Corporate Presentation

January 2012
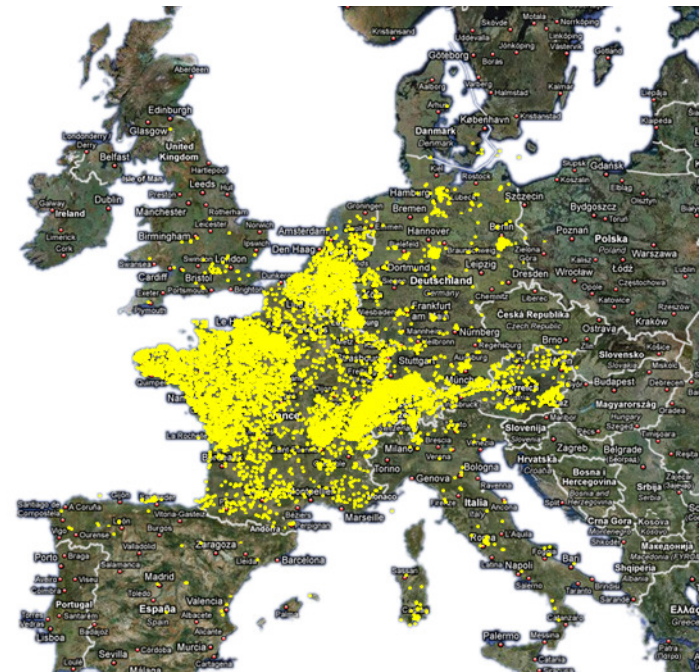
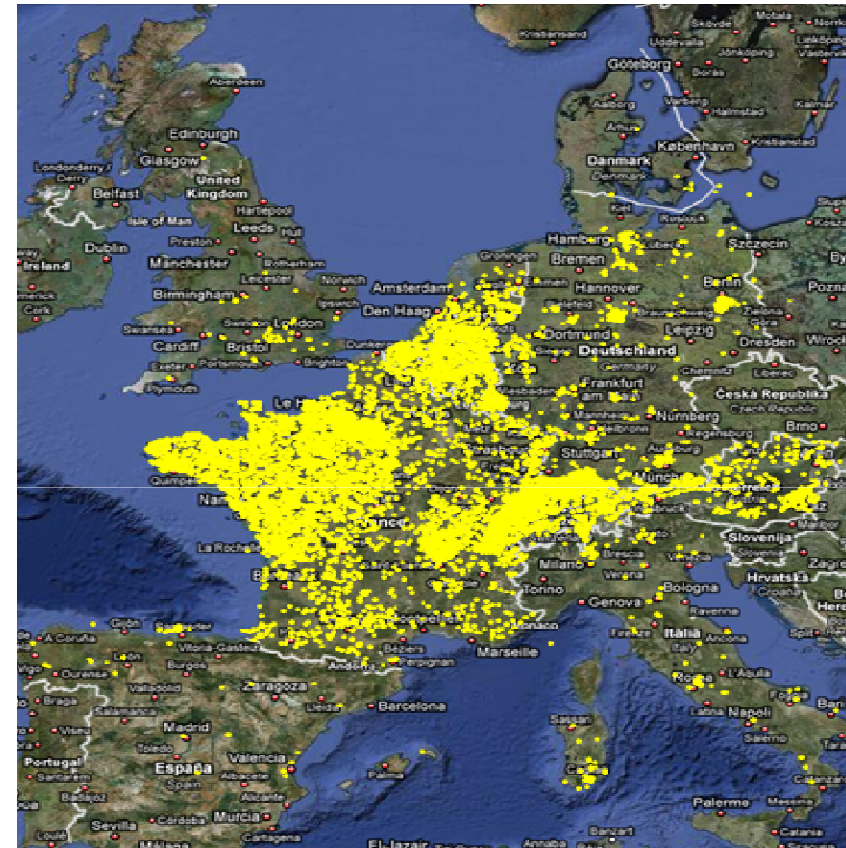# Silentsoft

- Silentsoft is an M2M (machine to machine) operator offering a turn key solution including HW, field services for installation and maintenance, mobile subscriptions, handling and storing data, and offering a web based client portal for easy access and setting alerts.

- Silentsoft is a European leader for remote stock management (tanks, meters, waste and silos) and analyzing global energy consumption in buildings. Silentsoft operates more than 30'000 sites in over 12 countries.

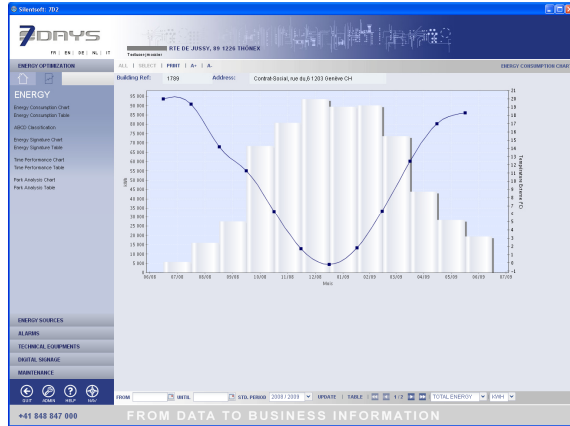- The business model is based on high volumes and low cost.

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Silentsoft - M2M service provider
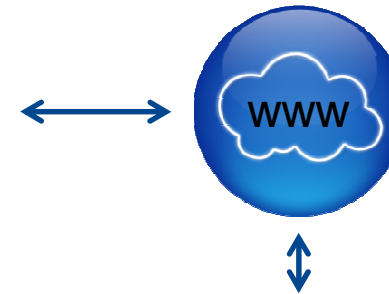# A turn key solution

❶ Business Data

❷ Web Services

❸ Internet Distribution

Services Web
SOAP

Portail client
navigateur web

WWW

❹ IT Infrastructure

Servers
and
Control

Gas Meter

❻ HW

❺ Mobile Subscription

Database
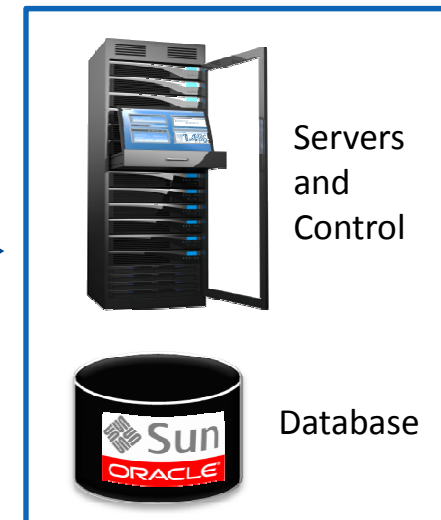
❼ Field Services

Click to reveal. Mouse disappears when finished.

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7days web services features

- Internet portal
  - ▶ Access via web browse, no SW added
- SMS and email alerts on consumption
- Graphs and statistics
  - – Downloadable to Excel format
- Capturing consumption of every meter
  - – Including sub-meters
  - – Identifying water leakages
- Calculation of energy certificates
- Calculation of building energy signature
- Comparison between a set of buildings
- Technical Equipment analysis
- Data updated on a daily basis
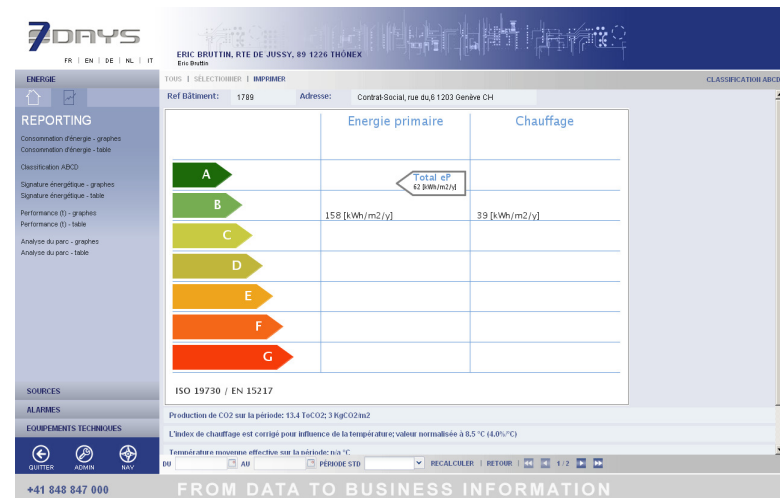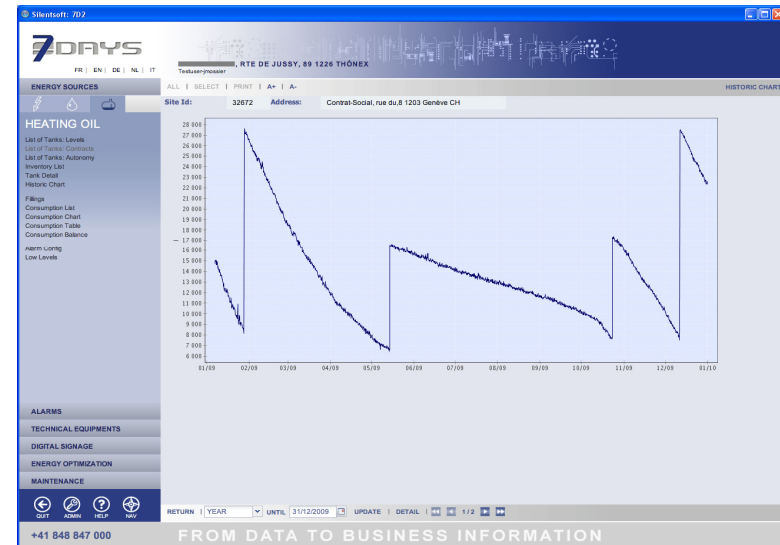
Key Specific Advantages

- 10 years experience in telemetry services:
  - 3rd generation hardware(4th generation this quarter)
  - Dedicated customer service to large accounts
  - More than 30'000 active sites give critical mass offering competitive prices (subscription and hardware).

- « Turnkey Solution », send us the address, you receive the data on line 4 to 6 weeks later.

- The GSM M2M node is developed on a standard Java platform, this allows to connect a whole range of meters and sensors.

- Business model based on low costs and high volume.

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Vendor Managed Inventory

Enabling you to manage stocks, optimize deliveries, reduce logistic costs and increase customer satisfaction:

- Stock information is available on a web portal
  - No need for any IT investment, only need for a web browser
  - Multi level access, for you and your end customer
  - Data captured every hour and sent on a daily basis or once every two days pending subscription
- Email and SMS alerts are sent once critical stock levels are reached (customized)

Silentsoft offers a « turn key » solution, adapted to all kinds of stocks

Energy Optimization in Buildings

- Capturing consumption and stock levels:
 - Energy sources: electricity (main and sub consumption), water, gas,

- Setting energy certificates in buildings
  - Capturing buildings energy signatures, energy certificates, comparison between buildings.

- Analysis of technical equipments:
  - Detailed analysis of the boiler, visualize the boiler settings vs. the captured temperature, check if there are different settings during certain time zones, analysis of hot water distribution efficiency etc...
  - Analysis of the hot water system
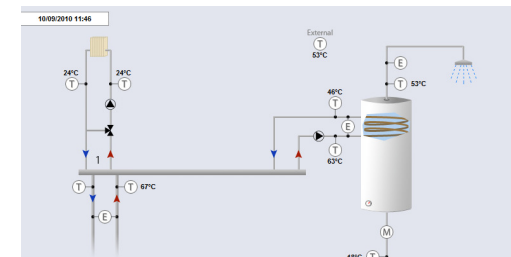
Conclusion

- Silentsoft has 10 years experience in M2M solutions
    - Dedicated HW and Field Services
    - Dedicated Customer Service for large accounts
    - Dynamic internet portal
    - Operating 30'000 sites over 12 countries

- A turn key solution
    - Send us the address, we can have the data within 4-6 weeks
    - Quick ROI (major customers have already reduced truck visits by 50%, building owner have reduced energy consumption by 15%),
    - Possibility to rent the enablers (HW, Subscription, Web Services and field services) to access the data