

BOXPOWER

power everywhere

AGENDA

- ▶ Company
- ▶ Market
- ▶ Product
- ▶ Competitors
- ▶ Financials
- ▶ Risks
- ▶ Future
- ▶ Exit



COMPANY OVERVIEW

BoxPower develops **low-cost** microgrids to democratize **energy accessibility**

\$10M
REVENUE IN
2023

\$9M
TOTAL
FUNDING

2016
FOUNDING
YEAR



CA-based BoxPower Microgrids in rural areas with frequent power outages

WHY

Power outages lead to lower qualities of living and disruptions in mission critical supply chains and infrastructure.

HOW

Delivers energy to people who live on the edges of distribution lines with turnkey energy solutions

COMPANY MANAGEMENT



ANGELO C.

CO-FOUNDER/CEO

Halcyon & GSBI Fellow,
Princeton 2016



ANDERSON B.

CO-FOUNDER/CFO

DRK Entrepreneur, Bank
of America 3 years



SUJATHA H.

COO/ENGINEER

PMP & PE Certified

PRODUCT: MICROGRIDS



- ▶ Off-grid renewable energy (patented)
- ▶ **\$95k** for a 15kW/42kWh system

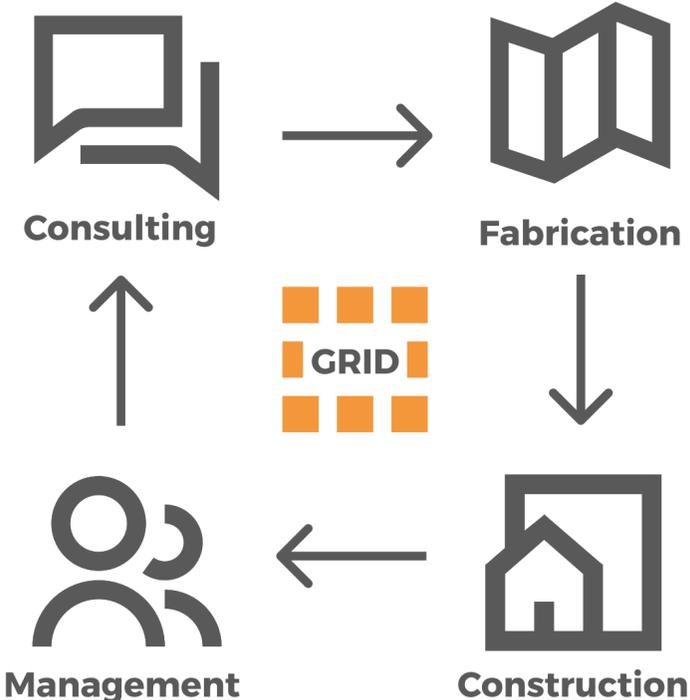
- ▶ Placed **250ft** within the customer
- ▶ O&M services at 3 pricing levels

PRODUCT: DETAILS

USE CASE

- ▶ **NO INFRASTRUCTURE**
Areas without railroad lines, fiber optics, undersea cables, and are inland
- ▶ **MISSION CRITICAL**
Buildings that require high uptime: hospitals, data centers, perishables
- ▶ **DISASTER RECOVERY**
Mitigate destroyed energy sources caused by wildfires, earthquakes, etc.

INSTALLATION



RESULTS

- ▶ **COST EFFICIENT**
Lifetime savings of up to \$178,143 in diesel usage for 15kW/42kWh system
- ▶ **CO2 OFFSET**
26,000,000 lbs of CO2 (~200 flights from LA to NYC) offset in 2020
- ▶ **REDUCED DIESEL USE**
800,000 gallons (~200 flights from LA to NYC) of diesel saved in 2020

PRODUCT: APPLICATIONS



PG+E Grid (Pepperwood, CA)



Microgrid System (Deering, AK)



MCHC Health Center (CA)



Guyama Hub (Puerto Rico)

2024 STATS

- ⬆️ 99.9% reliability
- ★ 60 active projects
- + 0 safety incidents
- 📄 35 publications

COMPANY TIMELINE



2020 Microgrids in
Puerto Rico for
earthquake-stricken
areas



2021 PG+E
partnership for
wildfire mitigation
and remote grids



2024 Awarded CEC
RAMP grant for
mass production in
rural CA

2021 MCHC contract
for Health Center
emergency backup
power

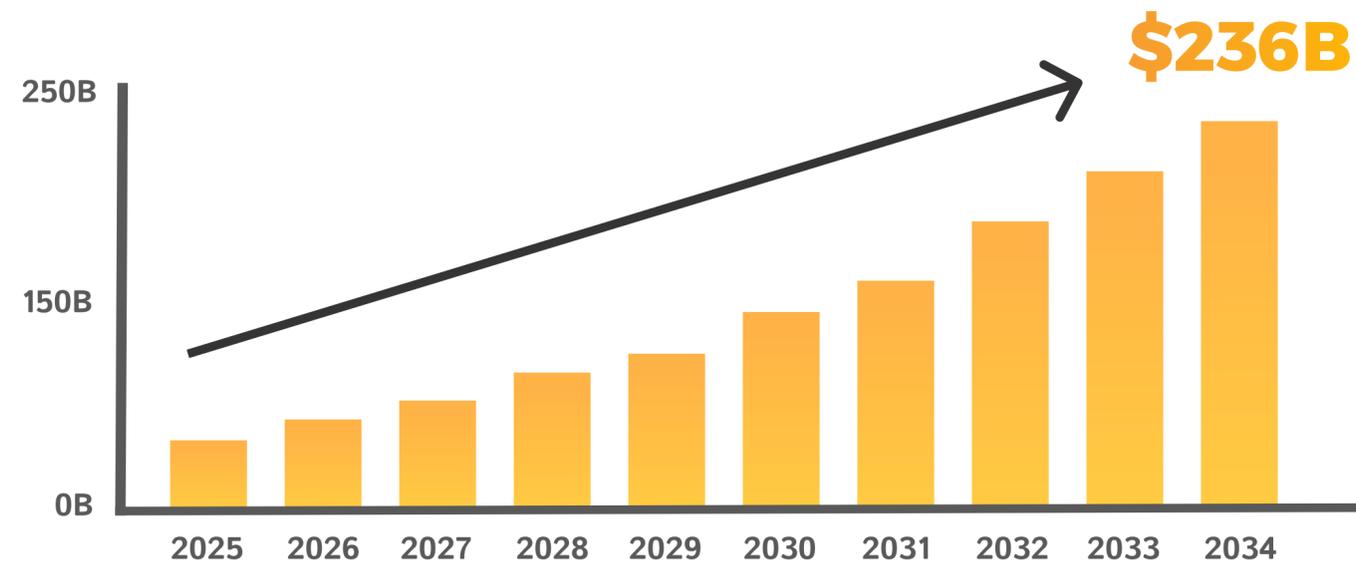


2024 Raised VC
funding from
Southwire; post-
valuation: \$36M



THE MICROGRID MARKET

THE GLOBAL MICROGRID INDUSTRY



MARKET DRIVERS & GROWTH FACTORS

- ▶ Rising **SDG 7** efforts to reduce global energy poverty
- ▶ More government regulations on energy: **SPIDERS**, **EPA**, etc.
- ▶ Digital infrastructures are using **off-grid** methods to raise uptime

17%

Global market
CAGR

18%

US market
CAGR

\$17B

2024 US
market size

65%

Americans want
renewables

1.6Pw

Demand for
power in 2030

675M

People lacking
energy

THE RENEWABLES MARKET

The global renewable energy market was valued at **USD 1.21 trillion** in 2023 and is projected to grow to **USD 3.6 trillion** at a CAGR of **17.2%**

IRA credits and rising renewable energy demand despite Trump's administration

Outside of the US, the EU is experiencing growth in the renewables market in batteries

India, Ireland, and Canada are rapidly adopting solar with regulatory encouragement

COMPETITORS



SERVICES

Microgrids installation and operations

Portable generators and solar panels and grids

Solar tracking system

Microgrids and EV charging stations

FUNDING

\$9 Million Series A

Publicly traded

Publicly traded

\$4.9 Million Seed

PROJECTS

60+ deployed

~100 sites

100+ trackers delivered

30 contracted

REVENUE

\$10 Million 2023

\$4 Billion 2024

\$130 Million 2023

Undisclosed

FINANCIALS: REVENUE

Revenue Projections (Millions)

YEAR	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035
REVENUE (\$)	31	50	81	113	153	198	248	298	342	377	395
GROWTH (%)		65%	60%	40%	35%	30%	25%	20%	15%	10%	5%
EV											1,106

EV/Sales: 2.8x

FINANCIALS: RETURNS

	Bull Case (Millions)	Base Case (Millions)	Bear Case (Millions)
RETURN (\$)	519	248	103
IRR	50%	39%	28%
MOIC	57.7x	27.5x	11.4x

Initial Investment: \$9M

RISKS & MITIGANTS

⚠️ RISKS

Grid Durability

Grid failure for mission-critical infrastructure could ruin credibility

Scalability

Grids are difficult to scale in regards to labor and geographic expansion

24/7 Operations

Grids require 24/7 one-site and remote operations and management



🔧 MITIGANTS

MGIS + Warranty

Identify optimal site locations + 10 to 20 year warranty

Modulate & Automate

Microgrids are modular and easy to setup in <1 day; Remote O&M also helps

MIEMS

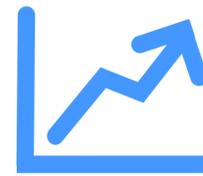
Modular Intelligent Energy Management System for remote monitoring

FUTURE



REGULATE

FERC, PICS, and future permit obtaining challenges could hinder market growth



DEMAND

Growing horizontal industries: data centers, crypto mining rigs, energy providers, etc.



GLOBALIZE

Expansion to Africa, Southeast Asia, Latin America with government partnerships

EXIT OPPORTUNITIES

M&A

- ▶ **High** chance by energy providers investing in renewables
 - ▶ **Schneider** opened microgrid testing labs in 2025

IPO

- ▶ **Low** chance currently since most microgrid startups are acquired

Previous Acquisitions

- ▶ Gibraltar acquisition of TerraSmart **(2020 \$220 Million)**
- ▶ Koch Engineered Solutions acquired Sentient Energy **(2020 \$105 Million)**
- ▶ Saft acquisition of Go Electric **(2016 \$1 Billion)**

CONCLUSION

- ▶ Market Growth
- ▶ Scalability
- ▶ Advanced Software
- ▶ Partnerships
- ▶ Power Demand



