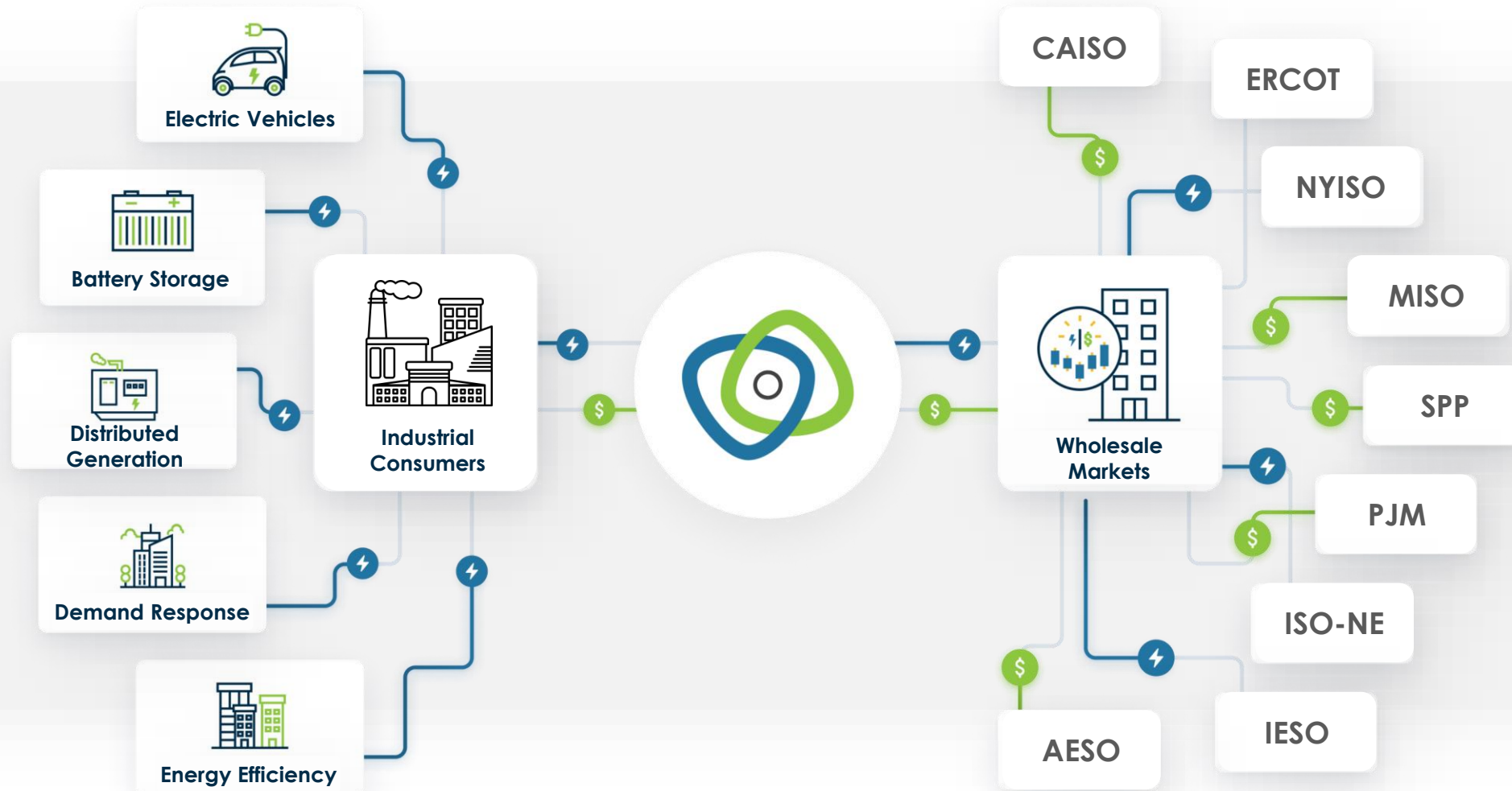


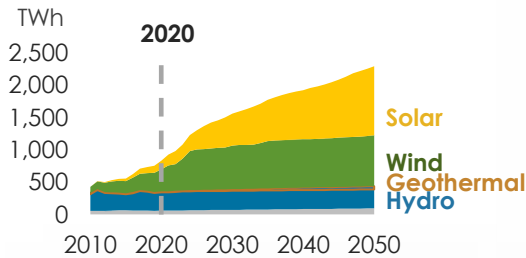
Enabling Industrial Customers to Monetize their DERs

“**Machines to Meters to Markets to Money**”: Voltus delivers every type of DER into every electricity markets for every product that those markets procure from DERs (capacity, energy, ancillaries).



Multiple Macro Drivers Accelerating Growth in DERs

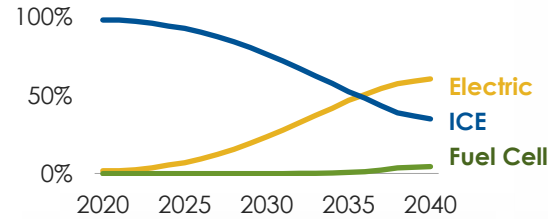
U.S. Renewable Electricity Generation Projections (2010-2050) ⁽¹⁾



Ongoing Transition to Renewables

- ▶ Renewable electricity generation in the U.S. expected to increase 3x by 2050
- ▶ Intermittency of renewables requires significantly more backstop and balancing resources

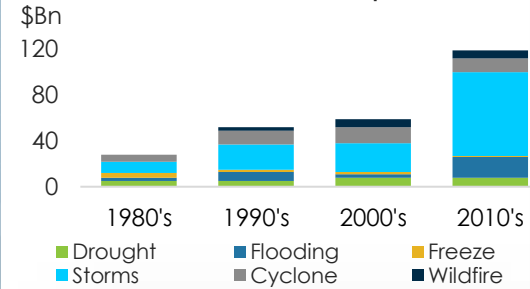
U.S. Share of Annual Passenger Vehicle Sales by Drivetrain ⁽²⁾



Electrification of Key Sectors Driving Massive New Demand

- ▶ EV charging expected to need >400 TWh annually by 2040, ~10% of U.S. electricity generation today ⁽²⁾
- ▶ 44% of fuel consumed by industrial sector can be electrified with currently available technology ⁽³⁾

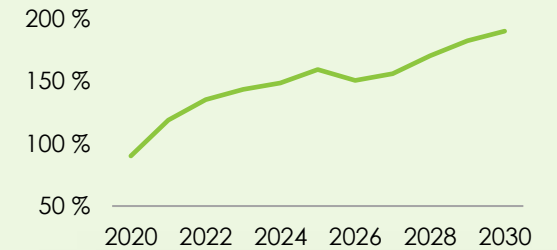
Increasing Number of Annual Disasters >\$1Bn ⁽⁴⁾



Need for Greater Grid Resiliency

- ▶ Rising costs and frequency of grid events and natural disasters driving adoption of on-site generation and desire for end-user control
- ▶ Customers looking to DERs as a hedge against price volatility and outages

DER Annual Capacity Additions as % of Central Generation Additions ⁽⁵⁾



Increasing Expansion of DER Capacity

- ▶ Over \$2Tn in U.S. grid replacement and reinforcement projected between 2020-2050 ⁽⁴⁾
- ▶ DER capacity additions are expected to be ~2x that of centralized generation annually by 2030



In 2021, if a 24/7, 1 MW ERCOT load was able to offer its full flexibility into the market and could deliver up to 100 hours of curtailment, how much would its annual power cost be and how much would it have earned from its flexibility?



\$865,000 of revenue/savings



\$650,000 in power costs

DERs: Not Your Father's Demand Response

In light of these trends, distribution and transmission grids are valuing faster, more frequent, shorter duration response to support resilience, keep market prices in check, and drive carbon reduction.

