



SUNVERGE[®]

Corporate Overview

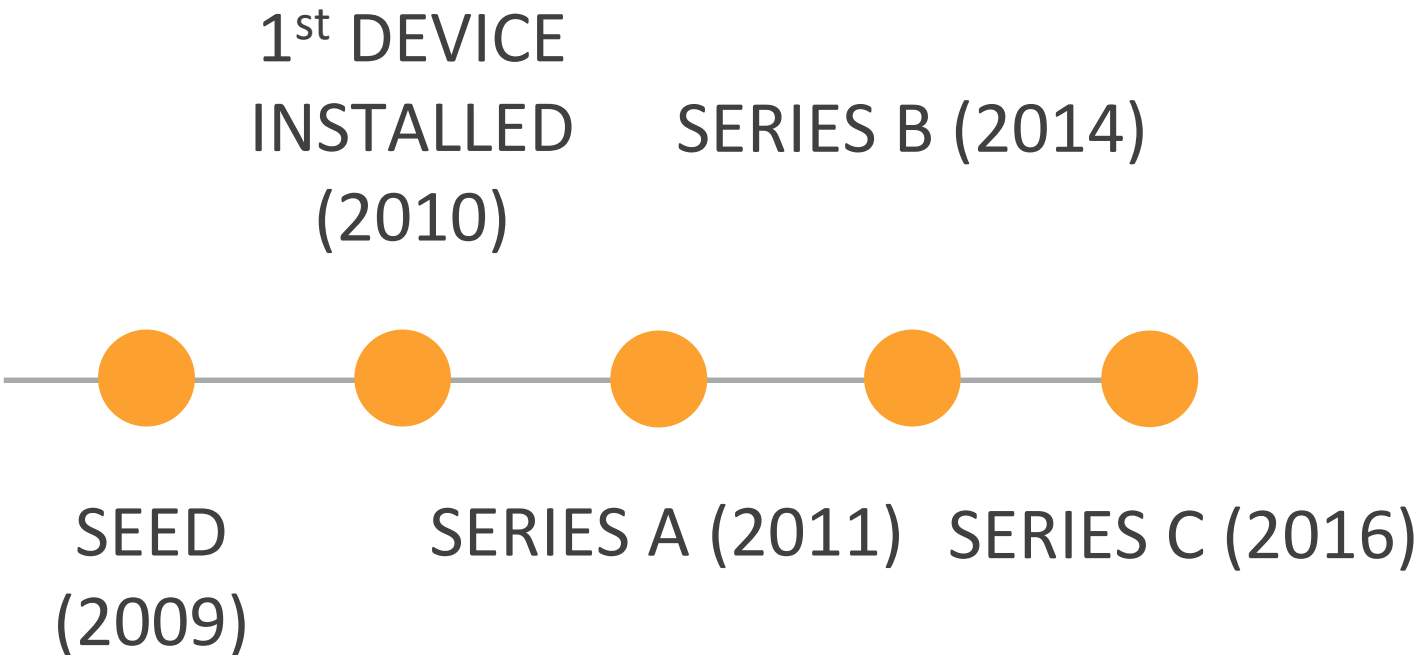
May 2017



Company Background

FOUNDED
2009

HEADQUARTERED IN
SAN FRANCISCO



100
EMPLOYEES



CUSTOMERS

North America
(AZ, CA, HI, KY, NY,
NV & Canada)
New Zealand
Australia
South Korea
Germany

1000

Systems Under
Management
Globally

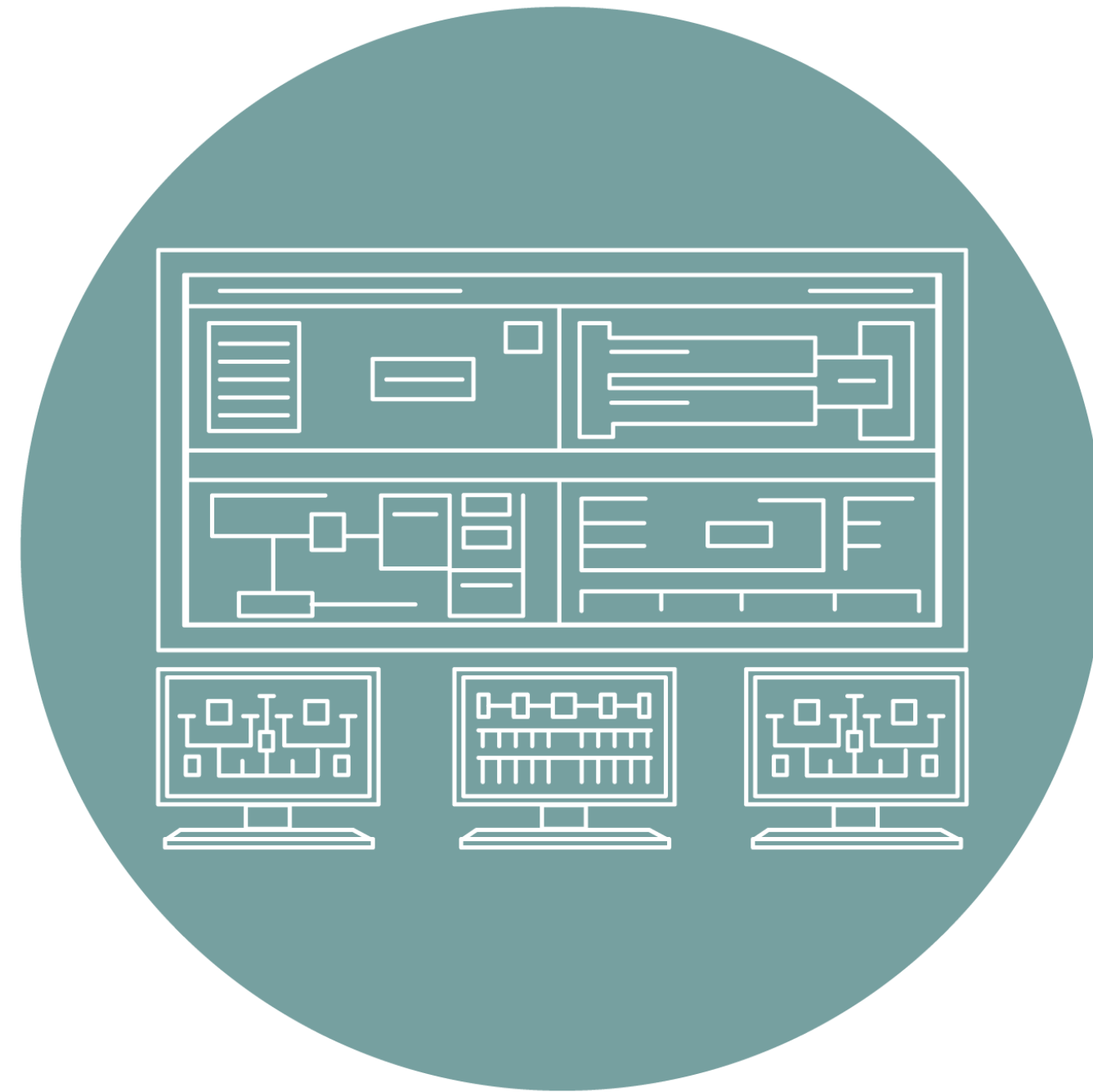


Market Macro Trend



CONSUMERS

Drive change toward greater use of DERs and bidirectional grid



AGGREGATORS

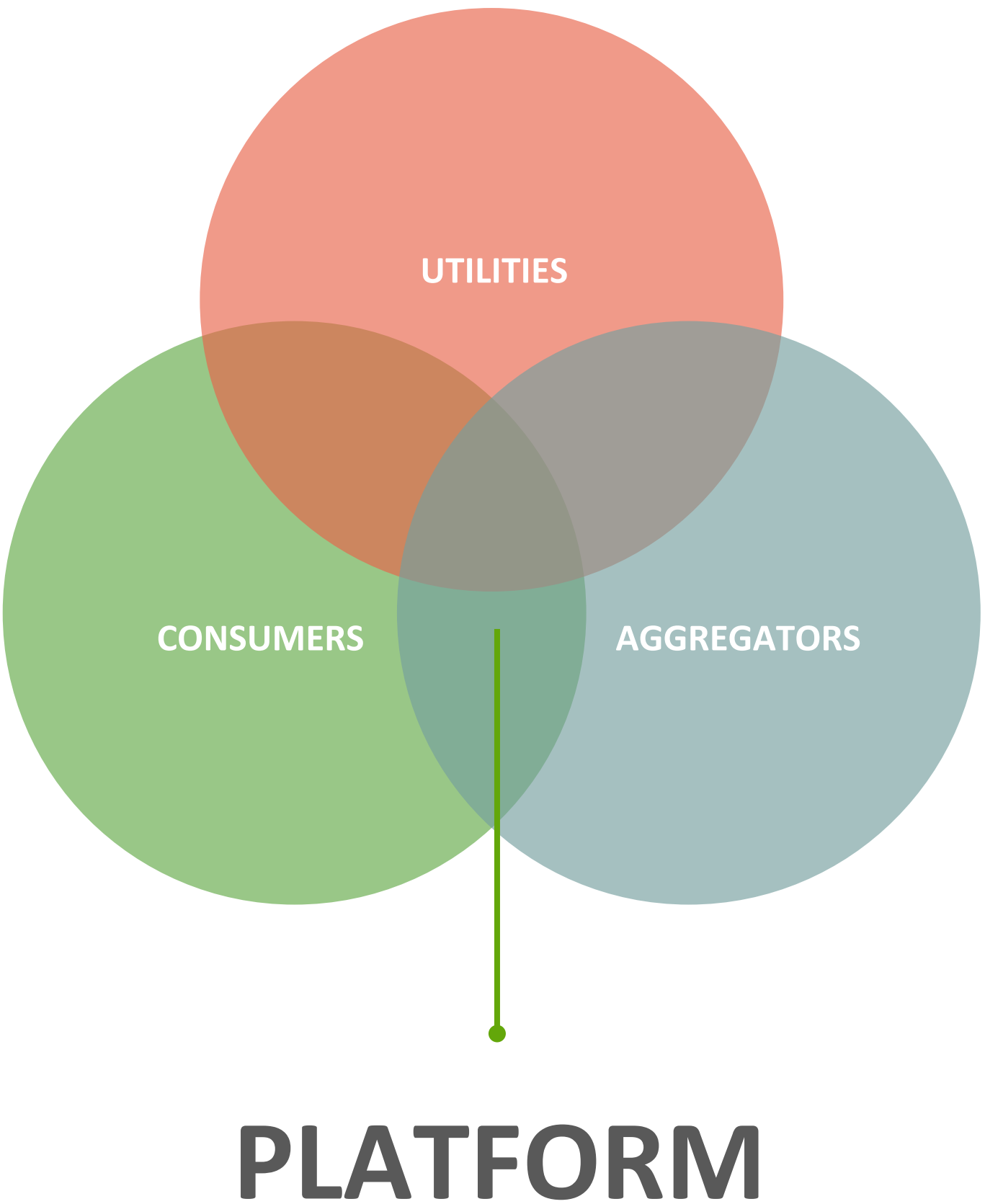
Seek new and recurring growth drivers



UTILITIES

Face diminished demand and increasing costs

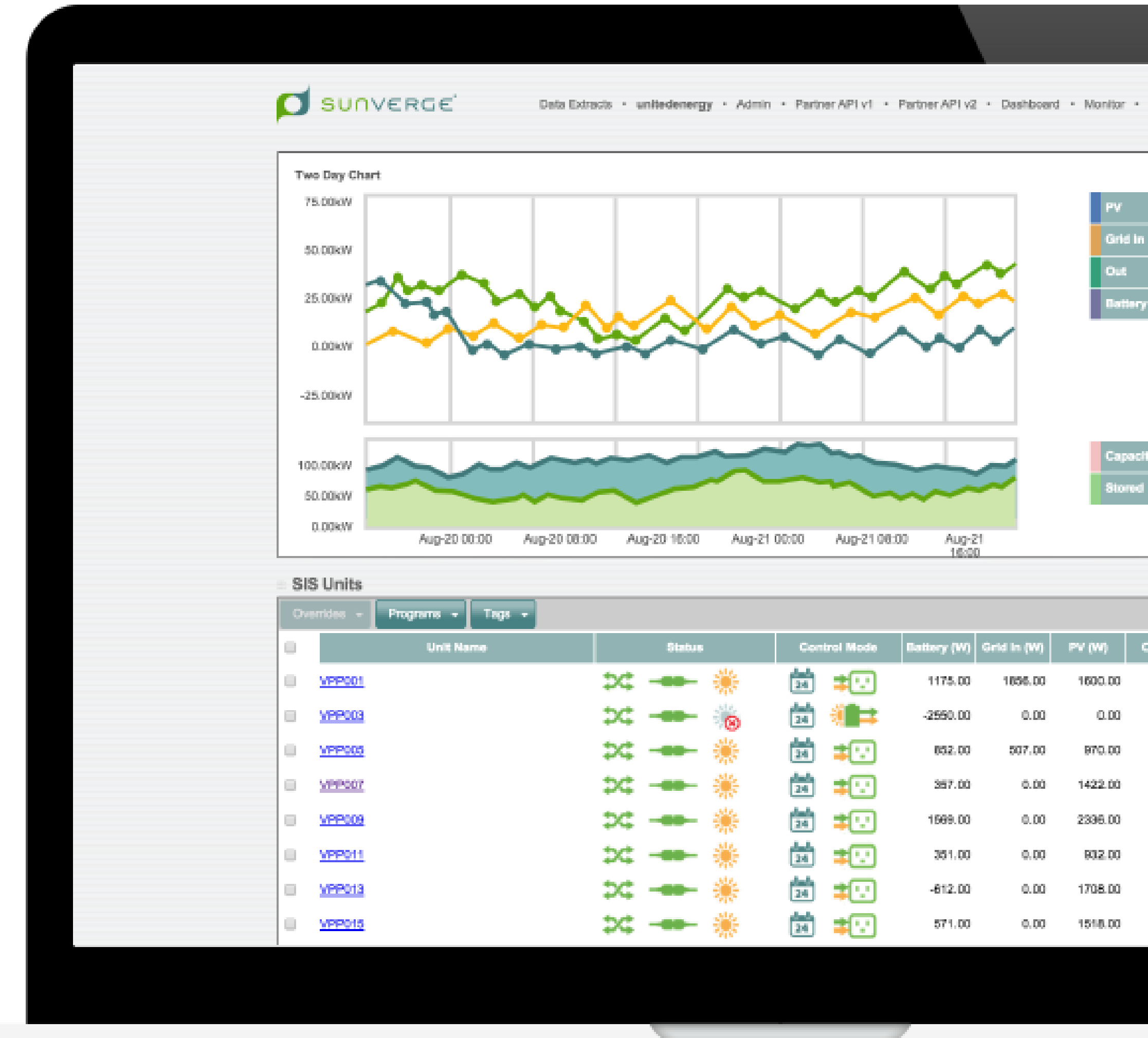
Evolving interdependence in Energy Ecosystem



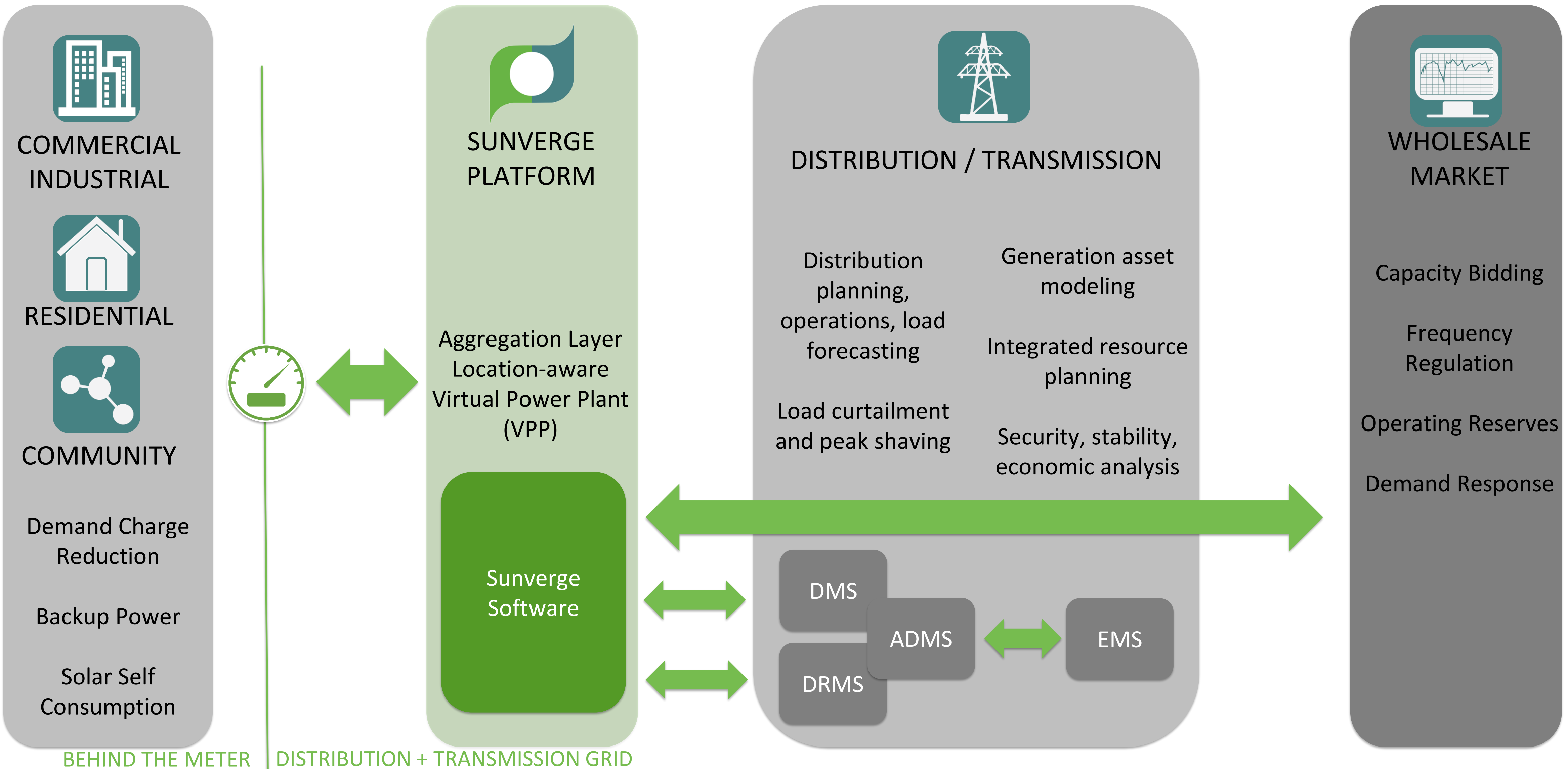
CONSUMERS		AGGREGATORS		UTILITIES
Residential	Commercial	DER	Demand Response	
Bill Management		Energy Market Arbitrage	Field Application Engineering	Peak Load, Load Reduction & Shifting
Backup Power		Voltage Management	Sunverge Academy, Installer Training, and Consumer Resources	Meet Renewable Goals
Maximize PV Investment		Operating Reserve	System Monitoring and Remote Support	PV Firming
Demand Charge Reduction		Frequency Regulation	Program management	Distribution Deferral

The Sunverge Platform

- Intelligent platform enabling energy transactions among Utilities, Consumers and Aggregators
- End-to-end managing, controlling, aggregating and orchestrating portfolios of Distributed Energy Resources (DERs)
- Enabling Integration of Demand-Side Management and Grid Management

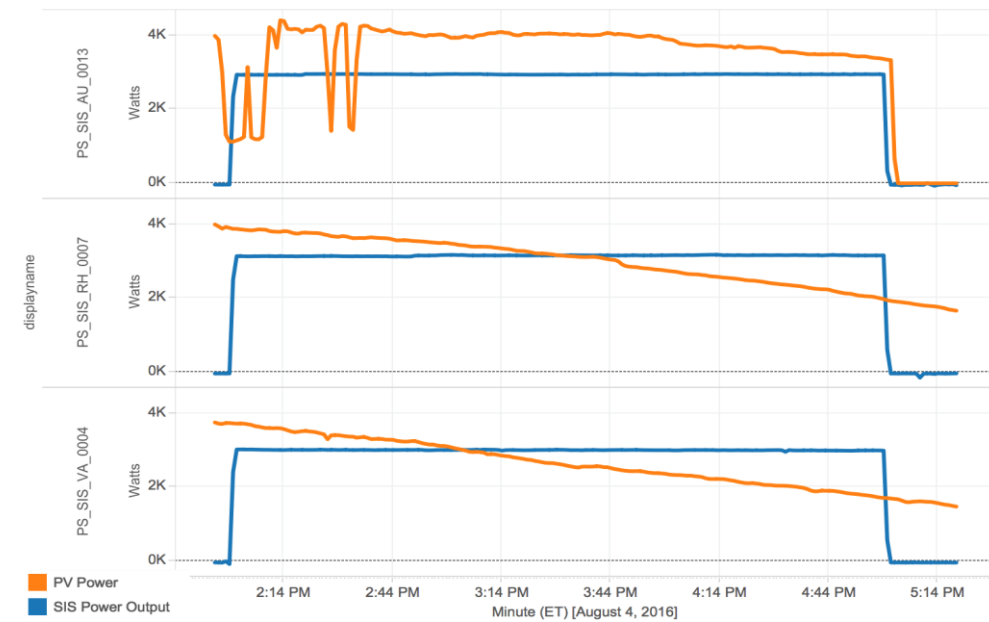


The Sunverge Platform

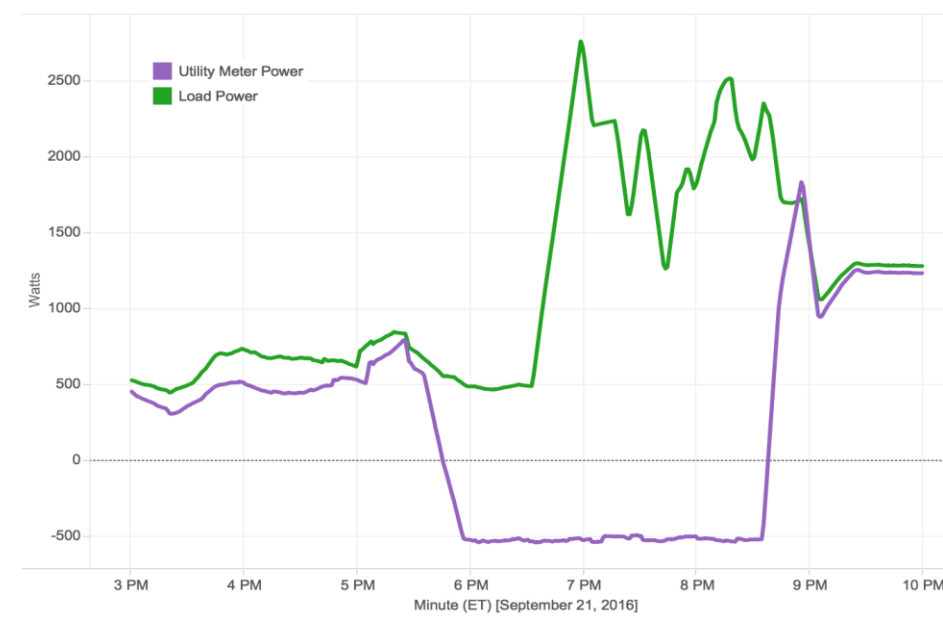


Market, Grid and Demand Management Software

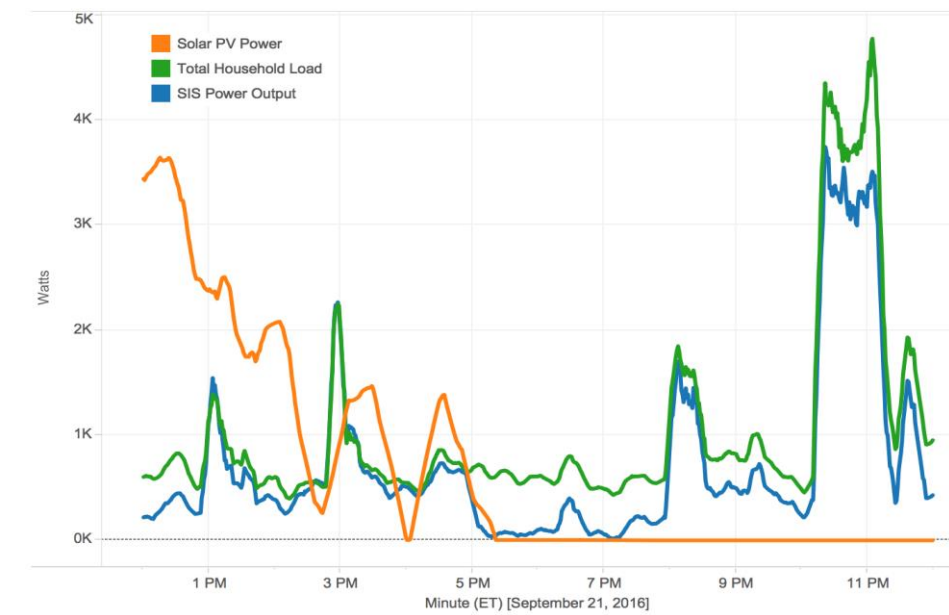
Peak Reduction



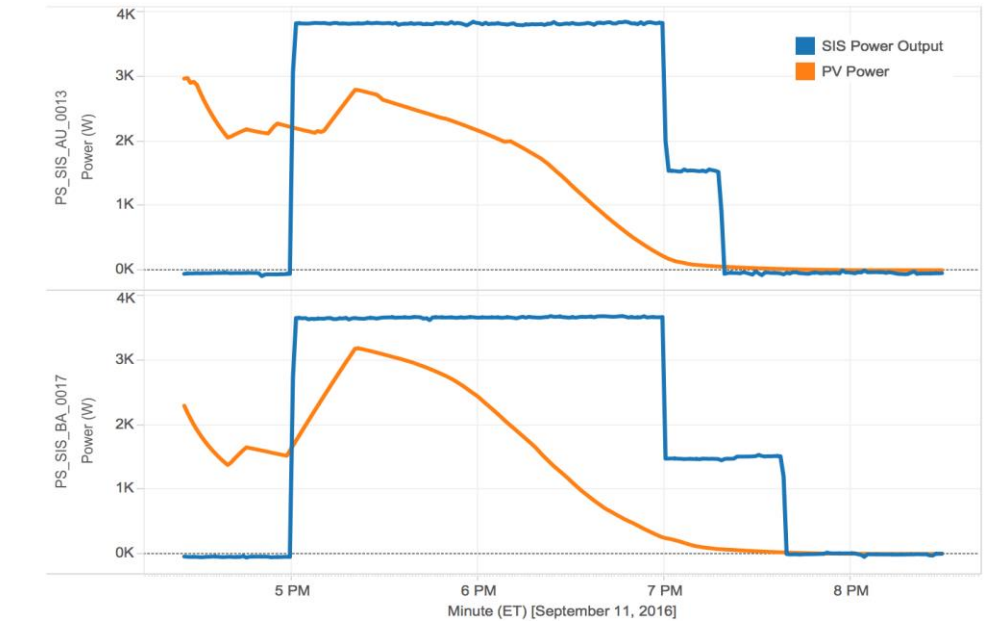
Peak Shaving



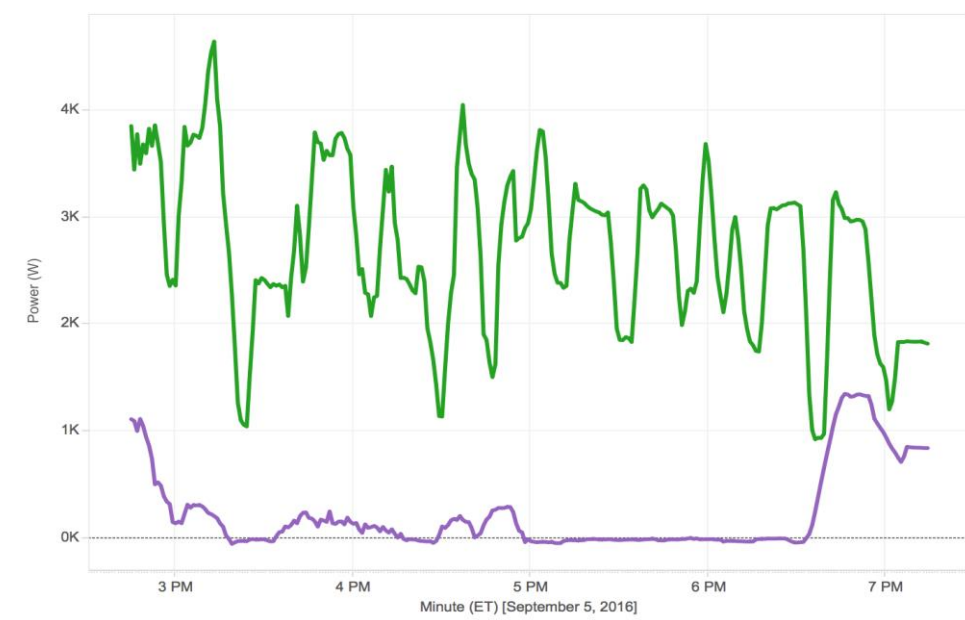
PV Time Shifting



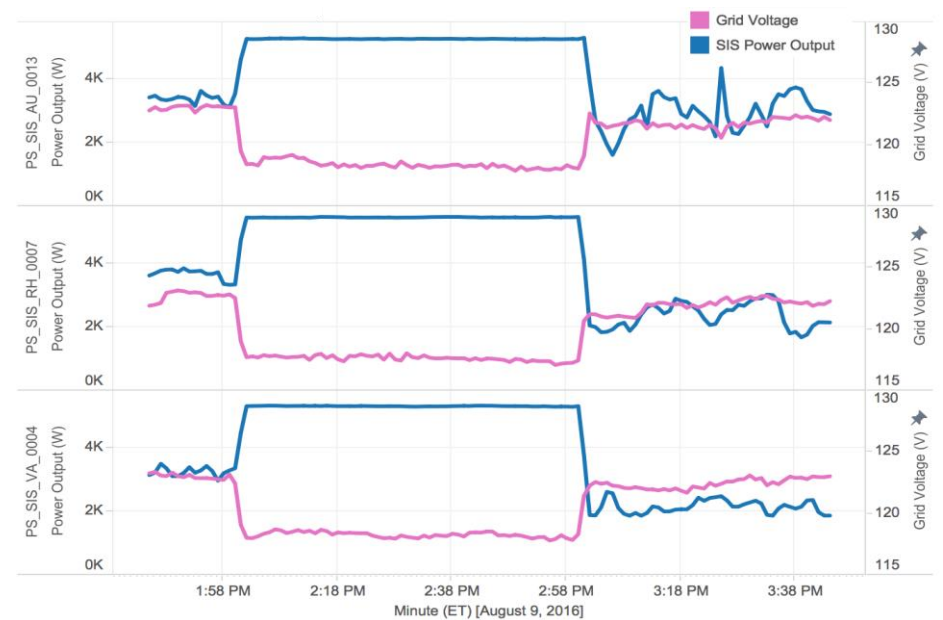
PV Firming



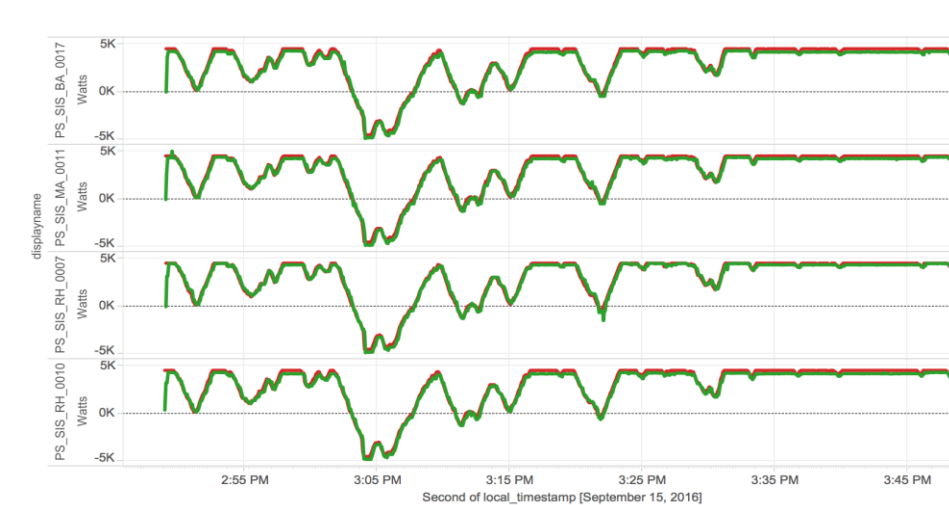
Demand Response



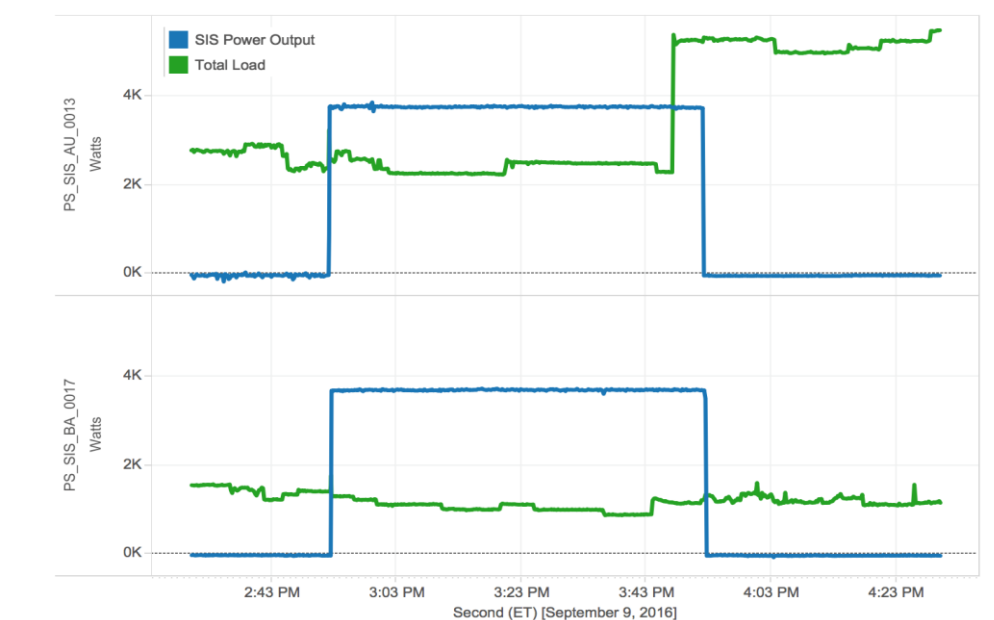
Voltage Response



Frequency Regulation



Operating Reserves



VPP with Utility Program and Consumer Flexibility

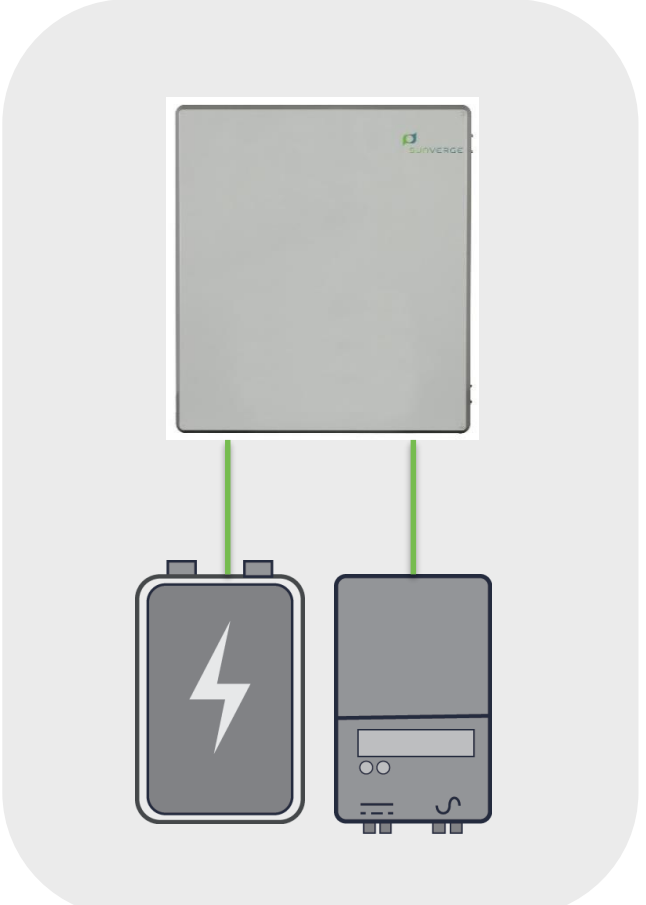
VIRTUAL
POWER PLANT



NETWORK SERVICES
CONSUMER SERVICES
WHOLESALE MARKET SERVICES

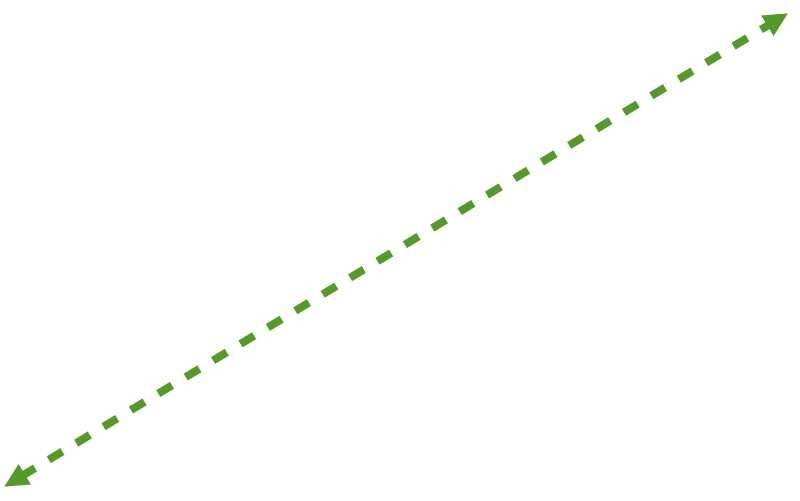
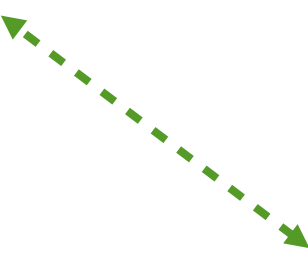
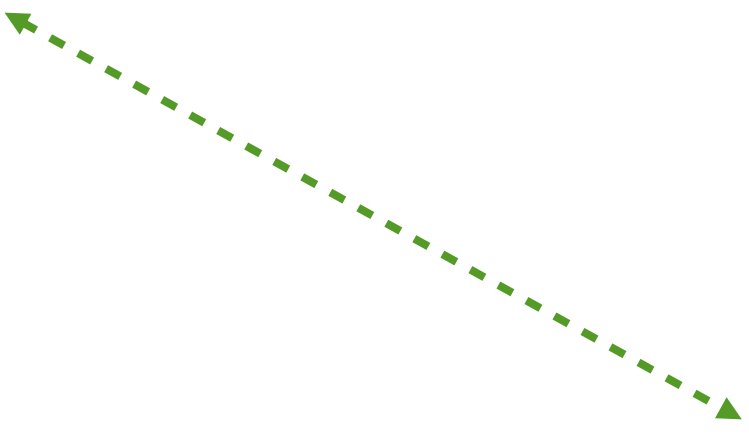
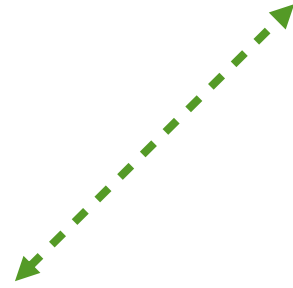
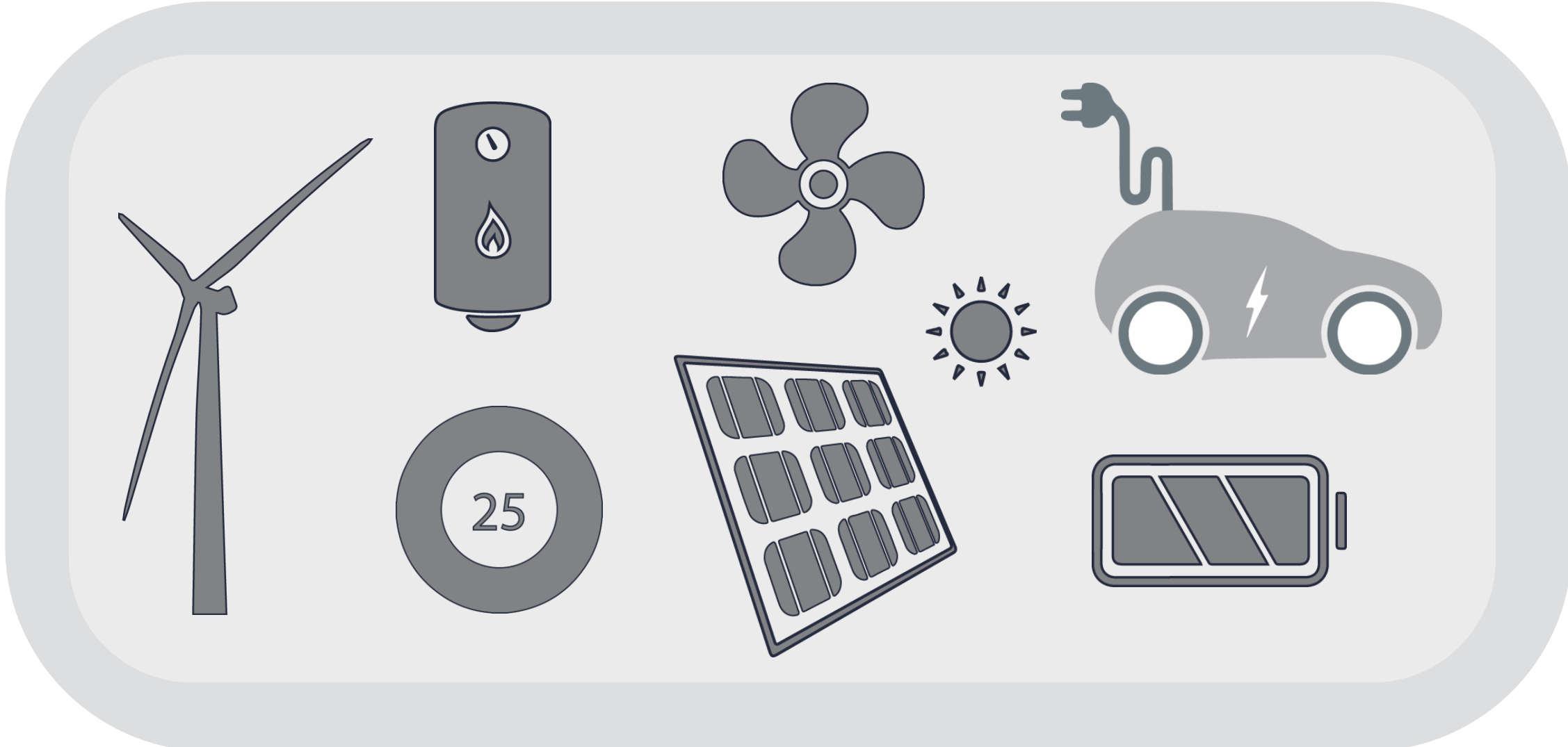


TURNKEY
SUNVERGE ONE



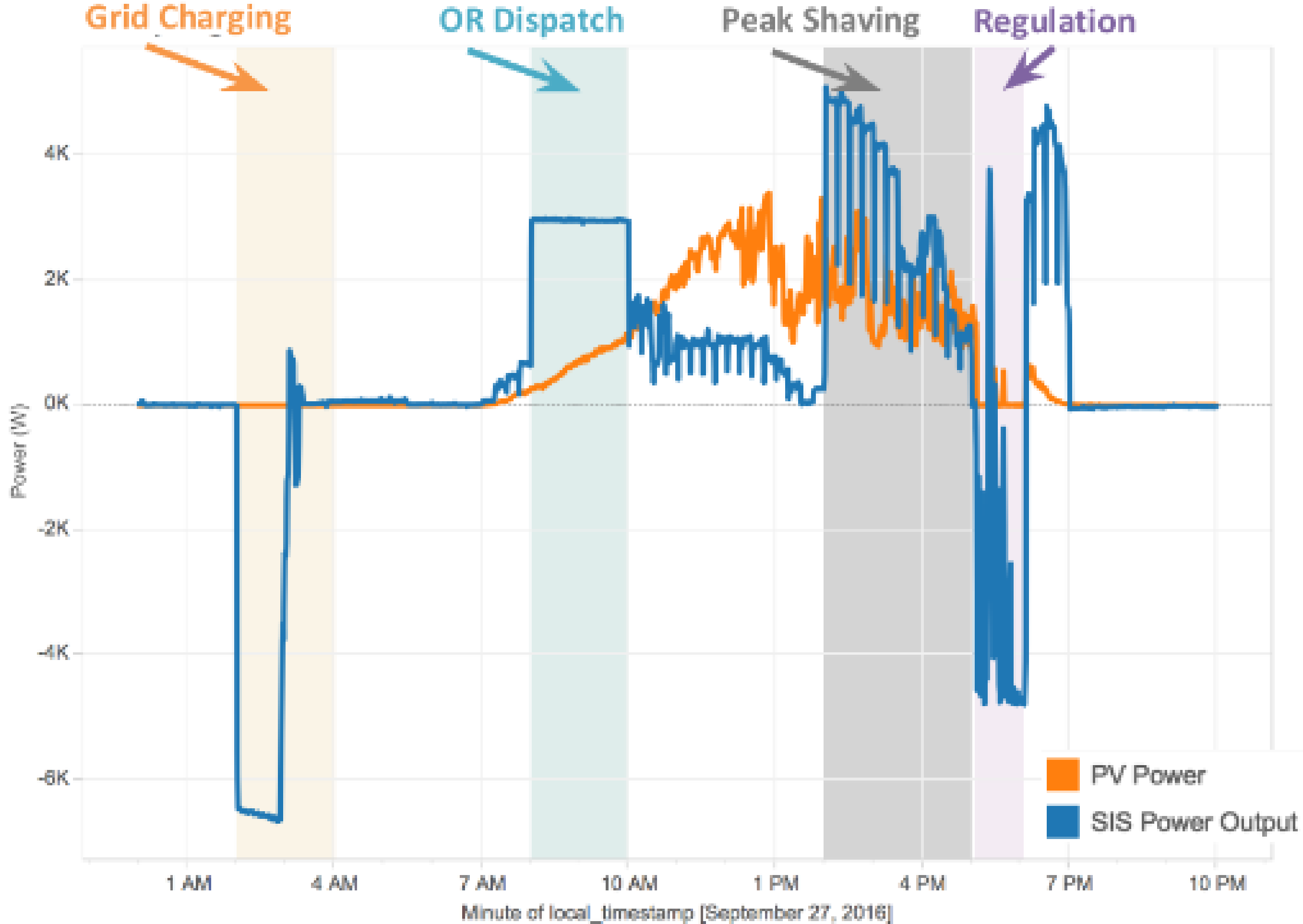
CUSTOMIZABLE
SUNVERGE INFINITY

CONTROL
RENEWABLES + ENERGY DEVICES

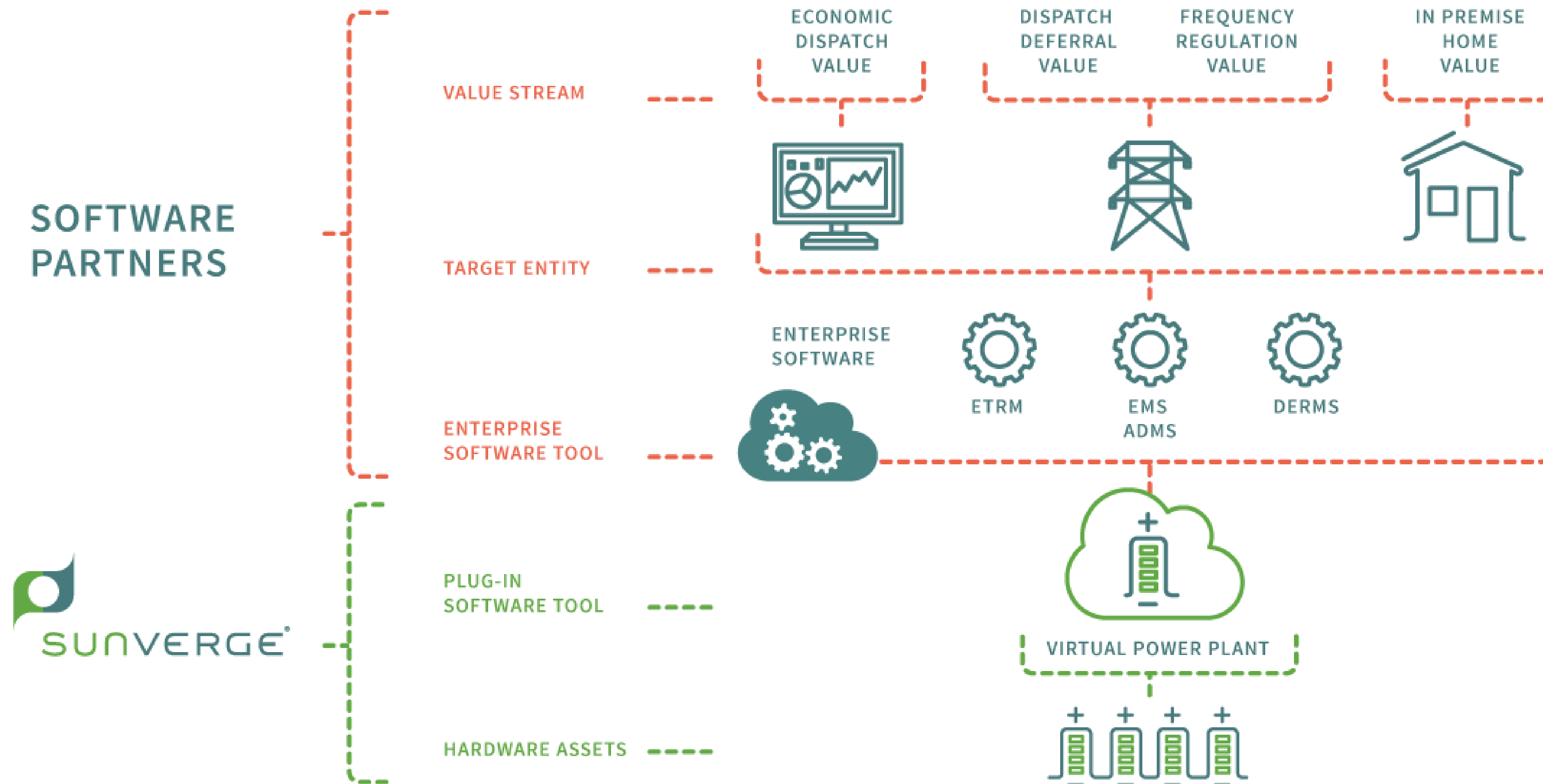


We Compound Value Through Stacking Services

CONSUMER	\$2307/YR	\$3204/YR
NETWORK	\$611/YR	\$500/YR
WHOLESALE MARKET	\$300/YR	\$500/YR
PROFESSIONAL SERVICES		
HARDWARE		



DER Value Chain through Enterprise Integration



Traction: Utilities leading the way





Emergence of energy storage

\$44 billion will be invested in storage in NA between now and 2024

Bloomberg New Energy Finance