



Technology validated through collaboration  
with players across the industry

## Energy utility & retailer partners include:

We bridge the gaps between energy companies, equipment manufacturers and energy users.



We integrate & organise the world's energy resources to create a cleaner, smarter electricity system.

## Device integrations include:

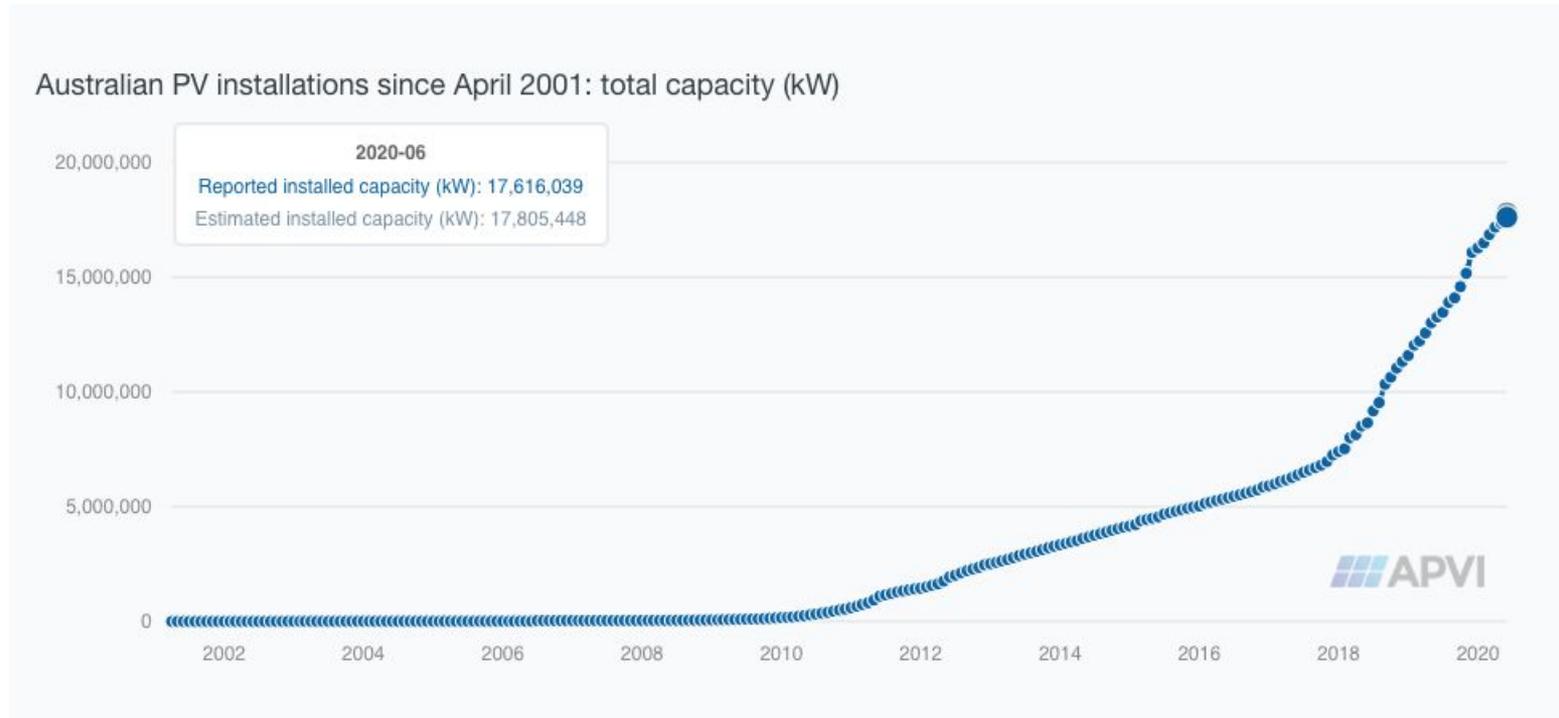


## Platform integrations include:



# Rooftop solar uptake in Australia

Over 2.5 million systems, about 18 gigawatts of capacity



# Percentage of Dwellings with Rooftop Solar

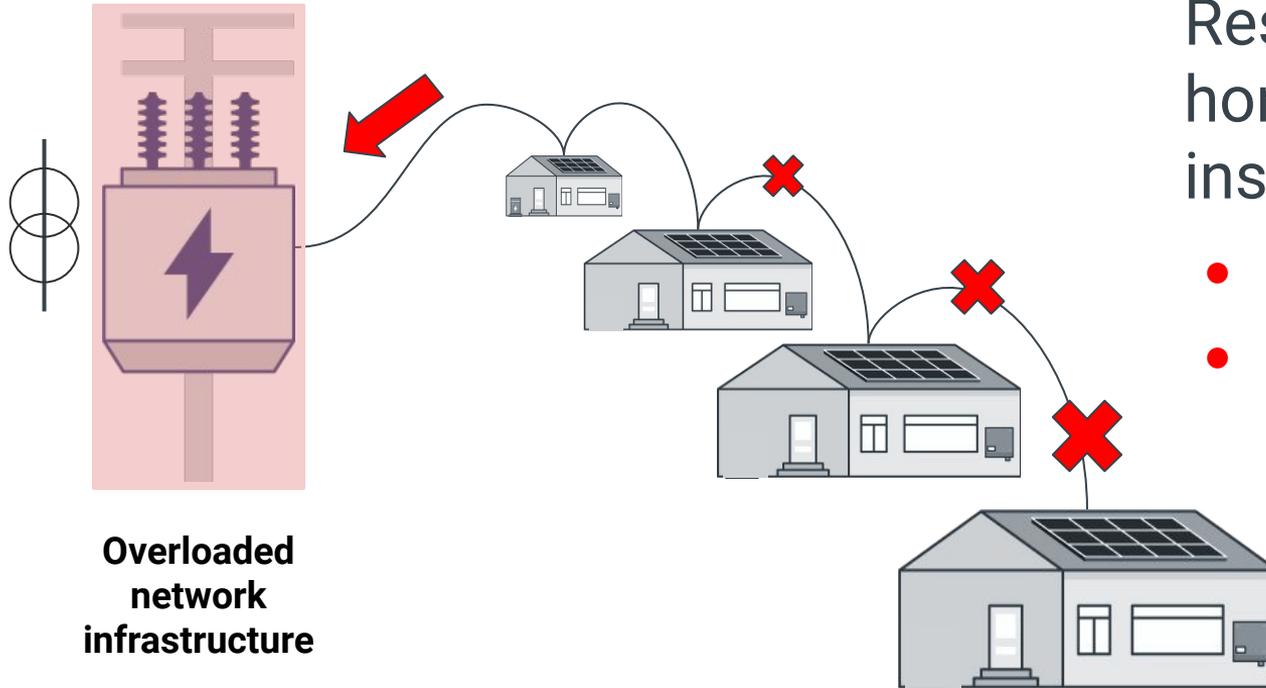
Over 1 in 4 dwellings with rooftop PV in Australia:

- around 38% in SA, 39% in QLD

Percentage of dwellings with a PV system by State/Territory



# Too much unmanaged solar on the grid means suboptimal outcomes for everyone

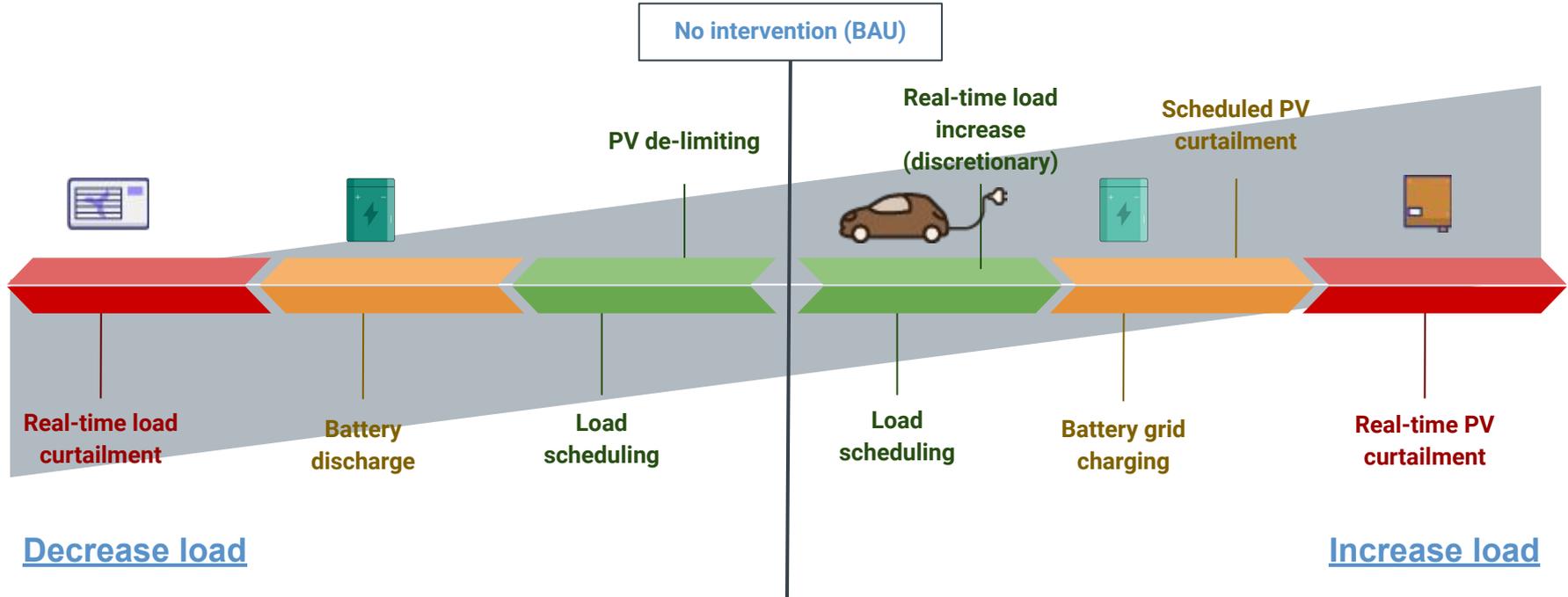


Restrictions for homes & businesses installing solar

- Solar energy export limits
- System size limits

# Unlocking the 'fully flexible load' spectrum

A toolkit for energy companies



Merit order customisation & DER device class grouping  
for setting priorities & streamlining management

# Hardware: Droplet controllers

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- Powerful, affordable energy management devices using off-the-shelf components
- Connect & communicate directly with inverters & other devices (no CTs) via ethernet or internet router
- Vendor-agnostic: Compatible with many popular brands
- Enable detailed system monitoring (solar, batteries, loads) for end users
- Utility-grade security in communications
- Enable virtual power plants & eligibility for a range of incentive schemes (including HBS & elements of Smarter Homes)

Droplet™



*Residential Droplet*

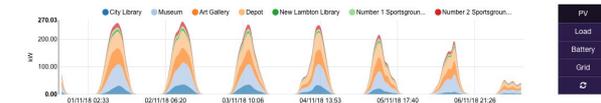
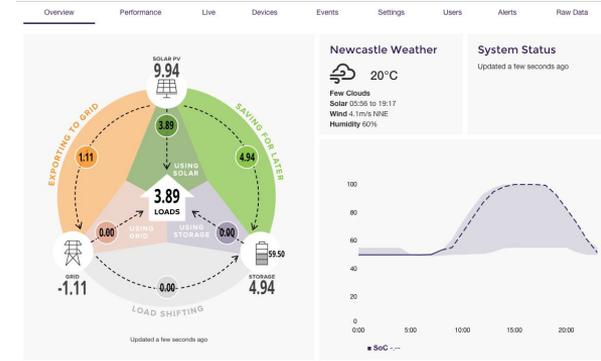


*Utility Droplet*

# Cloud software: Stormcloud platform

- Collects, aggregates, stores and distributes measurements in real time with sub-second latency
- Determines optimal use of DERs within the network and communicates setpoints & targets to Droplets for application to local DERs.
- If communications are lost, Droplet will carry out last wishes of Stormcloud
- Complete virtual power plant & microgrid management toolkit for utilities & aggregators
- New mobile & web app coming early 2021

stormcloud™



# SwitchDin brings value to every level

## Network Provider

- Droplets allow localised and/or network wide control of export, maintaining network stability

## Value Streams

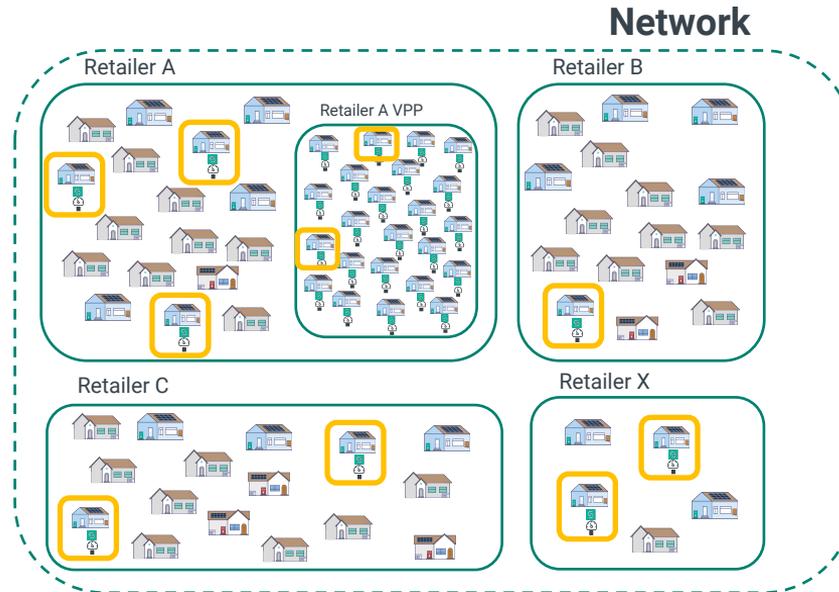
Hosting higher levels of DER without compromising network stability

- Local level
- Network level

Ability to implement novel connection agreement conditions:

- Zero export
- Fixed export
- Flexible export

More equitable application of export constraints

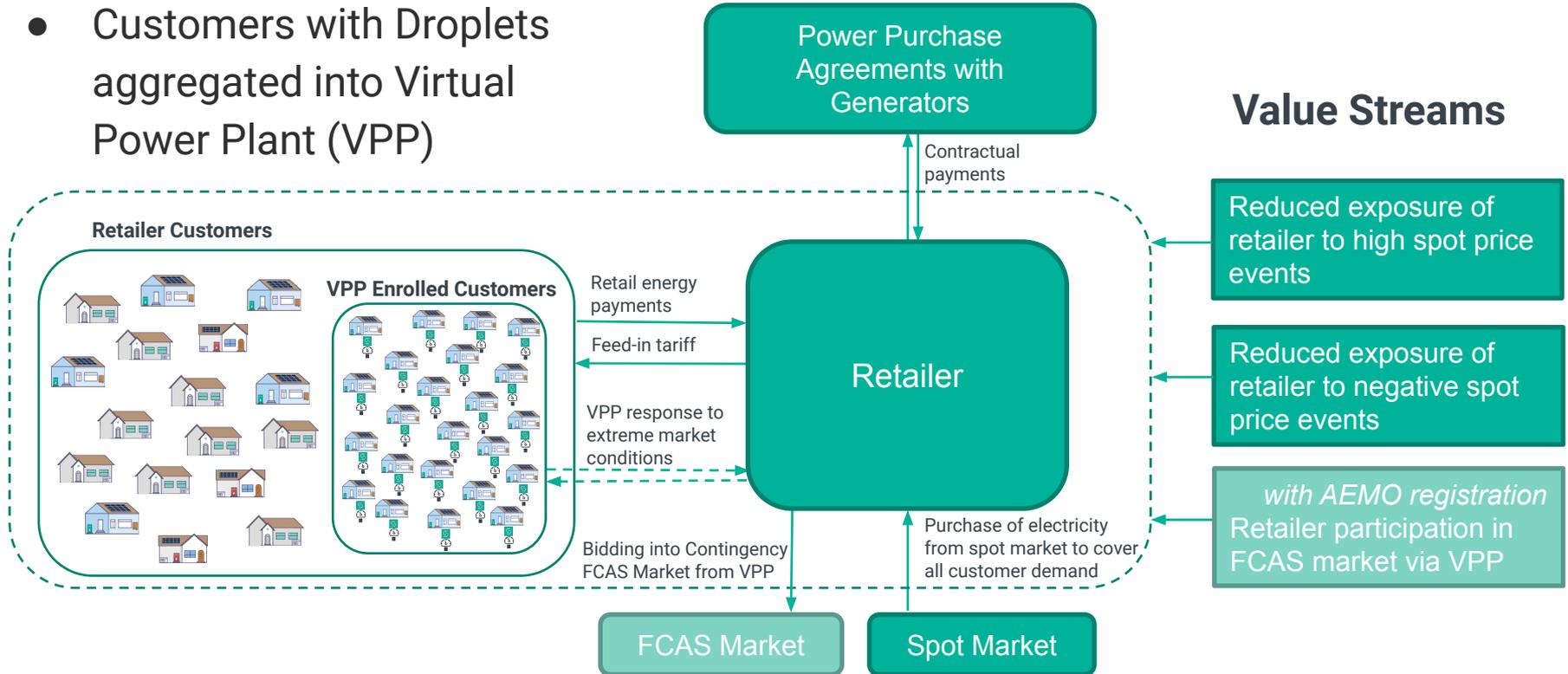


Individual asset with export constraint applied by Network Provider (independent of retailer)

# SwitchDin brings value to every level

## Retailer

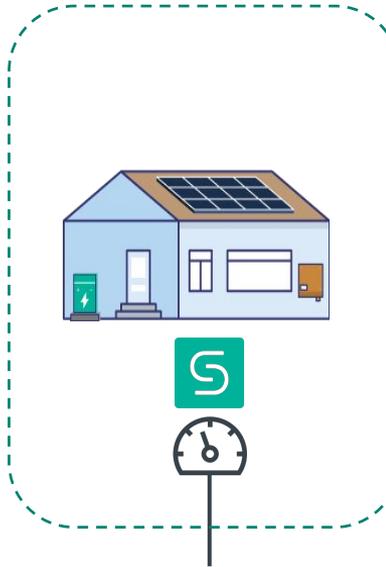
- Customers with Droplets aggregated into Virtual Power Plant (VPP)



# SwitchDin brings value to every level

## Individual home or business

- Droplet providing behind the meter Energy Management System (EMS)



## Value Streams

Real time monitoring

Increased solar self-consumption through:

- Battery management
- Configurable alarms
- Controlled local loads

*with Retailer*  
Droplet enables enrolment in Virtual Power Plants, unlocking additional value

*with Network Provider*  
Ability to meet connection requirements (eg export limits) where applicable

# Unique Value Proposition

- We can provide visibility & control for virtually anything
  - Solar inverters
  - Battery storage systems
  - Key loads like electric vehicle chargers
- Rich, real-time data sets to inform decision-making across diverse fleets
- Secure solution trusted by utilities
- Accommodates different electricity network & market conditions
- Flexible, scalable and future-proof

# SwitchDin already has significant traction, with momentum building and an extensive pipeline of opportunities

3500

subscribed \*

40

distributors

5

network  
customers

2

major  
VPPs

2

major  
OEMs

Major OEM deal launched in Europe, June 2019

Integrations for most Tier 1 & 2 CEC listed solar and battery inverters, power meters, and other devices

\* approx.

# Our technology is validated through collaboration with tier 1 energy service companies

SwitchDin is trusted by some of the most high-profile and demanding companies in Australia's energy industry to deliver innovative solutions to rapidly emerging challenges.

Here is where we had our first key successes.

## Energy utility & retailer partners include



# Integration is at the core of what we do

Our Droplet controllers act as Babel Fish for a wide range of standard and proprietary communications protocols for inverters, battery storage systems and other devices.

Our StormCloud platform ties everything together, allowing these diverse assets to be managed from a single place via our native interface, API, or third party platform.

## Device integrations with over 30 brands, including:



## Upstream integrations include:



# Our Leadership Team

## Dr Andrew Mears



CEO/Founder

- Former Chief Technical Advisor for United Nations in Africa and SE Asia
- 15+ years Renewable energy and electricity market specialist in Australia and more than 15 countries
- R&D and commercialisation in control systems and biomedical devices
- Prior tech start-up in Satellite communications

## Grant Traynor



CTO

- 10+ years BAE Aerospace, UGL integration guru
- 15+ years software team lead, small and large teams on mission critical systems
- Vast experience managing complexity and high tolerance technologies

## Marc Sheldon



- Former Chief Operating Officer for sonnen APAC, establishing manufacturing operations in South Australia
- 10+ years experience in Renewable Energy
- 20+ years in senior management, marketing & operations roles in EU, US and Asia-Pacific

- 6 PhDs and 23 full-time engineers
- Seats on AS 4777 inverter standard committee & Clean Energy Council's Inverter Listing Working Group



Energy Queensland /  
Lockhart River  
microgrid - 2020



Simply  
Energy VPP  
- 2020

