



Mission-Profile-Aware Digital Twin & Prognostic Maintenance Platform

# Data Without Intelligence Is Noise

Fleet operators collect massive amounts of vehicle data yet struggle to extract actionable intelligence. Existing platforms focus on tracking location and basic metrics, not understanding context.

There's no connection between vehicle usage patterns, mission profiles, and optimization opportunities.



## Fragmented Data

Disparate systems with poor contextualisation

## Tracking, Not Understanding

No insight into mission profiles or usage patterns

## Rising Complexity

ESG, waste, and dangerous goods regulations increase costs

📄 Data without interpretation leads to inefficiency, downtime, and missed optimization opportunities.



THE SOLUTION

# Intelligent Digital Twins Driven by Mission Profiles and AI



## Telemetry Data

Raw vehicle sensor inputs



## AI Interpretation

Mission-profile-aware analysis



## Actionable Decisions

Predictive maintenance & optimization

Not just "what happened", but "why" and "what to do next".



PRODUCT & TECHNOLOGY

# Live Platform + Protected Innovation



## Today (Live)

Our platform is fully operational, offering real-time monitoring and access to detailed historical data. It provides intuitive dashboards for fleet management and advanced mission-aware analytics and AI vehicle report, essential for timely and effective decisions.




## Core Technology

The heart of our solution is **AI-based** mission profile analysis, which includes the generation of vehicle "digital twins" and predictive maintenance models. This ensures maximum efficiency and minimizes downtime.



## Intellectual Property

Our innovation is protected by an Italian patent filed for mission profile analysis. Furthermore, the optimization of electronic control unit (ECU) parameters ensures continuous improvement in vehicle performance.

 Operational Visibility

# What DAMIDU Monitors



## Usage Patterns

Mission profiling and analysis of operational behaviours to identify structural inefficiencies.



## Energy Efficiency

Deviations in fuel consumption, idle time, and losses that erode margins.



## Diagnostic Anomalies

Trends in anomalies and degradation signals to anticipate failures and reduce the risk of downtime.



## Vehicle Availability

Monitoring actual availability and forecasting the risk of unplanned downtime.



# Downtime Reduction and Predictive Maintenance

## Traditional Approach

- Interventions driven by driver reports
- Reactive, post-failure maintenance
- Unexpected stops and emergencies
- Difficult coordination with workshop



## DAMIDU Approach

- Early detection of anomalous patterns
- Failure anticipation before breakdown
- Maintenance intervention planning
- Optimized coordination with service providers



**25%**

### Downtime Reduction

Average decrease in unplanned downtime

**30%**

### Vehicle Availability

Increased fleet availability

**40%**

### Emergency Repairs

Reduction in urgent interventions

# Why Now

## Regulation, Cost Pressure, and AI Maturity



### RENTRI Directive

Italian mandate (derived from EU regulation) requires monitoring for waste & dangerous goods transport



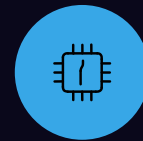
### ESG Reporting

Mandatory for large corporates, driving demand for data platforms



### Cost Pressures

Rising fuel, maintenance, and asset replacement costs



### AI Maturity

Technology now capable of modelling real mission profiles — protected by Italian patent

Damidu launched leveraging RENTRI compliance and is positioned to scale as regulation expands across all vehicle types.

# Market Opportunity

All Vehicles, Global Potential

## Europe Vehicle remote diagnostic market

Valued at \$1.63 billion in 2022, forecasted to reach \$6.00 billion by 2033, with a CAGR of 14.4% (2023–2033).

**1.63 B\$ – 2022**  
**6.00 B\$ – 2033**

source

## Global Commercial Vehicle remote diagnostic market

Estimated at \$3.5 billion in 2023, expected to grow to \$9.2 billion by 2032, with a CAGR of 11.5% (2023–2032).

**3.5 B\$ – 2023**  
**9.2 B\$ – 2032**

source

## Global Vehicle remote diagnostic market

Valued at \$9.48 billion in 2024, projected to reach \$22.64 billion by 2030, with a CAGR of 15.6% (2024–2030).

**9.48 B\$ – 2024**  
**22.64 B\$ – 2030**

source

As millions of vehicles become connected and regulated worldwide, **the market is moving toward scalable AI platforms** capable of extracting economic value from vehicle data.



# Business Model & Unit Economics

## Hardware-Enabled SaaS with Expansion Paths

### B2B (Core Revenue)

- Hardware + subscription model
- Scalable SaaS layer with recurring revenue
- Extra Monetisation with professional consultancy services
- Future: AI modules offered to third-party telematics providers

📌 B2B monetises today through proven fleet customers

### B2C (Strategic Expansion)

- Hardware sold with 1 year included
- Free core services to drive adoption
- Monetisation via premium features, data partnerships, advertising
- Insurance & automotive marketplace opportunities

📌 B2C builds scale and creates data flywheel effect

# Traction

Paying Customers, Real Usage

**120+**

**Monitored Vehicles**

All paying, generating recurring revenue

**11**

**Active B2B Customers**

Port of Palermo, PFE Group ...



**~ €18**

**Monthly ARPU**

Per vehicle, tiered by fleet size

Platform is live with continuous feature development and expanding functionality.

# From Compliance to Optimisation

## 2025 (Complete)

- B2B launch via RENTRI-driven use cases
- 120 paying vehicles deployed
- Platform stability established

## 2027+

- B2C launch for private vehicles
- SaaS AI modules for external telematics platforms
- Mission-profile optimisation for off-road & construction machinery

1

2

3

2026

- Advanced ESG reporting for corporates
- Prognostic maintenance for all vehicle types
- Automated fuel excise recovery via legal partners

# Team

**Founder-Led, Deep-Tech Execution**

## Founder & CEO – Davide Collotta


Automotive, IoT & AI background with strong execution focus

Electrical Engineer with automotive experience at Nio, Maserati, and Aston Martin. Product Manager at Prysman (LV systems & IoT). Deep expertise in vehicle telemetry, mission profiling, and data-driven optimization.

## Founder & CCO – Francesco Giglione

Logistic, Waste Management and Automotive background with strong business experience

Automotive Engineer with logistic and waste management experience on family waste management company.

 Founder-led development, hands-on on product, technology, and early customers.

## Hiring Roadmap (next 18 months)



**2x AI / Data Engineer**



**1x Sales profile**



**1x Marketing profile**



DAMIDU

THANK YOU

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