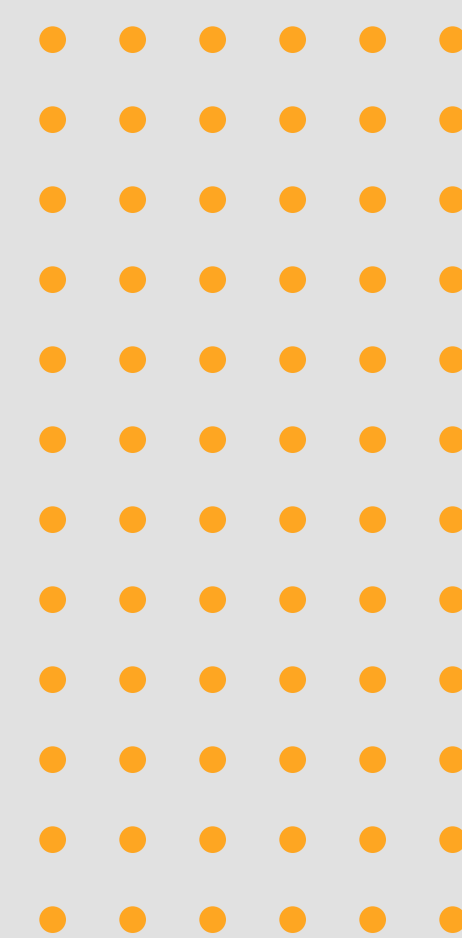
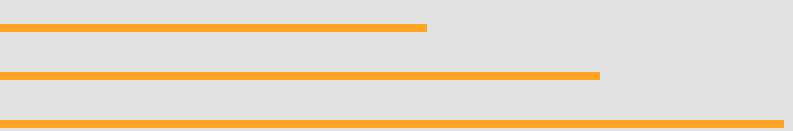




Your **smart** energy community





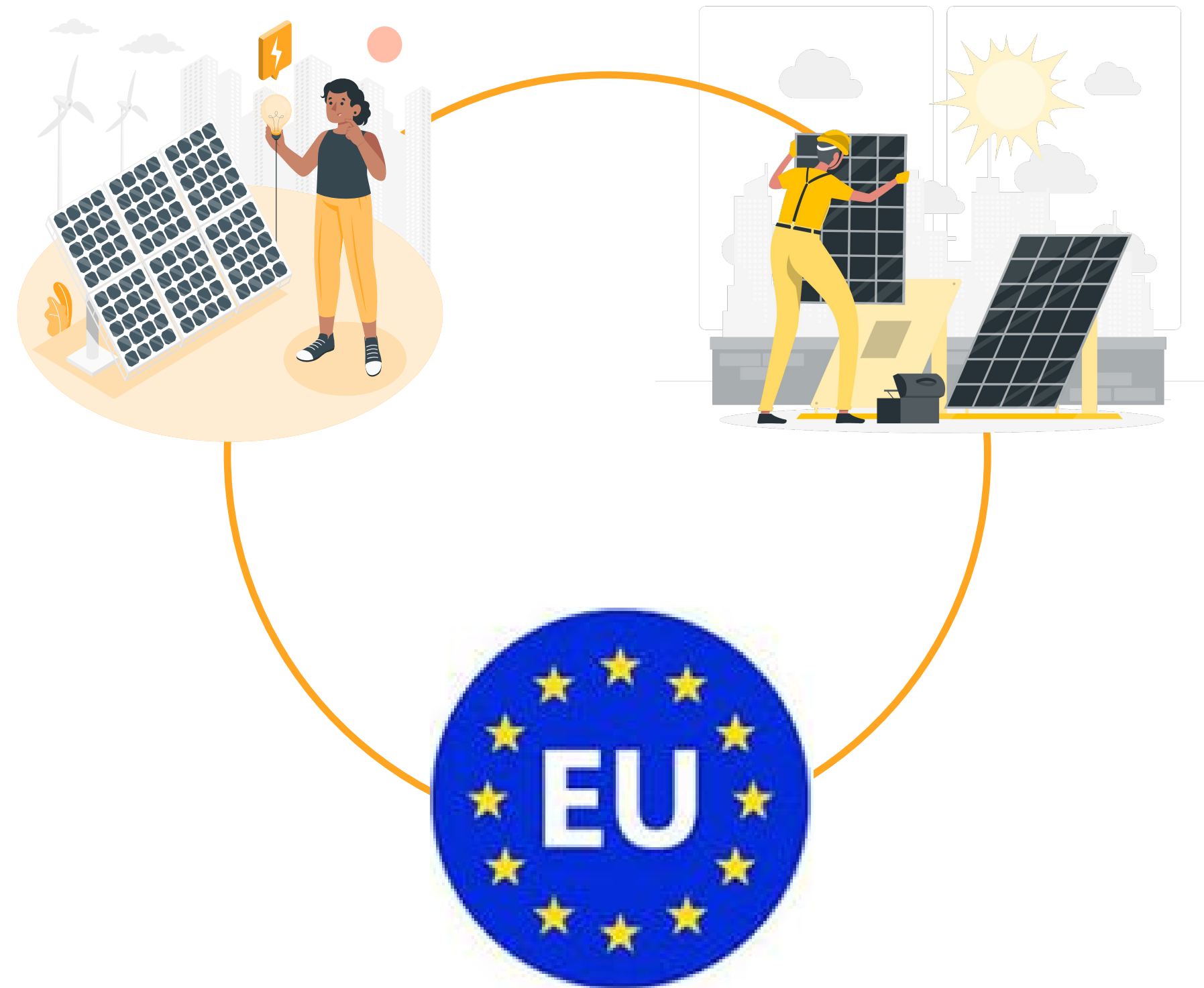
Zenit aims to revolutionize the electrical landscape by serving as the pivotal platform that unites individuals and organizations to share local renewable energy



SOCIETY WANTS TO TAKE PART IN THE ENERGY TRANSITION ...

SOCIAL DEMAND

32% of spanish citizens would like to self consume renewable energy



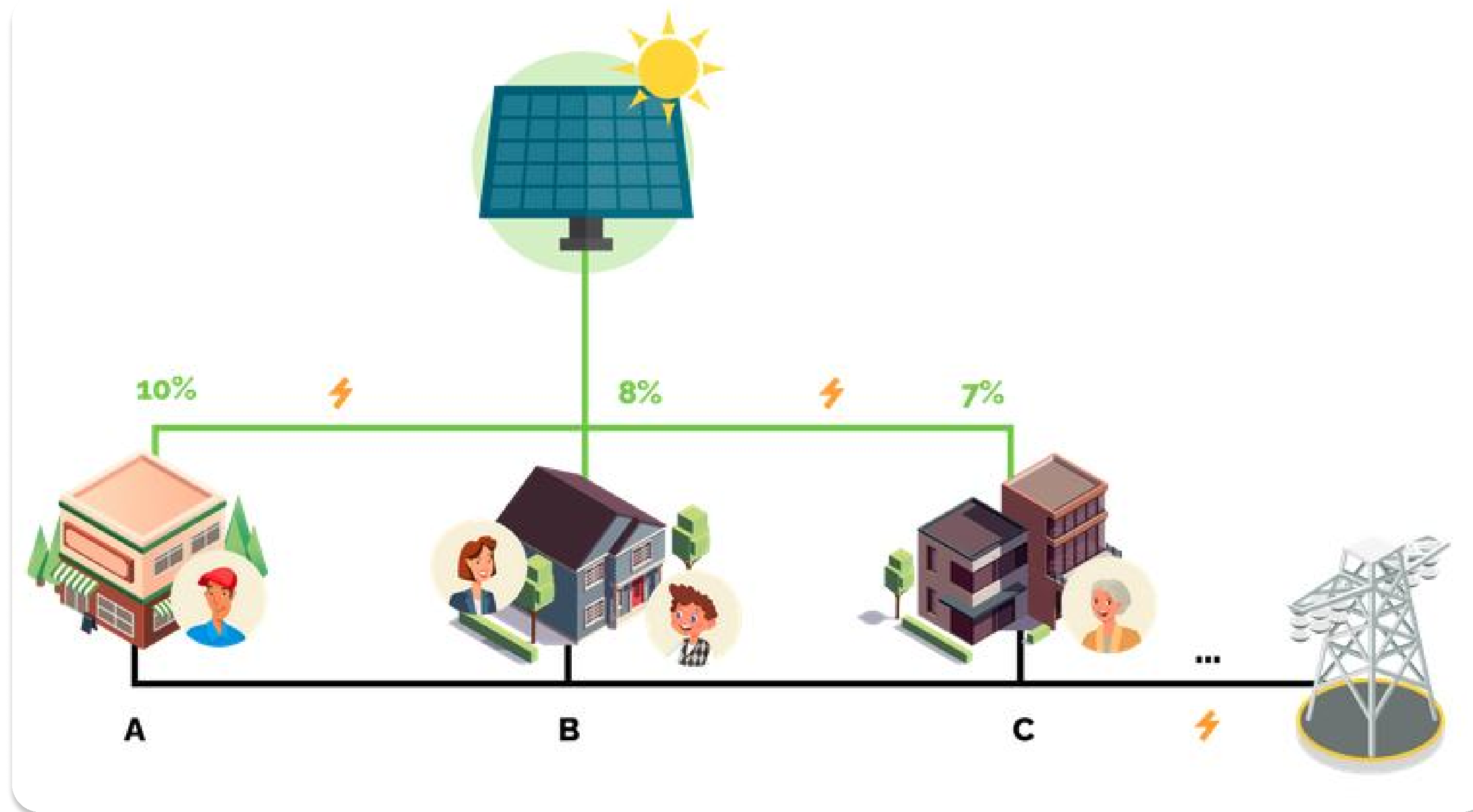
LOCAL RENEWABLE PRODUCTION

9/10 of companies foresee installing solar panels in their rooftops

EU REGULATION

The **European Comission** is pushing new regulation for Energy Communities

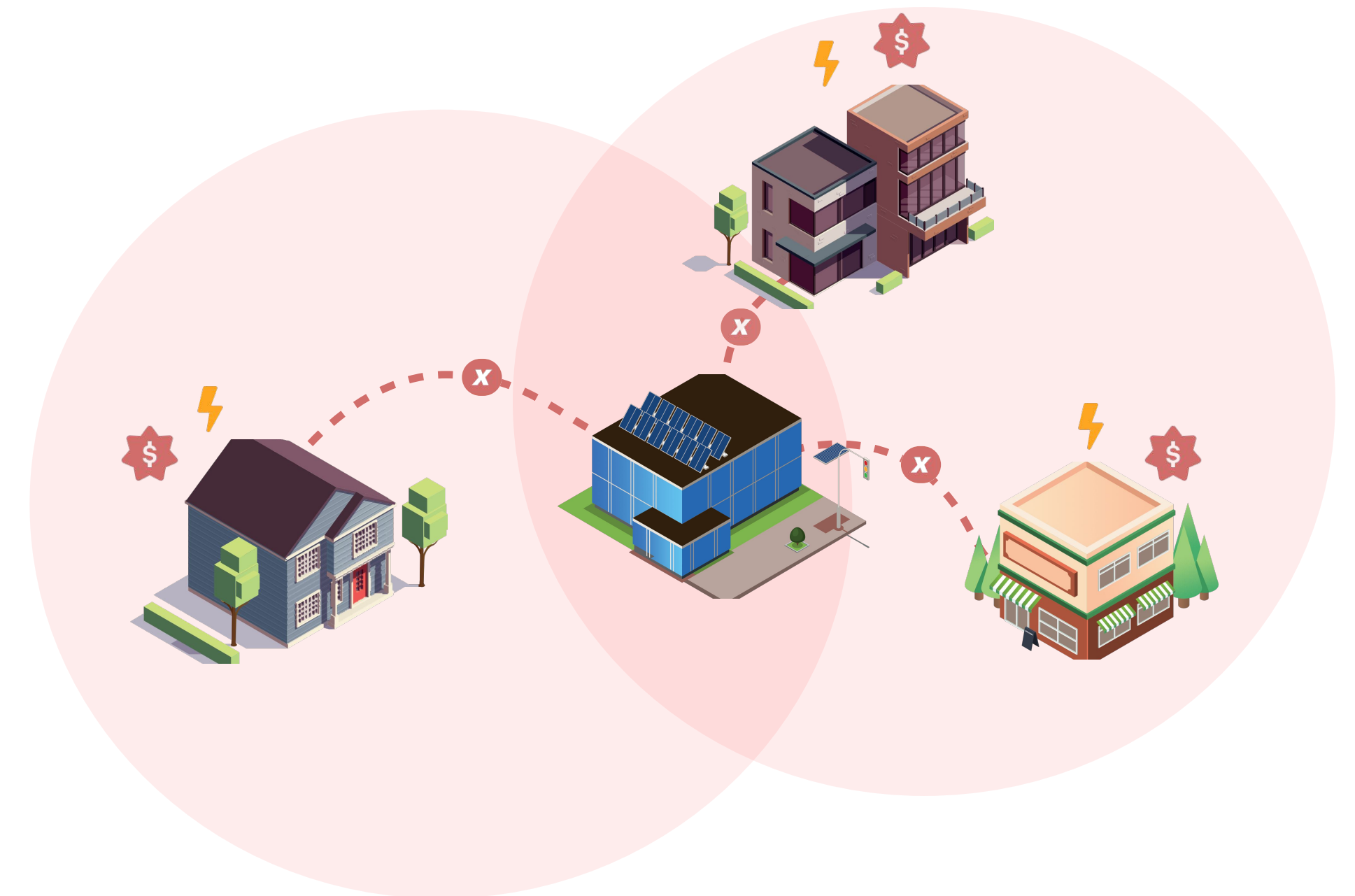
Since April 2019 in **Spain** the regulation allows participation in **shared self-consumption** of renewable energy at a maximum distance of **2 km** from the point of generation



... BUT PARTICIPATING IN SHARED SELF-CONSUMPTION PROJECTS CAN GET COMPLICATED

CHALLENGES:

- x **65%** of citizens live in apartment blocks
- x **20-50% of surplus** energy poured to the grid due to the bad energy allocation in collective self-consumption projects
- x Surplus energy is paid **2/3 lower** than what would be saved if self-consumed.
- x Lack of investment capacity and citizens in **energy poverty**



VALUE PROPOSITION

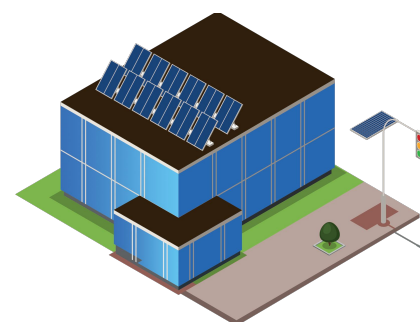
Comprehensive digital platform to **SIMPLIFY THE CREATION AND MANAGEMENT OF SHARED SELF-CONSUMPTION MODEL**

- ☀️ 100% digital ecosystem for the energy transition
- ☀️ Optimization of energy distribution
- ☀️ Doubling the value of surplus energy through shared self-consumption
- ☀️ Subscription participation model
- ☀️ Personalized advice to improve energy efficiency
- ☀️ Positive economic, social and environmental impact



100 %

Energy usage



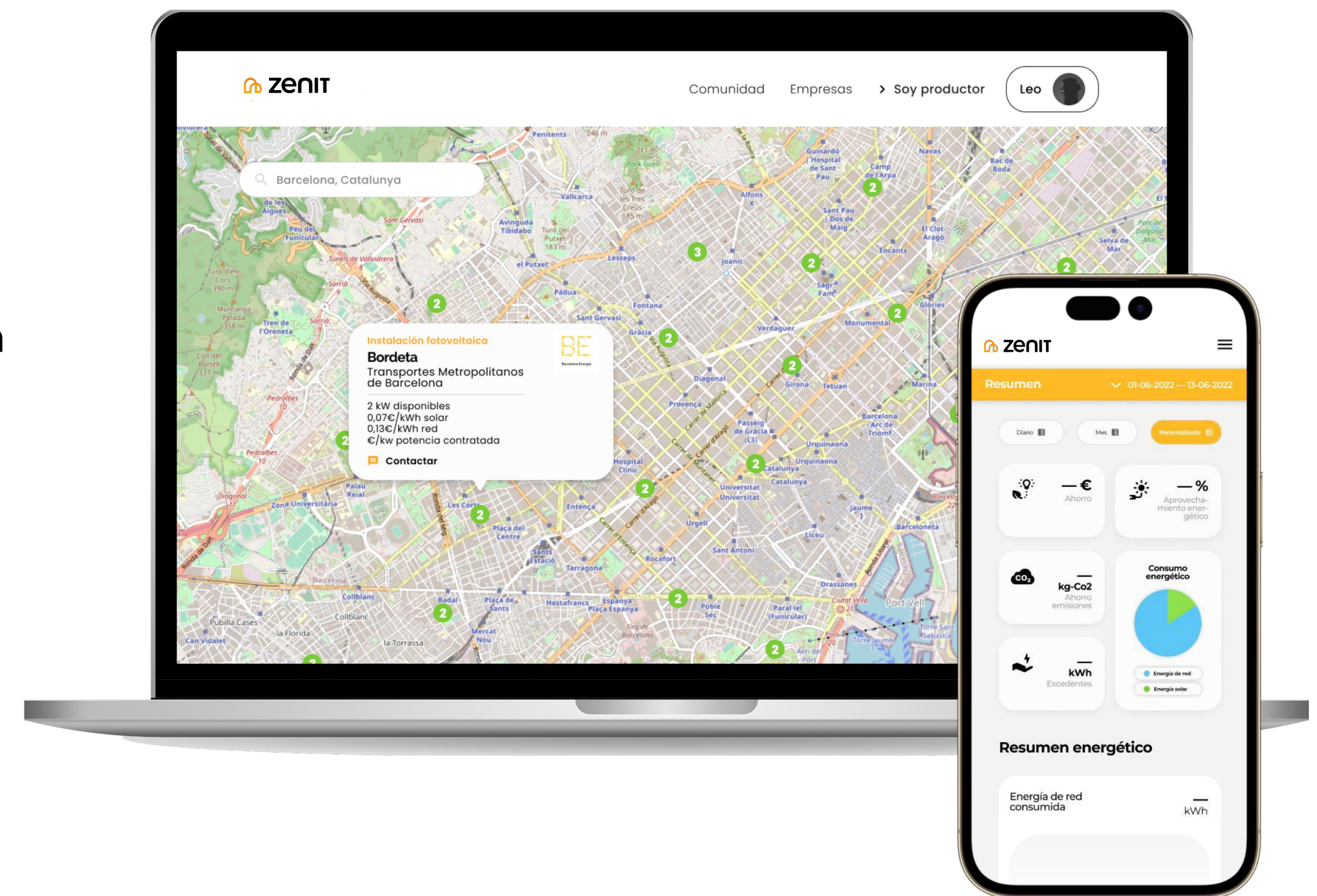
≥ 30%

ROI for the producer



≥ 20%

Savings for the consumer



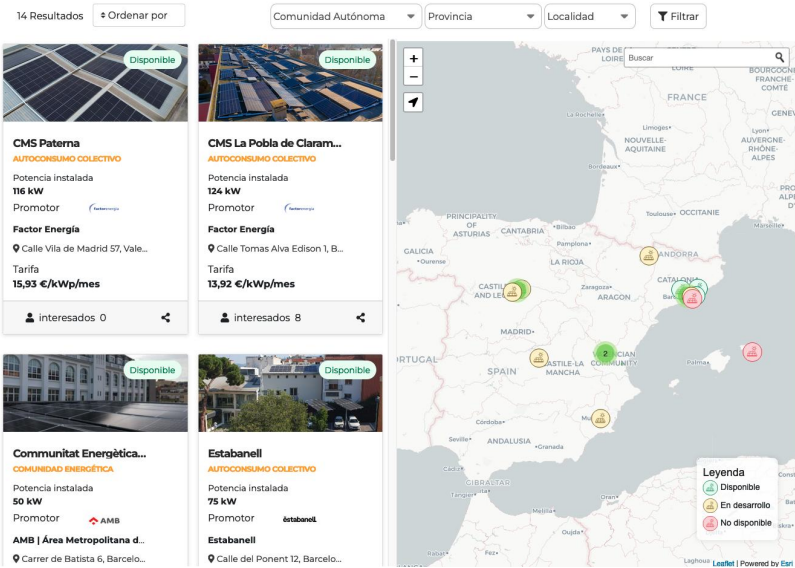
WHAT WE OFFER

SaaS Enabled Marketplace that transforms interactions among end consumers, producers, and promoters of energy communities through four key services

PROJECT SETUP

MANAGEMENT SERVICES

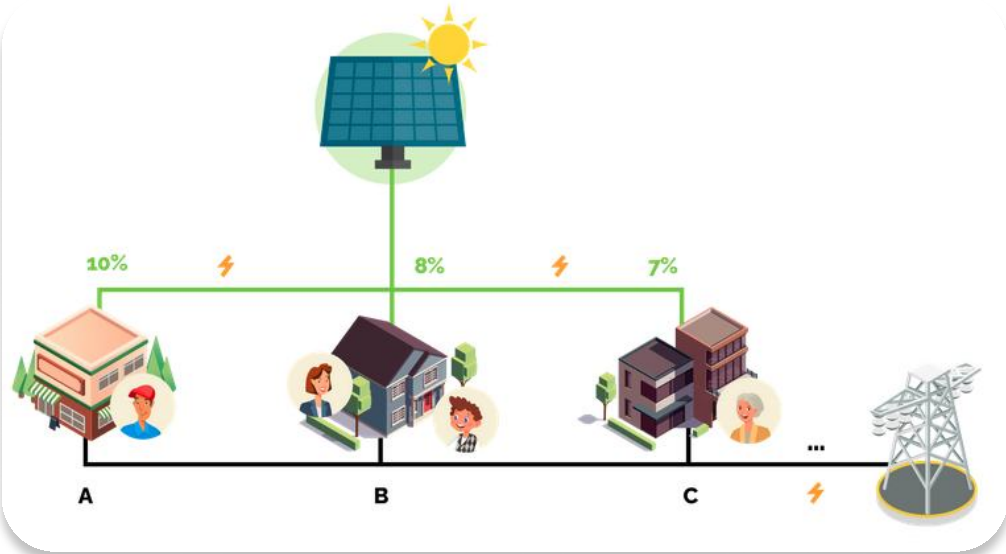
ENERGY COMMUNITY MARKETPLACE



A meeting point to represent promoters projects and register consumers applications

65 € per CUPS acquired for electricity retailers

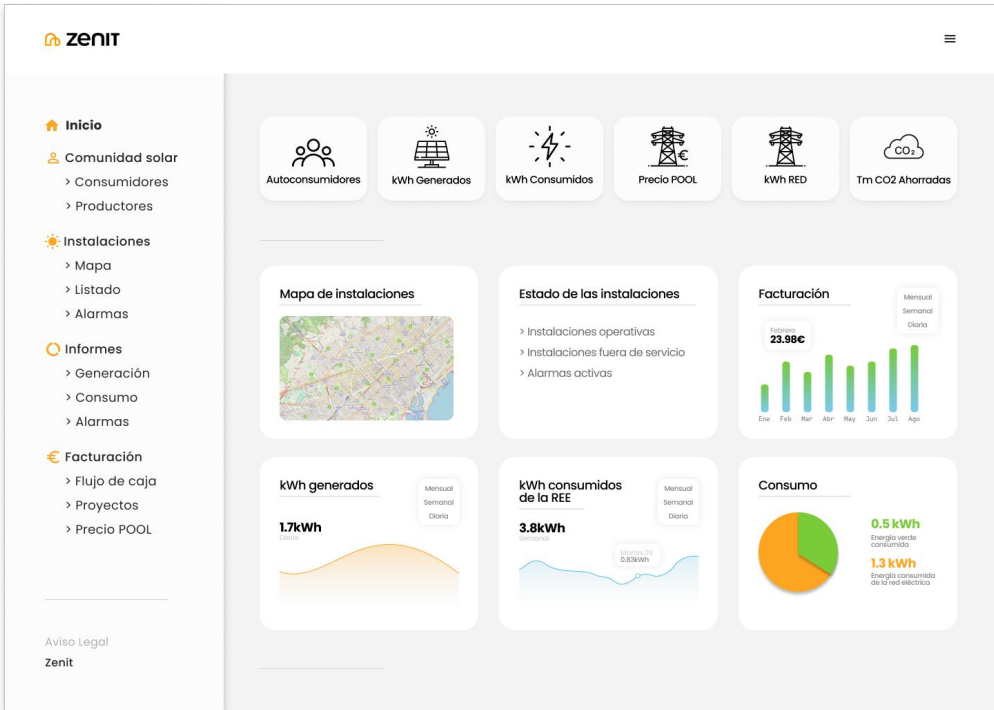
MATCH MAKER INTELLIGENT ENERGY DISTRIBUTION



Smart energy allocation algorithm

± 70 €/CUPS

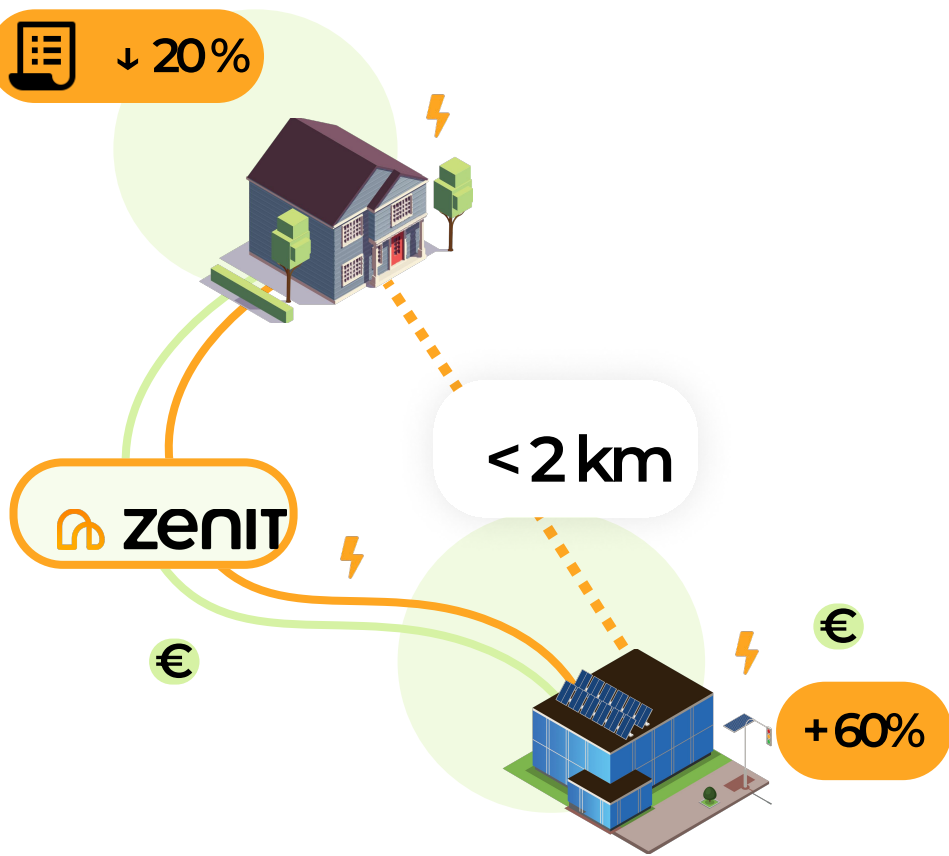
GECOEN MANAGEMENT AND MONITORIZATION SOFTWARE



Energy monitorization, billing and contract management

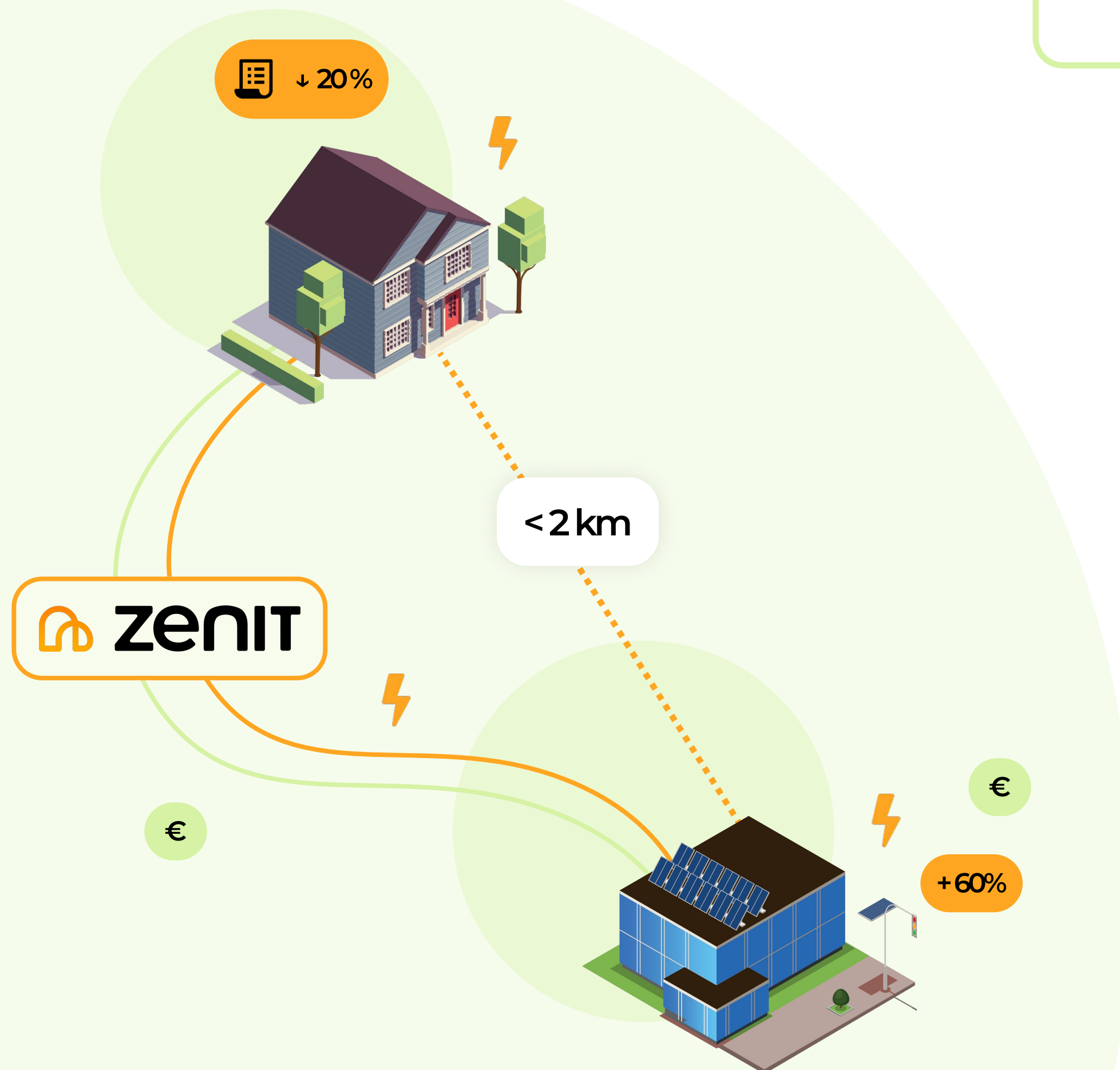
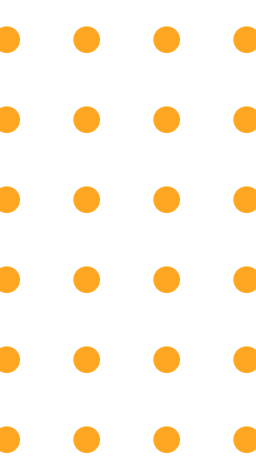
2 €/kW monthly

SUBSCRIPTION FLEXIBLE PARTICIPATION MODEL



5% transaction fee

THE SUBSCRIPTION DEAL **A FLEXIBLE PARTICIPATION MODEL**



Energy expenses
-20%

FOR CONSUMERS

Zenit offers **access to cheaper solar and local energy** consumption to citizens without the need of investing in their own installation

SUBSCRIPTION MODEL

Renewable energy producers can offer their energy in Zenit through a “plug & play” power subscription contract model and a payment gateway that facilitate transactions

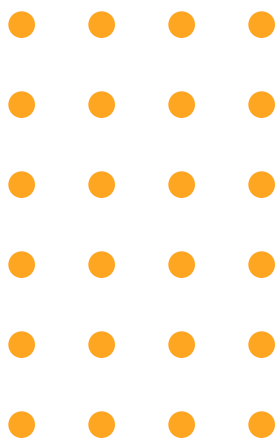
ROI
+ 60%

FOR PRODUCERS

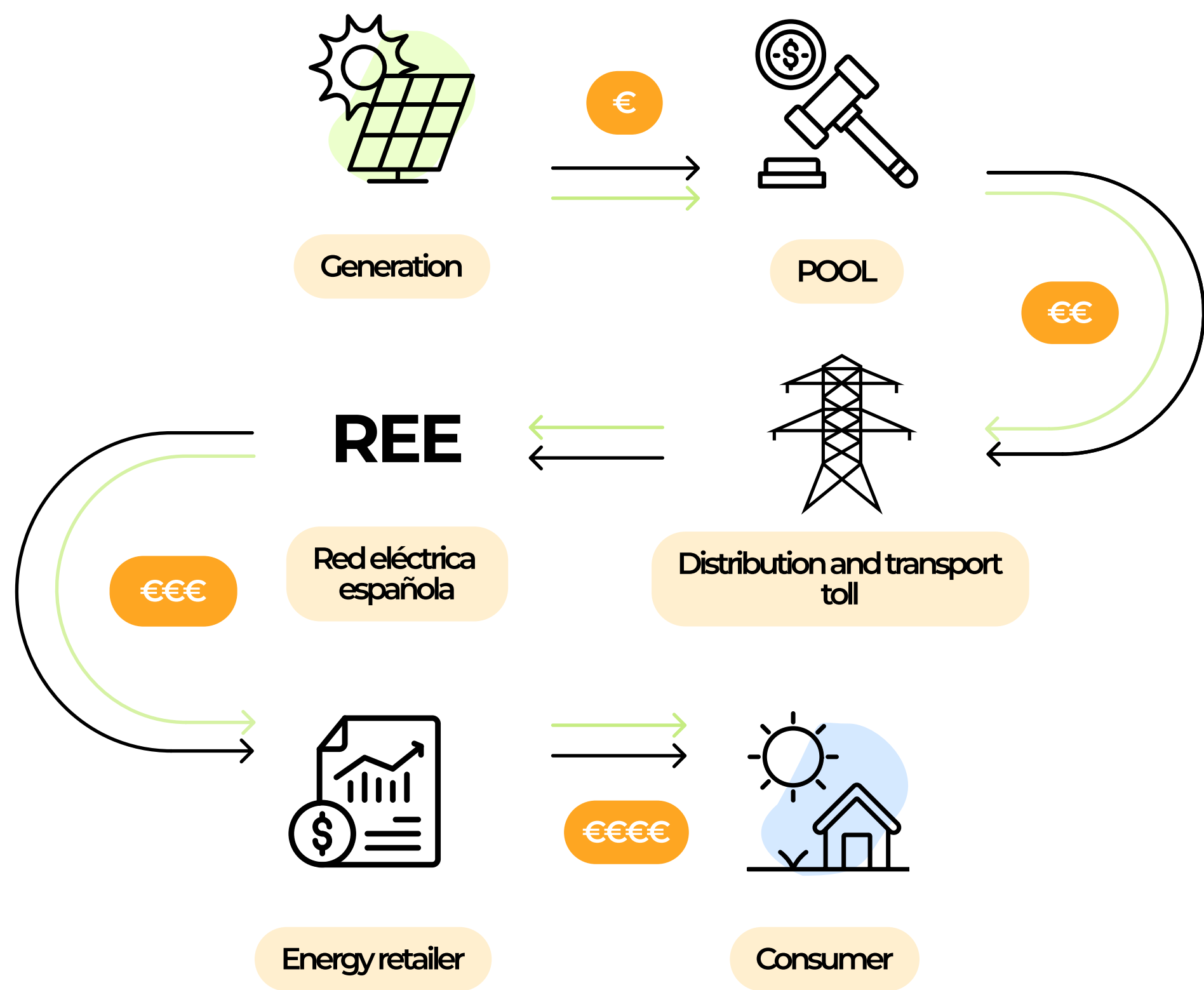
Share the **energy surpluses** of their installation instead of selling them to the grid

SHARED SELF-CONSUMPTION

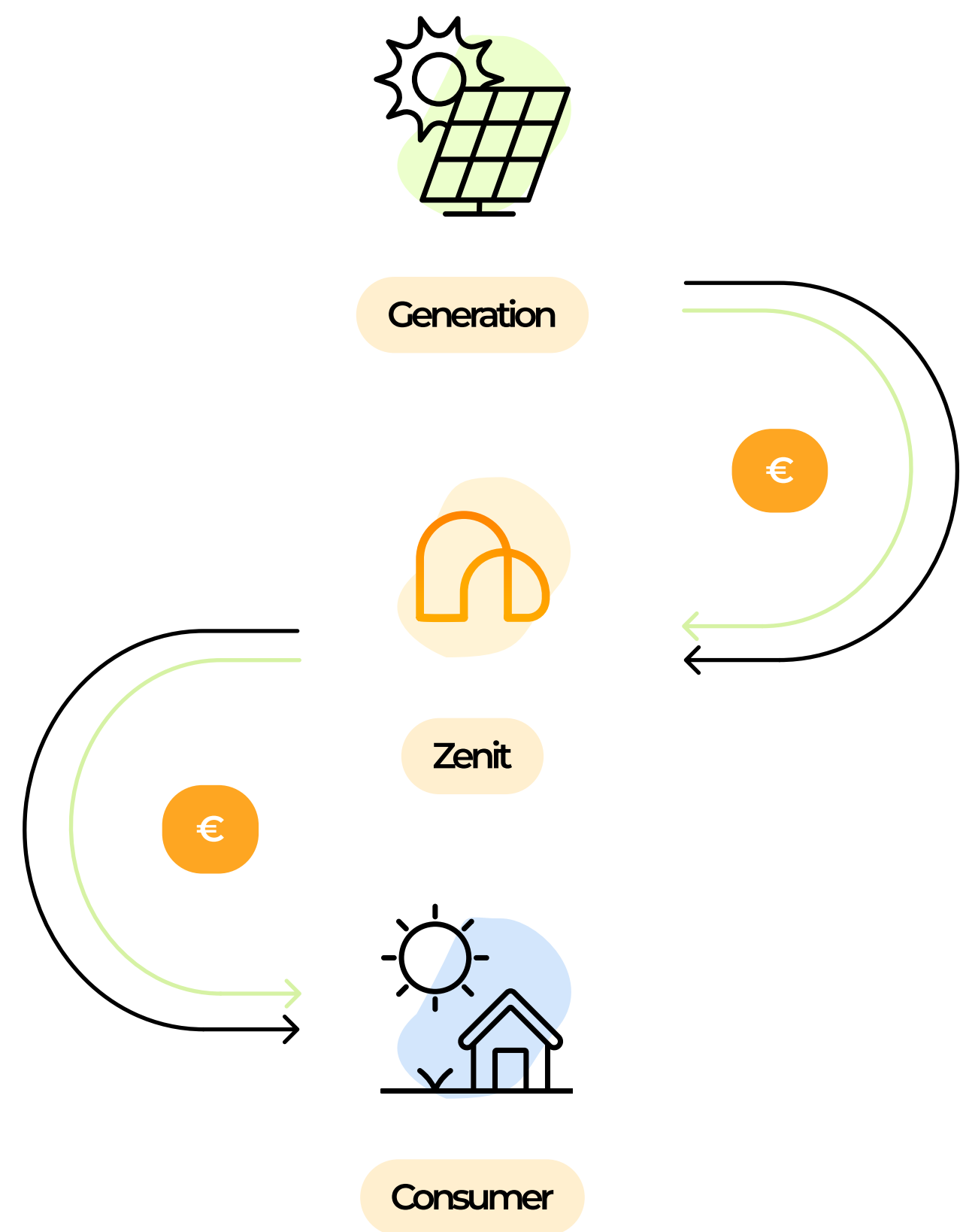
In the current market more than 40% of energy costs are due to intermediaries.
Zenit establishes a direct line between producer and consumer



Traditional electricity market



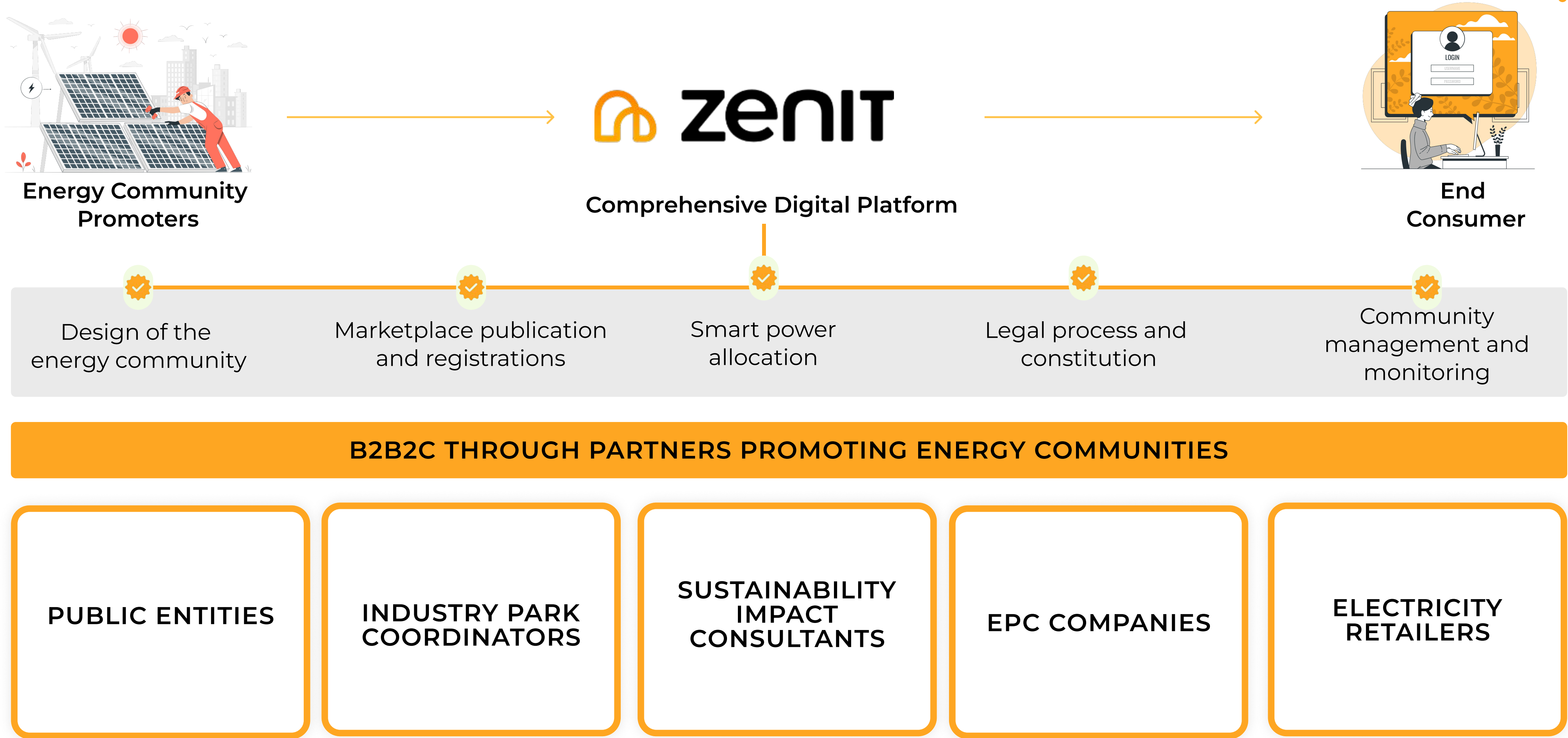
Shared self-consumption



And everything with no need of extra hardware,
just accessing the existing energy meters

GO-TO MARKET

We offer our services through a **B2B2C model** to all stakeholders involved in promoting energy communities (installers, marketers, town councils, companies...)



THE 2030 MARKET & GROWTH TREND

**Based on European rooftops PV
power potential by 2030**

TAM · Shared self-consumption
in Europe

1.091 M€

SAM

Spain, Italy,
France, Portugal
and Germany

747 M€

SOM

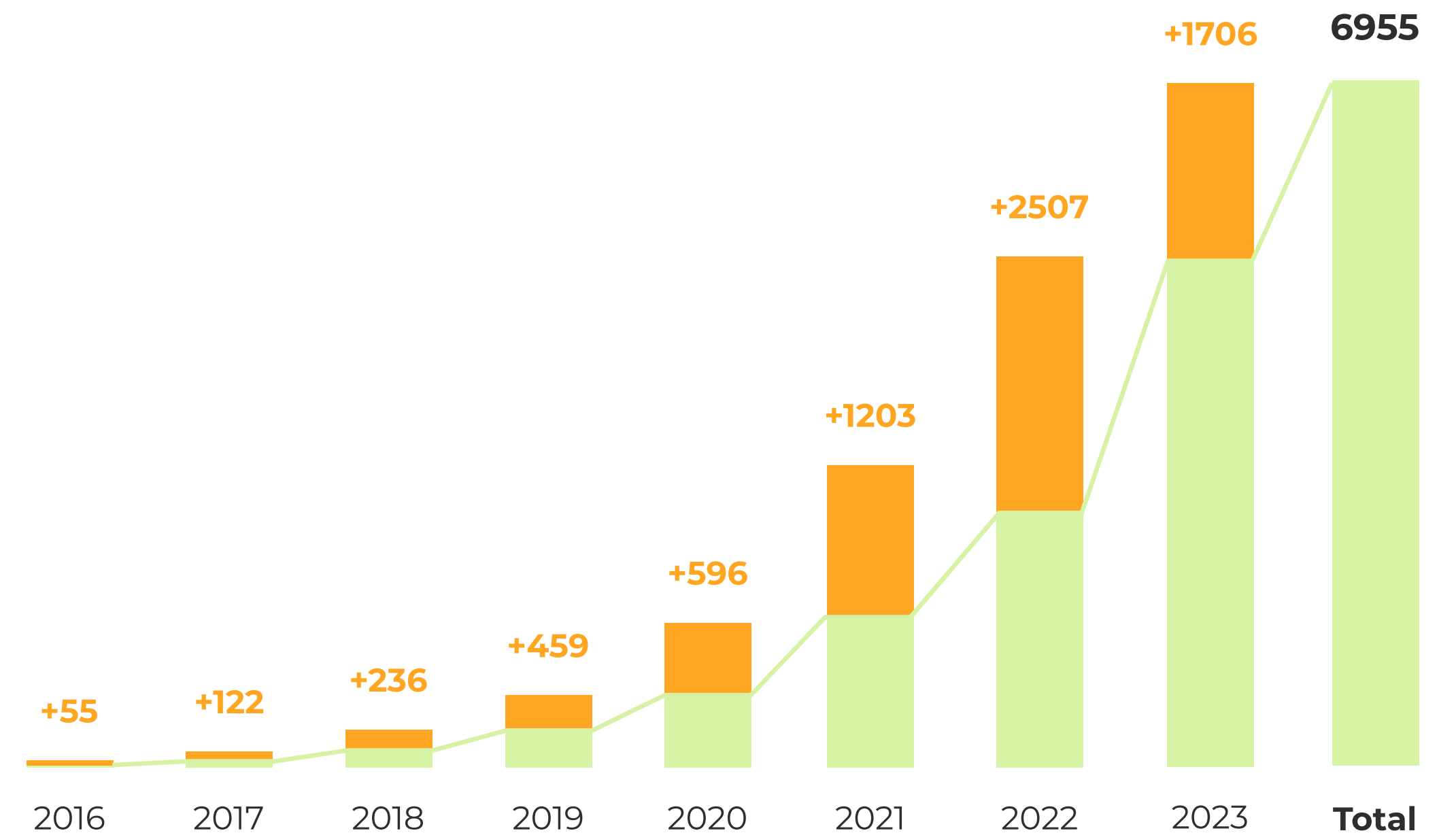
5% = 26,5 M€

managed by Zenit
under the subscription
model and users in the
SaaS

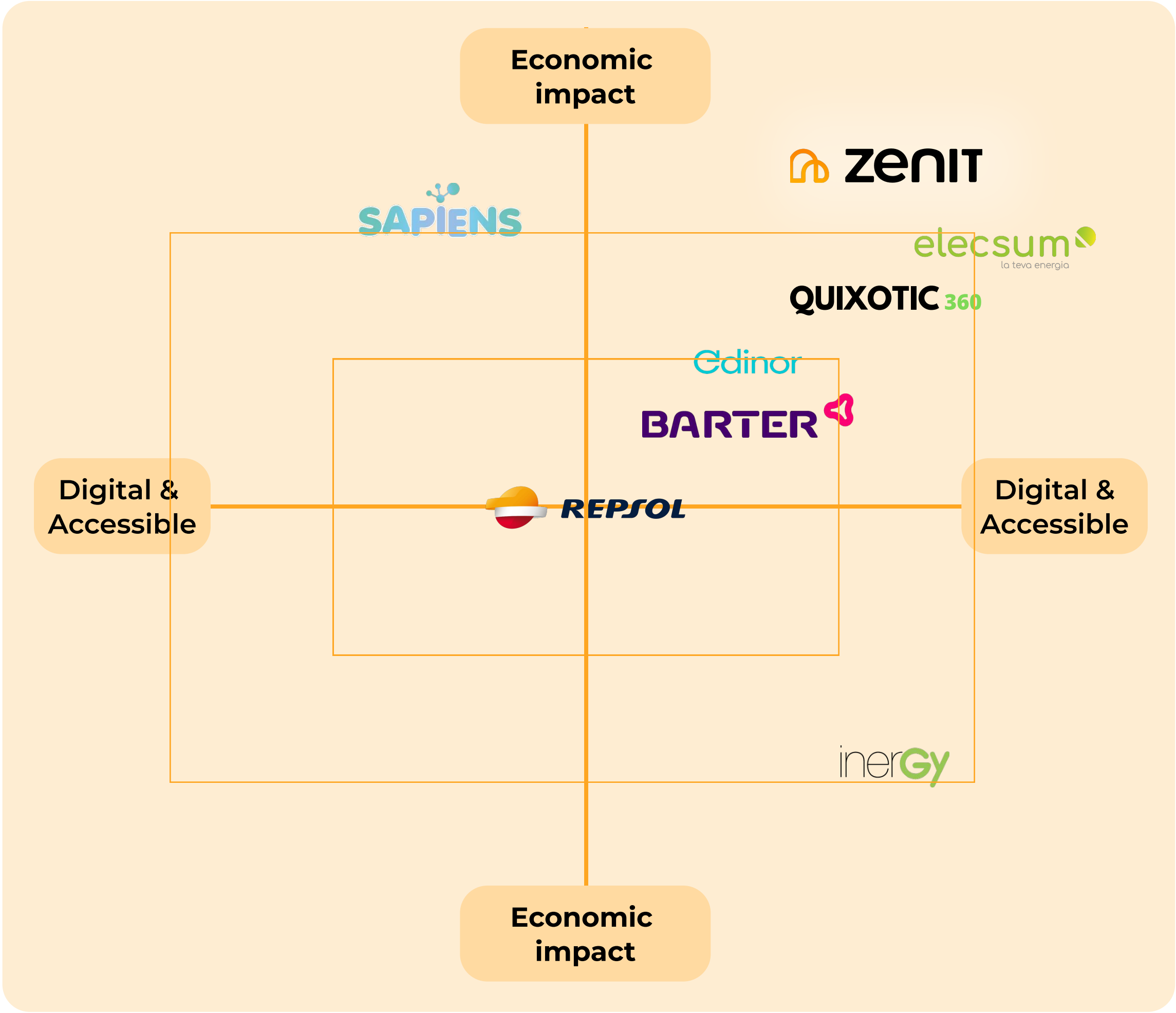
Spanish PNIEC objectives 2030
19 GW of self-consumption

YEARLY GROWTH (SPAIN)

(In MW)

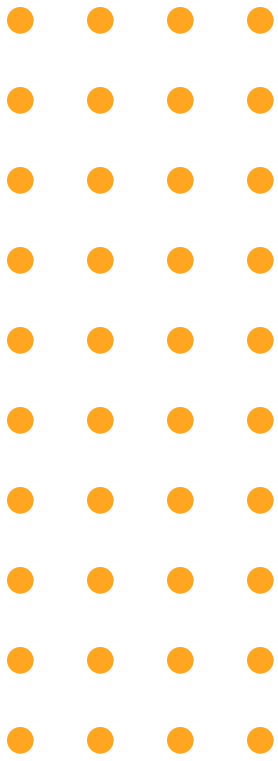


WHAT MAKES US DIFFERENT?



	Marketplace	Creation of the legal entity	Subscription model	Energy retailer free choice	Monitoring and management	Smart energy allocation
zenit	✓	✗	✓	✓	✓	✓
QUIXOTIC 360	✓	✗	✗	✓	✓	✗
elecsum	✓	✗	✗	✗	✓	✓
Edinor	✓	✗	✓	✓	✗	✗
inerGy	✗	✗	✗	✓	✓	✗
BARTER	✓	✗	✗	✗	✓	✗
SAPIENS	✗	✓	✗	✓	✗	✗
REPSOL	✓	✗	✗	✗	✗	✗

At Zenit we invest in developing **advanced digital tools**, maximizing accessibility and economic return for participation in shared self-consumption



ZENIT PROJECTS

Energy Community Prat de Llobregat

- Catalonia
- P = 1 MWp
- Objective 15,000 participants



Energy Community Orio

- Basque Country
- P = under study
- Objective 1,000 participants



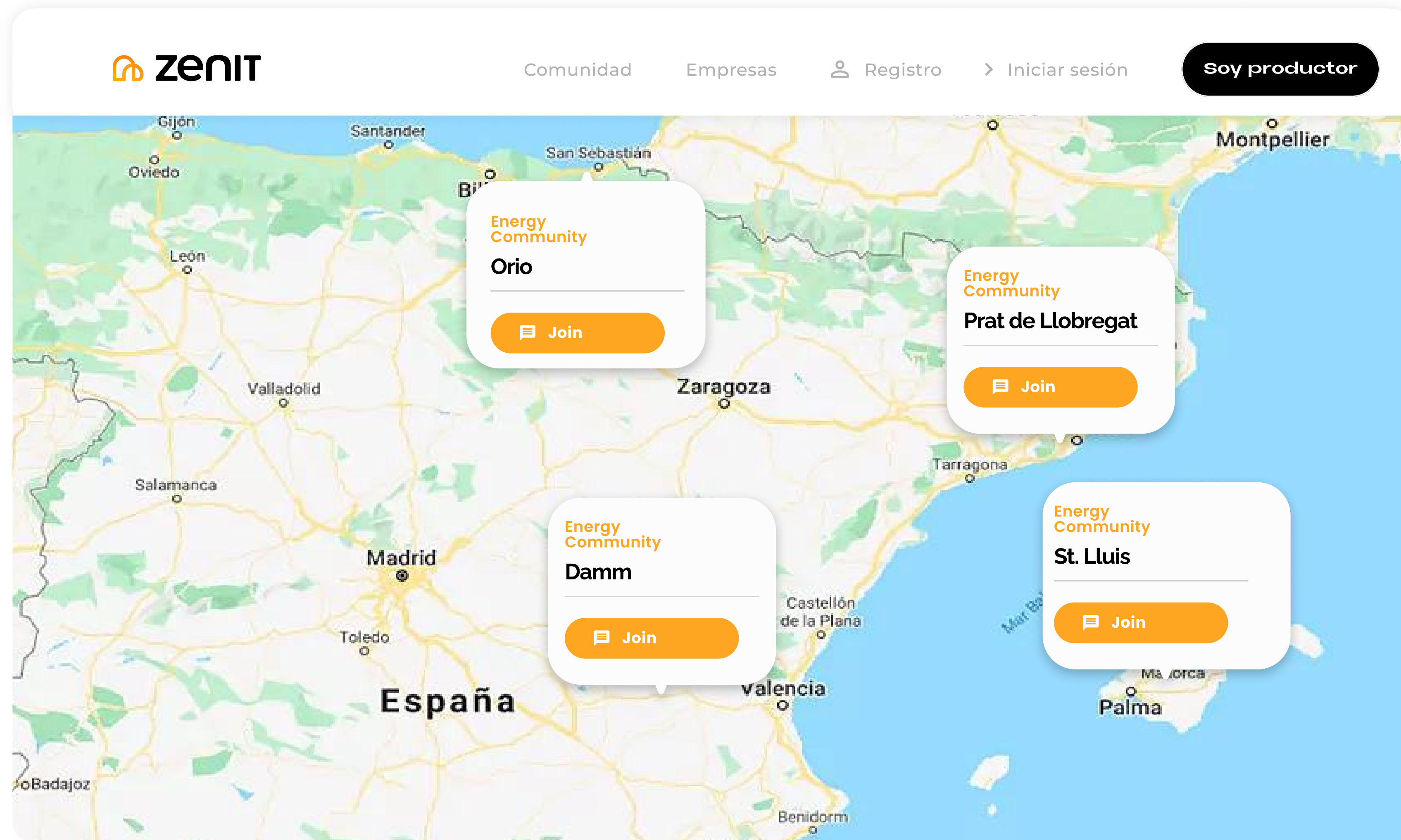
Energy Community St. Lluís

- Menorca
- P = 160 kWp
- 13 participants companies



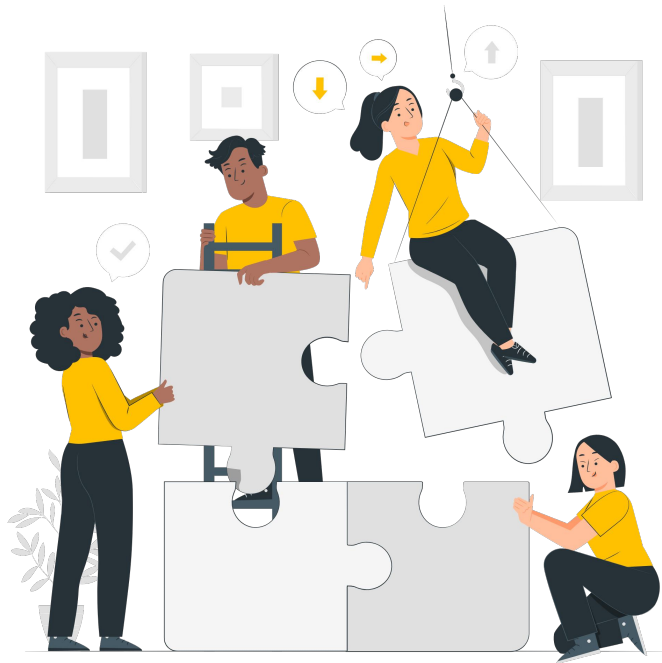
Energy Community Damm

- Murcia, Huesca & Cuenca
- P = 594 kWp
- Participants non defined



+ MORE PROJECTS
IN INDUSTRY AREAS
AND COUNTING...

NEXT STEPS



TEAM GROWTH

3 new tech profiles:

- Full-stack developer
- UX/UI
- Project Engineer



PUBLIC GECOEN RELEASE

Release of a first full version of
GECOEN
(Energy Communities
Manager software)



BUSINESS DEVELOPMENT

- Agreements with promoters:
- 6 electricity retailers (currently 2 on-board)
 - 5 partners (specialized energy community managers)
 - 50 projects displayed in the marketplace
 - >250 active users

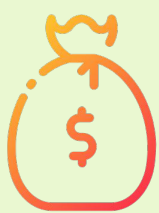


FINANCING

250-500 k€ seed round in Q1
2025

2024

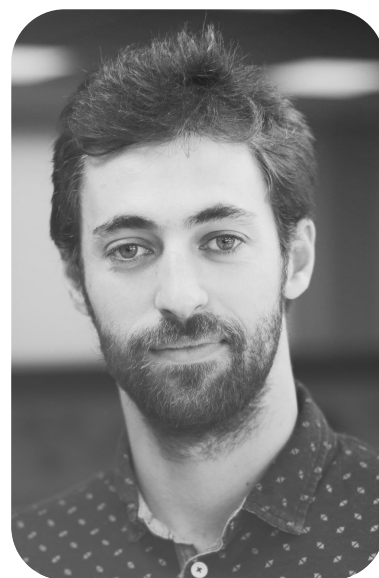
2025



Currently waiting for the resolution of various grants, including a Next Gen call, for a total worth of >1 M€

THE TEAM

A team committed and ready to **accelerate the energy transition**, collaborating in the creation of a participatory decentralized model based on renewable energies



OIHAN GOENAGA
CEO

Industrial Engineer

8 years of experience in the energy sector



ANDER ETXEBERRIA
COO

Msc. of Management

2 years in renewable energies.
3 years entrepreneurship



JUAN TRULLOS
CTO

Industrial Engineer

5 years of Full Stack Developer experience in R&D



BETANIA BARRETO
Marketing

Economist
Máster in Business Administration

+8 years of experience in Strategy and Brand



IMANOL AREIZAGA
Data Scientist

Industrial Engineer

5 years of experience in BIG data and data analysis, computer vision and AI



MIREIA GARTZIA
Data Engineer

Telecom. Engineer

5 year experience in BIG data, data analytics and AI



JOSE Mª SANTOS
Project Manager

PhD Energy Efficiency and Sustainability

8 years research
+25 years industrial experience



LEIRE MARTINEZ
Software Engineer

Software Engineer

5 year experience in web development and software quality



Winners of the **Damm** Open Innovation challenge and Most Innovative Emerging Company of the



MISSION



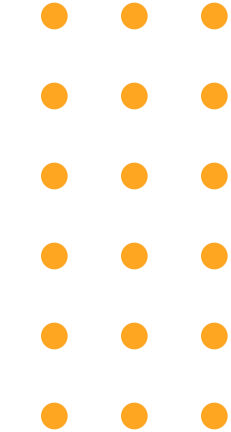
**1st EU ENERGY COMMUNITY
MARKETPLACE**



**REDUCTION OF THE
ENERGY POVERTY**



**ENERGY SOVEREIGNTY
CITIZEN**





Your **smart** energy community



Oihan Goenaga Miña
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Tel. +34 687 756 204

B a c k e d b y

LANZ^DERA

