Our Vision

To be India’s leading **M2M platform and solution company**
About Us

Key Facts

• 50,000+ Assets Under Management

• 20+ customers: 75% customers are big multinational corporations

• Managing 5000 cell sites on our M2M platform

• 3 Mn sq.ft of Enterprise Office space Energy Management through our platform

• Winner of Logica’s India Innovation Partner award

• Winner of IBM Smart Camp for innovative start-ups

• Patent pending technology

• Centre of Excellence for Sierra Wireless

• Global Investors: IDG, Sasken
IDG Ventures India and Sasken Communication Technologies have together committed to invest 6M$

• Sasken is a Telecom R&D Services major
• 3500+ people, 200M$ in Revenue
• Listed on BSE and NSE in India
• 150M$ early stage VC Fund
• Global network of 220 invested companies, 1B$
• 9 companies in the India portfolio

ConnectM, Members of the Board

Rajiv Mody, Chairman of the Board
• Chairman and CEO, Sasken
• Founded Sasken in 1989
• Sasken is now a 200M$ public-listed company

Dr G Venkatesh
• Executive Director & CTO/CSO, Sasken
• His role at Sasken has spanned from Technology, Engineering, Telecom and as head of the Product Division of Sasken

Sudhir Sethi
• Founder, Chairman & Managing Director, IDG Ventures India
• Leading venture investor in technology space in India; On the Board of Global Indian VC Association and UTI Ventures; Member NASSCOM Regional Council; DQ “Top 10 IT Professional”; Red Herring Top 5 Venture Investor; Seed investor and Board Member Mindtree Consulting; Served on Board of Infotech Enterprises.

Murali Ramalingam, Managing Director
• Formerly, Chief Financial Officer and President of Corporate Services at Venture Infotek, a leading payments processing company in India
Our Customers …

Telecom

AMERICAN TOWER

GLOBAL TOWERS

R.M.X

JOSS

IT, ITES, BFSI, Industrial, FMCG

amdocs

Infosys

P&G

HSBC

R.M.X

JOSS

IBM

Johnson Controls

DELL

utl

UTI Infrastructure And Services Ltd

Tech Mahindra

JUSCO

GENPACT

Mphasis

ConnectM
Remote Monitoring of Telecom Towers
Remote Monitoring of DG Set & Energy Management
Remote Monitoring of UPS/Batteries
Remote Monitoring of DG Set Energy Management
Automated Meter Reading for Water, Energy and Gas meters
Fleet Management Solution
Remote Monitoring and Energy Management for Bank ATMs
Wireless Energy - Building Management System (EBMS)
Remote Monitoring of Industrial Assets (Cranes, Batching Plants, Chemical Plants)

ConnectM Recommended Solutions for Aircel
ConnectM Energy Management Solution for Office Buildings
ConnectM Total Energy Management Solution (EMS) includes:

1. Intelligent Indoor Lighting control
2. HVAC low-side Operations Optimization
3. Enthalpy Control Solutions
4. DG Energy Management
5. UPS Monitoring
6. Energy Sub-Metering in the Facility
7. Energy Savers for lighting and mixed loads

All of the above on Wireless platform

*we have expertise on retro-fit projects.
Energy Management - Dashboard

Energy Management Solution

Comparison between weeks

Runhour pattern for last 7 days

Energy consumption for last 7 days

HVAC Light

Energy consuming locations (HVAC)

<table>
<thead>
<tr>
<th>Location Name</th>
<th>Run Hour</th>
</tr>
</thead>
<tbody>
<tr>
<td>Margu Cubicle Sensor</td>
<td>36.67</td>
</tr>
<tr>
<td>Tilak Cubicle</td>
<td>26.6</td>
</tr>
</tbody>
</table>

Live Monitoring

Live status of favorite sensors

<table>
<thead>
<tr>
<th>Location Name</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Board Room (Left)</td>
<td></td>
</tr>
<tr>
<td>Gokul Cubicle Sensor</td>
<td></td>
</tr>
<tr>
<td>Tilak Cubicle</td>
<td></td>
</tr>
<tr>
<td>Rajkumar Chougule</td>
<td></td>
</tr>
<tr>
<td>Margu Cubicle Sensor</td>
<td></td>
</tr>
<tr>
<td>Murali Cabin Sensor</td>
<td></td>
</tr>
</tbody>
</table>

Occupancy comparison for last 7 days

Margu Cubicle Sensor: Total Run hour : 36.67
41.90%

Tilak Cubicle: Total Run hour : 26.6
41.90%

Communication Status

Sensors not communicating more than a day

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ConnectM Telecom Tower Monitoring Solution
Telecom Remote Monitoring Solution

- Alarms
- DG Set/PIU
- Battery
- Air Conditioner
- Security
- Energy

Enhance productivity | Improve Asset Utilization | Maximize availability
Minimize operating cost | Optimize energy consumption
TOC Overview

- Energy Management
- Fuel Management
- Alarm Management
- Shelter Access Control
- Tower Asset Management
- Preventive Maintenance
- Managed Service
ConnectM Bank ATM Monitoring Solution
Solution Architecture – Lighting and AC Control + UPS

Bank ATM

- AC2
- AC1
- ConnectM
- RTU
- Control
- Hardware
- UPS
- ATM M/c
- L

- Temperature Sensor
- Occupancy Sensor

Enterprise Command Center

Application Software

ConnectM ECC
Requirement at ATMs

- Remote Monitoring of UPS in ATMs
  - To enhance user experience by minimizing ATM downtime on account of UPS drain out.
  - Individual Battery level monitoring, reporting, alerting and analytics to identify aging batteries and replacing them before the entire bank ages out.
  - Centralized Control – Head Office/ Branch office level

- Energy Management in ATMs
  - Energy Savings on Lighting and Air-conditioning in ATMs
  - Green Banking – Positioning of Indian Bank as Green Bank
  - Option to Implement in Branch and Regional offices
Diagnostics & Reporting Capability
## Investments, Savings and Indicative ROI for the Solutions

<table>
<thead>
<tr>
<th>Solution: Tower Monitoring Solution</th>
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<tbody>
<tr>
<td>Particulars</td>
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<tr>
<td>Capex (Per Tower)</td>
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<tr>
<td>Opex (Per Tower Per Month depending on geographies covered)</td>
</tr>
<tr>
<td>Revenue Share (Aircel:ConnectM)</td>
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<td>Indicative ROI</td>
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<tr>
<td>Capex (Per Sq. Ft. of Built-Up Area)</td>
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<td>Industry</td>
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<td>Banking</td>
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<td>Fleet Management</td>
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<td>Packaging</td>
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</table>
### M2M Solutions Market Opportunity

<table>
<thead>
<tr>
<th>Solution</th>
<th>Current Install-base</th>
<th>Growth Potential in next 2 - 3 years</th>
<th>Growth Potential in Mn. $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telecom Tower Monitoring Solution</td>
<td>350,000 Towers</td>
<td>500,000 Towers</td>
<td>$780</td>
</tr>
<tr>
<td>Building Energy Management Solution</td>
<td>250 Mn. Sq. ft.</td>
<td>400 Mn. Sq. Ft.</td>
<td>$4,000</td>
</tr>
<tr>
<td>ATM monitoring Solution</td>
<td>50,000 ATMs</td>
<td>100,000 ATMs</td>
<td>$100</td>
</tr>
</tbody>
</table>
Thank You

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