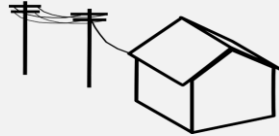


Affordable Local Solar Storage via Utility Virtual Power Plants (VPP)

Problem 1:
Higher Utility Costs & Unreliable Power



Problem 2:
Local Solar Storage Costs

Generation \$ + Distribution \$ + Peak Demand \$\$\$\$

High Installation & Battery Costs

Poor Inverter/Battery Round Trip Efficiency (RTE) <<80%

Solution: Sol-Ark VPP & Shared Local Storage Cost

Customer Benefits:

- Backup Power
- Stable bills
- Subsidized by Utility
- Localized Power, No Extra Power Lines



Utility Benefits:

- Virtual Power Plant (VPP) Instant Demand Response stabilizes Grid
- Reduced Liability and 100% Reduced Transmission Cost
- Can own PV production with no site lease (PPA option)
- 70% Lower Capex: eliminates the distribution cost of power & volume purchases

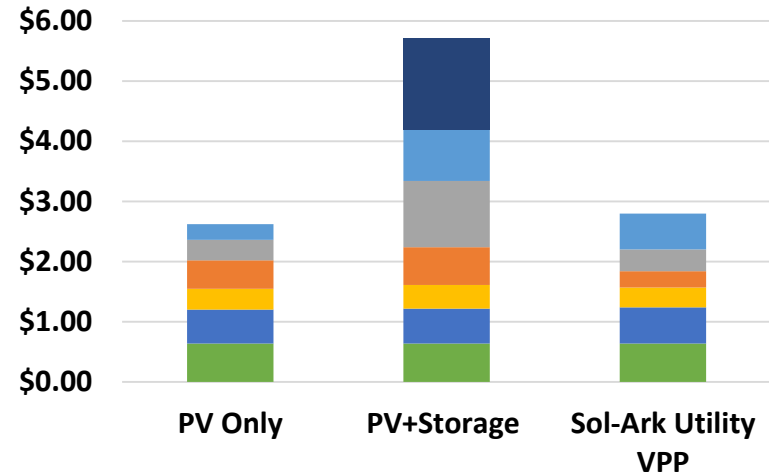
Team

Veteran owned engineering firm with 100's of years combined engineering experience and many patents



Residential Solar Cost (\$/Wpv)

Source: Greentech Media



- PV Modules
- Profit
- BOS
- Sales & Marketing
- Installation & PTO
- Inverter
- LiFePO₄ Battery

Plan

Partnerships & Marketing: Now – Month 6

- Develop [new business models](#): Utility owned local storage
- Prototype SW/hardware for [whole home backup switch](#)
- Adjust plan for new NEC 2020 and UL certifications

Prototyping & Software Testing: Month 6 - 12

- Develop several prototype [outdoor enclosures](#)
- Complete UL certifications

Deployment & Improvements: Month 12 - 18

- Build and deploy 200 systems in community field trial
- [Smart Grid](#) Communications / Certifications
- Onsite training & installation support