



# Growth capital raise

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Matthew Lumsden, CEO

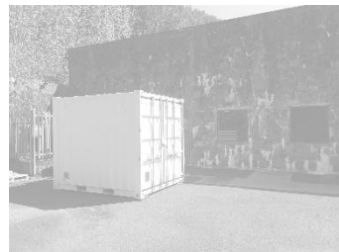
# The business of Connected Energy



Positioned to be the global provider of stationary storage systems, through unique access to a vast quantity of very low cost, environmentally friendly battery feedstock.



Connected Energy bridges the gap between the electric vehicle and energy sector



- World leader in 2<sup>nd</sup> life EV battery systems
- A solution partner to EV OEMs
- Supplier of low cost scalable systems
- Able to control many varied 2<sup>nd</sup> life EV batteries
- Maximise value of batteries before recycling
- Systems operating in UK, Germany, Netherlands & Belgium



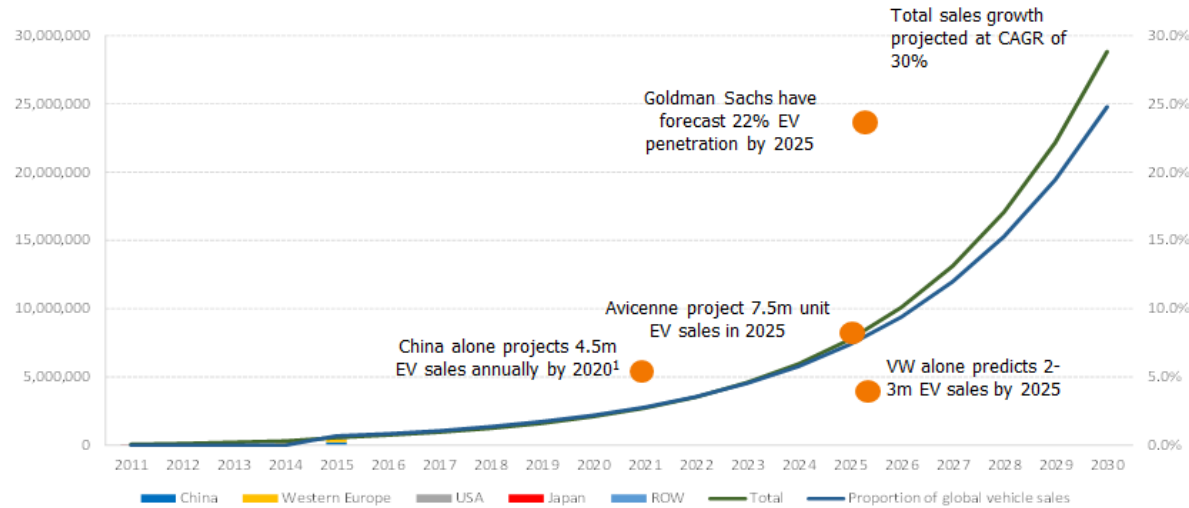


# Market growth

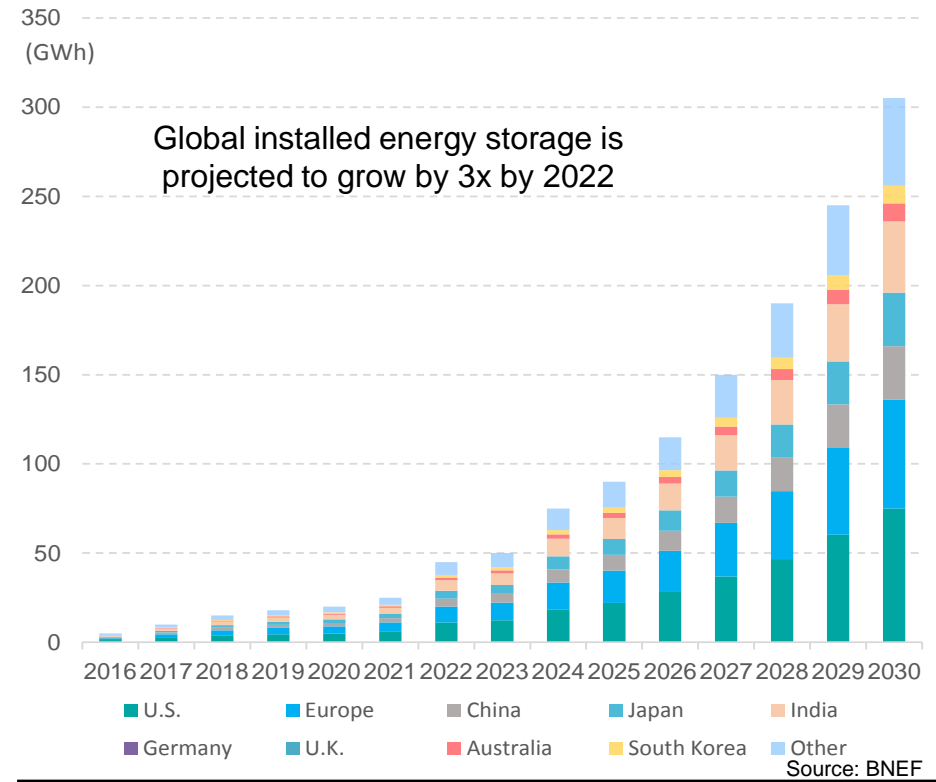
EV sales globally expected to grow at 30% in next 10-15 years.

Demand for energy storage systems is projected to increase at a CAGR of 31.5%.

Historic and Projected EV Sales (units (LH axis) and % of Global Vehicle Sales (RH axis))



Projected Energy Storage Growth (GWh)



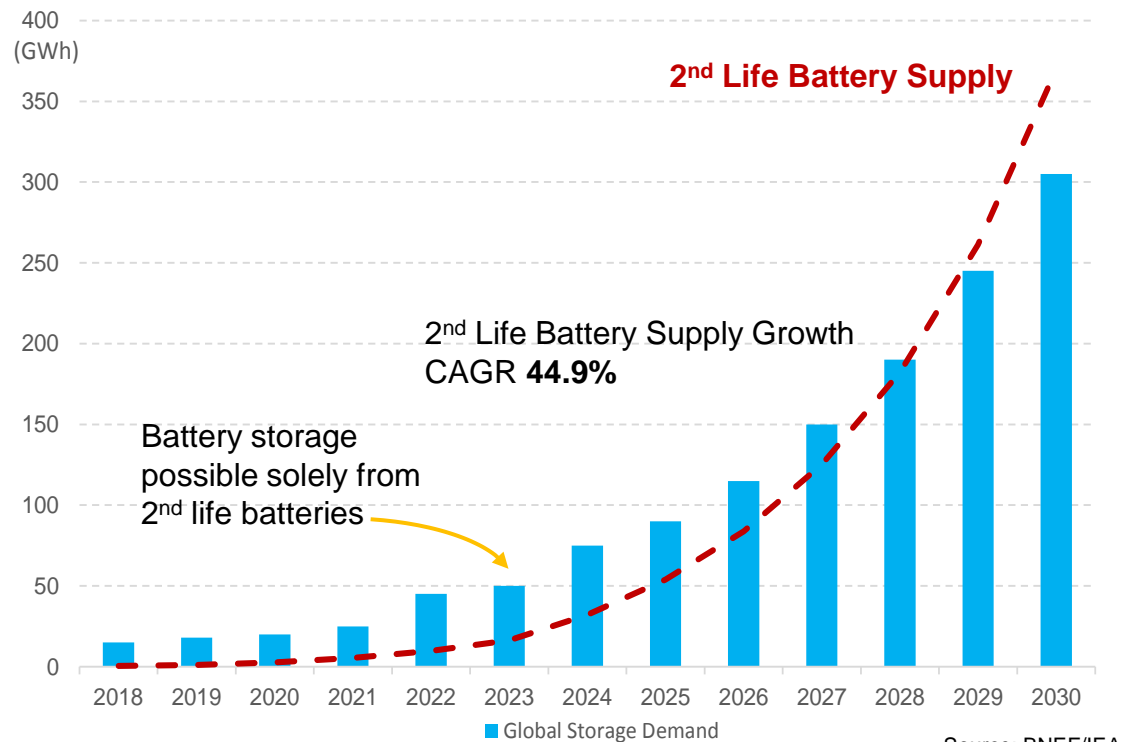
Connected Energy's customers sit in 2 high growth sectors



# Market potential

2<sup>nd</sup> life batteries offer sufficient storage to meet global requirements on a basis which will be more cost effective and environmentally efficient than new batteries.

## Projected Energy Storage Growth (GWh)



- 2<sup>nd</sup> life batteries are no longer suitable for use in EVs because they reduce vehicle range
- They retain >75% of their original storage capability.
- This creates a substantial opportunity.
- Market access requires technical and process understanding of the automotive sector
- OEM trust and confidence is critical
- OEMs need a solution



# The business model

Critically, CE has capitalised on its credibility within the automotive sector

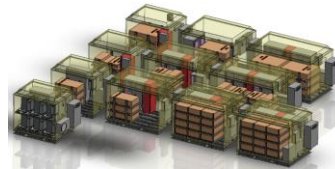
## OEM Relationships

Solution development and commercialisation partnerships

### Asset Development



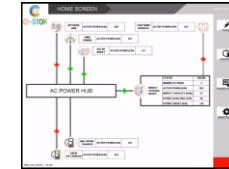
### Product Sales



### Major Project Sales



### Control System Sales



## International Sales

Utilise OEM, customer and investor partnerships to supply into key global EV and storage markets





# Investment objectives

Capitalise on large scale signed up international opportunities to accelerate growth

- ③ Expand to cover key geographical markets
  - ③ Secure long term supply contracts with major end users
  - ③ Increase network of OEM relationships
  - ③ Enhance team to improve products, reduce costs, drive sales & growth
  - ③ Capitalise on unique 2nd life business model
- ③ Aiming to raise £12m in growth capital by way of equity invested into CE itself
  - ③ Opportunity to provide up to £20m of infrastructure style capital into Connected Energy Assets
    - ③ This is an opportunity not a requirement
  - ③ Anticipate that one or more of existing shareholders will follow their money
  - ③ Aiming to close the round by Christmas

# Thank you



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