HEATING WITH ICE

Storing renewable energy when it’s available



PROBLEM WITH AIR-SOURCE AND GROUND-SOURCE HEAT PUMPS

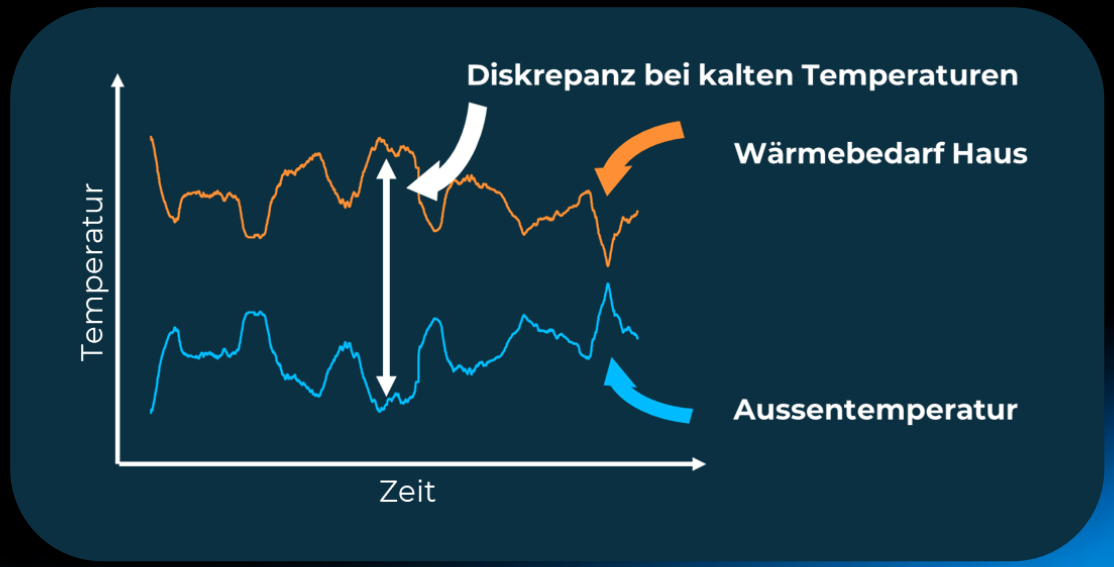
The heating transition is in full swing!

75% of households in Europe are heated with fossil fuels
→ Switch to renewable energy in the coming years

In many regions
there are no ground-source probes;
as they are expensive and not permitted

Inflexible installation
for air-source heat pumps
- Noise regulations
- Refrigerant regulations
- Efficiency requirements

Inefficient air heat pump
→ high electricity consumption at cold temperatures



SOLUTION

HEATING WITH ICE

- Warmer weather → Energy from the outside air is stored in ice storage tanks

- Colder weather → Energy is drawn from the ice storage to heat the house

- Latent energy → A large amount of thermal energy is released when water freezes; this is used to store energy. Up to 5 times more energy can be stored than in a buffer tank of the same size



UNIQUE SELLING PROPOSITION (USP)

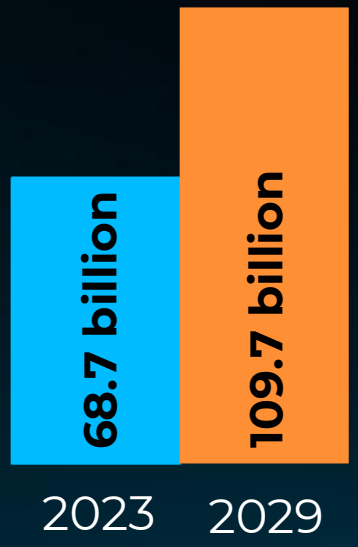
	Air-Source Heat Pump	nullpunkt
Efficiency	SCOP 3.8	SCOP 4.2
Noise	49.6 dB(A)	35 dB(A)

	Ground-source heat pump	nullpunkt
Investments	75–100 kCHF	55–65 kCHF
Applications	x Not possible in areas without a drilling permit x Access for drilling equipment not always guaranteed	✓ Can be installed in any area ✓ No special machinery required

MARKET

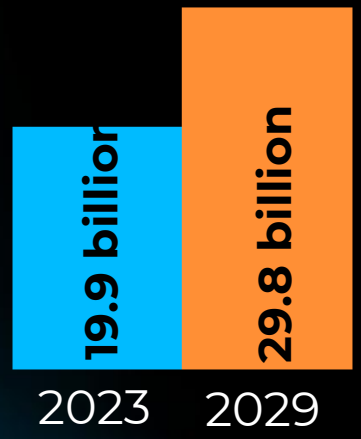
TAM

Global Heat Pump Market



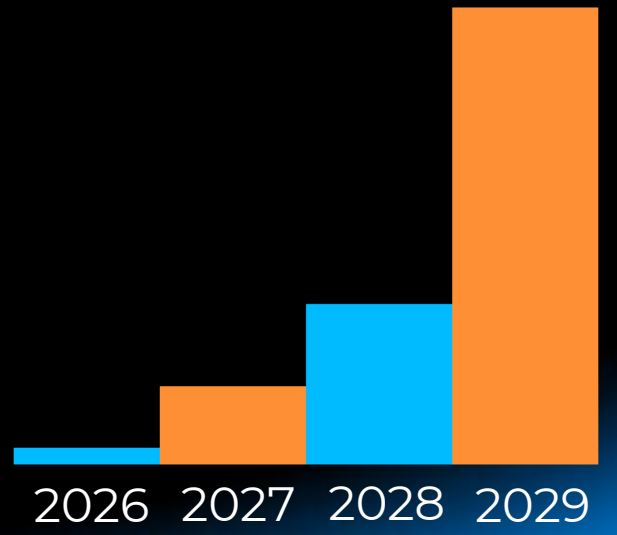
SAM

European Heat Pump Market Under 13 kW



SOM

528 units in 2029



Source: ehpa → https://www.ehpa.org/news-and-resources/news/our-annual-report-2024/

BUSINESS MODEL

SYSTEM SALES

B2B2C Model



Profitability

Per System

Production Costs

14,000 CHF → 10,000 CHF with scaling

Scaling potential

Selling price

29,900 CHF

Gross margin



33% Target-margin

Additional Revenue

Approx. 2,000 CHF
Additional margin per investment for merchandise

Service and maintenance

Sale of spare parts

SEED ROUND

	2026	2027	2028	2029	2030	2031
Quantity	20	90	186	528	1,500	2,870
Revenue [kCHF]	512	2,306	4,766	13,530	38,437	73,543

CAPITAL INVESTMENT

What's already in place?

- ✓ Market launch; first systems sold and in operation
- ✓ 2 patents published
- ✓ Climate laboratory down to -15° C
- ✓ Production machinery

What will the the new capital be used for?

- Market ramp-up
- Sales development
- Service expansion
- Integration of additional energy sources
- Introduction of higher power levels
- Financing until break-even

FOUNDING TEAM



Thomas Degelo (CEO)

Bachelor of Science in Mechanical Engineering (FH)

MAS in Industrial Engineering



Pascal Barmet

Bachelor of Engineering in Mechanical Engineering (FH)



Michael Egli (CTO)

Graduate Engineer in Mechanical Engineering (FH)

CAS in Software Engineering

- **Met while studying mechanical engineering**
- **Have been running a business together for 12 years**

Thank you very much



10%

Energy savings

25%

Quieter at at night

< 5

years

ROI

Seed

Round

2026

Nullpunkt AG
Kirchweg 129
8102 Oberengstringen

www.nullpunkt.ch

info@nullpunkt.ch

41 (0)44 752 50 60

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