



CYANCONNODE

—— Omni IoT ——

WORLD LEADER IN NARROWBAND MESH NETWORKS

Master Investor 2017 | Simon Smith, CFO

The information in these Slides does not comprise an admission document, listing particulars or a prospectus relating to CyanConnode Holdings plc (“Company”) or any subsidiary of the Company (together the “Group”), does not constitute an offer or invitation to purchase or subscribe for any securities of the Company, does not constitute or form part of a prospectus or admission document and should not be relied on in connection with a decision to purchase or subscribe for any such securities. The Slides and the accompanying verbal presentation do not constitute a recommendation regarding any decision to sell or purchase securities in the Company, nor as to the suitability of the securities of the Company for investment by any particular category of person, upon which you must take your own legal and professional advice.

No reliance may be placed for any purpose whatsoever on the information contained in the Slides and the accompanying verbal presentation or the completeness or accuracy of such information. No representation or warranty, express or implied, is given by or on behalf of the Company, its shareholders, directors, officers or employees or any other person as to the accuracy or completeness of the information or opinions contained in the Slides and the accompanying verbal presentation, and no liability is accepted for any such information or opinions (including in the case of negligence, but excluding any liability for fraud). The information set out herein and given at the verbal presentation is subject to updating, completion, revision, verification and amendment, and such information may change materially.

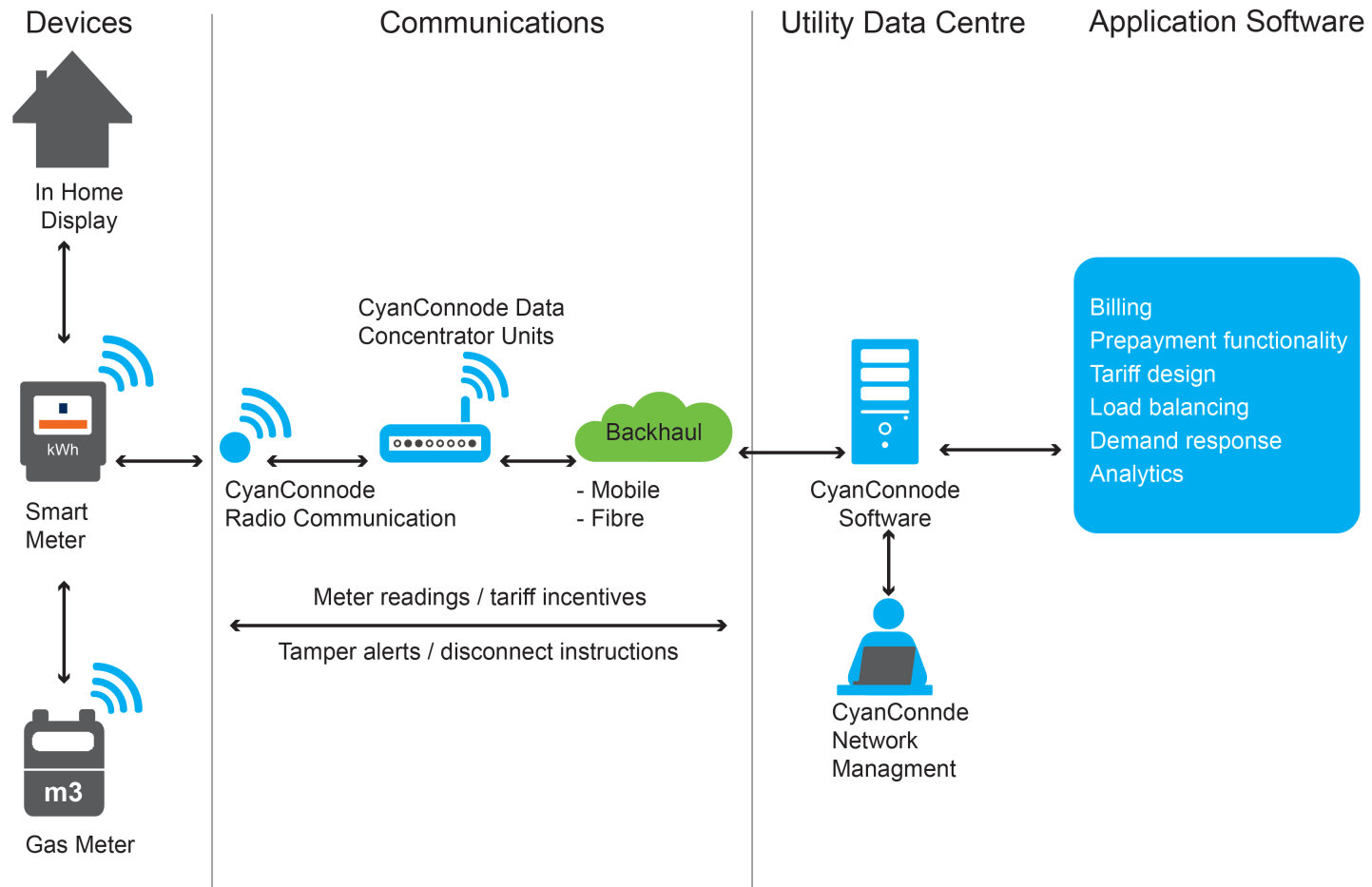
The Slides contain forward-looking statements, which relate, inter alia, to the Group’s proposed strategy, plans and objectives. Forward-looking statements are sometimes identified by the use of terminology such as “believes”, “expects”, “may”, “will”, “could”, “should” “shall”, “risk”, “intends”, “estimates”, “aims”, “plans”, “predicts”, “continues”, “assumes”, “positions” or “anticipates” or the negatives thereof, other variations thereon or comparable terminology. By its very nature, such forward looking information requires the Group to make assumptions that may or may not materialise. Such forward-looking statements may be price sensitive and involve known and unknown risks, uncertainties and other important factors beyond the control of the Group that could cause the actual performance or achievements of the Company to be materially different from such forward-looking statements. Past performance of the Group cannot be relied upon as a guide to future performance. Accordingly, you should not rely on any forward-looking statements and the Group accepts no obligation to disseminate any updates or revisions to such forward-looking statements. No statement in these Slides or accompanying verbal presentation is intended as a profit forecast or a profit estimate and no statement in these Slides or accompanying verbal presentation should be interpreted as a to mean that earnings per share for the current or future financial periods would necessarily match or exceed historical published earnings per share. As a result, you are cautioned not to place any undue reliance on such forward-looking statements.

This presentation has not been verified and is subject to further changes and amendments. By attending the presentation and/or accepting this document you agree to be bound by the foregoing limitations and restrictions and, in particular, will be taken to have represented, warranted and undertaken that: (i) you have read and agree to comply with the contents of this notice; (ii) you will observe the foregoing provisions, limitations and conditions; and (iii) you have read and agree to comply with the contents of this disclaimer.

- CyanConnode provides **last mile** wireless mesh communications to utilities:
 - Electricity, gas and water metering and street lighting
- Wi-Fi, broadband and mobile spectrums have limitations:
 - Coverage, penetration (through buildings etc.), cost and availability of spectrum
- Narrowband is unoccupied, low cost, low power and penetrates walls:
 - Always on, secure, ideal for machine to machine communication

CyanConnode's communication network offers an "A road" feed into the mobile operators "motorways" – much more efficient use of their infrastructure compared to running their "motorways" to every house

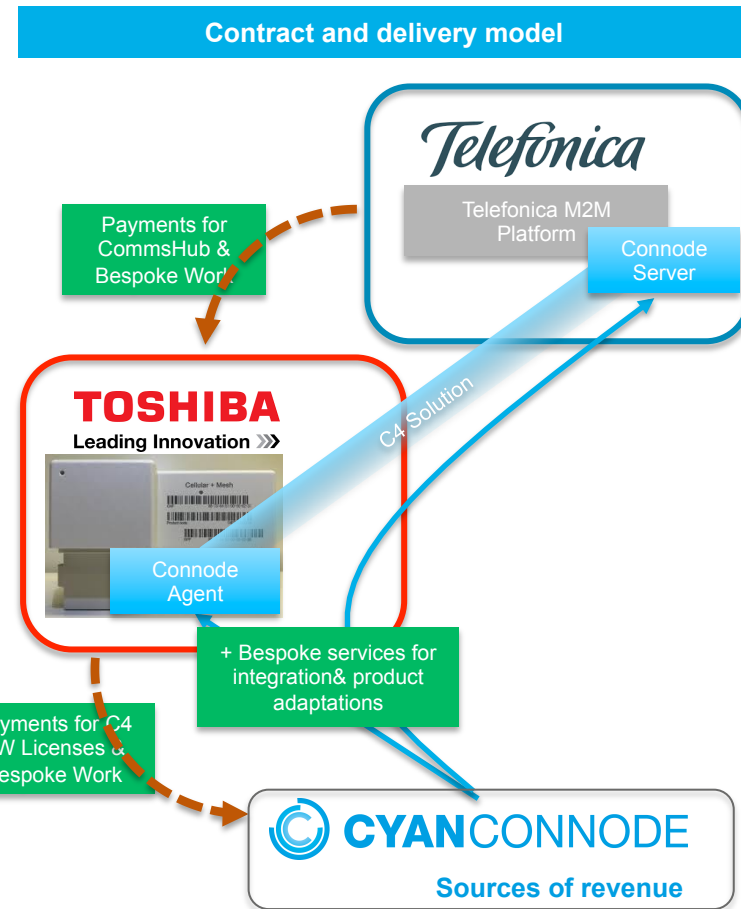
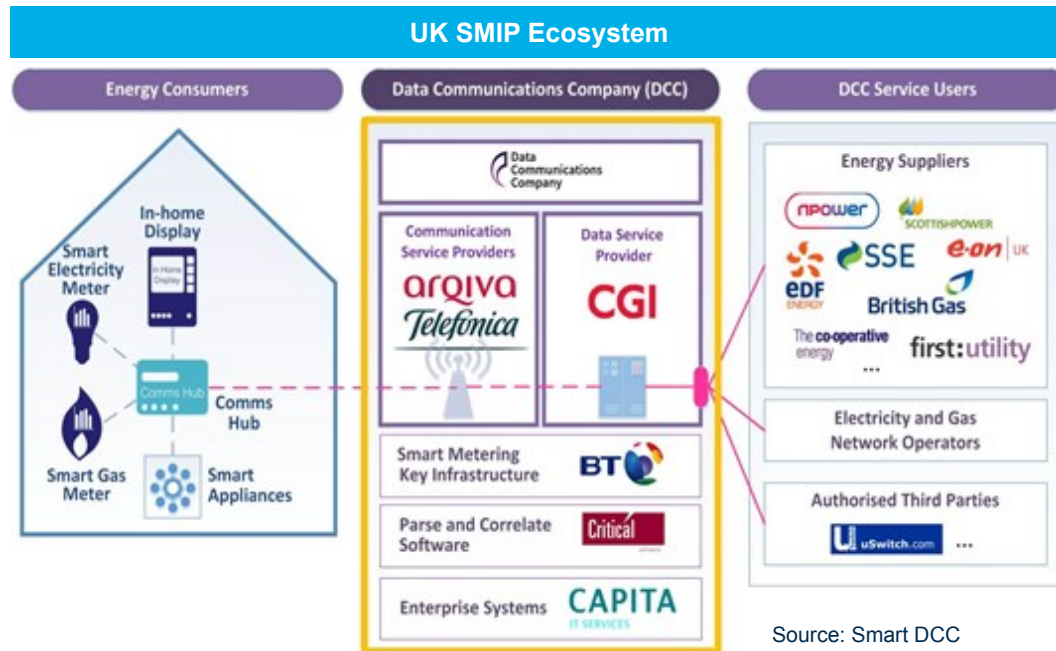
Typical Metering Installation



- Over the past 10 years CyanConnode has invested £30 million on R&D to establish its position as world leader in narrowband mesh networks
- The company has 60 staff based in the UK, Sweden and India
- In the UK it has an expected £25 million revenue contract to provide its narrowband mesh network for smart metering implementation programme to areas not covered by mobile networks
- In India, Iran, Bangladesh and other developing countries it has orders for £16 million for national smart metering programmes
- Over 800,000 meters/lights installed in Scandinavia, India, China, Brazil, Iran and Sub-Saharan Africa
- Global issue but CyanConnode is focussed on India, UK, Iran, Scandinavia, Thailand, Bangladesh. These countries alone make up a large percentage of the global smart metering market

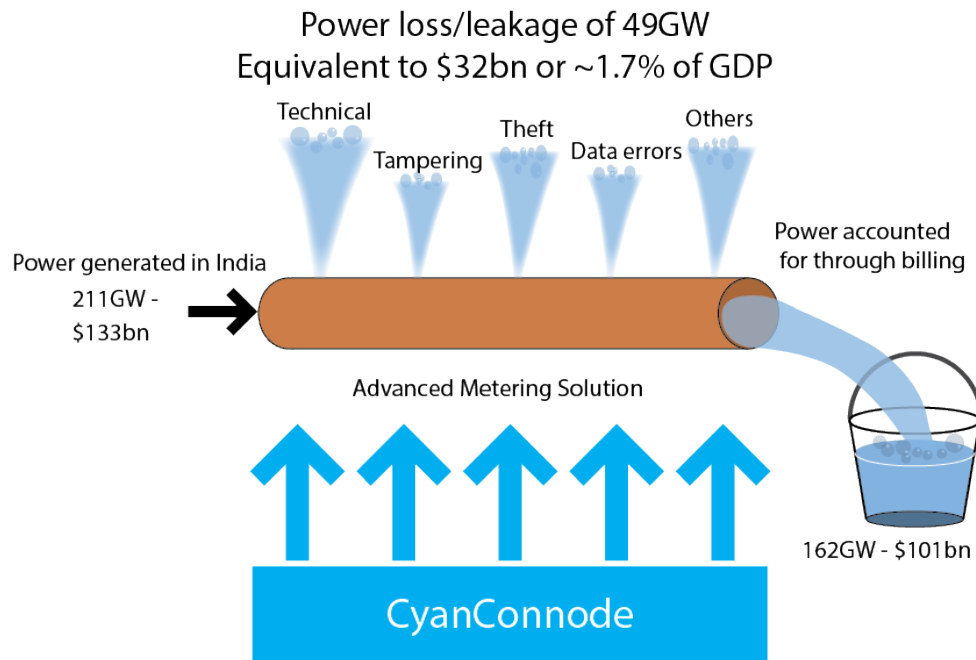
UK Smart Meter Implementation Programme

CyanConnode's solution connecting meters in 'not-spots'



Revenue	Expected	Best Case
Contracted licence fees until 2020	£5.9m	£9.3m
Support fees (over 15 years)	£19.3m	£28.0m

India's Market Drivers

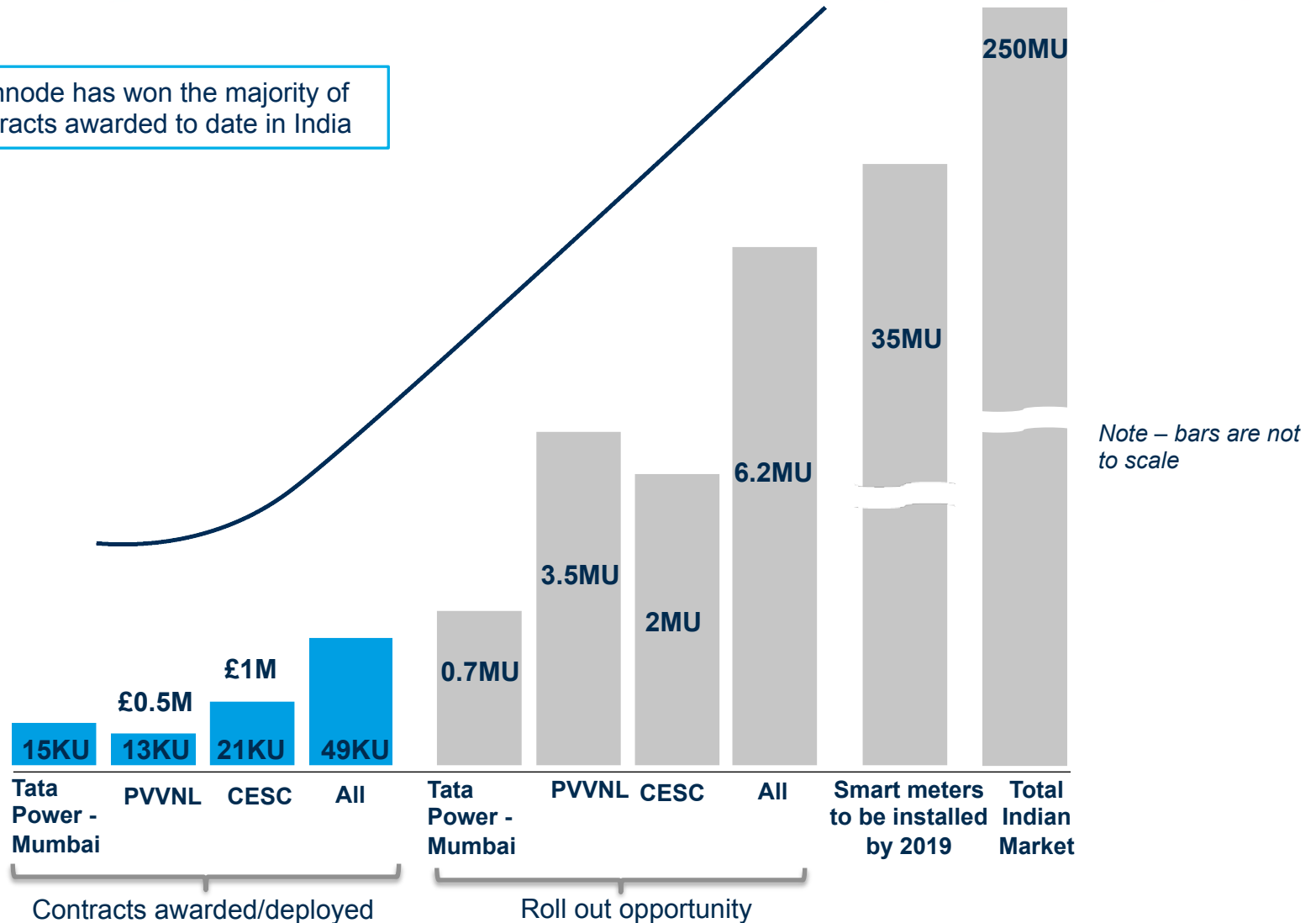


- **300 million** people in India don't have electricity supply
- Target is to install **35 million smart meters** by 2019
- CyanConnode – thought leaders in India

The World Bank has demonstrated that it is three times cheaper for utilities to save 1kWh of electrical energy by improving distribution network efficiency than investing in new generating capacity.

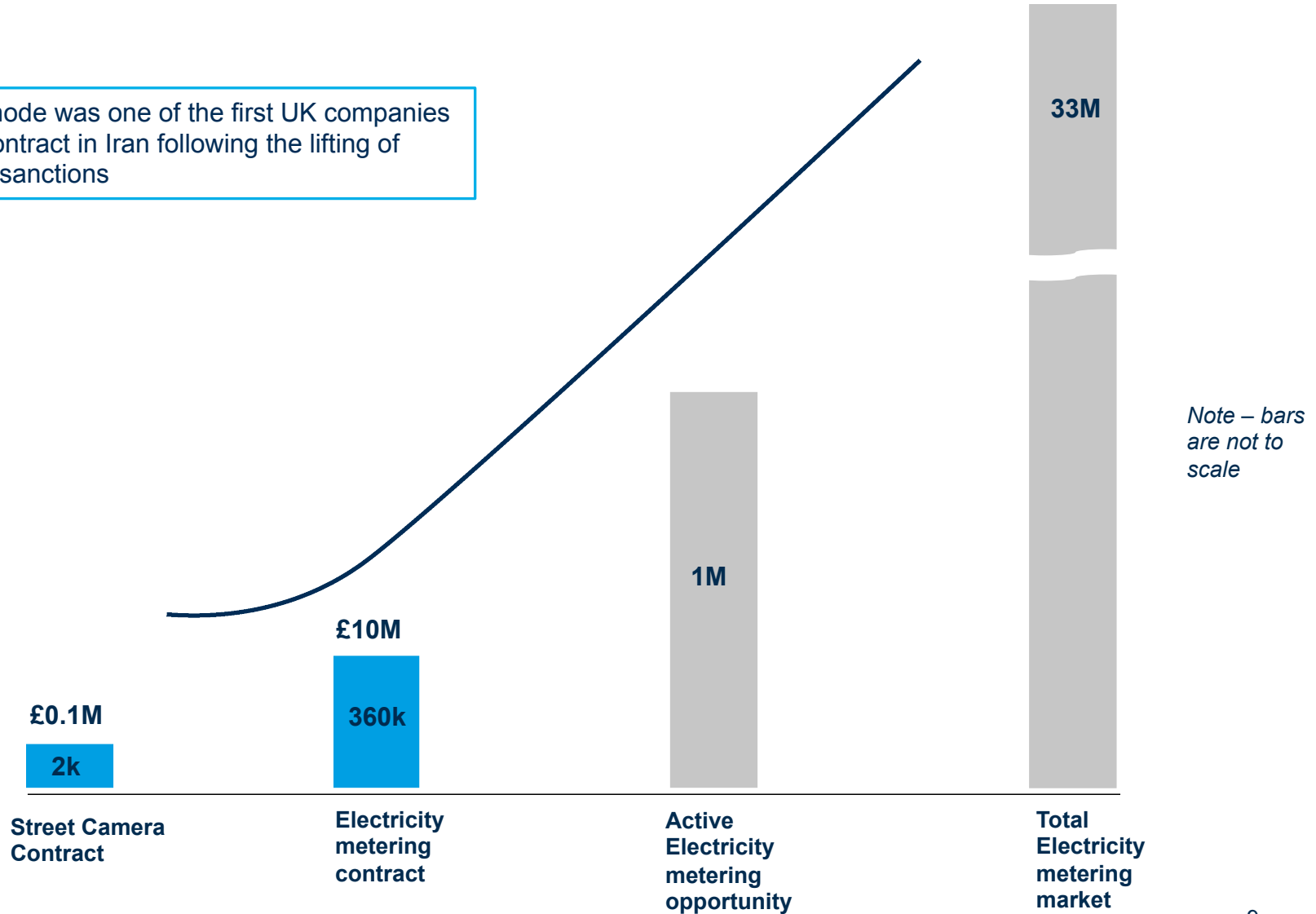
Market Scale - India

CyanConnode has won the majority of AMI contracts awarded to date in India

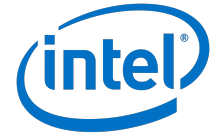
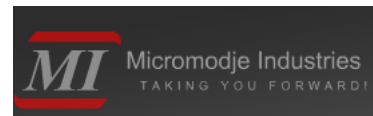


Market Scale - Iran

CyanConnode was one of the first UK companies to win a contract in Iran following the lifting of economic sanctions



- Established eco-system of local partners in focus markets:
 - Supports the transfer of skills and experience
 - Facilitates customer ownership & suppliers of own products
 - Local wealth generation – feeds sales pipeline
 - Enables full end-to-end solution delivery



Customer Orders (last 4 months)



- Bangladesh (Feb 2017)
 - \$5.4M order for 150,000 smart metering deployment
 - Half the order is hardware/services to be delivered over 12-18 months
 - Half the order is recurring revenue software licenses with 10 year contract term
- HM Power Sweden (Jan 2017)
 - Order for 100,000 software licenses
- Tata Power Mumbai (Dec 2016)
 - Third order from Larsen & Toubro for 4,700 smart meters
- Landis + Gyr (Dec 2016)
 - EUR 230K order for legacy Connode C3 solution
- E.ON (Dec 2016)
 - Pilot project in Hyllie, Sweden
 - Upsell of legacy Connode C3 to new Panmesh solution at utility who have been a customer since 2006

Current Major Shareholders (as of 1 March 2017)



Shareholder	%
Biggles/Nightingale (Strategic investor)	13.8
Herald Investment Management	6.09
Legal & General	6.07
Swedestart Tech KB	3.55
John Cronin (Director)	2.43
Simon Smith (Director)	1.33
Harry Berry (Director)	0.61
John Read (Director)	0.35

Director	Cash Invested To Date
John Cronin	£790,000
Simon Smith	£510,000
John Read	£270,000
Harry Berry	£200,000
Total	~£1.8 million

- Board/management salary sacrifice scheme in place from July 2016 to June 2017 to take 100% of fees/net pay in Cyan shares. Value £729K over 12 month period
- Fund raise of £3.2 million announced 17 March from strategic, institutional and EIS/VCT investors
- No debt

Award Winning Technology



businessGreen
**TECHNOLOGY
AWARDS 2016**
.....
**HIGHLY
COMMENDED**

VISIT CYANCONNODE AT STAND #91