



ADVIZZO

Unlock the potential of the Utility
Engaged Customer

Background

- UK Company started in May 2015, in London
- Software on the cloud
- £95K revenue by end of 2015
- Forecast > £900K in 2016
- Looking for £250K SEIS & EIS potentially eligible

3 co-founders

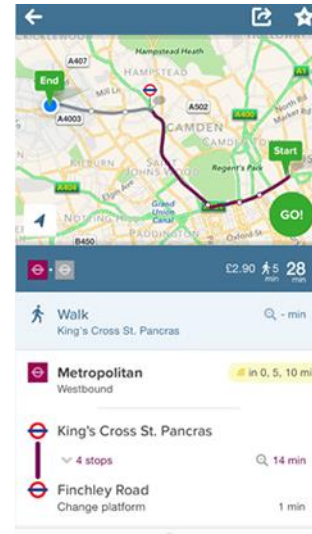
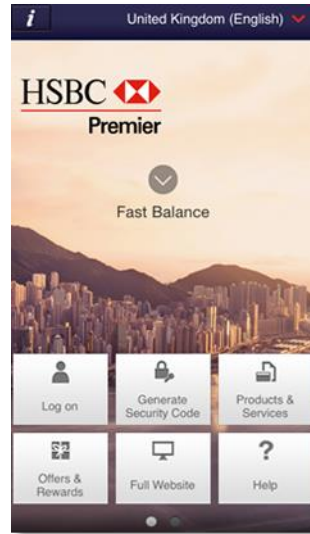
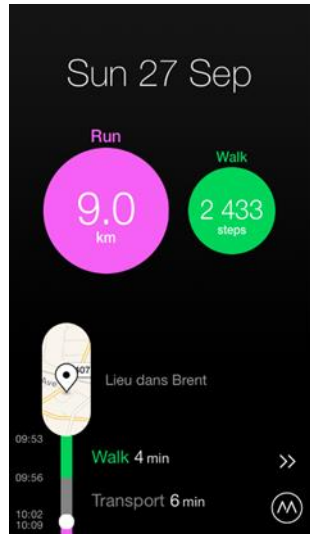


15y + experience :

- In Enterprise Software : Oracle, Opower
- Dedicated to Utilities :Water, Gas, Electricity

33 % of the company each

What I'm used to get



And what I get from my Water Utility

014232 981 1/ 4 0001 86057 28290 37900

MR PATRICE GUILLOUZIC
18 GLENHURST AV
LONDON
NW5 1PS

Your bill for water and wastewater services

Total amount due by 1 Apr 2015 £574.06

or the supply of water and wastewater services to:
18 GLENHURST AV, LONDON, NW5 1PS from:
1 April 2015 to 31 March 2016
(see item over to see how we worked out your bill)

our payment of **£574.06** needs to reach us by
1 April 2015.

you can pay your bill online at www.thameswater.co.uk/pay using your debit or
credit card. For more information on all our payment options, please see the
ways to pay section on this bill.

Alternatively, switch to Direct Debit for easy budgeting. Just go to
www.thameswater.co.uk/directdebit.

Manage your account online at
time to suit you. From paying your
bill to getting advice on common
queries - it's easy online.
www.thameswater.co.uk

Account and billing enquiries
0800 980 8800
Lines are open 8am to 8pm Monday to
Friday & 9am to 6pm on Saturday
Textphone: 0800 316 6899

Water and wastewater service
enquiries
0800 316 9800
Lines are open 24 hours a day
Textphone: 0800 316 9898

bank giro credit

138
32

67149 61230 X

257 2753

£ 574.06

MR PATRICE GUILLOUZIC
18 GLENHURST AV
LONDON
NW5 1PS

NatWest
Current Account
Thames Water
Utilities Ltd

57-27-53

6714961230X V4322572753 000574066 74 X

...as a consequence



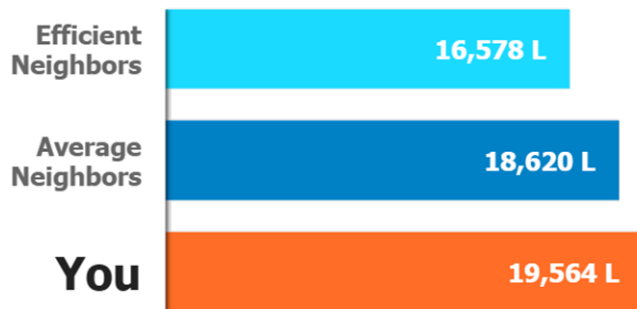
**Lack of engagement from
end consumers
=
WASTE OF
WATER AND MONEY**

Why Utilities take charge now ?

- Promote Smart Meters' roll out : 30 M+ are planned by 2020 in EU
- Water Scarcity across Europe and Middle East: Regulatory obligation
- Decrease cost to serve end consumers: on top of the agenda of Utilities

Provide them with insights

Last month Neighbour Comparison | You used **5% more** water than your neighbors

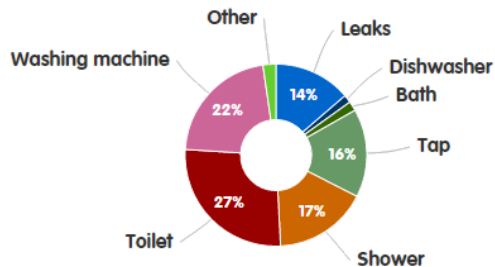


You are doing



...and then, customers will take charge

Your water usage



The percentages shown in this picture are estimates.

Find out your personal water breakdown by answering the questions

Tips for your home

Install an efficient toilet

Dual flush toilets have a split flush button which gives the user the choice of how much water to use. Dual flush toilets typically use 4-6 litres of water opposed to the old style flush systems which use a massive 13 litres per flush. (Source : Waterwise)

Save until **70£** per year.



Know more



Add

Upgrade your Washing Machine

Clothes washing now accounts for 15% of water we use in our homes. The best models will typically use less than 7.5 litres per kg. (Source : Waterwise)

Save until **45£** per year.



Know more



Add

Business case example

- We charge a per House Hold (HH) amount to the Utility
- We sent communications on its behalf to its end consumers
- As a results, end customers takes actions, save Water !!! and accepting ebilling conversion (up to £2 of cost avoided per HH)

Market is ready

Utility & Energy Analytics Market

\$ 4.74 Billion by 2018

Source MarketsandMarkets

Sales forecast looks good

- £95K revenue by end of 2015
- Forecast > £900K in 2016
- £13M in FY19/20

Looking for

£250K SEIS & EIS potentially eligible. £30K /founders

- 70% on the sales effort at closing deals
- 20% on the pilots delivery
- 10% on 1 more module

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