



A WORLD LEADER IN NARROWBAND RADIO FREQUENCY (RF) SMART MESH NETWORKS

Disclaimer



The information contained in this confidential document ("Presentation") has been prepared by CyanConnode Holdings PIc (the "Company"). It has not been fully verified and is subject to material updating, revision and further amendment. This Presentation has not been approved by an authorised person in accordance with Section 21 of the Financial Services and Markets Act 2000 ("FSMA"). Any other person who receives this Presentation should not rely or act upon it. Any person who is in any doubt about this Presentation should consult a person duly authorised for the purposes of FSMA who specialises in the acquisition of shares and other securities.

This Presentation includes geographic and economic information, industry data and market share information obtained from independent industry publications, market research and analyst reports, surveys and other publicly available sources. Although the Company believes these sources to be generally reliable, geographic and economic information, industry data and market share information is subject to interpretation and cannot be verified with complete accuracy due to limits on the availability and reliability of raw data, the voluntary nature of the data gathering process and other limitations and uncertainties inherent in any statistical survey. Accordingly, the accuracy and completeness of this data is not guaranteed. The Company has not independently verified any of the data from third party sources referred to in this Presentation nor ascertained the underlying assumptions relied upon by such sources.

While the information contained herein has been prepared in good faith, neither the Company nor any of its shareholders, directors, officers, agents, employees or advisers give, have given or have authority to give, any representations or warranties (express or implied) as to, or in relation to, the accuracy, reliability or completeness of the information in this Presentation, or any revision thereof, or of any other written or oral information made or to be made available to any interested party or its advisers (all such information being referred to as "Information") and liability therefore is expressly disclaimed. Accordingly, neither the Company nor any of its shareholders, directors, officers, agents, employees or advisers take any responsibility for, or will accept any liability whether direct or indirect, express or implied, contractual, tortious, statutory or otherwise, in respect of, the accuracy or completeness of the Information or for any of the opinions contained herein or for any errors, omissions or misstatements or for any loss, howsoever arising, from the use of this Presentation.

All statements of opinion and/or belief contained in this Presentation and all views expressed represent the directors' own current assessment and interpretation of information available to them as at the date of this Presentation. In addition, this Presentation contains certain forward-looking statements that involve substantial risks and uncertainties, and actual results and developments may differ materially from those expressed or implied by these statements. These forward-looking statements include, but are not limited to, statements regarding the Company's intentions, beliefs or current expectations concerning, among other things, the Company's results of operations, financial condition, prospects, growth, forecasts, projections, strategies and the industry in which the Company operates. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Therefore, actual results and uncertainties that could cause results of future events to differ materially from current expectations expressed or implied by the forward-looking statements.

include, but are not limited to, factors associated with requirements of additional financing risk, risks of delays in construction, production, competitive pressures, changes in the regulatory framework and prevailing macroeconomic conditions and other risks. No representation is made or assurance given that such statements or views are correct or that the objectives of the Company will be achieved. The reader is cautioned not to place reliance on these statements or views and no responsibility is accepted by the Company or any of its directors, officers, employees or agents in respect thereof. The Company does not undertake to update any forward-looking statement or other information that is contained in this Presentation.

In no circumstances will the Company be responsible for any costs, losses or expenses incurred in connection with any appraisal or investigation of the Company. In furnishing this Presentation, the Company does not undertake or agree to any obligation to provide the recipient with access to any additional information or to update this Presentation or to correct any inaccuracies in, or omissions from, this Presentation which may become apparent.

This Presentation should not be considered as the giving of investment advice by the Company, brokers or any of their respective shareholders, directors, officers, agents, employees or advisers in relation to the acquisition of shares in the Company. In particular, this Presentation does not constitute an offer or invitation to subscribe for or purchase any securities and neither this Presentation nor anything contained herein shall form the basis of any contract or commitment whatsoever. Each party to whom this Presentation is made available must make its own independent assessment of the Company after making such investigations and taking such advice as may be deemed necessary. In particular, any estimates or projections or opinions contained herein necessarily involve significant elements of subjective judgment, analysis and assumptions and each recipient should satisfy itself in relation to such matters.

Neither this Presentation nor any copy of it may be (a) taken or transmitted into Australia, Canada, Japan, the Republic of Ireland, the Republic of South Africa or the United States of America (each a "Restricted Territory"), their territories or possessions; (b) distributed to any U.S. person (as defined in Regulation S under the United States Securities Act of 1933 (as amended)) or (c) distributed to any individual outside a Restricted Territory who is a resident thereof in any such case for the purpose of offer for sale or solicitation or invitation to buy or subscribe any securities or in the context where its distribution may be construed as such offer, solicitation or invitation, in any such case except in compliance with any applicable exemption. The distribution of this document in or to persons subject to other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of the

By accepting receipt or attending any delivery of, or electronically accessing, this Presentation, each recipient agrees to be bound by the above limitations and conditions and, in particular represents, warrants and undertakes to the Company that: (i) they will not forward the Presentation to any other person, or reproduce or publish this document, in whole or in part, for any purpose; and (iii) they agree to comply with the contents of this notice.

Welcome



About CyanConnode





Customers and Partners



Blue-chip client base and partner eco-system validates technology offering

Customers

- Have delivered > 2.1 million endpoints (electricity meters and streets lights) to date across > 20 customers
- End customer is typically an electricity utility with the direct customer often a major prime contractor partner or meter OEM

Partners

- Have formed deep relationships with major local partners in its target geographies which hugely enhances ability to win and deliver landmark projects
- Have integrated its technology into a number of major global meter manufacturers' devices meaning it can now rapidly deploy its technology with these OEMs on new projects



Deployed with major end customers, partners and hardware providers



Fit-for-purpose metrics : Useful to select best mix of communication technologies



Best fit : HYBRID RF Mesh Canopy + Cellular

- ✓ Performance
- ✓ Economic value
- ✓ Scale

@CyanConnode 2021



Urban & Suburban areas: RF Mesh canopy + Cellular as backhaul

Isolated Small Clusters

Village hamlets, farm houses, pumps, etc.
 Cellular point-to-point

@CyanConnode 2021

FY21 – a defining year with record growth

 163% Revenue growth to £6.4M (FY20: £2.5m)

- Record number of modules shipped (481,000 in FY21 vs 86,000 in FY20)
- 57% reduction in operating loss to £2.7M(FY20: 6.2M) as the company moves toward profitability
- 62% reduction in Adjusted EBITDA to £1.9M loss (FY20: £4.9M loss)
- 27% increase in cash and cash equivalents to £1.5M (FY20: £1.2M)



growth to £9.4M in

FY22



FY21 Highlights





@CyanConnode 2021

Modules shipped during the period



- Increased deliveries to customers the graph below shows modules delivered to the end of March 2021
- Solid foundations to deploy & further prove the technology thereby growing revenues



Share price





Post period end









The net proceeds of the Fundraising to be used to.....

- Fund development to accelerate new products
- Strengthen the Company's balance sheet, giving confidence to show we can scale up
- Optimising the Company's working capital, in respect of stock and payables
- Fund certain long lead time critical components required for production
- This will provide supply chain resilience and scope for production ramp up
- The funds will also be used to enable rapid expansion and pursue large targeted growth opportunities

Business Models



SN	Financial Model Description	Benefits to DISCOM
1	 Capex Model: Capital expenditure to be paid on milestones of Supply, Installation & Commissioning O&M (FMS) to be paid monthly or quarterly 	 Most competitive price per point 100% Asset and Project Ownership with DISCOM Much less dependency on Vendor after initial rollout
2	 Hybrid Model: 30% CapEx (Against Supply of Hardware) 70% OpEx (Per Meter Per Month) 	 Less initial capital outflow Required capital can be met through regular DISCOM funds Assured deliveries as the Vendor's payments are locked Quick implementation as an early realization would be Vendor's target
3	 Opex Model via Infrastructure Fund 100% project costs are paid by Equal Monthly Instalments (EMIs) for the project duration by Discom CyanConnode paid as Capex CyanConnode 2021 	 No upfront capital expenditure but interest rates on Return on Equity & Debt Repayment Vendor EMI's could be paid through benefits achieved through AMI, as such no investment Quick and faster rollout as early deployment leads to start of EMI Right technology delivers guaranteed SLA 12

India



Further opportunities and focus for growth

- 250 million unit market in India assuming only 20 million of this in our plans shows significant growth over the next 5 years
- Finance Minister Nirmala Sitharaman has allocated Rs 3.05 lakh crore (c. £42 billion) for the power and renewable sector in the Union Budget 2021 and has urged state governments to implement smart meters in three years
- Power Grid Corporation and others (similar to Intellismart) entering into Smart Metering
- Central Government Grant of RS 22,500 Cr. (c. £3.1 billion) for installation of 250 million meters. Approx. 15% of cost of devices will be provided to Discoms
- Growing Pipeline, opportunities and bids in India worth > \$80M
- A number of other opportunities in India are at the bidding stage. Many are funded by 3rd parties for either Opex and Capex
- MP where we have won 3 orders already have issued a tender for 2.3 million units over 3



Intellismart – a JV between EESL and NIIF

- EESL is a public sector entity formed under the remit of the Indian Ministry of Power
- NIIF is an investment platform, anchored by the Government of India, which manages over USD 4.5 billion of equity capital
- Intellismart
 - Meter Asset Provider, which deploys smart meters by funding CAPEX, which it then recovers through an OPEX model
 - mandated to assist the Indian utilities with financing, procurement, deployment and operation of smart metering infrastructure, with a focus on expediting the deployment of 250 million smart meters across India
 - able to leverage the expertise and capital of EESL and NIIF

The MOU

- CyanConnode and Intellismart will work on fulfilling existing EESL and Intellismart smart meter projects as well as new opportunities across India and international markets
- Collaboration will utilise CyanConnode's market-leading RF mesh technology together with EESL and Intellismart's combined experience delivering innovative implementations on a large-scale

Intellismart Continued.....



- Orders for 8/9 million smart meters to date
- Deployed 1.7 million smart meters to date
- Achieved through nomination process
- CyanConnode to do pilot to show benefits of RF to Boards of NIIF and Intellismart
- New Delhi & UP States looking to replace a percentage of GPRS with RF
- Evaluating deploying RF as Hybrid in the rest of their portfolio
- Bidding together on new tenders
- Intellismart will bid using an Opex model over 7 years
- CyanConnode will bid either as Capex or hybrid

Typical contract signing and rollout



- Competitive tender with full bidding process
- Utility makes award to CyanConnode partner, who then negotiates with end customer to finalise their terms
- CyanConnode then negotiates contract with partner
- Partner negotiates other contracts with meter manufacturers etc.
- Order placed on CyanConnode
- Contract consists of hardware (modules and gateways), HES software, services and support and maintenance contract
- Varying payment terms and revenue recognition rules for each element of contract
- Each contract will have slight variations, and payment terms and revenue recognition can vary by contract
- Above is typical for Indian contract. May be variations in other territories

Case Study - Indore Smart Metering Program



Delivering one of the largest & most successful RF-Based Smart Metering Project in India

MPWZ and CYANCONNODE cooperatively implemented one of the largest and most advanced smart metering projects in India. The comprehensive smart metering solution enable the utility to rationalize its processes and lead the way in developing new services and the smart grid.



Flexible technology meets customer needs

CyanConnode's technology uses a self-forming and self-healing RF Mesh with the ability to create robust, ad-hoc networks. This network topology facilitates a cost-effective, build-as-you-go smart system that has enabled MPWZ to scale-up smart metering across its customer base.

The ease of deployment and configuration of Omnimesh enables MPWZ to read >99.5% of smart meters remotely. MPWZ has been collecting over **193 data points** per meter per day to have comprehensive data for analysis in commercial & technical losses improvements.

MPWZ, an Indian state-owned utility with more than 5 million electricity meters in Indore, Ujjain, and other cities, required an Advanced Metering Infrastructure (AMI) system to automate meter reading, improve their billing efficiency and reduce non-technical losses.

CyanConnode deployed CyanConnode's secure Omnimesh IoT network canopy covering high loss **43 feeders across 15 zones of the Indore circle**. CyanConnode's standards-based technology, Omnimesh, supports build-as-you-go networks, allowing MPWZ to scale its smart metering implementation rapidly. To date, **120,000 smart meters** have been installed, demonstrating the **ease of deployment** and configuration. Project implementation completed 9 months ahead of schedule and now under support.

@CyanConnode 2021

Case Study - Indore Smart Metering Program (cont.)



MPWZ - Drivers for Implementation of Smart Metering

- Poor billing and collection efficiency
- Dependency on Manual Meter Reading and Provisional Billings
- Challenges in Disconnection
- Hefty Arrears
- No options of Pre-Paid / Net Metering facility to customers
- Low reading availability on existing AMR system on GPRS
- Absence of centralised MDM system, which can use data for proactive analytics for theft detection, Energy Audit and other revenue related issues
- Consumer complaints (Billing disputes etc)

Measurable Benefits Achieved

- Average Billing Efficiency increment > 15% but not only that..... availability of billing data > 99.5%
- Net increase in sold units of 54 MU's to April 2020 and revenue gain of 37.8 Cr
- Total 898 theft cases detected resulting in Rs 5.41 Cr additional billing
- 28.1 MW increase in sanctioned load, based on recorded MD (MD>CD)
- PF incentive (PF>0.85) given to more than 91000 Bills of SSI
- 35000 bills of SSI Consumers penalized for low power factor (PF<0.8)
- Real time availability of AT&C losses at DTR level
- Near Real time consumption check by consumer
- More than 62K Remote Operations completed towards 45 Cr. Arrears
- Around 14 Lacs Bills Generated through AMI system so far
- ₹21 per consumer saving on Govt Subsidy on Smart Metering consumers due to accurate data
- Approx. 77 Cr Savings on an investment of 96 Cr (CAPEX + 5 Year AMC including GST) in 24 months from the date of award
- Average improvement in revenue INR 550 per Meter per Bill





Other markets



- Further opportunities in Thailand and Sweden
- New and other territories
 - Africa
 - UAE
 - Cambodia
 - Bangladesh
 - Malaysia
 - Indonesia
 - UK
- Water metering
- Advance payments

Why invest



- USP
 - Standards based IPV6 6LoWpan
 - Secure private network vs GPRS which is not private or secure
 - Meter agnostic
 - Platform handle RF, Cellular, NBIoT, PLC
 - Innovation
 - Cost effective
 - End 2 end solution
 - Wide applications, Elec, Gas, Water, EV, Smart Cities
- Market opportunity 250 million meters in India alone
- New opportunities in Africa, UAE, Thailand, Sweden and other territories
- Significant orders and backlog being deployed
- > \$270 million opportunities in the pipeline
- Strategy to deliver shareholder value (cost control, growing pipeline)



Questions

Thank you



