



Utilyze, Inc.

The Next Evolution of Utility Data

We sell software to utility clients that alerts their end customers about gas and water leaks preventing insurance claims and damages

"Utilyze is like Palantir for utility companies. They use custom machine learning models and break down data silos to alert citizens and governments about potential emergencies."

Leadership Team

CEO – Kenneth Anshewitz

- Strategy experience at companies serving banking and utility clients covering payments and machine learning products
- Promoted as a top 10-15 utility customer analytics and payments industry expert by AlphaSights
- Created wix websites for clients on blockchain technology and property management as well as Utilyze.ai



Problem - gas and water leaks are costly

Water Leaks

Water leaks drive 30% of all property claims and happen **once per 60 to 70 homes** annually. Residential losses **average around \$11,000** and commercial losses often cost \$20,000 or more. Water leaks are the number one property insurance claim.

Gas Leaks

Gas-related property insurance claims are rare, but incidents are catastrophic when they do occur. They can cost an **average of \$100,000** due to structural loss, injuries, and business interruption. Utility companies in the US respond to **100,000+ gas leak calls** annually.

Most property managers believe our solution can prevent burst pipes and many said insurers offer [discounts](#) for leak detection

Solution - leak alerts using smart meter data

Data Access

Smart meters enable new use cases like leak detection. Gas meters today are where water meters were 10 years ago.

Coverage

Utilyze covers gas and water leak detection for both residential home and property manager use cases.

Utilyze is bringing leak detection software using meter data to natural gas, similar to what they already have for [water](#) utilities

Product Approach



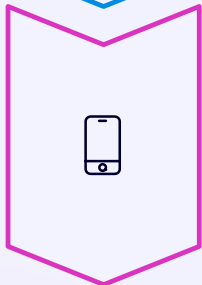
Get Data From Utility Meters

We partner with utility companies to analyze gas, water, and electric meter data



Ingest and Analyze Data in the Cloud

Cloud databases generally reduce implementation cost and time compared to on-premise setups



Deliver Alerts via Text, Email, and Phone

No application required – alerts are sent to both residents and property managers to proactively identify leaks



Market Size - 25% adoption for utility provided leak detection

71,000

Total Number of Large
Apartment Complexes

*Only includes properties with
at least 50 units*

18.7M

Total Units in Large
Apartment Complexes

*Total number of units in
complexes with 50+ units*

\$187M

Monthly Total
Addressable Market

*\$10/month SaaS fee per unit
results in \$2.2B annual rev*

\$74.8M

Monthly Serviceable
Addressable Market

*Capturing 40% of the market
results in \$898M annual rev*

Utilize charges \$10/month SaaS fee per unit which multiple properties said they can easily pass to residents through fees

Market Size - \$10/month SaaS fee x 1M users = \$120M ARR

\$10

Monthly SaaS Fee

1M

Monthly Users

\$10M

Monthly Revenue

\$120M

Annual Revenue

Reaching 1M users would require Utilyze to close the deal with around 3 of the top 5 property managers in the United States

Competition - limited use cases and costly deployments

Utility Provided Leak Detection Software

[Water utilities](#) typically focus on residential leak detection use cases

Hardware and Sensor Companies

[Sensurance](#) requires costly devices on each meter to detect leaks

Gas Meter Leak Detection Software

[Itron Intelis](#) meters only detect extreme events limiting use cases

Go-to-Market Strategy

Utility Companies

Integrate with meter infrastructure for large-scale software deployments

Property Managers

Properties can pass costs to residents while reducing insurance claims

Insurance Carriers

Incentivize leak detection with premium discounts to drive adoption

Utility companies are the gatekeepers of meter data which requires extensive client relationships to access

Differentiators - faster, cheaper, and more advanced use cases

Advanced Analytics

Utilize fine tuned models and alerts specifically to customers like property managers and residential homes. We can also breakdown usage by appliance type for efficiency insights.

Property Managers

We talked with property managers and maintenance teams to design alert logic that prevents burst pipes as well as machine learning models that detect leaks and irrigation usage.

Gas Leaks

We're the only solution besides the meter companies to do gas leak detection software. We also have gas stove and oven detection for users who want alerts when they cook.

We're improving products in existing categories like water leak detection while creating a new category for gas leak detection