Introduction to redT

• A public company (red:L) delivering Liquid Energy Storage Machines
  • 25+ year technology life – Industrial/Commercial focus
  • Bankable, energy infrastructure asset

• One of the market-leading providers of vanadium energy storage
  • 12 years’ development, supported by legacy Camco business
  • Technology proven and protected with patents and IP
  • >2MWh generation 1 products operating as market seeding units

• One of the lowest cost vanadium energy storage machines globally
  • <$500 per kWh, without subsidies
  • Diesel application payback 3-5 years

• Tier-1 volume manufacturing agreement with Jabil Circuit Inc.
  • One of America’s largest contract manufacturers – NYSE listed, $3.8bn Market Cap *
  • Global operations with over 100 locations, 28 countries, 180,000 employees

* as at 8/11/2016
redT Energy Storage Machine

60kW, 300kWh energy storage machine

20ft HC Container

Electrolyte Tanks

15kW, 75kWh module

5kW Stack
The redT Advantage

Low Levelised Cost of Storage

100% Depth of Discharge

Levelised cost of storage, $/kWh

Cycle life vs. depth of discharge
Recent Achievements...

- **3** Manufacturing Agreement signed with Jabil
- **6** Launch of redT on AIM & strategic refocus
- **8** Contract signed with E.ON
- **10** Large Machines tested with SSE at PNDC site

Timeline:

- 2012: Stack Technology proven
- 2014: 1st Gen 1 unit manufactured
- 2015: Contract signed with German engineering company
- 2016: 1st machines arrive in Africa
- 2017: Machines arrive at Isle of Gigha

- 1st Gen 1 unit manufactured
- Contract with German engineering company
- Gen 1 design and manufacturing
- Market Seeding programme complete
- Gen 2 system delivered

- 1st Gen 1 unit manufactured
- Contract with German company
- Manufacturing Agreement
- Gen 1 design
- Manufactured product
Stationary Energy Storage – Applications

**Duration**
- Seconds
- Minutes
- 1-2 hours
- 3-12 hours
- Day
- Month

**Power**
- 1 GW
- 100 MW
- 10 MW
- 1 MW
- 100 kW
- 10 kW
- 1 kW

**Efficiency range**
- Fuel Cells 25-45%
- Lithium 85-90%
- Lead Acid 60-80%
- Fly Wheel 70-95%
- Comp Air 40-75%
- Flow Batt 75%

**Applications**
- Lithium-Ion
- Lead-Acid
- Flow Battery
- Fuel Cells
- Flywheels
- UPS
- Pumped-hydro/CAES
- Grid Storage
- Ancillary Services
  - Frequency response
  - STOR
- Domestic
  - Independent Power
  - IPP Revenue
- Commercial RE
  - Peak Shaving
  - Time shifting
  - IPP Revenue

**Ancillary Services**
- Frequency response
- STOR

**Grid**
- Balancing
- T&D Upgrade
- Deferral
- Congestion Relief
- Avoided Curtailment

**Independent Power**
- IPP Revenue

**Time-shifting**
- Commercial RE
- Domestic

**Deferral**
- Congestion Relief
- Avoided Curtailment

**Congestion Relief**
- Time-shifting

**Avoided Curtailment**
- IPP Revenue

**UPS**
- Power
- Quality
- Back-up
Demand for redT in the market

There is strong market demand now......

**Renewables – Regional Market**
Certain geographies now economic; Germany, USA, Australia, soon UK...Solar must have storage to expand past 20% penetration on grid. Time shift + grid balancing services

**Off-Grid & Weak Grid – Key Market**
Diesel energy production cost $0.50 to $1 per kWh. Solar desired in off-grid, doesn’t work without industrial heavy cycling storage, solar + flow machine cost $0.20-0.30 per kWh (figures indicative of South African market)

**Grid Services – Near Term Market**
For long duration grid services as primary service (>3hours) as base case, then can perform all grid services at no incremental cost, including energy trading. Policy to price services (not subsidies). Works now in Germany & USA, UK viable in near-term

**Telecoms – Response Market**
More than 1m off-grid/weak-grid telecom base stations. Although very competitive market – expected penetration over medium to long term. Ultimately most durable low cost reliable and negligible risk of product theft

**Market Size**
- $65-103bn
- $27bn
- $32-50bn (US Market only)
- $12bn
redT Energy Storage Pipeline

- 1,685 sales enquiries
- 98% Private Sector
- 100% Incoming Enquiries
- Total Pipeline: $263 million
  344 MWh
  2,608 units
- 112 Countries
Market Applications – Displacing Diesel

Representative example:
- **Was:** 1.5MWe diesel generator consuming 2.0 m litres of diesel per year (@$1.1/l and 7.5% diesel inflation with an LCOE of $0.79/kWh)
- **Now:** 0.8MWe diesel generator consuming 245,000 litres diesel per year with 1.5MW-7.5MWh storage and 2,500kWp solar ($0.36/kWh)
- Cash saving Year 1 $1.98 m (diesel and genset) and payback of 4-5 years.

**Project IRR = 30%**
**Simple Payback = 4-5 years**
*Discount rate of 6%*
**Based on Gen 2 machine**
Financial Summary

• redT has no loans or borrowings

• Stable cash position to sustain current business with cash balance at €5.5m for the first half of 2016 (€2.9m at full year 2015). **Fundraise finalised in December 2016 for £14.88m**

• Loss for first half of 2016 at €2.7m, in line with expectations, due to driving forward the key development stage of the business

• Future revenue and margin expectations deliverable and driven by our ability to impact system technology and cost components, as well as expanding services
The Management Team and Board

Scott McGregor – CEO & Exec Director
10 years with Camco Clean Energy & redT as CFO from 2006 and CEO since 2009.

Peter Ridley - CTO
Joined redT in 2001, 20 years’ experience in engineering development and commercialisation.

Scott Laird – Finance Director
Joined redT in 2015, previously with Energy Assets Group plc.

David Garrity – Production & Engineering Manager
Joined redT in 2015 with 30 years’ experience bringing new products to market.

Richard Flynn – Product Manager
Joined redT in 2016 with 20 years working in the energy industry, most recently with Cummins.

Dr Jeff Kenna – Chairman
30 years managing businesses in the sustainable energy sector. Energy policy advisory to the EC, World Bank, UN and UK government. Board member since 2006.

Neil O’Brien - NED

John Ward - NED
14 years as a director in renewable energy, currently director and owner of three operational wind farms in Ireland. Investor since 2009 and board member since 2016.

Jonathan Marren - NED
Advisor to the company since 2006 with 16 years of energy and clean tech advisory experience. CFO 2012-16 and NED since 2016.

Michael Farrow - NED
A principal and director of Consortia Partnership Limited, Jersey, and board member for a number of listed companies. Board member since 2006.

Zainul Rahim - NED
Board member since 2012. 30 years’ with Shell in upstream oil and gas. Chairman for Hibiscus Petroleum Bhd and board member for a number of organisations.

Peter Ridley - CTO
Joined redT in 2001, 20 years’ experience in engineering development and commercialisation.

David Garrity – Production & Engineering Manager
Joined redT in 2015 with 30 years’ experience bringing new products to market.

Richard Flynn – Product Manager
Joined redT in 2016 with 20 years working in the energy industry, most recently with Cummins.
redT have proven and tested a disruptive technology for the energy storage market
  • One of the lowest cost vanadium energy storage machines globally
  • Up to 25+ year technology life – bankable energy storage asset
    • 100% depth of discharge without degradation

Stationary energy storage market worth $100-150bn*

Fully funded – Capital raise finalised in December 2016 for £14.88m

344MWh, $263m pipeline

Jabil manufacturing agreement provides supply chain security and ability to scale with demand

* Goldman Sachs, 2015
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