



NESTO
bottled gas goes digital

May 2018

Still paper based

Data
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Garrafas	Tipo	Gas
1	55	Pp

OBS Troca Repsol.
Ligar antes de IR
para lá
obs. a mãe já faz da.

Not efficient



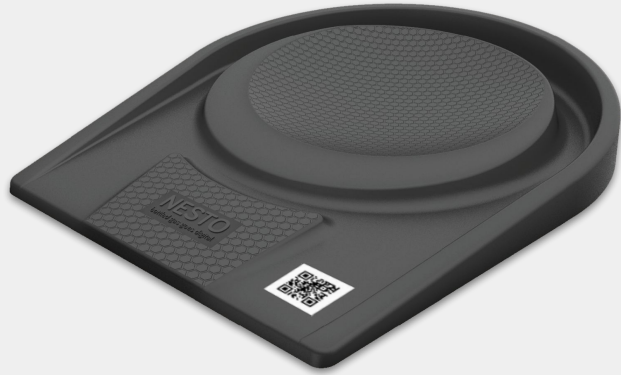
How much is left?



2/3 get a cold shower once a year



LOWER DISTRIBUTION COST **BY 40%**

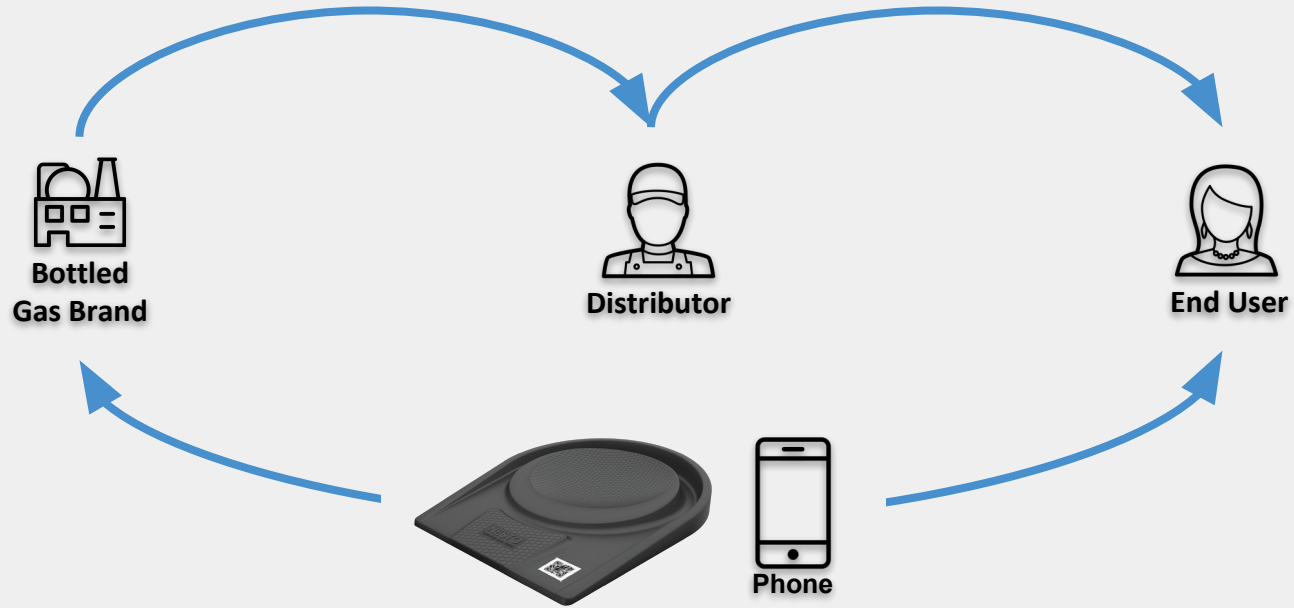


- A **battery-powered IoT** weight scale
- **Predictive** analytics
- Route **optimization**

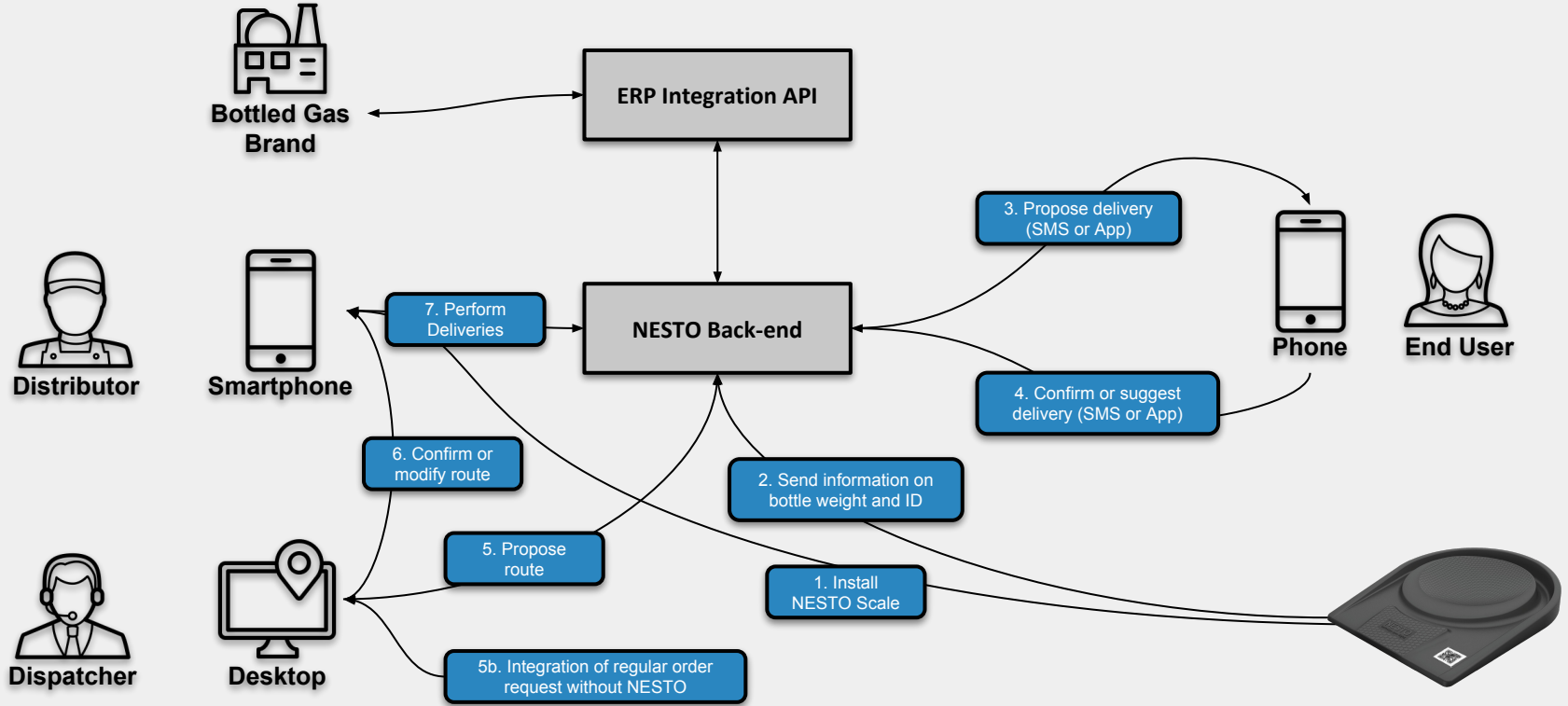
WITHOUT NESTO



WITH NESTO



NESTO WORKFLOW



VALUE PROPOSITION



Better user-experience

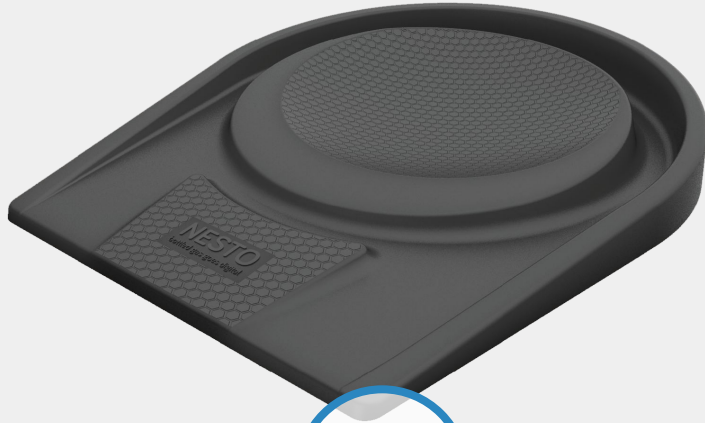


Increase market share



Lower distribution cost

BUSINESS MODEL



<50€

Hardware



0,75€



1,5€

Fee per delivery

COMPETITION



15 PROTOTYPES...



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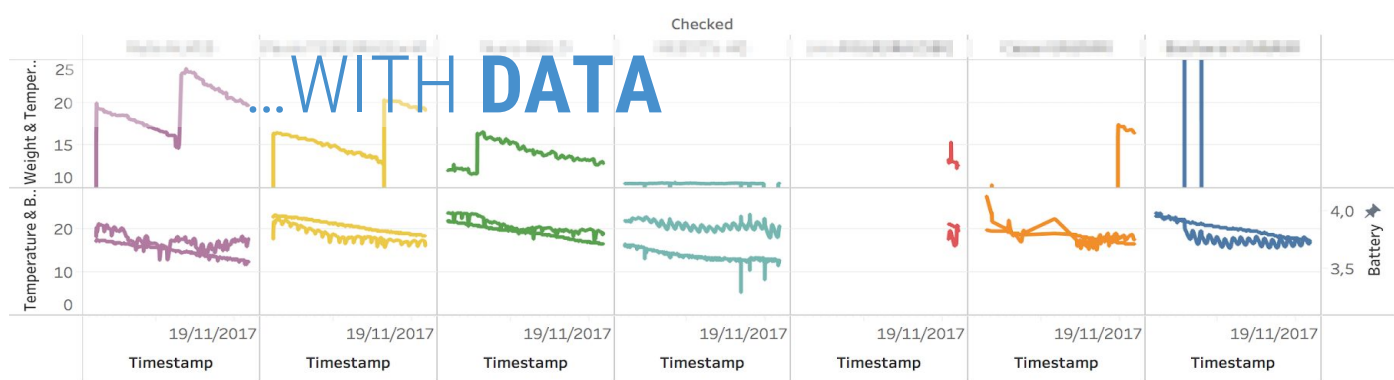
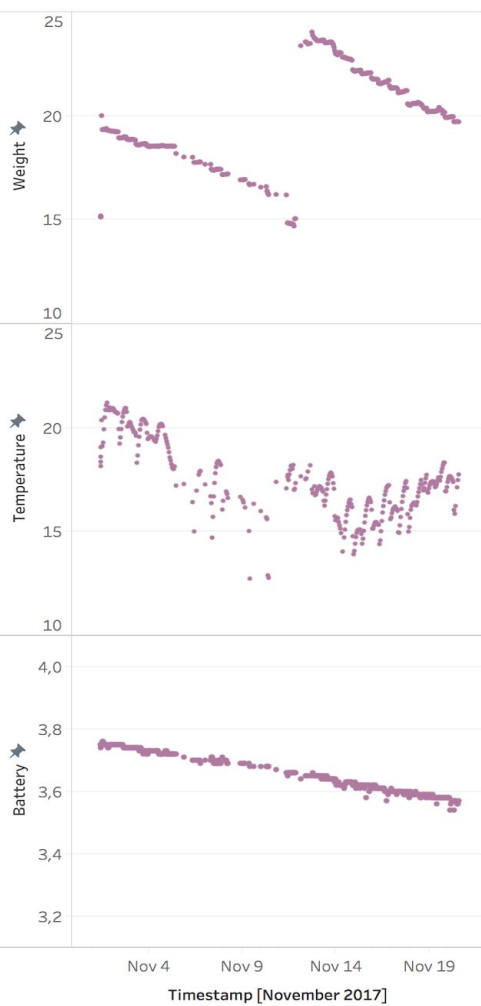
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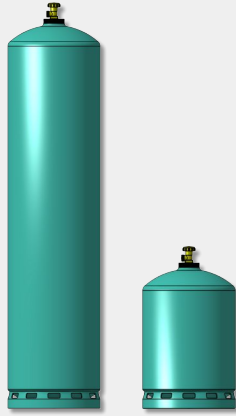
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GO-TO-MARKET STRATEGY



1st – Pilot with **small propane** cylinders in urban area – now

2nd – **Smart cage** for POS / Self Service – 9 months

3rd – **Other butane & propane** cylinders – 12 months



Michaël Memeteau - CEO

10 Years of Track & Trace + 1 Exit



Francisco Mendes - CTO

Co-Founder of BeeVeryCreative



Rui Saldanha Martins

30 years as C-level Executive at **BP** in Logistics



José Luis Cañedo Gullón 

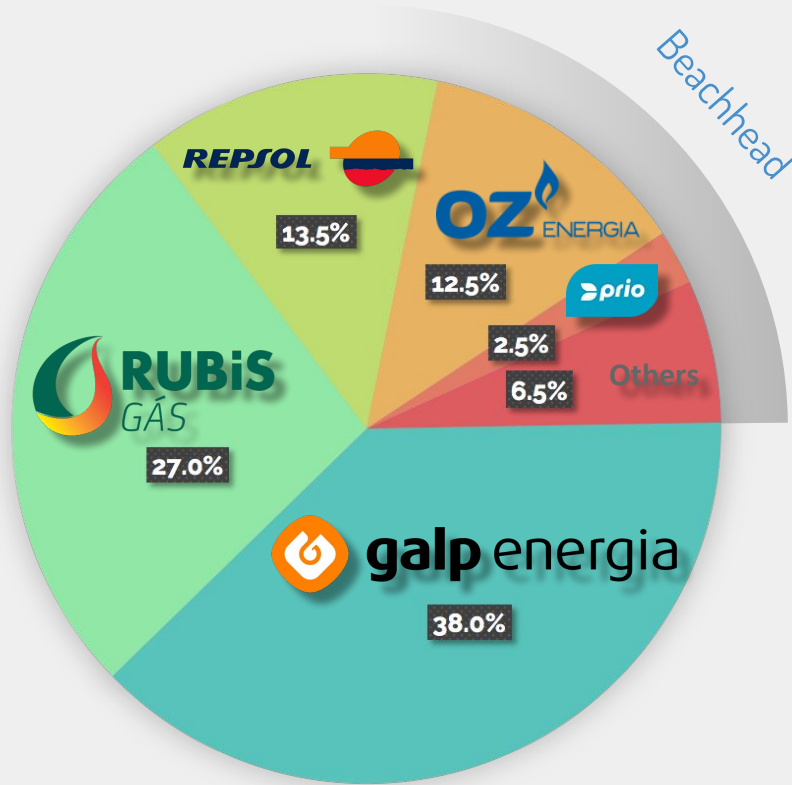
Former Deputy Director **THE LINDE GROUP**



INVESTOR

ADVISORS

PORTUGUESE MARKET



659 M€

60 % households on bottled LPG

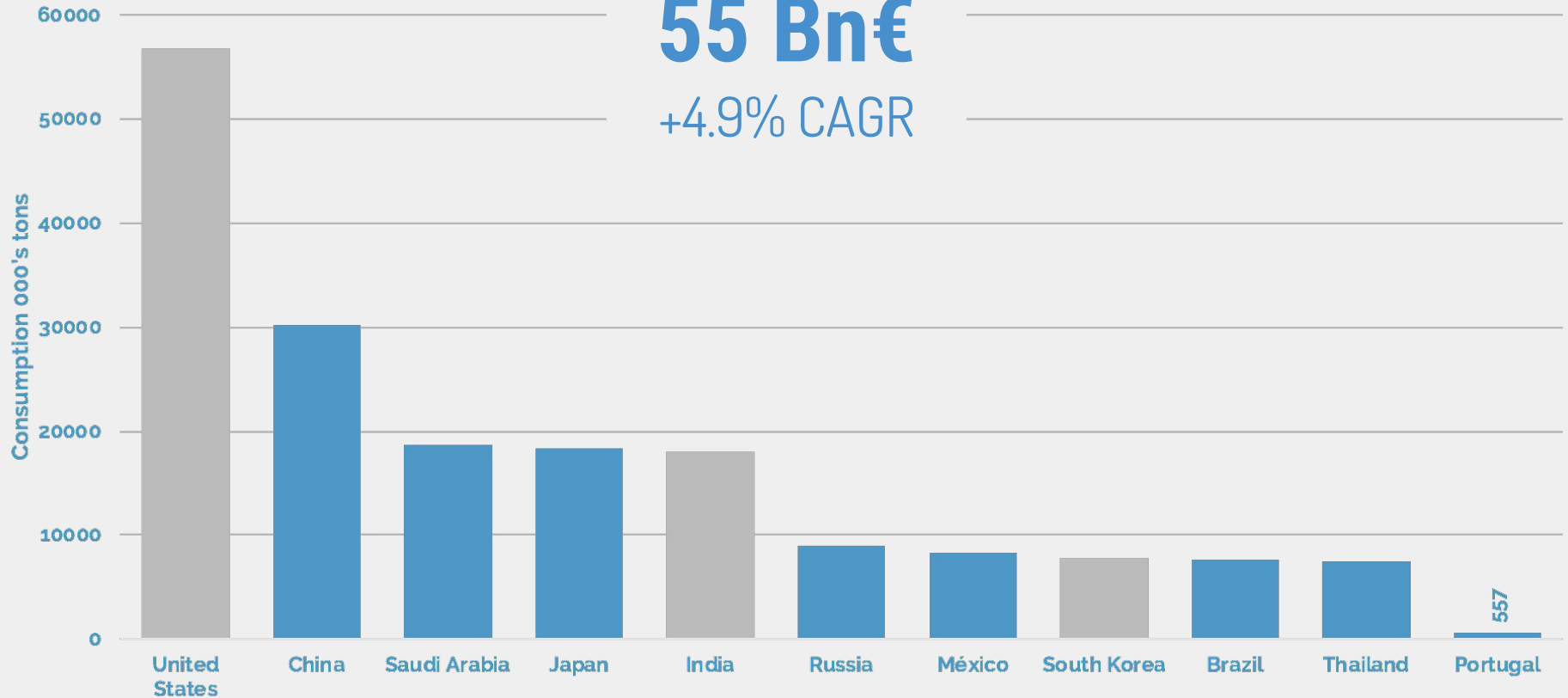
Highest **consumption** per capita

Highest **price** in EU

WORLD MARKET

55 Bn€

+4.9% CAGR



ASK



2018

2019

2020

2021

2022

R&D

Mass Production

Go to Market
National

Go To Market
International



€500k

INVESTMENT

- IP protection
- Design
- Electronics & Industrialization (DFM)
- Back-end integration
- Prototypes & Molds
- Back-end integration



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