

Reshaping our energy future

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L O 3 ENERGY

October 2019



Evolving Energy Market



Low margin, commoditized energy businesses struggle to offer differentiated products to customers



One-way analog relationships becoming two way digital engagement channels

... resulting in high churn rates and weak customer engagement in competitive markets



... and institutional inertia slowing efforts to address looming competitive threats

... limiting their ability to capture the full value that DERs and customers bring to the increasingly interconnected system



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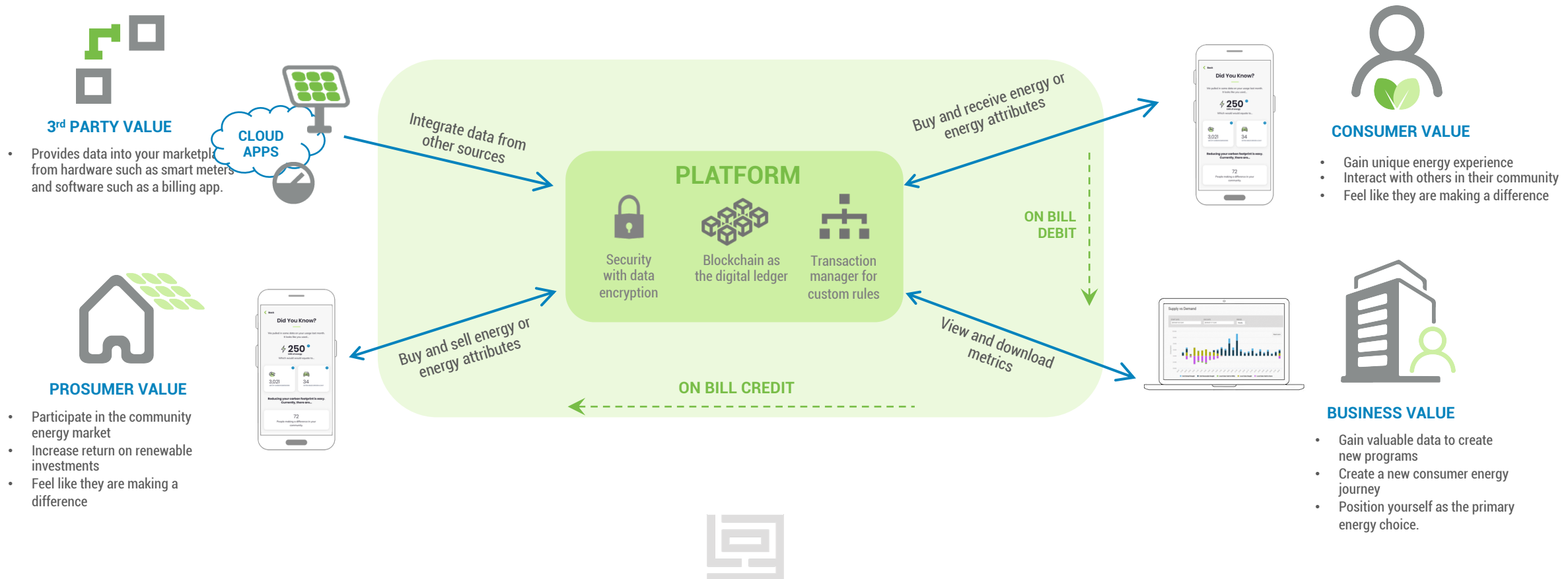
Pando, a Marketplace Solution

Targeting a **specific customer segment**, Pando is a co-branded marketplace to **directly connect** you to your customers and your customers to their **community**.



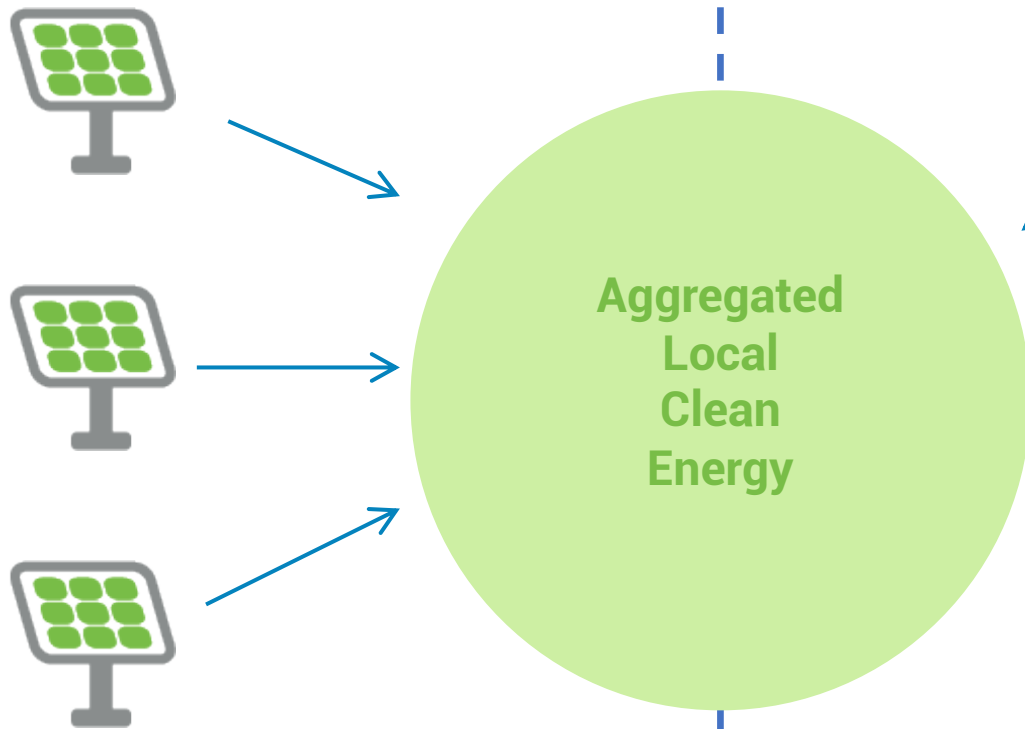
How Pando Works

Software as a Service (**SaaS**) solution, purpose-built to enable **quick implementation**.

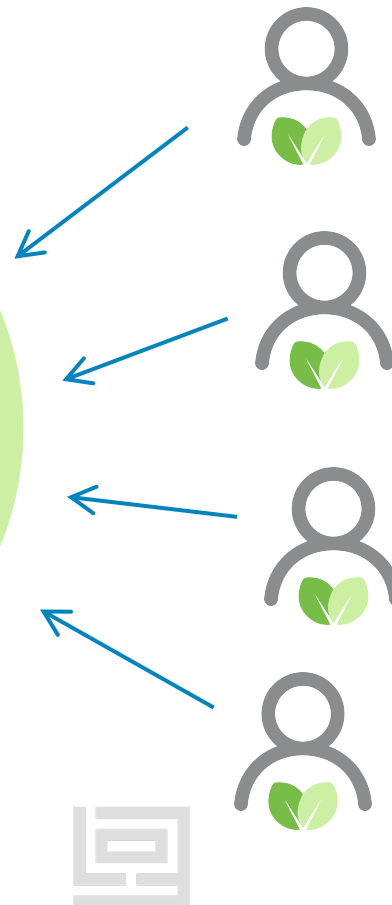


Pando Use Case 1: Local, Clean Energy as a Service

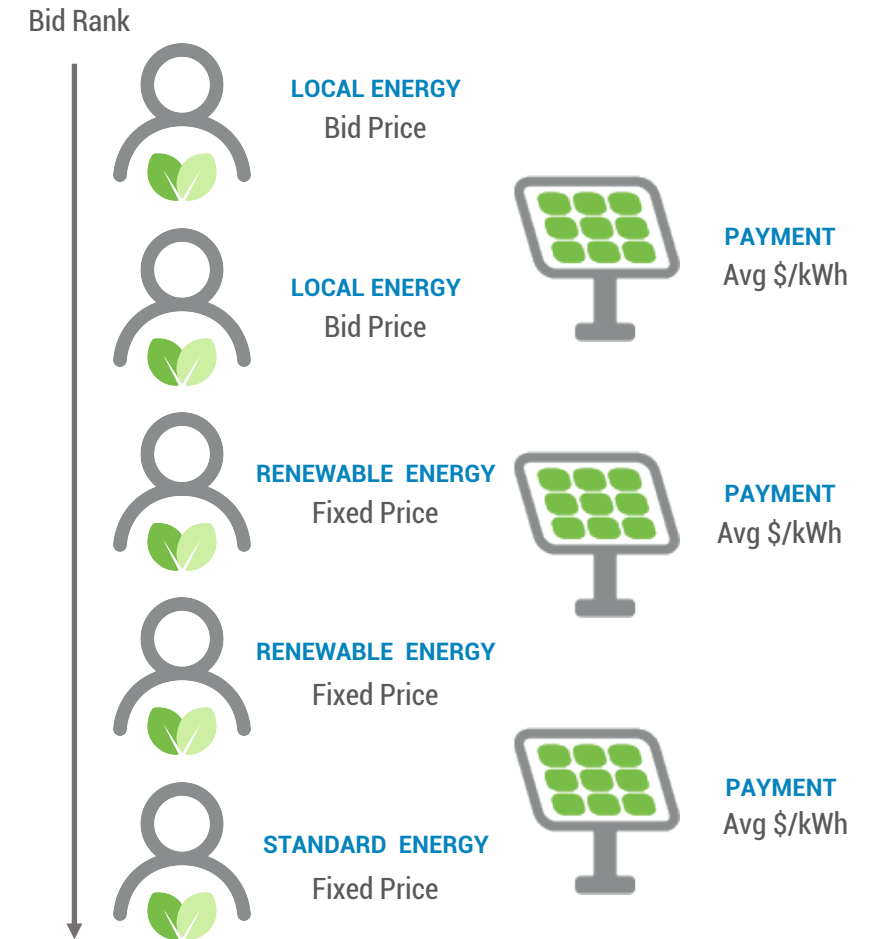
1. Generation Aggregation



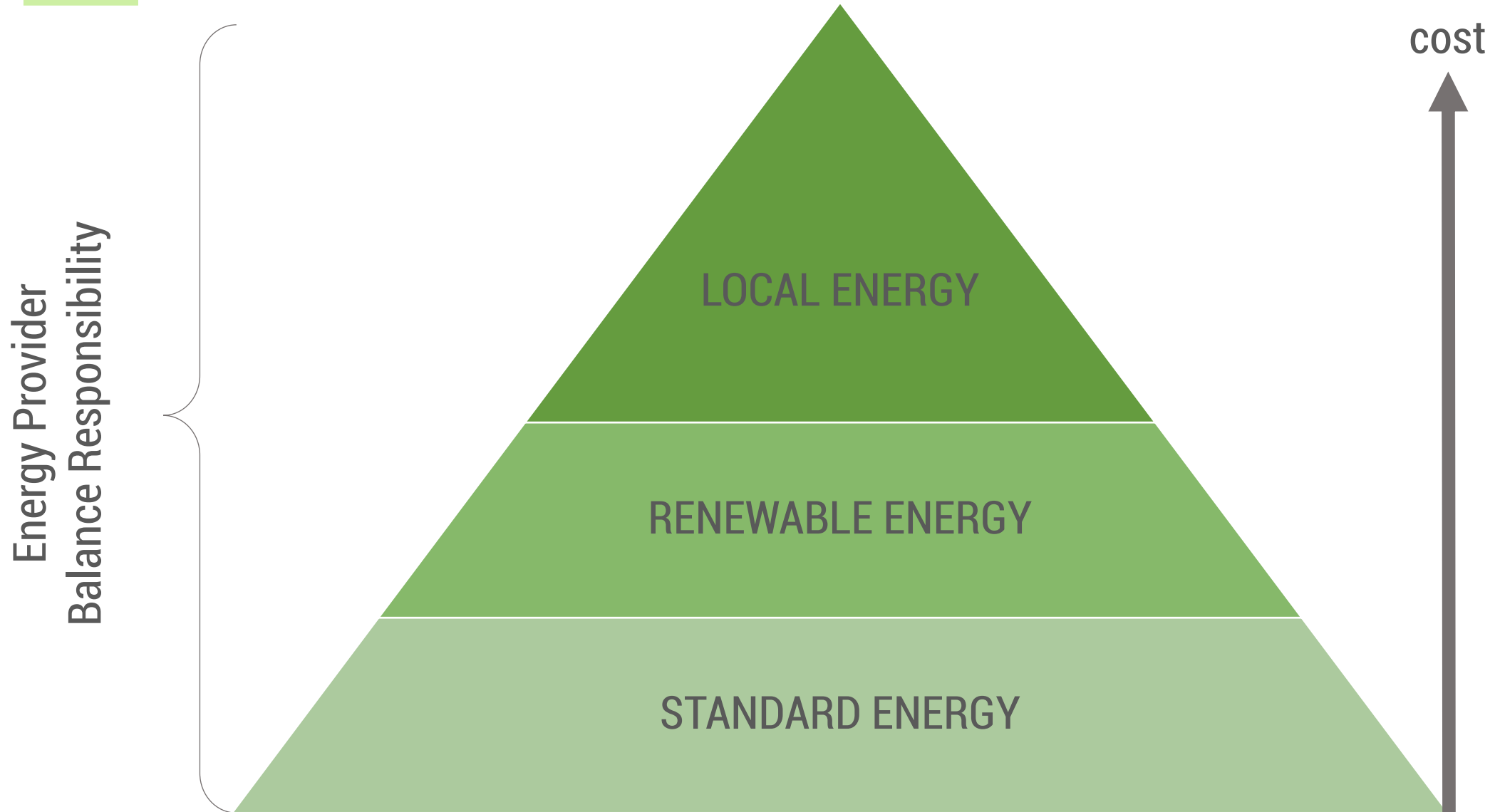
2. Consumer Bidding



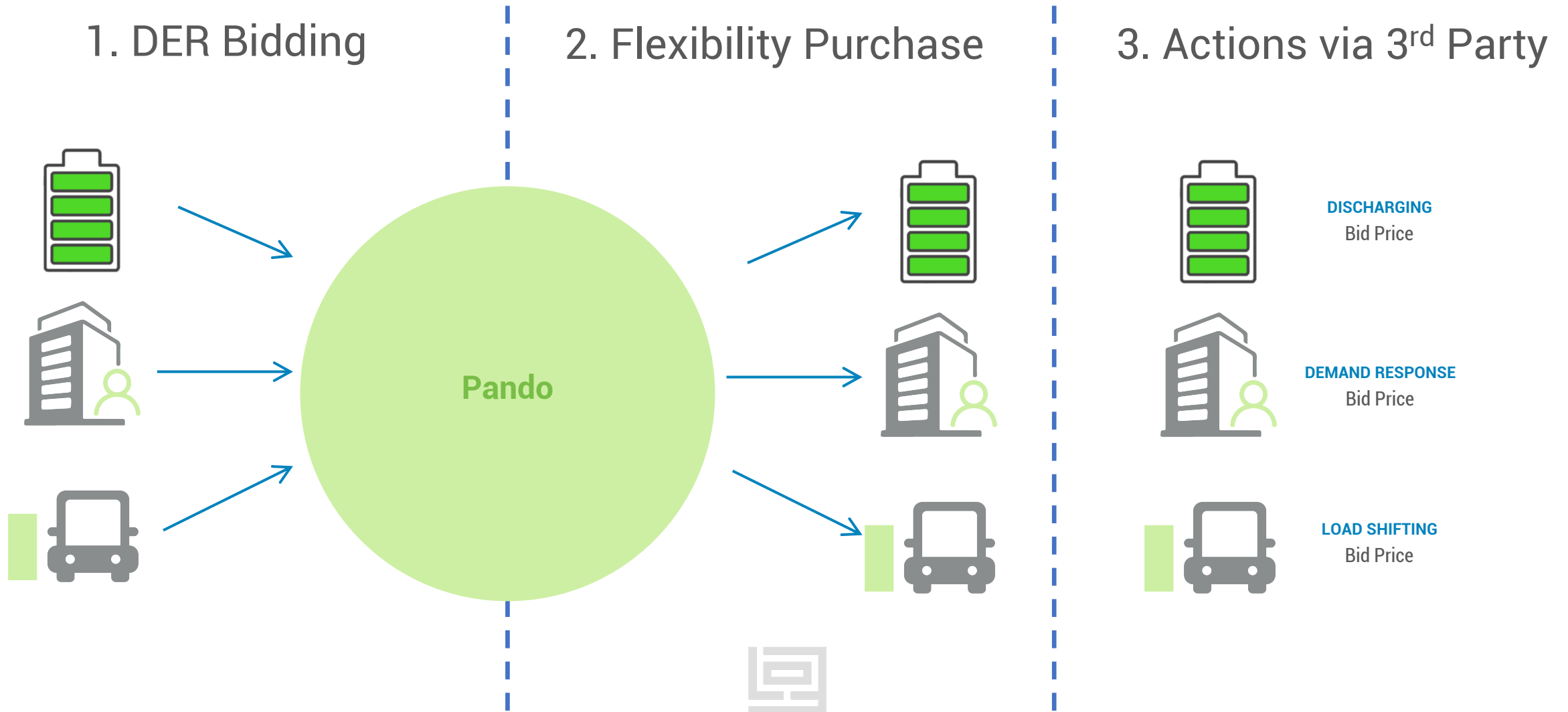
3. Market Execution



Pando Use Case 1: Local, Clean Energy as a Service



Pando Use Case 2: Flexibility Marketplace



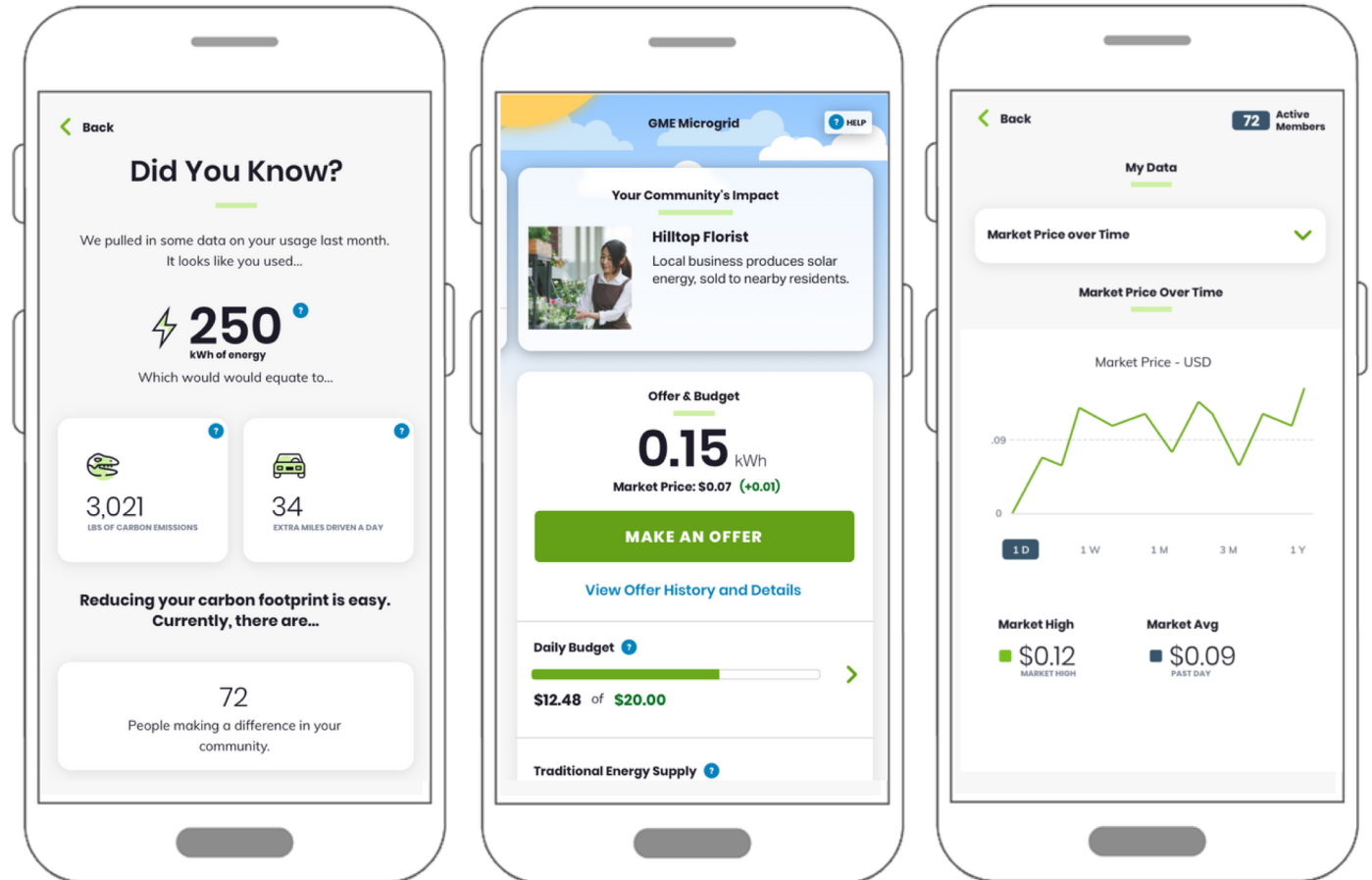
Provide Consumers with Branded Mobile App

Customize the app

- Add your logo to the login screen
- Determine marketplace naming on the Community screen
- Choose names and prices of the attributes

Consumers use the app to

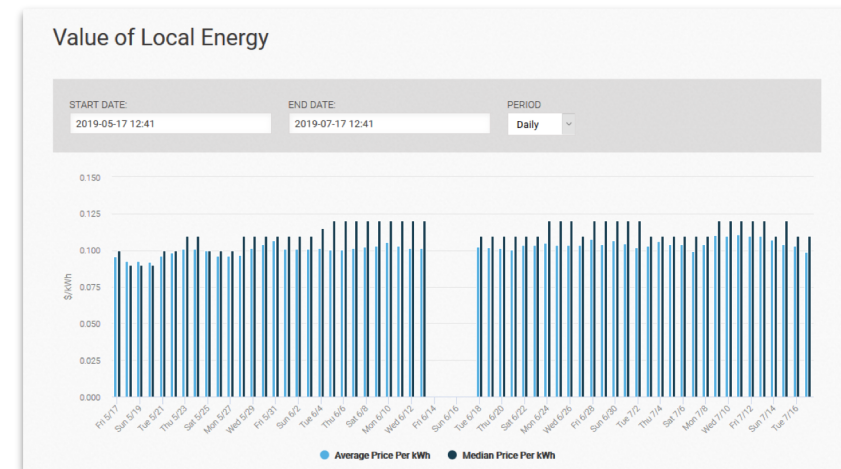
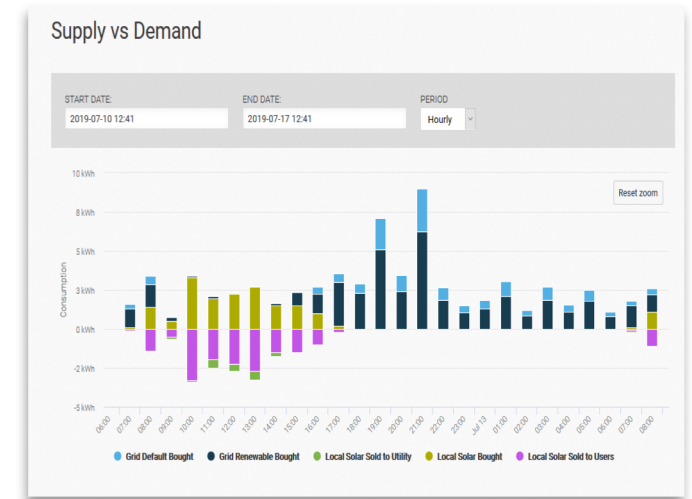
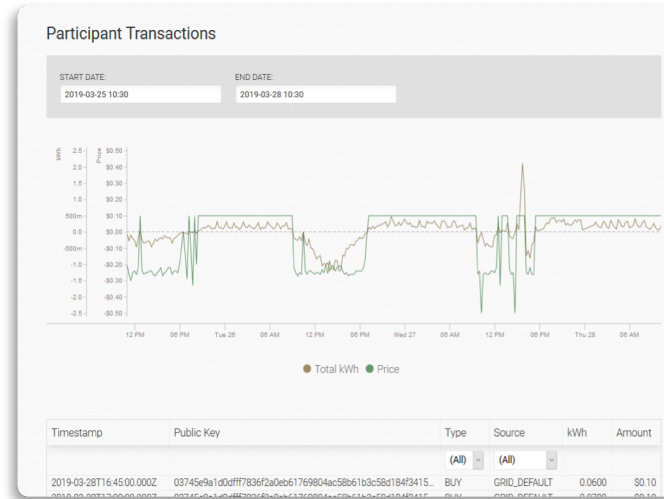
- Set bids and daily budgets
- Easily visualize amount spend and/or earned over time periods
- Compare attribute types by marketplace activity



Web Portal for Marketplace Management

For Pando transactions

- See energy data at a glance
- View transactions in intervals matching the clearing period(s)
- Easily export data for additional analytics



Use Case: Energy Supply (kWh)

Partner

Retail electricity supplier (Denmark)

Needs

Partner needs: Sticky, value-add product to explore new revenue sources, cross- and up-selling opportunities and defend against CCAs, retail switching and high customer churn rates in competitive markets

Consumer needs: Transact within their “local” community to create a market for kWh generated from local distributed solar at a potential premium to existing DER compensation structures

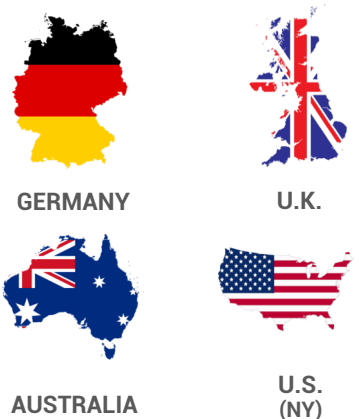
Solution

Marketplace configured for “local” energy

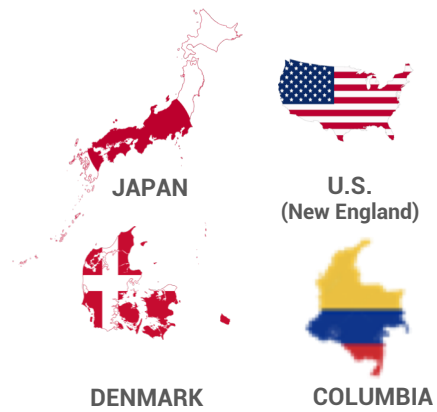
- **Supply:** Rooftop PV systems at existing residential customers
- **Demand:** Existing residential customers
- **Marketplace Settlement Interval:** 15 minutes
- **Consumers:** Branded mobile application
- **Partner:** Partner portal for metrics
- **Data:** Integration with utility’s API for anonymized consumption and production data
- **Billing & Statement:** Provides .csv settlement data to partner



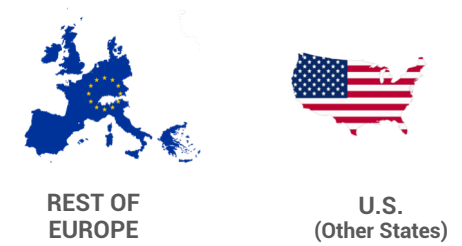
Project Examples



TO DATE



IMPLEMENTATION



2020+



Project Concepts

Local Energy Market

Pando, targeting residential and small C&I participants for enhanced engagement, data collection, subscription monetization

Post FIT/DER Compensation

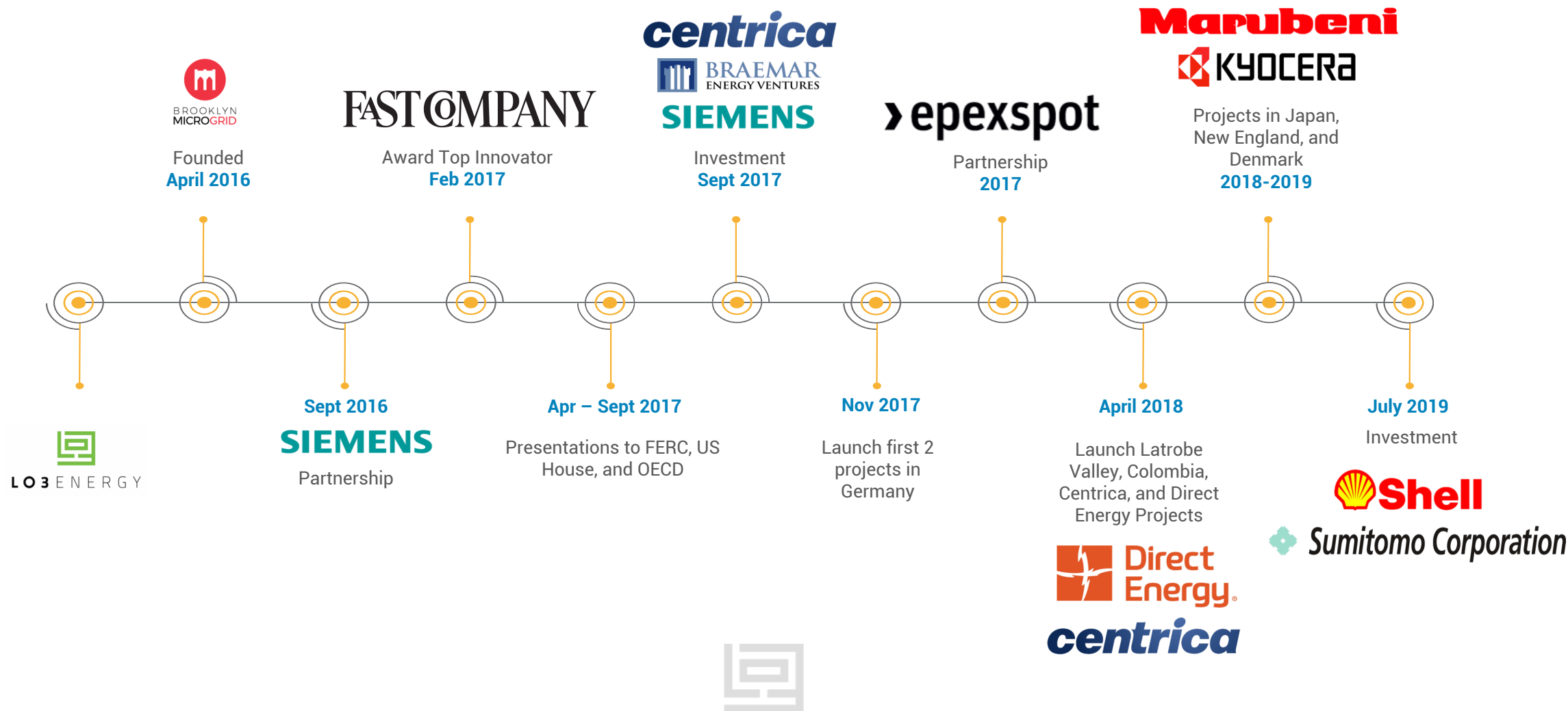
Move existing PV customers into a marketplace to shift compensation burden

Certificates of Origin Marketplace

Going green source strictly via local attributes



L03 Milestones



L03 Leadership Team

Experience in the Energy, Technology and Trading Industries



**Lawrence
ORSINI**

CEO



**Dana
RUDY**

Dir. Of Technology



**Matt
BROWN**

Dir. Corporate
Development



**Belinda
KINKEAD**

Dir. Australian
Operations



**Bill
COLLINS**

CSO



**Kerstin
ROCK**

SVP Operations



**Chris
FOSTER**

Cloud Architect



**Scott
KESSLER**

Dir. Business
Development

ECO SECURITIES

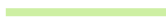
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Thank You



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