# NEOVOLTA

THE NEXT GENERATION OF ENERGY STORAGE



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# RAPID GROWTH OF THE RESIDENTIAL RENEWABLE ENERGY MARKET

- Electric vehicle market growth is exponentially increasing electricity needs
- U.S. Policy pushing domestic renewable energy over foreign oil
- Federal/State incentives fueling decline in solar cost
- 1.5+ Million homes in the U.S. have installed a solar energy system
- 3+ Million by 2020



Cumulative Solar Capacity by State through Q1 2018







## WHAT IS NET METERING?

Net Metering (NEM) is a billing process that allows solar energy system owners to offset their production against their consumption when solar is no longer producing. In effect, homeowners export power during solar production and consume this excess during periods of darkness when demand and rate charges are higher.



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# UTILITIES ARE A MONOPOLY AND MANIPULATE POLICY

- Many of the utilities in the U.S. are regulated monopolies.
- In response to diminishing revenues due to renewable energy, utilities have instituted "Use-It-or-Lose-It" policies including Net Metering and Time-of-Use to "recapture" solar customers with backing of State regulators.

## PHASING OUT NET METERING

States such as Hawaii have revoked Net Metering and replaced it with utility friendly plans such as Feed-In Tariffs. California is in the process of transitioning to a highly reduced compensation model for solar homeowners.

## EXAMPLES OF UTILITY-BIASED POLICY



#### CALIFORNIA

The California Public Utilities Commission approved shift to Time-of-Use (TOU) rate structures. TOU periods diminish value of customer-generated solar energy contributed into the grid.

#### HAWAII



Hawaii has the highest-cost electricity in the nation, driven by the import of fossil fuels to meet needs. State Regulators removed Net Metering and institute a policy of "self-supply" which requires energy storage to install a new residential solar energy system.



NOT ALL ENERGY IS TREATED EQUALLY

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#### WHEN? IT MATTERS!

Utilities nationwide are implementing Time-of-Use with On-Peak rates during afternoon and evening hours. Solar customers accustomed to 1-for-1 production vs consumption offset will see increased utility bills of more than 50% during peak months with some On-Peak rates at DOUBLE the price of Off-Peak energy.



\*Prices shown represent cost per kilowatt-hour after 130% Baseline Adjustment credit of \$0.10/kWh allowance has been reached. Prices are rounded to the nearest cent.



WHAT ABOUT EXISTING SOLAR SYSTEM CUSTOMERS?

## WE THOUGHT THEY WERE GRANDFATHERED!

Grandfathering was supposed to protect Solar customers for 5 to 20 years against utility rate changes and volatility. *Utilities and regulators are manipulating rate* structures, shifting prices and time periods to recapture solar customers into exorbitant paying rates.



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# NV14 - THE COMPLETE SOLUTION

All In One Solution Being Developed by NeoVolta

- NV14 allows Solar customers to **make it, store it,** and **use it** when most advantageous or during grid outage
  - NV14 is an intelligent home energy storage system empowering customers to minimize energy costs
  - NV14 connects seamlessly with AC and DC Solar, grid and/or generator power
  - NV14 solves Net Metering and TOU challenges











- Costs up to 80% more per kilowatthour of storage
- Many are limited to indoor installation
- Most have boxy/clunky cabinets make poor use of limited space
- The majority require additional electrical components such as inverter, auto-transformer, etc...

- Few can receive AC and DC electricity input
- Fewer can receive generator input
- NV14 has higher power output
- Others can't manage Time-of-Use discharge
- Majority do not provide back-up power
- NV14 uses safe Lithium Iron Phosphate LiFePO4 battery chemistry (leading industry)

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# NV14 CERTIFICATIONS

- Institute of Electrical and Electronics Engineers (IEEE) 1547 (2003 standard)
- ✓ International Electrotechnical Commission (IEC) 62897
- Electrical Codes: National Fire Codes (NEC) 2017
- California Public Utilities Commission (CPUC) Rule 21 Interconnection
- Hawaii Electric Companies Source Requirement Document Version 1.1 (SRD-UL-1741-SA-V1.1)
- CSA Group C22.2 No. 107.1:2001 Ed. 3
- Federal Communications Commission (FCC) 15 Class B
- Underwriters Laboratories (UL)
  - ✓ 9540
  - ✓ 9540a
  - ✓ 1973
  - ✓ 1741
  - 🗸 1741 SA
  - ✓ 1642
  - 1699B Arc Fault Circuit Protection Type 1
- California Energy Commission (CEC) off-grid R-F38
- California Energy Commission (CEC) on-grid R-F58
- ✓ San Diego Gas & Electric (SDG&E) utility
- National Electrical Manufacturers Association (NEMA) Type 3R





#### **CEO – Brent Willson**

- Founder, President and CEO, retired U.S. USMC Colonel with 30+ years of experience
- Executive Management, Aviation, Procurement, Project Management, Logistics, Facilities and Infrastructure
- \$100B aviation acquisition portfolio for Defense Department, Joint Staff and Congress
- BSBA, two Master's Degrees, all military aviation certifications

#### CFO – Steve Bond

- Executive consultant for 100's of companies in finance, strategy and revenue growth
- Ran regional CFO consulting firm from 2006-2013
- Experience in semiconductor sensing technology, software and ecommerce
- Skilled in start-up, execution, and exit strategies
- Graduated Summa Cum Laude in Finance from San Diego State University
- Active member in San Diego community and charities







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