



## Smart Energy Solutions

Innovators & Investors Forum 2016

John Cronin – Executive Chairman



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# Cyan Overview

*Integrated system and software design company with two core solutions*

## **Smart Metering**

Low cost, low power, scalable solution for smart metering systems

Electricity metering plus battery powered gas and water metering

## **Smart Lighting**

Energy efficient lighting control

Street lights, tunnels, car parks, warehouses

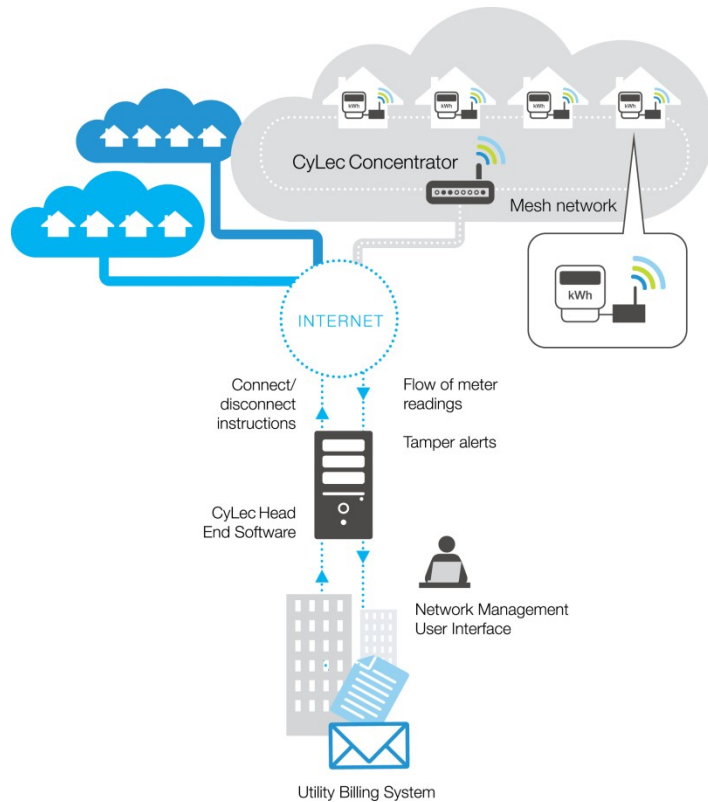
*Focus on emerging markets, where Cyan's solution provides significant customer benefits*

*Delivering integrated solutions to utilities, municipalities and local authorities which are deployed in several of the world's largest markets*

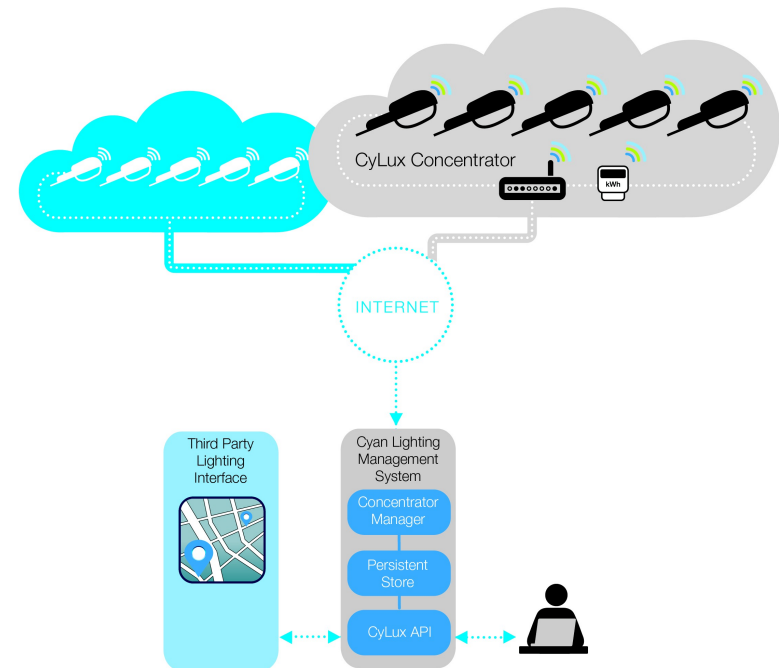
*Customer wins in India, Africa, Brazil, China & Eastern Europe*

# The Cyan Proposition

## Smart metering solutions

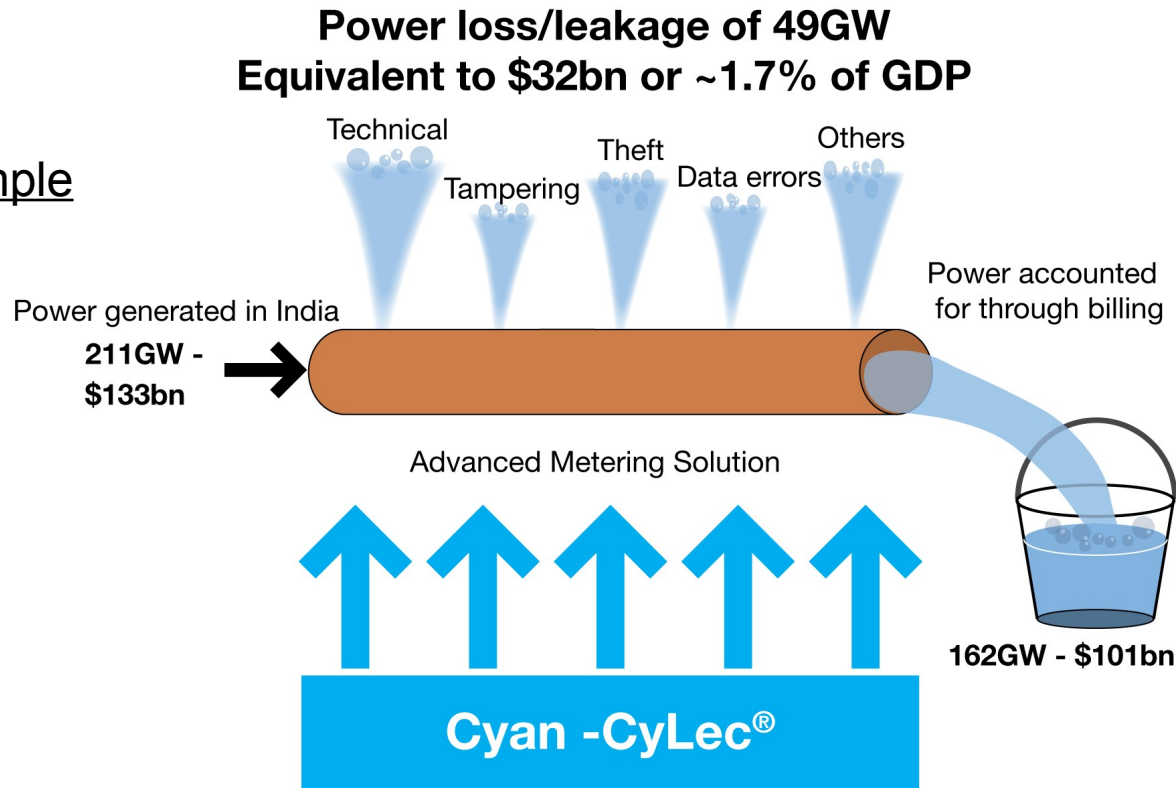


## Smart light control systems



# What's the Problem We're Solving?

## India Example



Similar issue in Brazil, Africa etc.

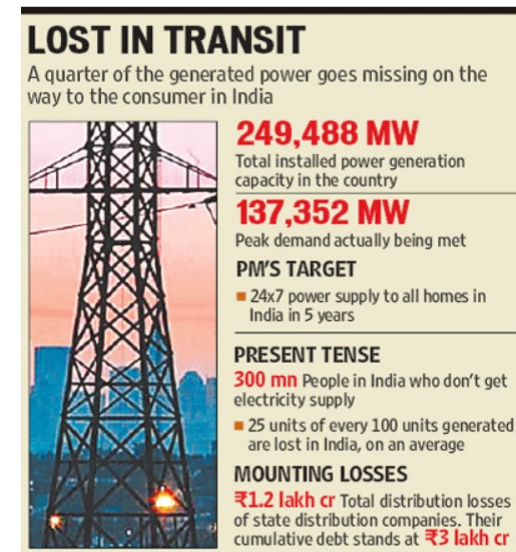
Source: Frost & Sullivan's Inputs on India's Crippling Power Infrastructure, Published: 24 Aug 2012

# India's Smart Metering Opportunity

- India plans to install 130 million smart meters by 2021
- 300 million people do not yet have electricity supply
- India forecast to invest US\$21.6 billion in smart grid infrastructure in period 2015-2025
- Non-technical losses (ie. theft) in India US\$16.2 billion per year
- Average losses 23%, with some states exceeding 50%
- Central Govt programs rolled out mandating smart metering to obtain debt relief

Country/Continent	Total number of meters currently deployed (in millions)	Number of <u>smart meters</u> already deployed (in millions)	<u>Smart meters</u> as share of total deployment
USA	150	46	30.7 %
Europe	281	61.2	22.0 %
Australia	9.5	3	31.6 %
Canada	15	7.3	49 %
India	200	-	<<1 %

Sources: India Smart Grid Forum [http://asian-power.com/sites/default/files/asianpower/print/APMay\\_2013\\_lr\\_12.pdf](http://asian-power.com/sites/default/files/asianpower/print/APMay_2013_lr_12.pdf),  
<http://indiasmartgrid.org/en/Lists/News/Attachments/154/India%20Smart%20Grid%20Forum%20Booklet.pdf>,  
<http://www.hindustantimes.com/business-news/24x7-power-world-bank-offers-centre-a-plan/article1-1269922.aspx>,  
[http://indiasmartgrid.org/en/resource-center/Reports/ISGF\\_Report%20on%20Smart%20Metering%20Scenario%20in%20India.pdf#search=smart%20metering%20scenario%20in%20India](http://indiasmartgrid.org/en/resource-center/Reports/ISGF_Report%20on%20Smart%20Metering%20Scenario%20in%20India.pdf#search=smart%20metering%20scenario%20in%20India),  
<http://www.metering.com/india-is-largest-smart-grid-opportunity-in-world-says-report/>



Source: Hindustan Times Sept 2014

# Market Opportunity – Emerging Markets

	N/o Domestic Electricity Meters	% Smart Meters	Potential Smart Meter Market Value US\$M	N/o Street Lights	% Smart Lights	Potential Smart Lighting Market Value US\$'M
<b>India</b>	167m	<1%	\$8,509	10m	0%	\$1,519
<b>China</b>	459m	52% <sup>1</sup>	\$11,646	22m	3%	\$3,234
<b>Brazil</b>	70m	4%	\$3,548	2.6m	0%	\$390
<b>Sub-Saharan African countries</b> <sup>2</sup>	31.5	7%	\$1,649	1.57m	0%	\$230

Source: Milner Strategic Marketing Nov 2014

<sup>1</sup> China includes 'semi-smart' meters

<sup>2</sup> South Africa, Nigeria, Ghana, Mozambique and Zimbabwe

“India will be the largest long-term smart grid opportunity in the world”  
Northeast Group Jan 2015

Installed base of smart street lights to reach 40M by 2019. By 2020, 2/3rds will use RF communication technology (ABI Research 12 Jan 2015)

# Global/Local Eco-System of Partners

- Partners are key to delivery of complete end to end metering/lighting solutions to utilities and municipalities
- Provides a go to market strategy as partners have existing commercial supply relationships with target customers
- Partner sales force provides substantial extension to in-house Cyan team
- Both global (eg. Vodafone) and local (eg. Enzen) partners required for success
- Key partnerships developed by Cyan over the last three years such as:
  - Meter manufacturers such as Larsen & Toubro (Revenues \$14Bn, Market Cap \$24Bn)
  - System integrators such as Enzen Global Solutions
  - Data carriers such as Vodafone
  - Lighting solutions such as Aska
- Eco-system of partnerships has become a key Cyan asset over the last three years and will be difficult for others to replicate



# Emerging Markets Opportunity – Recent Cyan Newsflow

J an 2016 - Follow on 5000 unit order from Larsen & Toubro for Tata Power

- Demonstrates confidence in Cyan's technology for the Indian market
- Framework Order to meet future needs now on the agenda

Dec 2015 - Entered Chinese smart metering market with Newcapec partnership

Nov 2015 - PVVNL Uttar Pradesh - £0.5m order received for AMI deployment

J ul 2015 - Tata Power announce successful rollout of 5,000 Cyan smart meters

May 2015 - \$3M LOI signed for smart metering project in Ghana

J an 2015 - CESC-Mysore £1M order received for commercial deployment

Opportunity to establish leadership position in smart metering/lighting/IoT in emerging markets

# India – Cyan's Customer Orders/Pipeline

## CESC-Mysore

- £1 million order for over 21,000 smart meters – full end to end AMI
- First 450 meters now installed with remainder by 1H2016
- First AMI project at public utility
- CESC has 2M domestic customers

## Tata Power

- Second order received for 5,000 meters
- Follows successful deployment of 5,000 smart meters – full end to end AMI
- Led by Larsen & Toubro, who supplied meters
- Tata Power Mumbai has over 600,000 domestic customers

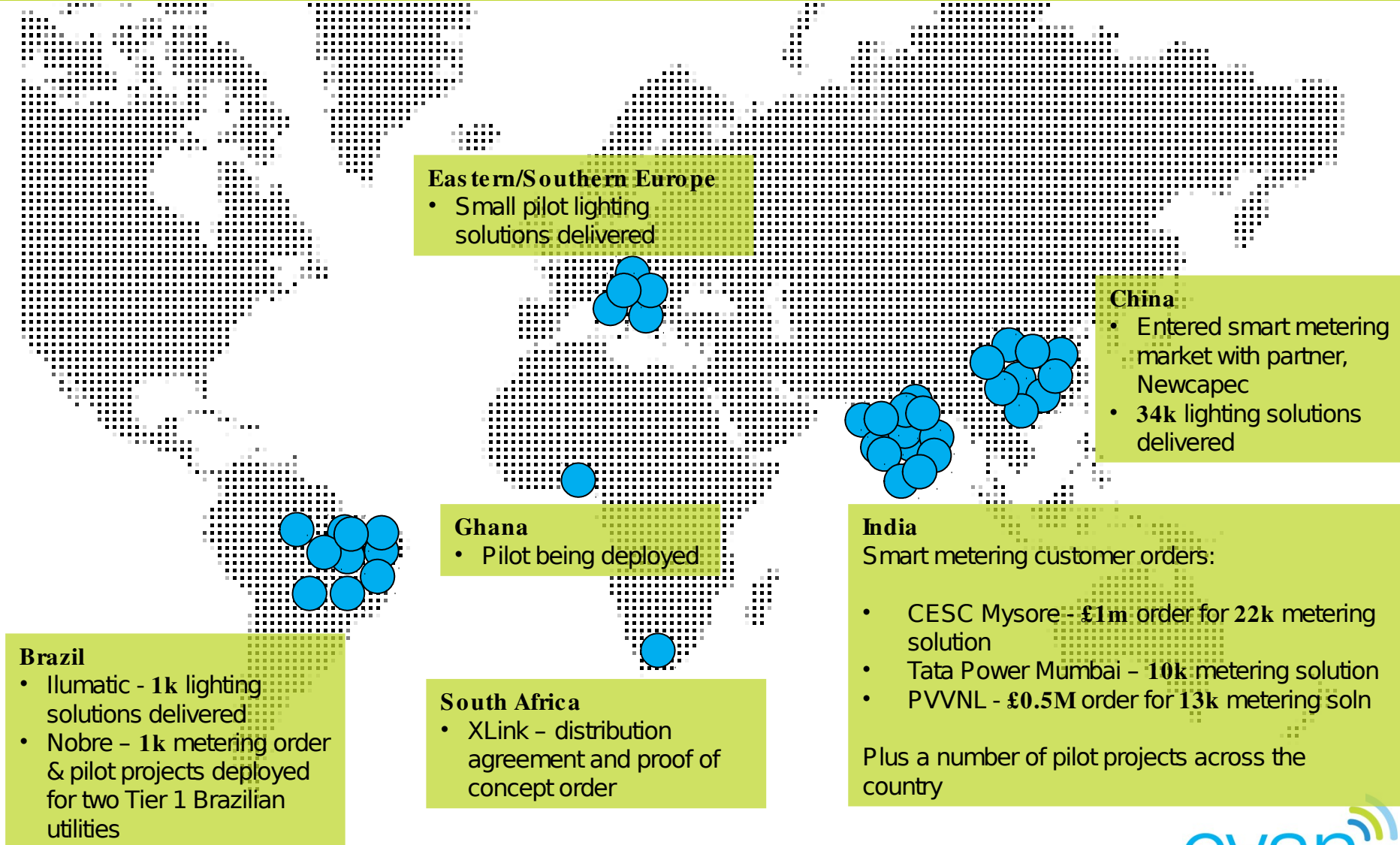
## PVVNL

- £0.5 million order for over 13,000 smart meters – full end to end AMI
- Cyan software delivered as a managed service
- Recurring revenue streams
- PVVNL has 3.5 million domestic customers

## Pipeline

- Thirty one smart metering opportunities currently being pursued
- Overall metering opportunity pipeline of 497KU
- Pipeline represents utilities with 53M customers
- Smart lighting pipeline starting

# Cyan Customer Orders and Pilot Deployments



# Experienced Board and Management Team

## **Board**

### **Executive Directors**

John Cronin – Executive Chairman

Simon Smith – Chief Financial Officer

### **Non Executive Directors**

Harry Berry

Paul Ratcliff

John Read

Peter Mainz – Senior Advisor

## **Senior Management Team**

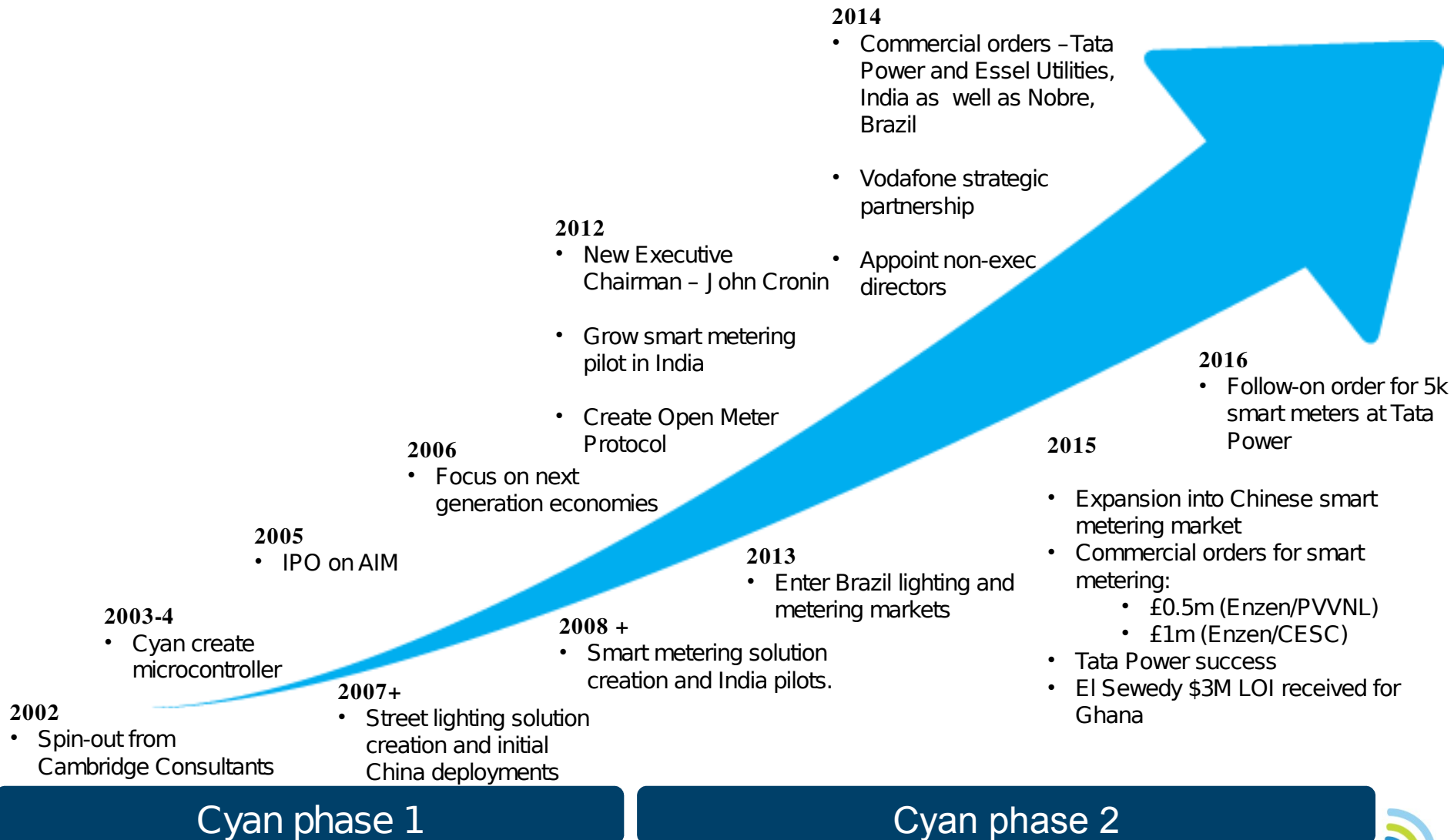
Vikas Kashyap

Stephen Page

Martin Collar

Heather Peacock

# Cyan Evolution



# Award Winning Solutions



Judges felt that Cyan is contributing greatly to the future of smart metering, smart cities and more efficient power in emerging economies, by enabling wireless data communication with its CyLec product suite.



Judges praised the originality, practicality and sustainability of Cyan's CyLec Connect retrofit module.



Judges felt that Cyan had contributed greatly to the formation of Advanced Metering Infrastructure by enabling wireless data transmission to utilities.



*"CyLec has already demonstrated its practicality in India and Brazil, and has proven to be compatible with existing meters in these countries."* Avimanyu Basu, Senior Research Analyst

Visit Cyan at stand #6

