OVON TECHNOLOGY

Creators of the world's smartest **heating control system**

# THE PROBLEM

Boilers do not provide accurate heating control or maintenance information. Heating energy is wasted and comfort is compromised.

Inefficient heating leads to high maintenance costs, fuel poverty, winter deaths, and huge public health impacts.

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# THE RESULT

## £9.5B

of unrealised savings due to poor heating control just in the UK.

## 50M

people currently live in fuel poverty across the USA and EU.

## 9,700

preventable winter deaths in the UK annually from fuel poverty.

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# THE MARKET

**200M**

homes in the EU & US with compatible heating systems.

**£280**

Average boiler repair cost.

**2+**

average number of engineer visits to fix a problem.

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# THE SOLUTION

## Ovon Boiler Controller

Integrates with any boiler and provides remote diagnostic information.

Links to facilities management for social housing providers or landlords.

Operates without WiFi using NB-IoT and LoRaWAN for full coverage.

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# THE SOLUTION

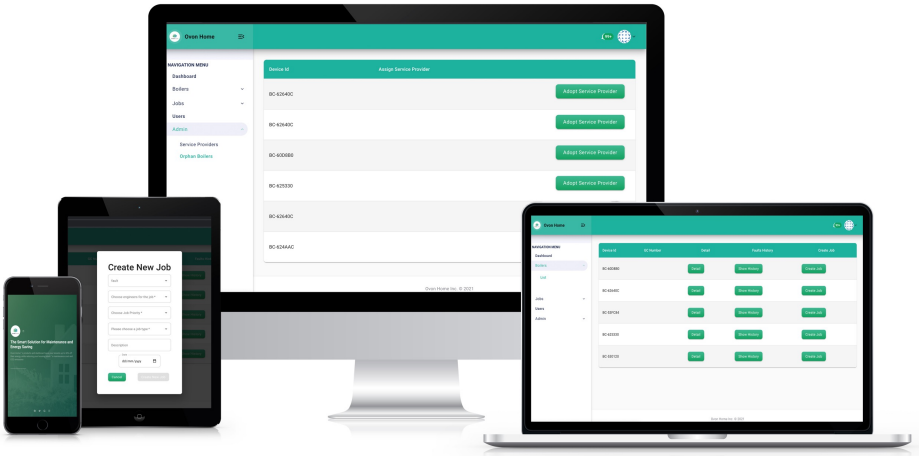
## The Ovon Cloud

Diagnose problems before you arrive.

Optimise schedules and maintenance.

Generate reports and improve building performance.

Live data and mobile-responsive for engineers.

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# Pricing

Smart Valve & Microstat Cost

From £79/unit*

Boiler Controller

From £75/unit*

| Valve System | |
|---|---|
| BOM | RRP |
| £47.5 | £79 |

| | Boiler Controller | | |
|---|---|---|---|
| | BOM | RRP | Cloud |
| Wi-Fi | £44.40 | £75 | £1.50/month |
| NBIOT | £55.20 | £95 | £1.50/month |
| LoRaWAN | £66.6 | £115 | £1.50/month |

* The prices listed above are an estimate of the cost at 10,000 units volume order. Due to highly volatility on the components market this is not a warranty of final price. Estimates are subject to change if project specifications are changed or costs for outsourced services change. Cost is calculated at 10,000 units order volume. For transparency, Ovon will work with an open BOM.

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# Average UK Residential Home Scenario

1x Boiler Controller

1x Master Bedroom
1x Living Room
1x Spare Room
1x Kitchen

£391 RRP

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# ROUTE TO MARKET

## B2B2C

We:
- use our pre-existing relationships
- demonstrate products
- run pilots
- license hardware & software
- forge new partnerships

We Target:

- Energy Companies
- Maintenance Companies
- Landlords

Maintenance Optimisation

Energy Saving

Product Bundling

Data Analytics

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# WE WORK WITH THE BEST

We're working with leading multi-national companies to deliver our product to customers. Our partners are leaders in their markets, whether that's traditional valves, boilers, or energy supplies.

HomeServe
wondrwall® INTELLIGENT LIVING
Bulk Tainer Logistics
ideal BOILERS
Pegler Yorkshire connect & control
CASTRAD CAST IRON RADIATORS
PURMO clever heating solutions

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## Payback Period

20% maintenance service under a 2-year payback.

**£360**

Social housing average maintenance contract per year

**£131**

Ovon boiler controller system cost incl. 2 year data subscription

**22**

Months Payback

**7%**

Reduction in 1st visits from customer fixes.

**20%**

Reduction in number of 2nd visits required

**£70M**

Reduction in cost of no-show visits

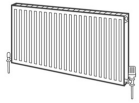
## Energy Savings Quick Facts

**30%**

of the energy consumed worldwide is used for heating and cooling of buildings.

**1B**

of today's households are heated and cooled with decades-old technology.



**79%**

of total energy use in EU households stems from heating and hot water.

**£9.5B**

of unrealised savings due to poor heating control just in the UK.

**£1,339**

average annual heating costs in a UK household (May 2022).

https://www.self-build.co.uk/can-smart-heating-save-you-money/

www.ovon.io

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European Commission | Horizon 2020 European Union funding for Research & Innovation

UKRI Innovate UK

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BOSCH
Maxx 7
Sensitive
BOSCH
Avantixx 6
SpeedPerfect

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# Intended business plan

# Key Figures

Customers by Year 3

Year 1 - **15,000**
Year 2 - **45,000**
Year 3 - **135,000**

Turnover in Year 3

Year 1 - **£4,258,333**
Year 2 - **£9,037,083**
Year 3 - **£21,019,583**

Gross Profit in Year 3

Year 1 - **£311,236**
Year 2 - **£1,705,588**
Year 3 - **£5,263,603**

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# Current Situation

Ovon comprises of a team of 9 IoT specialists based in Manchester.

Ovon has running costs of approx. £40,000 monthly including all salary costs.

Ovon has nearly £100,000 contracted work unpaid and ongoing.

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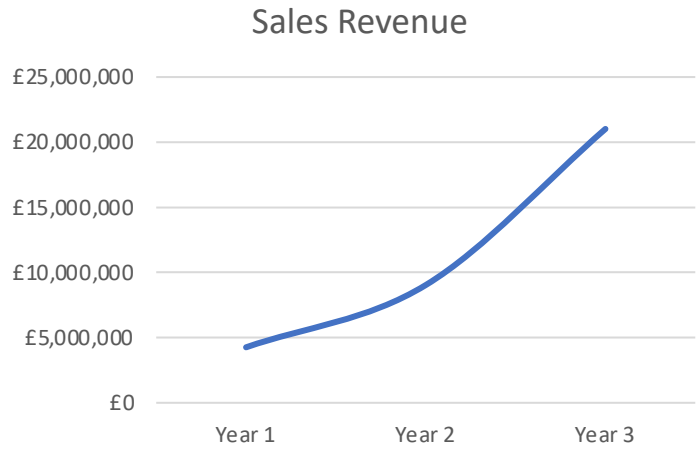
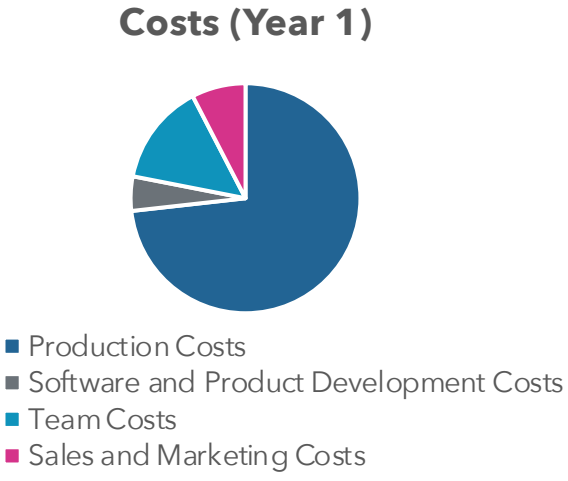
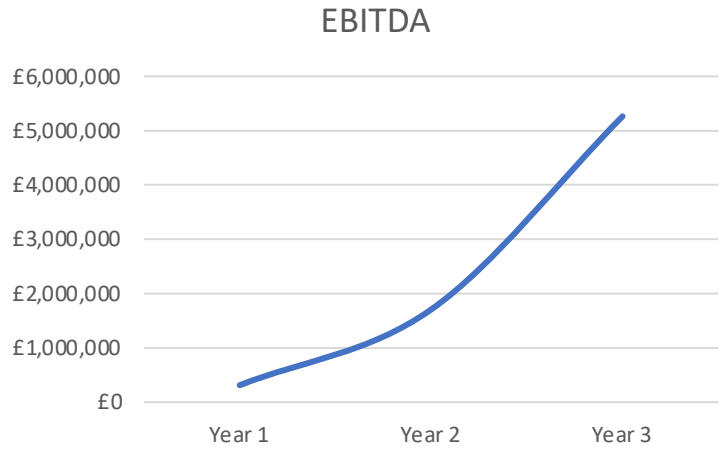
**Intended business plan**

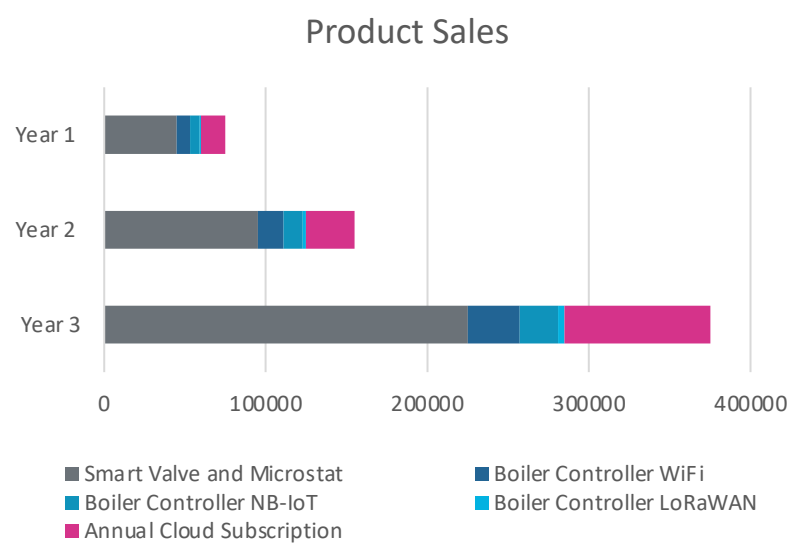
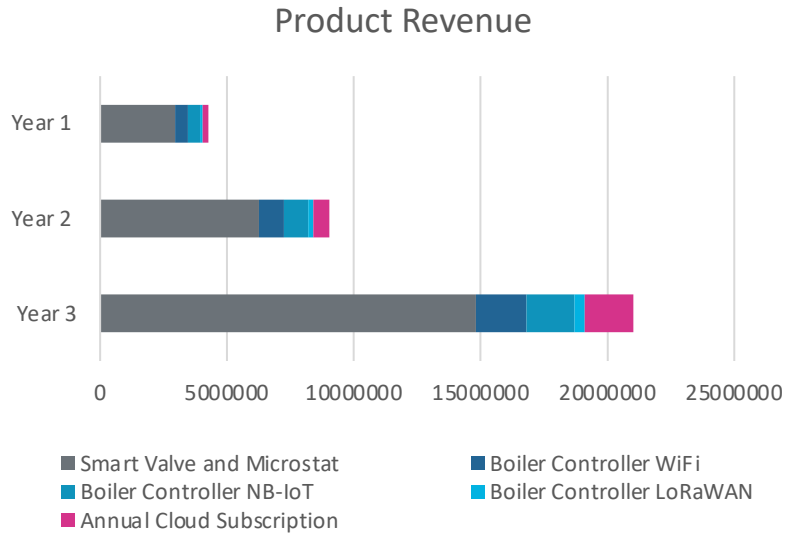
# Future Projections

| Total Costs and Revenue | | | |
|---|---|---|---|
| | Year 1 | Year 2 | Year 3 |
| Sales Revenue | £4,258,333 | £9,037,083 | £21,019,583 |
| Production Costs | £2,890,500 | £5,437,900 | £11,973,300 |
| Software and Product Development Costs | £191,000 | £369,700 | £641,200 |
| Team Costs | £565,597 | £953,896 | £1,521,480 |
| Sales and Marketing Costs | £300,000 | £570,000 | £1,620,000 |
| EBITDA | £311,236 | £1,705,588 | £5,263,603 |



# The Customers

| Product | Year 1 Unit Sales | Year 1 Revenue | Year 2 Unit Sales | Year 2 Revenue | Year 3 Unit Sales | Year 3 Revenue |
|---|---|---|---|---|---|---|
| Smart Valve and Microstat | 45,000 | £2,962,500 | 95,000 | £6,254,167 | 225,000 | £14,812,500 |
| Boiler Controller WiFi | 8,000 | £500,000 | 16,000 | £1,000,000 | 32,000 | £2,000,000 |
| Boiler Controller NB-IoT | 6,000 | £475,000 | 12,000 | £950,000 | 24,000 | £1,900,000 |
| Boiler Controller LoRaWAN | 1,000 | £95,833 | 2,000 | £191,667 | 4,000 | £383,333 |
| Annual Cloud Charge per Customer (charged monthly) | 15,000 | £225,000 | 30,000 | £641,250 | 90,000 | £1,923,750 |
| TOTAL REVENUE | | £4,258,333 | | £9,037,083 | | £21,019,583 |