INTRODUCTION: VIRIDITY ENERGY SOLUTIONS

Unique holistic offering that combines energy storage, demand response and energy management

Established
2009

Value stacking creates some of the highest $ per MW revenue in the industry

Serves
PJM, NYISO, ERCOT, ISO-NE, IESO, MISO, CAISO & Regulated Utilities

4,000+
C&I sites/licenses

850+
MW under control

50+
Highly experienced staff

One of the leading Behind the Meter energy storage companies on the East coast

70+
MW Battery Storage Operations
VIRIDITY OFFERINGS IN ISO MARKETS

- Energy & Demand Management Software
- Battery Storage Ownership & Operations
- Revenue & Savings Value Stacking
PRESENT IN NORTH AMERICAN MARKETS WHERE STORAGE AND DER SERVICES ARE MOST ACTIVE

Two-thirds of the US economic activity in North American RTOs and ISOs¹

Source: FERC

¹ RTO: Regional Transmission Organizations, ISO: Independent System Operators
REVENUE STREAMS

- **PPA**
  - Contracted Revenue
    - Demand Management
    - Demand Response
    - Battery Storage
    - Battery Storage As a Service

- **Market**
  - Merchant Revenue
    - Demand Management
    - Demand Response
    - Battery Storage
    - Battery Storage As a Service

- **License**
  - Software as a Service Licenses

- **Other revenue**
  - Custom Development
# Energy Storage Portfolio – 70 MW+

<table>
<thead>
<tr>
<th>Application</th>
<th>Size</th>
<th>Location</th>
<th>OEMs</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency Regulation</td>
<td>1MW/500kWh</td>
<td>Axion, PA</td>
<td>Axion</td>
<td>2011</td>
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<tr>
<td></td>
<td>300kW</td>
<td>Chicago</td>
<td>Schneider VFD</td>
<td>2015</td>
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<tr>
<td></td>
<td>1MW/500kWh</td>
<td>Shedd Aquarium</td>
<td>Eagle Picher</td>
<td>2016</td>
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<tr>
<td></td>
<td>800kW/600kWh</td>
<td>Aqua America</td>
<td>Ecoul</td>
<td>2017</td>
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<td></td>
<td>1MW/425kWh</td>
<td>Somerdale, NJ</td>
<td>Hitachi</td>
<td>2017</td>
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<td></td>
<td>200kW/200kWh</td>
<td>Chicago Mart</td>
<td>JCI/LG</td>
<td>2018</td>
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<tr>
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<td>20MW/20MWh</td>
<td>Plumsted, NJ†</td>
<td>Dyna/LG</td>
<td>2018</td>
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<tr>
<td></td>
<td>20MW/20MWh</td>
<td>Alpha, NJ†</td>
<td>Dyna/LG</td>
<td>2018</td>
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<tr>
<td>FR +</td>
<td>7MW/3.2MWh</td>
<td>Minster, OH</td>
<td>S&amp;C/LG</td>
<td>2015</td>
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<tr>
<td>DR/PLC/Other</td>
<td>500kW</td>
<td>Fort Meade</td>
<td>BMW</td>
<td>2016</td>
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<td></td>
<td>500kW</td>
<td>JB McGuire</td>
<td>BMW</td>
<td>2016</td>
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<td></td>
<td>1MW/1MWh</td>
<td>Atlantic County (ACUA) †</td>
<td>JCI/LG</td>
<td>2018</td>
</tr>
<tr>
<td></td>
<td>1MW/1MWh</td>
<td>Yavne, Israel Lab †</td>
<td>Dyna/Sungrow</td>
<td>2018</td>
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<td>1.5MW/1.7MWh</td>
<td>Penn State (UAJA)</td>
<td>Dyna/LG</td>
<td>2019</td>
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<td>1.9MW/5.3MWh</td>
<td>Vermont Electric Coop (VEC) †</td>
<td>Northern Power/LG</td>
<td>2019*</td>
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<td></td>
<td>10MW/12.9MWh</td>
<td>Rabbit Hill (TX) †</td>
<td>Northern Power/LG</td>
<td>2019*</td>
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<td>FR/DR +</td>
<td>10.6MW/4.3MWh</td>
<td>SEPTA 9 Sites</td>
<td>ABB/SAFT</td>
<td>2012-2018</td>
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<td>Transit Savings</td>
<td>200kW/800kWh</td>
<td>MTA NYC</td>
<td>ABB/LG</td>
<td>2019*</td>
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<tr>
<td>Demand Response</td>
<td>100kW/400kWh</td>
<td>Brooklyn Army Terminal</td>
<td>Hitachi</td>
<td>2013</td>
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<td></td>
<td>100kW/600kWh</td>
<td>Nevada Governor’s Office of Energy</td>
<td>TESLA</td>
<td>2019*</td>
</tr>
</tbody>
</table>
Viridity offers unique solutions with a suite of software and technology services.

**Level 1**
- All customer segments
  - Information services

**Level 2**
- All customer segments
  - Manual or Automated controls
  - Emergency Demand Response
  - Economic Demand Response
  - Utility Demand Management (UDM)
  - VPower Dashboard

**Level 3**
- Mid to large size customers for behind the meter solutions
  - Automated Controls and Response
  - Frequency Regulation / Storage
  - Sync & Reserves
  - Delayed Meter Solution and Reports (Load View)
  - Coincident Peak (CP) Prediction / Peak Load Management
  - Real Time Price Alerts (Price Alerts)
  - Forward Pricing Solution (Price View)
  - Emergency Demand Response
  - Economic Demand Response
  - Utility Demand Management (UDM)
  - VPower Dashboard

Viridity provides unique offerings to the market with a suite of software and technology solutions.
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