

# Kontrol Energy CEO on solving waste inefficiencies plaguing the \$200B annual energy industry

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“We are dealing with some of the largest industrial energy users, some of the largest building owners. The industry that we are serving is about \$200 billion annual energy industry. About 30% of that energy is wasted due to inefficiencies. That is about \$60 billion annual industry that is growing at about twice the pace of inflation.” States Paul Ghezzi, CEO of [Kontrol Energy Corp.](#) (CSE: KNR), in an interview with InvestorIntel Corp. CEO Tracy Weslosky.

**Tracy Weslosky:** Paul, I love the Kontrol Energy story. This story makes sense to me. Can you just introduce some of the InvestorIntel audience that may not know who you are to what Kontrol Energy is please?

**Paul Ghezzi:** Sure. Kontrol Energy is an energy technology company in the IoT, cloud and blockchain space and we are solving one of the largest energy challenges for North America

**Tracy Weslosky:** Okay. I find this fascinating. I know our audience would love to hear a refreshing change of pace, no offense to our cannabis friends, on what this can do to actually solve some big cleantech, greentech issues on our planet. Can you just kind of give us an overview about who your clients are because you are basically a new company for all intents and purposes?

**Paul Ghezzi:** Yes. We are dealing with some of the largest industrial energy users, some of the largest building owners. The industry that we are serving is about a \$200 billion dollar annual energy industry. About 30% of that energy is wasted due to inefficiencies. That is about a \$60 billion dollar annual industry that is growing at about twice the pace of inflation.

**Tracy Weslosky:** Okay. I am going to back up. How old is Kontrol Energy? I mean, you are relatively new and you are picking up these Fortune 500 companies. Give us a timeline please.

**Paul Ghezzi:** Sure. Kontrol is about 3 years old now. 2015 was the private entry into the market. 2016 we went public on the CSE. We have been trading for about 2 years now. We have done a couple of nice acquisitions in a vertical integration strategy. Our revenues growth has been off the charts and we expect that to continue.

**Tracy Weslosky:** Can you tell us what off the charts mean? I see you are ranked number 7 in the 2018 Start Up 50. What kind of revenue numbers are we actually talking about Paul?

**Paul Ghezzi:** We entered 2016 with about \$400,000 in revenue. We finished at about \$1.9 million. Last year was about \$6.9. This year we are on track for about \$10.5. We expect next year to be close to \$30 million. The growth has been phenomenal. We are very pleased. That is something that we are driving towards, faster growth on a very nice share structure.

**Tracy Weslosky:** Paul, what percentage of your clients are American and what percentage are Canadian presently?

**Paul Ghezzi:** Currently we are running at about 80% Canadian, 20% U.S. We expect that to shift to about 60/40 over the next 2 years. The U.S. is a natural market for us in terms of energy

consumption being 10 times bigger than Canada..to access the complete interview, [click here](#)

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