



VILLAGE  
ENERGY

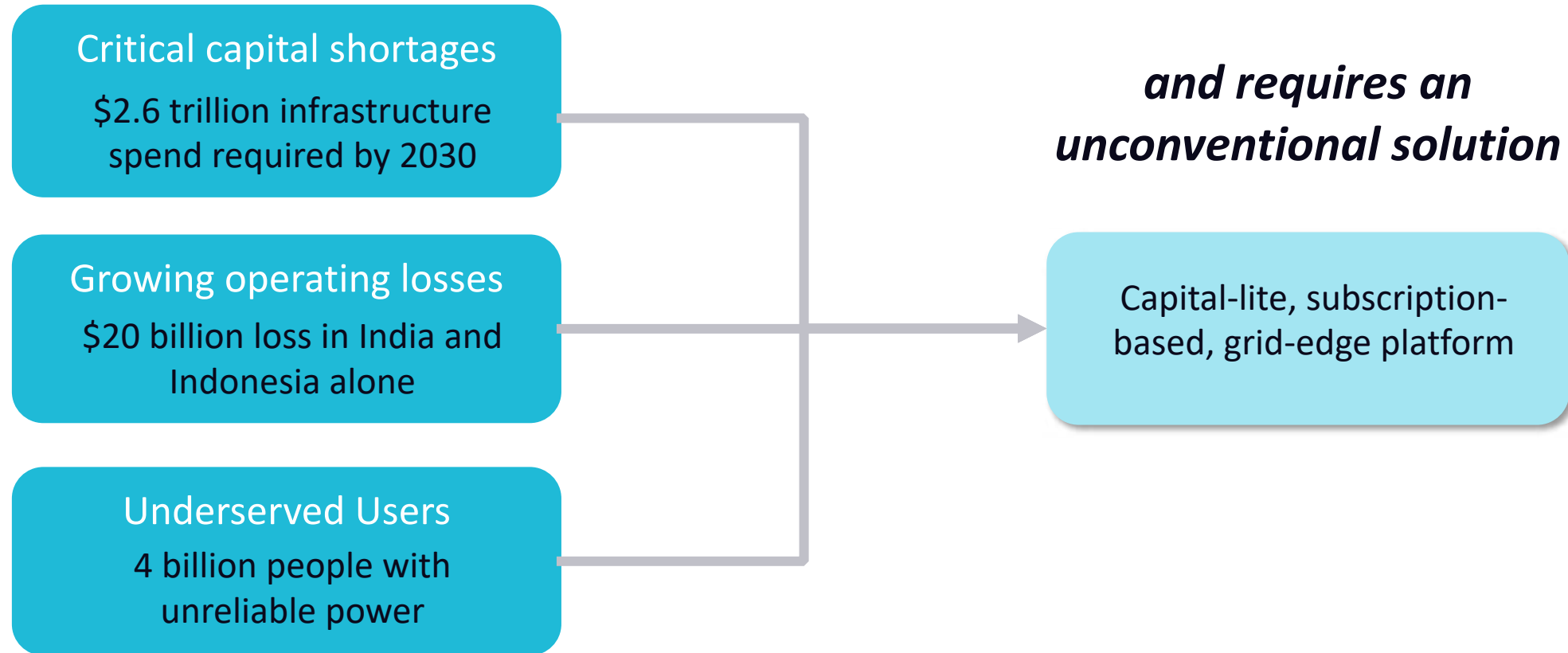
HELPING  
COMMUNITIES  
THRIVE

SERIES A OVERVIEW DECK  
JULY 2019



# Utilities in emerging markets are desperate and looking for an urgent solution

## *The utility problem is urgent <sup>1</sup>*



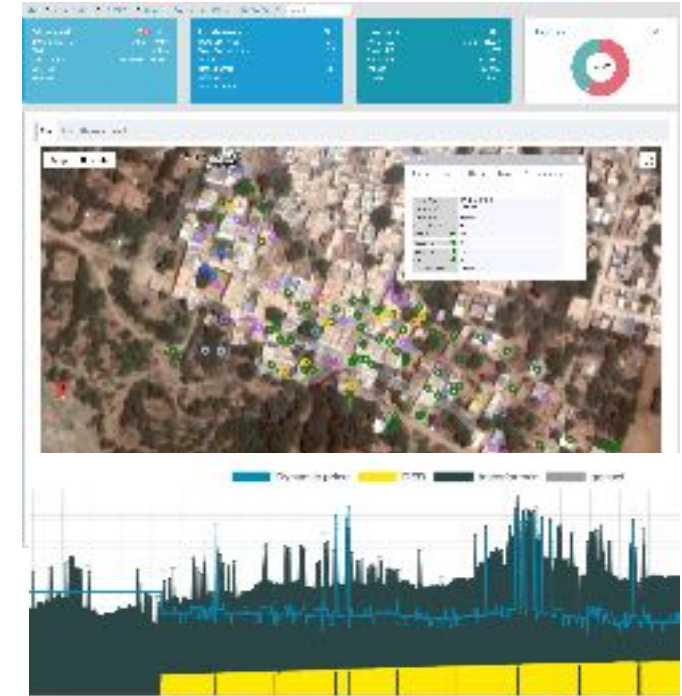
We have built and deployed a **distributed grid edge operating platform** to 130 consumers in Andhra Pradesh



Consumers can pay, track, and control energy use by the **VE Mobile App**



Automatic grid balancing via our AI-powered **metering and control device**

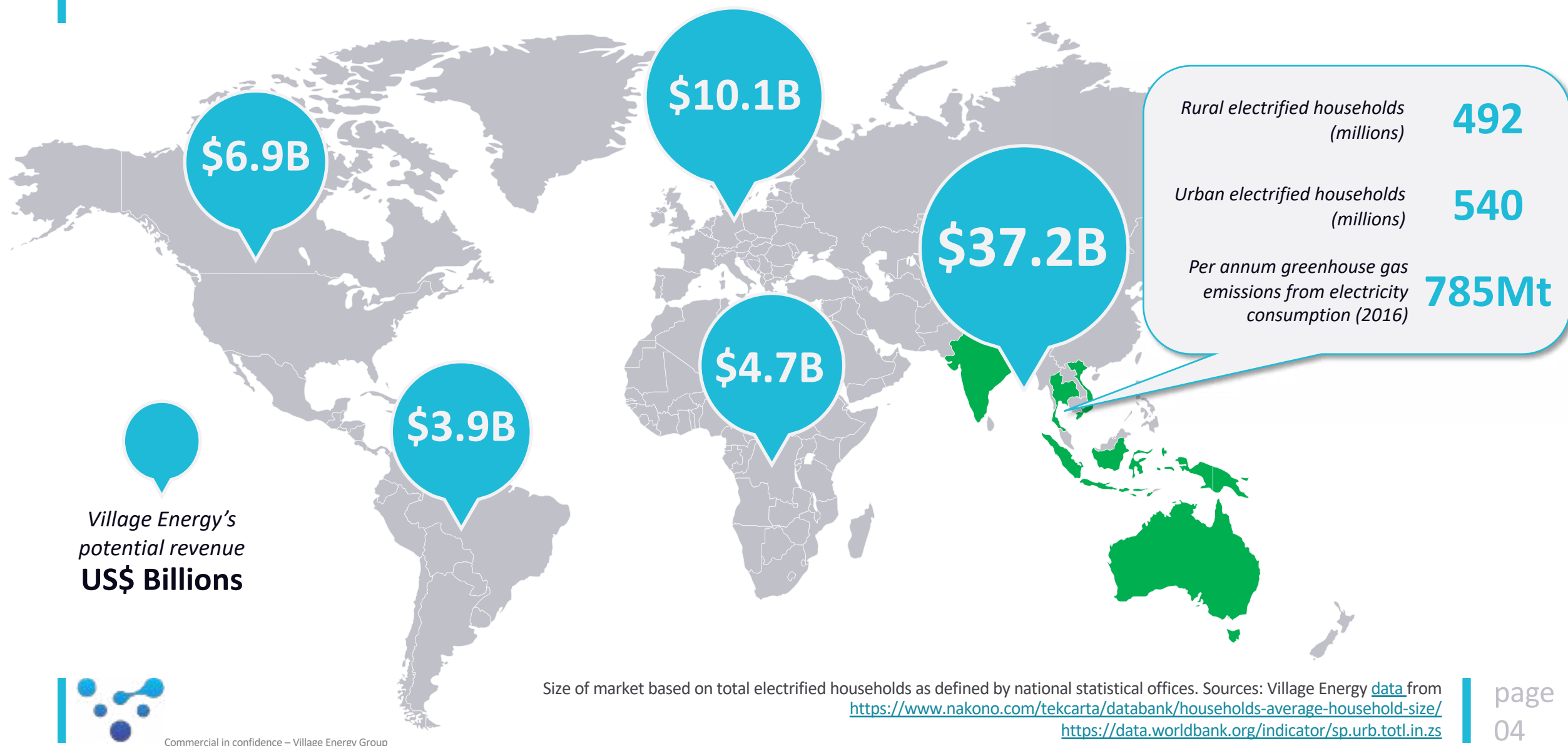


Real-time administration and monitoring by our cloud-based **system admin console**



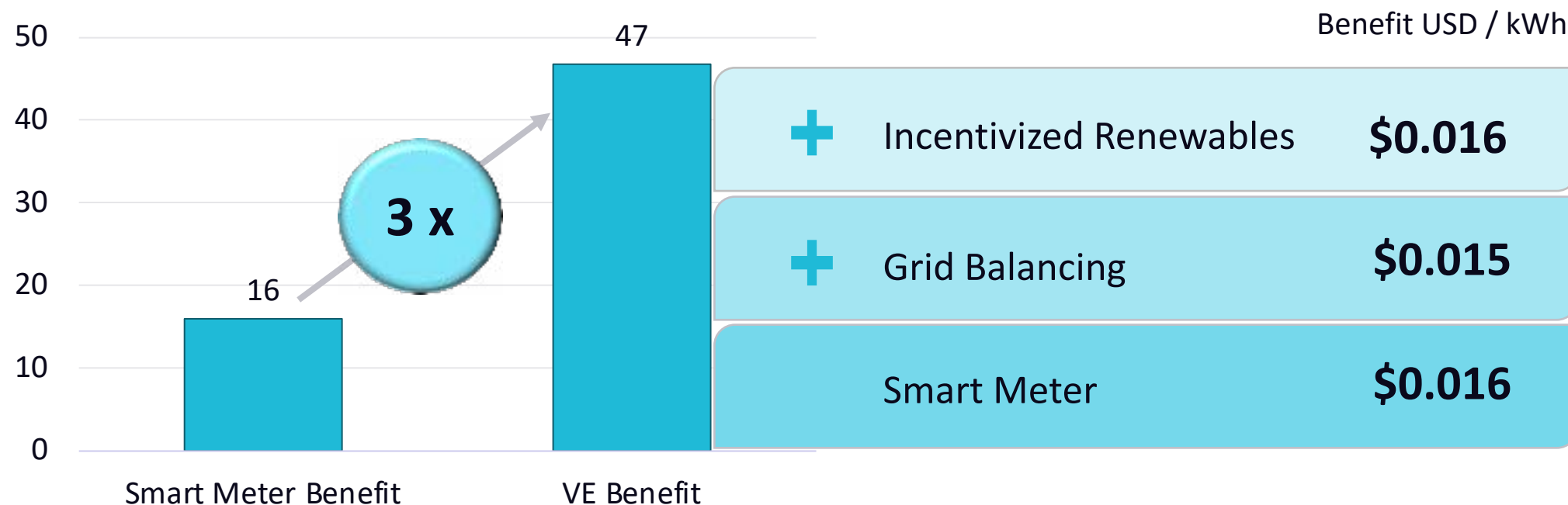


# Our first focus are the emerging markets of Asia



# We deliver significant direct value for electricity distributors

## Annual Benefit per Connection (USD)<sup>1</sup>



**Net benefits grow to estimated \$100 per consumer per annum<sup>3</sup>**



# Our solution stack is a **Grid-Edge Operating Platform**

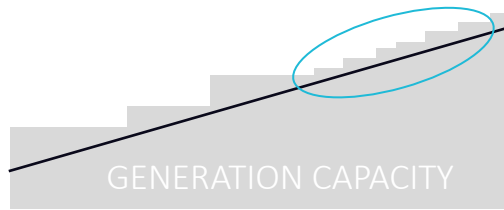
*Incentivize distributed renewable energy*

*Automatic, real-time distributed energy management*

commercial



*Prosumer finance*



*Efficient incremental investments*

technical



*Day-ahead pricing*



*Energy balancing and demand response*



*Ancillary Services (frequency support)*

*Years - Months ahead*

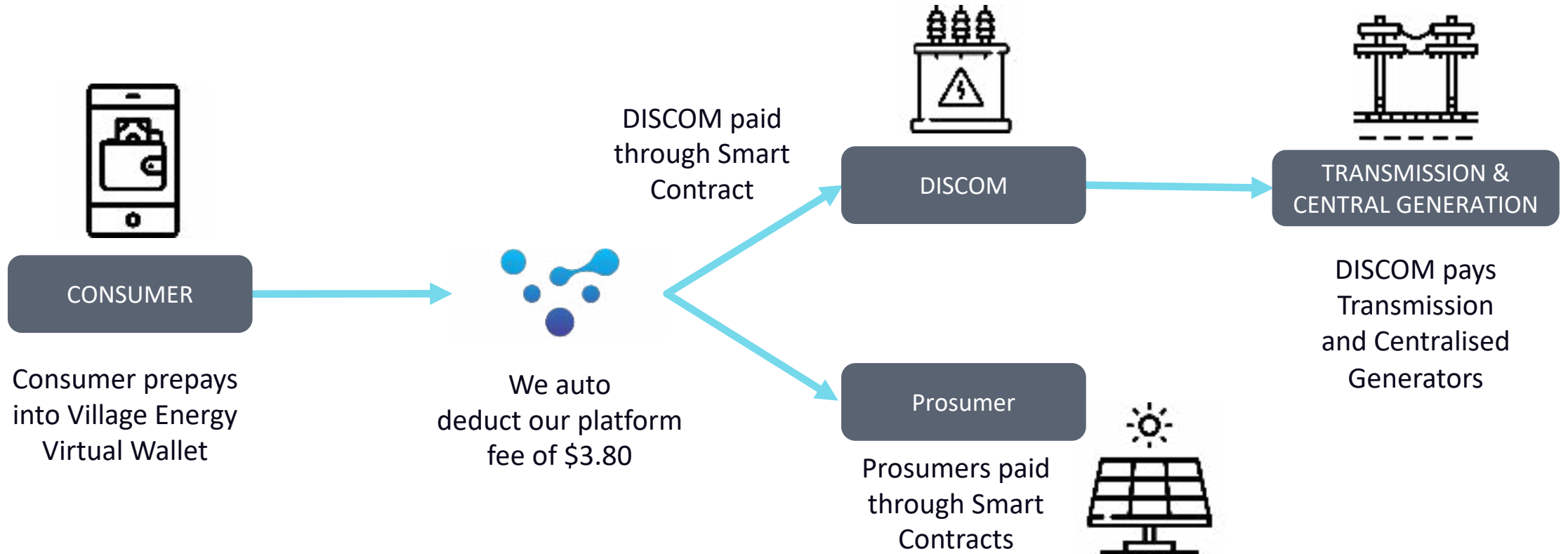
*Days ahead*

*Minutes – Seconds ahead*

*Instantaneous*



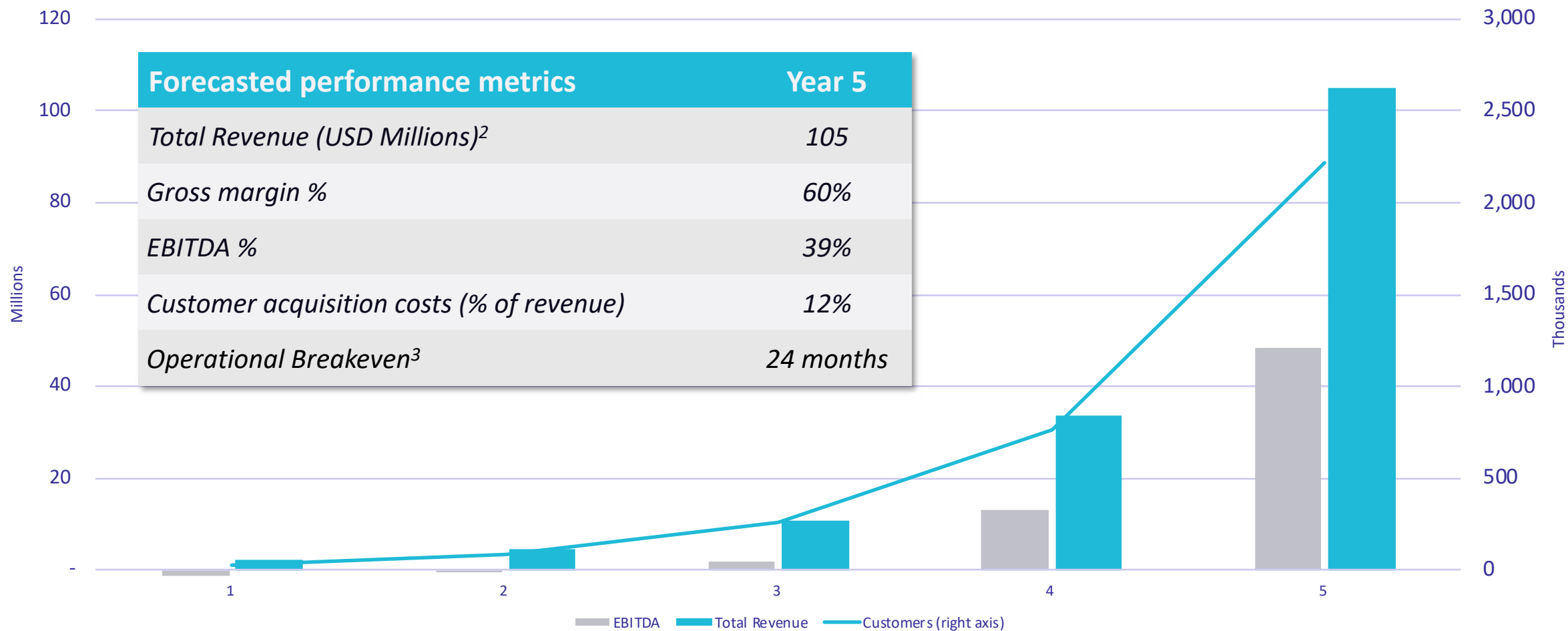
# Our business model is based on a monthly platform fee which is deducted automatically



***2 million consumers would create an annualised recurring revenue model of \$91m, which could be achieved within a single DISCOM***



This translates to a business model that is predictable<sup>1</sup>, scalable, and produces strong operating cashflows, with gross margins greater than 60%



(20)

1. Compared to Smart Meter revenue model, the Village Energy Software as a Service (SaaS) model has regular committed revenues under long-term contracts.

2. Based on Village Energy 'Medium Growth scenario'

3. Reflects net operating cashflow which shows break even from operating platform



# We are live in Andhra Pradesh with a strong pipeline of opportunities across India, South-East Asia, and Australia

Agreement Stage in Uttar Pradesh (Pop: 200m)

Verbal Agreement in Bihar (Pop: 100m)

First Revenue in Andhra Pradesh<sup>1</sup> (Pop: 50m)

Automated grid Management  
Integrated Renewables  
Consumers setting priorities  
Live measurement of benefits

Qualified Leads in Assam, Tamil Nadu, West Bengal (Pop: 200m)

Qualified private and public deals across Philippines (Pop: 100m)

Proposal Stage in Indonesia (Pop: 260m)



*Customer Interest but not yet pursued*

1. Photo includes Chief Minister of Andhra Pradesh; Chairman of New and Renewable Energy Development Corporation; Australian Consul General, Chennai; Western Australia trade commissioner delegate.

Commercial in confidence – Village Energy Group

We are backed by Breakthrough Energy Ventures



# We will achieve milestones to underpin a high value Series B investment

## *Outcomes from Funds over 24 months*





# THANK YOU

