



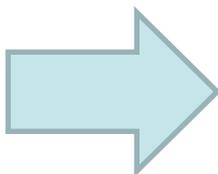
HOMER[®] & the Growing Microgrid Market

November 4, 2015

Dr. Peter Lilienthal

The Future of Power

Clean, distributed power with hybrid renewables and smart micro-grids



HOMER is the key to unlocking that future

Which combination will pay off?

Solar

Fuel Cells

Wind

Hydro

Micro-turbines



Geothermal

Micro-grids

Biomass

Demand Response

New Storage Techs.

Load Management

Electric Vehicles

Smart grids

It Depends on:



Resources



Loads

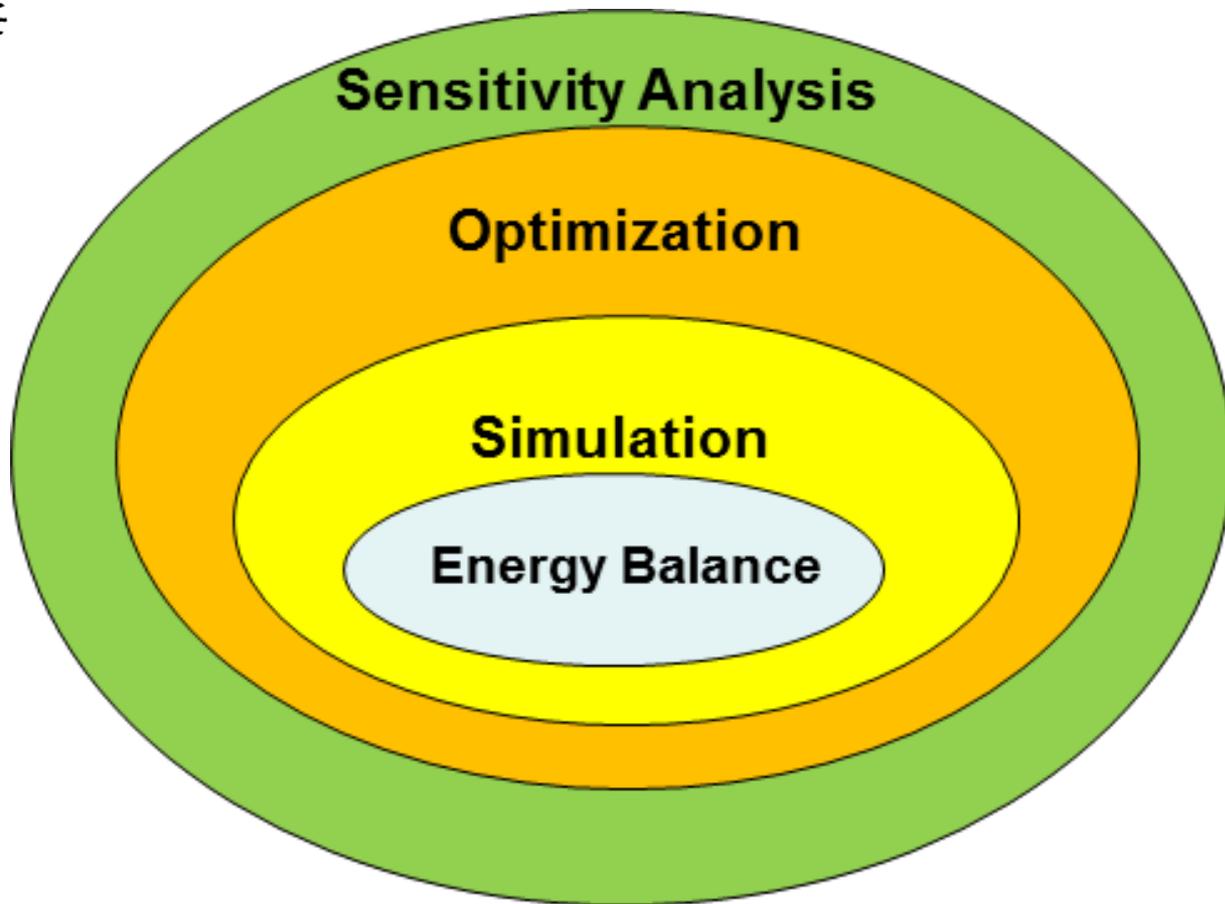
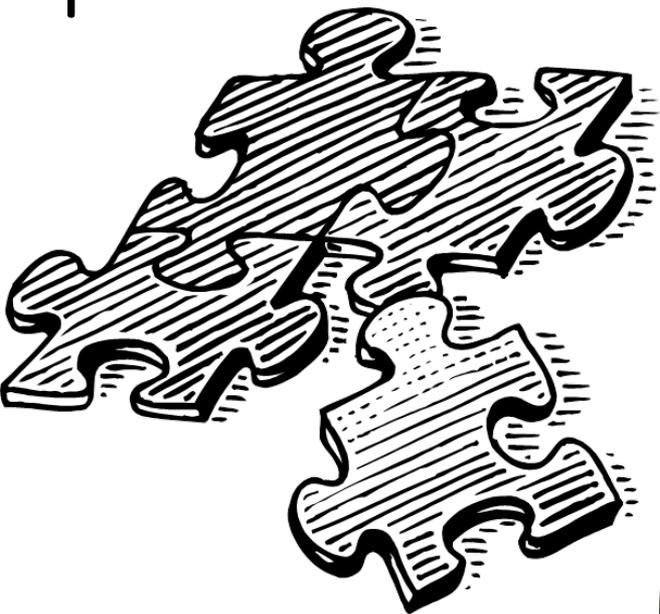


Fuel & Equipment prices



Equipment performance

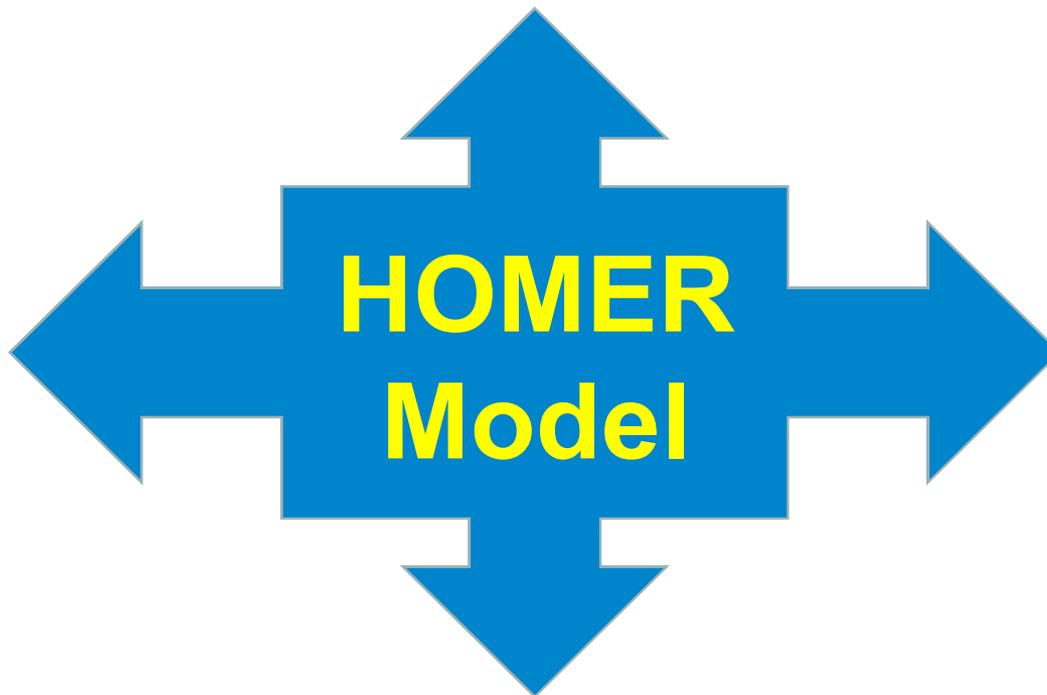
HOMER Fits the Pieces Together



HOMER bridges different worlds

Renewable Advocates

Power
Engineers



Financiers

Utility Operators

HOMER as a communication tool

HOMER's Competition

- Home-grown models
 - Lack track record & third party credibility
- Resource-intensive utility planning models
- Spreadsheets

“HOMER has replaced about a dozen spreadsheets and countless tables.”

Overview of HOMER Energy

- Over 20 years of development
 - NREL 1992-2009
 - Original developers now at HOMER Energy
- 6 ½ years of continuous revenue growth
- Twelve employees

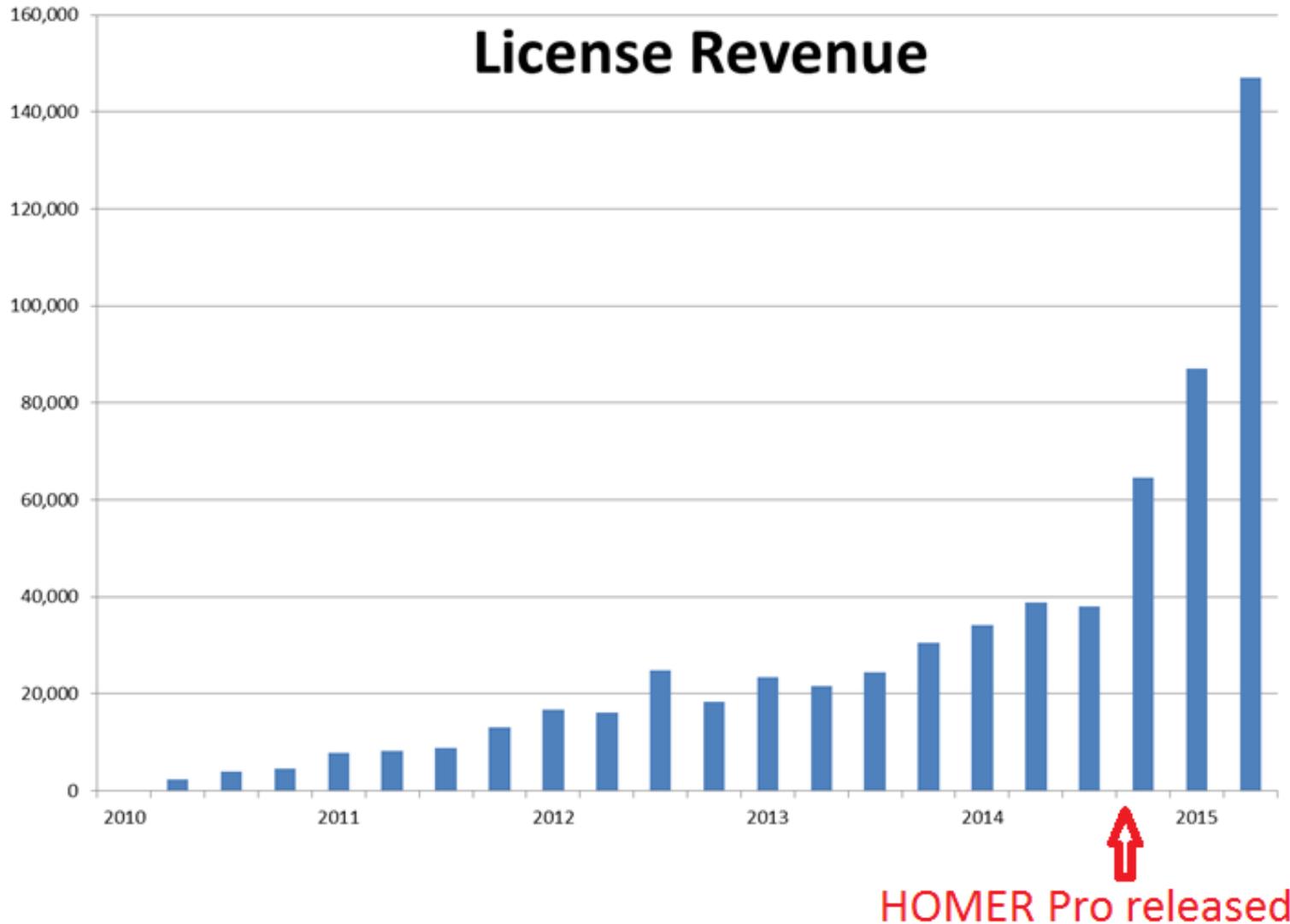
Sustainable energy needs sustainable businesses

Global Standard

- 130,000 users in 193 countries
 - 65,000 subscribers to monthly newsletter
- Required by funding agencies and development banks

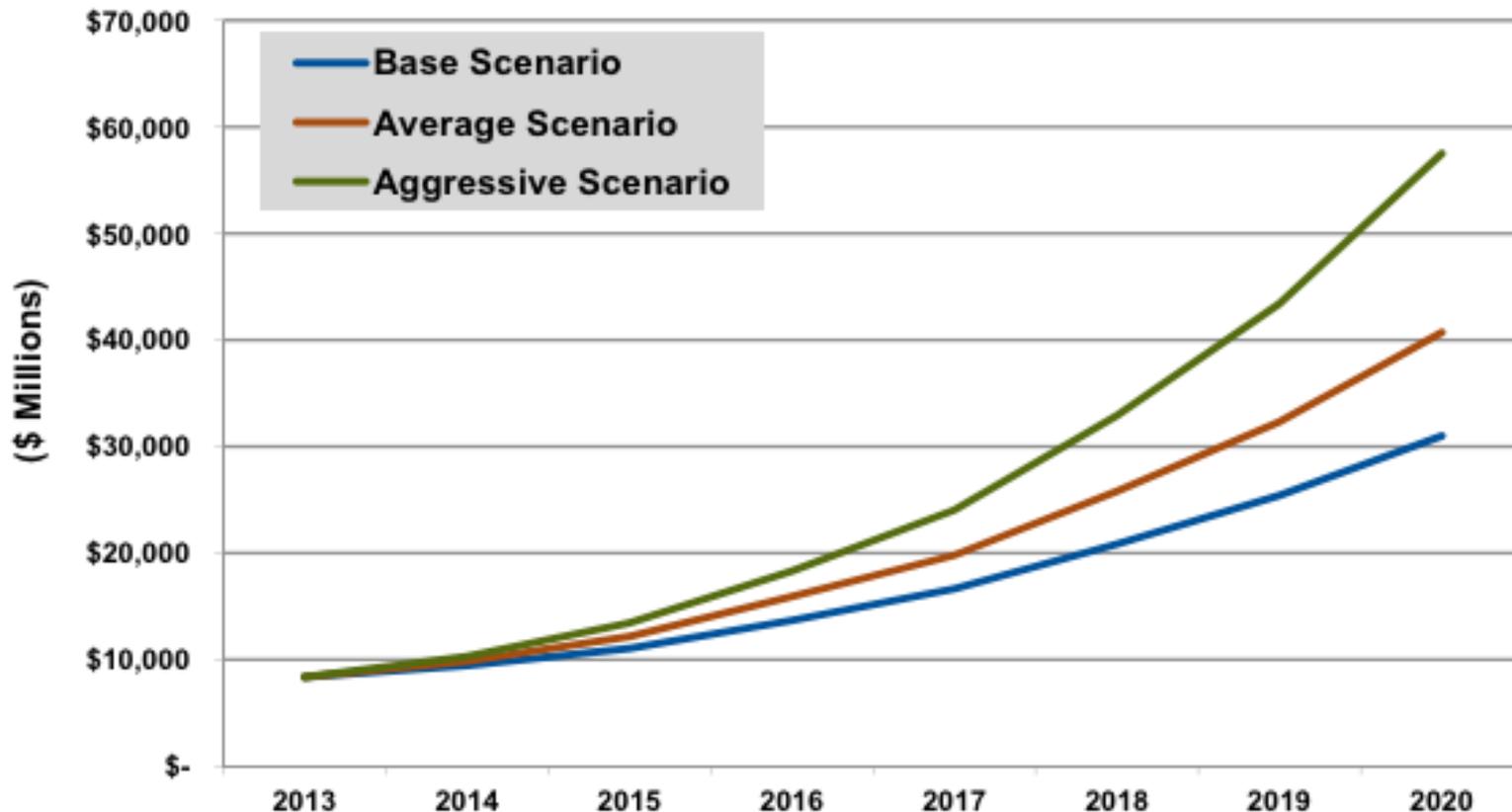
“We spent a lot of money developing our own model, but threw it away because everyone kept asking for our HOMER results.”

Successful Freemium Transition



Market Size: \$40 Billion in 2020

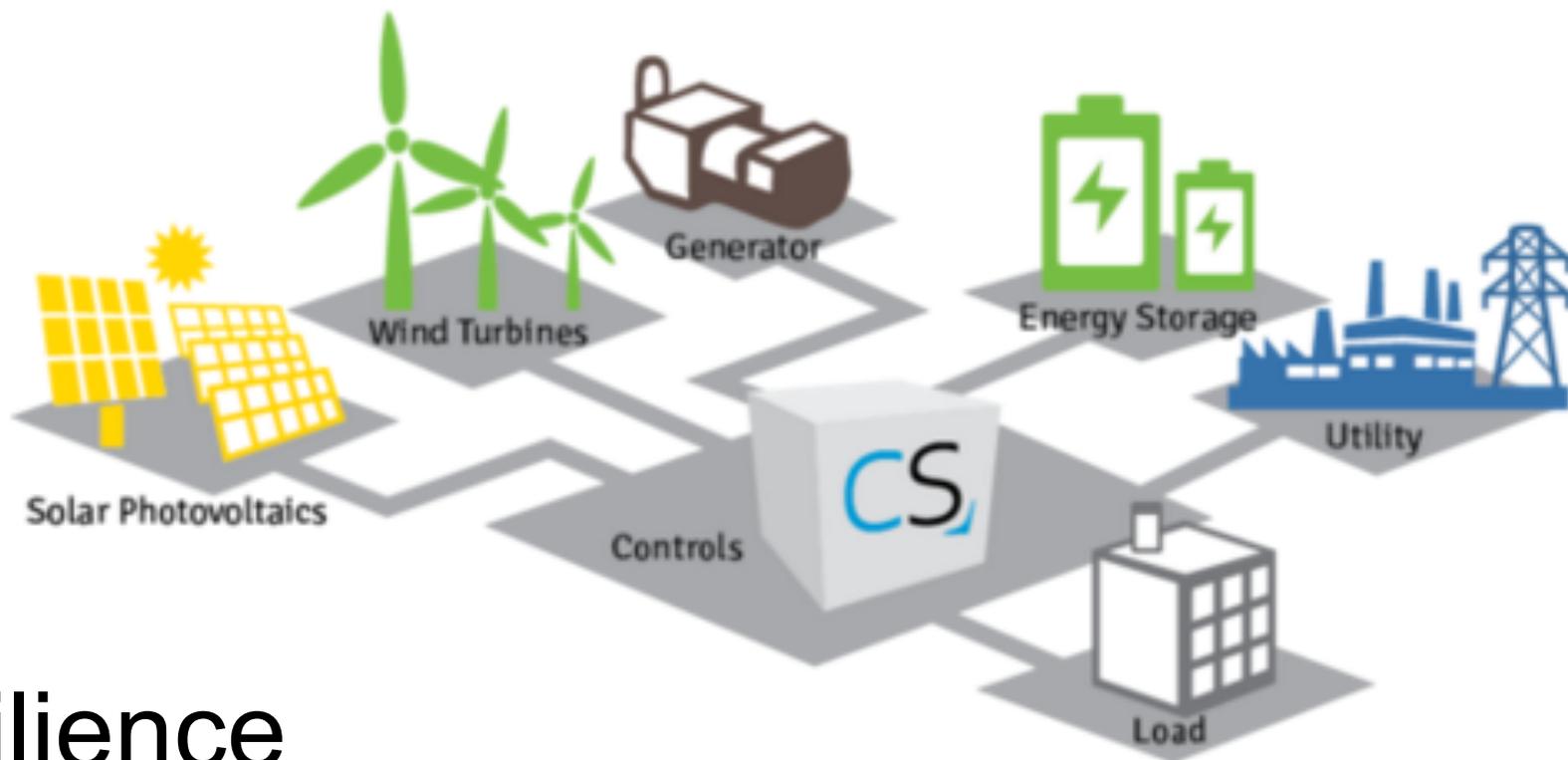
Chart 1.1 Total Microgrid Revenue by Forecast Scenario, World Markets: 2013-2020



(Source: Navigant Research)

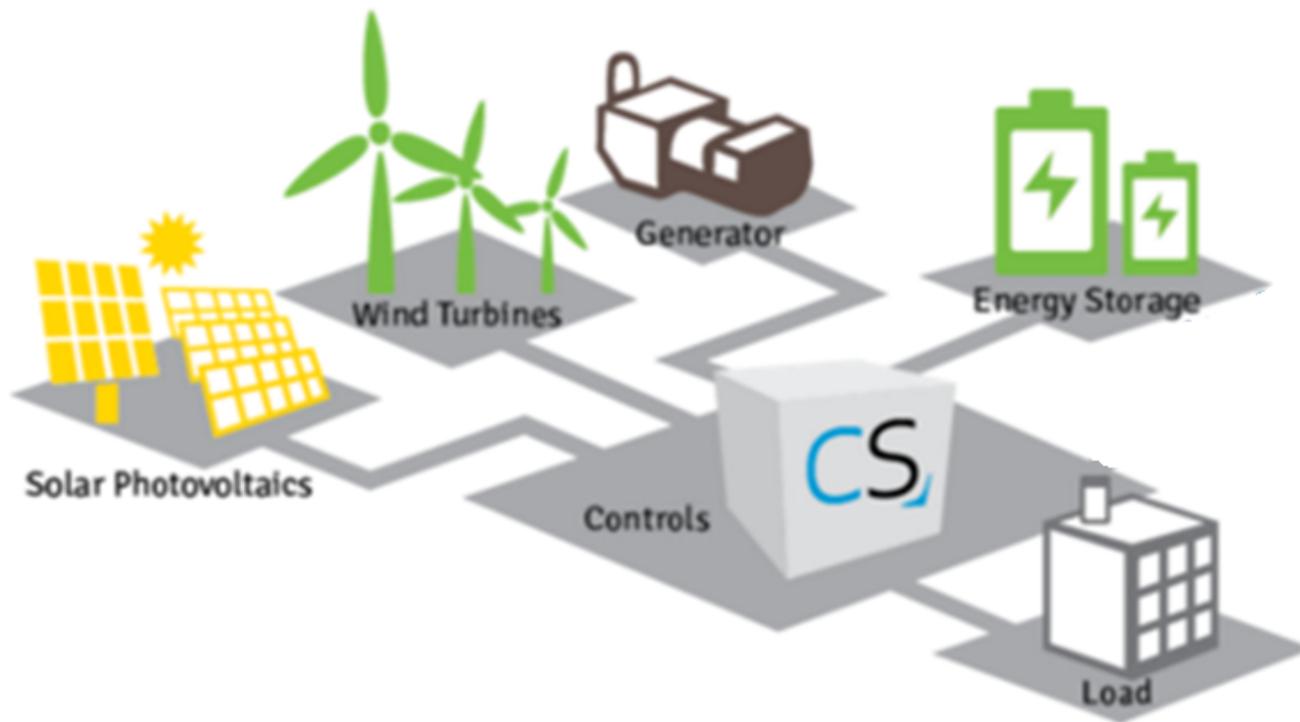
90% of load growth is in developing countries,

Grid-connected Market



- Resilience
- Aging or inadequate infrastructure
- High penetration renewables

Off-grid and Island Microgrids

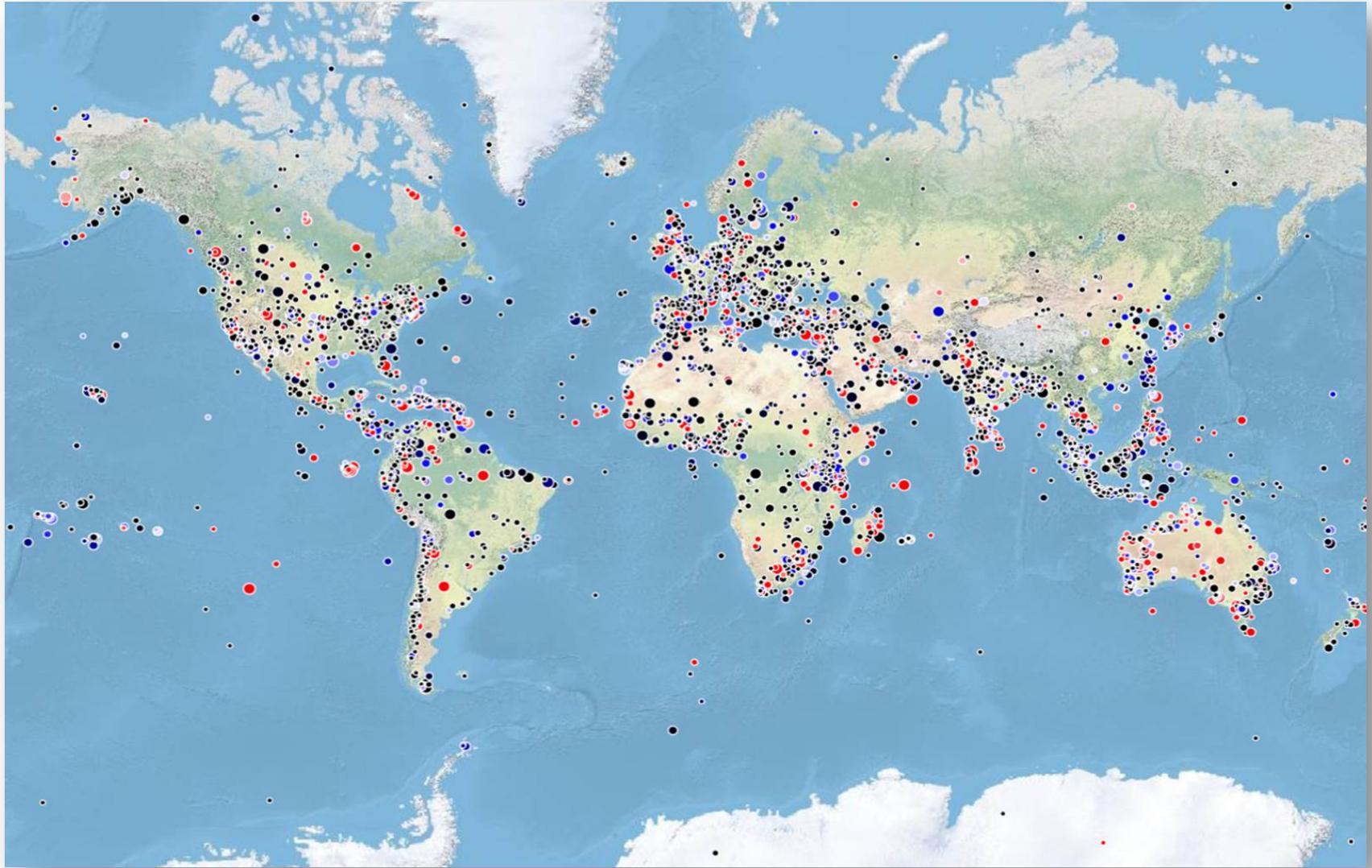


1.3 billion unelectrified people

Billions more underserved

Hundreds of thousands of potential projects

Where is HOMER used?



Industry Partner Program



2016 Software Roadmap

- New releases every quarter
 - Creating sales tools for Fortune 100 Clients
 - ABB and others
 - New versions
 - French & Spanish versions
 - Marine Corps version
 - SaaS-based Quickstart
 - Certification program
-

Strategic Alternatives

1. Status quo
 2. Accelerate current business plan
 - Small financing round
 3. Shop for acquirer
 4. Roll-up
 - Large equity raise
-

HOMER Clients and Partners

