



# **CYANCONNODE**

— **Omni IoT** —

**Growth & Innovation Forum 2018 | John Cronin, Executive Chairman**

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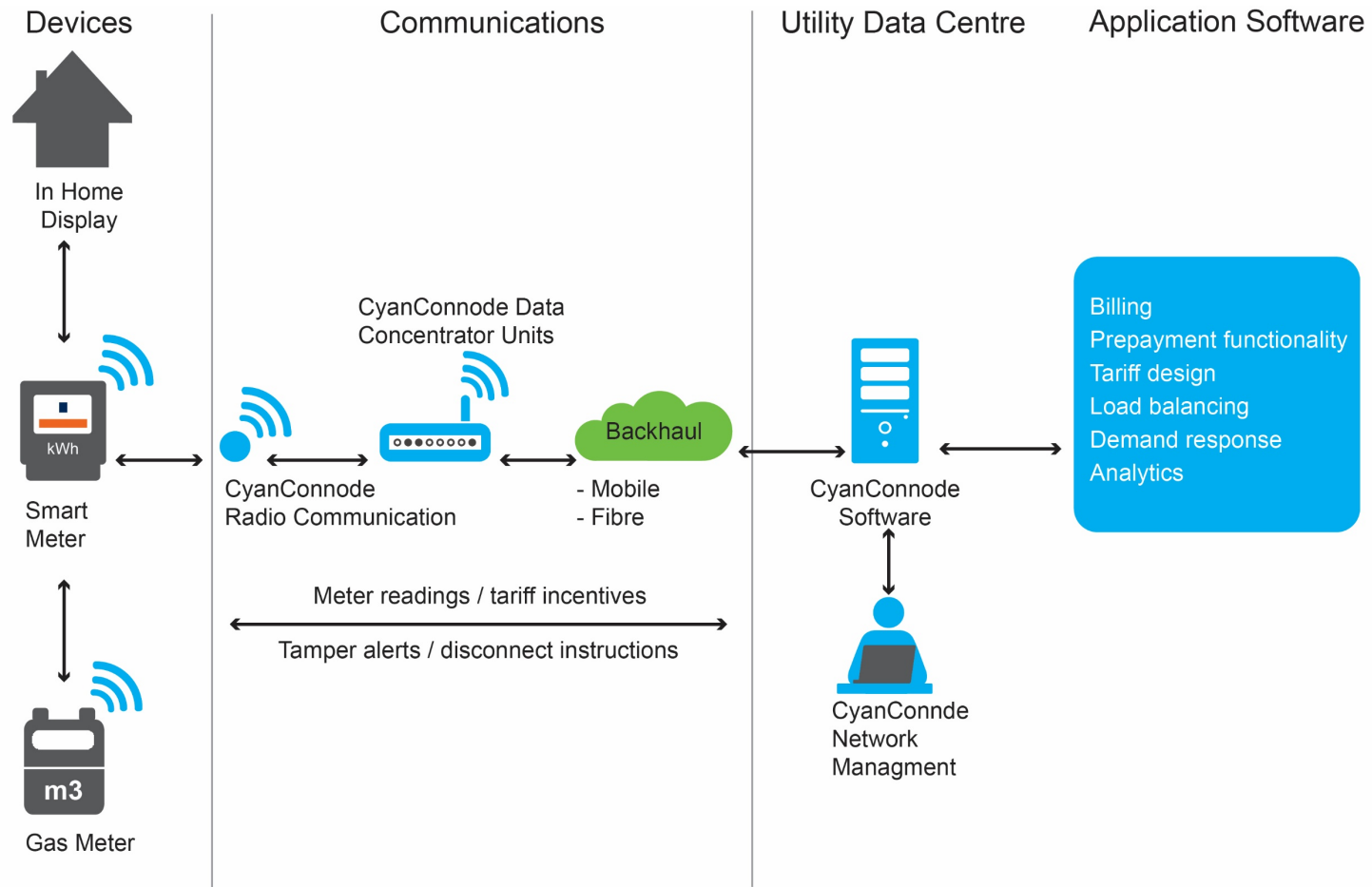
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- Narrowband Radio Frequency (RF) mesh technology provides robust communication for any device, in all environments at a lower cost than cellular networks
- £34 million of R&D spend to date has given CyanConnode a world leading position
- 70 staff based in the UK, Sweden and India
- \$100+ million order book (includes \$33 million expected software license/support revenue from UK smart meter contract)
- Full rollout of existing customer contracts would create a very significant recurring revenue stream
- Global sales pipeline of ~\$320 million
- Board equity investments of £1.7 million

# Typical Metering Installation



# Enabling Cost Effective IoT Communications



Technology and experience to deliver integrated solutions - from single applications to city wide deployments of multi-network applications



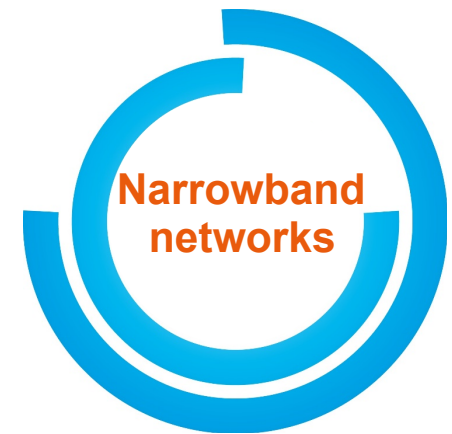
## CONNECTED DEVICES

Smart metering and lighting control customer deployments



## PARTNER ECO-SYSTEM

Communication platform delivered through collaborative engagement model



## IoT COMMUNICATIONS

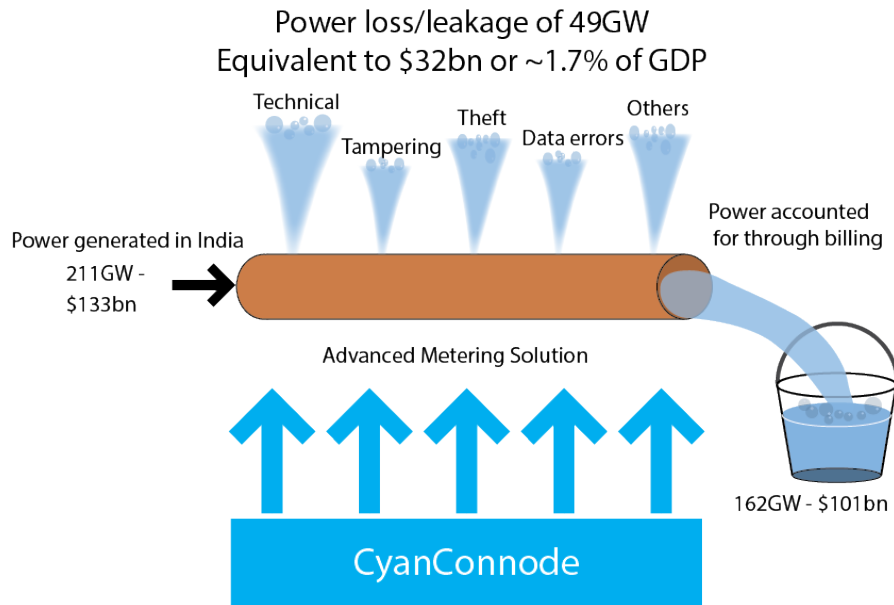
Flexible, cost-effective machine to machine communication

# Why Narrowband RF Mesh Networks?

- Narrowband RF mesh offers reliable communication for long-range, low power applications, such as IoT:
  - Unoccupied, low cost and penetrates walls
  - Network coverage – no ‘not-spots’
  - Cost to serve
- Wi-Fi, broadband and mobile spectrums have limitations:
  - Coverage, penetration (through buildings etc.), cost and availability of spectrum



- The global smart metering market is estimated to grow from \$11.1bn in 2014 to \$18.2bn by 2019, at CAGR of 10.2%
- ~16% (~1.2bn) world population do not have access to electricity
- Typically 25% to 50% of electricity across developing countries is lost through 'non-technical' losses such as theft, inadequate billing and poor customer control



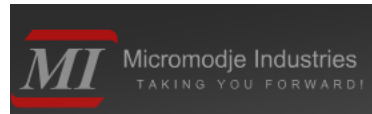
The World Bank has demonstrated that it is three times cheaper for utilities to save 1kWh of electrical energy by improving distribution network efficiency than investing in new generating capacity.



- Established eco-system of local partners in focus markets:
  - Supports the transfer of skills and experience
  - Local wealth generation – feeds sales pipeline
  - Enables full end-to-end solution delivery
- Partners not resellers – CyanConnode solutions enable larger partner sale



**TOSHIBA**



**JST**



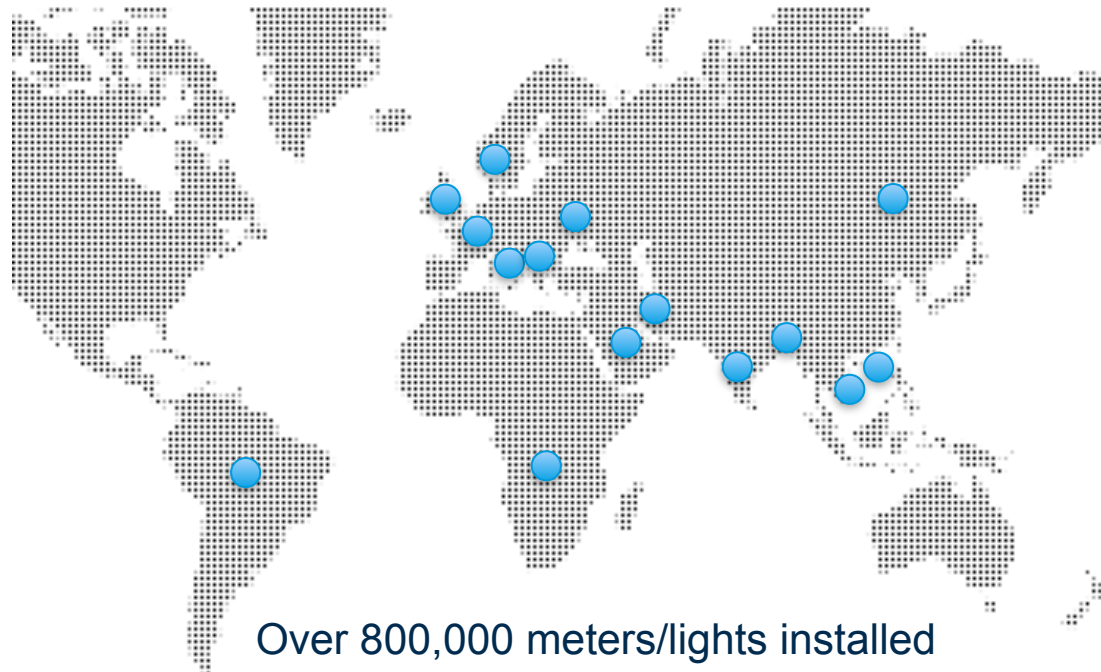
**Tech  
Mahindra**





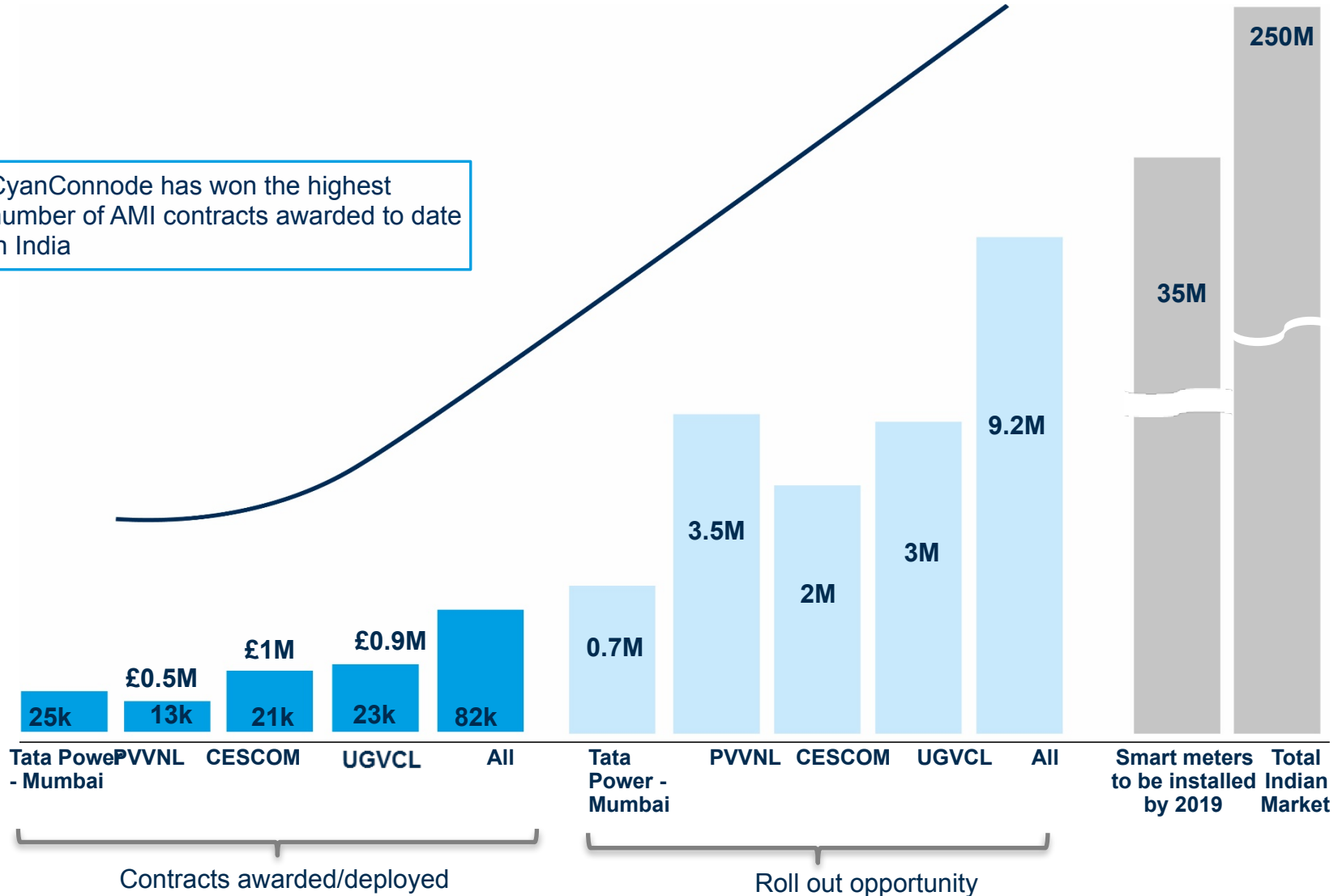
# Recent Customer Orders (2017)

- Ukraine (Sept 2017) - \$29 million order for 1 million unit smart metering deployment (\$19M is recurring revenue software licenses with 10 year contract term)
- India (Jul 2017) - \$1 million order for 23,000 unit smart metering deployment from new Tier 1 meter manufacturer partner, Genus
- Bangladesh (Feb, Jun & Aug 2017) - \$19 million order for 550,000 unit smart metering deployment
- Tata Power Mumbai (Dec 2016 & Jun 2017) - Orders from Larsen & Toubro for 15,000 smart meters



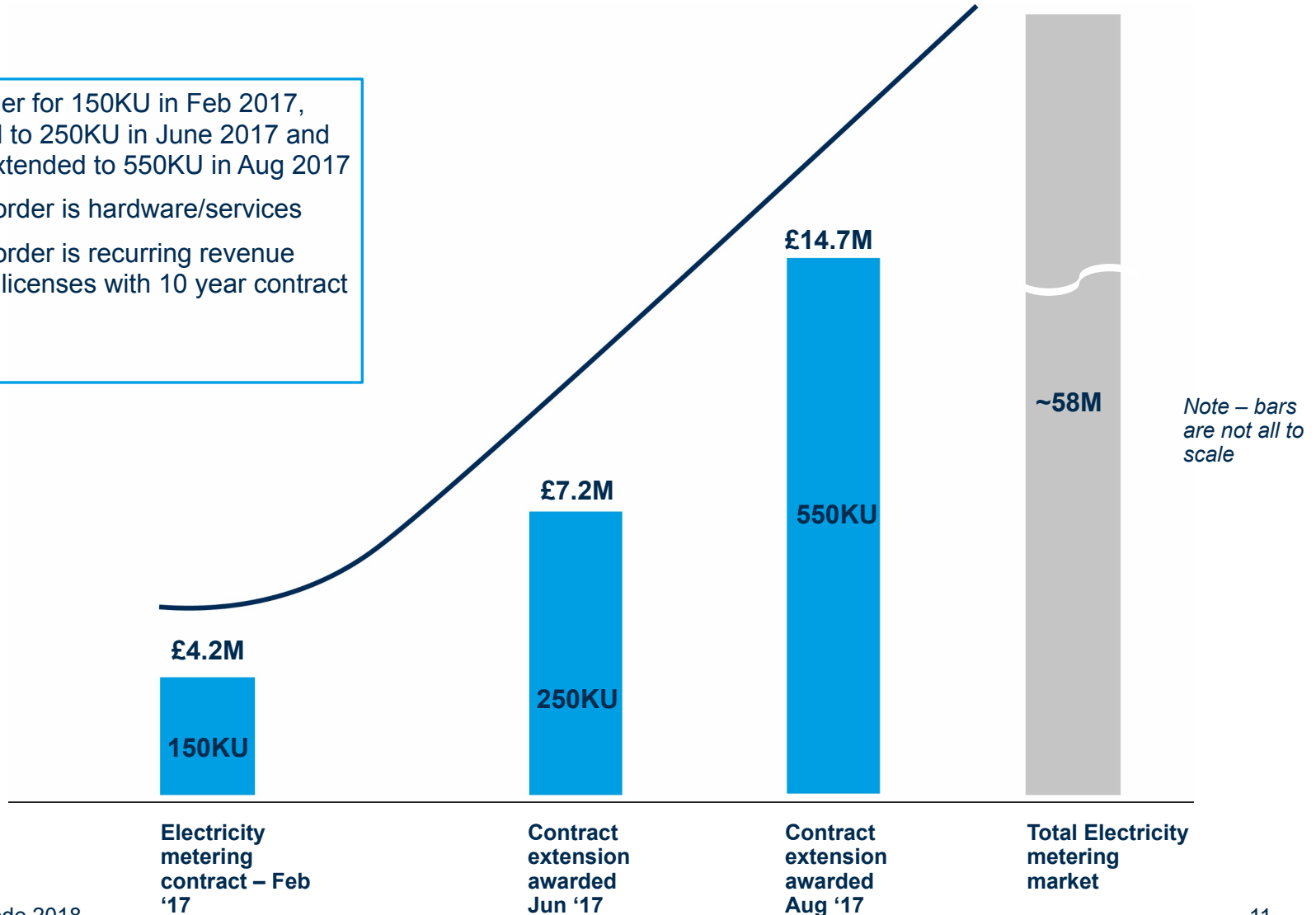
# Market Scale - India

CyanConnode has won the highest number of AMI contracts awarded to date in India



# Market Scale - Bangladesh

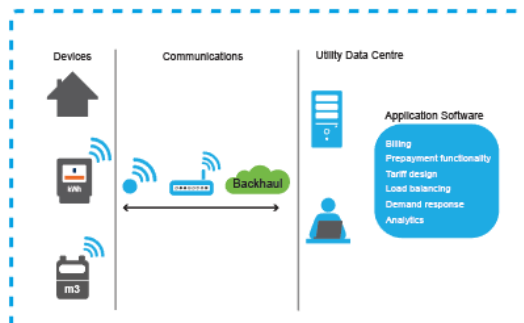
- Initial order for 150KU in Feb 2017, extended to 250KU in June 2017 and further extended to 550KU in Aug 2017
- Half the order is hardware/services
- Half the order is recurring revenue software licenses with 10 year contract term



# Expansion from Smart Metering to IoT Platform

- CyanConnode's hardware and software can be used in **any IoT device/application**
- **Omnimesh IoT platform** supports third party communication technologies – enabling smart city multi-application networks

## Smart Metering



## IoT Solutions Platform



# Award Winning Technology



# 50

Technology **Fast 50**  
2017 UK **WINNER**  
**Deloitte.**

Fastest growing tech company in Cambridge and the East region of the Deloitte UK Technology Fast 50 2017 and has been ranked in 22<sup>nd</sup> place.



Innovation in Techno Commercial – Smart Metering’ at this year’s Independent Power Producers Association of India (“IPPAI”) Power Awards.



Highly Commended’ in Cleantech Entrepreneurial Science & Technology Award



businessGreen  
**TECHNOLOGY AWARDS 2016**  
.....  
**HIGHLY COMMENDED**

**UK ENERGY INNOVATION AWARDS**  
**2016**  
— WINNER —



European  
**Utility Week**  
Product Innovation Awards

## VISIT CYANCONNODE AT STAND #6