Financing Smart Communities in the New Reality

Itai Dadon, Global Head of Smart Cities, IoT
Itron’s Global Footprint
Our solutions have been proven at scale with utilities and communities worldwide

- **8,000** customers in 100 countries
- **>3M** streetlights under management
- **+200M** communication modules deployed
- **7,900** people across the globe
- **+60M** endpoints under management
- **+250** partners in a broad ecosystem of solutions
- **$2.5B** 2019 revenue (USD)
Smart City Defined
Delivering a 3-Dimensional Return on Investment

» A smart city is an urban area that uses digital infrastructure and data collected from connected assets to:
• Accelerate environmental sustainability goals
• Drive economic efficiencies; and
• Enhance the quality of life for citizens
How Can Cities Achieve this Vision?

OBJECTIVES

Environmental Sustainability
- Energy efficiency
- Water conservation
- Pollution control

Quality of Life
- Public safety
- Public health
- Digital equity

Economic Viability
- Operational efficiency
- Competitive advantage
- Innovation

SOLUTIONS

Resilient & Sustainable Infrastructure

Intelligent Transportation Systems

Safety & Security

Digital Services

PARTNER ENABLEMENT

Hardware Development

Open APIs

Technical Enablement

UNIFIED SMART CITY PLATFORM

IoT Networks

Smart Sensors

Distributed Intelligence

Network Management

Device Management

Asset Management

Open Data Platform

Data Management

Insight & Analytics
Removing the Financing Barriers
Itron's flexible program for Smart City initiatives

**CUSTOMER BENEFITS**

- **ACCELERATE ROI**
  Eliminate hurdles to start critical projects

- **REDUCE COSTS**
  Minimize resources required for fundraising

- **ENSURE CHOICE**
  Optimize financing based on CAPEX or OPEX

**PROGRAM**

- **TRUSTED**
  Backed by Leading Financial Institutions

- **COST COMPETITIVE**
  Tax-Exempt and Non-exempt Financing

- **FLEXIBLE**
  Fund Entire Project or Part of Project

Financing Smart Communities in the New Reality
Smart City Business Models
Which model is right given your city’s needs?

ITRON OFFERING
» Proven Technology
» Predictable ROI
» Open Partner Ecosystem
» Outcomes-based Services

FLEXIBLE FINANCING OPTIONS
» SaaS Model: Transition from CAPEX \( \rightarrow \) OPEX
» Municipal Bonds
» Public-Private Partnership
  • Build/Operate/Transfer
  • ESCO

PURPOSE-BUILT SMART CITY FINANCING PROGRAM
» Cost-neutral
» Improved Services
» Reduced Operational Cost
» Digital IoT Infrastructure

FINANCING APPROACH MUST BE OPTIMIZED FOR EACH CITY’S NEEDS
Thank You