

Voltaware[®]

**Forensic Electricity Monitoring leading to
energy efficient behaviour**

www.voltaware.com

Prepared by Sergey Ogorodnov



Putting the end user in charge of its electricity load to dramatically cut the bill

Energy consumers' main interest:
understand the bills and save money

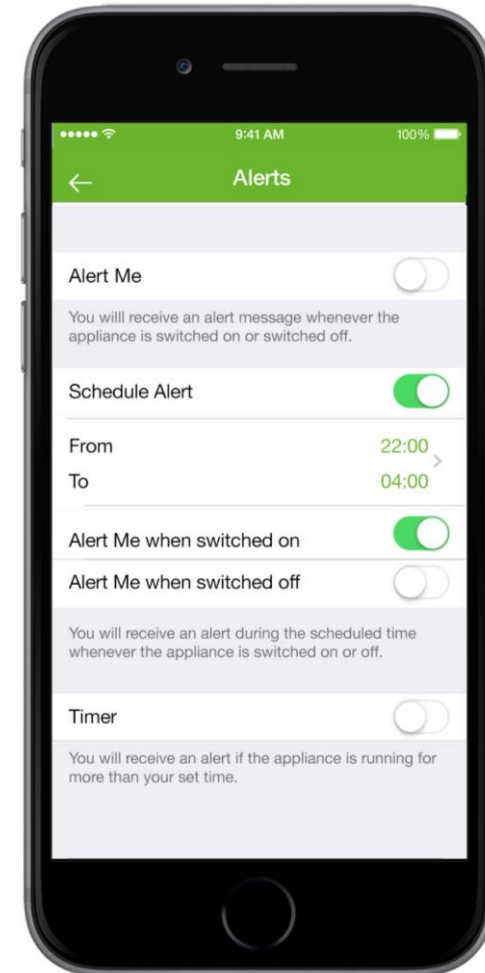
We can help with:

- ❖ Real time data
- ❖ Appliance detail
- ❖ Valuable alerts
- ❖ Tariff comparison

Outcome:

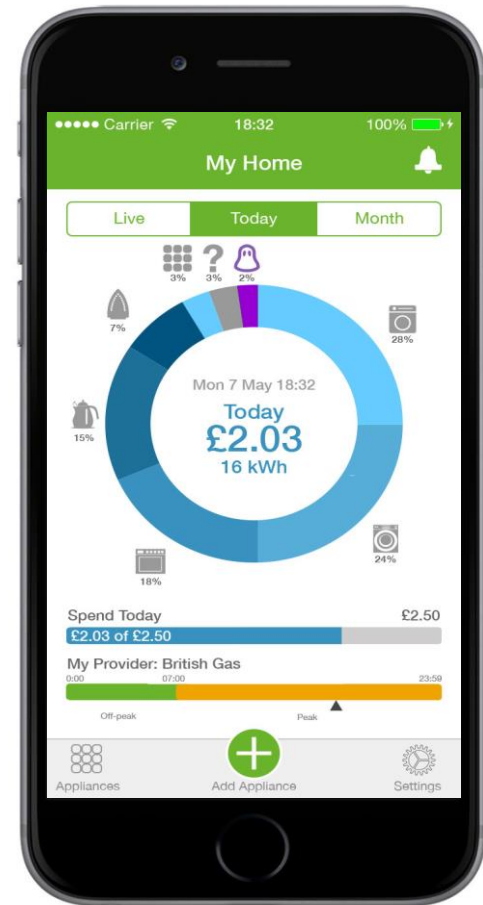
15-20% Residential & SME

bill cut by changing behaviour



User Friendly Platform: addressing the demand

1 easily installable sensor per user and an App (open API is also there)



Successful B2B2C model: early revenue received and more than 10k pre order book secured (more than 50 try & buys)

Energy Managers



Telecom & Smart Home



Rostelecom



Use Cases: Energy management @ SMEs is the main market and b2b2c / b2g2c is the business model

Event Based Electricity Monitoring (B2B2C)

ENGIE and other ESCOs need to see exactly where inefficiencies are before and whether signing a client - cost, non invasiveness and ease of installation are critical

Smart Monitoring for European Cities (B2G2C)

LILLE agglomeration has chosen Voltaware as an electrical monitoring partner for its energy poor people energy efficiency program within Horizon 2020 tender

Electricity Monitoring for Hotels / Buildings (B2B2B)

HONEYWELL / SOCOMEC offering their hotel chain and smart building customers online monitoring services as part of their smart grid / smart circuit propositions

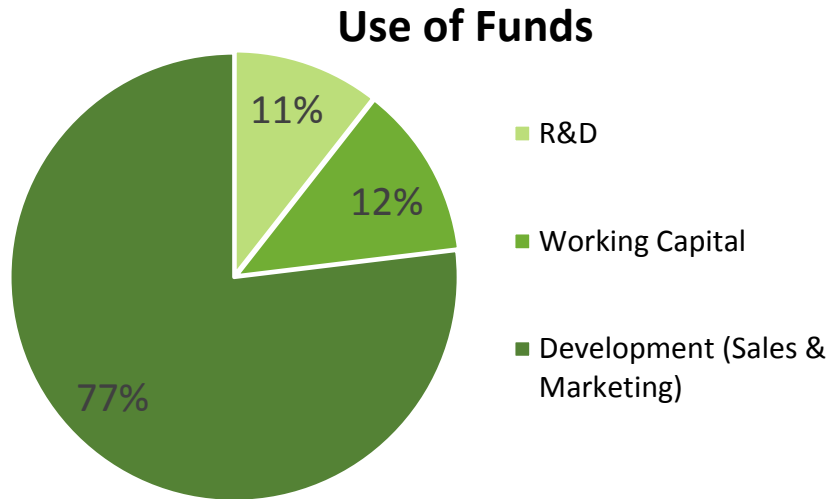
Utilities and Telco's B2C Electricity Monitoring (B2B2C)

Utilities and Telecoms are trying subscription based services to fulfill their IoT energy space in homes – it is a definite CUSTOMER RETENTION play



Use of funds and ROIC

Total capital needed: £1.25m



ROIC Strategy

- ❖ Equity sale proceeds
- ❖ Part of free cash flow

Needed business contacts:

- ❖ Energy Management Firms
- ❖ Global & Local Electric Utilities
- ❖ Telecom companies
- ❖ Smart Home aggregators



Key management team – substantial relevant experience



**Sergey Ogorodnov,
Founder & CEO**

- 20+ years experience in Telecom, Energy and IB
- MBA, Rochester
- Ex CEO Infra (sales \$1bln)



**Rishabh Jaipuria,
COO, Head of Product**

- 15 years experience in Product Development
- Ex Head of product Vecton (large MVNO)



**Jerome Mosnier,
Sales Director**

- 8 years experience in Telecoms and sales
- Ex sales Hutchison Telecom Group



And one more thing...

“Voltaware allows us to know exactly which measures will **cut the bill more**”, - Almach Energy Management, UK

“With Volta sensor, I’ve found inefficiencies and it **saved me 25%** of my bill”, - UK Beta user

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