



SOLO  
energy



# Solo Energy

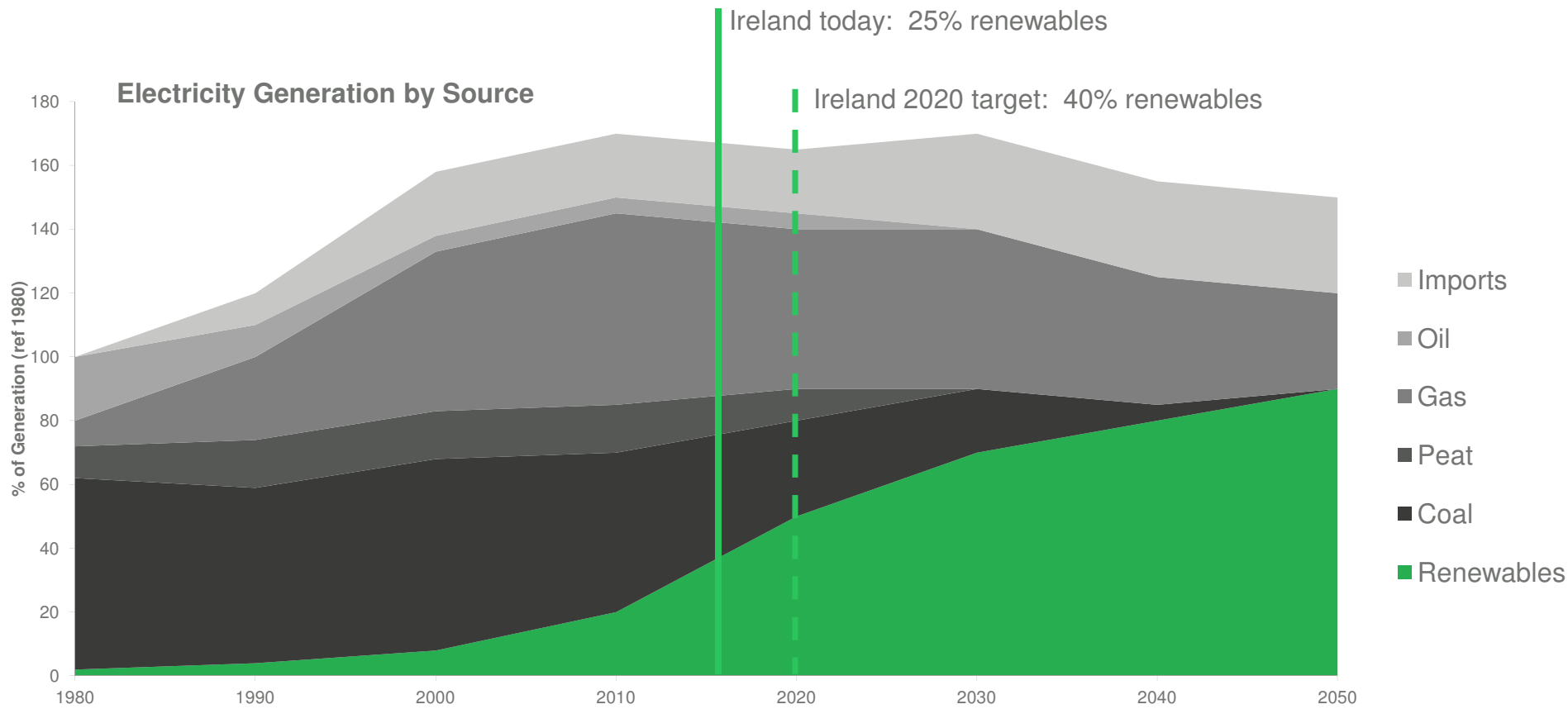
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- Founded in Cork in 2015
- UK office in Edinburgh
- **Company Motivations**
  - Vision of a 100% renewable energy future
  - Complete decarbonisation of the energy system
- **Company Inspirations**
  - Proliferation of renewable technologies
  - Advancement of smart grid innovations and renewable energy 'enablers'



[Click for Video](#)

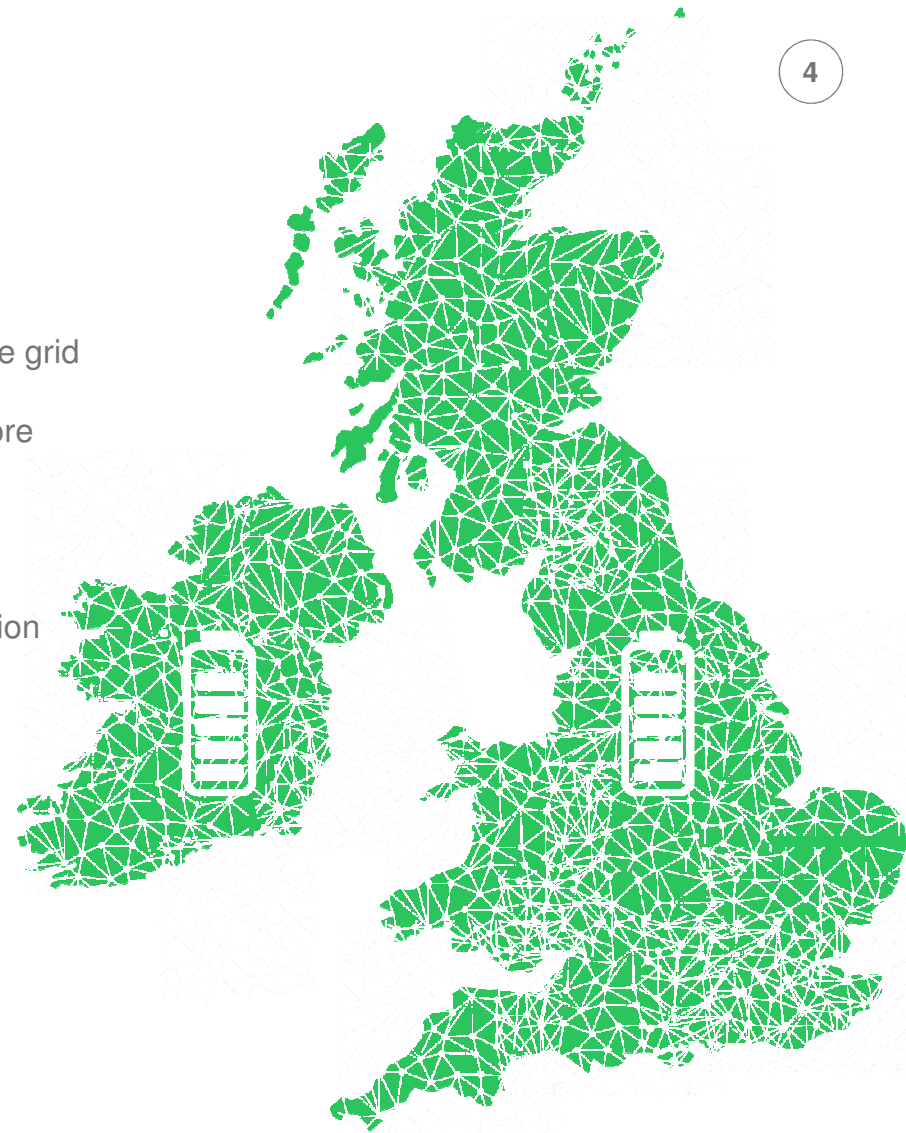
# Energy System in Transition



The key to unlocking the potential to deliver 100% renewables is **Energy Storage**.

# What we do

- Disruptive new energy supplier business
- Using energy storage to store low-cost renewable generation from the grid
- We deploy advanced Lithium-ion battery systems in homes and businesses across the grid
- Cloud-connected network centrally controlled by Solo as a “Virtual Power Plant” to store energy from the grid
- **Charge** at times of max renewable generation - onsite or from the grid
- **Discharge** to the host building or release back into the grid when renewable generation decreases
- Mass market potential – any home or building can be a customer



## Home Batteries

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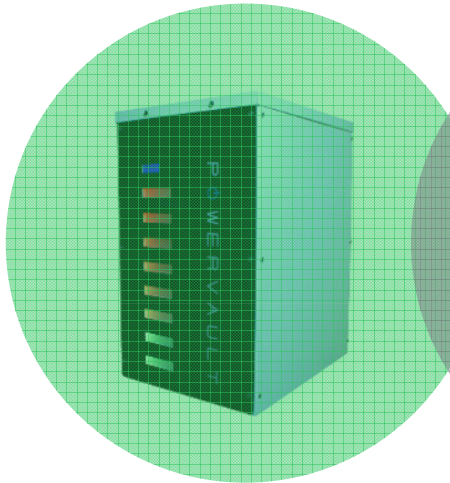
**TESLA**



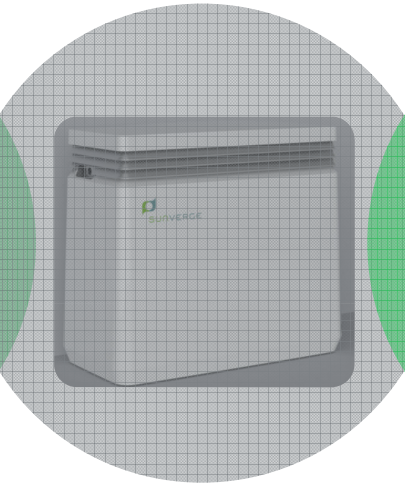
Tesla Powerwall. Advanced Lithium-ion battery can store enough energy to power a home for a day.

## Home Batteries

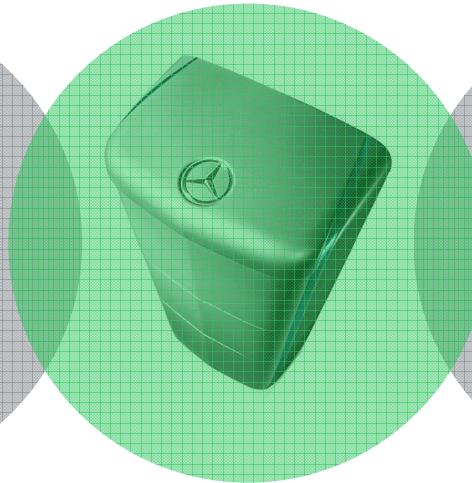
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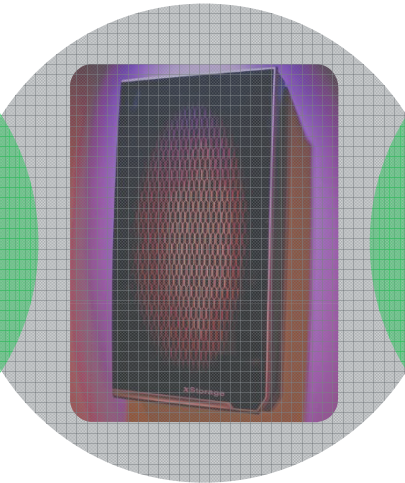
POWERVAULT



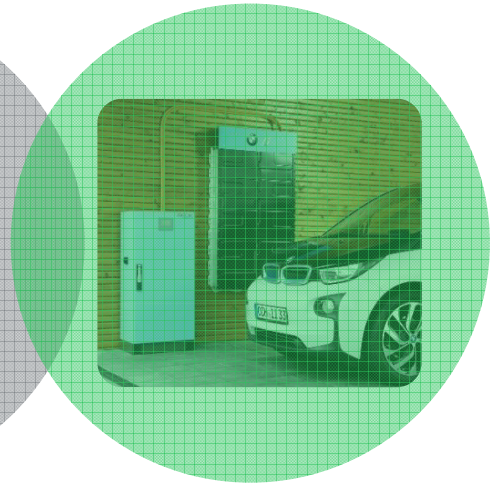
SUNVERGE



Mercedes-Benz



NISSAN



## Commercial & Industrial

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 **GreenCharge**



**TESLA**



**stem**

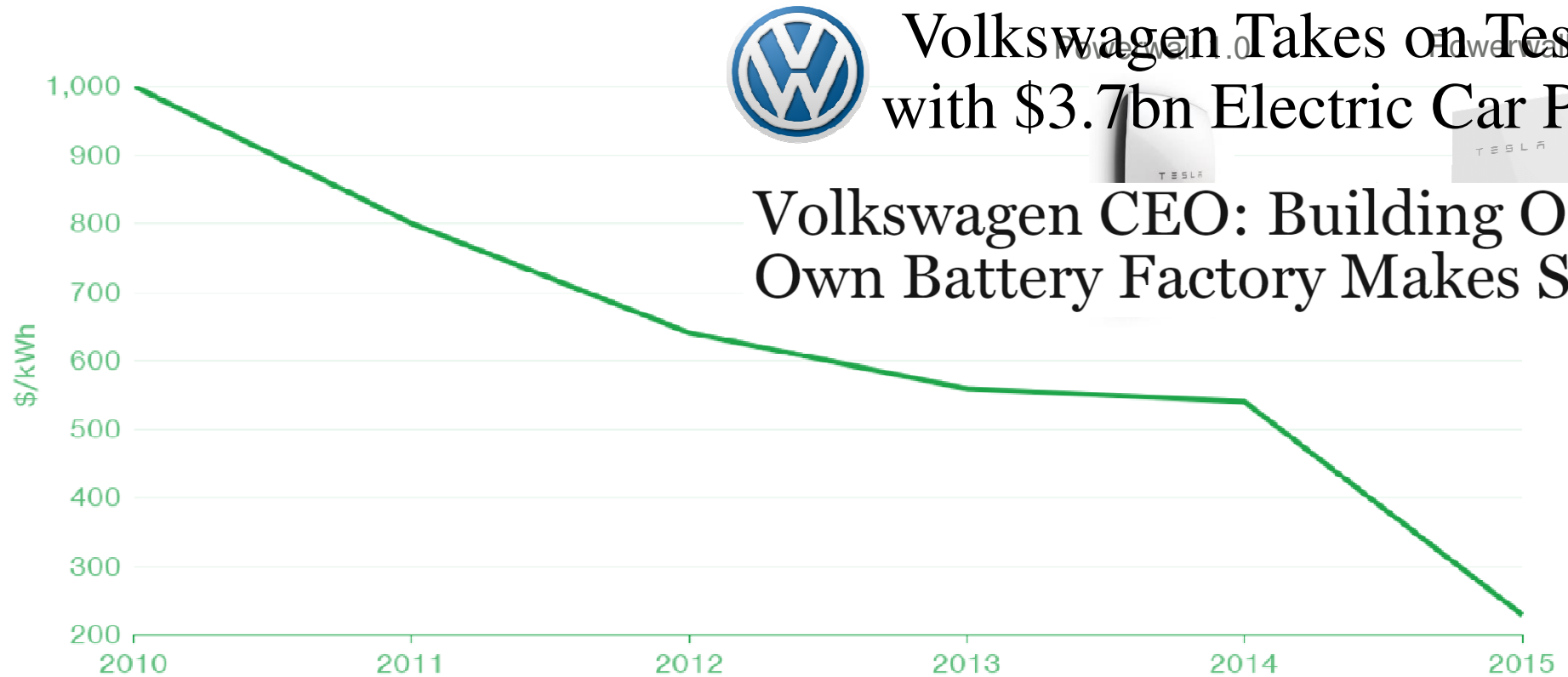


**GILDEMEISTER**  
energy solutions

**solo**  
energy



## Lithium-Ion Battery Prices



Volkswagen Takes on Tesla  
with \$3.7bn Electric Car Plan

Volkswagen CEO: Building Our  
Own Battery Factory Makes Sense

Source: Bloomberg New Energy Finance

NOTE: Battery prices are an average of BEV and PHEV battery packs

Bloomberg

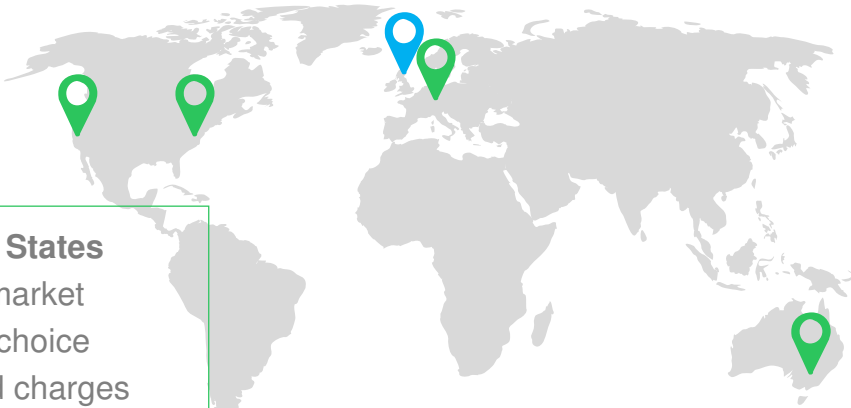


# Energy Storage Market

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## Europe

- Market expanding rapidly
- Storage 'following' solar in UK & Germany
- Innovative storage business models
- Highly lucrative grid services contracts



## United States

- Largest market
- Lifestyle choice
- Peak grid charges
- Good solar resource
- Grid issues

## Australia

- Investment by utilities
- 'Solar + storage' boom
- Increasing electricity prices
- Grid issues



Global energy storage market expected to be worth €32 billion by 2023 with an installed capacity of 40GW.



US energy storage market grew by 243% in 2015.



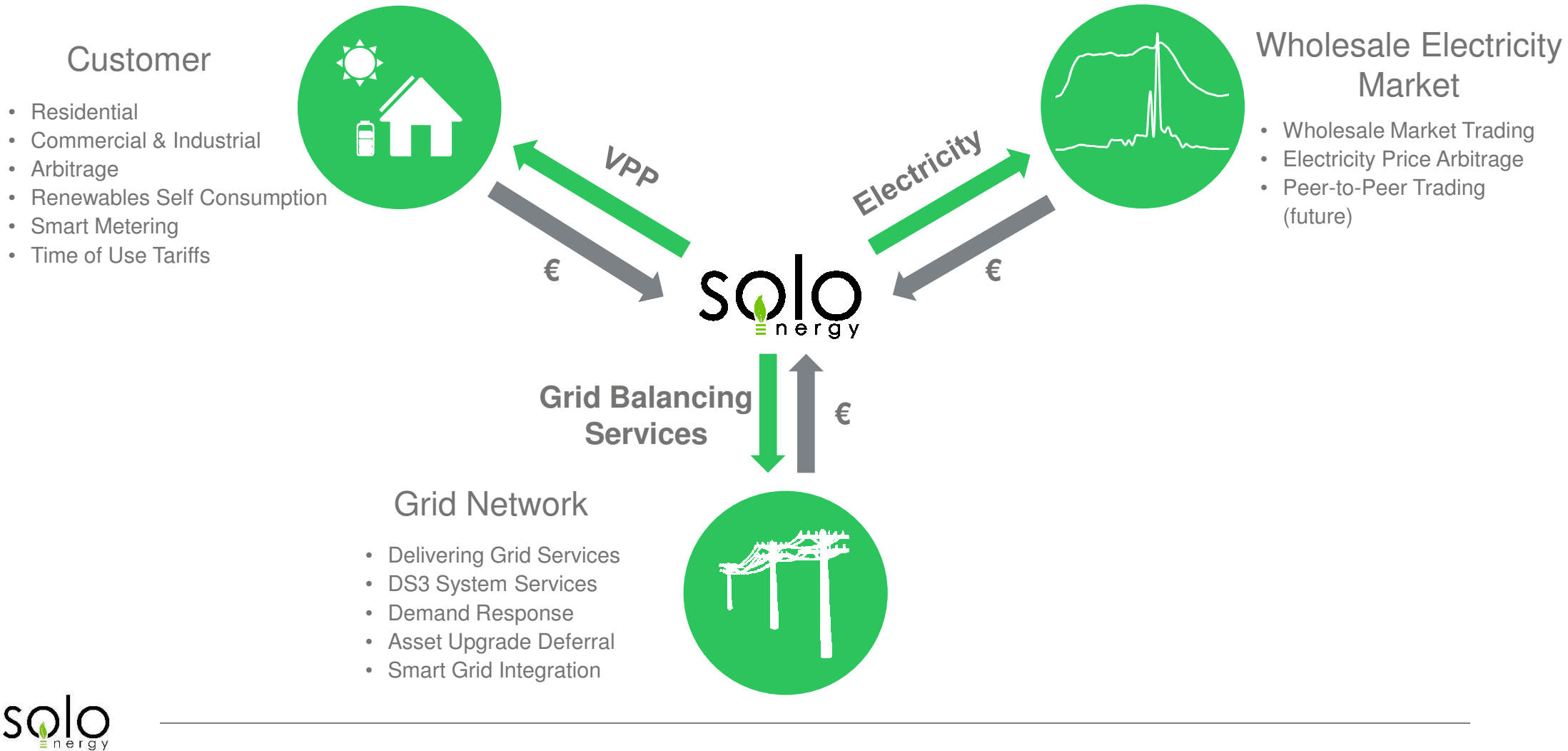
Li-Ion battery prices dropping rapidly. 40% reduction every 2 years is the current trend.



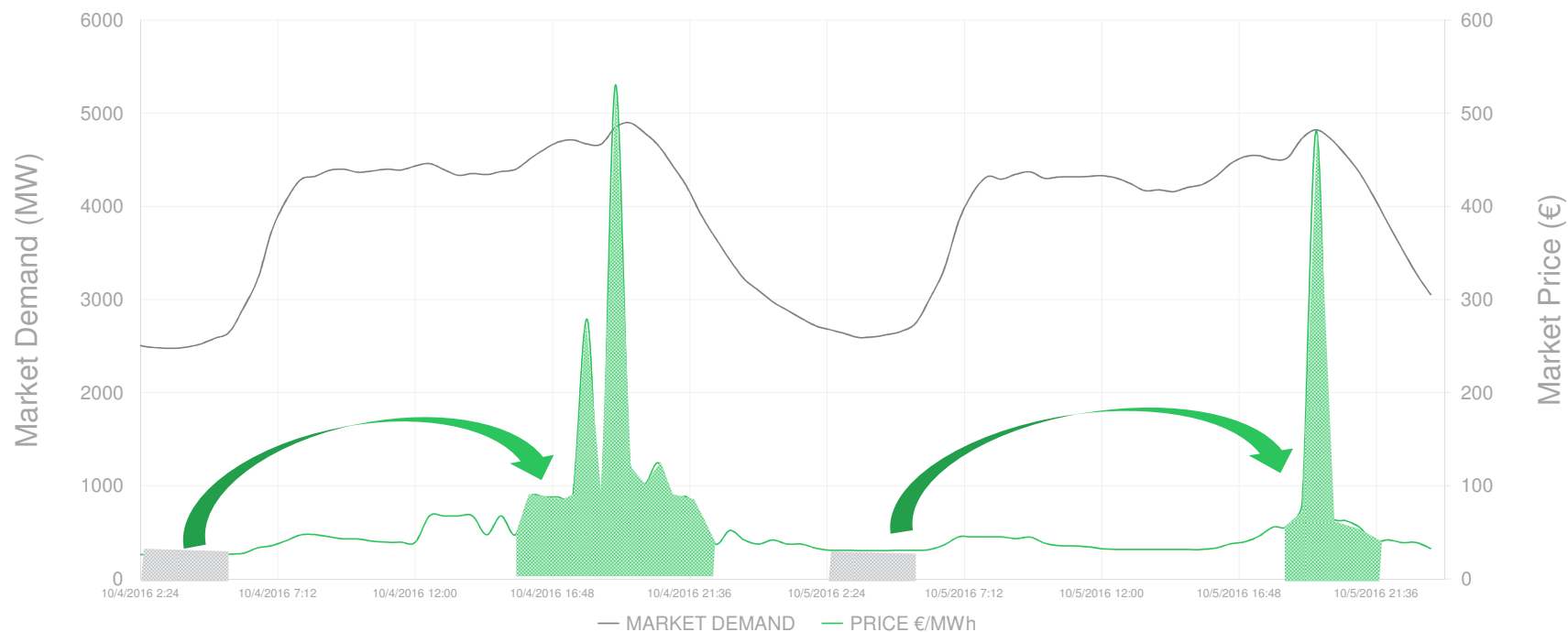
Energy price volatility and increased renewable penetration generating demand for storage.

## Revenue Model

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Problem? → Opportunity



Electricity prices are volatile, often varying by a factor of 10x or more within a day. No other traded commodity has this level of volatility. **Energy storage presents a huge opportunity to trade energy in way that's not been possible to date.**

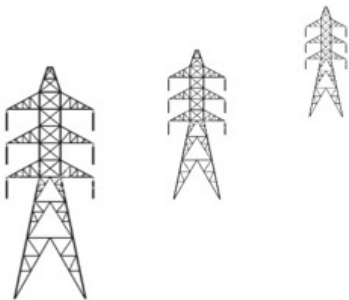


# Pilot Virtual Power Plants

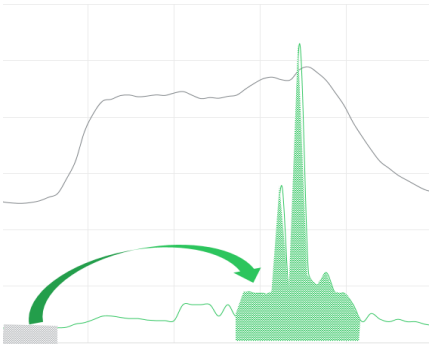
Collaborative research projects  
—  
Residential & commercial storage



Storing intermittent renewables  
—  
Shifting demand and price peaks



30 new-build low-energy homes  
—  
1-2 commercial premises

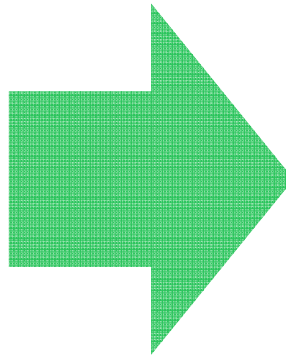


Helping the grid & reducing carbon  
—  
Galway, Ireland  
Orkney, Scotland

## Future Network

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- Network of regional Virtual Power Plants - approximately 5MW / 14MWh per VPP
- Membership model empowering consumers to take ownership of renewable generation and consumption
- Encouraging corporate social responsibility for C&I customers
- Maximising the potential of renewables



Donald J. Trump  
@realDonaldTrump

Following

Snowing in Texas and Louisiana, record setting freezing temperatures throughout the country and beyond. Global warming is an expensive hoax!

RETWEETS 428 LIKES 358

1:27 AM - 29 Jan 2014



Donald J. Trump  
@realDonaldTrump

Following

The concept of global warming was created by and for the Chinese in order to make U.S. manufacturing non-competitive.

RETWEETS 24,831 LIKES 14,654

2:15 PM - 6 Nov 2012





“We are going to exit  
the fossil fuel era.  
**It is inevitable.**”

“Our goal is to  
fundamentally change the  
way the world uses  
energy....we want to  
change the entire energy  
infrastructure of the world  
to zero carbon.”







## Our new home

PHOENIX HOUSE, MONAHAN ROAD, CORK

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## Get in touch

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