



ECHY

Global Impact (Social Economy - Social Impact - Cleantech - Sustainable Development)



One line pitch:

ECHY is a French start-up company with a patented daylighting technology, which captures, transports and diffuses sunlight into buildings using fibre optic cables.

Market Analysis:

Our technology can be installed in all types of building, meaning that our market is extremely broad. Our current installations have taken place in a university, a supermarket, and other industrial buildings. After extensive research into the effects that natural light has on humans, we have now begun targeting education and health facilities; where people can benefit from sunlight.

Business Proposition:

Our technology is patented both in France and internationally. Our system is made of panels, trackers and fibre optic cables. On the rooftop, we place panels, which are made of lenses, onto a tracking system. The trackers follow the sun throughout the day, enabling the lenses to capture and concentrate the maximum amount of sun rays possible. Our system can equally be fitted with LEDs, which will automatically take over in times of insufficient sunlight, to provide constant lighting.

Competitive Advantage:

Our technology has several competitive advantages. As our system was officially patented in 2012, our version is the most modern and up-to-date version of similar fibre optic technologies that exists. In September 2015, we are launching the latest version of our system, as well as a product for private individuals. Our biggest advantage comes from our origins; ECHY was founded by 2 engineers who came up with the concept in their final year of engineering. ECHY is driven by its ambitious R&D department; we are committed to releasing a new version of our technology each year and our objectives are to make it more efficient and cheaper each time. We are a young, French start-up with a dynamic and driven team, both technically and commercially

Investment Attractiveness:

Legal structure and fund raising •Legal structure : ECHY, SAS, created in Oct 2012
•Headquarters: Champs-sur-Marne (France, close to Paris) •Equity raised: €130k (2013) and €500k (2014); shareholders: founders (77%), love money (23%) •Fund sought in 2015/2016 : €1,5m; use of funds: sales ramp up, internationalisation and R&D •Exit strategy: sale to an industrial (lighting or building industry), IPO Financials •Breakeven in 2016 •Targeted net margin: +25%

IP Situation:

The idea of using Fresnel lenses and fibre optic cables as a means of transporting natural light inside of buildings came about in the 1980s, and is now commercially available worldwide. ECHY has a patent, dating from 2012, regarding our concentration modules on our panels. This patent is applicable in Europe and 18 other countries around the world.

COMPANY PROFILE

- **Website:**
www.echy.fr
- **Contact:**
LE BEUZE Stephanie
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- **Location:**
Arbois Technipole
77420 Champs sur Marne
France
- **Founded in:** 31/10/2012
- **Employees:** 12
- **Management:**
- **Financial information (€):**
 - **Company stage:**
 - **Capital raised to date:**
1,5M € since 2013
 - **Monthly burn rate:**
 - **Capital seeking and date:**
- **Investors:**
Business angels and family office
- **Referred by:**
ANIMA