



# A Bottoms-up Approach to Renewable Energy

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# China Helpline

Shanghai (2007 - 2008)



# Apple China

Cupertino/Shanghai (2008 - 2011)



# Roambi China

Shanghai (2011 - 2013)



# Aerohive Networks

Sunnyvale/Hangzhou (2013 - 2015)

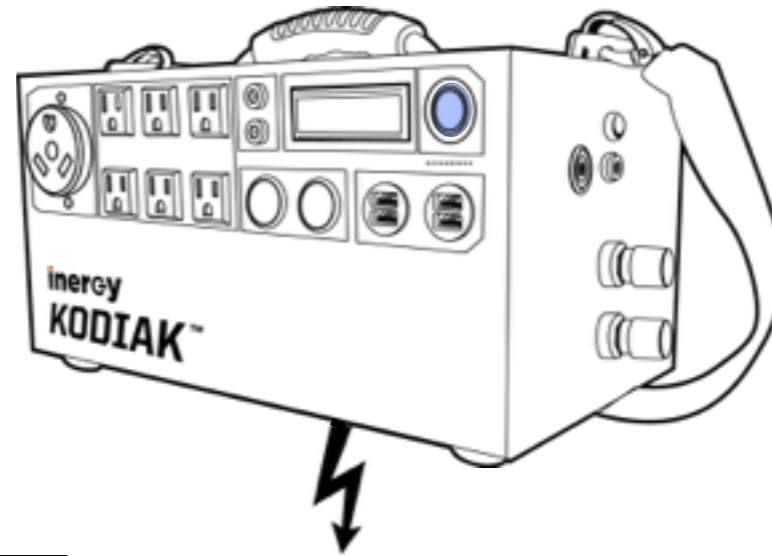


# **KODIAK**<sup>TM</sup> THE ULTIMATE POWER MACHINE





# Ways to Use the Kodiak



Phone  
**100+**



Laptop  
**20+**



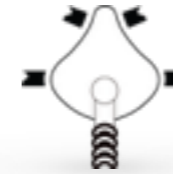
LED TV  
**16 hrs**



E-Blanket  
**14 hrs**



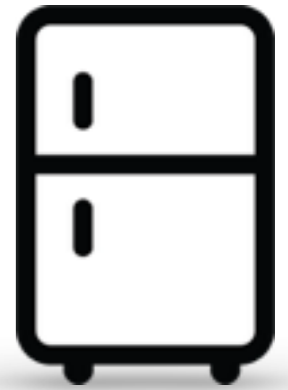
Light  
**183 hrs**



CPAP  
**25 hrs**



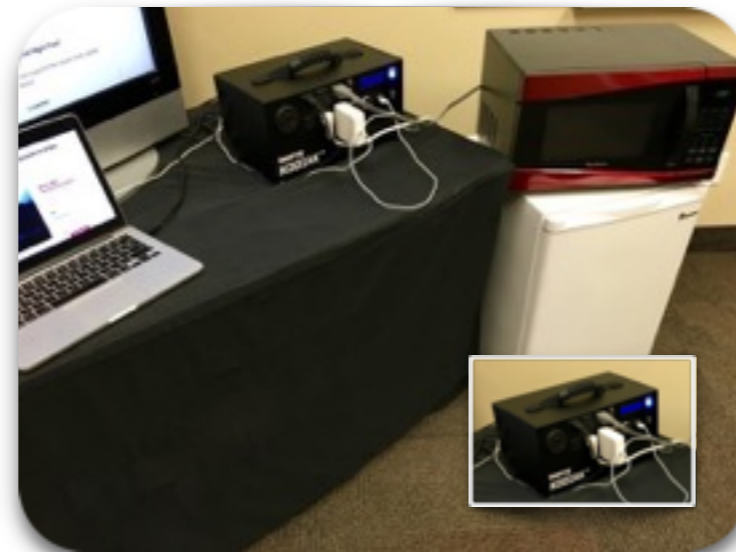
Washer  
**2 loads**



Fridge  
**33 hrs**



Camping / Hunting



Home / Office



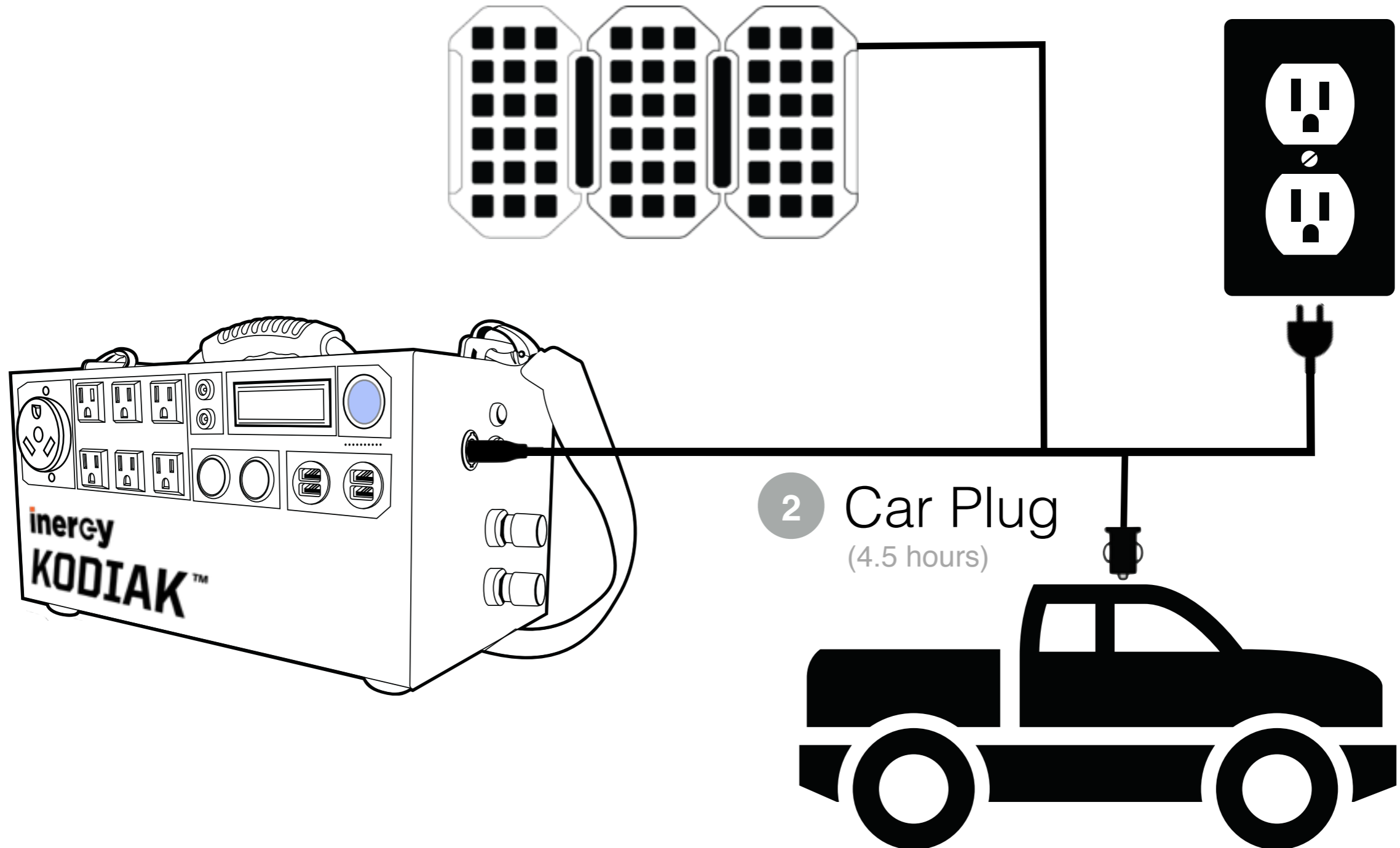
RV / Cabin



# Ways to Charge the Kodiak

1 Solar Panels (2 - 24 hours)

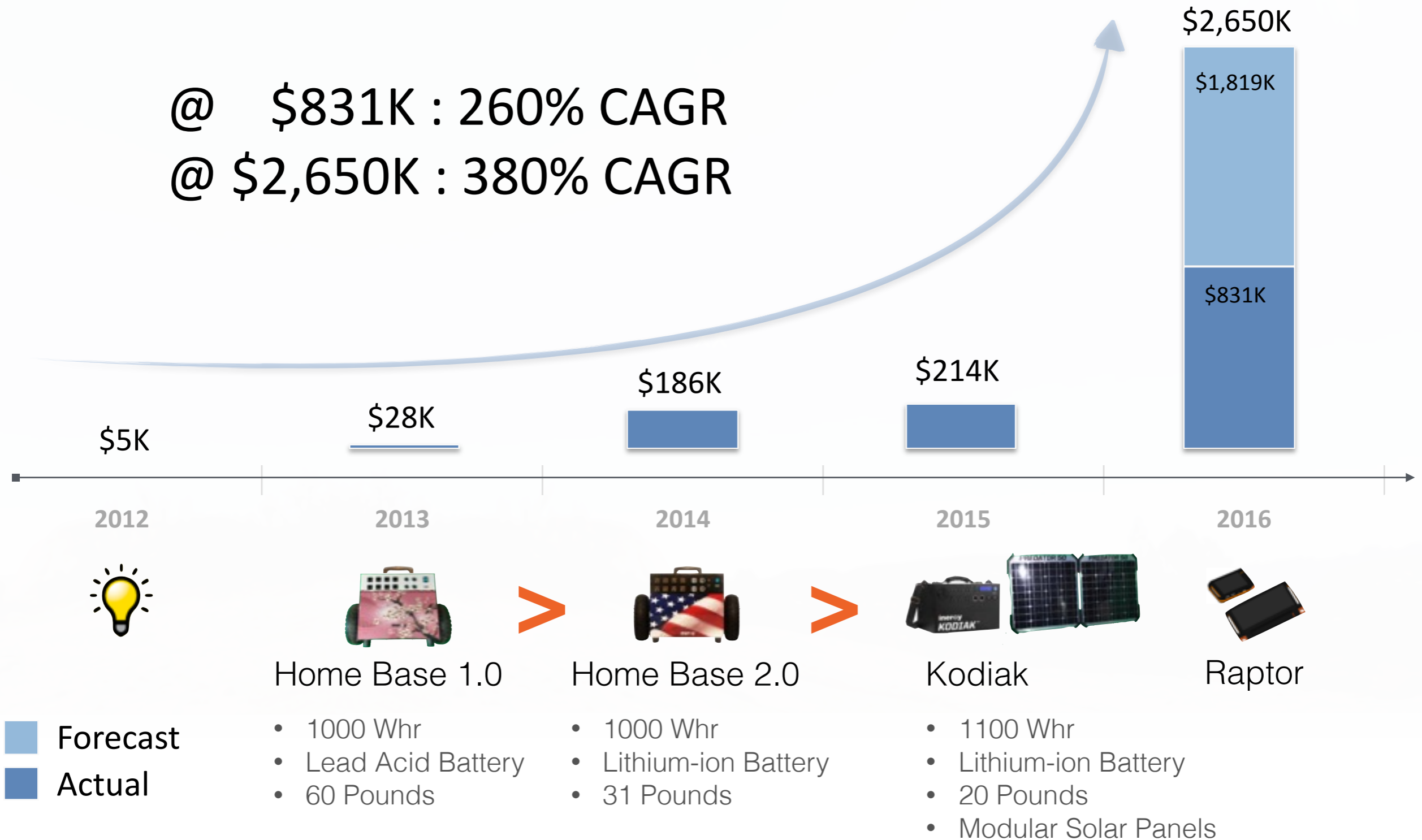
3 Wall Plug (8 hours)





# COMPANY GROWTH

@ \$831K : 260% CAGR  
 @ \$2,650K : 380% CAGR



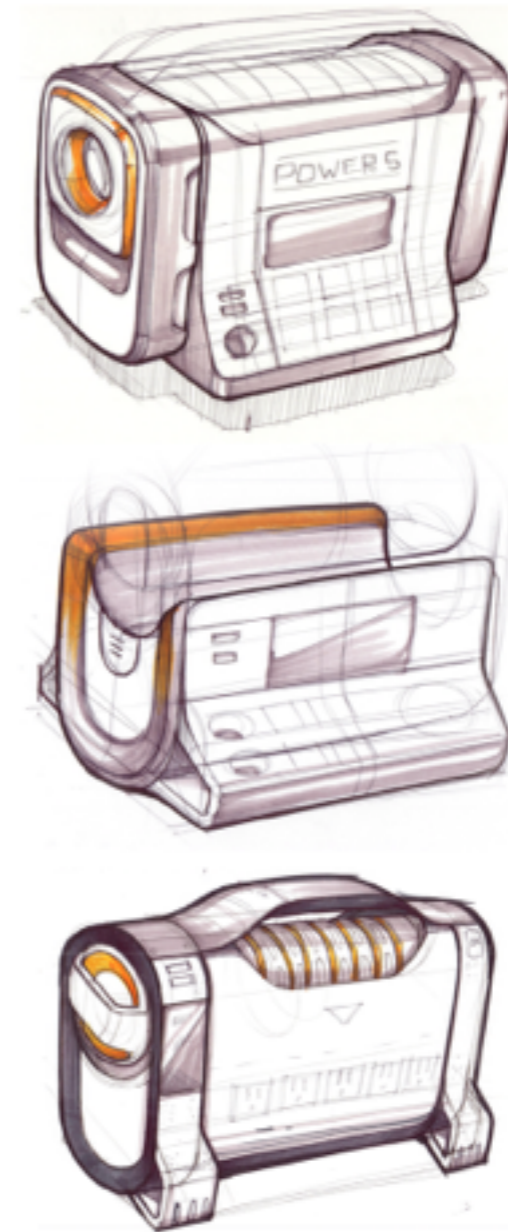
■ Forecast  
 ■ Actual



# Inergy 6 kW Home Base+

## Features

- Lightweight – Inverter weighs **20-25 pounds** (1/5 to 1/4 the weight of the competitor inverter)
- Portable – Weighs **75-95 pounds** when integrated into a portable generator and can be used outside the home
- Compact – Form factor **1/2 to 1/5** the size of the competitor product
- Efficient – Efficiency at **96%-98% efficient** versus competitor's 90%-92%
- Smart – Programmed with **nano-grid** control algorithm features that allows it to “talk” to and share power with other compatible generators and the grid





# INERGY RAPTOR PRO

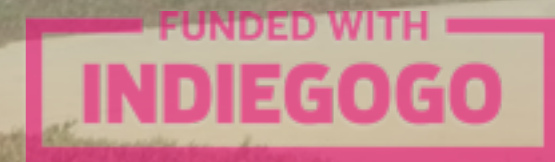


## Specifications:

- Weight: 8.5 ounces
- Dimensions: 4" x 5" x 7/8"
- Battery Size: 6,000 mAh
- Solar Panels: 3 Watts
- Expected Retail Price: \$60 - \$80

## What It Powers:

- Smartphones: 3x
- Handheld GPS: 3-4x
- GoPro Batteries: 5-6x
- Tablet: 1x





**Specifications:**

Weight: 15 ounces  
Dimension: 8" x 5" x 1"  
Battery Size: 12,000 mAh  
Solar Panels: 7 Watts  
Expected Retail Price: \$120

**What It Powers:**

Smartphones: 6x  
Handheld GPS: 7-8x  
GoPro Batteries: 10-12x  
Tablet: 2x  
Laptop (USB-C): 1x





# BOTTOMS-UP IMPACT



~36 Watts hrs/wk  
X 52 weeks/year

**1,872 Watt-  
Hours**

X



~1.2 Billion  
Cell Phones

**1.2 Billion  
Phones**

=



~2,246  
GigaWatt Hours

**190,000 US  
Homes**



**inergy**  
POWER YOUR PASSION™

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Orphanage in Ghana, Africa



# Population and Number of Mobile Subscribers without Access to Electricity



	Population without Access to Electricity* (in million)	Mobile Subscribers without Access to Electricity** (in million)
Sub-Saharan Africa	585	161
Middle East and North Africa	24	12
East Asia and Pacific	186	88
South Asia	612	260
Latin America	31	27

\* International Energy Agency, World Energy Outlook - 2009

\*\* GSMA 2010 - Based on the electrification level and market penetration per regions in 2010