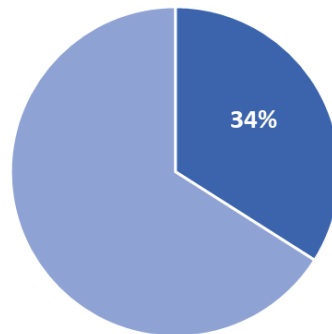




# Akilee Plc Services Presentation

*Senelec (Utilities) Digital Leverage*

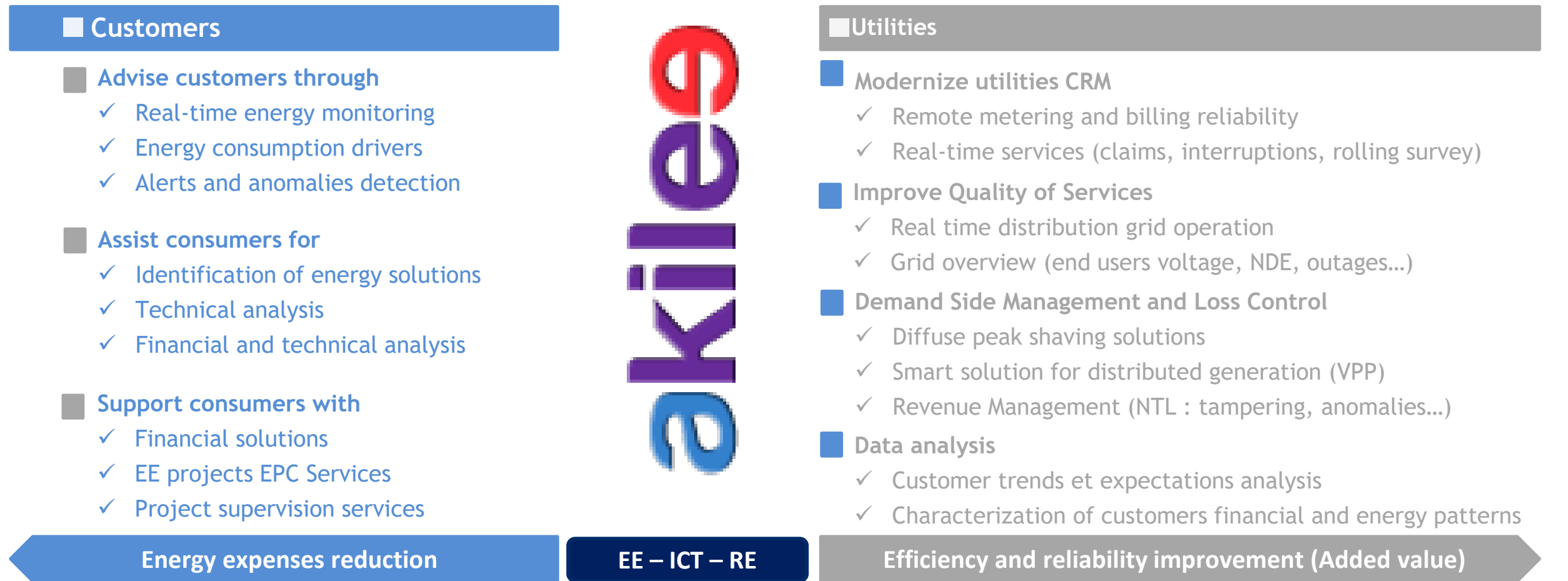


November 2018

■ Senelec ■ Privés Sénégalais

Energy Services technology-based Company, AKILEE supports utilities in their digital transformation while helping customers in understanding and managing their energy bills.

Akilee offers various services based on digital technologies (ICT), energy efficiency (EE) and renewable energies (RE).



AKILEE aims at addressing the customers expectations and improve the quality of their consideration by the utilities while helping these utilities to better manage the digital revolution.

1

Smartgrid management thanks to deployment and supervision of large scale **Automated Metering Infrastructure**

2

Higher reduction of energy expenses thanks to **IOT and Domotic technology** development

3

Emergence of **analytics** science (Big Data) allowing **specific marketing** (behavioral prediction and personalization of services)

4

**CRM** reinvention thanks to **digitalization and dematerialization** (e-billing, push SMS/Mail, web/mobile pay...)

5

Development of **advising applications** dedicated to energy users

New energy models → Centralized generation vs **distributed systems** ; floating peak period for the billing

6

Akilee relies on digital technologies, energy efficiency and renewable energies (solar in particular) to support your energy management project and cost killing. Thus, we offer three lines of services.

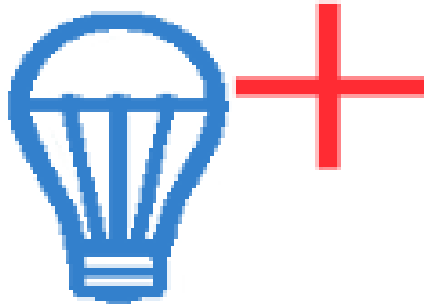


**Akilee Energy Management (AEM)**

Our real-time energy consumption monitoring service with ad hoc advices to reduce your energy costs.

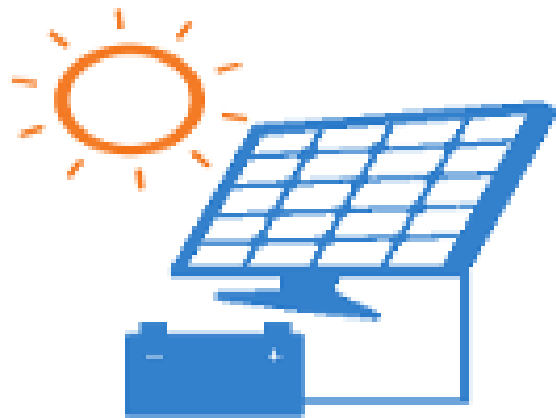


Akilee offers three types of services



**Akilee Power System (APS)**

Our turn-key service to help you produce solar energy on your own ; we take responsibility for everything, from studies to commissioning.



Our high energy performance equipment retrofitting service, which may include installation of remote control systems.

**Akilee High Efficiency (AHE)**

Akilee Energy Management service offers to customers, individuals or professionals, a galaxy of diversified services that will allow them know in detail their energy consumption and identify energy saving actions.



### Real Time Monitoring

- Real-Time remote reading of energy consumption
- Load curve display with different time-steps
- Consumption history storage (over day, month or year)
- Consumption monitoring by quarter of production or range of activities and analysis of the coherence between consumption and activity

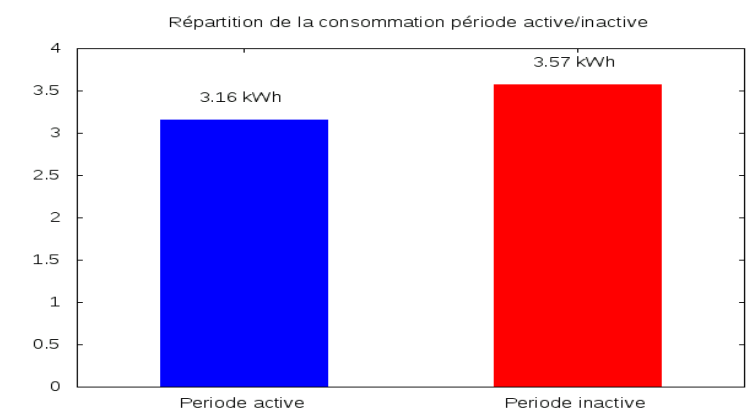
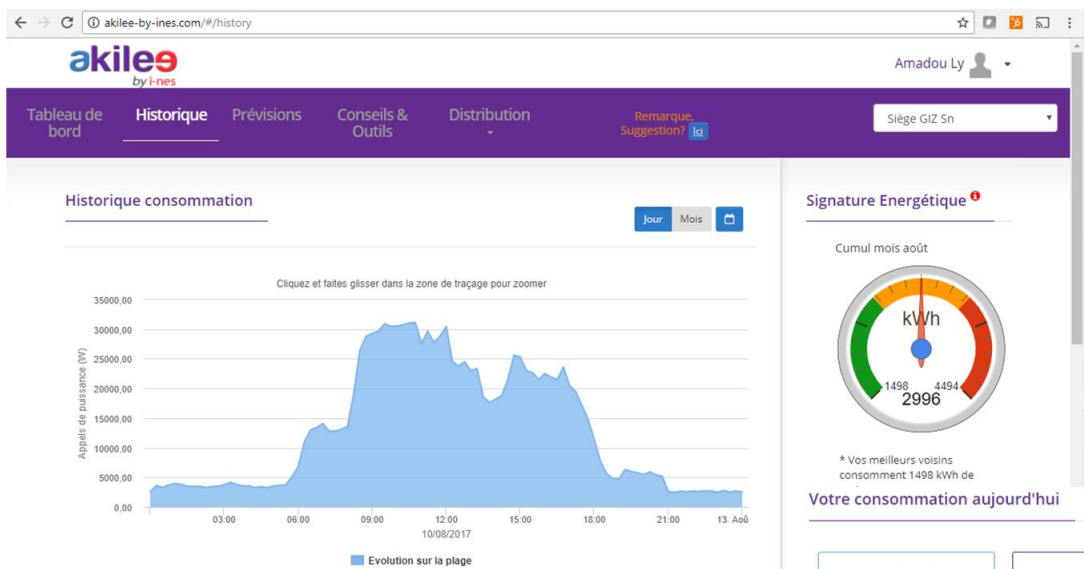
### Detailed Analysis & Reporting

- Dedicated algorithms for consumption history analysis
- Energy bills calculation and projection before due date
- Ecological impact assessment (CO<sub>2</sub> emission)
- Duration and frequency of power cuts analysis
- Analysis of specific consumption if complementary data are shared

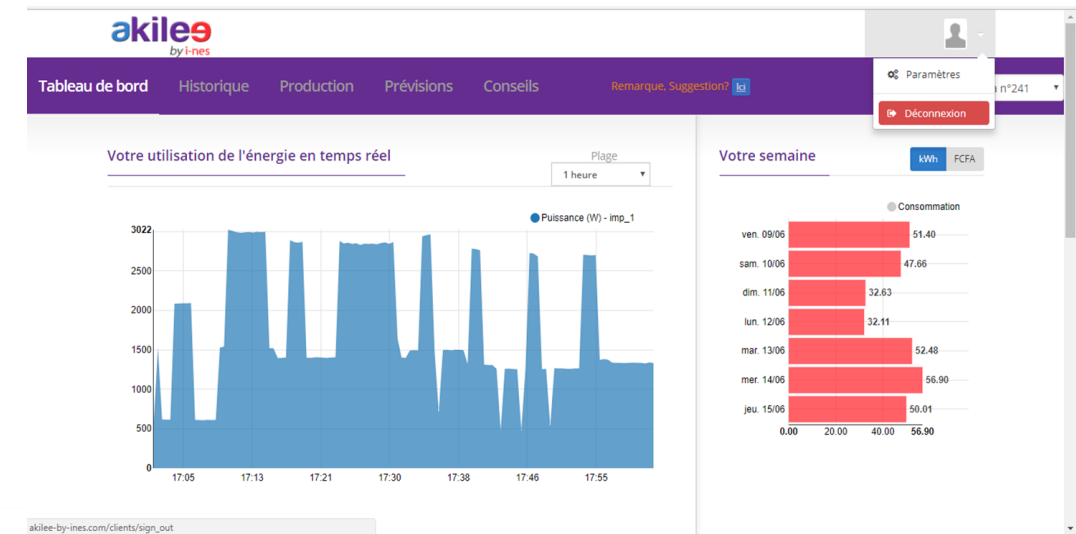
### Detailed Analysis & Reporting

- Supervision of consumption anomalies according to well-defined rules relating to the activity or inactivity of a site, the production or non-production of a plant, the exceeding of consumption thresholds or Pmax
- Optional alert sending via SMS or Mobile application (under work)

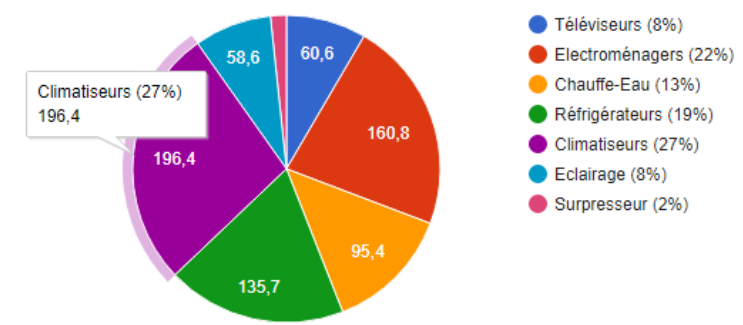
# Examples of applications for the customer



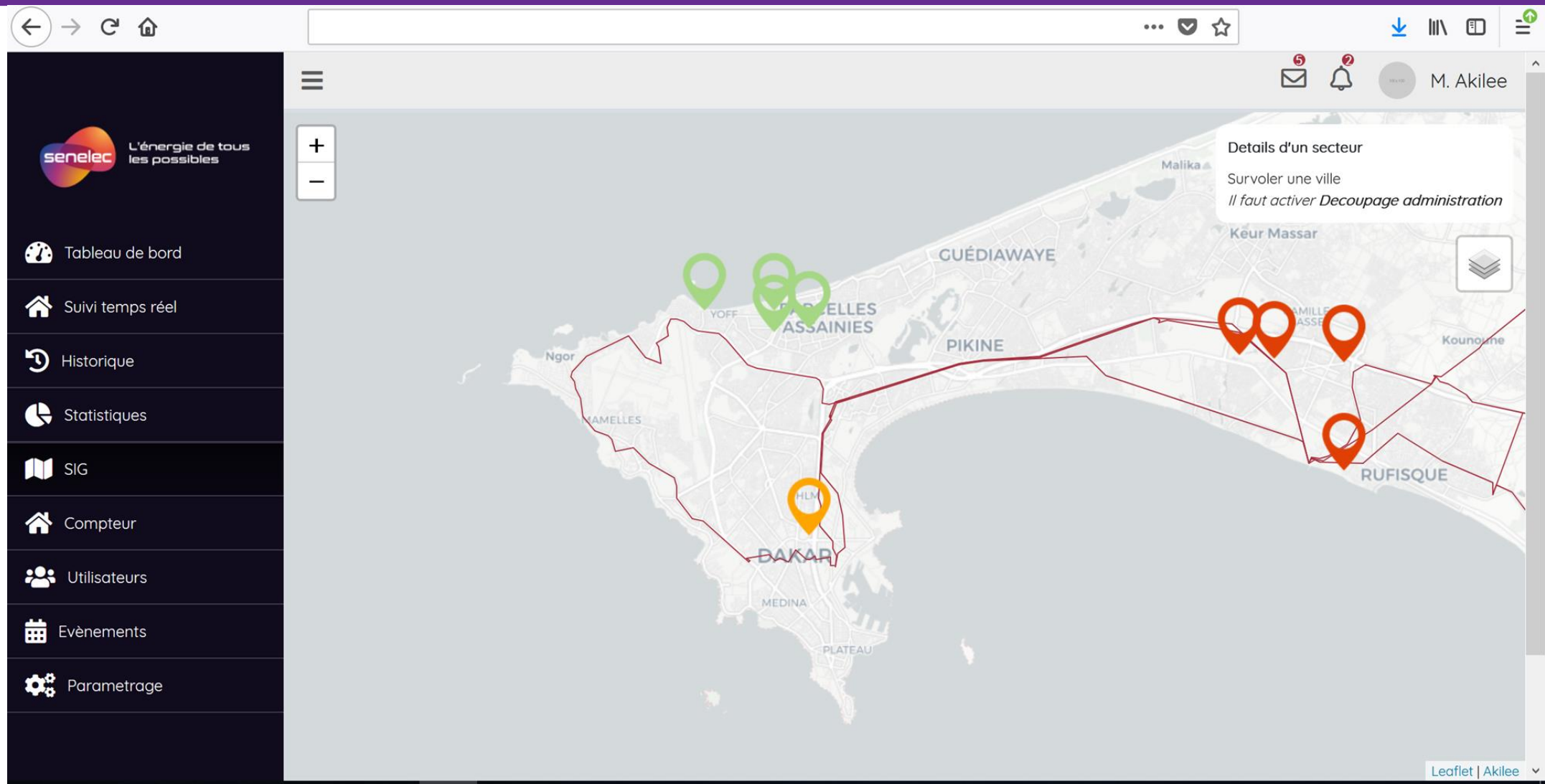
## Votre consommation aujourd'hui



## Votre consommation décomposée selon votre équipement



Examples of applications for utilities (grid efficiency, losses monitoring, asset management, grid analytics...)



After 1 year of operation, AKILEE has convinced highly valuable customers (~500#, with roughly 20 MW and 12 Billion FCFA of cumulative power and energy bill under management), however AKILEE will face real challenges for its development.

## Challenges

Organization and rapid growth management

Capacity building and training of HR

Financial Leverage and Structuring strong and heavy financial plans

## Main projects

Senelec AMI & VPP operation

Grid monitoring for several applications

Senelec's Rural Concession Operation

## Resources

Started in August 2017, with 3 employees

Now renting a 200 m<sup>2</sup> Open space, with 21 employees in 8 month

Targeted 600 employees in 2028, supporting innovation and research programs