

iNex

Artificial intelligence
for efficiency



Ai
iNex



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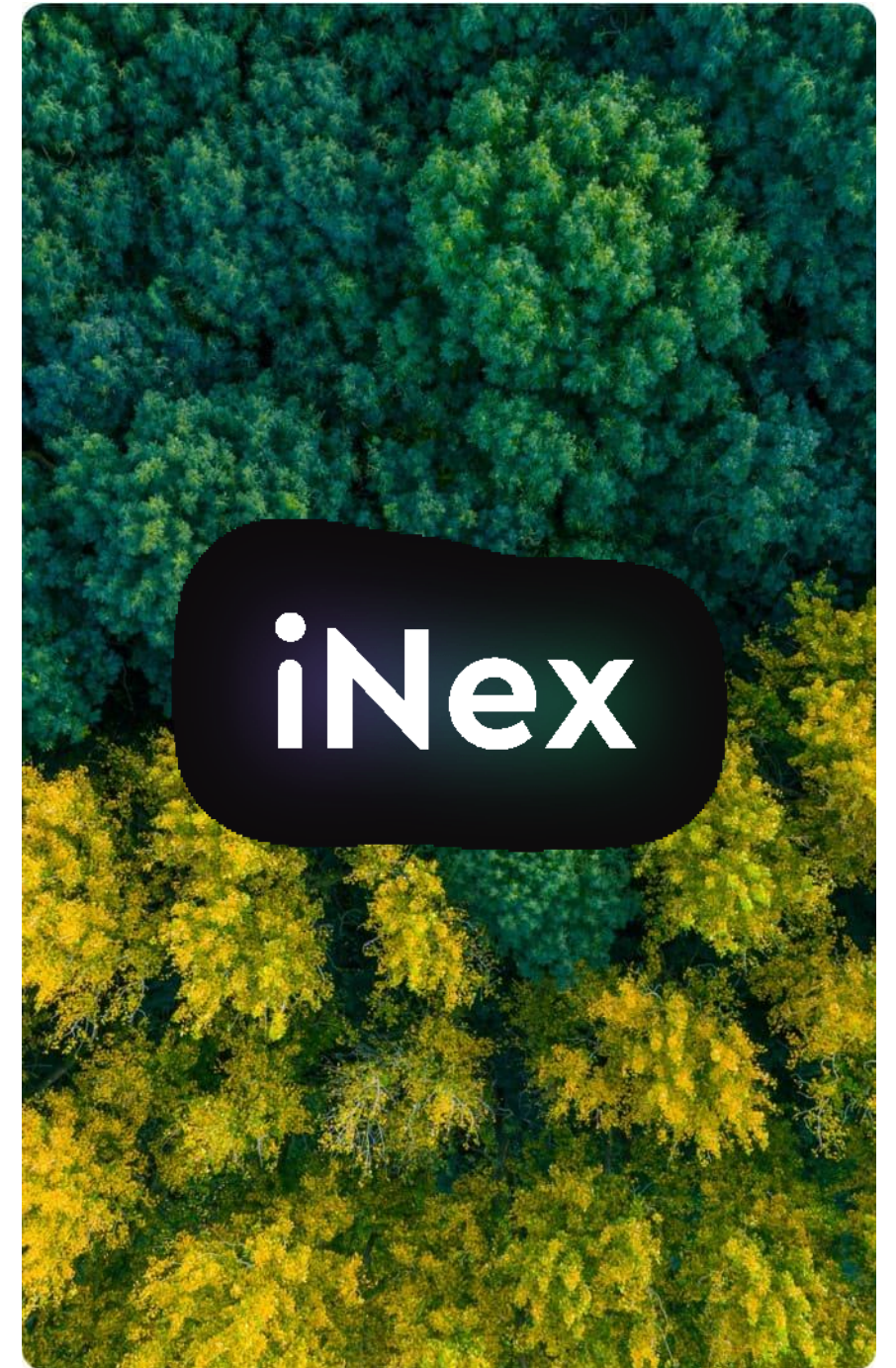
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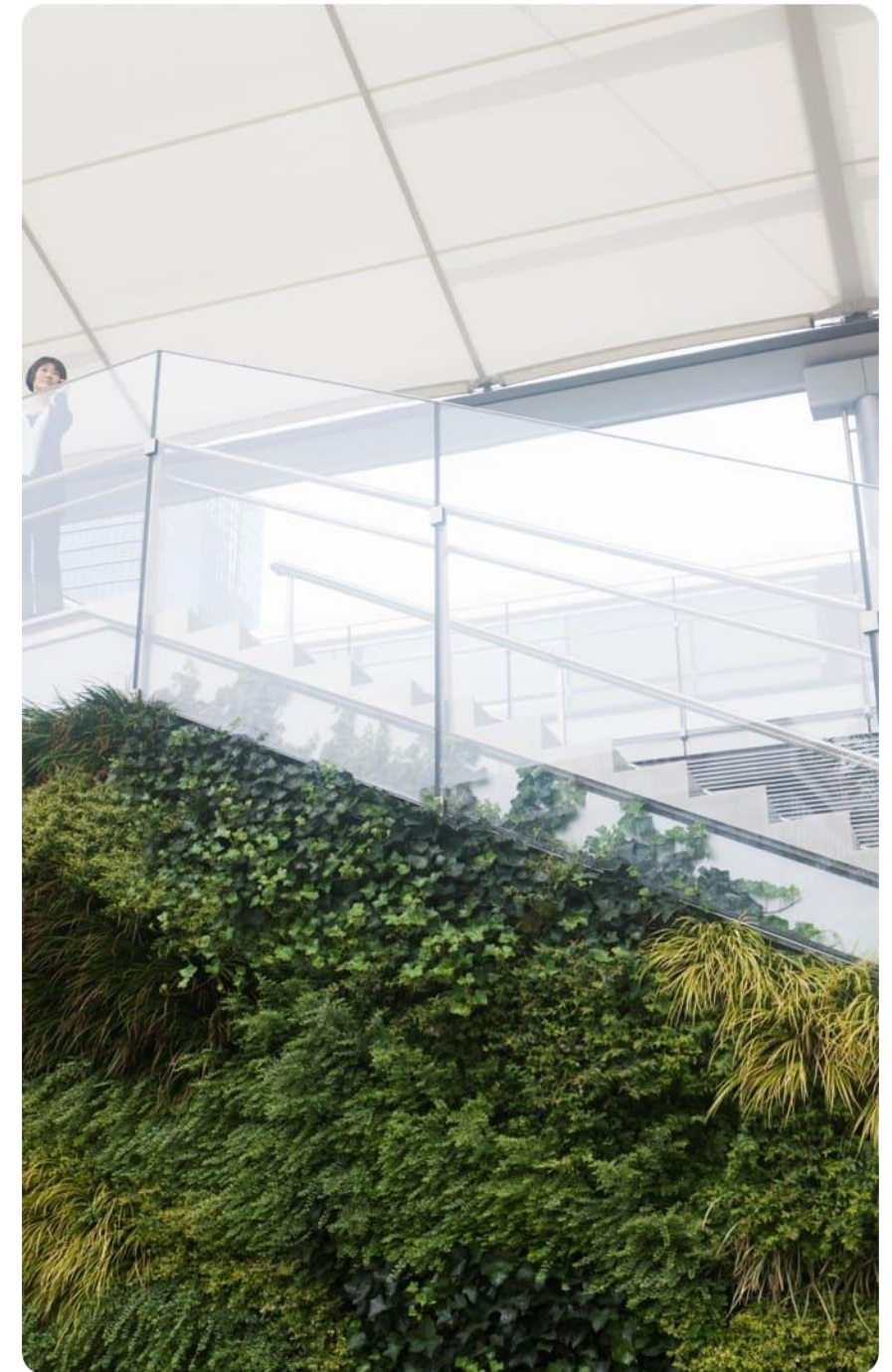
Founded in 2012, iNex was originally a **sustainable development consulting firm** supporting communities and manufacturers in **managing their waste-related issues**.

Taken over in 2018 by Olivier Gambari and Pierre Beuret, **iNex became a technological company that offers digital tools to industrialize marketing and sales** for companies working in the renewable energy and waste sectors: biogas, biomethane, bio-NGV, photovoltaic, strategic materials **by providing a tool based on a complementary team and an agregation and predictive tool conceived in partnership with the French MIT, Ecole Polytechnique de Paris**.

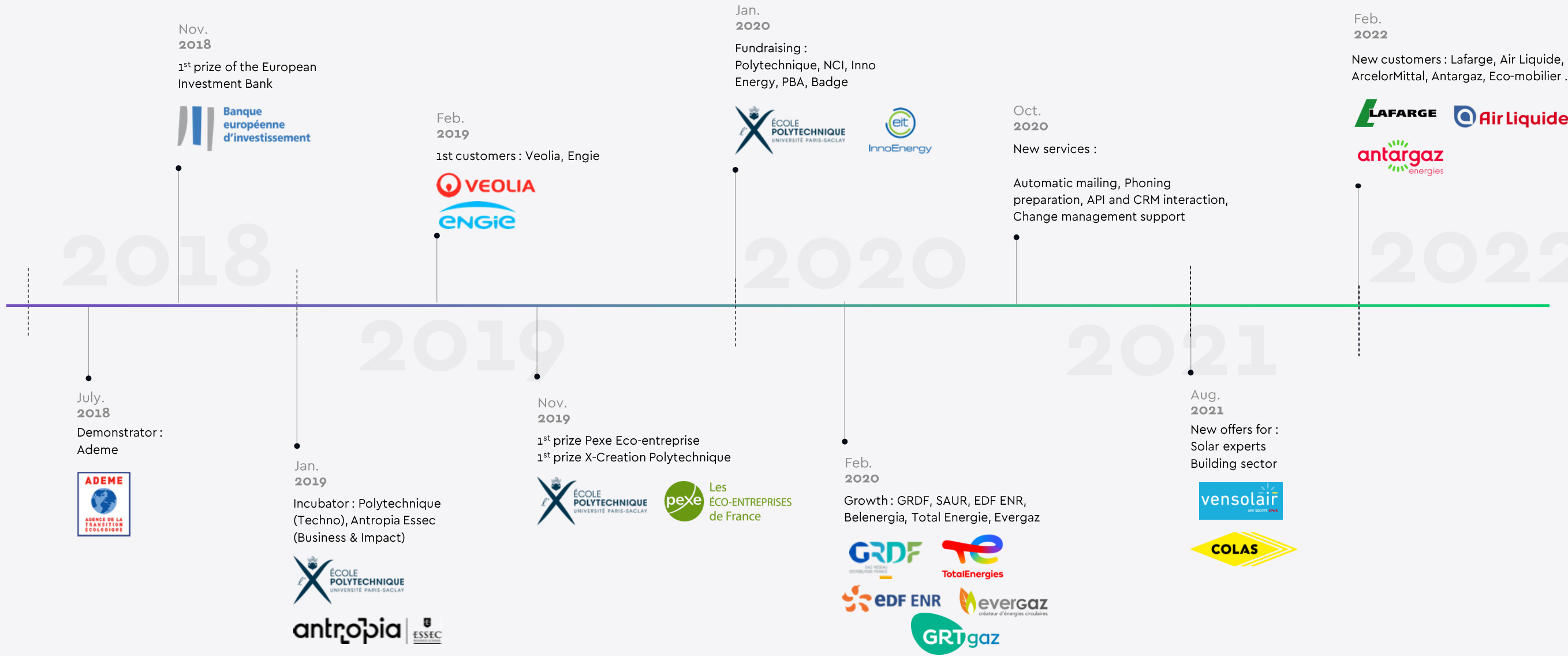
Based on studies from 8 years of consulting and more than 5,000 data sources, **iNex Sourcing is the flagship tool used by the marketing and sales departments of energy companies** (Engie, GRDF, Grtgaz, Evergaz, Belenergia), recyclers (Veolia, Nicollin Group, Baudalet) and manufacturers (Solvay, SAUR).

In 2020, with robust technology validated by the main market players, iNex raises 1M Euro from Inno Energy, Nci, PBA and Badge to accelerate its growth.

2022 marks a new step with an acceleration of its activity and **with a new capital increase to develop new territories**: Europe, US & Canada.



History



Our team



Tech, Skills, Data

iNex is the connection of complementary talents who have decided to contribute through technology to the ecological transition.

A complementary team



Olivier Gambari

CEO & Founder



Pierre Beuret

COO & Founder



Benoit de Menthère

CDO



Philippe Huger

Mentor



But also an operational team

4

Data Analyst

3

Data Scientist

2

Business developer

Our
offer



Invest into biogas safely

We help you to understand the potential of your territory in order to invest into methanization unit with the most relevant partners : farmers, industrialists, local authorities. A real accelerator, iNex's team and digital solutions allow you to guarantee your future investment and reduce your risks.

1) Know the potential on your territory to prepare your strategy of investment

- Mapping of biowaste in a region according to your strategic criteria
- Visualise the key data of a territory : statistics, outlets, competition, infrastructure
- Indicators allowing you to carry out precise market studies in a few clicks
- Detect the best actors that may start quickly a biogas production as well as the key contacts to approach them



2) Provide your team with a tool to work with the most relevant actors

For investment team

- Analyse the perspectives of biogas development
- Projection of the resources and investments to be deployed
- Recovering the territory's bio-waste
- Understand perspectives of biogas development
- Identify the resources and investments to be done
- Show the best opportunities

For your project teams

- Analyse the quality, quantity and types of bio-waste available
- Speeding up contact process
- Conduct a macro and micro analysis of the territory
- Connect data with your CRM and database

Use cases of Antargaz and Totalenergies : Devellopping a new business

Inex supports **Antargaz** and **Totalenergies** in order to **invest in methanization projects** thanks to its solution : **a dedicated team and a digital solution to analyze the investment potential of biogas on large terrigory**. The goal of these two companies is to diversify their revenues thanks to renewable energies, solar and biogas.

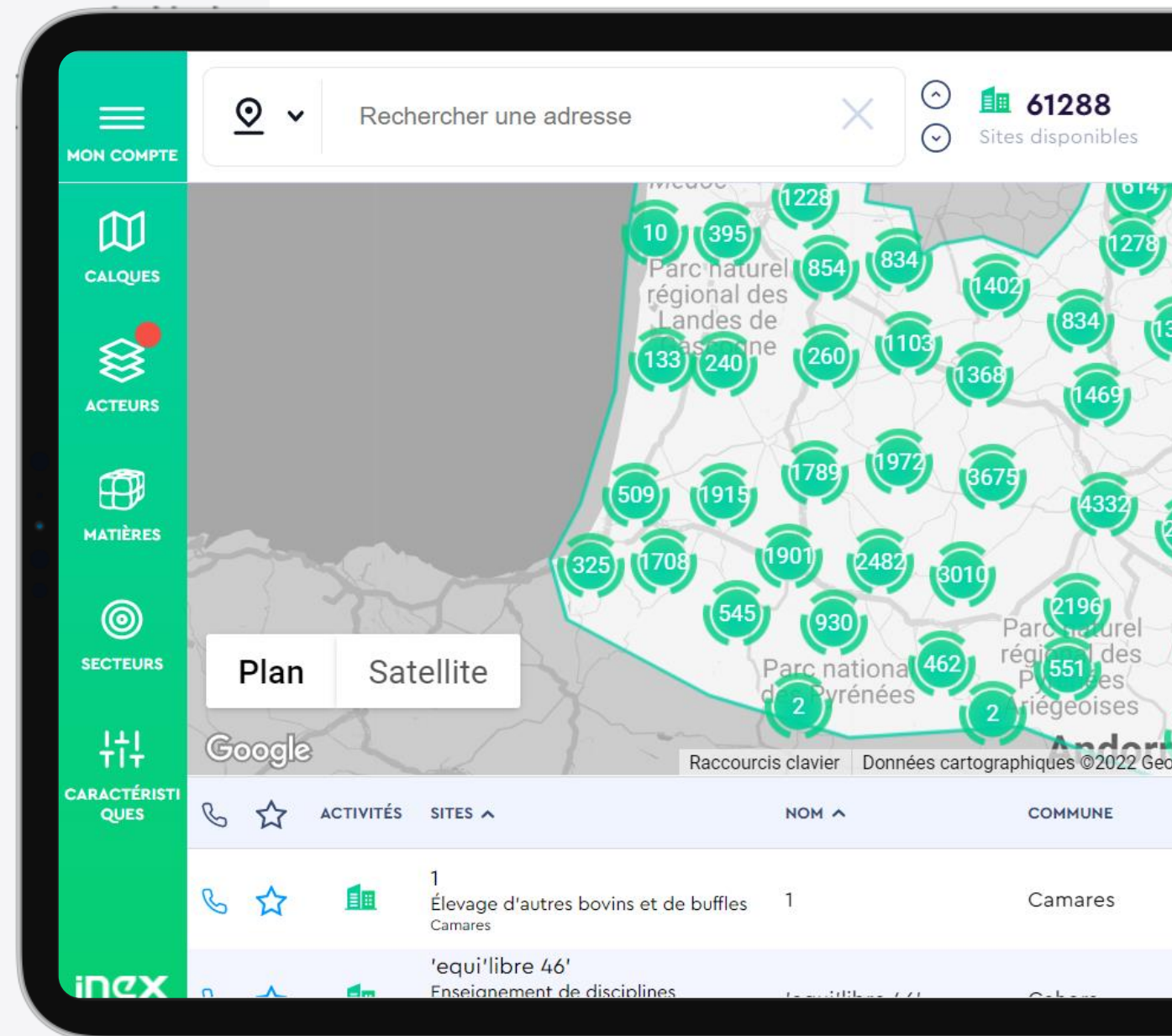
By 2030, 30% of their revenues must be produced from a sustainable energy.

Our solution, **iNex sourcing**, allows them to display all the potential on a territory in few clicks thanks to his unique technology : **relevant biowaste producers, methanogic power, infrastructure, challengers, potential partners**. The **quality, quantity and types of bio-waste** produce is also available in 1 click in order to understand what technology of methanization fits better on the choosen territory.

Inex sourcing displays and locates the relevant land and parcels, including brownfield sites in order to analyze the most appropriate locations for the **installation of new methanization units**.

In partnership with our consulting team and the angility of our digital solution :

- **Totalenergies manage is 500M€ investment in biogas** with our solution in : France, Holland, Germany and India.
- **Antargaz study a 50M€ investment in their own site in France** before a bigger one in Europe



Interface, data and features

This interface summarizes 5 years of support for gas networks and biogas developers. It is designed to provide strategic data and technical analysis tools allowing you to invest serenely in biogas units.

You will find :

The list of relevant companies in the territory that produce biowaste

- Company information: Company name, company register, Address, Activity sector, GPS coordinates

The qualification of the biowaste

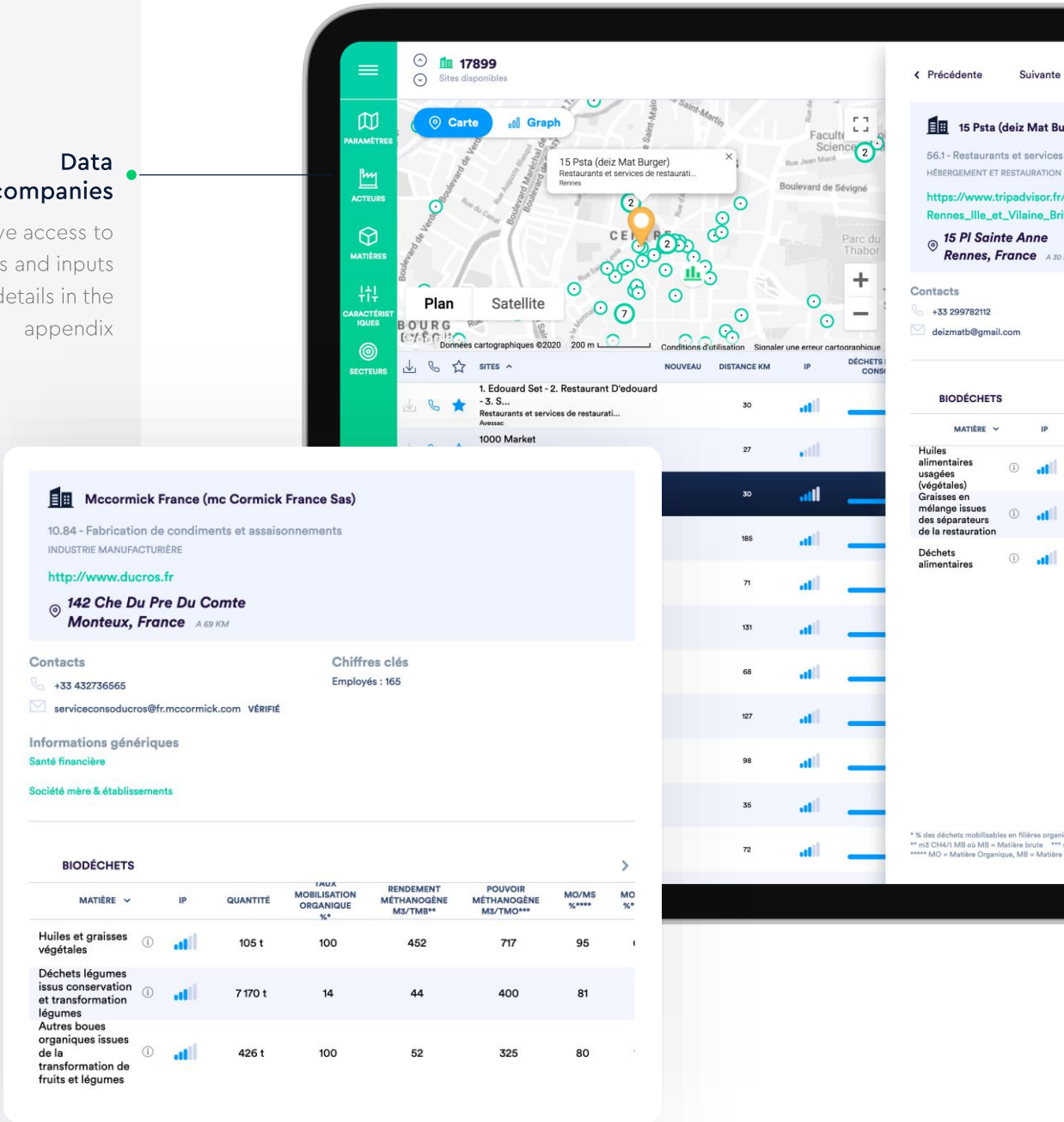
- **Nature of waste** : Detailed typology based on the improved European waste nomenclature
- **Characteristics** : mobilizable organic %, yield and methanogenic power, ratio organic mass / dry mass, presence of packaging, type of material (liquid, solid, pasty, etc...), seasonality, quantity
- **For the Water Treatment Stations** : distinction urban or industrial sludge

In summary, the functionalities are the following:

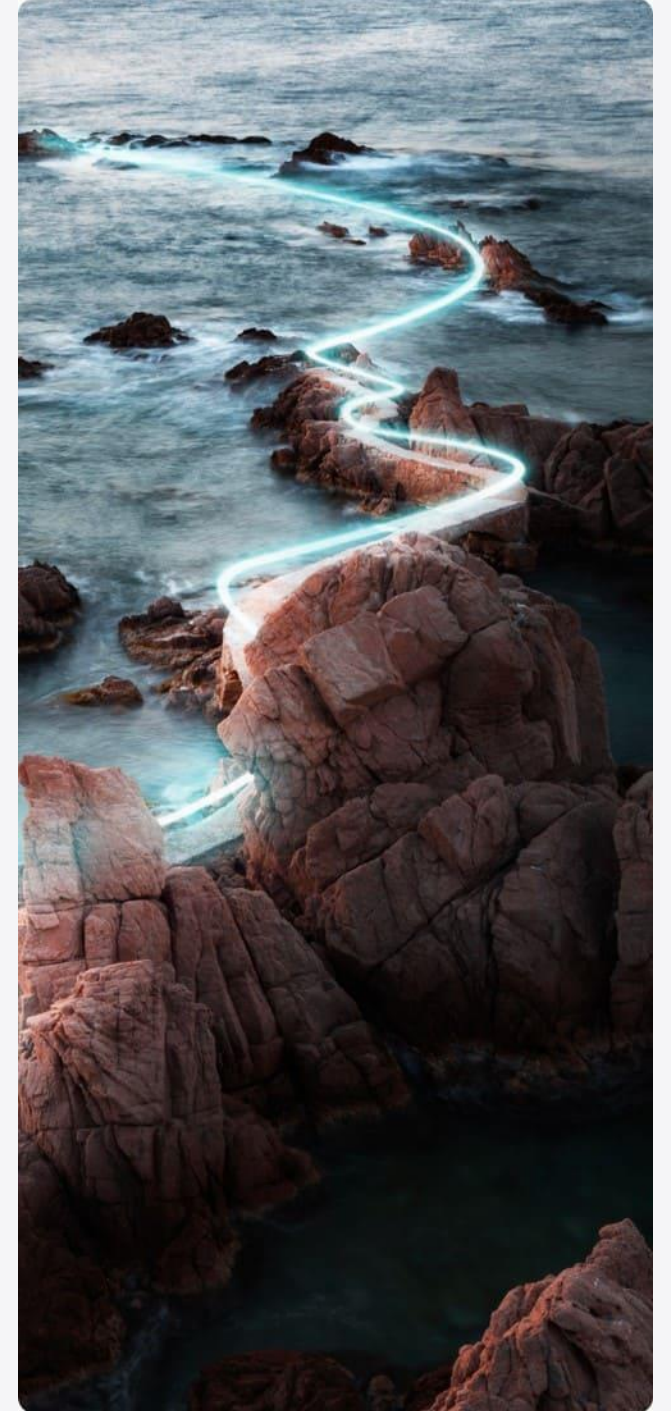
- Statistics by sectors of activity / Actors / Collectors ...
- Classification and sorting of companies according to your technical characteristics
- Mapping of actors / satellite view
- Heat map showing the main areas of interest and reactivity according to your parameters
- Filters by actors
- Display of outlets and competitors
- Indicators allowing you to sharpen your canvassing, to be defined during the framing
- Infrastructure : gas distribution pipe-line, electricity lines, ...

Data companies

You have access to contacts and inputs
More details in the appendix



The workshop



Presentation and objectives of the workshop

The needs definition workshop is an essential phase of the project, it allows :

- **Clarify** the expectations of future users of the solution
- **Plan** priorities and anticipate major future developments
- **Coordinate** the various internal and external teams
- **Prepare** the project management between NOMCLIENT and iNex circular

The main objective is to capture the needs of business teams and end users in order to adapt them with a technological vision and to incorporate them into your future tool.

To achieve this objective, we propose an analysis grid covering the main themes to answer the 3 key questions:

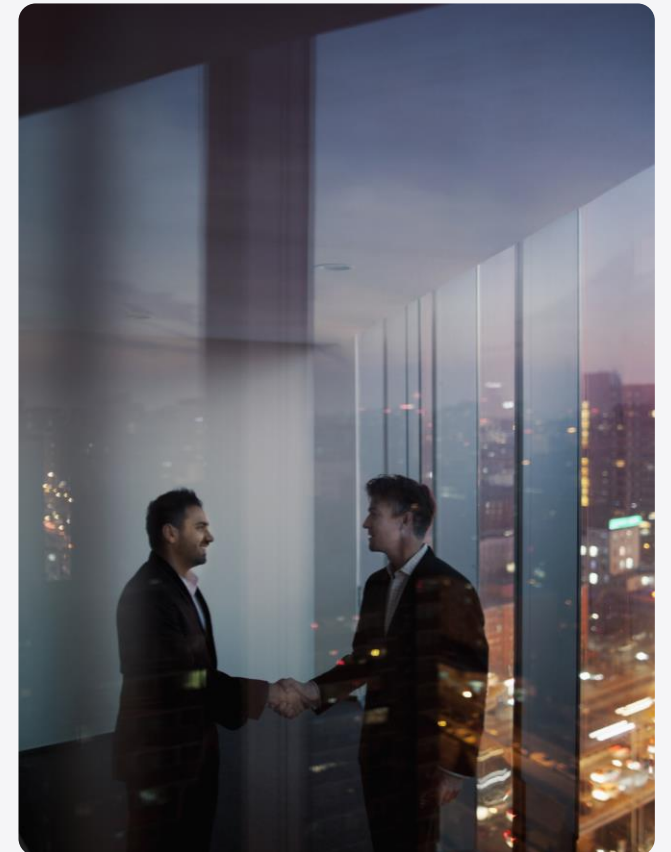
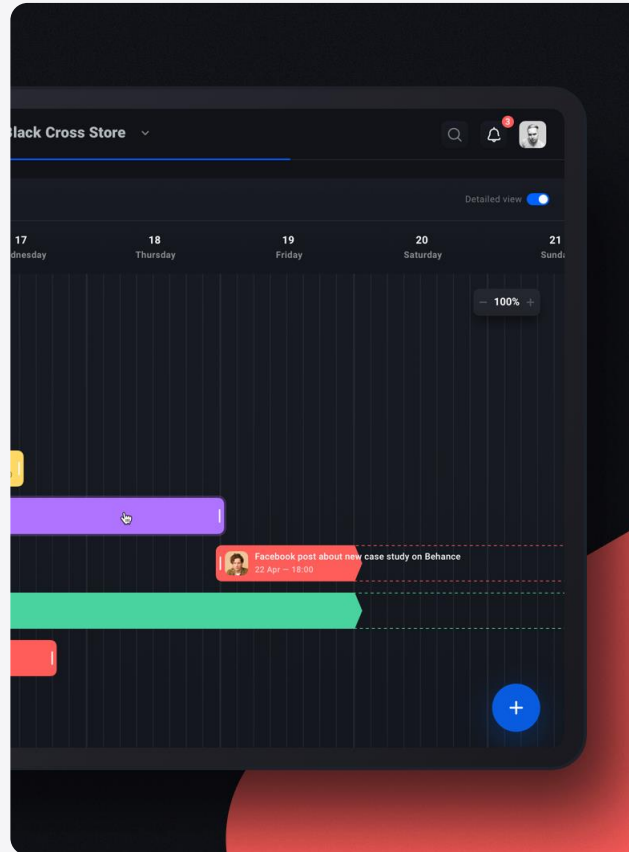
- **Who ? What ? How ?**

Let your creativity run free, a 2nd workshop will allow you to specify the data and functionalities you will keep. If you have any questions, do not hesitate!



Development strategy		People and jobs	Working methods
What is your development strategy ? What are your short, medium and long term goals ?		Who will use this future tool ? What jobs are concerned ?	How do your staff work today ? Do they use software ?
Data		Functionalities	
Do you have data you would like to add to the tool? What type? List the necessary data. What data do you want to collect?		What are the key information to display? Type of companies, waste, methanizable potential... How could the tool help you save even more time?	
Benefits expected		Project team	
What benefits are you hoping for? E.g.: increase in sales, increase of leads, increase of projects, decrease of time spent per task, etc.		What are the internal resources? Who are the business referral persons?	

Our add-value



Our add-value

We offer a digital solution that allows you to reach your investment objectives :

1 Contacts

**Detect key players
in 3 clicks**

- Automatic detection of waste producers and key players with contact details
- Visualization of strategic infrastructures : gas distribution network, electricity lines, transportation
- Regulation and law restriction : natural resources and protected area,...
- Centralization of more than 5000 key data sources to decide on an investment

2 Expertise

**We centralize the
business knowledge
of the entire sector**

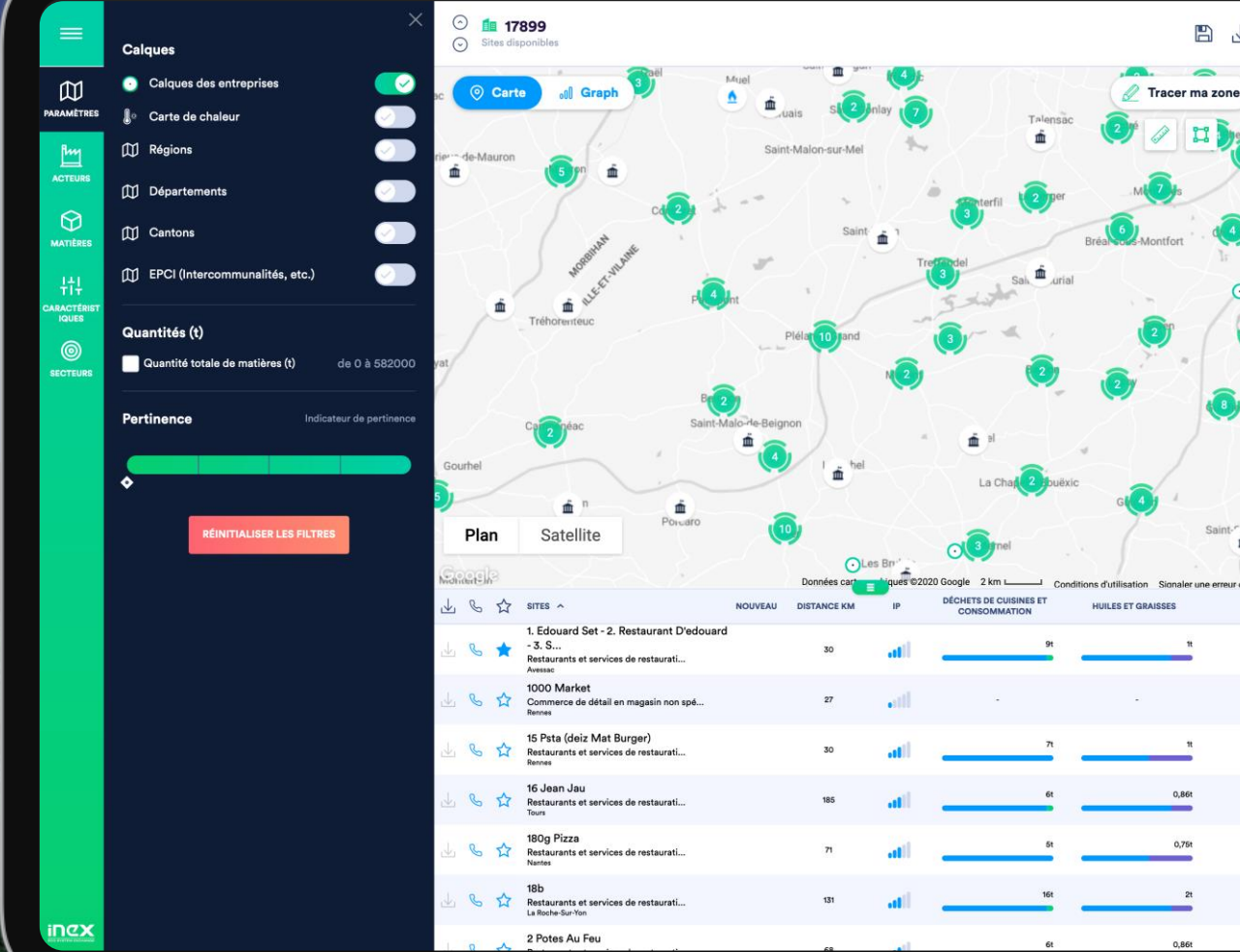
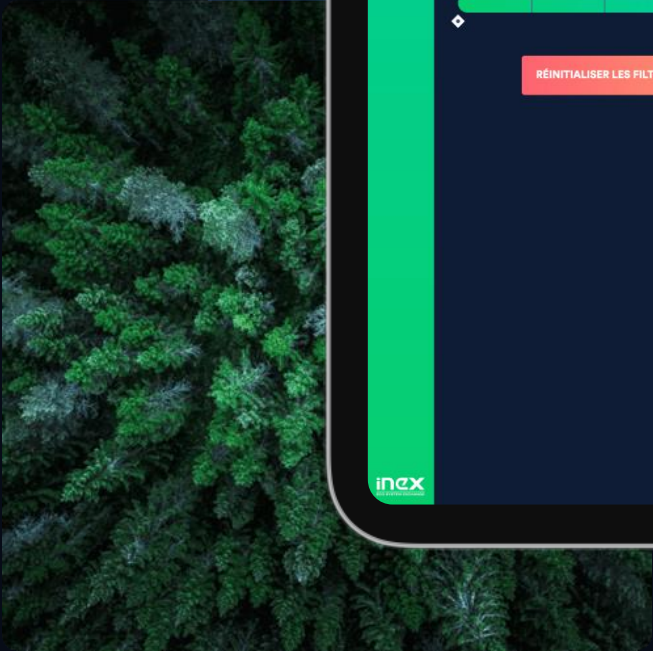
- Continuously updated key industry indicators
- Strategic filters: type of actor, type of waste, quantity, key characteristics concerning waste and actors, reglementation area, environmental filters...
- Expertise in 3 clicks and with our team support

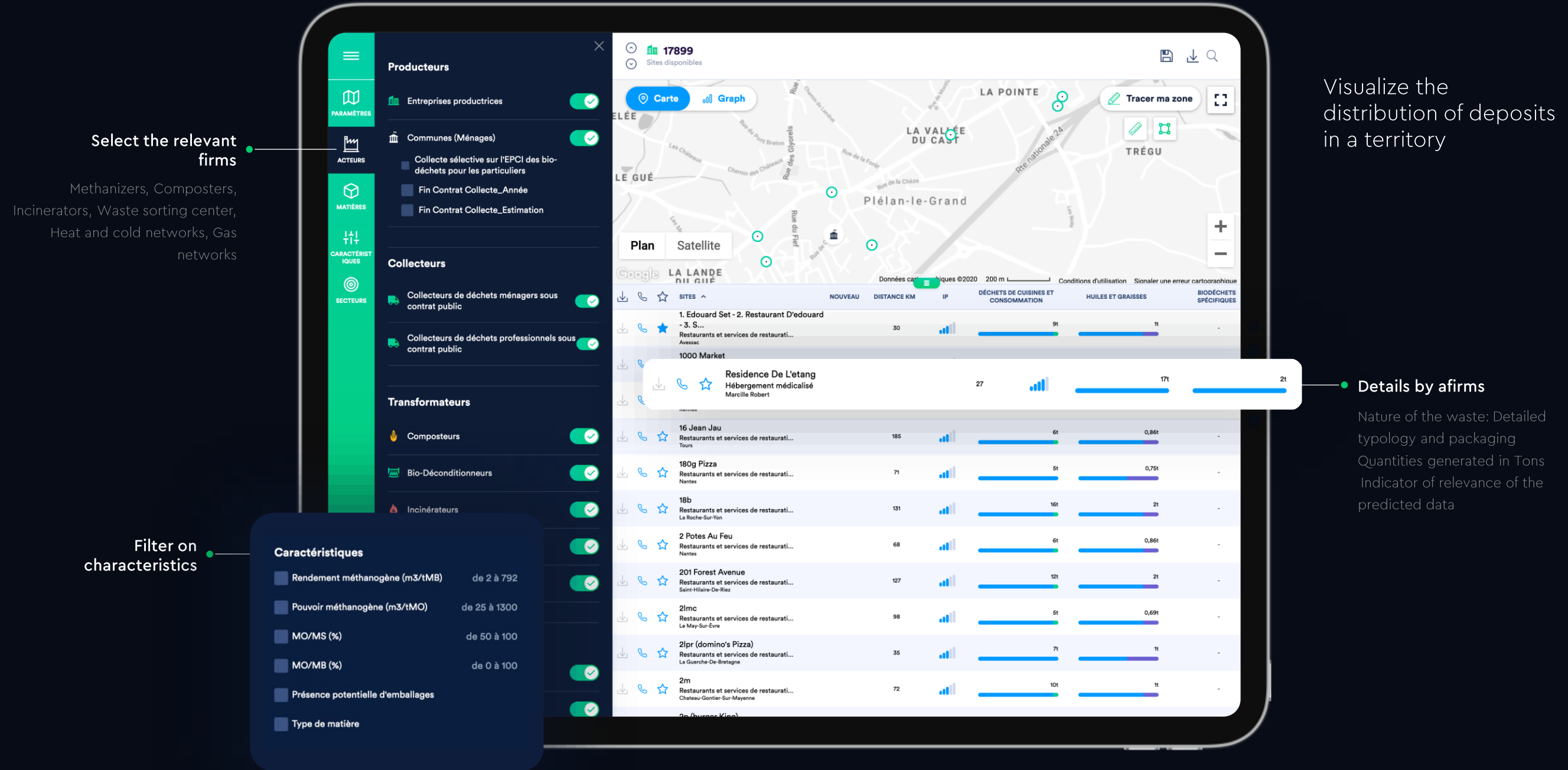
3 Digitalisation

**Complete digital
solution**

- All our data are easily shared thanks to our API
- We connect natively to your CRM : SAP, Hubspot, PipeDrive, Sales force
- We automatize the process of your commercial team

Our platform iNex Sourcing

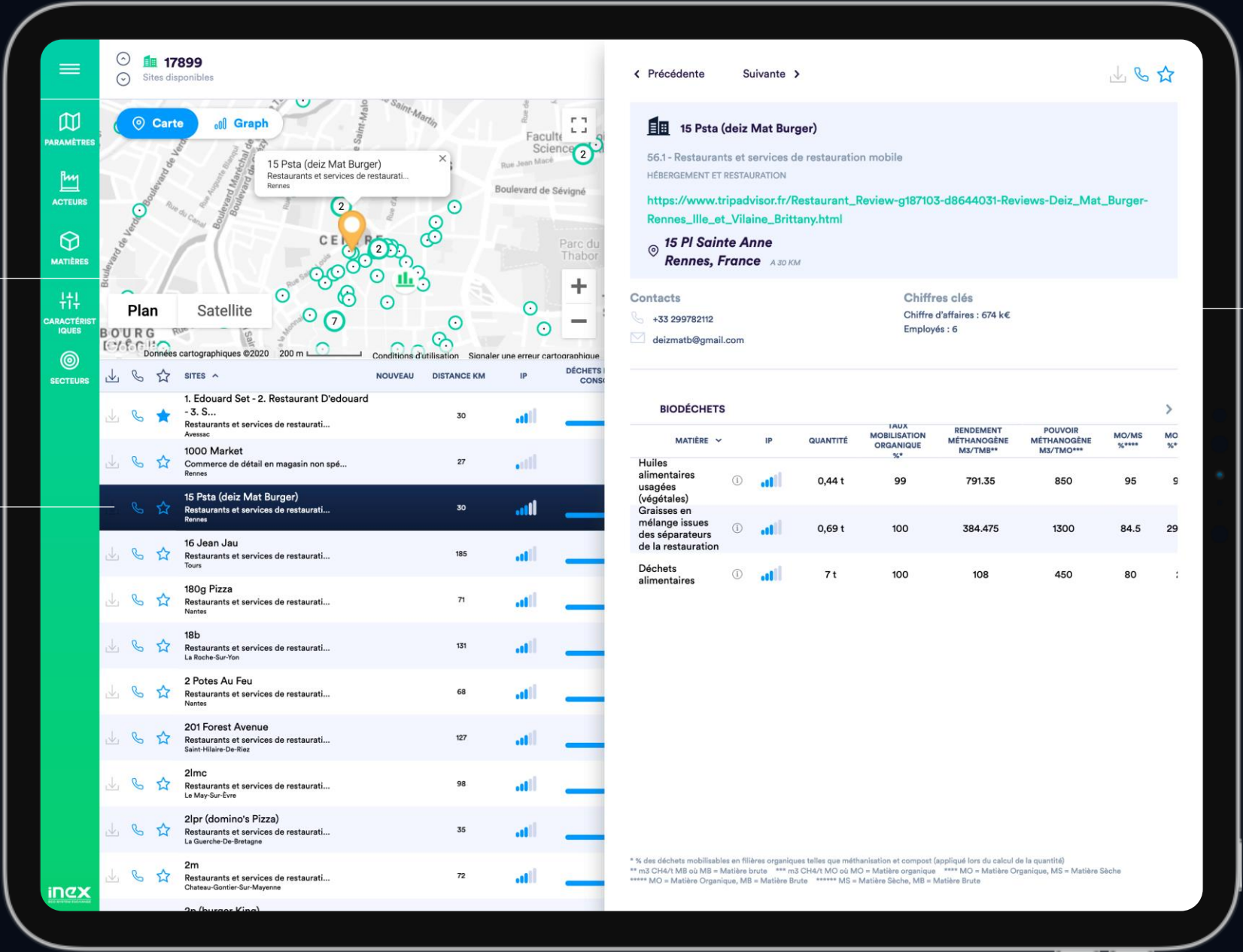




Nature of waste: detailed typology
Characteristics: % organic mobilisable, seasonality, type of material
Quantities generated in Tonnes
Indicator of data relevance

Geolocate relevant companies

List of firms



Get details for each firms

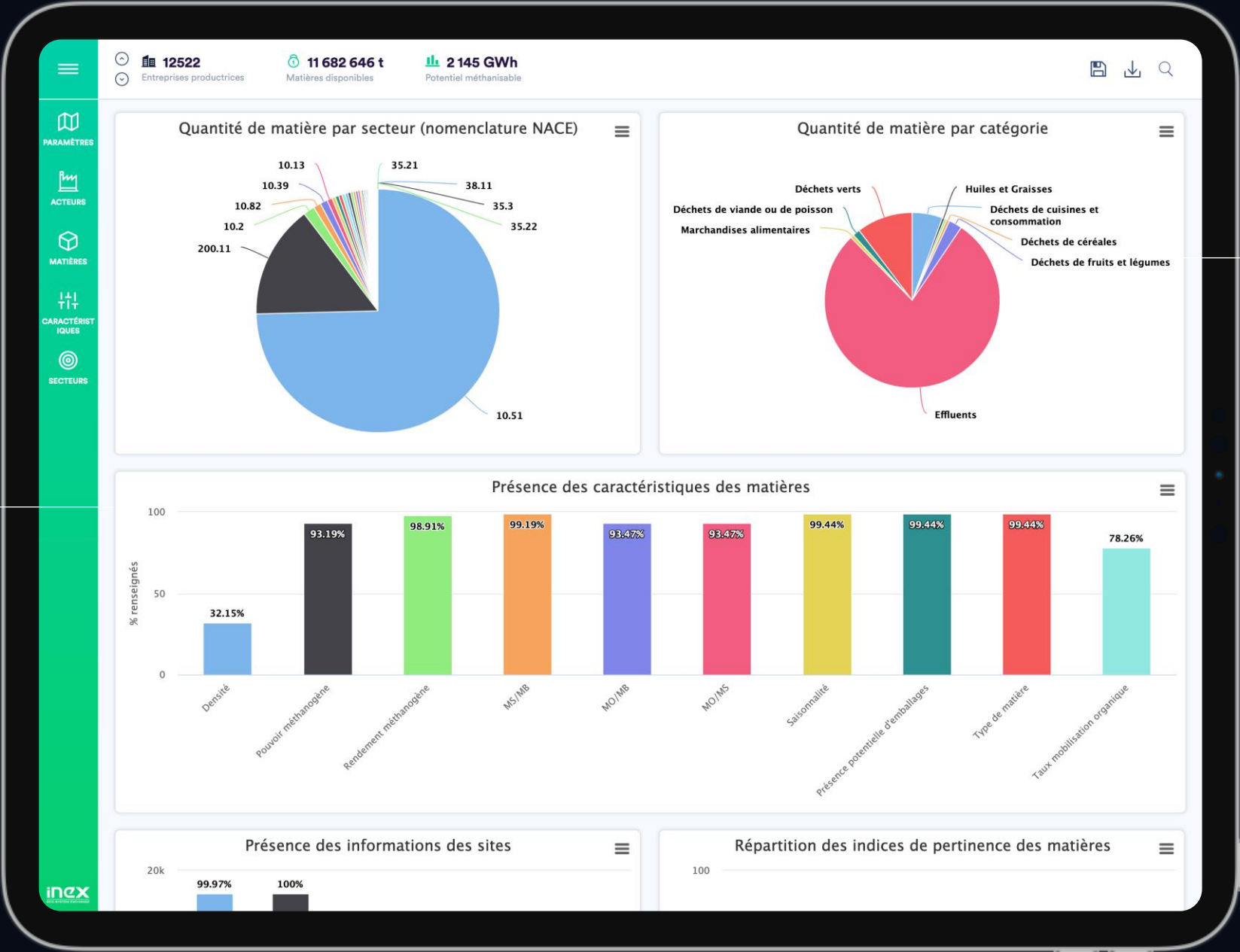
Details for each firm

Company information: Customer name, SIRET, Address, Sector of activity (NACE), Number of employees, Turnover
Contacts : E-mail, Phone number

Get quantitative analysis on the selected area

List of companies in the area

Nature of the waste: Detailed typology and packaging
Quantities generated in Tons
Indicator of relevance of the predicted data



Quantitative analyses on the selected area

Company information: Customer name, SIRET, Address, Sector of activity (NACE), Number of employees, Turnover
Contacts : E-mail, Phone number

Mesure your impact
and carbon footprint

Environmental impact
over time

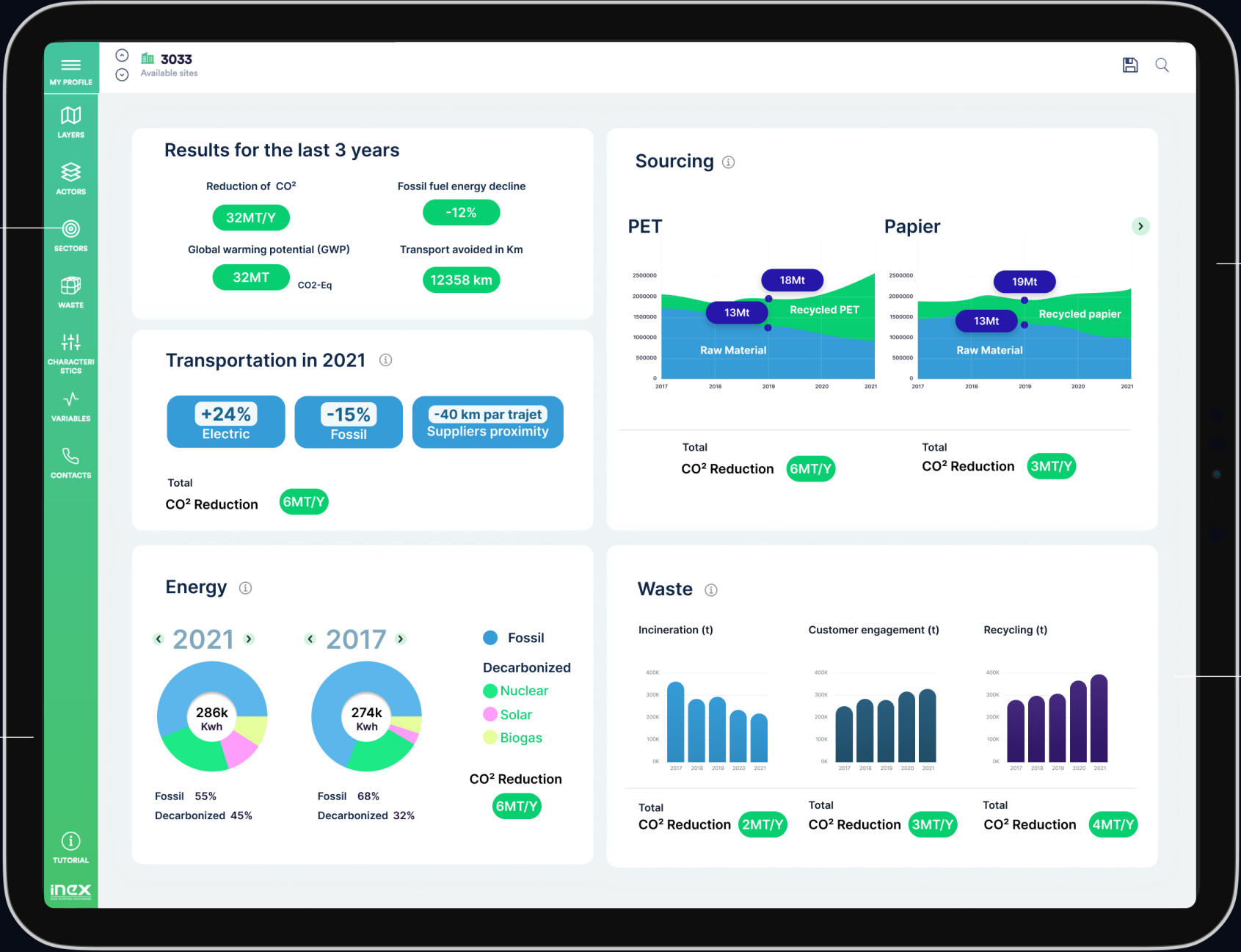
Co2 reduction, transport avoid,
fossil fuel decline,

Visualize the
environmental impact
of your activity

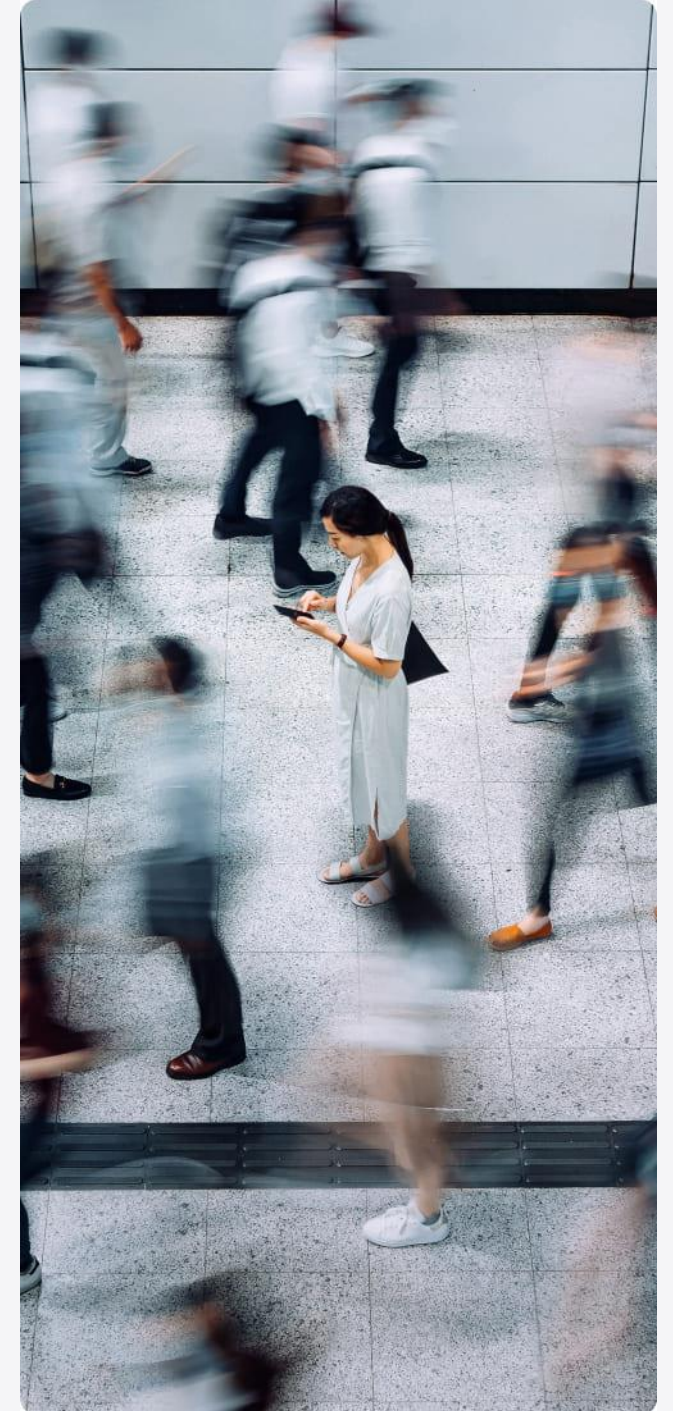
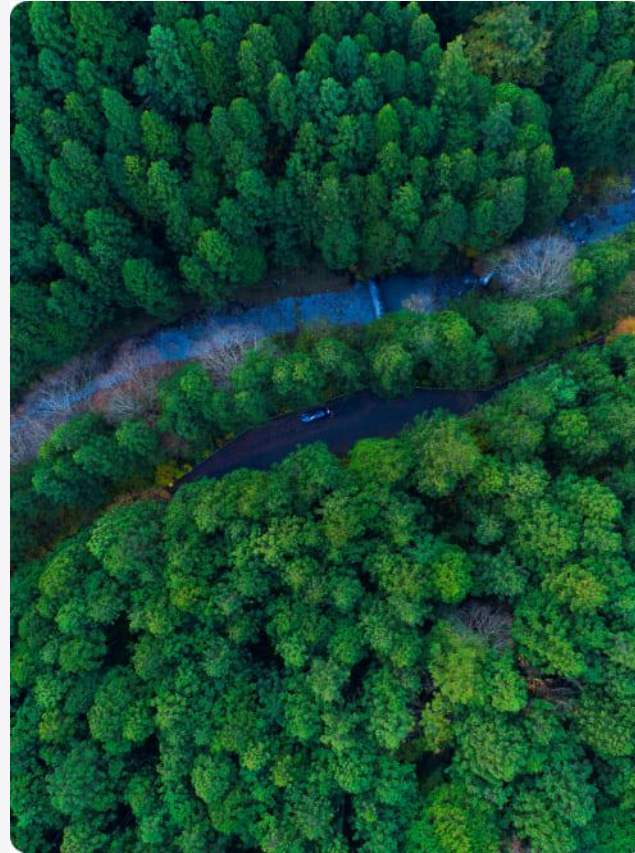
Distribution by
type of waste

Details about your
sourcing

Details by waste
Incineration,recycling..



Our clients & references



Our clients

Recyclers & Energy specialists



« Since 2021, the tool allows us to be more efficient in the development phases of our projets and in the management of our units as the operation progresses. Coupled with regular support, iNex ensures a quality service that is as close as possible to the needs of our various users. »



Christina Ferreira
TotalEnergies

« My colleagues and I were impressed by the results presented today: the platform is very intuitive and easy to use, and the statistically calculated volume data is realistic.»



Patrick Durand
Veolia

Our projects



Europe

Biogas potential analysis and investment consulting



Netherlands

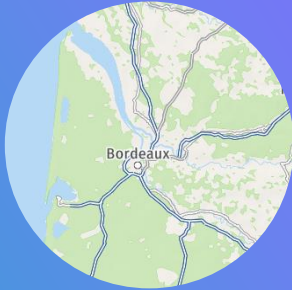
Detection of 300kt of Co-Substrates for several methanisation units



France

Biogas promotion to the whole local communities

Our projects



Regaz- Bordeaux

Detection of bio-waste, construction waste and gas users in the Bordeaux area



Terega – South France

Detection of land and bio-waste deposits for methanization and pyro gasification projects for local communities



Evergaz

Overview of bio-waste deposits on the whole French territory for methanization projects

For more information or a meeting

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