



Cleantech Forum Europe

Antwerp | May 14-16, 2018



Cleantech Forum **Europe** | Antwerp

Innovation Showcase



Investor Reviewers



FABRICE BIENFAIT
Partner, ETF Partners



MATTHIEU BONAMY
Senior Investment
Director, Idinvest
Partners



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Presenting Company



KOEN MEULEMAN
Co-Founder and CFO, Unifly



The future
of unmanned traffic
management,
applied today.

Setting the scene...



UNIFLY in a nutshell



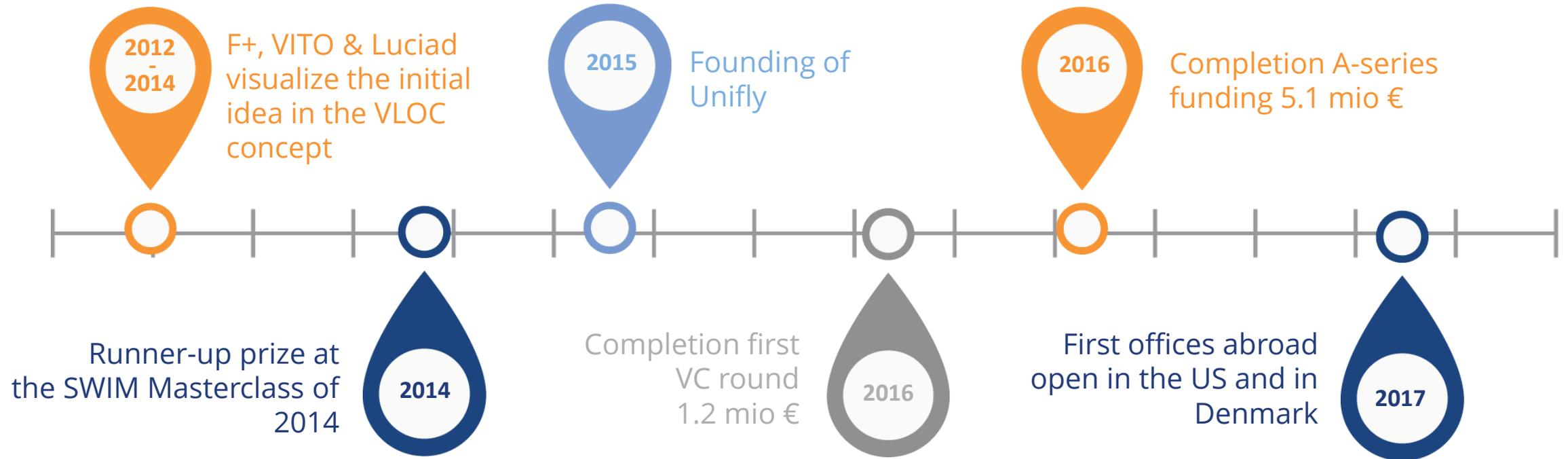
We are:

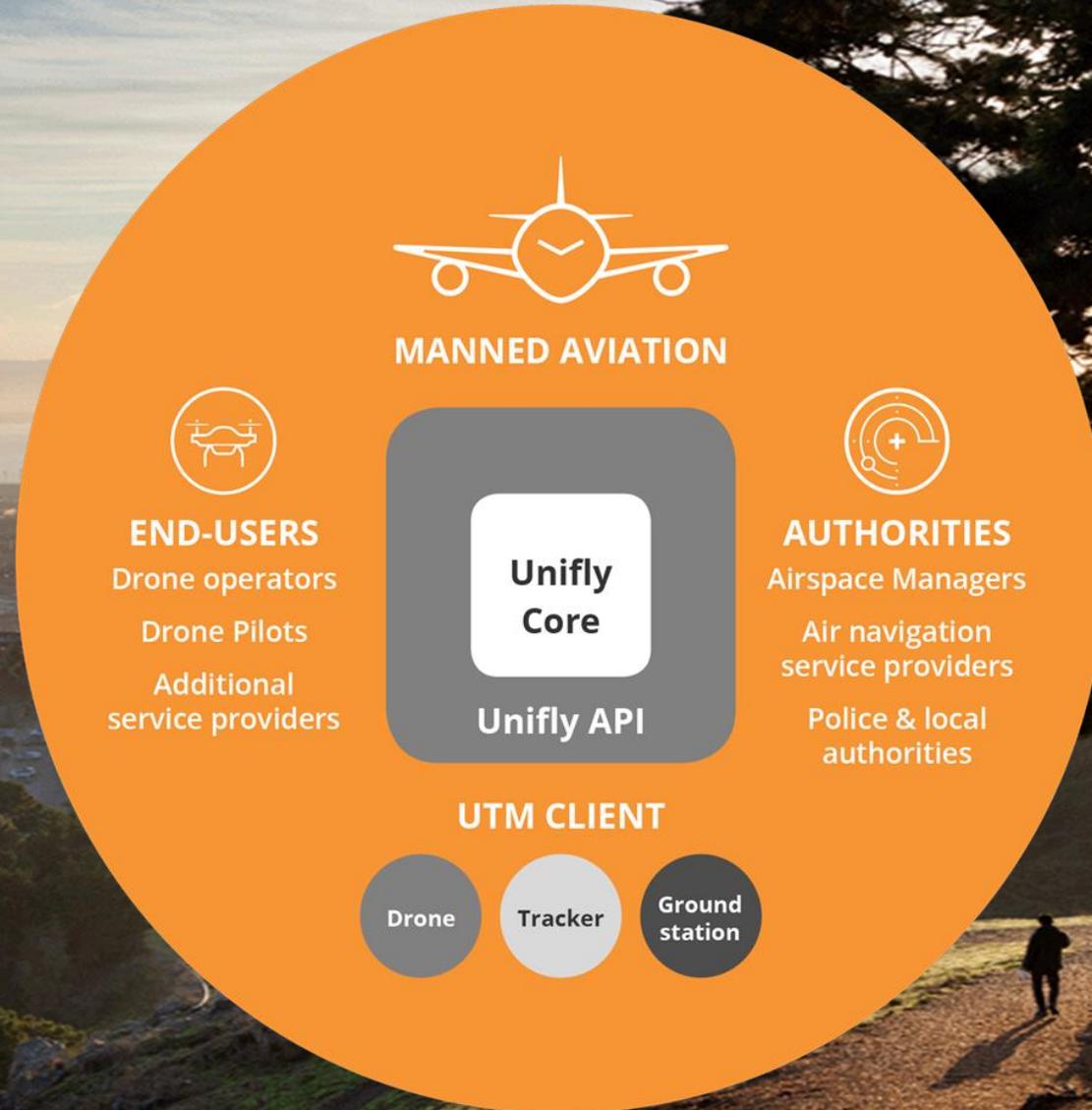
- a **team of 31 people** of air navigation specialists and engineers that has lived the problem and has experience in growing startup companies.
- well connected with the European Legislators and Aviation Authorities as well as international standardization bodies

Our drone traffic management platform is:

- an Award winning, High Performance software backbone for **real time data processing**, connected to operational Air Traffic Management and Information systems using **worldwide accepted aviation standards**
- based on a Flexible and scalable architecture that allows for worldwide coverage of **Unmanned Aviation Legislation**
- market-proven, with **Tailored user interfaces** for different target groups in the emerging drone business
- a MUST HAVE technology to enable the drone market (117 bio US \$)

Our history





Research Projects Partners



Our Customers

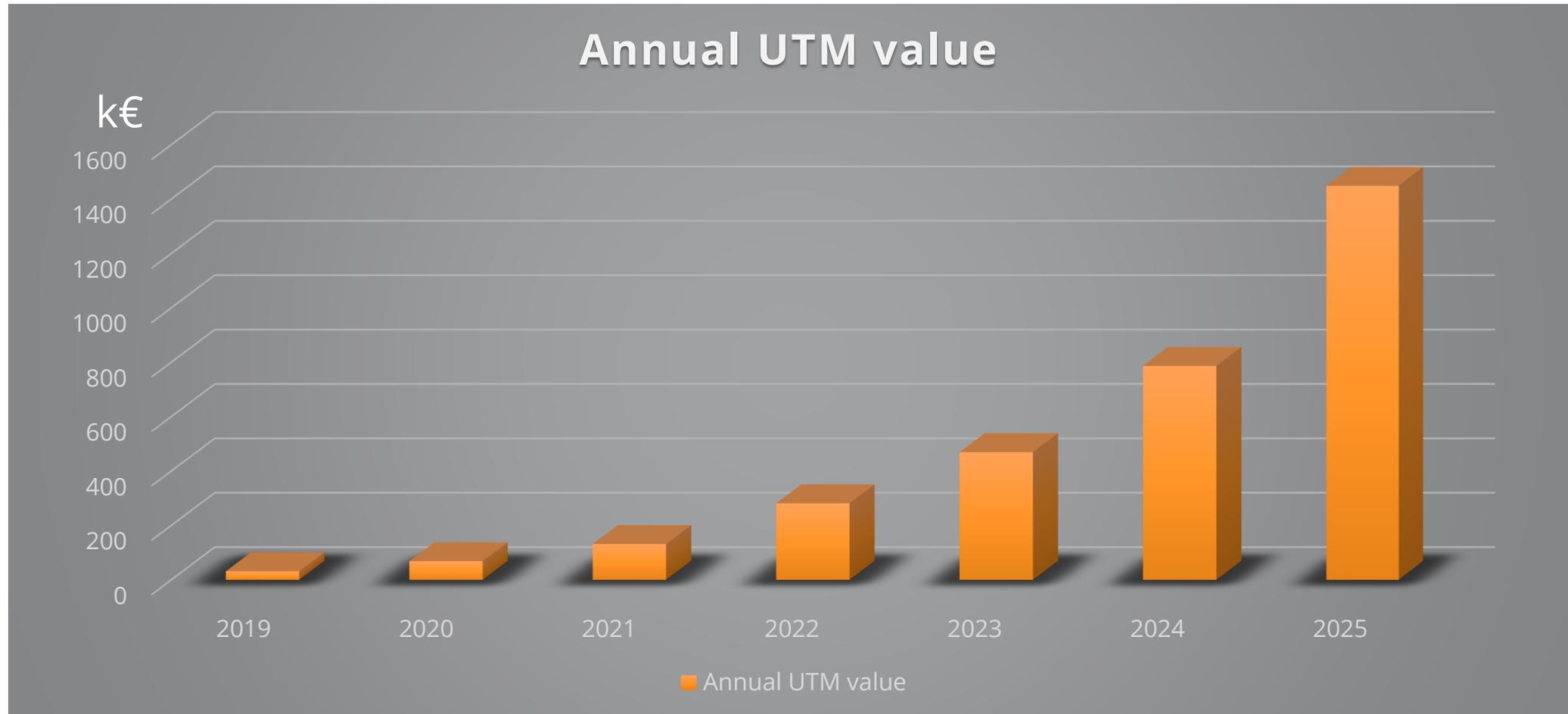


DFS Deutsche Flugsicherung

NAVIAIR

35 000 + registered Users / 200 + flights per day (winter !)

UTM Market Evolution



Source: www.unmannedairspace.info

UNIFLY, what we want to achieve

Our market segment is:

- Green field, embryonic, “must have”
- Sustainable and large: > 1.4 bio US\$ worldwide from 2025

Our target is:

- to become the goto supplier for Unmanned Traffic Management technology Globally

We are looking for:

- **20 mio+ Euro series B funding** for continued development and International Growth
- hands-on investor(s) with domain-specific know how to leverage our business

We offer our investors:

- part of a unique company in the fascinating world of professional drone applications
- a high return on investment at exit as the result of our unique offering

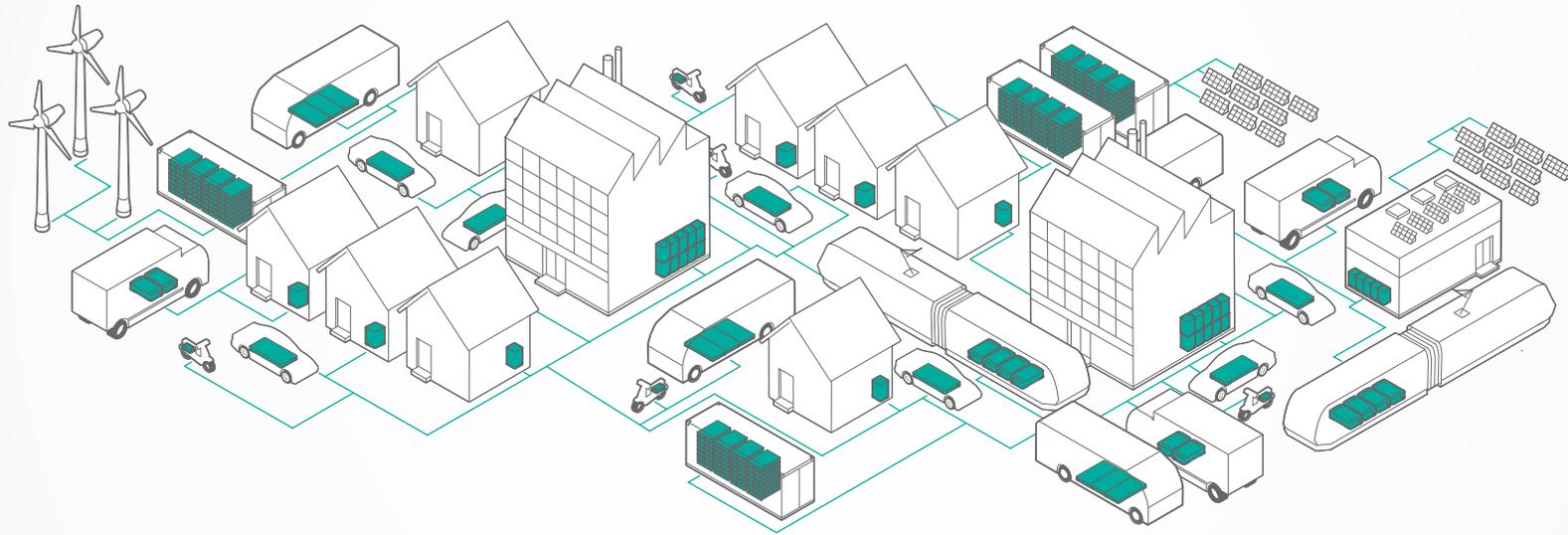


Presenting Company



JAMIE VOLLBRACHT

Non Executive Director and IP Group plc Board
Representative OBO, Dukosi



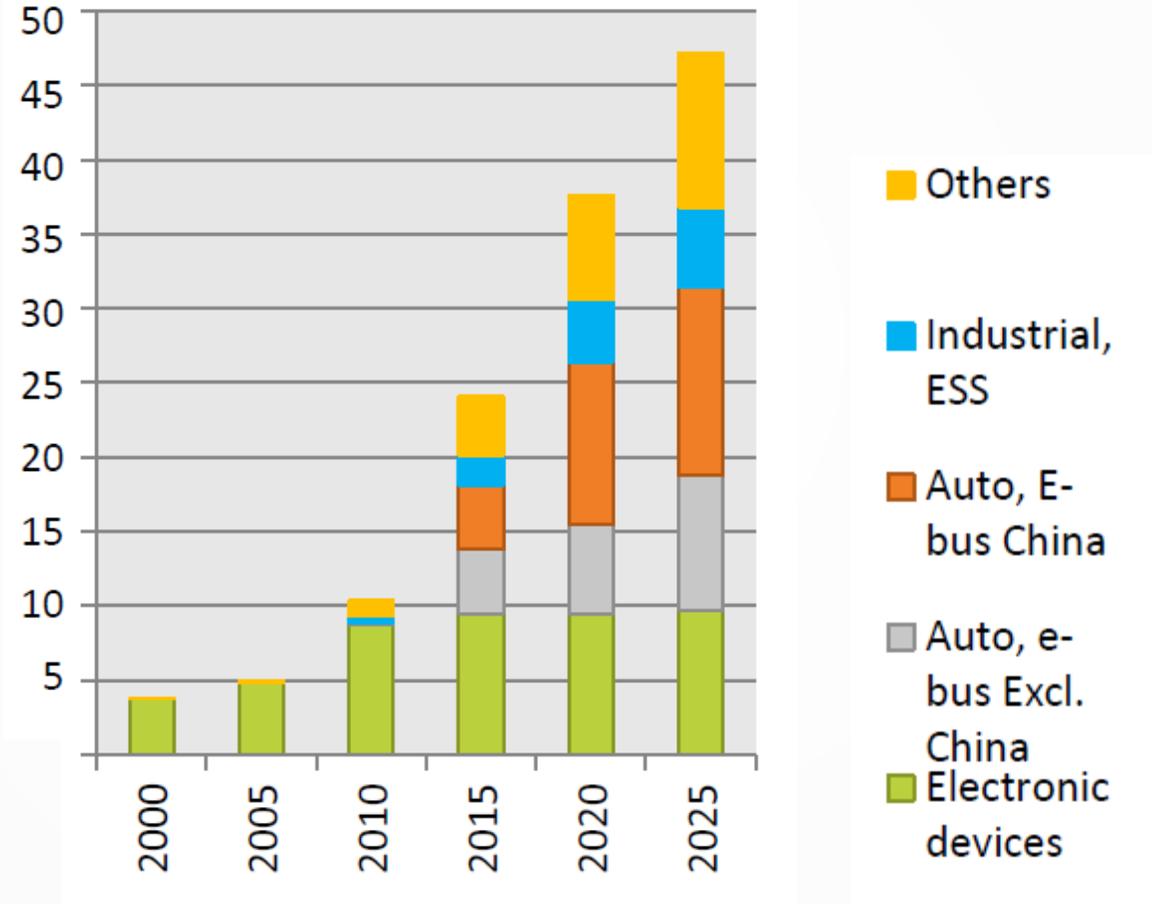
Intelligent cells; better batteries

Cleantech Forum Europe, Antwerp May 2018

\$25bn market, multiple applications



Li-Ion battery market, \$bn



Source: Avicenne Energy





Major investments in cell capacity



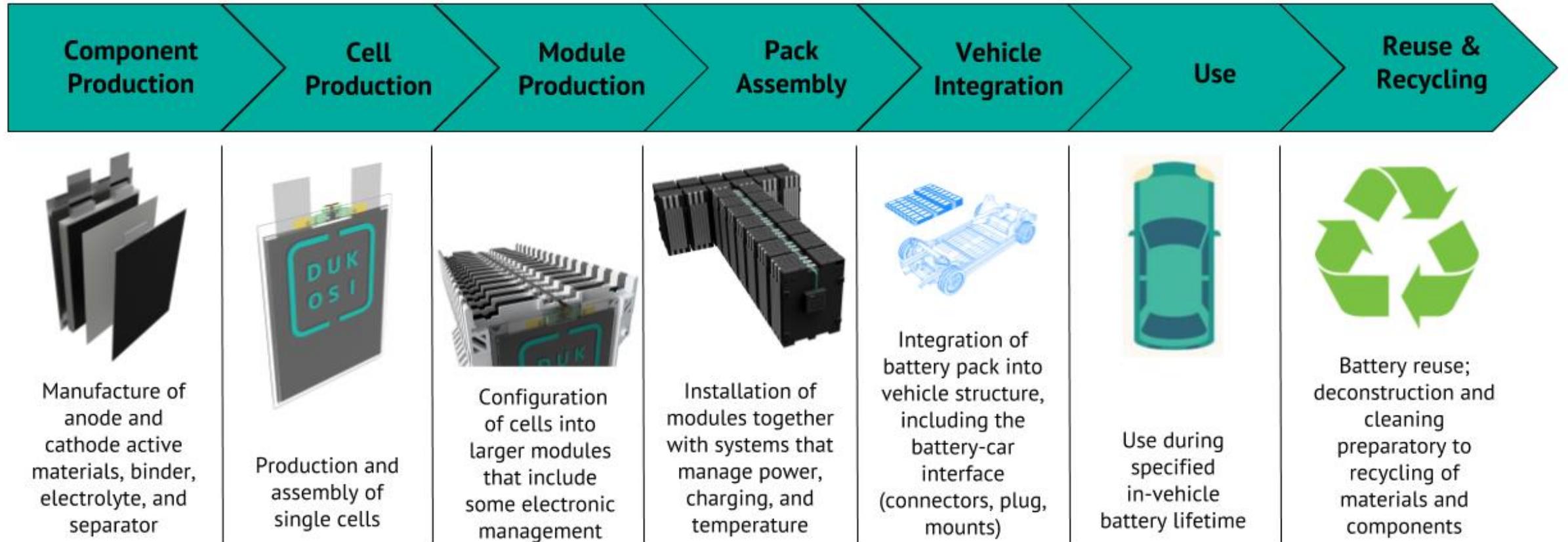
Source: Tesla

Major investments in cell capacity

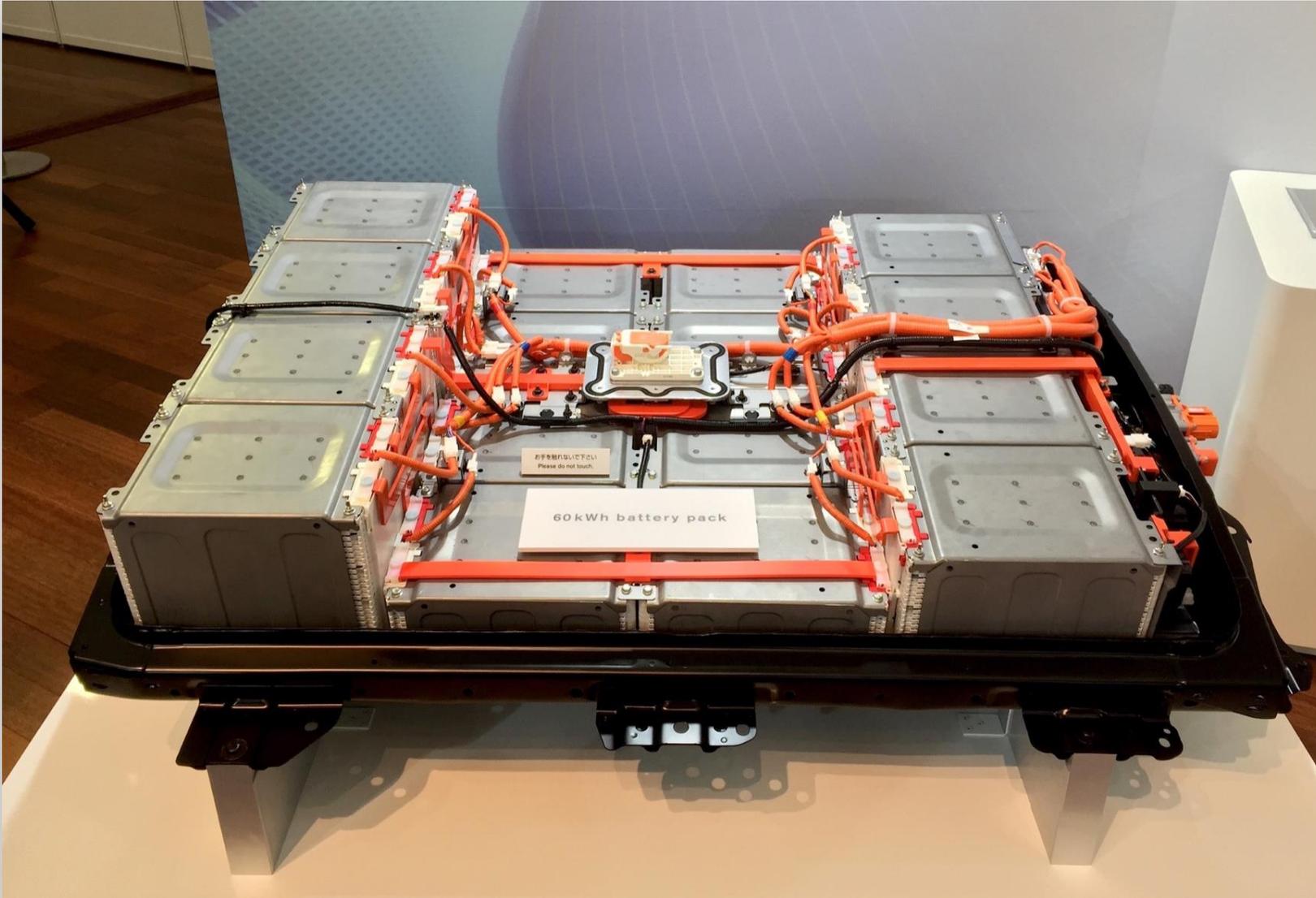




Need/opportunity for new entrants...?

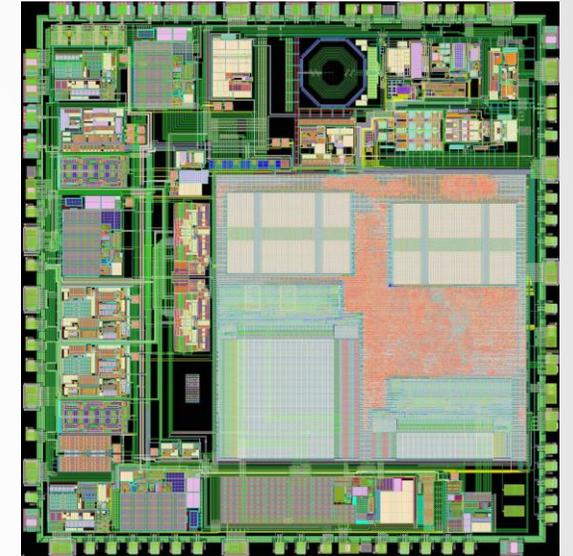
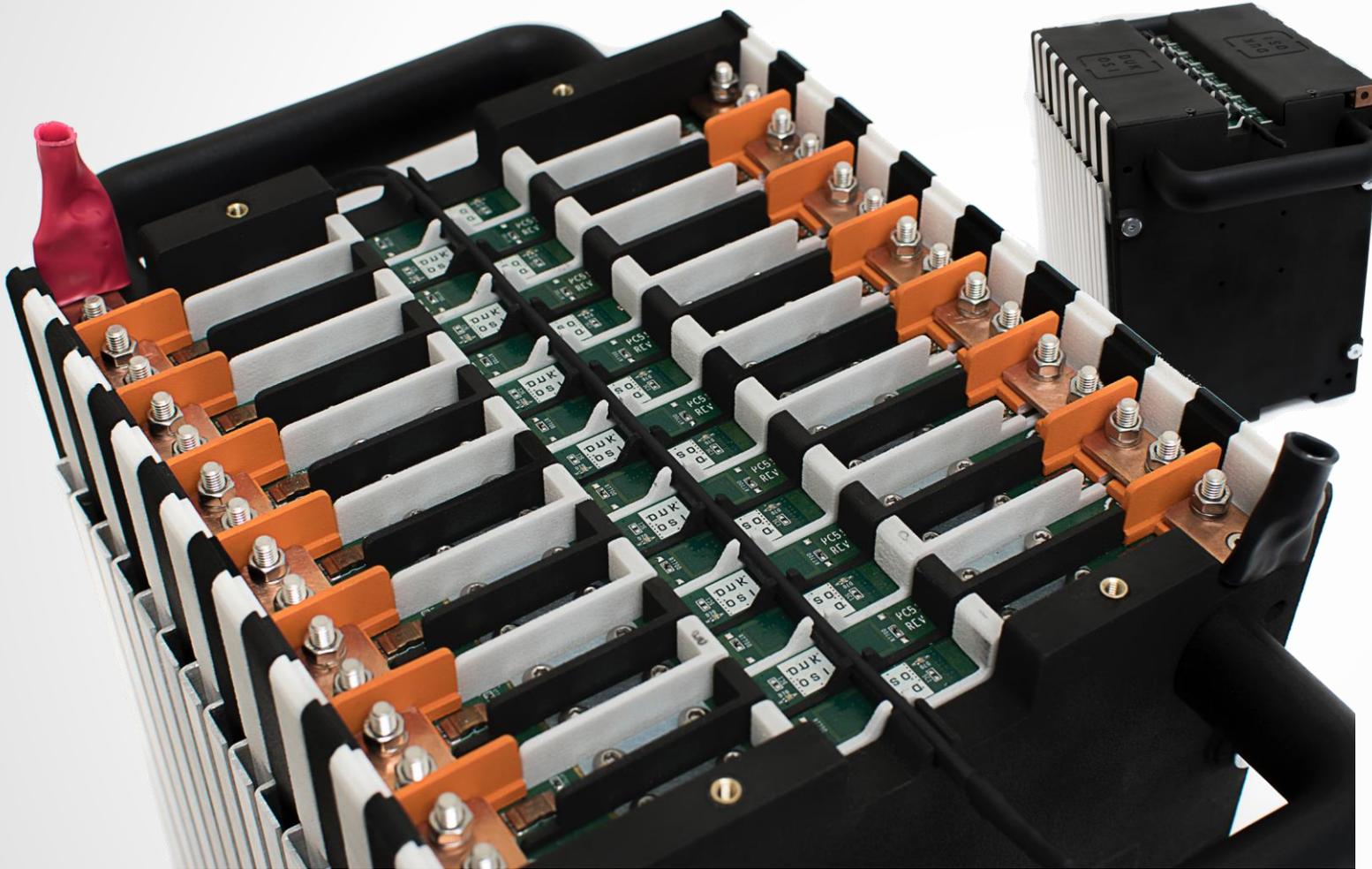


...issues with battery pack management





Dukosi: disruptive, patented chip/NFC wireless, and...



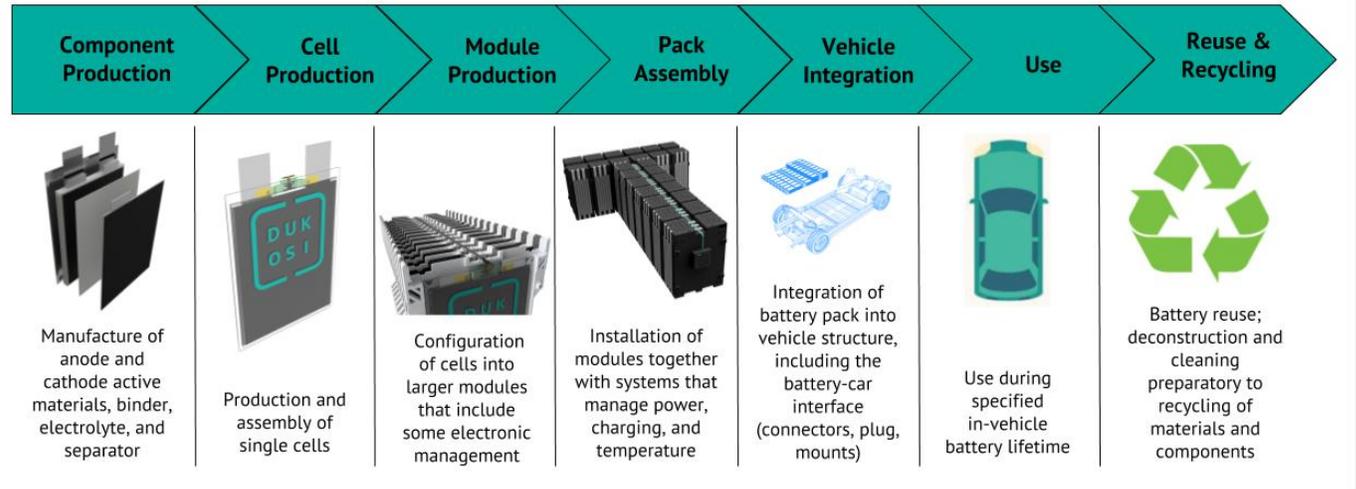
3.5mm

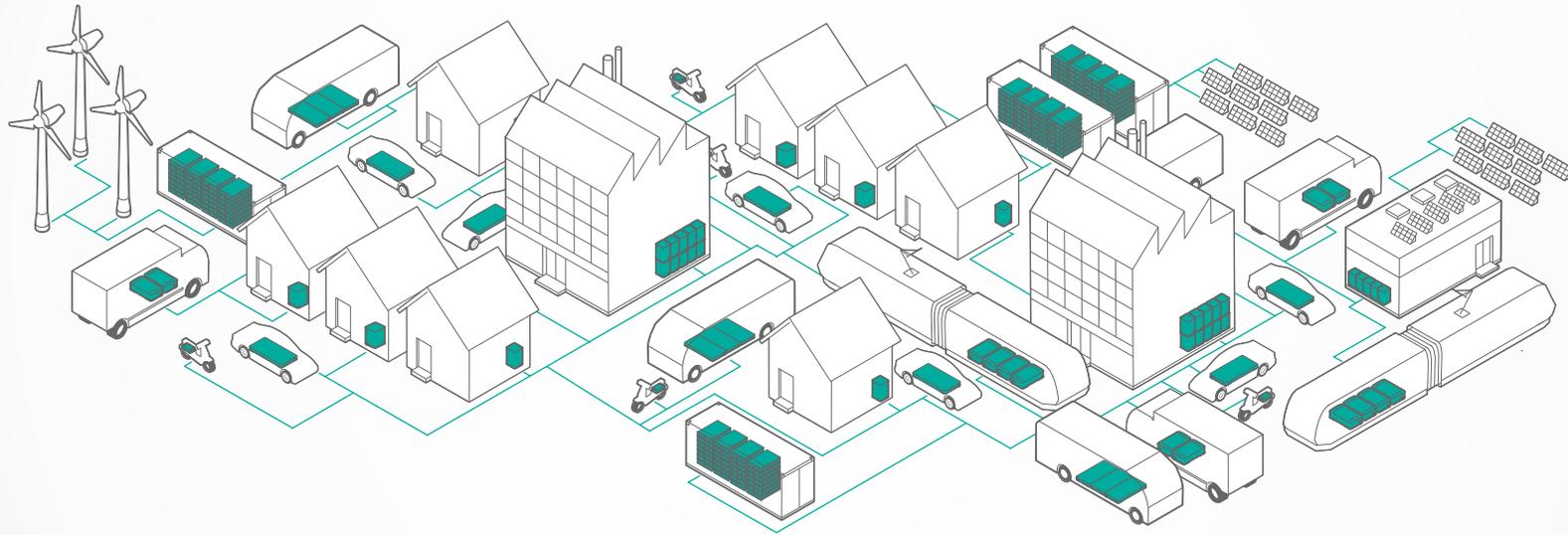


Dukosi 48V 20Ah A123 Li-FePO4 module - 15S1P - final pre-ASIC board configuration



...software/data - value from manufacture to end of life





Intelligent cells; better batteries

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Presenting Company



MARTIJN LOPES CARDOZO
CEO, Black Bear Carbon



GLOBAL CLEANTECH FORUM EUROPE

May 16, 2018
Martijn Lopes Cardozo

WASTE TIRE PROBLEM



PRODUCTION IS VERY POLLUTING



BRINGING THE CIRCULAR ECONOMY TO TIRES



CARBON BLACK



TIRES



WASTE
TIRES

CIRCULAR ECONOMY

**CO₂ SAVINGS WORTH
1 MILLION TREES**



WHY BLACK BEAR?



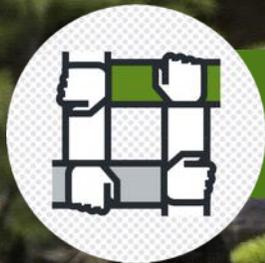
3 REASONS WHY YOU SHOULD INVEST



1. MEGATREND, yet untapped



2. Proven, scalable and attractive



3. World class team

CIRCULAR ECONOMY: MEGATREND YET UNTAPPED



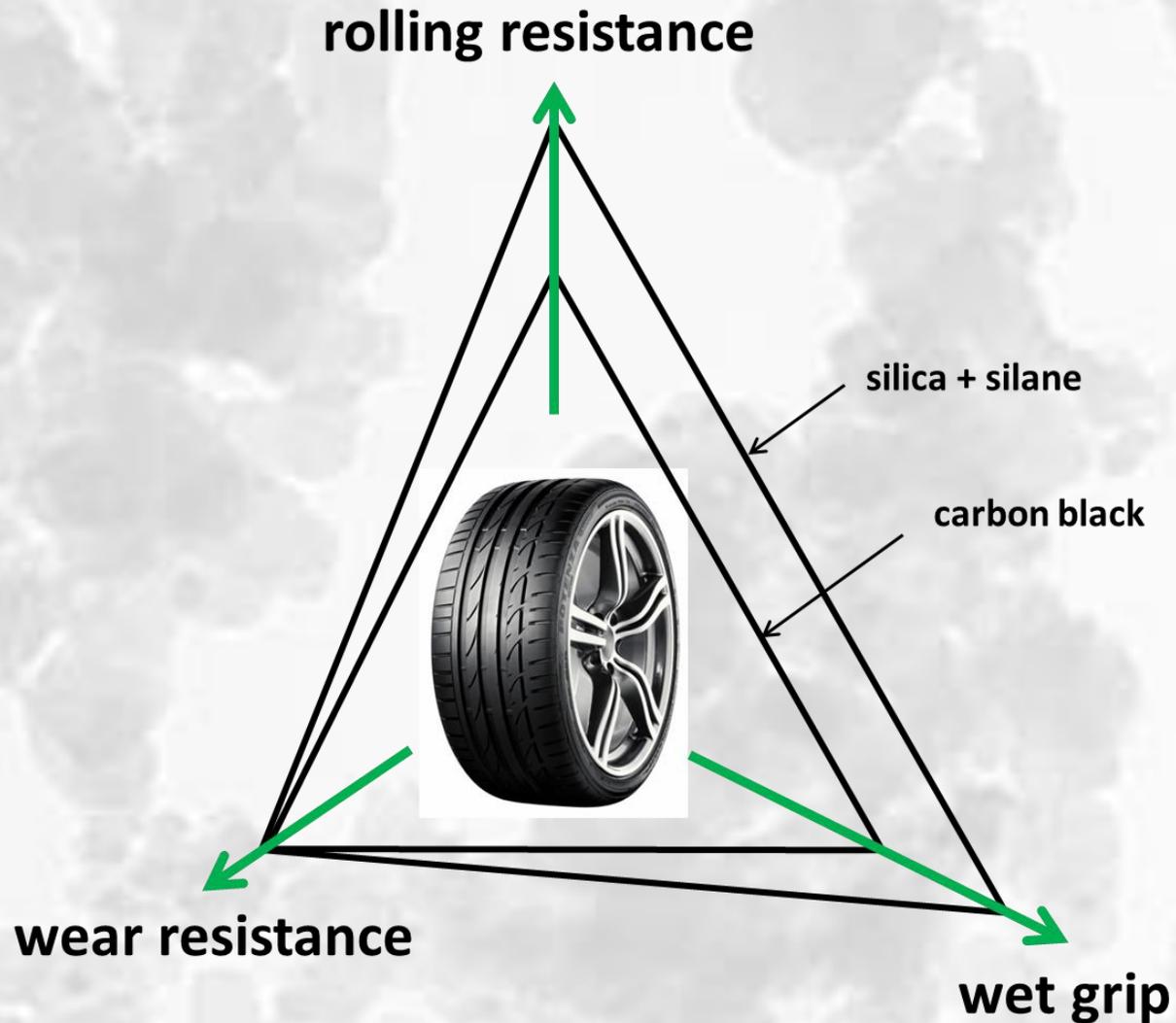
BUSINESS MODEL IS PROVEN..



AND APPROVED BY CUSTOMERS ...

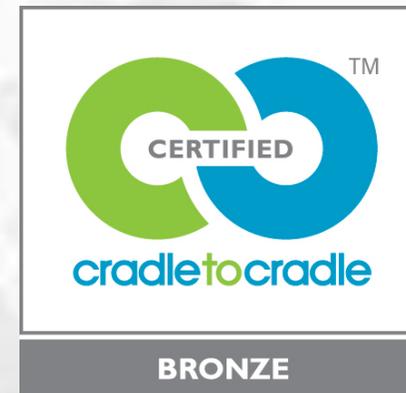


OUR CARBON BLACK IS UNIQUE IN RUBBER



++ DURABILITY

++ ROLLING RESISTANCE



STRONG USP'S IN ATTRACTIVE SPECIALTY SEGMENT



GREEN AND CLEAN



STRONG COLOR



EASY HANDLING



COST EFFECTIVE



Coatings



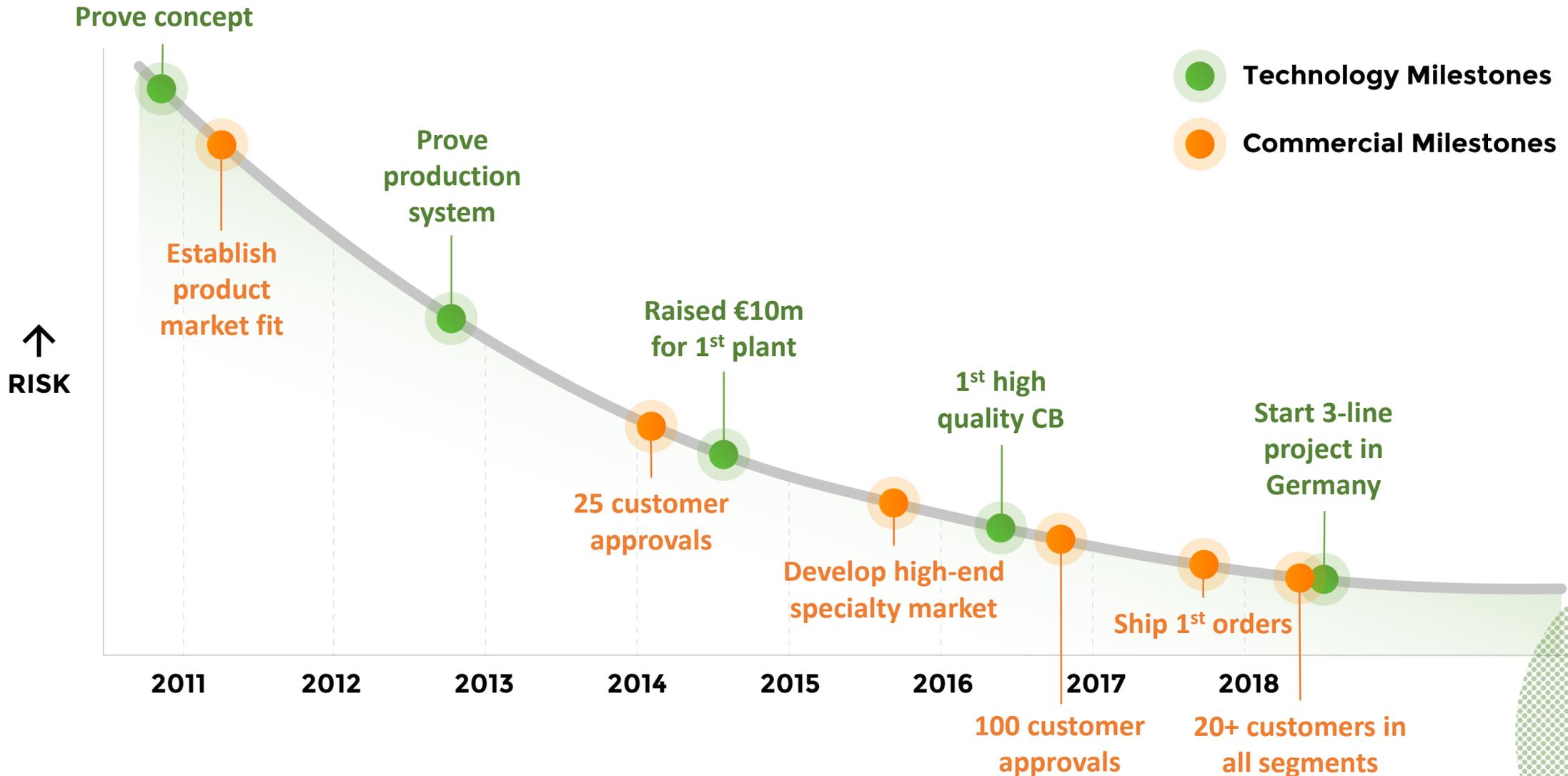
Inks



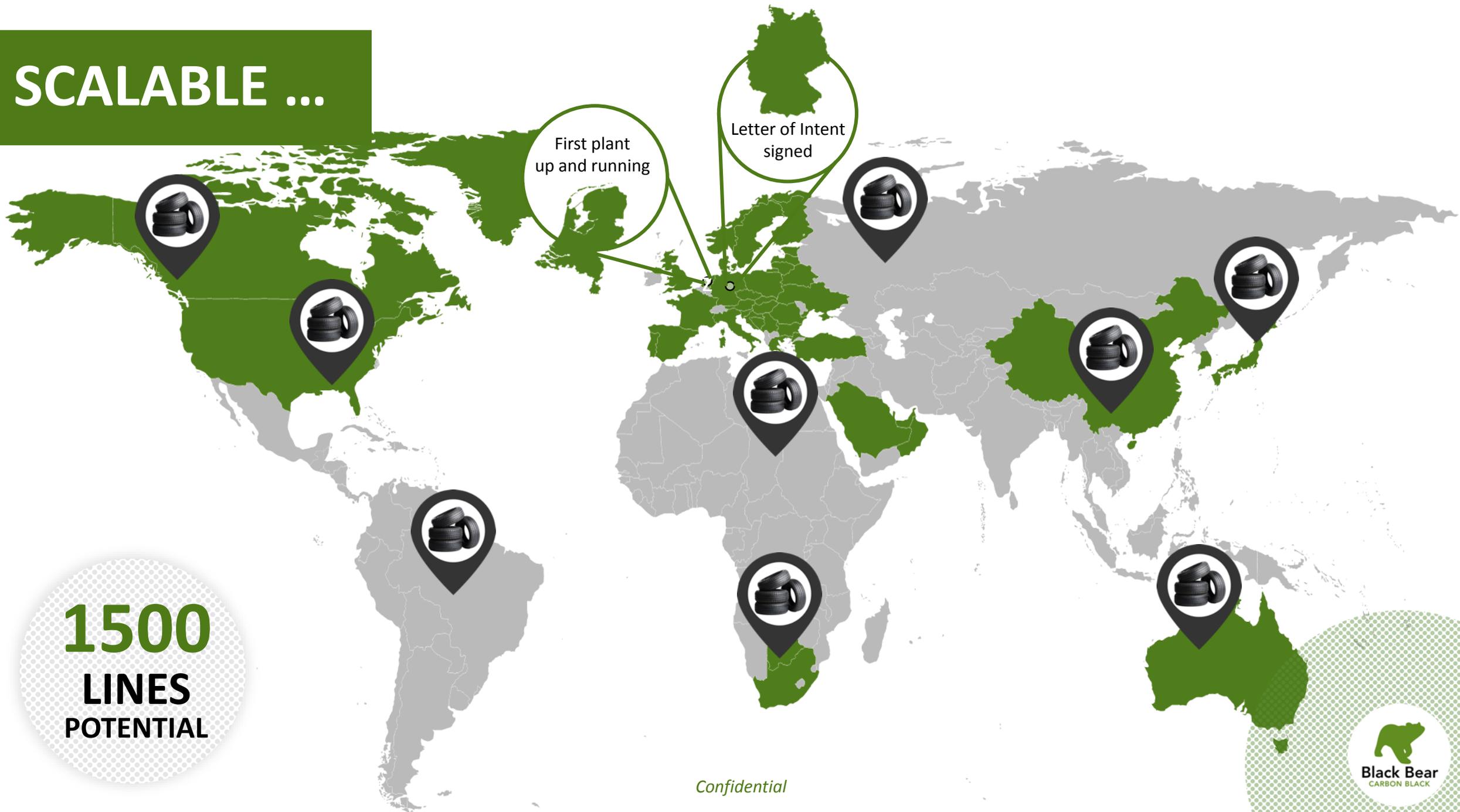
Plastics



RISK REDUCED BY ACHIEVING KEY MILESTONES



SCALABLE ...



1500
LINES
POTENTIAL

Confidential



AND ATTRACTIVE WITH SOLID UNIT ECONOMICS

30M
CAPEX
Investment

INVESTMENT

9M
EBITDA

OUTPUT

>25%
IRR

RESULT



WORLD CLASS TEAM READY TO MAKE IT HAPPEN



RAISING EURO 10M



Grow team



Invest in R&D



Improve manufacturing efficiency



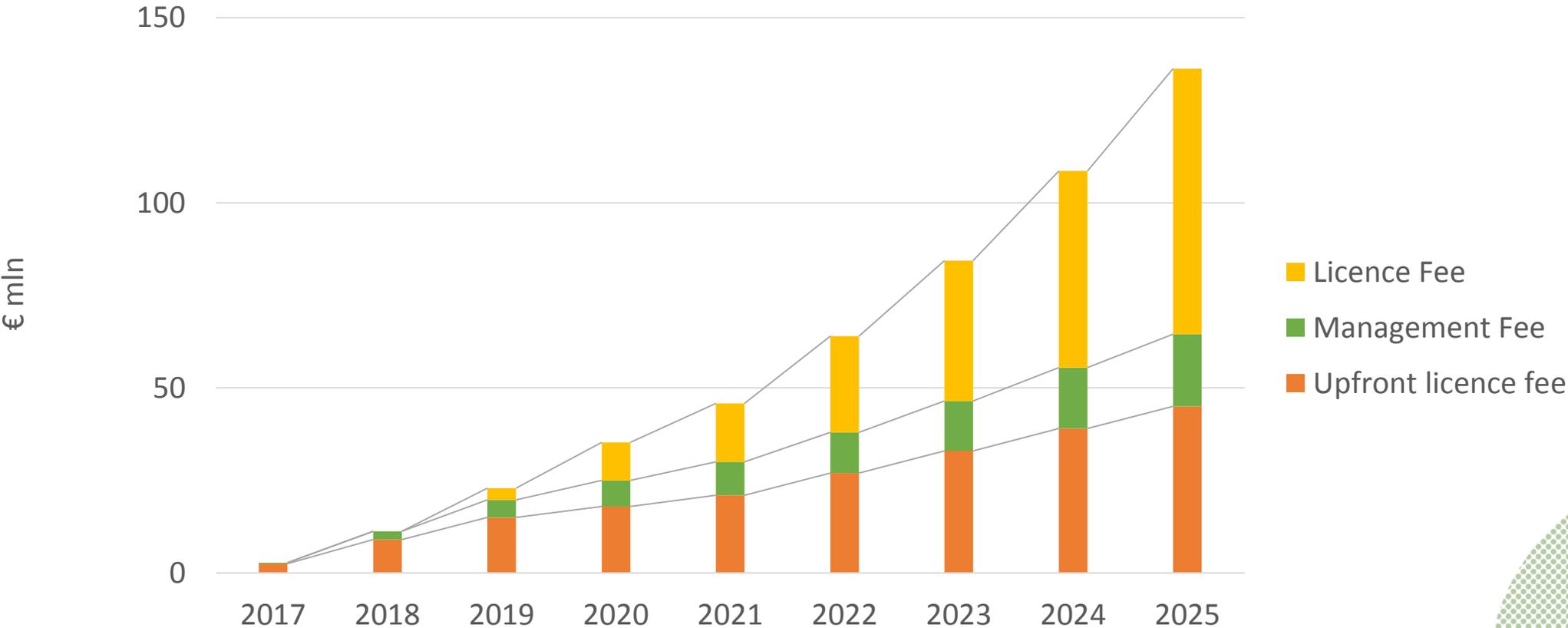


Black Bear
CARBON BLACK

@blackbearcarbon

@martijnlopes

WHICH DRIVES BLACK BEAR'S LICENCING REVENUE



BLACK BEAR AND THE SDG'S



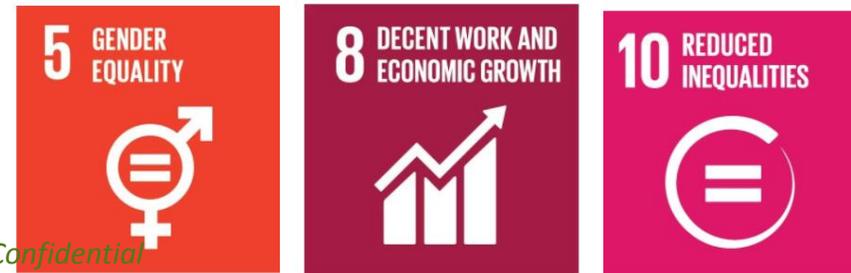
“GREEN”



“CLEAN”



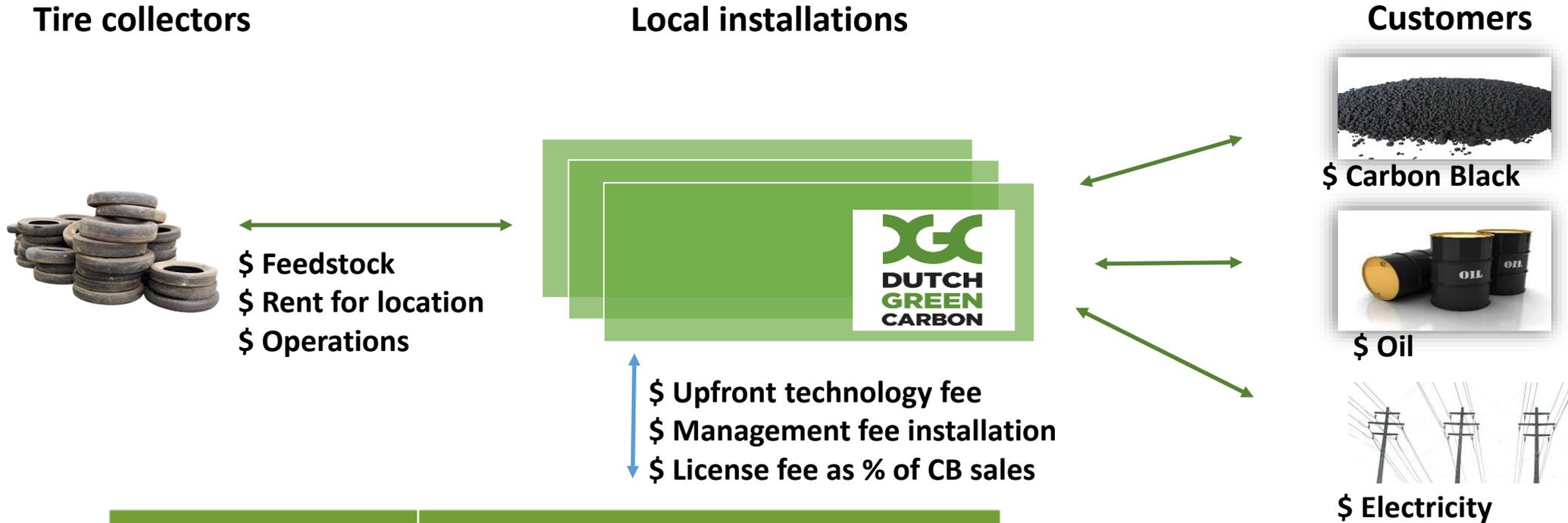
“INCLUSIVE”



Confidential



BUSINESS MODEL ALIGNS INTERESTS FOR ALL



Black Bear
CARBON BLACK

- Technology & IP
- Plant construction management
- Carbon Black Marketing and sales
- R&D and product development



WE ARE THROWING AWAY THE RESOURCES OF TOMORROW



LINEAR ECONOMY





martijn@blackbearcarbon.com



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SEBASTIEN DEPREZ
Co-Founder, Qweriu



Cleantech Forum Europe 2018

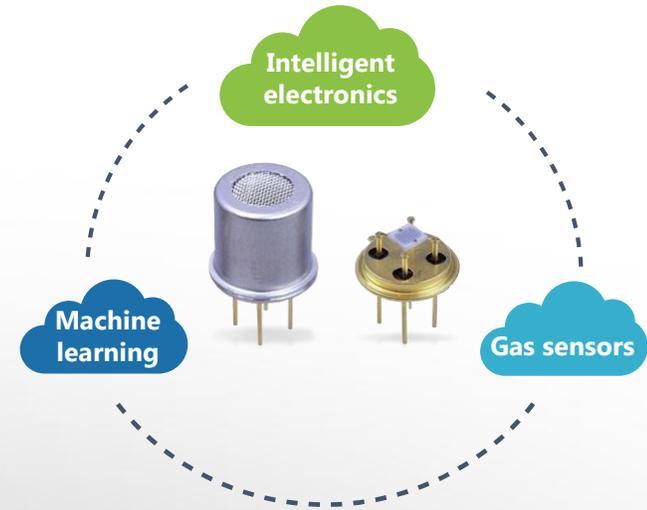
Sebastien Deprez
CEO Qweriu

iNose base technology



The **iNose**, the first **AI driven gas detector**

Artificial intelligent means the **sensors** can be **trained** to detect odors or gases for the customers' application

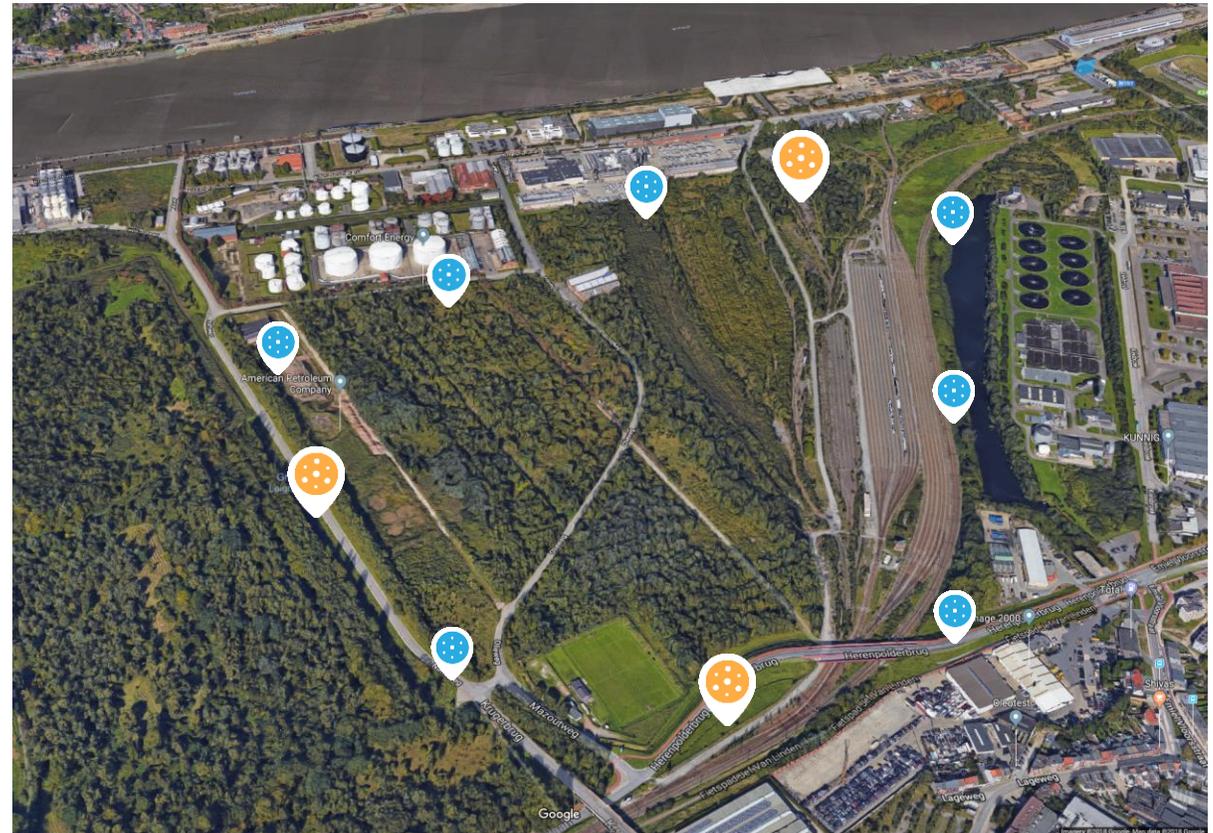
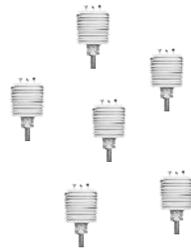


How to use our AI?

How to train the iNoses?

Learn from high-end systems

The iNoses can be trained by **using high-end systems** as input to **extrapolate** with low-cost devices which creates **denser sensor networks**

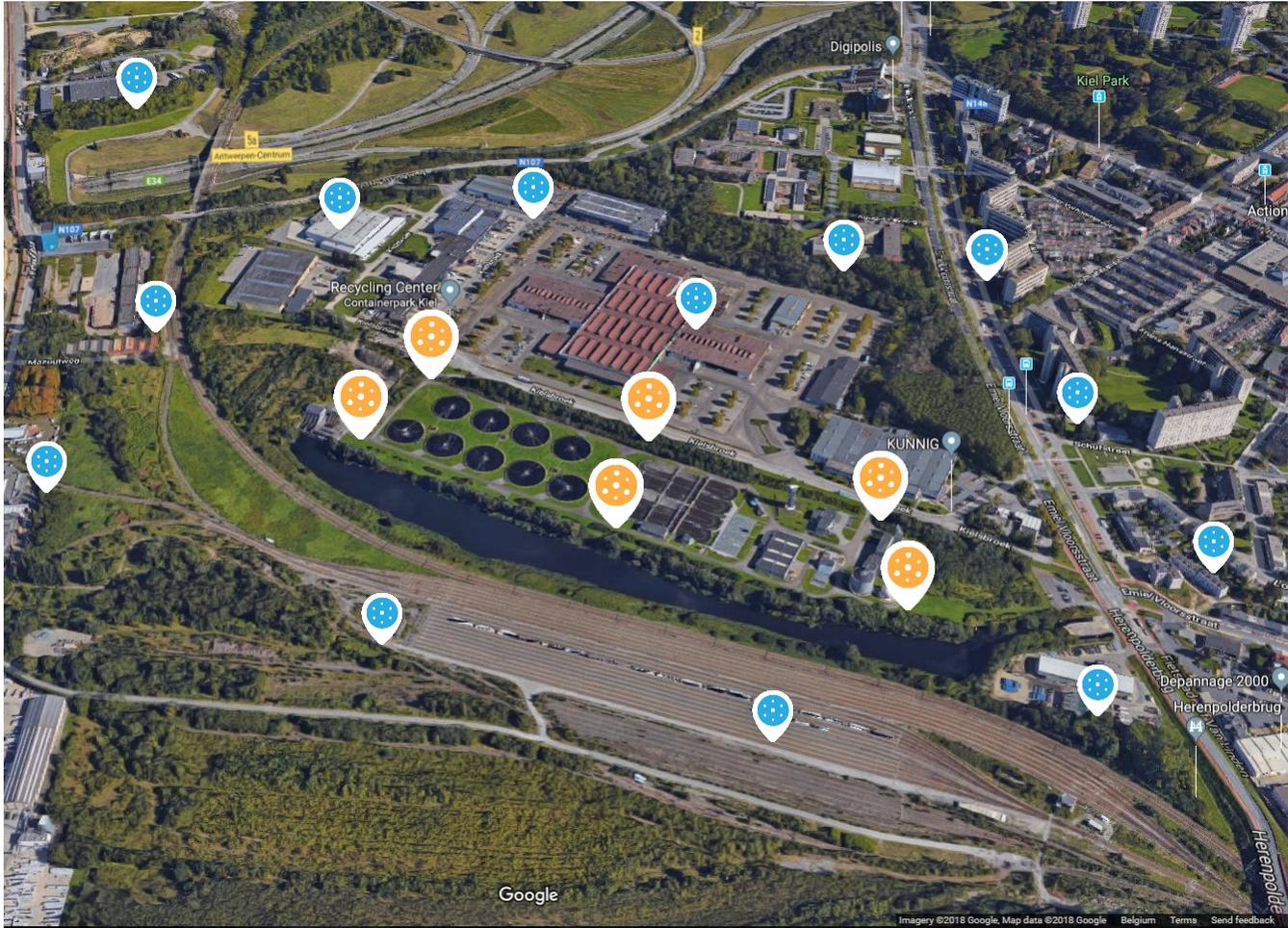


How to use our AI?

How to train the iNoses?

Learn from odor sources

The iNoses can be trained by using **sources of odor nuisances or gases** as input to **objectify** events and complaints



How to use our AI?

How to train the iNoses?

Learn by tagging

The iNoses can be trained by using **events/tags** as input.

This can be **external relevant data (sensors, user input, ...)** or your **own nose** via a **smartphone app**



Customer references

These customers make us proud

Gas detector network in the Port of Antwerp



Detects, identify and quantify (ppm) various gas types and informs users on calamities via an online platform

Soil remediation in city center for DEC



Follow-up the impact of a critical soil remediation on the environment

Scalable markets

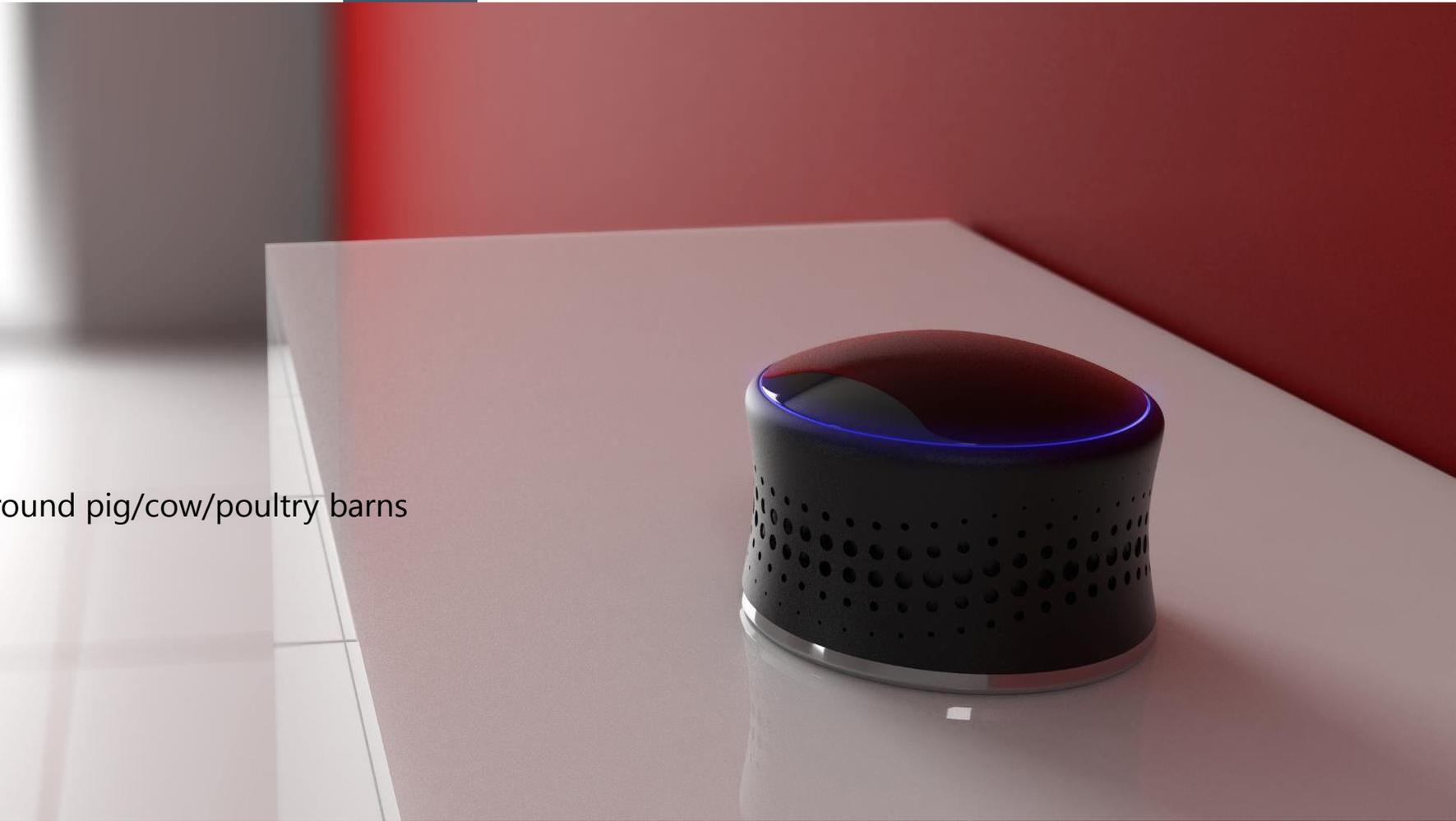
What's our target market?

Indoor

- > Offices
- > Public buildings
- > Classrooms

Outdoor

- > Soil remediation
- > Shale gas sites
- > Emission measurements in and around pig/cow/poultry barns
- > Waste treatment plants
- > Chemical industry



We are looking for...

Early stage funding

Commercial partners

Test projects in scalable markets



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www.qweriu.com

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