“Digitalise or Die”
Patrik Björkman, Deputy CEO
MAINGATE PROPOSITION

• Founded in 1998, Maingate is the proven end-to-end energy solutions provider for clients in the European market.

• We design, create and deliver energy solutions within the context of smart home, smart enterprise and smart grid.

• Our focus is to develop customized energy solutions, based on our clients’ specific requirements.

• Based on our capabilities and systems for information management, consumer interaction and real-time access & control, our energy solutions will benefit both our clients’ end customers and their operations.

• With significant experience over many years in international energy markets, we offer energy solutions based on deep experience in both the energy business and the local markets.

• This means our clients can trust us to deliver what we say, and our solutions will be innovative and adapted specifically to their needs.

• Maingate works closely with technology partners to support in excess of 1,000 customers, comprising 300 energy service providers including leading European energy utilities.
MAINGATE – WHAT WE DO
Smart Energy Solutions

SMART HOME
- Provide energy savings tools for consumers
- Home visualization portals
- Home energy management

SMART ENTERPRISE
- Business energy management
- Building and enterprise automation services
- Efficient supply chain management & control

SMART GRID
- Grid visualization
- Grid data analytics
- Grid automation & optimisation
The Digital Energy Revolution
NEW MARKET FORCES SET THE AGENDA OF THE FUTURE
ELECTRONICS IS REPLACING MECHANICAL PARTS

- Silicon and optronics will replace cables
- Software will control more and more

2001 BMW 750, 322BHP, 20MPG
2012 BMW 750, 402BHP, 25MPG

Today’s BMW 7 series has more digital computing power than the space shuttle!
THE “ENERGY” SMART HOME MARKET IS TAKING OVER
RENEWABLE GENERATION REPLACING TRADITIONAL

Ownership of German Renewable Energy Assets

Source: Alexa Capital

Distributed generation + feed-in tariffs completely change the rules on the market as consumers will be an important part of the new energy eco-system
What it all means...
WE MUST ACCEPT THE CHANGE GOING ON IN THE MARKET: TECHNOLOGY & PEOPLE POWER

CONSUMERS
- Take advantage of variable pricing by purchasing electricity when it's cheapest.
- Generate their own electricity and sell it back to the grid.
- Decrease carbon emissions by choosing clean electricity sources.

UTILITIES
- Automatically monitor the health of the grid.
- Remotely sense damage to grid assets and dispatch repair crews.
- Better predict demand and manage supply accordingly.

Energy Flow
Information Flow
• The future is about smart home meeting smart building = new sources of information that need to be managed

• Measurements and control in the “Last Mile” is key to secure future quality and operation + new business opportunities

• Focus on collecting the “Right Data” more important than talking about Big Data
THE MODERN GRID = THE DIGITAL INFORMATION HIGHWAY

Manage for opportunities instead of manage threats!
THERE IS A SUBSTANTIAL OPPORTUNITY TO DELIVER PROFITABLE, VALUE-ADDED (UNREGULATED) SERVICES WITHIN THE NEW ENERGY MARKET.

**DYNAMICS**

- Internet is creating new markets for delivering Cloud services.
- More capital available to fund grid infrastructure.
- Unregulated service providers can play a valuable role in infrastructure rollout.
- Regulated utilities are under significant pressure for CO2 reduction targets.
- Often restricted from entering into new services.
- Struggling to “afford” smart infrastructure – which is a fundamental building block in pricing energy demand.

Maingate’s mVio platform controls regulated energy infrastructure securely and remotely, and facilitates the subsidization of required smart grid infrastructure by Cloud-based service providers.
INNOVATION. EXECUTION. TRUST