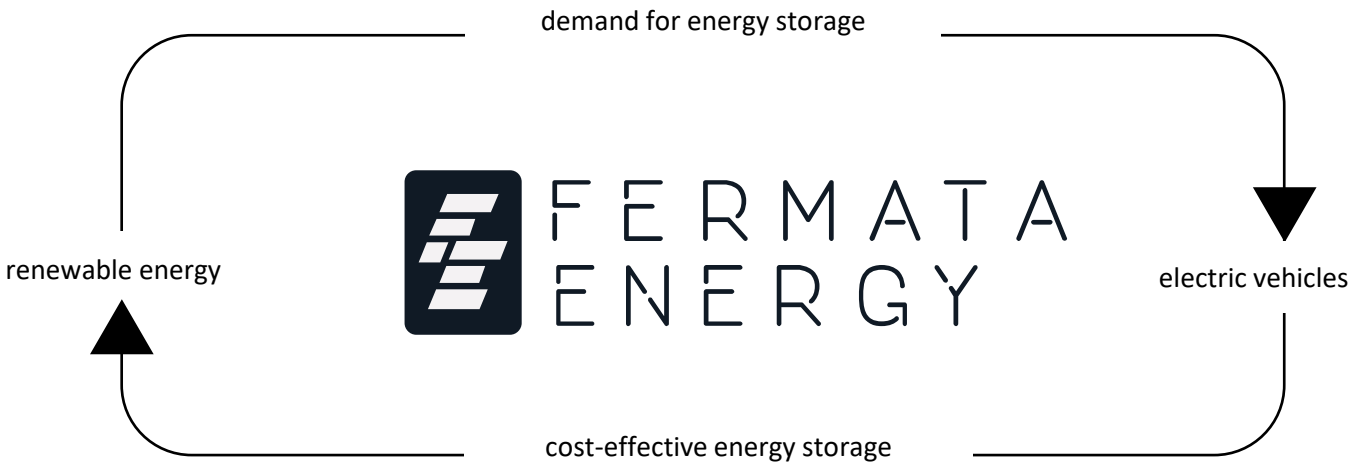
FERMATA ENERGY

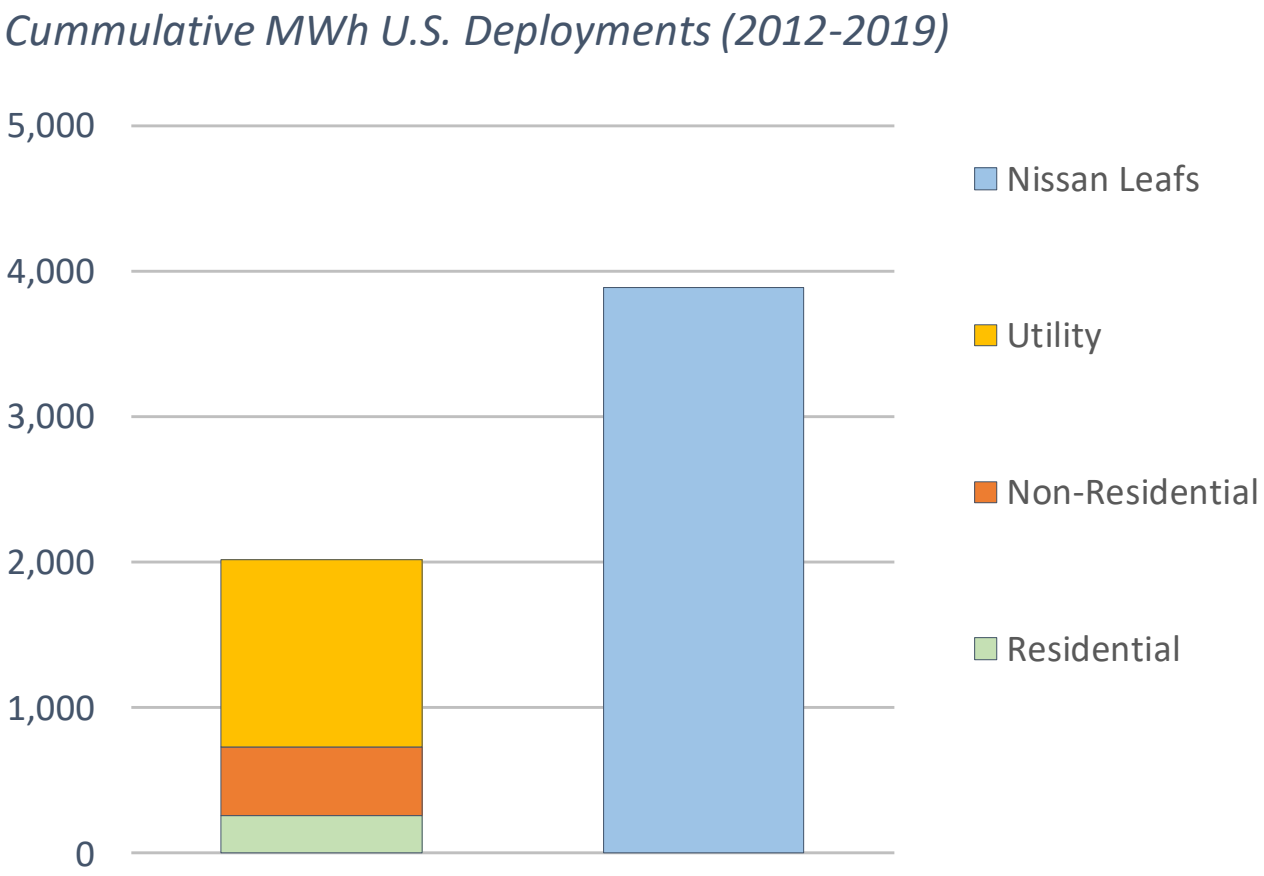
DOE PRESENTATION

June 23th, 2020

MISSION


demand for energy storage
FERMATA ENERGY
renewable energy
electric vehicles
cost-effective energy storage

EVS AS ENERGY STORAGE

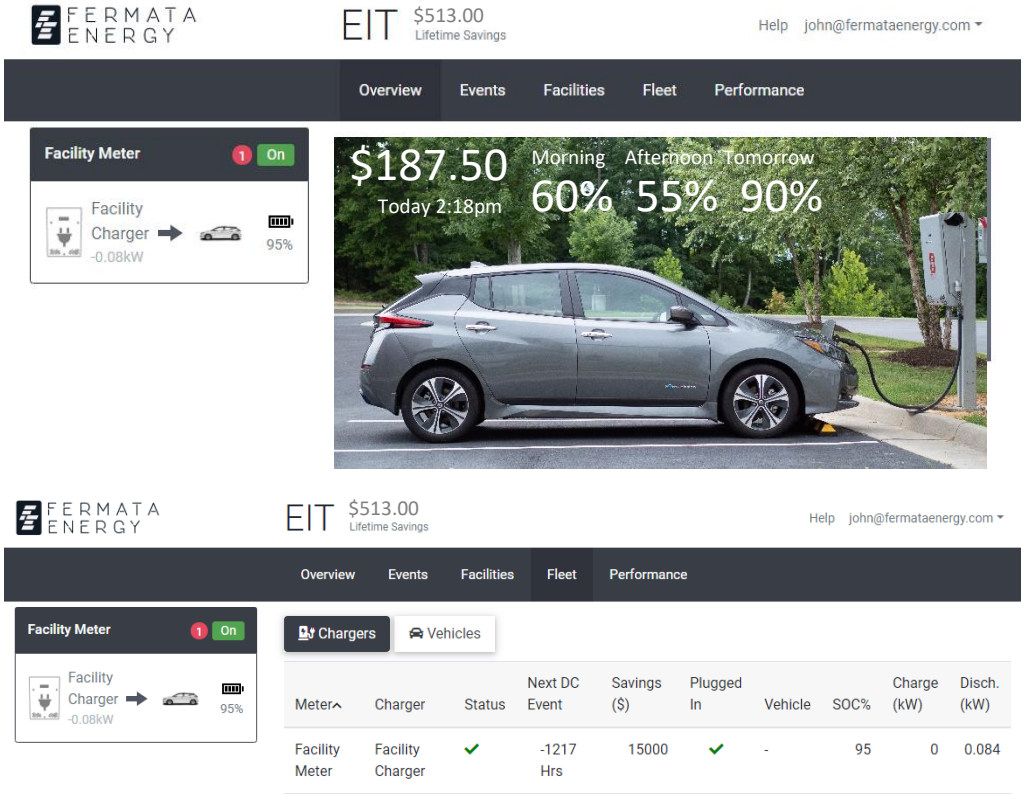


source: Wood Mackenzie Energy Transitions Practice, InsideEVs

WHAT IS NEEDED TO PERFORM V2X?

FERMATA HARDWARE

FERMATA SOFTWARE



Fleet customer web interface

Fermata operations web interface

V2X VALUE TODAY

CUSTOMER + UTILITY VALUE

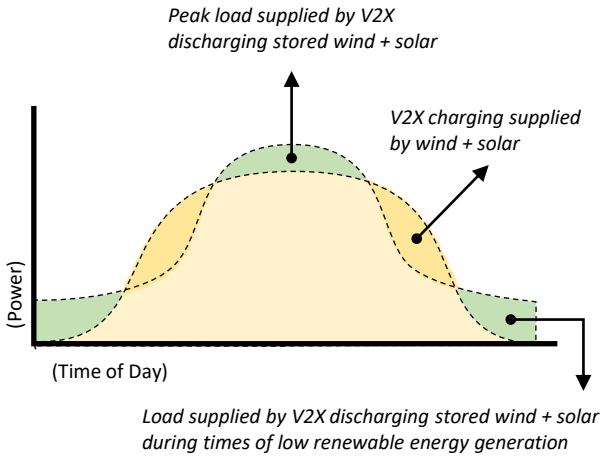
- Customer Energy + Bill Management
- Utility DR / DERMS / Critical Peak
- Ancillary services

DISASTER RESILIENCY + BACKUP POWER

- EV fleet as swappable batteries for buildings during times of outage = 24/7 backup power
- V2H residential backup

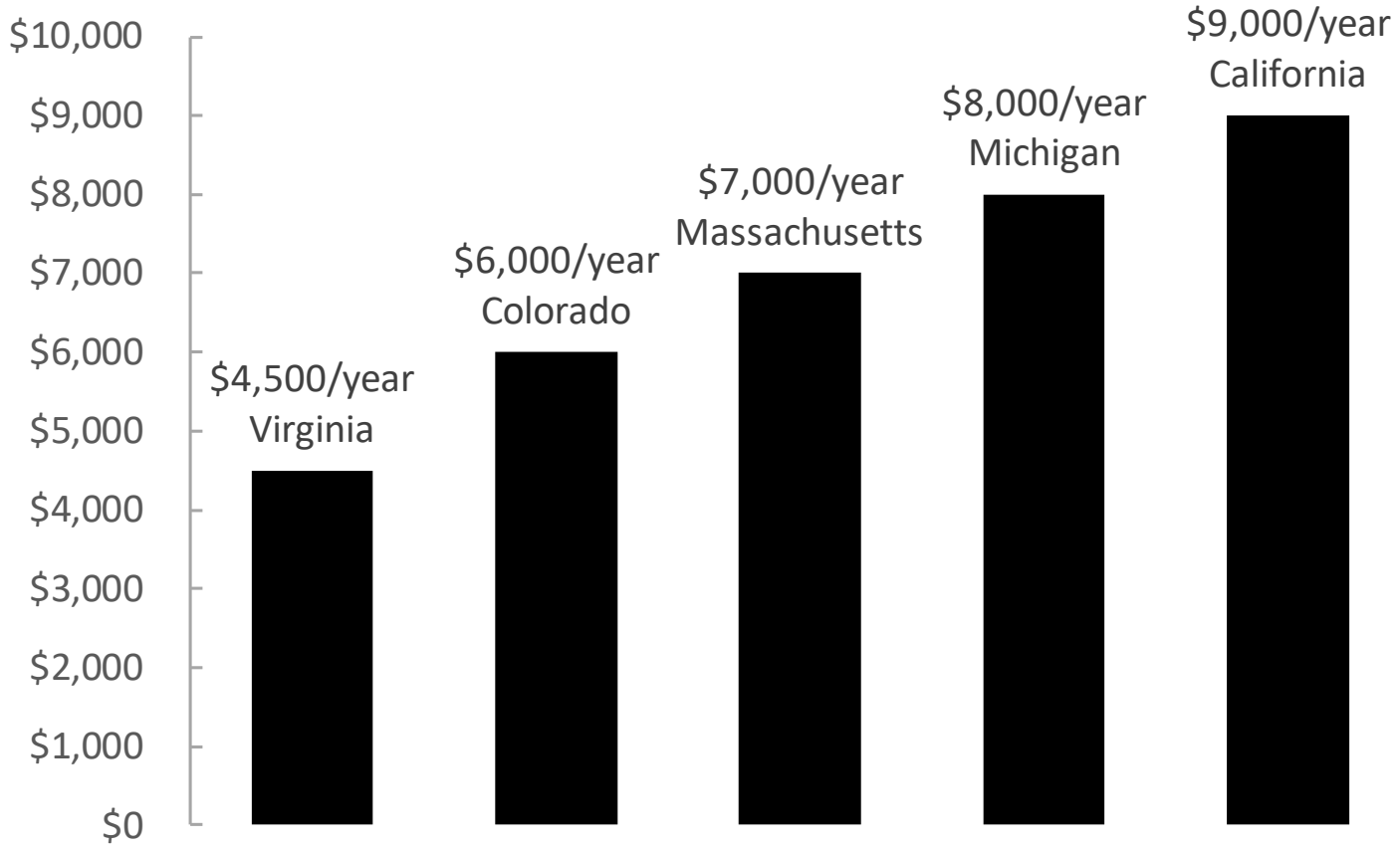
RENEWABLE ENERGY OPTIMIZATION

- charge during high renewable energy generation and low demand.
- discharge stored renewable energy when renewable generation is low

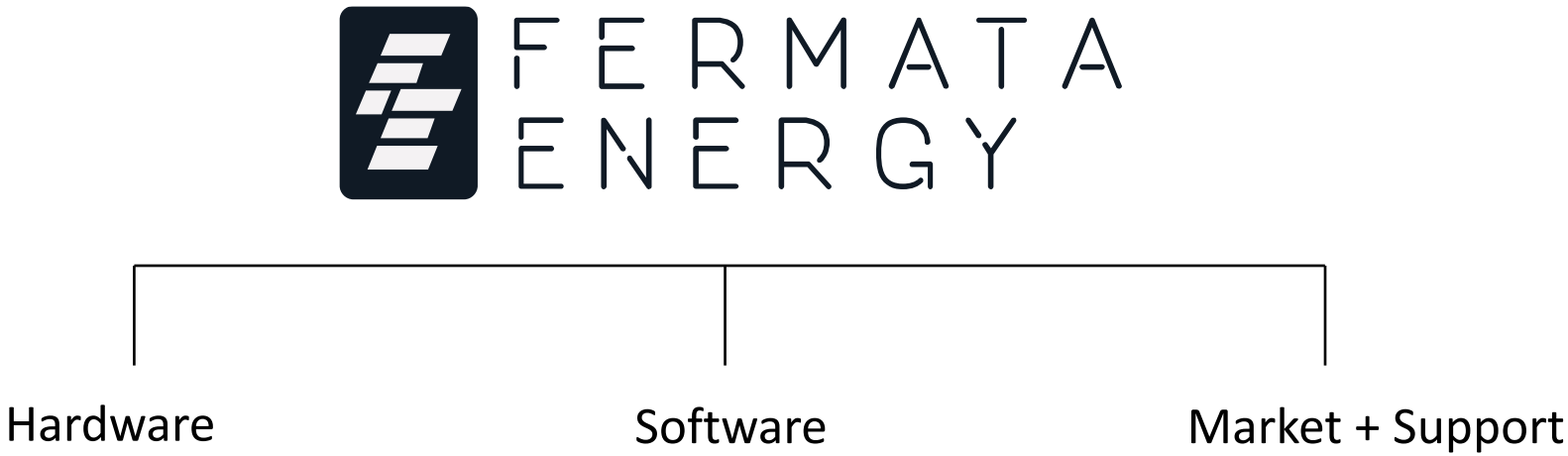


24/7 OPERATIONS - EIT Facility, VA

FERMATA PRO FORMA OPERATING RESULTS



BUSINESS



UTILITY PARTNER PROGRAM

UTILITY PARTNER PROGRAM

V2X UTILITY VALUE

- Asset utilization + return on equity
- Customer satisfaction + engagement
- Reliability + resilience
- Mandates + goals

V2X CUSTOMER VALUE

- Electricity bill + energy management
- Improved EV + charger TCO
- Incentives DR + other programs
- Resilience + backup power
- GHG reduction