

2018 SEE ADRIATIC UTILITY LIVE

OPATIJA, CROATIA
MAY 15TH, 2018



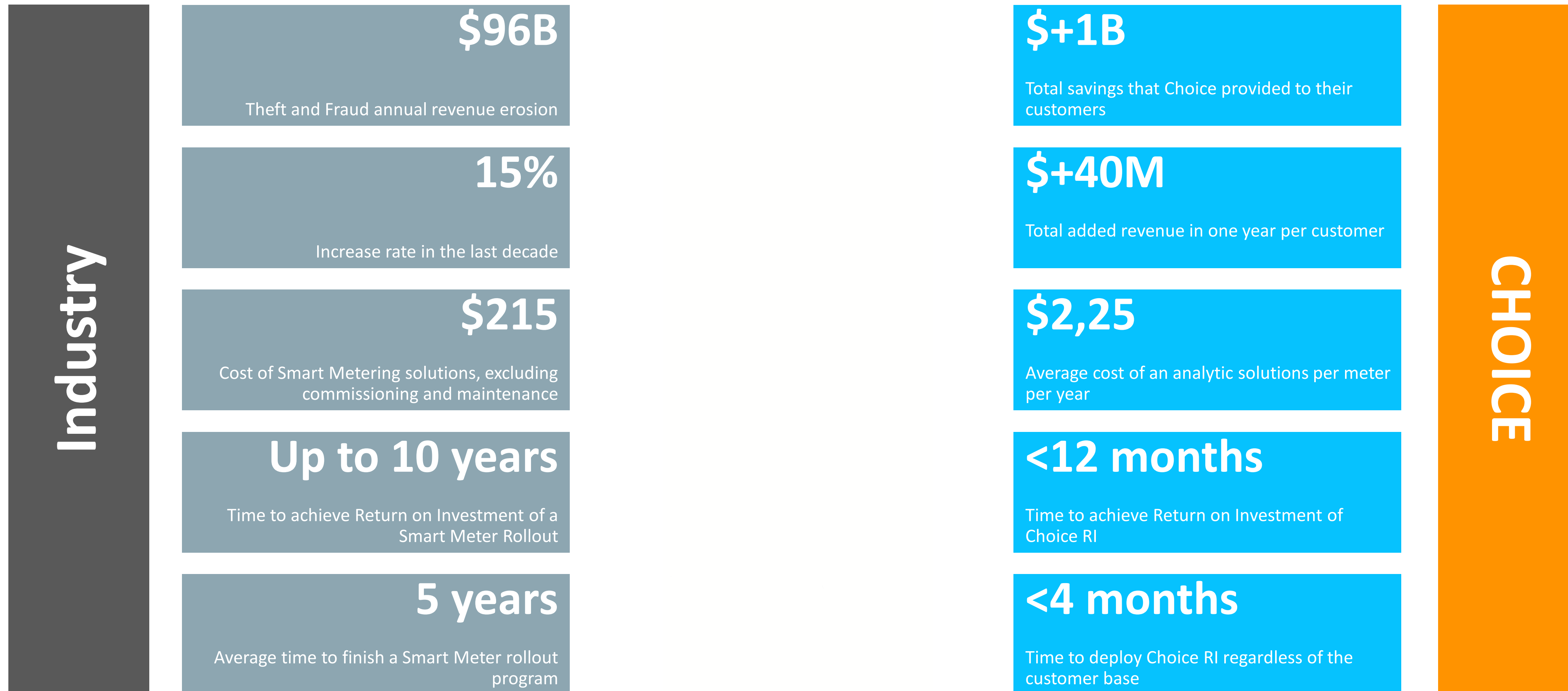
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Sources: World Bank and Electricity Theft and Non-Technical Losses report | Northeast Group ©2017

Being the responsible for revenue assurance is one of the most complex jobs in a Utility ...

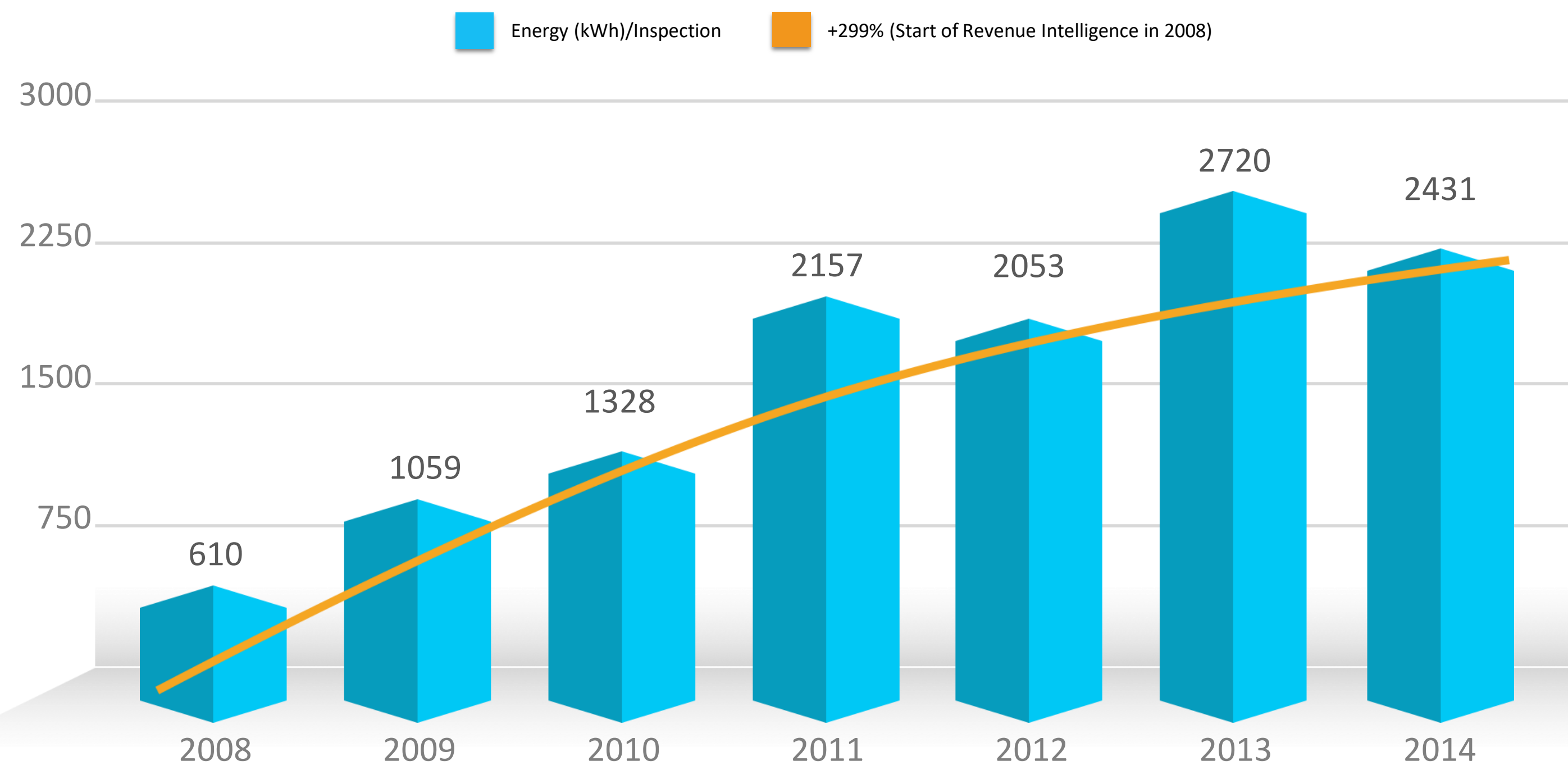
... because human behavior can be unpredictable.

How to find sophisticated, hard-to-detect fraud?
How to help analysts to **OUTPERFORM**?

The answer is **TECHNOLOGY** – AI, Machine Learning, Big-data and Analytics.



4.5 million consumers (2009)
100% increase in Recovered Energy **24 months** past kickoff
150 GWh of additional revenue



EBITDA: USD 40 million per year



EPM (Empresas Públicas de Medellín E.S.P.)



THE BACKGROUND

- A “multi-Latino” business group headquartered in Medellín, Colombia
- Sister companies in Panama, Guatemala, El Salvador, Chile and Mexico
- Provides electricity, natural gas, drinking water and other services
- Over 20 million customers
- Excellent non-technical losses reduction during the previous years using internal resources. An Analytical Platform was a must to sustain the previous efforts and “run the extra mile”.

THE RATIONALE

- Reduce the current non-technical loss index from **9.25% to 8.00%**
- Recover **183 GWh** in lost energy within **5 years**
- Use new information to
 - Develop educational and consumer loyalty programs
 - Support cultural change
 - Garner new intelligence to future investments in Smart Grid

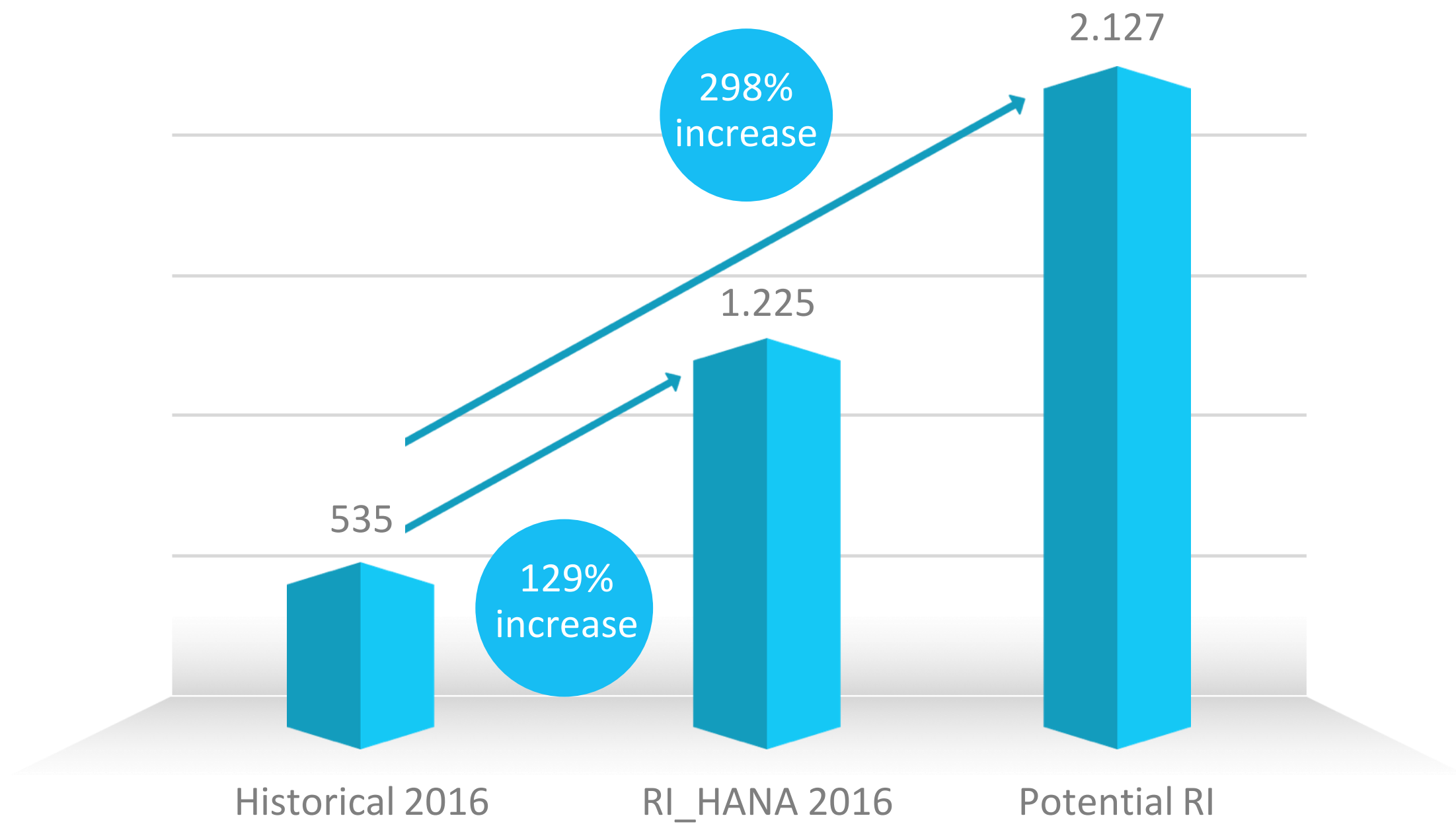
EPM Achievements in 2016



- **Energy Recovered in 2016 increased 129%**
- **Expected annualized value of USD 8M**

Source: Reports obtained via Business Objects HANA

Energy Recovered EPM Group (kWh/fraud)

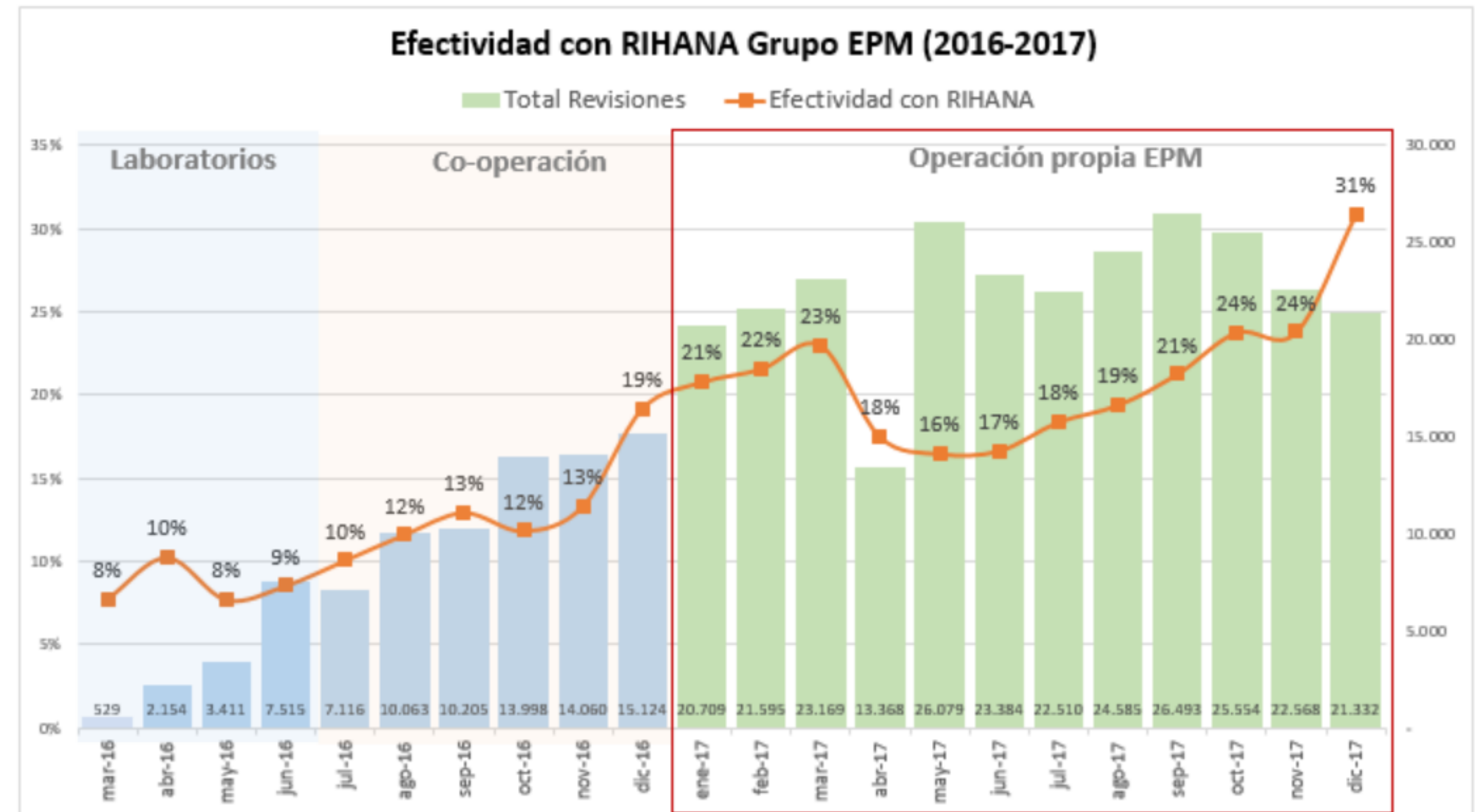




- Increase of **211%** in the effectiveness indicator, compared with EPM historical results

- Increase of **98%** in Energy recovered per fraud

- Source: Reports obtained via Business Objects HANA



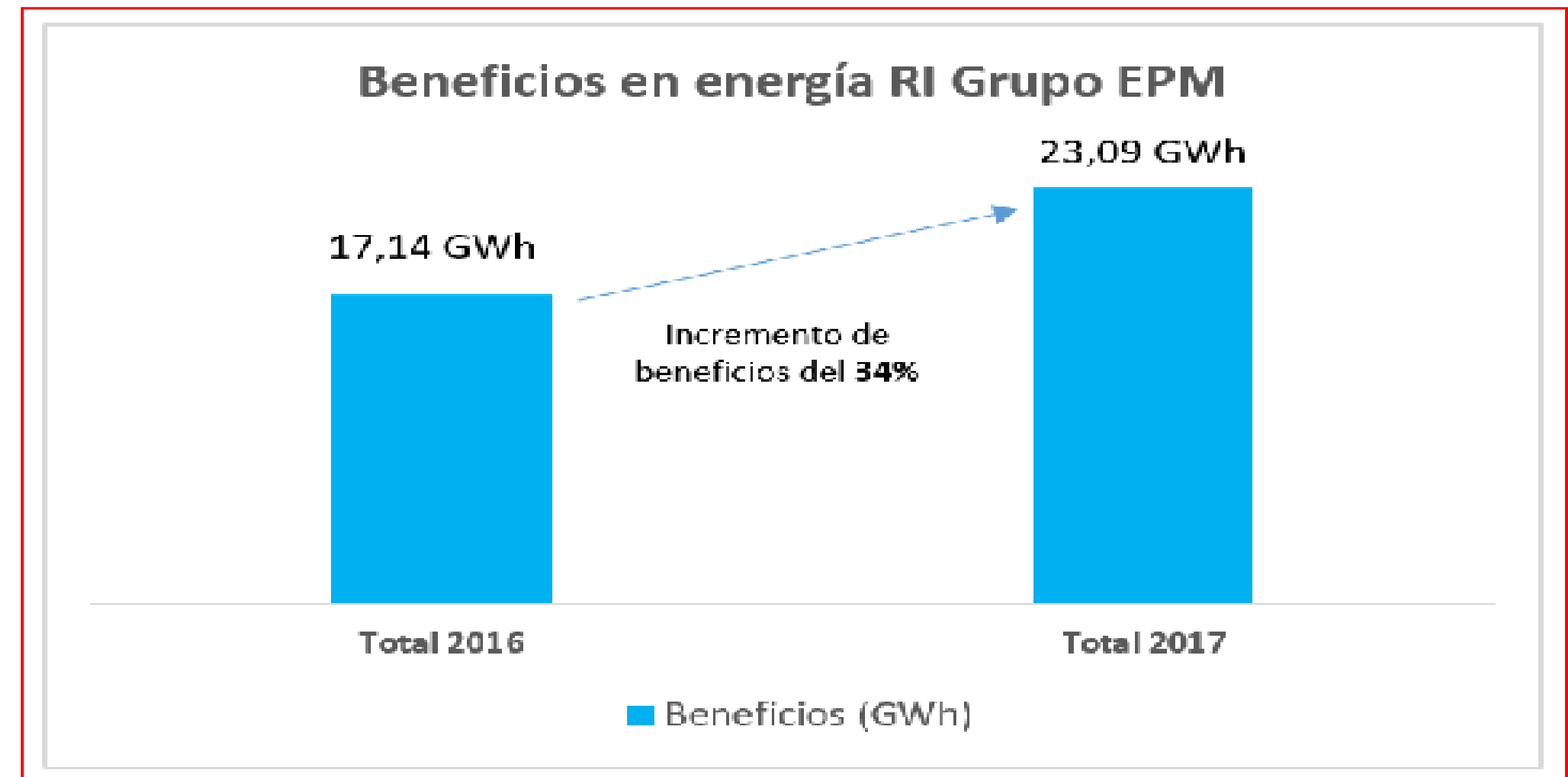
EPM Achievements in 2017



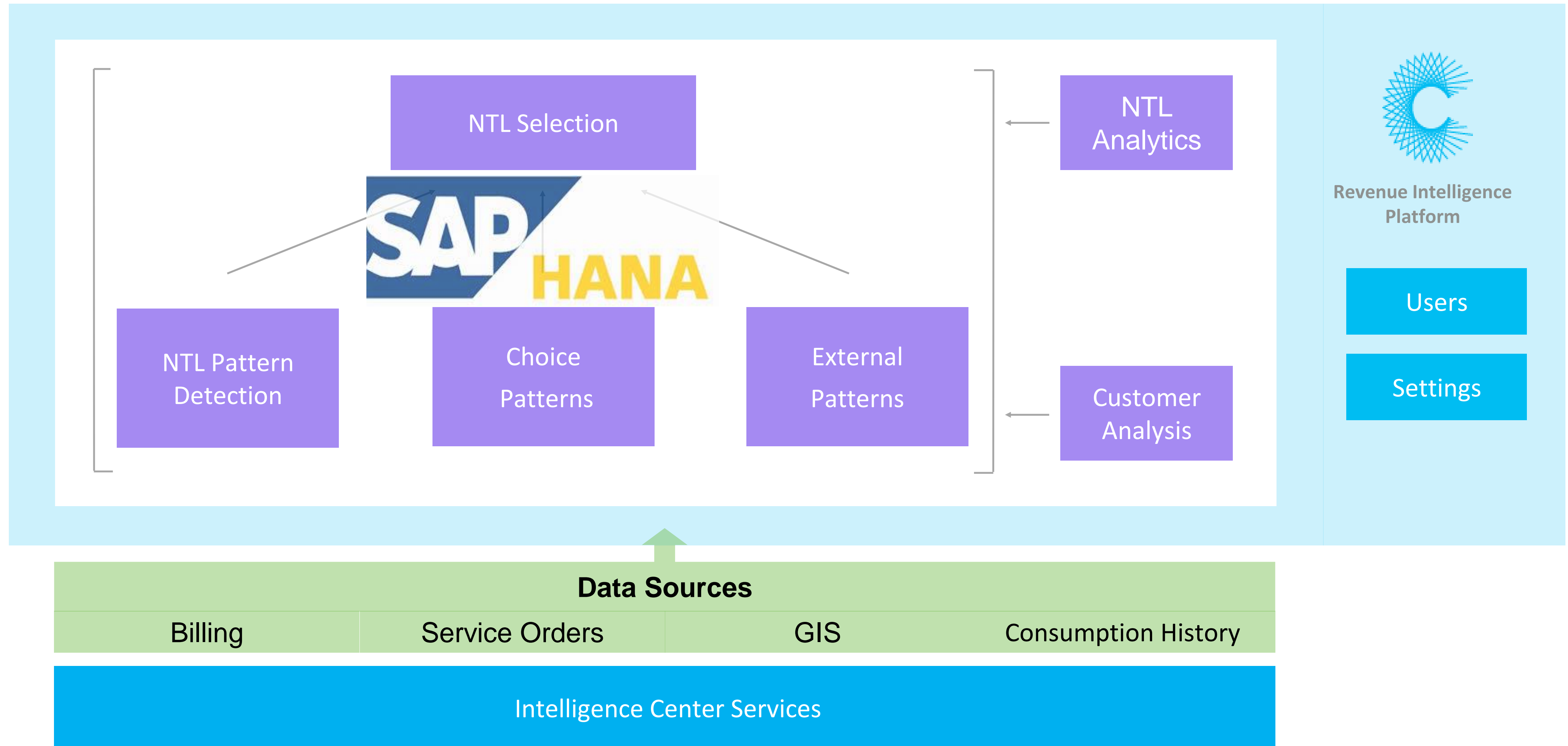
- Increase of **34%** in energy recovery
- Reduced # inspections - **30%**
- Total benefits of project for the EPM Group in 2017:

USD 6.1 million

- Source: Reports obtained via Business Objects HANA









[Global Partnership](#)

- Co-innovation agreement
- First HANA Certified Solution for Utilities
- Pinnacle Awards 2013 Finalist
- Member Start-up Focus Program
- Moving to SCP and the Apps Center





UNIQUENESS

COTS/Bespoke Solution

Modular & Flexible

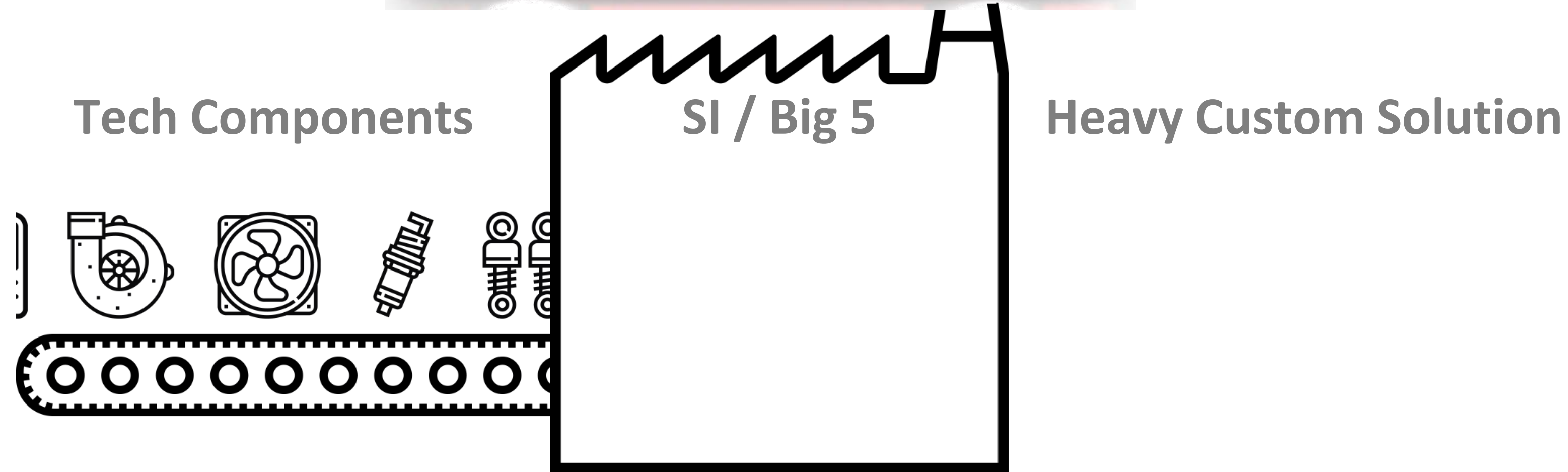
Fast Deploy

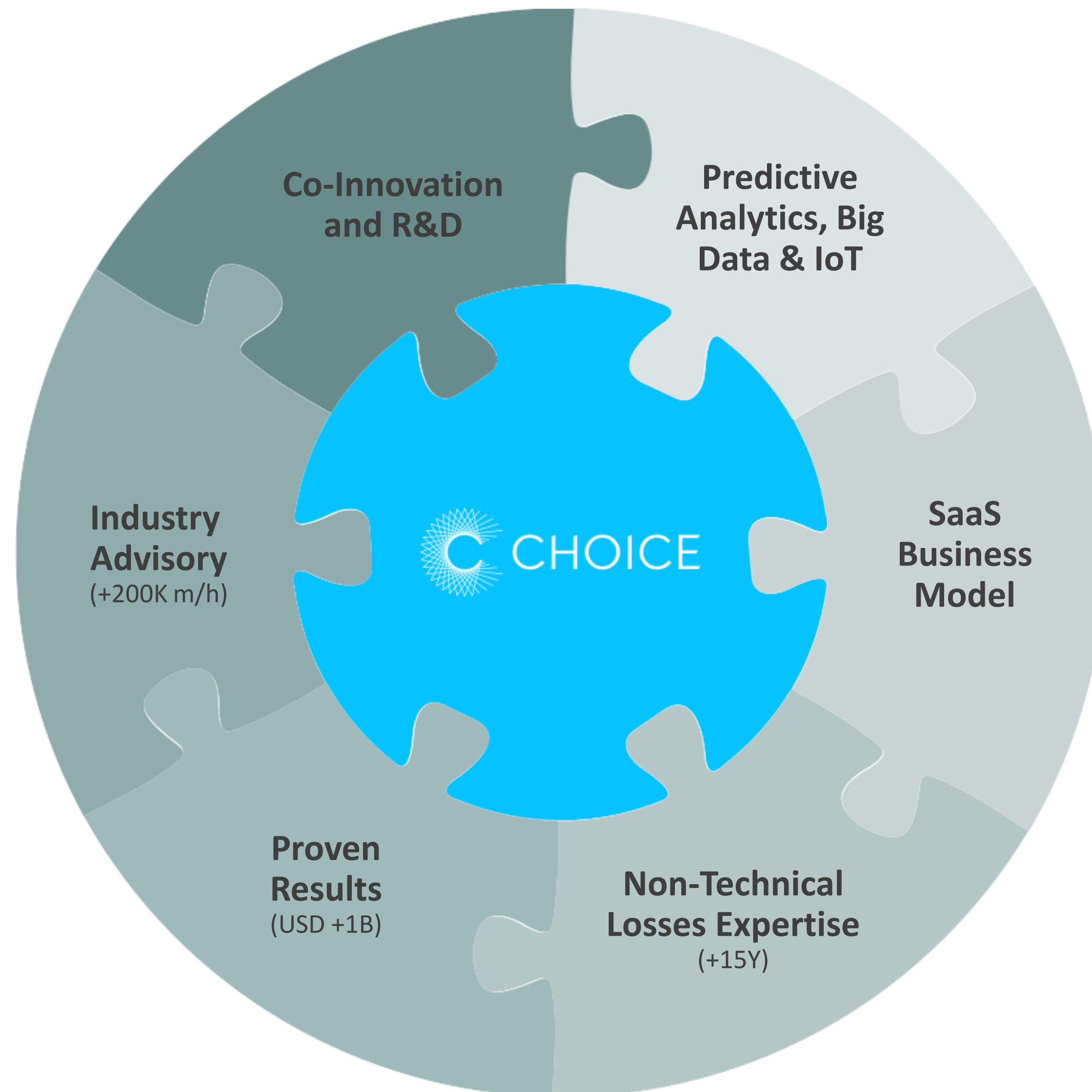


SaaS Business Model

Fast Payback & Reduced TCO

Permanent Roadmap





CUSTOMER TESTIMONIAL

“The project has meant a lot to ENSA. We have implemented things that we thought impossible to achieve. Currently ENSA has a percentage of effectiveness of 34% (finding anomalies in clients or frauds) and we no longer focus on effectiveness but on recovering more energy. We recovered about 100 MVH of energy and there are clients that it would have been impossible to detect without the tool.”

Arnoldo Pineda Portugal

Energy Recovery Engineer in ENSA, Panama (EPM Group)

THOUGHT LEADERSHIP

“In Pure Analytics... the leading vendor focusing specifically on revenue protection is the Brazilian vendor Choice”

Source: Electricity Theft and Non-Technical Losses: Global Market, Solutions and Vendors

The Northeast Group, May 2017

HOW MUCH ARE YOU LOSING, EVERY MONTH?

WHAT IS THE COST OF DOING NOTHING?

WITH CHOICE RI YOU START REALIZING THE VALUE IN A FEW MONTHS

RECOVER M\$ WITH CHOICE RI



TATA POWER-DDL

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