

INVESTMENT TEASER

PRIVATE & CONFIDENTIAL

MAY 2017

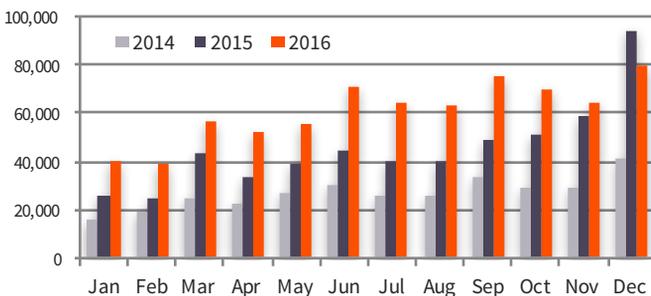
- 49% shareholding in Engenie
- Qualifies as an EIS investment with 30% income tax relief
- Provides a projected 8x investment return by 2022 exit

Engenie: provider of Rapid Charging infrastructure

- Located in London, the company has been active in the electric vehicle (EV) rapid charging market since 2013 and has built up a valuable network of blue chip suppliers and partners
- With its unique payment app and asset management software, Engenie offers the installation and operation of its rapid chargers at host sites, capable of charging EVs with 85 miles of range within 30 minutes
- Strong portfolio of potential public and private landowner partners, fleet customers and high-profile sites in London
- Subsequent to the fundraising the company will hire additional staff to support the high growth strategy with funds being used to procure assets and develop further sites

A market with huge potential for growth

- The global number of registered EVs doubled in 2016 to over 2 million - driven by lower cost of ownership, evident environmental benefits especially within cities, reduced reliance on oil, global government support and manufacturers' commitment to 15-25 percent increase of EVs in 8 years.



Global Monthly Plug-in Vehicle Sales

Source: EV VOLUMES.COM

- The new Tesla Model 3 has proven to be a 'game changer' having received 400,000 pre-orders. Many OEM's have launched their new EV ranges such as Nissan, Audi and BMW and newcomers such as Apple, Google and China-based BYD (Warren Buffet holds 10% stake)
- Major technology companies such as Samsung, LG and Panasonic are also making significant investments into the battery sector, reducing manufacturing costs and increasing battery capacities
- Rapid charging stations have unlocked potential within the EV market, eliminating the 'range anxiety' barrier. Additional rapid charging stations with <30 min charging time allow consumers to drive more freely and avoid inconvenient waiting times
- A surge in EV demand in the UK with total registrations of electric cars increasing from 3,500 (2013) to c.100,000 (2017)
- London to introduce the Ultra Low Emission Zone in 2020, requiring all vehicles to meet emissions standards with 9,000 electric taxis planned needing rapid charging ranks

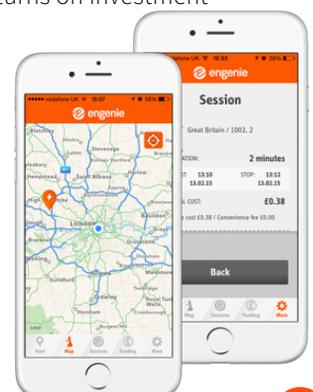
Engenie USPs

- 15-year+ land agreements with landlords to host the company's charge points
- Guaranteed income model for contracts with bus, commercial fleet and taxi operators
- Established financial backing from international infrastructure bank
- Use of best in class software and hardware products, ensuring reliability of technology vs. competitor offerings
- Strong management team with experience in commercial property, building cleantech infrastructure and IT systems

Why Invest in Rapid Chargers?

- The EV industry is primed for substantial growth and Engenie is in a position to exploit the opportunity to scale-up fast in the charging market at an early stage
- Rapid charging is a key area of the market sector that addresses the problem of quick charging for commercial fleets, taxis or individuals whilst away from home or work. Rapid charging provides up to 16x the speed of a standard charger with new technology set to increase to 50x the speed of standard chargers
- New planning laws require that 10% of car parking space for residential and commercial developments provide capacity for EV charging. Rapid charging provides a higher turnover than slower charging, requiring significantly less parking bays, and so is preferred by retail landlords whose parking spaces are at a premium
- Current industry development is in its early stages and relatively few service providers have entered the electric vehicle charging market but performance is already demonstrating high-growth, profits and returns on investment

The Engenie mobile App is feature rich and very easy to use. It has locate, live status on charge points, one tap to start charging, multiple payment options and much more..



Investment Opportunity

- Opportunity for investors to participate in the Series B funding round of Engenie
- Funds will be used to expand the company and add further rapid charge points to Engenie’s network in strategic locations across London and the UK. This is intended to be a springboard for the wider nationwide rollout to reach c.1,500 charge points by 2022. The investment will:
 - Provide a 49% shareholding in Engenie
 - Qualify as an EIS investment with 30% income tax relief for eligible UK tax payers
 - Provide a projected 8x investment return by 2022 exit
- Engenie is looking to build a profitable, sustainable and exit-ready business, having become a dominant player in the market

Case Study – Cheshire East

- Engenie completed 3 sites in Cheshire East with 15-year tenancy agreements in place to operate 6 charge points
- Each site is well-located: one in a Sainsbury’s car park; another adjacent to a Morrisons supermarket; and the third with nearby retail facilities, cafes and connecting arterial roads
- Site installations were completed by Engenie’s installation partner, British Gas with the charge points supplied by equipment partner, ABB
- Each site provides high uptime availability, 24-hour remote monitoring and simultaneous charging of up to four EVs



One of Engenie’s Cheshire East EV charging sites

Valuation Metrics	Year 5 2022
Revenues	£27.5m
EBITDA	£12.5m
Net assets	£12.3m
Enterprise value EBITDA x10	£107m
Investor Return on £4.5m	£36m
ROI multiple	8x
IRR (excl. tax relief)	35%

Estimated projections based on current EV sales forecasts, and Engenie’s target market share of forecasted rapid charging

Exit Strategy

- Engenie’s exit strategy is via a trade sale to one of the major energy suppliers, the major fuel companies, a car manufacturer or a competitor. Alternatively, an IPO could be envisaged
- Engenie is targeting an exit in 2022 at an anticipated valuation in excess of 10x EBITDA providing a projected 8x ROI (excluding potential tax reliefs under the EIS scheme for UK taxpayers)

Contact Details

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