



cool technology for hot water.

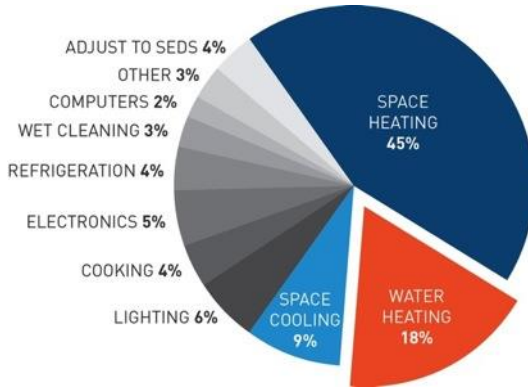
Aquanta Inc.
1616 Anderson Road
McLean VA 22102
www.aquanta.io

Bringing the Water Heater Installed Base Into the 21st Century

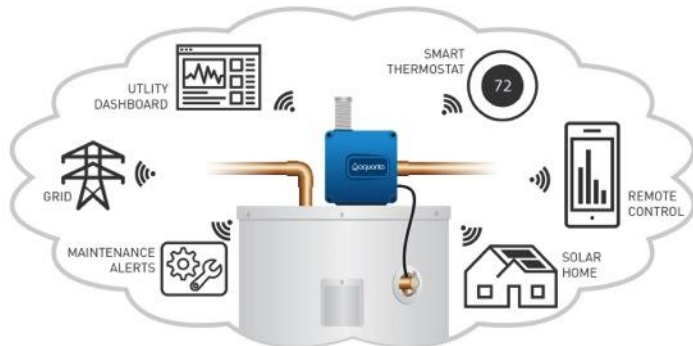
① Customer Value



② EE/ Cost Savings

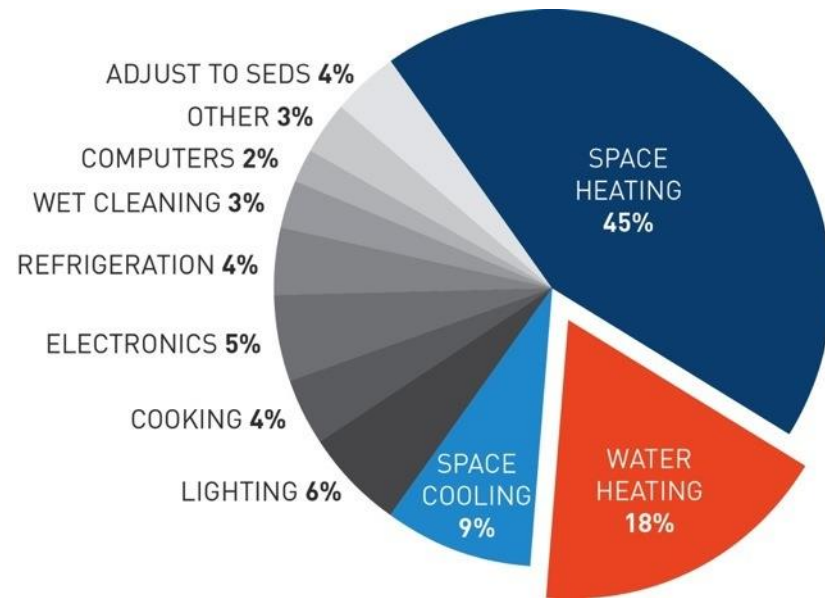


③ Grid Integration



Water Heating Energy: An Untapped Opportunity

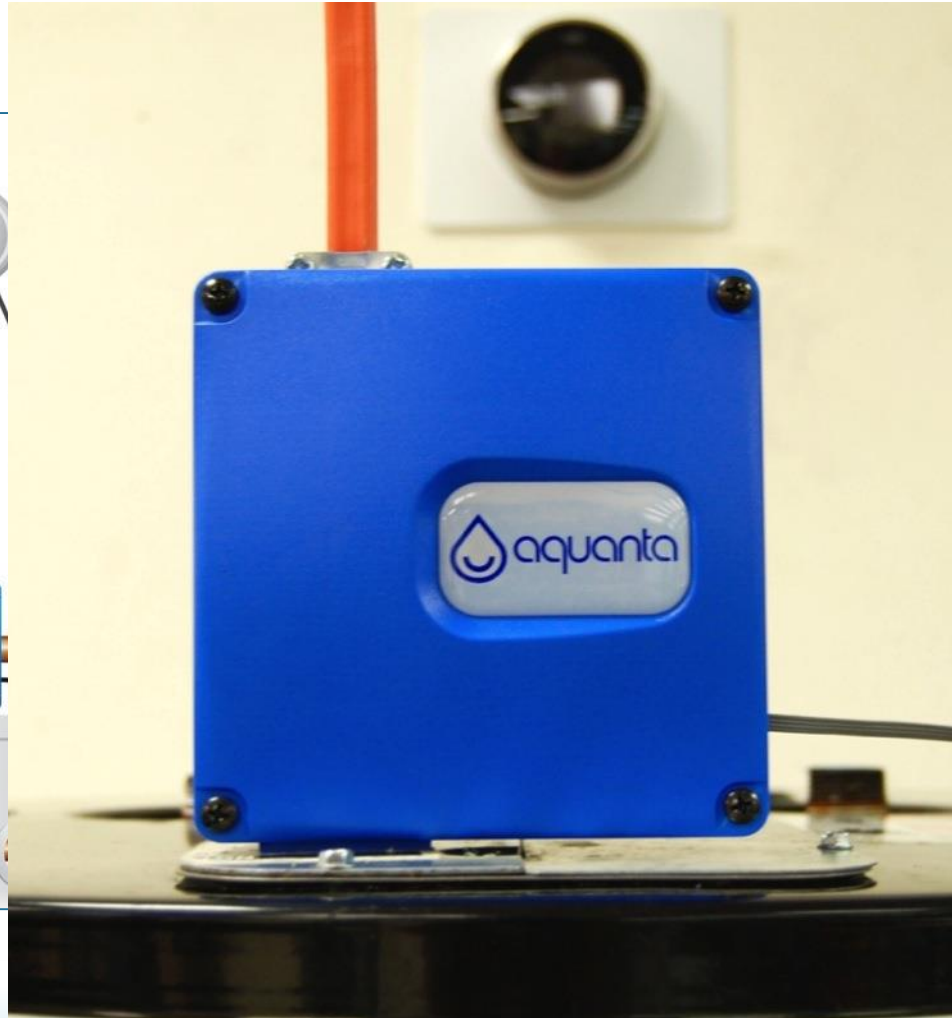
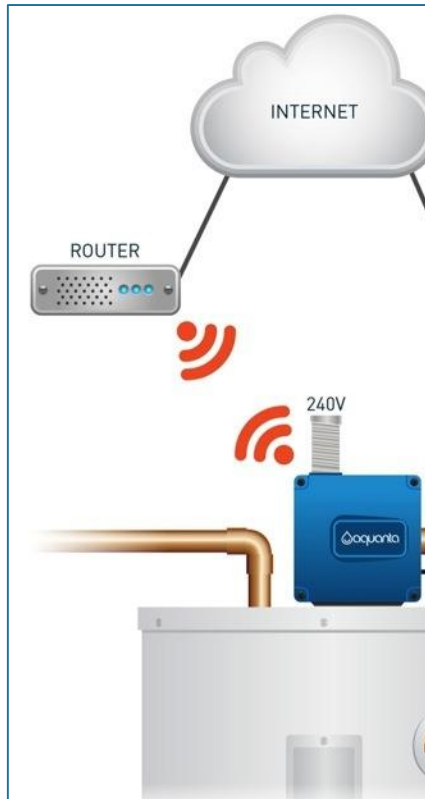
A BIGGER SLICE THAN MOST THINK



MACRO OPPORTUNITY

- ▶ 125mm+ Residential WH Installed Base in NA
- ▶ Annual Residential WH Impact
 - \$32B energy spending
 - 2.9 Quads energy used
 - 150mm metric tons CO₂
- ▶ 20-50% of Energy Input Wasted
- ▶ \$3.6B/Yr Utility Grid Integration Opportunity

Aquanta Water Heater Controller



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Smart Grid
al **Retrofit**
friendly

Versions

% of US WH



Customer Value

▶ Convenience

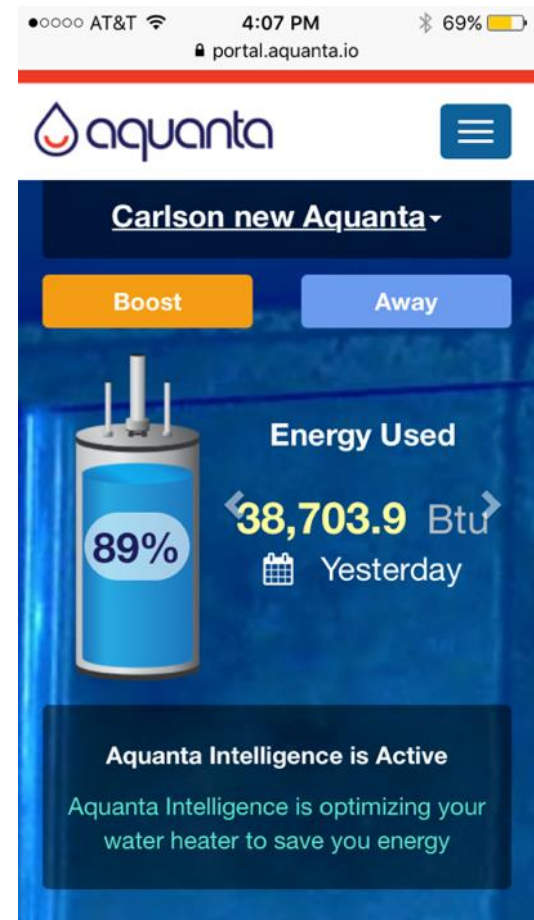
- Remote WH monitoring & control
- Manual temp/time scheduling

▶ Comfort

- Auto-learning (“Aquanta Intelligence”)
- Hot Water Available %

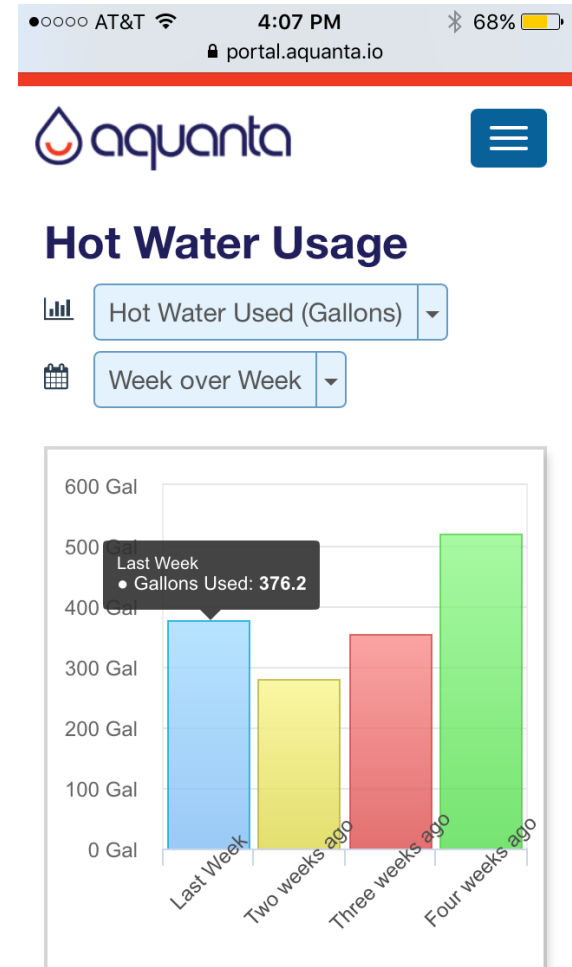
▶ Control

- Leak detection/maintenance alerts
- Smart home integration

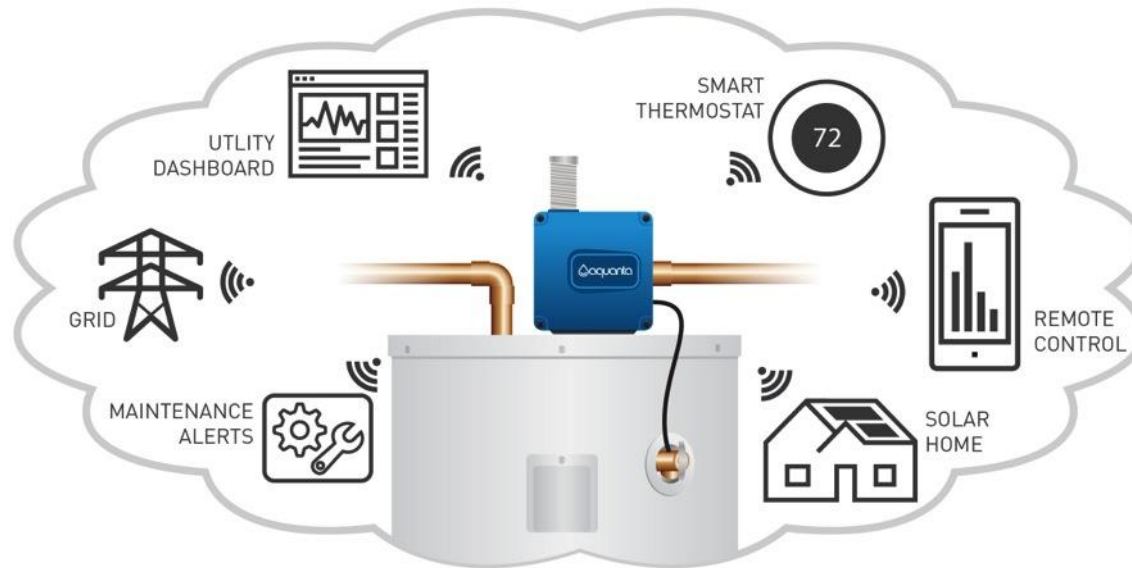


Energy Efficiency

- ▶ **Intelligent/Auto Control**
 - Reduced standby losses
 - Lower tank temperatures
 - Reduced heat cycling
 - Reduce of overheating (setpoint control)
- ▶ **Manual Control**
 - *Away/Vacation setting*
- ▶ **Behavioral**
 - Identify related saving opportunities
 - Peer comparisons



Grid Integration



- ▶ DR/capacity markets
- ▶ Enable TOU/variable pricing
- ▶ Storage/WH as battery
- ▶ Renewables integration
- ▶ Mitigate demand charges
- ▶ Whole home energy management

Addressing 125mm+ Site Market

- Units in 43 States, 6 Provinces
- Manufactured in US
- #1 Google Search Rank
- 2 Dozen+ Utility Trials
- Initial Major Utility Programs Start Q1 '17

