WAISENSE
innovation
in water
Metrica6 is developer, manufacturer and distributor of eco-efficient solutions for the smart city specially for water-saving in different consumers and sectors
• **Hot water** recirculation (no tank, no 2nd pipe...)
• Detection, warning & cut of **water leaks**
• **Smart irrigation**...

...among many other features and functionalities included in our patents.
WHAT IS WAISENSE?

Digital platform (dashboard and mobile apps) controlling different IoT hardware units called “modules”

DASHBOARD FOR MANAGERS

High scalability and integration in 3rd parties’ tools. Customizable. Houses, gyms, farms, cities...
WAISENSE: SOME BENEFITS

Cost reduction
Safer installations
Higher savings and efficiency
Improved quality of life/service

30-80% compared to traditional
No competitor with modularity and all functionalities

PERIODIC BENCHMARKING ANALYSIS for individual alternatives, highlighting our competitive advantages with each one.

Besides, there are BARRIERS FOR NEW COMPETITORS: patents, energy efficiency, water savings, comfort, price, applicability, etc.
Designed for individuals, corporates & destinations.

WAISENSE goes even beyond the touristic activity for higher impact in SDG 11.
**ECONOMIC BACKGROUND & FORECASTS**

<table>
<thead>
<tr>
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<th>2019</th>
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<tr>
<td><strong>INCOMES (k€)</strong> &amp; <strong>ASSETS (M€)</strong> - Only in Spain and for HOT WATER SOLUTION</td>
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**PARTNERS AND CLIENTS**

+8 million litres of water saved just in Spain. +15 direct jobs. Local industries.
We are in our internationalization stage, looking for investors and partnerships with corporates to enter new markets and increase scalability.
MARKETS AND CUSTOMERS

SMART CITY
Real Estate & Smart Buildings
Tourism
Property Insurance
Smart Consumers

SUSTAINABLE CONSTRUCTION
360B€ in 2022
+17,2% CAGR

SMART HOMES
113B€ in 2022
+27,5% CAGR

AGRI-FOOD
Smart Irrigation and other agri-food related industrial processes using water
Green Spaces

SMART IRRIGATION
2,1B€ in 2025
+15% CAGR

SMART FARMS
22B€ in 2025
+10% CAGR

B2B target. Sales and promotion also coming from B2C and B2G
A combination of **PaaS** and **traditional**

- **Subscription to standard features**
- **License of other Premium functions** (e.g.: warranty extension)
- **Direct and indirect sales** (marketplaces and licensees with royalties)
- **Services** (installation, technical assistance for building projects...)
- **Data**
- **New customized WAISENSE features**
- **Smart City/Smart Agro tenders**
- **Cross-selling, European Projects...**
Experienced team with +10 years of expertise in different fields

EDUARDO DUEÑAS
Founder & CEO. Master Industrial Engineer. +9 years in R&D, management, business and IPR.

MARCOS ORTEGA
Founder & CTO. Master Electronic Engineer. +15 years in product development and innovation.

ALMUDENA PORRAS
CFO. Master in Finance. +10 years in business, economical and managerial activities.

J. MANUEL DÍAZ
Chief Manufacturing Engineer. Industrial Engineer. +10 years in production, industrialization and quality.

WE ARE HIRING!
NEW MEMBERS
Metrica6 keeps on searching new professionals to complement the team with expertise in firmware, coding and marketing.

TEAM, COLLABORATORS AND INVESTORS

TEAM, COLLABORATORS AND INVESTORS

Cross-sectorial investors (building, fintech, deeptech...) with several rounds in Metrica6 and tagging along for the next one.

EDUARDO DUEÑAS
Founder & CEO

HERMES PARTNERS
Economist, investor and tutor.

MARCOS ORTEGA
Founder & CTO

15K ANGELS
Trading, Building, Digital marketing specialists.

METAPHASE07
Deep-tech developers
WAISENSE innovation in water

Eduardo Dueñas
Founder & CEO
eduenas@metrica6.es
+34 620 47 39 22
WAISENSE: CONTENT MANAGER

Editor
Editar Página Led relax

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<tr>
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<td>Ruta</td>
<td>Slider Escritorio / Ahorro</td>
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Previsualización
Vista Android

Índice de contenidos
- Slider Escritorio (3)
  - Ahorro (2)
    - Filtros dúo
        - Led relax
    - Consumo (16)
    - Consejos (4)

Contenidos
22 resultados
Filtros: Multimedia
Métrica6 has been (and “is”) honoured with many awards and recognitions in its short but impactful career for its entrepreneurial spirit, business results, innovation and environmental impact.

In the last one (February 2021) the World Tourism Organization (United Nations) awarded Metrica6 as the best European company to achieve SDG2030 (#11 Sustainable Cities).
WAISENSE: APPS

IoT Control (traceability)
Digital Twin (big data, AI)
Customer relationship
Sales
WAISENSE has already many differential advantages. WAISENSE WORLDS will be unique.

This is an example of comparison for the hot water function.

Deep analyses clicking in the image below (in Spanish only – 70 pages)

Currently

- Energy consumption

| SINGLE-MODULE RECIRCULATORS (e.g.: Aquareturn) |
| ADDITIONAL WATER HEATER OR TANK NEEDED (e.g.: IDI Smartwater) |
| DOUBLE BRANCH (constructive method) |
| ELECTRIC FAUCETS GENERATING HOT WATER (e.g.: Quooker) |
SUSTAINABLE CONSTRUCTION 360B€ in 2022 +17,2% CAGR

SMART HOMES 113B€ in 2022 +27,5% CAGR

HOT WATER CUSTOMERS

• Property developers
• Individuals in new/older houses
• Customers in hotels, gyms, hair-dressers... any hot water users.

27-42% 6-25 litres per usage

+ not needing double branch materials
+ reduced logistics and time of installation

BETTER WATER CONSUMPTION
LEAK DETECTION, WARNING & CUT

- Property developers
- Insurance companies
- Installers/Maintenance
- Consumers (individuals and companies).

117 m³ per installation just in Spain (2019)

SMART WATER MANAGEMENT
21B€ in 2024 +13% CAGR

FLOOD INSURANCE
25,7B€ in 2026 +16% CAGR

+ the material damages
+ items that are substituted before its natural life-cycle ends
SMART IRRIGATION

- Farmers
- Technology integrators
- Managers in public and private green spaces.

8.355 m³ per ha/year (Spain 2019)

+ not including leaks or frosts
+ less field trips
The digitalization in WAISENSE allows:

**Transforming “wasted” water** (the quantities that we lose in leaks, that we over-irrigate when not needed, or that we dispose for not being at the proper –hot– temperature) **into seized water.**

**Becoming one of the few products that generate positive CO\textsubscript{2} footprint**, comparing water/energy saved and CO\textsubscript{2} emissions during its manufacturing and life-cycle.

**Reduce materials and other resources used for this eco-efficient manage of water**, in comparison, for an instance, to add a second set of pipes for hot water recirculation (for the hot water feature).
Patents in Europe, USA, Canada, Mexico and Chile

+7M litres of water saved just with the hot water feature

New WAISENSE® features: water leaks detection and smart irrigation

First international agreements in Europe and America

New compatibility skills for WAISENSE®: KNX & third parties’ apps

Improve scalability while reducing costs. Outsourced international manufacturing cells.
✓ Own resources
✓ Public grants
✓ Private funding
  (banks, equity and others...)

**EQUITY:**
Social Cap.: 226,5k€
Pre-money (2021): 1,67M€
FINANCIALS: PUBLIC FUNDING

+1M€ in grants and other public programmes
Social Capital 226,500€

Pre-Money valuation (until 08/2021) 1,67M€

Partners already committed for the next round

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Founder & CEO

HERMES PARTNERS
Economist, investor and tutor.

METAPHASE07
Deep-tech developers

MARCOS ORTEGA
Founder & CTO

15K ANGELS
Trading, Digital marketing specialists.

15K ANGELS
New partners for growth and internationalization
A new rural hotel with glamping area in the South of Spain, getting:

- Hot water recirculation
- Leak detection
- Smart irrigation
- Grey water reuse

72% water consumption reduction
BOOSTING SEVERAL SDGs

Water as related to well-being, the trainings we offer and equal job opportunities

Betting for local industries, innovation and sustainability. Promoting awareness in resources consumption

Water impacts ecosystems for which every service and activity depends on

Our team is stronger when more members are committed with the mission
ADDITIONAL WAISENSE APPLICATIONS FOR INDUSTRY

- Monitorization of consumptions
- Water leaks detection, warning and cut
- Alerts for high pressure/temperature
- Prevention of Legionella proliferation
- Control of valves and other actuators
- Platform/app for managing data (WAISENSE) or transmission to other external apps and databases
- Task automation
- Remote diagnosis
- Customized implementation of additional sensors
- For installations, machines, vehicles...
ADDITIONAL WAISENSE APPLICATIONS FOR IRRIGATION

- Soil, ambient and water-mix sensors. Ease the recognition of “Ecological product”.
- Control of irrigation quantities and times. Scheduling routines.
- AI/Big Data to optimize irrigation tasks considering the state of the soil and weather forecasts.
- Detection, warning and cut of water leaks
- Increased value with added cameras, locks and other sensors and actuators
- Control app/web (WAISENSE) and add-ons for satellite information
- Prevention of pipes bursting due to frosts
• Managing individual and collective consumptions
• For radiators, heating floors and similar
• Alternative to double branch but compatible with it if pre-existing in the installation
• Room temperature control using flow and pressure actuators
• Control app/web (WAISENSE) and compatible with third parties’ apps
• AI/BIG Data to analyse comfort levels in contrast with energy consumption and other parameters
• Detection, warning and cut of water leaks