Enabling Energy Efficiency Providers to Design Cost Optimized Systems and Win More Projects – by Leveraging Direct Current

KODNYX

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As Energy Demand Grows, Efficiency Becomes the New Competitive Edge

Electricity Demand until 2030

25% ↑

International Energy Agency (2025)

Electricity as a Share of Operating Costs in EU Industry

14% Second-largest cost driver after raw materials (20 %)

Deloitte (2025)

Drop in total production of Europe's energy-intensive sectors due to high energy costs

-10% ↓

Eurostat (2023)

Electrification is driving a surge in energy use

More demand means higher total energy spend - even if prices stay flat

Energy costs are already eroding competitiveness for manufacturers

A 35%* Efficiency Potential Hidden in a Historically Grown Inefficiency

Grid in AC

Alternating current (AC) became the global standard 135 years ago - the best choice for **long-distance transmission.**

Sources & Loads in DC

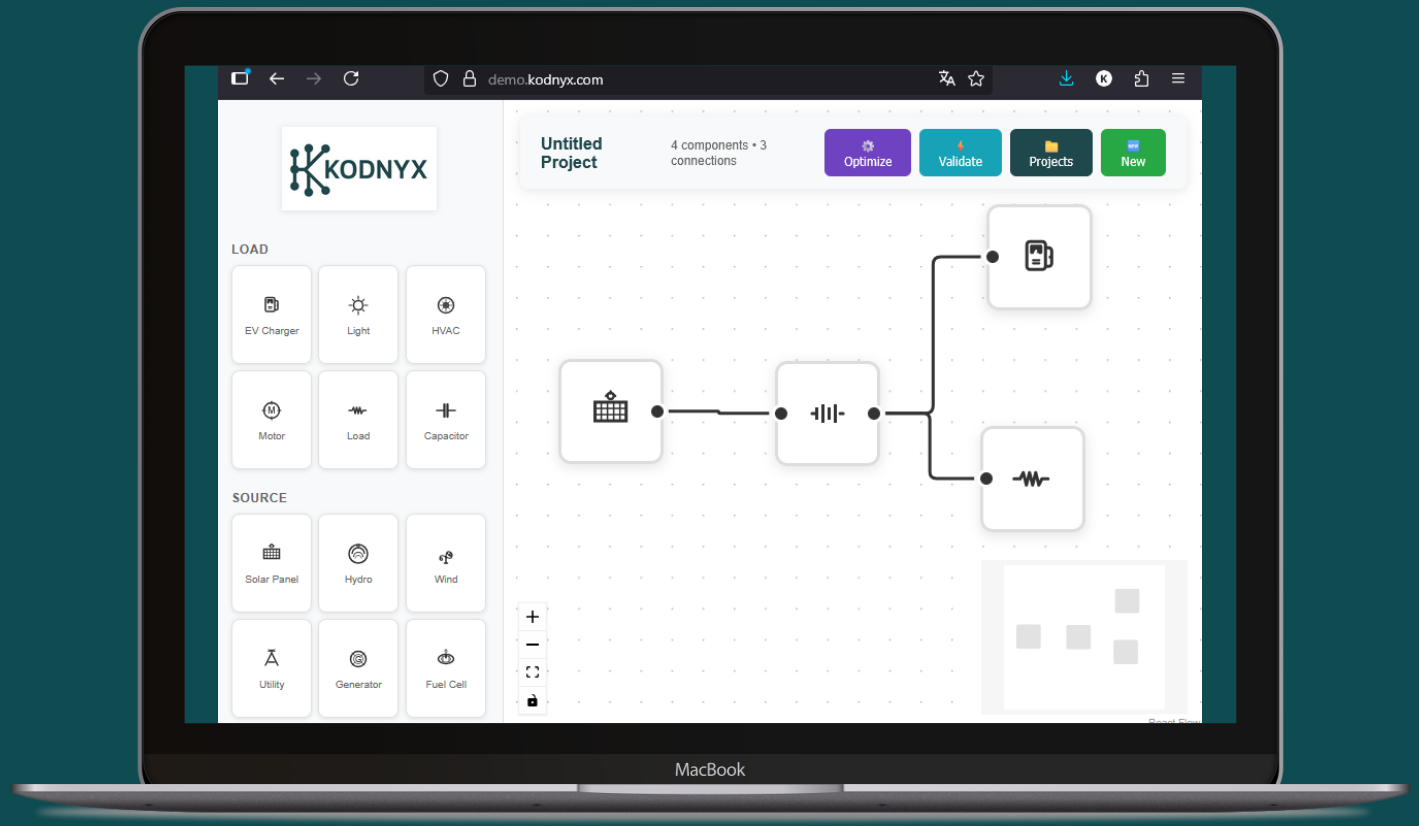
Today's energy world runs on **direct current (DC)** - from **solar & batteries to EVs, data centres, robotics, computers & LED lighting.**

Inefficiency due to legacy

This legacy mix causes repeated **AC/DC conversions** leading to energy losses of up to **35%**. It also increases material use and system complexity, **wasting energy and resources.**

*Low-voltage DC distribution power losses compared to prevalent AC system (EU Commission, 2024).

The Design Software That Turns Hidden Inefficiency into 35% Energy Savings



Map & Design

Map and design electrical systems in AC/DC

Component library & Digital twin

Validate & Simulate

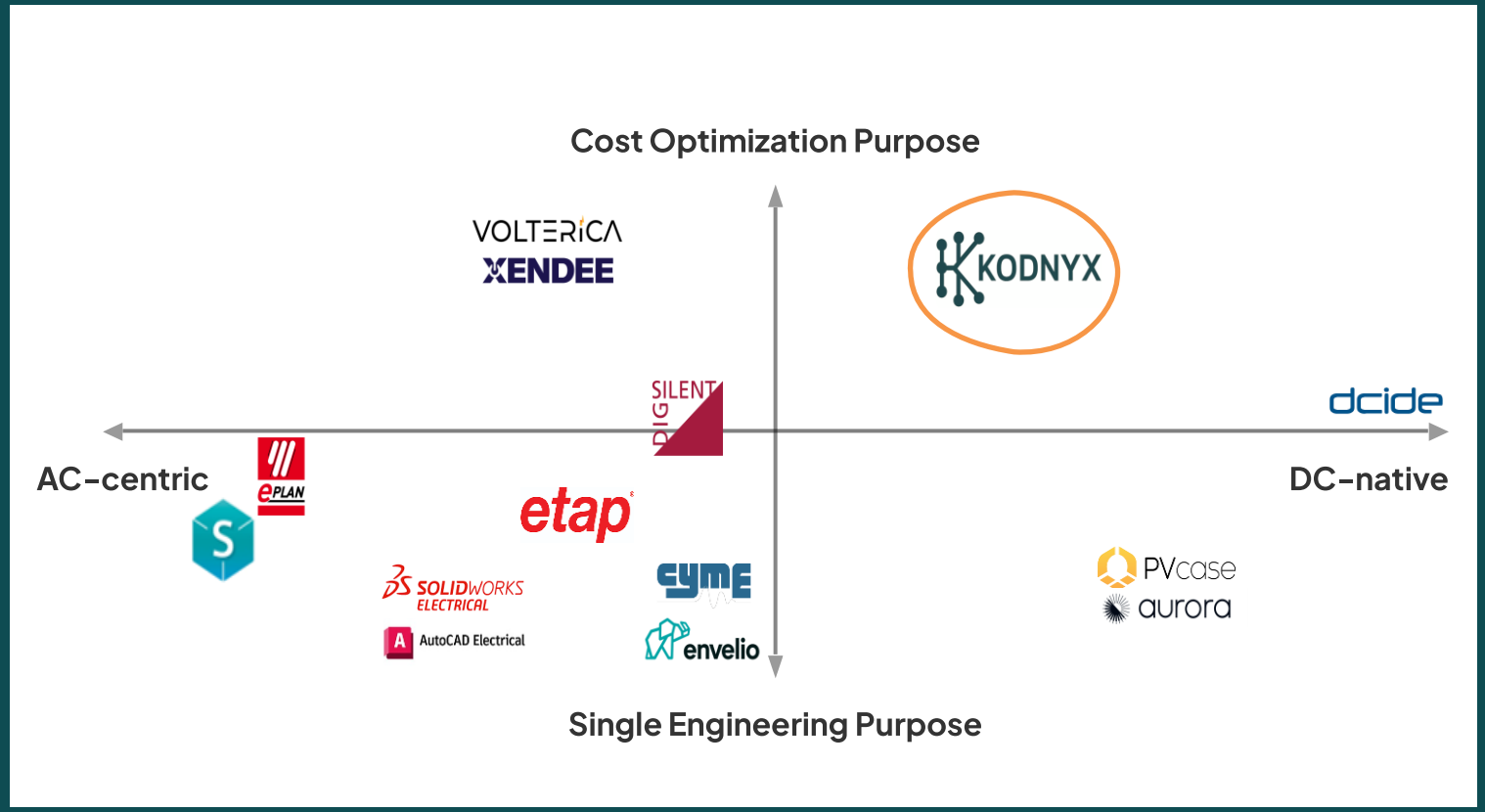
Ensure safety, compliance and avoid costly rework with built-in validation

Simulate electricity flow

Optimize with DC

Identify the optimal layout - AC, DC, or hybrid - and unlock hidden efficiency

Kodnyx is the Only Design Tool Optimizing Costs Across AC and DC



Single Engineering Purpose

Traditionally, software in electrical engineering solves a specific engineering challenge

Cost Optimisation Purpose

A few start-ups focus on cost optimisation, mainly in alternating current

AC-centric

Being the default, most software tools are built for alternating current

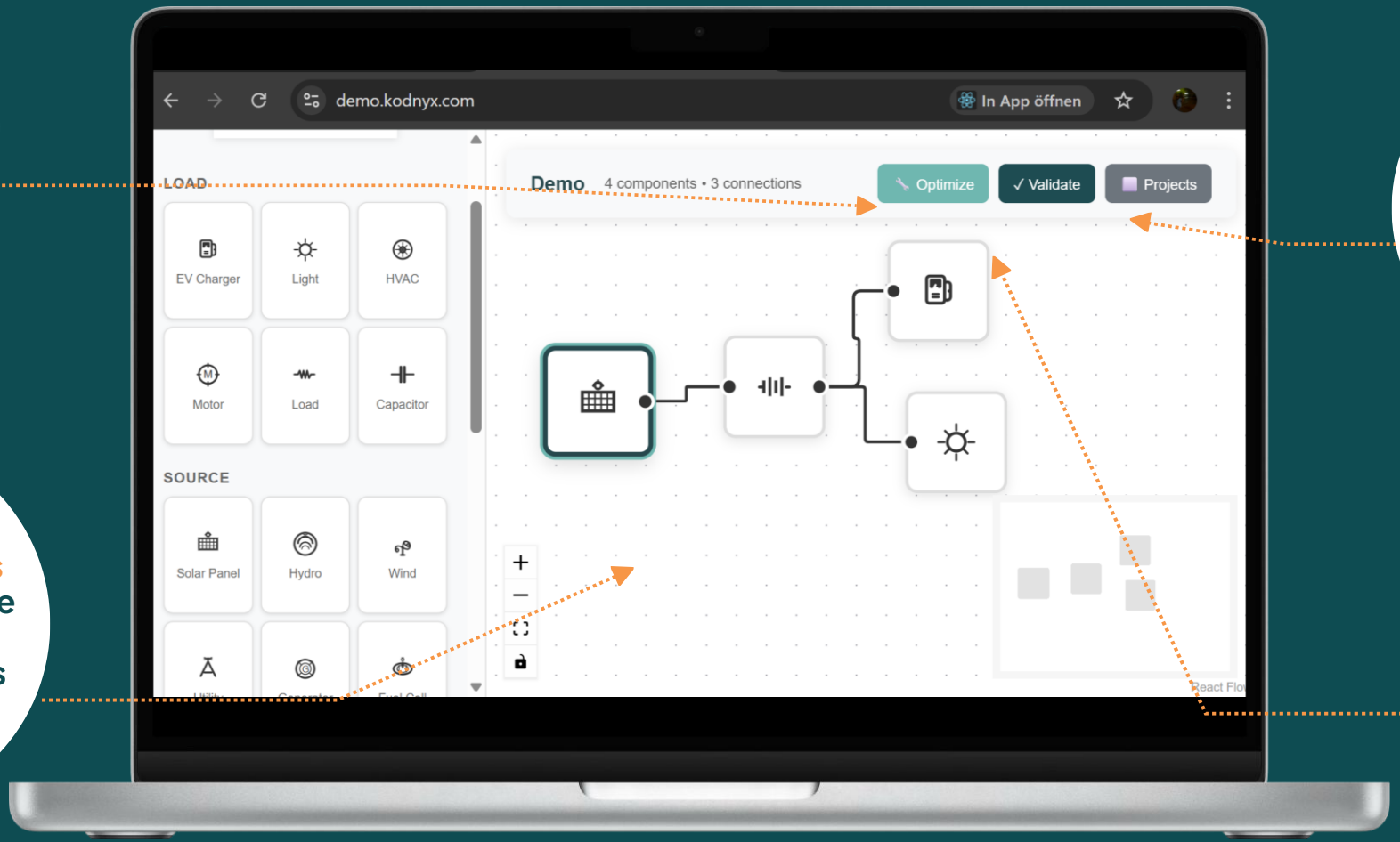
DC-native

Electrical system design in DC is still a white space, with only one niche and very technical solution without focus on optimisation

Building and Defending a New Category in Energy Design Software

Unique Differentiator
Only software integrating DC for cost optimisation

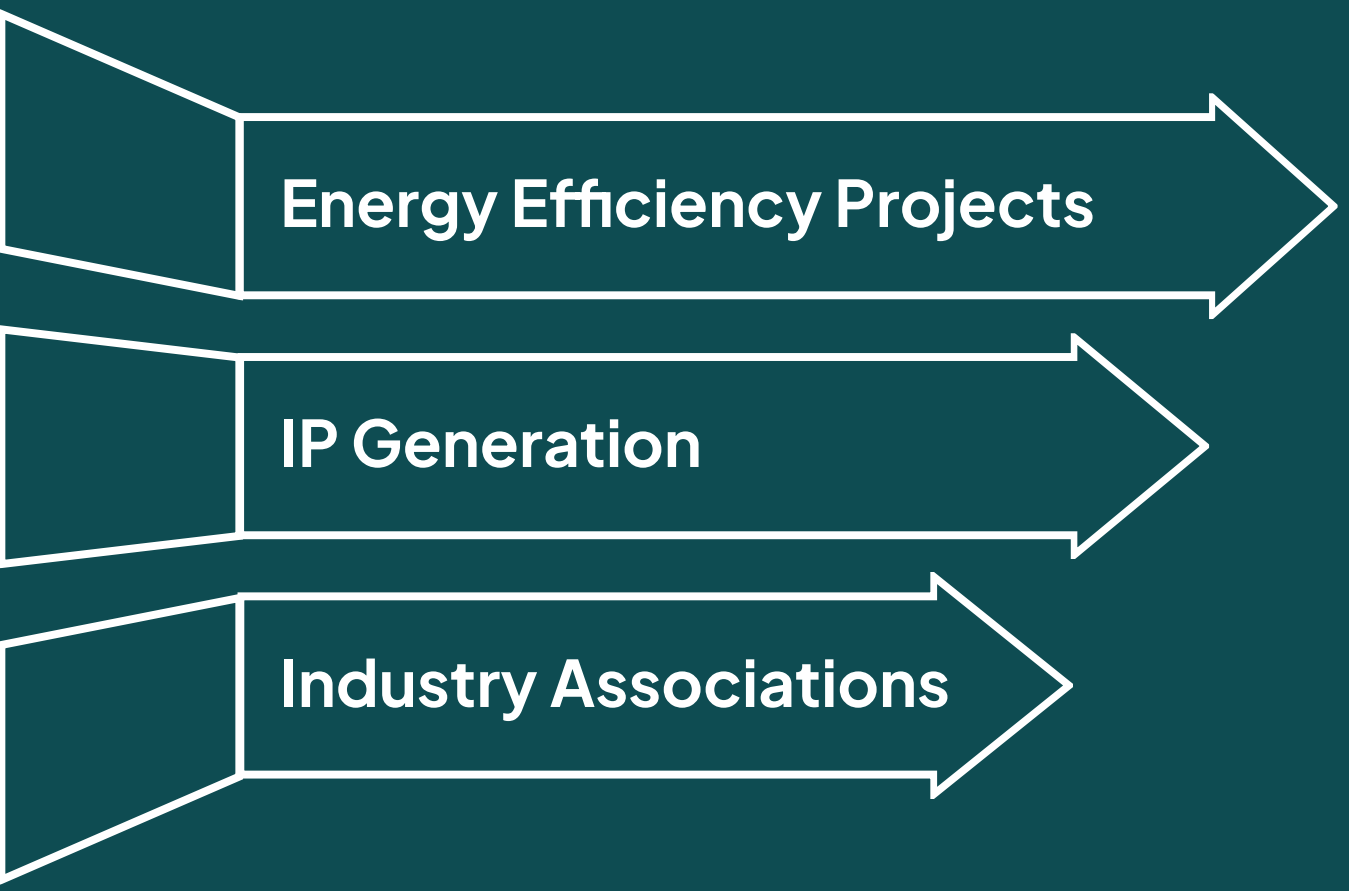
Built-in Stickiness
Projects stay active and editable – driving continuous use



Defensible IP
Control algorithms with the potential to become industry standard

First mover advantage
Setting standards early in a fast-emerging DC market

Three Pillars Driving Product Development & IP Creation



Our product is co-developed and validated with the industry and Energy Efficiency Providers (EEPs)

Hartig

We generate proprietary DC control algorithms with leading research institutes

b-tu Brandenburgische Technische Universität Cottbus-Senftenberg

KIT Karlsruher Institut für Technologie

Fraunhofer

We help define DC standards and build strategic industry networks

ODCA direct current by zvei

CurrentCDS

Energy Efficiency Projects Build the Foundation for Product Development

The projects validate the software in a real factory environment.

Analyse current energy system → **Model & simulate digital twin** → **Optimize design & quantify savings**

Understand real customer workflows

Start manually, automate through insights gained

Co-develop product with early adopters and direct feedback

One of our projects: Hartig GmbH & Co. KG (Aschaffenburg): High-precision instruments manufacturer

Equipping Energy Efficiency Providers (EEPs) With a New Optimisation Dimension

Our Model

- Kodnyx sells SaaS to Energy Efficiency Providers (EEPs) — engineering firms that design energy systems for industrial customers.
- Our software adds a new optimisation dimension, helping EEPs win more projects.
- Industrial customers cut energy use and costs through EEPs using Kodnyx.

Our Customers: EEPs

- EPCs (Engineer, Procurement, Construction)
- Energy Managers
- Energy Consultants
- Facility Managers

Their Pain

- Design process is slow and tedious for DC and hybrid AC/DC architectures
- Requires many tools and expert knowledge
- Uncertain project wins despite heavy effort
- Compete mainly on price, little differentiation

Validated by Projects. Scaled through SaaS

Phased go-to-market & revenue model

Initial Phase: Project-based Revenue

Paid energy efficiency projects with per-project pricing to validate product and build customer base

Scale Phase: SaaS Revenue

Seat-based B2B SaaS model with monthly/annual subscriptions

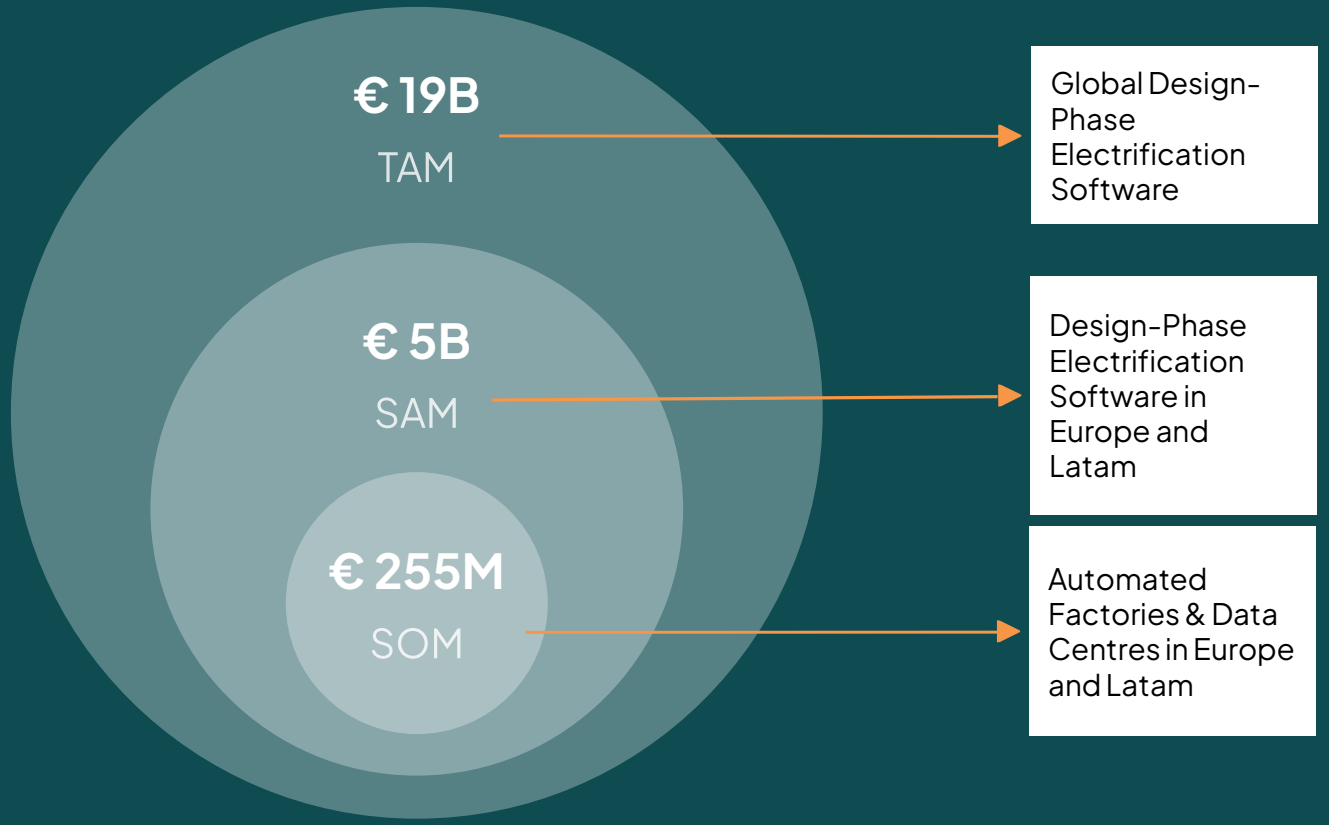
Tiered pricing for project scale and enterprise clients

> “The industry often relies on custom-developed tools.”
>
> SIEMENS

> “We don't have tools to design DC.”
>
> Jacobs

> “There’s no single software solution.”
>
> Weidmüller

We Target €8.4M in Revenue in 2030 From a € 19B Global Market Opportunity



2030 Targets

Serving 745 Clients

Capturing 3.2% of Market Share

in Europe & Latam

€ 8.4M ARR

We are Raising € 450k Pre-Seed Funding

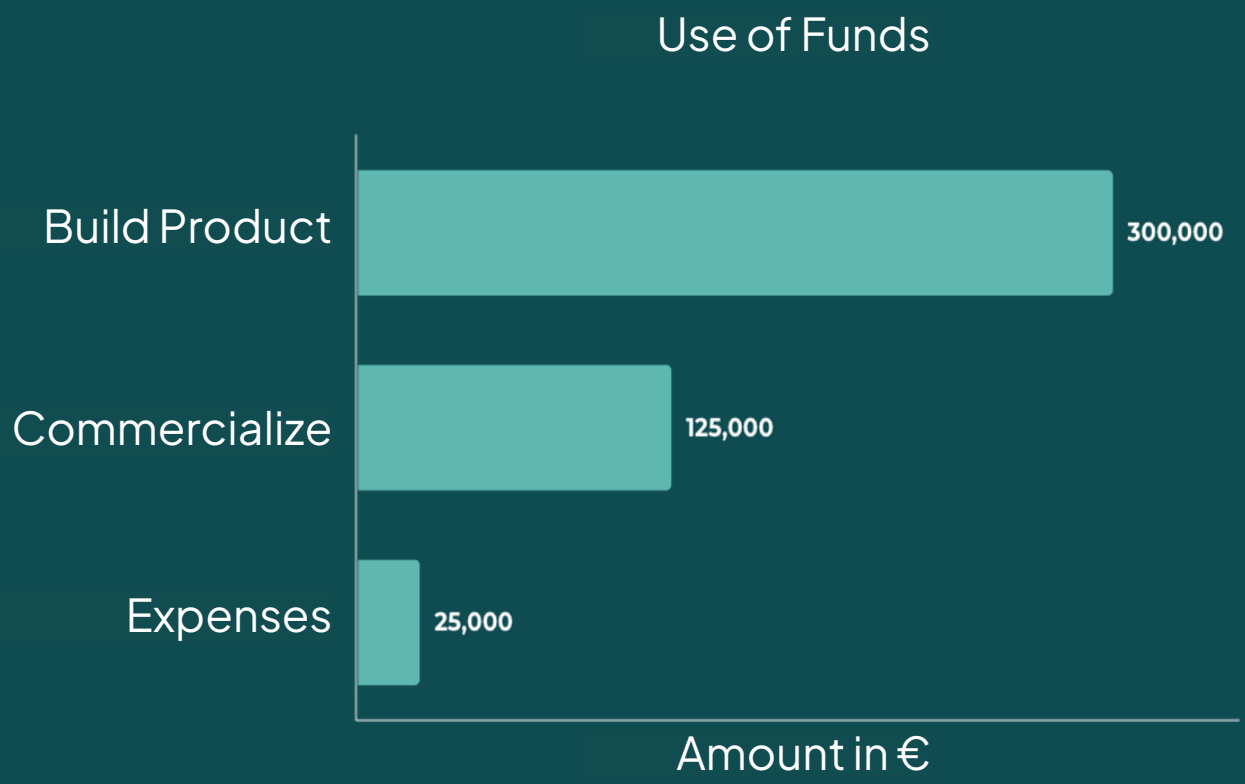
Expected Closing: Q1–2026

Net Raising: €450,000

Build the MVP and Commercialise

Runway: 12 months

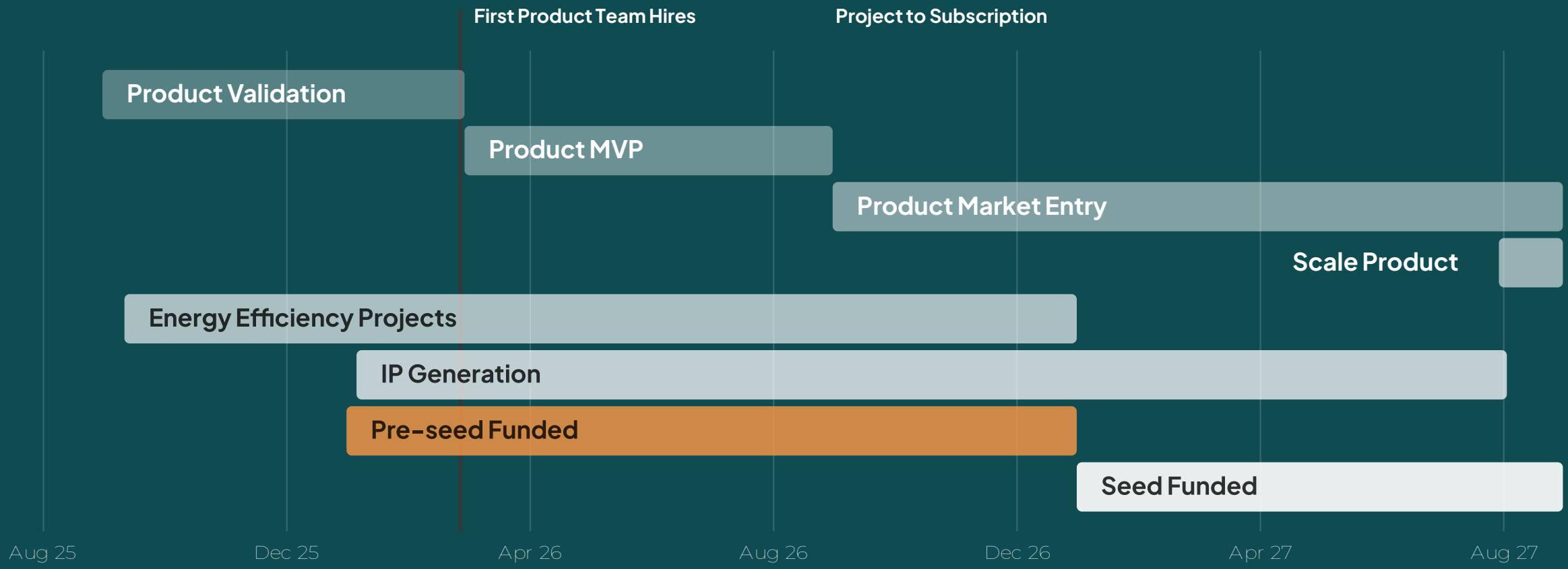
Seed round: € 1.5-2M, projected for 2027



Targeted Source of Funding:

Carbon 13, Angel, VC Round, Grants

Our Product Roadmap: Generating Value Early by Co-Developing with Industry & Research Partners



By Joining Kodnyx, Be a Direct Supporter of the UN Sustainable Development Goals

35%

Power Loss Savings of Up to 35%

55%

Material Savings (such as Copper) of Up to 55%

A Founding Team Bridging Energy, Project Finance & Technology

Andrés Andrade, CEO

MSc. Industrial Engineering

Industrial engineer & 2nd time founder with 15 years in global energy innovation & sustainability

Duygu Çağman, CSFO

MSc. Business Economics

Ex-ING & KfW-IPEX - originated and executed financings for sustainable infrastructure projects

Dr. Kristoffer Möller, CTO

PhD Economics

Scaled Flix's AI-driven network planning software from an early MVP to a full tech department

Get In Touch With Us

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Appendix

Kodnyx discovery from Interviews with Industry Experts, Research Institutions, and Sector Alliances.

We Have Discovered Significant Interest and Saving Potentials in Industry Projects from Interviews

Daimler and Volkswagen are interested in DC for "lighting purposes" to "boost our energy efficiency by a lot."

signify

At a Daimler factory, "all production lines are converted to DC because they have robots."

ABB

"Data centres topic is very important currently with all AI topics."

CurrentDS

"Schaltbau, they claim that they reduce peak power compared to AC based system by 85%."

SCHALTBAU

For public lighting, in DC, "it's really like 75% of copper savings."

DC

"The connection to AC grid is a big headache nowadays – in some places waiting time 5, 7 years, 10 years."

TAL TECH

We Have Discovered DC's Technical Feasibility and Upward Momentum from Interviews

"Technically speaking it's totally feasible to build it. And it does exist."

"The technical part is solved already."

In marine segment, "people know what they are doing. They've been doing it for more than 10 years."

Big competitors (Schneider, ABB) talk to each other because "you should not compete each other on system level."

"Standards are being created."

"Develop standards for low voltage DC."

We Have Discovered a Lack of Tools from Interviews

"The industry often relies on custom-developed tools as there is no standard tool available."

SIEMENS

“We don't have tools to design the architecture of DC.”

Jacobs

We "don't have a very structured tool right now" and often rely on "overqualified engineers to figure it out."

"A manageable tool can accelerate the widespread adoption of DC technology in the industry."

Fraunhofer

"Some engineer has to come, has to check the existing system and has to check what is necessary to make this change. I don't think there is a software solution for that."

KIT Karlsruher Institut für Technologie

"There is always a place for a challenger or for a better tool on this market."

CurrentDS