



STEPS - The System of Thermal Energy Packed Storage

**Fast and efficient journey toward
sustainable business transformation**

INTRO

LLC Maitek Plus

- Established since 2011.
- Business automation.
- Software and hardware producer.



PROBLEMS

- 1 Ineffective heat production.
- 2 The lack of quick response to heat consumption needs.
- 3 Solutions on the market are narrowly focused.
- 4 Human factor affects the regulation of both generation and heat supply.



SOLUTION

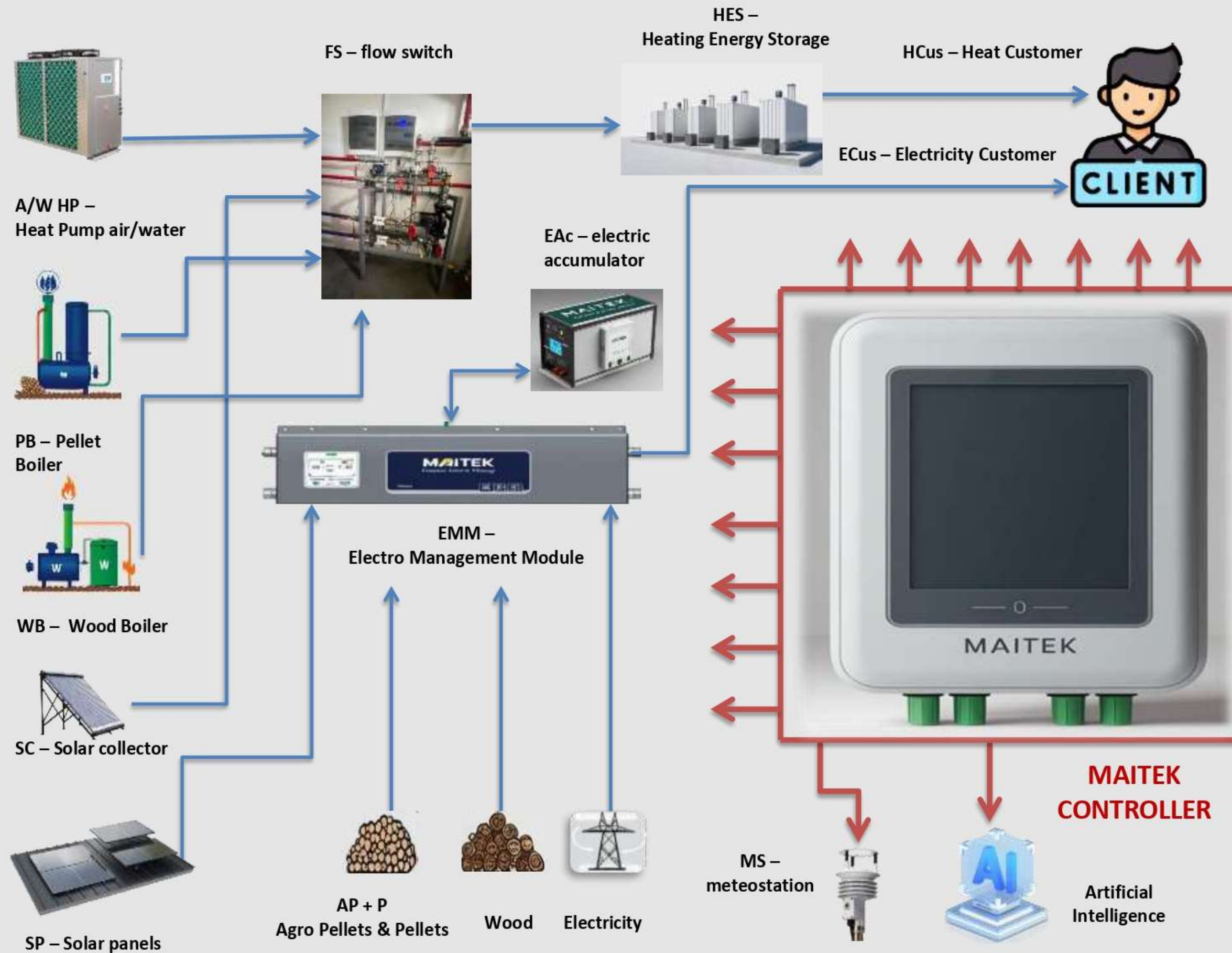


- 1 Heat accumulation is integrated between the generation and consumption processes.
- 2 Maximum heat generation efficiency ensured by independence from heat consumption
- 3 The heat accumulator removes peak loads of heat consumption.
- 4 The raw materials for heat generation are diversified.
- 5 The heat accumulator has a large capacity. It is eco-friendly and budget-friendly.
- 6 The algorithms use weather forecasts.

OUR SYSTEM

STEPS ensures complete energy independence by integrating and managing multiple energy sources. It achieves fuel diversification through the use of three types of fuel: pellets, wood, and electricity.

STEPS optimizes energy production and storage to provide reliable heating and power while maximizing efficiency and sustainability.



UNIQUE VALUE PROPOSITION



1. UNIQUE CONSTRUCTION OF HEAT ACCUMULATOR.
2. FORECASTING AND AI INTEGRATION (WEATHER, HEAT CONSUMPTION, PRICE).
3. INTEGRATION OF DIFFERENT TYPES OF HEAT GENERATION.
4. UNIQUE ALGORITHMS FOR MANAGEMENT OF OPERATIONAL PROCESSES IN THE SYSTEM.

Our technical means will be protected by patents and closed by internal software.

MARKET SIZE



The European renewable heating market, projected at €78 billion by 2026, offers strong growth in key regions:

1

Alps, Nordics, and Central Europe

Ski resorts and wellness centers drive €15 billion in annual heating demand.

2

Baltic and Eastern Europe

Rural eco-tourism contributes €6 billion.

3

EU Incentives

Over €10 billion annually supports renewables in Poland, Czechia, and Italy.

MARKET SIZE (2024)

70B

TAM

Thermal heating savings
systems in Europe

20 B

SAM

Thermal heating savings
systems in the EU27

1,5 B

SOM

Thermal heating savings
systems in Ukraine

COMPETITION

	Controllers production	Production of heat accumulators	Supply of turnkey solutions	Development of control algorithms	Integration with AI	Configuration to the needs of client
	✓	✓	✓	✓	✓	✓
Hardware and software integrators	✗	✗	✓	✓	✓	✓
Manufacturers of solid fuel boiler controllers	✗	✗	✗	✓	✗	✗
Manufacturers of heat automation devices	✗	✗	✓	✗	✗	✗
Control software developers	✗	✗	✓	✓	✓	✓



BUSINESS MODEL

Target auditory of the STEPS: SMEs in manufacturing, residential complexes, hotels, SPAs, resorts, agro and farms.

Revenue - direct sales, subscriptions for support, and technology licensing.

Sales channels - direct sale, exhibitions, and distributor partnerships.

Key partners - suppliers, installation companies, design bureaus.

ROADMAP

1. Assessment & Customization (1–2 weeks)

The client's heating needs are analyzed, and the STEPS system is customized to fit their property's specific requirements

2. Installation (2–3 weeks)

The solid fuel boiler, heat pump, and thermal battery are installed. The system is integrated and tested to ensure seamless operation.

3. Optimization (1 month)

AI algorithms adapt to the client's usage patterns and local weather conditions for maximum efficiency.

4. Support & Long-Term Savings (Ongoing)

The client experiences immediate savings on heating costs and receives continuous expert support to ensure the system runs optimally.

IN JUST 6–8 WEEKS, THE CLIENT'S HEATING CAN BE TRANSFORMED INTO AN EFFICIENT, COST-SAVING SOLUTION WITH STEPS.



MEET THE TEAM



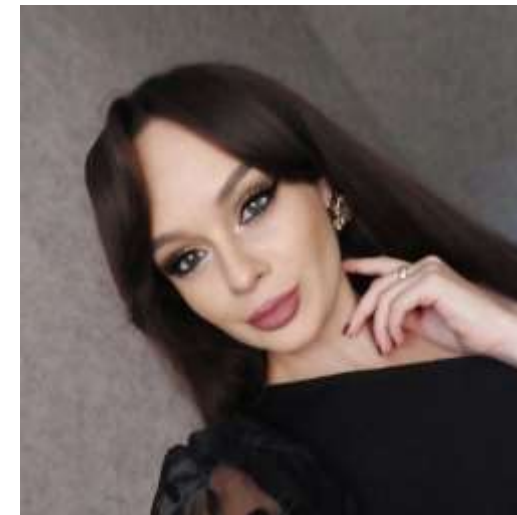
Vitaliy Storozhuk
Founder & CEO

doctor of technical sciences,
dissertation in the field of measuring
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Anna Mysachenko
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specialist in marketing strategies, 11
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Kateryna Honcharuk
*Project coordinator &
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6 years of project
coordination experience



Mykola Mysachenko
*Head of the
IT department*

10 years of experience in developing,
configuring and supporting IoT
networks

Ask

50,000 euros - the first pilot.

Partners for the implementation of pilot projects in various countries.

300,000 euros - the launch of full-fledged projects in 5 countries.

200,000 euros - technological development and upgrading of the STEPS.

100,000 - 500,000 euros - working capital for the rapid production of the STEPS.



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