



Slide Deck Investor Presentation



Environmental data for a resilient world

A large market covering meteorology and hydrology

Different applications with various customers

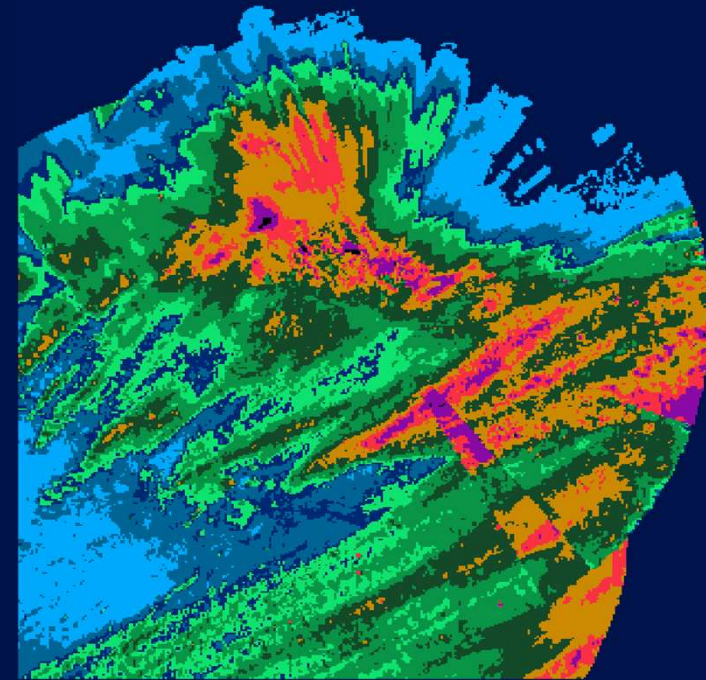
An offer with a strong differentiation

A 15 years old company willing to open the market

A careful business plan showing significant growth

A skilled team with a set of consultants around

A promising investment





A technological breakthrough for Hydrology

Measuring ground precipitation by weather radar :

- High resolution, real time, 2hr forecast
- Regardless of any ground rain gauge – *Revolutionary!*
- At any point within 60 km radius around the radar

Avoid flood disaster, help management of weather sensitive business:

- Urban runoff, river overflow (flash flood)
- Urban sanitation, outdoor events, *smart city*
- Transportation networks (rail, road), Airports
- Agriculture, Insurance



Team



Jacques TESTUD

President & CEO
X64
Docteur ès Sciences
Directeur de Rech. CNRS ↑ 2006
Médaille d'Argent du CNRS
HEC Ch+
Collaboration with:
NCAR, HRD (USA)
NASA, NASDA
Inventor of ZPHI technology



Gaël Bruté de Rémur

VP Marketing and Sales
Engineer graduate of ISEP
International sales for big firms (ZODIAC, Thales) and SME.
20 ans experience in Marketing and Sales



Right:

Erwan Le Bouar

Technical Director
Ph D Paris University
Co inventor of ZPHI

Left:

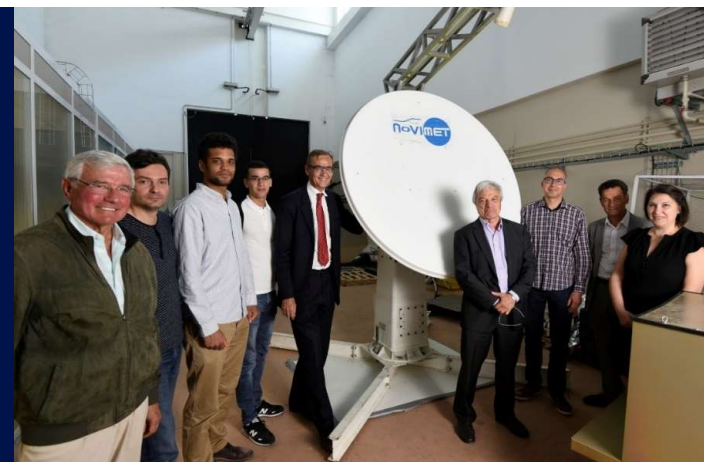
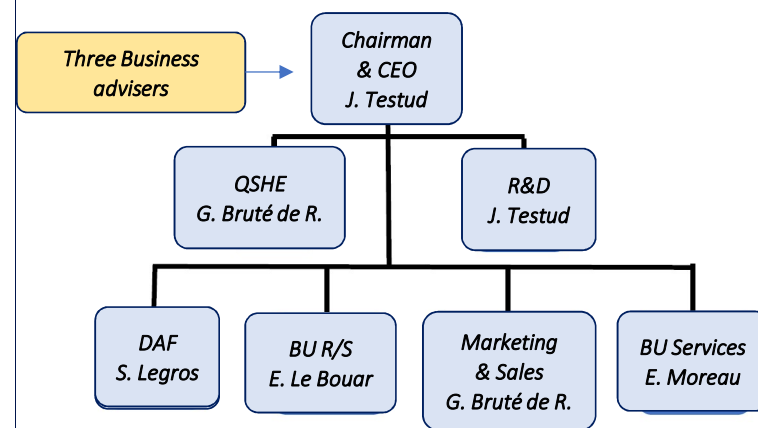
Emmanuel Moreau

Director of Applications
Ph D Paris University
Inventor of ZPHI "snow"

Scientific papers back ground of ZPHI® technology

- Testud J., E. Le Bouar, et al., 2000: The rain profiling algorithm applied to polarimetric weather radar, JAOT. **301 citations**
- Testud J., et al., 2001: The concept of "normalized" distribution to describe raindrop spectra, *Jour. of Applied Meteorology*. **262 citations**
(As a mean, a scientific paper gets 5 citations)

NOVIMET organisation



Our markets

Economic and Social Issues

Important

- Meteorology
- Urban hydrology
 - Urban runoff,
 - River overflow
 - Sanitation network
- Disasters

Customers:
Met offices
Local Government
Water operators

Average

- Broad diffusion
 - Construction works
 - Leisure (Camping)
 - Events
 - Ski stations
 - **Big Data Operators**

High Potential
Justifying
Biz Dev

- Airports
- Military applis
- Others
(rail, road,...)

On going
R&D and Biz Dev
On this target

- Agriculture
- Insurances
- Hydraulic
installations

Focus on crops
with high added value
and / or large holdings

Moderate

High

Difficulty of access



Real time and 2-hr forecast precipitation data

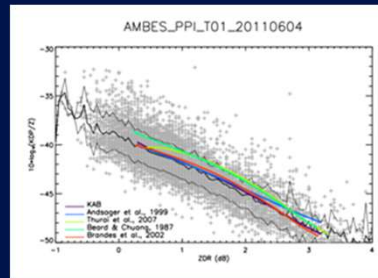
A unique offer, fully developed in-house, patented, integrated system that has a proven track record :



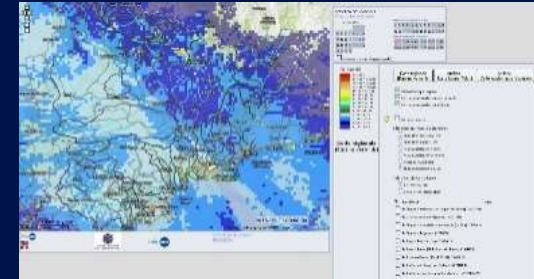
HYDRIX® – X band weather radar +



ZPHI® software +



RAINPOL® Web Platform



!!! But also ZPHI® + RAINPOL® marketed for the treatment of data provided by the already installed radars!!!

Example : 24/7 crisis management



Storm weather ahead



Detection of heavy rain and path forecast (1-2hr)



Flood impact on vulnerable targets



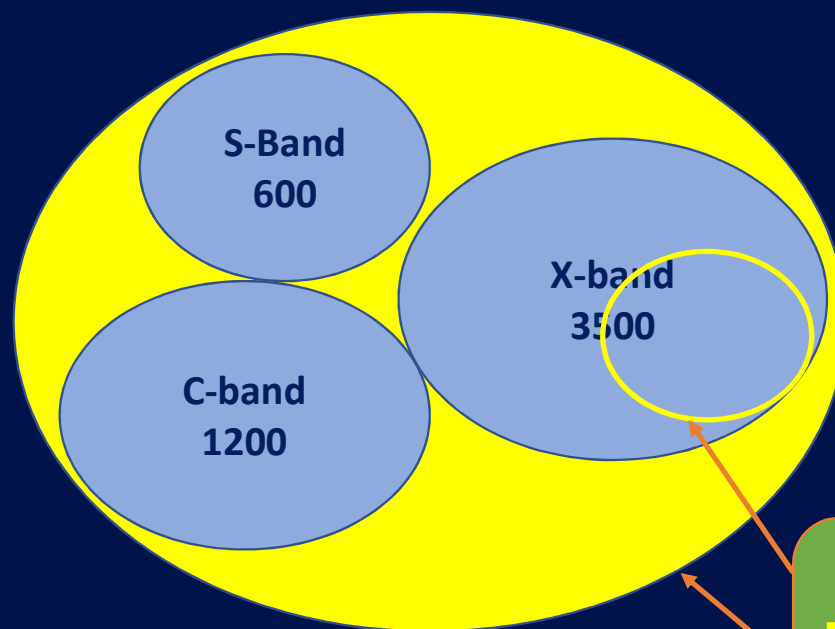
Automated transmission of sms to authorities



Immediate implementation by each manager of his backup plan



Market Depth for HYDRIX® & ZPHI® Products



Market for X-band weather radar

- Met offices: 2300
- Cities: 600
- Airports: 600

Target market for NOVIMET

- X band radar (15%): 525 = **210 M€**
- ZPHI software (100%): 5300 = **212 M€**



Market Depth for Services

Urban Management

- Hydrological risk
- Sanitation network
- Mobility
- Outdoor Events
- Smart city - Big data

Market estimation

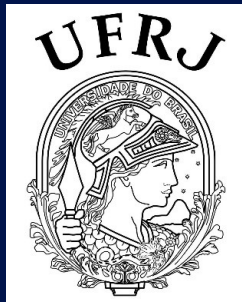
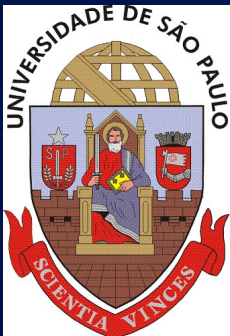
- | | | |
|--------------|--------------|-----------------------|
| ▪ 79 cities | > 5 Mha | 200k€ <u>per year</u> |
| ▪ 417 cities | 1 to 5 Mha | 150k€ <u>per year</u> |
| ▪ 510 cities | 0,5 to 1 Mha | 100k€ <u>per year</u> |

**Market depth on the only segment
of *SERVICES TO CITIES*:**

- Total per year = 130 M€



Antibes



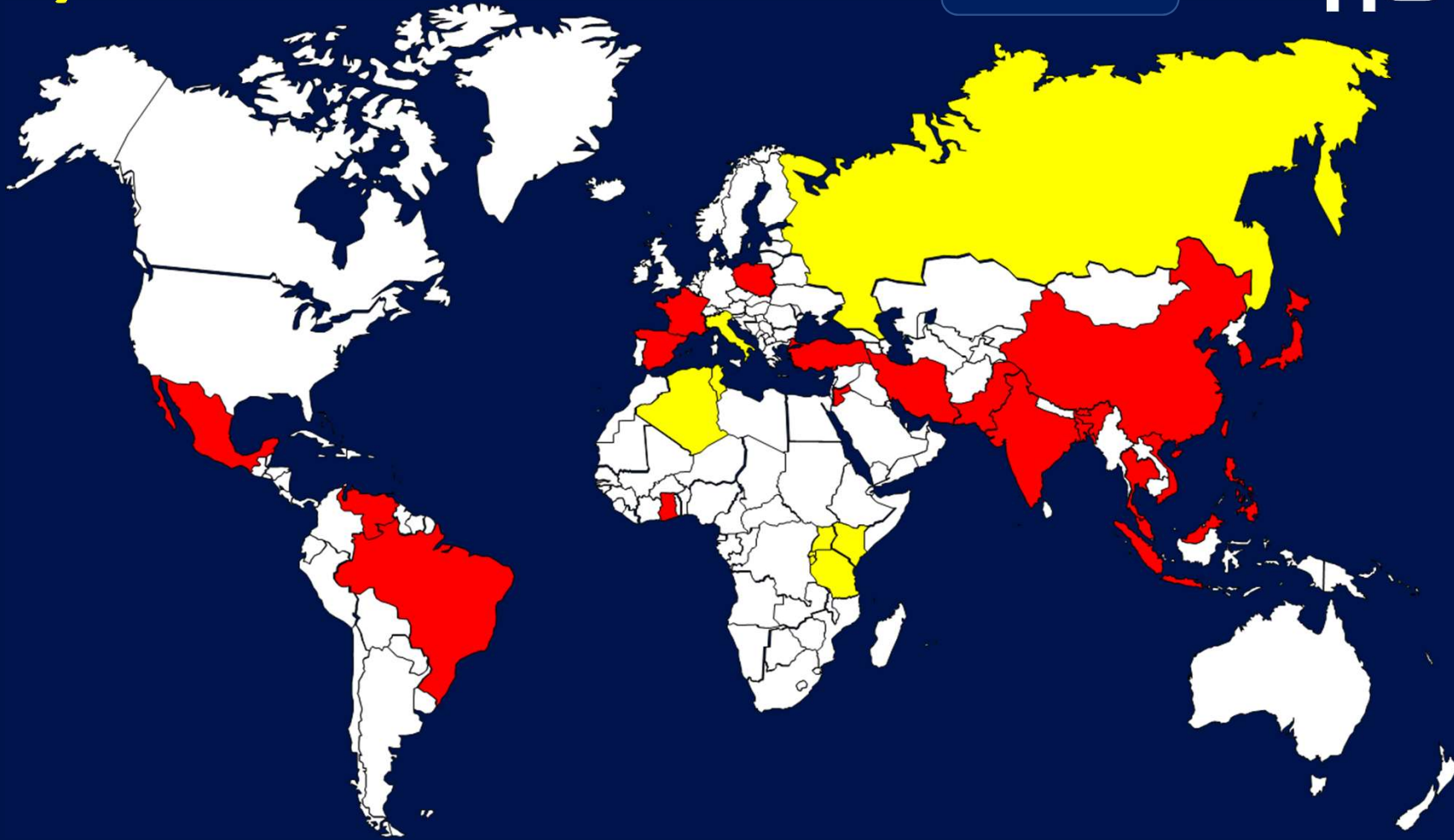
Our Business Model

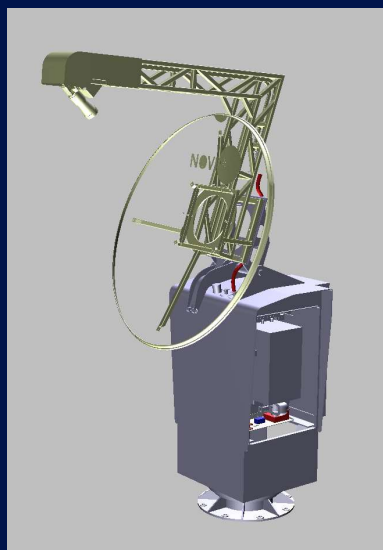
- **A dual strategy based on both sales of products and services**
 - Offering services adds value to the products (HYDRIX®, ZPHI®, RAINPOL®)
 - In France, sales of **services and products** directly.
 - Overseas, sales of **products** through a **network of distributors**, sales of **services** through **licenses to local partners**
- **Customers of services:**
 - Local authorities, Cities, Water operators
 - Agriculture syndicates, Agronomical Institutes,
 - Road and rail services
 - Private companies
 - Military
- **Customers of products**
 - State weather or hydro services
 - Regional governments,
 - Big cities, Major Universities
 - Airports



Representation network

Agent
Distributor





Competition



- **About services:**
 - Météo-France, Météoconsult, RHEA, or equivalent international companies
- Competitive advantage :** Very accurate rain map obtained **without** rain gauges, measurement of snow, hail detection, 2-hr forecast.
- **About products**
 - Manufacturers of weather radars (SELEX, EEC, TOSHIBA)
 - Do not offer hydro meteo service (→possible partners)
- Competitive advantage :** ZPHI[®] software for rainfall retrieval, radome less solution

Business forecast



ANNEE	2018	2019	2020	2021	2022
TURNOVER + IMMO	1 218	3 497	6 021	9 231	15 250
EBITDA	59	518	1 141	2 629	5 198
PRE-TAX INCOME	-191	48	445	1 875	4 178
CASH FLOW	50	492	1 005	2 117	4 132
WORK FORCE	8	17	28	34	39





Why investing in NOVIMET ?

A depth of global market with strong growth potential

Owner of a protected breaking technology, based on algorithms

A barrier at entry based on a unique system: Radar + Software + Service Platform

Field installations with proven reliability and performance

A multi-application development with the same technology

A recurring revenue model

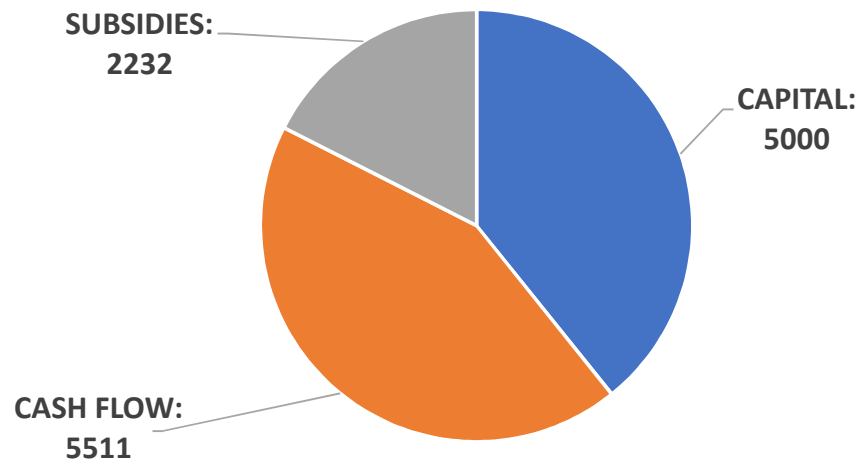
A limited direct competitive environment

Substantial fundraising since the beginning: 1,6 M€

Needed funding

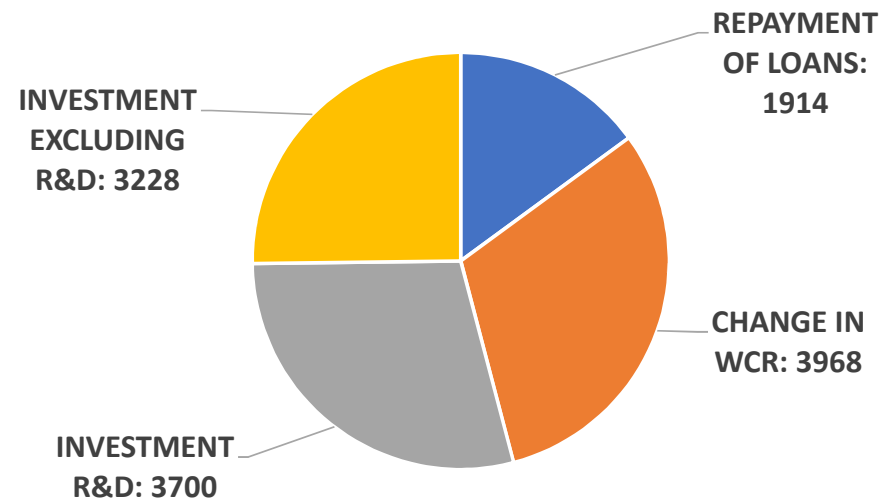


TOTAL RESOURCES 2018-2022: 12 743k€



5 M€
over 2019-2022
of which 2M€
March-June 2019

TOTAL NEEDS: 12810 k€





More information :
www.novimet.com

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