



TRANSFORMING UTILITIES & ENHANCING COMMUNITIES

改革公用事业和加强社区建设

April, 2021 / 2021年4月

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Tantalus: Purpose-Built. Purpose-Driven. / Tantalus: 特定用途，目的导向

Improving the efficiency, reliability and sustainability of the utilities we serve
提高我们所服务的公用事业的效率、可靠性和可持续性



TARGET MARKET 目标市场

We support 185+ electric and multi-commodity utilities across North America
我们为北美地区185个以上的电力和多商品公用事业公司提供支持。



SMART GRID 智能网格

Deploying an IoT communications network to access data from meters, load control switches, grid equipment and lighting fixtures
部署物联网通信网络，从电表、负荷控制开关、电网设备和照明灯具中获取数据。



SOFTWARE & ANALYTICS 软件和分析

Leverage an edge-computing platform to deliver predictive insights through enterprise software applications and data analytics
利用边缘计算平台，通过企业软件应用和数据分析提供预测性的见解。



SOLUTIONS 解决方案

Advanced Metering Infrastructure (AMI) 高级计量基础设施(AMI)
Load Management 负荷管理
Grid Optimization 电网优化
Smart City Applications 智慧城市应用

Three Key Issues That Are Changing the Landscape for Utilities

改变公用事业发展格局的三大关键问题

Distribution grids are unprepared to adapt and deliver reliable and sustainable services
配电网没有做好适应和提供可靠和可持续服务的准备



Extreme Weather
极端天气



Consumer Behavior
消费者行为



Aging Infrastructure
老化的基础设施

Meaningful and Sizeable Market Opportunity 有意义的、巨大的市场机会

Substantial Investment in Grid Infrastructure

电网基础设施的大量投资

G20 Global Infrastructure Outlook

20国集团全球基础设施展望

Global electric infrastructure investment through 2040 is estimated at US\$28 trillion, of which US\$12 trillion will be invested in the US 据估计，到2040年，全球电力基础设施投资将达到28万亿美元，其中12万亿美元将投资于美国

Source: G20 Global Infrastructure Outlook Study 来源：20国集团全球基础设施展望研究。

% of Utility Executives in the US Acknowledging the Need to Invest in the Grid 承认需要投资电网的美国公共事业高管占比



90%

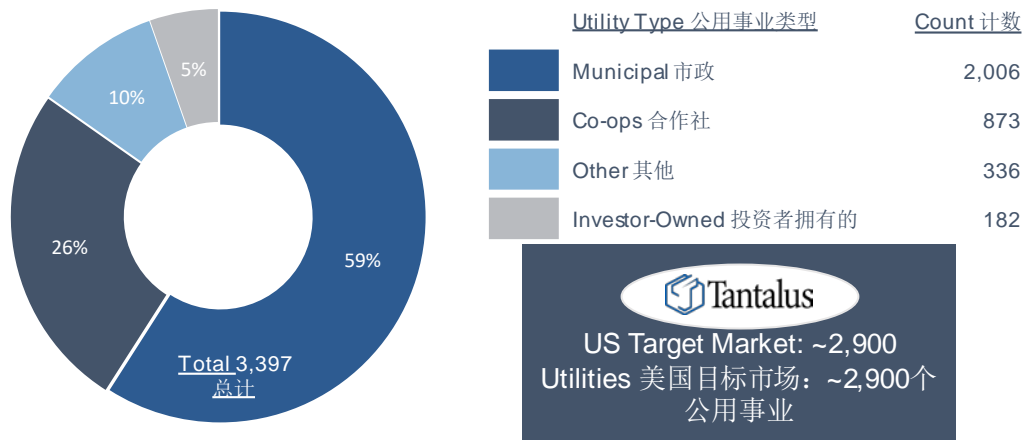
Annual Smart Grid Investments

Estimated to reach US\$91 billion/year by 2025
预计到2025年，年度智能电网投资将达到910亿美元/年

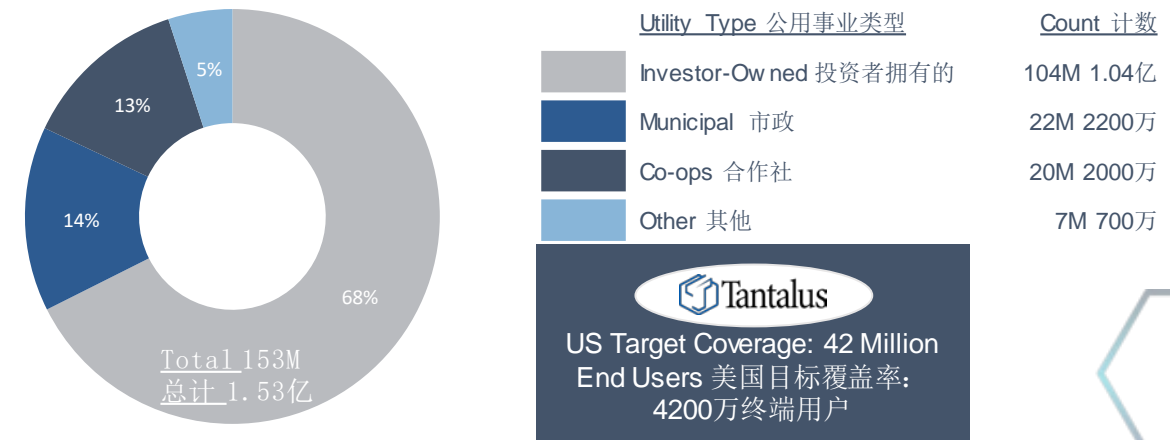
Source: Accenture Study, May 13, 2020 / Research and Markets Smart Grid Report

来源：埃森哲研究，2020年5月13日/研究与市场智能电网报告

Number of Electricity Utility Providers in the US 美国电力供应商的数量



Number of Electricity End Customers in the US 美国的电力终端客户数量



Purpose-Built Solutions Transform Electric Distribution Grids

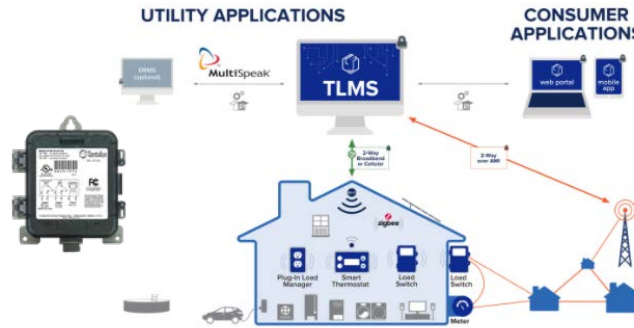
特定用途解决方案改造配电网

One Smart Grid network: Multiple applications being deployed 一个智能电网网络：部署多种应用

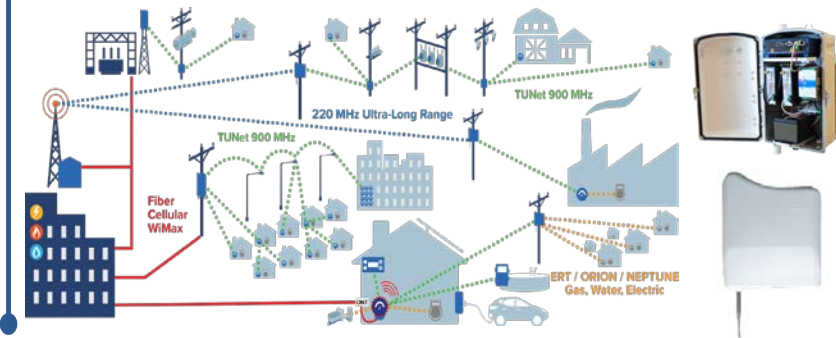
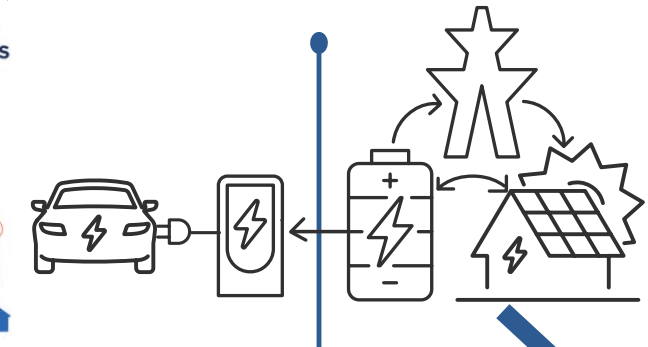
Next-Generation AMI 下一代AMI



Load Management / DER Integration 负荷管理/分布式能源资源(DER)集成



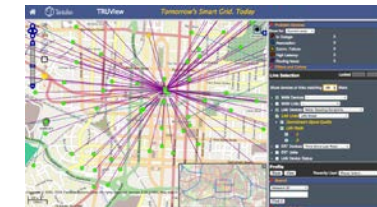
Grid Transformation 电网转换



IoT Smart Grid Network 物联网智能电网网络



Distribution Automation / Grid Optimization 配电自动化/电网优化

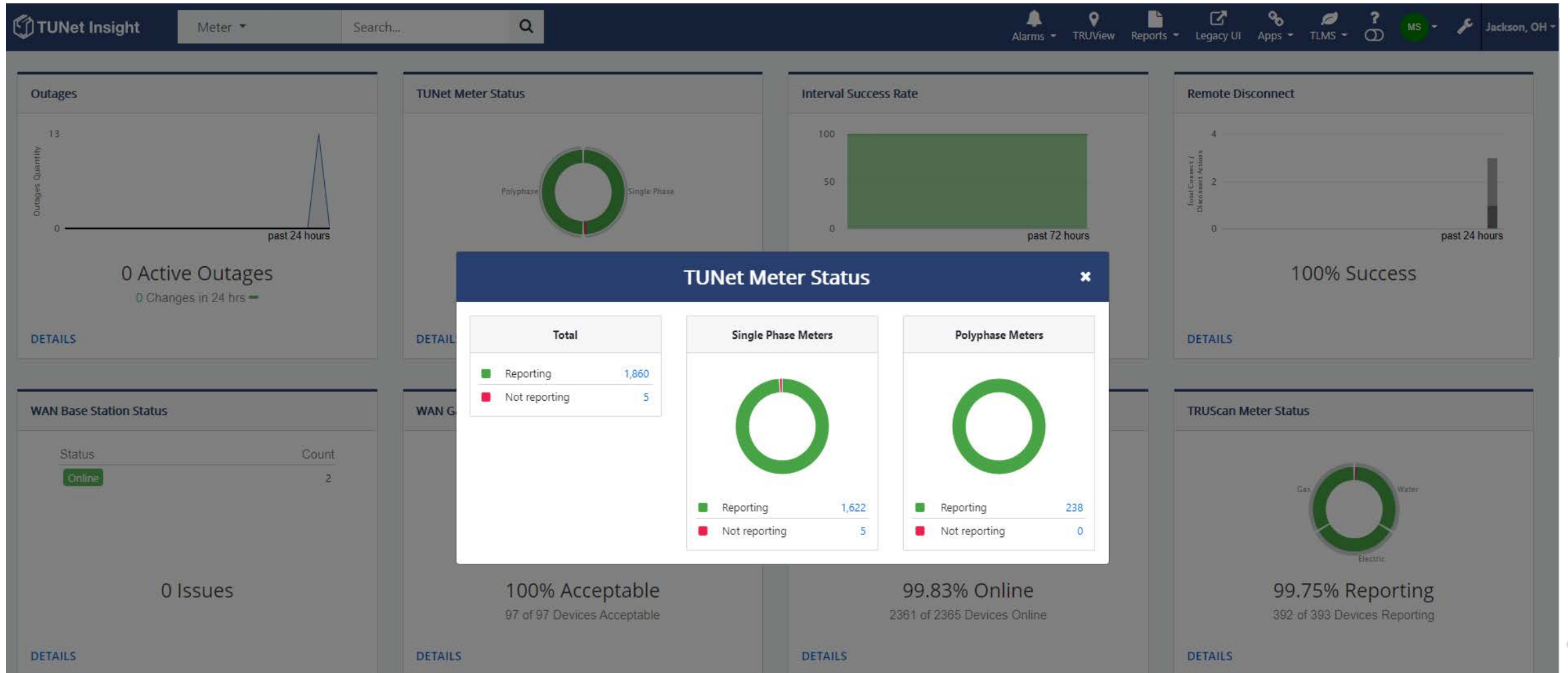


Smart City Applications 智慧城市应用



Purpose-Built: TUNet KPI Dashboard 特定用途：TUNet KPI仪表盘

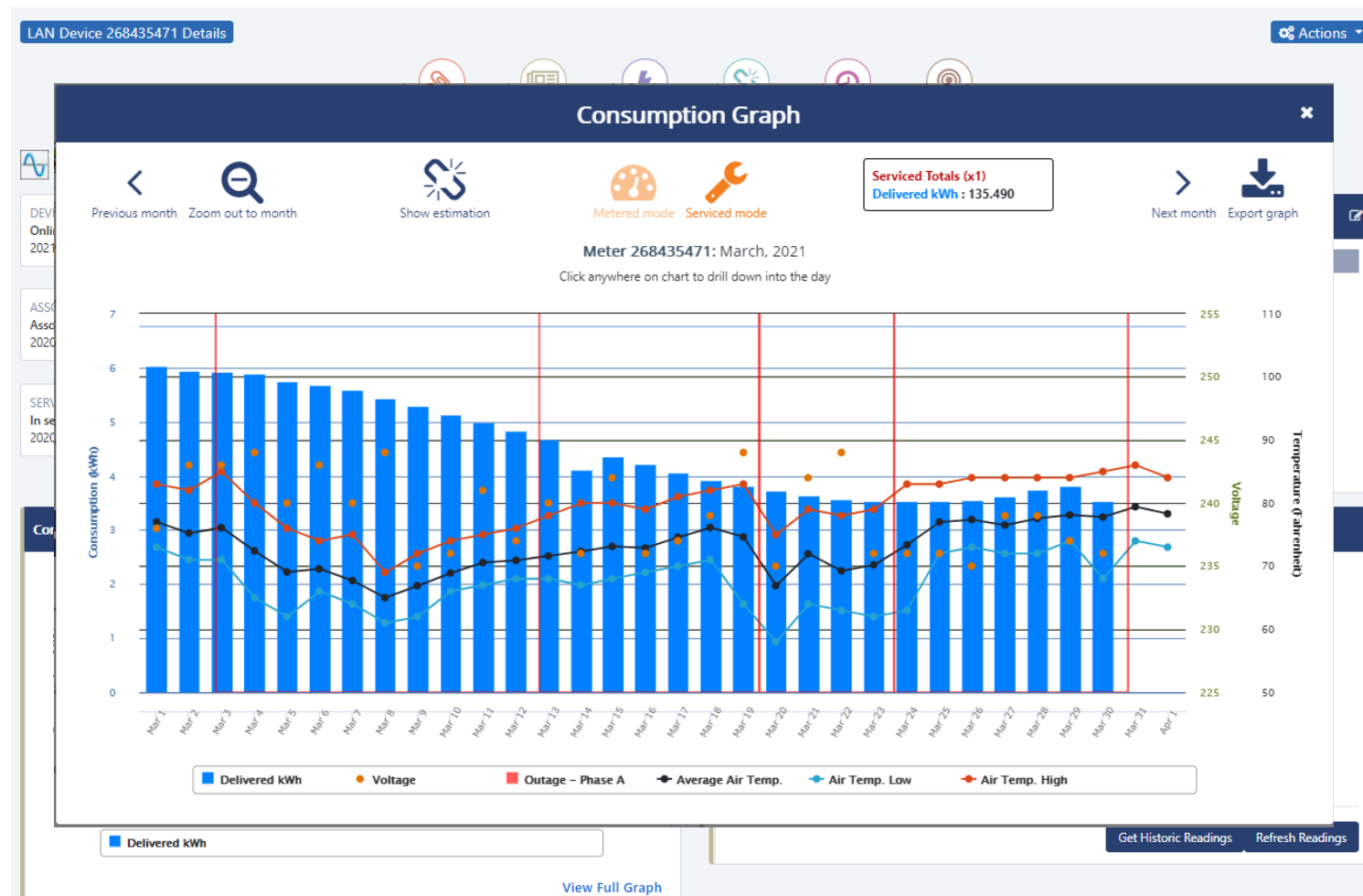
Configurable dashboard that is role-based 可配置的基于角色的仪表盘



Purpose Built: Access to Granular Data 特定用途：访问详细数据

Granular details providing consumption and power quality data 提供消耗和电能质量数据的详细情况

- Access to account information to troubleshoot inbound calls or billing issues 查阅账户信息，以解决来电或计费问题
- Detailed power-quality data to pin-point reliability issues and required investments 详细的电能质量数据，以精确指出可靠性问题和所需投资



Data Analytics to Pinpoint the Location and Cause of Outages

用数据分析来精确确定停电的位置和原因

Event Details (24)												
Date Time Period	☰	Worst Weather	Relative Wind Gust Strength	Median Temp	Median Cloud Cover	Sub-Fdr	Event Size Category	Meter Count	Percent Feeder	Blinks per Meter	Outages	Avg Duration (min)
2021-Jan-28 13:00		Partly cloudy	5	40 F	4%	ALLENSPARK	Recloser	306	35%	3.0	0	
2021-Jan-28 07:00		Partly cloudy	13	27 F	6%	ALLENSPARK	Recloser	591	68%	19.0	1	519
2021-Jan-27 13:00		Partly cloudy	4	27 F	3%	MALL ROAD	Location	1	0%		1	274
2021-Jan-27 01:00		Patchy heavy snow	6	8 F	55%	SOUTH LINE	Transformer	6	2%		6	58
2021-Jan-26 19:00		Heavy snow	-8	13 F	92%	PEAKVIEW	Location	1	0%		1	1

Events Map

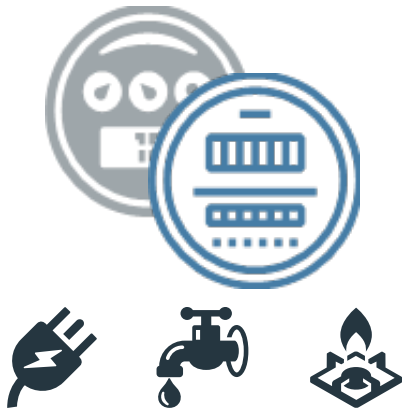
© 2021 Mapbox © OpenStreetMap

Sub-Fdr	📏	Meter Serial Number	Ph	Blinks	☰	Momentary Outages	Sustained Outages
Totals				11,228	914	0 0	1 0
		83596703	C	48	4	0 0	0 0
		83596661	A	47	4	0 0	0 0
		77087425	C	43	3	0 0	0 0
		80616737	B	43	2	0 0	0 0
		80536342	C	42	3	0 0	0 0
		80536267	C	43	2	0 0	0 0
		77087412	B	43	2	0 0	0 0
		82282335	B	41	3	0 0	0 0
		82282334	B	41	3	0 0	0 0
		80616738	B	41	3	0 0	0 0
		80536270	C	41	3	0 0	0 0
		80536264	C	41	3	0 0	0 0
		77087382	C	41	3	0 0	0 0
		80536266	C	40	3	0 0	0 0
		77948120	C	40	3	0 0	0 0
		77087423	B	40	3	0 0	0 0
		77087396	C	40	3	0 0	0 0
		77087385	C	40	3	0 0	0 0
		77087384	C	40	3	0 0	0 0

Our Solutions Help Build the Sustainable Utility of the Future

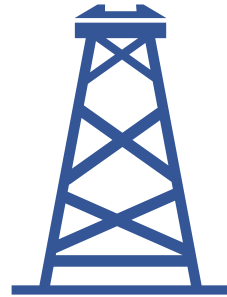
我们的解决方案有助于建设未来的可持续发展的公用事业

Purpose-Driven to address the immediate and long-term needs of utilities and the communities they serve
以目的为导向，解决公用事业及其所服务的社区的当前和长期需求。



Delivery 交付

Safely and reliably deliver electricity, water and gas with next-gen AMI solutions 利用下一代 AMI 解决方案安全、可靠地交付电力、水和燃气



Resiliency 灵活

Proactively identify vulnerabilities to mitigate outages and prepare for Mother Nature through data analytics 通过数据分析，主动识别弱点，以减轻故障，并为大自然做好准备



Environment 环境

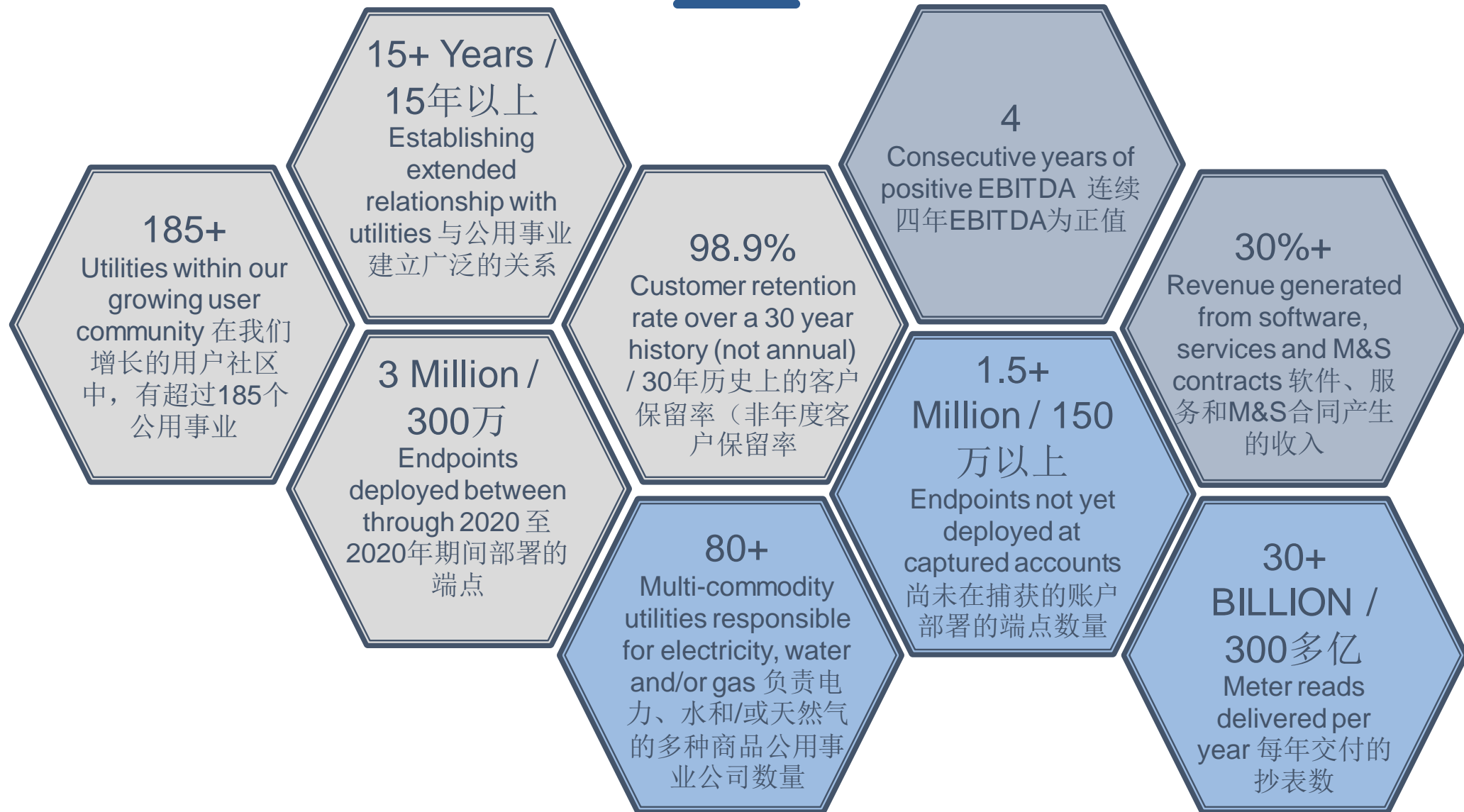
Embrace the integration of distributed energy resources (DERs) such as solar, storage and EVs as a controllable-resource for the utility 整合太阳能、储能和电动汽车等分布式能源资源 (DER)，来作为公用事业的可控资源



Consumers 消费者

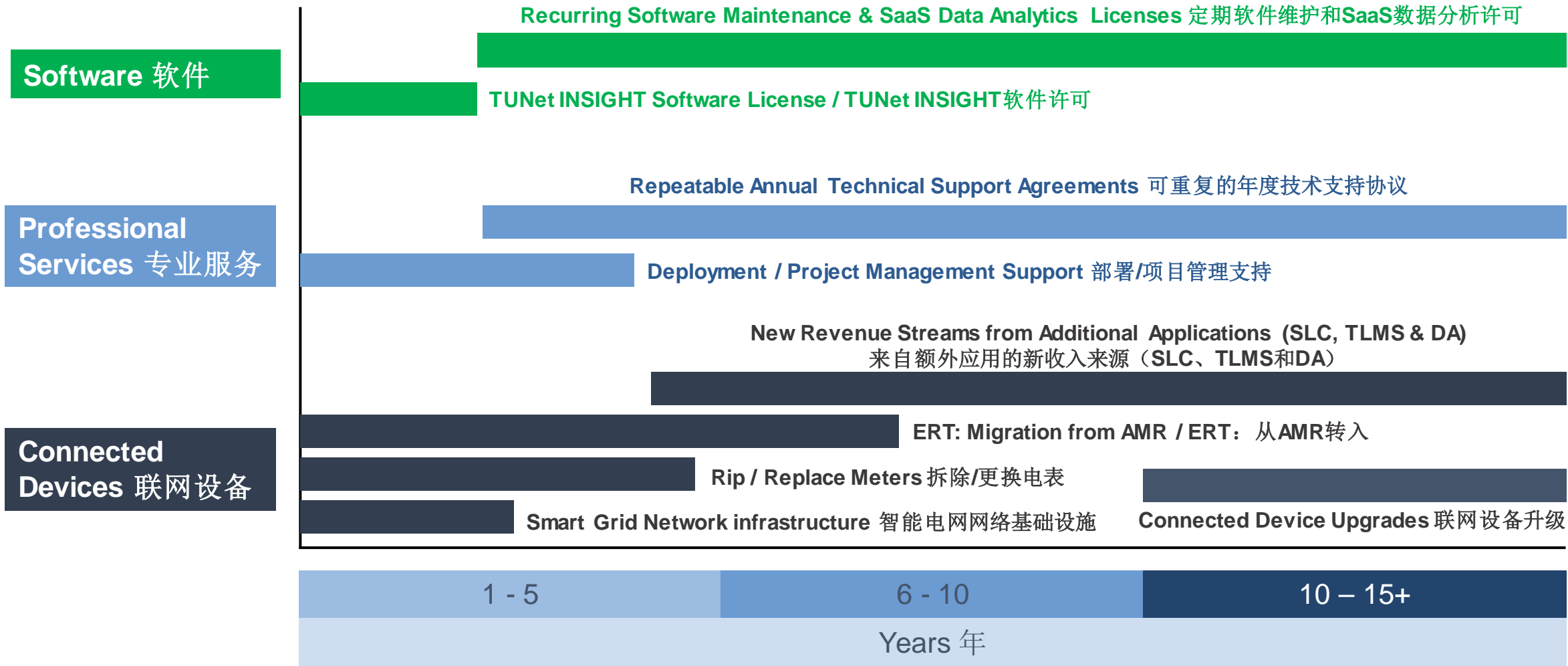
Enhance service and responsiveness by proactively engaging with customers to meet increasing expectations 通过积极主动地与客户接触，提高服务和响应能力，以满足客户日益增长的期望

Tantalus: Prosperity Grounded by Purpose / Tantalus: 以目标为基础的繁荣



Revenue Lifecycle of a Utility 公用事业的收入生命周期

Opportunities to generate recurring revenue from utilities through a multi-decade relationship
通过多年关系从公用事业获得经常性收入的机会



Three-Pronged Approach to Deliver Sustainable Growth

实现可持续发展的三管齐下方法

Identified paths to deliver compounding growth moving forward 确定了今后实现复合式增长的路径

R&D Initiatives to Expand Solutions and Monetize the Data We Collect 拓展解决方案并将我们收集的数据货币化的研发计划

Deliver power quality data analytics to increase SaaS revenue contributions 提供电力质量数据分析，提高SaaS收入贡献

Install FTTH infrastructure in anticipation of DER integration and management 安装FTTH基础设施，为分布式能源资源(DER)的整合和管理做准备

Expand presence across Canada and the Caribbean Basin 扩大在加拿大和加勒比海盆地市场

Expand support to water departments / utilities at our existing 90 multi-commodity utilities 扩大对现有90多种商品公用事业的水务部门/公用事业的支持

Strategic Growth through Accretive Mergers & Acquisitions 通过增量并购实现战略增长

Leverage existing IoT network to support Smart City initiatives 利用现有的物联网网络来支持智慧城市计划

Expand software solutions to improve consumer engagement and power quality data analytics 拓展软件解决方案，提高消费者参与度，助力优质数据分析

Regional expansion through consolidation 通过合并进行区域扩张

Scaling Our Base of 185+ Utilities to Connect More Endpoints 扩展我们的185个以上的公用事业基础，以连接更多端点。

Grow our user community to access more connected devices 发展我们的用户社区，以访问更多的联网设备

Accelerate deployments with existing customers 加快现有客户的部署

Increase hosted and managed service offerings 增加托管和管理服务产品



Recent Announcements Tied to R&D Growth Initiatives

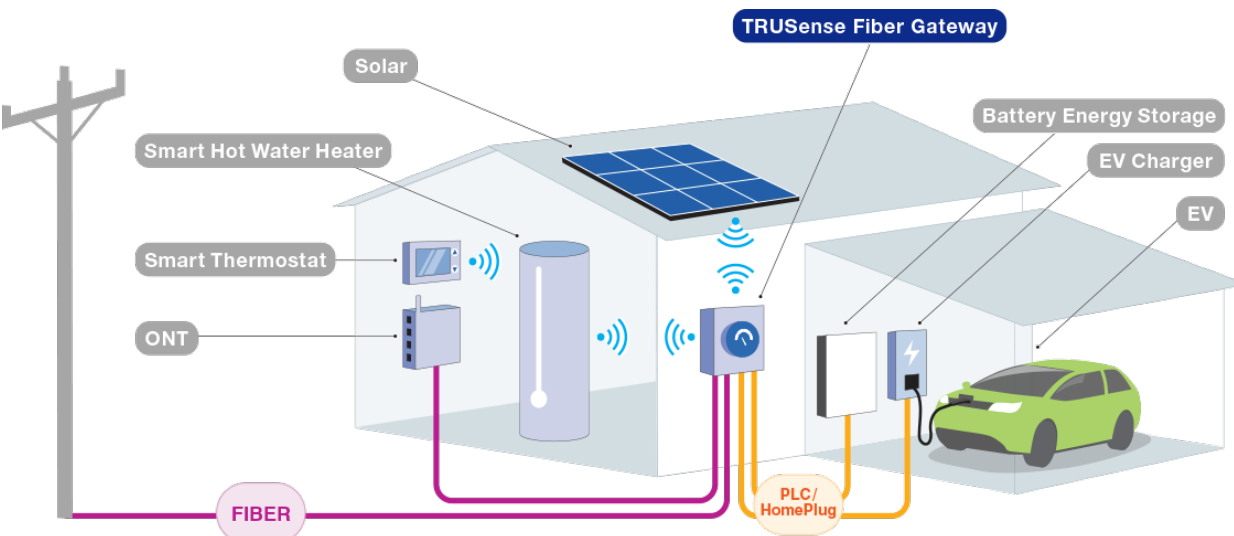
近期与研发增长计划相关的公告

Purpose-built solutions that position Tantalus for accelerated growth 专为解决方案而设计，使Tantalus加速成长

Next-Gen Fiber-to-the-Home Gateway

下一代光纤到户网关

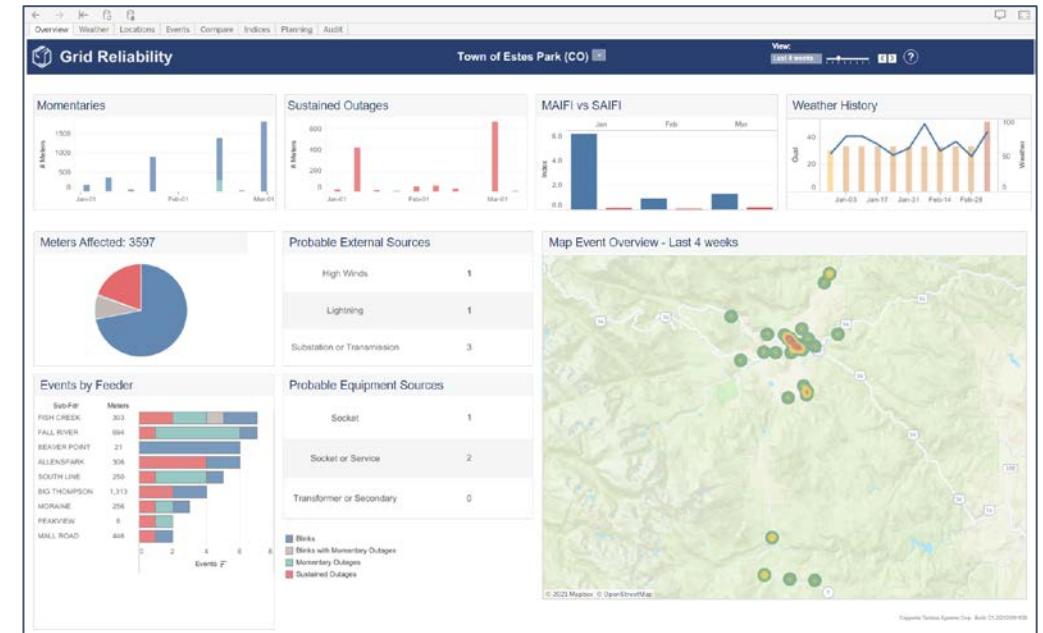
- Announced March 18th / 3月18日公布
- Enables DER integration at the premise and helps utilities resolve the digital divide 实现了分布式能源资源(DER)内部集成，帮助企业解决数字鸿沟问题



TUNet Grid Reliability Data Analytics

TUNet电网可靠性数据分析

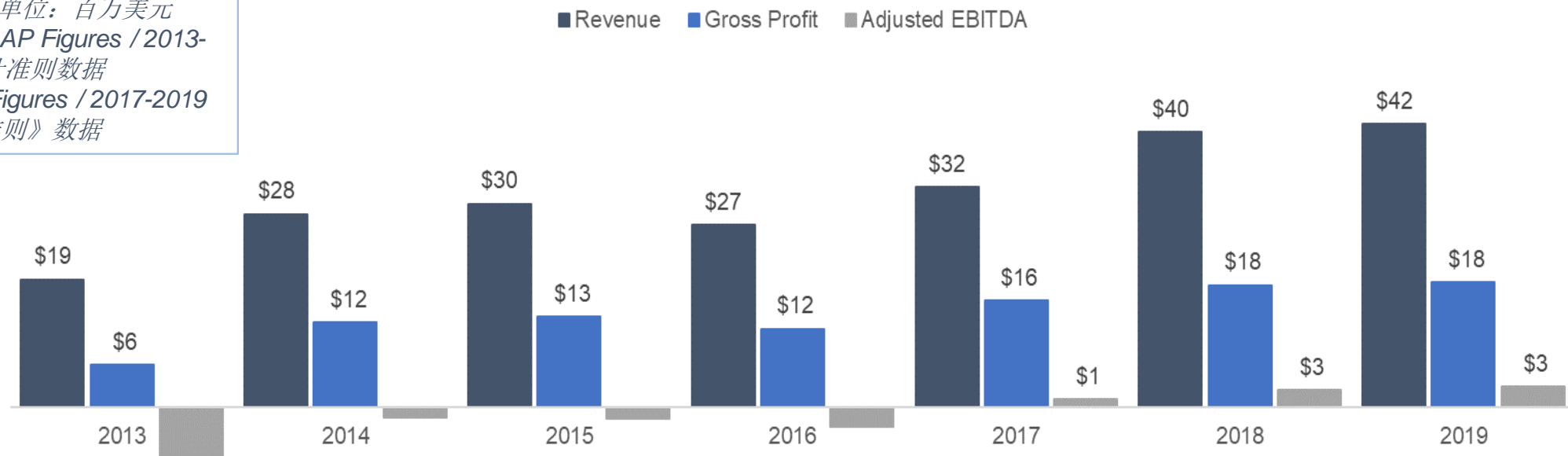
- Announced March 24th / 3月24日公布
- Pinpoints where utilities need to make upgrades to their existing infrastructure investments and prepare for storms 精确确定公用事业需要对现有基础设施投资进行升级的地方，并做好应对风暴的准备



Strong, Proven Historical Performance 强劲的、经过验证的历史业绩

Track record of demonstrating growth while improving Gross and EBITDA margins
在提高毛利率和EBITDA利润率的同时，保持增长的记录

Figures in US\$ MM 单位：百万美元
2013 – 2016 US GAAP Figures / 2013-2016年美国公认会计准则数据
2017 – 2019 IFRS Figures / 2017-2019年《国际财务报告准则》数据



Software and Services Revenue (%) 软件和服务收入(%)	11%	12%	19%	27%	30%	29%	30%
Gross Profit (%) 毛利率	33%	44%	44%	43%	49%	44%	44%
Adjusted EBITDA 调整后 EBITDA(%) ⁽¹⁾	N.M.	N.M.	N.M.	N.M.	4%	6%	7%

(1) See “Non-U.S. GAAP Measures” and “Non-IFRS Measures” in the Disclaimers. 请参见免责声明中的“非美国通用会计准则措施”和“非国际财务报告准则措施”。

Strong Performance in Q4, 2020 / 2020年第四财季的强劲表现

Provided guidance of unaudited financial information on March 8, 2021

在2021年3月8日提供了未经审计财务信息的预告

Key Highlights: 主要亮点

- Q4 Revenue: 第四财季收入
 - US\$9.0 – 9.5M as compared to \$10M for the same period in 2019
900万-950万美元，而2019年同期为\$1000万
- Gross Profit: 毛利
 - Q4: Estimated at 52% as compared to 46% for the same period in 2019
第四财季：估计为52%，而2019年同期为46%
 - 2020: Estimated at 49% as compared to 44% for the same period in 2019
2020年：估计为49%，而2019年同期为44%
- EBITDA: 4th consecutive year of positive EBITDA 连续四年EBITDA为正值
- New Utilities: Secured 20 new customers 新公用事业：争取到20个新客户
- Key Deliverables: 主要成果
 - Planning launch of next-generation FTTH solution 规划推出下一代FTTH解决方案
 - Planning launch of first predictive analytics tool 计划推出第一个预测分析工具
 - Expansion of existing electric and water meter integrations 扩大现有的电表和水表集成

Compelling Investment Thesis 令人信服的投资理论

Reduce the grid's environmental impact while delivering societal and economic benefits to utilities and the communities they serve. . .

减少电网对环境的影响，同时为公用事业公司及其服务的社区带来社会和经济效益.....



OPPORTUNITY 机会

Transforming the distribution grid is a long-term initiative by utilities and will require massive investments 配电网改造是公用事业单位的一项长期举措，需要大量投资



PROVEN 证明

Growing customer base of 185+ utilities with a track record of expanding our user community annually / 185多个公用事业的客户群不断增长，每年不断扩大我们的用户群



GROWTH 增长

Identified paths to increase the contributions of recurring revenue through R&D initiatives and strategic M&A 确定了通过研发计划和战略并购增加经常性收入贡献的路径



TEAM 团队

Experienced team of professionals with a track record of delivering results 经验丰富的专业团队，拥有取得成果的履历



Tantalus

Transforming Utilities and Communities.

Q&A 问答



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[@TantalusCorp](https://twitter.com/TantalusCorp)



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Our Solutions Help Build the Sustainable Utility of the Future

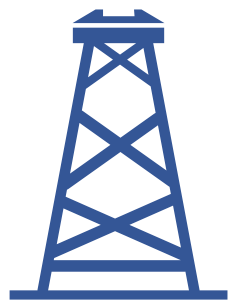
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以目的为导向，解决公用事业及其所服务的社区的当前和长期需求。



Delivery 交付

Safely and reliably deliver electricity, water and gas with next-gen AMI solutions 利用下一代 AMI 解决方案安全、可靠地交付电力、水和燃气



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Proactively identify vulnerabilities to mitigate outages and prepare for Mother Nature through data analytics 通过数据分析，主动识别弱点，以减轻故障，并为大自然做好准备



Environment 环境

Embrace the integration of distributed energy resources (DERs) such as solar, storage and EVs as a controllable-resource for the utility 整合太阳能、储能和电动汽车等分布式能源资源 (DER)，来作为公用事业的可控资源



Consumers 消费者

Enhance service and responsiveness by proactively engaging with customers to meet increasing expectations 通过积极主动地与客户接触，提高服务和响应能力，以满足客户日益增长的期望