AMJAAD TECHNOLOGY

Amjaad Technology
for Smart metering & Community solutions

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Fund History:
Funded $40K by incubator in Sep. 2016
Funded $50K by self-finance in Jan. 2017
Raised $60K by Family in Oct. 2017
Raised $200K by angel investor in 2020

Funding expectations.
Pre-Series A Round: **$ 5M**

Revenue Forecast:
- 2025: **600M EGP**
- 2026: **850M EGP**
- 2027: **1B EGP**
Positive Cash Flow since **2018**

Solution Defensibility:
- Defensible IP & Domain Expertise
- Unified platform for electricity, water gas and BTU smart meters
- independent of meters' manufacturers
- exclusive **agency** for Elec, water, gas and BTU smart meters from the biggest manufacturers in the world, in Egypt, KSA and UAE.
- unified mobile app for end-users for monitoring consumptions and paying bills online.
- 4.5 mobile app rates in stores
- strong R&D team, combining +90 years exp.
- worked with big names in market like (DORRA, Alkhorafy, Arabia holding, GTS, Orbits, Madkour, Sodic, Marakez Armed forces, ETC)
- Community platform for managing all FM modules inside the compounds and mall, certified by JW Marriot.
- Expanded in UAE and KSA

Problem
For Utility Providers "Electricity, Water, Gas and BTU", they are suffering from traditional systems, Conventionally, meter readers must physically visit and read meters every month OR using card meters. As a result, data in Manual meter reading:
1. lacks the accuracy **2.** isn't real time **3.** Electricity theft cannot be prevented **4.** no energy management process **5.** There is no unified platform for utility management **6.** All DSO required unified systems **7.** End-users suffer from high bills and looking for any monitoring app that help them analyzing their usage.

Solution: " ioMeter"
ioMeter is a unified platform for managing all utilities (electricity, water, gas, BTU) meters with a bush of button. It helps utility provider making full energy management and export accurate bills as (Post & Pre) paid, moreover a mobile app for end-users that enables them monitoring consumption and paying their bills easily through (visa, mada, master, Fawry, etc.). ioMeter installed in more than 63 projects in Egypt, UAE and KSA and has a great impact on thousands of people.

Market
Smart meters' market is a very huge and accelerated market, for example:
1.in Egypt, there are more than 60M Elec/Water meters.
2.in KSA, there are more than 25M Elec/Water meters.
3.in all MENA Region, there are more than 270M Elec/Water meters.
4. All New Smart cities now are seeking for unified platforms for managing all sensors in the city.

Competitive Landscape
- Unique and unified platform for managing all utilities (electricity, water, Gas & BTU), Integrated with different vendors "Meters' Manufacturers"
- Unified Mobile app for end-users to manage all utilities (Elec, Water, Gas, BTU)
- Defensible IP, strong R&D team, combining +90 years exp.
- Unique Solution in all MENA region, as we are a platform provider but other competitors are HW providers like (Iskra emeco, Elsewedy, Global)
- ➤ **Target customers:** All utilities providers & Compounds & Smart cities

Business Model
Revenue streams For (ioMeter system):
- Selling HW of smart meter (Electric/Water meter + ioMeter GC/DCU) to utility provider, Realstates developers, governmental sector and solar energy providers
- **Subscription** for the platform ($21: $35) annually per meter (**SaaS**) model
- HW Maintenance contracts
- Ads on Mobile app, "ioMeter community app"
- Community Platform for FM management in compounds & Malls, (**SaaS**) model

Management Team
- Hussein Darwish, founder and CEO (Electrical engineer, MBA, PMP, Ai certificates, +9 years Exp)
- Ahmed Hamdy, Business Dev. Manager (+10 years business developing exp.)
- Ahmed Soliman, SW Manager (+13 years exp. Full stack engineer)
- Mahmoud Hassan, Operation manager (+15 years exp. PMP)
- M. Hussein, embedded team leader (Master in iot, +10 years Exp.)
- Omnia Mohsen, O&A Manager (+8 years exp. ISTOB Certified)

Traction to Date

Year	2018	2019	2020	2021	2022	2023	Tar 24 EG, KSA
Rev. EGP	1.5M	2.2M	8.9M	29.5M	31.7M	49M	350M

Sold meters: +30K   **Projects: +67**   **Clients: +43**
*Total Revenues: +123M EGP **Countries:** 3 Egypt, KSA, UAE
* **Next solution:** Adding Gas meters & expand in Africa
* **Vision:** impact more than 5M people by 2027