

A wide-angle photograph of a coastal town at dusk. The town is built on a hillside overlooking a body of water. Numerous houses are visible, their windows glowing with warm light. In the foreground, the calm water reflects the town's lights and the darkening sky. A church with a prominent tower is visible on the left. The overall atmosphere is peaceful and suggests a quiet residential area.

Soon every home will run on batteries



Energy Storage a major growth sector

Master Investor 2017

Overview

UK leading residential smart storage platform

- Platform :
 1. Moixa Smart Battery
 2. GridShare aggregation Platform
- Projects for UK Government and Big 6 Utilities (British Gas, Scottish & Southern Energy, Scottish Power)
- Portfolio of international patents
- £6m investment (equity & grants)
- Investors: ex CEOs of Centrica, SSE, Npower and SolarCentury

Mission: Smart energy in million+ homes :

1. cheaper energy for customers
2. “Virtual Power Plant”



**Mass market
solution**

UK Key energy trends

All encourage home storage

- ↑ household electricity prices
- ↑ Increasing intermittency from renewables
- ↑ Rising peak and infrastructure cost
- ↓ Falling costs of batteries

- Smart meter roll out by 2020
- Half hourly settlement expected in 2017
- 3 million homes already on night tariff Economy7
- 840,000¹ homes already have solar
- Smart homes and independence desire



¹ <https://www.gov.uk/government/statistics/solar-photovoltaics-deployment>

Significant Progress

2017 so far

“Smart Island” – delivery partner with Hitachi in £10m Smart Island project, contract £1.5m. VPP Platform for batteries and EV.

Big Utility (confidential) - RFP win for 200 x pilot, contract £0.5m+

Big Oil Co (confidential) – RFP win for 100 x pilot and platform assessment, system rollout, £0.75m+

Big Japanese Car Co (confidential) – EV VPP collaboration plan

UK government – advising various on storage / settlement

B2C Storage + PV Bundle – ramp-up of direct team sales



Solar + Battery + GridShare

What we do

Storage Platform + Channels

Smart IoT Battery

- Mass market
- Compact all-in-one
- IP



GridShare Software

- Aggregate Moixa + 3rd party batteries
- Monitor/control distributed energy for grid services



Multiple channels: Utility, Social, Landlords

- Solar+Storage bundle
- new Smart tariffs
- partners for data, trading and smart home



Financial

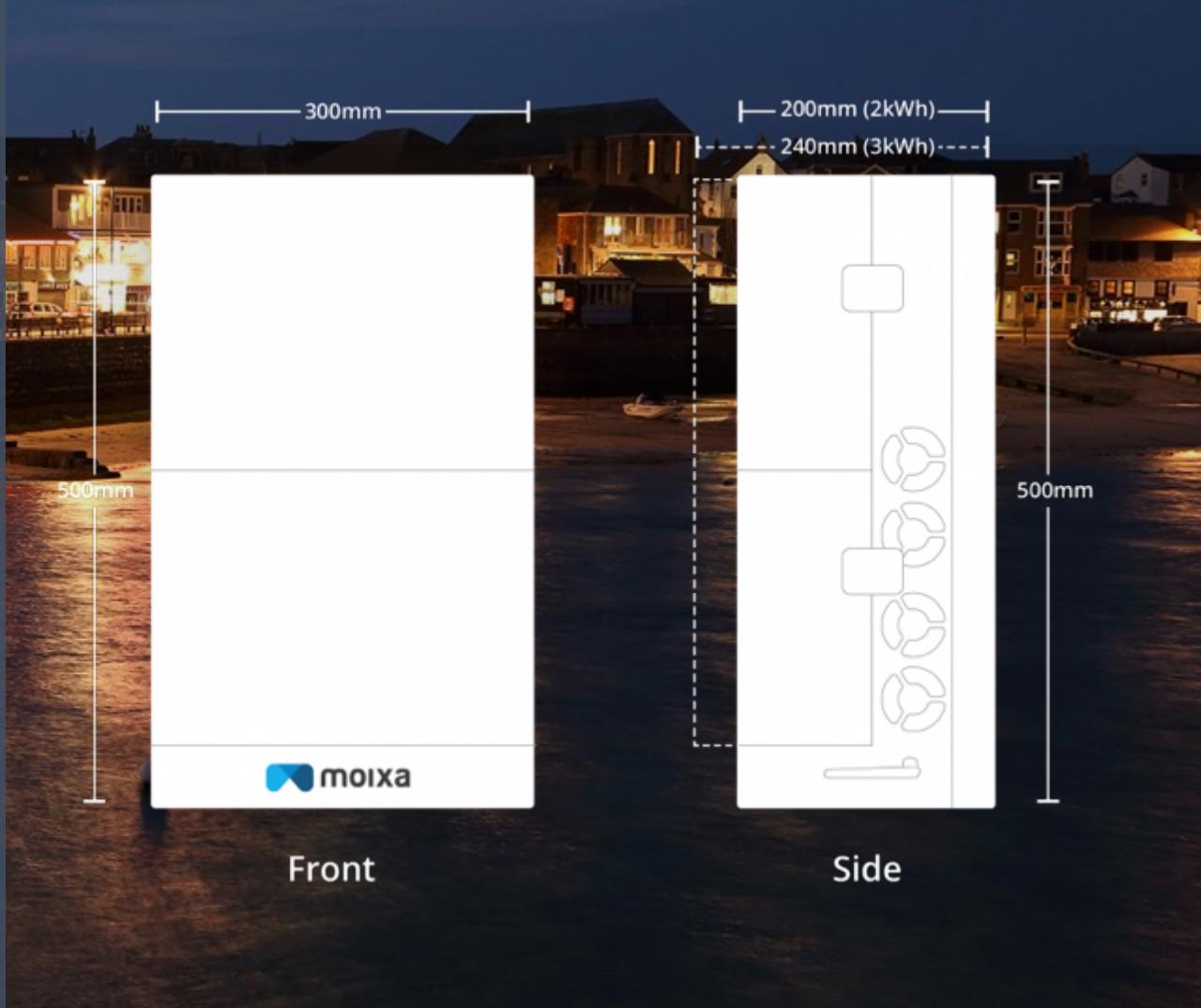
Accelerate with:
Asset Funding,
PPAs, SPVs, no
money down



Moixa Smart Battery

Compact All-In-One system

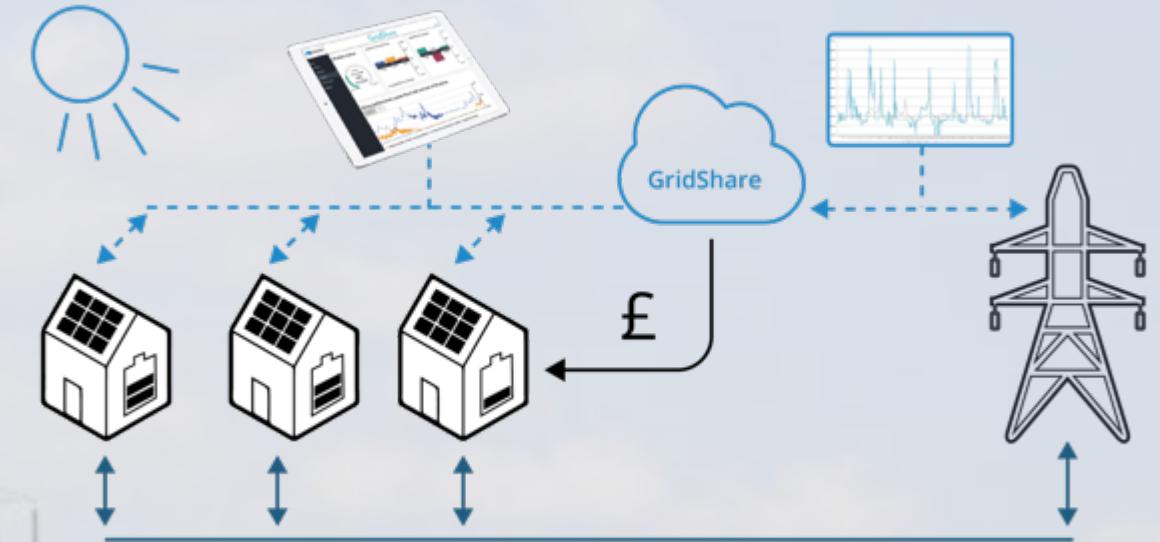
- **AC Coupled:** Battery, Inverter, Smart Control
- **Right sized:** 2 or 3kWh is mass market, any home or social housing. 1/3 of daily energy.
- **Economic Benefits:**
 1. increases solar self-consumption/returns
 2. arbitrage of smart tariff
 3. **plus GridShare** services revenue
 - + other motives: backup, energy independence, smart home
- **Low cost:** ~£2000 (and reducing)
- **1 hour install:** ~ £100
- **Upgradable:** modular design



GridShare Platform

Aggregates batteries for services

Enabling grid-level service management



Daily

Households & Utilities

- Self-consumption
- Tariffs arbitrage
- Long-term energy offers

On Demand

Distributed Network Operator

- Network constraints
- Defer investment
- Curtail peak solar/wind
- Balance evening peak

System

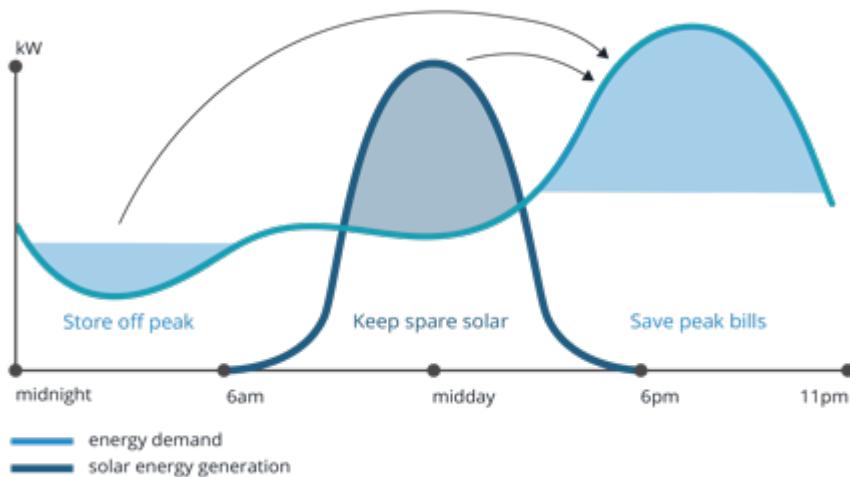
National Grid

- System balancing
- Manage peak
- Frequency Services

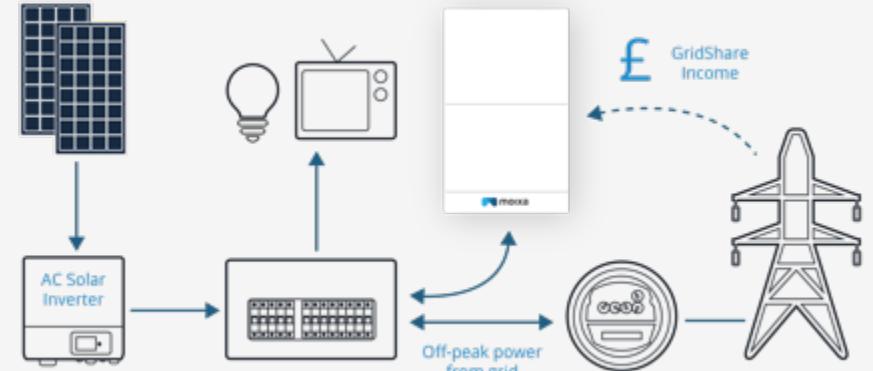
Smart Battery benefits & payback

Save £200+ a year (and rising)

Solar shift + Smart tariffs



+ Grid Income



UK Annual benefits for retrofitting battery to solar:

- Solar shift (increases self-consumption from ~30% to ~60%)
- Day/night shift
- Grid services income

Solar + Storage

Routes to market

- Private sales
- Large scale projects
 - Social Housing
 - Utility offers
 - New build/ smart homes
- White label - Utilities



2KWh Smart Battery	2KW of Solar	Installation included	Price (inc. VAT)
+	+	=	For only £4,995

The diagram illustrates the components of a solar and storage system. It shows a blank white box for the battery, an icon of solar panels and an AC Solar Inverter for the solar component, and crossed wrenches for installation. The total price is listed as £4,995.



UK SCALE POTENTIAL

Validated across:

- £4m of contracts
- 5m+ run-hours of data
- 700+ systems
- Utilities, Grid operators



Funding & Exit

Phases to scale

- Q1 2017: £3-5m
- Q1 2018: £10m
 - Commence EU / international
 - Sales & Marketing
 - China production, cost down
 - Working capital/Inventory ramp-up
 - White-labels
 - Asset finance pools

Dialogue with global corporate funds.



Exit

Trade acquisition or
IPO as UK /
international mass
market leader

- **Currently:** UK lead in nascent market, technology platform already developed, in market, data from 5 million run hours and multiple projects with utilities.
- **Successful execution:** should significantly increase valuation supported by patent portfolio, international /potential and increasing M&A