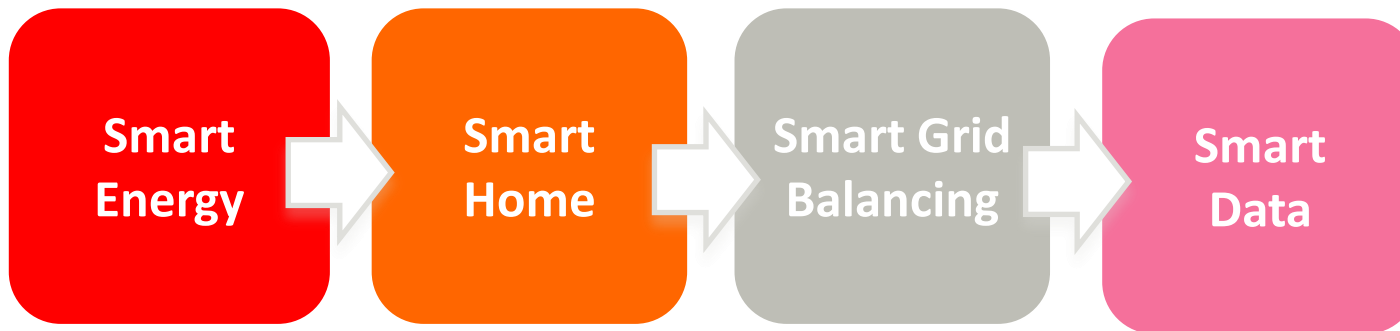




## A Connected Home Services business

- Software as a Service technology platform
- Built around a compelling Home Improvement (HI) consumer value proposition
- Delivering cost saving, comfort and control
- Adds significant value-add to B2B partners' business models
- Home services platform for:



## PassivSystems

- **Home Services Platform**

### **Deployment**

- QoS & brand protection
- Reporting

### **Services**

- SLA management
- Monitoring & control
- Professional & consumer portals
- Aggregator
- Data analytics



## B2B Partner

- **Platform for B2B business models**

- Energy Efficiency Service Providers
- Large HI Traders
- Retailer
- Utility
- Telco



## Homeowner

- **>ROI on Home Improvement investment**

- Monitoring & control
- Energy savings
- Web & remote



## Installer

- **Subcontract from B2B partner**

# The technology value stack

Cut out waste

Continuous monitoring

Cheaper energy

## Service Management



- Portfolio level view
- Quality of Service Monitoring
- Performance monitoring
- Energy advisory
- TOU tariff management

## Passiv Advanced Control



- Occupancy based scheduling
- C-B-E (Comfort, Balanced, Economy)
- Weather compensation
- Remote control
- Usable UI

## Local Control System



- Calling for heat/cooling
- Stand alone control
- Basic energy saving
- Market specific configuration

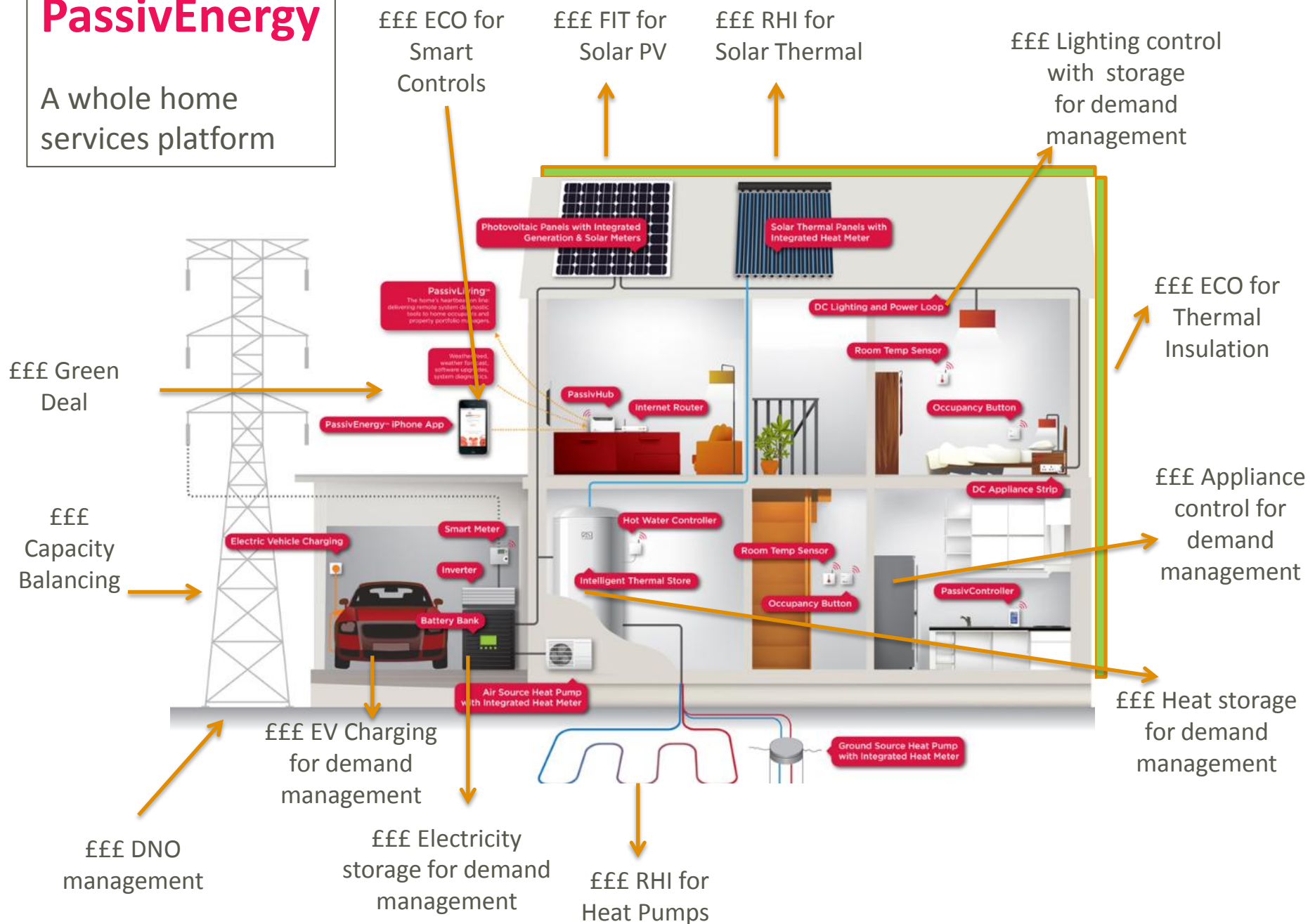
## HVAC kit



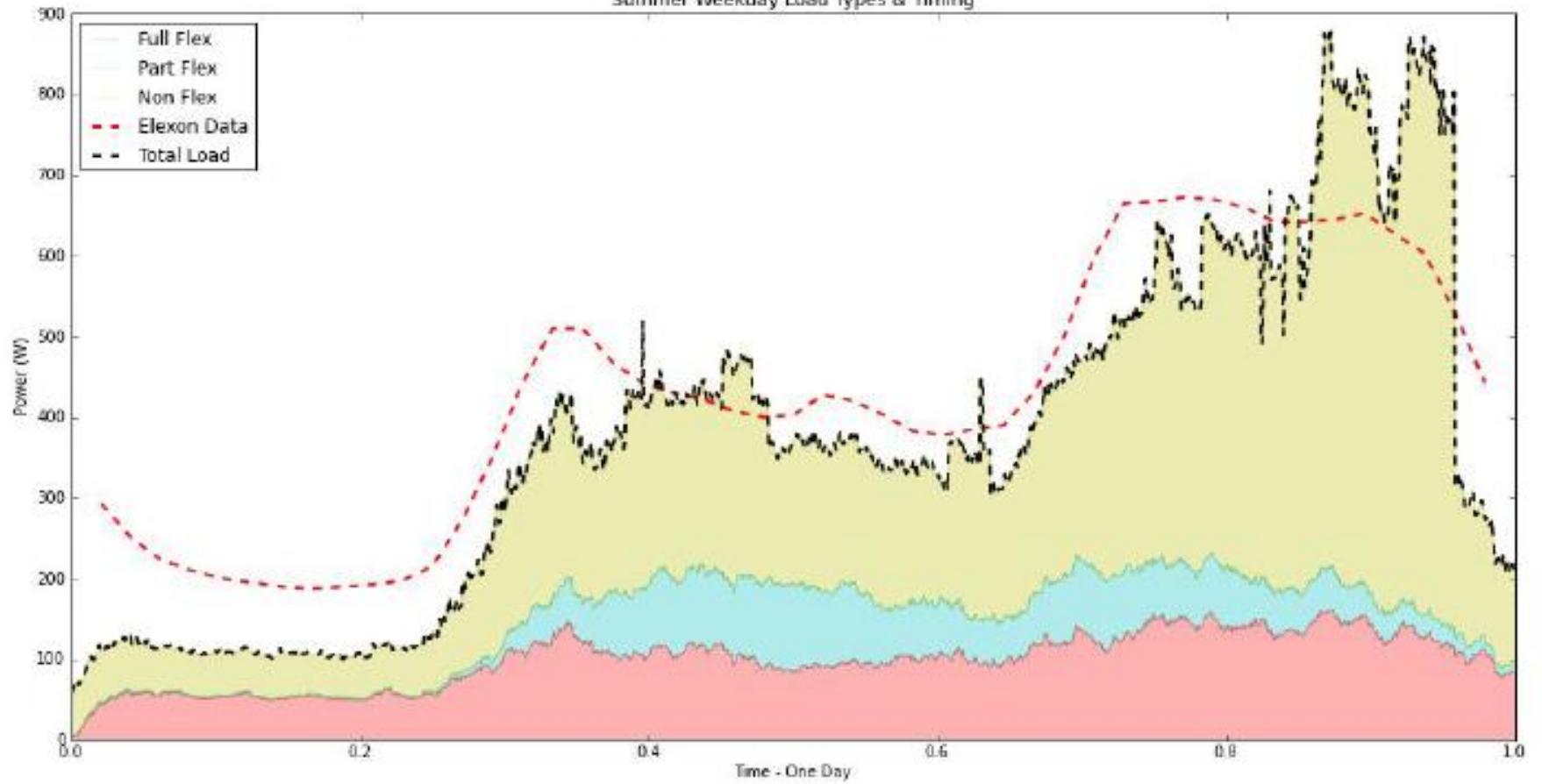
- Delivery of heating/cooling
- Control of firing
- Internal temperature regulation
- Safety

# PassivEnergy

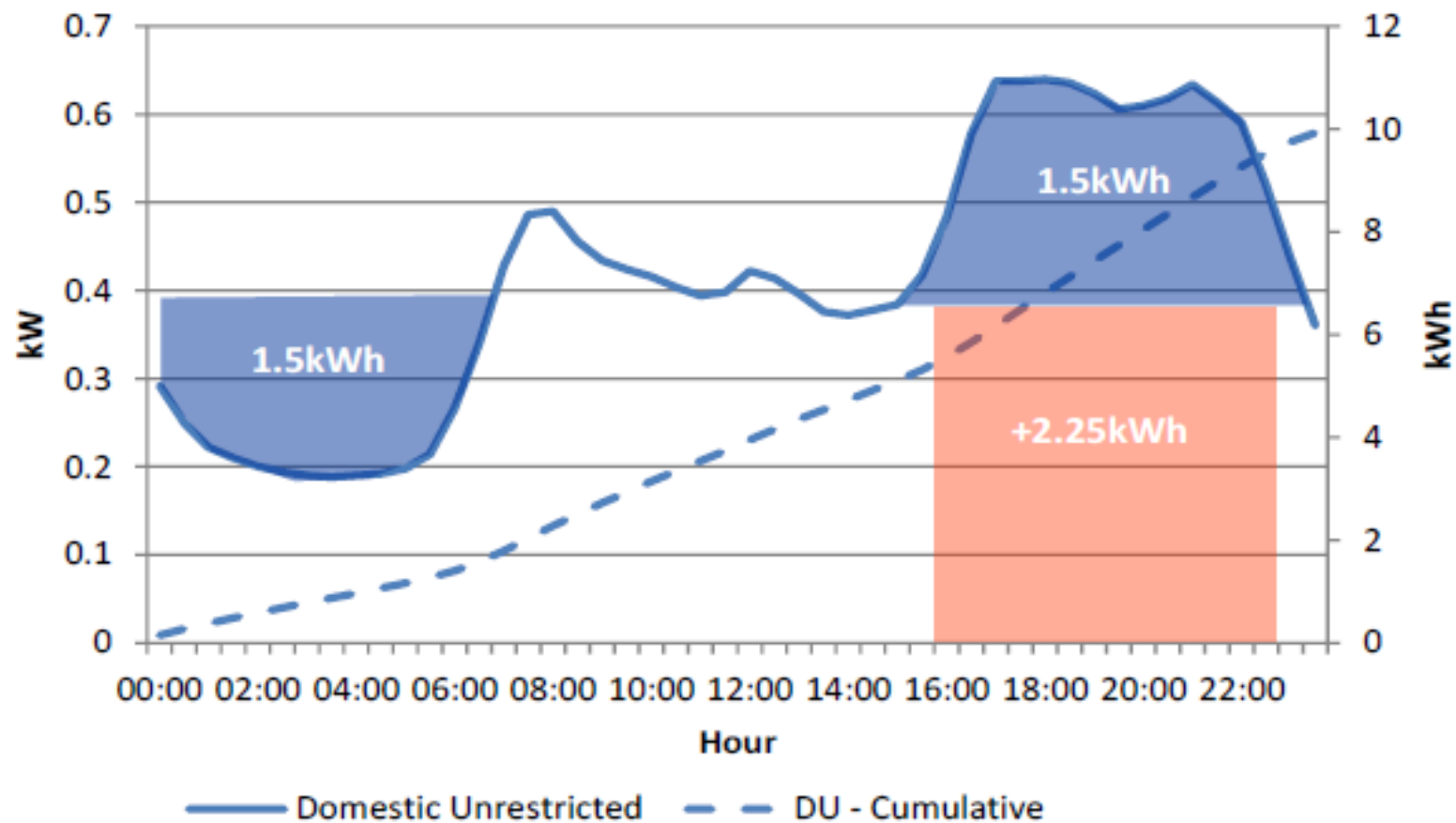
A whole home services platform

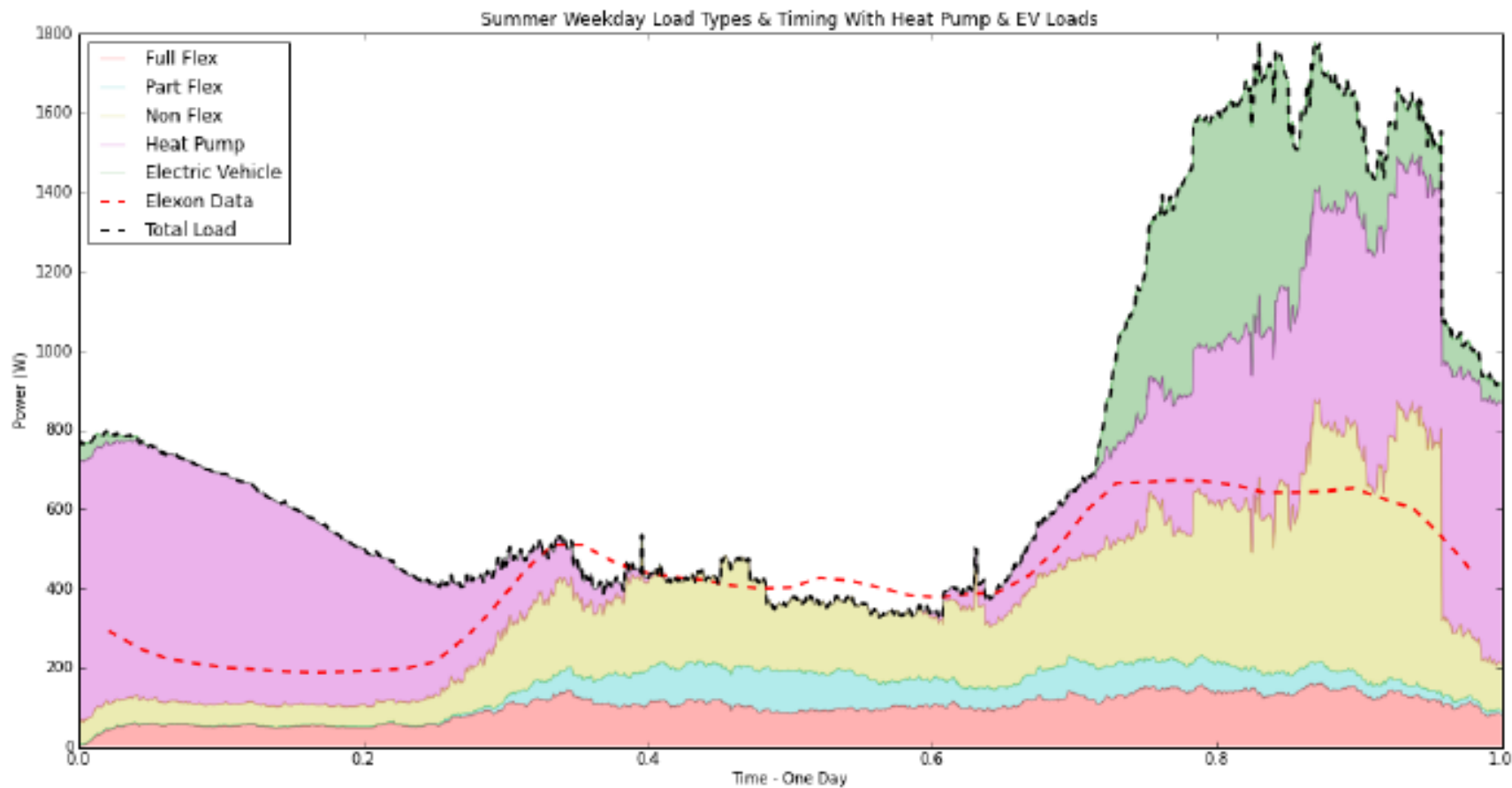


Summer Weekday Load Types & Timing



## Electricity Storage - Removing Peaks







- **Price signals – get the market structure and operation right to get the right price signals to the consumer**
- **Consumer empowerment – allow the consumer to benefit from new technologies, don't lock them out**
- **Automation – don't make the consumer work too hard to realise the benefit**
- **Quality of service – critical to secure consumer buy in**
- **Plan for change – technology will transform this market, utilities & regulators need to keep pace**

# Thank you

All material contained in this presentation is strictly confidential – circulation prohibited

Smart Energy

Smart Home

Smart  
Balancing

Smart Data