



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

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- Wireless Communications Narrowband Radio Mesh Tech designed by PHDs in Cambridge
- Sell through well know multi-billion dollar organisations such as System Integrators, Meter Manufacturers, EPCs
  - End 2 end solution
  - Wide applications, Elec, Gas, Water, EV, Smart Cities
- Market opportunity 250 million meters in India alone – government is after a quick roll out to enable economies of scale.
- Addressable market for Omnimesh is \$5 billion in India
- Win 20m to 30m smart meters over 5 years = revenue of \$400M to \$600M to CyanConnode
- India now tendering for >75M meters worth a potential > £1 billion to CyanConnode
- Strategy to deliver shareholder value (cost control, convert pipeline)
- USP
  - Standards based IPV6 6LoWpan
  - Success Data Rates SLAs of > 99.5% = high performance
  - Secure private network vs cellular which is not private or secure
  - Meter agnostic
  - Platform handle RF, Cellular, NBIoT, PLC
  - Innovation
  - Proven deployments 2.7 million units & cost effective

- Revenue for the period of £1.3m with majority of the revenue for the year being delivered in H2, in line with Board's expectations
- Gross margin of 49%
- 5% increase in operating costs
- Increase in operating loss to a loss of £2.4m due to the weighting of revenue into the second half
- Cash of £1m. Purchase of long lead-time components to ensure we meet delivery schedules
- Orders for 1.3 million units won in India alone, and \$9 million in MENA region



Market expectation  
for revenue to grow  
to £12.5M in FY23

# Balance Sheet, debtors and working capital



- £4.6m debtors showing on balance sheet – reduction from £7m at end March 22. Part of the £4.6m not yet due as based on achievement of milestones
- £4.5 million cash received from customers during the period, majority of which relates to FY22. A further £2.3 million received since period end
- Improved payment terms with customers for current orders
- Inventory of £1m including long lead time components
- Improved costing of components and supply chain
- Additional manufacturing capacity

- £0.5 million raised by way of subscription
- Substantial increase in revenue – 3 times higher in Q3 than in H1
- Further £2.3 million cash received from customers taking total year to date to £6.8 million
- Cash constant at £1 million
- Current tenders in India for >75 million following launch of RDSS, worth > £1 billion to CyanConnode
- Further investment in component stock to meet current orders

- The Government of India plans to rollout 250 million smart prepaid meters and tenders for large volumes, which currently total 75 million smart prepaid meters, have now been issued.
- In August 2022, the Government of India approved the RDSS\* to help DISCOMs improve their operational efficiencies and financial sustainability by providing result-linked financial assistance to strengthen supply infrastructure.
- The ‘Collection Efficiency’ of not less than 98%, as set out in the RDSS and which CyanConnode achieves, favours the Group’s technology for network communication and management. The RDSS has an outlay of Rs 3,03,758 Crore (circa £30 billion) over 5 years. RDSS mandates compulsory installation of smart meters across the country.
- REC has commenced empanelment process with 31 companies now empanelled.
- CyanConnode’s Omnimesh networks reliably meet stringent SLAs in dense terrain, as well as semi-rural, rural and mountainous regions. Long-range testing completed during the period, achieving a distance of ~9.5 kms in Shimla, Himachal Pradesh

\* Revamped Distribution Sector Scheme

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





- In 2021 CyanConnode was awarded the London Stock Exchange Green Economy Mark
- This award recognises companies and investment funds listed on all segments of London Stock Exchange's Main Market and AIM that are driving the global green economy
- To qualify for the Green Economy Mark, companies and funds must generate 50% or more of their total annual revenues from products and services that contribute to the global green economy
- The Mark supports the Company in communicating our green credentials to investors and other stakeholders, highlighting our efforts to support the transition to a low or net zero economy





## impact due to reduction of Manual reads

CyanConnode RF Nodes installed  
and communicating in India

**1,110,000**

Annual fuel saved

**33,300** ltrs

Annual Monetary  
savings to utilities

INR **199,800,000**

Annual CO<sub>2</sub>  
emission avoided

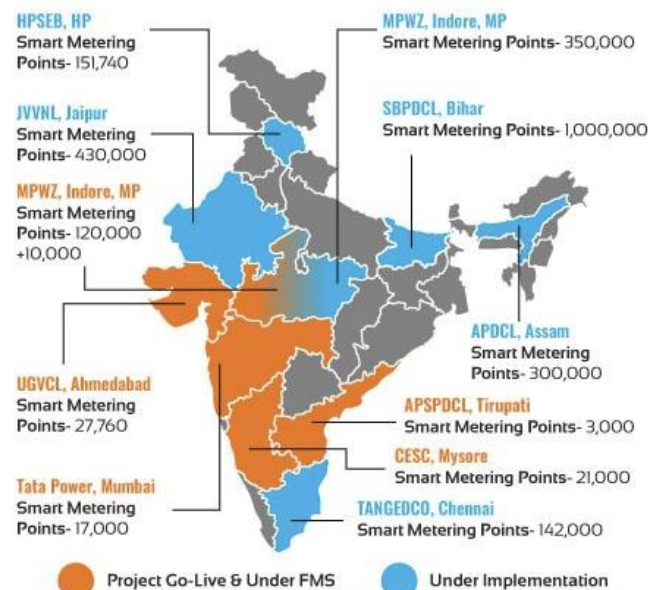
**76,590** KG



Indian homes that can  
be lit for an entire year **61**



Trees required to sequester  
this CO<sub>2</sub> annually **3,064**



**Orderbook of 2.6 million RF nodes**

Please Note: The savings will be much higher if we take associated Smart Meter benefits such as load forecasting, peak load management, adoption of energy efficient lifestyle due to Smart Meters, Demand Side Measures, AT&C loss reduction, etc.

- Tenders for >75 million meters are currently being floated or will be floated shortly. Given the Government's ambition these numbers are only going to increase exponentially in near future.
- Partners of CyanConnode have been named as L1 status on tenders for > 25 million meters worth a potential > £360 million revenue to CyanConnode.
- CyanConnode's installed base is currently c. 25% of the market
- CyanConnode's success rate since April 22 in terms of volume is 27% which equates to a potential > £100 million revenue to CyanConnode
- All the points above suggest a bright future with continued growth
- Contracts in other areas such as the MENA region are rolling out

- What is it that differentiates the CyanConnode proposition vs a competing solution when you are tendering? Why are you 'better' than the competition?
- As someone who doesn't know the company well, or the industry, would you explain to me why it is that the solution you provide is needed?
- What could supersede your solution as an alternative? Could we become obsolete as technology moves on?
- How much operating leverage does the company have? It would appear that there should be significant profit upside given the fixed costs don't move when we win new business?
- How fundamental is your solution to the modernisation of some cities?

# Thank you

