



CYANCONNODE

— Omni IoT —

EGM | 5 November 2018

- **Omnimesh** – total orders received to date \$18.9 million, which demonstrates its suitability to the Indian smart metering market
 - Omnimesh meets Advanced Metering Infrastructure requirements for India
 - Minister of State for Power and New & Renewable Energy announced, *“all meters to be smart prepaid in 3 years”* and advised meter manufacturers to scale up production.
- **Recent orders**
 - Largest order to date of \$11.6 million for a smart metering deployment by an Indian state-owned utility from Tier 1 metering partner
 - Further \$2.9 million order for support contract received, which relates to the \$11.6 million order above
 - New order from L&T for a further 10,000 smart metering units for India - total units of Optimal solution ordered by L&T to 41,735 to date
- **Consolidation of European Operations** – operations and know-how have been transferred to the Company's Cambridge Headquarters following completion of the Omnimesh development
- **Reduction in costs** – forecast a monthly cash cost base in the region of £560k from 1 January 2019 onwards
- **Current revenue model** – Perpetual or Term Licenses, Support and Maintenance Contracts and NRE
- **New (additional) revenue models** - royalty per device
 - License – manufacture hardware via reference design
 - Royalty licensing – “white label software & hardware in own name

- Research and Development project expenditure (updates, refresh, additional features and functionality, upgrades)
- Working capital raise for CyanConnode business
 - Delivery and execution of orders – procurement of components and manufacturing to secure best terms with suppliers and best margins on products
 - Sales and marketing and business development activities in new territories
 - Integration with new meter manufacturers to expand footprint
 - Project support in existing and new territories
 - Expansion to the team in India
 - Ongoing working capital