

SunTechDrive

Industry Growth Forum

John LoPorto, CEO

May 3, 2018

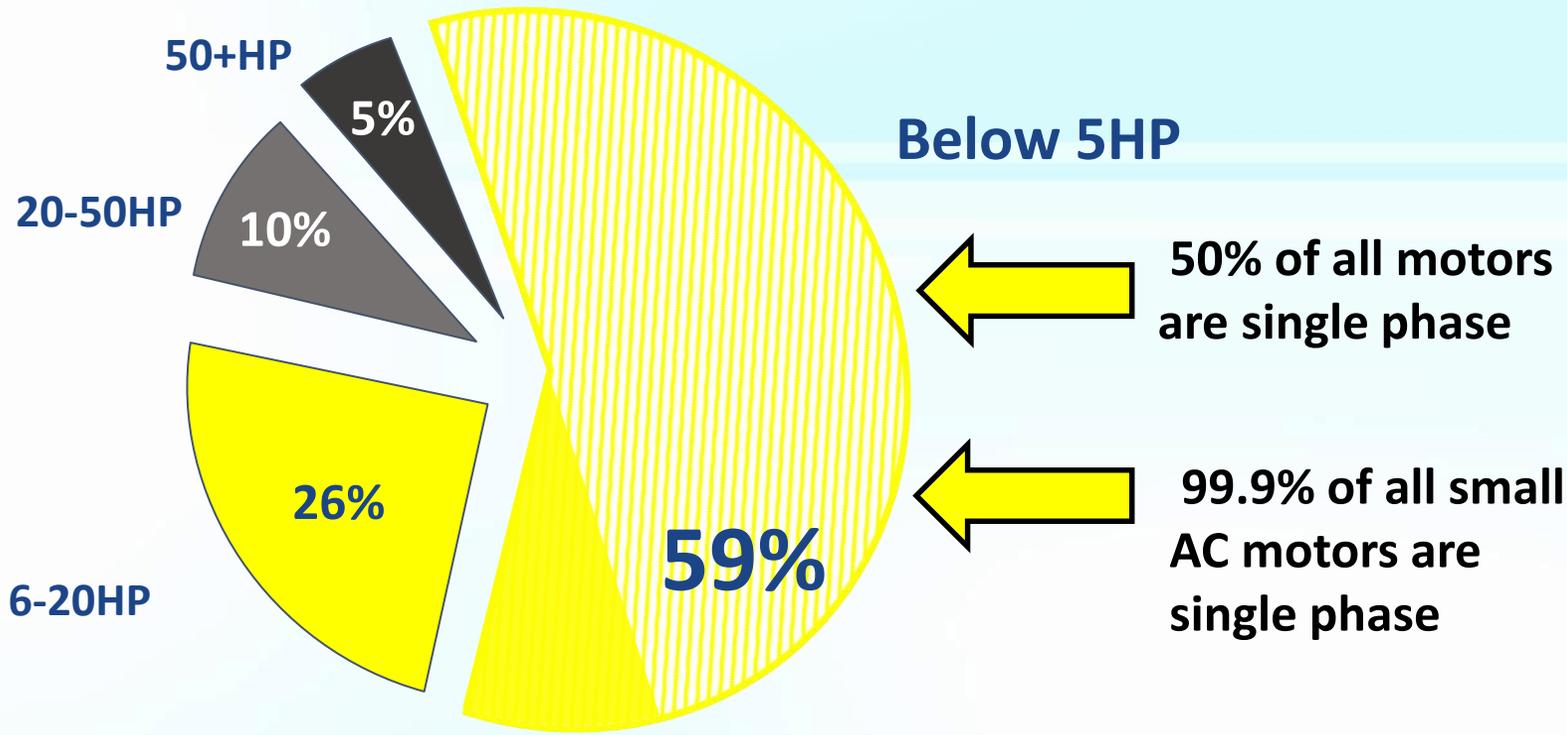
A Smart Grid Begins with Smart Loads

- Motors are the key loads
- So many loads, so little time

SOLUTION: A **Universal** motor controller



Need for Smart Loads

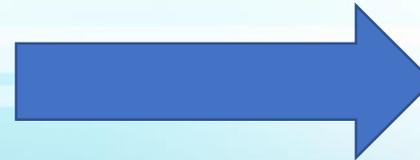
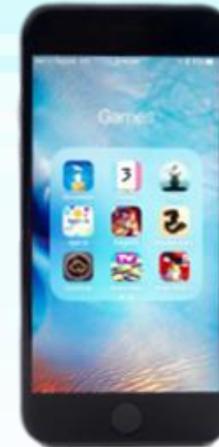


Global Motor Sizes

Hardwired Design Evolves to Reference Platforms



Hardwired Design Evolves to Reference Platforms

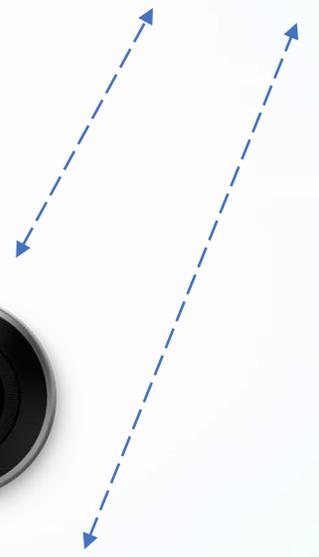
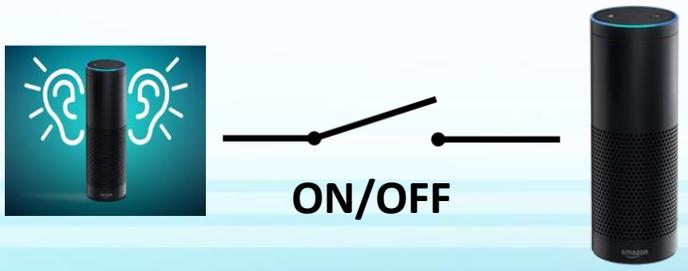
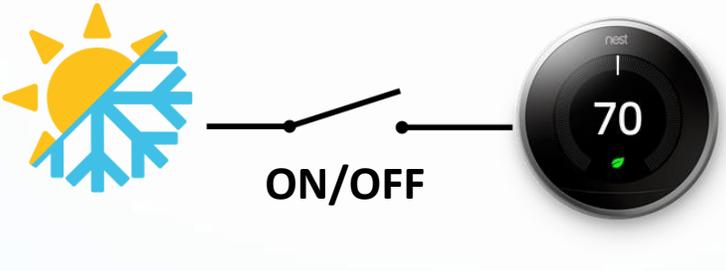


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Exe code
} if frequency=50Hz -> run pump 1
else frequency=60Hz -> pump2

} if single phase then use boost 2.5
else its 3 phase -> use boost 1.5

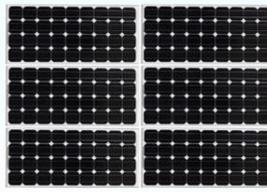
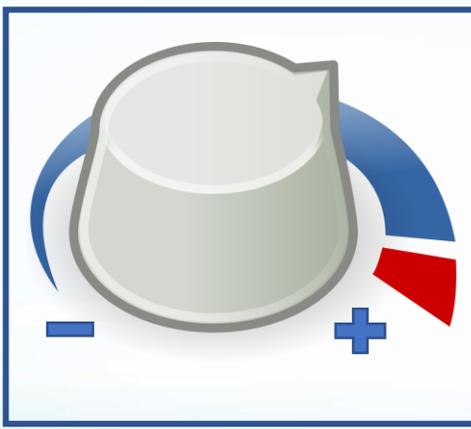
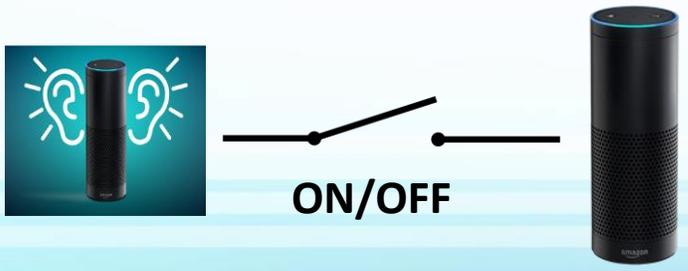
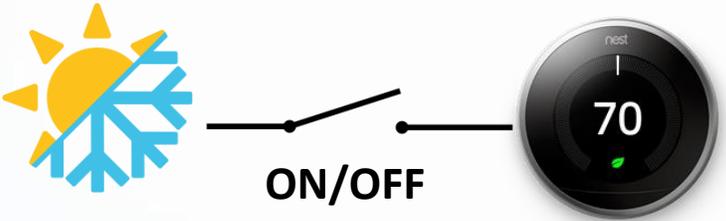
} if voltage more than 150V then use 230V main
else use 115V code

end
```



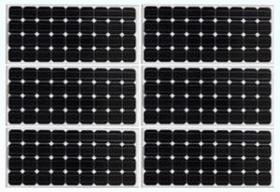
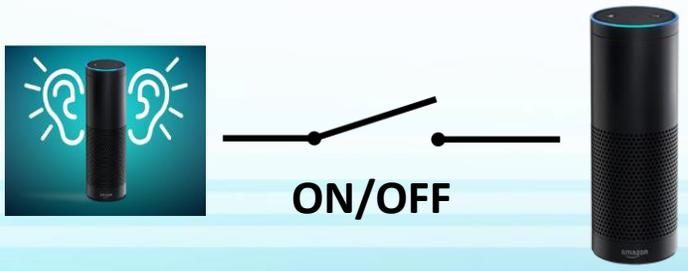
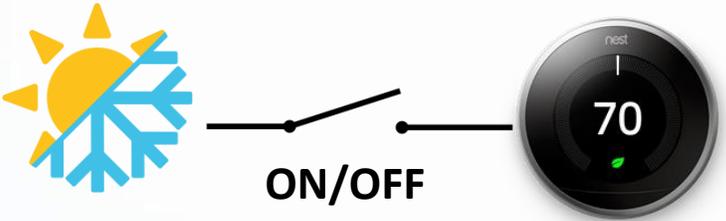


Speed	Power
100%	100%
90%	73%
80%	51%
70%	34%





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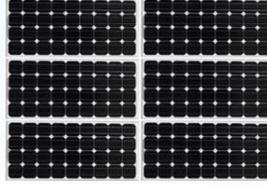


Data Cloud

Speed	Power
100%	100%
90%	73%
80%	51%
70%	34%



AC Motor

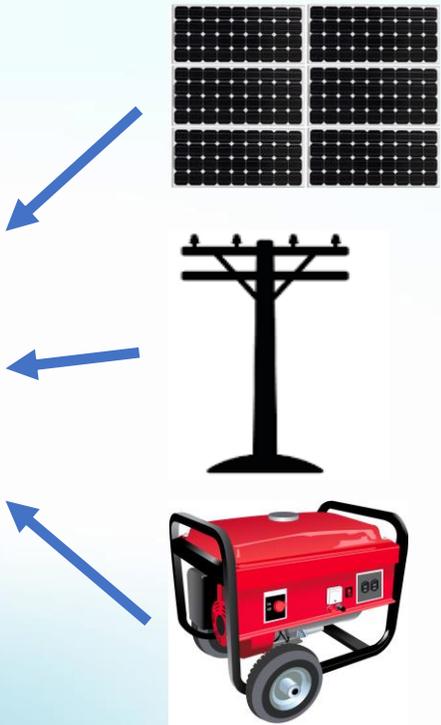
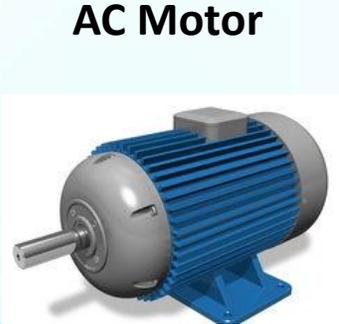


Proprietary SunTech Drive 2018



- Peak Reduction
- Diversion Control
- Forecasting

An icon of a computer monitor and tower PC is enclosed in a rounded rectangle. Below it is a list of three bullet points: "Peak Reduction", "Diversion Control", and "Forecasting".



Current Focus

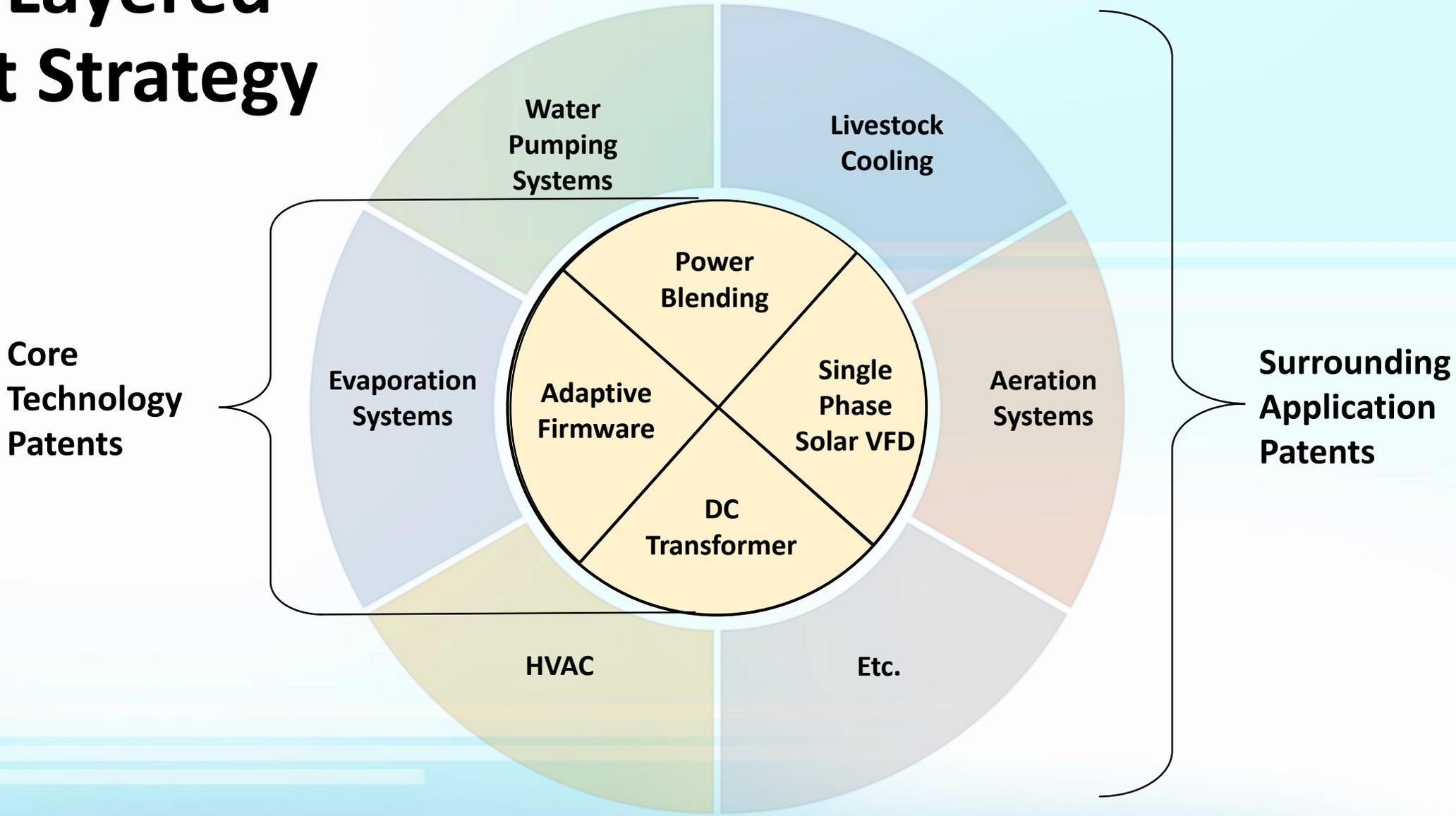


Pumps



Fans

Multi-Layered Patent Strategy



Management Team



John LoPorto
Chief Executive
Officer

Dr. Nikola Milivojevic
Chief Technology
Officer

Jeff Lints
VP of Business
Development

Scott Shambo
Director of
Operations

Dr. Yusuf Gurkaynak
Chief Engineer



Possible Medium Term Exit Scenarios

Industrial Class VFD Manufacturers and Microgrid Companies



SIEMENS



Inverter Companies



solar**edge**



IoT Companies

Similar value proposition to the [nest/Google](#) acquisition but for controlling commercial motor loads on grid or in solar/grid hybrid installations

Vertical Market Exclusive Licensing

Opportunities to license exclusive rights in select vertical markets



Financials

	2018-Q1	2018-Q2	2018-Q3	2018-Q4	2019-Q1	2019-Q2	2019-Q3	2019-Q4	2020	2021
Bookings	\$75,347	\$332,739	\$652,060	\$1,086,194	\$631,234	\$1,756,650	\$2,722,383	\$2,549,840	\$14,020,086	\$22,038,100
Cost of Goods Sold	\$49,729	\$193,829	\$360,849	\$580,006	\$337,067	\$900,905	\$1,321,545	\$1,237,787	\$6,261,398	\$9,842,258
Total Cost of Goods Sold	\$49,729	\$193,829	\$360,849	\$580,006	\$337,067	\$900,905	\$1,321,545	\$1,237,787	\$6,261,398	\$9,842,258
Gross Profit	\$25,618	\$138,911	\$291,211	\$506,187	\$294,168	\$855,745	\$1,400,838	\$1,312,054	\$7,758,689	\$12,195,842
Gross Profit Margin (%)	34%	42%	45%	47%	47%	49%	51%	51%	55%	55%
Operating & Capital Expenses										
Production Planning	\$20,613	\$66,031	\$24,300	\$22,500	\$56,984	\$49,000	\$40,095	\$38,250	\$188,112	\$217,769
R&D	\$165,382	\$238,272	\$323,508	\$442,074	\$422,082	\$453,882	\$424,882	\$396,882	\$1,840,438	\$2,057,742
Sales & Marketing	\$75,859	\$163,594	\$230,531	\$268,211	\$358,332	\$365,324	\$407,401	\$451,166	\$2,859,752	\$3,917,976
G&A	\$113,167	\$106,956	\$106,200	\$160,492	\$154,982	\$159,982	\$167,372	\$188,747	\$866,483	\$1,010,314
Total Operating & Capital Expenses	\$375,021	\$574,852	\$684,539	\$893,277	\$992,379	\$1,028,188	\$1,039,749	\$1,075,045	\$5,754,785	\$7,203,801
Production Planning	5%	11%	4%	3%	6%	5%	4%	4%	3%	3%
R&D	44%	41%	47%	49%	43%	44%	41%	37%	32%	29%
Sales & Marketing	20%	28%	34%	30%	36%	36%	39%	42%	50%	54%
G&A	30%	19%	16%	18%	16%	16%	16%	18%	15%	14%
Total Expenses	\$375,021	\$574,852	\$684,539	\$893,277	\$992,379	\$1,028,188	\$1,039,749	\$1,075,045	\$5,754,785	\$7,203,801
Net Operating Income	(\$349,403)	(\$435,941)	(\$393,328)	(\$387,089)	(\$698,212)	(\$172,443)	\$361,089	\$237,009	\$2,003,903	\$4,992,040
Net Income	(\$349,403)	(\$435,941)	(\$393,328)	(\$387,089)	(\$698,212)	(\$172,443)	\$361,089	\$237,009	\$2,003,903	\$4,992,040

Current Financing Round

\$2,000,000

Series A Equity

\$8M Pre-money valuation

Raised to date:

\$1.8M Convertible Debt

\$600K Vendor Facility

\$250K in Grants

\$225K Founders Equity

Use of Funds



Sales and marketing resources



UL certifications



Higher margins through tooling



Product Development



Intellectual property strategy

SunTechDrive

Questions?