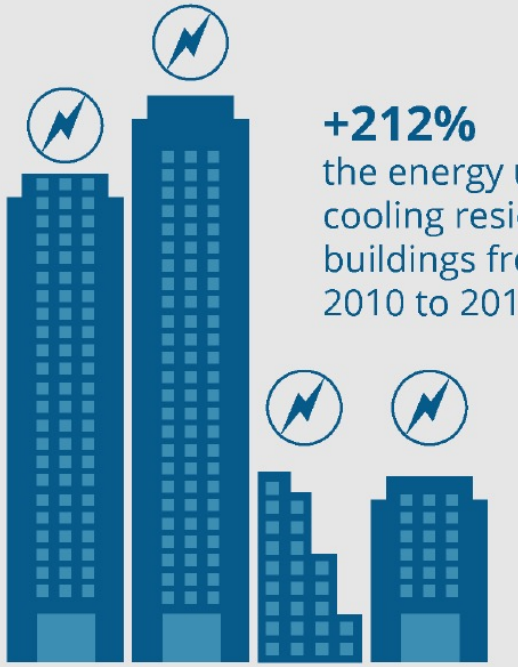
TalTech is looking for a CEO and co-founder for a new potential startup

Preferred background of the CEO: business development in the field of energy technology

SNOWSHINE

SAAS for district cooling system

PROBLEM



+212%
the energy use for cooling residencial buildings from 2010 to 2019

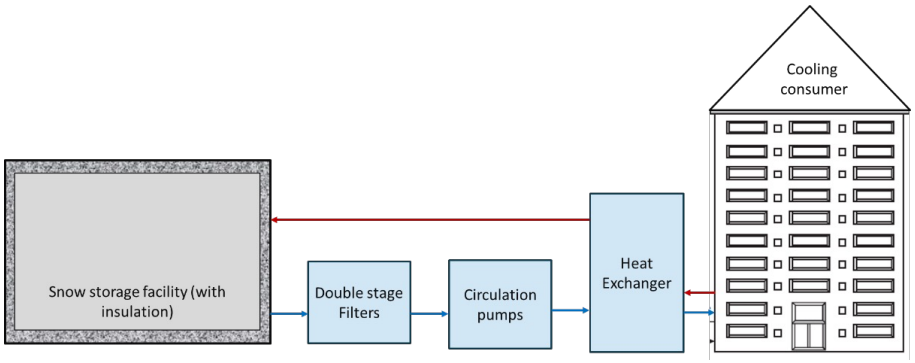
Meeting cooling demand sustainably (pain for DC company)

snow handling issues (pain for city govt)

1 Tallinn spent almost €4.3 million on snow clearing this winter | News | ERR

SOLUTION

Storing winter snow in insulated-pits & utilizing it for cooling during spring/summer

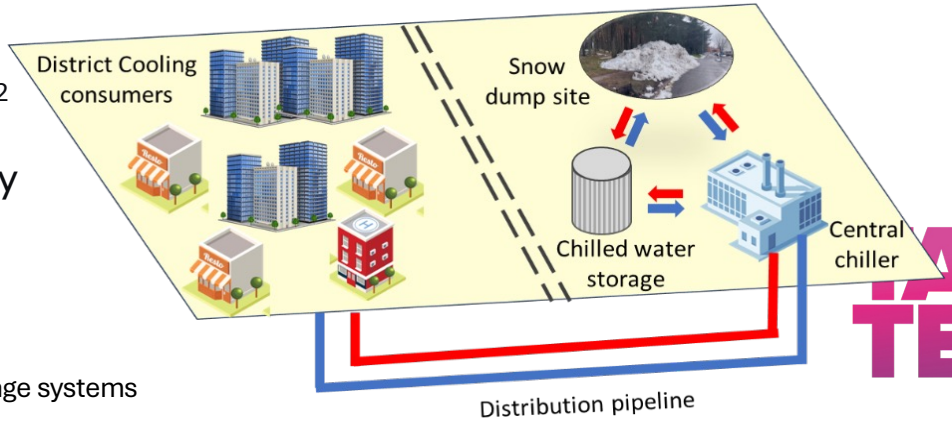


Missing part:

- No **tools** for cost-benefit analysis
- Not implemented at district level
- Economics of scale in cooling production
- Lack of awareness among stakeholders

Existing solution:

- Technical feasibility is proven at building level[2]
- Use of snow dump site for snow cooling facility



[2] Nordell (2015) Using ice and snow in thermal energy storage systems

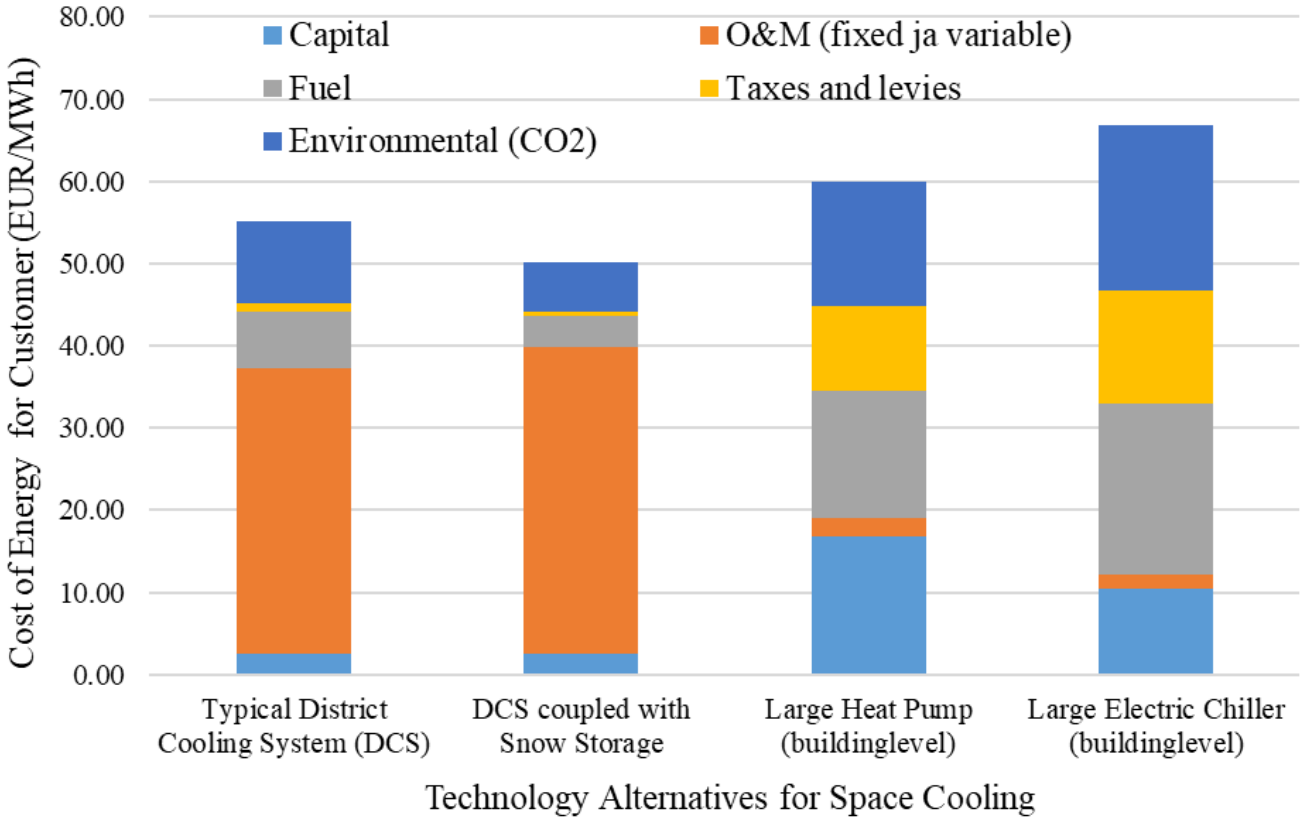
CASE STUDIES - SNOW COOLING

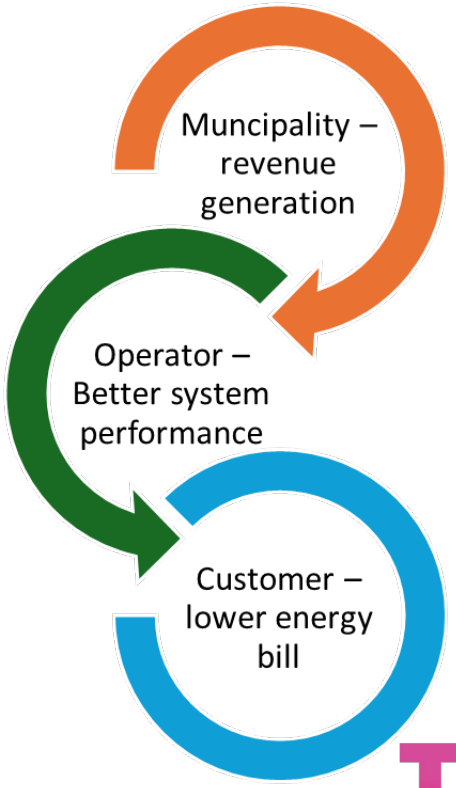
Location	Year of Operation	Remarks
Oslo airport, Norway	2016	Energy savings of 375 MWh were achieved as compared with existing cooling systems
Office building in Oshu, Japan	2002	Improved system performance (EER = 6) by using snow as coolig source (ca. 26 tonnes)
Sundsvall Hospital, Sweden	2000	Around 77 % of the cooling demand was met from the snow storage system
Commercial building, Japan	Data not available	By utilizing renovated space, the initial cost was comparable to a conventional chiller

- ✓ Implemented
- ✓ Energy savings
- ✓ Cost reductions

TAL TECH

TECHNOLOGY COMPARISION*

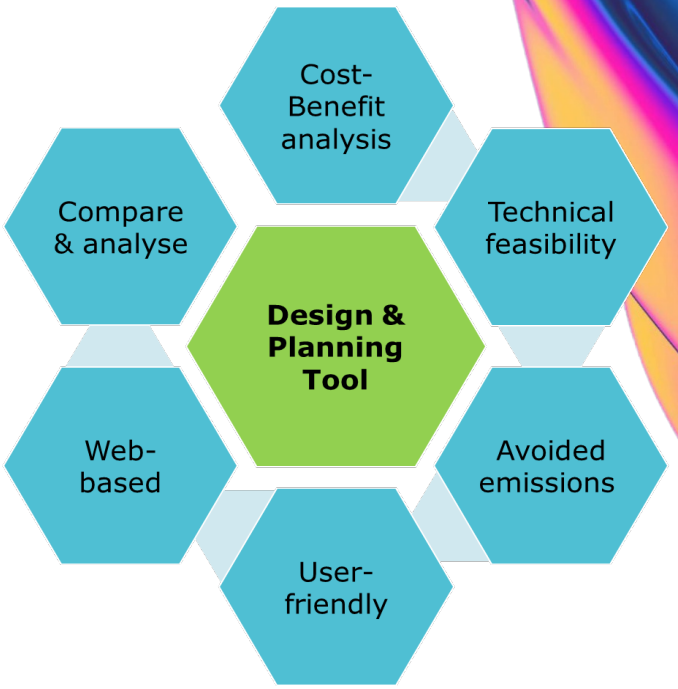




* NB: accuracy of the estimated results are highly dependent on the user inputs and assumptions

FOCUS (aka the Product)

- Offer **software as service** - feasibility studies, expert consultations, project reports
- Provide insights to cost optimal integration of snow storage into existing or planned district cooling system
- Gain creator: estimation of energy savings, value of snow waste and initial investment
- Pain reliever: estimation of the avoided carbon emissions, reduced cost of cooling and soil pollution



TAL TECH

CLIENTS AND PARTNERS

Customer Segments

City municipality (B2G)
District cooling company
Real estate developers
Airports & hospitals (B2B)

Nordic region
North America
Part of Asia

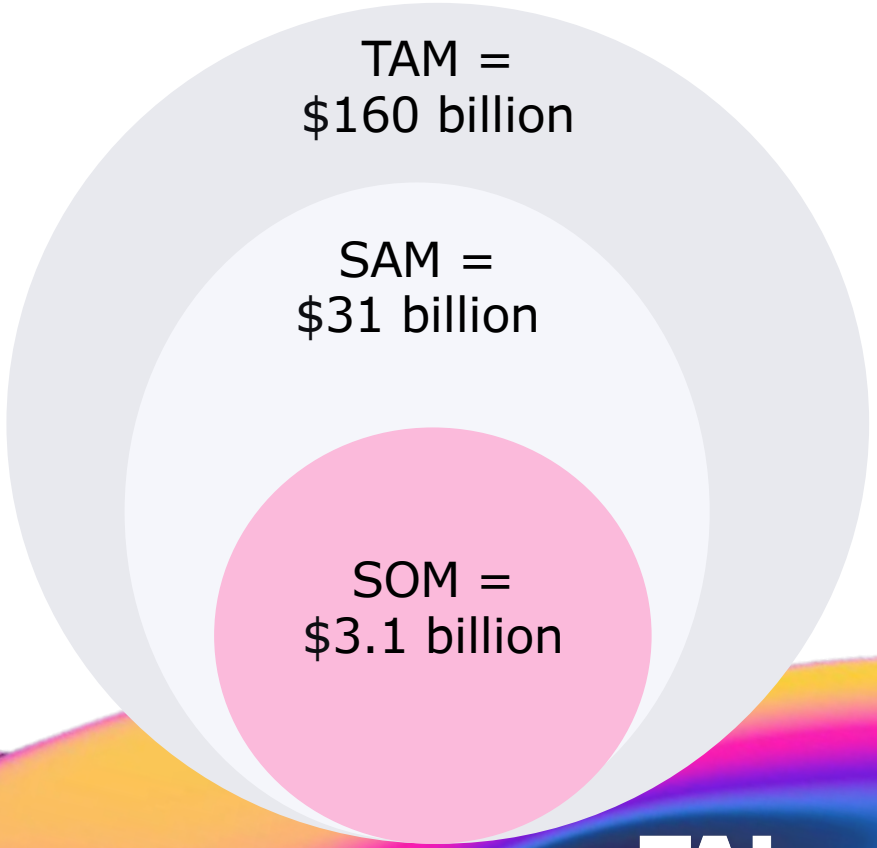
Key Partners

City municipality
Construction companies
Technology providers
Snow handling companies

TAL TECH

MARKET OPPORTUNITY

- TAM is estimated on the projected market size for air conditioners in 2025
- District cooling has niche market & segmented market potential (SAM)
- SOM is limited by the geographical scope of snow storage system
- Favorable factors are large-scale applications and growing interest in sustainable cooling



[3]https://www.fortunebusinessinsights.com/industry-reports/district-cooling-market-100090

TAL TECH

CURRENT STATE

- **An easy-to-use tool is being developed, TRL level 3**
- **The developed solution is partially related to ongoing ETAG research grant, funding up to September 2026**

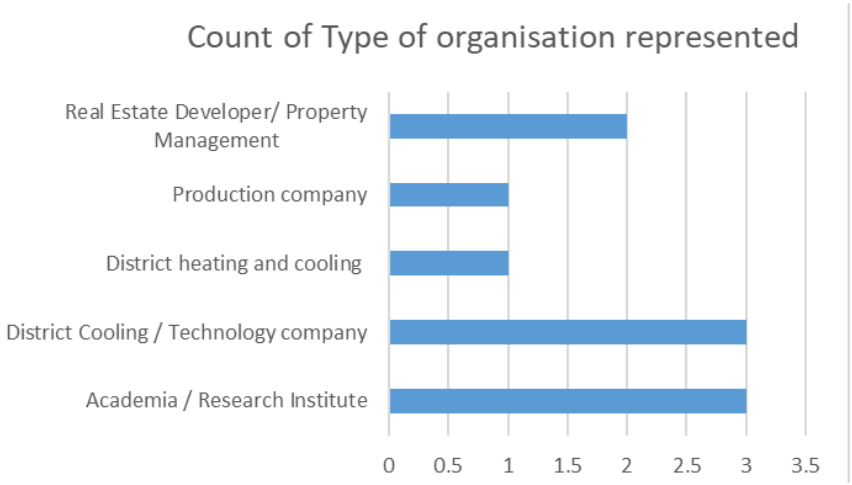
Future development needed in:

- Validating beta-prototype with hypothetical cases
- Validation of problem/need from major partners/clients
- Developing preliminary business model
- Clarifing the IPR; appling for trademark
- Securing funding for development of toolkit

TAL TECH

MARKET SURVEY & VALIDATION

- Anonymous stakeholder survey (10 expert responses)
- Concept validated by technical experts
- Strong support for economic viability of snow storage
- Strategic fit with district cooling confirmed
- Market shows readiness; planning tools needed



TAL TECH

Team

- ✓ Dr. Sreenath is the PI of the ongoing research project related to snow cooling
- ✓ Supported by: Prof. Anna Volkova (Supervisor) and Siim Erik Pugal (Early-stage researcher)
- ✓ He is working as scientific researcher at Dept. of Energy Technology, TalTech
- ✓ Holds doctorate in Energy Sustainability from UMPSA, Malaysia
- ✓ Recipient of research grants from Estonian Research Council

Future potential team competencies and background

In additon to current team:

- **Business development and sales in energy tech, with strong contacts base**

Snowshine

XXXX XXXXXXX, potential CEO and CoFounder
LinkedIn: link

MARKET OPPORTUNITY
(TAM, SAM, SOM)

INPUT BY POTENTIAL CEO

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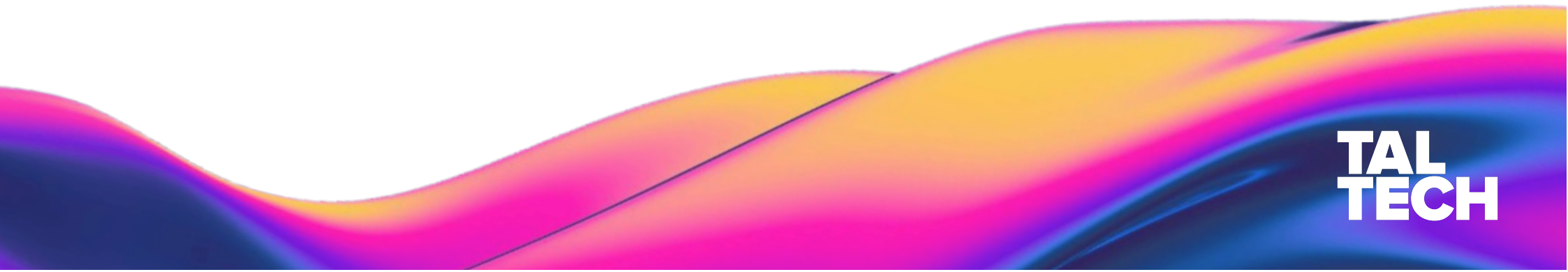

COMMERCIALIZATION PLAN
FROM LAB TO PRODUCT

INPUT BY POTENTIAL CEO

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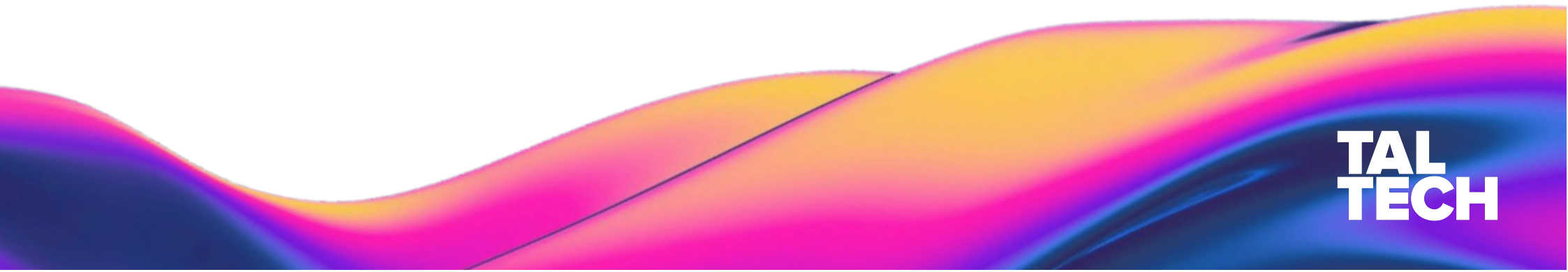

FINANCIAL PROJECTIONS:
PATH TO MAXIMIZE STARTUP VALUE

INPUT BY POTENTIAL CEO

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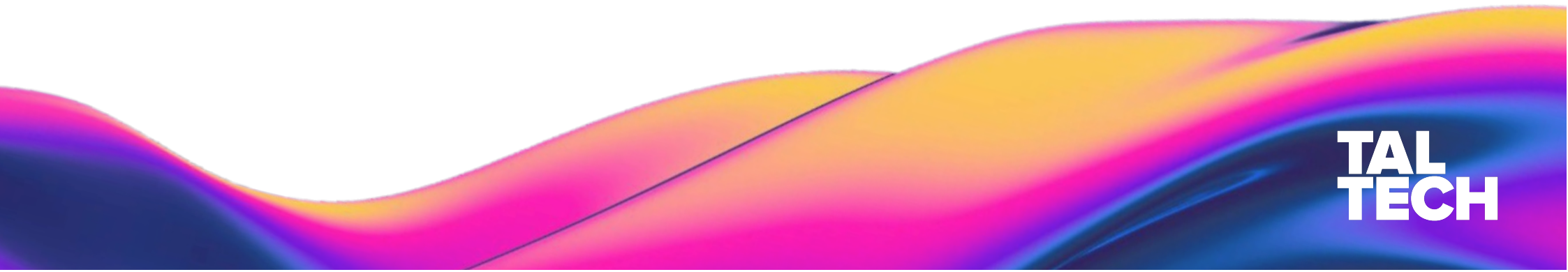

VISION FOR FUTURE TEAM

INPUT BY POTENTIAL CEO

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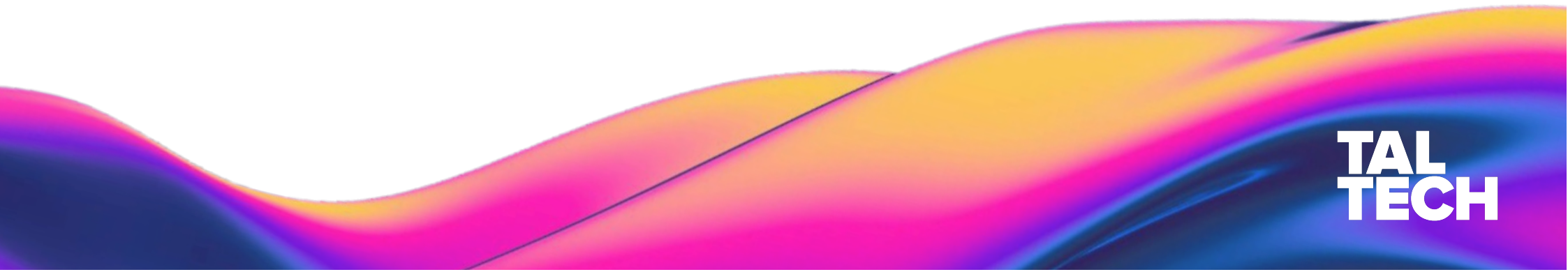

CONTRIBUTION

(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%**