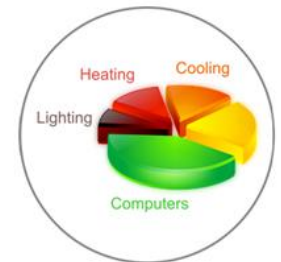
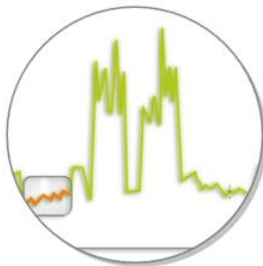




Smart Technologies

for Home & Building

Energy Monitoring



Fludia in brief







Smart Energy, Paris, 10 people, TO 1.5M€



- ❖ **Design** of **Smart IoT Sensors** for Energy Monitoring Services
- ❖ **Market** focus: Small and Medium-sized Buildings
(**Residential**, SMEs, Shops, SoHo)
- ❖ **Indirect** sales to: Energy **Suppliers**, Smart Home/Building **Integrators**

Energy supply market in France

Focused suppliers go beyond Smart meter data

	Global	Focused	Discounters
	 	 	 
	<i>Conservative approach</i>	<i>Proactive approach</i>	<i>No service approach</i>
Content	Tariff differentiation (e.g.: WE) Basic reporting	Budget or Confort control Multifluid, detailed reporting	none
Target	Limited to clients with smart meters	All clients thanks to IoT datacollect	none

➤ Suppliers: 25 Elec and 10 Gas

➤ Smart Meters: 16M Elec (40%) and 2.5M Gas (20%)

➤ Differentiation cannot be based on identical positioning



Smart Electricity Monitoring

Plug&Play IoT Sensor: empowers service creation



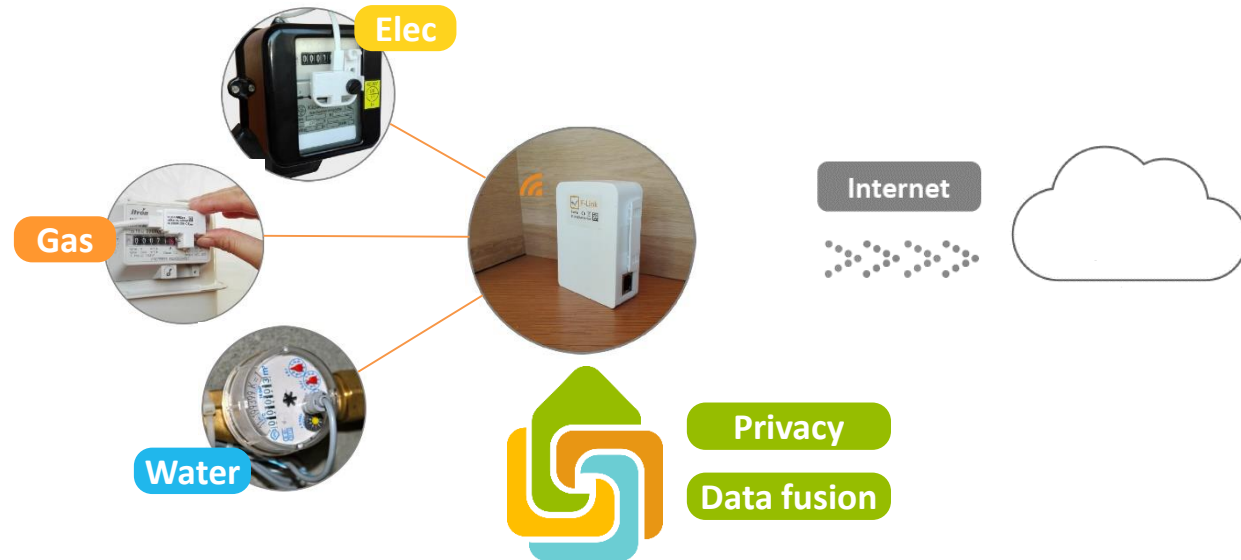
- Easy data acquisition: **self-installed**
- Easy data collect: nationwide **network** or local **radio**
- Ready for **NILM** data analytics: **1 minute** load curve



A plug&play solution ready for deployment TODAY

An evolutive IoT Energy pack

Multifluid solution to enrich service content



- ❖ Elec + Gas + Water (**optical** probe or pulse)
- ❖ **Powerful** local radio (**LoRa**) and local bridge
- ❖ **Ready** for meaningful **Data Fusion** content

Create unprecedented customer engagement