

**TAL
TECH**

TalTech is looking for a CEO and co-founder for a new potential startup

Preferred background of the CEO: business development in the field of power electronics.

UBICHARGE

Opportunity and conditions

TalTech annual budget for RD activities is 50M euros.

In order to take research to the market we need multifaceted great teams and therefore we are looking for CEOs for science based tech startups.

What you get: equity in the company which is based on years of research. Cap Table will be decided together with research partners. TalTech will get equity in the founding stage in the range of 5-10% for exchange of IP.

What we expect from the cofounder:

- describe the best possible product market fit
- personal contribution (time and/or money)
- capability to attract funding (personal and/or investors/grants)

In order to apply for the cofounder position, finish the slides (feel free to add/modify slides) and return them to mirjam.kert@taltech.ee by 12.Feb 2026

In case current team members see you fit to be the potential CEO we will arrange a meeting and discuss potential co-founding possibility.

Questions: mirjam.kert@taltech.ee

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PROBLEM

Apartment residents are left behind in the EV transition.

75% of urban Europeans rely on on-street parking, yet public infrastructure fails them due to critical bottlenecks.



Slow AC Charging

Limited by vehicle OBC (3.7kW).



Prohibitive CAPEX

Grid upgrades cost >€7k per point.

10:1

EVS PER PUBLIC CHARGER

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SOLUTION



Turning existing streetlights into DC power plants.

Novel **Buck-Boost SRC** topology converts 350V/700V DC grids into high-speed charging points.

- ✓ **3x Faster** Bypasses OBC limits (DC).
- ✓ **Universal** Fits Unipolar & Bipolar grids.
- ✓ **V2G Ready** Grid balancing revenue.

USECASE

The "Sleep & Charge" Workflow

USER JOURNEY (MARI)

1. Arrival (18:00)

Parks at UbiCharge post. Seamless auth via app. Battery 20%.

2. Passive Charging (Night)

Goes to sleep. Car charges automatically during off-peak hours (cheap).

3. Departure (07:30)

Battery 100%. Automatic billing. Earned credit from V2G participation.

SYSTEM LOGIC (BACKEND)

Grid Balancing

Charger monitors street lighting load. Ensures lights stay on while maximizing EV power.

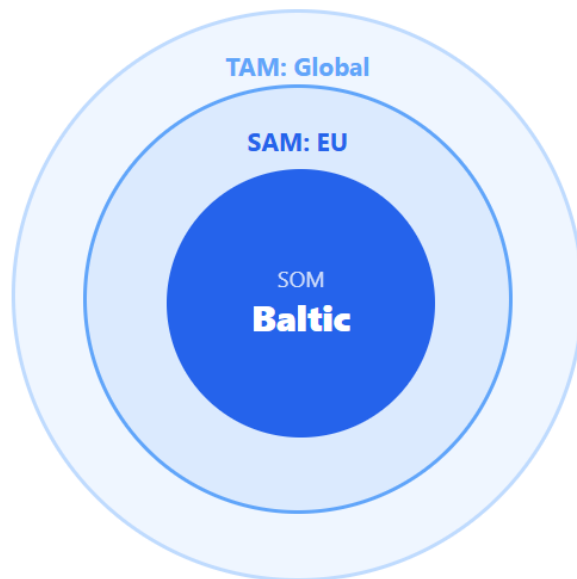
Price Optimization

Algo delays charging to 02:00-05:00 window when spot price is lowest.

V2G Services

During evening peak (19:00), battery stabilizes local grid (FCR), generating revenue.

MARKET OPPORTUNITY



90M

Streetlights in EU
Suitable for retrofit (SAM).

€1.2B

Addressable Market
Nordic/Baltic region potential.

5x

Latent Demand
Apartment residents demand.

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MARKET OPPORTUNITY

Regulatory and economic tailwinds.

Why this is the perfect moment to enter the market.



AFIR Regulation

EU mandates strict charging density targets. Cities are under pressure.

URGENCY



Renovation Wave

Billions in grants for apartment renovations (Zero CAPEX Model).

FUNDING



Grid Stability

Volatile prices create huge demand for V2G storage services.

REVENUE

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CURRENT STATE

Roadmap to Commercialization (BRL 3)



Q1 2026
Regulatory & LOI
Secure grid access & partner agreements.

Q2-Q3 2026
Cert & Prep
Safety certification, BOM lock, Site audit.

Q4 2026
Pilot Launch
Live prototype in Tallinn & BRL 3 Report.

TEAM



Hans Anniste

R&D AND ENGINEERING

Buck-Boost SRC Design & Research.



Andrei Blinov

R&D AND ENGINEERING

Power Electronics Group Lead.



Rasmus Roomets

BUSINESS DEVELOPMENT

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UBICHARGE

XXXX XXXXXXXX, potential CEO and CoFounder
LinkedIn: [link](#)

MARKET OPPORTUNITY (TAM, SAM, SOM)

INPUT BY POTENTIAL CEO

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COMMERCIALIZATION PLAN FROM LAB TO PRODUCT

INPUT BY POTENTIAL CEO

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FINANCIAL PROJECTIONS: PATH TO MAXIMIZE STARTUP VALUE

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VISION FOR FUTURE TEAM

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CONTRIBUTION

(TalTech will give options shares for the new co-founder, what is that you are willing to invest in terms of money, time and competencies and what are your expectations regarding option shares)

INPUT BY POTENTIAL CEO

- I'm suitable to be the founding member ...
- My contribution can be (time, money, competencies, contacts etc)
- My expectations regarding option shares in startup founding stage is in the range of x-x%