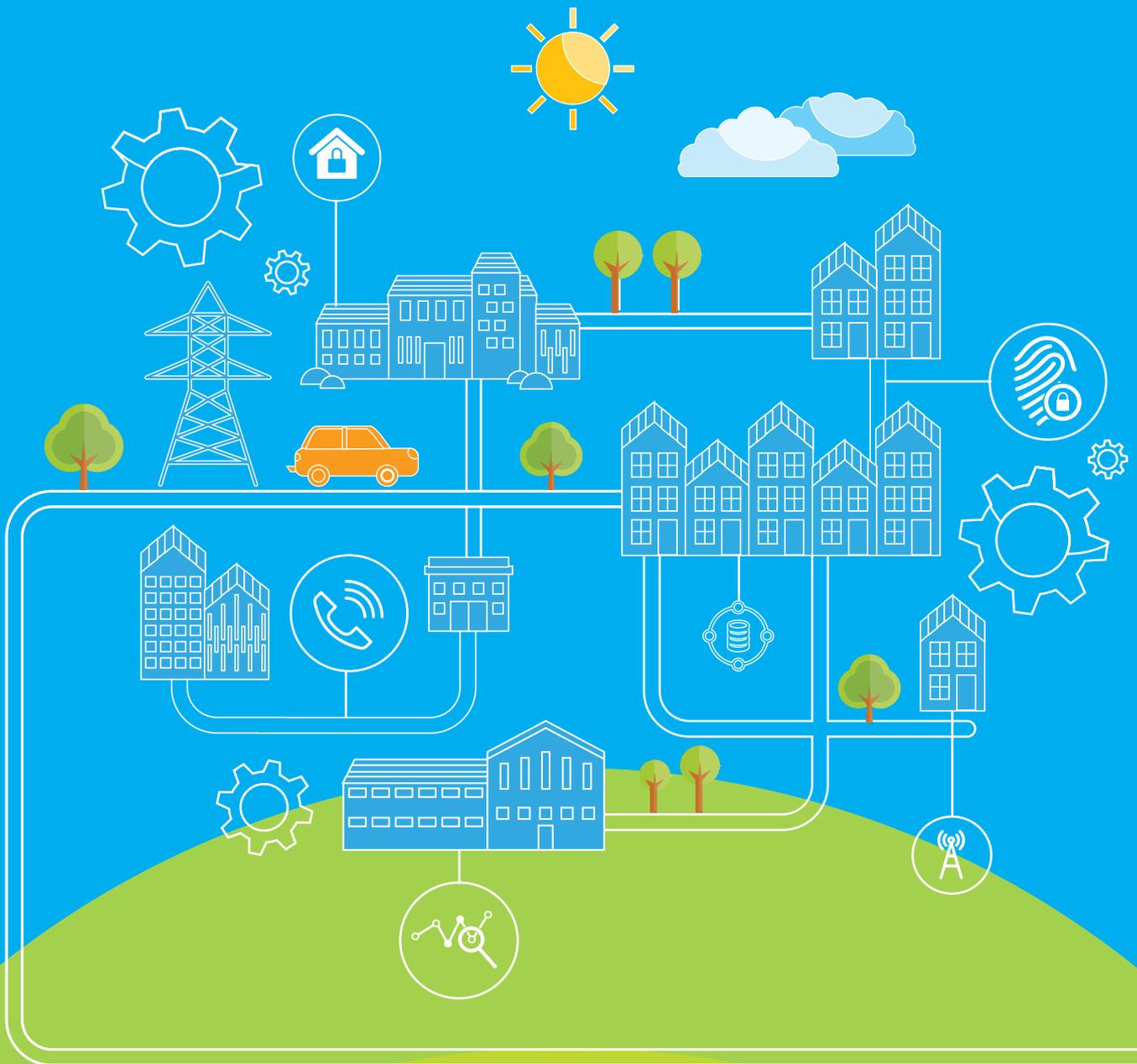


ESMIG Annual Book 2015-2016

Annual Report
Members' profiles



*ESMIG is the
European voice
of the smart energy
solution providers*

CONTENT



1. ABOUT ESMIG

| | |
|--------------------------------|---|
| Our scope..... | 3 |
| Our work..... | 5 |
| Our internal organisation..... | 7 |



2. ANNUAL REPORT 2015-2016

| | |
|-----------------------------------|----|
| Main activities..... | 8 |
| Activities per working group..... | 10 |
| External activities..... | 17 |
| Main objectives for 2016..... | 22 |



3. ESMIG MEMBERS

| | |
|-------------------------------------|----|
| Who are the Members..... | 23 |
| Who can become an ESMIG Member..... | 53 |

ABOUT ESMIG

“Over years, ESMIG has become the European Association of the most advanced smart energy technology providers and the trusted advisor to policy makers in smart energy and consumer centric solutions”

MAHER CHEBBO, ESMIG PRESIDENT

General Manager Energy and Natural Resources for Europe, Middle East and Africa at SAP

ESMIG is the European association representing companies that provide smart energy solutions such as: smart meters, communication equipment and services, data processing and analytics, in-home displays, energy management systems, digital security.

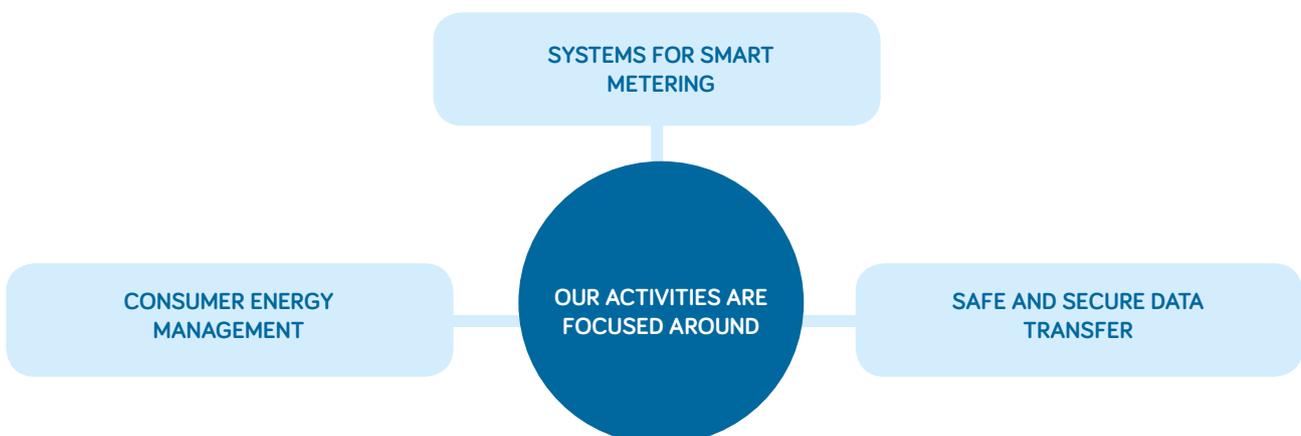
They make energy cleaner, more affordable and more reliable because they enable:

- a better outage detection
- customized tariffs
- accurate bills
- a precise overview of consumption
- manageable demand

OUR SCOPE

We advocate for a regulatory framework that accelerates the introduction of our members' innovative products and services, which are fundamental to the smart energy and water systems of Europe's future.

We actively contribute to the creation of a competitive internal energy market by developing architectures and open standards that allow efficient implementation and integration of new energy management technologies and services.



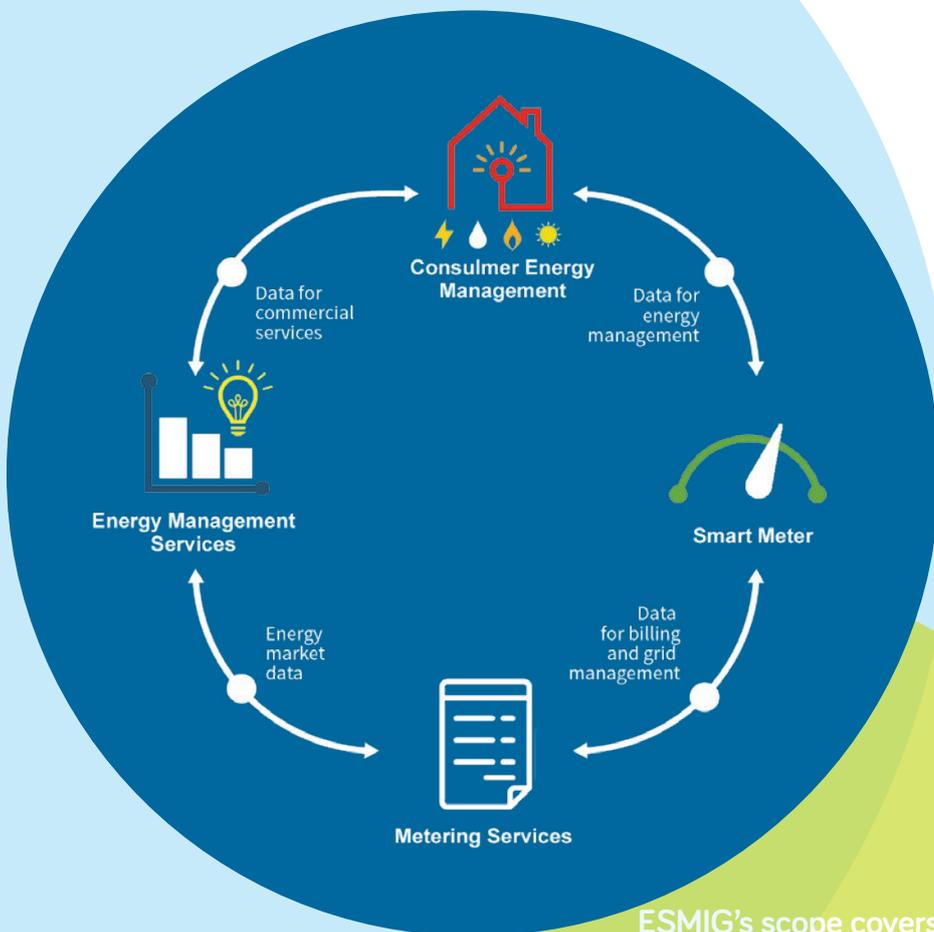


«Our work in the previous year focused on showing the vital role of the smart meter in enabling a wide range of energy management applications: from giving consumers the tools to better manage their energy consumption to offering grid operators the opportunity to better manage their network.

Through our participation in several European task forces and expert groups, we have taken a leading role in making all this possible: promoting open standards, finding solutions for security and privacy, highlighting the regulatory barriers that hinder the introduction of new consumer-focused services.

We have therefore paved the way towards interoperable interfaces for demand side flexibility and secure data transfer.»

WILLEM STRABBING,
ESMIG MANAGING DIRECTOR



ESMIG's scope covers the four cornerstones of the flexible demand management architecture: the smart meter, metering services, consumer energy management, and energy management services.

OUR WORK

1. Involvement in policy making at European level



The main topics that we are active in are:

| Political | Technical |
|---------------------------------|---------------------------------------|
| Energy Performance of Buildings | Electromagnetical compatibility (EMC) |
| Energy Market Design | Interoperability |
| Ecodesign | Standardisation |
| Heating and Cooling | Privacy and Security |
| Energy Efficiency | |

2. Representation in key EU-level fora

ESMIG chairs the Smart Metering Coordination Group, a joint advisory body created by the European Standardisation Organisations. We are also represented in the Smart Energy Grids Coordination Group, Smart Grid Task Force, Working Group Measuring Instruments and SET Group for Smart grids. We also work closely with other European platforms/associations, as you will see in the next section: Annual Report.



3. Intelligence: latest insights in the EU regulations and market developments

- Reports: Minimum Security Requirements for Smart Metering, Status Report on Smart Meter Roll-Out, Innovative Use Cases, Architecture and Opportunities for the future European Smart Metering Business Systems
- Studies, such as “Empower Demand I and II - Energy efficiency through information and communication technology - best practice examples and guidance”
- News: weekly news covering EU and market updates, bi-monthly newsletters with insights and updates on ESMIG activities.



4. Representing our members in key industry events such as:

- European Utility Week: joint members participation in ESMIG Area and Pavilion
- European Sustainable Energy Week: co-organising workshops
- Citizens' Energy Forum
- Smart Energy UK and Europe Summit
- ETSI/One M2M Workshops

5. Developing projects together with our members/partners:

- My Smart Energy consumer campaign, together with EDSO
- Demonstrations on the full consumer energy management architecture
- H2020 project proposals

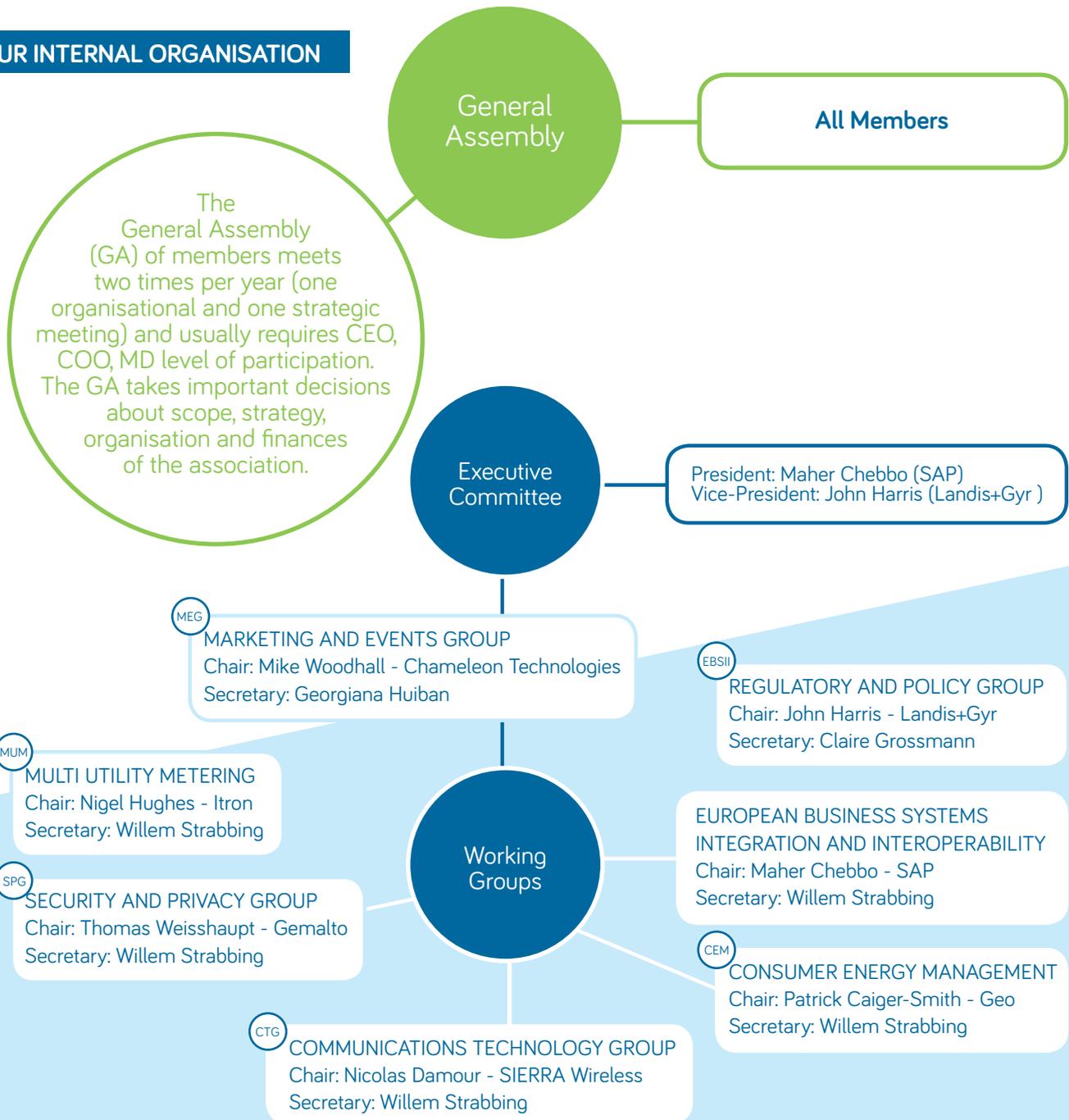


CEM Consumer Energy Management dedicated to facilitating the consumer related aspects of smart meter and home energy management systems roll-out, included, but not limited to standards, functionalities, use cases and consumer services with a clear emphasis on new technologies, research and consumer engagement.

SPG Security and Privacy Group supports the different stakeholders in a smart metering and energy management infrastructure in integrating appropriate countermeasures on the level of system security and privacy.

RPG Regulation and Policy Group maintains a watching brief on EU regulatory and legislative developments that effect all aspects of smart energy management in Europe.

OUR INTERNAL ORGANISATION



CTG Communications Technology Group handles all communication technology related topics that are of interest to ESMIG members, ranging from Head End Systems to all in-home energy related devices.

EBSII European Business Systems Integration and Interoperability Group focuses on the enterprise system landscape and the interoperability of its components.

MUM Multi Utility Metering Group focuses on the metrological and legal aspects of the Advanced Metering Infrastructure.

MEG Marketing and Events Group covers all marketing aspects of the organisation including all events where ESMIG is represented, its involvement in exhibitions and conferences, its web presence, and any printed information.



ANNUAL REPORT 2015-2016

MAIN ACTIVITIES

2015 officially marked ESMIG's evolution from the European Smart Metering Industry Group to the European Smart Energy Solution Providers.

This change was based on external perception audits and consultations with members and was carefully planned and assessed in strategy workshops and meetings. The main objective was to show that ESMIG is not just about metering. ESMIG's members have a broad demand-focused approach that moves beyond smart energy measurement towards smart energy and water management.

We marked the re-launch with a reception held during Sustainable Energy Week at Square Brussels Meeting Centre. Close to 100 association representatives, regulators, policy-makers, consultants and media came to find out more about ESMIG's scope extension and strategy.

Jan Panek, Head of Unit B3 at DG Energy, held a keynote speech to congratulate ESMIG on the announcement and to underline the importance of ESMIG's work in the context of the Energy Union strategy, in particular on the issues of interoperability, minimum functionalities of smart meters and consumer focus.



We created the ESMIG Manifesto to advocate our positions regarding the Energy Union towards the European institutions:

- Implementing the existing regulatory framework
- Creating the right market conditions for flexibility
- Guarding privacy and security of energy data
- Placing the consumer at the heart

We finalised and launched the campaign addressed to energy consumers: “My smart energy”, together with EDSO.

The website www.my-smart-energy.eu provides accessible explanations and materials that, alongside helping consumers, can help local authorities, utilities, national information campaigns and other stakeholders to introduce the benefits of smart grids and smart meters to their communities.

We co-organised two workshops during Sustainable Energy Week in Brussels:

One for the above mentioned consumer campaign together with EDSO, and one on «IDEAS to capture the potential of flexible demand» together with the IDEAS group members: associations, NGOs and think tanks advocating for citizens' participation in a flexible, demand-driven energy market.

Each of the sessions had top-level speakers (European Commission Head of Unit, Member of the European Parliament, national consumer association, energy regulators, video address from the Vice-President of the European Commission), was attended by more than 100 people, and generated very positive feedback.



ESMIG area, pavilion and demo for the first time at European Utility Week 2015.

ESMIG increased its presence at European Utility Week in Vienna in order to better represent the industry developments and its members.

An ESMIG area covering approximately 1300 sqm hosted 15 ESMIG member companies. Central to this area, the ESMIG Pavilion provided a lounge space, private meeting area and a display space for all its members.

A demonstration for the full consumer management architecture proved to be an important attraction to the ESMIG Pavilion. ESMIG developed an open architecture for demand response that is now used by the major standardization organizations to develop their interoperability standards. Four different companies showed their integrated solutions for consumer energy management in order to emphasize that this architecture is not just on paper.

In the second day of the show, ESMIG hosted a strategic conference session on meter economics, focused on getting the unaccounted benefits clear. The meter benefits were approached from the various stakeholders' perspective: business, consumers, grid operators. The session was chaired by Maher Chebbo (President, ESMIG) and featured as speakers Walter Boltz (Executive Director, E-control), Willem Strabbing (Managing Director, ESMIG) and Sebastian Schnurre (Market and Regulation Consultant, BNE).

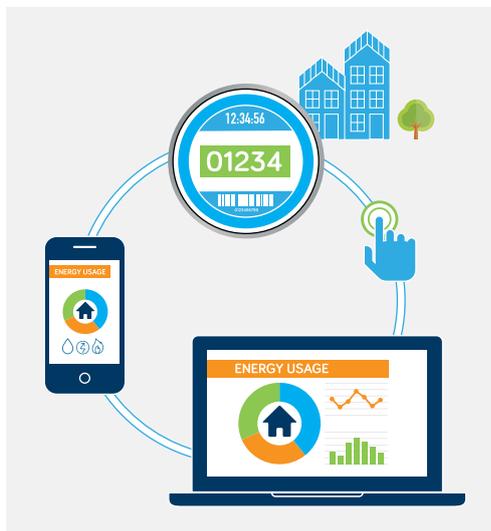


ESMIG members met in two General Assemblies in 2015: a strategic one in May and an operational one in November.

The annual strategic General Assembly of the ESMIG members took place in Stockholm in May and discussed the new dimensions of the organisation, following the agreed scope extension. The guest speaker Annika Viklund, Senior Vice President of Vattenfall Distribution, gave an overview of the smart metering landscape in Sweden and the further development of services for consumers. The networking dinner had the Swedish Secretary of State to the Minister of Energy as a guest speaker, who shared more about the political objectives of Sweden in the area of smart energy.

The operational General Assembly took place in Vienna in November and included a presentation from Walter Boltz, Managing Director of Energie-Control Austria on promoting smart grid developments in Austria. The meeting's agenda points focused on the review of activities and budget of ESMIG for 2015 and the planning for 2016. These were welcomed by all the members. The networking dinner had as a guest speaker the Director of REEEP, an international non-profit organization that advances markets for clean energy in developing countries. Also, we welcomed as special guests some of the Board Members of EDSO.

ACTIVITIES PER WORKING GROUP



Consumer Energy Management Group (CEM)

is dedicated to providing and facilitating information, research and constructive dialogue to improve the involvement of the consumer in smart energy systems and as such, optimise energy saving potential.

Companies involved:

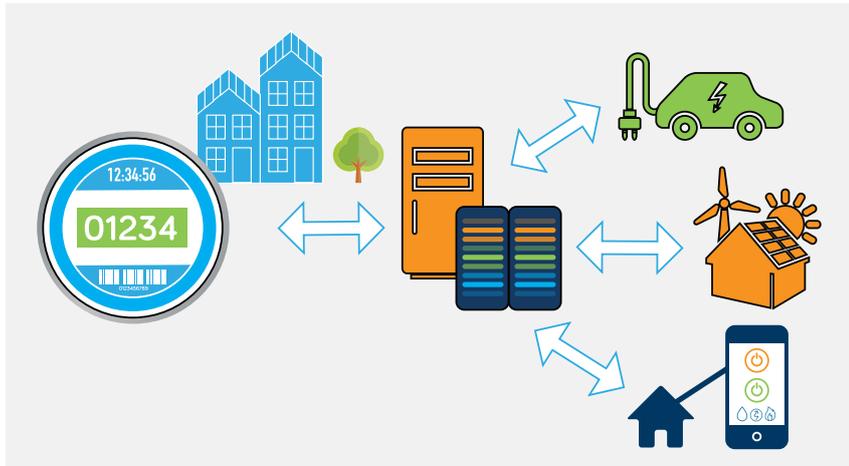


Main activities in 2015-2016:

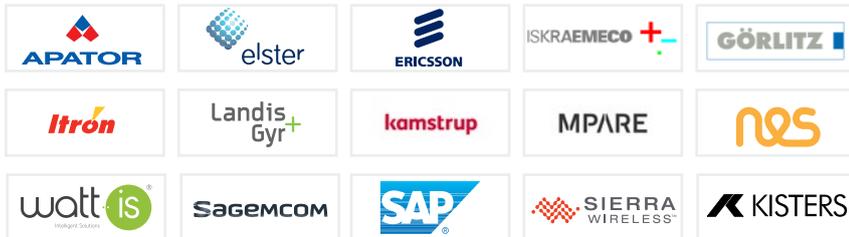
- identifying interoperability gaps in the flexible demand architecture
- preparing a study proposal on energy savings by using smart gas/heat meters in combination with heating controls
- revision of the My Smart Energy website
- review of use cases for demand response

European Business Systems Integration and Interoperability (EBSII)

focuses on the enterprise system landscape and the interoperability of its components. The scope of this landscape ranges from the central Head End System to other utility business systems, such as Meter Data Management, Customer Information, Billing, Asset Management and Supervisory Control and Data Acquisition (SCADA).



Companies involved:





Thomas Weisshaupt, SPG Chair

«SPG was founded four years ago in order to have a dedicated group on security and privacy topics. We, as industry representatives, have teamed up to help our customers define minimum requirements across countries. The next step is to work with the European Commission and other stakeholders on a EU wide certification implementation for these minimum requirements. Through the Digital single market package and our good contacts to European Institutions in the area (e.g. ENISA) we aim to benefit from the current programs the commission sets up in the field of EU-wide cybersecurity approaches.»

Main activities in 2015-2016:

- investigating a potential cooperation with USEF (Universal Smart Energy Framework)
- coordinating the interoperability demonstration (together with CTG)
- discussing the usability of a consumer access device like the one developed in the UK
- preparing the plans for a Horizon2020 project to implement and demonstrate a combination of oneM2M and CEN/CENELEC standards for demand side flexibility.



Security and Privacy Group (SPG)

supports the different stakeholders in an advanced Smart Metering infrastructure in integrating appropriate countermeasures on the level of system security and privacy for the use cases relevant for Smart Metering systems.

Companies involved:



Main activities in 2015-2016:

- defining the minimum security requirements for components in the smart metering infrastructure
- following the status of international work on privacy and security
- considering security certification approaches

Nicolas Damour, CTG Chair

«Sierra Wireless' involvement with ESMIG dates from for several years now, valuing ESMIG as a forum where all stakeholders of the energy industry can exchange, discuss about potential issues and evaluate appropriate solutions. 2015 has been a successful year in the CTG, with many insights shared about the latest and upcoming ICT and IoT technologies for the energy industry, and also with a very popular public demonstration showcasing these technologies at the European Utility Week. 2016 will bring even more sustainable innovation, and even more visibility of ESMIG's work for the benefit of the energy industry across Europe.»

The Communications Technology Group (CTG)

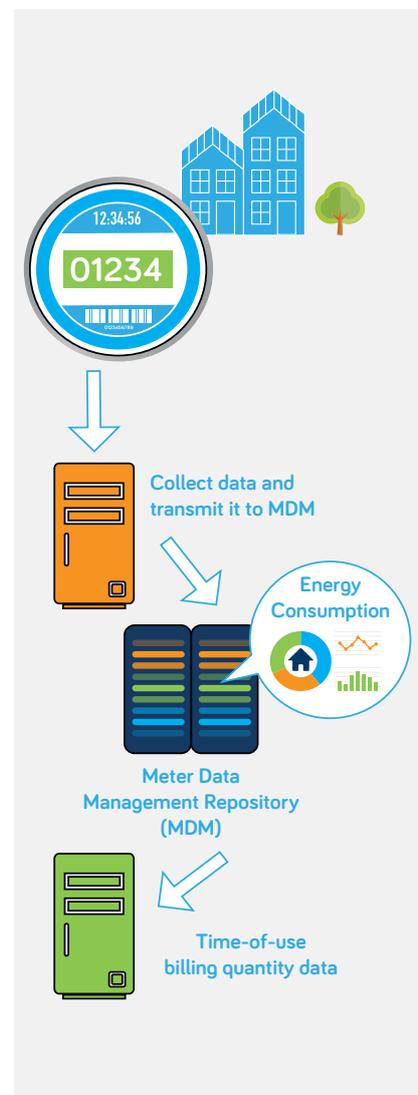
handles all communication technology related topics that are of interest to ESMIG's members. The scope of the group is ranging from the Smart Meters (and its interfaces) to the central Head End System that acts as an interface to all other utility systems. Since the Advanced Metering Infrastructure (AMI) plays an important role in Smart Grids, the interfaces of the AMI to Smart Grid applications (Electric mobility, Distributed Energy Resources, Home Automation, etc.) are also in the scope of the CTG.

Companies involved:



Main activities in 2015-2016:

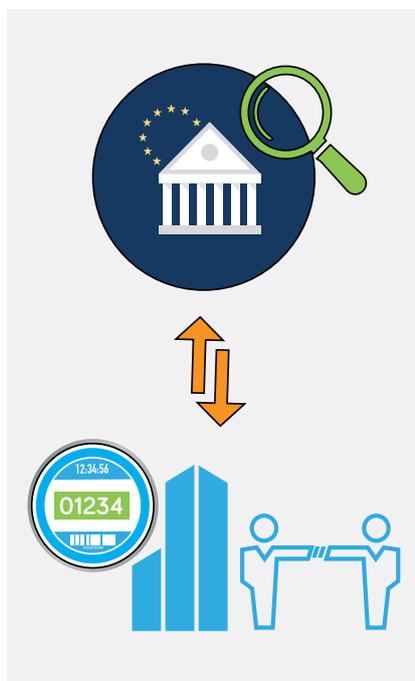
- coordinating an interoperability demonstration (together with EBSII) that shows a combination of M2M standards from the telecoms industry and CEN/CENELEC standards developed for metering and energy management in a set-up for demand response with various devices and systems of our members
- preparing a cooperation and a joint study with GSMA on the quantitative benefits of multi-service provisioning for utilities
- following the status of implementation of consumer interfaces and functionalities to provide information to consumers
- studying new IoT technologies for Low Power Wide Area networks





John Harris, RPG Chair

«The upcoming two years will be particularly critical to ESMIG's membership. There are a number of policy / legislative proposals expected by the end of the year such as a revision of the Energy Efficiency Directive, EcoDesign Directive, and a major package of legislation at the end of 2016 on the energy market design, retail markets and renewables. At the end of the chairman of the RPG's term of office, in two years, much of this legislation will be passed and our industry may be operating under a much different market framework than the one we have today.»



Regulatory and Policy Group (RPG)

maintains a watching brief on EU regulatory and legislative developments that affect all aspects of smart energy management in Europe. The policy areas under consideration include, but are not limited to, energy, environment, consumer affairs and the internal market. Furthermore, the RPG coordinates responses to political developments affecting the membership of ESMIG, and strives to ensure effective and coherent policy development within ESMIG.

Companies involved:



Main activities in 2015-2016:

- Developing the ESMIG Manifesto, which includes ESMIG's key demands for a smart Energy Union
- Preparing the Market Design consultation reply in the summer package of the Energy Union
- Preparing the New Deal for Energy Consumers consultation reply and position paper
- Preparing the Energy Efficiency Directive consultation reply
- Preparing the Evaluation of the Energy performance of Buildings Directive consultation
- Preparing and publishing "1 year of Energy Union", a document which assesses the status of the Energy Union and ESMIG's main positions on the legislative packages launched so far, as well as our recommendations for those foreseen to be launched at the end of 2016
- Preparing and publishing a position paper on "How to achieve interoperability for demand side flexibility"
- Preparing a statement on European Commission's strategy on heating and cooling

Nigel Hughes, Chair of MUM Group

«For 2016 and 2017 we intend to continue our work programme that comments, shares and provides a unified voice on metrological and legislative impacts of smart metering systems to ESMIG members. With the adoption of open based standards and protocols it is becoming increasingly important to promote a common approach from both the energy and water industries. Collaboration with AQUA and FARECOGAZ is intended to discuss and exchange information on relevant political and technical developments in metering and data communication, with a strong focus on Regulatory (MID, EcoDesign, etc.) and standardisation activities.»



The Multi Utility Metering Group (MUM)

focuses on the metrological and legal aspects of the Advanced Metering Infrastructure. It follows the maintenance process of the Measurement Instrument Directive (MID) that sets the legal requirements for Electricity, Water, Gas and Heat meters. It reviews reports issued by the working group Measuring Instruments of the European Commission as well as European guidelines/regulations on data privacy and security.

Companies involved:



Main activities in 2015-2016:

- participates in the activities of the Electromagnetic Compatibility (EMC) Focus Group where ESMIG, together with Orgalime, Eurelectric and CEN/ CENELEC work on solutions in standardisation for the EMC disturbances caused by specific equipment connected to the grid, such as power converters
- involved in discussions with Aqua and Farecogaz for close collaboration
- reviewed national requirements for smart metering (for example the Italian)





Marketing and Events Group (MEG)



covers all marketing aspects of the organisation including all events where ESMIG is represented, the involvement in exhibitions and conferences, web presence and any printed information. In addition, contact with the media is managed by this group.

Companies involved:



Main activities in 2015-2016:

- Coordination of scope extension activities
- Planning and coordinating the implementation of ESMIG's communication plan: establishing a weekly news digest, a quarterly ESMIG newsletter, social media strategy, printed materials such as brochures, banners, annual report
- Coordinating ESMIG's presence at European Utility Week and negotiating the marketing agreement with the organizers
- Events coordination: Sustainable Energy Week, Re-launch event

Mike Woodhall, Chair of MEG Group

«In the two years since Chameleon joined ESMIG, I have seen its influence as an authoritative industry representative body grow from pure smart metering focus to being the wider voice of European smart energy solution providers. My own company's interest is focused on the consumer propositions that can arise from smart metering data and the fast-emerging trend for connected home solutions within the wider IoT revolution. This is a very dynamic area and I am keen to support the work of ESMIG through its MEG activity to ensure that its voice is heard on what value its members can offer to this exciting market across Europe. I look forward to working with fellow members to continue this positive momentum.»

National groups

ESMIG Netherlands discussed with Dutch National associations on local issues regarding the smart meter roll-out. In 2015, discussions focused on the new ESMIG scope, the status of consumer interfaces in Europe and the status of Dutch smart meter requirements.

ESMIG Germany discusses and supports the smart meter roll-out situation in Germany among ESMIG members and with German local associations (consumers, regulators). ESMIG members drafted a shared position paper on the German 7-Eckpunkten Papier for the roll out of smart metering. This position has been shared with ZVEI, BNE group, Bitkom and OMS. Possibility of closer cooperation is being discussed with BNE.

EXTERNAL ACTIVITIES

*Smart Meters Coordination Group (SM-CG)***ESMIG representatives in this Group:**

- Willem Strabbing, Chairman
- Bernd Schulz (Itron), member of the Chairman Advisory Group
- Ortwin Pfaff (Itron), member of the Chairman Advisory Group

This Group was created based on European Commission's Mandate M/441 to the European Standardisation organisations (CEN, CENELEC, ETSI). The mandate required the development of an open architecture for utility meters involving communication protocols enabling interoperability. This was achieved by the group in 2014.

The group continues with its responsibility for giving guidance regarding the standards needed to reach interoperability among the components of the Advanced Metering Infrastructure (AMI). The scope is the AMI from the meter to the Head End System. A new Terms of Reference has been created in 2014 and was reviewed by the CEN/CENELEC/ESTI Board of Presidents in 2015.

Main activities in 2015-2016:

- Installation of a procedure to follow the roll-out of Smart Meters in member states and register (and recommend) on any interoperability issues that occur.
- Definition of a minimum set of security requirements for Smart Metering by the sub-group Privacy & Security (supported by the SPG group of ESMIG).
- Giving input to the work of Expert Group 1 of the Smart Grid Task Force.
- Investigating the possible actions to improve interoperability for Demand Response: interfaces to and from in-home energy management systems.
- Following new developments in the area of Low Throughput Networks.

*Smart Energy Grids Coordination Group (SEG-CG)***ESMIG representatives:**

Steering committee: Willem Strabbing

Working Group «Cyber Security and Privacy» (CSP) :

- Olivier Rochon (Itron),
- François Ennesser (Gemalto)

This Group was created based on European Commission's Mandate M/490 to the European Standardisation organisations (CEN, CENELEC, ETSI). The objective of this mandate was to create a set of standards that will achieve interoperability and will enable the implementation in Europe of the different high level Smart Grid services and functionalities.





The Smart Grid Coordination Group finished its work on the M/490 mandate. Early in 2015 the group presented the deliverables of the working groups:

1. Set of Smart Grid standards
2. Methodology
3. Cyber Security and Privacy
4. Interoperability

Main activities in 2015-2016:

- following-up of the work of the CSP group on the guidelines and recommendations for Risk Analysis and privacy regulations on national level
- creation of a high level description of the meaning of interoperability and how to reach interoperability levels (see also Expert Group 1 of the Smart Grid Task Force, below) by ESMIG, together with representatives of the Interoperability Working Group

Smart Grids Expert Groups (SG-TF)

ESMIG representatives:

- Willem Strabbing (steering committee, EG1, EG2)
- Wim Ton (Landis+Gyr, EG2)
- John Harris (Landis+Gyr, steering committee, EG3)
- Thomas Weisshaupt (Gemalto, EG3)

The Smart Grids Task Force (SGTF) was set up by the Commission in the end of 2009, to work on issues related to the introduction of Smart Grids, such as standardisation, regulatory recommendations and privacy.

Currently, still 5 expert groups exist under the SGTF, out of which three are active:

Expert Group 1 – Reference Group for Smart Grid Standards

EG1 was tasked early 2015 to perform a study on the interoperability of connections between the Advanced Metering Infrastructure (AMI) and Home Energy Management applications (the “H-interfaces” in the architecture that was developed by ESMIG). ESMIG has accepted to take a leading role in this work.

The final report gives a good insight in the plans of member states for implementing direct information provision to consumers and the interfaces and standards used for this purpose.



A copy of the final report is available on our Members website.

Currently ESMIG is leading the work on a new report that gives guidance to members states on how to reach interoperability for the H-interfaces.

Expert Group 2 - Regulatory Recommendations for Data Privacy

The EG2 work concentrated its activities in 2015 on:

1. The definition of Best Available Techniques for securing the AMI
2. The test of the Data Protection Impact Analysis template on Smart Metering processes.

A stakeholder Forum (SF) and Technical Editorial Group (TEG) were created to identify and evaluate Best Available Techniques (BAT) that can be used to secure the AMI.

The TEG defined work packages to define an evaluation approach, make an overview of the best available techniques and evaluate them. The SF advised the TEG to make use, as much as possible, of the outputs from the SM-CG that already created an architecture, Use Cases and an inventory of security threats and requirements for the AMI.

The Data Protection Impact Assessment (DPIA) template, a risk analysis tool for data privacy, was finished in 2014. Currently, a test phase is being conducted applying the DPIA to Smart Metering processes and the related organisation. The first tests will be done in the Netherlands (Alliander) and Portugal (EDP). The ultimate goal of the Commission is to include a mandatory DPIA for Smart Metering in the Data Protection Directive.

Expert Group 3 - Regulatory Recommendations for Smart Grids Deployment

In January 2015, the EG3 issued its Regulatory Recommendation for the Deployment of Demand Side Flexibility.

The EG3 reconvened in Q1 2015 to refine the regulatory proposal from the aforementioned paper, linking explicitly to the market design's review. The work is structured around 3 "streamlines": Consumers, Market and Regulation.

In 2016, the EG3 is organising four workshops on Market design, Smart Homes, Innovation and Storage. The Smart Homes workshop has been organised by ESMIG together with Orgalime and lead to concrete recommendations to the European Commission about engaging consumers by the introduction of new services and technologies in Homes and Buildings.





Working Group Measuring Instruments (wgMI)

ESMIG representative:

- Patrick Borgato (Itron)

The wgMI is responsible for the maintenance of the Measuring Instruments Directive (MID) and chaired by DG-Enterprise & Industry, now called DG-Growth.

The main topics addressed in 2015 were:

- Introduction of the new draft mandate requested for standardization works MID (2014/32/EU) with a deadline for publication set to 31/12/2017. The main items are:
 - Adaptation of current standards used for Water and Heat Meters in order to avoid exploitation of MPEs
 - Standard(s) covering the Delivery to the grid of electricity by small scale producers (households, commercial and light industry)
 - Standard(s) covering delivery to the public of electricity for use in electrical means of transport
- Notification of problems about consistency of translation of the new MID in different languages (that could lead to discrepancies in interpretation)
- Huge number of issues risen from questions frequently asked by the manufacturers about applications of the new MID (and an indirect request for more guidance)
- Standalone Cooling meters will not be covered by new MID (but local regulation admitted) Welmec WG11 (Utility meters)

WELMEC WG11 (Utility meters)

ESMIG representative:

- Patrick Borgato (Itron)

The aim of WELMEC is to establish a harmonized and consistent approach to European legal metrology. WELMEC provides among the others guides that support the implementation, coherent application and interpretation of Directive 2014/32/EC (2004/22/EC) (MID).

The main following topics were discussed in 2015:

- Updating guides:
 - The revision 6 of software guide 7.2 (event logger, registration during firmware download)
 - The guide 11.4 about the markings on gas meters
 - The guide 11.3 about utility meters and ancillary devices
- Preparing new guides for enabling the modular approach for gas meters:
 - Guide 11.6 for evaluating parts of Volume Conversion Devices
 - Guide 11.7 for evaluating of calculators and indicating devices of gas meters
- An Ad-hoc group was created in order to define the modular/family approach for electricity meters. The first task would be to write a guide to evaluate parts of active electricity meters. Split electricity meters is an interesting concept for building up cost effective solutions suitable to energy efficiency applications (MID secondary meters)
- A risk assessment is required in the New Approach Directives and MID products are concerned. Welmec WG8 will define the guidelines to carry out the risk assessment.

IEC TC8 WG 8 - International Smart Grid Use Cases

ESMIG representatives:

- Willem Strabbing

Working Group 8 of the International Electrotechnical Commission Technical Committee 8 is gathering Smart Grid Use Cases. ESMIG is convenor of the subgroup that provides the Use Cases for the Advanced Metering Infrastructure. Currently the group is revising its 2014 report by adding “Business” Use Cases to the “System” Use Cases that were defined with ESMIG’s support in former years. ESMIG’s contribution is currently limited to the coordination of the work and taking care that the Use Cases being developed by our EBSII group and the European Smart Meters Coordination Group are copied.





MAIN OBJECTIVES FOR 2016

The work plan for 2016 is built on 4 main pillars and takes into consideration the market and regulatory developments expected in 2016:



A. Regulatory and Market Issues: ESMIG will focus on shaping and promoting our position on the retail market design, eco-design and data protection regulations. Also, ESMIG will define a business case and conditions for a positive outcome of flexible demand management and will support new DSO functionalities.



B. Technical Issues: the main focus will be on smart metering advancement and supporting member states with definition of requirements and selecting standards, on consumer energy management demonstration and My Smart Energy consumer campaign, on interoperability issues, privacy and minimum security requirements and certification approach.



C. Marketing and Events: the objective is to represent ESMIG and its members at leading industry events such as European Utility Week and European Sustainable Energy Week, offering our members a platform for promotion, to expand the My Smart energy website, increase network and collaboration with relevant stakeholders and create appropriate communication tools.



D. ESMIG development: introduce associate membership, develop a platform for start-up companies inside ESMIG, develop an executive platform for networking and shaping industry policy, strengthen position in water/gas/heat metering by increasing cooperation with their representative organizations.

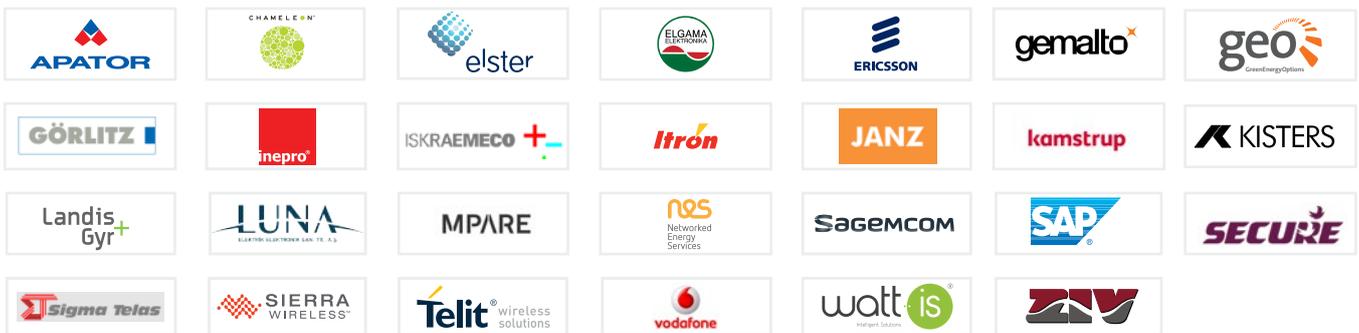
The plan is in accordance with the extended scope of ESMIG approved earlier in 2015 and emphasizes the shift from a smart metering industry group towards a smart energy solutions group.



ESMIG MEMBERS

WHO ARE THE MEMBERS

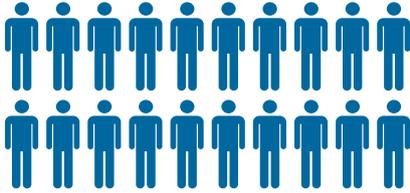
ESMIG members are companies that provide products, information technology and services solutions for Electricity, Gas, Water or Heat metering, data transfer security, display and/or management of energy consumption and generation at consumer premises.





Statistics

By employees

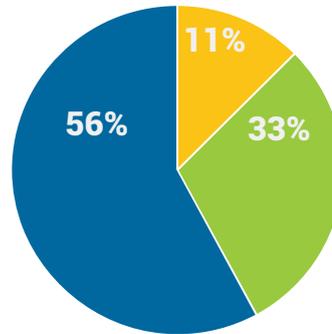


> 250 000 Total employees

Our members' total employees range from 7 to 116000 employees.

> 113 billion €

Total revenue of ESMIG companies



By annual revenue

Our membership is diverse and includes small, medium-sized and big companies:

- Large companies (>50m€/year): 15 companies
- Medium-sized companies (<50m€/year): 3 companies
- Small companies (<10m€/year): 9 companies

Members' annual revenues range from 30 000 € to 26 b. €

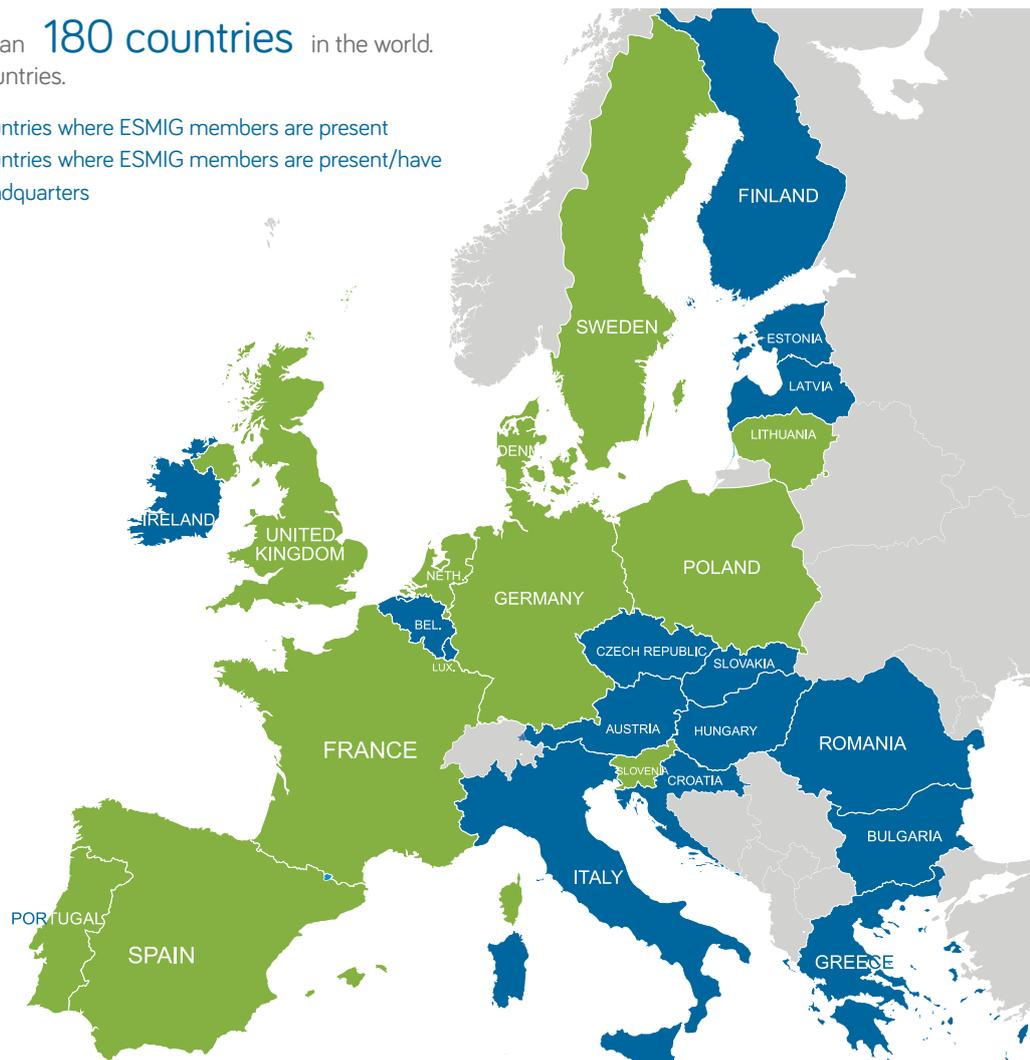
By markets active in

In total, our members cover more than **180 countries** in the world. They are present in all European countries.

They are present in EU:

| | |
|----------------|----|
| Austria | 14 |
| Bulgaria | 8 |
| Belgium | 12 |
| Croatia | 7 |
| Czech Republic | 12 |
| Cyprus | 6 |
| Denmark | 14 |
| Estonia | 11 |
| Finland | 9 |
| France | 13 |
| Germany | 18 |
| Greece | 11 |
| Hungary | 12 |
| Ireland | 9 |
| Italy | 14 |
| Latvia | 10 |
| Lithuania | 9 |
| Luxembourg | 8 |
| Malta | 7 |
| Netherlands | 17 |
| Poland | 15 |
| Portugal | 11 |
| Romania | 14 |
| Slovakia | 9 |
| Slovenia | 8 |
| Spain | 16 |
| Sweden | 16 |
| United Kingdom | 18 |

- countries where ESMIG members are present
- countries where ESMIG members are present/have headquarters



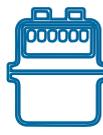
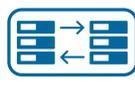
By headquarters

HQ in EU: 81% (see on the map)

HQ outside EU: 19%

Turkey: 1 | Canada: 1
Switzerland: 1 | USA: 2

Products of ESMIG members:

| | | | |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
|  |  |  |  |
| Electricity meters | Water meters | Heat meters | Gas meters |
|  |  |  |  |
| IT solutions | Power automation products and services (for Smart Grids) | In-Home Displays for Smart Meters | Consumer Access Devices for Smart Meters |
|  |  |  |  |
| Data concentrators | Consumer portals | Energy management systems and platforms | Communication systems & components |
|  |  |  |  |
| Smart heating controls | Metering information systems | Gateway administration systems | Visualization of energy data |
|  |  |  |  |
| Network monitoring and control solutions | Grid sensors | Load management systems | Platform for data transfer through an open energy protocol |
|  |  |  |  |
| Security solutions | Billing services | IoT solutions | User engagement and advice platform |

APATOR



On the basis of many years of experience, Apator Group provides metering equipment for all utilities (electricity, water, gas, heat), remote media reading systems and energy management applications.

Designing devices and services ensuring the effective and safe assets management is an important pillar of the company's business.

Power network automation systems and services for Smart Grids like SCADA and Asset Management Systems are our important business activities.

Our goal is not only creating new technologies to effectively manage every kind of energy, but also customer safety and care for the environment.



Torun, Poland
ul. Gdanska 4a lok. C4



Electricity meters, water and heat meters, gas meters, IT solutions, power automation products and services (for Smart Grids)



www.apator.com

Manufacturing/assembly plants in Europe (2015 data)

Torun (Poland), Tczew (Poland), Poznan (Poland), Lodz (Poland), Zielona Gora (Poland), Coventry (Great Britain), Sumperk (Czech Republic)

Markets where the company is present (2015 data)

| EU countries | Outside EU |
|----------------------------------------------------------------------------|----------------------------------|
| Poland, Germany, Denmark, Czech Republic, Austria, Belgium, Hungary, Spain | Russia, Ukraine, Belarus, Turkey |

2400

Project/activities/achievements/initiatives in 2015-2016

- We are involved in European smart metering roll-out projects for gas and electricity.
- We establish new standards for grid automation systems.
- We develop and support open smart metering and smart grids protocols like PRIME, G3 PLC, OSGP, DLMS, SCADA IEC 61850 and many others.

Legend:



Headquarters



Main products



Website



Number of employees

CHAMELEON TECHNOLOGY



Harrogate, UK
 Unit i2c Hornbeam Park Oval
 Harrogate, North Yorkshire, UK
 HG2 8RB



In-Home Displays for Smart Meters
 Consumer Access Devices for Smart Meters



www.chameleontechnology.co.uk



Twitter: @smartchameleon



LinkedIn: Chameleon Technology (UK) Ltd

Chameleon Technology designs and manufactures bespoke in-home displays for the global smart meter market and creates standalone and embedded solutions to optimise products and services for Connected Homes.

For three consecutive years, Chameleon has won the European Home Energy Monitor of the Year award, recognising its outstanding technical and design capabilities and commitment to creating an engaging and intuitive user experience. Chameleon's In-Home Displays are all interoperable and integrated with leading smart meter manufacturers.

Chameleon is well known for its award-winning and engaging design expertise, and for delivering technically robust engineering solutions. These qualities have made Chameleon a favoured rollout partner for utilities and meter manufacturers in the UK and internationally.

Markets where the company is present (2015 data)

| EU countries | Outside EU |
|----------------|------------|
| United Kingdom | - |

 17

Project/activities/achievements/initiatives in 2015-2016

Winner of the European Home Energy Monitor Award 2016, 2015, 2014.

ELSTER



Elster is a world leader in measuring and improving the flow of natural gas, electricity and water in more than 130 countries.

With one of the most extensive installed revenue measurement bases in the world and more than 200 million metering modules deployed over the course of the last 10 years alone, Elster is enabling the vital connections between technology and Earth's energy and resources for our global community.



Elster Group GmbH
Steinern Strasse 19-21
55252 Mainz-Kastel
Germany



Electricity meters, communications and energy management platforms engineered for residential, commercial and industrial, and interchange metering applications.
Gas meters, systems, heat process units, technologies.
Metering and communication systems for water utilities and industries



www.elster.com



LinkedIn: ELster



Facebook: Elster Global



Twitter: @Elster_Global



Youtube: elsterglobal

Markets where the company is present (2015 data)

| EU countries | Outside EU |
|-------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------|
| Austria, Belgium, Denmark, France, Germany, Hungary, Italy, Netherlands, Romania, Slovakia, Spain, UK | Africa, Asia Pacific, Australia, Middle East, North America, South America |

 7000

Project/activities/achievements/initiatives in 2015-2016

- ELSTER opened a new factory in France to support Linky smart meter rollout.
- Elster EnergyICT has been named as one of eight key players globally for their building energy management software system – Enacto™.
- Elster has been selected by Enxsis for a five-year contract to deliver more than 1 million smart electricity meters in the Netherlands as part of the country's efforts to meet European Union energy efficiency goals.

Legend:



Headquarters



Main products



Website



Number of employees

ELGAMA-ELEKTRONIKA LTD.



Visorij street, Vilnius, LT-08300,
Lithuania



Smart electricity meters (single-phase, three-phase), data concentrators,
metering solutions



www.elgama.eu



Linkedin: Elgama Elektronika Ltd

Elgama-Elektronika Ltd. develops and manufactures smart electricity meters and presents solutions for automated meter reading designed for utilities for almost 25 years.

The main production portfolio ranges from simple single-phase meters for residential sector up to sophisticated three-phase meters with power quality monitoring functions for industry and smart grids.

Being a manufacturer leader in the Baltic region, the company aims at sustainability which is integrated in all procedures and processes giving top priority to customer demands, quality of products, environmental, safety and health management and constant improvement. It promotes innovative environment pursuing proficiency and efficiency in the smart metering.

Manufacturing/assembly plants in Europe (2015 data)

Manufacturing plant in Vilnius (company premises)

Markets where the company is present (2015 data)

| EU countries | Outside EU |
|-------------------------------------------|----------------------------------------------------------------------------|
| Lithuania (local), Greece, Latvia, Poland | Ukraine, Malaysia, Paraguay, Kazakhstan, Israel, Columbia, Russia, Georgia |



Project/activities/achievements/initiatives in 2015-2016

- International project under HORIZON2020 – “Smart Grids Energy Management Staff Exchange”.
- Local project – “Development of smart meters”.
- New products – data concentrator and three-phase electricity meter with accuracy class 0.2s – developed.
- New market – Paraguay – opened;
- Lead-free technology implemented;
- Significantly increased production capacity.

Legend:



Headquarters



Main products



Website



Number of employees

ERICSSON



Ericsson is building the Networked Society drawing strength from 140 years of innovation and transformation, now entering the 5G and IoT era.

As a market leader in cellular networks, IoT and M2M, we believe that the utility industry can make good use of ICT and communication in the digital transformation process.

Besides being a strong player in Smart Grid Communications, we are a market leader in Smart Metering with more than 50 million meters connected to systems we are commercially engaged with.



Torshamnsgatan 21
SE-16483 Stockholm
Sweden



Smart Metering and Smart grid communication. End-to-end solutions from smart metering deployment to business process outsourcing of metering. Utilizing cellular, IoT/M2M technologies, platforms and services for communication. More than 50 million smart meters are already enabled by platforms developed, operated or maintained by Ericsson.

Customer and Revenue Management Supporting utility companies in their transformation into the smart and digital era, focusing on improving customer experience and operational efficiency based on data and analytics.



www.ericsson.com/utilities



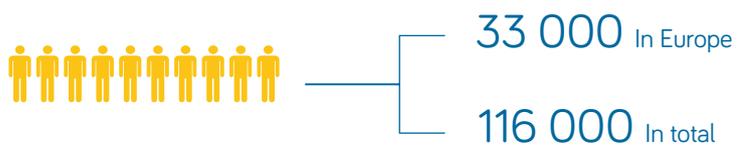
Linkedin: Ericsson cities



Twitter: @EricssonCities

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|------------------|-----------------------------------|
| All EU countries | Present in 180 countries globally |



Project/activities/achievements/initiatives in 2015-2016

- Singtel selects Ericsson to ready the 4G LTE network to support the expected rapid growth of connected devices. The solution will enable extended coverage and less complex devices to support Narrow Band (NB) IoT use cases in utilities and smart cities environments.
- Salzburg Netz selects Ericsson for smart meter integration, providing IT systems for Meter data management, alarm handling, workforce management, consumer portal interfaces and end-to-end testing for 470,000 smart meters.
- Skagerak selects Ericsson to deliver smart meters to more than 180,000 customers in Norway, modernizing the Norwegian power grid to ensure efficient technology and processes transformation.

Legend:



Headquarters



Main products



Website



Number of employees

GEMALTO



6, rue de la Verrerie - CS20001
92197 Meudon Cedex
France



Gemalto Cinterion Secure Element, M2M Wireless Modules and LTE low category families, HSM



www.gemalto.com/m2m/markets/smart-metering



Linkedin: Gemalto



Twitter: @Gemalto, @GemaltoM2M



Facebook: Gemalto

As the global leader in digital security, Gemalto brings trust to an increasingly connected world.

Our know-how helps authenticate identities and protect data. We enable services in personal devices, connected objects, the cloud and in between.

Our solutions are at the heart of modern life, from payment to enterprise security and the internet of things – enabling our clients to deliver secure digital services for billions of individuals and objects.

We also keep connected devices updated with the latest software for optimum performance as well as combating malicious threats.

As technology leaders, we create opportunities for innovation by device manufacturers and service providers.

Manufacturing/assembly plants (2015 data)

Worldwide: 17 production facilities and 27 Research and Software Development Centres

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|-------------------|----------------------------------------------------------------------------------------------------------|
| Most EU countries | Middle East and Africa, North America, Latin America, APAC. In total, more than 180 countries worldwide. |

14 000

Project/activities/achievements/initiatives in 2015-2016

Gemalto is actively working on the European side to promote Security as IoT enabler. The dream of a new world of sustainable energy is within our reach. As stewards for a responsible society, we can significantly increase the use of renewable and reliable energy by adopting new business models that leverage decentralized power generation and puts the end user at the core. By proposing secure digital systems protecting smart energy devices, data, the network and the cloud, Gemalto ensure stakeholders that the whole ecosystem is protected.

Over the last month, we've been actively working towards a new mind-set: the key to our new energy world is leveraging transparent, real time power data, secure smart energy technology and new business models. Gemalto has been helping existing and future stakeholders to bring Trust in the ecosystem, to move to a better and more responsible Smart Energy world.

Legend:



Headquarters



Main products



Website



Number of employees

GEO (GREEN ENERGY OPTIONS)



geo designs and manufactures smart metering displays, home energy management systems and web based energy services and mobile applications that make energy engaging for the consumer.

Our aim is to enable Utilities to strengthen their relationships with their customers. Our products & services work both prior to and after installing smart meters to enable the energy-efficient home.

Based in Cambridge, UK, geo (Green Energy Options) has grown since its creation in 2006 to be one of the leading manufacturers of energy displays worldwide, with nearly 3m systems supplied and an extensive network of commercial partnerships.



Cambridge, United Kingdom



Energy Monitors, Smart Metering Devices, Consumer Access Devices, Solar Monitors, Smart Heating Control.



www.geotogether.com



Linkedin: Green Energy Options



Twitter: @Geomonitors



Facebook: Green Energy Options - geo

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|------------------------------------------------------------|------------|
| UK, Germany, Netherlands, Belgium, Sweden, Finland, Norway | - |



Project/activities/achievements/initiatives in 2015-2016

- geo is the leading provider of In Home Displays to the UK Smart Metering Programme. Geo has sold nearly 3m systems. Among numerous Innovations awards, in 2015, the Cosy won an IDA Silver Award (International Design Award). geo's Minim+ is the best-selling energy monitor in Amazon UK. 2016 is geo's 10th Anniversary year.
- The Hybrid Home : geo's objective is to reduce energy consumption in its customer's connected homes by two thirds over the next ten years. How will it do this? By putting consumers in control of their energy usage, providing them with visibility of their usage, and giving them the tools to manage and control it.
- The company is pioneering a new approach, the 'hybrid energy home', which aims to equip consumers with the monitoring technology they need to blend traditional and cutting edge energy efficiency techniques. The data drawn from smart meters, micro generation and heating controls is used to build an accurate picture of energy usage, displayed through a simple interface and accessible for users to personalise through the Internet or on mobile or home-based devices.

Legend:



Headquarters



Main products



Website



Number of employees

GÖRLITZ AG



GÖRLITZ Aktiengesellschaft
August-Thyssen-Straße 32
56070 Koblenz



Metering information system, Gateway administration, Smart grid solutions, processes via MDUS, visualization of energy data, data communication hardware



www.goerlitz.com



Facebook: Goerlitz AG

GÖRLITZ AG offers solutions for the automation of energy measurement. With its software and hardware solutions for smart metering and smart meter data management, the Koblenz based company is a leading provider in Europe.

The focus is on systems for collection, verification and communication of measurement and energy data. The company additionally offers a wide range of services, hosting and training seminars.

Our customers are national and international utilities, grid operators and leading companies in the fields of industry and transport.

The GÖRLITZ group comprises subsidiaries in Switzerland, Austria, Italy, and Denmark. GÖRLITZ AG is a subsidiary of the IDS Group and a member of a corporate group providing comprehensive solutions for grid operators.

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|-----------------------------------------------|------------|
| Denmark, Germany, Austria, Italy, Switzerland | - |

120

Project/activities/achievements/initiatives in 2015-2016

- Gorlitz and Devolo have launched a starter kit for easy access to control points.
- Gorlitz established another data centre in the Darmstadt-based centre (DARZ) – a full service IT provider with highest security standards.
- Gorlitz expanded its hardware portfolio with a new device designed for efficient and economic data communication.

Legend:



Headquarters



Main products



Website



Number of employees

INEPRO METERING BV



Inepro Metering BV is a Dutch manufacturer of MID approved smart energy meters.

All smart energy meters are developed in house by our R&D team. The product line exist of Single phase 1 module 45amp, Single phase 2 module 80amp, 3 phase 4 module 100amp and 3 phase 4 module CT version. All types come with communication at choice, programmable SO output, Modbus RTU or M-Bus. The PRO series are developed by the highest standards and approved by KEMA and NMi. We offer 5 year full warranty to underline the quality.



Pondweg 7, 2153 PK Nieuw-Venep,
The Netherlands



Smart Energy meters



www.ineprometering.com



Linkedin: Inepro Metering



Twitter: @IneproMetering

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| Belgium, Denmark, Germany, Estonia, Latvia, Lithuania France, Greece, Hungary, Italy, The Netherlands, Austria, Poland, Portugal, Rumania, Slovenia, Spain, Czech Republic, United Kingdom, Sweden. | Switzerland, Norway, Serbia, Philippines, Taiwan, Japan, South Africa, New Zealand, Israel. |



Project/activities/achievements/initiatives in 2015-2016

- www.ineprometeringonline as a cloud monitor of the Smart PRO series energy meters.
- Integration of the smart PRO meters in the home automation system TOON of Eneco in the Netherlands.
- Integration in a number of Inverter products for solar industry.
- Integration in a number of producers for Car Charging projects.

Legend:



Headquarters



Main products



Website



Number of employees

ISKRAEMECO, D.D.



Iskraemeco, d.d. is one of the leading providers of smart metering solutions with an established network of partners, subsidiaries and production facilities on a global scale.

For seven decades, Iskraemeco has been delivering quality products and services that make efficient energy use a reality to energy companies worldwide.

Iskraemeco portfolio includes electricity meters for different applications, communication systems, data management software and supportive services.

One of the largest R&D departments in the industry (in Europe) turns advanced ideas into reality and provides utilities with quality and next generation sustainable energy solutions.

Our full suite of smart metering devices, services and solutions will take you a step further towards a smarter grid.



Savska loka 4, 4000 Kranj, Slovenia



Electricity Meters, Communication Tools, Software Solutions, Support Services



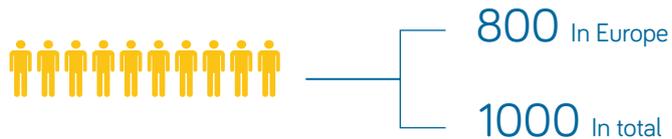
www.iskraemeco.com
 LinkedIn: Iskraemeco

Manufacturing/assembly plants in Europe (2015 data)

Slovenia

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|
| Austria, Belgium, Bulgaria, Denmark, Estonia, Finland, Estonia, Greece, Ireland, Norway, Italy, Hungary, Germany, The Netherlands, Slovakia, Slovenia, Sweden, UK, Poland, Latvia, Romania, Croatia | Russia, Ukraine, Bosnia, Macedonia, Switzerland, Turkey, Albania, Moldova + Asia, Latin America, Africa & Middle East |



Project/activities/achievements/initiatives in 2015-2016

- North Cyprus: 140.000 smart meters + SEP2W software solution managing the entire smart metering network.
- The Netherlands: signed contract for delivering 1,6 million smart meters (quantities can increase up to 2,5 million) to four Dutch DSO`s (Liander, Stedin, DELTA, Westland Infra) until 2020.
- Saudi Arabia: 55.000 industrial meters for the sole energy company in the Kingdom of Saudi Arabia, SEC (Saudi Electricity Company).
- Austria: 95.000 smart meters in a partnership with Siemens Österreich for the next two years, with an option to increase the quantities for another 250.000 pieces until 2024.
- Germany: PTB and MID approval for the entire series of MS2020 smart meters (MT361, MT176, MT691).
- Turkey: opening a sales office in Istanbul.

Legend:



Headquarters



Main products



Website



Number of employees

ITRON



Itron is a world-leading technology and services company dedicated to the resourceful use of energy and water.

We provide comprehensive solutions that measure, manage and analyze energy and water. Our broad product portfolio includes electricity, gas, water and thermal energy measurement devices and control technology; communications systems; software; as well as managed and consulting services.

With thousands of employees supporting nearly 8,000 customers in more than 100 countries, Itron applies knowledge and technology to better manage energy and water resources.



Itron Inc.
2111 North Molter Road
Liberty Lake, WA 99019-9469
USA



Smart grid communication network solutions; Smart metering software; Metering devices; Data analytics solutions for water, gas & electricity



www.itron.com



Linkedin: Itron



Twitter: @Itron



Facebook: Itron Inc



Youtube: Itron Smart Media

Manufacturing/assembly plants in Europe (2015 data)

15 manufacturing sites (France, Germany, Italy, Spain, Hungary..)

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|------------------------------------------------------------------|---------------------------------------------------------|
| France, UK, Germany, Spain, Portugal, Italy, Netherlands, Sweden | Africa, Latin America, United States, Middle East, APAC |



3 700 In Europe

8 000 In total

Project/activities/achievements/initiatives in 2015-2016

- Itron implements the OPENWAY RIVA™ solution that delivers a new approach to grid communications and distributed intelligence to support edge applications.
- Itron continues to support ERDF in France with the roll-out of the Linky smart meter program and will supply more than 12 million meters by Dec 2016
- Itron will help modernize the gas distribution system in Italy as we deploy our 169MHz fixed network gas solution to utilities across the country.

Legend:



Headquarters



Main products



Website



Number of employees

JANZ CONTADORES DE ENERGIA S.A.



Janz is renowned for its precision measuring devices and is one of the most competitive suppliers of energy metering products and systems for energy management.

It provides products to a high quality and the company, its laboratories and its processes fulfill the requirements of several international standards (e. g. ISO 9001: 2008 and EN ISO/IEC 17025). In particular, its products meet international standards to an expected lifetime for 20 years.

The company is headquartered in Lisbon (Portugal) and it is particularly strong in the Portuguese market, in the export markets (Spain, Angola, Cape Vert, Mozambique and Macao) and now in the Latin American markets as well (Venezuela, Colombia and others). A strong partnership with Contar Electrónica Industrial Lda, allows Janz to offer always the state of art in metering technology.



Av. Inf. D. Henrique Nº328 1800-223 Lisboa - Portugal



SMART GRID and AMM solutions (meters, communication modems and management softwares)



www.janzce.pt

Manufacturing/assembly plants in Europe (2015 data)

Lisboa - Portugal

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|-----------------|--------------------------------------------------------------------------------|
| Portugal, Spain | Angola, Venezuela, Macao, Cape Vert, Mozambique, Mexico, Timor, Peru, Colombia |



Legend:



Headquarters



Main products



Website



Number of employees

KAMSTRUP A/S



Kamstrup is a world-leading supplier of energy and water metering solutions. Our solutions support utilities and are also applied in properties with individual metering.

For 70 years, we have delivered reliable, cost-effective ways to measure and manage energy and water consumption worldwide.

By anticipating our customers' challenges, we enable them to run a better business and inspire smarter, more responsible solutions for the communities they serve.

Our solutions include consumption meters, smart metering systems, hosting and services, analytics and smart grid applications. All products are produced with the highest certifications for environmental safety and quality in our automated production facilities in Denmark.



Stilling, Denmark, Industrivej 28



The full product range includes consumption meters, meter communication infrastructure, meter data management systems, Smart Grid applications, hosted solutions, operation and meter data analyses within water, heat, cooling and electricity.



www.kamstrup.com
www.facebook.com/kamstrupgroup
www.linkedin.com/company/kamstrup

Manufacturing/assembly plants in Europe (2015 data)

Denmark, Sweden

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
| Denmark, Norway, Sweden, Finland, Germany, United Kingdom, Netherland, Switzerland, Austria, Spain, Poland, Turkey, Czech Republic, Estonia, France, Hungary, Romania | United States, Chile, India, China, Russia, South Africa, United Arab Emirates |



840 In Europe

930 In total

Project/activities/achievements/initiatives in 2015-2016

Kamstrup joins NCE Smart Energy Markets: Headquartered in Norway, NCE Smart Energy Markets is an industry cluster dedicated to the international energy market. This partnership aims at optimizing energy efficiency and as part of the agreement, Kamstrup has entered a pilot project in Hvaler Municipality, adding a smart water meter reading system to Hvaler Municipality's existing project for smart electricity meters under the name Smart Energy Hvaler.

DONG Energy chooses Kamstrup: In March 2015, Danish energy group DONG Energy chose Kamstrup as their partner for rollout and operation of 1 million remotely read electricity meters. The EUR 239 million order is a clear testament to Kamstrup's highly competitive setup – not just in terms of producing high quality meters but also in terms of rollout, project management as well as reading and hosting of meter data – and to DONG Energy's confidence in the ability of Kamstrup's OMNIA smart grid platform to cover their future needs.

Detailed insight into the low-voltage grid: Born out of the need to efficiently balance fluctuating production and consumption and enable the transition towards a greener energy system based on renewable energy sources, the REMOTEGRID project is a joint effort from Aalborg University, Danish DSO Thy-Mors Energi and Kamstrup. Over the next three years, the project will aim at gaining detailed insight into the low-voltage grid and using that insight to manage it more efficiently.

Legend:



Headquarters



Main products



Website



Number of employees

KISTERS AG



Aachen, Germany, Pascalstr. 8+10, 52076 Aachen



Energy solutions: prescriptive analytics, predictive analytics, portfolio management, energy data management, meter data management, automatic meter reading, SCADA



www.kisters.eu/energy

KISTERS produces market-compliant, pioneering software solutions for the energy industry with its business areas of energy production, distribution, marketing/trading and use.

Our portfolio includes solutions for energy data management, portfolio management, forecasting, virtual power plant management, smart metering, smart grid/control technology/SCADA and lifecycle and asset management of plants and grids.

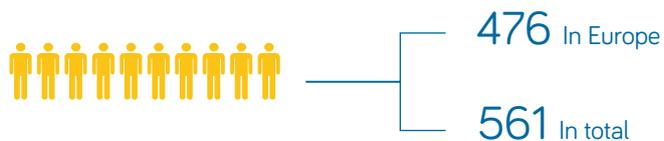
Over 750 companies in the energy industry rely on KISTERS software.

Manufacturing/assembly plants in Europe (2015 data)

Germany, Spain, France (all Software development)

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|
| DACH Region, Italy, Spain, France, England, Scotland, Wales, Ireland, Sweden, Estonia, Russia, Iceland, Greenland, Denmark, Netherlands, Belgium, Luxembourg, Serbia, ... | North America, Australia, Philippines, China, Vietnam, South-African countries, Vietnam, New Zealand, ... |





Legend:



Headquarters



Main products



Website



Number of employees

LANDIS+GYR



Landis+Gyr is the leading global provider of integrated energy management solutions for the utility sector.

Offering the broadest portfolio of products and services to address complex industry challenges, the company delivers comprehensive solutions for the foundation of a smarter grid including; smart metering, distribution network sensing and automation tools, load control, analytics and energy storage.

Landis+Gyr operates in 31 countries across five continents as an independent growth platform of the Toshiba Corporation (TKY:6502) and is also 40% owned by the Innovation Network Corporation of Japan (INCJ).

With annualized sales of more than US\$1.5 billion, the company employs 5,700 people with the sole mission of helping the world manage energy better. More information is available at landisgyr.com.



Theilerstrasse 1, 6301 Zug, Switzerland



End-to-end solution Gridstream® for AMI, Distribution Intelligence and Customer Intelligence applications / Electricity meters for residential and industrial, commercial and grid applications; with credit and prepayment functionality; interoperable; with security and fraud detection features / Smart gas meters based on ultrasonic technology for residential and I&C applications; multi-energy solutions / District and residential heat/cold metering solutions / Modular and integrated communication modules for metering devices / Gateways and data concentrators / AMI software: HES, AIM, Converge / Data analytics (MDMS) / Grid sensors / Network monitoring and control solutions / Load management systems and load switches / Solution services



www.landisgyr.eu



LinkedIn: Landis



Twitter: @Landisgyr



Youtube: Landisgyr Official

Manufacturing/assembly plants in Europe (2015 data)

Northfields and Stockport (UK), Montluçon (FR), Corinth (GR), Zug (CH), Nuremberg (DE)

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|------------------|--------------------------------------------------------------------------------------------|
| All EU countries | Russia, Middle East, RSA, USA, Canada, Brazil, India, Australia, New Zealand, China, Japan |



2 200 In Europe

5 700 In total

Project/activities/achievements/initiatives in 2015-2016

- Landis+Gyr is one of the leading suppliers for the ERDF national smart meter rollout delivering a substantial portion of Linky meters and data concentrators
- Energie Burgenland has awarded the first AMI contract in Austria to Landis+Gyr for the G3-PLC based smart metering solution Gridstream® comprised of 190,000 smart meters run on Landis+Gyr's Head End System (HES).
- The four largest distribution system operators (DSOs) in Poland have opted for Landis+Gyr's S650 Smart Grid Terminal (total volume of 36,500 devices).
- Developed by Landis+Gyr in cooperation with EnBW, 3000 SyM2 - compliant S750-GM (GM-EEG) modules to be installed by Netze BW in Baden-Württemberg, Germany as part of the solution for managing the electric feed of large and medium-sized (>100kW) solar, wind, and other renewable energy power plants.
- In Denmark, Landis+Gyr was chosen to deliver its Gridstream® Meter Data Management System (MDMS) to DONG Energy that will process and validate hourly energy data collected from the utility residential meter base of 1 million end points.

Legend:



Headquarters



Main products



Website



Number of employees

LUNA ELEKTRİK ELEKTRONİK SANAYİ VE TİCARET A.Ş.



The corporate group including LUNA was founded in 1991, in the business of design and manufacturing of electronic circuits and products for controlling and measuring electrical energy.

LUNA carries out its design and production of electricity meters, the development of software and hardware for the communication between the meters, in its own registered R&D Center and warehouse in Izmir, TURKEY.

Currently with 400.000 meters monthly production rate, it is the biggest supplier to the public and government metering needs in Turkey with its ready plug and play smart grid solutions as a complete system for electrical energy management as well as water metering solutions.



IZMIR, TURKEY 10.001 Sok. No:9
Atatürk O.S.B Çiğli



Single Phase Meters, Three Phase Meters, Polyphase Meters, Luna Smart Meters, Single Phase Active/Reactive Meters, Polyphase Active/Reactive Meters, Luna AMR Software, Luna Smart GSM Modem, Luna Data Concentrator Plug and Play Modules, PLC Modules, RF Module , Ethernet Module, GSM modules



www.lunatr.com



Facebook: Luna Elektronik



Twitter: @lunaelektronik

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|------------------|------------|
| Balkan Countries | Turkey |

300

Project/activities/achievements/initiatives in 2015-2016

- With the aim of developing its own technology and supporting innovation, Luna R&D Centre became one of the official R&D Centre of Turkey in the first month of 2016.
- DLMS/COSEM supported now on LSM series of e-meters.
- LSM series has new types of e-meters.
- Turkey's first smart meter project which is 13k PLC e-meters is accomplished in Van-Gevas successfully.

Legend:



Headquarters



Main products



Website



Number of employees

MPARE



Stationsplein 14, 6811 KG Arnhem.
The Netherlands.



HelloData; a platform for data transfer through an open energy protocol. HelloData is a platform that seamlessly connects smart appliances, services, and apps, regardless of supplier or energy provider. HelloData gives users control over their energy data while ensuring their privacy. The decentralisation of energy is creating unlimited opportunities for the global development of energy solutions. HelloData connects all these solutions – hardware, apps and services – to better align supply and demand. With HelloData, the consumer can choose his own energy services and oversee his own energy management.

MPARE provides standard solutions for users of energy data.

By launching the HelloData platform, MPARE provides an open standard for sharing and transferring energy data from appliances to apps.

As a subsidiary of the grid operator Alliander, MPARE is helping to accelerate the energy transition by assisting consumers in making choices that are beneficial to their own energy management and to the energy supply in general.

By providing an open platform, MPARE encourages businesses to develop smart appliances, services, and apps for the consumer market.



www.mpare.net - www.hellodata.org



Linkedin: MPARE



Twitter: @mpare_bv - @devhellodata

Manufacturing/assembly plants in Europe (2015 data)

Arnhem

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|-----------------|------------|
| The Netherlands | - |



Project/activities/achievements/initiatives in 2015-2016

Our main activity is introducing our platform HelloData to organizations involved in sustainable housing market (construction companies, fitters, housing associations), app builders, and hardware and energy supplies involved in energy transition. MPARE aims for a social standard for transferring and sharing energy data.

Legend:



Headquarters



Main products



Website



Number of employees

NETWORKED ENERGY SERVICES CORPORATION (NES)



San Jose, California USA



Smart metering and smart grid solutions including smart meters, smart grid devices, control nodes, system software (HES), communication infrastructure and security solution



www.networkedenergy.com
www.linkedin.com/company/networked-energy-services-nes-corporation
 @networkedenergy

NES is a global smart energy leader in the worldwide transformation of the electricity grid into an energy control network, enabling utilities to offer services to help reduce operating costs, provide expanded services and conserve energy.

NES's technology is used in more than 36 million smart meters by utilities around the world.

The company was formed as a result of the spinoff of Echelon Corporation's Grid Modernization Division in October 2014.

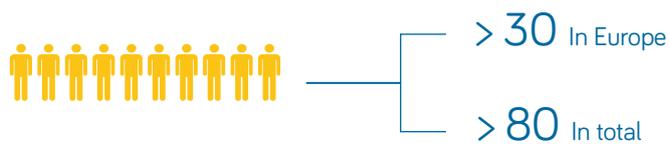
NES has its headquarters in the US, with design and R&D Centers located in Silicon Valley/California, Fargo/North Dakota, Gdansk/Poland, and sales offices throughout the world.

Manufacturing/assembly plants in Europe (2015 data)

Kwidzyn, Poland

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|-------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| Sweden, Denmark, Finland, Poland, Netherlands, Austria, Germany, France, Italy, Czech Republic, Romania, Slovakia | Switzerland, US, Russia, Brazil, Chile, Paraguay, Philippines, South Africa, Thailand, various in the Middle East and others around the world |



Project/activities/achievements/initiatives in 2015-2016

NES implemented multiple new smart metering projects and pilots in Europe as well as around the world. NES introduced a new Generation of our metering platform with advanced functionality and enhanced security. NES became member of G3-PLC Alliance enabling extension of existing portfolio of communication technologies.

Legend:



Headquarters



Main products



Website



Number of employees

ESMIG MEMBERS

SAGEMCOM



Sagemcom is a leading European group on the high added-value communicating terminals market (set top boxes, internet boxes, electricity meters, etc.) that is based in France.

It specialises in broadband communications, telecoms and energy, and the document management sectors: consumer and professional printing terminals, digital TV set-top boxes, broadband and residential terminals, communicating management solutions, energy and systems management, telecom partnerships and convergence.



250, route de l'Empereur
92500 RUEIL MALMAISON
FRANCE



Sagemcom offers a comprehensive range of broadband media gateways with advanced access network and redistribution technologies.

Energy & Telecom Business Unit concentrates Sagemcom's expertise in telecom and metering, enabling the supply of customized connected systems to utilities, telecom operators and services operators worldwide. Thanks to the talents of its R&D and its industrial capacities, Sagemcom Energy & Telecom operates in smart meter, smart grid, smart sites, smart infra and smart services markets.

Sagemcom proposes an integrated end-to-end offer tailored for the Industrial Internet of Things (IoT), based on the open standard LoRaWAN™. This offer covers the radio RF modules used to make the things connected, up to the entire infrastructure network allowing both the reception of data transmitted by the sensors (objects) (uplink direction), and control of these things by issuing commands from the network (downlink direction): base stations (BS), which can be supplemented by femto LoRa™, core network, or also software solutions for redistributing data to service operators.



www.sagemcom.com



Facebook: Sagemcom official



Twitter: @Sagemcom



LinkedIn: Sagemcom

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|----------------------------------------------------------|--------------------------------------------------------------------|
| Germany, Netherlands, Poland, Romania, Spain, Sweden, UK | North America, South America, Africa, Middle East, Asia, Australia |

4 200

Project/activities/achievements/initiatives in 2015-2016

- Enexis selects Sagemcom as one of the suppliers for LTE smart meters for the large scale roll out in the Netherlands.
- The gas and electricity DSOs and Luxmetering G.I.E awarded a consortium led by Sagemcom for the delivery of an electricity and natural gas smart metering system with 400.000 collection points in Luxembourg. Sagemcom and its local partner Enermeter have won 240 000 AMM PRIME PLC Meter for Energias de Portugal (EDP).
- Sagemcom designed an integrated offer covering the entire value chain of the IoT, from the sensor to the data restitution solution.
- Founding member of the LoRa™ Alliance, the company made the choice of the LoRaWAN™ radio protocol.

Legend:



Headquarters



Main products



Website



Number of employees

SAP



Walldorf, Germany



Energy Supply Chain Optimization: Fuel Supply Chain Management, Energy Portfolio Management, Corporate Sustainability. Operational Efficiency for Plants and Grids: Project and Portfolio Management, Asset Operations and Maintenance, Asset Network, Environment Health & Safety. Intelligent Grid: Meter Data management and Operations, Grid Data Processing and Analysis, Demanded Side Management, Customer Education, Customer experience, Multichannel Marketing, Sales and Customer Service for Residential Customers, Sales and Customer Service for commercial and Industrial Customers, Bill to cash. HHRR, Finance, Procurement, Information Technology & Platform.

As market leader in enterprise application software, SAP (NYSE: SAP) helps companies of all sizes and industries run better.

From back office to boardroom, warehouse to storefront, desktop to mobile device – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition.

SAP applications and services enable customers to operate profitably, adapt continuously, and grow sustainably.



www.sap.com
www.facebook.com/SAP
twitter.com/sap



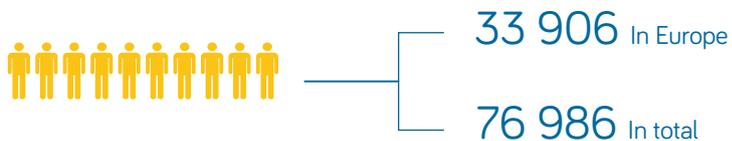
www.linkedin.com/company/sap
<https://plus.google.com/u/0/+SAP/posts>
<https://www.youtube.com/user/SAP>

Manufacturing/assembly plants (2015 data)

14 Development centers (SAP Labs) worldwide, 100 Development locations worldwide
 13 Co-Innovation and Living Labs worldwide, 21 Research locations worldwide

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|------------------|----------------------------------------|
| All EU countries | Over 190 countries worldwide (For SAP) |



Legend:



Headquarters



Main products



Website



Number of employees

SECURE METERS LTD



Secure Meters (UK) Ltd's mission is to use its experience and capabilities to deliver advanced and intelligent metering solutions for tomorrow's dynamic energy markets worldwide.

Our vision is that in future, cost-effective and sustainable energy for everyone will be delivered by the interaction of generation sources, both traditional and renewable, connected through dynamic distribution systems, aided by evolving retail solutions and end-user energy efficiency devices, performing as a symbiotic whole.

Our core values are based on improving industry practices and reducing waste, in the interests of fairness and sustainability, and treating our employees and our customers well.



Secure House Moorside Road
Winchester, Hampshire SO23 7RX
United Kingdom



Electricity Metering, Smart Metering, AMI, Remote Meter Reading (RMR)/ Automatic Meter Reading (AMR) using Ethernet, GSM, GPRS, Low power radio technology, Prepayment Metering Systems, Energy audit, accounting, billing services, Energy Management Systems



www.securetogether.com



LinkedIn: Secure Meters UK Ltd



twitter: @SecureMeters



Facebook: Secure Meters Limited

Manufacturing/assembly plants in Europe (2015 data)

In UK: 4500 sq m. manufacturing and distribution facility with assembly lines incorporating the latest processes and automatic test methods

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|--------------|------------------------------|
| UK, Sweden | Asia, Middle East, Australia |

3 500

Legend:



Headquarters



Main products



Website



Number of employees

SIGMA TELAS



Kalvariju 125, Vilnius 08221 Lithuania



EMCOS Corporate HES/AMI/MDM software



www.sigmatelas.eu

JSC «Sigma Telas», founded in 1992, is the Smart Metering and AMI/MDM Software developer and system integrator with extended expertise in large-scale projects.

Our reference projects are 3 National Grid Operating Companies - Transmission System Operator LitGrid in Lithuania, National electricity operators BelEnergO in Belarus and KEGOC in Kazakhstan, large installations for electricity, gas and heat distribution companies, national railway companies, large industrial corporations, telecommunication companies and retail chain operators.

Sigma Telas has over 700 implemented projects, with more than 100 000 meters in bigger projects.

EMCOS Corporate solution supports over 280 types of meters and data concentrators.

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|----------------------------|-----------------------------------------|
| Lithuania, Latvia, Estonia | Kazakhstan, Uzbekistan, Ukraine, Russia |

50

Project/activities/achievements/initiatives in 2015-2016

- Large scale projects in Lithuania, Latvia, Kazakhstan and Uzbekistan further implementation.
- New projects for gas metering in Lithuania and Uzbekistan, heat metering in Kazakhstan and Lithuania.

Legend:



Headquarters



Main products



Website



Number of employees

SIERRA WIRELESS



13811 Wireless Way Richmond,
British Columbia V6V 3A4 Canada



Embedded wireless modules, gateways, cloud and connectivity services



www.sierrawireless.com



Linkedin: Sierra Wireless



Twitter: @SierraWireless

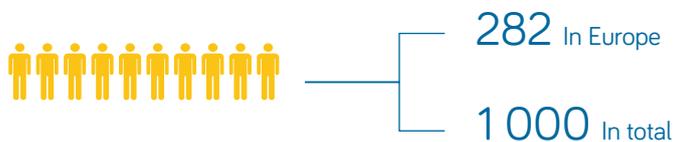
Sierra Wireless is building the Internet of Things with intelligent wireless solutions that empower organizations to innovate in the connected world.

We offer the industry's most comprehensive portfolio of 2G, 3G and 4G embedded modules and gateways, seamlessly integrated with our secure cloud and connectivity services.

OEMs and enterprises worldwide trust our innovative solutions to get their connected products and services to market faster. Sierra Wireless has more than 1,000 employees globally and operates R&D centers in North America, Europe and Asia.

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|------------------|------------|
| All EU countries | Globally |



Project/activities/achievements/initiatives in 2015-2016

- Customer announcements: Sierra Wireless selected by Sagemcom for their smart meters deployment with Enexis in the Netherlands.
- Sierra Wireless AirPrime modules selected by Itron for smart gas metering deployments in Europe.
- Sierra Wireless modules enable cellular connectivity in newest smart meters from Iskraemeco for global deployments.
- Sierra Wireless selected as cellular modem provider for Itron's innovative OpenWay® smart grid solution.
- Smart SIM and connectivity services introduction with the IoT platform.

Legend:



Headquarters



Main products



Website



Number of employees

TELIT



Telit operates as an enabler of the Internet of Things (IoT). It develops, and markets cellular, GNSS, short-to-long range wireless modules plus mobile connectivity services and application enablement platform to onboard edge devices to the IoT.

The company delivers managed and value added services; application enablement; and connectivity management in a Platform-as-a-Service (PaaS) model.

In addition, the company offers mobile data plans in EMEA and the Americas that are packaged and priced specifically for IoT business models.

For the Energy sector, Telit sells modules specifically designed for cellular smart metering/grid and supplied to projects globally including among others the UK and the Netherlands.



7th Floor, 90 High Olborn
London WC1V 6XX
United Kingdom



Modules: cellular (2G, CDMA, 3G, EVDO, 4G), Short Range & RF (ZigBee, WM-Bus, Bluetooth, Star networks and LPWA: Sigfox), GNSS. Portable protocol stacks: Bluetooth, BLE, NFC. IoT portal: advanced services, resources and tools to enable the application, administration & security, data management, device management, connectivity management and connectivity data plans.



www.telit.com



Linkedin: Telit Wireless Solutions



Facebook: Telit Wireless



twitter: @Telit_Corp



Youtube: Telit Communications



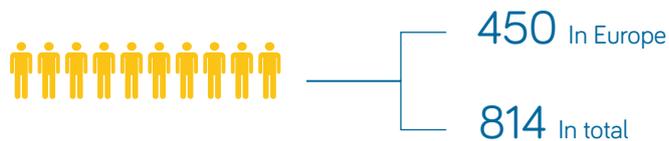
Google Plus: Telit



Xing: Telit Communications Plc

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|------------------|----------------------------------------------------|
| All EU countries | On all continents: Americas, Africa, Oceania, Asia |



Project/activities/achievements/initiatives in 2015-2016

- Principal cellular supplier of GB SMIP project for both Foundation (2G) and Enduring (3G) phases.
- Supplier to the Netbeheer project in Netherlands initially with 2G modules and now with CDMA 450 MHz for Utility Connect and LTE for Enexis.
- Supplier of cellular modules for PLC concentrators dedicated to Enel in Italy, ERdF in France and Endesa in Spain.
- Supplier of the gas Italian utilities both with cellular and WMBus modules.

Legend:



Headquarters



Main products



Website



Number of employees

VODAFONE



Vodafone Group Plc is one of the world's largest telecommunications companies providing a wide range of services including voice, messaging, data and fixed broadband. We have 438 million mobile customers and 11 million fixed broadband customers and employ around 93,000 people. We have mobile operations in 26 countries and partner with mobile networks in 57 more. The Group's operations are split into two geographic regions - Europe and Africa, Middle East and Asia Pacific (AMAP).

Vodafone Internet of Things (IoT) connects previously isolated machines or devices to the internet, delivering new functionality and enhanced services without the need for human intervention. Supported by more than 1,300 dedicated employees, makes it easy for global businesses to deploy IoT across multiple territories. We have been highly rated by prominent industry analysts including Analysys Mason, Current Analysis and Machina Research. We were also positioned as a Leader in the Gartner Magic Quadrant for Managed IoT services.

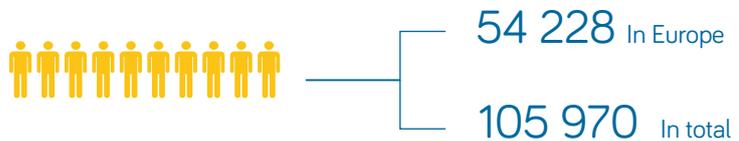
 Vodafone House, The Connection
Newbury - Berkshire RG14 2FN
United Kingdom

 Vodafone has an extensive portfolio of deployments and a proven track record in the delivery of smart metering solutions worldwide, working with both energy retailers and distribution companies. Over 6 million Smart Meters have been connected to date and this number is growing rapidly. The core capability is our Global IoT Platform (GDSP) which itself has more than 30 million global connections. Vodafone is an experienced supplier of critical utility services, which means we know our responsibilities. To secure the supply of Critical Infrastructure, we deliver the highest levels of network resilience, supported by our end-to-end service management model. We are experienced in delivering service levels of 99.95% availability.

-  www.vodafone.com
-  www.vodafone.com/iot
-  twitter.com/vodafonegroup
-  twitter.com/VodafoneIoT
-  www.linkedin.com/company/vodafone
-  www.linkedin.com/company/5266474

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Czech Republic, Germany, Greece, Hungary, Ireland, Italy, Malta, Netherlands, Portugal, Romania, Spain, United Kingdom | Albania, Turkey, Cyprus, Channel Islands, Faroe Islands, Iceland, Brazil, Ukraine, Egypt, Lesotho, Mozambique, South Africa, Tanzania, Uganda, India, New Zealand, Fiji, French Polynesia, Papua New Guinea & Solomon Islands, Australia |



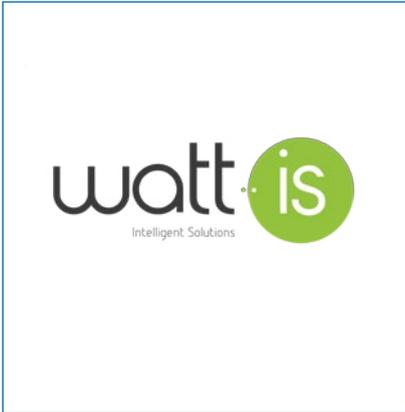
Project/activities/achievements/initiatives in 2015-2016

Vodafone strengthened its position 2015 by winning a 1,5 million meter contract with AGL in Australia. In the UK a 10 year extension with British Gas was signed and a 4 year contract with Scottish Power in order to transform the way it runs the Critical National Infrastructure.

Vodafone has taken the lead to develop a new technology, Narrow Band IoT, (NB-IoT) that can address new areas like water metering where battery life and deep coverage are an issue.

- Legend:  Headquarters  Main products  Website  Number of employees

WATT-IS



Torres Vedras, Portugal
Rua Tenente Valadim, N° 17 2º-F, 2560-275 Torres Vedras



User engagement and advice platform focused on energy efficiency to foster user satisfaction and the reduction of churn rates.



www.watt-is.com



Linkedin: Watt Intelligent Solutions



Twitter: @Watt_IS



Facebook: Watt Intelligent Solutions

Watt-IS (Watt Intelligent Solutions) is a data analytics startup company that focuses on translating complex energy consumption data provided from smart meters into simple to understand energy efficiency measures that every household or small business owners (SME's) can understand and act upon to become more energy efficient.

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|--------------|------------|
| Portugal | - |



Watt-IS provides Energy Utilities and Energy Services Companies (ESCO's) a scalable data analytics engine and cloud-based user engagement platform that, from the analysis of smart metering data, aims to promote energy efficiency to their end clients (households or SME's), fostering user satisfaction and the reduction of churn rates in highly competitive markets.

Project/activities/achievements/initiatives in 2015-2016

- 1st contract with Portuguese energy retailer.
- Commercial launch of our energy monitoring and advice platform for SME's.
- Commencement of the Internationalization effort by the participation in selected Business Development programs in the US (through the University of Texas in Austin) and in the EU (through the EIT Digital Business Development Accelerator).

Legend:



Headquarters



Main products



Website



Number of employees

ZIV METERING SOLUTIONS S.L.



ZIV was born in 1993 to offer innovative solutions to generation, transmission and distribution utilities. As a key player in the global smart grid market its digital solutions contribute to the sustainability of energy networks worldwide.

Today ZIV is ready to face new challenges to support the evolution of DSOs and TSOs with supporting services, and a broad and flexible solution portfolio born from a unique mix of knowledge and experience in protection & control, communication and metering technologies

ZIV Metering Solutions product portfolio comprises a variety of smart devices for Distribution Networks:

Metering, Automation & Communication Solutions to Make the Smart Grid real.



Parque Tecnológico y Científico de Bizkaia, Edif 210, 48170 Zamudio, Bizkaia. Spain



Electrical Smart Meters & Data Concentrator Units
Communication & Automation Solutions



www.zives
www.linkedin.com/company/ziv

Manufacturing/assembly plants in Europe (2015 data)

- For Smart Meters & Data Concentrator Units: Spain (Zamudio), France (Grenoble)
- For Communication & Automation Solutions: : Spain (Zamudio & Barcelona), UK (Newcastle), Ireland (Dublin)

Markets where your company is present (2015 data)

| EU countries | Outside EU |
|---------------------------------------------------------|---------------------------------------------------------------------------------------------------------|
| Spain, Portugal, France, UK, Rumania, Poland, Luxemburg | Argentina, Brazil, Chile, Colombia, Guatemala, Nicaragua, Panama, Paraguay, Saudi Arabia, Lebanon, Iraq |



393 In Europe
542 In total

Project/activities/achievements/initiatives in 2015-2016

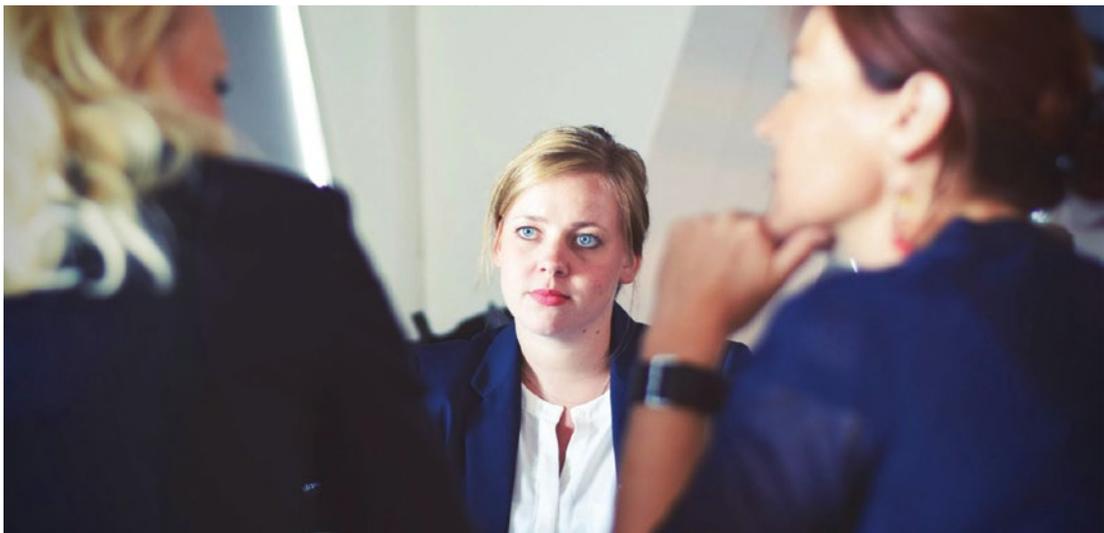
- Intensive R&D
- Quality, Enviromental and Health & Safety certifications
- (Quality Management System Certificate ISO 9001, Environmental Management System Certificate ISO 14001, Occupational Health and Safety Management System OHSAS 18001)

Legend: Headquarters Main products Website Number of employees

WHO CAN BECOME AN ESMIG MEMBER?

Prospective members will meet the following criteria to be accepted into membership:

- The prospective member must be a company which is registered and has a permanent, staffed office in a member state of the European Union (EU), the European Free Trade Area or a candidate country.
- The company needs to provide products, information technology and services solutions for Electricity, Gas, Water or Heat metering, data transfer or and security, display and/or management of energy consumption and generation at consumer premises.
- Membership will not be obtainable through a distributor.
- Members with linked ownership but separate legal status must take out and/or maintain separate memberships.



Members will be able to participate in one or more Working Groups

- The amount of time used for participation is up to members to decide. Participation varies from 3-4 days per year for meetings till 3-4 weeks when involved in intermediate activities.
- Membership fee needs to be paid every year, according to the total (international) business revenues.

Designed by AdGrafics Design Studio | www.adgrafics.eu

Your Contacts

For more information about us or our work, and for any requests for membership application, don't hesitate to contact us:



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Alina Burlacu
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Administration
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 LinkedIn: [ESMIG](https://www.linkedin.com/company/esmig)

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+32 (0)2 706 8271 - www.esmig.eu

