

TECHNOLOGY ENABLED ENERGY SERVICES

<TITLE>

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SIZING POWER FOR THE FUTURE???

FLUIDICENERGY
breakthrough • clean • intelligent

Lead-Acid Technology



Planté Battery (circa 1859)

Still, up to today whereas a wide choice of other technologies is available the MAJORITY of backup is based upon Lead Acid Technology, soon reaching its 155th anniversary.

And irrespective to the continued amount of research put into the core VRLA technology, since the Gel and AGM "upgrade" in the seventies (yes, 19seventies) no significant improvements have been made.

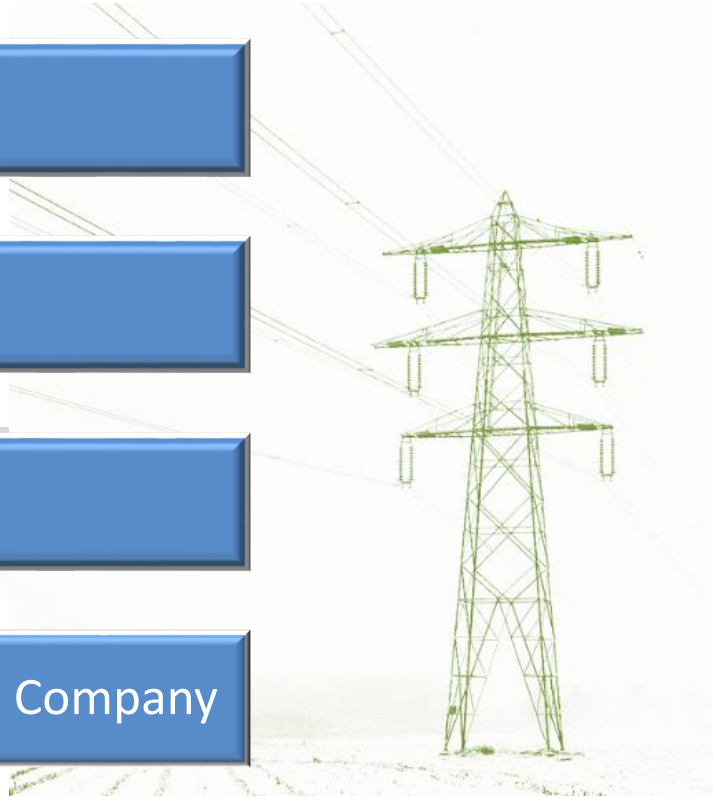
Unfortunately same technology is mostly just packaged, re-packaged and re-named whereas marketing agencies have come-up with creative names as **"Extra deep Cycle"**, **"Extreme Cycle", "Mega Cycle"** and so on and so forth but, it's still and always will be the same old ……Lead-Acid Technology.

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SUMMARY

FLUIDICENERGY
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- Industry Power Trends
- Challenges with Sizing Power
- Fluidic Energy – Introduction
- A Technology Enabled Energy Services Company



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INDUSTRY POWER TRENDS

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Reducing Power Requirements

Typical indoor site with AC cooling, BTS with an average **2.5kW** load







Typical modernised outdoor site without AC, BTS with an average **1.2kW** load.









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INDUSTRY POWER TRENDS

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But Customer Needs Continue to Drive Increased Power Requirement



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Site Sharing and Tower Co's are Here to Stay..



Operator 1



Operator 2

And 2 Operators sharing one site is a MIMIMUM!

We are soon back at site-loads of **2.5kW** per Operator

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INDUSTRY POWER TRENDS

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The challenge…

The Industry is Commoditizing and Everyone needs to Rethink their Business Models, there are no Sacred Cow's any longer!

Operators will go to long-term Strategic Technical Plans, focused on

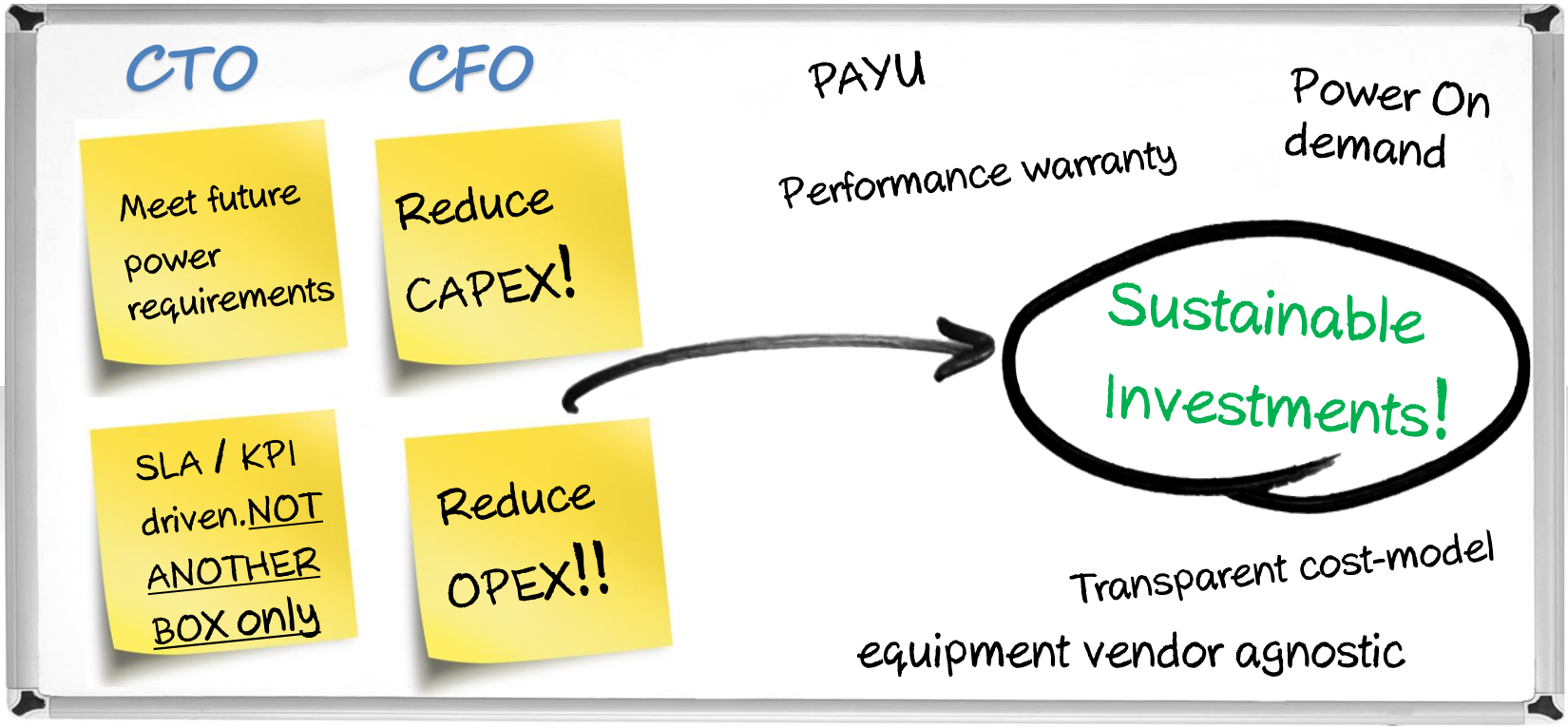
1. **Reducing Total Cost** and;
2. **Sustainable Multi-Year CAPEX** investments, or;
    1. **5-7 Year** (equal to depreciation period) **OPEX Agreements, with;**
    2. **End-to-End, KPI based Services** from the Vendor Partner

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Key Focus Areas, THE MAGIC "POWER" Words

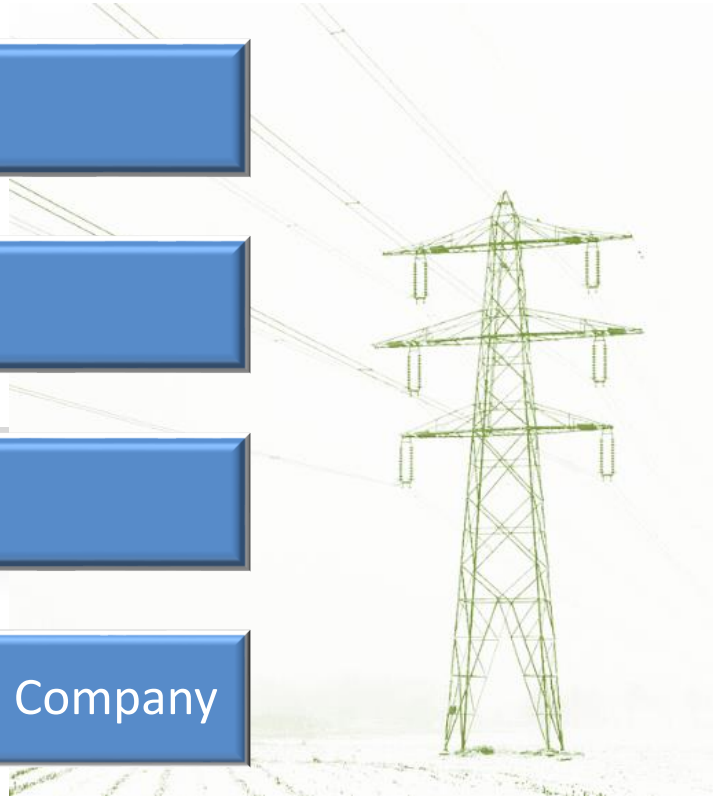


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When Do You Need to Replace your Batteries?





In reality you will always replace batteries too late, simply costing you revenue and impacting your customer satisfaction

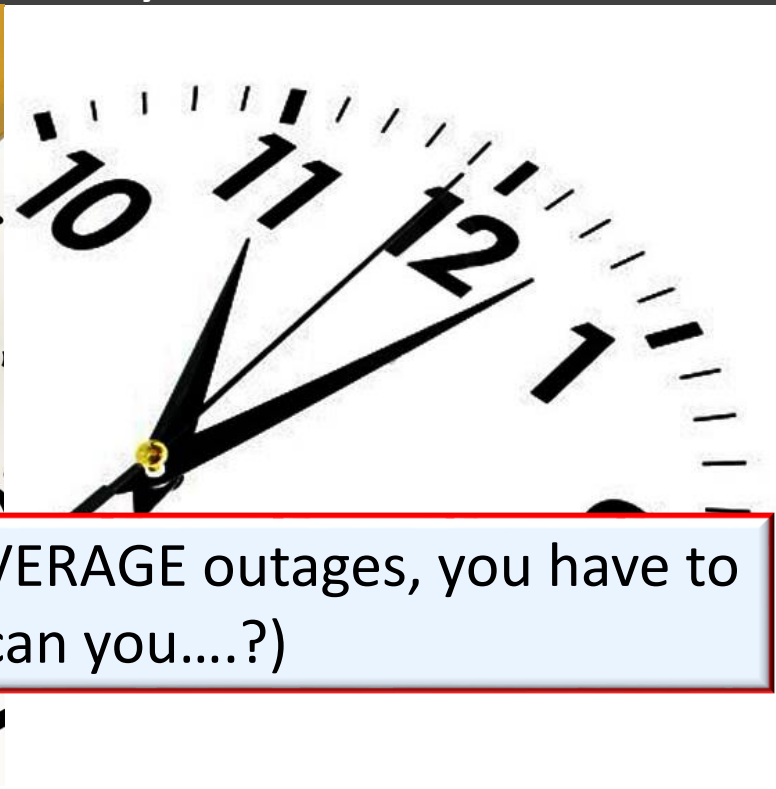
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For what outage-profile do you scale your batteries?





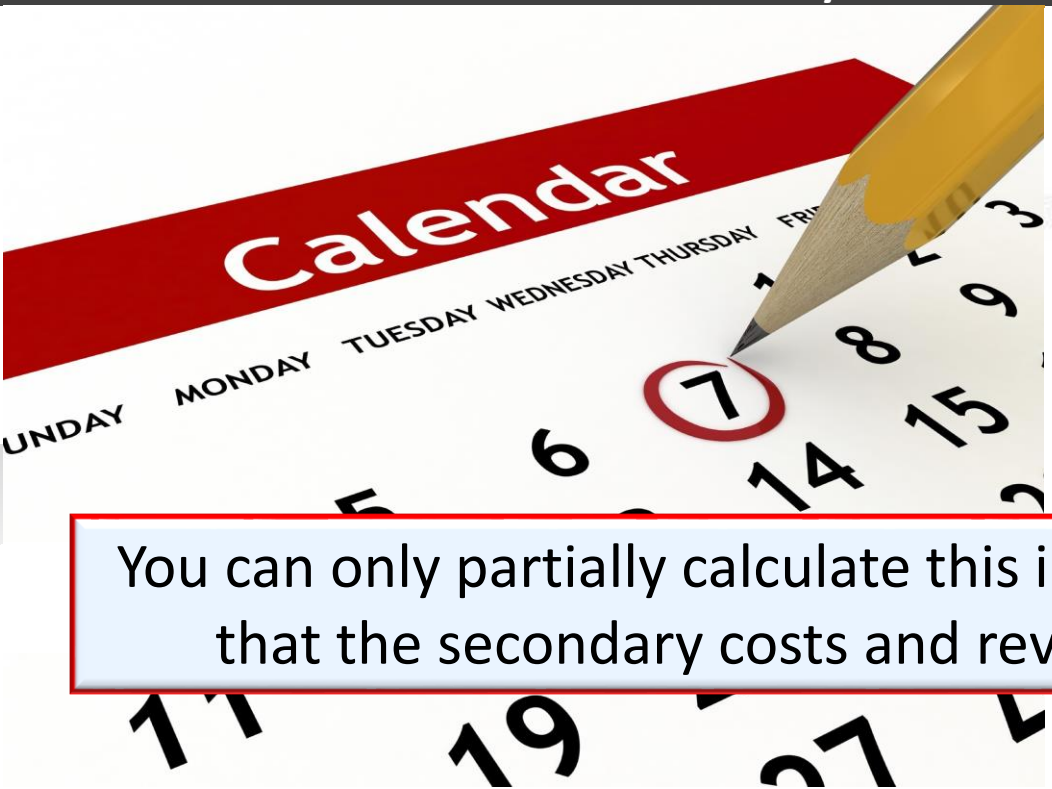
You can’t build a battery-bank for AVERAGE outages, you have to build for MAX (or can you….?)

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When will your batteries be stolen?





You can only partially calculate this in a business-case but fact is that the secondary costs and revenue losses will be high

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SELECTING AN AUXILIARY POWER SOLUTION

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Does Any of These Meet Your Current and Future Needs?

	VRLA	OPzV	Li-P-Fe	Gen-Set
Long (guaranteed) Life-time (> 3year)				
Non Toxic – Environmentally Benign				
Local manufacturing				
Up to 6 year Performance warranty				
Scalable Capacity (any time)				
Risk of Theft				
Life-time impact of ## of Cycles, Temperature, Depth of Discharge and Partial State of charge				
Integrated* and Fully Transparent Monitoring				

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CONCLUSION

So, based on previous a Diesel Genset is still the most ideal solution!!

This solves many of the shortfalls of the other technologies but does NOT meet the need for Lower Capex, Lower Opex, nor provides it an Environmentally Sustainable Investment.



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TIME FOR A CHANGE

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Partnering with an Energy Service Provider

"the time has come for the Industry to stop buying "boxes" and move to an Energy Service Partner model Capable of Delivering on their "Magic Power Words".







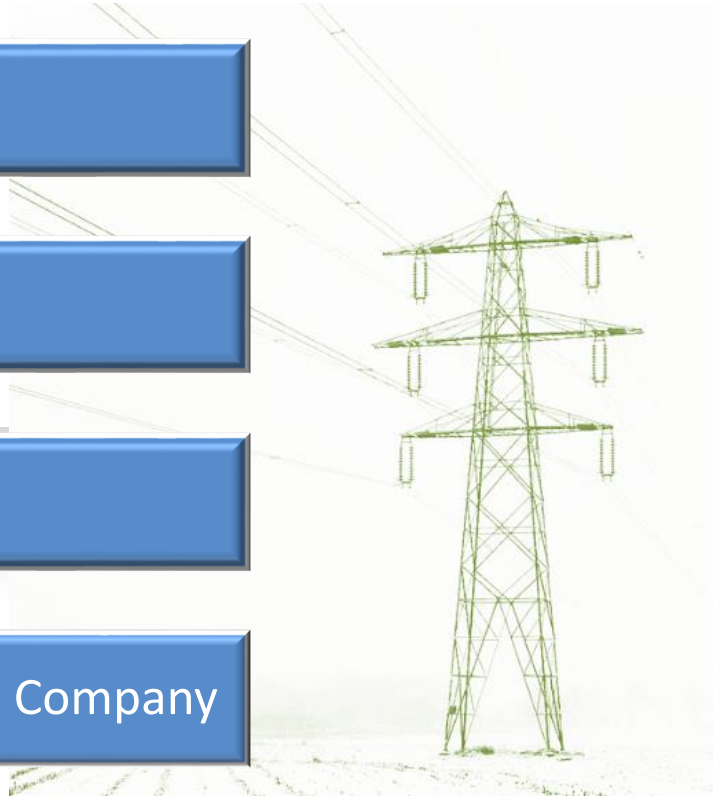
- Sustainable Investments ✓
- Reducing OPEX ✓
- Reducing Capex ✓
- Flexibility for Future Needs ✓

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COMPLETELY-IN-CANAL HEARING AIDS (CIC)

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What has a hearing-aid to do with Base-stations ???

COMPLETELY-IN-CANAL HEARING AIDS (CIC)

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If you would need to fit as MUCH as possible energy into a as SMALL as possible form-factor, WHAT type of battery would you use?

The Periodic Table

1 H																	2 He
3 Li	4 Be											5 B	6 C	7 N	8 O	9 F	10 Ne
11 Na	12 Mg											13 Al	14 Si	15 P	16 S	17 Cl	18 Ar
19 K	20 Ca	21 Sc	22 Ti	23 V	24 Cr	25 Mn	26 Fe	27 Co	28 Ni	29 Cu	30 Zn	31 Ga	32 Ge	33 As	34 Se	35 Br	36 Kr
37 Rb	38 Sr	39 Y	40 Zr	41 Nb	42 Mo	43 Tc	44 Ru	45 Rh	46 Pd	47 Ag	48 Cd	49 In	50 Sn	51 Sb	52 Te	53 I	54 Xe
55 Cs	56 Ba	57-71	72 Hf	73 Ta	74 W	75 Re	76 Os	77 Ir	78 Pt	79 Au	80 Hg	81 Tl	82 Pb	83 Bi	84 Po	85 At	86 Rn
87 Fr	88 Ra	89-103	104 Rf	105 Db	106 Sg	107 Bh	108 Hs	109 Mt	110 Ds	111 Rg	112 Cn	113 Uut	114 Fl	115 Uup	116 Lv	117 Uus	118 Uuo

57 La	58 Ce	59 Pr	60 Nd	61 Pm	62 Sm	63 Eu	64 Gd	65 Tb	66 Dy	67 Ho	68 Er	69 Tm	70 Yb	71 Lu
89 Ac	90 Th	91 Pa	92 U	93 Np	94 Pu	95 Am	96 Cm	97 Bk	98 Cf	99 Es	100 Fm	101 Md	102 No	103 Lr

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ZINC-AIR TECHNOLOGY

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	Pb	Zn	
Atomic Weight	237	65	g/mol
valency	2	2	e-
# of atoms	2	1	
(note that it's 1 Pb at anode and 1 Pb at cathode)			
Cell pot.	2.1	1.4	
	5.34E+21	2.59E+22	eV/g
Ratio	4.86		
DoD limits	50%	95%	
Factor	9.24		

In short: Zinc-based batteries can potentially store up to 9 times more energy per equal weight then a standard Lead-based battery

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SHOULD WE WEAR A TURTLENECK?

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Wouldn't it be great if someone would make **intelligent batteries,** the *management & control* layer around it and the software to operate all of it in the most ideal and efficient way?

i.e. make the hardware AND the software to get a reliable and efficient solution.









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SHOULD WE WEAR A TURTLENECK?

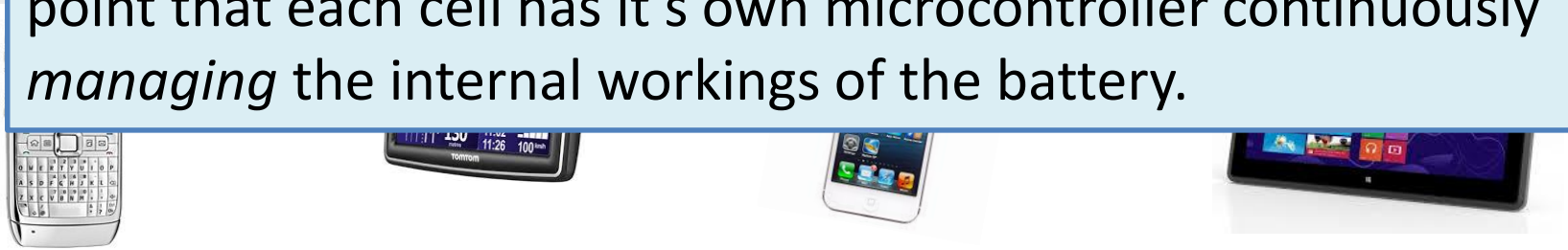
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Wouldn't it be **great if someone would make intelligent batteries**
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i.e.

Many (most) battery-management control logics work from **outside-in** i.e. "observe" the state of the batteries from external factors as LVD, Temperature…..

Fluidic manages their Technology from **Inside-out**, up to the point that each cell has it's own microcontroller continuously *managing* the internal workings of the battery.



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Zinc-Air in the news

Recently Zinc-Air technology has become increasingly subject to regained interest of various industries.

9 September 2013

Zinc-air Battery Company Claims Novel Electrolyte Will Do The Trick

Move over, lithium-ion. A start-up company in northwestern Montana reports that it has solved the rechargeable problem that has dogged zinc-air battery development and will soon be in competition with the dominant lithium-ion technology.

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Zinc-Air in the news

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Stanford Report, June 4, 2013

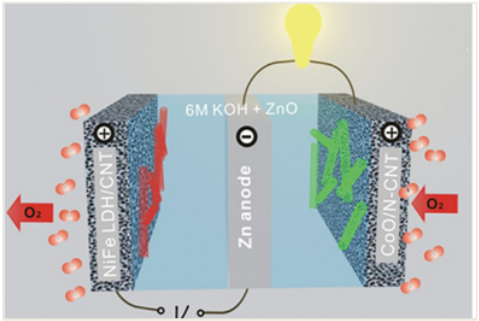
Stanford scientists develop efficient zinc-air battery

Stanford scientists have created a zinc-air battery that could become a low-cost alternative to lithium-ion technology.

BY MARK SHWARTZ

Stanford University scientists have created an advanced zinc-air battery with higher catalytic activity and durability than similar batteries made with platinum and other costly catalysts. The results, published in the journal *Nature Communications*, could lead to the development of a low-cost alternative to conventional lithium-ion technology widely used today, the researchers said.

Dai Lab



An advanced zinc-air battery could lead to a low-cost alternative to conventional lithium-ion technology.

"There have been increasing demands for high-performance, inexpensive and safe batteries for portable electronics, electric vehicles and other energy storage applications," said Hongjie Dai, a professor of chemistry at Stanford and the lead author of the study. "Metal-air batteries offer a possible low-cost solution."

According to Dai, lithium-ion batteries have attracted the most attention, despite their limited energy density (energy stored per unit volume), high cost and safety problems. "With ample supply of oxygen from the atmosphere, metal-air batteries have drastically higher theoretical energy density than either traditional aqueous batteries or lithium-ion batteries," he said. "Among them, zinc-air is technically and economically the most viable option."

ZINC

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Zinc-Air in the news

Recent ngly subject to regaine

Stanford Report, June 4, 2

Stanford s battery

Stanford scientist cost alternative to

BY MARK SHWARTZ

Stanford University sc advanced zinc-air batt activity and durability made with platinum a The results, published *Communications*, cou of a low-cost alternati ion technology widely researchers said.

"There have been incr performance, inexpen portable electronics, e energy storage applica professor of chemistry author of the study. "M possible low-cost solu

According to Dai, lithiu energy density (energy of oxygen from the atr density than either tra zinc-air is technically a

Nanomaterial Introduces Zinc-Air Batteries to the EV Party

By Dexter Johnson
Posted 31 May 2013 | 19:18 GMT

Share | Email | Print



It seems both the commercial markets and the research community are coming to terms with the idea that the energy density (the amount of energy stored per unit volume) of lithium-ion (Li-ion) batteries will keep them from ever becoming a completely satisfactory solution to powering all-electric vehicles (EVs).

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Zinc-Air in the news

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Stanford Report, June 4, 2…

Stanford s… battery

Stanford scientist… cost alternative to…

BY MARK SHWARTZ

Stanford University sc… advanced zinc-air batt…

Nanomaterial Introduces Zinc-Air Batteries to the EV Party

By Dexter Johnson

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Posted 31 May 2013 | 19:18 GMT



The hybrid nanomaterial was so good at this that in demonstrations the Stanford researchers were able to achieve an energy density of >700 Wh/kg with a prototype battery. To give you a sense of what that means, some have concluded that the Li-ion batteries—even with all the latest nanotech improvements—will be maxed out at around 400Wh/kg.

lith… author of the study. "N… possible low-cost solu…

According to Dai, lithiu… energy density (energy… of oxygen from the atr… density than either tra… zinc-air is technically …



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ZINC-AIR TECHNOLOGY

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VIDEO

FLUIDICENERGY™

Founded in 2006 - and have stayed in "stealth mode"until very recently.

You may never have heard about us because we never issued a press release and we never had to raise money

Lowest cost auxiliary power in the world

3x to 6x longer life, unaffected by hot environments & harsh duty cycles



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Majority shareholders are the Madrone (Walton family) and TN2 Ventures (the people behind First Solar)

Fluidic is a also the only company to be funded twice by the US Department of energy, under its Arpa-E program



Lowest cost auxiliary power in the world



3x to 6x longer life, unaffected by hot environments & harsh duty cycles



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Metal Air batteries are clean, can store large amounts of energy, and by many considered to be the "Holy Grail" of storage.

You all very soon see Metal Air batteries in the automotive sector as well





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ZINC-AIR TECHNOLOGY

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The technology is total game changer, with lifetime being very predictable and only impacted by discharge hours…

forget about; number of cycles, depth of discharge
Temperature, PSOC….





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Leveraging the (OUR) core technology and the fully integrated remote management and monitoring capabilities, we deliver our customers very compelling Energy Service Solutions for Poor and Off-grid sites

Lowest cost auxiliary power in the world

3x to 6x longer life, unaffected by hot environments & harsh duty cycles



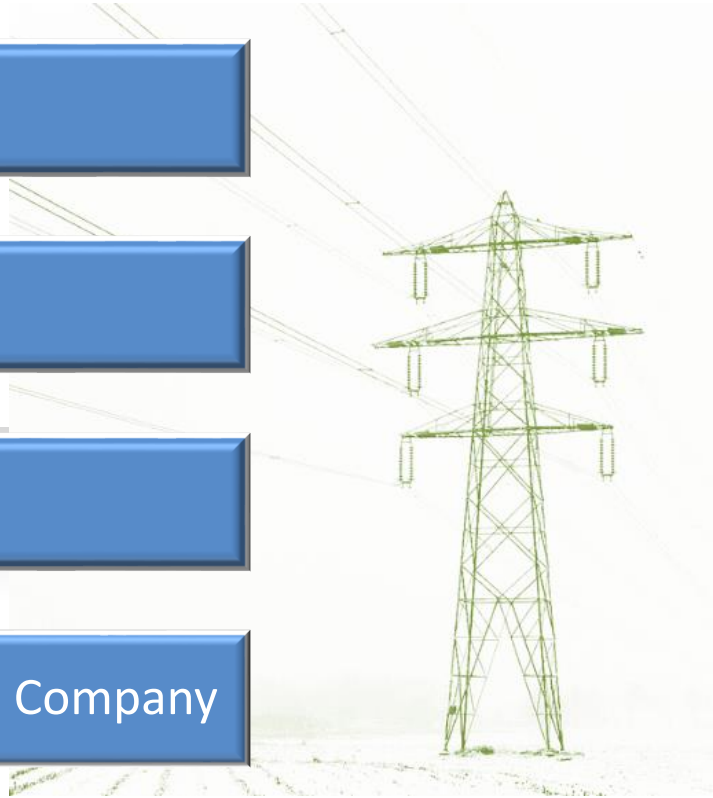
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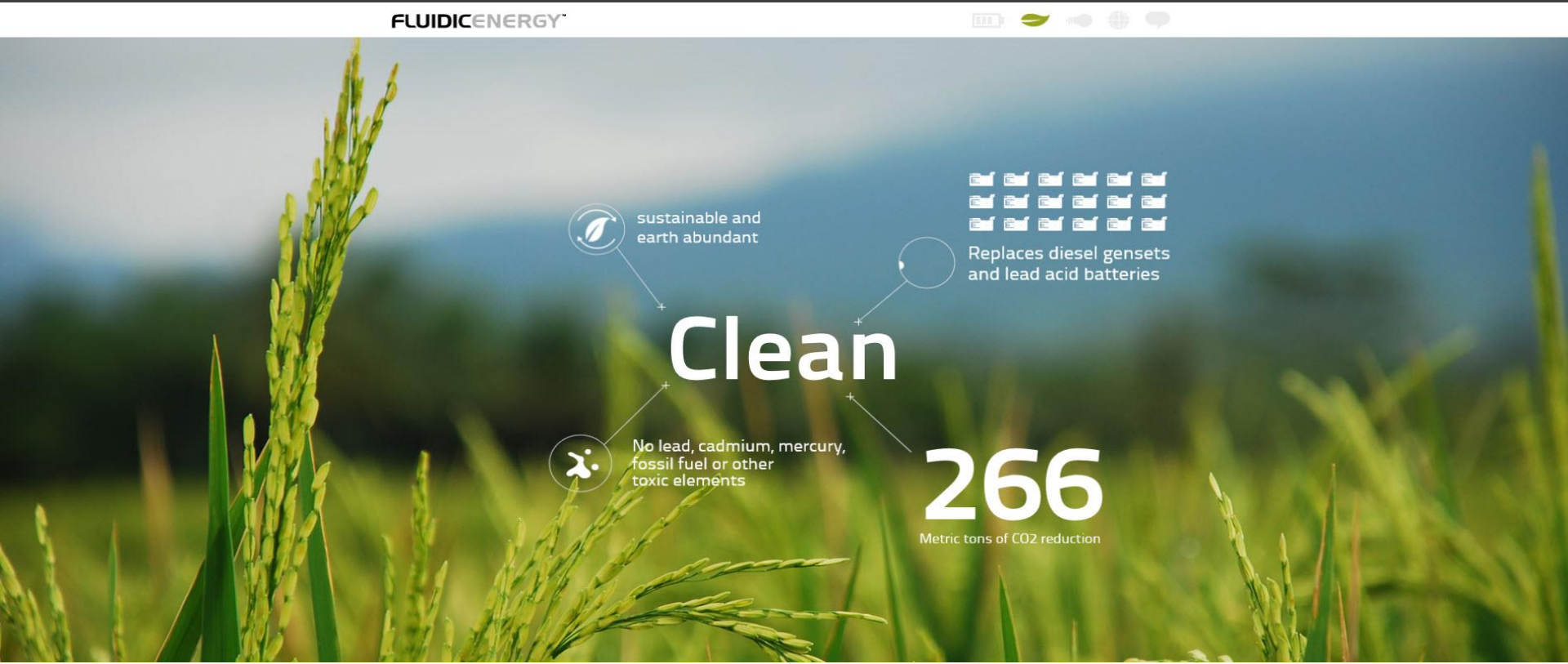


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Our Promise…..



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Game Changing Technology Making it Possible….



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Game Changing Technology Making it Possible….

- Core Rechargeable Zinc-Air Technology Covered by 80 Patens
- Guaranteed Performance Throughout Contract Period
- Multi-Year Agreements, CAPEX, OPEX or any Mix as required
- Off-Grid, On-Grid, “solo” or Hybrid
- Managed Power Operating Centers in Arizona, Jakarta, and Locally
- **Advanced Business Case Modelling Providing Transparency and Alignment On Financial Projections**

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LOWEST TCO, HOW DO YOU KNOW?



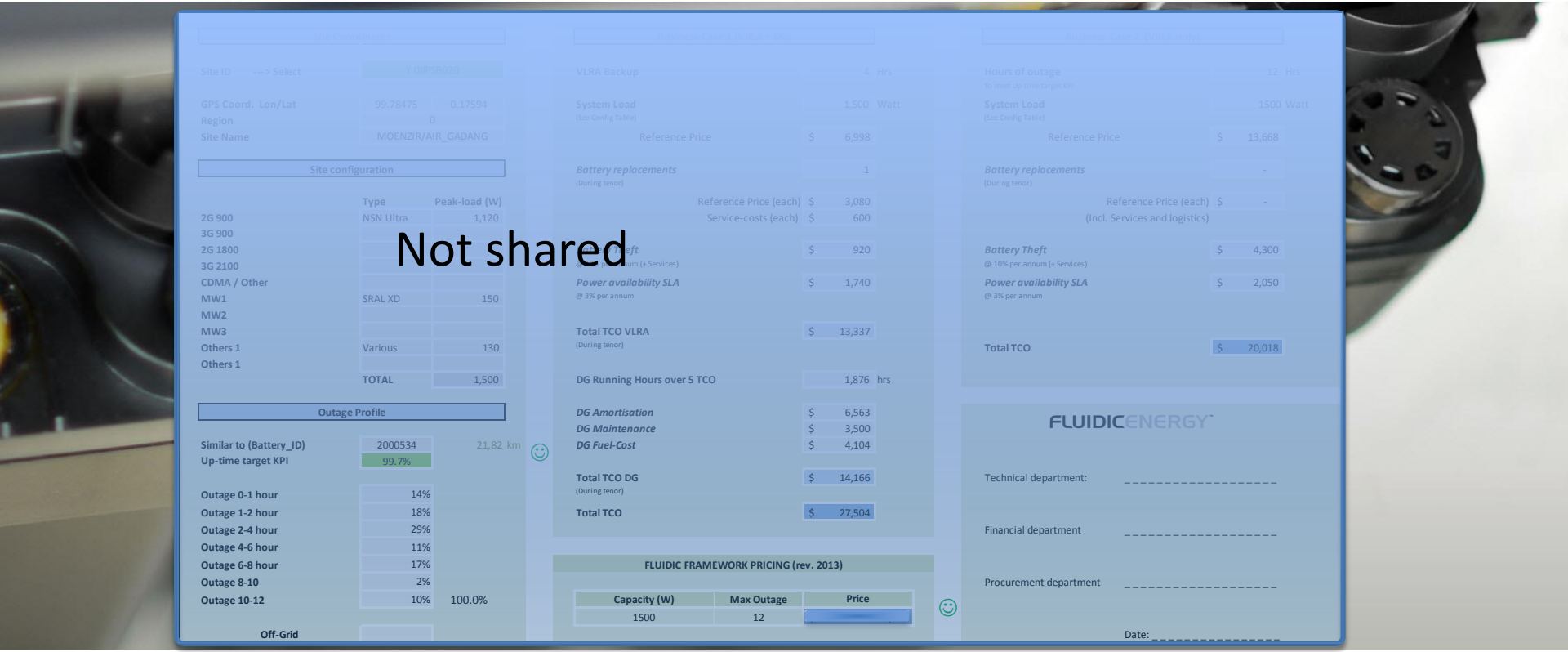
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LOWEST TCO, HOW DO YOU KNOW?

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Length of Business-Case (Years)	5		
Calc Fuel Theft < *expected annual theft* >	Yes	10%	
Calc Average Diesel-cost over total length Business-case < *expected annual increase* >	Yes	5%	
Include Battery-Theft in Calculation < *expected annual theft* >	Yes	10%	
Calculate Managed Power services < *Cost per year* >	Yes	3%	
Required Up-time	99.7%	[illegible]	Hours outage / month
Calc Average DG Maintenance cost over total length of Business-case? < *expected annual increase* >	Yes	7%	
Calc Average Electricity cost over total length of Business-case? < *expected annual increase* >	No	5%	
Type of VLRA batteries	Premium		
VRLA Battery Cycles at 50% DoD for **PREMIUM** battery	950	Cycles	
Battery Cycles at 50% DoD for **NON-PREMIUM** battery	600	Cycles	
VRLA battery cycles at 50% DoD business-case	950		
Maximum Backup-time of used/reference VLRA battery config	4		
Battery replacement (including reverse logistics of old batteries), first string	$ 500		
additional strings (estimated at 4 x 50 Kilo)	$ 100		
Fluidic average guaranteed backup	10	hours	
Diesel Price Q1 2013	$ 0.90	Per Liter, delivered	
Average Diesel-Price (including theft if selected)	$ 1.09	Per Liter, delivered	
DG Maintenance Q1 2013	$ 0.70	Per Hour	
Average DG Maintenance price	$ 0.83	Per Hour	
Electricity Cost	$ -	Per kWh	
Average KwH price	$ -	Per kWh	
Fixed Quarterly Preventive Maintenance costs	$ 175		
Diesel Generator Cost	$ 10,500		
Diesel runtime before replacement	20,000	hrs	
Cost per hour	$ 0.53		
DG Amortisation term	8	Years	
Max distance to Reference-Site	25	Km	

Not shared



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LOWEST TCO, HOW DO YOU KNOW?

MAPS Bizcase Summary

Client: <CLIENT>

VRLA + DG Base-line costing	5 Year TCO
VRLA TCO	$ 767,471
DG TCO	$ 966,866
TOTAL TCO	**$ 1,734,336**

VRLA Only Base-line costing	5 Year TCO
VRLA TCO	$ 1,568,258
TOTAL TCO	**$ 1,568,258**

Fluidic MAPS cost projection	5 Year TCO
MAPS TCO	$ 1,486,500
TOTAL TCO	**$ 1,486,500**

Not shared

Summary					
Total number of sites:	75				
Gross savings:	$ 81,758		Per site	$	1,090
Propose Fluidic MAPS units	1500-10	6	1500-12	64	
	2000-10	0	2000-12	0	
	2500-10	0	2500-12	3	
	3000-10	0	3000-12	2	
	3500-10	0	3500-12	0	
	4000-10	0	4000-12	0	
	4500-10	0	4500-12	0	
Length of Business-Case	5 Year				
<CLIENT> savings	14%				

Cost-Structure	
Installation & commissioning costs:	At cost with preferred partner, Fluidic can prime or contracted by
Managed Up-Time service contract:	Price depending on cluster-size, part of MAPS TCO
(Included in above TCO)	

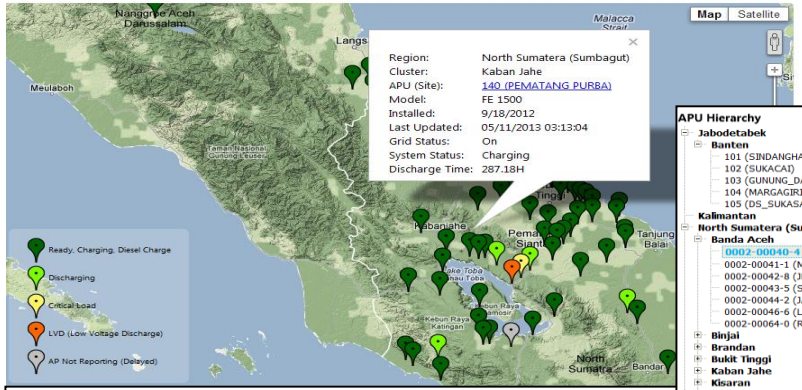
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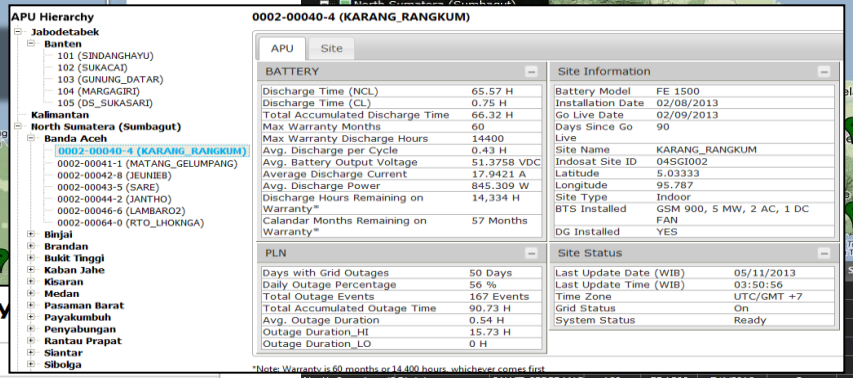
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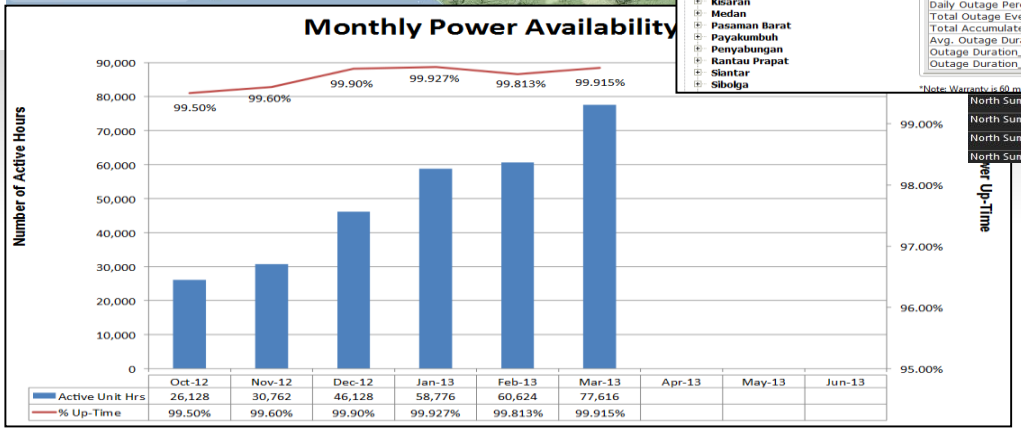
FLUIDIC IQ™

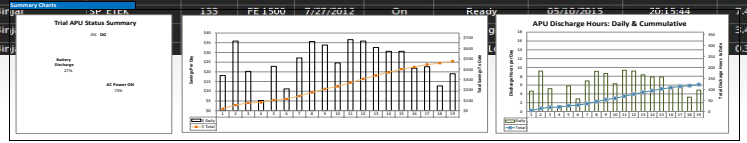
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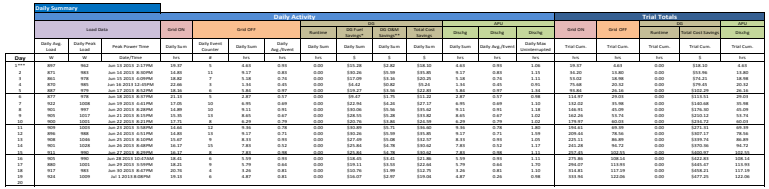
Integrated Real Time Remote Monitoring and Management – Fully Transparent











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Does Any of These Solutions Meet Your Current and Future Needs?

	VRLA	OPzV	Li-P-Fe	Gen-Set	Fluidic
Long Life-time (> 3year)					
Non Toxic – Environmentally Benign					
Local manufacturing					
Up to 6 year Performance Warranty					
Scalable Capacity (any time)					
Risk of Theft					
Life and Performance Impacted by DoD, PSOC, Temp, Cycles					
Guaranteed 99,5% Power SLA					
Integrated and Fully Transparent Monitoring					
Multi Year Fully Managed Service					
Flexible Financing Structures, Opex, Capex, or Combination of both					

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