



ENERGY STORAGE AND MANAGEMENT SOLUTIONS

 **BEST STARTUP**

16 Top UAE Solar Companies and
Startups of 2021

WIRED

Volts is taking solar energy to the next level, by allowing
customers to store it for when the sun doesn't shine

 **MUBADALA**

As we move to an eco-friendlier future, solar energy is a
key climate solution and Volts is making it more
accessible.

Problems of the Energy Transition

From Demand Side



Users desire to have electricity that is currently unavailable



Clean



Affordable



Flexible and Customized



Reliable

From Supply Side



Conventional energy supply

- Is far from 100% green
- Getting more **expensive** facing **energy crises** being pushed to reach Zero CO₂ targets
- Mostly non-client-oriented and slow regarding customer services

€0.35

per kWh is forecast for EU in 2022!

VOLTS REINVENTS ELECTRICITY

**Energy supply solutions
based on VOLTS technologies**



To any user on the planet



**Customized mobile / clean /
affordable electricity**



From 2 days delivery

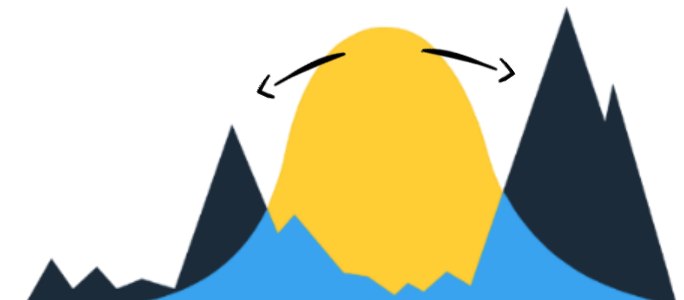
VOLTS – Smart Residential Storage Solution

Makes up to 100% of solar self-supply possible

A smart storage in one box: 2-100kWh
Lego-like/Plug&Play scalable solution



1. Store solar power in daytime
2. Use it in the night
3. Use up to 100% of self-supply and outages backup



CE Certified

Patented

VOLTS – Ecosystem of smart solutions

Makes the best use of solar electricity through interconnected features



Personal smart mobile app

- **observe:** statistics/economy
- **manage:** schedule electricity use depending on lifestyle
- **forecast and advise*:** push advice on optimization



VOLTS EV-booster*

- EV-charging boost — plus 37% to speed of charging: from 11kW to 15kW
- Extra functions in mobile app — schedule and control when EV needs to be charged
- Use your EV to backup your house



VOLTS Mini* — 1,5kWh portable storage charged from VOLTS at home

- “Spare canister” for EV — extra 10km for EV in a trunk
- Outdoor using — for camping, etc.



Connect VOLTS to your Smart Home and save more

Integration of VOLTS to another Smart Home Platforms via Open API

*Under development

VOLTS-developed Mob App

Smart management in your hands

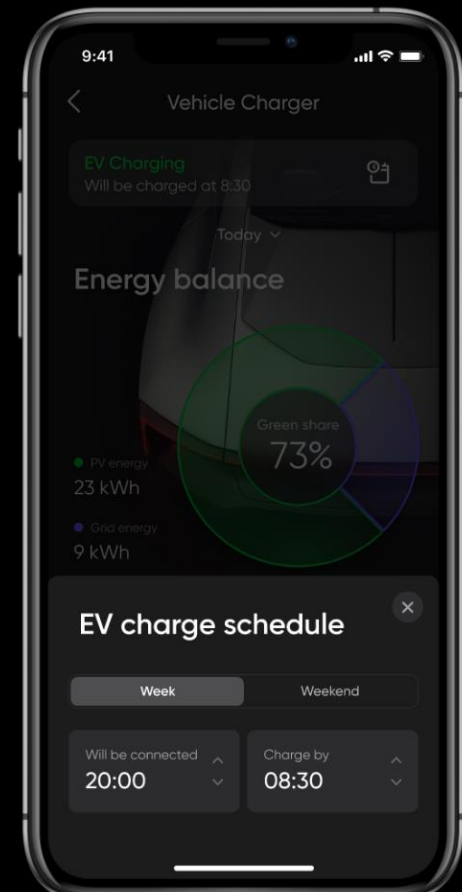
**One App for full control
and monitoring your
electricity**



**Consumption statistics
Forecast and management
Power quality analysis**

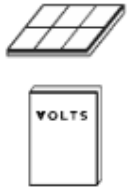


**Schedule your EV when it
needs to be charged
(optimized by off-peak
el.prices)***

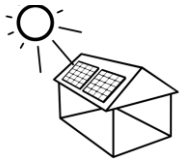


Business model

AS IS: direct sales



Electric energy storage system from 4 to 12 kwh



Back-up, best use of PV, optimization



Users: households who can afford high equipment cost €10k+



Markets: Russia, UAE, Europe (point-of-sale in Switzerland, Sweden)

**~\$8,000
per user**

Revenue per one user.
~15% lower price than Sonnen
(one of the market leaders in Europe)

**~40+ %
per user**

Gross margin per one user.
Own sales

Microgrid Platform as a next step

Connects several houses through one exchange platform



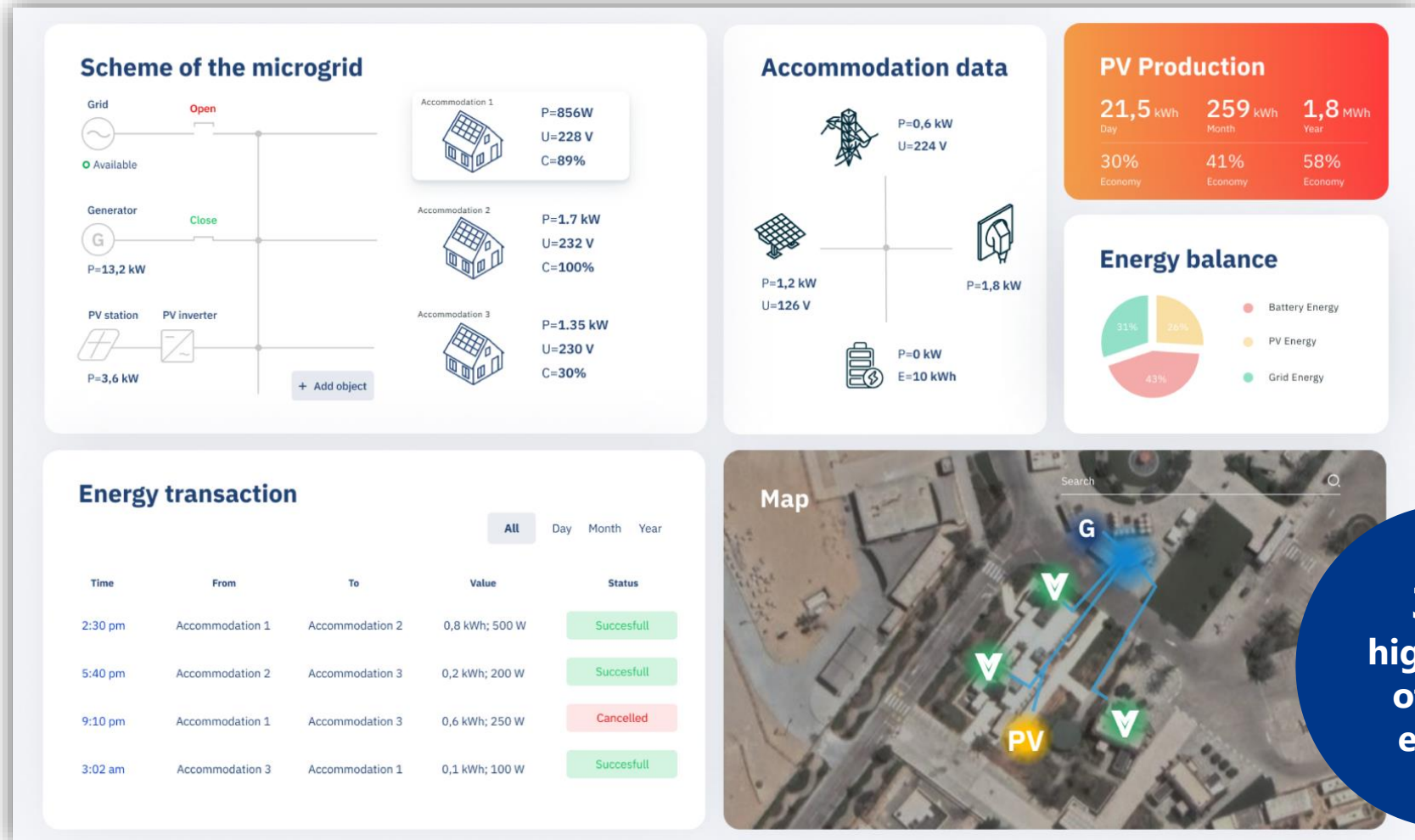
Energy p2p transactions
(sharing electricity between users)



Can operate fully
off-grid



Increased Flexibility
and Reliability



VOLTS competitors (equipment)

Producer	VOLTS	Tesla	LG Chem	BYD	Sonnen
Model	Energy Storage	Powerwall 2	RESU 13	B Box Pro 13.8	Eco 9.43
Country	UAE	USA	Korea	China	Germany
Competitive entry price Per 1 kWh retail price	\$850	\$815	\$879	\$790	\$1,135
All in one customized solution VOLTS is easy to install plug-n-play system: inverter and solar socket already inside	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Expandable capacity Battery capacity can be easily adjusted to meet all household energy needs	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
On and Off grid solution VOLTS hardware technology allows to connect users even in remote areas	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
One Platform with many products Personal Mob.app, smart home, EV Charger, Portable VOLTS Mini	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>
Microgrid with Energy optimization algorithms Cloud Server with connecting all services together, forecasting, dynamic tariffs, smart home management	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>

VOLTS as is – Sales and Investments

**\$0,5M
INVESTED**

By Founders &
Catalyst

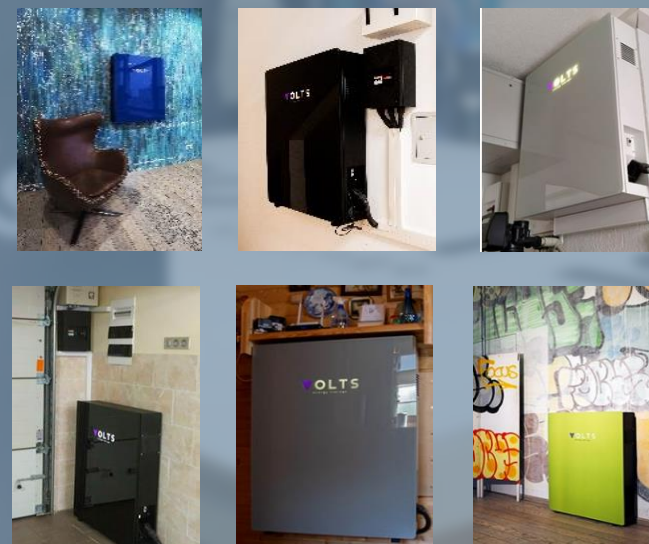


Seed-round investment from
Catalyst (BP and Masdar initiative)

**\$0,55M REVENUE
(+20% each Q)**



135+ PROJECTS



Market potential globally

400 mio users
\$400B annually
2020 global electricity market

7mio+ units
2026 global residential
storage

200k+ users
VOLTS target 2026

Germany/UK/Scandinavia as the best regions to start the expansion

The most attractive regions by key indicators with **30%+ CAGR**

	Germany	UK	Scandinavia
Electricity Price	Very High (\$0.35+/kWh)	High (\$0.25+/kWh)	High (\$0.20/kWh)
Market Size by 2026	Very High (1.0 mio users)	High (0.6 mio users)	Average (0.15 mio users)
Green Energy penetration	High	High	High
Competition Level	Average	Average	Low

Up to 15% of buildings are already with on-grid solar. Just need to add storage

Up to 70% of equipment costs are subsidized from local government (Sweden, Germany)

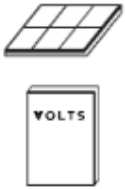
Up to 1 mio already installed PV systems ≤ 4 kW can be supported by storage (UK)

Customer's mindset is already focused on going greener

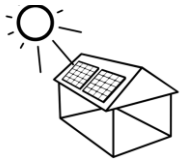
Business models

From a traditional model to a more disruptive one

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TO BE: VOLTS Bonus subscription model

FREE installment of PV+VOLTS storage

A customer gets up to 100% green electricity from PV and storage **without increasing e/e bill**

VOLTS sells surplus e/e to the grid and buys from them when needed

Customer gets **VOLTS BONUS each year** (several hundreds euros)

Volts for B2B clients creates additional revenue stream

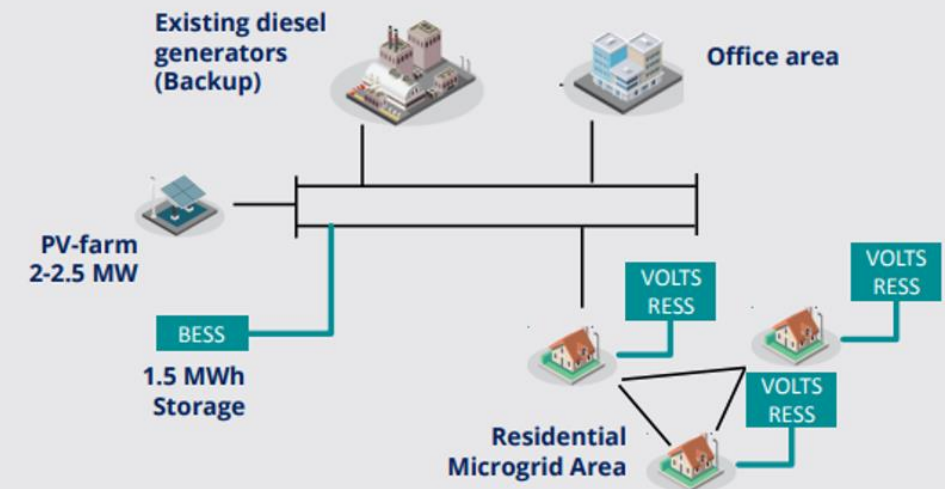
Covering energy consumption by integrating solar power plant and energy storage systems (industrial high-power storage + local storage for low-power distributed load)

Decarbonization of existing diesel-powered remote areas. Benefits:

1. Reduced CO₂ emissions **due to reducing** diesel consumption
2. The payback period is **4-8 years** due to savings on diesel fuel (at a price of \$ 0.7 per liter) and the economy on carbon futures (\$ 100 per ton of CO₂)



Pilot project in Middle East in 2022 is planned and estimated \$5mio+



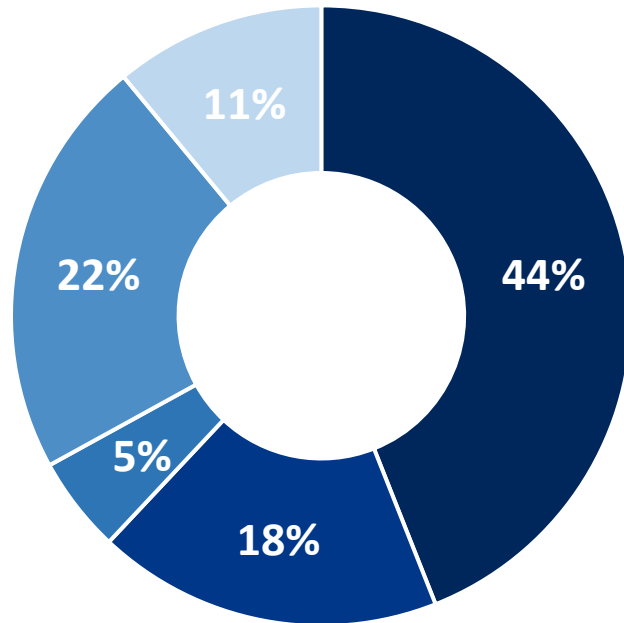
Funding ask

Sales boost and expansion to European market, product development

Current stage:
Round A

Target investment:
\$4.5m

Stage duration:
15 months



- **\$1.75m – 300 units in stock production**
- **\$0.8m – Sales expenses and staff**
- **\$0.6m – Marketing (CAC)**
- **\$0.8m – Further Product Development**
- **\$0.5m – Manufacturing for Russia and Europe**

VOLTS Team

Highly qualified Team uniquely capable to take on the challenge



Alexandr Kiyantsa
Co-Founder & CEO

Masters in Electricity and Business Education, Young Chief of the year, Falling Walls 2019



Vladimir Mlynchik
Co-Founder

Electricity Education, MBA, 10 years of electrical business, Entrepreneur of the year 2017 – Ernst&Young



Artem Denisov
Co-Founder

Electricity Education, MBA, 10 years of electrical business, Global Entrepreneur Award 2011



Aleksandr Ochkov
Co-Founder

Master's in Finance/Economics, MBA



Natalia Ismagilova
CBO

Master of law
12 years of energy business.

TECHNICAL DEPARTMENT



Vitaly Mlynchik
Co-Founder & Head of Technical Department



Sergey Smirnov
CTO



Alexandr Shabalin
Electronic Engineer



Alexandr Shlyapnikov
Product Designer

Electricity Education. 30+ years in energy. Several electrical inventions



Artem Budakov
Programmer



Dmitriy Karasev
Programmer



Konstantin Solov'yev
Lead Programmer



Alexandr Shneider
Head of Sales



Anna Gilfanova
Marketing director



Tatiana Baturina
Head of PR



Anna Babicheva
Marketing Manager

SALES DEPARTMENT

BUSINESS DEPARTMENT



Asludin Magomedov
Chief Business Development Officer



Gleb Kirpikov
Financial Analyst



Ahmed Al Tam
BD Middle East



Roman Sdobnikov
Project Manager