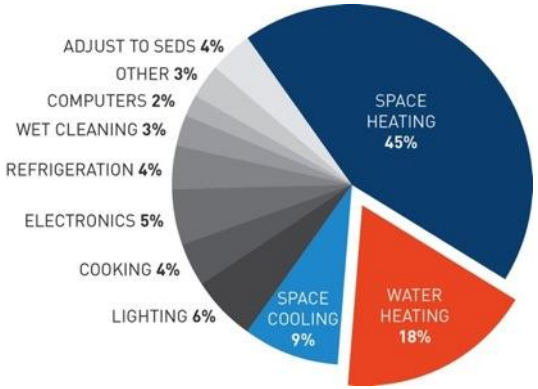
cool technology for hot water.

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

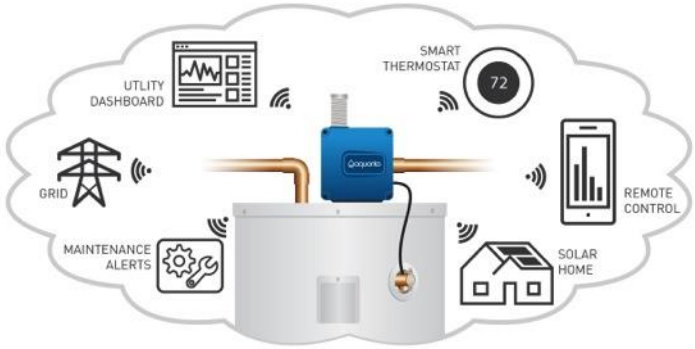
Bringing the Water Heater Installed Base Into the 21st Century

① Customer Value

② EE/ Cost Savings



③ Grid Integration



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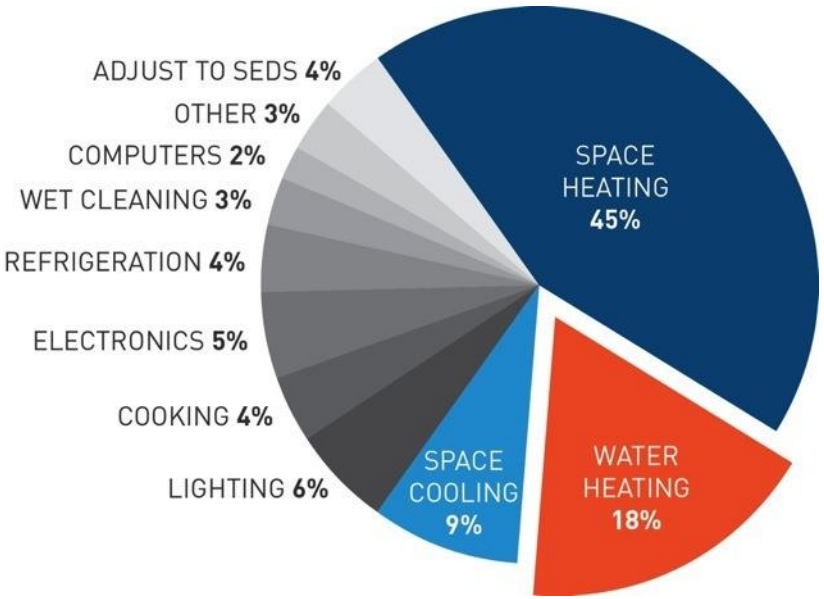
Water Heating Energy: An Untapped Opportunity

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 CO_2
- 20-50% of Energy Input Wasted
- $3.6B/Yr Utility Grid Integration Opportunity

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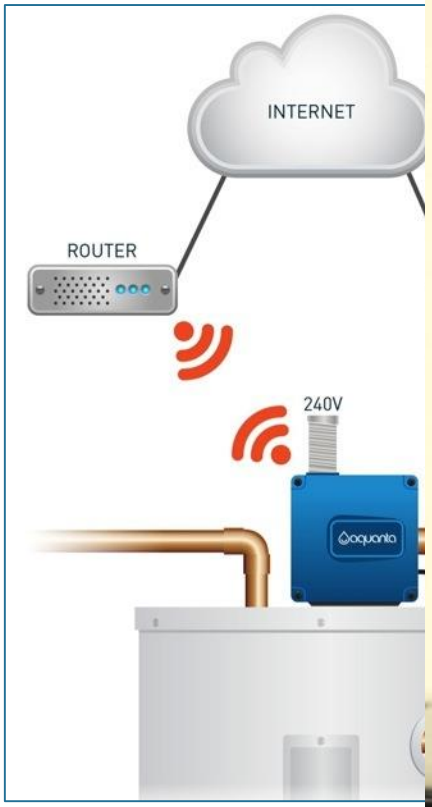
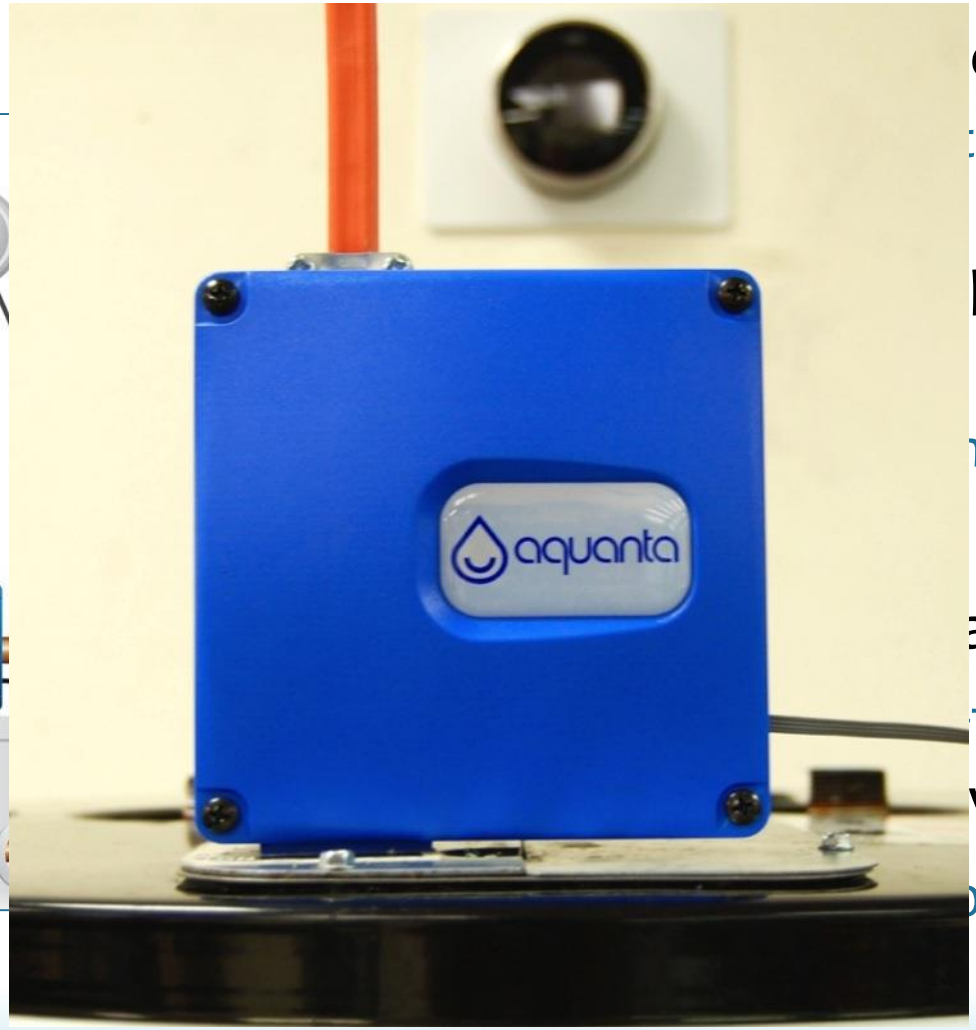
Aquanta Water Heater Controller





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Smart Grid

al **Retrofit**

friendly

Versions

% of US WH

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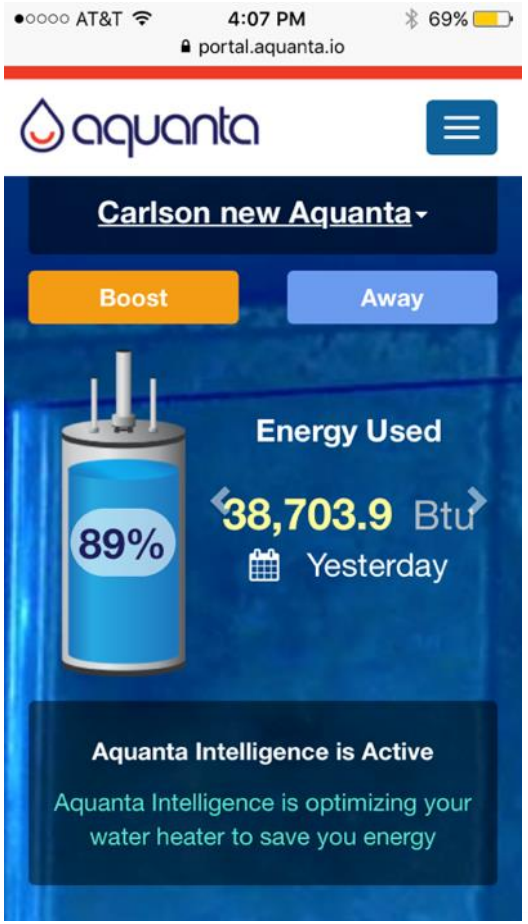
Customer Value

- *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



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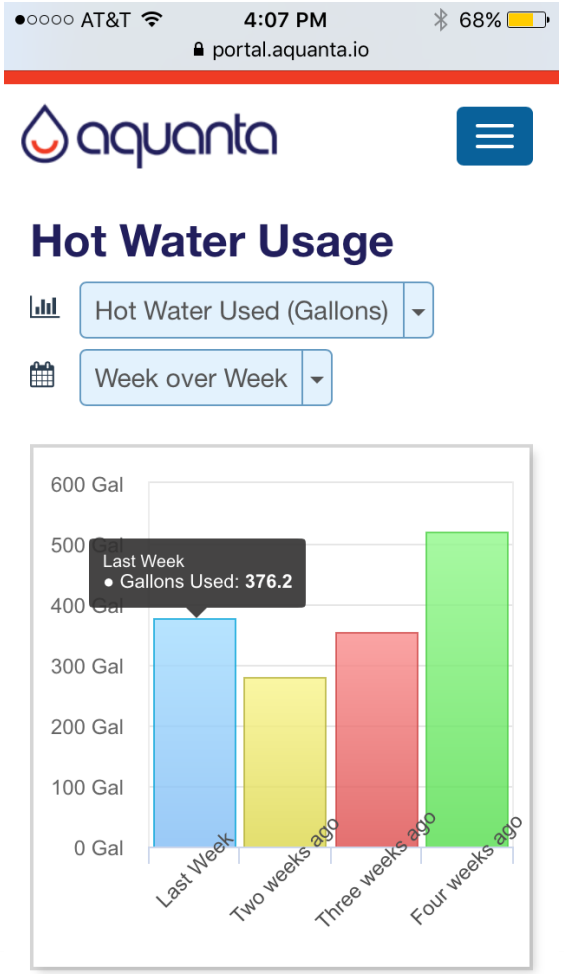
Energy Efficiency

- *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



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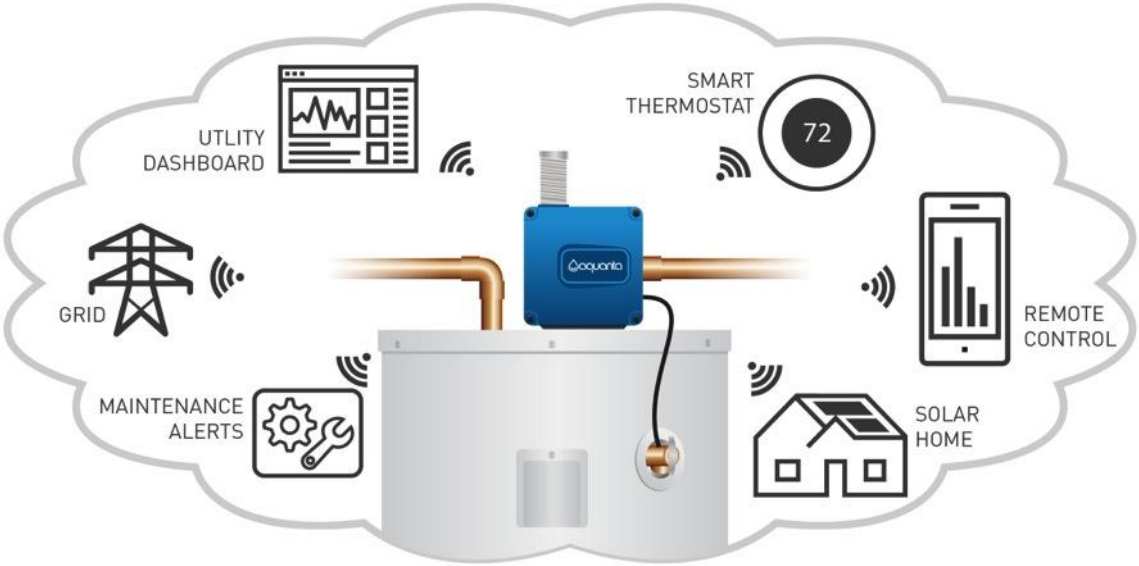
Grid Integration



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

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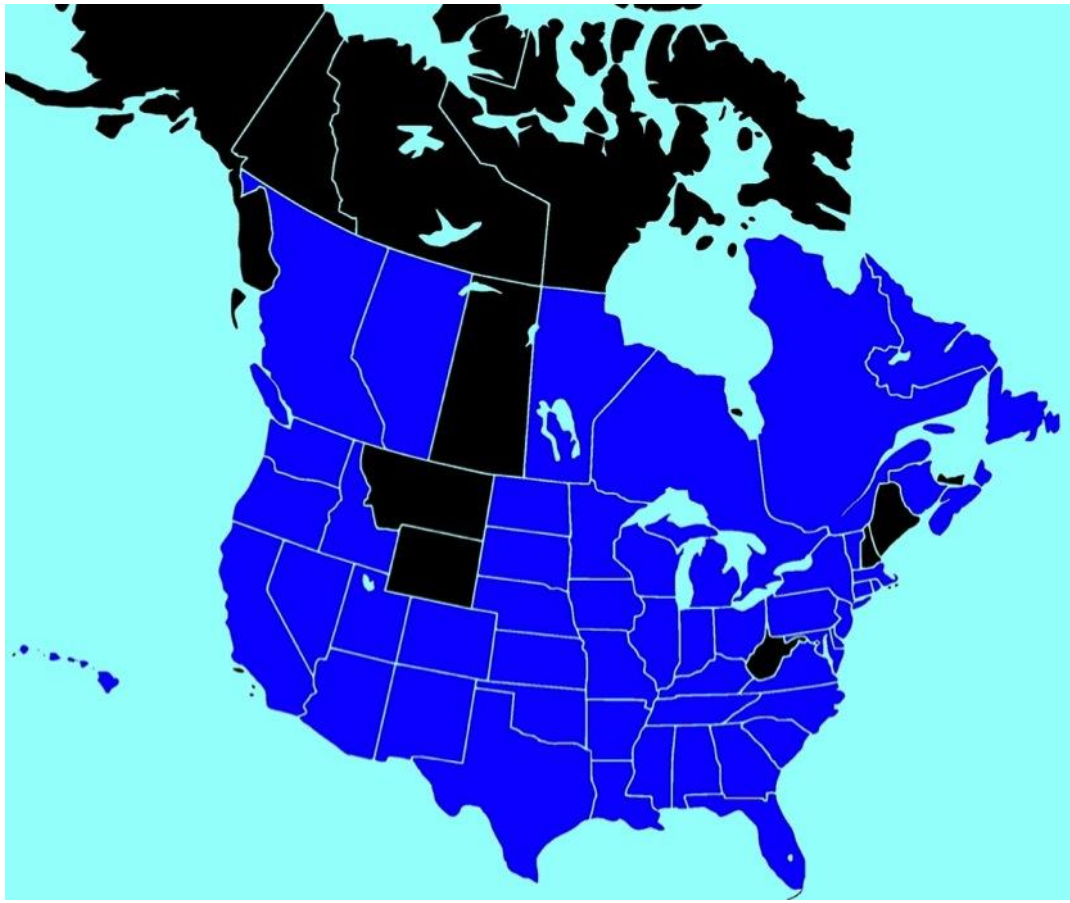
Addressing 125mm+ Site Market

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



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