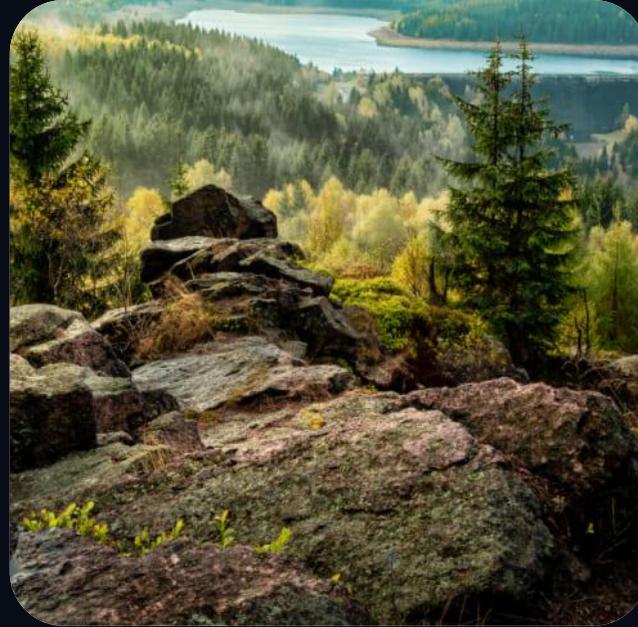


# iNex

Artificial intelligence  
for efficiency



Ai  
iNex



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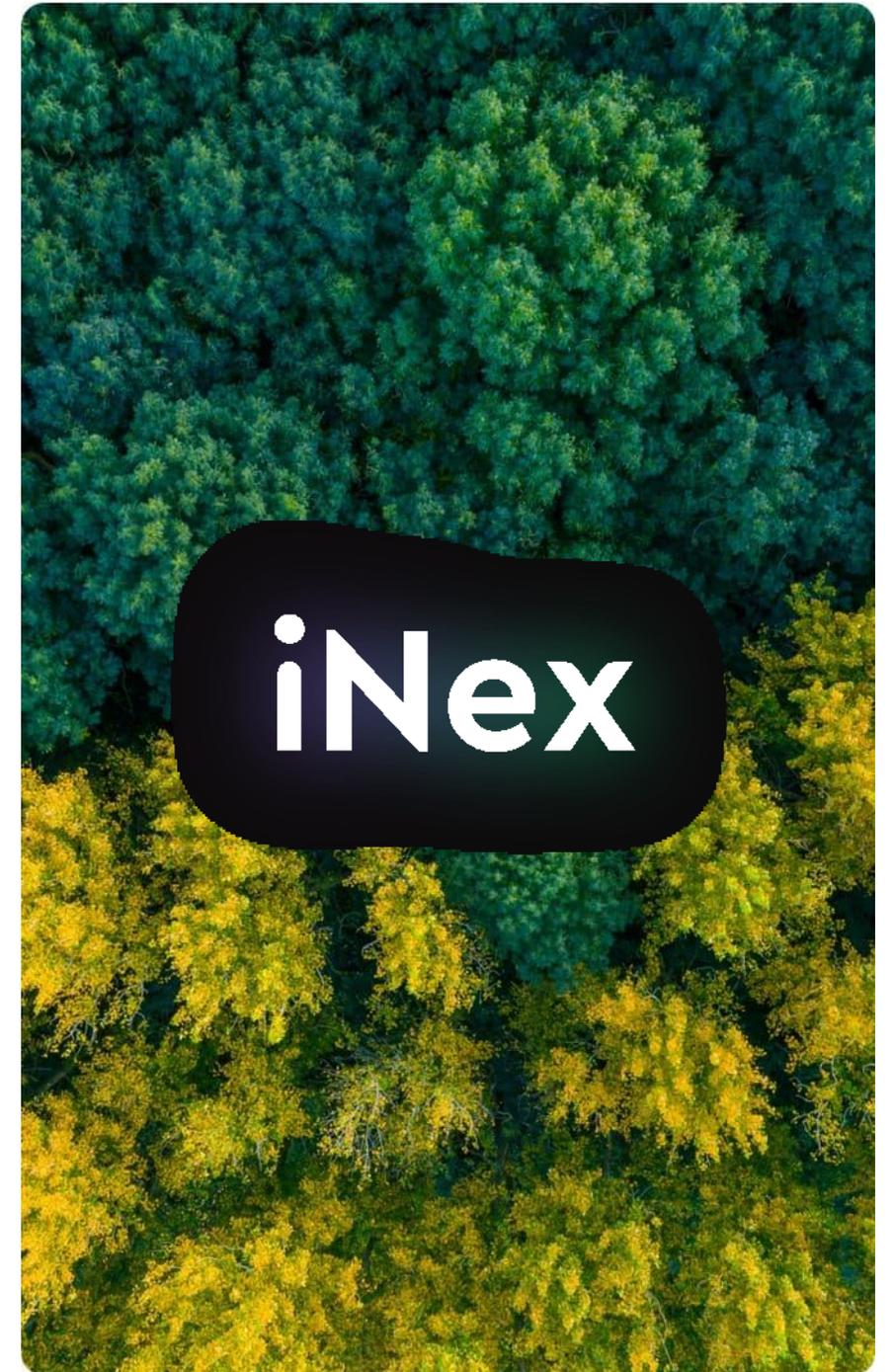
Our offer

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# Presentation

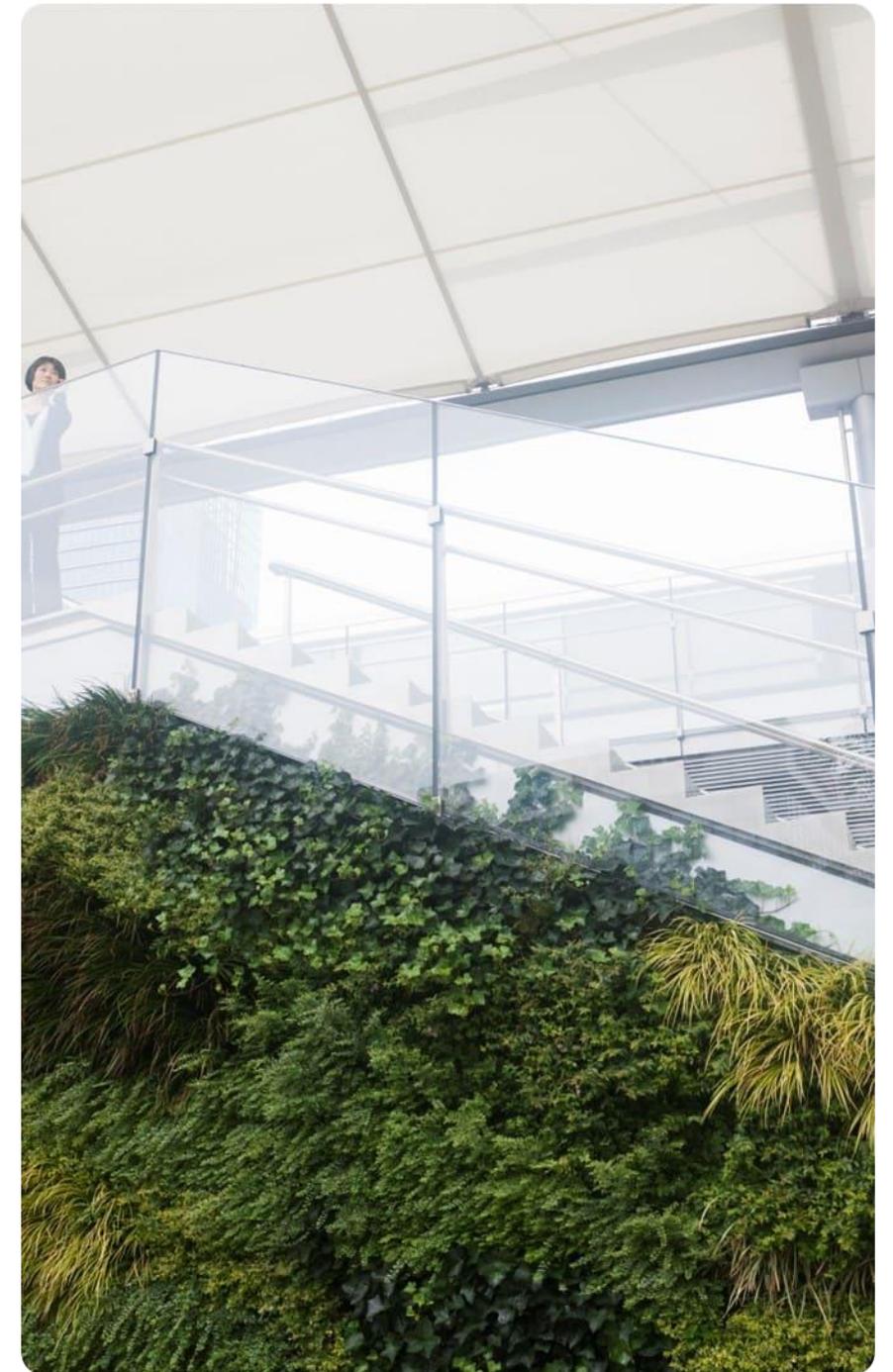
Founded in 2012, iNex was originally a **sustainable development consulting firm** supporting communities and manufacturers in **managing their waste-related issues**.

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 aggregation 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

Nov.  
2018  
1<sup>st</sup> prize of the European Investment Bank



Feb.  
2019  
1<sup>st</sup> customers : Veolia, Engie



Jan.  
2020  
Fundraising : Polytechnique, NCI, Inno Energy, PBA, Badge



Oct.  
2020  
New services :

Automatic mailing, Phoning preparation, API and CRM interaction, Change management support

Feb.  
2022  
New customers : Lafarge, Air Liquide, ArcelorMittal, Antargaz, Eco-mobilier ...



2018

2019

2020

2021

2022

July.  
2018  
Demonstrator : Ademe



Jan.  
2019  
Incubator : Polytechnique (Techno), Antropia Essec (Business & Impact)



Nov.  
2019  
1<sup>st</sup> prize Pexe Eco-entreprise  
1<sup>st</sup> prize X-Creation Polytechnique



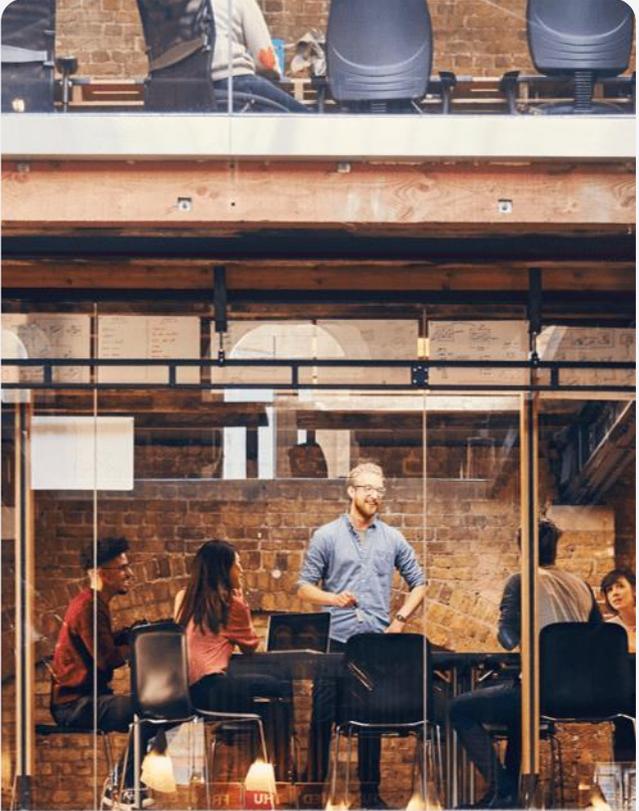
Feb.  
2020  
Growth : GRDF, SAUR, EDF ENR, Belenergia, Total Energie, Evergaz



Aug.  
2021  
New offers for : Solar experts Building sector



# 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 Menthière**  
CDO



**Philippe Hugeron**  
Mentor



## But also an operational team

4

Data Analyst

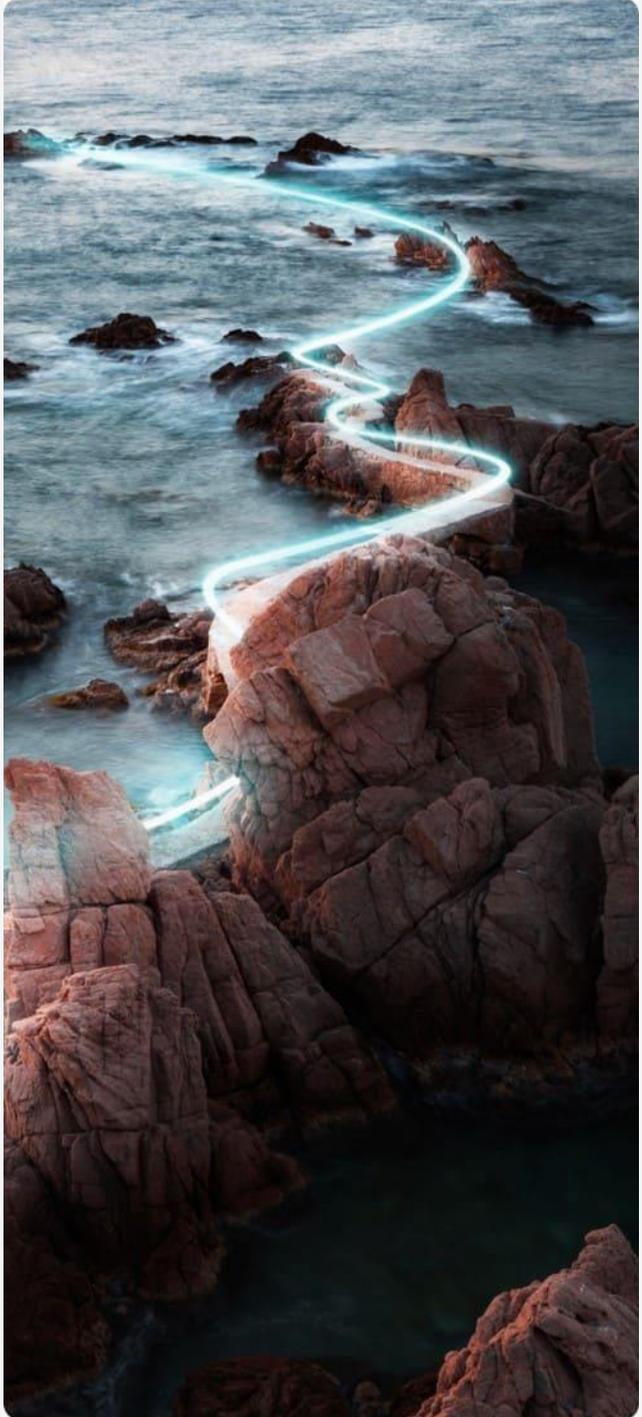
3

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.

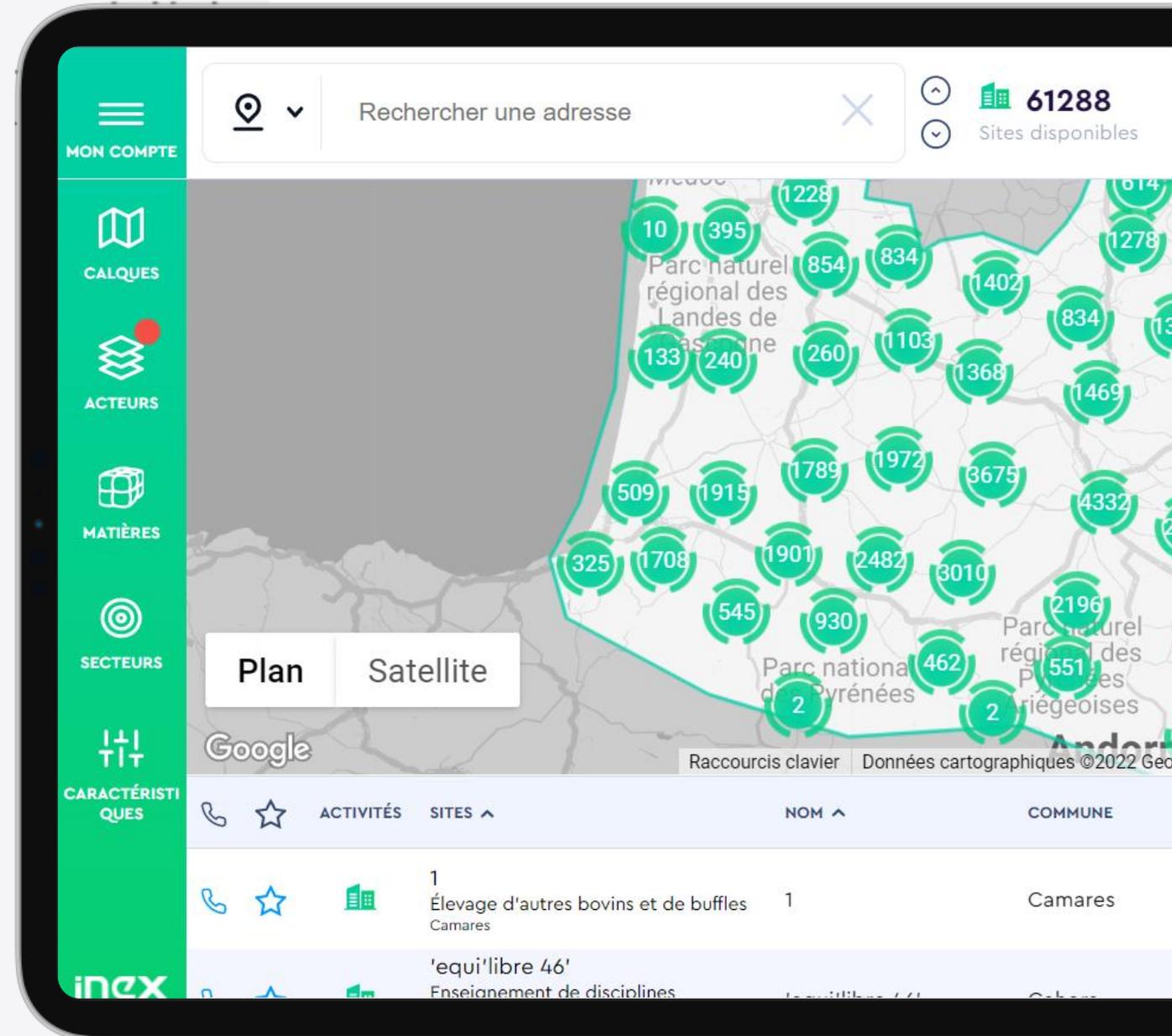
**By 2030, 30% of their revenues must be produced from a sustainable energy.**

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

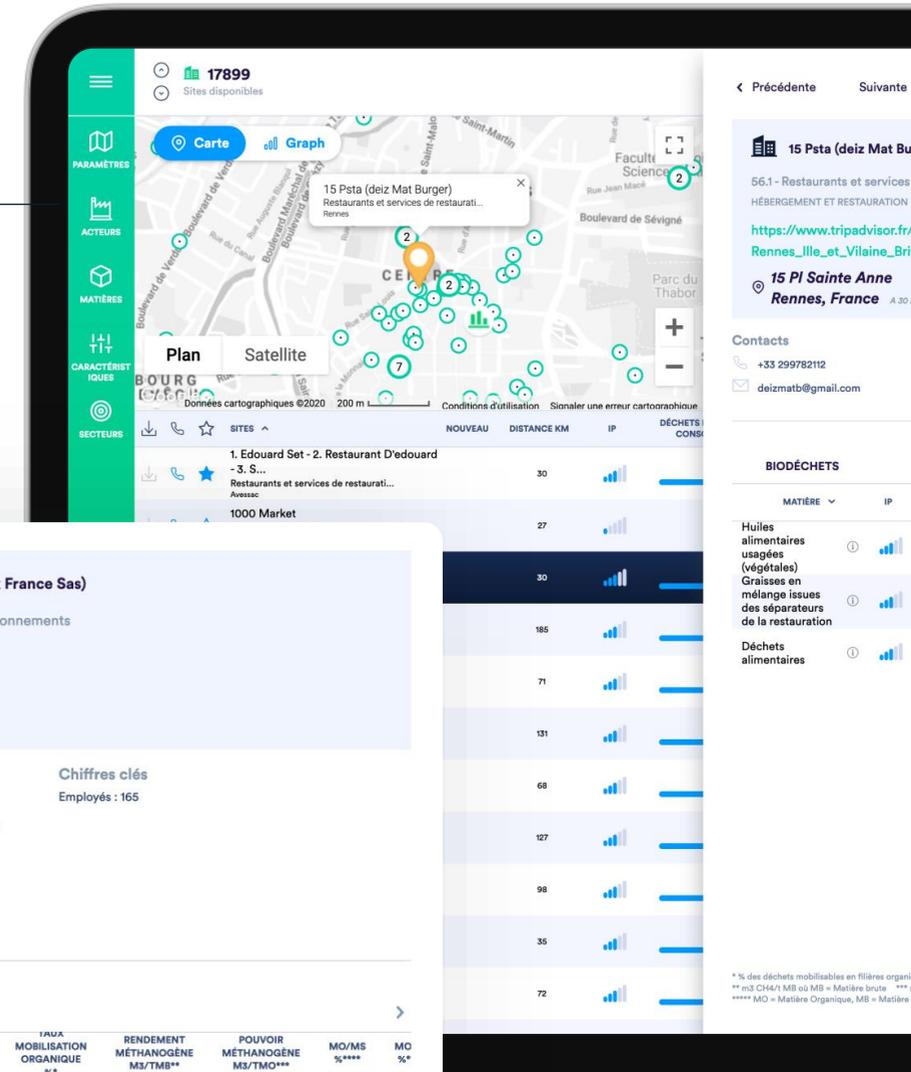
- **Nature of waste** : Detailed typology based on the improved European waste nomenclature
- **Characteristics** : mobilizable organic %, yield and methanogenic power, ratio organic mass / dry mass, presence of packaging, type of material (liquid, solid, pasty, etc...), seasonality, quantity
- **For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



**McCormick France (mc Cormick France Sas)**

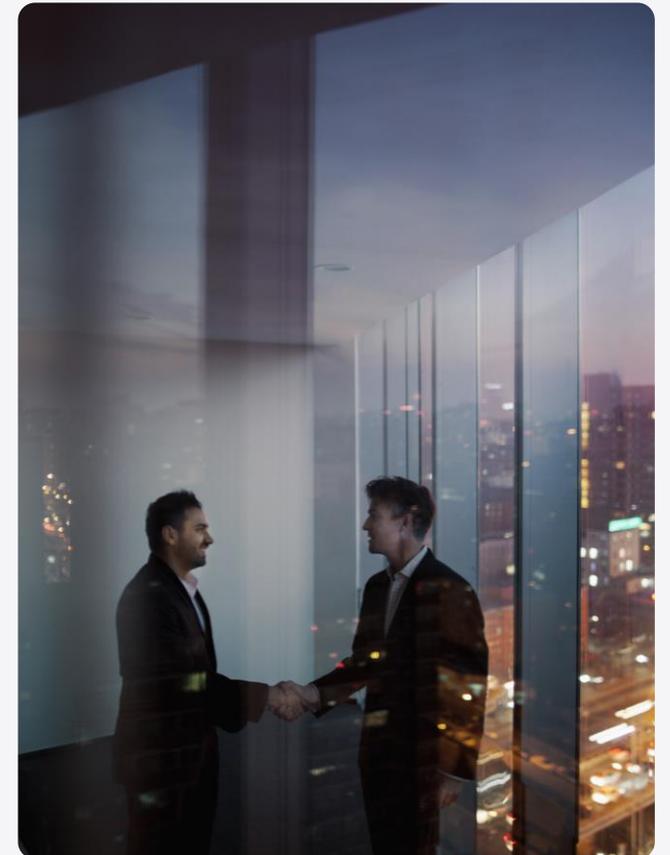
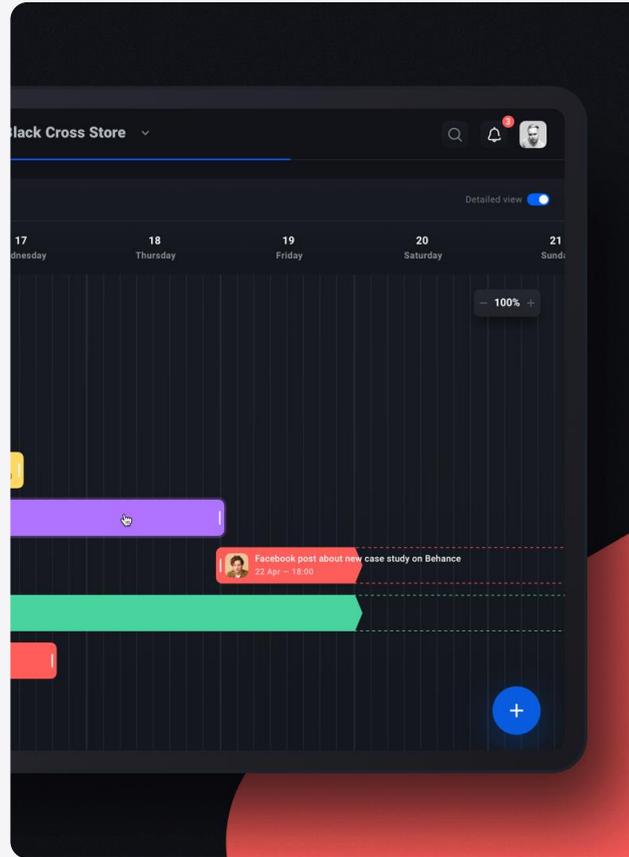
10.84 - Fabrication de condiments et assaisonnements  
INDUSTRIE MANUFACTURIÈRE  
<http://www.ducros.fr>  
142 Che Du Pre Du Comte  
Monteux, France A 69 KM

**Contacts**      **Chiffres clés**  
+33 432736565      Employés : 165  
serviceconsoducros@fr.mccormick.com VÉRIFIÉ

**Informations génériques**  
Santé financière  
Société mère & établissements

\* % des déchets mobilisables en filières organiques  
\*\* m3 CH4/MB ou MB = Matière brute    \*\*\* MO = Matière Organique, MB = Matière

# 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

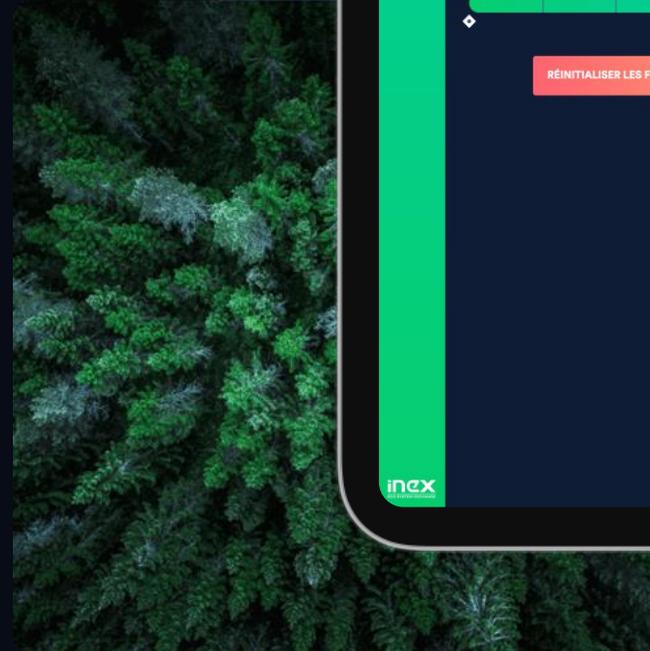
- Continuously updated key industry indicators
- Strategic filters: type of actor, type of waste, quantity, key characteristics concerning waste and actors, reglementation area, environmental filters...
- Expertise in 3 clicks and with our team support

## 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



The screenshot displays the iNex Sourcing platform interface. On the left, a dark sidebar contains a menu with categories: Calques, PARAMÈTRES, ACTEURS, MATIÈRES, CARACTÉRISTIQUES, and SECTEURS. The 'Calques' section is active, showing a list of filters with toggle switches: 'Calques des entreprises' (checked), 'Carte de chaleur', 'Régions', 'Départements', 'Cantons', and 'EPCI (Intercommunalités, etc.)'. Below this, there are sections for 'Quantités (t)' (ranging from 0 to 582000) and 'Pertinence' (Indicateur de pertinence) with a green progress bar and a 'RÉINITIALISER LES FILTRES' button.

The main area shows a map of a region with numbered green markers (1-10) and a table of results below it. The table has columns for 'SITES', 'NOUVEAU', 'DISTANCE KM', 'IP', 'DÉCHETS DE CUISINES ET CONSOMMATION', and 'HUILES ET GRAISSES'. The data is as follows:

SITES	NOUVEAU	DISTANCE KM	IP	DÉCHETS DE CUISINES ET CONSOMMATION	HUILES ET GRAISSES
1. Edouard Set - 2. Restaurant D'edouard - 3. S...	Restaurants et services de restaurati...	30		91	11
1000 Market	Commerce de détail en magasin non spé...	27			
15 Psta (deiz Mat Burger)	Restaurants et services de restaurati...	30		71	11
16 Jean Jau	Restaurants et services de restaurati...	185		61	0,861
180g Pizza	Restaurants et services de restaurati...	71		51	0,751
18b	Restaurants et services de restaurati...	131		161	21
2 Potes Au Feu				61	0,861

Select the relevant firms

Methanizers, Composters, Incinerators, Waste sorting center, Heat and cold networks, Gas networks

Filter on characteristics

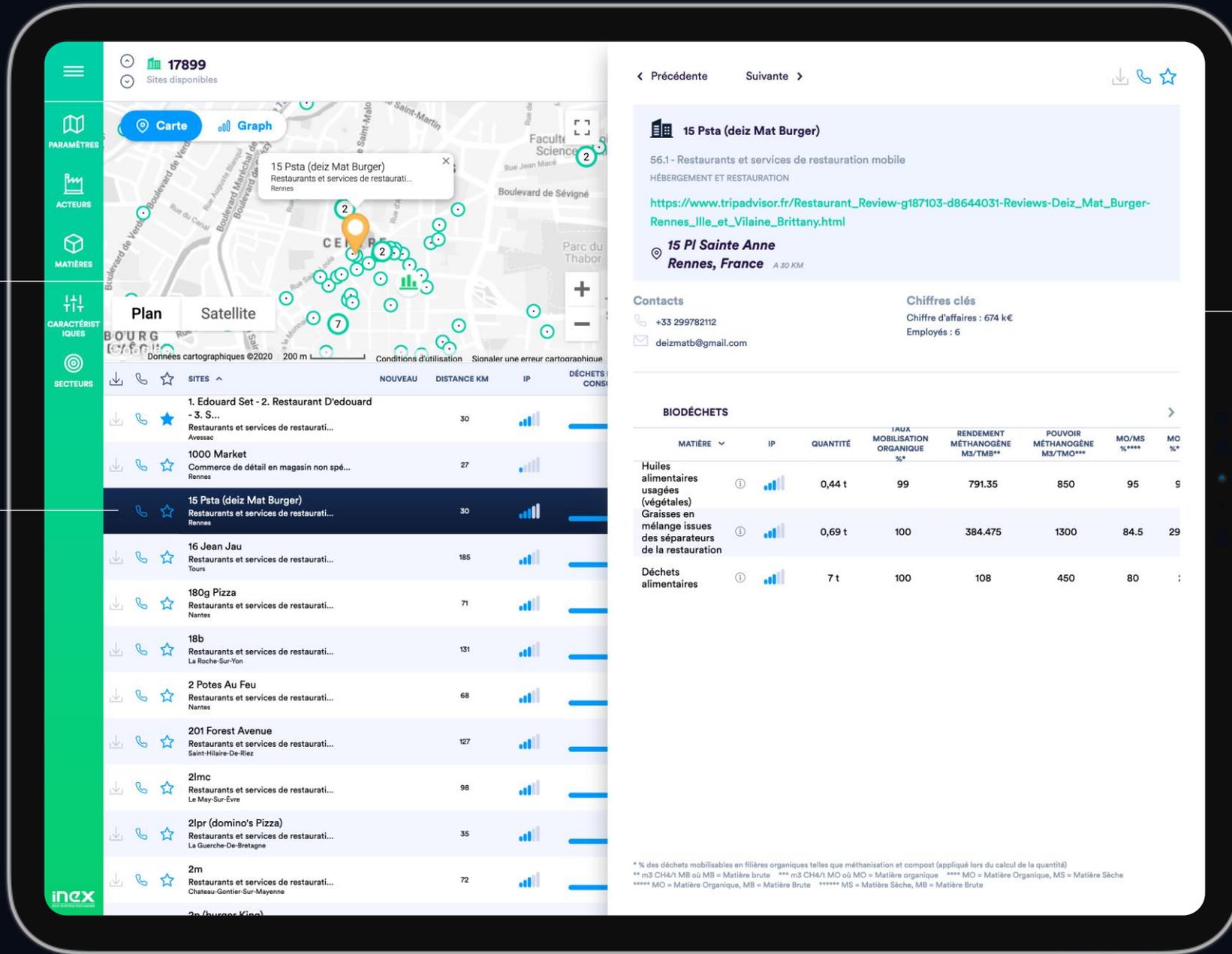
The screenshot displays the iNex platform interface. On the left, a sidebar contains filters for 'Producteurs', 'Collecteurs', and 'Transformateurs'. A 'Caractéristiques' (Characteristics) filter panel is open, showing various parameters like 'Rendement méthanogène' and 'MO/MS (%)'. The main area is split into a map view (top) and a table view (bottom). The map shows a geographical area with several green location markers. The table below lists 17 sites with columns for 'NOUVEAU', 'DISTANCE KM', 'IP', 'DÉCHETS DE CUISINES ET CONSOMMATION', 'HUILES ET GRAISSES', and 'BIODÉCHETS SPÉCIFIQUES'. A callout box highlights the 'Residence De Letang' entry in the table.

SITES	NOUVEAU	DISTANCE KM	IP	DÉCHETS DE CUISINES ET CONSOMMATION	HUILES ET GRAISSES	BIODÉCHETS SPÉCIFIQUES
1. Edouard Set - 2. Restaurant D'edouard - 3. S... Restaurants et services de restaurati... Avesac		30		9t	1t	-
1000 Market						
Residence De Letang Hébergement médicalisé Marcelle Robert				27	17t	2t
16 Jean Jau Restaurants et services de restaurati... Tours		185		6t	0,86t	-
180g Pizza Restaurants et services de restaurati... Nantes		71		5t	0,76t	-
18b Restaurants et services de restaurati... La Roche-Sur-Yon		131		16t	2t	-
2 Potes Au Feu Restaurants et services de restaurati... Nantes		68		6t	0,86t	-
201 Forest Avenue Restaurants et services de restaurati... Saint-Hilaire-De-Riez		127		12t	2t	-
2lmc Restaurants et services de restaurati... Le May-Sur-Evre		98		5t	0,69t	-
2lpr (domino's Pizza) Restaurants et services de restaurati... La Guerche-De-Bretagne		35		7t	1t	-
2m Restaurants et services de restaurati... Chateau-Gontier-Sur-Mayenne		72		10t	1t	-
2n (burger King)						

Visualize the distribution of deposits in a territory

Details by afirms

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



Geolocate relevant companies

List of firms

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

Get details for each firms

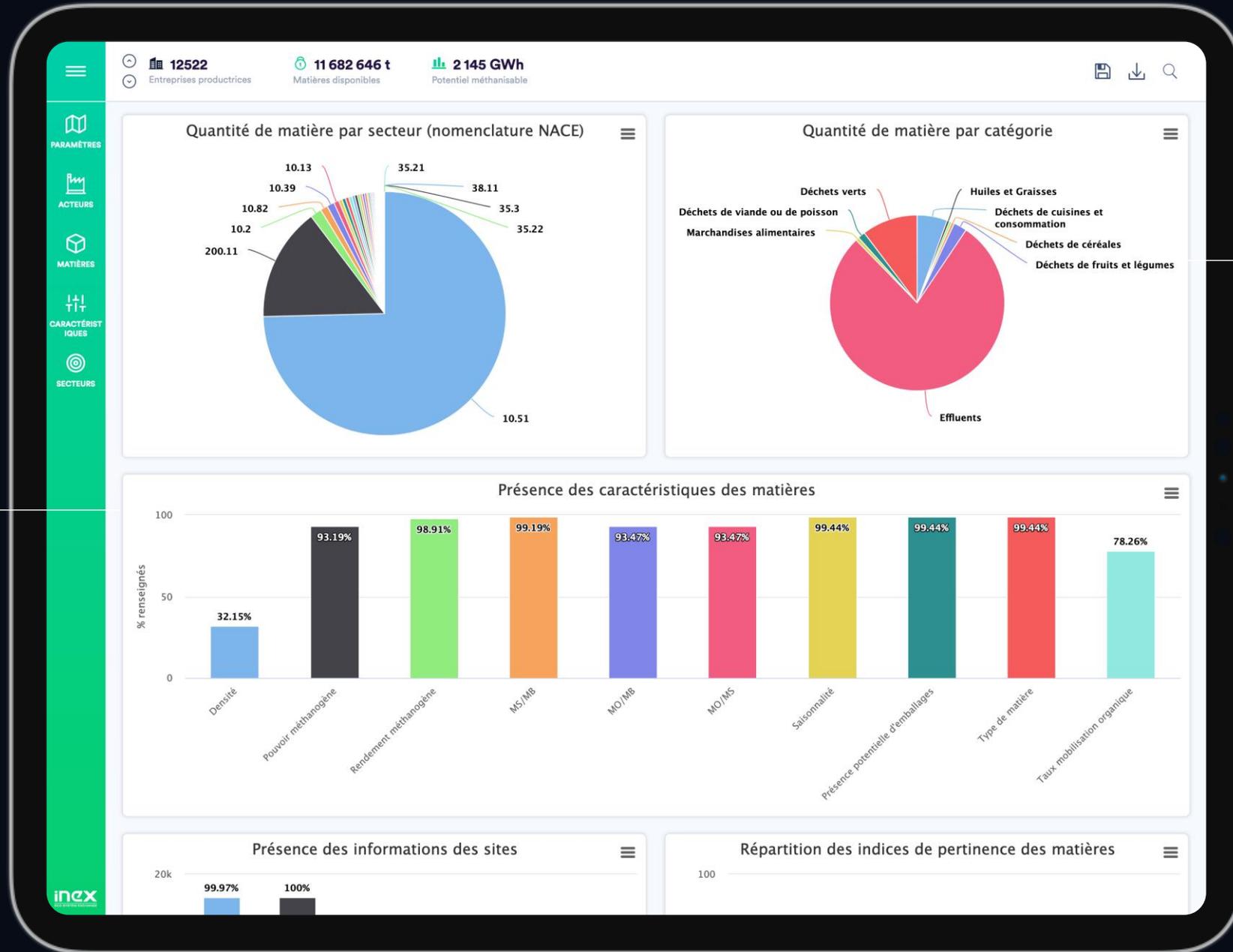
Details for each firm

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

Measure your impact and carbon footprint

Environmental impact over time

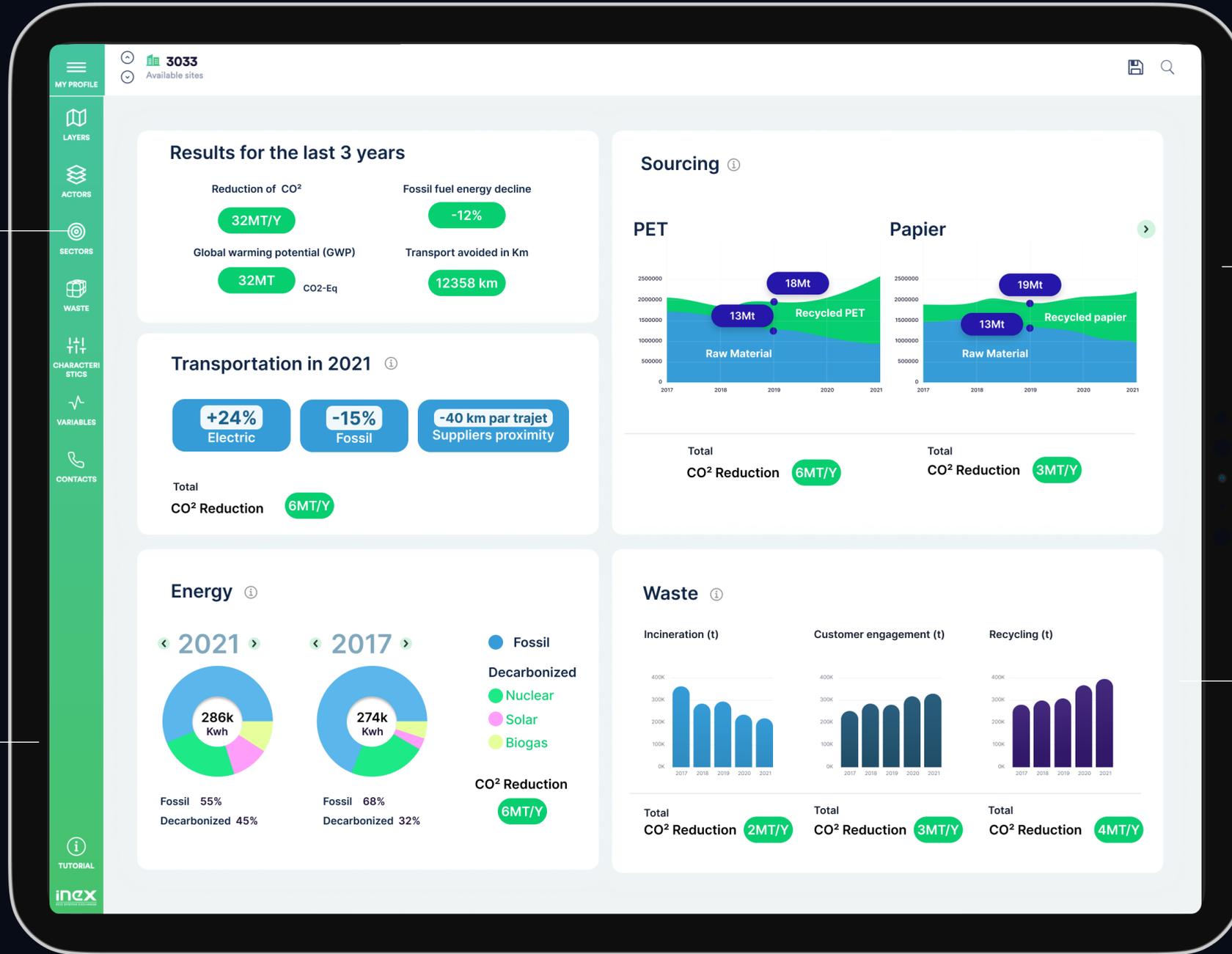
Co2 reduction, transport avoid, fossil fuel decline,

Visualize the environmental impact of your activity

Distribution by type of waste

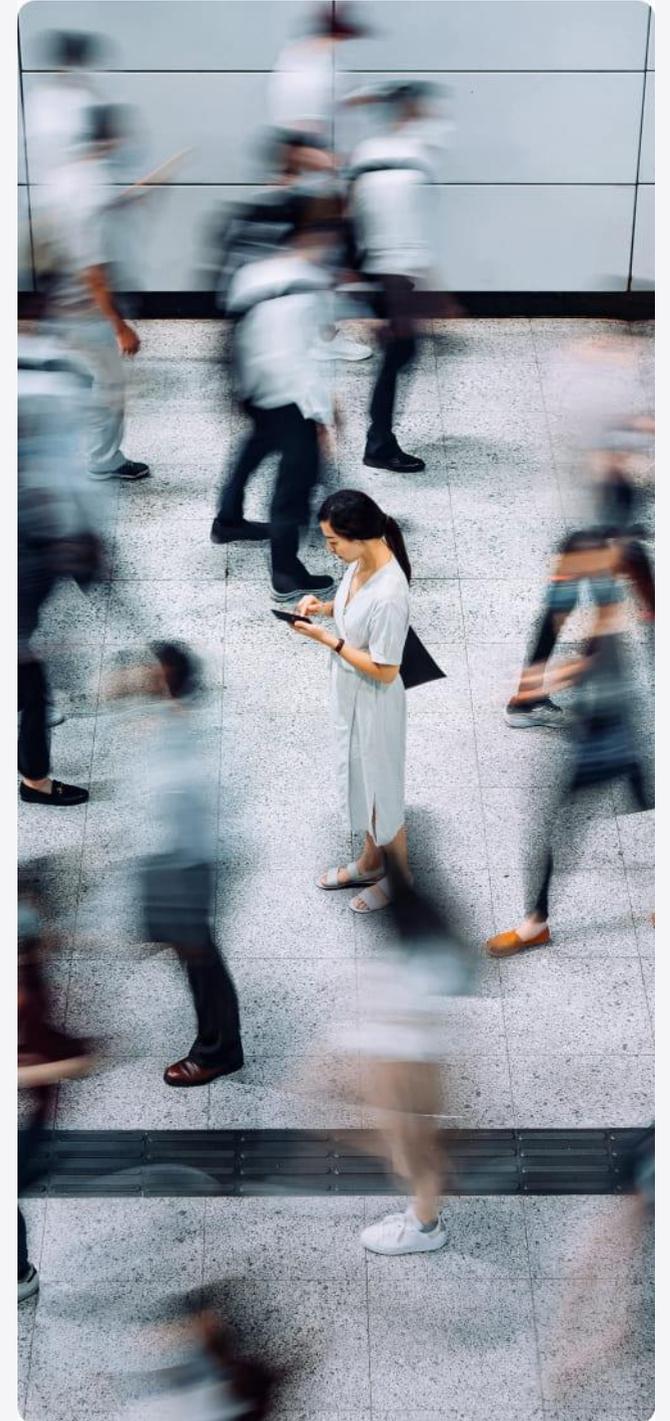
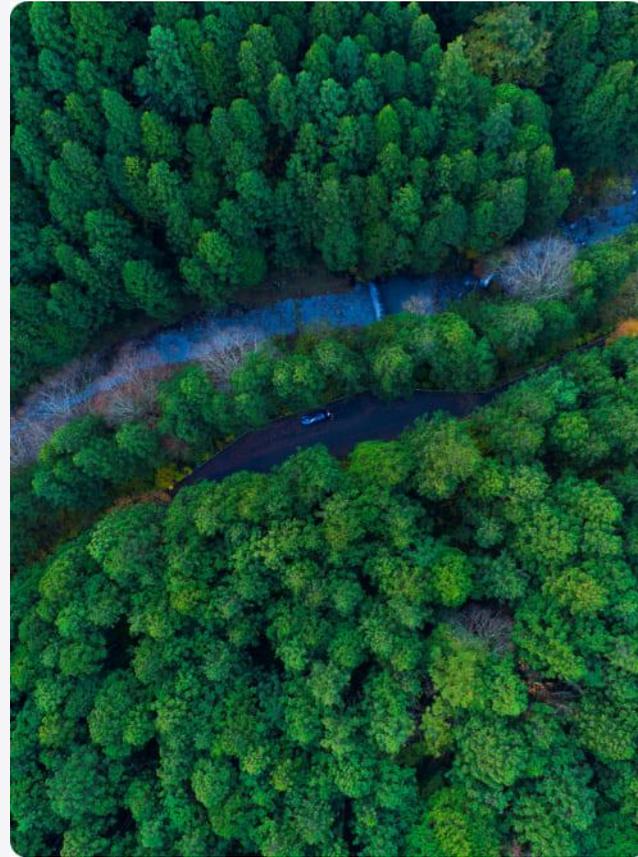
Details about your sourcing

Details by waste  
Incineration, recycling..



- MY PROFILE
- LAYERS
- ACTORS
- SECTORS
- WASTE
- CHARACTERISTICS
- VARIABLES
- CONTACTS
- TUTORIAL

# Our clients & references



# Our clients

## Recyclers & Energy specialists



« Since 2021, the tool allows us to be more efficient in the development phases of our projects 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

Contact-us

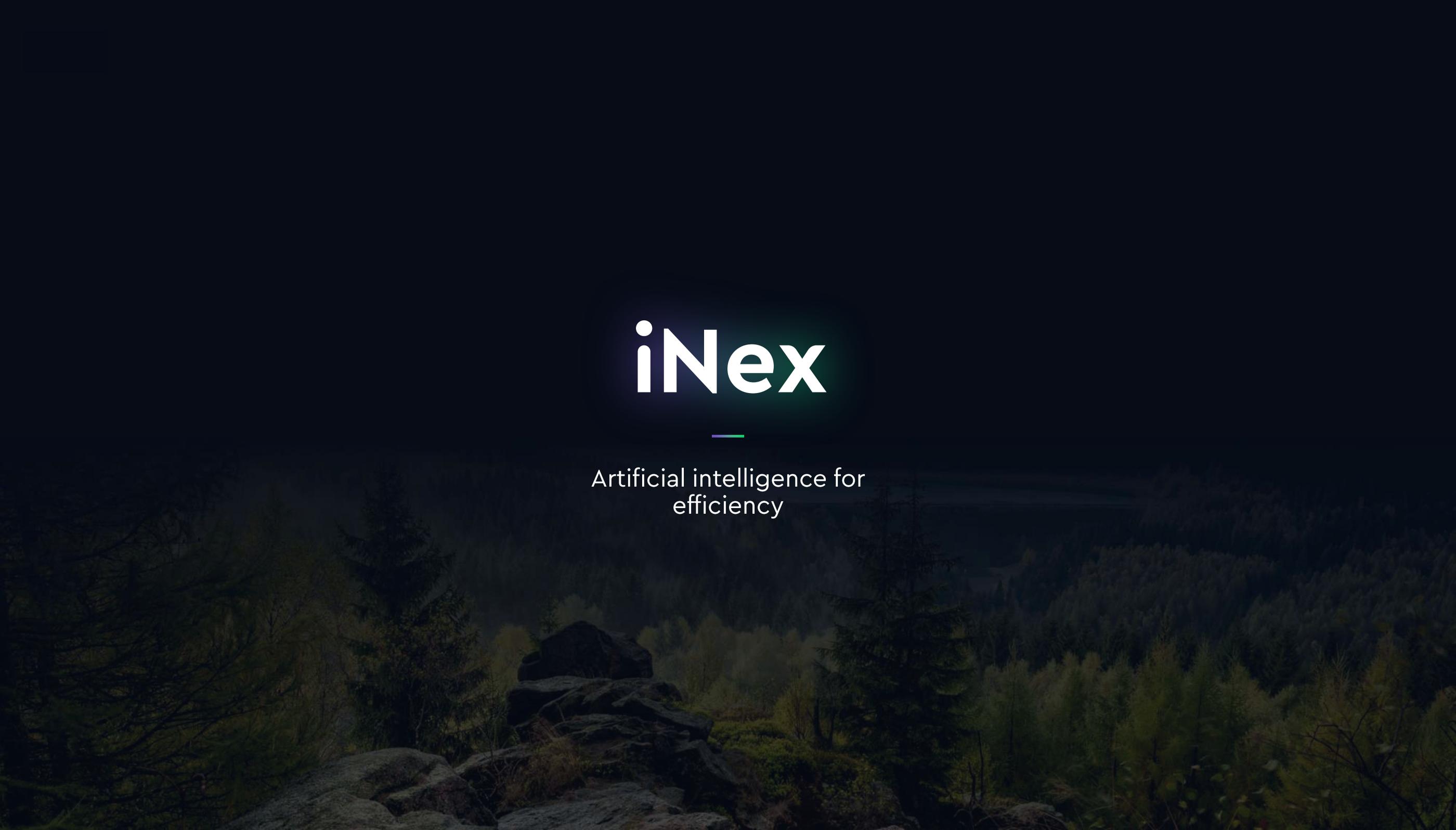
## **Olivier Gambari**

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# iNex

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