



YOTFA
ENERGY

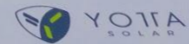
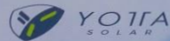
Company Presentation

The future of distributed energy storage



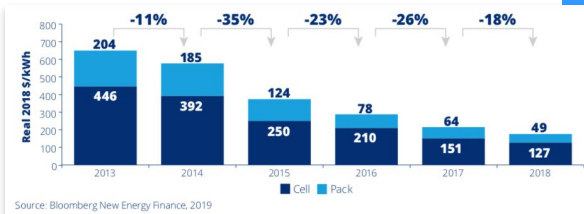
Yotta is an energy storage company
innovating a fully-integrated hardware
and software solution for microgrids.

**We simplify the application of energy
storage to solar projects at a lower cost.**



Market Trends: The Growth for Solar+Storage

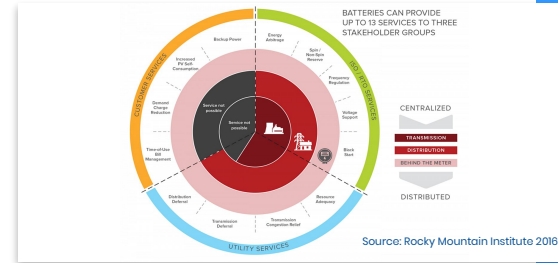
Economics: Lithium Battery Pricing



Lithium battery pricing is expected to fall below \$100/kWh.

Focus shift to soft costs

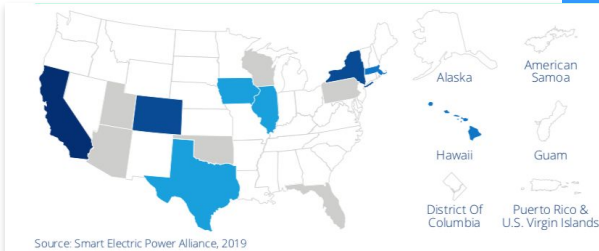
Value: Behind-the-Meter Highest Value



Distributed storage solves

- Resiliency
- Demand charge
- Other high value streams for utilities

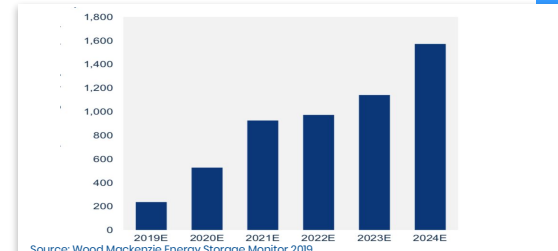
Demand: Mandates for Energy Storage



States have launched key mandates for solar+storage.

Unprecedented demand in CA

Growth: 10X Market Increase by 2024



Price reduction of solar + storage technologies have resulted in tremendous growth forecasts for commercial solar + storage

Energy Storage is at a tipping point and is relevant to the future growth of solar. Behind-the-meter commercial Solar+Storage will be a major market driver due to resiliency and demand charge reductions.

Centralized Solutions: Why they are missing the mark?



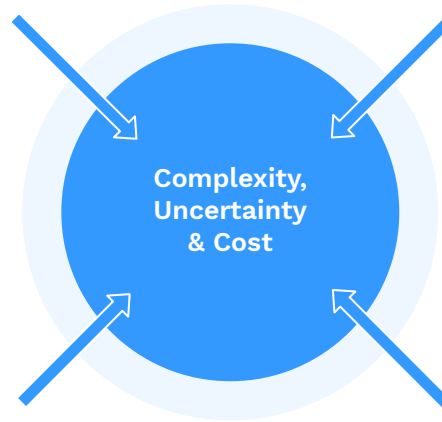
Space Constraints

- Siting ESS is harder in urban environments where small - medium commercial is located
- Certain buildings cannot give up access on any side of the building or have aesthetic concerns



Complex to Develop

- Designing energy storage is analysis intensive requiring economies that only come at scale
- Landlord-tenant agreements can be complex when permanent building modification is required



High Installed System Cost

- Fixed costs are high for small storage systems (permitting, customer acquisition etc.)
- Lack of standardization in design and installation results in highly variable soft costs for each building

Safety Concerns

- Single metal enclosures for cells/modules pose a significant risk from cascading thermal runaway
- Fire-suppression systems are inadequate, moving market towards smaller battery cabinets

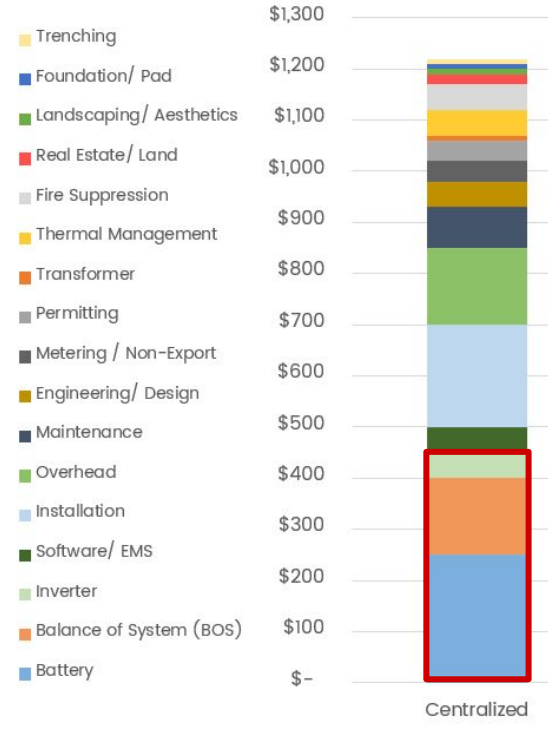
Highly system complexity and soft cost uncertainty miss the economics for small urban applications leaving a massive gap for ESS solutions in the largest C&I solar market - systems under 150kW.

Incumbent Solutions

Missing the mark on the largest market



Centralized Energy Storage



Non-ESS equipment costs dominate the total installed system cost of systems making the TCO too expensive for systems less than 1 MWh

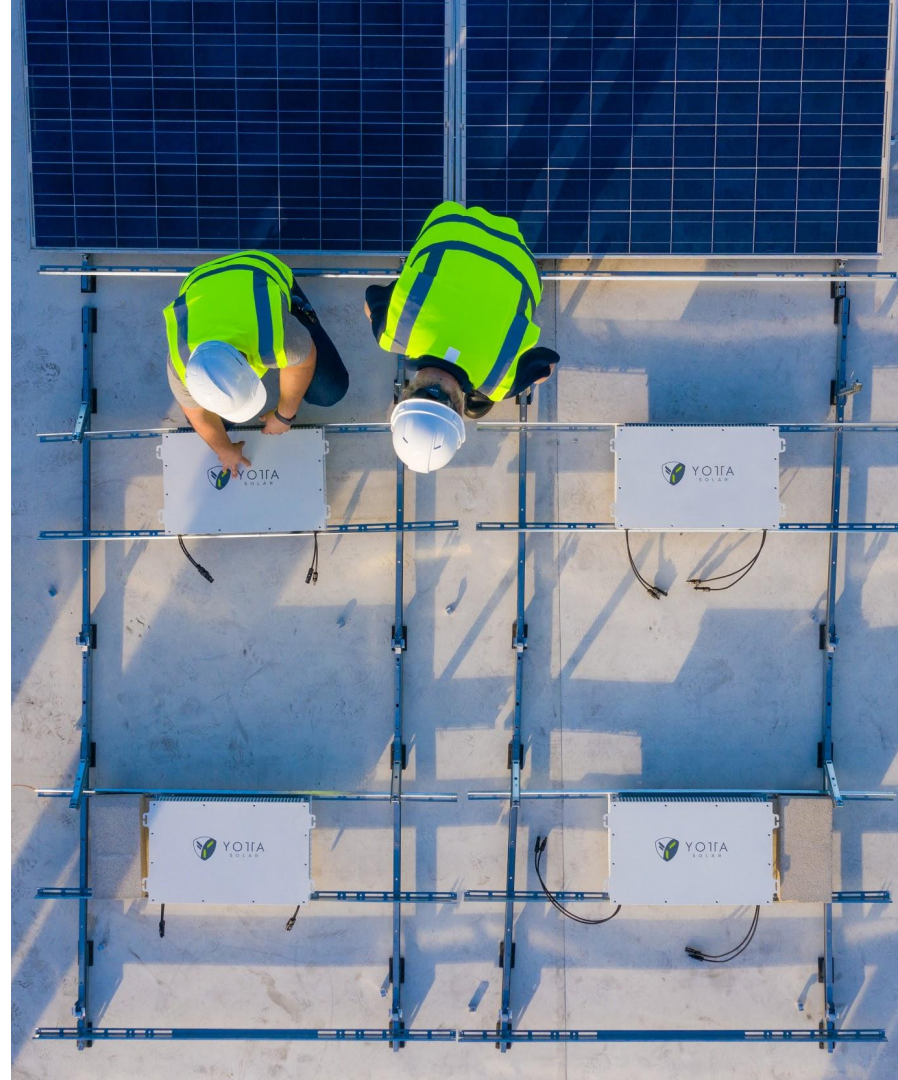
Introducing Yotta's **PV-Coupled™ Architecture**

A breakthrough in solar plus storage



Yotta Opportunity: eliminate soft costs & maintenance, minimize system complexity, increase flexibility, > 35% TCO reduction at launch - at scale aiming for > 50%

Outcome: dominance of the sub-1 MWh ESS market

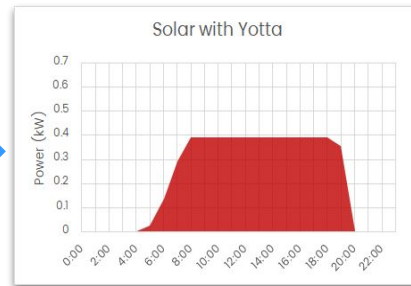
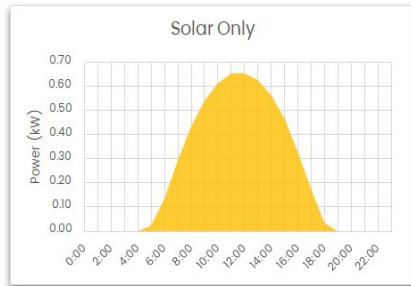


Maximizing Solar with PV Coupled™ Storage



Yotta's technology is the only PV Coupled™ energy storage solution for solar:

- Enables DC:AC ratios of up to 2:1
- Lowers interconnection fees/ avoids network upgrade fees
- Maximizes solar hosting capacity of distribution networks (and mitigates the duck curve)
- Lowers the $\$/W_{DC}$ of the inverter by >70%
- Combined value equivalent to **\$180/kWh of ESS installed**

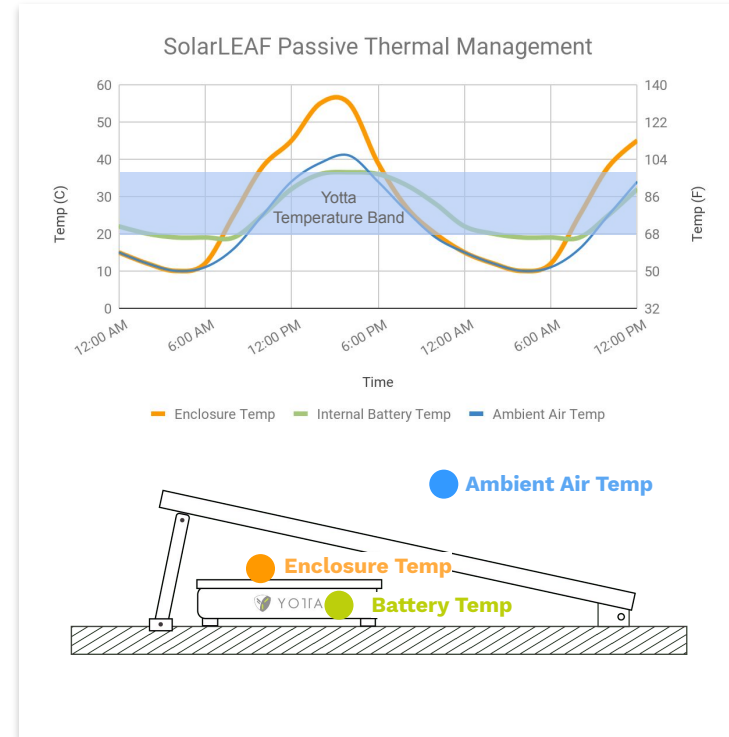


Reducing total installed cost through Balance of System (BOS) innovation

Breakthrough Patented Technology Enabling a New Class of Storage

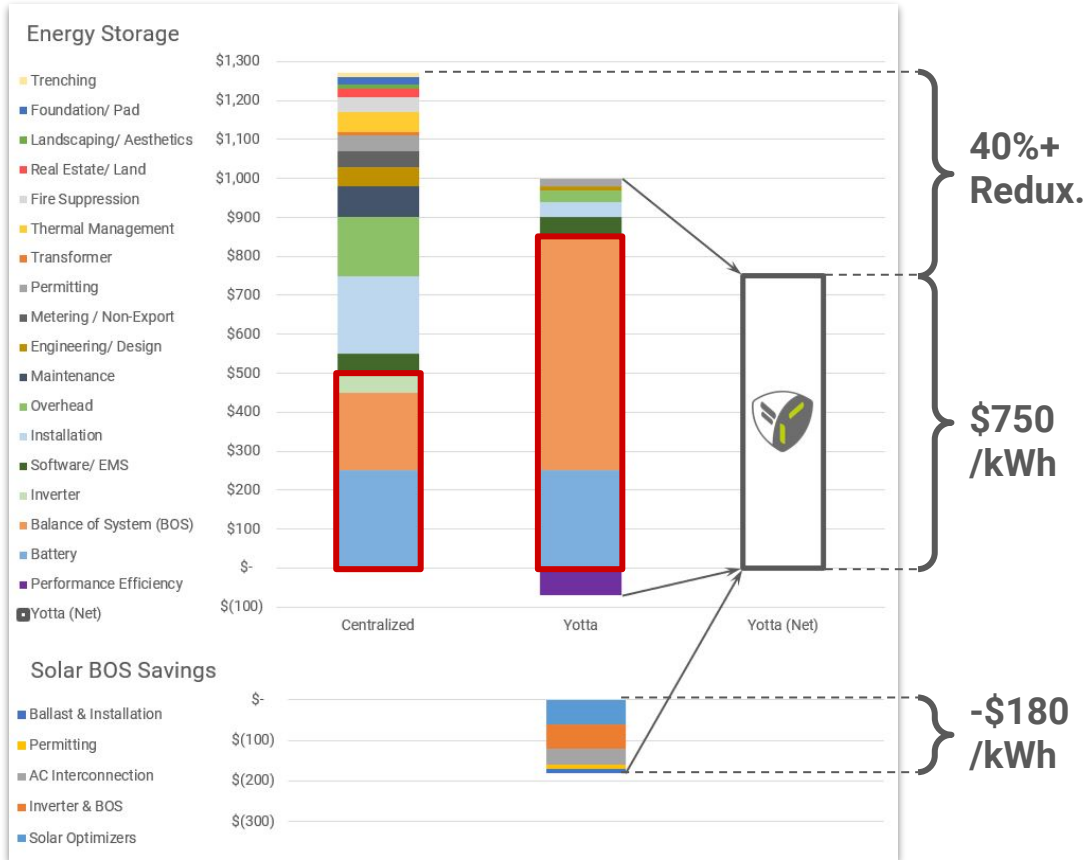
Yotta's Phase-Change / Heat-Exchange technology:

- Maintains batteries at their preferred working temperature range (70-100°F), even in the most extreme temperature environments
- Entirely solid-state, with no moving parts, requiring no electricity to thermally regulate and no maintenance for the life of the product
- Core patent issued. Two additional patents pending
- 3rd party verified performance and ongoing field testing:



Yotta's breakthrough passive thermal regulation technology achieves superior reliability and unlocks a "decentralized" energy storage format that is optimized to meet market demands in urban environments

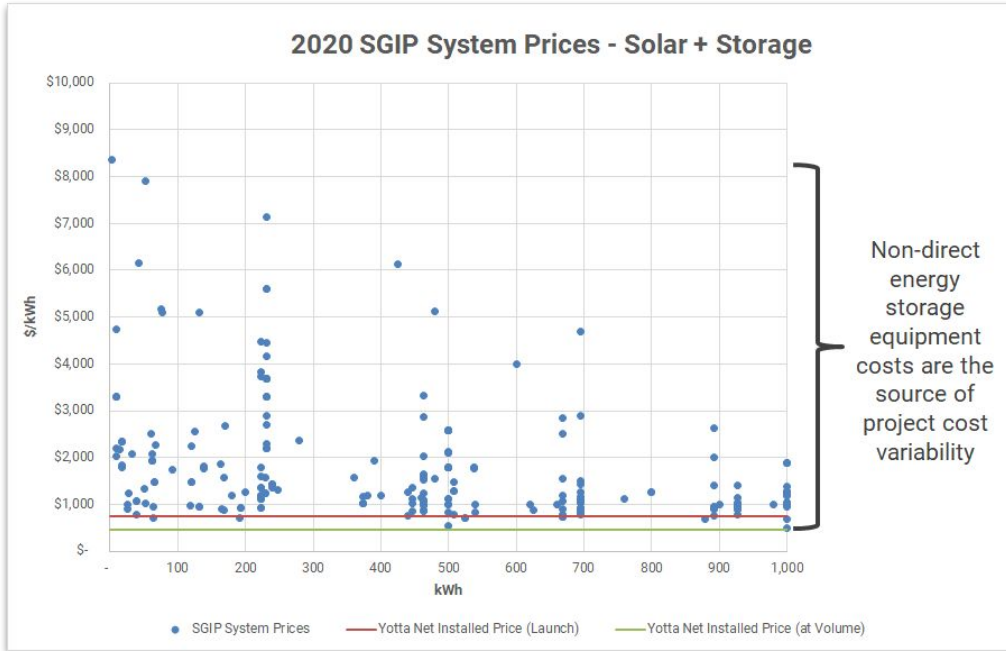
Yotta vs Centralized Storage (at launch)



Yotta's approach:

- Eliminates complexity
- Standardizes system integration
- Reduces the cost of the solar installation
- Results in a 40+% reduction in the cost of distributed energy storage
- Plan to reach 50% reduction once producing "at scale"

Centralized ESS Installed Cost Data



Source: California SGIP Data Set



High Cost Variability

- System costs are highly variable
- Lead to developers focusing on large systems only
- Difficult to establish repeatable approach



Market Complexities

- Each system is a customized project
- Difficult to augment over time
- Restricted to highly specialized companies

High variability in project cost means centralized storage is only feasible with larger systems. Yotta will be the most cost efficient for more than 80% of the market.

Advantages



Lowest Installation Cost

- Integrates directly into solar projects, offsetting ballast, reducing solar electrical BOS
- DC-Coupled, >95% battery efficiency
- Scales at same cost per kWh for any size project



Easiest to Implement

- Installed with solar PV
- Accommodate future load demands
- No additional footprint or permitting



Safest in Operation

- Safe Lithium-Iron-Phosphate chemistry
- Fire safe individual enclosures. UL 9540A tested
- Low Voltage System Design with 24/7 monitoring



System Demonstrations

Executing pilot demonstration systems with stakeholders in key markets



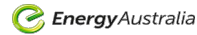
Carson, CA

A Microgrid system at the Central Plant next to centralized storage

Yotta is deploying a demonstration system at California State University in Dominguez Hills. The university has plans to build 1.5MWs of PV systems on 5 flat rooftops and is interested in SolarLEAF™ as a retrofit solution.

A previous centralized system took over a year to secure a suitable location on campus.

This site also serves as our demonstration pilot for California based solar installers.



Melbourne, Australia

Ballasted Commercial rooftop system at with Schneider Inverter

Energy Australia is the 3rd Largest retail utility in the country and has taken interest in our technology.

Yotta is working with their technology innovation team with a demonstration system showcasing Yotta's technology during peak summer temperatures (Jan-Feb). This will lead to larger commercial pilot and EA has express interest in becoming a channel partner to explore the technology for their commercial customers through a strategic investment.



Additional Opportunities



Working with CPS Energy on demonstration pilot in San Antonio



Working with Enel X Innovation team on demonstration system



Several NY based Pilot Projects in discussion with Build Edison, Murata, and CUNY

Path to Market

Preferred Partner Program (P3)

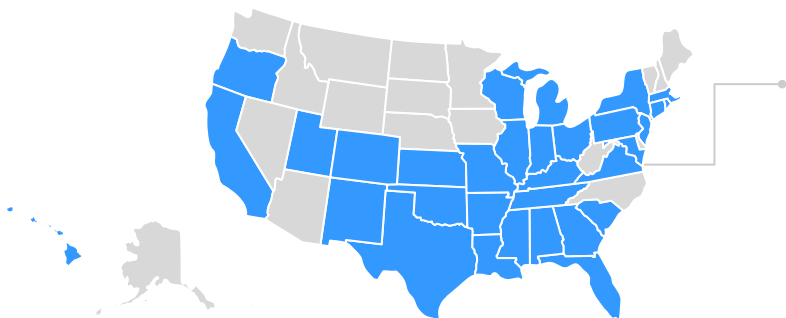
Solar Developers

Select leading solar+storage developers for pilot testing and feedback in exchange for preferential pricing.

Joint-Industry-Partnerships (JIP)

Utilities and Ecosystem

Work globally with progressive utilities and ecosystem partners to deploy pilots and validate technology.



Since we launched the P3 Program in September 2019, Yotta has **over 52** US applicants Representing **32 different States**

What our customers are saying

"Empower serves the C&I solar & storage market and this would uniquely fill a void and provide some interesting competitive advantages."

-EMPOWER ENERGIES

"Competitive pricing and high temperature specs are really exciting."

-STATEWIDE RENEWABLE, LLC

"Ease of installation versus build up applications which have limited space for storage inside existing buildings. As the largest solar company in our area, we are hearing the need for more and more storage applications."

- RES

Ecosystem Launch Partners

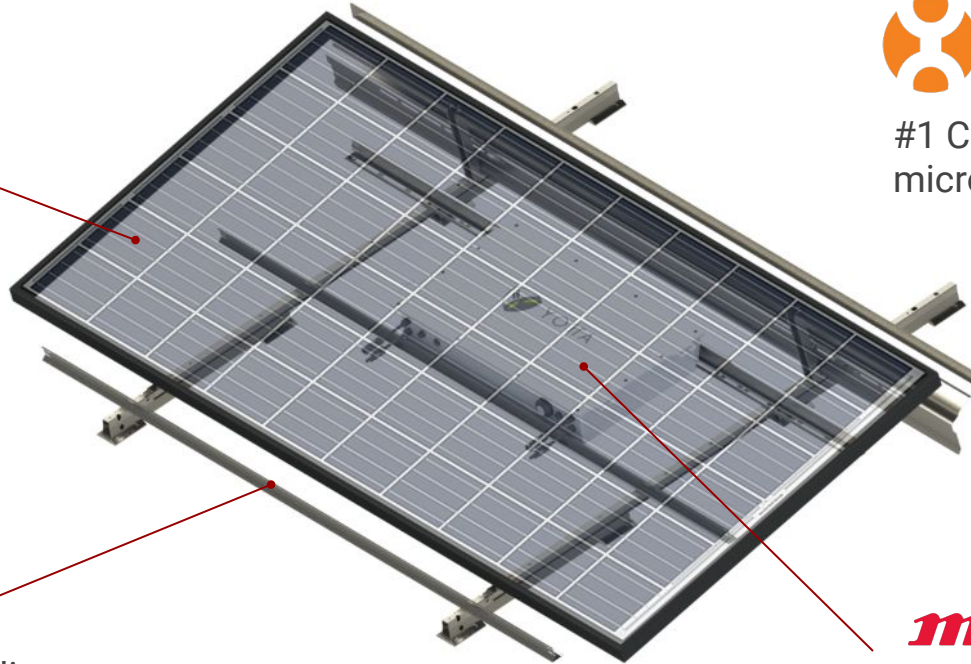


#1 Commercial solar panel supplier



PANELCLAW[®]

#1 Ballast racking supplier



#1 Commercial solar microinverter supplier



muRata

#1 LiFePO₄ Battery Cells

Amazing combination of companies combining to deliver the industry's #1 solar + storage solution

Industry Awarded Technology



YOTIA



2017
Winner



2018
Cleantech Winner



2019
Startup of the Year



LOS ANGELES
2019
Trailblazer Award



YOTTA

ENERGY

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