OTOVO

INVESTOR TEACH-IN

Endurance®

Arctic Securities · August 2026

One operating system across marketing, sales, operations and supply chain

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A comprehensive list of risk factors has been provided.

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Key facts & investment themes

Otovo 2.0 at a glance

Monitoring, repair and memberships for behind-the-meter energy, on one AI-native platform

01 A large, orphaned installed base

Targeting **37m+** behind-the-meter installations across Europe and the US. **13m+ of those customers are orphaned**, with no service partner to call, as ~50% of installers have gone bankrupt or exited.

02 Endurance®: the margin engine

Automates intake, diagnosis, dispatch and scheduling. Expected EBIT margin uplift from a **10–20%** industry average to **20–30%**, with **~$5m** cost avoidance identified to date.

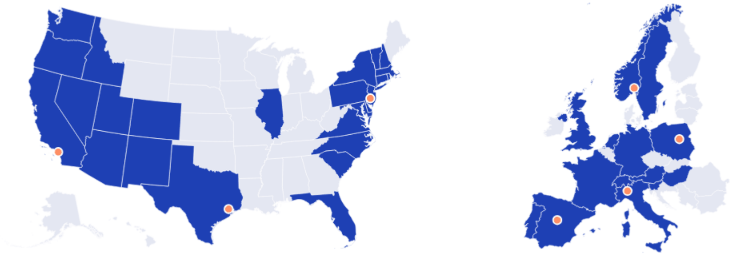
03 Market consolidator, proven

Eight acquisitions since the December 2025 merger, scaling across Europe and the US. Customers arrive at a fraction of normal CAC, into a **$55b+ TAM** with synergy potential on both revenue and cost from the Endurance roll-out.

BY THE NUMBERS

1.9m **Legacy customers** Accumulated & monitoring	**~30,000** **Customers** Q1 2026 incl. EnergyAid	**8** **Acquisitions** Since Dec. 2025 merger
~20,000 **Memberships** Q1 2026 incl. EnergyAid	**~$5m** **Cost savings from Endurance®** Distinct, no overlap	**$55b+** **TAM** Europe & United States

SERVICE FOOTPRINT

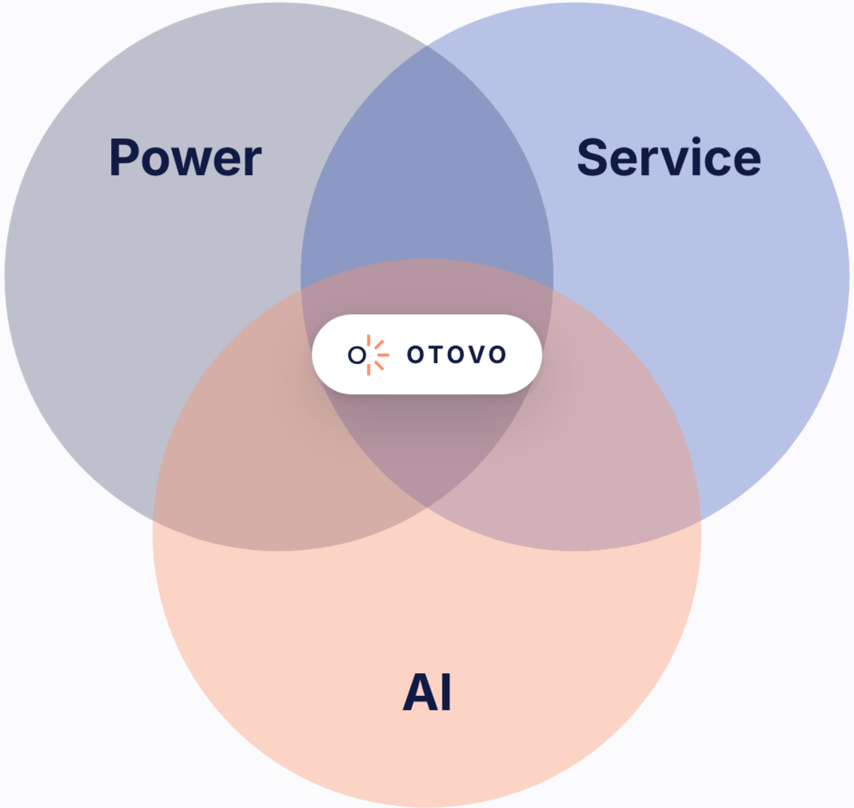


Live service markets
Office cities
United States & Europe

Market context

Three secular investment theses converge in Otovo

Behind-the-meter power, home-service consolidation and applied AI reinforce one another



Power: demand on the rise

A long-term, global bull market in behind-the-meter power, fueled by AI, electrification, data centers and reshoring.

Service: consolidation and the orphan gap

U.S. home services (HVAC, pool, pest, plumbing) are consolidating for scale. **37m+** power installations across Europe and the U.S., with installer bankruptcies having left **13m+ with no one to call**.

AI: the applied-AI wave

Applied AI is the next phase of the megatrend, with major productivity gains in services. Otovo turns this into margin via Endurance®. Lower cost and higher customer value, with easier communication and quicker service.

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What Endurance does

Endurance®: one tech stack and platform

One proprietary stack, with agents used across every part of the business

Marketing

Lead generation, multi-channel outreach, attribution and automation flows, all under one roof.

Campaigns · Attribution · Email · SMS · Intake · Automation

Sales

Lead to quote to signed contract, with AI handling phones and inbox alongside the team.

AI voice · Quoting · E-sign · Site reports · Pipeline · Estimators

Operations

Dispatch, jobs, field tech and customer service. The day-to-day engine of the company.

Dispatch · Field · Inbox · Telephony · Geofence · History

Supply chain

Inventory, purchase orders, receiving, returns and vendor management, connected to every job.

Inventory · POs · RMA · 3-way match · Ramp · Tech uploads

SECURITY & CONTROL Otovo servers · continuous internal audits · full lockdown capability · AI engineer on alert

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Endurance® in action

A single truck roll, end to end

How the AI-native Endurance® platform supports every step of a service call

1

Issue detected

Customer calls Otovo, or monitoring proactively flags a fault.

2

AI agent responds

Endurance answers the call, diagnoses the issue and confirms a service window.

3

Smart dispatch

Optimized route and outfitted van, saving 0.75 hrs per call.

4

AI-assisted fix

AI-guided repair; part scan auto-creates the invoice and PO.

5

On to next job

Accounting auto-completed; the tech rolls straight to the next stop.

WITHOUT ENDURANCE®

- Customer sits on hold or leaves a voicemail
- Manual triage, multiple callbacks to schedule
- Tech arrives without the right parts, so a second trip is needed
- Resolution takes weeks; high cost per job

WITH ENDURANCE®

- AI agent answers instantly and confirms a window
- Diagnoses root cause and pre-stages parts
- Optimized route and outfitted van, saving 0.75 hrs
- Resolved in < 48 hrs, one truck roll, 40–60% lower cost

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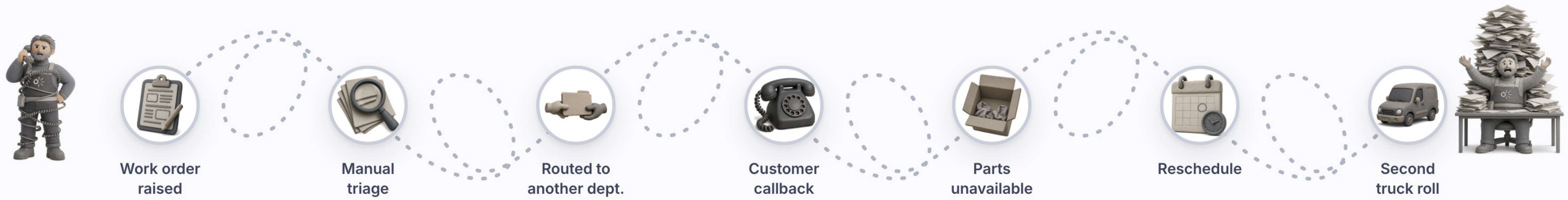
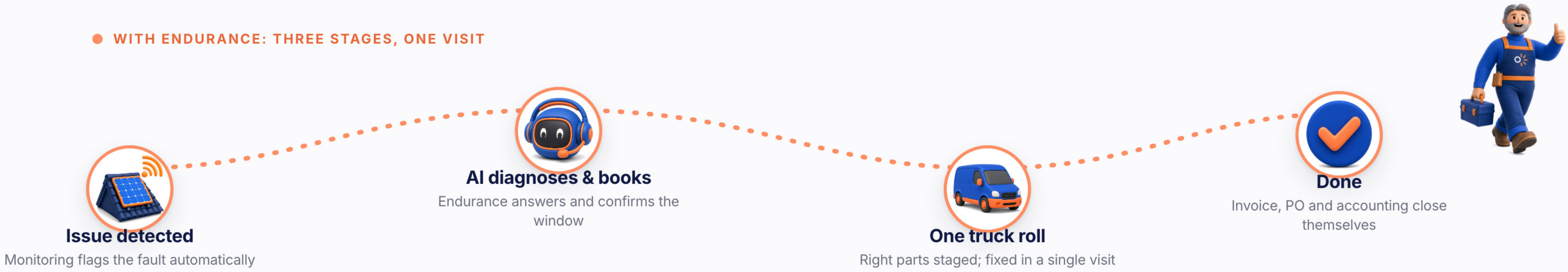
Customer journey

The same service call, before and after Endurance®

WITHOUT ENDURANCE: EVERY HAND-OFF IS ANOTHER STOP



WITH ENDURANCE: THREE STAGES, ONE VISIT



501	40%+	80%	90%	0.75 hrs
Inspections sold from AI monitoring alerts	Service inquiries solved by AI	Scheduling done by Endurance	Quoting automated	Saved per service call

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Endurance® vision

The technician becomes the only human touch point

Enabling more operating leverage as the business grows organically and through acquisition

ANNUALIZED COST IMPACT IDENTIFIED TO DATE

Distinct, non-overlapping

~$5m

~$2.3m	SaaS
~$1.7m	SaaS support
~$1.0m	Staffing

To continue increasing with both organic and inorganic growth

EBIT MARGIN IMPACT (AT SCALE)

10–20% Service industry today → **+10%** EBIT margin improvement driven by cost savings and more scale potential → **20–30%** Otovo with Endurance®

Operating leverage compounds as the platform absorbs the coordination work between the customer and the technician.

82%

RECURSIVE SELF-IMPROVEMENT

Endurance® improves its own software

System issues and feature requests are picked up, investigated, fixed and merged by the platform itself. **1,113 of 1,362 actionable engineering tickets resolved, and 696 code changes merged in the last 30 days.** The team sets direction; the system does the work.

$2.3m SaaS savings sourced from each org's software register. $1.7m staff reduction reflects SaaS supporting roles displaced by Endurance®. $1.0m includes June dispatcher reductions, related office closures, and avoided marketing and finance roles to support the growth trajectory. All costs are distinct and non-overlapping.

M&A integration

Acquisitions move onto Endurance® in about three weeks

A six-person core team standardizes identity, systems, data, controls and operating workflows

Day 1–10

Connect

Secure identity and map systems

- Issue Otovo email, SSO and managed-device access on Day 1
- Complete full system inventory within ten business days
- Map CRM, scheduling, field service, billing, telephony and monitoring

2–3 wk

Migrate

Make Endurance the system of record

- Rehearse data migration twice: subset, then full dataset
- Run in parallel with reconciliation and documented rollback triggers
- Train users and complete UAT before production cutover

30–60 d

Stabilize

Hypercare and prove operating performance

- Hypercare through Day 60 by default
- KPI scorecards at Day 1, Day 30 and Day 60
- Sunset legacy systems only after parity and clean reconciliation

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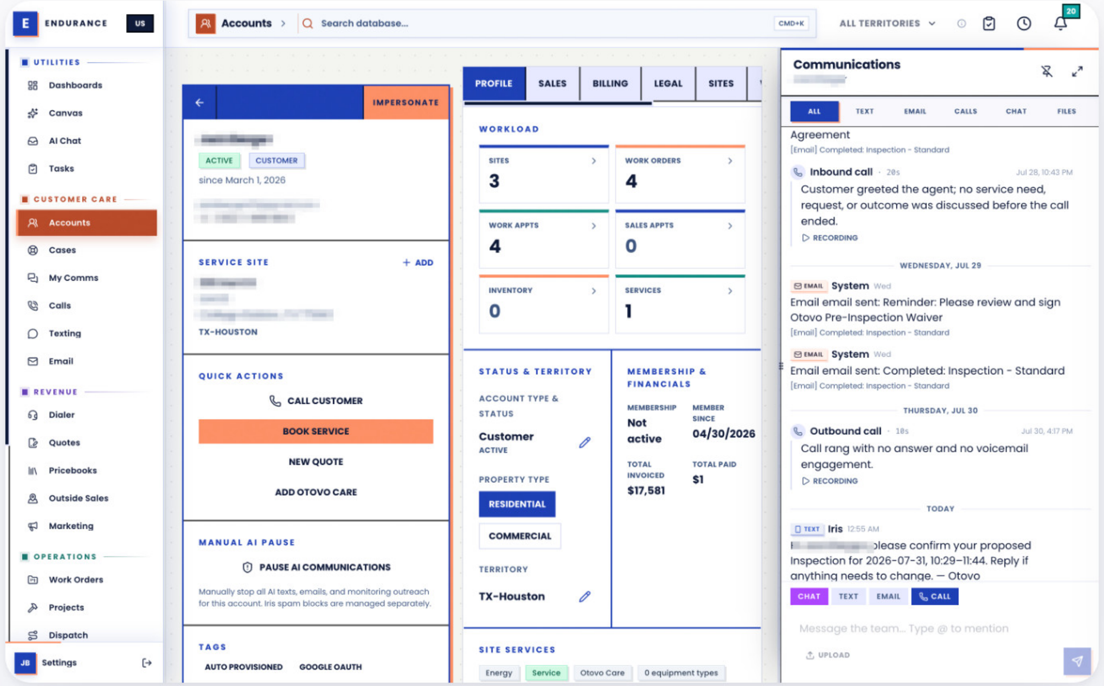
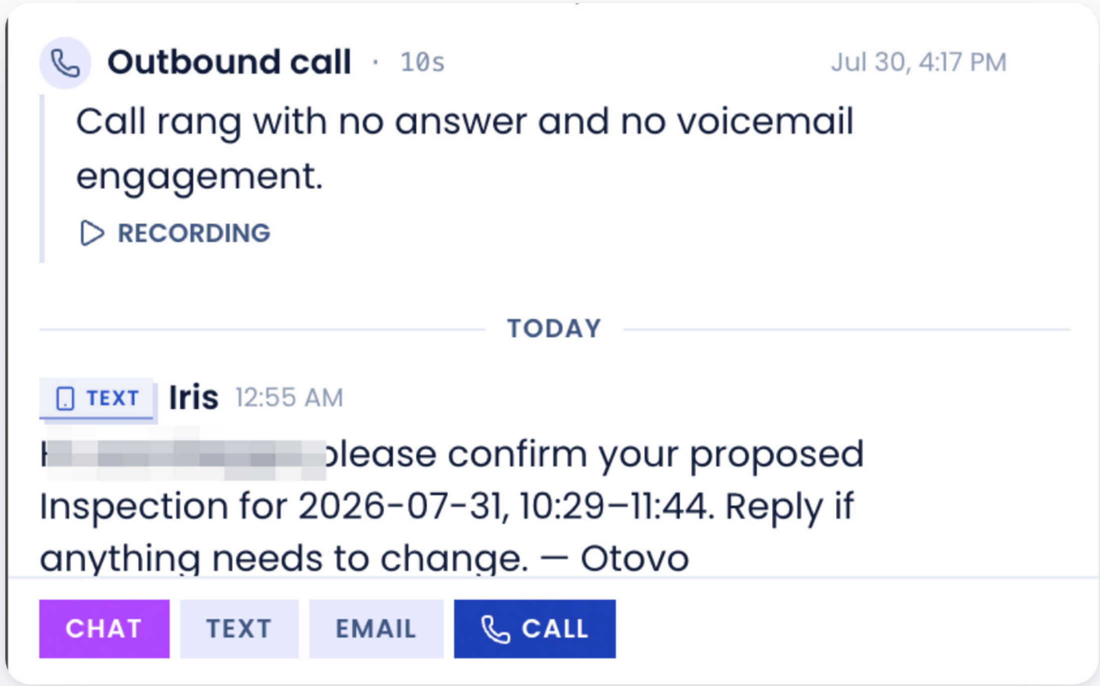
Inside the platform

The operating system behind the business





One record per customer

Sites, work orders, appointments, membership, territory and billing on a single screen, with one proprietary data layer behind all of it.

The AI does the work

Every call, email and text on one thread, with Endurance confirming the inspection appointment with the customer itself, unprompted.

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VENDOR CONSOLIDATION

The SaaS graveyard

56 vendors cancelled, downgraded or headed for termination.
Endurance is replacing fragmented SaaS with one intelligent stack.

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Key takeaways

Endurance® turns technology into operating leverage

~$5m

Annualized cost impact to date

Distinct, non-overlapping categories

6

People on the core AI team

≈3 weeks

Systems and data integration

1.9m

Accumulated legacy customers

And monitoring

Compounding M&A advantage

A repeatable ~3-week playbook lets six people fold in each deal. Customers arrive at a fraction of normal CAC, synergies are extracted, and every acquisition's data sharpens Endurance for the next.

Operating leverage

Each new customer, region and acquisition runs on the same system. The business scales without rebuilding the back office or adding headcount. Core G&A stays flat.

Margin engine

Strips out fragmented SaaS, legacy support and admin cost. ~$5m of cost avoidance identified to date, increasing with size.

Annualized impacts; categories are distinct and non-overlapping.