

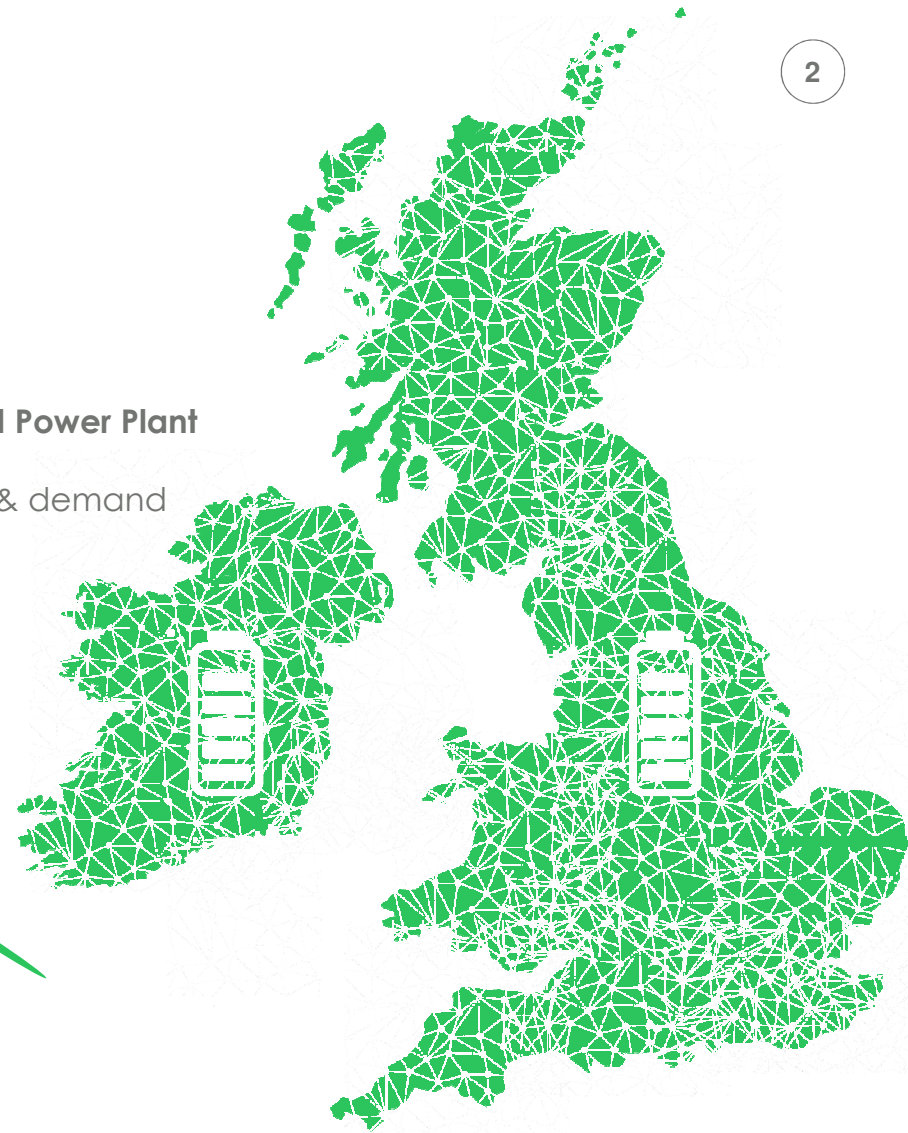
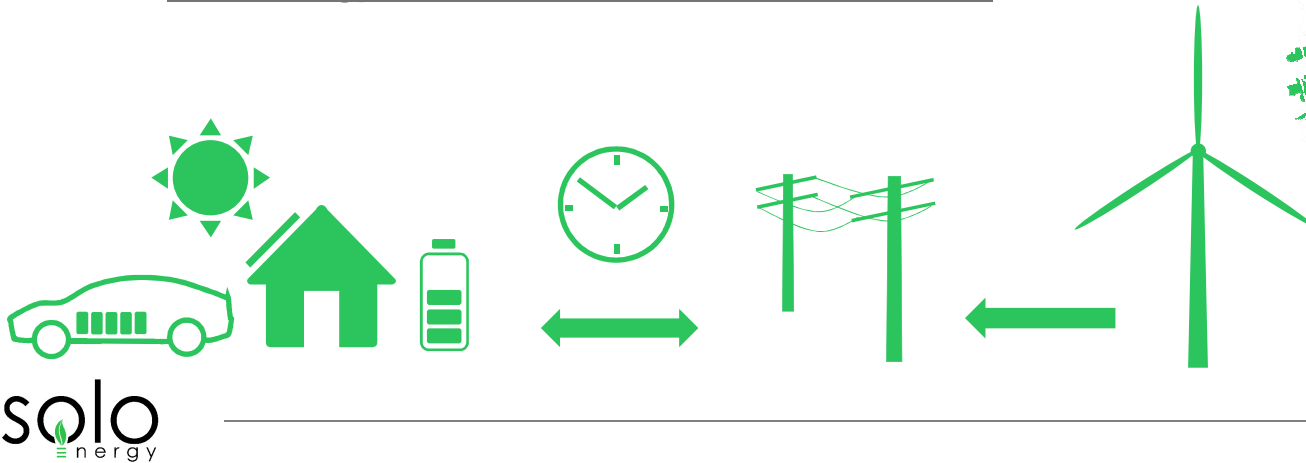


The Startup Funding Journey

Solo overview

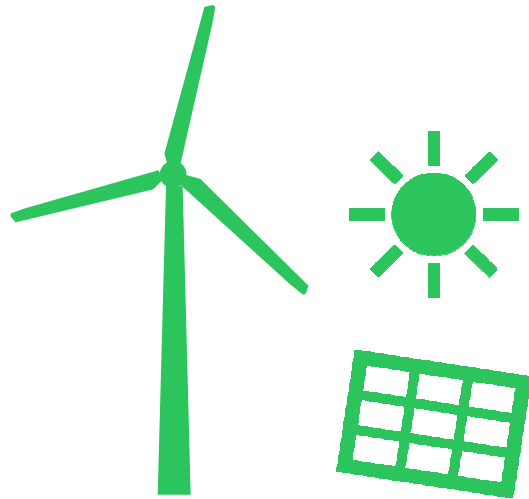
2

- Founded in Cork in 2015
- **Energy-Storage-as-a-Service** provider
- Solo deploys **energy storage** systems in homes and businesses across the grid
- **FlexiGrid** aggregation platform centrally controls distributed assets as a **Virtual Power Plant**
- We facilitate greater use of local **renewable generation** by balancing supply & demand
- Partner with energy suppliers to offer low cost **100% renewable supply**
- Transition to **Peer-to-Peer energy trading** between consumers
- Result – lower energy bills and transition to 100% renewables



customer deal

3



TESLA



NISSAN



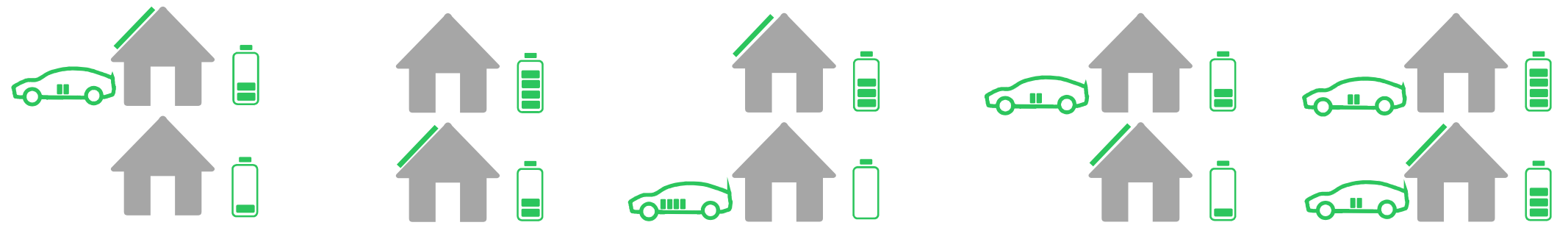
sonnen

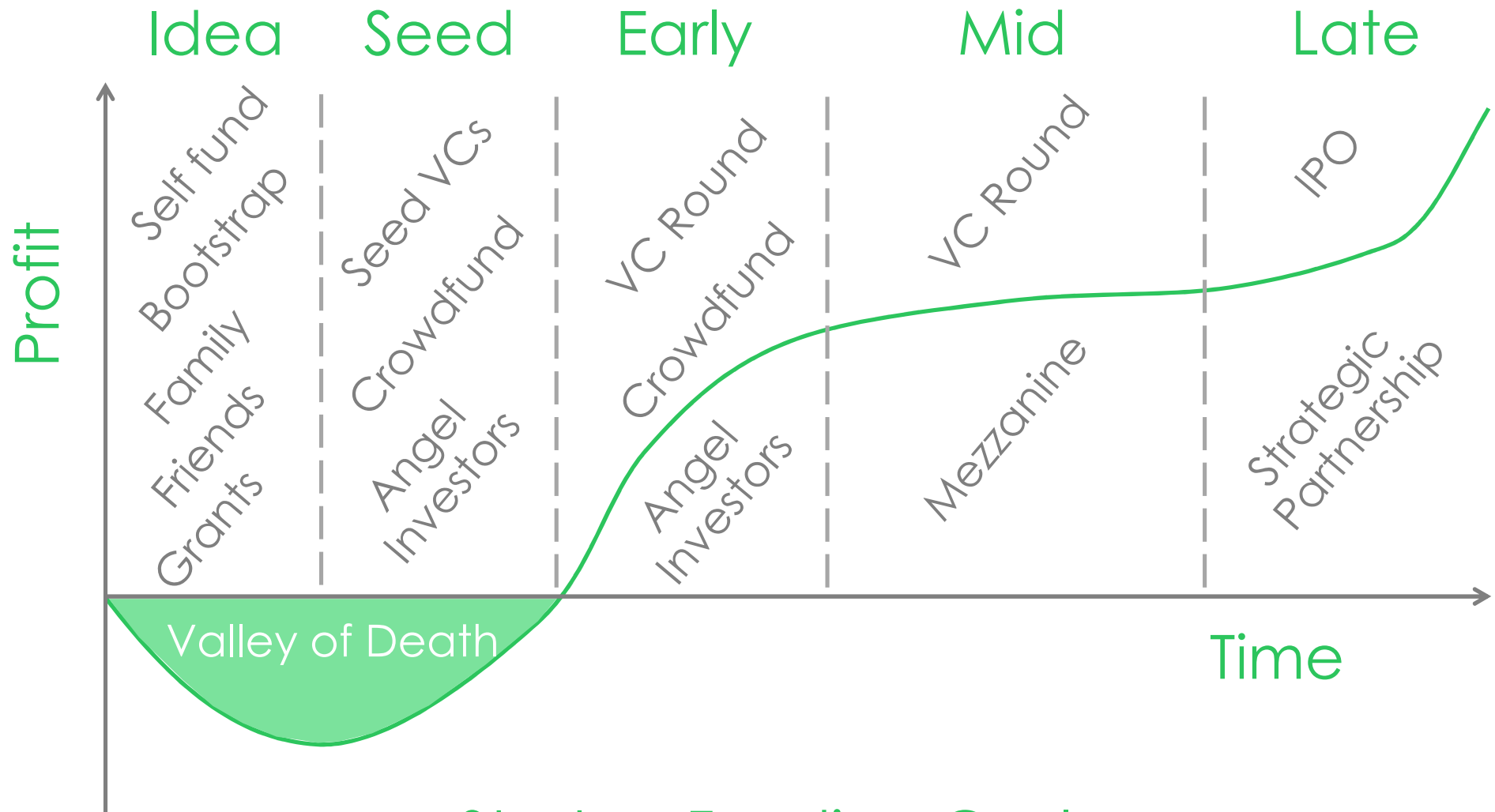
100% renewable electricity supply

energy storage system

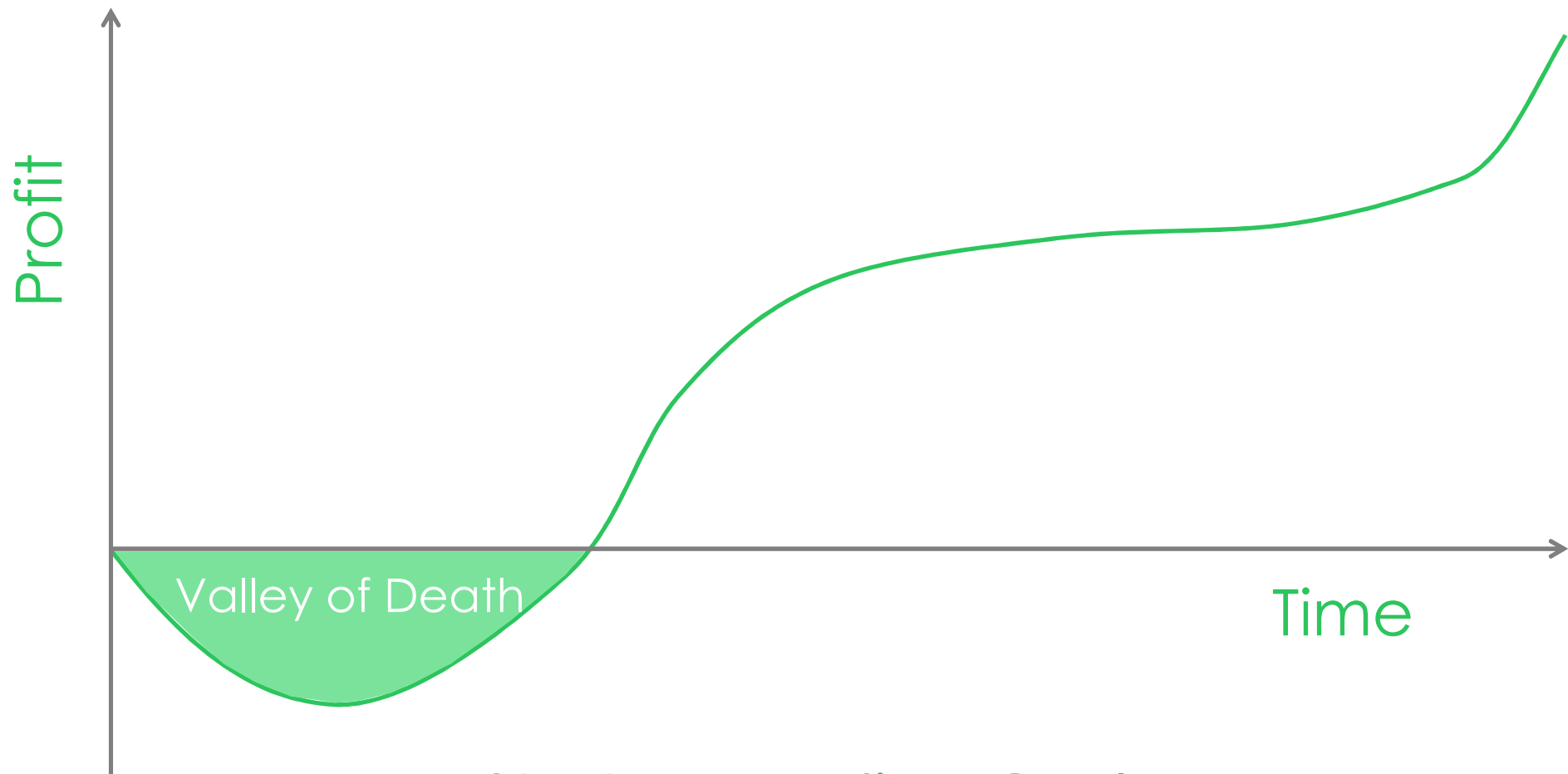
(with back-up power)

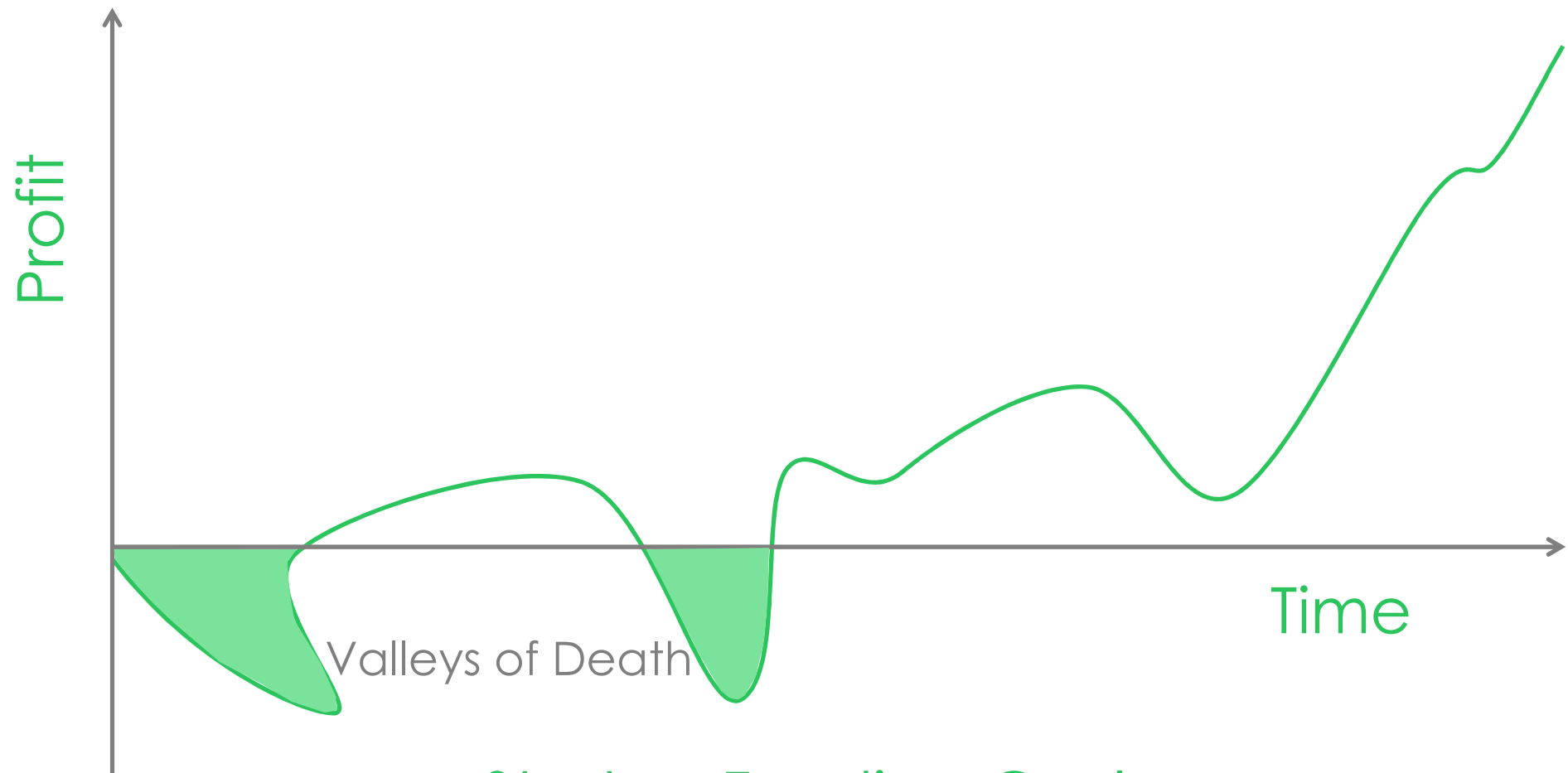
FlexiGrid platform





Startup Funding Cycle





idea

Self funded

Bootstrapped

solo
energy

Grant funding

Incubation support

seed funding

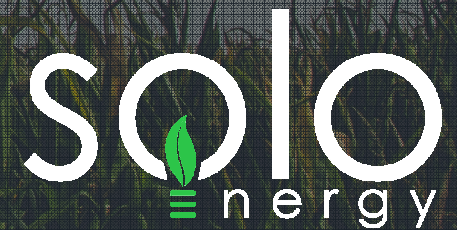
- Renewable energy developer – wind, solar, tidal, storage
- Significant sectoral experience
- Shared ethos
- Passion for sustainability
- Active investor / shareholder – technical, commercial, strategy
- Follow-on investors in later rounds



DP ENERGY



early stage



early stage



- Business Venture Partners
- Ireland's leading cleantech / green business investor
- EII investment fund
- Invested in Solo in December 2017 (10th EII fund)
- Strategically aligned
- Ideal growth partner



BVP Portfolio



grant funding

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StoreNet

- 20 home batteries to be deployed as a 'Virtual Power Plant'
- Maximising self-consumption of onsite Solar PV generation
- Grid resilience
- Wholesale market arbitrage
- Distribution System Services (local flexibility)
- **€1.1 million project value**



initial coin offering

- Launching summer 2018
- Asset backed ICO
- Funding large scale roll-out of residential battery storage systems across UK
- Significant energy supplier partnerships to be announced
- VPPs are a key enabler for P2P energy trading
- Energy storage is the yin to Blockchain's yang



initial coin offering

coming soon...

