



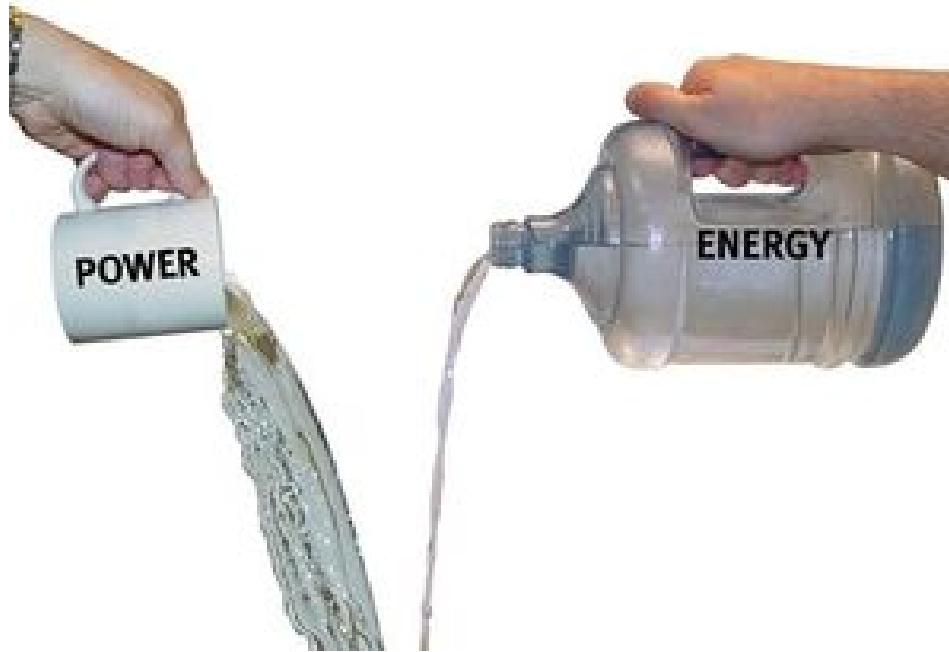
2017 AGM Presentation

Scott McGregor, Chief Executive Officer

13th July 2017

Changing Perceptions in the Energy Storage Market

- The wider market is only beginning to understand power vs energy from a use case perspective



- Incumbent technologies (Lead, Lithium) are power-centric. Lots of power for a short period of time.
- Flow machines are energy-centric. Provide power over a sustained period in line with your use case

Changing Perceptions in the Energy Storage Market

Battery



10-20% Utilisation



Single service

Occasional Managed Usage

Power Focussed

Ideal for:

Frequency Response Tenders – Good return in short run, but not sustainable long term

Machine



60-100% Utilisation



Multiple, Stacked Services

Daily, Heavy Usage

Energy-Focussed

Ideal for:

Multiple, stacked services – Financeable, Infrastructure Asset with good long term returns

Sales Strategy & Targets

Segment 1: UK Grid-Connected

- Behind-The-Meter Commercial, Industrial & Agricultural
- Grid-Scale projects at network level
- Stacking multiple grid services, renewable firming & energy trading
- 7-10 Year Payback

Segment 2: Off-Grid Diesel Optimisation & Microgrid

- Sub-Saharan Africa/Islands
- Developers, EPCs, C&I, Mining
- Energy Security & Project Opex Reduction
- 3-5 Year Payback

Segment 3: Australia Grid-Connected (Market Entry in Short Term)

- Behind-The-Meter Commercial, Industrial & Agricultural
- Grid-Scale projects at network level
- Stacking multiple grid services, renewable firming & energy trading
- 5-10 Year Payback

Commercial Update

Production & Deployment	<ul style="list-style-type: none">• University of Strathclyde• Thaba Eco Lodge• Jabil Inala• The Olde House• RNLI• UK Agri-business• Chester University <p>15 x Tank Unit Modules</p>
2017 Orders	<p>6 x Tank Unit Modules</p>
Final Stage Customer Selection for 2018 delivery	<p>€15.9m - 265 x Tank Unit Modules</p>
Active Customer Pipeline	<p>~€314m</p>

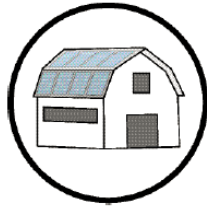


redT 15-75 being loaded for shipping



redT 60-300 assembly

Customer Case Study: UK Agri-Business



Agriculture Business
South-West England



250kWp of Solar
Panels
(Grid Connected)



60kW, 300kWh
redT energy storage

Key Project Financials

7-10 Years

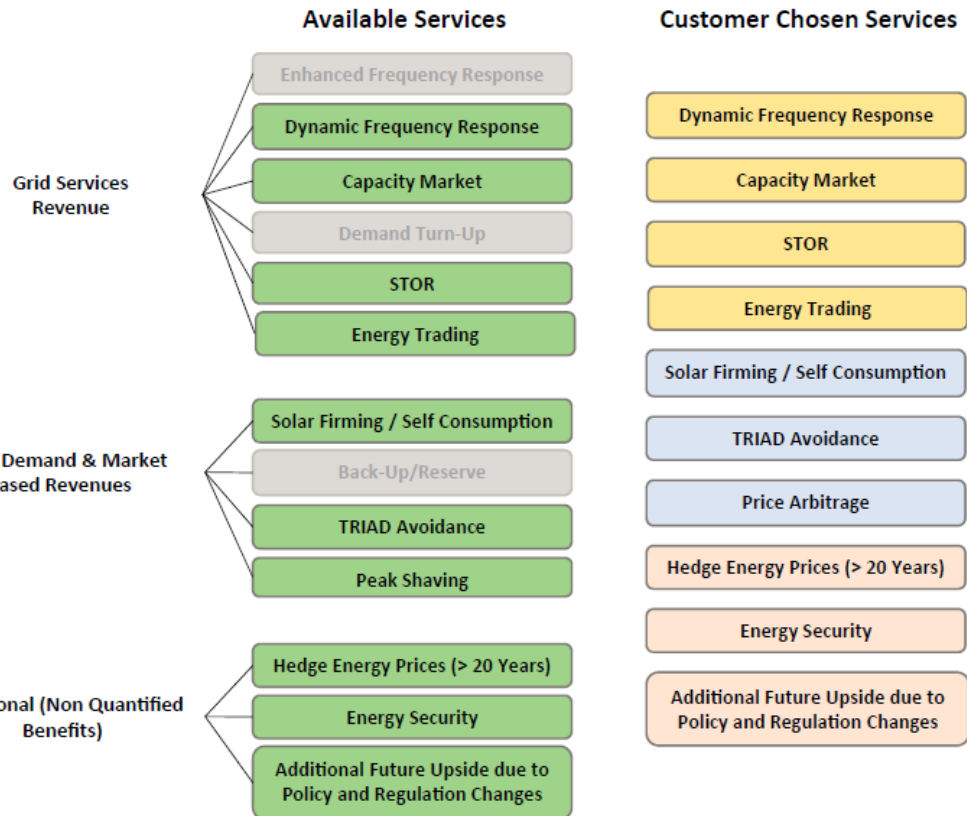
Project
Payback

10-17%

Internal Rate of Return
(Unlevered)

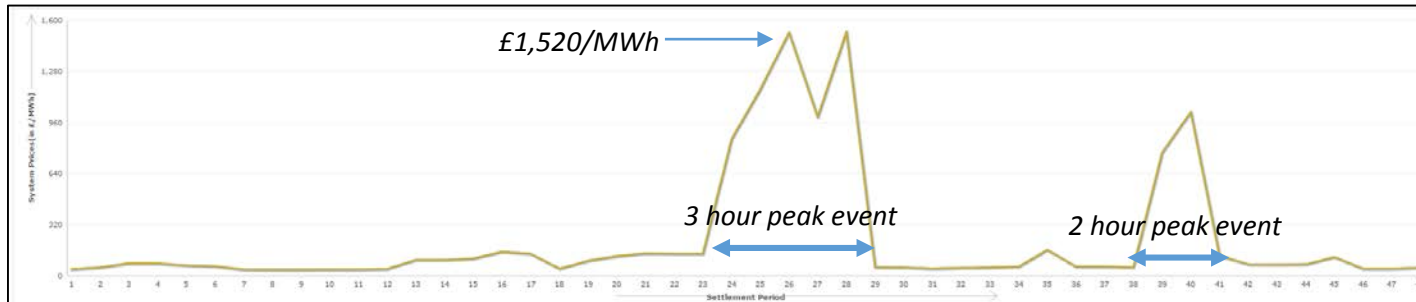
54MWh/Year

Additional PV
Generation Utilised

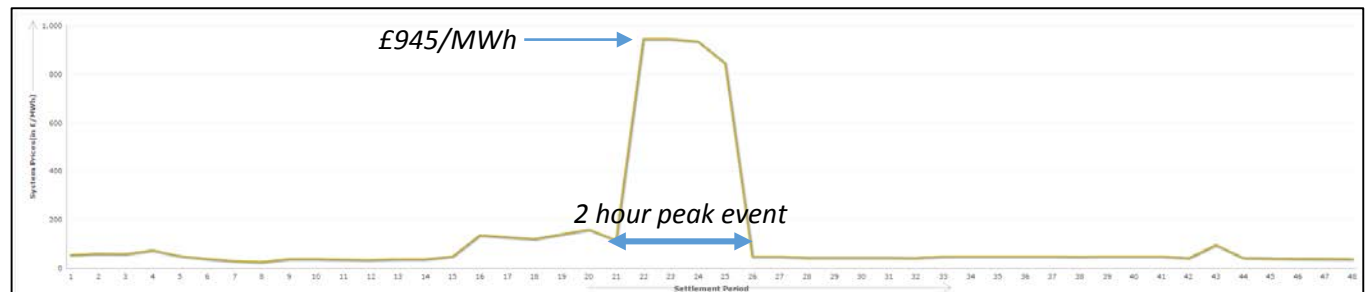


Grid Services – System Balancing & Wholesale Markets

- To take advantage of these multiple and long peak pricing events, a long duration energy storage machine is essential where batteries won't be able to service long intervals



System Balancing Prices: 8th
November 2016



System Balancing Prices: 9th
November 2016

Customer Case Study: The Olde House, Cornwall



Farm & Holiday Retreat,
Cornwall, UK



350kWp Solar Panels



90kW, 1,080kWh
redT energy storage
system

- Cornwall's largest energy storage project
- Key redT customer demonstration site
- Currently being implemented

Customer Use Case

- Time-shift excess energy to avoid up to 50% of peak energy charges
- Provide flexibility to the local grid and earn additional revenue from grid services
- Participate in future local energy market trading initiatives
- Stack multiple savings and revenue streams for best economic returns

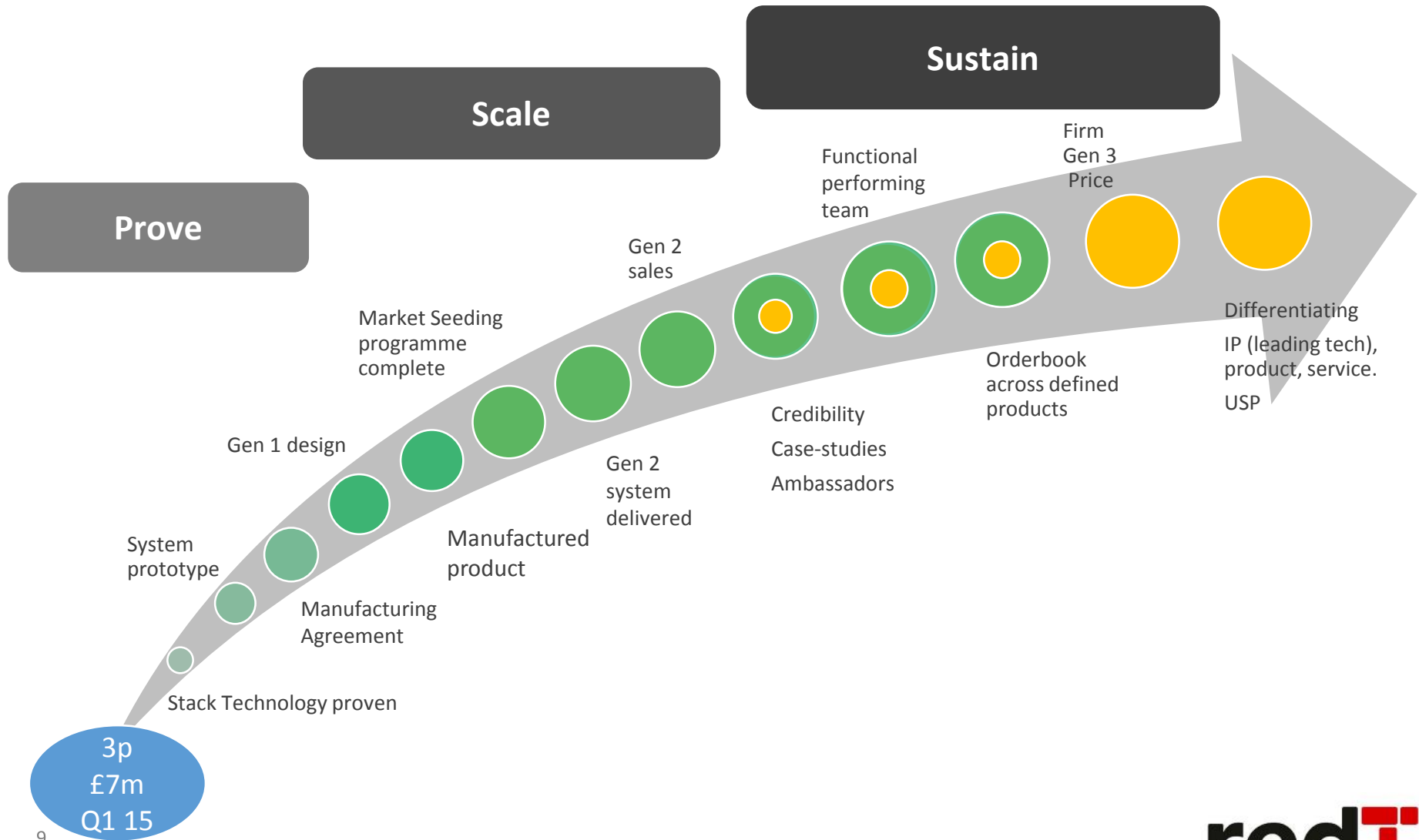
Project Partners:

centrica

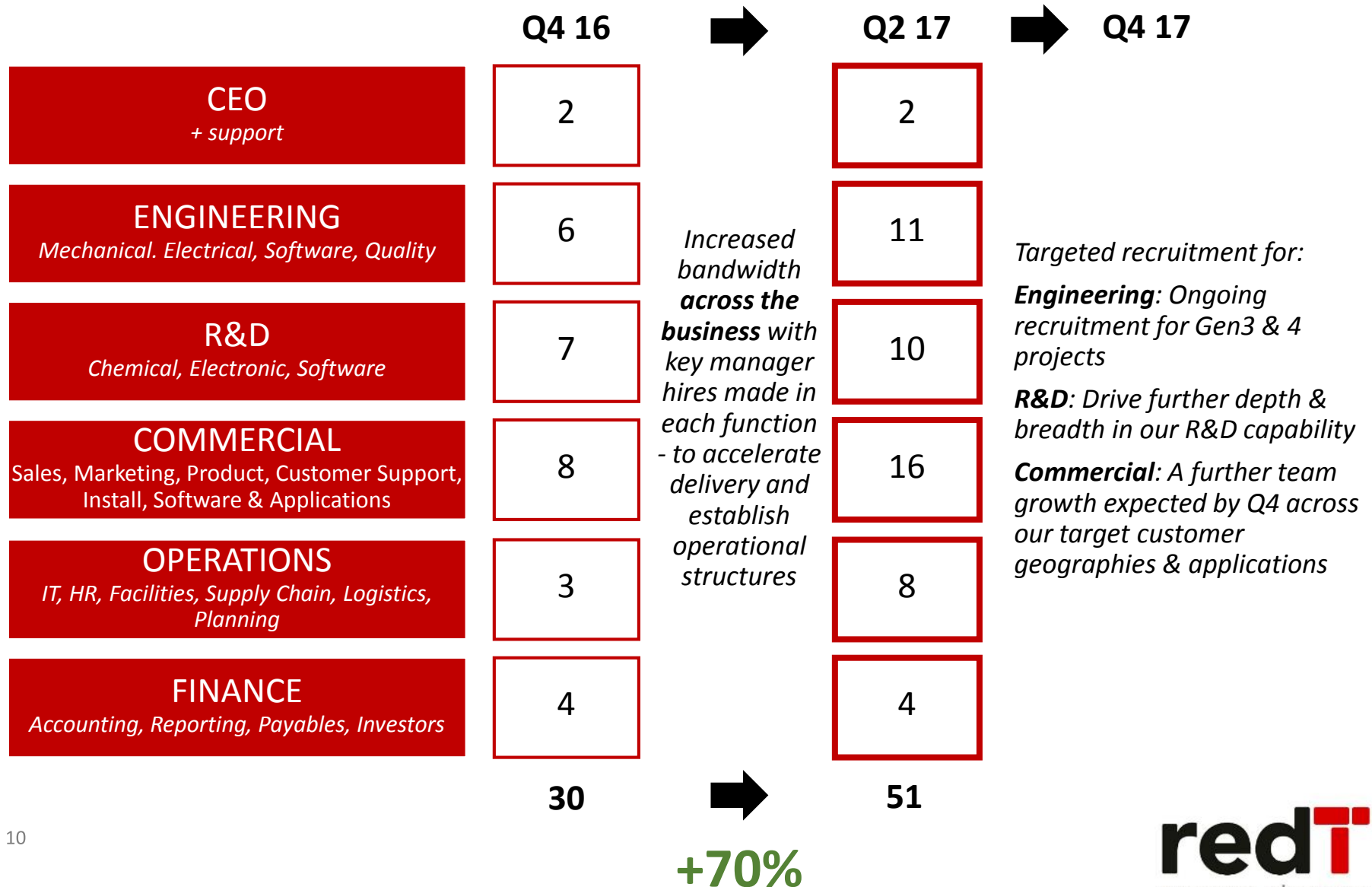


redT
energy storage

Sustainable Equity Value



redT Organisation Growth

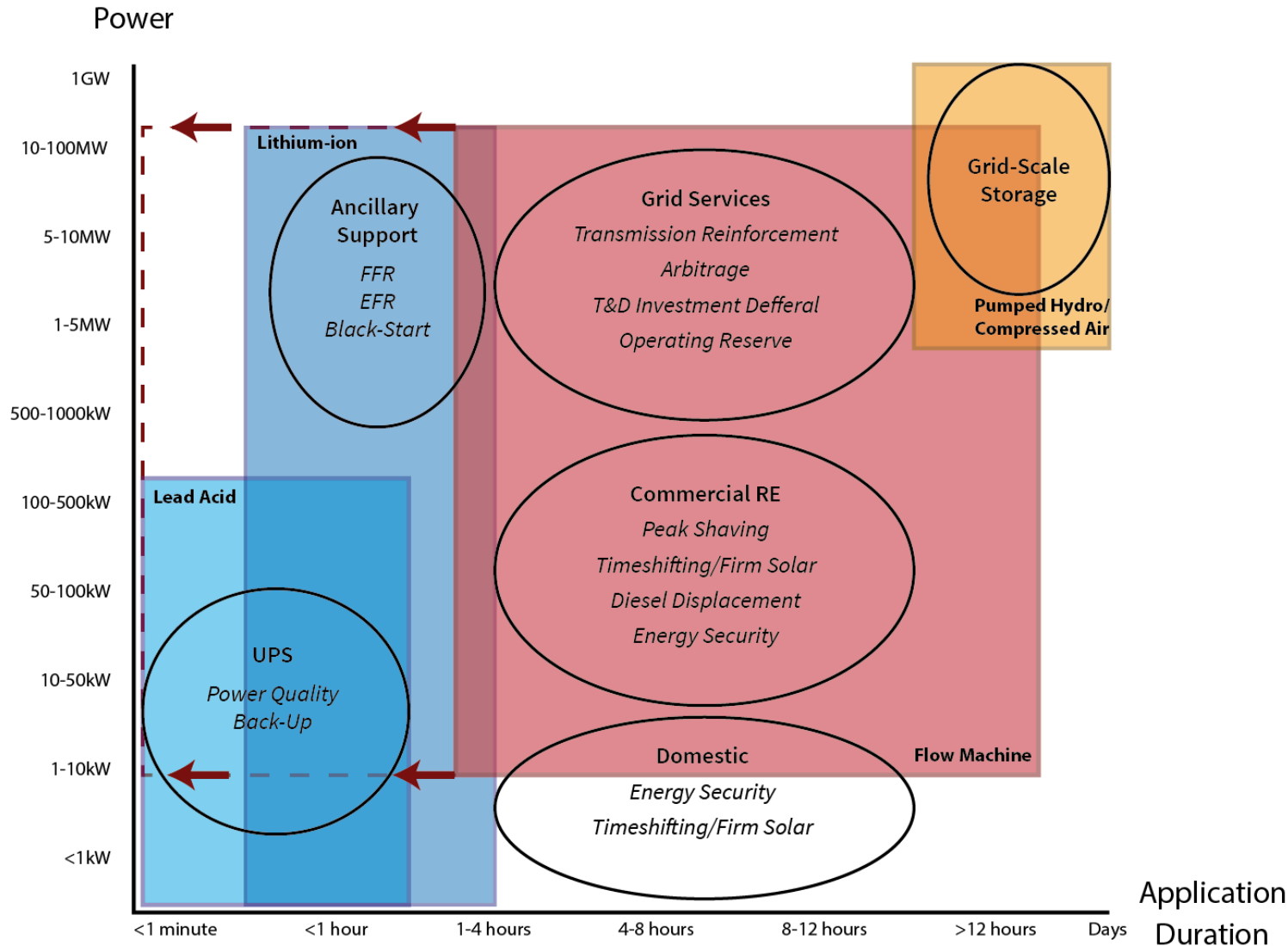


redT – Business Outlook

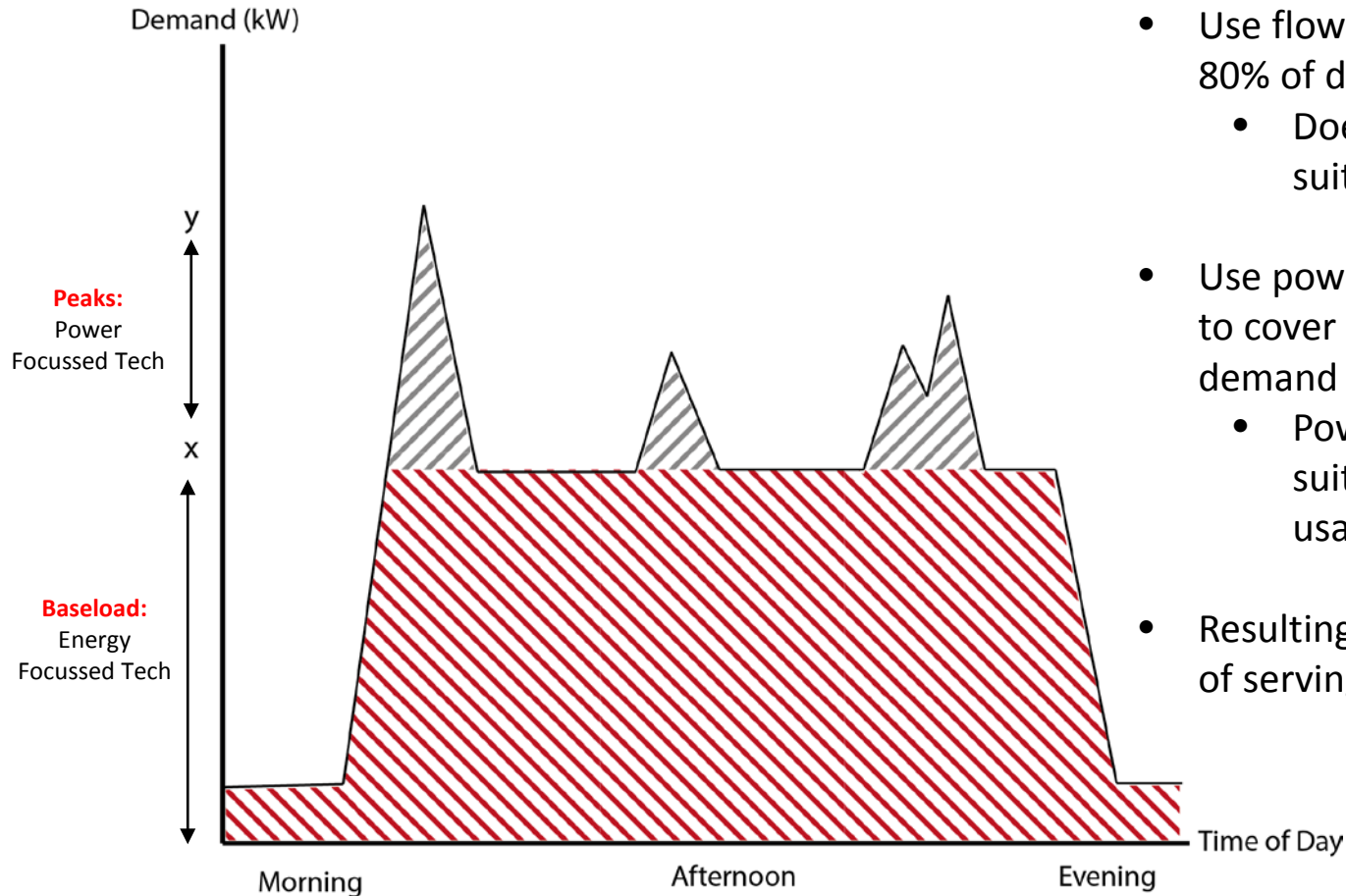
- Focussed on **implementation and deployment** of key customer sites (Olde House, RNLI etc.)
- Final stage of **redT team build-out**
- **Gen 2 sales** key segments & **product differentiation**
- **Building orderbook** for 2018
- **Gen 3 stack and electrolyte** cost down

Appendix

The Energy Storage Market

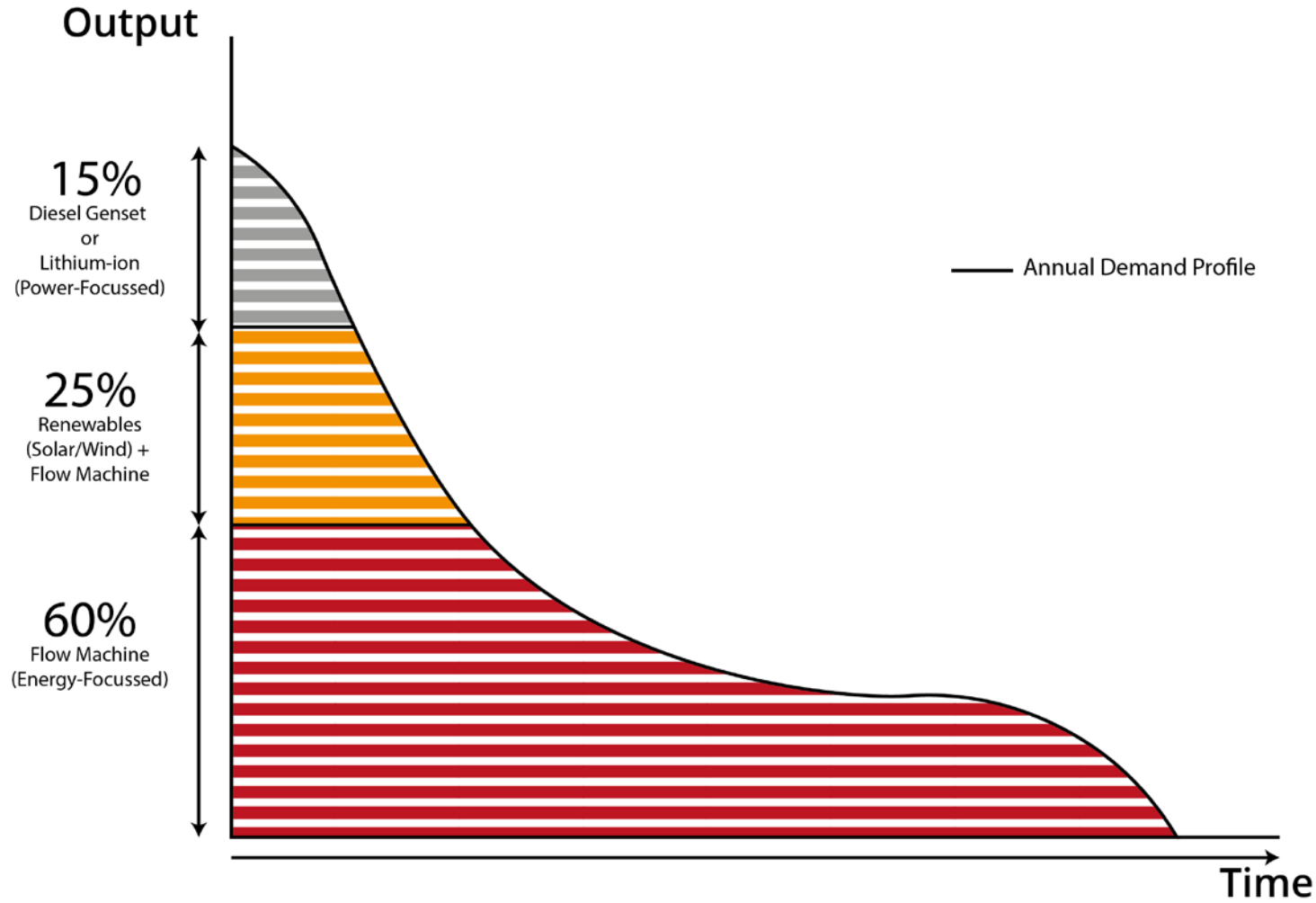


Hybrid Energy Storage System – Daily Output



- Use flow machines plus PV for 80% of demand
 - Does not degrade so well suited to daily, heavy cycling
- Use power-focussed technology to cover short term spikes in demand
 - Power focussed tech, more suitable for occasional usage
- Resulting Hybrid system capable of serving entire market

Hybrid Energy Storage System – Annual Output





redT 15-75 Machine being prepared for shipping to
Johannesburg, South Africa



Internal view of redT 15-75 machine performing a
charge/discharge cycle



redT machines being prepared for shipping at manufacturing site