365
ALLTERCO

Алтерко АД - консолидирани резултати

	2015	2016	Q3 2017	Очаквани 2017	Разлика
	хил. лв.	хил. лв.	хил. лв.	хил. лв.	
Приходи от продажби	28279	32647	29542	39311	**20%**
EBIT	980	1764	1531	2051	**16%**
EBITDA	1227	1987	1766	2536	**28%**
Брой заети към края на периода	104	116	123	127	
EBITDA%	4.3%	6.1%	6.0%	6.5%	

All Teracomm Companies
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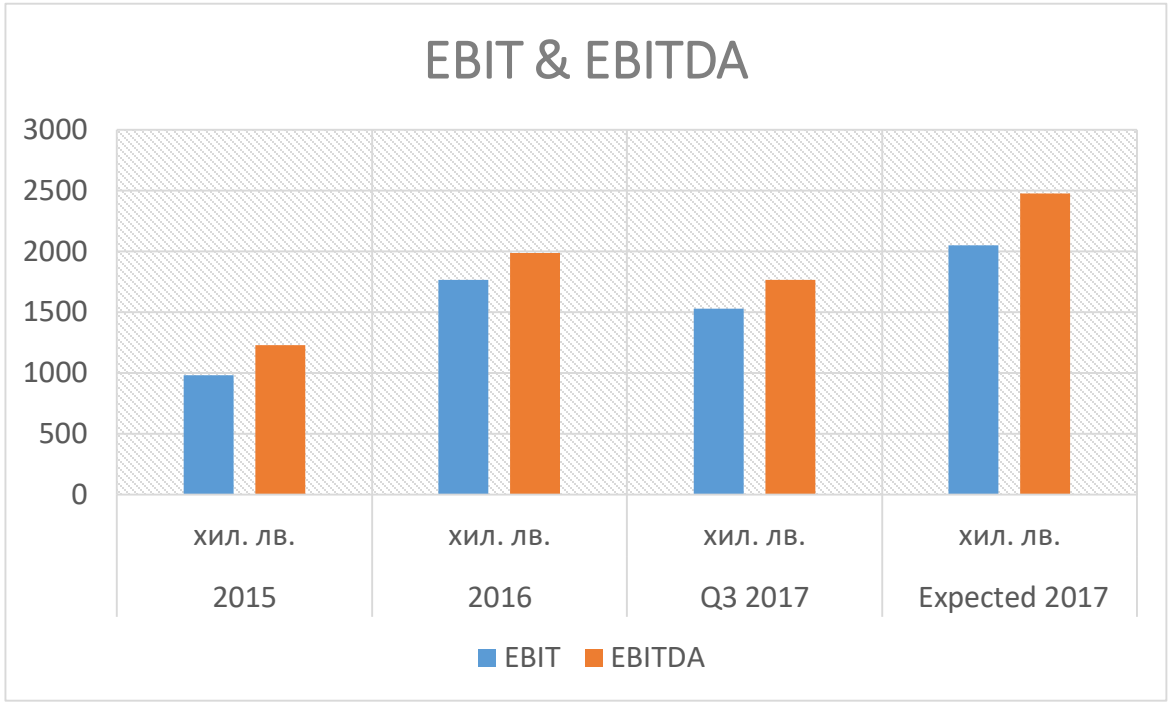
Алтерко АД - консолидирани резултати



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Алтерко Роботикс

	2015	2016	Q3 2017	Очаквани 2017	
	хил. лв.	хил. лв.	хил. лв.	хил. лв.	
Приходи от продажби	278	4320	5095	6715	**55%**
EBIT	120	1573	1390	1722	**9%**
EBITDA	120	1581	1451	1801	**14%**
Брой заети към края на периода	10	30	36	38	

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Mobile services

Mobile payments

Значително пазарно присъствие в разплащания през мобилен телефон

Notifications and messages

Лек растеж в SMS нотификациите и стартиране на но канал през Viber

Mobile solutions

Лек растеж в услугите предоставени директно към Мобилните оператори.

Allterco

Теравойс § Теркомюникейшънс

Фаза: Внедряване

Thursday

Лек растеж в SMS нотификациите и стартиране на но канал през Viber

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ROBOTICS

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Live Smart

2017 - 2018

Финансиране по европейски проекти

- **В изпълнение:** Процедура BG16RFOP002-1.001 „Подкрепа за внедряване на иновации в предприятията” - проект BG16RFOP002-1.001-0402 "Подкрепа за внедряване на интелигентно реле, работещо по стандарт IEEE 802.11" - допустими разходи на проекта: 1266211,04 лв., безвъзмездна финансова помощ: **696’126,62 лв.**

- **В процес на подписване на договор за изпълнение:** Процедура BG16RFOP002-2.009 „Развитие на клъстери в България“ - проект BG16RFOP002-2.009-0042 "Заедно ще постигнем повече" - допустими разходи на проекта: 2402856,41 лв., безвъзмездна финансова помощ: **1’465’781,11 лв.**

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OUR PRODUCT LINES

MyKi

Wearables

Shelly

Home Automation

MyKi Care

be fit, be cool, be smart

Health

MyKi

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MyKi watch Europe map

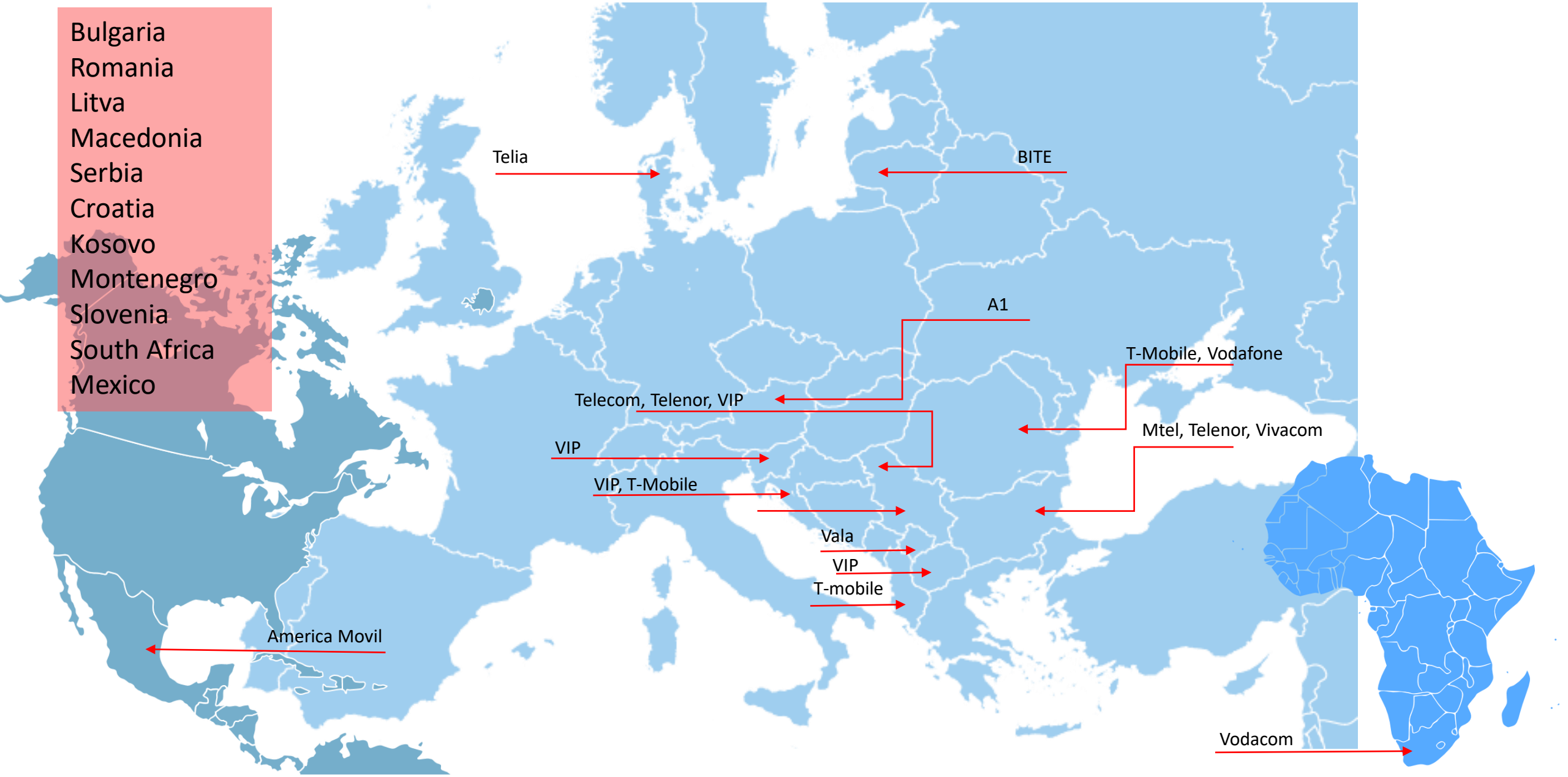
131 000 devices

64 country

Bulgaria, Albania , Algeria, Argentina , Austria , A1 , Azerbaijan , Bahrain, Bangladesh, Belgium , Bosnia and Herzegovina , Brazil , Canada , Chile , Croatia , Cyprus, Czech Republic , Denmark , Egypt , France, Georgie, Germany , Gibraltar (United Kingdom) , Holland (Netherlands), Hungary , Iceland, India , Iraq, Ireland , Israel , Italy , Kosovo , Kuwait, Latvia, Lithuania, Luksemburg , Maldives , Malta, Mexico, Moldova , Montenegro , Morocco , New Zealand , Norway, Poland , Portugal, Qatar, Republic of Macedonia , Romania , Russian Federation , Serbia , Slovakia , Slovenia , South Africa, Spain, Sweden , Switzerland, Tunisia , Turkey , Ukraine, United Arab Emirates , United Kingdom , United States , Venezuela

Works with 17 mobile operators and counting

Bulgaria
Romania
Litva
Macedonia
Serbia
Croatia
Kosovo
Montenegro
Slovenia
South Africa
Mexico



MyKi PET

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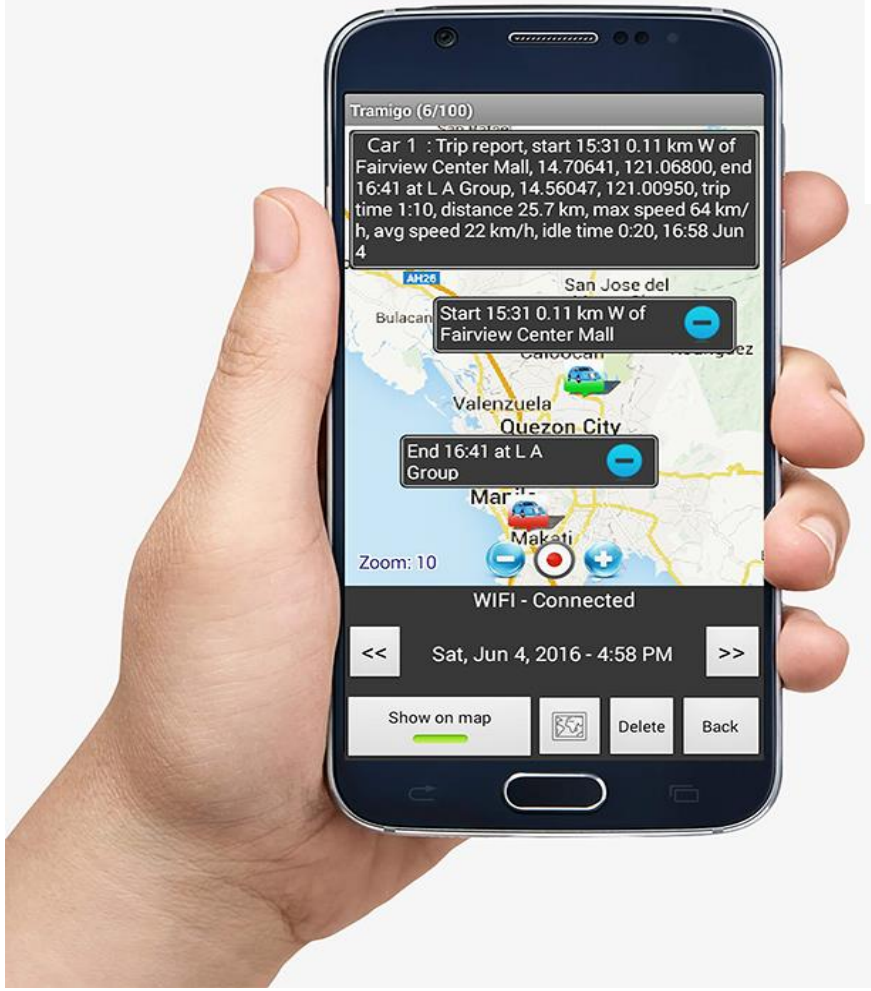
GPS + LBS + Wi-Fi localization
World wide coverage SIM card
MNO customization
Vaccines and prophylactics reminder
Social network and Dog’s meeting features
Escape alerts
Suitable for all animals

Never lose your pet again

MyKi Auto – February'2018



No wiring requires
Up to 2 years Battery time
Detect vibration and moving
GPS, LBS and Wi-Fi car localization
SOS button

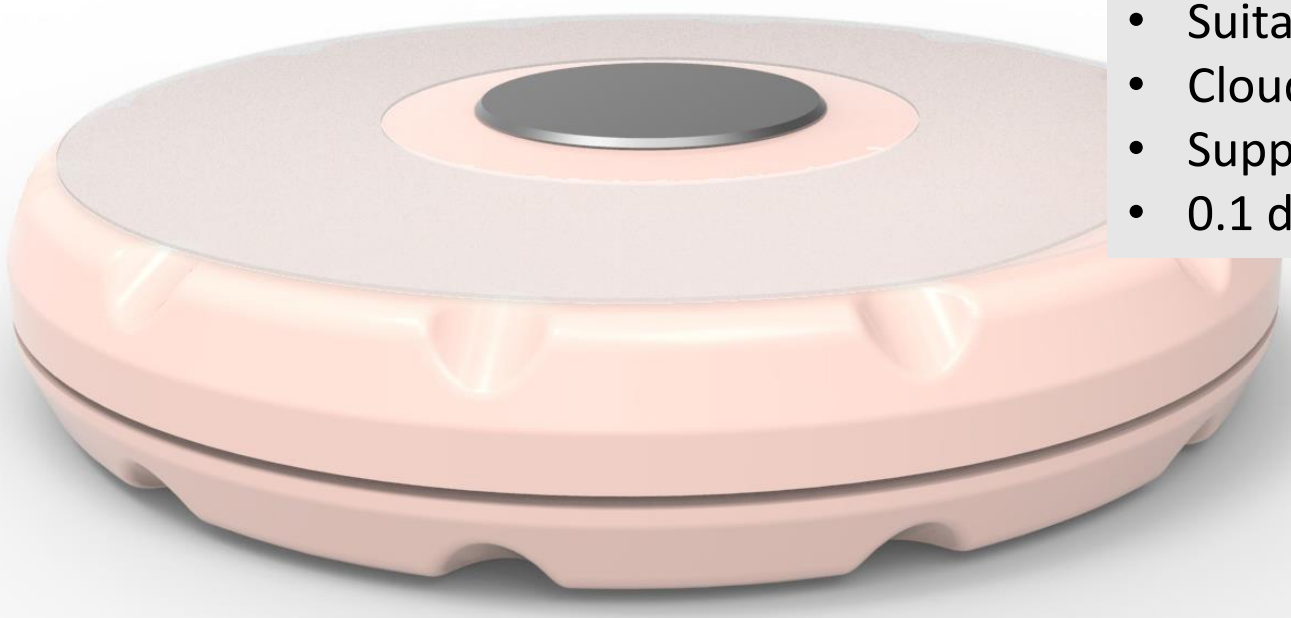
Car & Motorcycle safety tracker

MyKi
Care'2018
be fit, be cool, be smart

MyKi Care’2018

be fit, be cool, be smart

Health monitor



- Connecting through smartphone's WiFi/Bluetooh/3G
- Alarm function and notification
- Suitable for baby, kids and adults.
- Cloud connected (thru MyKi Home box)
- Supports multiple users.
- 0.1 degree accuracy

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Shelly
IoT is HERE

What is **Shelly** ?

- Shelly is Wi-Fi Smart Home and Smart build-in technology which allows every home, office, production facility or single device to become SMART.

- Shelly has 4 different types of elements:

  Shelly Sensors
  Shelly Actuators
  Shelly Sens&Acts – all-in-one build-in modules
  Shelly Comm – communication enablers

Shelly is aimed to retrofit and can turn every building or electrical equipment smart without core changes.

ROBOTICS ALLTERCO

Shelly technology

three protocols in the same device

Shelly technology uses Wi-Fi enabled modules and software to create a low-energy Wi-Fi mesh network for communications. It allows:

- to communicate with end devices with or without local controller.
- all devices to communicate peer-to-peer - faster, securely and efficiently without any central or local controller in between.
- cloud for OTA updates, management, backups and additional features.
- multiplatform use and fast integration with Windows, Linux, Android, iOS, custom operating system.
- IFTTT.com protocol which opens unlimited on web scenarios supported by IFTTT.

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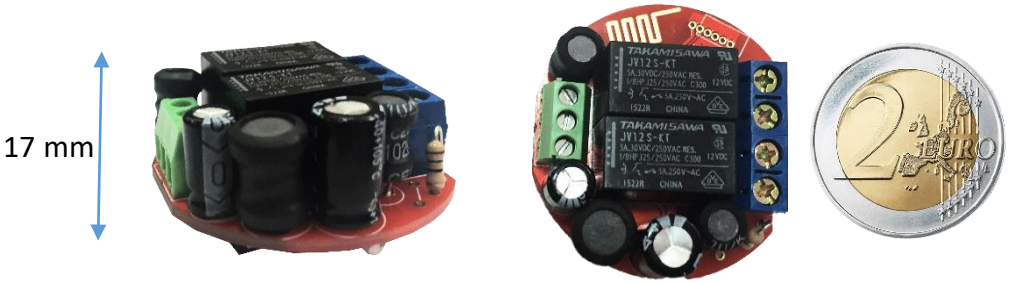
Shelly

Wi-Fi single and dual relay

World smallest Wi-Fi switch with power metering!



DESCRIPTION:

Control your power lines, socket, lights, any device with a small Wi-Fi relay from everywhere.

You Can:

- Remotely control lights, electronics, and appliances up to 2 x 1500W
- Power appliances like heating, coffee machines, ovens from everywhere or upon conditions and/or events - time, sensors or actions.
- Save energy by controlling heating and cooling, based on room temperature and the state of your house
- Receive notifications when your washing machine has finished, consumption is more than expected or appliances were accidentally left on.
- You can control remotely any electrical device plugged in the socket.
- Receive information for current power consumption Delay OFF functionality build-in.
- React automatically in Emergency events without Hub or Internet connection.
- Peer-to-Peer communication with other Shelly Wi-Fi modules.
- 3-th Party API is available upon request
- Can be manually managed by a Push button and a serial key.
- IFTTT integration.

Notes:

•Powered by 220V has a build in batter up to 24 hours working time
•Can send command to In-Wall relay, In-Wall Double Relay, Power Sockets and Light switches directly without controller.
•Peer-to-Peer communication with other She Wi-Fi modules.
•3-th Party API is available by request
•IFTTT integration (coming soon)

SPECIFICATIONS:

•Power: 220V
•1400 Mh Rechargeable Battery
•Range: Wi-Fi coverage is mandatory
•Communication: Wi-Fi
•Protocols: AllJoyn, HTTP, UDP
•Size: 40x35x17 mm
•For indoor use only
•Includes a one-year warranty

ROBOTICS ALLTERCO

Shelly Pro

- DIN mounted devices for manufacture or new buildings
- High-duty - up to 20A can be controlled directly
- Precise power metering
- Extended Wi-Fi Range
- Advanced managing functionality and automation
- Extended notification option
- Deep Statics and Information about Working Time electricity consumption and Cost analyzer

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Shelly SENS

Wi-Fi All-in-One Sensor

Shelly Sens is Wi-Fi enabled, All-in-One room sensor and IR remote control which can be installed in every room, office or business.
Shelly Sens has built-in modules for Motion Detection, Temperature, Humidity, Light intensity, Sound and gives you information about all measurements from your home straight your mobile phone.
Shelly Sens eliminates all fancy and expensive any additional controller. All you need to do is connect Shelly Sens to your home or office Wi-Fi network and start monitoring from any place in the world.

In addition, Shelly Sens has 360 degree IR transmitter and can control your Air conditioning, TV or any Entertainment device.
Shelly Sens has built-in web server which give you opportunity to control or/and add AI as well as control other Shelly Devices in your home even without internet connection.
Shelly Sens is coming in second quarter in 2017.

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Shelly

Wi-Fi power socket with energy metering

DESCRIPTION:

Turn any regular power outlet into a smart, controllable power outlet by plugging in this portable device.

You Can:

- *Remotely control lights, electronics, and appliances up to 2500W*
- *Power things like, heating, coffee machines, oven from anywhere or dependable on time, sensors or actions*
- *Save energy by controlling heating and cooling, based on room temperature and the state of your house*
- *Receive notification when your Washing machine is finished, consumption is more than you want it to be or electronics were accidentally left on*
- *You can control remotely any other electrical device plugged in the socket*
- *Receive information for current power consumption*

SPECIFICATION:

- *Power: 220V*
- *Max Load: 2500 W*
- *Range: Wi-Fi coverage is mandatory*
- *Communication: Wi-Fi*
- *Protocols: AllJoyn, HTTP, UDP*

Notes:

- *Local control button manually controls the outlet On/Off*
- *For indoor use only*
- *Includes a one-year warranty*
- *3-th Party API is available by request*

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Shelly

Wi-Fi RGBW Bulb 5W

DESCRIPTION:

16 million colors in your Room. Direct Wi-Fi access. Dimmable and dancing light depend of your requirements. Just replace your existing Light bulb with Wi-Fi RGBW SMART Bulb and you are ready.

You Can:

- *Remotely control lights*
- *Choice between 16 million colors*
- *Delay OFF functionality build-in*
- *Dimmable function*
- *Follow the music on your mobile phone.*
- *React automatically in Emergency events without Hub or Internet connection*
- *Peer-to-Peer communication with other She Wi-Fi modules.*
- *3-th Party API is available by request*
- *IFTTT integration*

SPECIFICATION:

- *Power: 220V*
- *Consumption: 7W*
- *Brightness: 700 Lumens/50W Equivalent*
- *Range: Wi-Fi coverage is mandatory*
- *Communication: Wi-Fi*
- *Protocols: HTTP, UDP*
- *For indoor use only*
- *Includes a one-year warranty*

ROBOTICS ALLTERCO

Shelly® EYE

COMING SOON

3G/LTE
INDOOR

3G/LTE OUTDOOR

Wi-Fi

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ALLTERCO

Shelly EYE

3G/Wi-Fi Security camera

Shelly Eye is not only a camera but also a smart device which gives you total security and information for everything happening around your house.
Shelly Eye connects via 3G/Wi-Fi and has a built-in battery for back up to secure your home when the power goes out.
Shelly Eye has built-in temperature and humidity sensors which measure and records any changes in the levels your home. In case of abnormal temperature or humidity levels you will be immediately informed.

Shelly Eye is cloud and voice connected with Amazon Echo and Google home. Using voice commands, you can easily switch different cameras and views and you will have 720p real time pictures from each location Shelly Eye is installed.
Shelly Eye is coming in first quarter in 2017.

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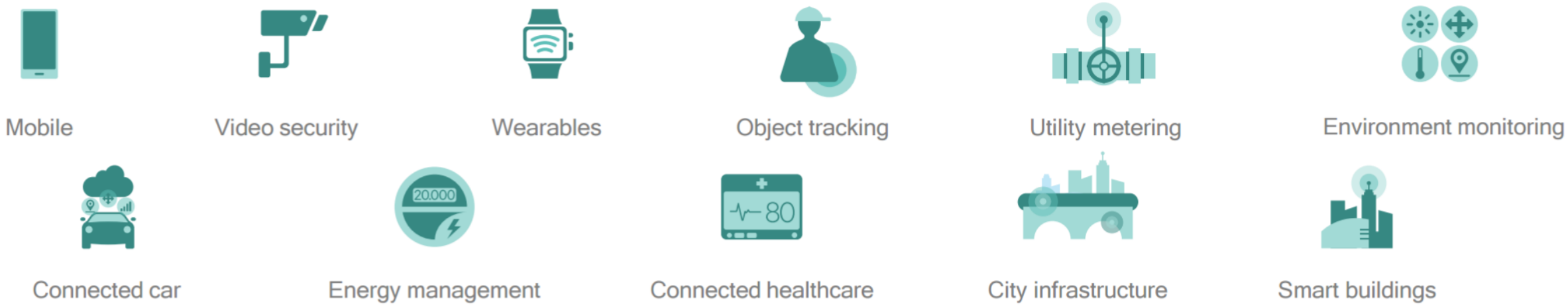
Shelly® EYE

The cameras witch cover all requirements.

- Wi-Fi connectivity with 3G/LTE back-up
- HD 720p resolution
- Up to 48h battery back-up
- Independent motion sensor
- Night Vision
- 7 day free cloud
- Waterproof outdoor edition
- Motion activation
- Sound activation
- Android/iOS/PC software
- Hot-spot features
- 2-way talk
- SD-Card support
- 24/7 costumer support

ROBOTICS ALLTERCO

NB-IoT next mobile revolution



Allterco robotics working with leaders to make first LTE-M1 and LTE-NB devices.

First prototypes will be present in Q1’2018

Нашата цел за 2018

2016/2017

- **130 000 wearable**
- **1950 Smart home устройства**

Expectations 2018

- **150 000 wearable**
- **50 000 Smart home устройства**
- **5000 Health устройства**

Цели	2017	2018
	хил. лв.	хил. лв.
Приходи от продажби	6715	Min 10000
EBIT	1722	Min 2300
EBITDA	1801	Min 2450
Брой заети към края на периода	38	50

ROBOTICS ALLTERCO