



ENEKIO

One line pitch:

Enekiio designs and develops innovative solutions in the field of energy efficiency for existing industrial infrastructure and communities.

Market Analysis:

Smart grid: A global investment of \$13.9B in 2012 (10% in Europe, 31% in USA, 23% in China). An increase of \$26B in the following decades. (Source: Bloomberg New Energy Finance Study)
Smart city: The global market represents between \$6B and \$8B, and \$40B in 2020. (Source: American Cabinet)
Smart metering: An European investment of €35B in order to equip 72% of the consumers with 195 million smart meters by 2020. (Source: cost benefit analyses & state of play of smart metering deployment in the EU 27 – Commission Staff Working Document)
Energy efficiency: The global market represents \$310M. With high growth potential, it could reach \$983B in 2020. (Source: AIE and Roland Berger Cabinet)

Value proposition:

The key factors for this project's success lie in the expertise and complementary backgrounds of the team members, their knowledge of their market, and their proven, successful experience in developing innovative solutions. The Enekiio value proposition includes a full package 4.0 solution, with innovative technology, to meet customer's commitments in terms of consumption and bill decrease. Using new Enekiio technologies allows clients to be ready for Smart City deployment with efficient energy saving, limited investment cost (3 to 4 years return of investment) and a full customer satisfaction.

Business Model:

R&D • Aspiration to gain full control over technical know-how and the quality of the innovative solution • Setting up technology partnerships for certain key factors of innovation • Vision of investment in human resources over the long-term with permanent positions Sourcing • Majority of components used are French • Desire to ensure the sustainability of the production facility in France Standardization • Constant efforts to achieve the widespread dissemination of our solutions • Continual optimization of the solution components in terms of energy efficiency Marketing ?? • Sales strategy based on local partnership in different country with a long-term international strategy deployment

IP and Regulatory situation:

We have three pending patents with international coverage to protect the Enekiio innovative technology and solution. We are compliant in all different part of the world (US, Europe, Japan, China ...) with the dedicated professional standards for all the solution including its environmental impact. The French Ministry of Research have approved our patents and our products have been tested by third party laboratories. Radio Standards : - FCC 15.247 ou 15.249 (USA) ; - EN 300-220 (Europe) ; - C-tick (Australia) ; - ARIB STD T67 (Japan) ; - SRR (China) CE Standards - Radio : EN 300-220 - CEM : EN301-489 - Electric security : EN 60950 and RT 2012



COMPANY PROFILE

- **Website:**
www.enekio.com
- **Field:**
- **Contact:**
LESUEUR Franck
franck.lesueur@enekio.com
- **Location:**
World Trade Center Tour
Oxygène - 10-12 boulevard
Vivier Merle
69393 Lyon
France
- **Founded in:** //08/2011
- **Employees:** 21
- **Financial information (€):**
 - **Company stage:**
Commercial availability
 - **Capital raised to date:**
1 M€
 - **Monthly burn rate:**
60 K€
 - **Capital seeking and date:**
10 M€ end of 2016
- **Investors:**
Claude THOUVENIN, Franck
LESUEUR, 2 private
associated, 1 private physical
investor