



LEADERSHIP IN ENERGY CONTROL SYSTEMS

“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

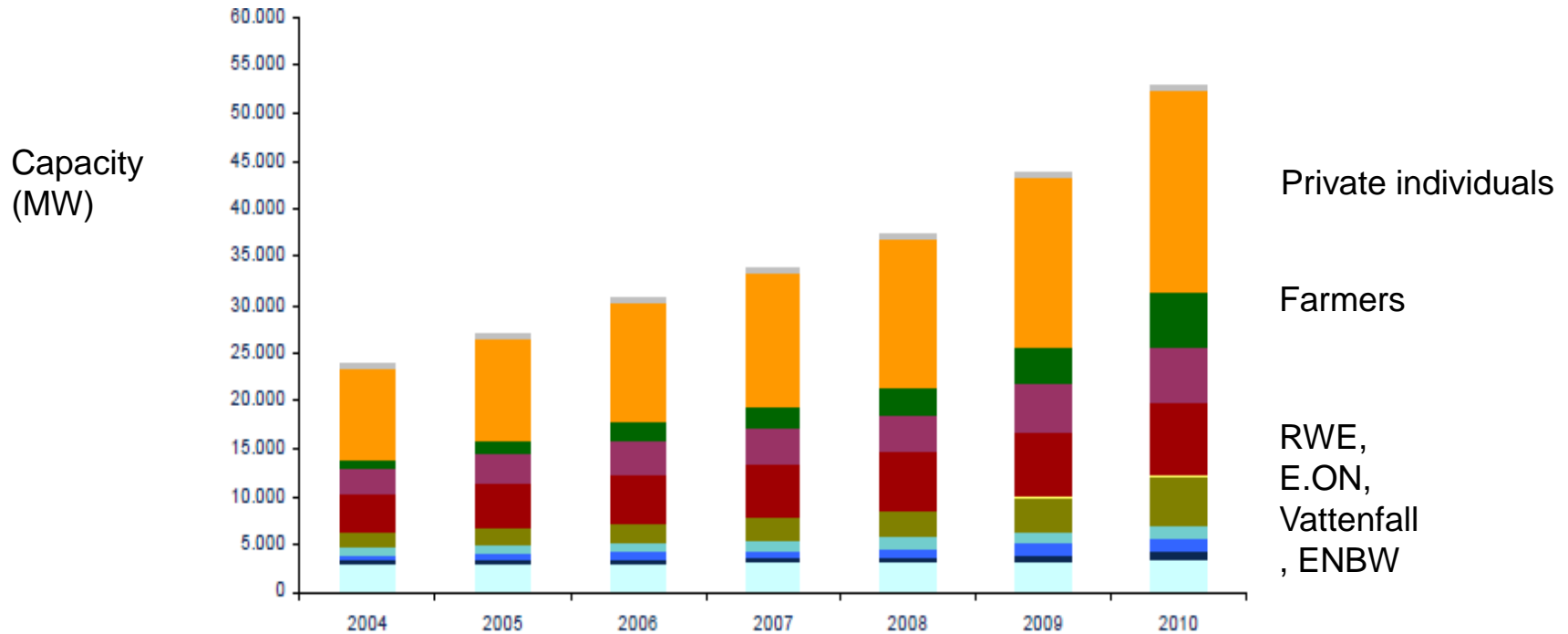
Today's BMW 7 series has more digital computing power than the space shuttle!

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.

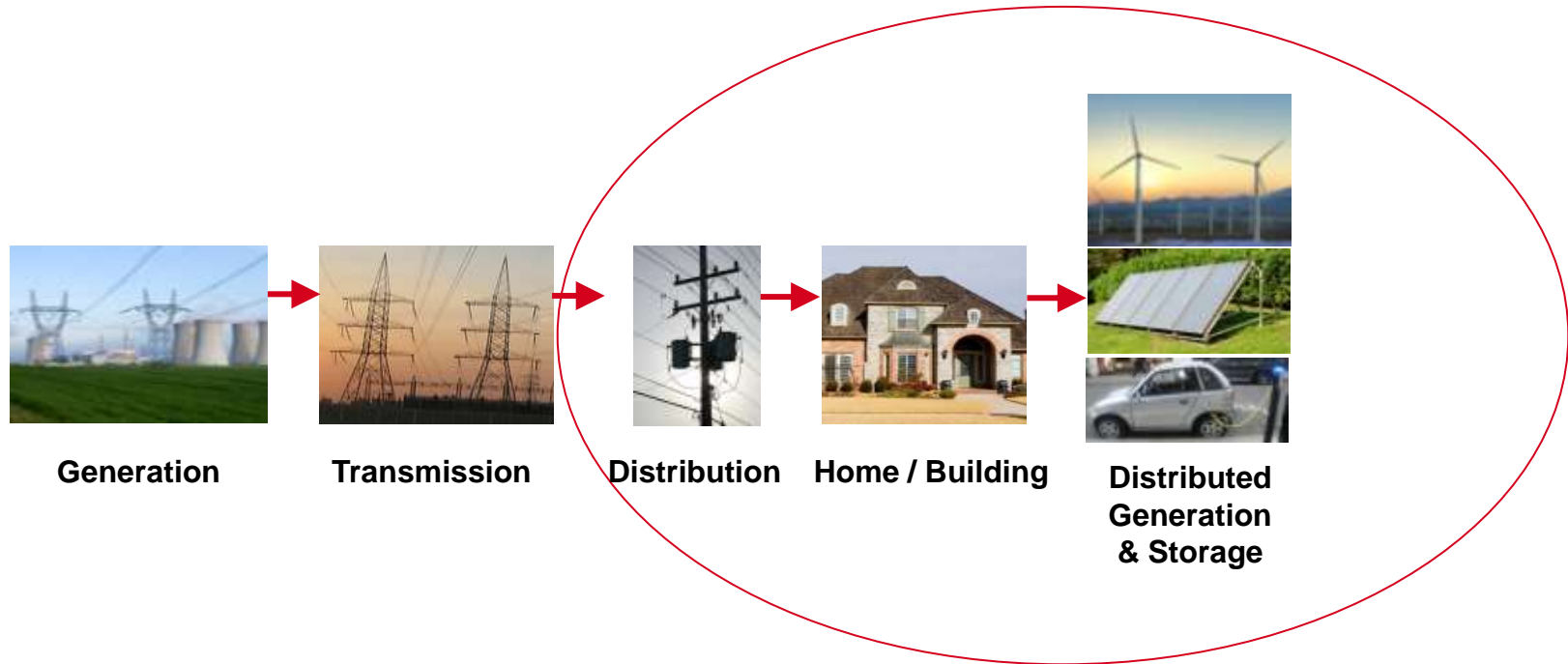


Better predict demand and manage supply accordingly.



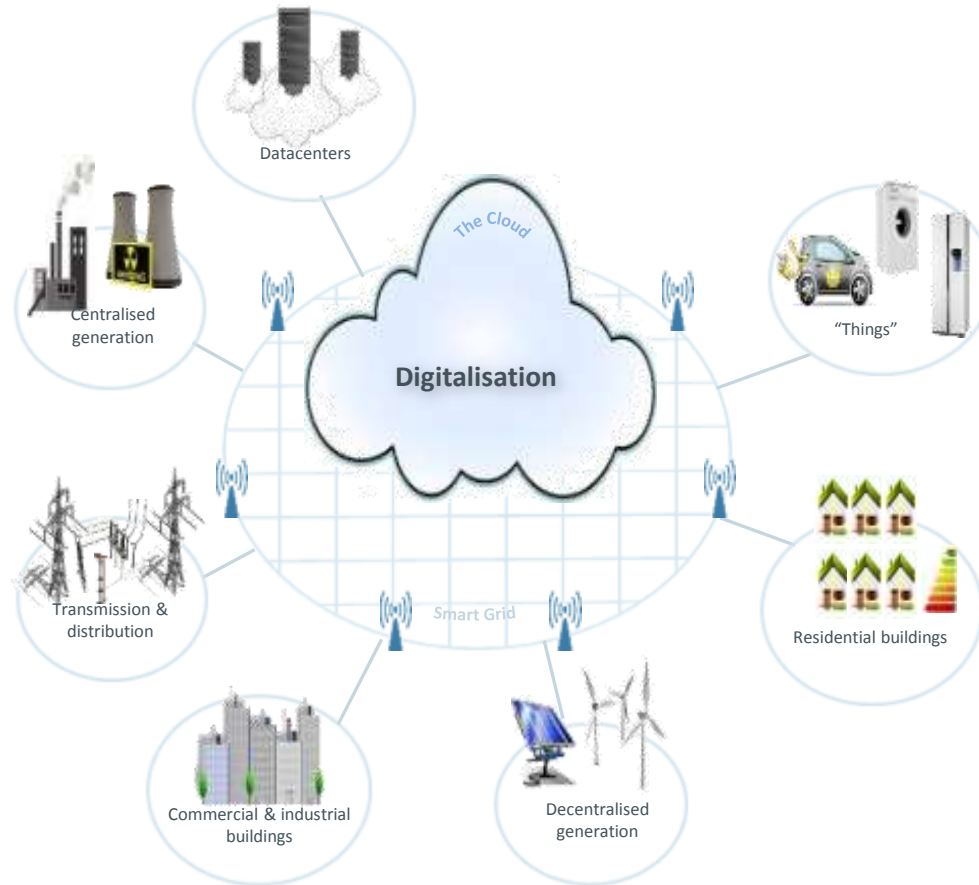
 Energy Flow
 Information Flow

THE NEW ENERGY MARKET PUT NEW DEMANDS ON GRID CONTROL



- 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!

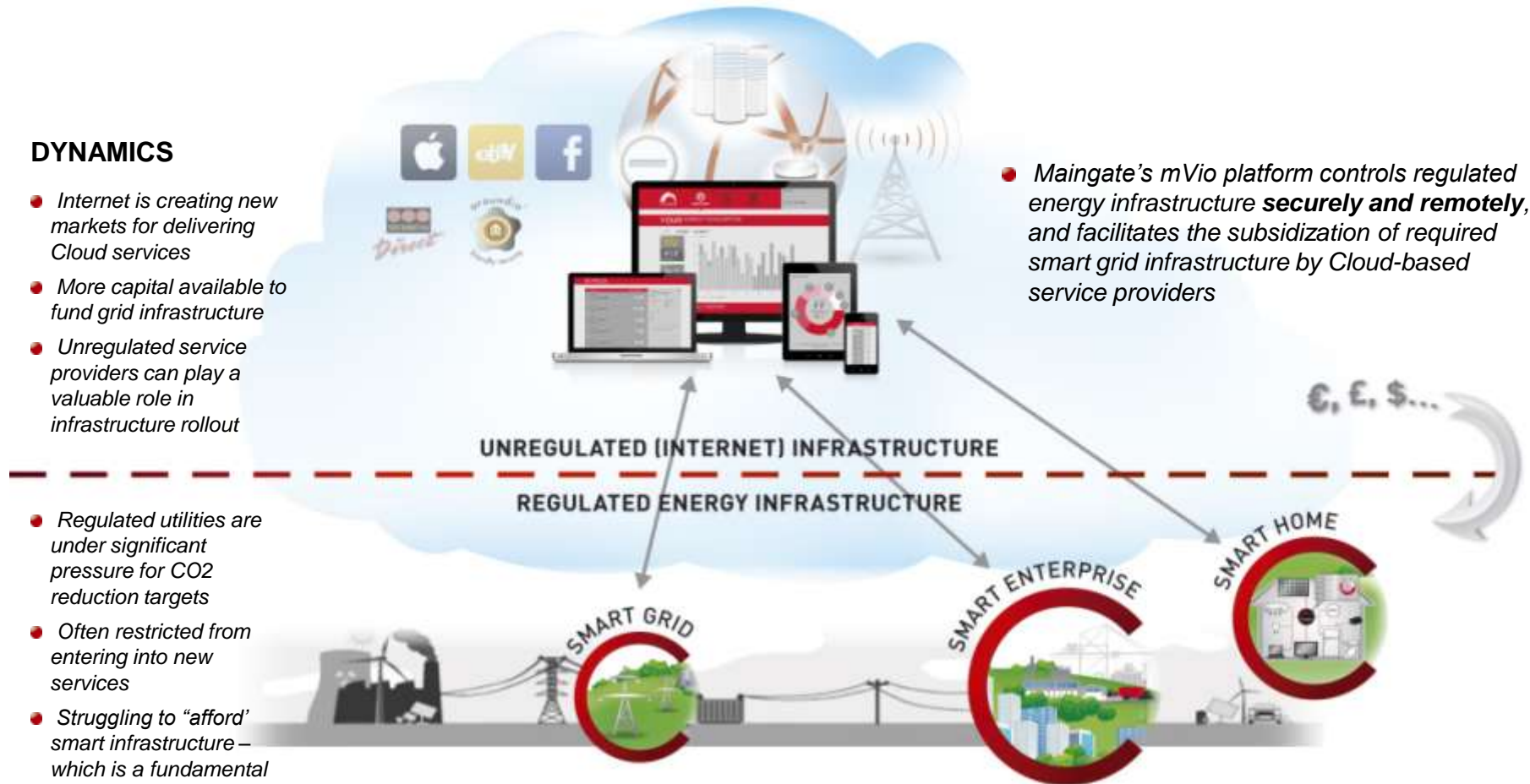
THERE IS A SUBSTANTIAL OPPORTUNITY TO DELIVER PROFITABLE, VALUE-ADDED (UNREGULATED) SERVICES WITHIN THE NEW ENERGY MARKET

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

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