

Mosaic Power

Turning multi-family electricity loads
into anytime flexible demand

November 2017



The Market for Flexible Energy Loads

- “Residential demand flexibility can avoid \$9 billion per year of forecast U.S. grid investment costs— more than 10% of total national forecast needs—and avoid another \$4 billion per year in annual energy production and ancillary service costs.”
 - Rocky Mountain Institute, The Economics of Demand Flexibility: How “Flexiwatts” Create Quantifiable Value For Customers and the Grid, August 2015
- Untapped potential in multi-family, particularly low income
 - Most demand response devices rely on home owners’ internet
 - Internet service not always available in low income
 - Mosaic’s mesh network technology is valuable to other vendors/technologies

Why Mosaic

- Mosaic created a 14,000+ controller “trial” in the mid-Atlantic illustrating
 - Sales and installation scalability
 - Property management company rapid adoption
 - Verifiable, 2-second increment electricity management
 - Minimal impact to tenants
 - No negative effects to distribution systems
- Large scale, real time data mesh networks are uncommon yet necessary for affordable apartment data networks
- Mosaic Power is the only company managing electric water real-time heaters at true scale

Mosaic's Milestones

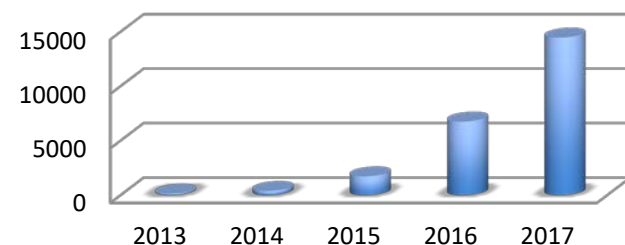
2013 – First PJM market operations

2014 – SBA Loan; First multi-family installations

2015 – Clean Feet Investments – \$2M in project financing
4,000 controllers over 1 ½ years

2016 – IGS Energy agreement = \$1M income + 10,000 controllers
First utility proposal submitted, accepted
CLEAResult agreement

Controllers Installed



Summary Terms of the Offering

- Amount sought: \$2M equity
- Reliable high-volume hardware
- Technology expansion to include thermostats
- Multiple region operational expansion

\$, in thousands	2017	2018	2019	2020	2021
Revenue	\$1,602,935	\$2,451,930	\$3,028,176	\$4,213,434	\$4,522,305
EBIT	\$415,165	\$43,736	\$457,074	\$1,174,459	\$1,406,392
Funding Needs	\$500,000	\$2M**	0	0	0

**** There will be a 2018 Equity Raise for new market and custom hardware development. 2018 EBIT does not reflect either potential investment.**

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