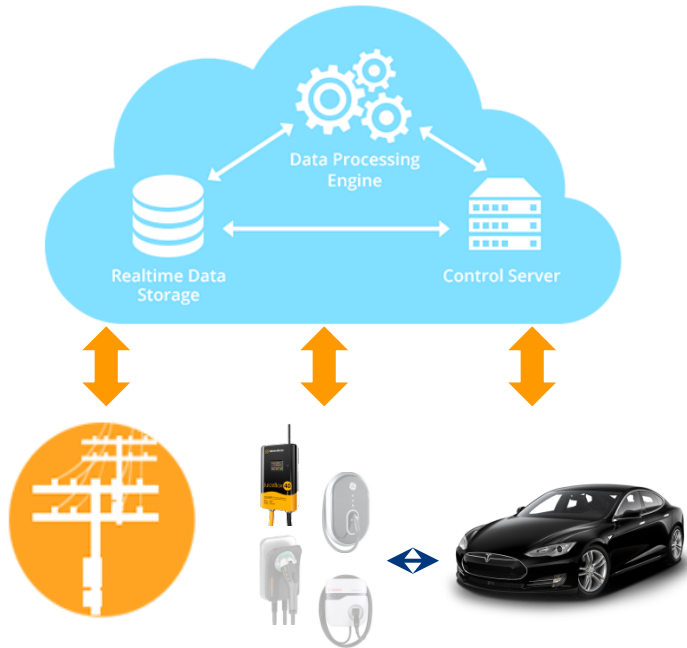




eMotorWerks Solutions for CCA's

JuiceNet[®] Energy Demand Flexibility Platform

The World's Largest Demand Flexibility Platform, > 18K high Capacity Resources



- **Vision** - Aggregate/Manage Energy Flows → Residential & Workplace EV charging
 - Predictive grid models
 - Predictive driver models
 - Dispatch via multiple end points

\$-hundreds / year revenue potential from energy services

EV Load Access: Three-Stage Platform Plan

Better EV Driver Experience & Incentives



Smart Stations

Amazon best-seller,
10,000+ Stations sold,
partner to access 50,000+



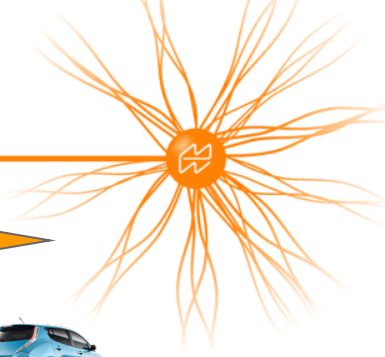
JuicePlug™

Makes any EV charging
smart. Immediate access to
the entire EV installed base



Direct EV Control

JN Cloud-to- OEM Cloud.
Traction with six global
OEMs, first contract



Smart Grid - Enabled EVSE OEM Ecosystem



JuiceBox



JuicePlug



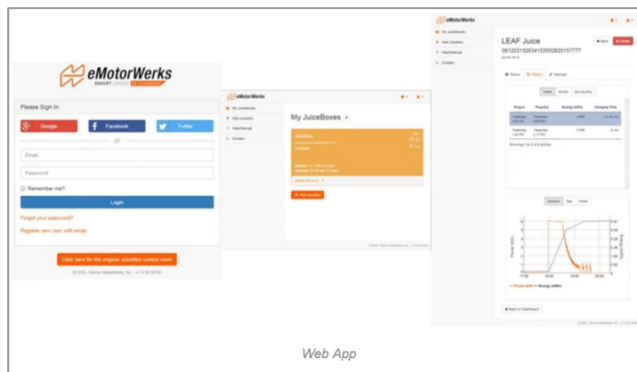
JuiceTower



eMotorWerks Residential, Workplace
& Multi-family Products

JuiceNet OEM Residential & Public EVSEs
(via embedded smart charging IoT components & software)

Best-in-Class Driver Experience



Web App



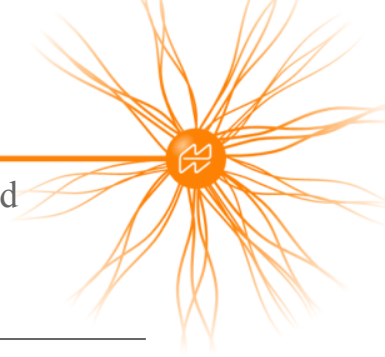
iOS App

Standalone +
SDK
Integration to
enhance OEM
experience



EVs Will Soon Dominate Grid Storage

EVs are already the largest grid storage type - by far exceeding all other storage types combined



Traditional Grid Storage

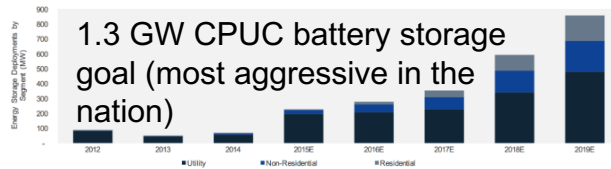
Today

California Added 11MW of Behind-the-Meter Batteries in Q3



The latest Energy Storage Monitor tracks how incentives, demand charges and solar pairings are driving a key storage market.

2020



2025

Total non-EV grid storage capacity across all sources, including pumped hydro (97% of all storage today): **30 GW**

EV Battery Storage

7x - In the same quarter, California added ~15,000 EVs, with total storage capacity of ~400 MWh, and peak load / shedding capacity of 60-90 MW

4x - California will have over 1M plug-in vehicles, with total storage capacity of 50 GWh, and 4-6 GW peak load / shedding capacity

-- will exceed CA pumped hydro capacity (~3-4 GW)

US will have over 5M plug-in vehicles, with total storage capacity of **300 GWh**, and 30-40 GW peak load / shedding capacity

-- larger than all other US storage types combined

eMotorWerks Growing Utility Engagement

10+ Utilities are already taking advantage of JuiceNet benefits via our EV Concierge program



CleanTechnica news & analysis

CleanTechnica

About Electric Car Reviews Exclusives Power Tre

eMotorWerks To Supply Up To 1,000 Free EV Smart Charging Stations To Sonoma Clean Power Customers (California)

November 16th, 2016 by [James Ayre](#)

The prominent electric vehicle charging solutions company eMotorWerks will be supplying 1,000 free smart, cloud-connected charging units to Sonoma Clean Power customers as part of a new program from the Californian utility company, according to an email sent to [CleanTechnica](#) and [EV Obsession](#).

Earn JuicePoints via smart-grid charging.

Keep your car plugged in to be charged.

You redeem JuicePoints for Cash!

Sonoma CleanPower

HOME BUSINESS RESIDENTIAL YOUR OPTIONS NEWS FAQ

1. Get an Electric Car 2. Get Connected 3. Drive on EverGreen

back

Get Connected

Sonoma Clean Power is providing qualified customers with FREE electric vehicle charging equipment for your home, while funds last.

...see you tomorrow at 7am!

...let's clean up the grid and make you some money!

Get a connected charger and SCP will pay for the equipment. You pay for shipping and handling, and installation costs, and we'll provide some tips on how to get it installed.

If you choose to participate in SCP's CleanCharge program, we'll provide \$250 in JuicePoints when you get started.

When you use a JuiceNet enabled charger, you can earn "JuicePoints" by helping Sonoma Clean Power use more renewable energy. If you choose to sign up for SCP CleanCharge, software in the charging equipment allows your charger to adjust in response to signals that help avoid using as much power when California's electric grid is particularly dirty or expensive. That means you will be helping us move toward a cleaner grid for everyone while using a system that ensures you get the charge you need. You can also override and "Charge Now" at any time.

StoreFront; Brand Choice; Support

eMotorWerks

HOME PRODUCTS ABOUT SUPPORT CONTACT

Special promotion for Sonoma Clean Power customers

Qualifying Sonoma Clean Power customers can get a FREE high-powered EV charging station or JuicePlug universal smart-grid EVSE adapter!

<p>JuiceBox® Pro 40: 40-Amp EVSE with 24-foot cable</p> <p>FREE (you pay \$46.73 tax & \$50 handling*)</p> <p>ADD TO CART</p> <p>40-amp, 10kW smart-charging station</p>	<p>ClipperCreek JuiceNet Edition: 32-amp EVSE with 25-foot cable</p> <p>FREE (you pay \$62.01 tax & \$50 handling*)</p> <p>ADD TO CART</p> <p>Ships with hard-wire pigtail. Email us for \$24.00 NEMA 14-50 plug option.</p>	<p>Level-2 WattStation Wall Mount with Plug - Available 2017</p> <p>FREE (you pay tax & \$50 handling*)</p> <p>Available in 2017</p>	<p>JuicePlug: Universal Smart-Grid EVSE Adapter</p> <p>FREE (you pay \$14.33 tax & \$25 handling*)</p> <p>ADD TO CART</p> <p>Converts any charging station to a smart-charging station. Ships December, 2016.</p>
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* To receive a free charger or JuicePlug, Sonoma Clean Power customers must complete a verification form after selecting product. Once verified, eMotorWerks will schedule the shipment and email you a confirmation. Limit 2 per household. Must ship to Sonoma Clean Power service address.

Case Study: Sonoma Clean Power

Offering innovation to meet customer demand

Rich Incentives - Understanding Economics

Multi-vendor EVSE support

Joint outreach and customer support -

→ “Concierge” charging programs

Opportunities for energy market participation

- Procurement savings
- Higher mix of renewables,
- Grid stability

**Objective: *Innovate and learn
from early deployments***

SmartCharge EV Pilot Program



JuiceNet: Unlocking EV and Renewable Potential

Demand Flexibility Drives EV, Renewables penetration by unlocking value at scale



**Reduce
Monthly Car
costs by
20%**

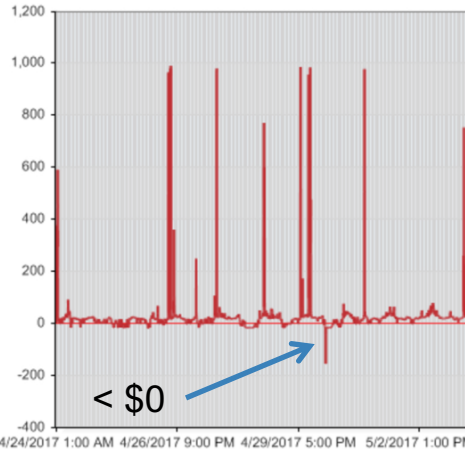


CAISO (California ISO)
Average Price



**Enable higher
penetration of
intermittent
renewables**

**Market Exposure:
Need Solution for
Imbalance from
Solar Success**



Triple Win

- 1) Drivers**
- 2) CCA's**
- 3) Solar Industry**

Call to Action

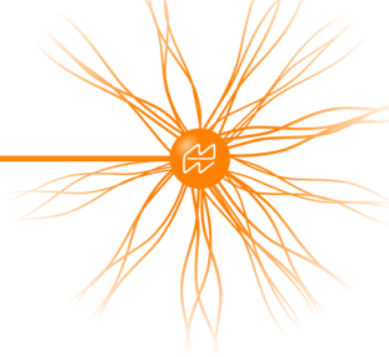
JuiceNet: the largest Demand Flexibility Platform

How will Electric Vehicles impact your service territory?

How can CCA's manage Solar OverGeneration and Price Exposure?

How can a Demand Flexibility Platform Help your business?

What's your plan?





Thank You

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