



# We are Imaginative Builders

Startups, Incubators & Corporates join forces with ENGIE to present new solutions at CES 2019.



# ENGIE Partner: Aeromapper, a leader in long range mapping and surveillance UAVs

Sands Expo  
Eureka Park  
Booth 51902



© All Rights Reserved



HQ: Montmagny, France  
CEO: Alexandre Gahide

[www.aeromapper.com](http://www.aeromapper.com)  
@Aeromapper

## THE PITCH

**Aeromapper** is a French innovative fixed-wing long range UAS manufacturer. Operating BVLOS aircrafts, we are specialized in aerial mapping and surveillance solutions for the industry.

The AVEM system, our long range UAS, was one of the first systems to obtain the French BVLOS certification in 2014. It has been entirely developed in-house and provides best performances on the market in its category.

## KEY FIGURES

- 1st BVLOS operator in France.
- +100% turnover growth rate in 2017 and in 2018.
- 27,000 km / 17,000 miles flown in 2018.

## NEWS

- September 2018: After completing a survey of Marcoule nuclear research center (CEA) in 2016, Aeromapper is cleared once more to fly over very sensitive industrial facilities in Chemery, the biggest gas storing facility in Europe.
- June 2018: AVEM system becomes operational for Oil & Gas networks with GRTgaz, the biggest natural gas transport network operator in France - 1,680 km of pipeline inspected during the 2<sup>nd</sup> semester of 2018.
- April 2018: AVEM UAS system reach 1,500 hours flight time.
- December 2017: AVEM UAS is granted extensive flight authorisation over the Democratic Republic of Congo airspace. Infrastructure and Public Works Ministry is currently using AVEM systems to map the city of Kinshasa with an unprecedented precision.

# ENGIE Partner: Atawey, Green Hydrogen Refueling Station Provider

Sands Expo  
Eureka Park  
Booth 51902



© All Rights Reserved



HQ: Le Bourget-du-Lac, France  
CEO: Jean-Michel Amaré

[www.atawey.com](http://www.atawey.com)  
[@atawey](https://twitter.com/atawey)

## THE PITCH

Atawey designs and manufactures green hydrogen refueling stations that generate hydrogen onsite with water and electricity. Our stations offer a solution for local authorities and companies that want to initiate H2 mobility projects and a solution for the deployment of a network of hydrogen refueling stations across territories. Thanks to our decentralized solutions we propose green fuel to deploy a zero emission mobility and offer a recharging time of 3 to 5 minutes for up to 30 hydrogen electric vehicles having 600 km to 800 km range.

## KEY FIGURES

- 15 employees.
- Turnover **x2/year** for the last 3 years.
- 13 hydrogen refueling stations in France, 10 of them with onsite hydrogen production.
- 3 hydrogen energy storage systems for off-grid applications.
- Dual pressure station **35 MPa & 70 MPa**.

## NEWS

- November 2018: Atawey and ENGIE Cofely collaborate in France to propose a leasing solution for hydrogen refueling stations in order to initiate hydrogen mobility projects in cities.
- September 2018: ENGIE and Atawey announce that ENGIE will operate an Atawey refueling station in Chambéry in order to supply in hydrogen a fleet of 30 fuel cell vehicles, starting in October 2019.
- June 2018: Hydrogen refueling station with onsite hydrogen production installed together with ENGIE Cofely at the F1 Castellet Circuit during the French F1 Grand Prix.
- June 2017: Hydrogen refueling station with onsite production installed at ENGIE's customer in Vannes in order to valorize the renewable energy from a building.
- November 2017: 4<sup>th</sup> hydrogen bike fleet deployed with autonomous hydrogen station connected to renewable energy from the solar road in the city of Chambéry.

# ENGIE Partner: Blockchain Studio, crafting products which unleash the blockchain adoption

Sands Expo  
Eureka Park  
Booth 51902




© All Rights Reserved



**BLOCKCHAIN**  
S T U D I O

HQ: Neuilly-sur-Seine, France  
CEO: Corentin Denoeud

[www.blockchain-studio.com](http://www.blockchain-studio.com)  
 @BlockchainStud

## THE PITCH

**Blockchain Studio** is a software company dedicated to accelerating the Blockchain adoption. We strive to increase the knowledge on Blockchain technologies, facilitate the usage and accelerate the implementation of decentralised applications for businesses.

Dojo, the first product, was released in June 2018. It is the perfect tool for training and building a proof of concept.

Rockside is a Blockchain Orchestrator Layer for accelerating the implementation of Blockchain projects, available on SaaS or Self-managed version. Rockside standardises key processes and offers more secured options to help companies to scale their ideas.

## KEY FIGURES

- 10 employees hired in less than six months and 2x staff increase expected in the coming six months.
- 2 locations: Paris & Singapore.
- €1.9M raised with ENGIE.

## NEWS

- January 2019: Opening of the 2<sup>nd</sup> commercial office in Singapore.
- November 2018: Blockchain Studio reveals Rockside Software with a "Launch Customer Program" including major players and startups.
- September 2018: €1.9M raised with ENGIE to boost the development of our applications.
- March 2018: Blockchain Studio incorporation.



# ENGIE Solution: charge&go, easy solution for green mobility in cities

Sands Expo  
Eureka Park  
Booth 51902



HQ: Nantes, France  
CEO: Nicolas Clerc



© All Rights Reserved

## THE PITCH

**charge&go** solution optimizes infrastructure within a city by managing the flow of energy from the source to the bus.

charge&go products are electrical vehicle charging solutions that find and bring the energy from your city directly to the vehicle.

The charge&go products are modular and plug and play which limits the infrastructure needs. The range consists of two products :

- optim', a smart fleet depot charging solution;
- flash, an express charging solution.

## KEY FIGURES

- 1.2 million electric buses on the market worldwide by 2025.
- 20 buses can charge simultaneously.
- 40 buses logged simultaneously to the charging station.

## NEWS

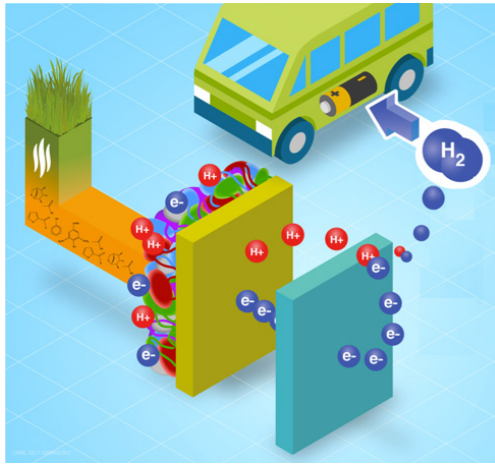
- December 2018: launch of a Proof of Concept.
- October 2018: modeling of the charging station.





# ENGIE Partner: Electro-Active, creating sustainable pathways for clean energy production and agricultural product generation

Sands Expo  
Eureka Park  
Booth 51902



electro-active  
technologies  
reinvest your waste.

HQ: Knoxville, Tenn. USA

CEO: Alex J. Lewis

[www.electroactive.tech](http://www.electroactive.tech)

© All Rights Reserved

## THE PITCH

**Electro-Active Technologies** is a company specialized in the integration of biology, electrochemistry and engineering. It proposes three sets of solutions:

Renewable hydrogen from organic waste (reduce waste, produce clean energy and reduce GHG emissions).

Distributed and scalable production system to adapt to low to high waste volumes.

Soil co-products for sustainable agriculture enabling a circular food value chain.

## KEY FIGURES

- Potential to generate **26** million metric tons of hydrogen from food waste worldwide.
- Impact on GHG emissions reduction by **> 1 Gton/year** CO<sub>2</sub> eq.
- Microbial Electrolysis technology backed by **4** patents.
- Offshoot from **10+** years of R&D at Oak Ridge National Laboratory.
- **2-X** electrical efficiency for hydrogen production compared to water electrolysis.

## NEWS

- November 2018: Electro-Active Technologies invited to participate at CES in collaboration with ENGIE and NREL.
- September 2018: Electro-Active invited to NREL Innovation showcase.
- August 2018: Electro-Active licenses two patents from UT-Battelle.
- July 2018: Electro-Active Technologies newest member of "Energy Mentor Network".
- June 2018: Energy I-Corps program participation.

# ENGIE Solution: Elhom<sup>®</sup>, a one-stop App to manage and promote fieldwork

Sands Expo  
Eureka Park  
Booth 51902



HQ: Nantes, France  
CEO: Yves Mahé

[www.elhom.com](http://www.elhom.com)  
@ENGIE\_IneoFR

© All Rights Reserved

## THE PITCH

Elhom<sup>®</sup> is an innovative App designed and fully owned by ENGIE Ineo, to manage and promote engineering works.

From industry to urban facilities, our technology delivers added value for customer's organization: operational daily efficiency, contract compliance, competitive advantage... Whatever their own mobile environment, your engineering and maintenance teams, will access in real time to updated and required asset information.

Based on SaaS mode, Elhom<sup>®</sup> is totally independent from all major editors in the CAD World (2D, 3D, BIM). A unique and attractive business model for everyone to move to the Digital World !

## KEY FIGURES

- + 1,500 users.
- < 2 years return on investment.
- + 10 % efficiency gains.
- 2 hours for a quick familiarisation with the Elhom<sup>®</sup> App.

## NEWS

- January 2019: Mixed Reality is part of the Elhom<sup>®</sup> road map.
- November 2018: strengthened collaboration with strategic partners (IGS, TFTLabs).
- August 2018: first references in the fields of multi-technical maintenance industry (transportation, car manufacturing, urban facilities...).
- March 2018: ENGIE Ineo awards Elhom<sup>®</sup> for its own digital transformation.
- January 2018: Elhom<sup>®</sup> is launched on 12 underground natural gas storage facilities in France operated by Storengy.

# ENGIE Solution: ENGIE M2M, building global connectivity for the Internet of Thing in Belgium

Sands Expo  
Eureka Park  
Booth 51902



HQ: Heverlee, Belgium  
CEO: Dirk Indigne

[www.engiem2m.be](http://www.engiem2m.be)  
@ENGIEM2M



© All Rights Reserved

## THE PITCH

ENGIE M2M is the official Sigfox operator in Belgium. Its goal is to enable cities and businesses to take full profit from the IoT revolution, to better manage their assets, have a deeper insight in their business or deliver new services to their customers.

ENGIE M2M is a subsidiary of ENGIE.

## KEY FIGURES

- Sigfox network coverage network in Belgium: 99% outdoor, 95% indoor.
- 400,000 contracts sold.
- 1 million messages transit on the network every day.
- Subscription starts from €3/year.

## NEWS

- End 2018: Water-link (Antwerp) chooses ENGIE-Hydroko Joint Venture to connect its smart water meters. By 2020, Antwerp residents will benefit from a smart water meter to remotely check their daily water consumption through the wireless network deployed and operated by ENGIE M2M and based on the Sigfox dedicated IoT connectivity solution.
- March 2018: partnering with ENGIE M2M and other companies, Knokke-Heist turns into a smart city by deploying sixty sensors to have a better insight into traffic, waste management, sound and air quality and water metering.
- End 2017: RIIOT Labs has signed a 100,000 subscriptions contract with ENGIE M2M for its Blue Connect water sensor. Blue Connect analyzes your water 24/7 and notifies the right product to take care of your swimming pool. RIIOT has won the 2017 CES Innovation Award and is available in over 35 countries!



# ENGIE Solution: ENGIE EPS, a specialist in microgrids and energy storage

Sands Expo  
Eureka Park  
Booth 51902



HQ: Courbevoie, France  
CEO: Carlalberto Guglielminotti

[www.engie-eps.com](http://www.engie-eps.com)  
@electropowersys

## HyESS: ONE VERTICALLY-INTEGRATED TECHNOLOGY PLATFORM



© All Rights Reserved

## THE PITCH

**ENGIE EPS** is a technological division of ENGIE which focuses on energy storage systems and microgrids, enabling the paradigm shift in the global energy system towards renewable sources and decentralized energy production. It enables intermittent renewable sources to be transformed into a stable power source.

## KEY FIGURES

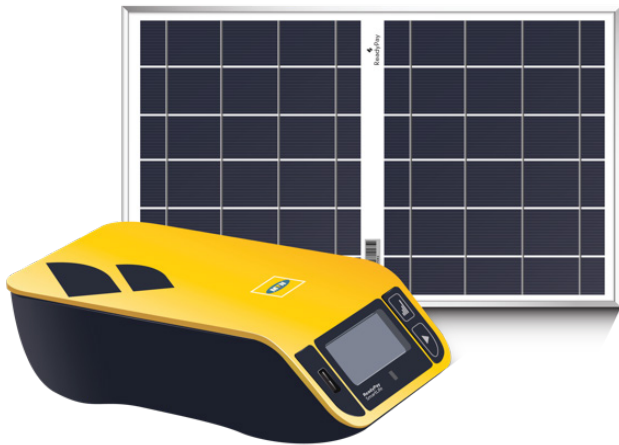
- Installed production capacity of **400 MW** and **47 MWh** of installed storage.
- Systems installed in **23** countries.
- Project backlog of **€77.5 M** at Q3 2018.
- **98** employees worldwide.
- **150+** publications (50% on IEE).
- **500+** trade secrets (90% in registered form).
- **125** patents and applications.
- **82 MW** Microgrid Generation Capacity.
- **77 MWh** Energy Storage.
- **57 MW** Grid-Support Solutions (including utility scale and behind-the-meter solutions).

## NEWS

- October 2018: The Republic of Palau and ENGIE EPS launch ARMONIA - the largest microgrid in the world to pioneer access to affordable and reliable clean energy.
- August 2018: Oversubscription of the €30.3 million capital increase.
- March 2018: EPS is part of the ENGIE Group - a strategic partnership to lead energy transition.
- September 2017: EPS signs a contract with Endesa to build a 20 MW electric battery in Spain.

# ENGIE Solution: Fenix International, Make Access to Modern Energy Universal

Sands Expo  
Eureka Park  
Booth 51902



HQ: Kampala, Uganda  
CEO: Lyndsay Handler

[www.fenixintl.com](http://www.fenixintl.com)  
[@fenixintl](https://twitter.com/fenixintl)

© All Rights Reserved

## THE PITCH

Fenix International is a next-generation energy company, bringing pay-go solar energy, lighting and appliances to off-grid customers across Africa.

Using innovations in digital payments and credit scoring, Fenix now offers customers a path to modern energy for as little as \$0.15 per day. ENGIE acquired Fenix in 2018 with a clear mission to boost development of access to energy in Africa.

Fenix was acquired in April 2018 by ENGIE with a clear mission to boost development of access to energy in Africa.

## KEY FIGURES

- Clean, pay-go energy provided to **300,000+** customers impacting over **1.5 M** people.
- Processing more than **500,000** digital mobile payments per month.
- **700+** employees based in Uganda, USA, Zambia, Côte d'Ivoire, Benin, Nigeria and China.
- Over **15 M** customer data points available to generate a unique energy credit score for Africa.
- Affordable installments starting from **\$0.15/day** over 24-30 months.

## NEWS

- September 2018: Fenix establishes its global headquarter in Kampala, Uganda.
- September 2018: Fenix reaches 150,000 Zambians in 9 months.
- May 2018: Fenix International's inclusive employee ownership programme gives first-of-its-kind pay-out in Africa.
- March 2018: Fenix scales-up clean cookstove sales across Uganda.



# ENGIE Solution: Flashnet, providing inteliLIGHT, a smart & connected street lighting solution

Sands Expo  
Eureka Park  
Booth 51902



© All Rights Reserved



## FLASHNET

HQ: Braşov, Romania

CEO: Lorand Mozes

[www.flashnet.ro](http://www.flashnet.ro)

 @FlashnetRo

## THE PITCH

Flashnet is a fast paced tech company, integrating the latest IT, energy and telecommunications technologies into HW&SW solutions, creating and implementing intelligent systems for smarter cities and better infrastructures.

Flashnet proposes inteliLIGHT® to its customers, a complete street lighting remote management system with in-depth grid management and optimization tools.

ENGIE acquired Flashnet in July 2018.

## KEY FIGURES

- InteliLIGHT® can improve energy savings up to **35%**, and slash maintenance costs up to **42%**.
- More than **150,000** street lights managed individually in more than **40** countries.
- **50+** passionate employees.

## NEWS

- November 2018: Over 7 years of continuous collaboration between Flashnet and Saudi Delta Co. have now reached a new threshold - with 600 lighting panel control and monitoring units installed in Riyadh (Saudi Arabia) in Q3 2018.
- July 2018: SIRECLED, a producer of LED professional lighting, chose inteliLIGHT® LoRaWAN™ for a highway lighting project in Greece. 4,395 street lighting poles were installed over a 300 km distance, using 30 base stations.
- July 2018: inteliLIGHT® smarts up street lighting grids with 1NCE connectivity.



# ENGIE Partner: HomeBiogas, Turn your household organic waste into cooking gas & liquid fertilizer

Sands Expo  
Eureka Park  
Booth 51902




© All Rights Reserved

## HOME BIOGAS®

HQ: Beit Yanai, Israel

CEO: Oshik Efrati

[www.homebiogas.com](http://www.homebiogas.com)

 @Home\_Biogas

### THE PITCH

HomeBiogas proposes an off-grid system that generates clean energy without any electricity and allows its users to properly treat their household waste! The system produces up to two hours of cooking gas every day solely from your food scraps or animal waste.

### KEY FIGURES

- 4,500 units sold in 90 countries.
- \$1.3M revenues in 2018.
- \$7M raised to date.
- 30 employees.

### NEWS

- November 2018: HomeBiogas is awarded Israel's National Energy Globe Award 2018, for focusing on energy efficiency, renewable energies and the conservation of resources.
- July 2018: ENGIE takes a minority stake in HomeBiogas.
- May 2017: HomeBiogas is awarded a prestigious grant from Horizon2020, the biggest European Union Research and Innovation Program to reduce food businesses energy and waste disposal charges.
- August 2016: Postcode Lottery Green Challenge Finalist 2016, one of the world's largest competition for sustainable entrepreneurship.





# ENGIE Solution: Icomera, The Connected Journey

Sands Expo  
Eureka Park  
Booth 51902



© All Rights Reserved

## icomera

A company of ENGIE

HQ: Gothenburg, Sweden

CEO: Karl-Johan Holm

[www.icomera.com](http://www.icomera.com)

 @icomera

## THE PITCH

Icomera is working to create a world that is safer, more efficient and more environmentally friendly. The Connected Journey is a revolution in transport powered by a new generation of digital infrastructure. Icomera is helping power The Connected Journey with its high-performance wireless Internet connectivity and a range of services that run seamlessly through this connectivity, to deliver a better public transport experience for passengers. Icomera's products are deployed on rail, road and sea, serving millions of Wi-Fi users every week across the globe and providing high-speed access for fleet tracking and mission-critical onboard systems.

Icomera has been acquired by ENGIE Ineo in May 2017.

## KEY FIGURES

- 28,000 trainsets, buses and coaches connected with Icomera solutions globally.
- 8 M+ Wi-Fi users every month.
- Active in over 40 countries.
- 200 employees based in 7 offices.
- 15+ patents within mass transit connectivity.

## NEWS

- September 2018: Greyhound selects GoMedia and Icomera to deliver onboard entertainment to its U.S. bus fleet.
- May 2018: Deutsche Bahn continues deployment of Passenger Wi-Fi on its regional trains using Icomera Technology.
- February 2018: FlixBus awards Icomera contract to deliver next-generation Wi-Fi and Infotainment to passengers.



# ENGIE Partner: InnoEnergy, the innovation engine for sustainable energy across Europe

Sands Expo  
Eureka Park  
Booth 51902



© All Rights Reserved



HQ: Eindhoven, The Netherlands  
CEO: Diego Pavía

[www.innoenergy.com](http://www.innoenergy.com)  
[@InnoEnergyEU](https://twitter.com/InnoEnergyEU)

## THE PITCH

**InnoEnergy** is the innovation engine for sustainable energy across Europe.

We support and invest in innovation at every stage of the journey – from classroom to end-customer.

We believe that Europe has all the necessary resources to create a fully sustainable energy industry. Our role is to bring them together.

## KEY FIGURES

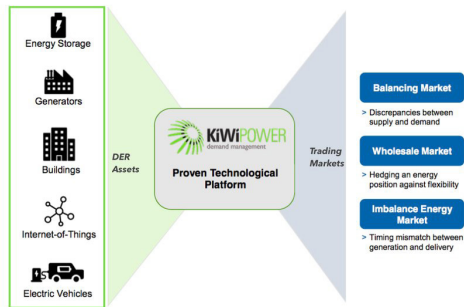
- 8 energy-related thematic fields.
- 22 shareholders.
- 400+ project partners across Europe.
- 200 early start-ups supported.
- €117 M external investment raised by start-ups.
- 94 innovation projects supported, with 77 patents filled.
- 700 graduates from our Master School.

## NEWS

- October 2018: InnoEnergy start-ups have created 1,741 jobs and have brought energy access to 56,000 people in developing countries.
- October 2018: Clean Air Challenge report by InnoEnergy and Deloitte - Smog reduction could save European citizens €183 bn by 2025.
- September 2018: InnoEnergy launches global electric storage call for start-ups with a €100,000 cash prize.

# ENGIE Partner: KiWi Power, unlocking new revenues with smart electricity management

Sands Expo  
Eureka Park  
Booth 51902



HQ: London, UK

[www.kiwipowered.com](http://www.kiwipowered.com)

[@kiwipowered](https://twitter.com/kiwipowered)

© All Rights Reserved

## THE PITCH

KiWi Power provides best in-class Demand Management solutions, enabling our global customers and partners to manage their electricity consumption in a sustainable fashion.

It relies on three specific solutions: an innovative and low-cost hardware platform device is installed at the customer's site and provides a range of metering and control functions. It relies on KOMPv2, an operational platform, that helps connect millions of assets to run any Demand Response, Constraint Management or Energy Efficiency program. Finally - a client platform, specifically designed for the end-user, gives access to live and historical metering data and threshold alarms.

ENGIE invested in KiWi Power in 2015 and in 2018.

## KEY FIGURES

- 993 MWs managed, across 11 countries.
- £6.75m revenues in 2017.
- 50 employees.

## NEWS

- October 2018: KiWi Power develops a portable version of its Demand Response enabling hardware, the KiWi FRUIT, designed to be temporarily installed on a client's site to measure the electrical load on the site's high-demand assets and to provide an accurate availability report that will provide a more reflective view of the overall Demand Response potential.
- June 2018: Plessey, a leading developer of optoelectronic technologies and manufacturer of solid-state lighting products, opens a new 2 MW behind-the-meter battery storage solution installed at its flagship manufacturing and R&D site in Plymouth, Devon (UK). The project was completed by KiWi Power.

# ENGIE Solution: Livin', smarter infrastructure for better cities

Sands Expo  
Eureka Park  
Booth 51902



© All Rights Reserved



HQ: Paris, France  
CEO: Vincent Vandenberghe

[www.livin.engie.com](http://www.livin.engie.com)  
@ENGIEInnovation

## THE PITCH

Designed to meet the needs of city infrastructure operators, **Livin'** is a software system that goes beyond data aggregation to provide efficiency for urban environments and helps engage with citizens. Connect your infrastructure, operate your services in real time, and plan long-term scenarios. We are currently making traffic smoother in Niterói and Florianópolis, Brazil. We're helping people find parking in La Baule, France. And we're getting citizens in Bari, Italy, to avoid and prevent air pollution. What can we do for you?

*"Niterói is a great example of a smart city. Thanks to ENGIE's technology, we're advancing sustainable mobility"* - Axel Graef, Deputy Mayor of Niterói.

## NEWS

- Livin' has just been integrated into another traffic management system in Florianópolis, Brazil, to repeat the success of its work in Niterói. We're now working on expanding to include other urban infrastructure like connected street furniture and public lighting networks.

## KEY FIGURES

- 500,000 inhabitants in Niterói and a fleet of 250,000 vehicles.
- 30% reduction in traffic jams in the center of Niterói.
- ENGIE installed 60 km optic cable fiber, 190 cameras, and updated 190 traffic lights in 10 critical areas of the city and connected them to the platform.

Together, they change the duration of lights and monitor flow, smoothing traffic and slashing petrol consumption, commuting lengths, air pollution and road accidents.

# ENGIE Partner: Nokia, Wireless PON brings Gigabit broadband to homes and business using 60 GHz 802.11ad wireless

Sands Expo  
Eureka Park  
Booth 51902

# NOKIA

HQ: Espoo, Finland

CEO: Rajeew Suri

[www.networks.nokia.com](http://www.networks.nokia.com)

[@nokia](https://twitter.com/nokia)



## THE PITCH

**Nokia Wireless PON** is a tool that any operator can use to meet demand for Gigabit speeds quickly.

The solution uses WiGig (60Ghz 802.11) to drive gigabit speeds to end users. It relies on existing fiber networks for high-speed infrastructure while using wireless technology to connect homes and businesses. Since it uses unlicensed spectrum, WiGig is available to any operator and offers the same robust, and secure performance that consumers expect from their broadband provider.

Wireless PON, brings the benefits of Gigabit services to more consumers sooner.

## KEY FIGURES

- 1/4<sup>th</sup> of fiber to the home upfront costs.
- -50% lower Total Cost of Ownership (25 years).
- 1Gbps Aggregate at 100m from the access point.

## NEWS

- October 2018: Nokia is awarded the Broadband Award in Amsterdam.
- October 2017: Nokia first demonstrates its Wireless PON solution.

# ENGIE Partner: Nokia, Solar Connected Bike project

Sands Expo  
Eureka Park  
Booth 51902



© All Rights Reserved

## NOKIA

HQ: Espoo, Finland

CEO: Rajeev Suri

[www.bell-labs.com/programs/le-garage/](http://www.bell-labs.com/programs/le-garage/)  
@NokiaGarage

### THE PITCH

**Solar Connected Bike** is a green, co-mobility, connected transportation solution. It enables individuals, local communities and professionals to reach urban, suburban and even isolated areas.

Solar Connected Bike promotes individual well-being (healthy lifestyle mixing personal and professional usage) by adapting the electric assistance with the checkup data collected. It also helps optimize resources and can even generate new jobs.

Green co-mobility is at the core of Nokia's Open Innovation Eco-System.

### KEY FIGURES

- Electric bike market to grow at a CAGR of **3.1%** to reflect a value of more than **US\$ 27 Bn** by the end of 2027 (Source: Future Market Insights).
- Electric bike market: **28** European countries and **13 M** units produced in the EU (Source: CONEBI, the Confederation of the European Bicycle Industry).
- High employment perspectives: today only **800** SMEs involved representing **90,000** Jobs in that industry (Source: CONEBI, the Confederation of the European Bicycle Industry).

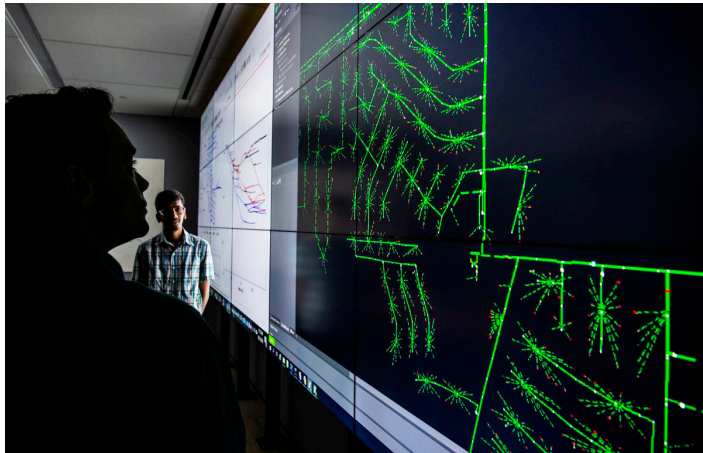
### NEWS

- 2<sup>nd</sup> semester 2019: Nokia SCB Connected Tour: 9,000km / 90 Days / 19 Countries.
- February 2019: Open Innovation focus with "The SCB Project Book" during the Mobile World Congress.
- January 2019: ENGIE Partnership for Open Innovation at CES, Las Vegas.
- November 2018: 5G Smart Event at Nokia Paris Saclay.
- October 2018: Collaborative Innovation Trophy Participation.



# ENGIE Partner: NREL, NREL researchers provide solutions to today's energy challenges

Sands Expo  
Eureka Park  
Booth 51902



© All Rights Reserved



HQ: Golden, Colo., USA  
Director: Martin Keller

[www.nrel.gov](http://www.nrel.gov)  
 @NREL

## THE PITCH

**National Renewable Energy Laboratory (NREL)** is the U.S. Department of Energy's (DOE's) primary national laboratory for renewable energy and energy efficiency research. From scientific discovery to accelerating market adoption, NREL deploys its deep technical expertise and unmatched breadth of capabilities to drive the transformation of our nation's energy resources and systems. NREL's innovations span the spectrum of clean energy, renewable electricity, and energy efficiency. The laboratory is home to three national research centers—for solar, wind, and bioenergy—and several programs that advance cutting-edge research in areas such as strategic energy analysis and energy systems integration.

## NEWS

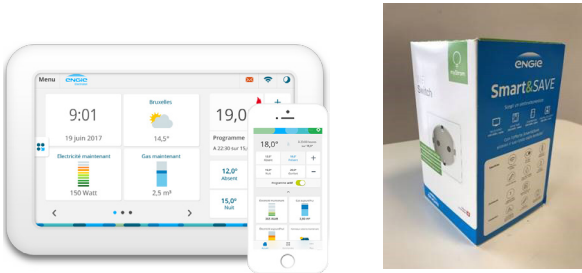
- October 30: New Mobility Paradigms Influence Electric Vehicle Charging Requirements.
- October 30: NREL, Wells Fargo Innovation Incubator (IN<sup>2</sup>) Announce New Participants.
- October 23: NREL to Lead \$5 Million Initiative to Reduce Energy Use and Increase Energy Efficiency of Major Transportation Hub.
- October 22: NREL, SDG&E Collaboration Expands Resiliency in Borrego Springs, Yields Nationally Scalable Results.
- October 4: NREL Inks a Future for Perovskites.

## KEY FIGURES

- 2,200 staff from 70 countries.
- FY18 research investment exceeded \$410 million in business volume.
- 817 active partnerships with industry, universities, foundations, and governments.
- Nationwide economic impact (FY17) exceeded \$1 billion.

# ENGIE Solutions for the connected home

Sands Expo  
Eureka Park  
Booth 51902



HQ: Paris, France

Leaders: Amaury Lamarche, Aissa Belaid

[www.engie.com](http://www.engie.com)



© All Rights Reserved

## THE PITCH

Because we, at ENGIE, believe that home is the starting place for feelings, we imagine, develop and operate added value services to improve the quality of life of our customers. By connecting over the air our energy and maintenance services with smart home appliances of our partners (thermostats, solar inverters, boilers, plugs, electric vehicles,...), we monitor, simplify energy, and trigger events to save money.

## KEY FIGURES

- +21 million energy contracts worldwide.
- +2 million home services contracts, mainly in Europe.
- +€20 Bn revenue in B2C retail.
- Presence in 12 countries.
- +10% of customers equipped with a smart home device with +20% AAGR.
- Use cases already deployed in 5 European countries.

## NEWS

- November 2018: ENGIE Electrabel launches UP - added value services for the BOXX device, voted 2018 Product of the Year in Belgium.
- September 2018: ENGIE Home Services launches EIDERIS - a disruptive all-inclusive boiler offering in France with Honeywell.



# ENGIE Partner: StreetLight Data, Enables Smart Transportation Networks of Tomorrow – Today

Sands Expo  
Eureka Park  
Booth 51902



Measuring how  
people, bicycles  
and cars interact  
virtually anywhere.

Plan smarter now

© All Rights Reserved



HQ: San Francisco, CA., USA  
CEO: Laura Schewel

[www.streetlightdata.com](http://www.streetlightdata.com)  
 @StreetLightData

## THE PITCH

StreetLight Data processes billions of geospatial data points to measure how pedestrians, bicycles, cars and other modes interact.

Our data is transforming mobility and urban planning, enabling transportation networks that are more efficient, sustainable and safe.

From solving congestion to optimizing new infrastructure to planning for autonomous and electric vehicles – our analytics enable the smartest decisions you'll make.

ENGIE took a minority stake in StreetLight Data in 2016.

## KEY FIGURES

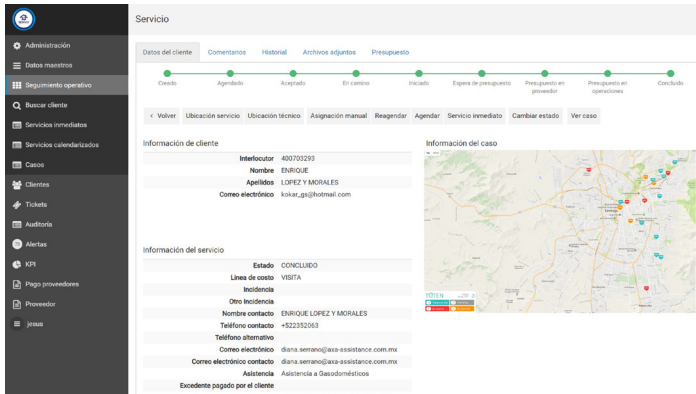
- StreetLight InSight®, the world's 1st SaaS platform for mobility measurement, enables more than 1,500 projects globally every month.
- 60 billion new location records processed every month < (note, no period after month).

## Q4 2018 NEWS


- Developed industry-first multimodal measurement techniques for bikes, pedestrians, and ride share/delivery driving.
- Unveiled StreetLight AADT, accurate on-demand traffic counts for 4 million miles of U.S. roadway.
- Launched road analytics and origin-destination scanner for all North American roads.
- Adopted as agency-wide shared data measurement platform by 4+ state Departments of Transportation.

# ENGIE Partner: Tuten, field service management at the tap of a finger

Sands Expo  
Eureka Park  
Booth 51902



HQ: Santiago, Chile  
CEO: Roi Amszynowski

[www.tuten.cl](http://www.tuten.cl)  
 @TutenChile

© All Rights Reserved

## THE PITCH

Tuten helps large corporations digitize customer experience and field service processes, increasing workforce productivity and improving service levels with automation.

Tuten was born at MIT's innovation center and uses sophisticated technologies such as machine learning, real time processing algorithms and AI to provide an holistic solution for its clients.

At CES, we will showcase the process by which a customer can request a service online, how the workorder is assigned to a service provider and how the service is finally executed.

Tuten is supported by ENGIE Factory, the ENGIE Incubator in Chile.

## KEY FIGURES

- 2 countries of operations: Chile and Mexico.
- +500K users under management.
- +100K processed services.
- +\$5M in funding.
- 4 core modules: Customer Experience, Field Service, Dispatch Center and Business Intelligence.

## NEWS


- December 2018: Tuten and Microsoft sign strategic agreement to co-sell field service solutions across Latin America.
- November 2018: Tuten launches its improved Marketplace Platform in Mexico.
- September 2018: Tuten recently launches a new platform to manage ENGIE Mexico's and Axa Assistance Program with already more than 130K active users.

# ENGIE Partner: UnaBiz, massive Internet of Things enabler

Sands Expo  
Eureka Park  
Booth 51902



HQ: Singapore, Singapore  
CEO: Henri Bong

[www.unabiz.com](http://www.unabiz.com)  
 @UnaBizIoT

© All Rights Reserved

## THE PITCH

UnaBiz is an end-to-end Internet of Things (IoT) solutions company dedicated to accelerate the adoption of IoT worldwide.

As the exclusive network operator of Sigfox's low-power wide-area network (LPWAN) in Singapore and Taiwan, UnaBiz is the first IoT dedicated network operator in Asia to roll out a nationwide IoT network.

UnaBiz helps businesses collect and analyse data from millions of devices, allowing them to maximize the efficiency of their resources and increase productivity, by facilitating detection and control of anomalies, accelerating resolution or even preventing them entirely. Our objective is to help businesses realize the true value and full potential of IoT.

## KEY FIGURES

- 50 employees in Singapore and Taiwan.
- Sales in 25 countries.
- 500+ devices available.

## NEWS

- October 2018: UnaBiz and Soracom launch the 1<sup>st</sup> Sigfox Monarch development kit.
- August 2018: UnaBiz raises US\$10 million from KDDI/Soracom and ENGIE.
- June 2018: UnaBiz awarded "Most Promising IoT Networking Platform".

