

# Agenda

- India Energy Challenges
- From Smart Grids to Smart Cities to Beyond
- Trilliant Introduction
- Summary

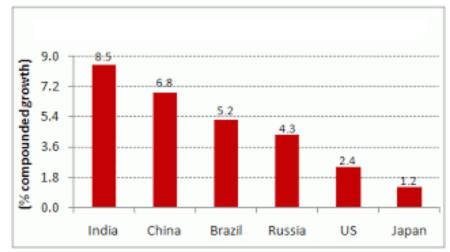




### **Growing Demand in India**

- The power system in India has roughly quadrupled over past 20 years, its rate of growth among the fastest in the world.
- India's 1.3B residents currently have a per-capita use of electricity of ¼ the global average
- 79M households yet to be electrified
- The region's GDP growth is expected to increase by an average 8% annually, driven by economic development, urbanization and industrialization
- By 2030 total demand for electricity in India is forecast to increase by 400%
- T&D Losses costing country \$16B USD per year
- Aggressive government initiatives....RE and EV growth, loss reduction, electrification

#### **Projected Real GDP Growth 2007-2050**

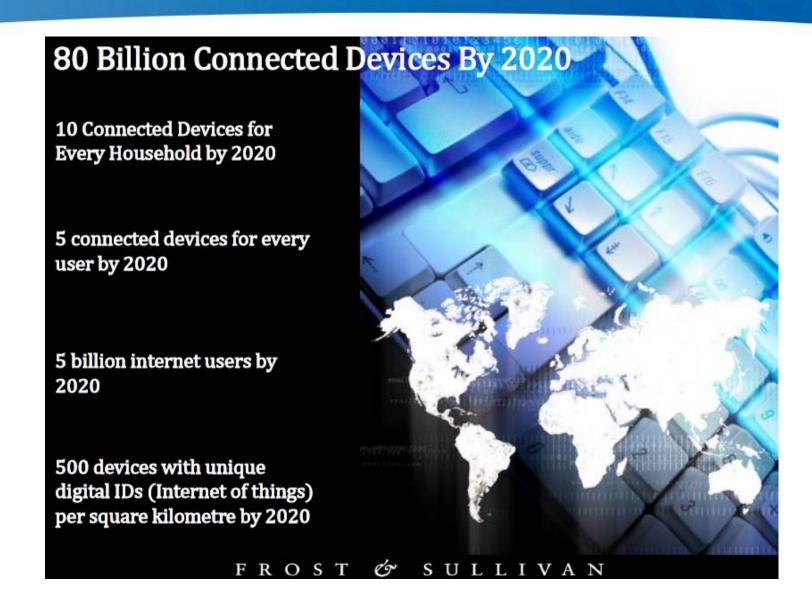








# Planning for the Long Term will Pay Off

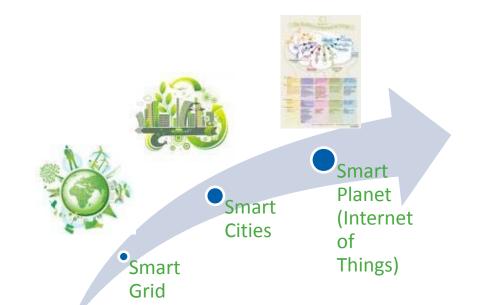




#### **Game Changing Economics**

- Smart Metering is often the beginning of the "smart grid" journey
- A robust communications infrastructure lays the foundation for future smart city and IoT applications
- When planned properly, the utility and/or government can create significant long term value by leveraging the infrastructure for multiple applications





#### **Opportunity**



**Shared Cost** 



New Revenue Streams



Improved ROI





## Trilliant: Proven Global Energy Innovation

Providing Smart Grid Communications Solutions for 30 Years

#### **Silicon Valley Innovation**

- HQ in Silicon Valley
- Operations in the US,
  Canada, Latin America,
  Europe and Asia
- Deep Industry Expertise
- Over 35 industry patents

#### **Award Winning Platform**

- End-to-End wireless communications platform applicable worldwide
- Multi-tiered solution supports variety of smart city and IoT applications















## Summary

#### Smart Investment Can Solve Unique Challenges & Create Long Term Value

- India has unique and pressing challenges.....there is no one-size-fits-all approach
- Smart energy applications can provide immediate benefits...help India to address demand growth, losses, and energy security
- **Begin with the end in mind.....** The communications infrastructure could be leveraged for future smart grid, smart city and IoT applications. "Cheaper" is not always cheaper in the end.





# Thank You

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