



GREEN  
INDEPENDENCE

Accelerating **independence from fossil fuels**  
through affordable & accessible  
**green energy** and **clean water** at the source

Our Planet is living the worst **climate crisis** ever:



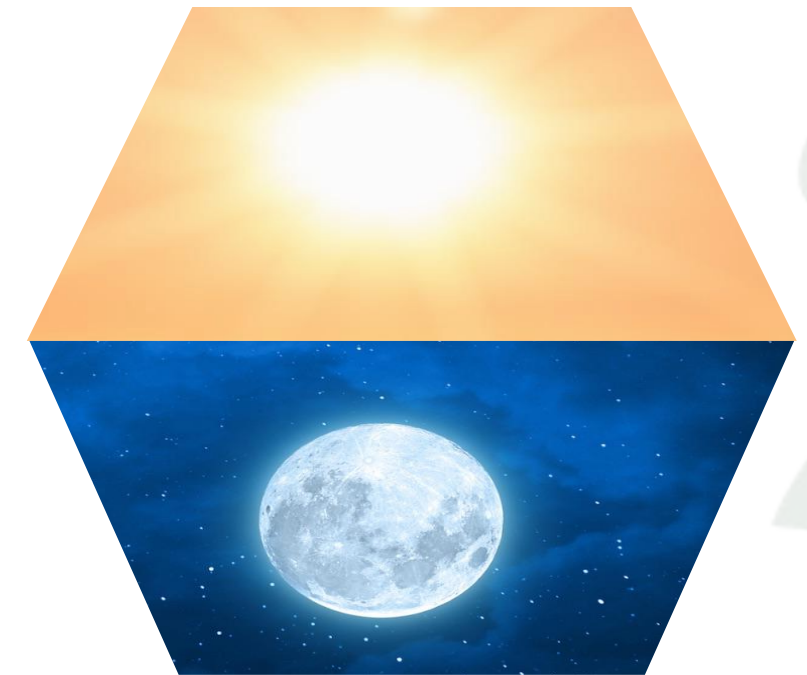
## WATER SCARCITY

By 2025, two-thirds of the world's population will face the problem of water scarcity, which will become an **expensive commodity**.



## FOSSIL FUELS DEPENDENCY

About **two-thirds** of global greenhouse gas emissions are linked to burning fossil fuels **for energy** used for heating, electricity, transport and industry.



## RENEWABLES INTERMITTENCY

Renewables could be the solutions to the other problems but they are intermittent and we need to find an **efficient way to store** them.

# PROBLEMS & SOLUTION

## PROBLEMS

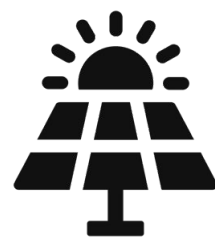
## AVAILABLE COMMERCIAL TECHNOLOGIES

## OUR SOLUTION



FOSSIL FUELS  
DEPENDENCY

### PV PANELS



only **20%** efficiency

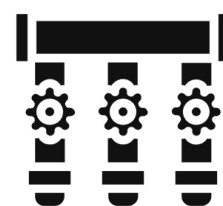
**X3**

Exploits **60%**  
of solar energy



WATER SCARCITY

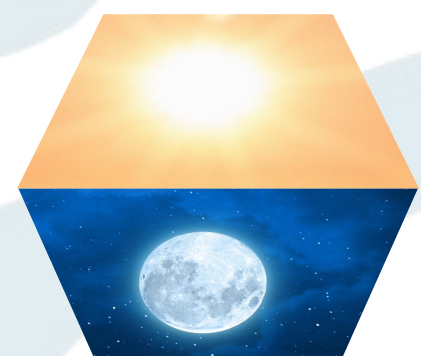
### REVERSE OSMOSIS



high energy consumption:  
**3-7 kWh/m<sup>3</sup>**  
of water purified

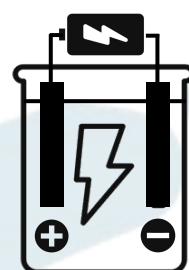
**X20**

Saves/produces 20 times the  
energy need for desalination  
**100 kWh/m<sup>3</sup>**



RENEWABLES  
INTERMITTENCY

### ELECTROLYZERS



store renewables  
with a very high cost  
**~20 €/kg**

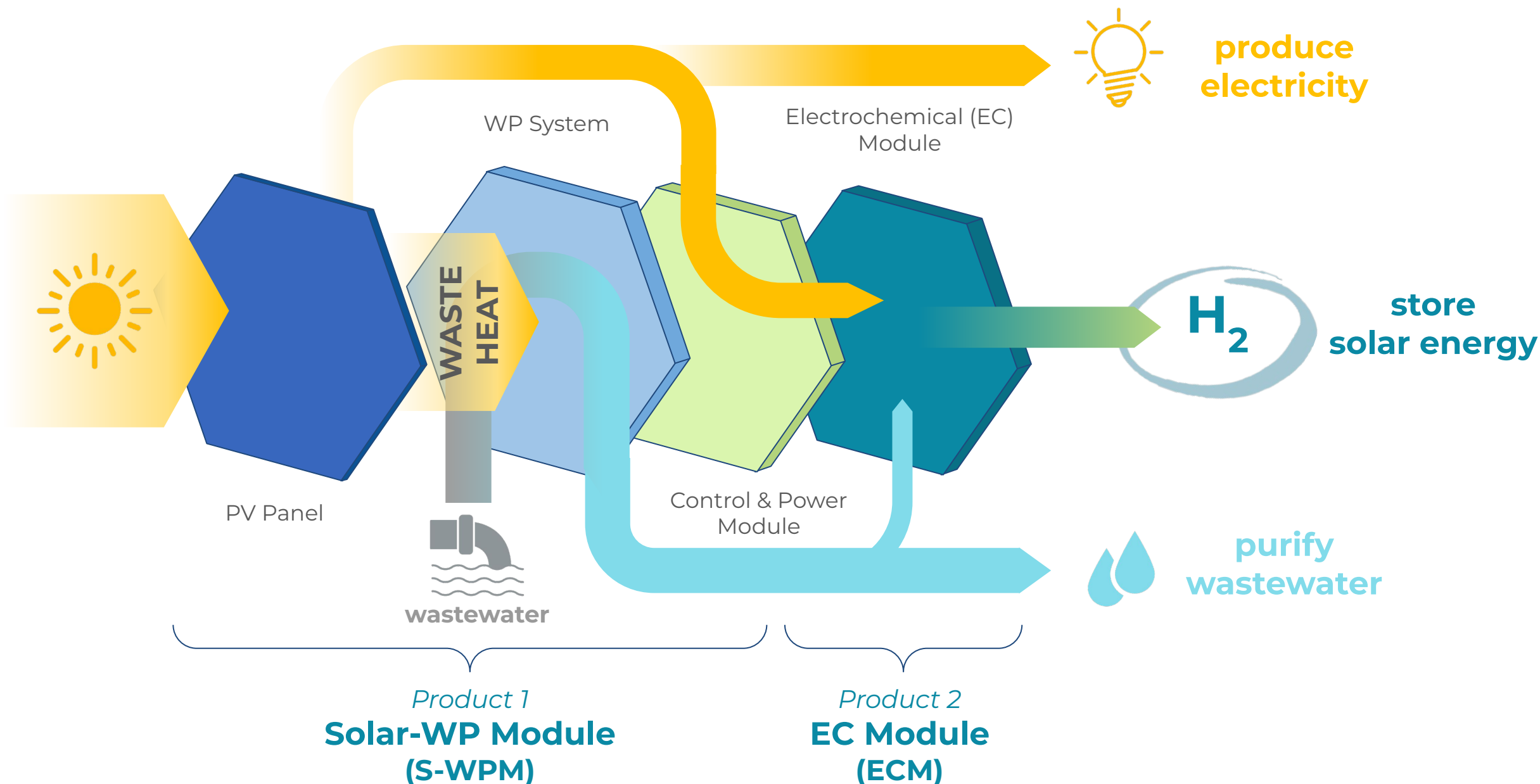
**X20**

Reduces 20 times the  
production cost of green  
hydrogen down to  
**1 €/kg**

# SOLUTION

## New Artificial Leaf

The multifunctional solar panel



### HOW IT WORKS:

- Commercial **PV panels** typically convert 20% of the sunlight they receive into electricity. The remaining 80% is lost as heat.
- Our unique **Water Purification System (WPS)** is integrated with the solar panel. It harnesses this otherwise wasted heat to purify or desalinate water, all while the PV panel continues to generate electricity.
- If the clients wants to stores the electricity, our **Electrochemical Module (ECM)** steps in. Integrated within the system, the ECM converts the purified water into green hydrogen, operating locally and entirely off-grid.

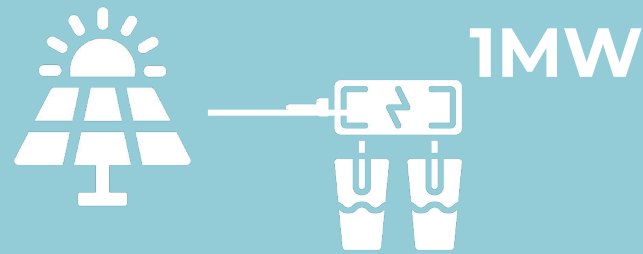


# SOLUTION - USP

# 1

PATENTED (PCT)

1:1 PV/Electrolyzer  
Modular-Flexible size



# 2

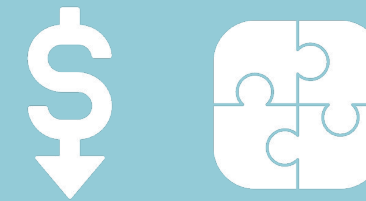
PATENT PENDING

Waste-to-H<sub>2</sub> &  
Secondary Products



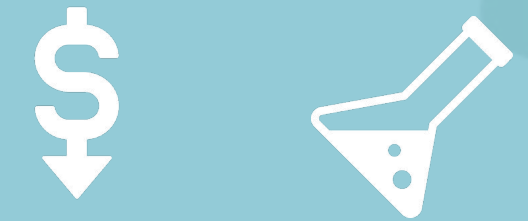
#3

Low Cost &  
Low Maintenance  
Electrochem. Cell



# 4

NO-noble metals  
& low maintenance  
(Alkaline electrolyzer)



# 1

Having **equal** solar peak and electrochemical **capacities** allows the system to be off-grid, eliminating the highest OPEX cost in hydrogen production (paid electricity); at the same time, the design will give **higher flexibility** thanks to a **dynamic work point** (we are also working on an innovative **cell design** using low-cost materials).

# 2

Producing H<sub>2</sub> starting from wasted water will **reduce** the OPEX cost for its production; moreover, the possibility of **selling** the surplus of purified water will directly benefit H<sub>2</sub> levelized cost profile.

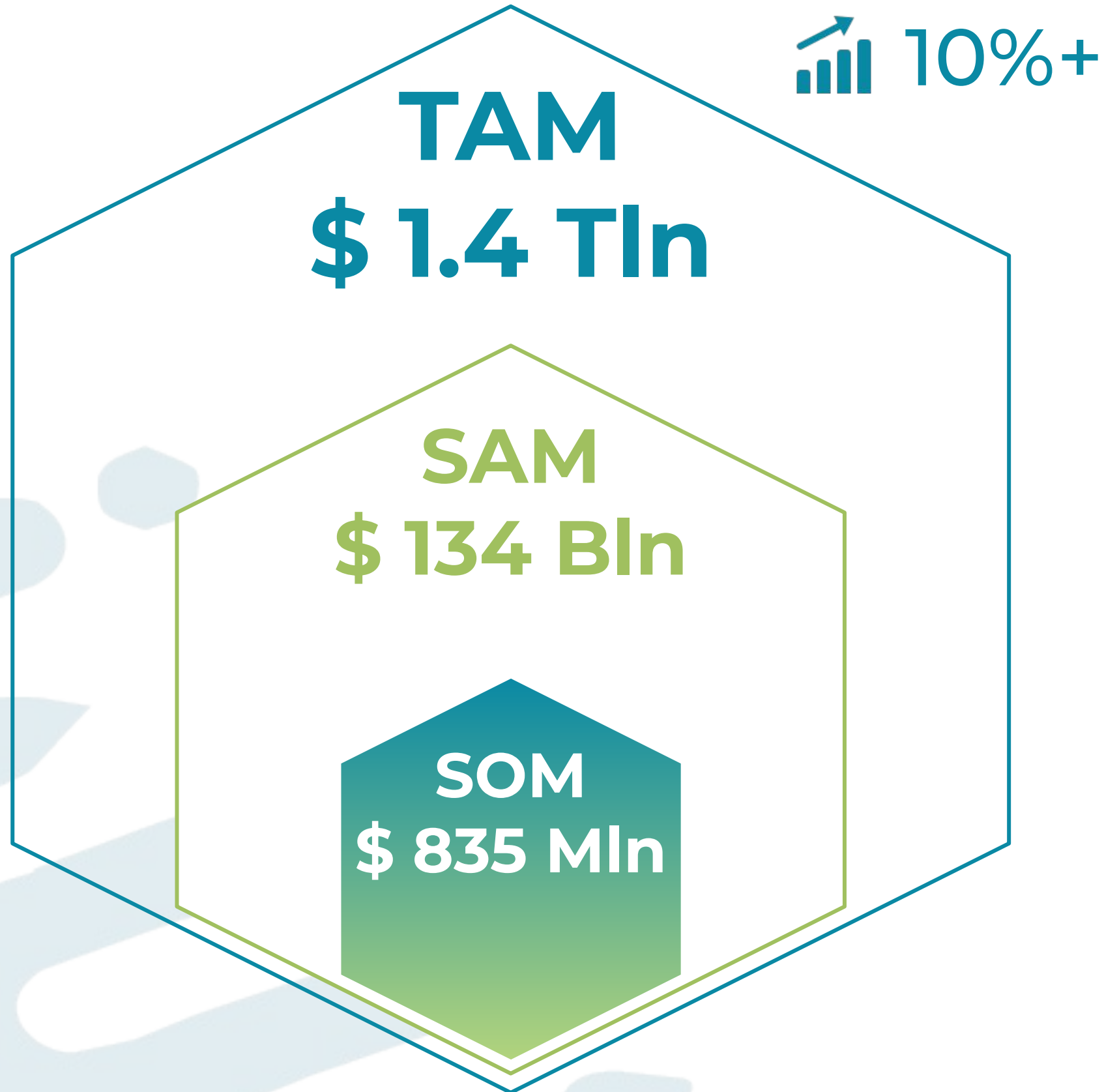
# 3

Using a **low-cost** EC reactor will bring down CAPEX costs and O&M (OPEX) cost. Highly manufacturable and reusable reactor is a great contributor for reducing LCoH and increasing the adoption rate.

# 4

Using a **low-cost** catalyst will bring down O&M (OPEX) cost. We have tested a **zero-platinum** catalyst that costs **30 times less** than a normal commercial (Platinum-based) catalyst but with **comparable performances**.

# MARKET & CUSTOMERS



## B2B

### Energy Industries

- Renewables
- Water treatment
- Oil & Gas



### Hard-to-abate

- Steel
- Cement
- Petrochemicals
- Glass
- Ceramics



### Infrastructures Heavy-duty Transportation



# BUSINESS MODEL



Our business model focuses on the **design, assembly** and **selling** of the Solar-Water Purification Module (S-WPM) first and then the complete New Artificial Leaf, once the industrialization will be completed. We will operate as an **Original Equipment Manufacturer** and we will also offer services such as Operation and Maintenance.



## Production & Installation

We will start with selling and installing the S-WPM. Then, we will upgrade to the complete NAL tech

2-2,5 M€/ha / 4-4,5 M€/ha



## Annual Revenue Share

The benefit (either savings or revenues) coming from the plant will be shared with the customer

30-60k €/yr



## Operation & Maintenance

The cost of this service is estimated at an annual revenue equal to 5% of the value of the plant

200k €/yr



## Licencing royalties

The licencing will be for markets that we cannot reach directly for geographic reasons (i.e. Australia, Asia) or for entry barriers such as the aerospace market

## ✓ *Water related cost reduction*

Water related industries instead of consuming energy (-5 kWh/m<sup>3</sup>), will be able to **produce energy** (+100 kWh/m<sup>3</sup>) **while purifying water**, drastically lowering cost for water disposal, technical water procurement and/or water desalination through water recycle and solar energy production.

## ✓ **Cost-effective SOLAR WASTE-TO-HYDROGEN**

Reducing OPEX cost of water and paid electricity will enable a cost-effective production of green hydrogen directly from wastewater. Renewable energy producers will **reduce curtailment**, oil and gas industries and hard-to-abate sectors (i.e. steel, cement, glass) will **reduce carbon footprint** and **improve P&L**.

## ✓ **LOCAL Green H<sub>2</sub> production**

The local production of green hydrogen will trigger a steep **reduction** of hydrogen **transportation and compression need** and its consequent **cost**; this will not only **benefit the P&L** of stationary industries but will also enable the creation of a **sustainable network** of H<sub>2</sub> **fueling stations** and the production of H<sub>2</sub> along infrastructures (pipelines, highways, railways, off-shore).



# COMPETITORS

The competitors panorama is populated on one side by established technologies and innovators on the other; the **established technologies** mainly focus on centralized approaches that are characterized by low accessibility and high levelized cost; **innovators** are trying to focus either on accessibility or cost; nobody, besides **GI**, is providing a solution that is **both low cost and accessible**.



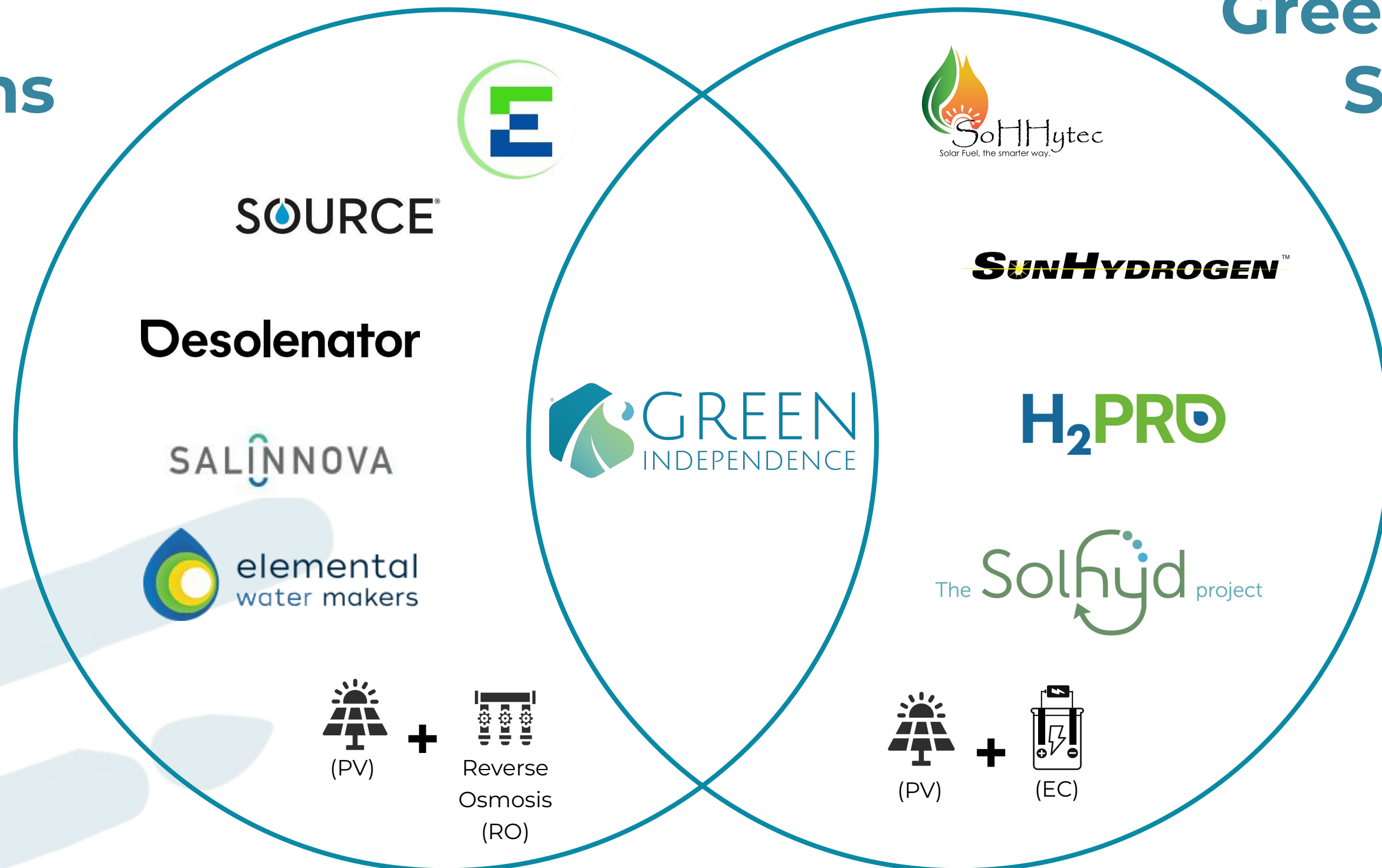
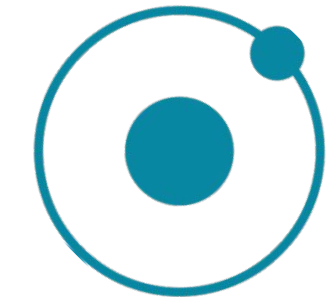
# COMPETITORS

GI's New Artificial Leaf is the only tech that **combines and integrates** into one product **water solutions and green hydrogen technologies.**

## Water Solutions



## Green Hydrogen Solutions



# TRACTION



2 POCs  
**90k€**



1<sup>st</sup> POC:

- Low Platinum Catalyst ✓
- LCoH Model Analysis ✓



2<sup>nd</sup> POC:

- ZERO Platinum Catalyst ✓
- Stability stress test ✓

**+3 ongoing discussions for *Pilot projects***

**15+ Letters of Interest & Support**



# TEAM



**ALESSANDRO MONTICELLI**

Founder & CEO

Supply Chain Expert | NAL's Inventor



**MARTA PISANI**

Co-Founder & COO

B2B Marketing & Sales Expert



**FEDERICO CRESPI**

Project Coordinator

Economics & Sustainability



**MATTEO MORCIANO**

R&D Project Leader

Ass. Prof. Politecnico di Torino  
| Eni "Researcher of the year" 2021



**NOEMI FIGLIOLINI**

Financial Advisor / CFO

Senior Manager PwC



**ANDREA MINGOLLA**

BD Advisor

Manager EY | Startup Advisor



## ADVISORY BOARD



**MASSIMO SANTARELLI**

Full Professor



**LUCA BIAGINI**

Former CEO China



**FABRIZIA FAGGIANO**

Attorney



**VITO ALFARANO**

GM Global Supply Chain



# ROADMAP



**€104M**  
**30 hectares**  
cumulated revenues

ECM  
TRL 5

S-WPM  
TRL 6



€ 2M

X

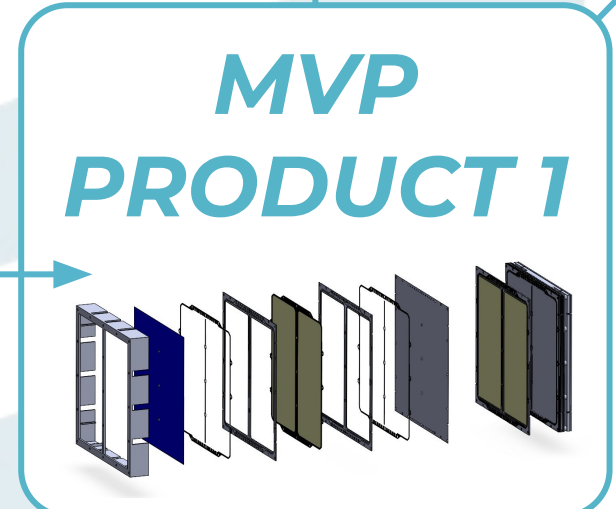
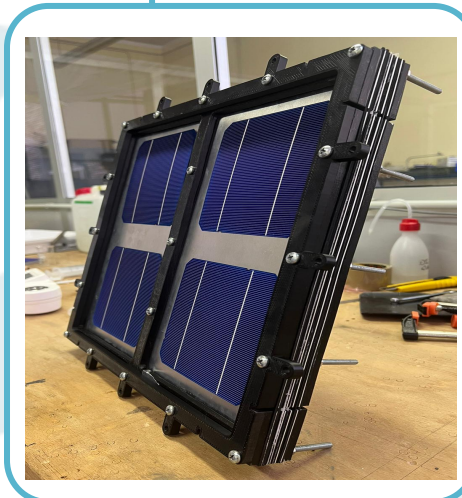
I

II

PRODUCT 1  
MARKET  
ENTRY

PRODUCT 2  
MARKET  
ENTRY

Series A  
€ 30M



Electrochemical Module (**ECM**) is at TRL 5 with a patent (PCT). Solar-Water Purification Module (**S-WPM**) is at TRL 6 with a patent filed. The market entry roadmap foresees the completion of the S-WPM by 2026, while the complete NAL by 2027.

# VALUE CHAIN



To accelerate market entry, Green Independence will, in the first phase, **outsource the production** of the main subcomponents to focus only on design, assembly, testing and installation at the customer. In this regard, we are already in contact with some of the most important **suppliers** for us and we are working on the **agreements** regarding possible **co-development** and **production**.

R&D



SUPPLIERS / CO-DEV

ASSEMBLY



COMMERCIAL CHANNELS



CUSTOMERS



Politecnico di Torino

SCHAEFFLER

proplast

PLASTICS INNOVATION POLE



Fluid-o-Tech  
POWER THE FLOW



enel  
Green Power

Ibercat  
SOLUCIONES CATALITICAS

EVONIK  
KRAFT FÜR NEUES

Sirti

PUNCH

MASMEC

Sirti

NIPPON GASES  
The Gas Professionals

MASMEC



Baker Hughes

ANSALDO  
ENERGIA



a2a  
energia



SIRAM VEOLIA

ELLE

acea

FERROVIE  
DELLO STATO  
ITALIANE

enel  
Green Power



AQP  
Acquedotto Pugliese

IG Italgas  
Reti



Preliminary discussion and/or LOI signed but NO contract yet in place

# FUNDING NEED

PREVIOUS: **€1.1M**



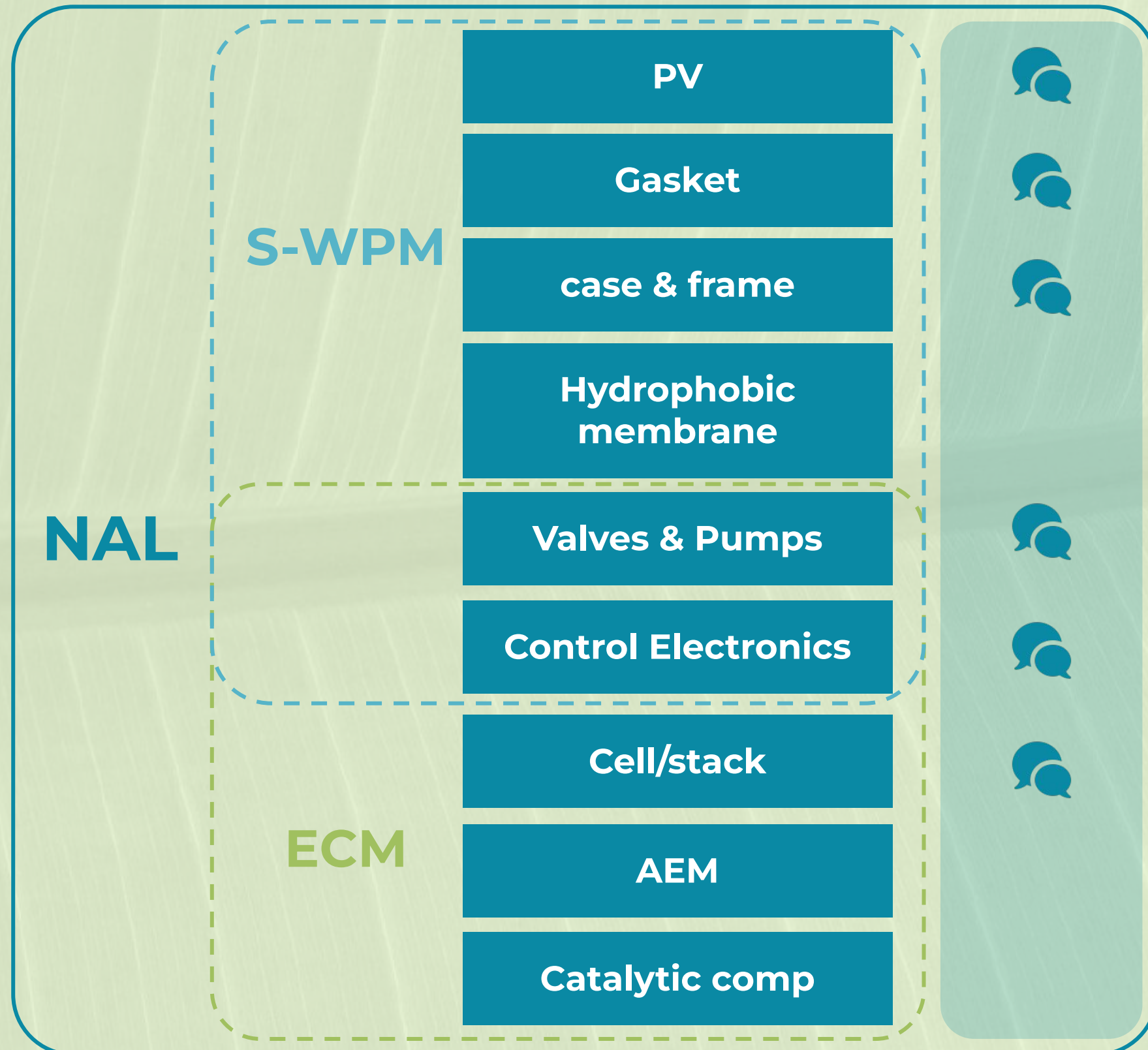
USE OF FUNDS

- 50%** ● Product & R&D
- 30%** ● Operations
- 10%** ● CapEx
- 7%** ● Sales & Marketing
- 3%** ● Other

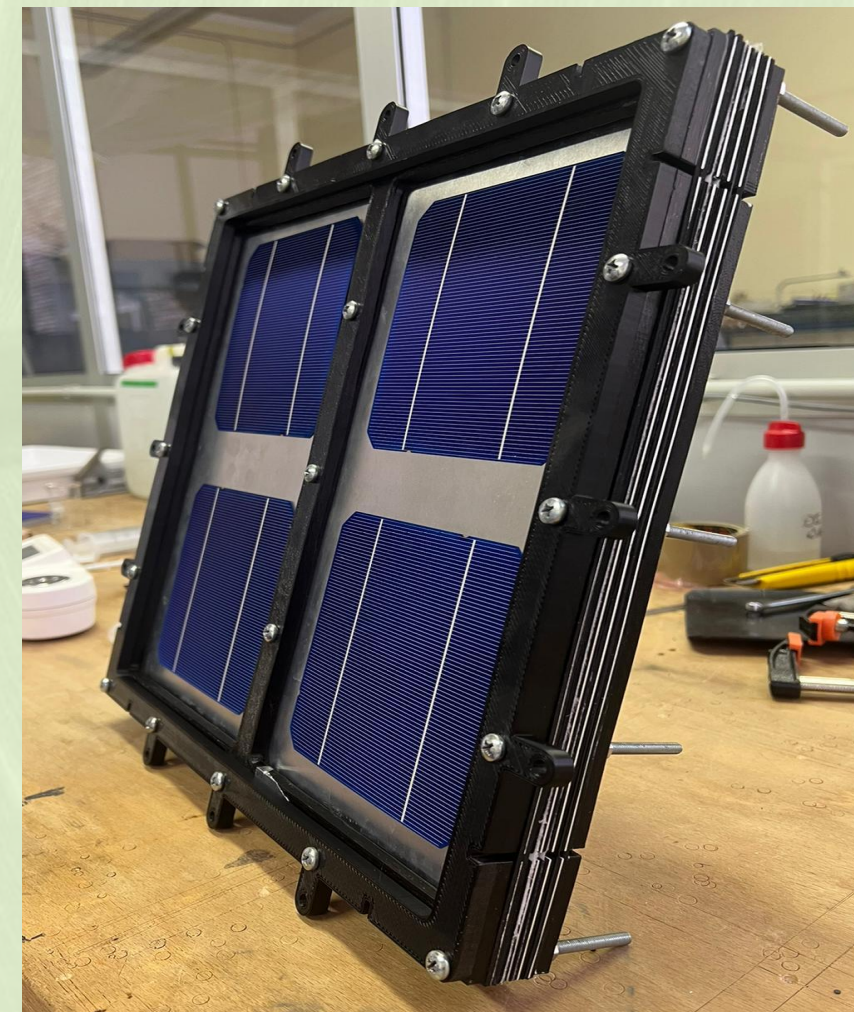
GI has already secured a total €1.1M in funding, **€0.9M from Investors** and the rest from paid PoCs and grants. GI has already invested 45% of the acquired funds and the remaining 35% will sustain operations for the next 6 to 8 months, completing the product development of the Solar-Water Purification Module. To complete the entire NAL development, operations, and CAPEX, GI is seeking an **additional €2M** in funding to cover a **total runway of 24 months.**

# WE LOOK FOR PARTNERS

co-design / suppliers



## 100 sqm Pilot Project



GI is looking for partners that can co-develop / supply NAL subcomponents; we are also looking for partners that can support us for pilot projects that will validate NAL technology in the industrial field.

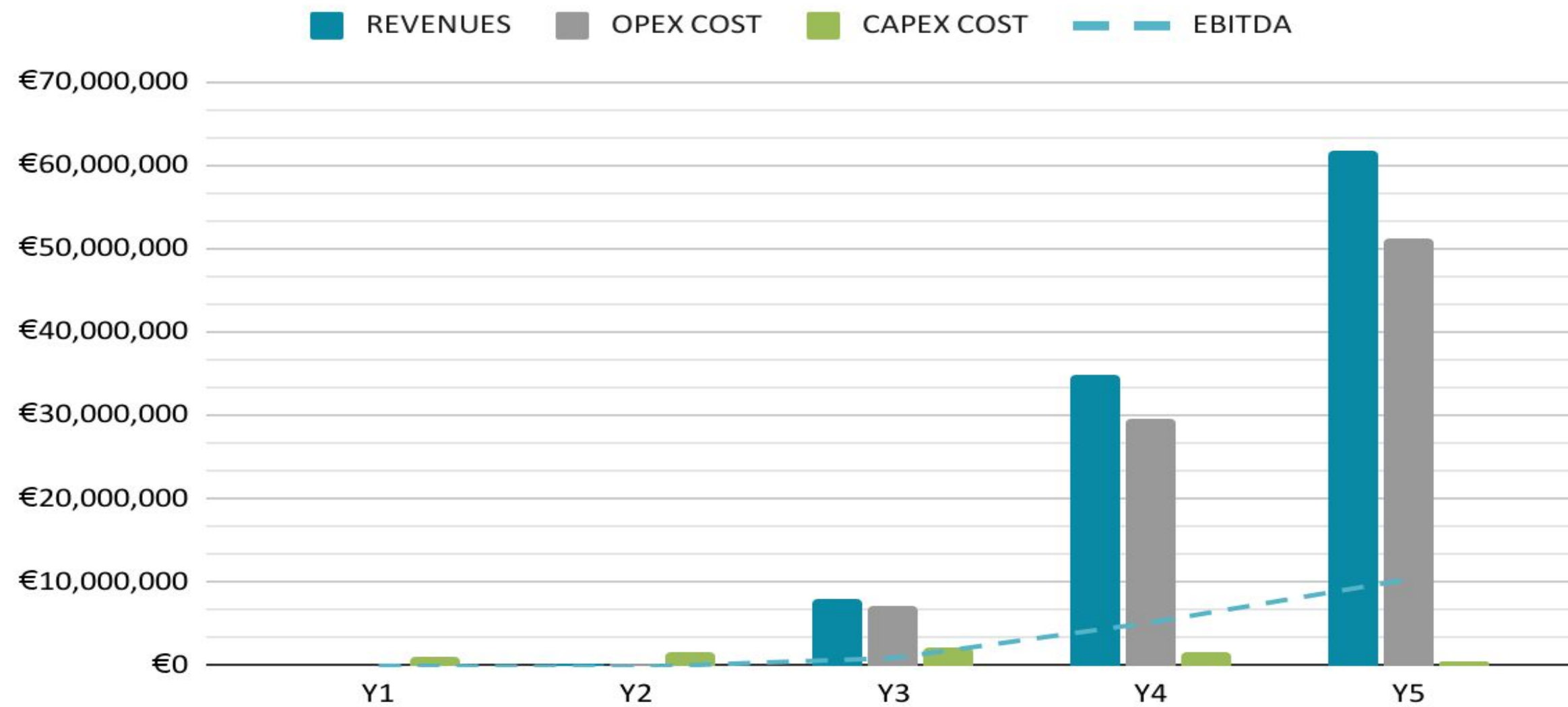


# FINANCIAL PROJECTIONS



**Within 5 years** we expect to reach a market share of 0.8% of the SAM (equivalent to **€ 104M (\$110M) cumulated revenues**) resulting from **30 hectares of installations**. We expect to hit breakeven point between 4th-5th year.

REVENUES - OPEX - CAPEX - EBITDA



REVENUES	€100,000	€150,000	€8,141,667	€34,875,000	€61,708,333
OPEX COST	€77,540	€278,052	€7,196,995	€29,668,307	€51,324,141
CAPEX COST	€1,066,888	€1,790,714	€2,313,515	€1,541,268	€412,367
EBITDA	€22,461	-€128,052	€944,672	€5,206,693	€10,384,193

We are building  
the **NEW ARTIFICIAL LEAF**  
because we believe that

*we only need  
sun and water  
to empower  
a greener future!*

