



AN INVESTMENT OPPORTUNITY

COMPANY PROFILE:

MAC Ltd - CRO No: 134242
 Trading as: **GRIDWATCH**
 Industry: Power Utility Sector
 Employees: 4

FINANCIAL:

Capital Seeking: €1-5 M
 Breakeven Forecast: 24 Months

MANAGEMENT & KEY STAFF:

Director, MD: John O'Flaherty
 Director Dev.Mgr: Connor O'Reilly
 Snr. S/W Design: Ed Keane

ADVISORS:

Accountants: **Deloitte.**

OFFICE:

Holland Road, National Technology Park,
 Limerick, V94 7Y42, Ireland

CONTACT INFORMATION:

Contact: Connor O'Reilly
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KEY PRODUCT ATTRACTIONS:

- Kills high-cost drivers
- Deployment simplicity
- Data flow flexibility
- New business wave enabler
- Product Family



Finalist in FREE ELECTRONS
 Global Energy Startup 2018

<https://freeelectrons.org/the-utilities/>

BUSINESS SUMMARY

THE RIGHT PRODUCTS - AT THE RIGHT TIME

"Others analyze the data... GridWatch gets you the data"

'GridWatch collects data on the Power Distribution Network.'

A family of next generation Low voltage and Medium voltage monitoring products sold under the brand name of **GRIDWATCH**

- Enables utilities 'sweat' existing network assets, reducing copper spend
- Reduces outages and penalties, increases capacity and network efficiency
- Supports grid digitization for renewable energy connections and new load demands of customers (eCars, eHeat, etc.)
- Drives a new wave of business opportunities for Power Utilities.

INVESTMENT SOUGHT

€1.5 M



EXISTING CUSTOMERS

PROUDLY WORKING WITH:



Current sales of over €100,000. Ongoing discussions with many more Power Utilities.

INVESTMENT PARTNER

A PARTNER WHERE GRIDWATCH'S REAL-TIME DATA ADDS VALUE TO THEIR BUSINESS

Investment:

- Commercialise pilots and facilitate market growth
- Enable scaling of product to meet market demand.
- Internationalise the business
- Accelerate roadmap of GridWatch product family

MARKET OPPORTUNITY

European Utilities: 2,400

Smartgrid Spend EU: €37.9B (Pike Research)

Smartgrid Spend US: \$125B (BCC Research)

Global Sensor Market: €10.2B

Europe: 37%

USA: 38%

Rest: 25%

EXIT STRATEGY

Trade sale to a major player, or major investor to further drive growth & capital appreciation.

OUR PRODUCTS

Patented Sensor Technology

GRIDWATCH



PRODUCT & SERVICES OFFERING FLEXIBLE, INNOVATIVE, AND COST EFFECTIVE

- Revolutionizes product cost, size and installation effort (¼ the purchase cost and ½ installation effort of equivalent solutions)
- Leading-edge innovation - patented current sensor solutions
- Flexible approach to data flow and management (open data architecture, highest data security, grid-edge processing).

PRODUCT FAMILY

GridWatch-Sensor: Patented current sensors for MV and LV networks

GridWatch-Kiosk: Ground kiosks monitoring, supports up to 12 Feeders

GridWatch-Pole: Pole mounted monitoring. Transformers & Line

GridWatch-Off-Wire: Non-contact fault detection and PQM for MV

COMPETITION & OUR ADVANTAGE

COMPETITORS

Depsys, Eneida, GridKey, as well as larger system integrators such as; GE, ABB & Schneider.

EXISTING PRODUCTS

- Too expensive for mass deployment
- Not IoT ready to support new business opportunities

ADVANTAGE

- Patented sensor technology
- In-house sensor to server solution
- Not tied to an expensive back-end solution

CUSTOMER PROPOSITION

GridWatch products & services:

- Extremely cost effective - enabling mass deployment
- Reduces CAPEX expenditure - allows operators 'sweet' their assets
- Reduces OPEX costs - lowers network outages, reducing penalties
- Lowers CO2 emissions – managing renewable energy supply
- New load demands eCars, eHeat, and load shedding on peak demand
- Supports low tariff offering - by reporting available power capacity (€50M of electricity dumped each year in Ireland)
- Support grid-edge processing – targeting known network faults/problems
- Seamless integration into Utility's own preferred back-end server

KEY DELIVERABLE EXPERIENCE

THE GRIDWATCH TEAM DELIVERS

This sector is characterised and driven by experience, knowledge, and know-how – as well as strong global collaboration.

Connor O'Reilly
MD & Development manager 30+ years delivering volume product solutions to the Power Utility sector.

Dr. John O'Flaherty
Technical Director 35+ years technical project management of multi-national and projects.

Ed Keane
Senior Development Engineer 20+ years experience of software design, & development of wireless systems.