excellence



At Smarkia, **innovation and excellence** are part of our DNA. The best proof of our performance is that top international journals such as 'Expert Systems With Applications', a reference in its scientific category, publish our scientific research applied to the energy sector.

This achievement is a testament to our team's commitment **to improve data quality and offer innovative solutions at both technical and scientific levels.**

Cybersecurity

The security of our clients and collaborators' data is an indisputable priority at Smarkia. For this reason, we always keep up to date with the highest cybersecurity standards, being ISO 27001 certified and SOC2 type2 compliance standard.

Our dedication to information protection reflects our firm determination to provide a reliable and secure environment.

SGS

Certificado ES21/208861

El sistema de gestión de

SMARKIA ENERGY, S.L.

Avenida Padre Isla, 16
24002 León

ha sido evaluado y certificado en cuanto al cumplimiento de los requisitos del sistema de gestión de la seguridad de la información

ISO 27001:2013

Para las siguientes actividades

El Sistema de información que da soporte a los procesos de: Desarrollo y explotación de plataforma Cloud de Servicios Energéticos Avanzados. De acuerdo con la declaración de aplicabilidad V 1.0.

en/desde los siguientes emplazamientos

Avenida Padre Isla, 16 - 24002 León

Este certificado es válido desde
8 de enero de 2021 hasta 8 de enero de 2024.
Edición 1.

Autorizado por

Dirección de Certificación

SGS INTERNATIONAL CERTIFICATION SERVICES IBERICA, S.A.U.
C/Trespaderne, 29, 28042 Madrid, España
t 34 91 313 8115 www.sgs.com

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ISO/IEC 27001 SYSTEM CERTIFICATION SGS

ENAC CERTIFICACIÓN

+

AICPA
SOC 2
aicpa.org/soc4so
SOC for Service Organizations
™

*SOC 2 is a voluntary compliance standard that indicates that an organization maintains a strict level of information security. Originally developed by the American Institute of CPAs (AICPA), it specifies how an organization should manage confidential client data. While recognized primarily in the U.S., the standard is respected worldwide.

Success stories

CBRE

Alcobendas office building

20% energy savings in air conditioning.

Payback of less than one year.

consum

Corporate validation

500 Stores

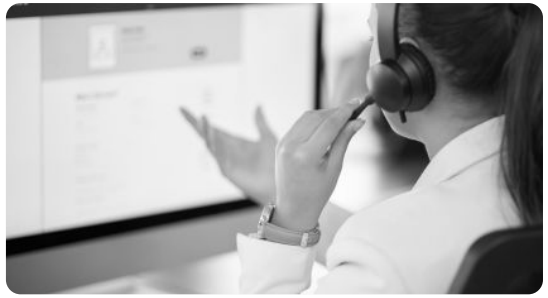
Savings: Expansion to all workplaces

PARADORES

100 hotels nationwide

Multi-energy monitoring (electricity, natural gas, propane) + water.

3,800 measurement points, including variables such as occupied rooms.



Success stories CBRE

Description

Optimization of the consumption of 4 air conditioning units in 2 buildings.

Operation

Dynamic On/Off based on the temperature of 4 air conditioners.

Two flexibility modes indicated by the customer.

Consumption

Total:
1-1.7 GWh /building/yr.

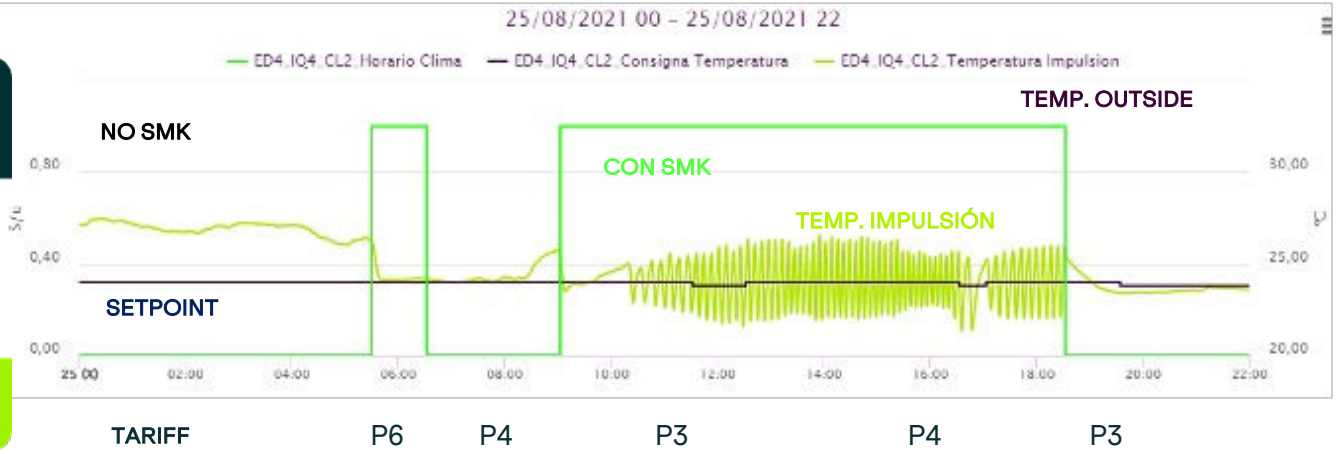
Air conditioning:
0.05-0.08 GWh/building/yr.

Results

Savings of up to 13% on the cost of energy managed during 2021 and estimated up to 28% with improvements.

Operation's conditions	Savings(%)
Operation in medium-low flexibility	6,5%
Operation in high flexibility (normal)	13,0%
Operation in high flexibility with distribution*	28,0%

* Pumps + air conditioners



Success stories consum

Description

Retail.¡ sector
500 stores.

Conectivity

Centralization of all information.
Multiprotocol and different sources of information.
Personalized dashboards.

Operation

Stores' KPIs. Comparisons.
Detection of anomalies and alarms.
Photovoltaic monitoring.
Automation of audits of its 500 stores every 4 years.

Consumption

Consumption and cost per store forecasting.
Baselines.

MAES suggestions.

Results

Expansion of savings to all centers.

Optimization of all energy contracts.

Success stories PARADORES

Description

- 100 hotels nationwide.
- Multi-energy monitoring.
- 3,800 measurement points, including variables such as occupied rooms.

Conectivity

Submetering. Display of additional and independent information that provides detailed data on the uses of the different energy vectors.

Operation

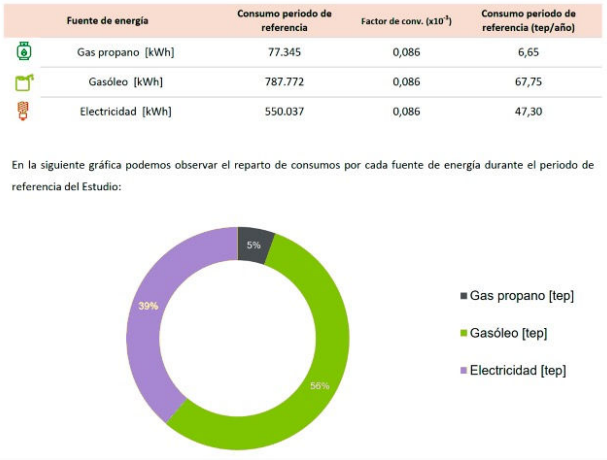
- Monitoring and control of different equipment.
- Dynamic control rules with Artificial Intelligence.

Consumption

- KPIs of m2, occupied rooms, total covered.
- Control of yields and consumption of each equipment.

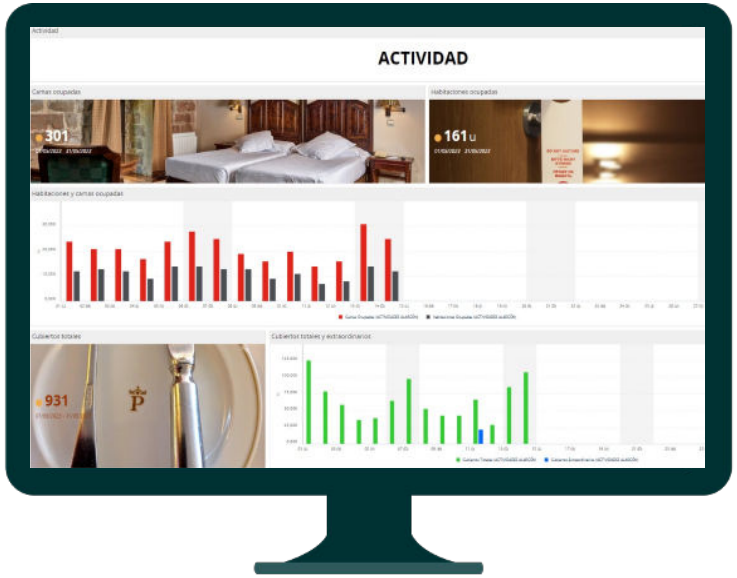
Results

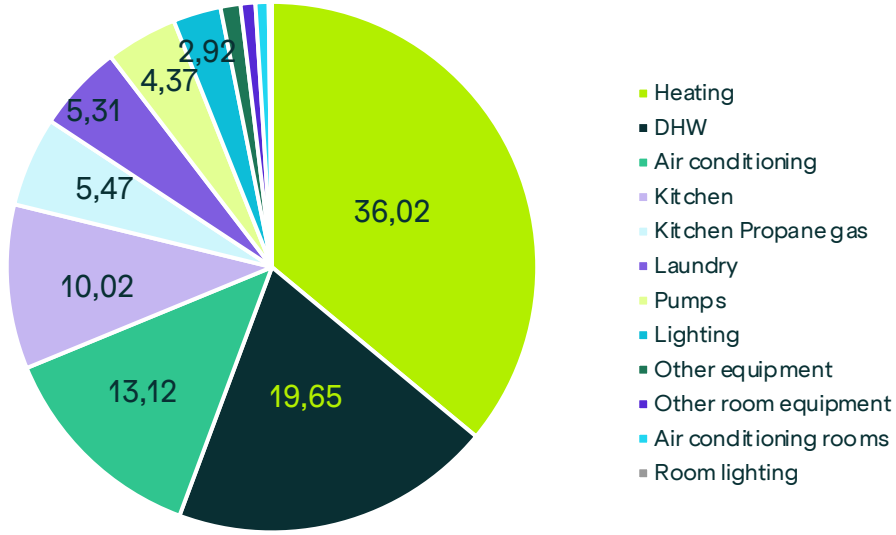
- Intelligent multiside tele-management.
- Comparison of rules between premises.
- Savings in all energy vectors.
- Continuous improvement.



	Fuente de energía	Consumo periodo de referencia	Factor de conv. ($x10^{-3}$)	Consumo periodo de referencia (tep/año)
	Gas propano [kWh]	77.345	0,086	6,65
	Gasóleo [kWh]	787.772	0,086	67,75
	Electricidad [kWh]	550.037	0,086	47,30

En la siguiente gráfica podemos observar el reparto de consumos por cada fuente de energía durante el periodo de referencia del Estudio:





Smarkia

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