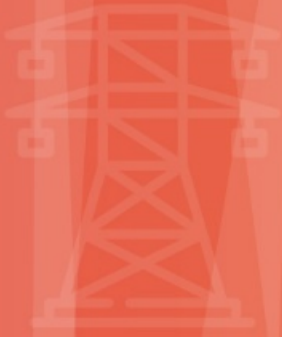


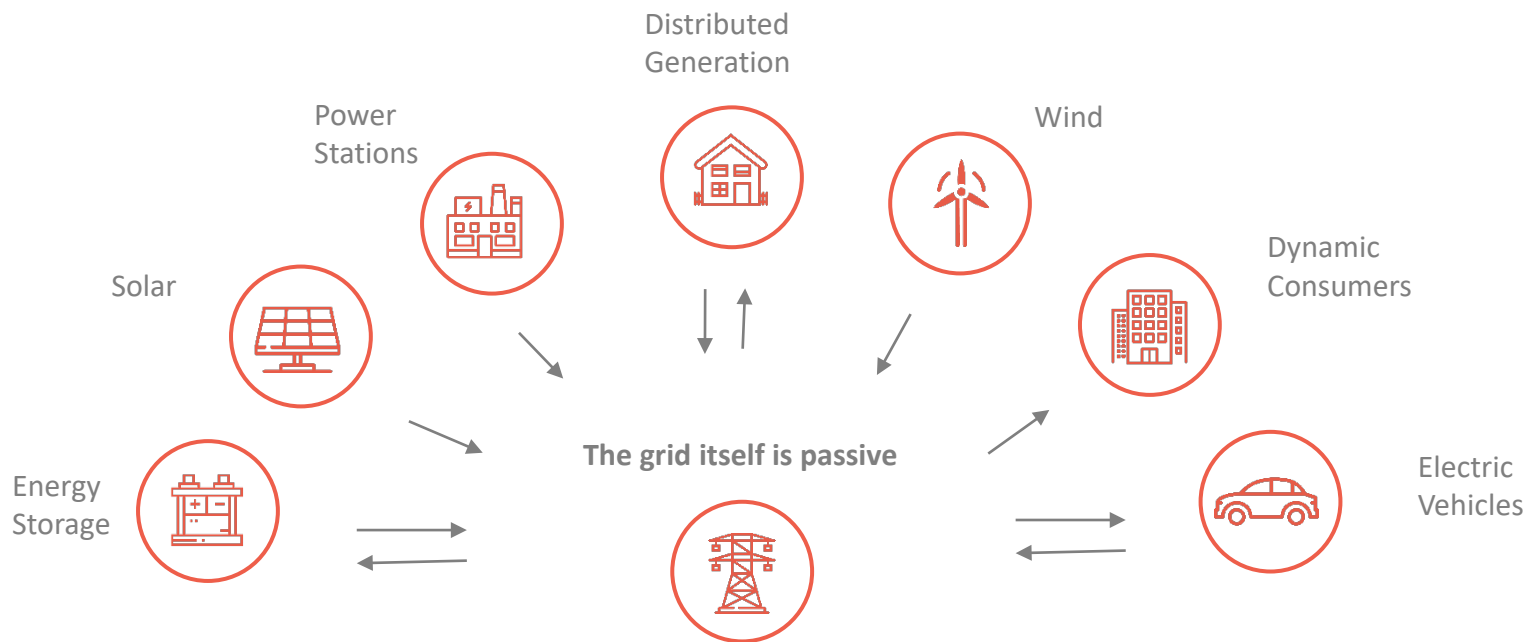


EGM | Eyes on The grid

Converting a legacy static grid
into a digitized, integrated,
dynamic and adaptive network



The Need

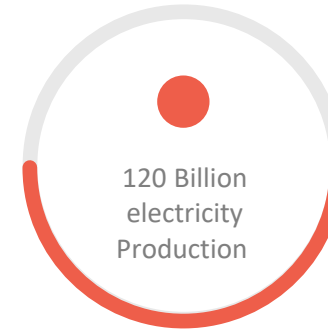
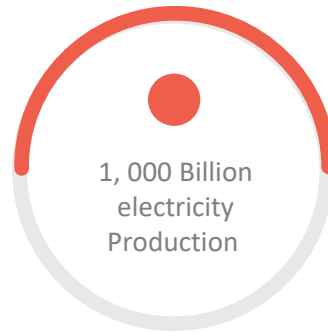


As if the human body would have strong muscles, sound skeleton, sophisticated brain yet, NO NERVOUS SYSTEMS to make it all communicate and work

Or An Opportunity

Utilities' power lines
(Transmission & Distribution)
are the most widespread
physical network that, if being
used properly, can be used to:

- Reduce Operational costs and improve asset utilization
- Information platform for new trading opportunities (Virtual Power Plant; Hybrid prices; Bittwatt)
- Open up new business opportunities in the Internet of Things world (transportation, security, weather, and more)



\$'s – annual worldwide

EGM – The Grid Nervous System

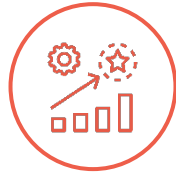
EGM's Meta-Alert™ nerves-like, analytical probing systems enable effective power grid modernization. The system converts legacy static grids into a digitized, integrated, dynamic and adaptive network. EGM's systems address top-of-mind issues such as better usage of distributed renewable energies, proactive maintenance to avoid possible power outages and effective integration of Electric Vehicles charging system.



Winner of CCxN 2018 Grid of the Future

Powered by
Shell & the US National Renewable Lab (NREL)





TRACTION

- \$10.5 M raised + \$1.5M In-Kind
- Early Sales
- Strategic agreements in progress
- \$2.75M projected revenues in 2019



MARKET TRACTION

- Cooperation agreement with the New York Power Authority
- Pilot planned for Q219 with top US & European utility
- Pilots deployed in Israel, Europe, and Asia
- 10 projects in pipeline

Founded in 2012 EGM's solution is a building block for the Grid Digitalization

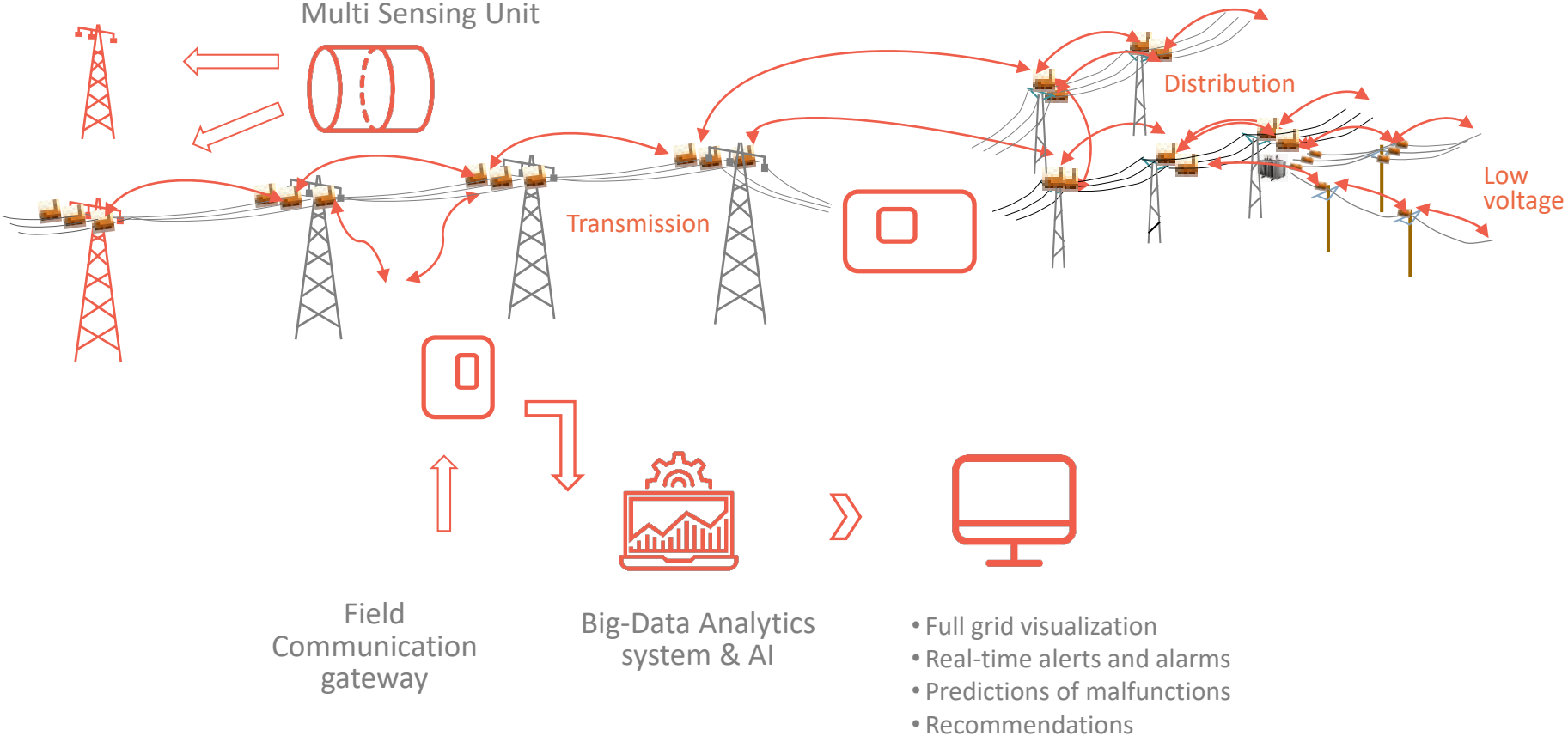


Addressable Market, over **10,000** potential customers:

- Reducing losses and power outages
- Proactive operations and maintenance
- Optimal DER and DEC incorporation
- Better asset utilization
- Fast recovery from physical / cyber attack

Segment	Estimated 5 years Market size
Transmission grids utilities	U\$ 20 B
Distribution grid utilities	U\$ 80 B
Oil & Gas grids	U\$ 3-5 B
Electrical train operators	U\$ 1-2 B
Total Addressable Market	>U\$ 100 B

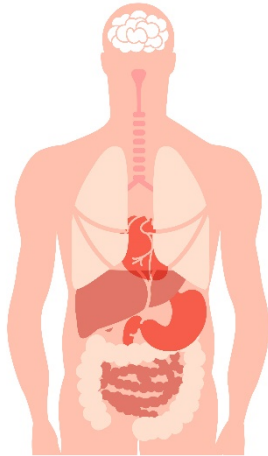
EGM's Meta-Alert System





Multifaceted Analytics

Secured communications at any location



Over 70 different parameters being measured



- Power faults
- Shorts phase to ground & phase to phase
- Parametric Deviations
- Leakages
- Voltage Imbalance phases and lines
- Foreign object touching
- Wire and tower vibrations
- DLR performance - actual and prediction
- Hot spots (insulators)
- Broken or cracked insulators
- Corona discharge development
- Cable Sag

● Expected return on investment (ROI): 1 to 3 years

● Implementation cost: 0.5% to 2% of grid line price



Two Business Models

System sale



Annual service



- System price varies between \$2,000 to \$8,000 per installed 1 km + annual support fee (<1% of grid line cost)
- Customer's total available value varies between \$30M – \$250M
 - Multi-staged by territory and CapEx budget
- Estimated average return on investment (ROI): 1 up to 3 years



- | | | | |
|------------------|---|---------------------------|---|
| Direct | ⇒ | T&D's | <ul style="list-style-type: none">● To DSOs● Through municipalities and government initiatives |
| Indirect | ⇒ | Integrators & Contractors | <ul style="list-style-type: none">● Large infrastructure integrators● Grid project contractors |
| Strategic | ⇒ | OEMs and Technology | <ul style="list-style-type: none">● Industrial Smart Grid technology OEM with major players |

2019

2020
2021

2022
2023

Geographies: North America, Eastern Europe

Main Routs to Market: Direct sales

Revenues projection: \$2.5M

Geographies: Expand to Western Europe, Australia, and India

Main Routs to Market: Direct sales and System Integrators

Revenues projection: \$13M - 2020; \$34M - 2021

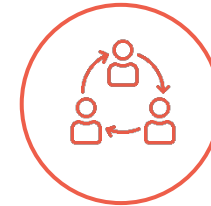
Geographies: Expand to China, Africa, and Central America

Main Routs to Market: System Integrators & Strategic Partnerships

Revenues projection: > \$60M

Team & Key Stakeholders (Investors, Advisors)

- **AMIR COHEN – Founder and CEO**
Serial entrepreneur and sought after board member with 35 years of experience, former Lt. Colonel head of MoD-R&D units.
- **EYAL MIRON – VP R&D**
30 years of R&D leaderships at Israel's top tier Hi-Tech companies including Elbit, Tadiran, ECI.
- **EYAL MAIMON – CFO**
Over 25 years in management executive roles in various organizations and leading various teams' expertise and sizes.
- **Dr. ALEX LEVRAN – Board Member**
Distinguished industry leader. Formerly, President of Power-One Renewables, VP at ABB and President/CEO of SUMEC Americas.

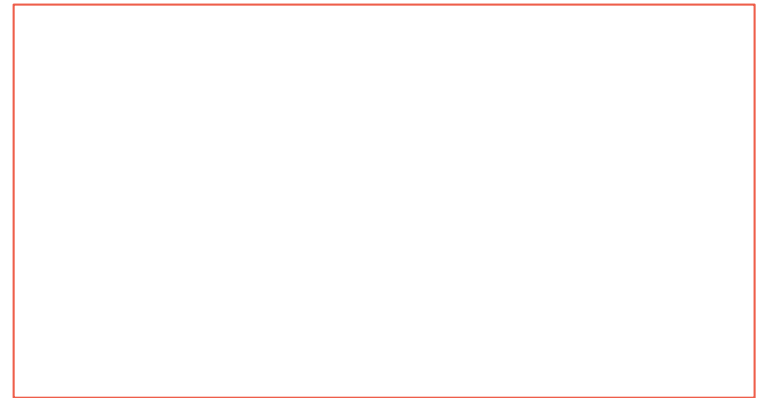




Revenues are based on 5 years direct service fees agreements
Average sales at 10000

5 years Projections

	1	2	3	4	5
Revenues	0	0	0	0	0
Operating profit	0	0	0	0	0
New Cash Flow	0	0	0	0	0
Yearend CF balance	0	0	0	0	0



Figures in thousands USD



New rising domain, with competition presented by several start-ups

No massive direct participation of large corporations, yet

EGM's competitive edge

- The breadth and flexibility of the sensing parameters: Electrical, physical, environmental
- The only level 4 sensing based solution
- The only solution to cover distribution and transmission grids
- Complete secured real-time communication solution

	Grid	Sentient	Sel	Grid 20/20	Franklingrid	Grid Sentry
DER Support	☑	☐	✘	✘	☑	☑
Communication	☐	☐	✘	✘	☑	☑
Real-Time Data	☑	☐	☑	✘	✘	✘
Flexible sensing platform	☑	☐	✘	✘	✘	✘
Sensing level 4	☑	✘	✘	✘	✘	✘



Raising \$10-12M round to support the company's go-to-market expansion plans and the development of next generation products



Use of funds for the next 2 years

Establish sales & marketing team:

- 4 employees: \$0.75M
- Operational expenses: \$0.45M



Establish EGM-USA:

- 3 employees: \$1.75M
- Operational expenses - \$0.45M



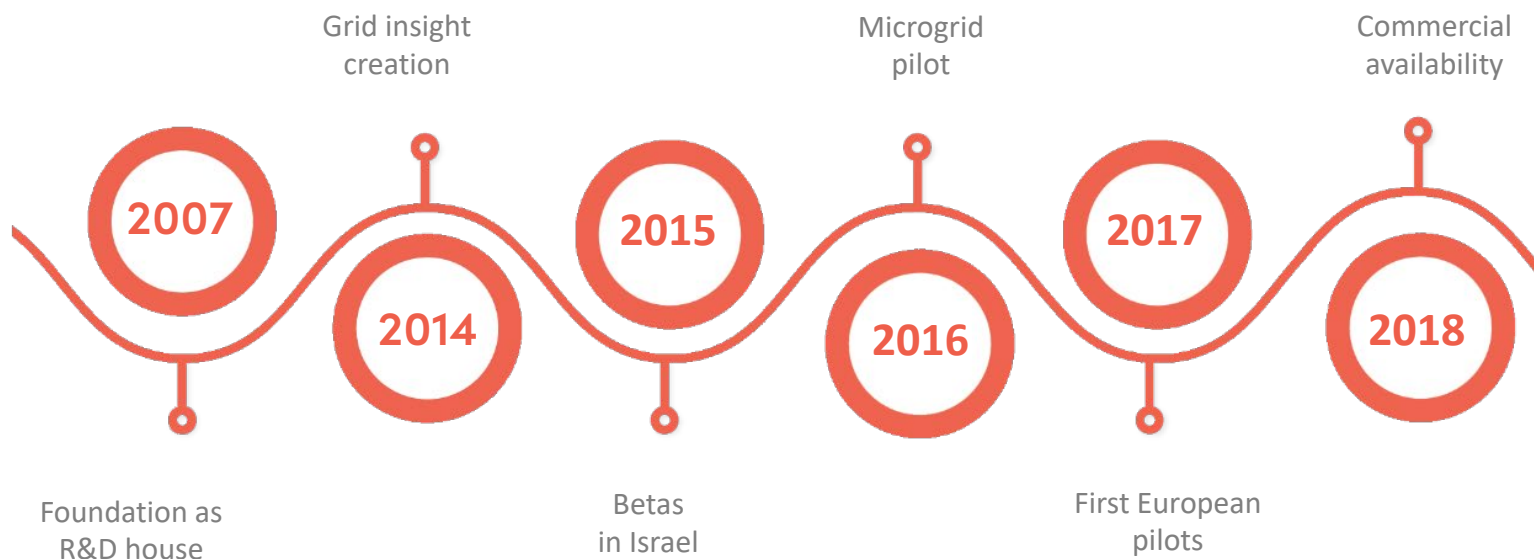
Grow R&D team by additional 10 employees: \$2.5M

Establish project team (~10 employees): \$2M

Current team and infrastructure: \$5M



Raising \$10-12M round to support the company's go-to-market expansion plans and the development of next generation products





Thanks for attention