

Blive

**B2B energy management
software for charging stations**

We monitor, optimise and activate energy
assets for grid stabilisation



Charging station owner

Underperforming assets are costly

"We were looking for a solution that gives us a complete overview of our solar, battery and chargers input and outputs to understand their performance"

Charging station owner

Losses and inefficiencies is costing money and time

*"Currently we consume **15Mwh of energy we cant account for** and this month Soltech were testing the battery, which tripled the effect tariffs cost."*

Charging station manager

Expensive tooling and poor support

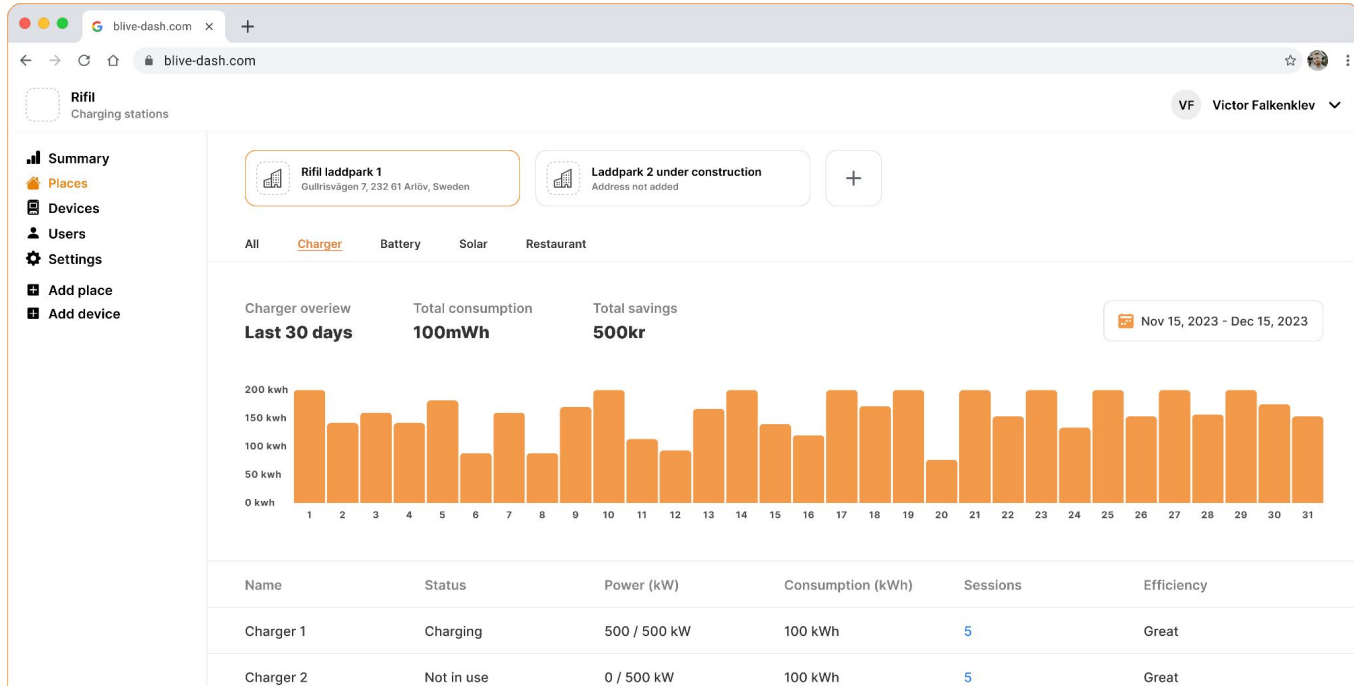
"The smart charging solution from Kempower is charging in the expensive hours and their support just gives you a ticket number"

Problem

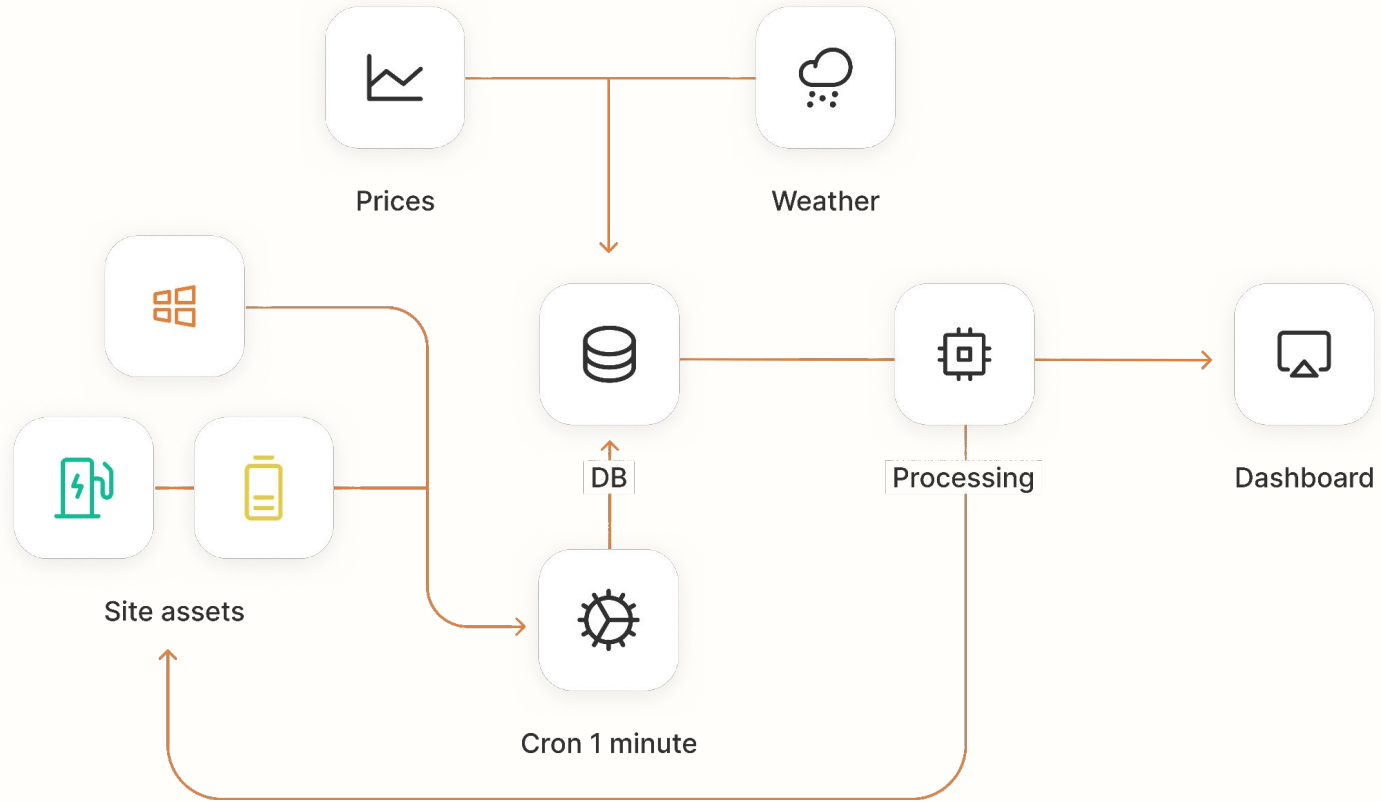
Underperforming charging stations create costs and operating them effectively is complex.

Solution

Our platform brings clarity to a stations performance and makes it easy for operators to optimise them.



DEMO



Business model

● **Monitoring**
€30 per unit

● **Optimisation**
10% of peak-shaving level
20% of smart charging savings

● **Arbitrage (Storage & V2G)**
10% of earnings

Avg. station (1 month)

€55 (3.75 Chargers units)

€10 (2.5% w. Storage)

€10 (5% w. Solar)

€100 Peak shaving

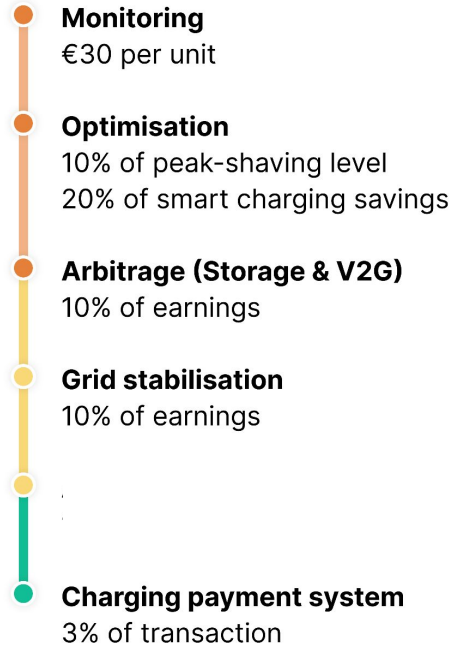
€40 Smart charging (20%)

€50 Arbitrage (10%)

= €265

€2400 ARR.

Business model (1.5y)

- 
- Monitoring**
€30 per unit
 - Optimisation**
10% of peak-shaving level
20% of smart charging savings
 - Arbitrage (Storage & V2G)**
10% of earnings
 - Grid stabilisation**
10% of earnings
 - Charging payment system**
3% of transaction

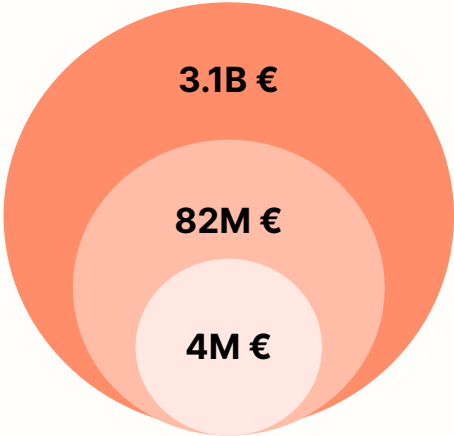
Avg. station (1 month)

€55 (3.75 Chargers units)
€10 (2.5% w. Storage)
€10 (5% w. Solar)
€100 Peak shaving
€40 Smart charging (20%)
€50 Arbitrage (10%)
€1000 Grid stabilisation(10%)
€225
€310 Payment system

= €1800

€21600 ARR.

Market - Europe



2022
147,000 Charging
stations (Europe)

2,790 Fast charging
stations (Nordics)

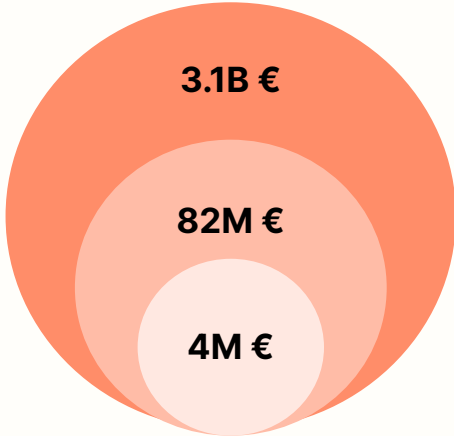
5% capture

Source

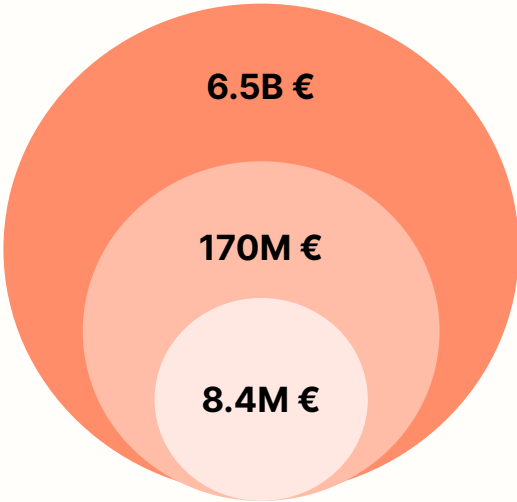
<https://statzon.com/insights/ev-charging-points-europe#:~:text=The%20latest%20data%20from%20the,chargers%20and%2089%25%20AC%20chargers.>

Market - Europe (growth - 27.5%)

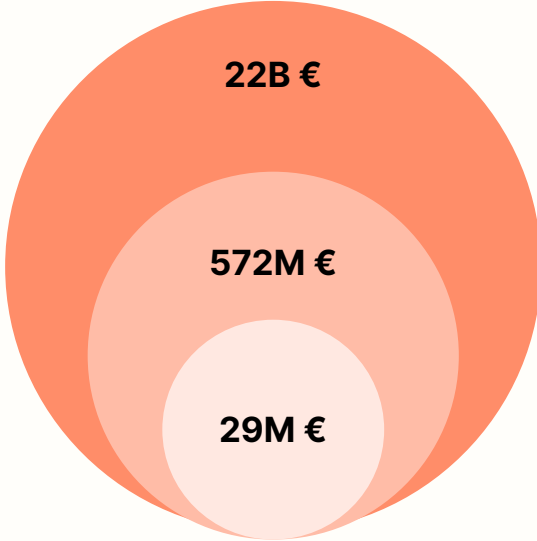
2022



2025



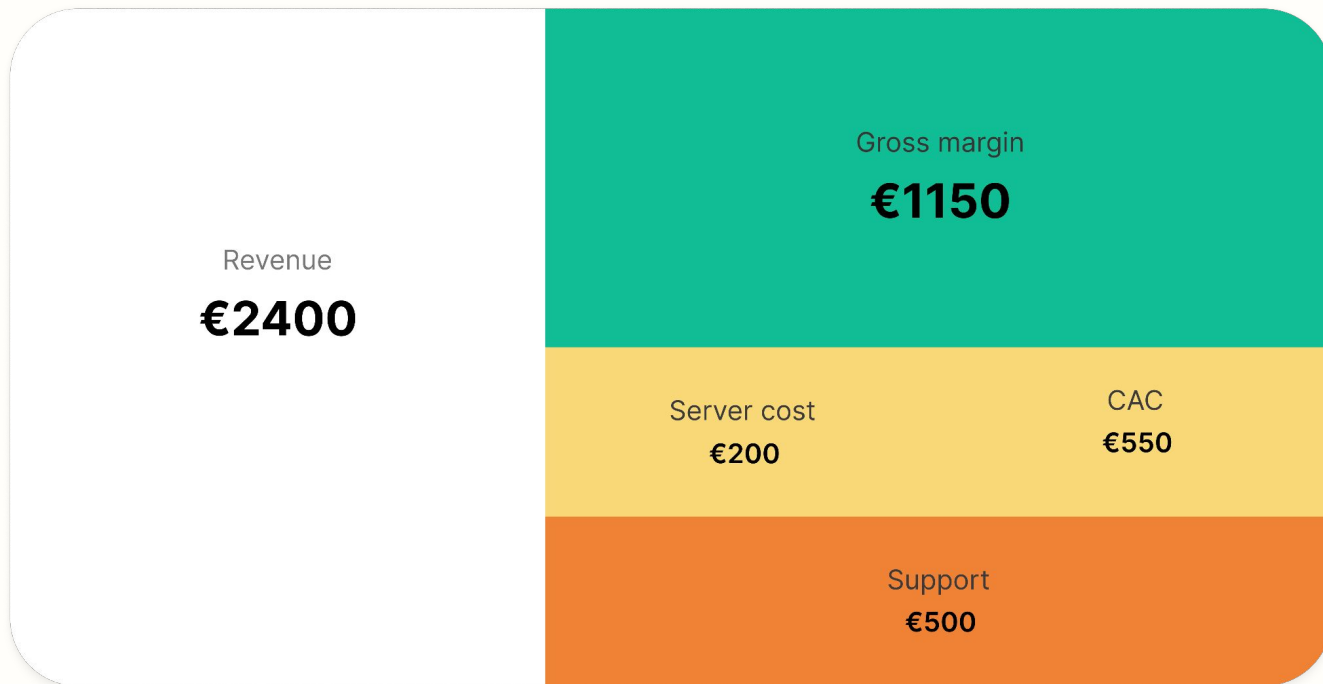
2030



Source

<https://www.gminsights.com/industry-analysis/dc-fast-electric-vehicle-charging-station-market>

Unit economics



Source

<https://firstpagesage.com/reports/average-customer-acquisition-cost-cac-by-industry-b2b-edition-fc/>

All energy services in one



SMB companies



Industrial companies



Standalone energy service

Competitor differentiator

	Founded	Acquired	Location	Market
 Blive	2023		Nordics	Europe
 sparkion	2019	2022	Israel	Middle east North america

Source

<https://www.globenewswire.com/en/news-release/2023/02/09/2604925/0/en/Sparkion-Announces-North-American-Market-Entrance-and-Commercialization-Plans.html>

<https://www.bloomberg.com/press-releases/2022-02-08/driivz-acquired-by-vontier-to-accelerate-its-e-mobility-strategy>



CTO

Pavel Schoffer

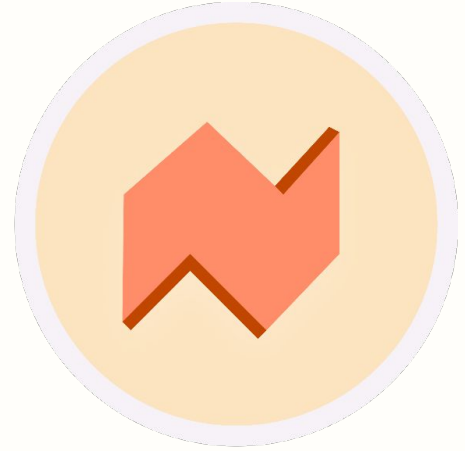
“Senior full-stack developer with more than 10 years in coding. Built end to end systems within IoT and payments for Klarna, Oracle and Automattic”



CEO

Simon Langkjær

“Lead product designer with hands on experience. Lead the design of Smart services and managed the Smart charging feature development at Tibber.”



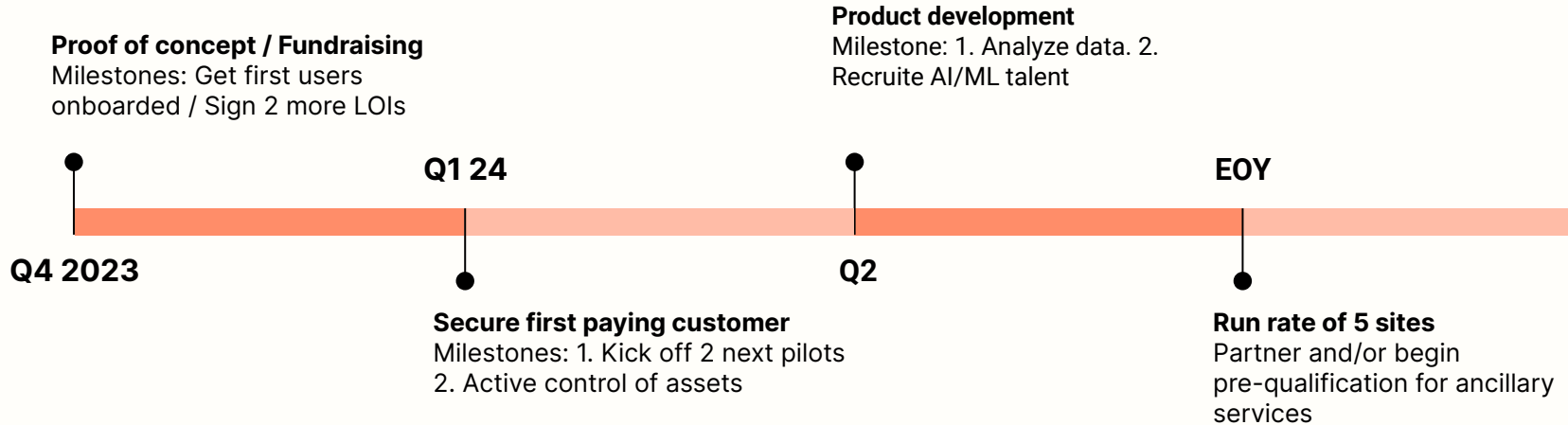
Team

Global team, well connected within Nordics and EU.
Energy domain knowledge and IoT expertise.

Traction

- 3 x Lol
- Beachhead Market - Heavy transport charging

Roadmap



Salaries

€30,000 Co-founder

€30,000 Co-founder

€30,000 Data Scientist

€90,000 +

Development

€250 Software tools

€750 Cloud services

€1,000 +

Retainer

€9,000 Misc.

€9,000

Ask

€ 100k

**Blive is enabling the
transition to
renewable energy**

Join us!