

Enbala Aggregation & Orchestration

Feb 2, 2021

Generac - Accelerating our Clean Energy Transition



**10% Organic CAGR
Since IPO in 2010**

Generac Power Systems, Inc., is today a wholly-owned subsidiary of Generac Holdings – a publically traded company (**GNRC- NYSE**)

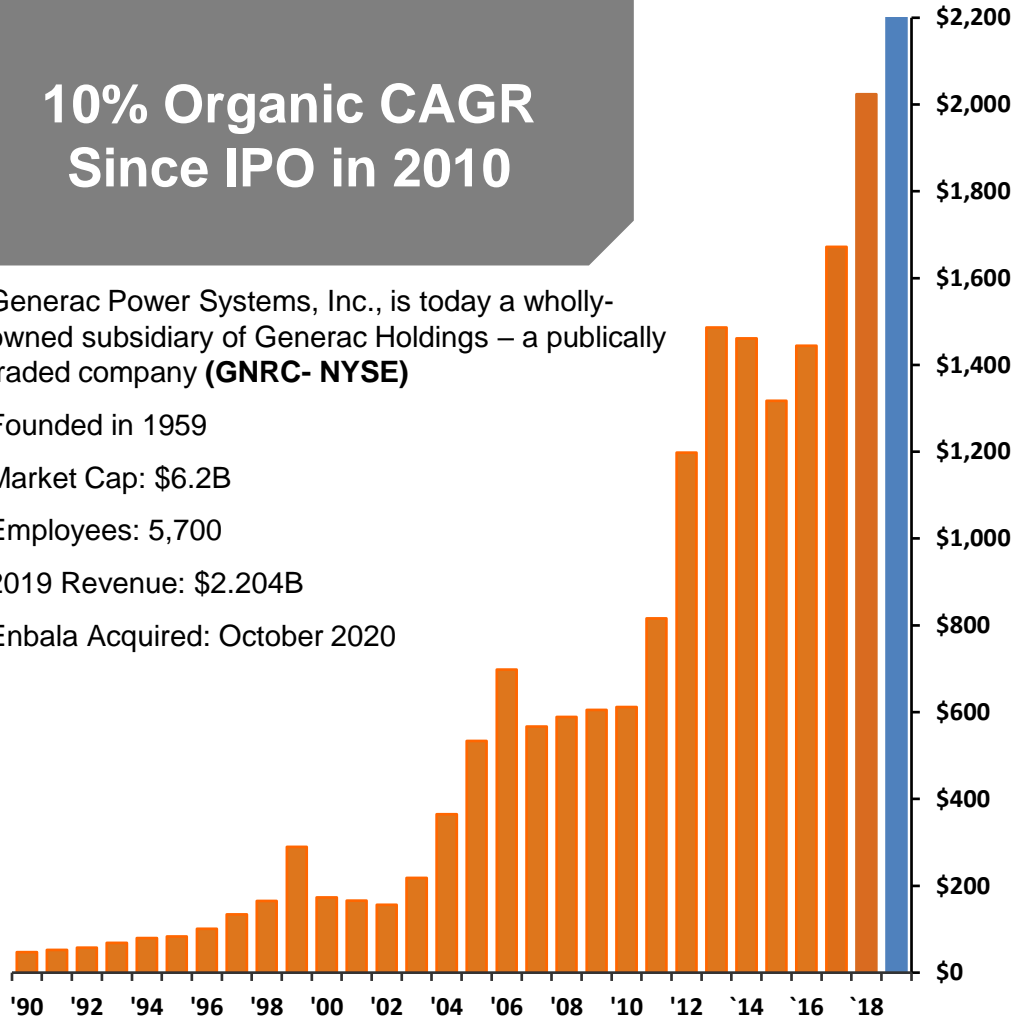
Founded in 1959

Market Cap: \$6.2B

Employees: 5,700

2019 Revenue: \$2.204B

Enbala Acquired: October 2020



**Commercial &
Industrial Gas or
Diesel Generators**

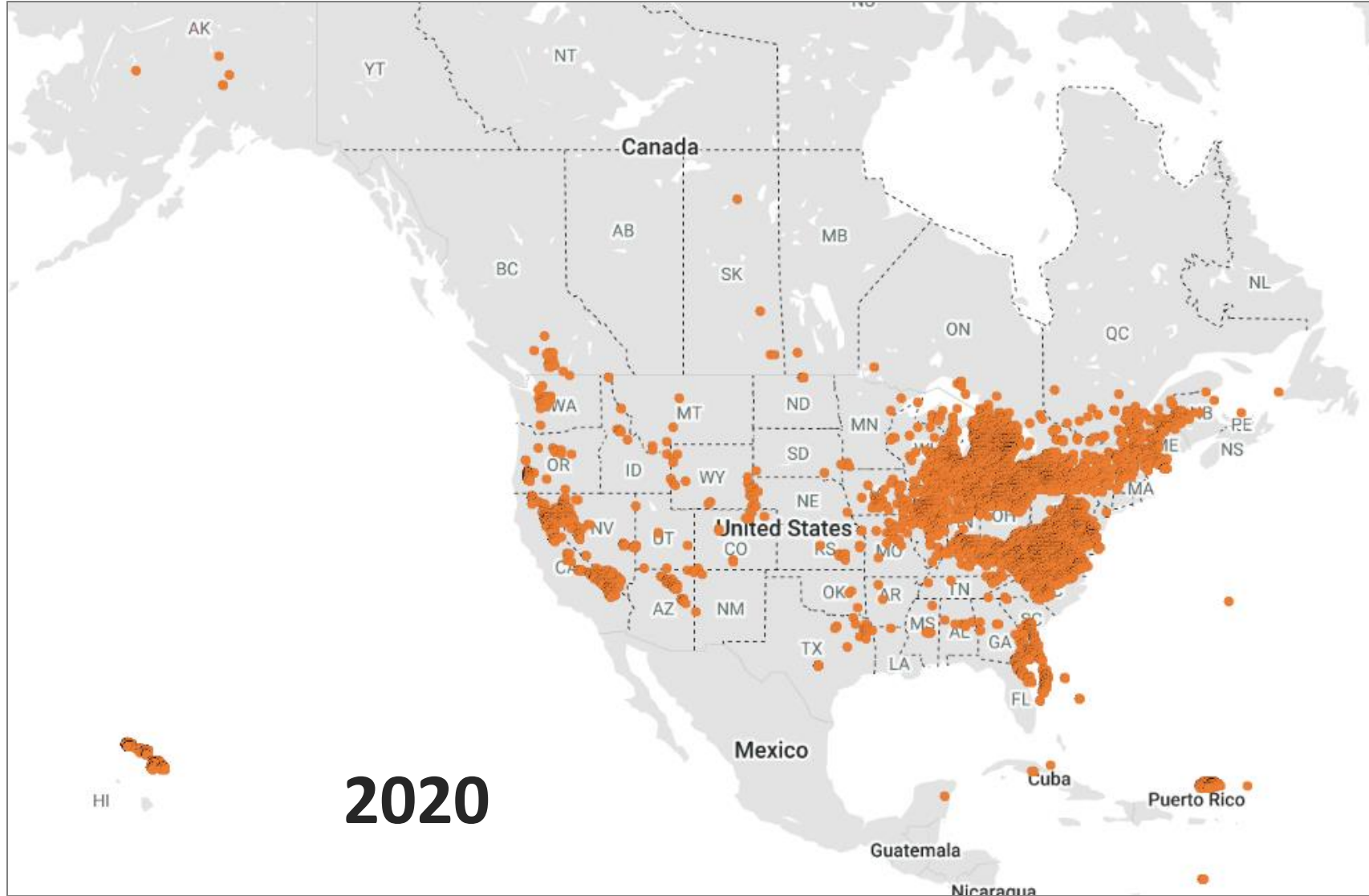


**Residential
Natural Gas
Generators**

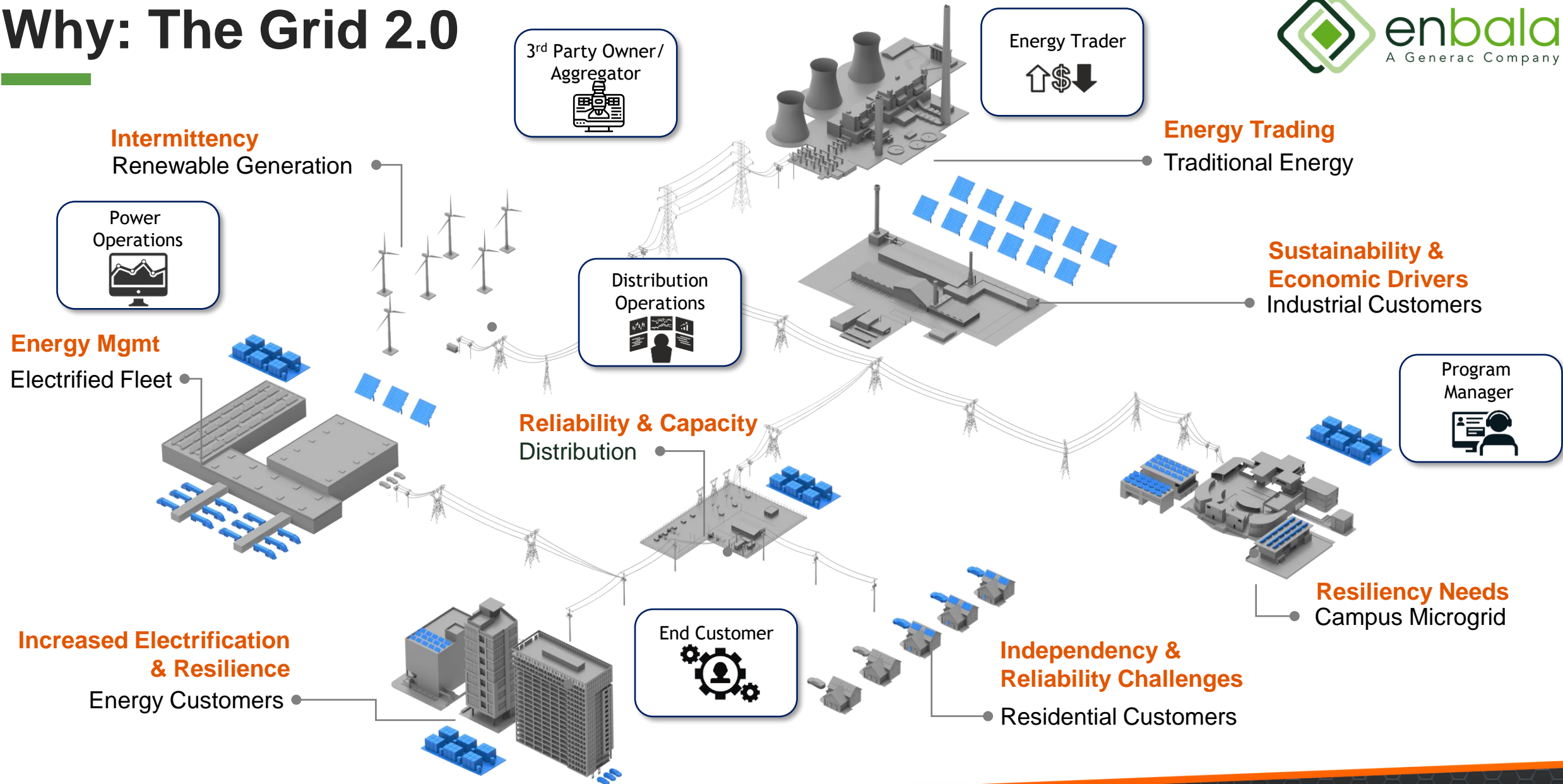


**Residential
Energy Storage**

Context: DERs are Growing Fast

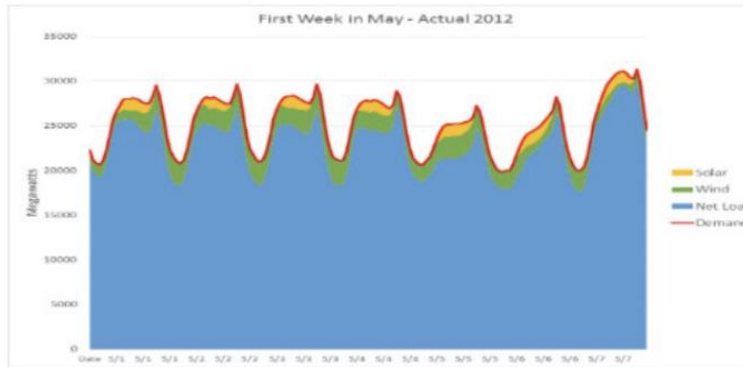


Why: The Grid 2.0

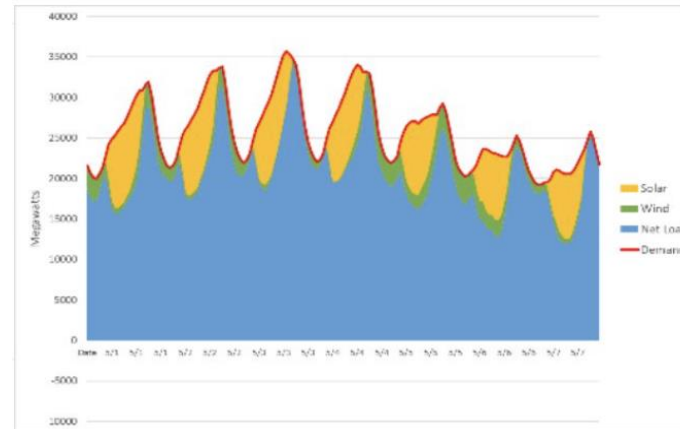


The Why: Manage Complexity & Flexibility

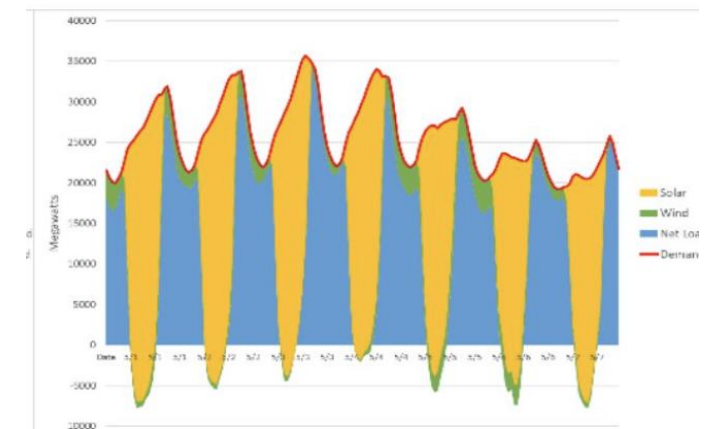
First week of May
2012 (actual)



First week of May
2017 (actual)



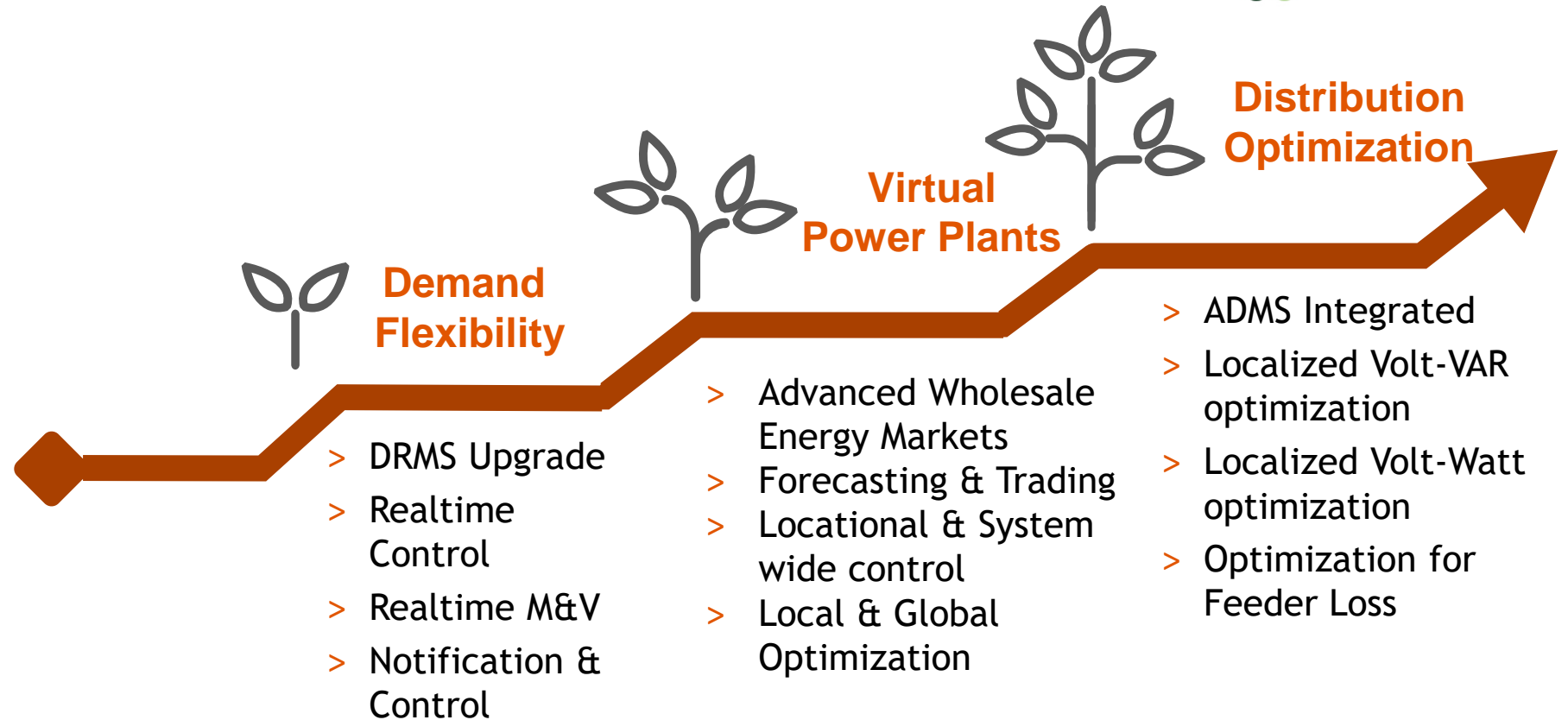
First week of May
2030 (modelled)



Increasing need for flexibility

Enterprise DERMS Offering

Aggregation & Orchestration for the Grid 2.0



Where?



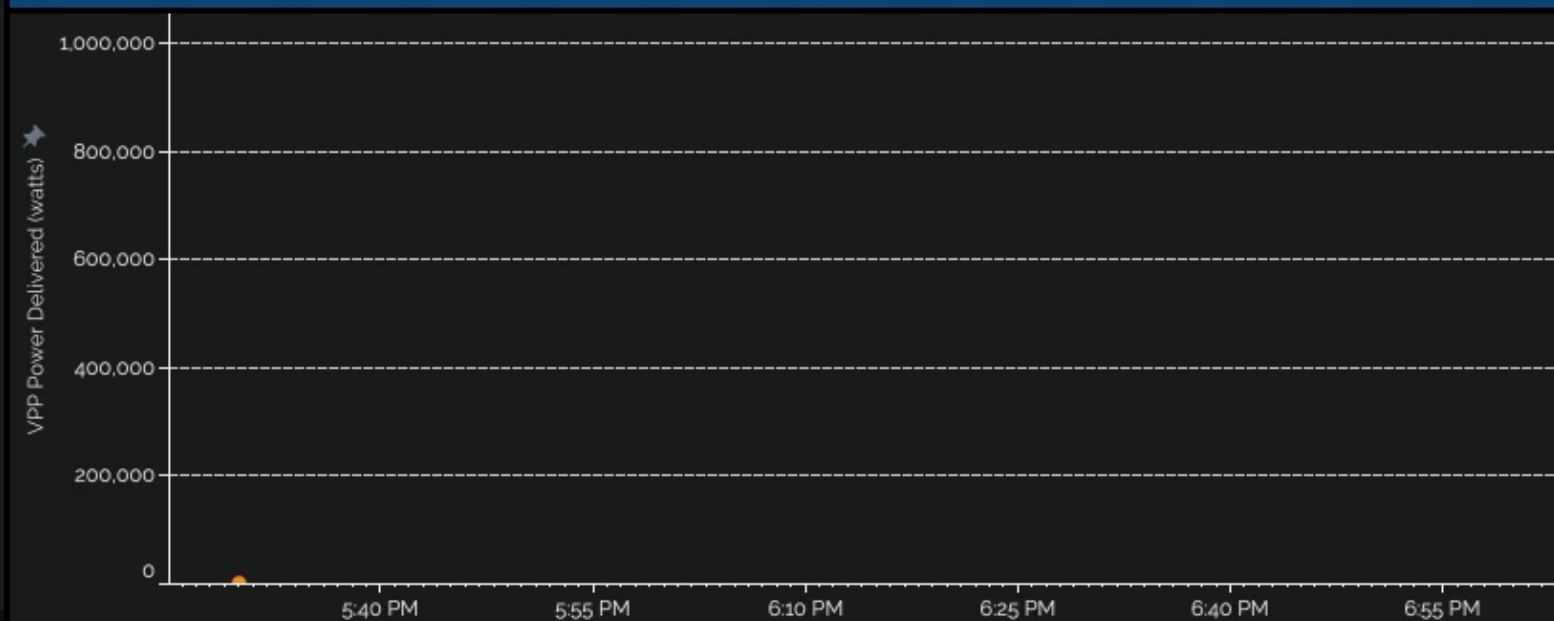
Asset data: 07:26:00



Asset Power - September 11, 2019 5:30 PM (AET)



VPP Power - September 11, 2019 5:30 PM (AET)



What have we learned?

- > Design for Robustness
 - > Asset constraints
 - > Operational constraints
 - > Communications constraints
- > Bring the data to the operations center
 - > Single-pane-of-glass
 - > Align with operational goals & visualizations
- > Flexibility is system interfaces
 - > Forecasting
 - > Topology/Grouping

Thank you
