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# PROJECT MINION

AI-Powered Energy Management IP — Available for Acquisition

**A commercial building with 452 pieces of equipment.**

Traditional metering would require 452 sensors to monitor them individually.

**Minion monitored all 452 — with 21 devices. 80% lower CAPEX.  
5-month ROI.**

<b>Patent No.</b> <b>363286</b> Valid until April 2040	<b>ML Accuracy</b> <b>98.24%</b> 8,000+ appliance signatures	<b>Max Savings</b> <b>32%</b> Verified at Biocon (pharma)	<b>ROI in</b> <b>5 Months</b> Year 1 (worst case 10% savings)	<b>VC Valuation</b> <b>₹41.6 Cr</b> Signed term sheet, Aug 2025
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ENTERPRISE-DEPLOYED AT

**Biocon Limited · Maruti Suzuki India · Carrier Technologies · Nanda Feeds · Fortis Hospital · GVG Industries · 20+ enterprises**

## What is being sold

The complete unencumbered IP portfolio of India's only commercially deployed, patent-protected NILM energy management platform — clean asset sale, zero corporate liabilities transfer to buyer.

**Patent · Source Code · Trained ML Model · Enterprise Data · R&D Roadmap**

## Built by

### Gokul Shrinivas

Forbes 30 Under 30 · WWF Climate Solver of India · IIT Madras Guest Faculty · Ex-Amazon Security Engineer · 50+ National & International Awards · Govt. of India PSA Compendium Featured

Strictly confidential. No price disclosed in this teaser. | Full Information Memorandum shared under NDA. | gokul@minionlabs.tech | +91-89392-12604

## 01 THE TECHNOLOGY — One Device. Every Appliance. Real Time.

What conventional meters give you	What NILM gives you (patented)	The commercial result
Aggregate building total only. 0% equipment visibility. 0% actionable insight. Cannot identify what is wasting energy.	Individual appliance-level data from a SINGLE device at the MCB panel. 4 million samples/sec captured. 8,000+ appliance signatures identified. 98.24% accuracy — in production.	20–30% energy savings in commercial buildings. Up to 45% in industrial. 80% lower CAPEX than sub-metering. 5-month ROI in Year 1. 3-month ROI from Year 2 on subscription alone.

**Real Deployment — GVG Industries & Ranba Castings (Industrial Facility)**  
 Facility had 1 main incomer → 21 distribution panels → 452 individual industrial equipment.

Traditional Metering	Minion EMS	CAPEX Saving	Year 1 ROI Payback
452 sensors required	21 devices only	80% lower	5 months (10% min savings)

## 02 THE BUSINESS MODEL — Four Revenue Streams, One Device Installation

Stream	What It Is	Price	Why It Recurs
<b>Device Sale</b>	Single three-phase NILM device at MCB panel. Monitors all downstream equipment.	<b>INR 50,000/device (3–6 devices per mid-size facility)</b>	Hardware sale. One-time per installation.
<b>Analytics Subscription</b>	Cloud analytics, dashboard, degradation alerts, predictive maintenance. Billed annually.	<b>INR 50,400/device/year</b>	Recurring SaaS. Renews because equipment degrades continuously — subscription is the early-warning system. Cancellation = losing predictive maintenance visibility.
<b>Performance Contract</b>	Energy auditors review NILM data quarterly/annually and deliver prioritised savings actions. Commission on verified savings.	<b>20–30% of verified annual savings</b>	Success-fee. Not modelled in financials — pure upside. Activates from Month 3.
<b>Carbon Credits</b>	Facilitates conversion of verified energy savings to carbon credits via registered agencies.	<b>5% transaction fee</b>	Not modelled in financials — pure upside. Verified NILM data is the input carbon credit agencies require.

## 03 WHY SUBSCRIPTIONS DON'T CHURN — The Equipment Degradation Thesis

A C&I facility with 452 equipment doesn't have a one-time energy problem. It has a continuous degradation problem that never stops:

The Reality	What Minion Does About It
Each of the 452 assets runs its own degradation cycle — motors, compressors, chillers, pumps. None degrade at the same rate.	Monitors every asset's energy signature continuously. Detects efficiency drop at the 10–20% threshold — before the asset fails.
A motor at 95% efficiency in Year 1 hits 80% by Year 2, 65% by Year 3. Drawing 35% more power. Invisible to every conventional meter.	Sends degradation alert to facility manager the moment efficiency drops past threshold. Planned maintenance at this stage: 5–10x cheaper than emergency replacement.
Industry norm: replace equipment only at failure. Emergency replacements cost 5–10x more. Downtime compounds the loss.	<b>Structured cycle: Detect → Alert → Maintain cost-effectively → Sustain savings → Repeat across the next cohort of degrading assets. Year over year.</b>

**For the acquirer: a customer who has experienced one Minion-triggered alert and avoided a costly equipment failure does not cancel the subscription. The ROI conversation moves from energy savings to asset life extension + predictive maintenance + operational continuity — three value pillars that compound annually.**

## 04 WHAT THE SAME TECHNOLOGY COMMANDS GLOBALLY

Company	Market	Capital Raised / Outcome	Last Known Valuation	Relevance to This Asset
<b>Sense (sense.com)</b>	USA — Residential NILM	<b>USD 195M raised (Series D, Jan 2026)</b>	<b>~USD 500M (Dec 2021)</b>	Direct NILM comparable. India patent blocks Sense from entering India's 250M-meter smart grid rollout.
<b>Verdigris (verdigris.co)</b>	USA — C&I Buildings	<b>USD 25M+ (Southwire strategic, Mar 2026)</b>	<b>USD 50–100M est.</b>	Closest global comparable. Same segment (commercial buildings). Charges USD 2,700–3,200/device — 4.5x more than Minion.
<b>Smappee (smappee.com)</b>	Belgium — B2B Energy + EV	<b>USD 2.7M raised; ~USD 15M ARR (2025)</b>	<b>USD 30–50M est. (private)</b>	149 employees, 5 continents. No India patent. Patent = India market exclusivity against Smappee expansion.
<b>Zenatix — ACQUIRED</b>	India — B2B Buildings	<b>Acquired by Hero Future Energies</b>	Not disclosed	Most direct India comparable. Acquired by major Indian conglomerate with no granted NILM patent. Minion has the patent Zenatix never had.

**The acquirer of Patent No. 363286 owns the India rights to a technology category that has commanded USD 30–500M valuations globally. Sense alone has raised USD 195M — 83x the MinionLabs acquisition ask — for the same core NILM capability, deployed in a market with no government mandate driving adoption. India has a ₹1.3 lakh crore smart metering mandate already in execution.**

## 05 WHAT THE BUYER ACQUIRES — A Complete, Production-Ready IP Stack

IP Asset	Description	Strategic Value
<b>Granted Patent No. 363286</b>	"Device and Method for Auditing Electrical Energy." Granted 26 March 2021. Valid until April 2040. PCT/IB2020/055564 filed (international pathway). Zero disputes, zero encumbrances.	<b>14 years of legal exclusivity on ML-based single-device energy disaggregation in India. Any competitor must design around this patent or license it.</b>
<b>Production Source Code</b>	Full ML NILM engine, cloud analytics backend (AWS), web dashboard, and edge firmware. GPL-free (MIT/Apache 2.0 only). No copyleft obligations.	Immediate deployment. No rebuild required. Unrestricted commercialisation rights for the buyer.
<b>Trained ML Model</b>	Self-learning model trained on real Indian commercial building data across pharma, automotive, agri, hospitality, healthcare, and education sectors.	<b>Years of real-world training data that cannot be synthesised or purchased. 98.24% production accuracy.</b>
<b>20+ Enterprise Deployments</b>	Full energy audit reports from Biocon, Maruti Suzuki, Nanda Feeds, Carrier Technologies, Fortis Hospital, and others.	Immediate sales credibility. Enterprise references that take 18-month sales cycles to replicate — already done.
<b>Market Research &amp; Collateral</b>	Cambridge Consulting Network (University of Cambridge) market research across 4 metro cities, 8 sectors, 18-competitor analysis.	Bankable market intelligence. Sales decks, brochures, case studies, and 50+ award archive — ready to deploy.

## 06 SIX R&D VERTICALS — Blueprints Ready to Productize Immediately

The base device already captures the data to power six adjacent verticals. No hardware changes required. All documented and included in the transfer:

Vertical	What It Enables	Savings Potential	Target Market
<b>HVAC Automation</b>	Occupancy-based AC control, auto-scheduling, anomaly detection, temperature guards	Up to 40% on HVAC loads	All commercial HVAC buildings
<b>Industry 4.0 Kit</b>	Plug-and-play wireless sensors (temp, vibration, pressure) with LoRaWAN, predictive maintenance, OEE optimisation	20% downtime reduction	Manufacturing plants
<b>Smart EV Charging</b>	Dynamic load balancing, smart scheduling, overload protection, solar integration for EV charging depots	30% vs unmanaged	Commercial EV infra
<b>Net Metering / Solar</b>	Solar self-consumption optimisation, dynamic solar/battery/grid switching	30% additional	Buildings with rooftop solar

<b>Smart Grid / DISCOM</b>	Demand response with utilities, peak load management, energy theft detection, transformer monitoring	15–25% grid savings	DISCOMs, large C&I
<b>Carbon Credits</b>	Verified NILM savings data feeds directly into carbon credit issuance — ready pipeline with zero additional tech development	5% transaction fee	All Minion clients

## Interested in a deeper conversation?

Reply to this email or reach out directly. An NDA can be executed within 24 hours. The full Information Memorandum — covering financials, complete patent claims, transaction structure, and the detailed post-handoff plan — will be shared immediately upon NDA execution.

The buyer gets: 14 years of patent exclusivity · A trained ML model that took 3 years to build · Enterprise credibility at Biocon and Maruti · Six R&D verticals ready to ship · Founder advisory available

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This document is strictly confidential. No price is disclosed in this teaser. Full Information Memorandum available upon NDA execution. Governed by the laws of India.