

NYTECO ————— TORONTO, CANADA



ABOUT US

JULES AI is a B2B SaaS stack for the recycled materials industry.

Jules AI is based in Toronto, Canada.

It is the brand under which holding company Nyteco Inc is building its green tech universe.



jules

PROBLEM

350,000 recycled material businesses do not have sufficient tools to grow sustainably amid exponentially growing complexity.

Industry needs better technology to:

- grow on pace with soaring demand
- manage all modes of transportation
(improving quality and demand is sending material farther)
- capture and report carbon emissions
- manage business and trade from anywhere
- reduce labor cost while scaling productivity
- document the knowledge and process transfer of generations smoother

SOLUTION

Jules AI has built a holistic, tailored vertical solution to solve all these problems at scale.

PROBLEM		SOLUTION
Trade flow management	_____	JULES TRADE
Carbon management	_____	JULES CARBON
Purchase management	_____	JULES PROCURE
Communications - internal	_____	JULES CONNECT



WHY NOW?

Because the quicker they adopt new tech, the sooner they will be able to capture the demand already pouring in from a climate concerned society.

- Growing momentum with increasing complexity
- Increasing regulation
- COVID has been an accelerator for digital adoption
- New owner generation taking over from their parents

Based on all the feature requests we've received from nearly 100 companies, we can say this emphatically: they know they need this. And they know they need it right now.

Global recycled materials market

Industry annual turnover: \$500 billion*

Annual volume of recyclables: 800 million tonnes

Labor count (organized sector): 1.6 million

Labor count (informal sector): 20 million

*10% of this turnover is spent on new technologies,
R&D = \$50 billion total spend^

Source: Bureau of International Recycling, 2022 (BIR.org)

JOURNEY

Jules AI began its journey 18 months ago after founder Sean Davidson successfully built and launched Davis Index into a global price data brand in just two years.

Employees: 28

Offices:

Pune, India (14)

Kingston, Jamaica (6)

Paris, France (4)

London, England (2)

Toronto, Canada (2)



Jules Carbon – June 2022

ISRI asks for Carbon reporting software. Work begins.
Being built from our existing code.



Jules Procure – April 2022

Acquired Macanta, UK for its automation tech. Scaled into Vendor CRM solution for recyclers.



Jules Trade – Jan 2022

Acquired Harold Waste, France for its tech. Scaled into ERP solution for traders.



Jules Connect – June 2021

In-house build kicked off in June 2021 to solve internal communications for commodity sales teams.

WHY WILL WE WIN?

Because only trusted, industry experts get to build.

Industry specifications and requirements are granular and vast.

Industry will not open its doors, and books, to most people in the industry. Outside world has no chance.

Sean's dedication to solving problems for the industry since 2010 and his extremely high profile has given Jules AI unparalleled access.

We have the industry's trust and ear, and have developed our solutions from the inside by observing industry leaders work and detail their problems to us.

and...



EXPENSIVE BARRIERS

The complexities in requirement and need for vast global reach makes development too expensive to get started.



GLOBAL REACH

Proven ability to sell a product in the recycling industry globally. Till date, Davis Index has sold to over 1,000 customers in 27 countries.



RECOGNITION

Sean is a much sought after industry speaker and thought leader. He speaks at at least six events a year, across the world, addressing industry audiences of 1,000 to 5,000.

COMPETITIVE ADVANTAGE



COST ADVANTAGE

Proven ability to operate with remote teams. Set up physical presences with Tech and Admin hubs in India and Outbound Sales and Support hubs Jamaica.



ECONOMIES OF SCALE

Centralized teams for admin, HR, marketing, tech services, legal, and finance impede a competitor to Jules AI from competing with us on margin. This is economies of scale, on steroids.



ECOSYSTEM

Our solutions integrate exclusively with each other which scales our customers' efficiencies and deflates individual competitor offerings.. We offer solutions for business of all sizes, complexities, and budgets.



LEGACY COMPETITION

We are mostly competing with Excel. For Trade, companies like AMCS and CieTrade were built with much older tech and have not upgraded to meet the vast set of new requirements.

PRICED TO SUCCEED

REVENUE MODEL



Trade

Annual recurring fee per client of \$20,000 to \$100,000.

Avg: \$1.50/tonne.



Procure

Monthly recurring fee of \$300 per recycling facility.



Carbon

Monthly recurring fee of \$200 per facility.



Connect

Monthly recurring fee of \$10 per user.

One-time set up fee of \$2,500 per client.

VISION

Our goal is to get every player in the recycled materials industry to use Jules AI.

Jules AI is rapidly building a verified database of the global recycling industry.

Providing this base with trade financing, insurance, risk management and other such solutions will unlock exponential revenue.

We will achieve this goal through our holistic solution that helps us be everywhere, at the right time, regardless of which stage companies are at in their digital roadmap.

The right solution at the right time; that's our studio venture approach.

BENEFIT

The added benefit of our solutions is that we're helping stakeholders meaningfully expand margin.

This leads to increased investment in the sector which basically means MORE RECYCLING.

The climate crisis cannot be solved without empowering the recycled materials industry with better tools.

The more they can process, the greener our planet.
And since we're building the engine for them to thrive:

We're building an engine for a better planet.

With climate change in the crosshairs of every policy maker, the volume of recyclables is forecast to grow by over 130% by 2050.

Manufacturers need to increase the percentage of recycled materials used in their products and that will deliver a generational opportunity for the recycled materials industry.

In metals alone, material demand is projected to grow by 80% by 2050, and the industry has to reduce its emissions by 77% by 2050.

Both targets can only be achieved through massive adoption of and increases in recycled materials flow which the sector is forecast to grow by over 130% by 2050.

MARKET GROWTH

TRACTION

TRADE

775k pipeline

CARBON

225k pipeline

TOTAL

1.5 mn pipeline

PROCURE

250k pipeline

CONNECT

250k pipeline



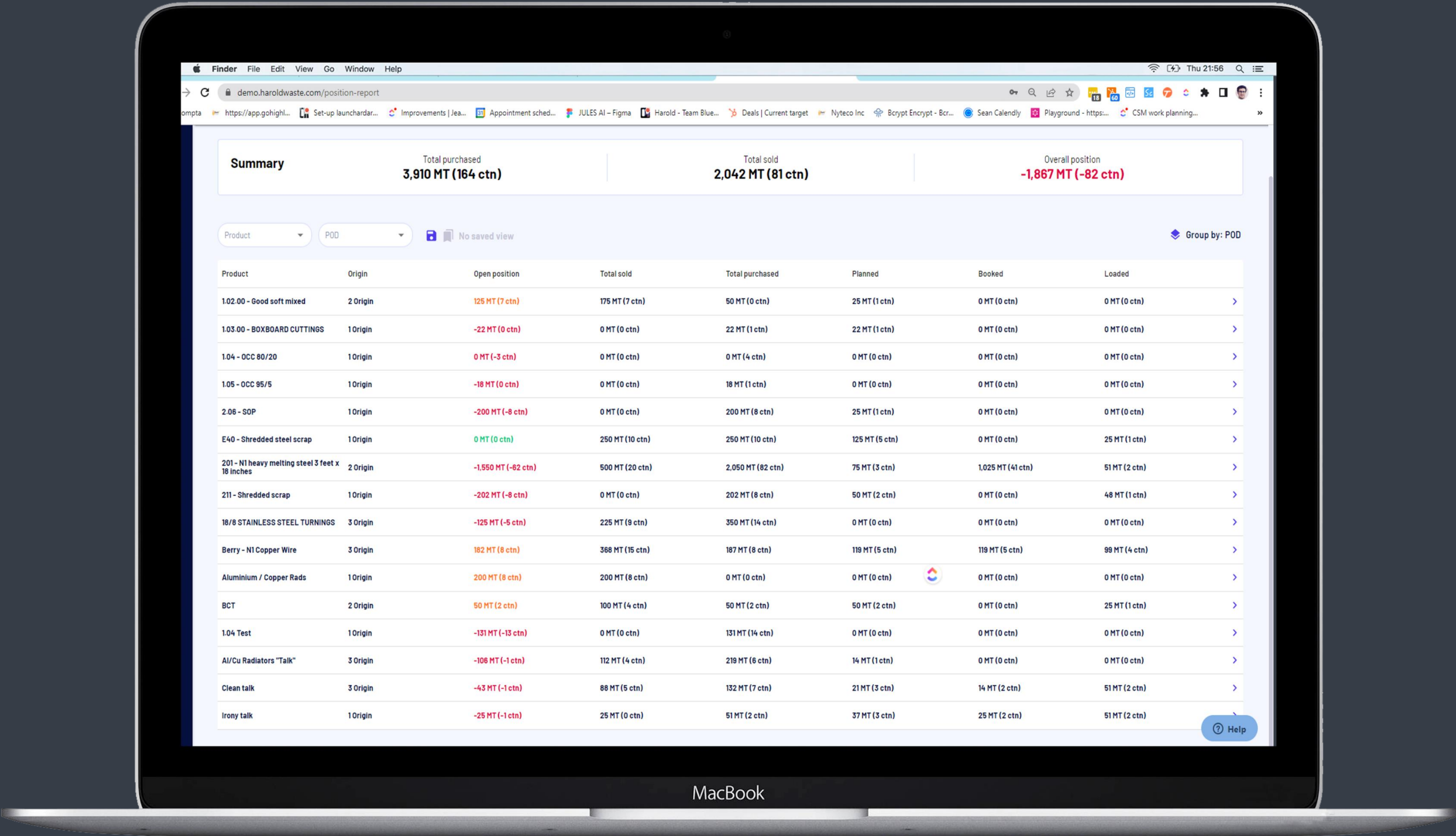
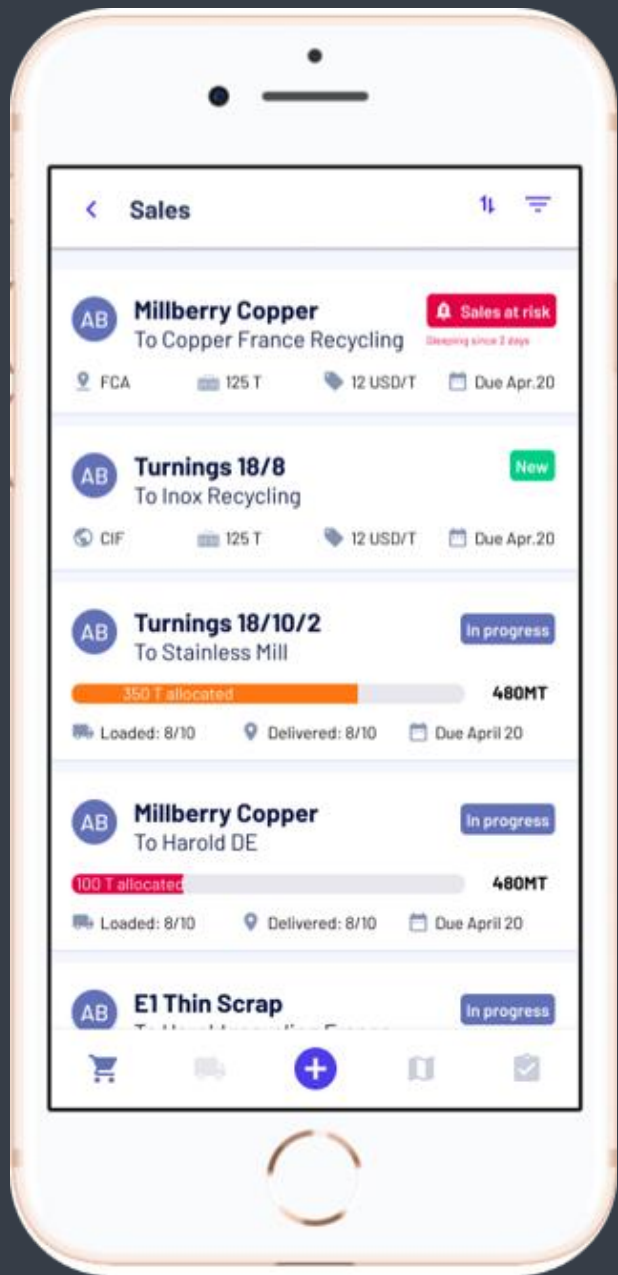
PRODUCT PREVIEWS

YOUR TRADEFLOW. OUR AUTOMATION.

TRADE

FOR TRADERS, YARDS, MILLS

A lead-to-invoice solution for the purchase, sale, and trading of physical commodities.

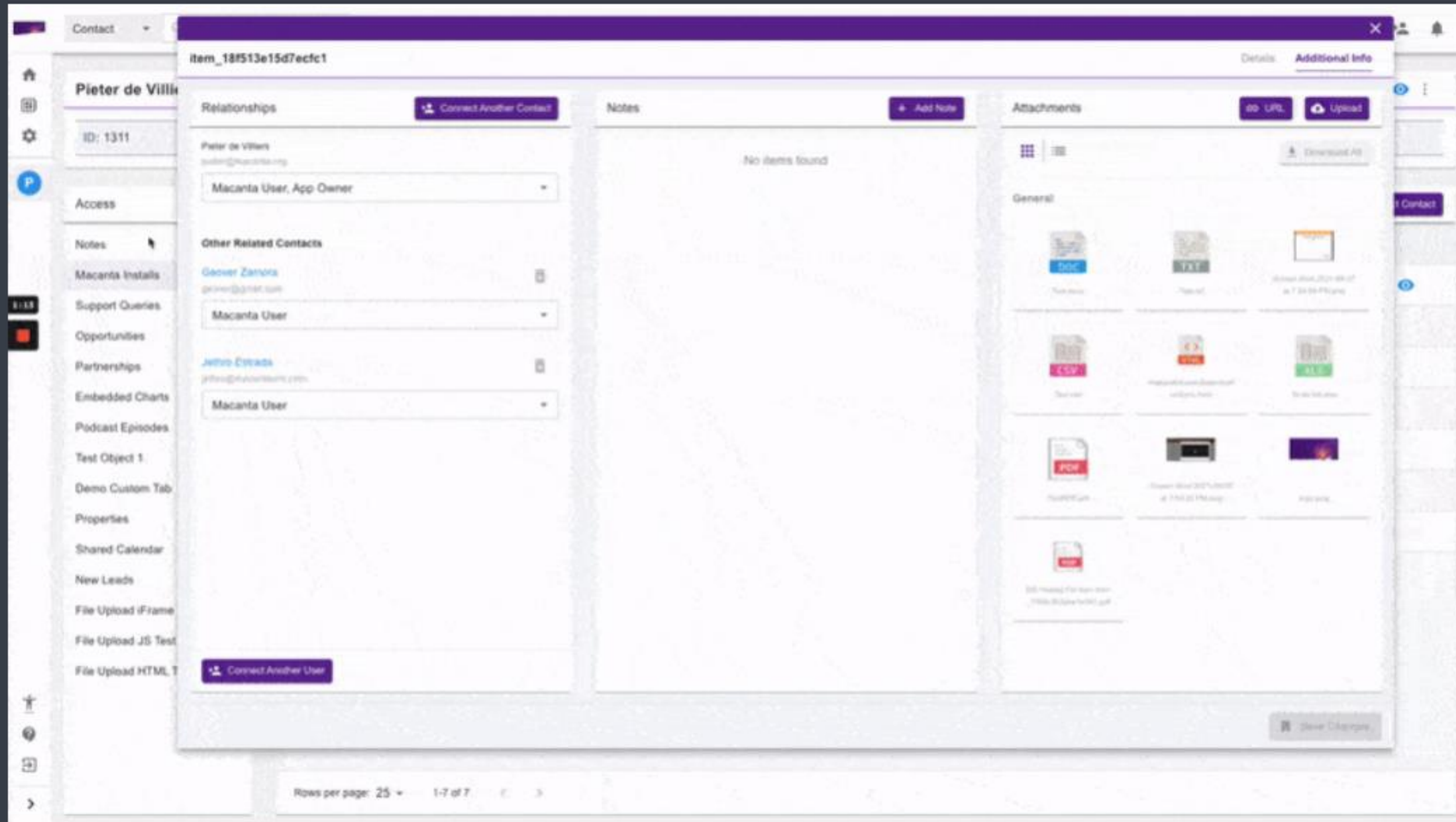


YOUR SALESFLOW. OUR AUTOMAION.

PROCURE

FOR YARDS AND STORES

Offers businesses a complete CRM for price lists distribution, purchasing, sales enablement, and external communications.

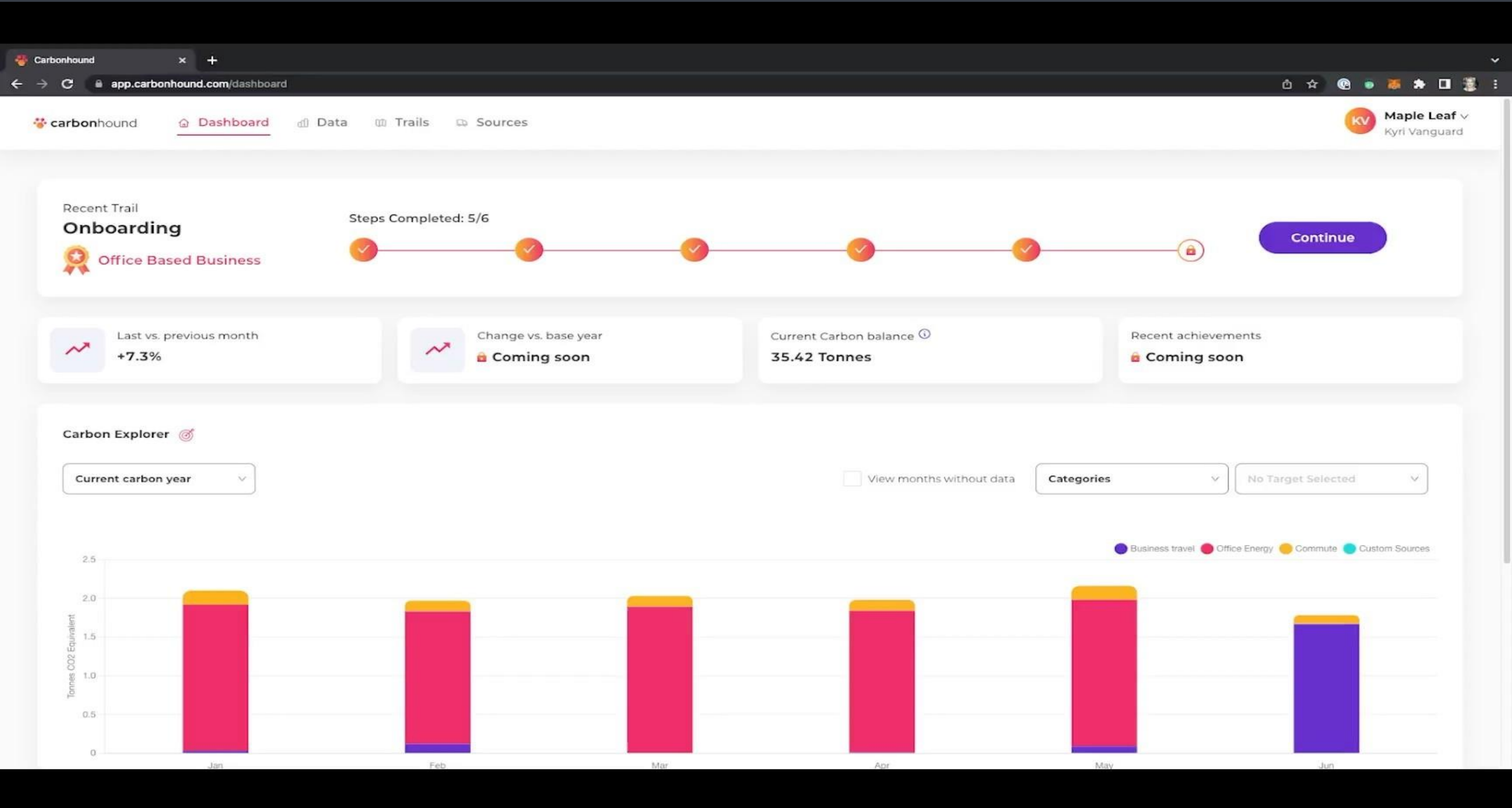


YOUR IMPACT. OUR AUTOMATION.

CARBON

FOR ALL STAKEHOLDERS

Jules simplifies carbon management for recycling facilities by bundling measurement, reduction, and marketing services.

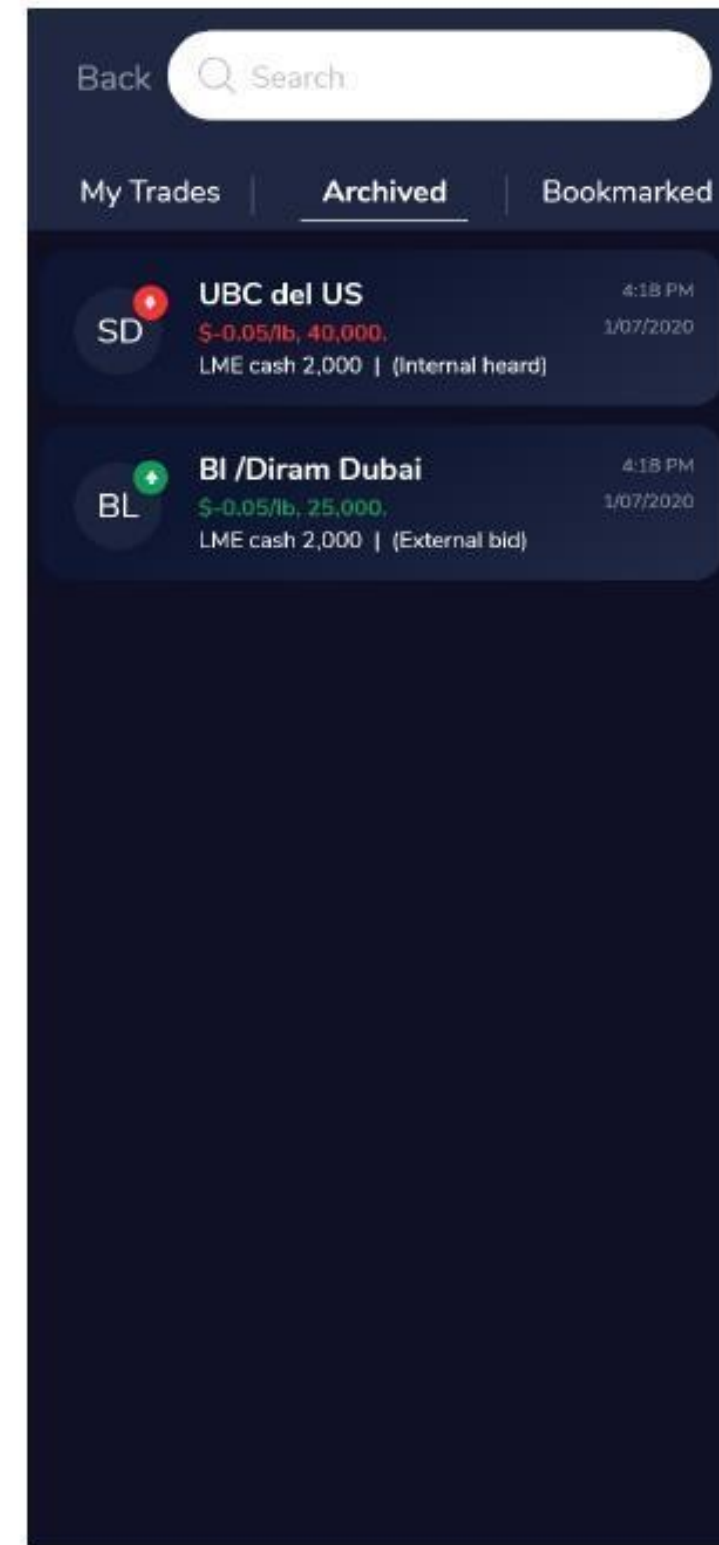
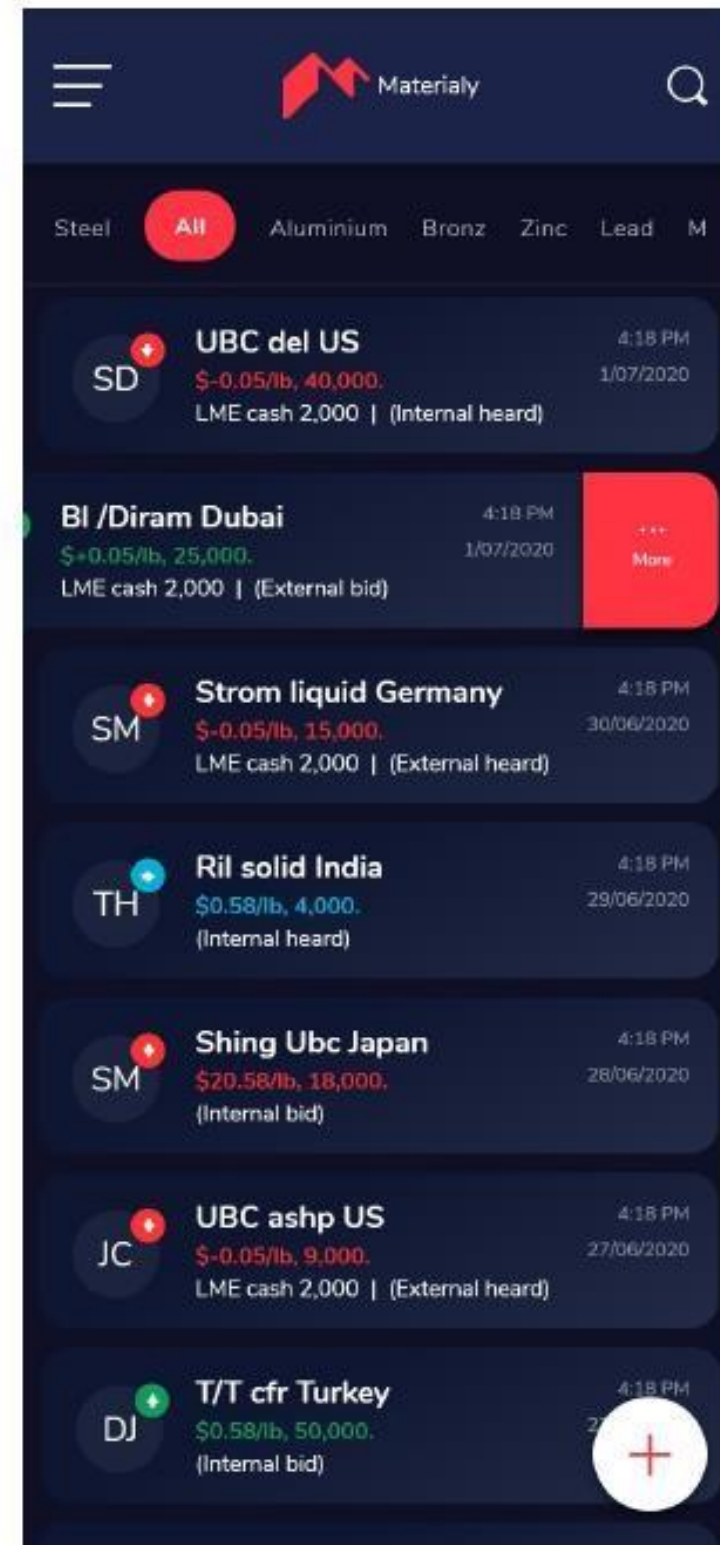
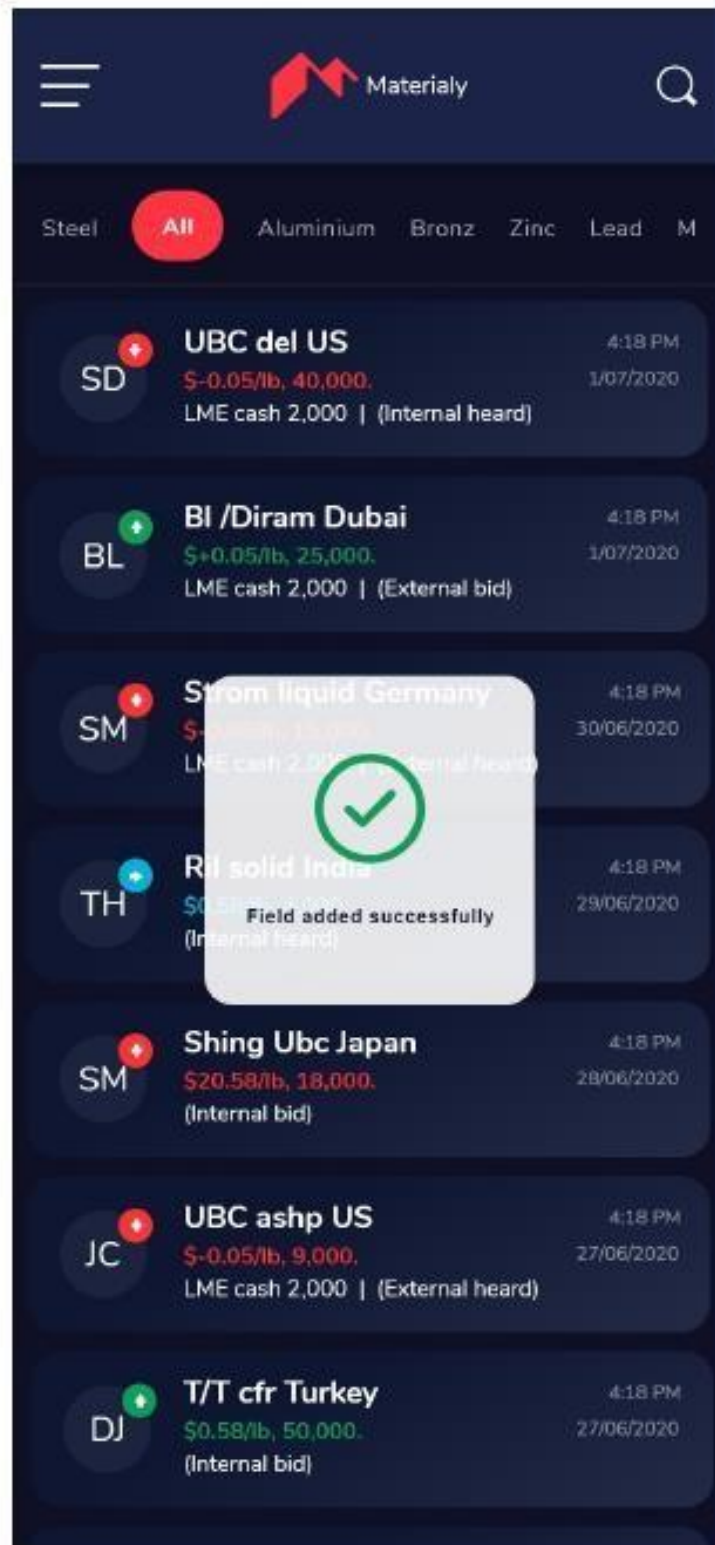


YOUR COMMUNICATIONS. OUR AUTOMATION.

CONNECT

FOR ALL STAKEHOLDERS

Jules lets businesses of all sizes encrypt and organize internal communications.



THANKS

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