

AMERICAN MICROGRID SOLUTIONS

Powering Security,
Savings & Sustainability

www.AmericanMicrogridSolutions.com
443.496.2977



American Microgrid Solutions develops microgrid and hybrid power systems to create savings, security and sustainability

- American Microgrid Solutions provides turnkey development management services
- Systems typically combine solar, battery storage, and conventional generation
- Project goals balance economics, resilience, and sustainability
- Designed and optimized more than 70 hybrid power solutions in 22 states and Puerto Rico
- Currently developing >25 MW of solar and 50 MWh of storage
- Clients include federal, state and local government, multifamily housing, senior living, utilities, public safety and Resilience Hubs



Microgrid Market forecast to grow 6x by 2029



Global microgrid market \$5b market today estimated to pass \$30b in 2029



Systems are predominantly owner-financed (36%), but energy as a services gaining ground (19%).



Remote microgrids make up the majority (44%), but C&I is catching up (26%).



Modular microgrids forecast to be ~25% of market by 2029



But who are the customers, what do they want and how will they pay?

Market Data from Guidehouse/Microgrid Knowledge, 2020

Microgrid momentum gaining steam, but friction still drags

Tailwinds

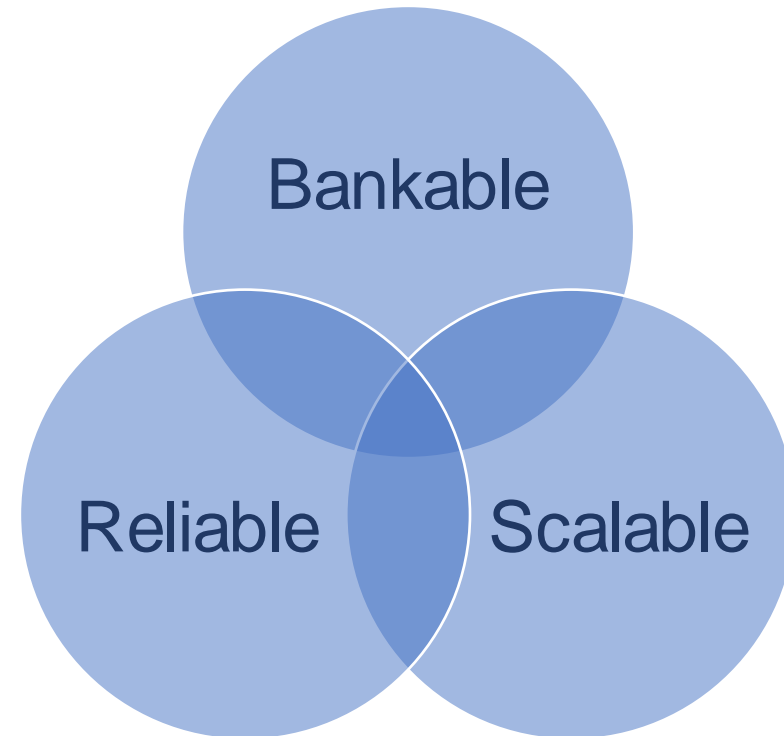
- Rising Energy Costs
- High Profile Grid Outages
- Falling Component Costs
- Improved Control Technology
- Hybrid Solutions
- Innovative Finance
- Increased Renewable Targets & Incentive Support
- Increased Environmental Concern & Compliance

Headwinds

- Regulatory Disconnect
- Resilience Not Priced In
- Incentives Miss the Mark
- Marginal Returns
- Competition for Control
- Pilot Project Mentality

Keys to Growth

1. Cut Cost & Complexity
2. Maximize Modularity
3. Price Resilience
4. Hone Incentives
5. Innovate Finance
6. Modernize Regulations
7. Broaden Market



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