

CYANCONNODE

— **Omni IoT** —

John Cronin, Executive Chairman

**“The smart city concept
should be practical, doable
and affordable”**

**Piyush Goyal, Minister of State
for Power, Coal and New &
Renewable Energy - May 2016**

- July 2016 - Cyan acquired Connode, a leading standards-based software company
- CyanConnode – a world leader in narrowband RF mesh networks
 - **Ultimesh™**, optimised for exceptional performance and total cost of ownership
 - **Panmesh™**, standards-based IPv6 solutions that enable rapid innovation
- Narrowband RF networks offer reliable communications for long-range, low power applications, such as IoT
 - Radio spectrum is a finite resource
 - Network coverage – no ‘not-spots’
 - Cost to serve

Global partner eco-system



Ultimesh

Devices



In home display

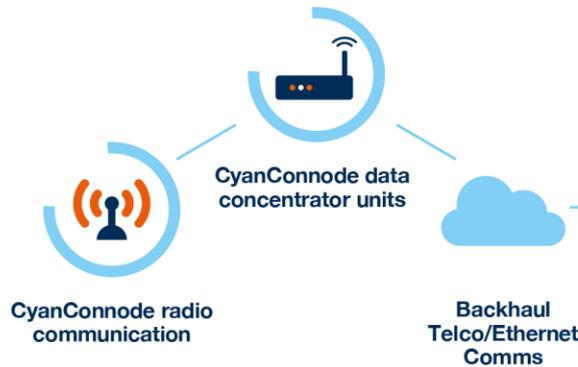


Smart meter



Gas meter

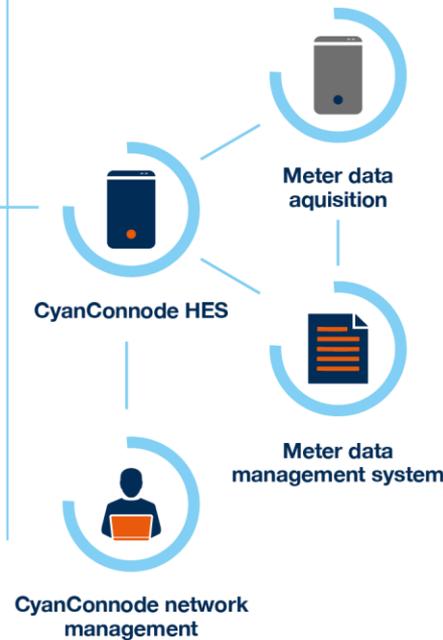
Communications



Panmesh

(IPv6 6LoWPAN)

Applications



Partner applications

- Prepayment functionality
- Energy accounting

Roadmap Cyan value

- Demand response
- Analytics

Utility role

- CRM
- Operations management
- Tariff design
- Billing
- Revenue

Chamundeshwari Electricity Supply Corporation Limited



Smart meters delivered

Roll out expected to be complete in 2016



Smart meters installed

Enzen's end-to-end solution provider for 21k unit AMI smart metering deployment



Commissioned on HES

First of 14 smart grid pilots under the Smart Grid Task Force in India

Scalable business model

Tata Power Mumbai



Smart meters delivered

Follows successful implementation of 5,000 meters



Commissioned on HES

Led by Larsen & Toubro – demonstrates the transfer of skills to facilitate customer ownership



Success rate for monthly billing

Lowering the overall carbon footprint and reducing the man-hours in operations

- Practical
 - CESC, Mysore – first of the 14 smart grid projects rolled out in India
 - Tata Power, Mumbai – first consumer AMI rollout in India
- Doable
 - CyanConnode’s solutions are delivering customer value
 - CESC and PVVNL deployments include full specification smart meters with remote disconnect
 - 100% local CyanConnode delivery team – trained in UK, supporting PM Modi’s initiative ‘Skill India’
- Affordable
 - Solutions developed in Cambridge, UK for developing markets – India a focus market
 - Hardware components manufactured in India, reinforcing PM Modi’s ‘Make in India’
 - Technology will be available under license model in India – reducing cost to the utility
 - Per meter, per month operating cost model available – reducing upfront capital investment

- UK's Smart Meter Implementation Programme
 - Major national infrastructure project involving the roll out of 53M gas and electricity meters by 2020
- Telefonica awarded contract as the preferred communications service provider for 2 out of 3 regions
 - SMIP solution based on Telefonica's cellular network, supported by CyanConnode's **Panmesh™** solution – connecting meters in 'not-spots'

- Iran – 360,000 unit smart metering implementation
 - £10M order from telecommunications contractor, Micromodje
 - Follows successful pilot deployment of street traffic cameras
- China
 - Entered smart metering market with partner, Newcapec
 - 34,000 lighting solutions delivered
- Thailand
 - Signed distributor agreement with The JST Group – a specialist provider of equipment and manpower to power industries in Thailand and across South East Asia

Award winning solutions



Judges felt that Cyan's approach to providing a real solution to a world-wide energy issue was well worth the recognition of being the winner.

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



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



"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