

Findustrial

Digital ecosystem, digital platform, Equipment-as-a-Service, Pay-per-Use, flexible financing, IoT, machine financing

QUICK FACTS



Findustrial builds a digital ecosystem to enable usage-based and future-oriented business models for manufacturers, providing the Findustrial platform to manage the transition to Equipment-as-a-Service business models and offer the optimal solution for flexible financing of machinery and equipment.

Which industry or target market are your products/services for?

The focused industries are: Automotive, Supplier, Construction Machinery, Medical, Renewable Energy. Target countries are the DACH region, USA and UK.

What is the innovation of your product/service?

Development of the entire Findustrial platform with the functions (Pay-per-Use Leasing and Service calculator, Educate platform, interface to the financing network, automatic billing, project management of the PPU projects) in-house with an own developer team. Independent development of the IoT data connection of the assets with external support for the Edge Device.

What else is special about your product/service?

The platform offers stakeholders transparent and structured pay-per-use solutions through an automated financing process for industrial projects. The machines are globally networked and secured with an IoT data infrastructure. Data and

usage-based financing enables the machine to be used optimally and reused or recycled as needed. The data involved in the machine and the secure handling of this data plays a decisive role. Via blockchain technology, we guarantee trustworthy and secure data management.

Findustrial's all-in concept creates a win-win situation for all parties involved in a machine financing project.

Which notable (pilot) customers have you been able to win so far?

Rubblemaster, Coboworx, Trumpf, Primatech, Inocon, Hurco.

Which important strategic/corporate partner(s) were you able to secure so far?

Strategic partnerships with Tributech GmbH, Servitize, ACP Digital Holding GmbH, ISM Lachner (Michael Lachner), P2S Management Consulting.

Which countries/regions are you currently active/available in?

Austria, Germany, Switzerland.

Which countries/regions are you planning to expand to the next 2 to 3 years?

Target markets are USA and UK.

Which notable awards, prizes or competitions have you won so far?

Asset Finance Connect Winner 2021, German Innovation Award 2021

What was the biggest success or milestone you achieved in the past 12 months?

In a further financing round in October 2021, we were able to raise a seven-digit amount for Findustrial. The more than successfully completed financing round is an absolute milestone for Findustrial and for the further development of the company. With the fresh money, we want to focus on internationalization, the development of new markets and the further development of the pay-per-use platform.

What other growth traction have you achieved in the past 12 months?

First successful lighthouse projects in certain sectors; more than 15 employees.

What will be the most important successes or milestones that you want to achieve in the coming 12-18 months?

Onboarding of 20 financing partners and development of the pay-per-use solutions in the core regions (Austria, Germany, Switzerland, US, Great Britain). Establishment of a partner ecosystem to further expand the network effect of the platform. Achievement of more than 1 million sales from successful PPU projects, OEM subscriptions and EaaS consulting.

CONTACT

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