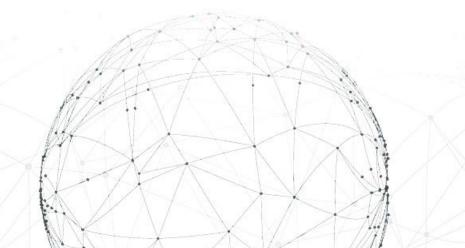


#### **Better Solar Business Cases**



Calin Basno

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# Big roofs, small (or no) solar.

Rooftop solar arrays are sized for on-site demand

**Surplus power** is being sold at a fraction of its value

Wholesale energy doesn't make the best business case



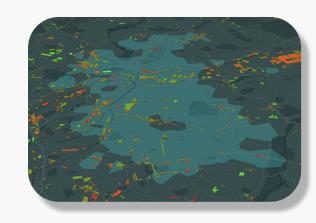


## Our local energy platform solution.

**Enables businesses** to buy directly from local generators

**New revenue streams** unlock unfeasible energy projects

Up to 50% saved on bills, 40% increased solar revenues



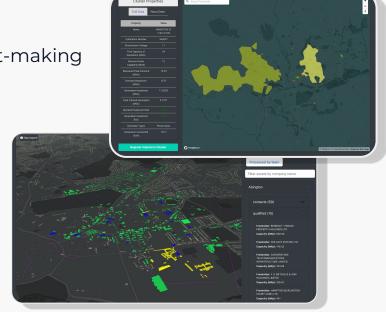


# Our product.

A geospatial data platform to automate market-making

**An API** for automated energy transactions

A partner network to leverage network effects





## Our business model.

We aggregate business energy demand under one substation

We match it with existing and new local renewable energy generators

We charge a £10/MWh recurring volume-based fee on matched local energy



#### Our traction.

Pilot project in development after securing Innovate UK funding

5 asset owners have joined the waitlist and provided generation asset data

#### Renewable energy volume waitlist (MWh) 16,000 14,000 12,000 Volume (MWh) 10,000 8,000 6,000 4,000 2,000 March April December February May January CONFIDENTIAL

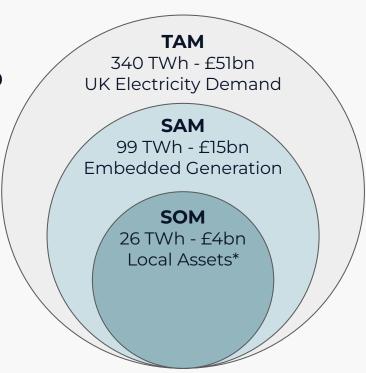


### Our market.

Electricity demand is expected to double by 2050

Embedded generation accounts for 29% power

Target asset base\* growing 15% YoY





## Now is the time to act.

The grid is congested - no capacity for utility-scale renewables until 2036

**Regulations have changed** to enable local energy markets \*

**Energy data infrastructure** is approaching maturity



# The competition.

Benefits	( NOCO	<b>Wrban</b> Chain	(tem)	INRANGE
Risk Spreading - Demand Aggregation	✓			
Cutting-Edge Geospatial Infrastructure	✓			
Hyper-Local Clean Energy	✓			
Fixed-Rate Contracts	✓			
Multi-Supplier platform	✓		✓	
Driving Local Asset Additionality	✓			✓
B2B Services	<b>√</b>	✓	✓	✓
Supply/Demand Matching	✓	<b>✓</b>	✓	<b>√</b>

**The only solution** providing renewables additionality using aggregated SME buying power.



#### Our team.



**Calin Basno**Founder & CEO

MSc Climate Change, Management & Finance, Imperial College Business School; Technology & Innovation Scholarship

elementenergy





Paul Nebel CTO

PhD Renewable Energy 20+ years experience in setting up productive tech teams

**不 GEOVATION** 



Stuart Lloyd Evans

Senior Level experience in UK and European energy markets for over 25 years.







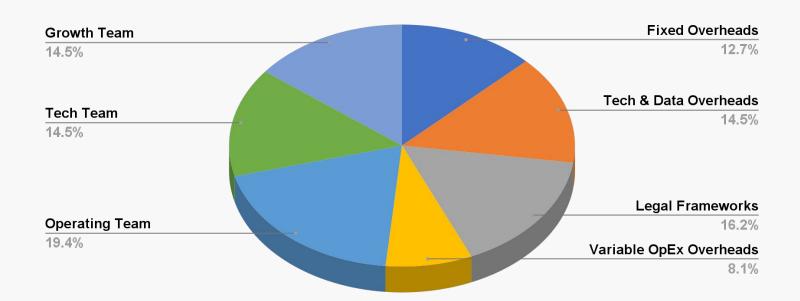
## We are raising.

**£650k** for 12 months of runway to:

- Get to £10k MRR
- **Achieve** sustainable unit economics
- Develop a scalable customer acquisition strategy & system
- Develop demand aggregation & financing partnerships



## Use of funds.





# Thank you.

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You can schedule a meeting with me <u>here</u>.

