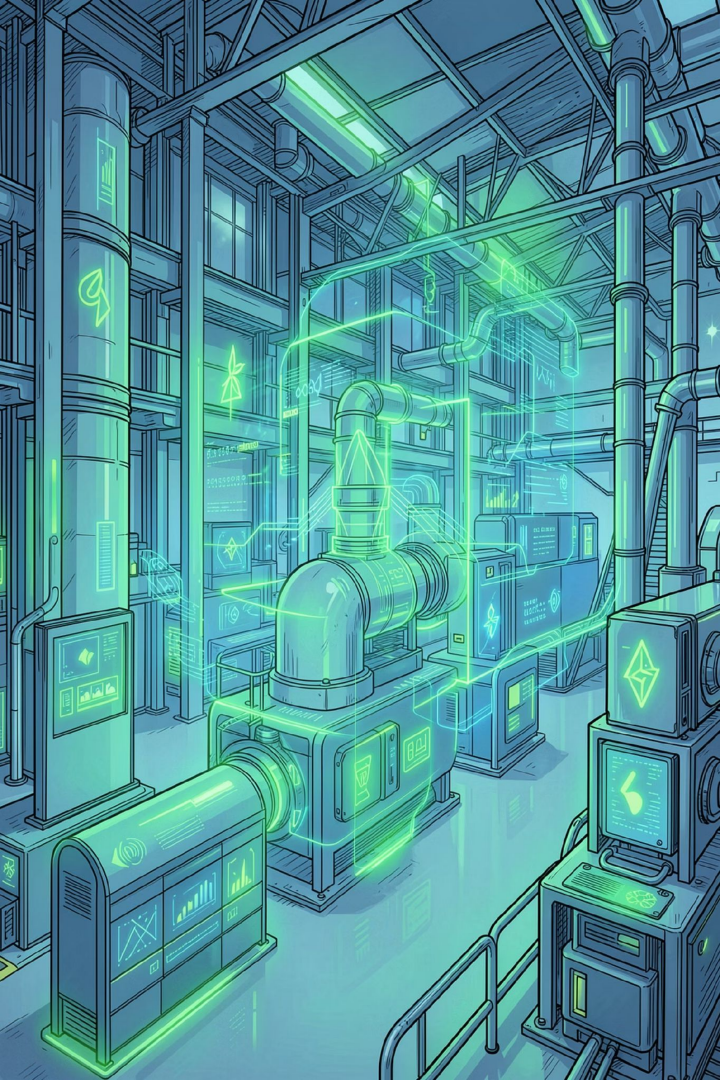




SustainTwin: Decarbonization as a Profit Center

The Financial Digital Twin for Corporate Decarbonization

The Problem: Decarbonisation Costs Millions

Decarbonization is currently viewed as a massive cost center rather than a strategic opportunity

Currently, corporate decarbonisation strategies are built on static, one-time assumptions rather than being informed by continuous, data-driven analysis of decarbonisation performance over time.

Expensive Consultancy Fees

Companies invest millions in consultant-led, long-term decarbonisation plans that rely on static assumptions, creating inflexible strategies with a high likelihood of incurring avoidable additional costs.

Long-term uncertainty

Companies commit to green technology purchases based on market assumptions that are often outdated before the strategy is even implemented.

Locked-in Risk

Companies face the real possibility that volatile market conditions will render their assumed decarbonisation plans unachievable.



The Solution: A Financial-First Digital Twin Platform

A high-fidelity digital twin platform using standardised file ingestion to simulate, predict, and optimise real-time decarbonization strategies for maximum financial return. Built on a decoupled architecture where the core simulation engine runs independently from data ingestion — enabling rapid regulatory updates without system downtime.



Automated File Ingestion Engine

Zero-integration-first approach — standardized file mapping gets you running in 10 minutes.



Dynamic Decarbonization Digital Twin

Simulates decarbonisation paths with best financial optimisation for each scenario.



Real-Time Green Tech Market Monitor

Automated daily scenario updates reflecting live green technology pricing.



Actionable Risk Mitigation & Governance

Recommends feasible alternative solutions (suppliers, available subsidies, state-of-the-art tech) and assigns clear operational accountability based on your organizational chart.



How SustainTwin will transform the market: Turn Compliance Into Competitive Advantage

SustainTwin transforms static ESG data into a dynamic simulation environment that identifies cost-saving opportunities in green technology. By automating the "boring" compliance work and focusing on the "profitable" investment modeling, we turn a regulatory burden into a competitive advantage.

Dynamic Assumption Monitoring

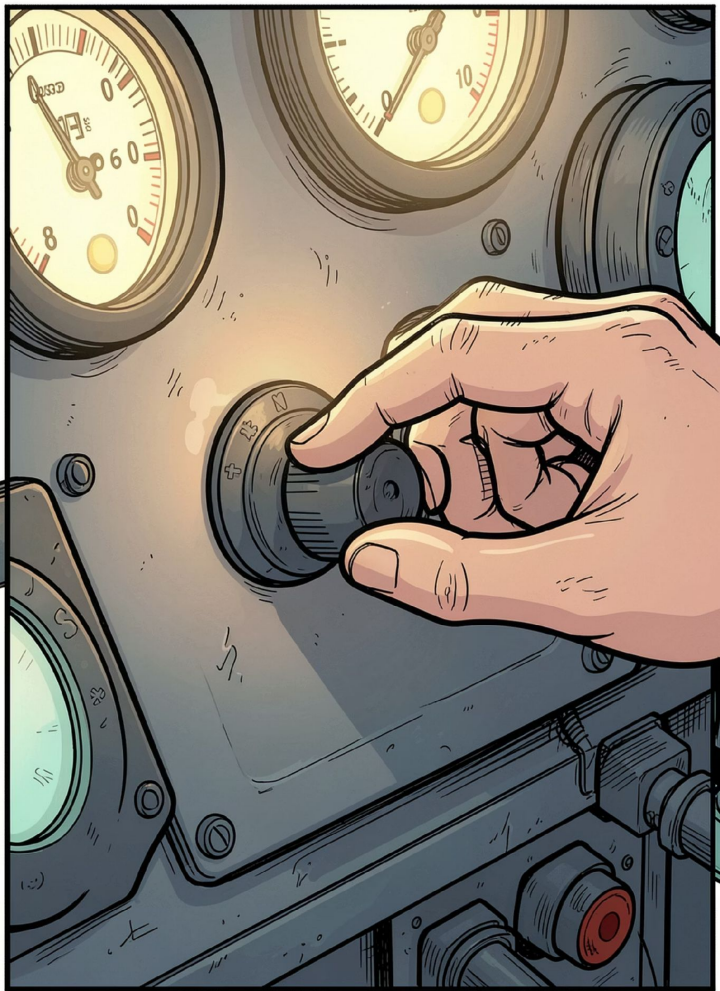
AI engine reads corporate sustainability reports, tracks real-time market trends, and flags whenever a strategic assumption (e.g., fuel prices or tech costs) starts to deviate.

Real-Time Market Monitoring

Daily operational guidance suggesting cheaper decarbonization alternatives.

Cross-Departmental Integration

A single secure database consolidating logistics, procurement, energy contracts, and financial metrics.



Target Customers: 55,000 Companies Under CSRD

Primary Segment

Large enterprises — 55,000 companies mandated to report under CSRD.

Early Adopters

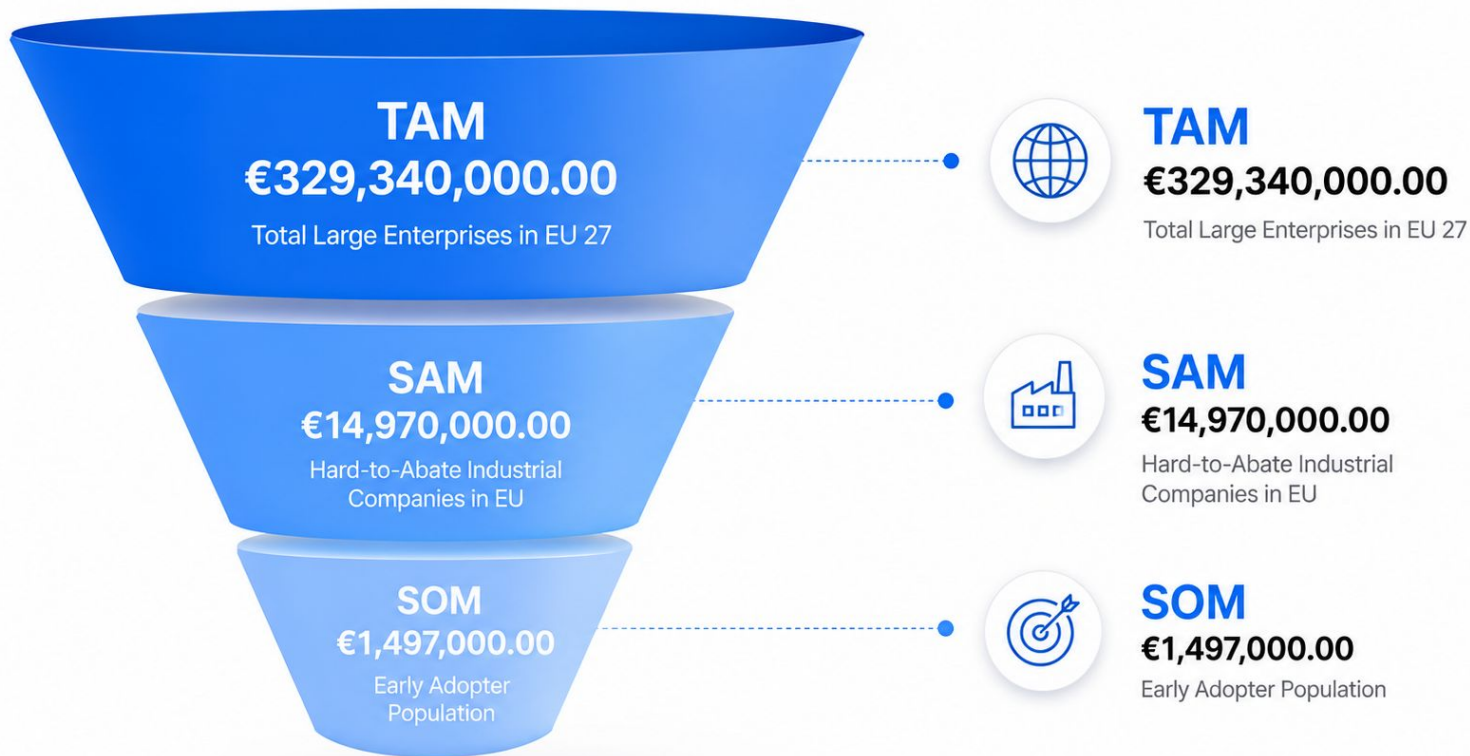
CFOs who faces Uncertainty regarding the long-term availability of new technologies

Specific Focus on Hard-to-Abate Industries

Heavy industries (steel, cement, aviation, shipping, petrochemicals) facing high CAPEX risks and CSRD compliance deadlines.

High EU energy price volatility, the "Clean Industrial Deal," and phased CSRD/ESRS rollout (2024–2028) are accelerating adoption urgency.

A Regulatory Wave Is Here



Business Model: Low-Entry Transactional SaaS

Designed for rapid self-service onboarding and automated sales cycles — minimizing friction for sustainability teams who need immediate value.

Revenue Streams

Tiered Subscriptions

Recurring revenue from platform access tiers.

Transactional Reports

Pay-per-report generation for compliance filings.

Premium Add-ons

Advanced scenario modeling and market intelligence.



Go-to-Market



- **Channels:** Direct digital sales, sustainability webinars, LinkedIn automation targeting Sustainability Directors
- **Cost Structure:** EU-based cloud infrastructure, regulatory logic maintenance, automated sales & marketing
- **Partnerships:** Green tech suppliers (market data), ESG auditors, industrial associations

Competitive Landscape: Leading on Accessibility & Finance

SustainTwin is positioned as the most accessible and financial-focused decarbonization twin for EU enterprises— the only solution leading with economy over compliance.

Feature	SustainTwin	SINAI	Vidya	Oxand / Plan A
Excel-First Ingestion	✔ Yes	✗ No	✗ No	✗ No
Financial Modeling	✔ Dynamic	✔ MACC	✗ Limited	⚠ Basic
CSRD/ESRS Reports	✔ One-Click	⚠ Manual	✗ No	✔ Yes
Zero Integration	✔ 10 min	✗ Complex	✗ High barrier	⚠ Moderate
Daily Updates	✔ Real-time	✗ Static	✔ IoT-based	✗ Annual

Competitive Moat: What Protects Us



Proprietary Simulation Logic

Financial-climate simulation engine with trade-secret protected algorithms — not replicable without deep domain expertise.



Standardized File Mapping DB

A growing database of standardized file mappings that reduces onboarding time and creates switching costs.



EU Regulatory Auto-Sync Engine

Proprietary engine that auto-updates compliance logic as CSRD/ESRS standards evolve — a moving target for competitors.



Partnership Network

Green tech suppliers, ESG auditors, and industrial associations create distribution and data advantages.

Validation Journey & Path Forward

SustainTwin's development has been grounded in rigorous market validation – from competitive analysis to expert interviews – confirming strong demand for automated, financial-first sustainability tools among EU mid-sized manufacturers.

01

Market Analysis

Interview analysis confirmed high uncertainty in long-term decarbonisation plans actuation

03

Next Milestones

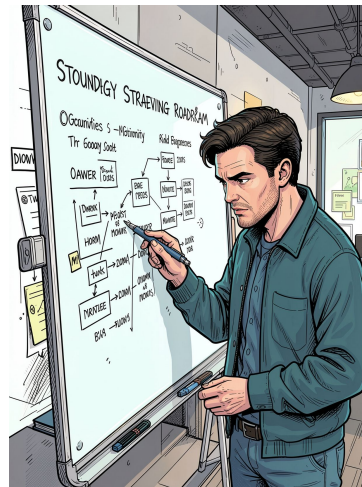
Secure pilot customers in EU

- ✔ **Investment Thesis:** SustainTwin sits at the intersection of a regulatory mandate (CSRD) and a proven technology pattern (digital twins) – with a clear path from decarbonisation burden to profit center.

02

Competitive Benchmarking

Comparative reports validated SustainTwin's unique positioning in dynamic financial-driven decarbonization modeling.



Financial Projection & Break-Even Point

P&L Summary (2024-2028)

Metric (in €)	Year 1	Year 2	Year 3	Year 4	Year 5
Revenues (ARR)	72,000	216,000	456,000	720,000	1,000,000
Gross Margin	61,200	183,600	387,600	612,000	866,880
Total OPEX	150,000	220,000	320,000	430,000	530,000
EBITDA	-88,800	-36,400	+67,600	+182,000	+336,880

Key Highlights:

- **Operational Target:** Reaching ~€1 million in recurring revenues (ARR) in Year 5, supported by 84 active clients with an average ticket of €12,000.
- **Break-Even Point (BEP):** Achieving break-even in Year 3 with exactly 32 active clients.
- **Safety Runway:** A Seed Round of €150,000 - €200,000 guarantees a cash runway of over 30 months.
- **Risk Management:** The Maximum Drawdown is expected at the end of Year 2, fully covered by the initial capital raised.



Growth Plan

€60K

Customer LTV

Conservative 5-year lifecycle with high retention driven by CSRD regulatory lock-in.

11.6:1

LTV:CAC Ratio

By Year 5 — well above the 3:1 profitability threshold, signaling exceptional acquisition efficiency.

€5M

Target Valuation

Year 5 exit at 5x revenue multiple on €1M ARR.

5x

MOIC

Multiple on Invested Capital for early-stage investors at exit.

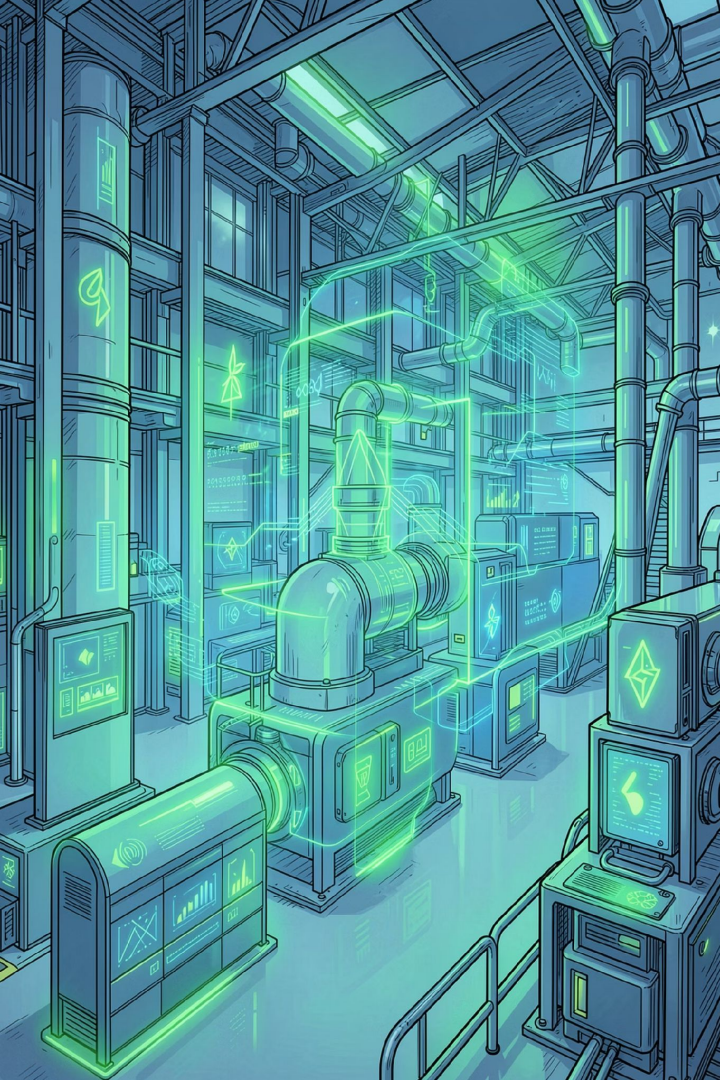
Team



Valerio Nardommarino is a Mechanical Engineer and innovation professional with expertise at the intersection of advanced automotive technologies, sustainability, and regulatory strategy. Through his experience at CLEPA, he has worked closely with industry leaders, policymakers, and technical experts to shape the future of low-emission mobility and identify opportunities driven by emerging technologies. Passionate about entrepreneurship and technology commercialization, Valerio is motivated by turning innovative ideas and intellectual property into scalable business ventures with real-world impact. He is eager to leverage his analytical mindset, strategic thinking, and collaborative approach to build solutions that accelerate sustainable innovation.



Gabriele La Bruna is a sustainability and innovation specialist with extensive experience at the intersection of industry, research, and European policy. Through his work within the European automotive and mobility ecosystem, he has contributed to collaborative innovation initiatives focused on clean mobility, energy transition, decarbonization, and industrial transformation. His academic background in Environmental Management, combined with hands-on involvement in EU-funded projects and stakeholder engagement, enables him to bridge technical expertise, sustainability objectives, and commercialization pathways.



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