



Asia-Pacific

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Regional footprint

- Leading supplier in Asia-Pacific with longstanding tradition
- Presence in all major markets

Regional highlights

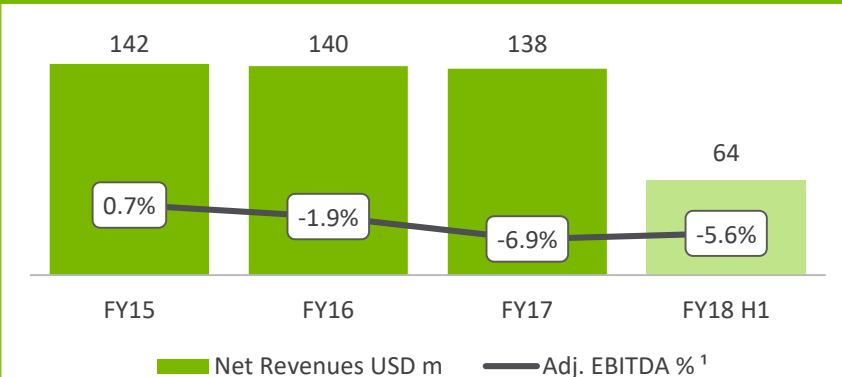
- **#1 in electricity and gas metering in Australia and New Zealand**
 - Metering supply agreement in place with intelliHUB / Acumen Joint Venture to serve #1 electricity retailer in Australia
- **Smart metering contracts in targeted growth areas Australia, Hong Kong and India**
 - intelliHUB, Australia – 120k AMI meters, and growing on back of Power of Choice regulation
 - CLP, Hong Kong – 400k AMI meters delivered, full rollout over next 7 years
 - Tata, New Delhi – largest smart metering canopy project 500k endpoints
- In China, focusing on selected market segments where we are competitive: electricity grid metering and high quality heat metering

Asia-Pacific revenue will grow as key markets gather pace

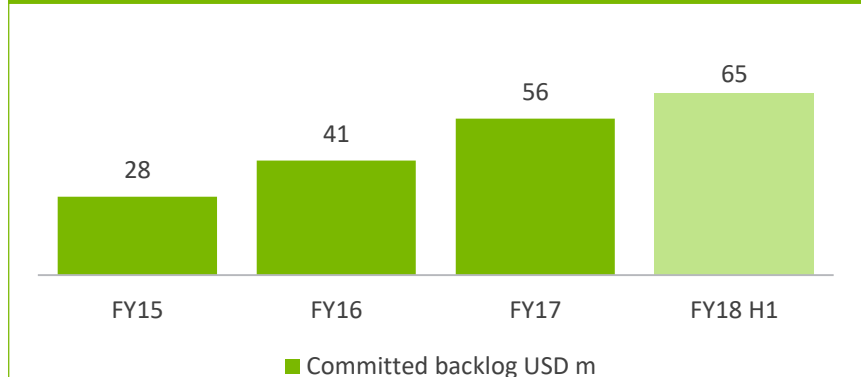
Performance

- Revenues remained flat in recent years, due to temporary market weakness
 - in Australia due to introduction of Power of Choice regulatory changes
 - In India and SEA due to slower uptake of smart metering
- Investments in intelliHUB managed services business in Australia impacted Adj. EBITDA
- USD 65m committed backlog at the end of FY18 H1 shows upward trajectory

Revenues and profitability



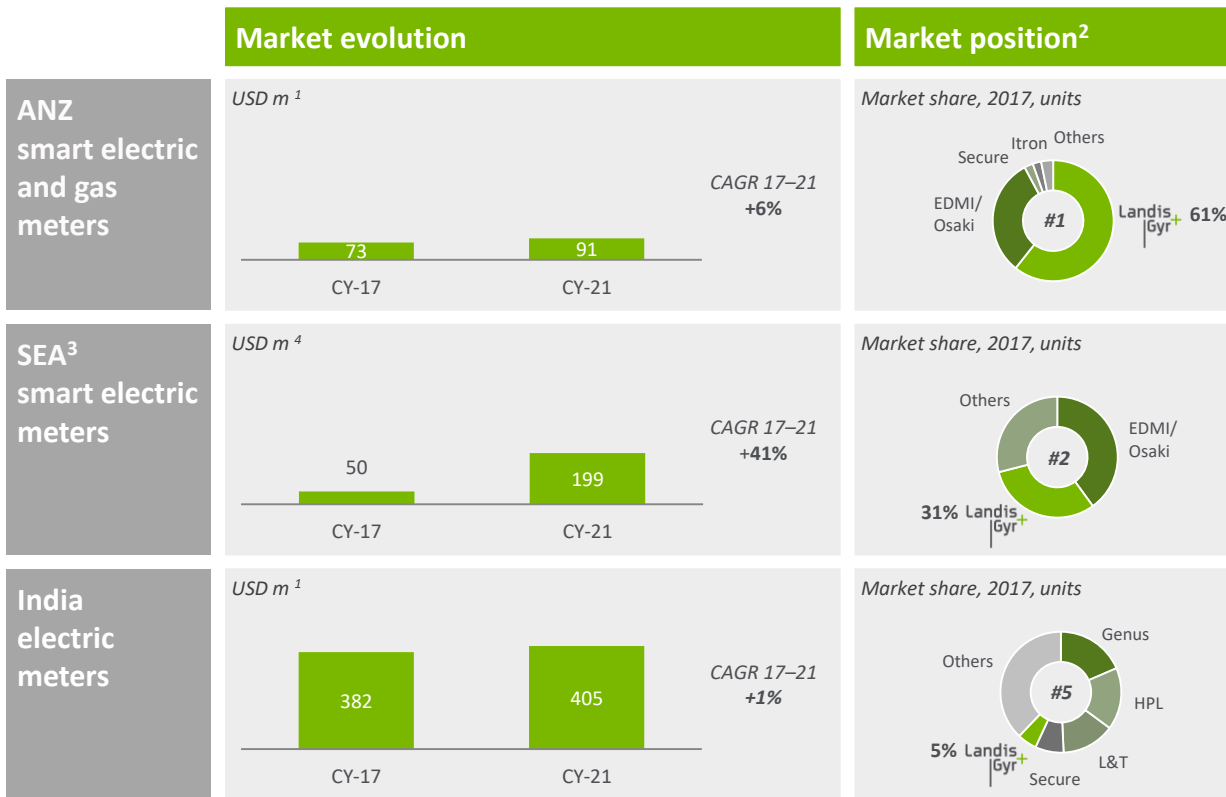
Committed backlog



1. Following the adoption by the Company of ASU 2017-07 relating to defined benefit pension scheme costs, Adj. EBITDA has been revised up by USD 0.1m in both FY15 and FY17 as all pension income and expenses other than service costs are now reported under "Other income (expense)"

Asia-Pacific growth comes from transition to smart metering and emerging grid edge intelligence applications

- ANZ growth largely driven by the shift to **smart electricity metering** leading to **grid edge intelligence** in Australia under Power of Choice
- Various **smart electricity metering** opportunities in **SEA** countries (i.e. Hong Kong, Malaysia)
- Transition towards **smart prepayment** in electricity metering in **India**
- Strong **commitment of Government of India** to drive smart electricity metering market

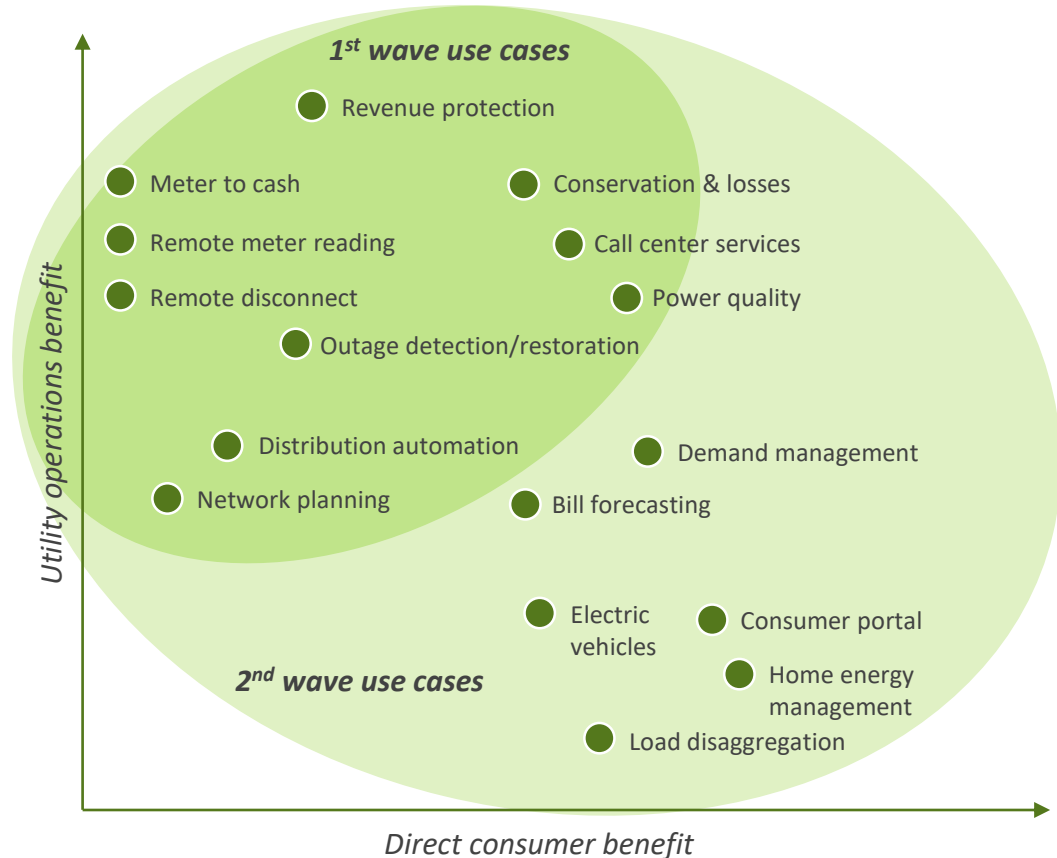


1. IHS Markit (2018)
2. Frost & Sullivan (2018)

3. SEA: Bangladesh, Brunei, Hong Kong, Indonesia, Malaysia, Pakistan, Philippines, Singapore, Thailand, Vietnam
4. Landis+Gyr internal company estimates (2018)

Asia-Pacific use cases driven by market maturity

- As smart metering deployments in mature countries develop we see emerging emphasis on grid edge intelligence
- Focus on consumer engagement services such as demand response, home energy management (HEM), and load analysis/disaggregation
- New deployments require both 1st and 2nd wave use cases



ANZ | Leveraging our strong local presence to capture additional grid edge intelligence opportunities



Australia and New Zealand

- 12m + 2m endpoints (Australia, New Zealand)
- Retailer-led rollout under Power of Choice in Australia (outside of Victoria)
- 2nd wave in New Zealand to start in 2023

Market development and customer needs

- Smart electric meter volumes in Australia driven by government-led programs to enable consumer engagement
- Early smart metering deployments in New Zealand nearing end of life, moving to refresh

Our priorities and how do we win

- **Maintain** electricity and gas metering market **leadership** by leveraging our **strong local presence** with **exceptional customer relationships** and access
- Provide **grid edge intelligence solutions** enabling new use cases

Proof point of new use cases beyond smart metering: intelliHUB JV



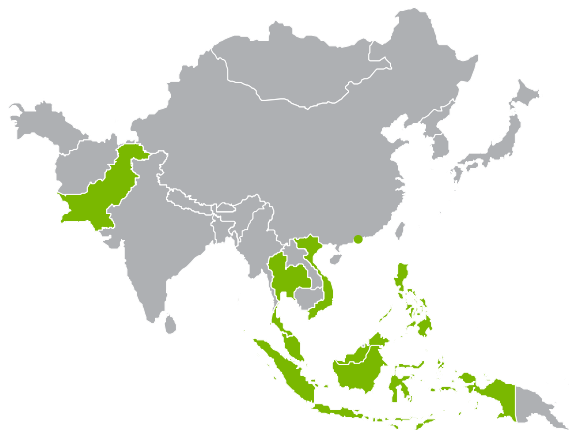
intelli**HUB**

Offering intelligent hardware and smart applications in grid edge together with partners

Use Cases:

- Management of distributed energies at the home (solar)
- Demand management
- Bill prediction
- Consumer engagement
- Home energy management
- Load disaggregation

SEA | Targeted smart metering growth, leveraging our reference deployment, strong brand and advanced technology offering



SEA – focus countries

- Hong Kong
- Indonesia
- Malaysia
- Pakistan
- Philippines
- Thailand
- Vietnam

Market development and customer needs

- Significant areas of growth in smart metering
- Large investments in energy infrastructure and significant energy reforms
- Customer needs range from metering (e.g. prepay) to grid edge intelligence

Our priorities and how do we win

- Become the **leading smart metering solutions** provider by **leveraging our proven offering**
- Gaining customer access through our **strong Landis+Gyr brand**, together with our extensive distributor network
- **Explore** adjacent grid edge intelligence applications with **targeted** pursuit of **opportunities**

Proof point of new use cases beyond smart metering: CLP

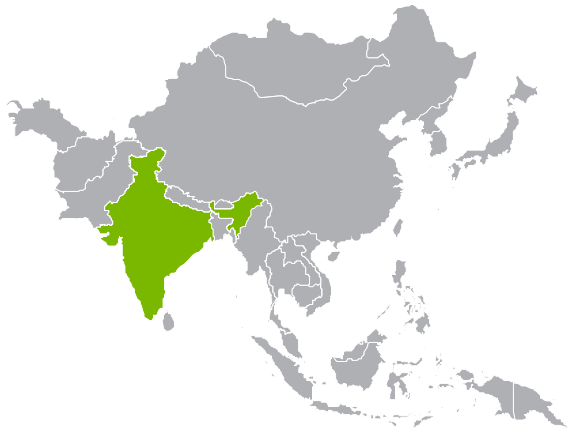


Proven scalable smart metering solution supporting CLP's Smart City vision for Hong Kong

Use Cases:

- Demand management
- Consumer engagement
- Outage management

India | Strongly positioned to exploit market transition to smart metering



India

- Government of India has set up, and is strongly backing a framework to drive smart prepayment metering

Market development and customer needs

- Significant power sector reforms
- Utilities needs move from smart metering (e.g. reducing non-technical losses, improving revenue collection with prepayment) to grid edge intelligence (e.g. grid stability)

Our priorities and how do we win

- **Lead the smart metering evolution** through our **strong local presence** and **industry engagement**
- **Leverage the Tata Power deployment**, showcasing our proven and localised solutions offering for future smart metering opportunities
- **Capture new revenue** streams in **grid edge intelligence applications** such as distribution automation, analytics, distributed energy resource management

Proof point of new use cases beyond smart metering : Tata Power



Communication canopy to enable distribution automation (DA), and smart infrastructure application in addition to smart metering

Use Cases:

- Reliable energy supply
- Distribution automation
- Network management
- Consumer engagement

Moving forward: margin improvement and positioning for long-term growth

Return to profitability

The key measures to bring Asia-Pacific region back to profitability are on track and already producing first results

Reduce operating cost base

- Re-position intelliHUB managed service business
- Right sizing the organisation structure

Improved margin quality

- Product cost down programs for high volume AMI products (India, Australia, Hong Kong)
- Optimisation of manufacturing by shifting of activities from Australia to China

Differentiation as a competitive advantage

- Leverage **our leading brand** and **strong local presence**
- Leverage our **reference deployments in Hong Kong and India** (demonstrating our proven ability to deliver) to capture emerging growth across the region
- Offering a **full scalable, standards based smart metering solutions**, enabling capabilities in grid edge intelligence such as distribution automation
- Deliver **flexible solution models** to meet different customer demands including owner operate, Software-aaS, Data-aaS

Our reference deployments coupled with a strong focus on improved profitability position us well in a growing smart metering market in Asia-Pacific