



Be Power Tech
Be Cool, Be Green, Be Power

Electricity Producing Air Conditioning Systems

Be Power Tech, Inc.

Breakthrough Product

- Electricity Producing HVAC Systems
- User Savings >\$10,000/year
- Payback Period < 2years

Dominant IP in Unique Technology

- Exclusive right to 10 Patents from NREL
- 2 Patents developed by Be Power Tech
- Technology won R&D 100 Award in 2012

Multi-Billion Dollar Opportunity

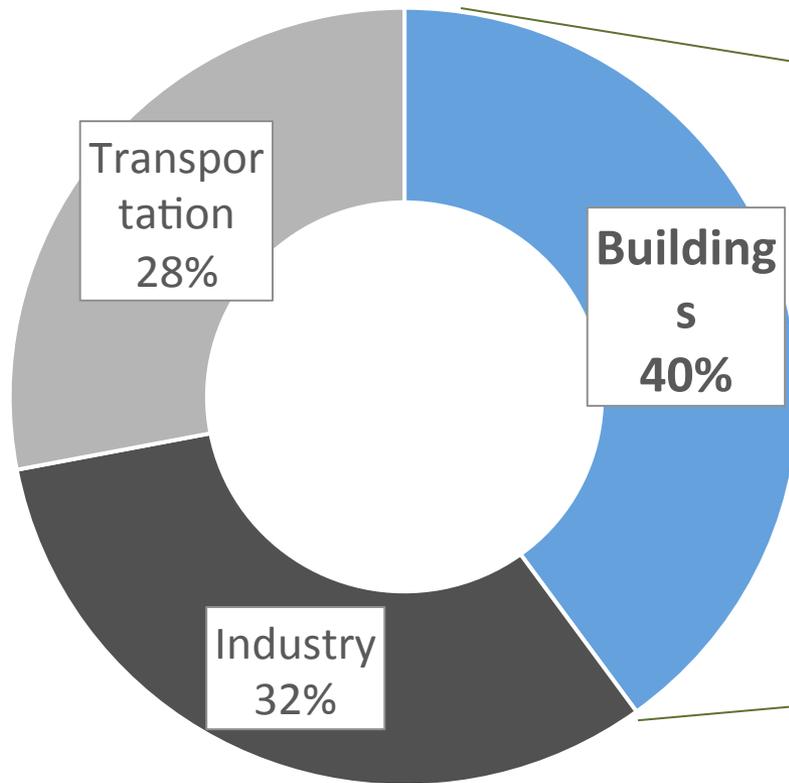
- HVAC is an existing mature market
- Global addressable market: \$180B/year
- US beach-head market: \$10B/yr

Innovative Market Strategy

- Dominant product value enables unique marketing strategies

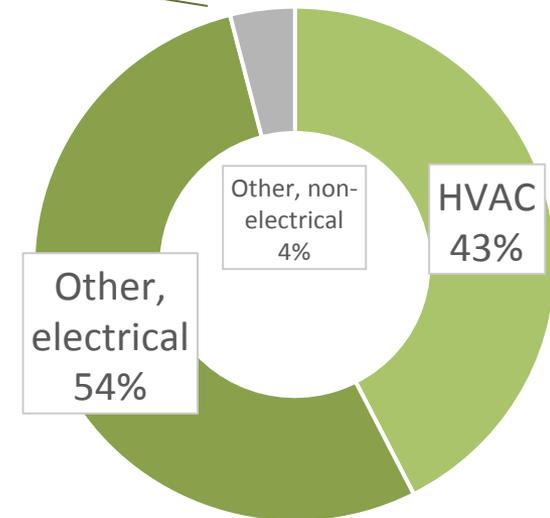
The Building Energy Challenge

Total US Energy Consumption



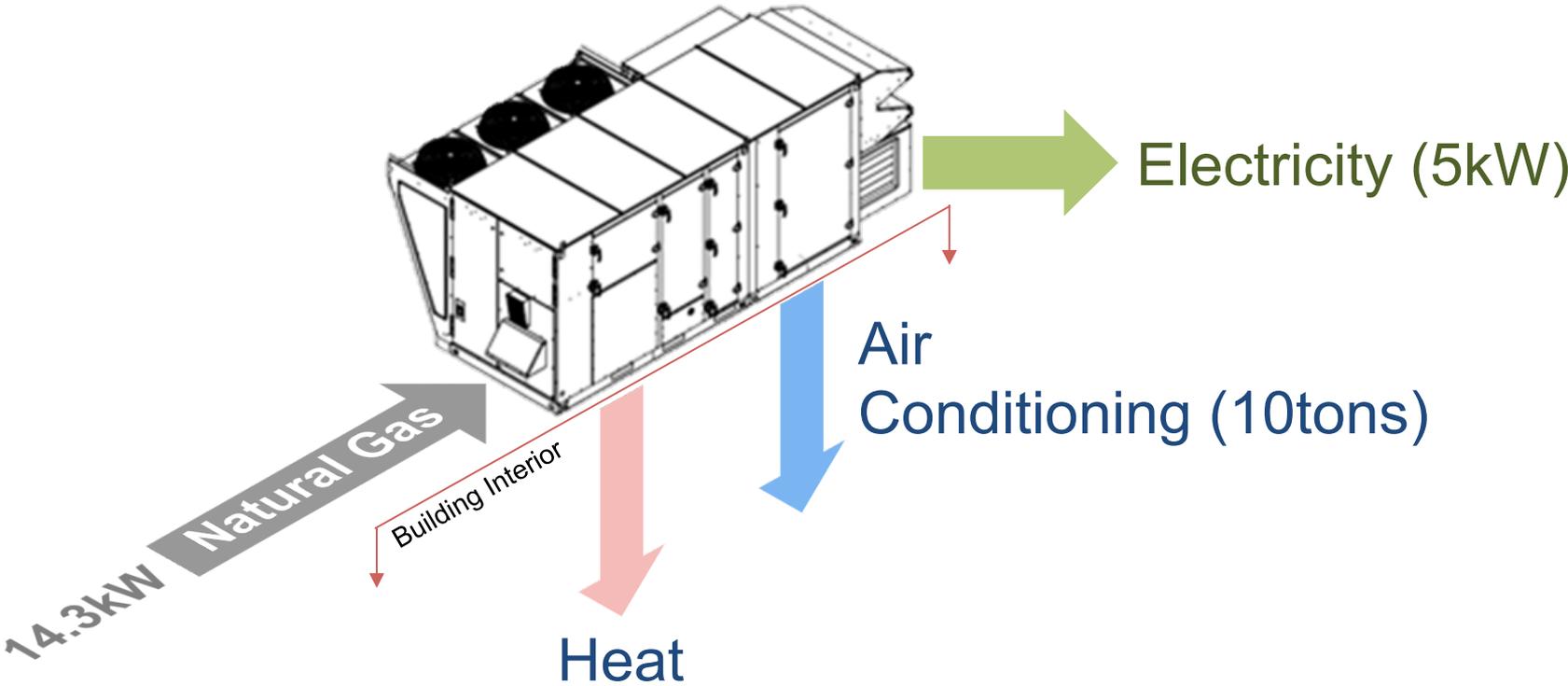
Buildings are the largest energy user

Building Energy Consumption



Buildings consume 70% of US electricity
HVAC drives peak electricity demand

Our Solution: Electricity Producing Air Conditioner



BeCool™ Roof Top Packaged A/C & Heating Unit



Product Value of BeCool

Product Economics

- 80% Energy Cost Reduction
- Savings: \$10,000/yr
- IRR: > 50%
- Payback: <2 years

Environmental Benefits

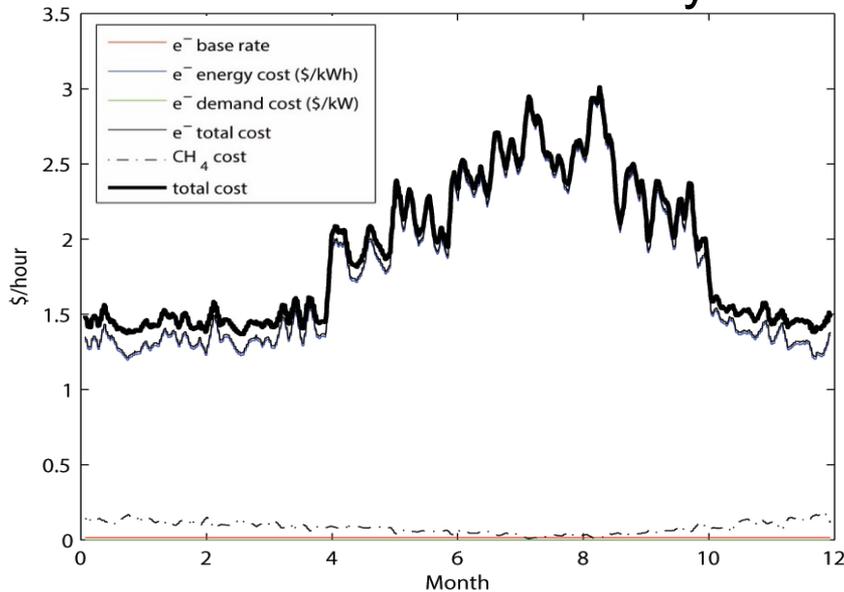
- 50% to 70% reduction in GHG
- No refrigerant is used
- Zero toxic emissions

Detailed Analysis of Savings for San Diego, California

(SDG&E, rate A, non-TOU)

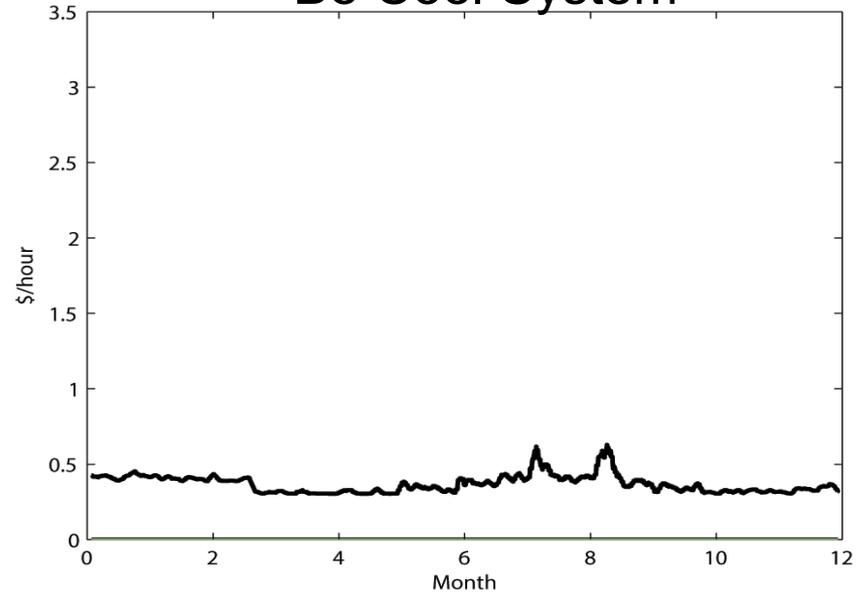
Building Energy Costs

Conventional HVAC System



Electricity cost: \$16,082/yr (~\$0.25/kWh)
Natural Gas Cost: \$735/yr (~\$0.77/therm)
Total cost: \$16,817/yr

Be Cool System



Electricity Cost: \$84/yr
Natural Gas Cost: \$3,149/yr (~\$0.63/therm)
Total cost: \$3,526/yr

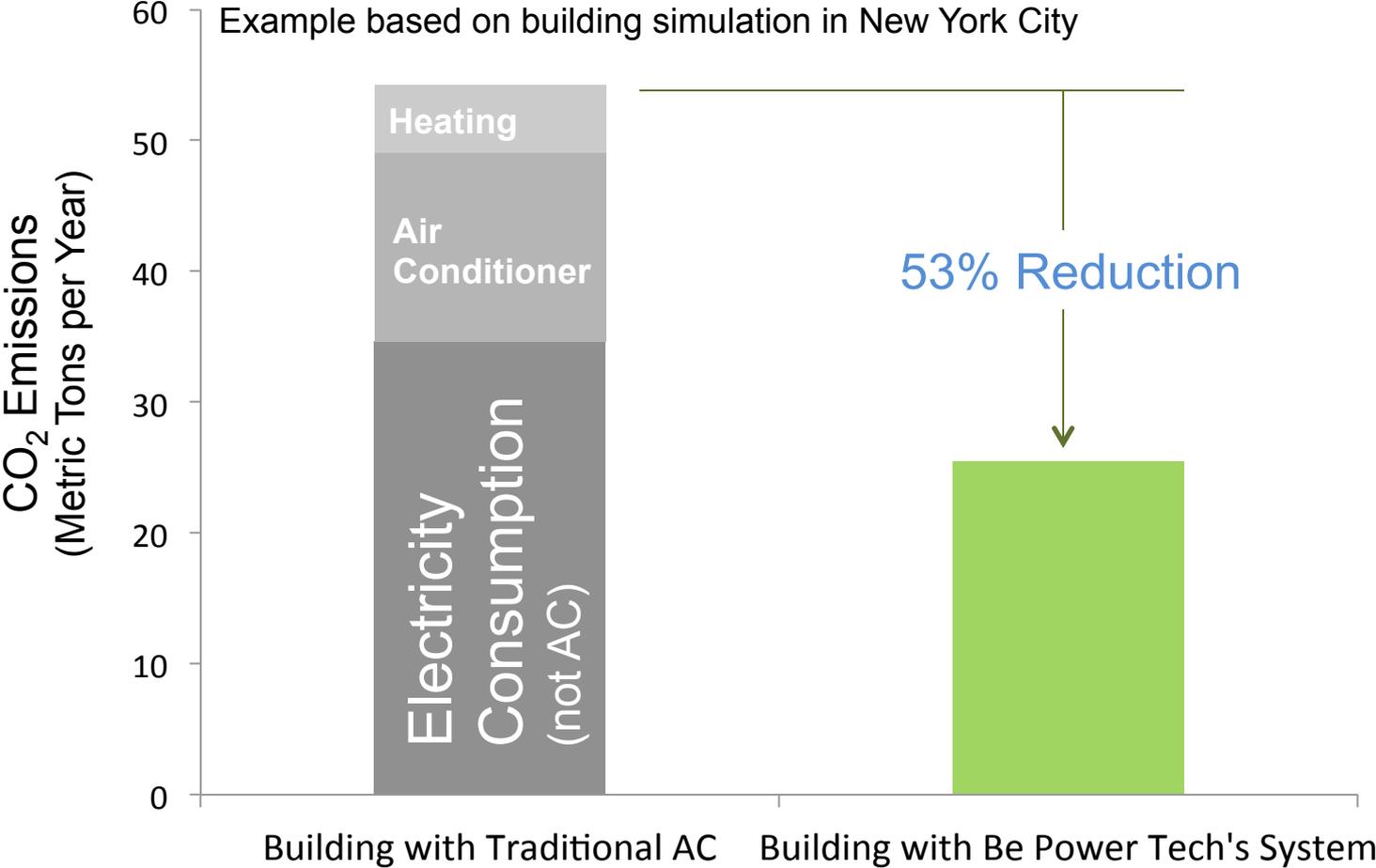
Energy Savings: \$13,291/yr

IRR > 50%

Payback < 2 years

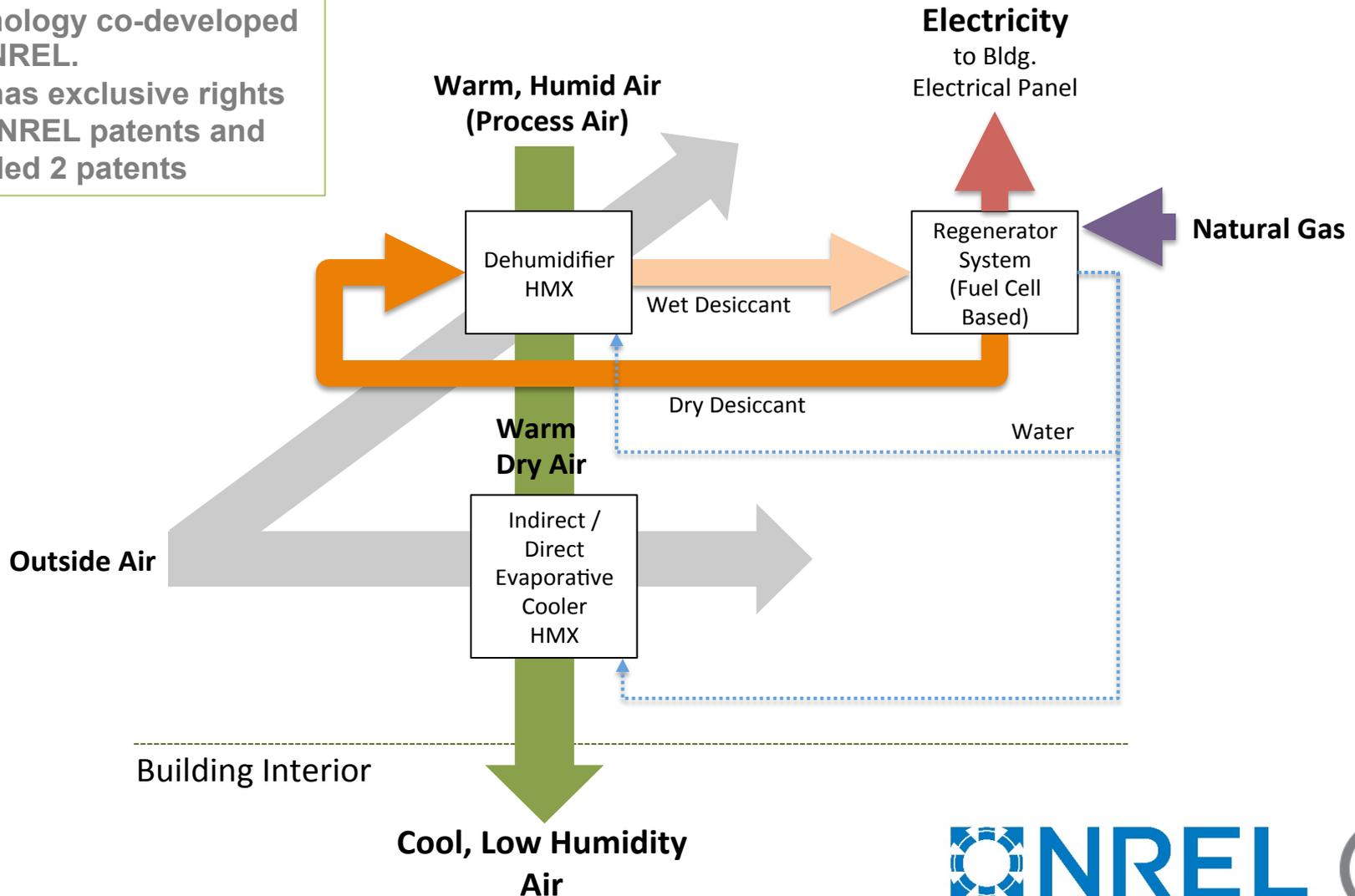


Carbon and Emissions Reduction

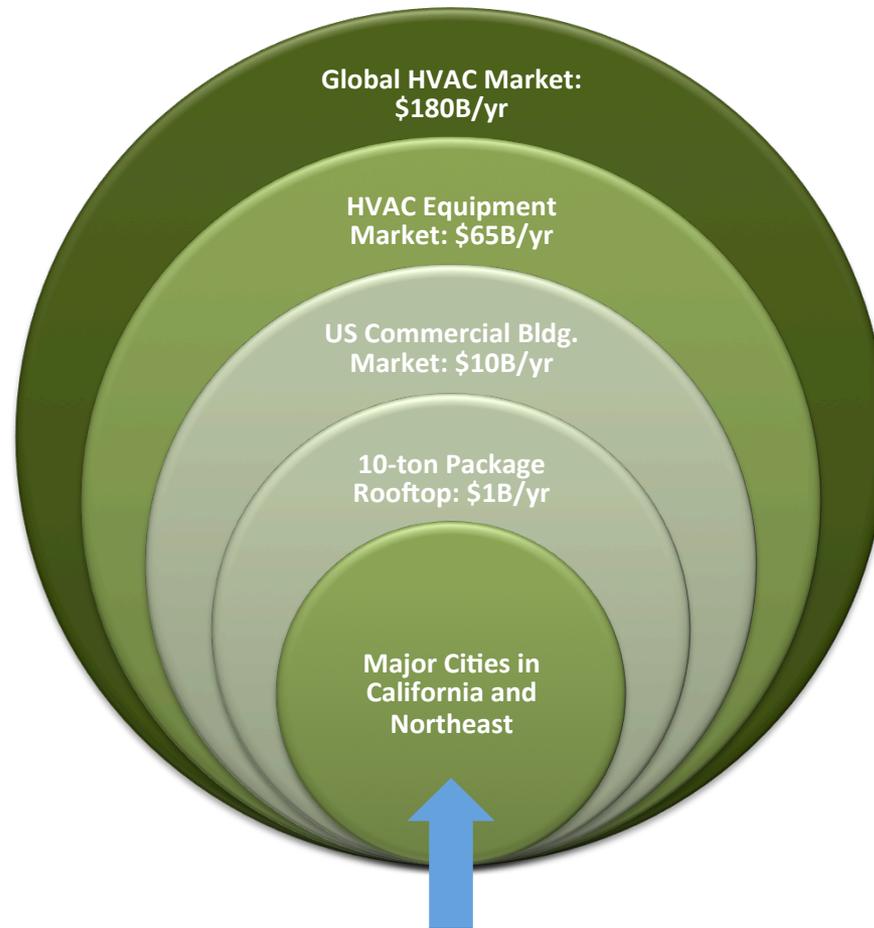


How It Works

Technology co-developed with NREL.
BPT has exclusive rights to 10 NREL patents and has filed 2 patents



Market Opportunity and Initial Product Focus



Initial Market Focus



Business Models

Direct Sales

Be Power Tech Value

- Gross Profit Margin 60%
- Product Support Contract
- Revenue = \$45,000/system

Customer Value

- New Air Conditioner
- Redundant Electricity Supply
- Product payback in 2 years
- IRR = 52%
- NPV = \$39,600/system
- Lifetime Savings = \$73,600

Lease + Energy Service

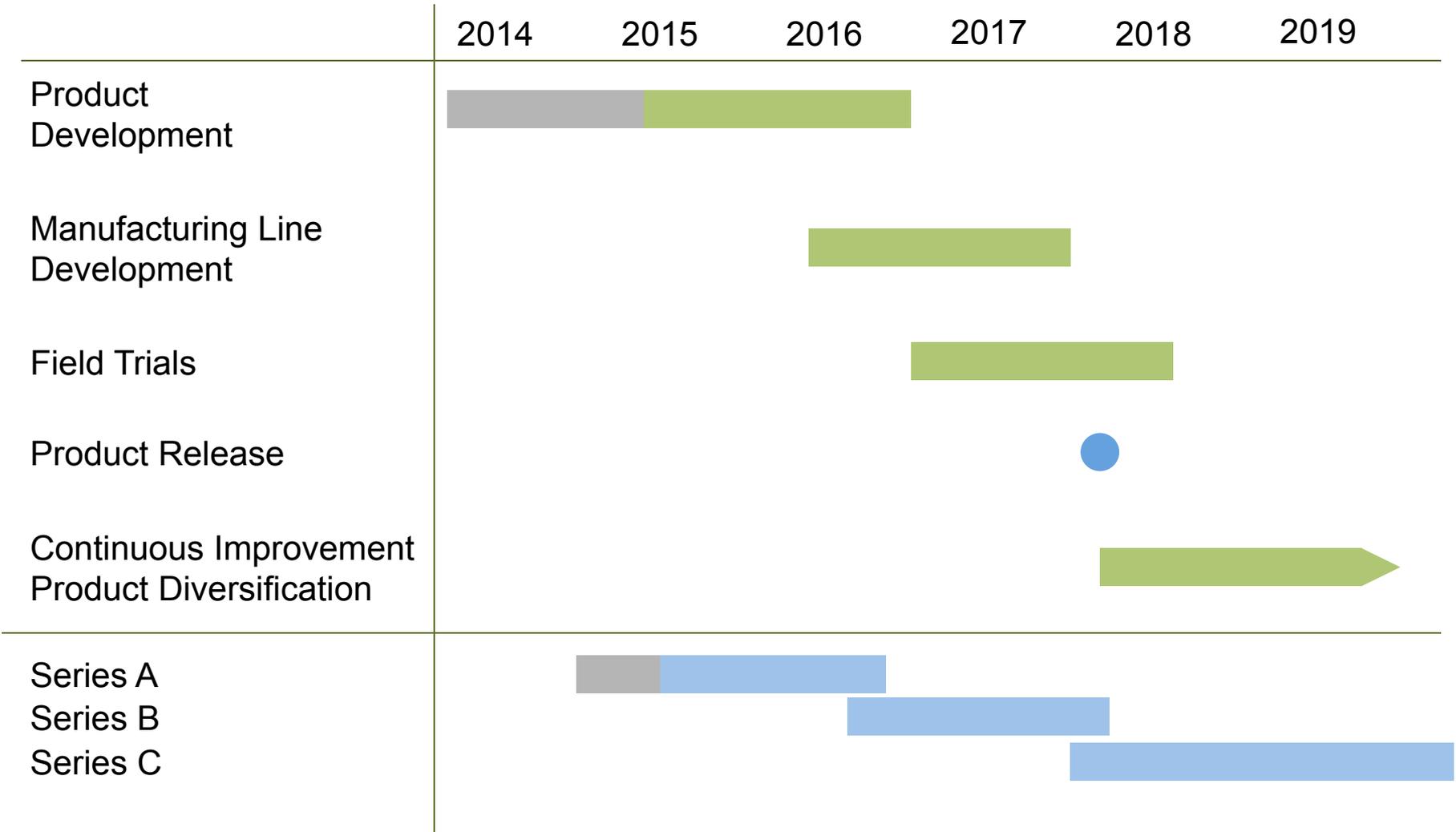
Be Power Tech Value

- Electricity and HVAC service agreement
- Revenue = \$13,000/yr/system
- Payback in less than 1 year

Customer Value

- New Free Air Conditioner
- Redundant Electricity Supply

Corporate Development Roadmap



Executive Team

Dr. Daniel Betts
CEO/CTO, Board Member



- Founder
- President of EnerFuel, Inc.
- 18+ years energy technology experience
- PhD in Thermal Sciences

John Kaufman
Executive VP, Board Member



- Co-Founder
- 40+ years Executive Experience
- Founder/CEO of International Batteries
- Founder / CEO of Vikonics

Raffi Mardirosian
Interim VP of Marketing



- Principal at Venture Labs
- President of Madori
- Renewable Energy Development in Africa
- McKinsey Consultant

Trevor Wende
Strategic Advisor



- Head of Product at Advantix
- 20 years in Energy Technology
- Patent holder in both Fuel Cells and LDAC
- McKinsey Consultant

Harry Wilcox
Board Member



- 30+ years Exec. Experience
- Flagship Ventures COO & General Partner
- CFO of Highland Capital Partners
- CFO & GP Charles River Ventures

Brian Baynes
Board Member



- Flagship Ventures Partner
- Founder Midori Renewables
- Co-Founder of Celexion
- PhD in Chemical Engineering

Summary

- Electricity Producing Air Conditioners
- Unparalleled Economics
- Unparalleled Environmental Benefits
- Innovative Business Models
- Product Launch in 2018
- Capital raise → Transition from prototype to pre-production stage

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