

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

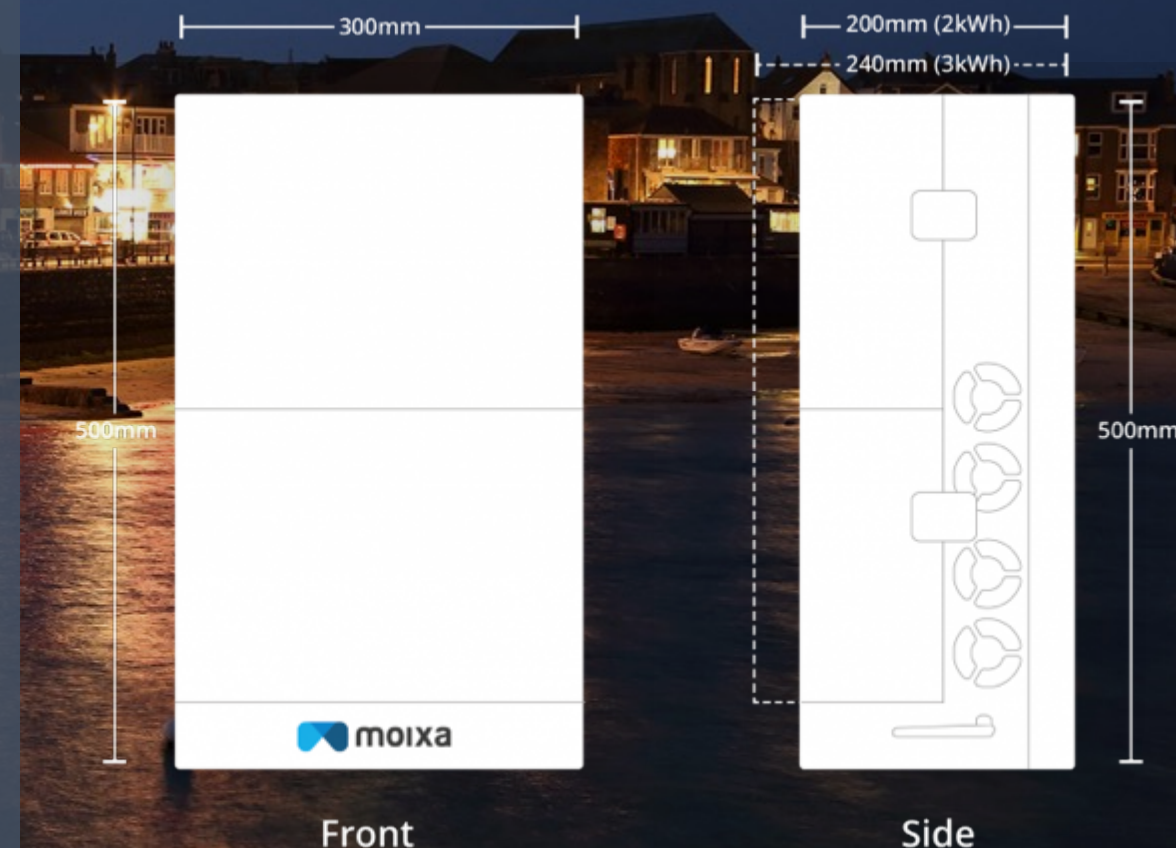
Accelerate with:
Asset Funding,
PPAs, SPVs, no
money down



Moixa Smart Battery

Compact All-In-One system

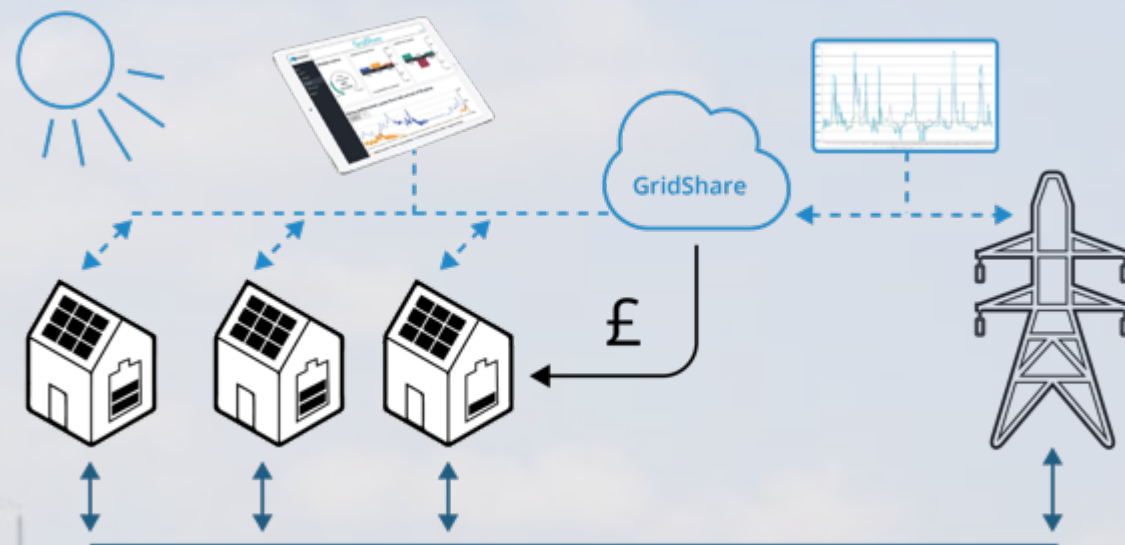
- **AC Coupled:** Battery, Inverter, Smart Control
- **Right sized:** 2 or 3kWh is mass market, any home or social housing. 1/3 of daily energy.
- **Economic Benefits:**
 1. increases solar self-consumption/returns
 2. arbitrage of smart tariff
 3. **plus GridShare** services revenue
+ other motives: 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

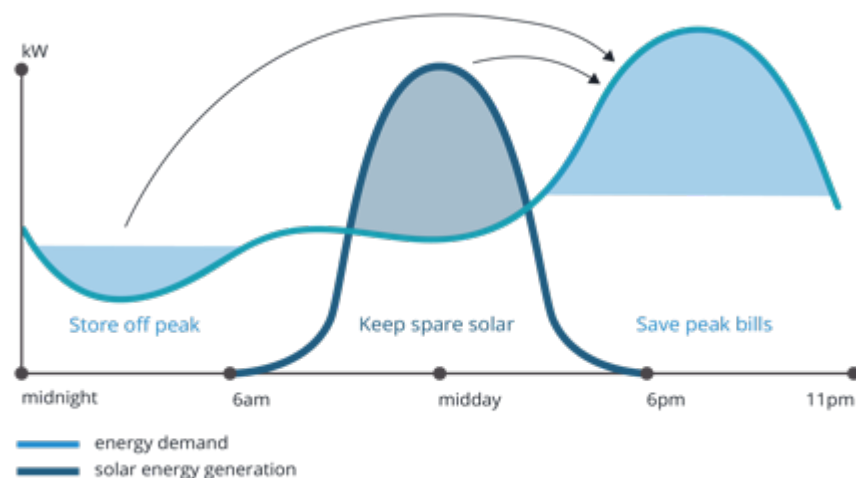
National Grid

- System balancing
- Manage peak
- Frequency Services

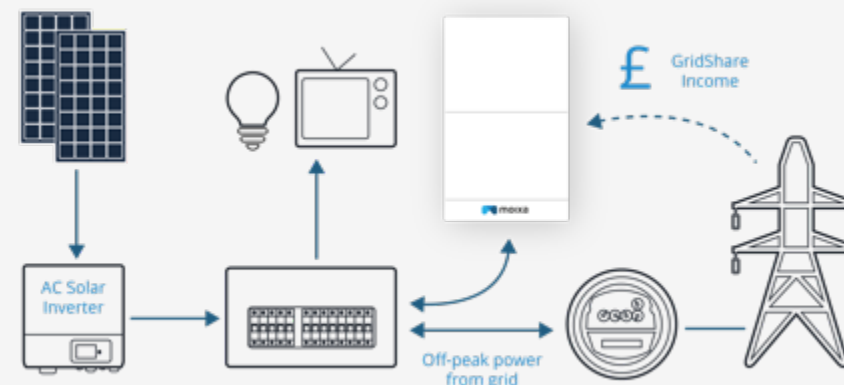
Smart Battery benefits & payback

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

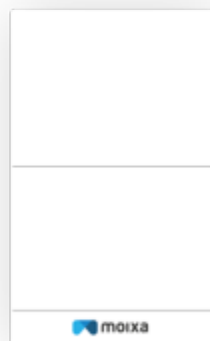


2KWh Smart Battery

2KW of Solar

Installation included

Price (inc. VAT)



+



+



=

For only
£4,995

UK SCALE POTENTIAL

Validated across:

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



Scottish and Southern
Energy
Power Distribution

SCOTTISHPOWER

OXFORD
CITY
COUNCIL

Innovate UK
Technology Strategy Board

NEA

Department
of Energy &
Climate Change

Colchester
Borough
Homes

British Gas

WESTERN POWER
DISTRIBUTION
Serving the Midlands, South West and Wales

Good
Energy

The
co-operative
energy

NORTHERN
POWERGRID

UK
Power
Networks

Camden

the guinness
partnership

nep nottingham
energy
partnership

Riverside

moixa

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.



- **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