



Smart Cities Global Solution Platform: driving value through a connected and interoperble city.

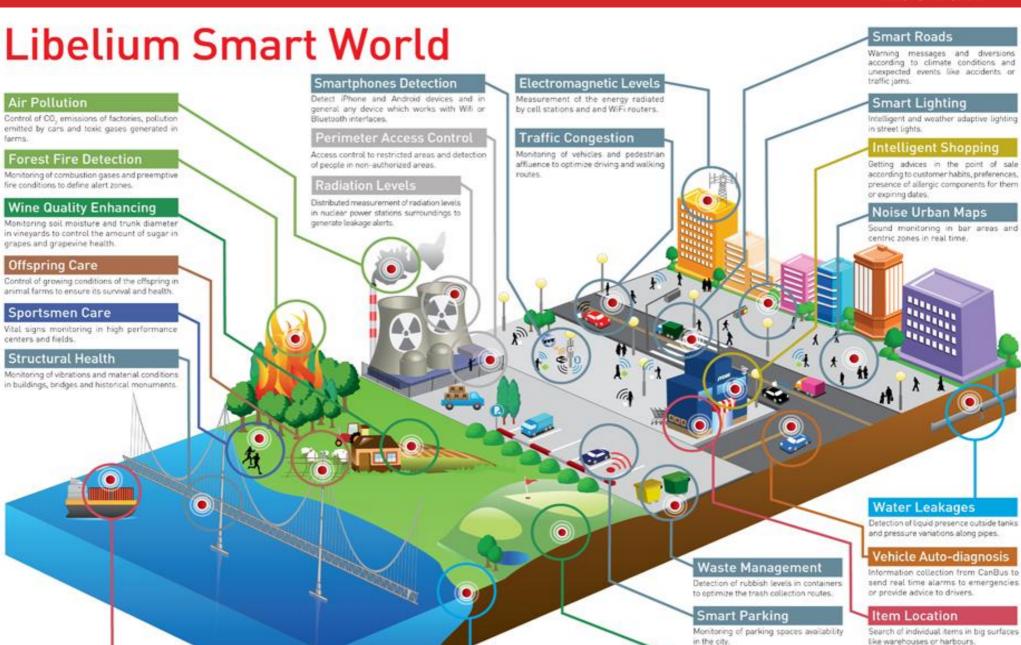
A new world of possibilities...

Quality of Shipment Conditions

or cold chain maintenance for insurance purposes.

Monitoring of vibrations, strokes, container openings





Water Quality

Study of water suitability in rivers and the

sea for fauna and eligibility for drinkable

Golf Courses

Selective irrigation in dry zones to

reduce the water resources required in

libelium www.libelium.com

Libelium overview





Founded 2006.

Spain & United States.

Customers in +75 countries.

90% of revenue is international.

VARs in N. America, Europe, LATAM, Asia, Pacific (16 VARs - 18 countries).



What we do: to sense any parameter, anywhere



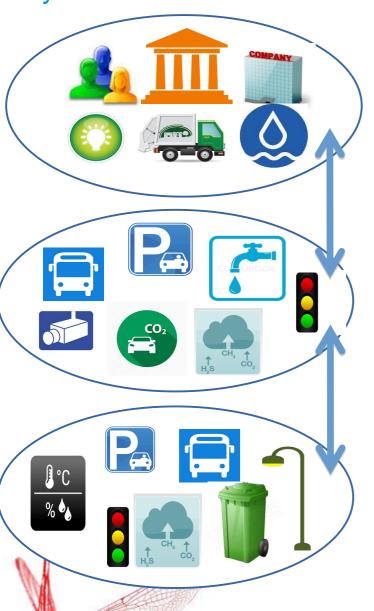
We help to solve problems in our society with wireless sensor networks that monitor continuously anything, anywhere





A city has...

A city needs...



Multiple and heterogeneous stakeholders & users

Multiple and heterogeneous needs & challenges

Multiple and heterogeneous data sources

Interoperability

Transversal approach

Horizontal technology

Multiple solutions



City as the IoT space.

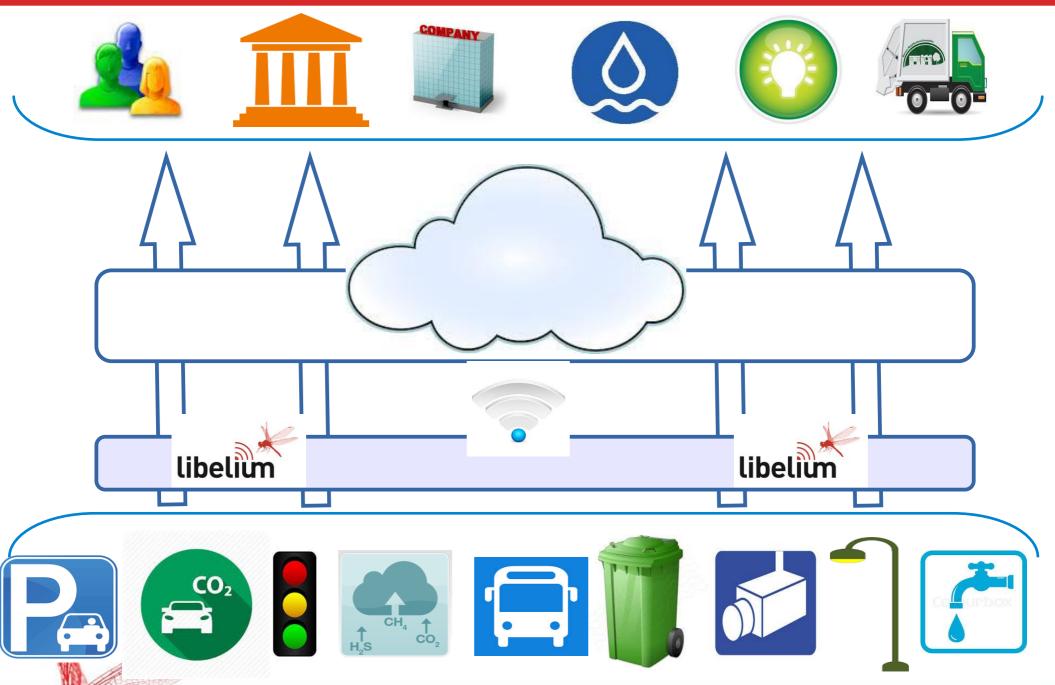
Beyond connected devices... 1°C %

...towards connected products & services.

Interoperability in a Connected City.

Our vision: a connected and interoperable city.







This is what we have learnt from our experience working with cities

Barcelona

Melbourne

Christchurch

Hoboken, NJ.

Sydney Dublin

Belgrade

Rotterdam

Newcastle, UK.

Malaga

Santander

Valparaiso, Chile.

Salamanca

Gerona

Pancevo



IoT and the benefits of a standard platform



Each IoT project needs to	Libelium sensor platform is
Integrate varied technology	Horizontal and adaptable
Interact with any information system	Programmable Open Source
Adapt to specific customer needs	Customizable
Allow rapid programming	Supported by +2,000 developers
Be cost-effective	Modular, including only needed hardware
Be easy to maintain	Solar-powered and re-programmable via Internet
Involve different stakeholders	Sold through different channels

Waspmote is the IoT hdw platform that enhances interoperability of connected things, with the fastest TTM

Waspmote: the standard platform for the Internet of Things



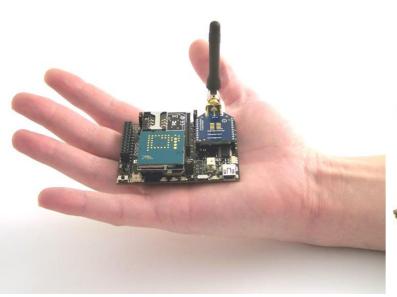
We identify 3 elements common to all IoT projects:

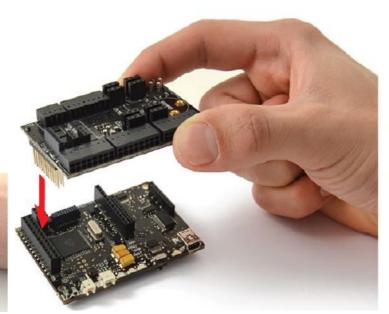




The standard platform for the IoT









HORIZONTAL MODULAR

- +80 sensors
- + 10 verticals
- + 50 IoT applications

SCALABLE OPEN SOURCE

Pluggable add-ons



Waspmote, a unique development platform





Up to 6 different sensor probes per enclosure:

- Easy to change any sensor probe
- Easy to add new sensor probes

Additional features:

- External SIM socket
- OTAP

Solar powered:

Internal or external panels







Solution architecture - hardware







reless Sensor Nodes

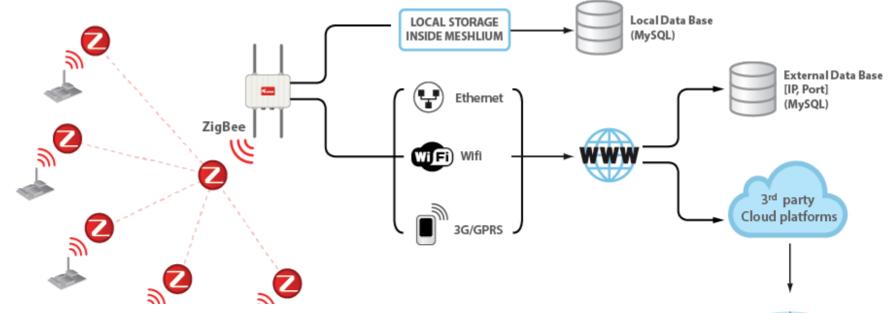
Gateway

- Easy to maintain
- Easy to deploy
- Easy to scale



Solution architecture – hardware+Cloud platform



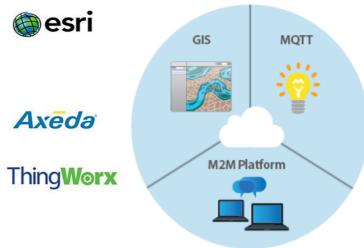


ZigBee868 / 900 MHz

– 802.15.4 **–** WiFi

3G / GPS — BT / BLE

— GPRS — LoRa





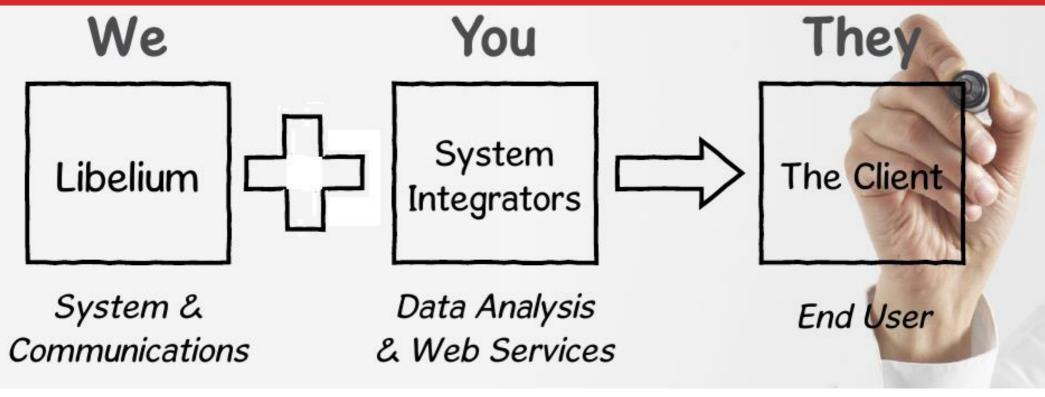






Business Model & Go to market strategy





- + A HORIZONTAL approach to market, targeting MULTIPLE VERTICALS
- + ONE HORIZONTAL HDW PLATFORM, MULTIPLE VERTICAL SOLUTIONS
- + Partnering with system integrators allows to build complete, A to Z solutions for the end user.

Multiple vertical solutions



Models

Smart Environment



Sensors

- Carbon Monoxide (CO)
- · Carbon Dioxide (CO.)
- Oxygen (0,)
- Methane (CH,)
- Hydrogen (H.,)
- Ammonia (NH_a)
- Hydrogen Sulfide (H,S)
- Nitrogen Dioxide (NO.)
- Ozone (0,)
- Hydrocarbons (VOC)
- Isobutane
- Ethanol
- Toluene
- Temperature
- Humidity
- Atmospheric pressure

Smart Cities



Smart Metering



Smart Agriculture



Smart Security



Sensors



Ambient Control

Sensors

- Temperature
- Humidity
- Luminosity (LDR)
- Luminosity
- (Luxes accuracy)

Radiation Control



Sensors

 Geiger tube [β, γ] (Beta and Gamma)



Smart Parking

Magnetic field (3 axis)

Sensors







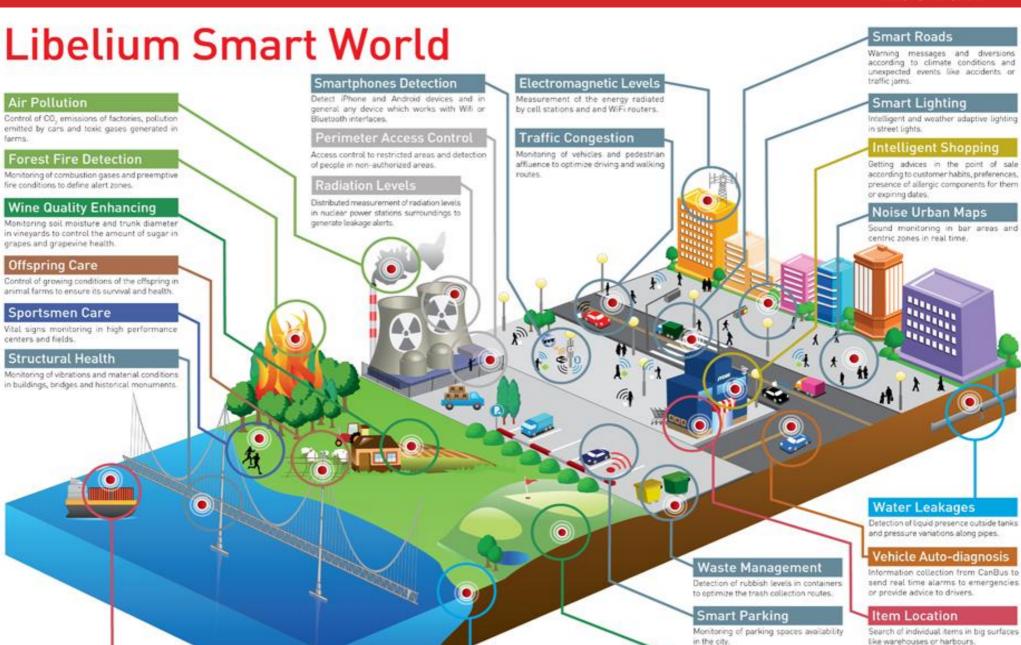
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Smart Cities: user cases & applications





#1 - A Smart City project with a horizontal vision





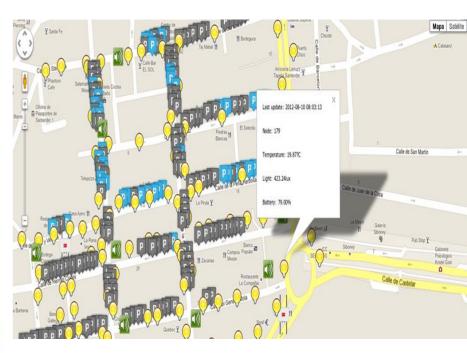








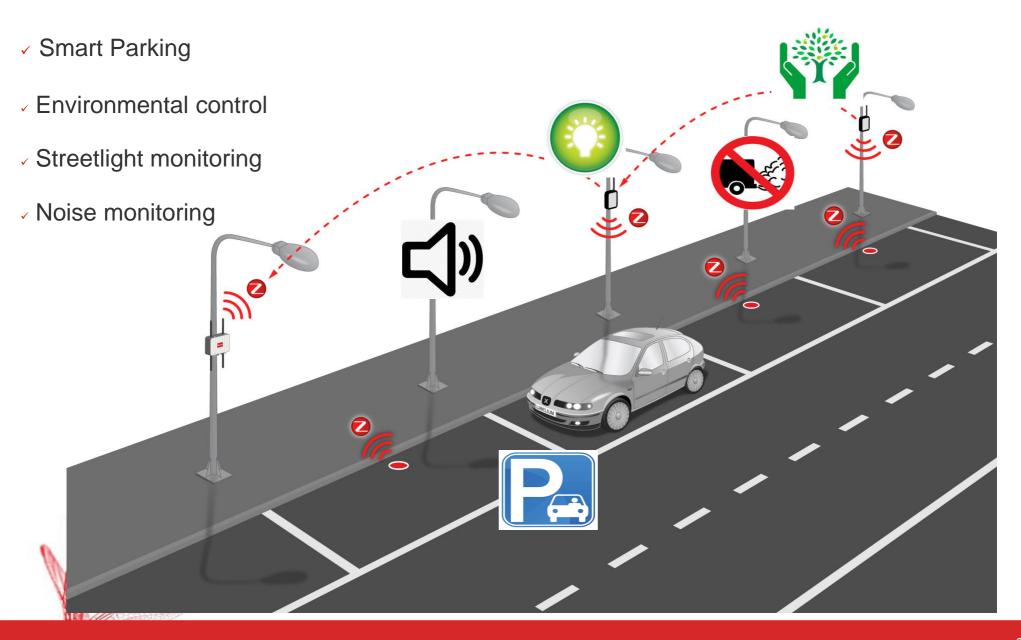








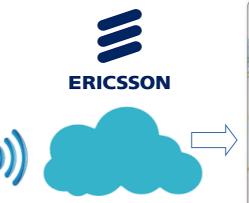
1 single platform, 4 smart city solutions.



#2 - Environmental and pollution monitoring in Europe















Temp., Humidity, CO, CO2, NO2, GPS location.



Experience in IoT & Smart Cities



Product philosophy → holistic approach for Smart Cities and IoT refined by experience.

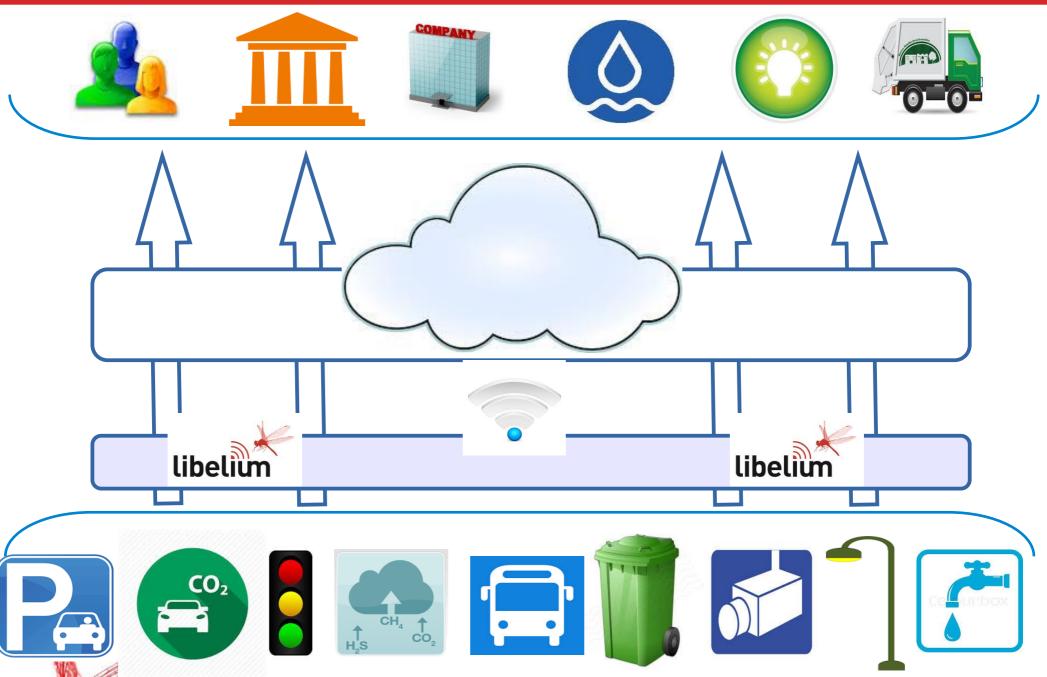
Technology chosen for the biggest Smart City project in Europe.

Smart Cities data aquisition platform 2.0: "premium" model, fully integrated, total scalability.



Our vision: a connected and interoperable city.





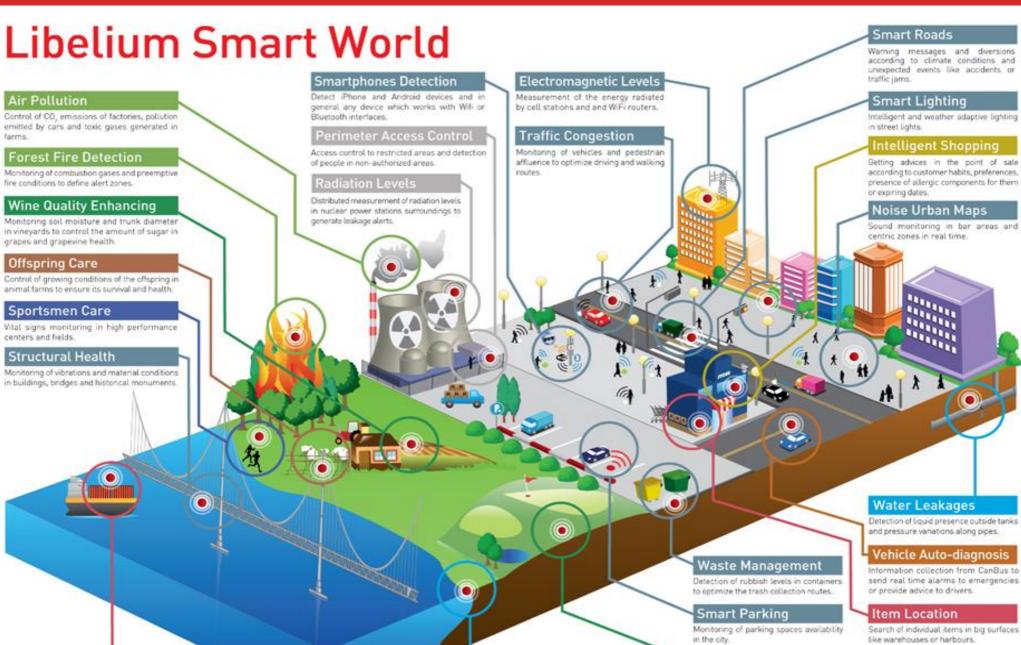
A new world of possibilities... IS HERE!!!!

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Let's build smarter cities together.

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j.martinez@libelium.com





