

# The missing piece of the energy revolution

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POWERVAULT

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Entrepreneurs

## The innovators: how smaller batteries give more power to UK solar households

London startup tailors smaller, cheaper battery for UK households to use more of their own generated solar energy



## Leading the UK energy storage market



Powervault's new **home electricity storage** product helps all households use energy more efficiently by charging up with low cost energy and releasing it at peak times

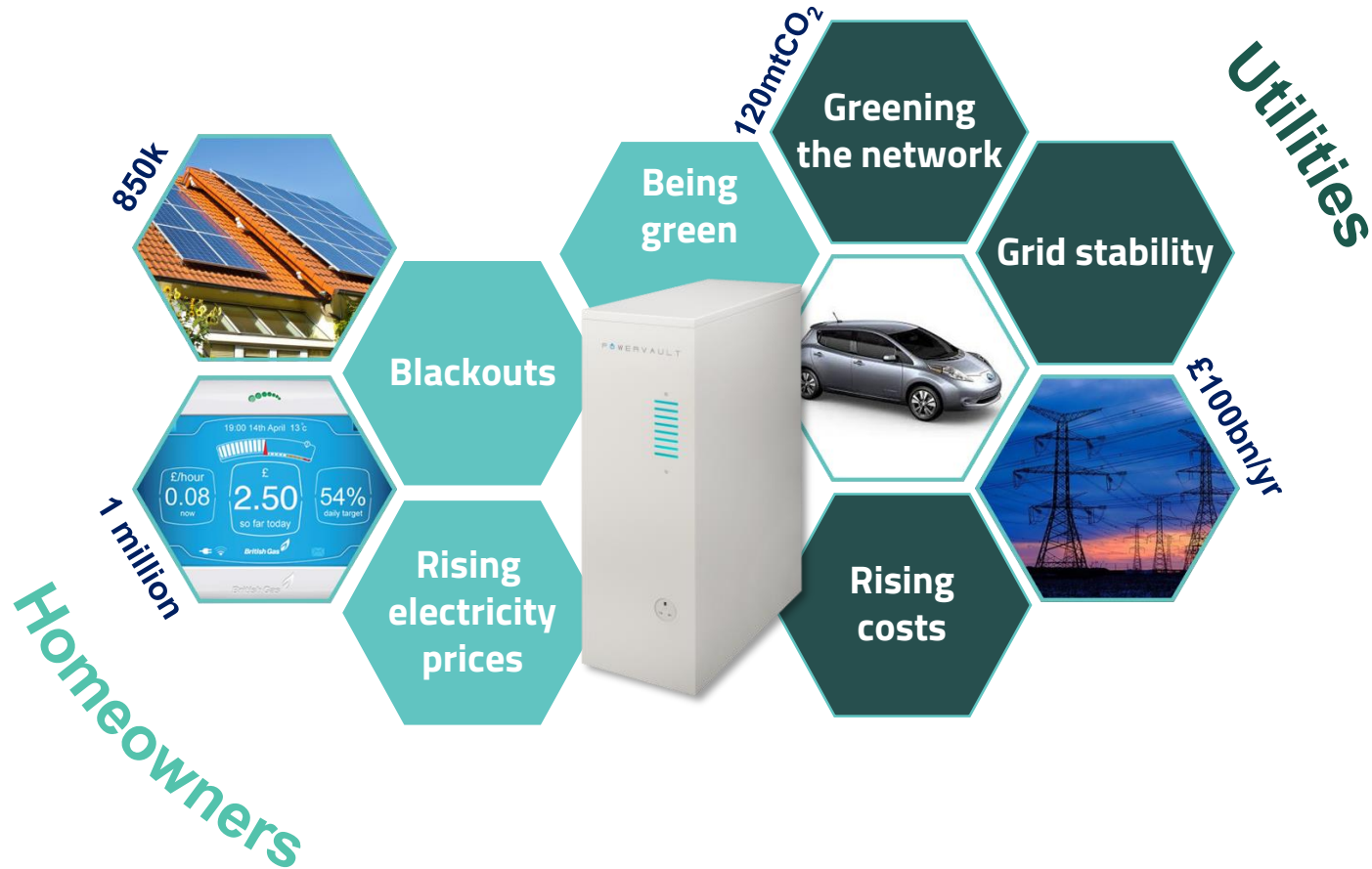
We are leading development of a **new product category** with our award winning product



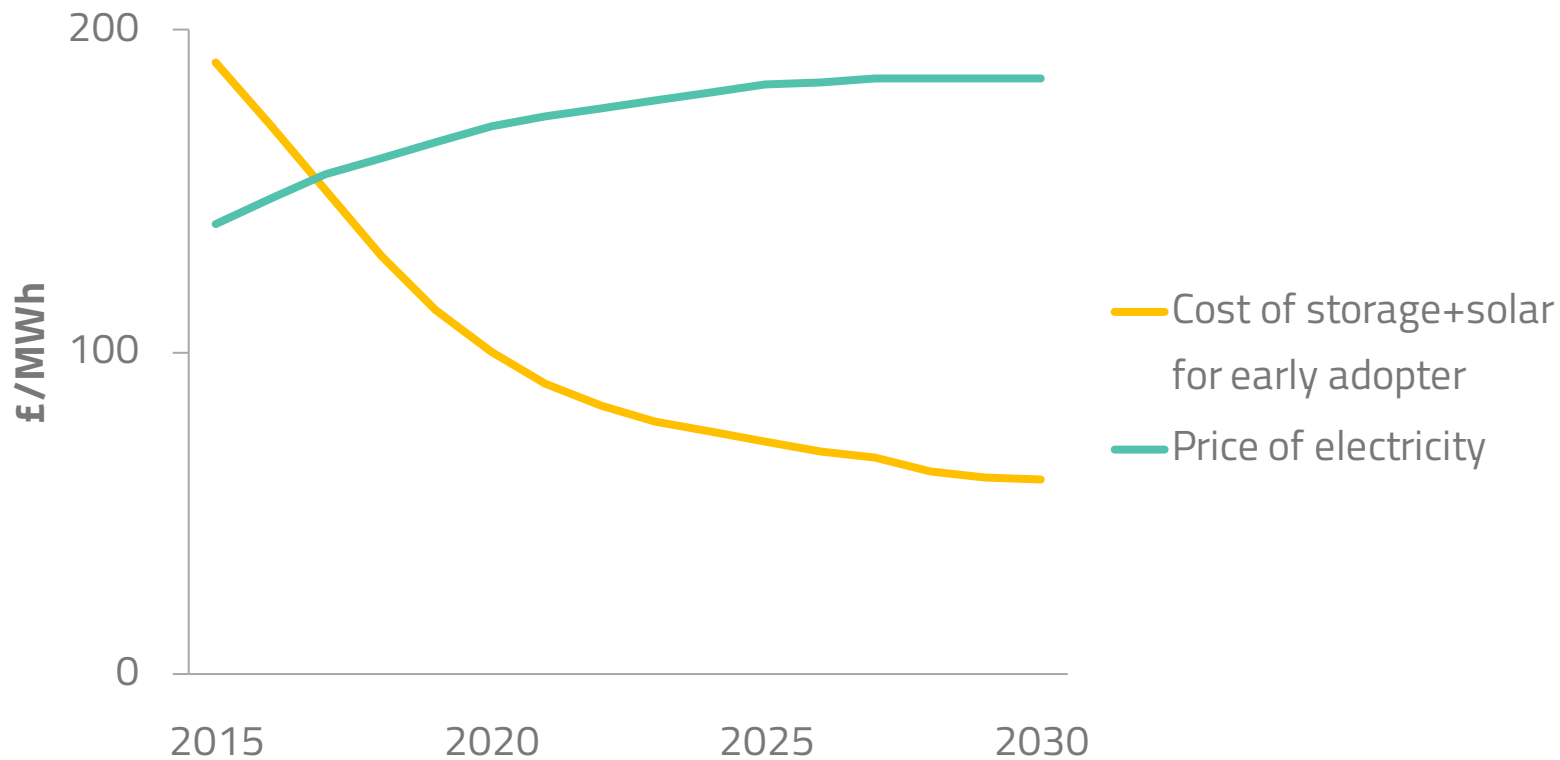
businessGreen  
**TECHNOLOGY  
AWARDS 2015**

*Innovator of the Year*  
*Solar Innovation of the Year*

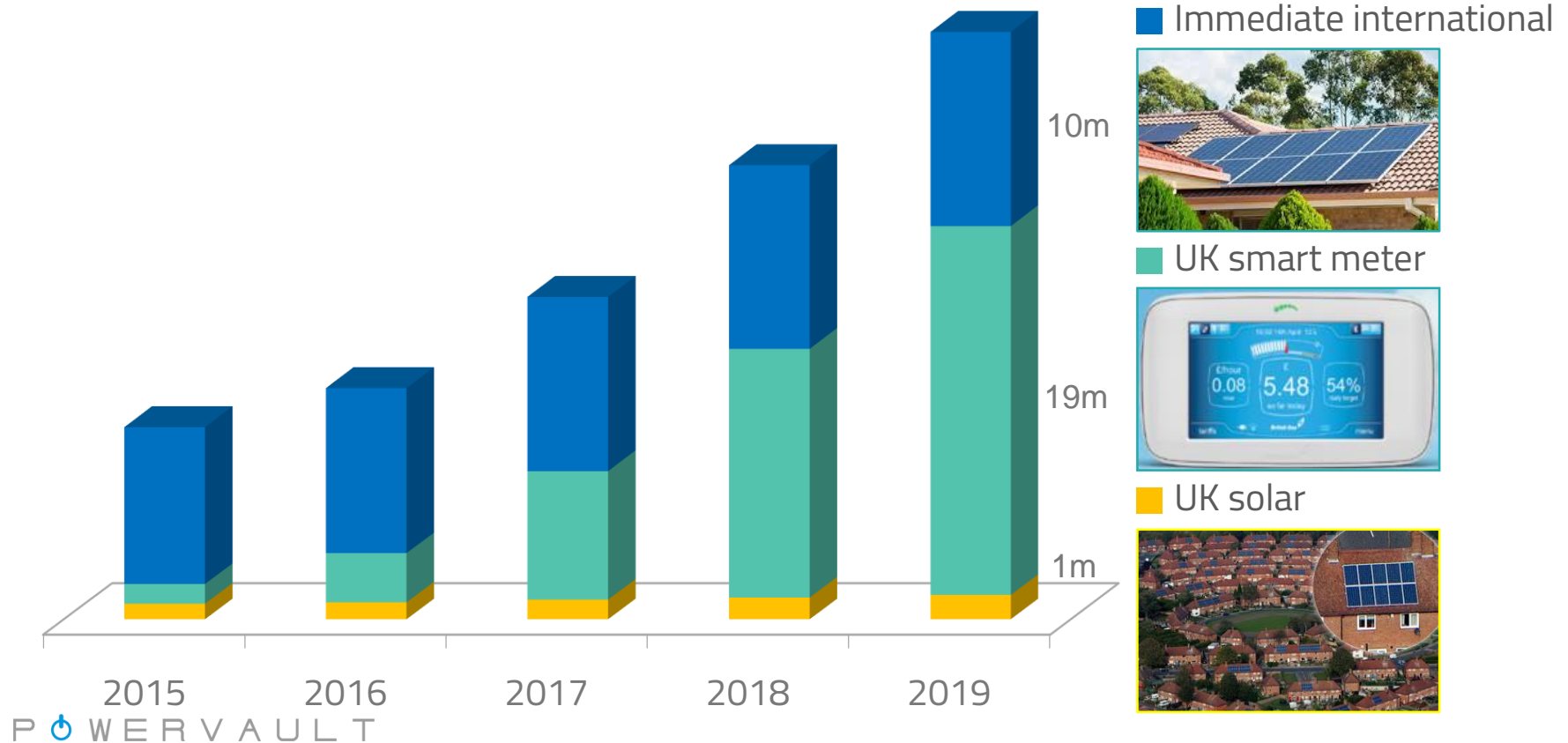
# Storing electricity in the home brings benefits to homeowners and utilities



# Home electricity storage : more efficient than traditional generation



# Home electricity storage : future growth driven by smart meters and smart grid



# PowerVault business timeline

2014 - 2015



- First sales
- £150k seed round
- £750k round
- Outsourced manufacture

2016



- Lithium-ion
- Second life
- Distribution partners
- Utility contract
- **Significant traction**
- **Ahead of target**



- Smart tariffs
- Grid revenues
- Second country

2017- 2019



- EBIT positive
- Cashflow positive

2019 - 2020

- Exit
- Trade sale
- Multinational business
- £30m revenues
- 50,000 units shipped

# Comprehensive solution is the key to unlocking value for customers and investors

- Rental business model and financing key to unlocking value

Utility integration



Fully integrated cloud






- Aggregation and control key to creating value

Electricity storage appliance

- Universally compatible
- Quickest to fit
- Value optimised for arbitrage and grid services (frequency response)
- Battery agnostic / second life

# Seeking £2m-£4m in 2017

2014	2015	2016	2017-2018	2019 – 2020
 <ul style="list-style-type: none"> <li>World's fastest cleantech</li> <li>Crowdfunding round</li> </ul>	<ul style="list-style-type: none"> <li>Crowdfunding</li> <li>Angels</li> <li>Institutional investors</li> </ul>	 <ul style="list-style-type: none"> <li>EIS approved</li> <li>Raised £ 1.5m</li> </ul>	 <ul style="list-style-type: none"> <li>Smart tariffs</li> <li>Grid revenues</li> <li>Second country</li> <li>Further £2m-£4m sought</li> </ul>	<div data-bbox="1439 292 1676 311">FINANCIAL TIMES 12 July 2020</div> <h3 data-bbox="1439 347 1864 423">Powervault acquired by Siemens</h3> <p data-bbox="1439 440 1661 576">Siemens announced a tie-up with UK Power Networks to avoid London's £10bn distributed network upgrade costs. A spokesman for UKPN said "Through providing free Powervault devices into London's homes and businesses</p> <p data-bbox="1686 440 1908 576">we have can meet London's future electricity needs whilst lowering consumer bills and enabling deployment of more renewables. Better still, we don't have to dig up the roads to deploy them." See page 25.</p> <ul style="list-style-type: none"> <li>50,000 units, £30m revenues</li> <li>EBIT / Cashflow positive</li> <li>Exit via trade sale</li> </ul>



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