Enercent

Disrupting the $50Bn Energy Management Systems Market ...

By driving Innovation @ Scale with an Unique Business Model.

Enercent is a multi-sided platform to support...

1 Energy Consumers

(Enterprises)

- EVSE Charging Suite – OCPP/OpenADR/Custom
- Virtual Power Plant
- Energy Budgeting
- Facilitate frictionless energy trading

2 Infrastructure & Fleet Operators

(Real Estate, Hospitality, C&I)

- Measure, Control, monetize Energy Consumption & Parking
- Engage Energy consumers & Incentivize Demand Flexibility
- Optimize Energy Sources
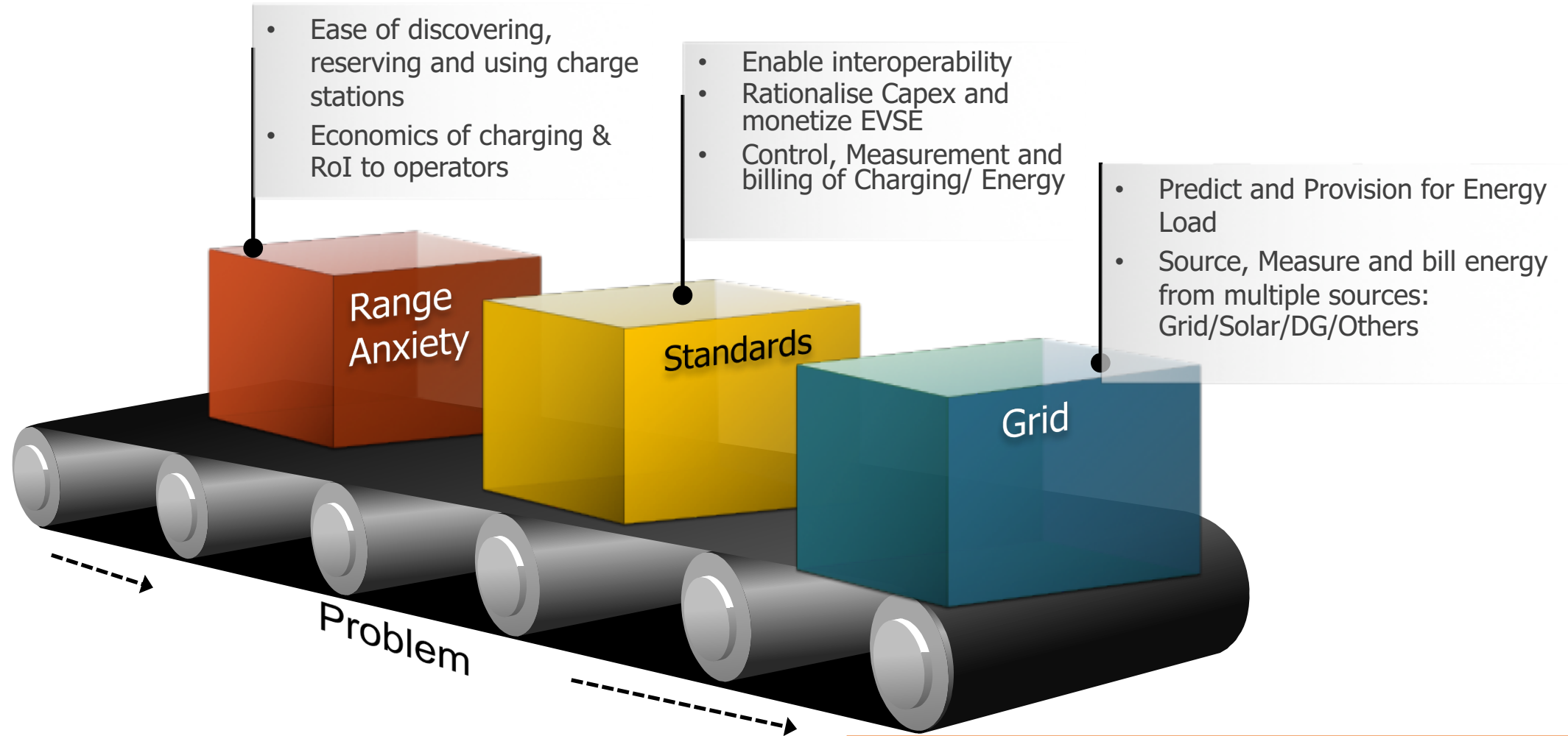- Facilitate energy trades using accurate consumption forecasts

3 Independent Power Producer/Utilities

(Discoms, Solar & Wind Power)

- Integrated Demand Flexibility
- Energy Generation Forecasting
- Energy Trade Planning
- DER Management

Problems plaguing EV Adoption

Range Anxiety
- Ease of discovering, reserving and using charge stations
- Economics of charging & RoI to operators

Standards
- Enable interoperability
- Rationalise Capex and monetize EVSE
- Control, Measurement and billing of Charging/ Energy

Grid
- Predict and Provision for Energy Load
- Source, Measure and bill energy from multiple sources: Grid/Solar/DG/Others

Problem

Enercent solves the problem @ All sides of EV Charging

Unlike the current choice of "bits and pieces" or expensive custom-made "Jugaad"

Battery Swapping and Custom Chargers with no automation

Unnecessarily complicated Hardware with limited or no Software support

Role limited to EV Charging pricing No intelligence & automation

Driver App
- ✓ Supports all Standard and custom chargers/connectors & Battery Swap
- ✓ 100% guaranteed availability of charging and route planning
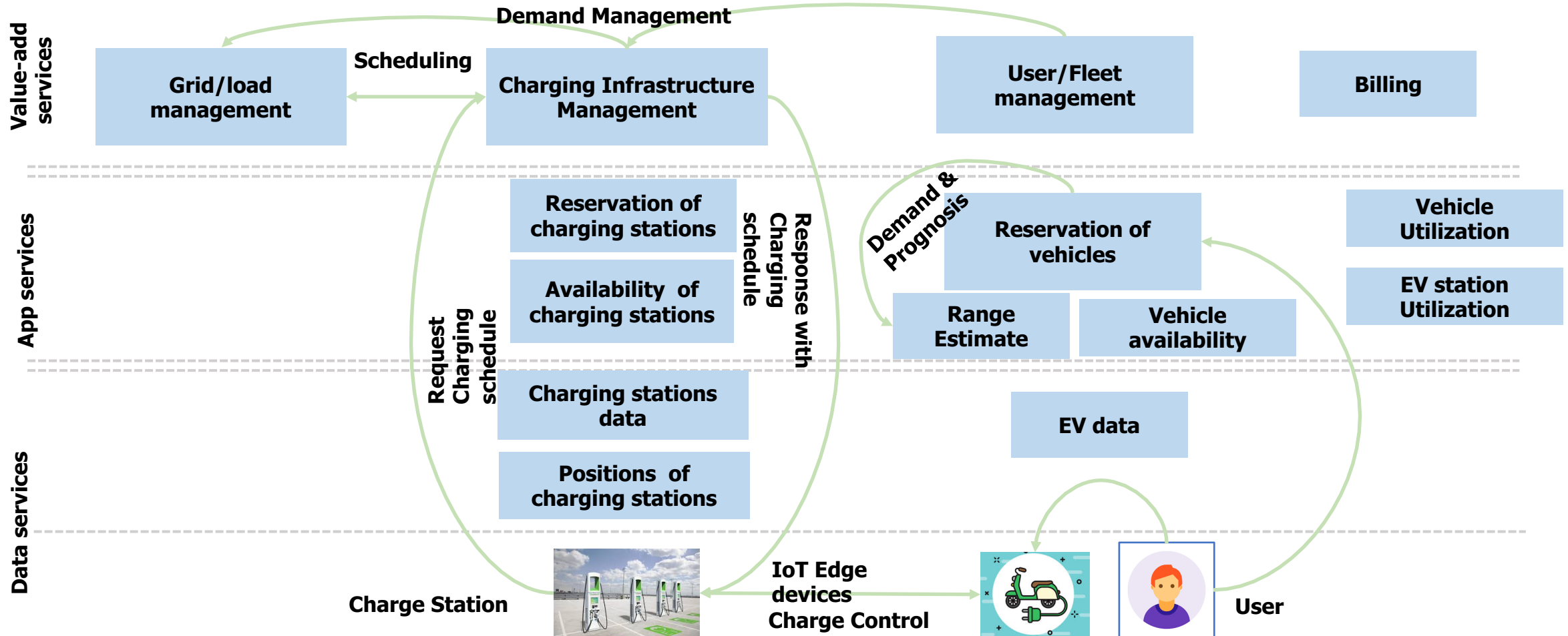- ✓ Per unit/kWh billing

OEM agnostic Infra with Zero Capex
- ✓ Supports all Standard and custom chargers/connectors
- ✓ Monetize Parking, Time of the Day and other variables
- ✓ Instant Measurement, Billing & Settlement with attractive revenue sharing

Enercent VPP (Virtual Power Plant)
- ✓ Combine Distributed Energy Resources and use for EV Charging
- ✓ Accurate Forecasting and Prediction algorithms for energy trade arbitrage
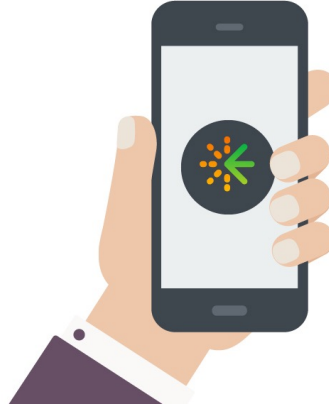- ✓ 250 KW Captive Solar Hybrid Infra, with attractive long-term PPA

Enercent demystifies EV Charging Infrastructure problem

Value-add services

- Grid/load management
- Charging Infrastructure Management
- User/Fleet management
- Billing

Demand Management

Scheduling

App services

- Reservation of charging stations
- Availability of charging stations
- Reservation of vehicles
- Range Estimate
- Vehicle availability
- Vehicle Utilization
- EV station Utilization

Request Charging schedule

Response with Charging schedule

Demand & Prognosis

Data services

- Charging stations data
- Positions of charging stations
- EV data

Charge Station

IoT Edge devices Charge Control

User

Enercent provides Energy as a Service for EV Fleet Operators

With "Pay per Watt" billing and Zero upfront costs*

Driver App to book, charge and pay

Integrates with existing Delivery Agent Apps and Cloud

Enercent Energy Dashboard for Control and Operations of Vehicles, Users and Chargers

Interoperable and connected Electrical Infra for EV Charging

EV Line Islanding, isolation and metering

Supports, Non-Standard Chargers provided by Vehicle OEMs*

Enercent owned Charging infrastructure @ Customer Premises

Cheaper Energy
Grid/Solar/DG/Storage Integration

*Non-standard Chargers may incur applicable charges

RENEWABLE ENERGY STORAGE GRID

Enercent @ customer excellence:
100 MWh+ Energy. 60k+ times App-based usage. 100% m-o-m growth and accelerating

- ✓ **400 Charging stations in Bangalore – May 2020**

- ➢ **1440 Stations underway across 6 cities – Aug 2020**

- ✓ **1000+ 2W+ 3W Drivers - June 2020**

- ✓ **3000+ drivers under activation – June 2020**

- ➢ **10000 Vehicles pipeline @ customer – Q1 2021**

- ✓ **Automated support using App with dedicated account managers and 24X7 field support**

- ✓ **Robust and Safe operations with software and hardware protection for electrical safety**
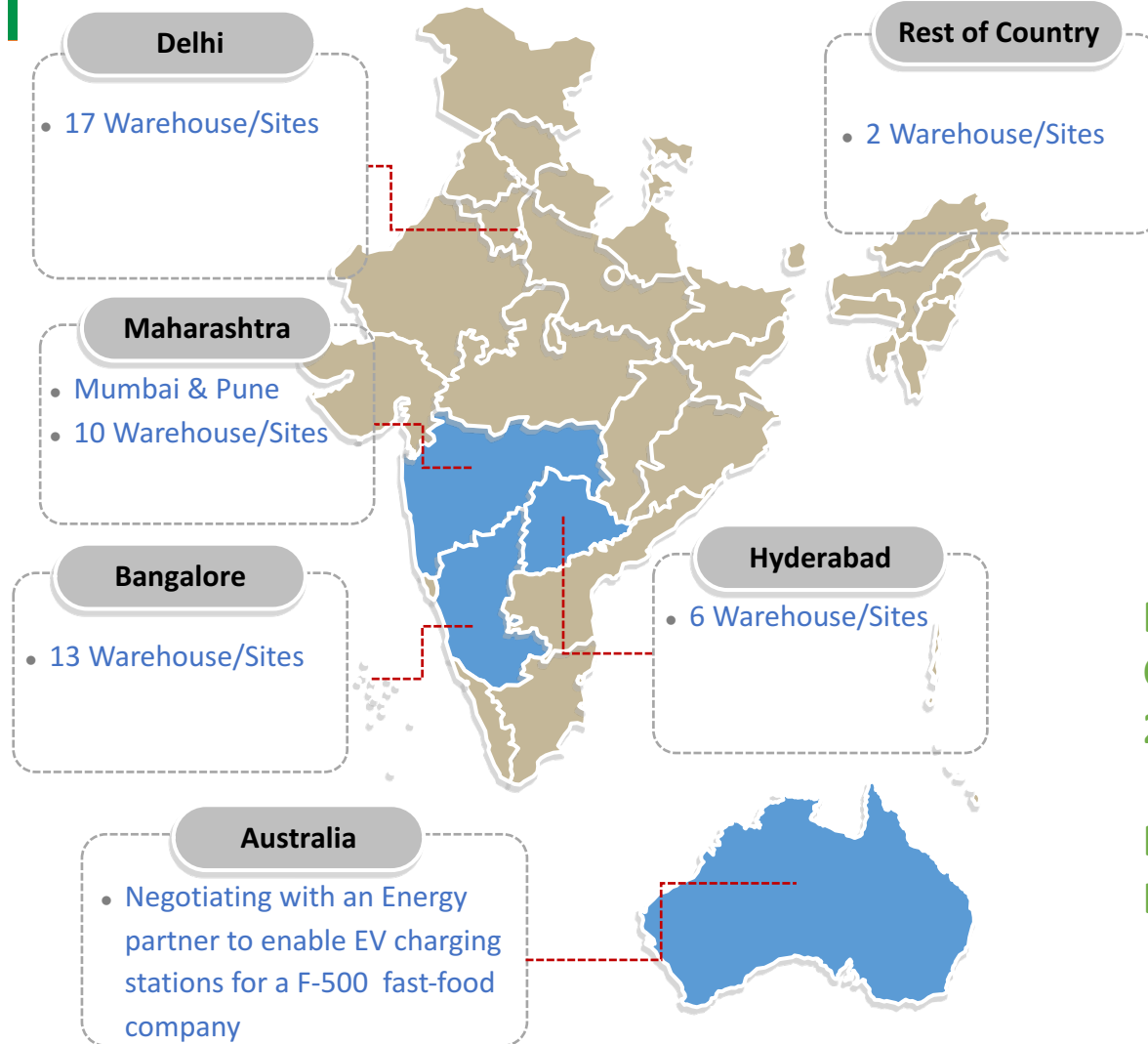
- ➢ **Pilots for intercity EVs and route-based Infra**

■ **Live and billing**   ■ **Part of Contract**

Enercent Sales Traction

Delhi
- 17 Warehouse/Sites

Rest of Country
- 2 Warehouse/Sites

Maharashtra
- Mumbai & Pune
- 10 Warehouse/Sites

Bangalore
- 13 Warehouse/Sites

Hyderabad
- 6 Warehouse/Sites

Australia
- Negotiating with an Energy partner to enable EV charging stations for a F-500 fast-food company

- BigBasket current order Book – 48 Sites in six cities
- Target market is eight focused locations in India and Australia region.
- EV OEMs, Large Ecommerce players, big box retailers, real estate management companies, utility companies, smart city projects and government

Enercent is beta testing Consumer (4W) Level 2 Fast Charging in Bangalore, Pune, Hyderabad & Delhi - July 2020

Enercent is doing a select pilot for "Summon Charging" for Level2 & Level3 capable EVs in Bangalore

Our story so far; Facts and Figures

- $100,000 capital from founders and 4 Full-Time staff
- Enercent built and piloted Energy as a Service (EaaS) platform with 50+ active participants in Bangalore – Dec 2018
- Enercent develops IoT Module + Software that works with all Indian and Global EV chargers – Dec 2018

- Won EESL 2019 Hackathon, for EV Theme – March 2019
- Pilot with with Big Basket @ Bangalore – Sep 2019
- Pilot successfully converted to 36 month pan-India contract to provide EV Charging App, Cloud and Energy as a Service – Nov 2019

- 48+ location Purchase Orders for EV EaaS from BigBasket. 1440 Charging Points as per phase1 of Contract
- Currently @ 25% of Execution (400+ Points) Billing runrate @ ₹ 15K/day Dec 2020 @ 1 Lakh/day
- Positive impact during Covid-19. App usage and daily revenues @ 2.5X of pre-Covid era. $1M revenue by Q1 2021.
- 4 Additional Large Delivery Companies in talks for a similar End to End EV Charging Solutions in India.

ENERGY EFFICIENCY SERVICES LIMITED
A JV of PSUs under the Ministry of Power

bb bigbasket

Enercent was in the top 30 Startups list by inc42

Engineering-focused Origins: August 2018

Validation & Win: 2019

Revenues and Scaling May 2020

Enercent Team

Enercent was founded by a team of energy industry professionals with proven experience in solving Big Data problems @ Utility scale

Domain expertise in Deep Tech, EVs and Energy Analytics

Bootstrapped and backed by Professionals. Growing in Engineering, Sales & Support staff

BHARGAVA GOLLAPALLI

FOUNDER & CEO

20+ years in the semiconductor and energy industries. Passionate about EVs, Micro Grids, Renewables and building highly motivated teams. Previously at Ericsson, Qualcomm, Intel, and AutoGrid.

PRASAD PILLA

CO-FOUNDER & CTO

Maker at heart, an engineer by profession. Obsessed with building delightful interfaces and scalable systems. Building things on the web for the last few years.

SANDEEP MUSTI

CO-FOUNDER & SALES HEAD

12+ years in media sales at Sony, Times of India and others. Sandeep believes EV charging should be demystified and democratized.

SUBINDER KHURANA

ADVISOR

25 years of track record as a technology & analytics entrepreneur, investor, and mentor. Founder of StoryProcess, BankSmarts and EZPower Systems, and NASSCOM Deep Tech Club. On the advisory board of Druva Software, Authbridge, Power2SME, and others. Chair, TiE Institute.

Enercent provides RoI to EV Fleet owners from day 1

For pricing and pilots to automate every step of your EVSE planning
with superior SLAs and guaranteed service

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