

The background of the slide is a blurred photograph of an industrial factory. In the foreground, there is a large, complex piece of machinery with several rotating components, some of which are painted yellow and red. The machinery is set within a clean, brightly lit industrial environment with various pipes, metal structures, and other equipment visible in the background. The overall scene conveys a sense of modern, high-tech manufacturing.

# THE FUTURE OF INDUSTRIAL HEATING

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A platform technology improving  
foundational manufacturing processes

# Fossil-based heating is incompatible with the future

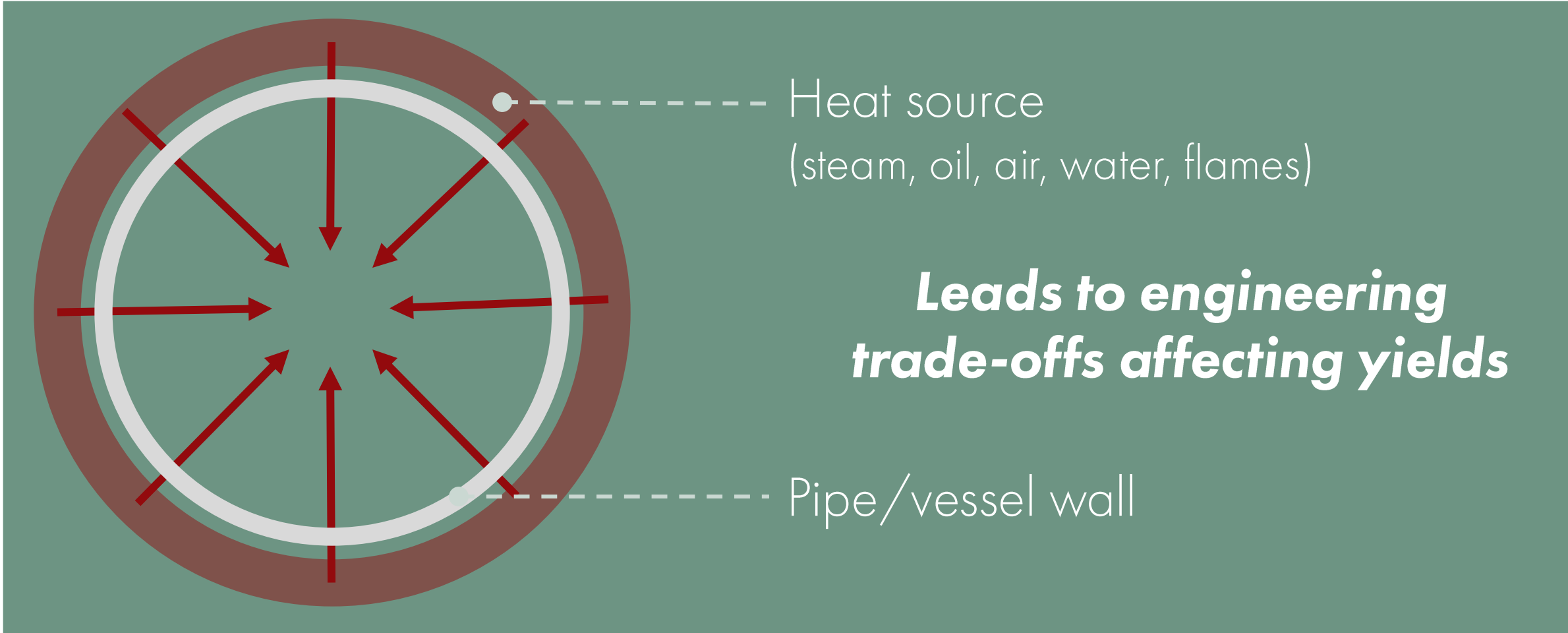
**40%** of manufacturing emissions come from process heating

**9%** of global energy consumption

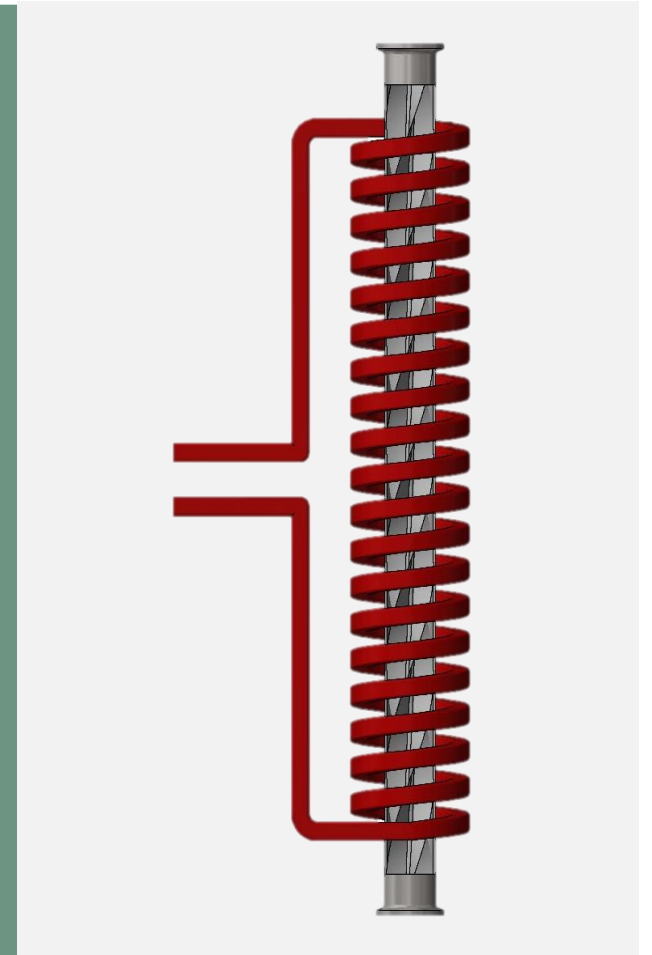
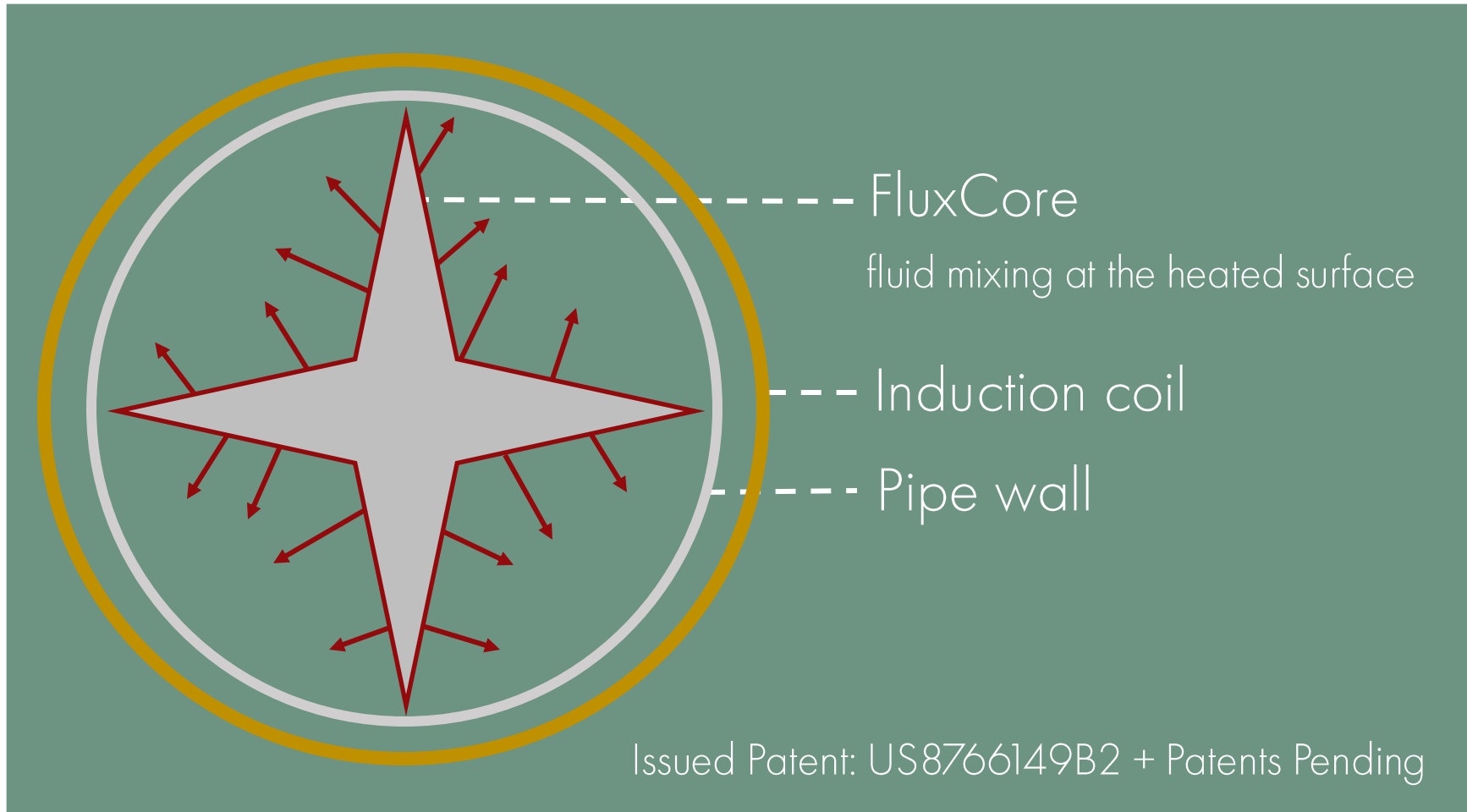
**43 Gt** contribution to CO<sub>2</sub>e emissions through 2050

**\$13+ billion** untapped productivity

# Fossil-powered: overheat a hot wall to heat the fluid



# Solved with 'middle-out' heating



# High performance process heating

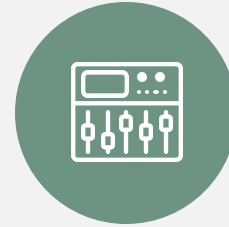
Food | Chemical | Fuel | Pharma | Pulp & Paper | Cement



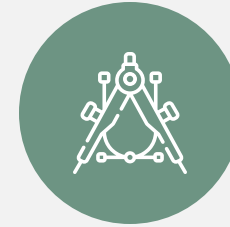
All electric



10x faster



8x more  
precise



8-24x smaller

IP developed with **\$3M** in NASA & USDA grants

# Traction

## Equipment Installations



## Paid Pilots

HEAT AND CONTROL

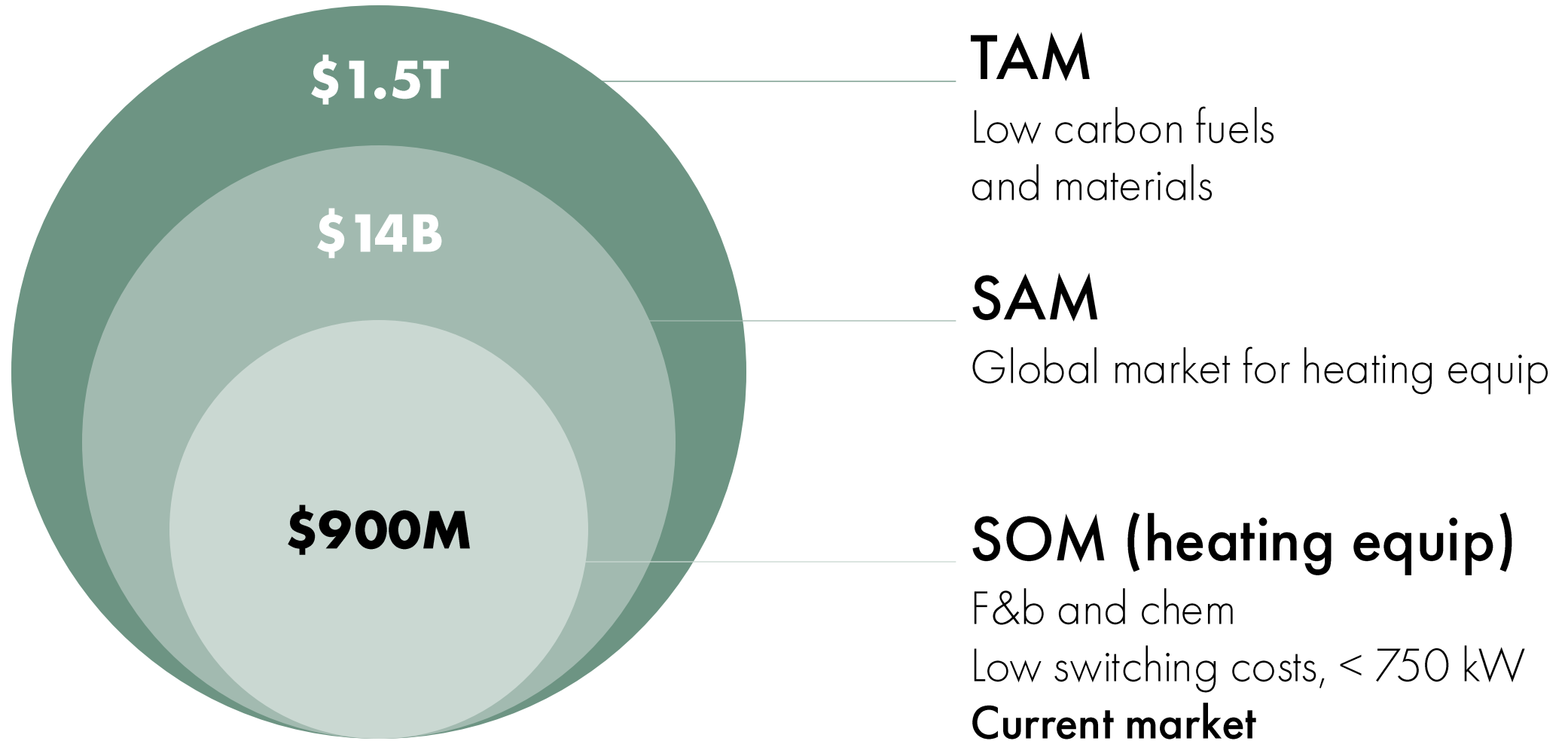
*Lubrizol*



## Sales Partnerships



# Large & foundational market



# Team

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**Francesco Aimone**  
CEO  
*Techstars founder*



**George Sadler, PhD**  
Chief Scientist  
*35+ years f&b,  
Purdue-Food Chemistry*



**Steven Giunta**  
Controls Engineer  
*8+ years experience  
Army Veteran*



**Thomas Kenner**  
Sr. Equipment Engineer  
*20+ years experience  
equipment design & maint*



**Nishan Jain, PhD**  
CFD Modelling  
*10 years+ aerospace/DoD  
U Maryland-Engineering*



# High-speed beverage – 80% faster warm-up

Bolt-on +8% total efficiency



Industry benchmark +3%

**+\$450k / yr**

# Electric industrial heating competition

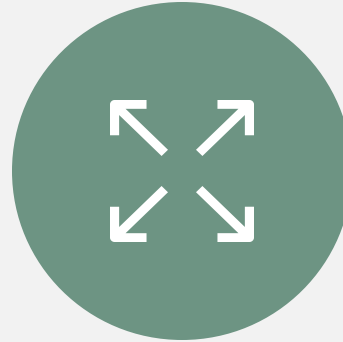
	IFS	Atmos (Elec boilers)	C-Tech (Ohmic)	Malachite (Microwave)
Thermal efficiency	☑	X	☑	X
Energy cost	☑	☑	X	X
Versatility	☑	☑	X	X
Improved OEE	☑	X	X	☑

# GTM – Pilot Scale Solutions



## Pilot testing

- 1<sup>st</sup> step with enterprise customers
- Paid projects, cash flow



## Innovation Networks

- RAPID, EPIXC
- Foodbytes (Rabobank)
- Networking



## Testbeds

- Research partners' facilities, customer R&D centers
- Application development
- Drives top of funnel + IP

# Growth via production partnerships



## Equipment supply / license (Current)

- Pilot-scale outputs (30kW)
- Product = capex purchase
- OEM & licensing partners



## Small-scale production w/ partners (Seed)

- Small commercial (300kW)
- Ag inputs supply chain
- Waste management



## Scaled production w/ partners (Series A)

- Industrial scale (3mW)
- Toll processing
- CCUS / technical carbons

# Big Vision

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**Make decarbonizing profitable**

A blurred background image of a modern industrial food processing plant with various machinery and conveyor belts.

# We can't reach tomorrow's goals with last century's tools

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Francesco Aimone

[faimone@inductionfoodsystems.com](mailto:faimone@inductionfoodsystems.com)

919-907-0178