WePower introduction deck

The scale and speed of renewable energy development must be greatly increased.

More than 11,000 scientists from around the world declare a ‘climate emergency’

“The world must quickly implement massive energy efficiency and conservation practices and must replace fossil fuels with low-carbon renewables….We should leave remaining stocks of fossil fuels in the ground….Wealthier countries need to support poorer nations in transitioning away from fossil fuels.” - BioScience


Many global companies aim to have a positive environmental impact.

But these efforts aren't enough. Even joint efforts by the largest corporate energy buyers (RE100 and other initiatives) **contribute only a tiny fraction to all required green energy investments.**

Source: Bloomberg NEF data, additional calculations

These are the forecast numbers only for newly installed PV and wind production assets. If we aim to actually replace all existing fossil fuel-based power plants, scale of renewable energy development should be much higher.

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2/3 of the global energy consumption is done by Commercial & Industrial clients.

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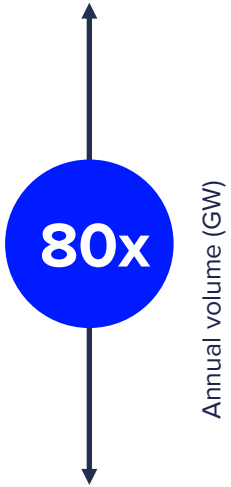
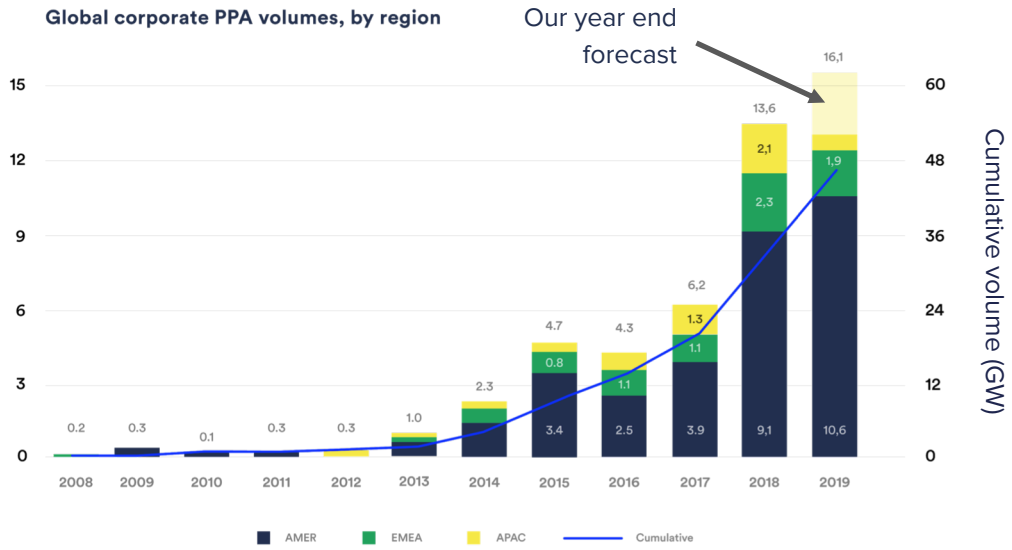
So, the transition to fully sustainable energy is not possible without their full participation.

...so far, only large corporations were taking advantage of cheaper green electricity. Such as members of RE100 and similar initiatives.

PPAs are direct contracts with energy producers allowing companies to purchase electricity at a fixed price for a certain period of time.





Energy contracted via PPAs (GWh)

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That’s because the traditional PPA model prevents smaller companies from buying green energy directly from producers.

ONLY LARGE VOLUMES

No point of entry for smaller buyers. Usually one single big buyer.

EXPENSIVE AND LENGTHY PROCESS

High legal and financial transaction fees. Average PPA process costs add up to 0,5-2M$ for each producer/client and the process takes 1-3 years to close.

NO LIQUIDITY

To re-sell or decrease the quantity of purchased energy, the whole agreement must be renegotiated which adds even more time and fees.

SINGLE COUNTERPARTY

Single party to be relied on for a long contract in place.

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We'll need to sign

$ 196 Billion

worth of PPAs each year, at least.

To keep the level of forecasted renewable energy development, we'll need to sign PPAs worth close to $200B. We're literally running out of big companies capable of financing PPAs.

* Bloomberg projects that $280B worth of new renewable energy assets will be installed globally yearly. Banks usually require between 60%-70% of the project's value to be secured via power purchase agreements. The combined demand for PPA financing reach $168B - $196B.

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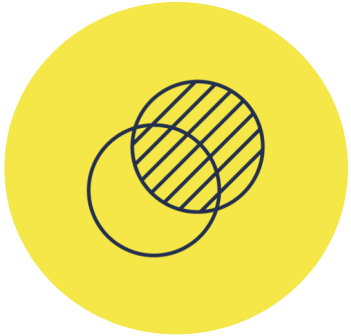
WePower helps businesses connect directly with green energy producers so they can purchase renewable electricity at competitive rates with full transparency.

Our mission	Remove obstacles for everyone to use renewable energy in order to accelerate the transition towards a sustainable energy future.
Our ambition	To become the leading global green energy procurement and trading platform.

Standardisation of renewable energy procurement allows us to reach the goal of affordable clean energy by

Contributing to more renewable energy

With progressive contracting strategy over the next 3 - 4 years, buyers are helping to **unlock much more previously inaccessible capital for green energy development** by direct purchase and contribute each year to the sustainable energy development.



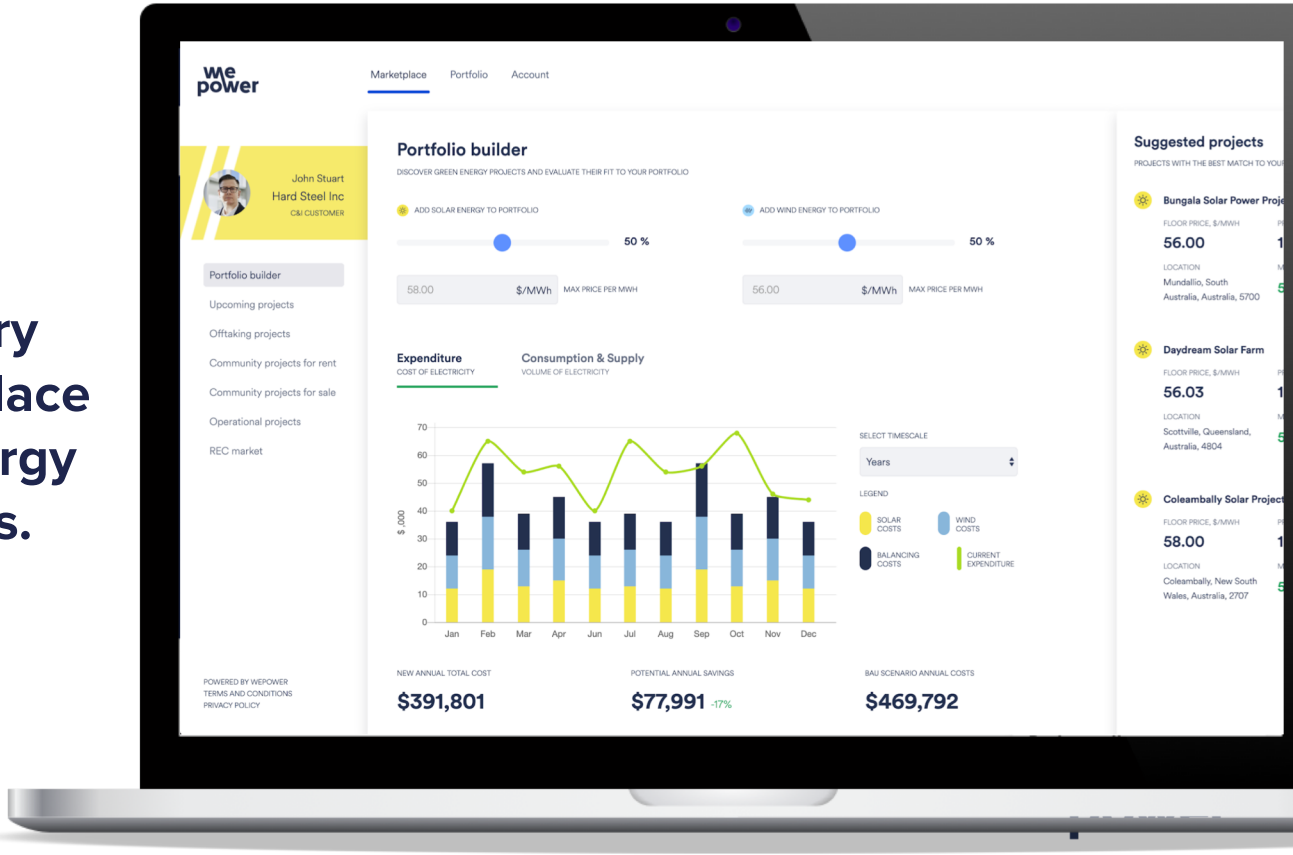
Rapid transactions

By **bundling multiple buyers** of various size, **developers** are able to **transact faster** and minimise the transaction risk with increased bargaining power.
Join once and enjoy flexibility.

Reduction of energy cost without complexity

Standardised procurement **eliminates many unnecessary costs** burdening traditional PPA process while bringing better options for energy procurement based on green energy and tailormade flexibility.

We offer a revolutionary green energy marketplace to purchase green energy directly from producers.



Creating a universal energy procurement engine. Suitable for all types of PPAs used in all major markets.

Virtual PPA

Green energy used purely as a financial hedge against volatile energy prices. No need to cancel your existing retail energy contracts.

Sleeved PPA

Green energy supplied for 100% of your corporate energy needs. Delivered for actual physical consumption.

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Using process standardisation and buyer aggregation, WePower overcomes many of the limitations preventing businesses from directly procuring their energy.

LARGE VOLUMES

SMALL VOLUMES

Platform technology enables buyers with relatively small loads to participate in auctions

HIGH TRANSACTION COSTS

LOW TRANSACTION COSTS

Standardised contracts & project curation significantly reduces transaction costs to buyers

NO LIQUIDITY

SOME LIQUIDITY

Buyers can “sell down” their contract to 3rd parties via the Platform’s **secondary market**

SINGLE COUNTERPARTY

MULTIPLE COUNTERPARTIES

Buyers can build a **portfolio of energy** from multiple projects using the Platform’s tools over 3-7 years for better portfolio.

How big is this value expressed in numbers?

$20M → $0.1M

NOW EVEN SMEs CAN ACCESS CHEAP GREEN ENERGY

Only large volume → Fractional contracting

$0,5M → $0 / 2Y → 2W

WE DON'T CHARGE ENERGY BUYERS AND SIGNIFICANTLY SHORTEN THE CONTRACTING PROCESS

Expensive and lengthy process → Low-cost & faster transactions

10Y → 1M

WE PROVIDE UNSEEN FLEXIBILITY TO CORPORATE ENERGY MANAGEMENT

No liquidity → Secondary trade

1 → ∞

ACCESS FOR ALL

Single Counterparty → Multiple buyers

Team WePower

WePower is made up of a team of more than 15 energetic individuals with experience working in finance, energy and digital transformation. Headquartered in Lithuania, WePower also has offices in Australia, Spain and Estonia.

Nikolaj Martyniuk

CEO, CO-FOUNDER

With extensive leadership and business expansion experience, Nick has been instrumental in developing WePower's business model and vision.

Kaspar Kaarlep

CTO, CO-FOUNDER

Kaspar is a technology strategist and energy industry expert with more than 10 years of experience.

Kristjan Kuhi

CHIEF ARCHITECT

Engineering lead with vast experience in research and product development for energy and utility clients.

Michael John

CISO

A world-class cybersecurity expert who has counseled organizations such as the European Network for Cyber Security and European Commission.

Jarmo Tuisk

HEAD OF PRODUCT

With 20 years of strategic project planning and product management, Jarmo is responsible for building bridges between our products and customers.

Thank you!

Nikolaj Martyniuk, CEO
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