REVISION ENERGY

Beyond Backup Power:
How Virtual Power Plants Build Resiliency

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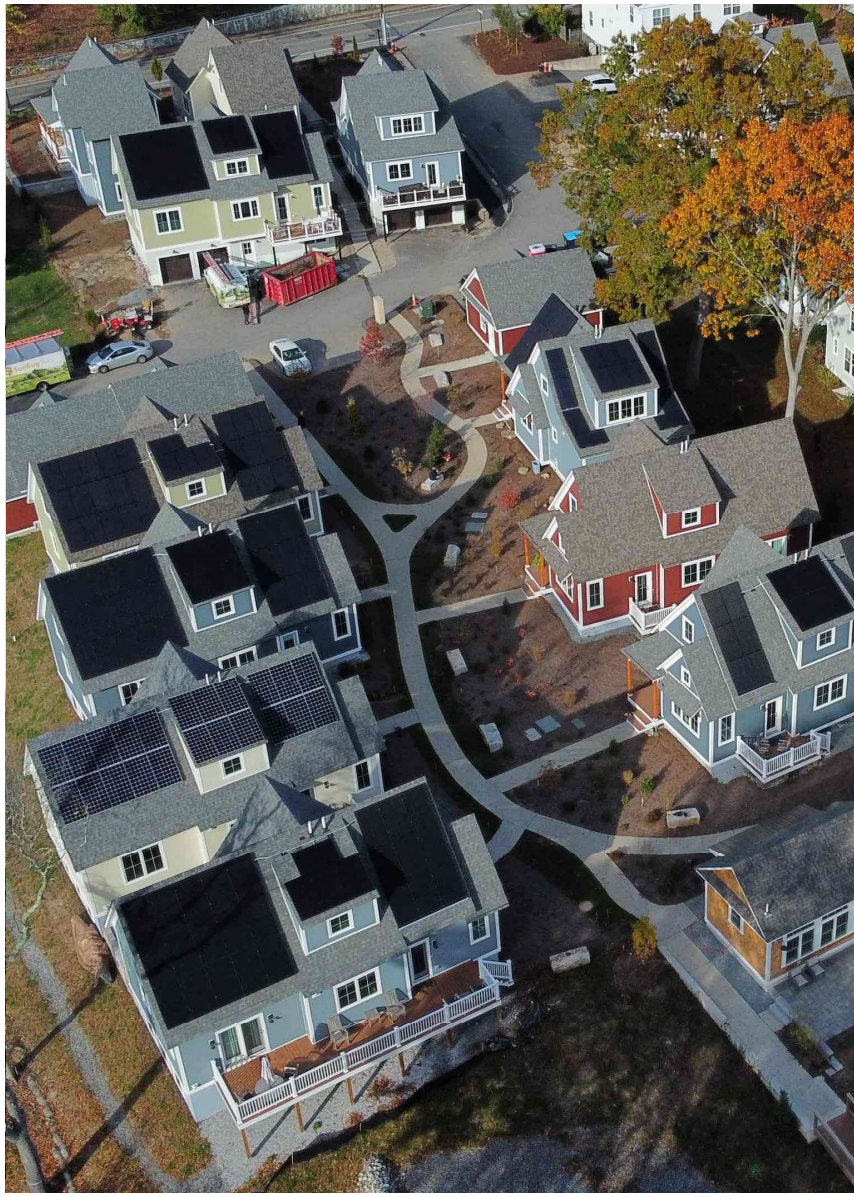
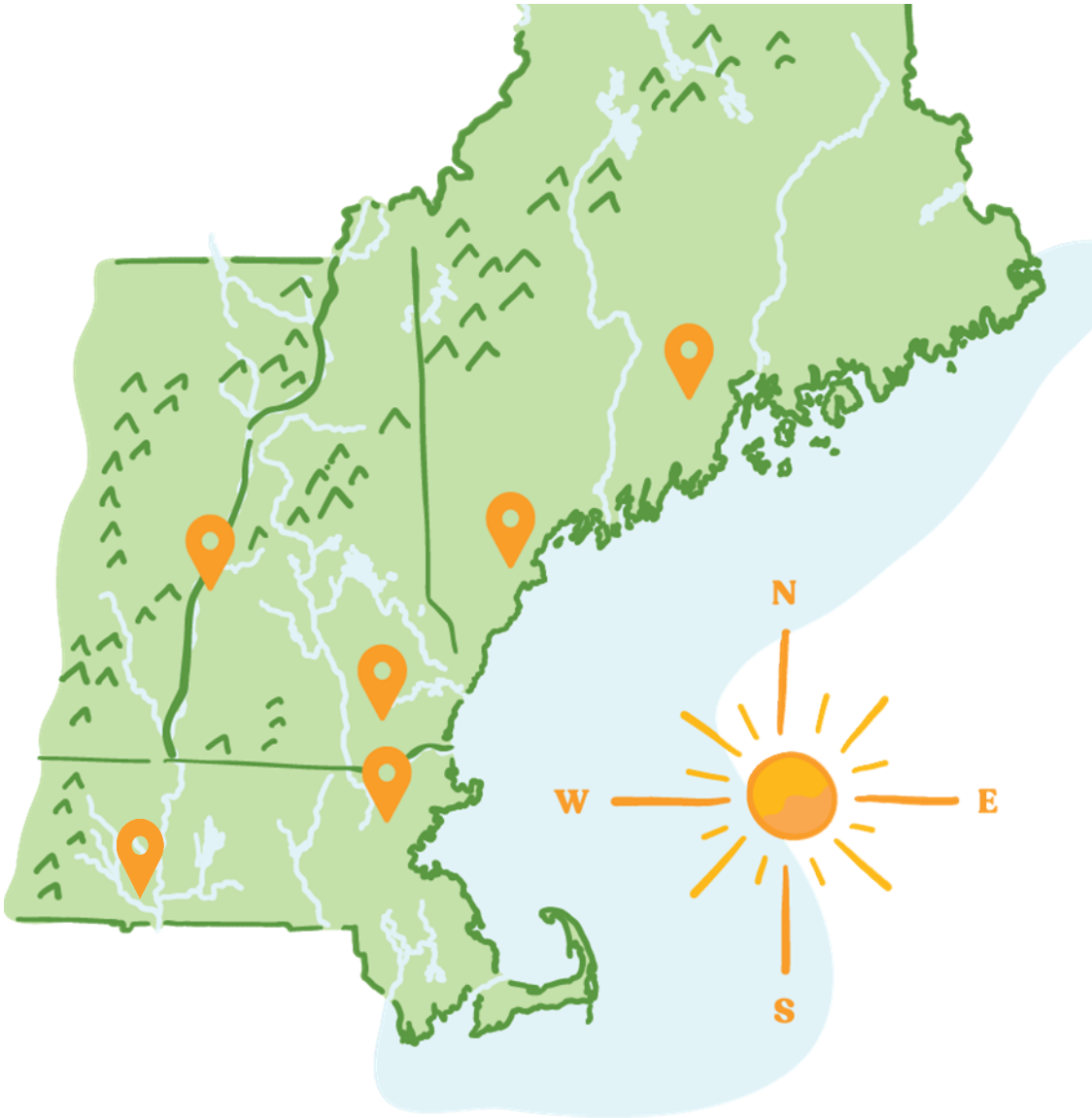


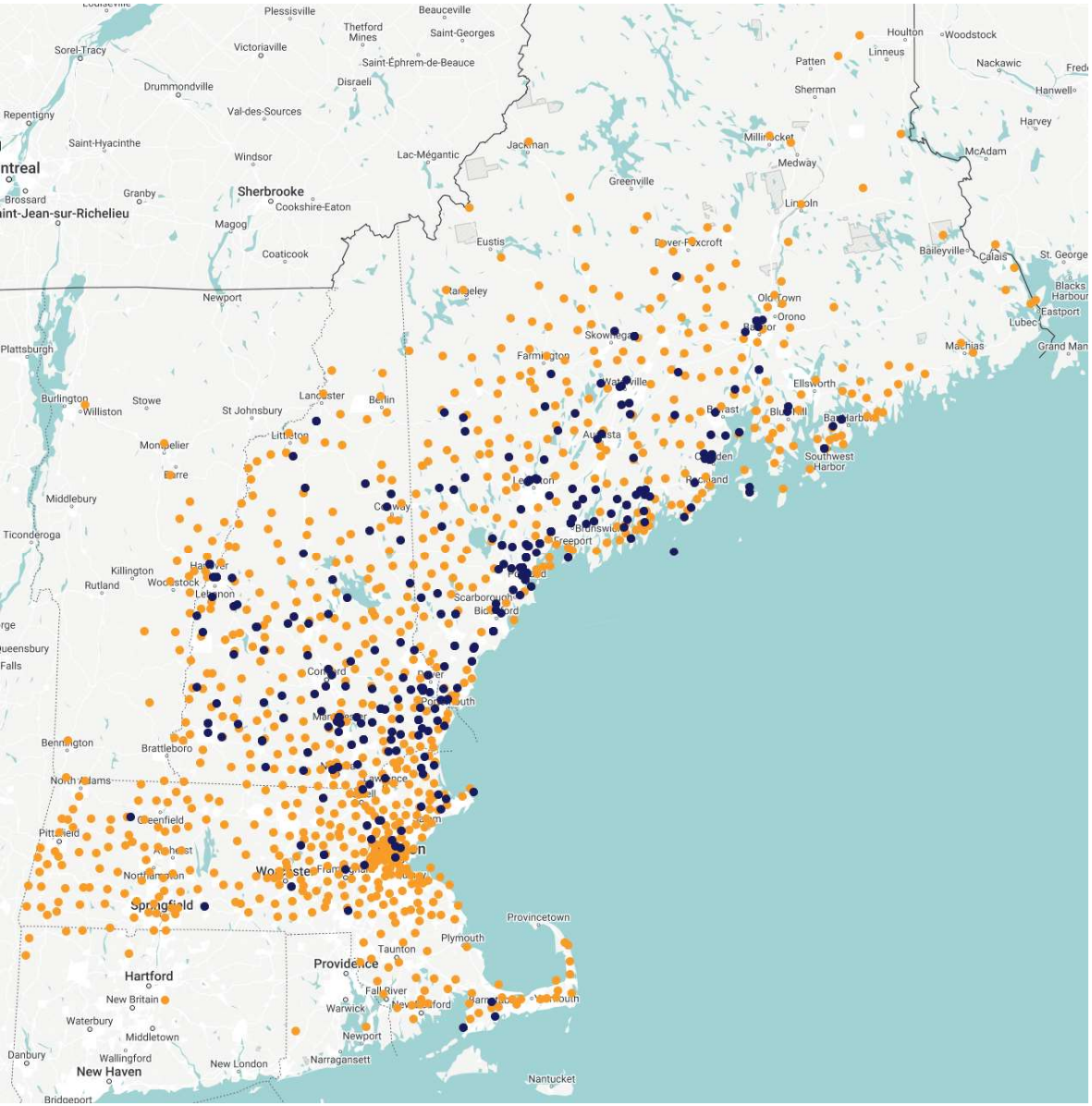
Agenda

- What is a VPP
- How do they work today?
- How will they work tomorrow?
- How VPPs will change building design
- Success Stories and Challenges
- Financial Opportunities
- Q&A

Locations

- Montville, Maine
- South Portland, Maine (HQ)
- Enfield, New Hampshire
- Brentwood, New Hampshire
- North Andover, Massachusetts
- Westfield, Massachusetts





Projects

19,679

total ReVision projects

140 thousand

estimated tons of CO_2 offset annually

$73 million

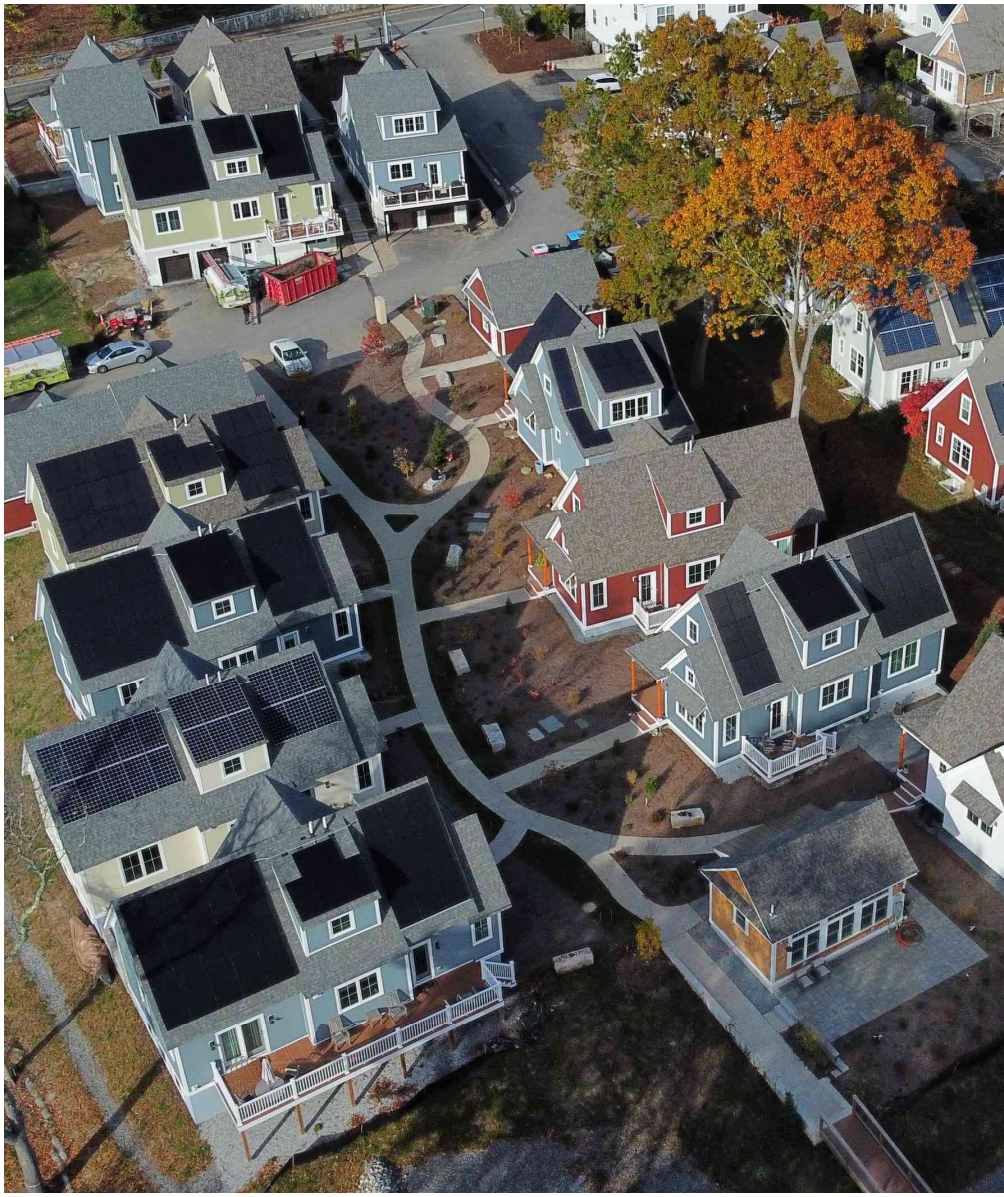
estimated annual electric bill savings

What is a VPP?

- **A Virtual Power Plant is a network of solar, batteries, and EVs** working together like a power plant, generating and storing energy.
- **Balances energy supply and demand in real time** using decentralized resources.
- **Array and battery owners earn payments by generating and sharing electricity with the grid**

How Does a Virtual Power Plant Work Today?

- Energy Production
- Energy Coordination
- Energy Dispatch
- Financial Incentives



How will a Virtual Power Plant Work Tomorrow?

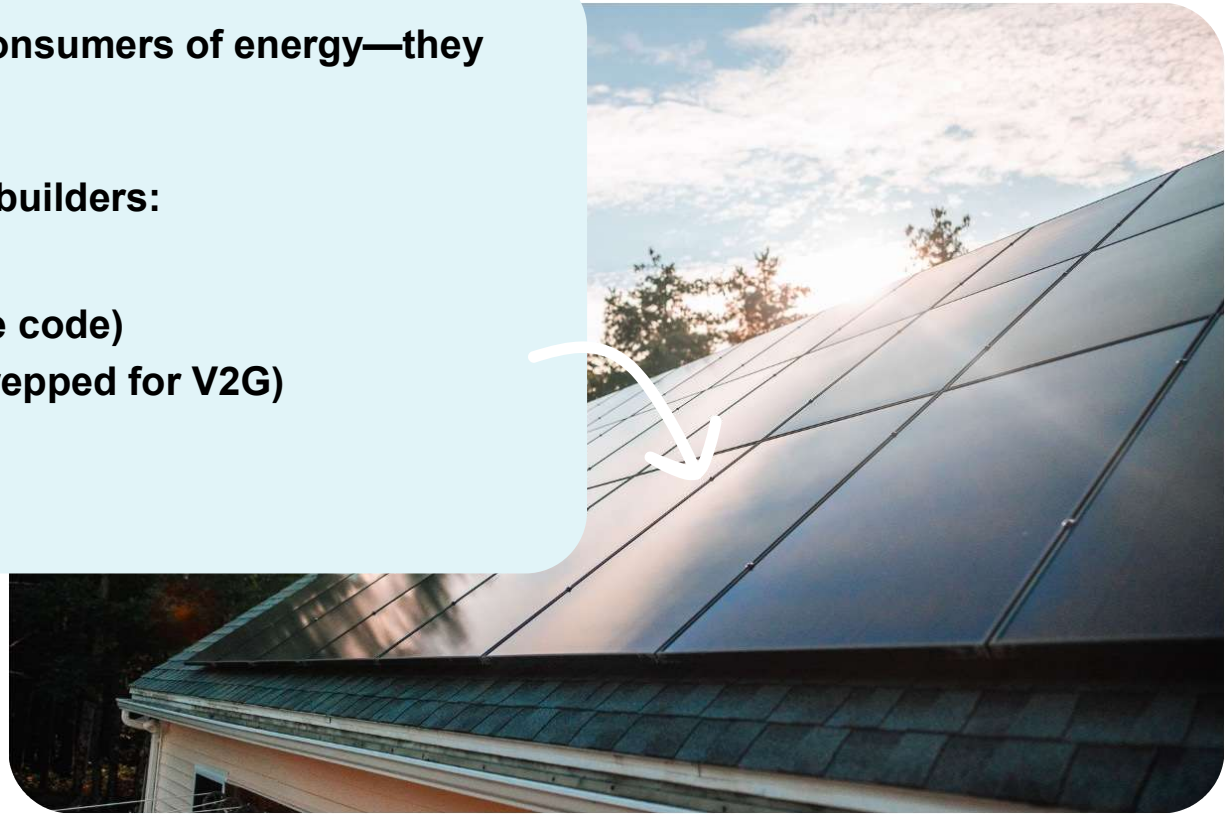
- Smart meters + dynamic pricing will create real-time energy markets.
- Home batteries, EVs, and smart appliances will automatically buy and sell power based on market conditions instead of waiting for a utility call.
- Energy management platforms will enable individual buildings to maximize profits by responding to price signals, not just peak demand events.

How VPPs will change Building and Energy Design

- **Buildings will no longer be just consumers of energy—they will be grid-interactive assets.**

- **What this means for architects & builders:**

  -Solar ready roofs
  -Battery Storage Space (fire code)
  -EV ready parking areas (prepped for V2G)
  -Smart controls
  -Load flexibility



The Texas Success Story

- **Texas is a Global VPP Leader** – Second to UK in Virtual Power Plant deployment.
- **Deregulated Electricity Market**– Competitive energy markets accelerate solar + battery storage adoption.
- **Fast and Simple Grid Integration** – Streamlined interconnection makes it easier to participate.

Implementation Challenges

What's Slowing Down Adoption?

-Interconnection Delays
-Regulatory Barriers
-Fire codes
-Upfront Costs
-Centralized control

*Keep your eye on sunsetting of net metering (California) – is headed to MA next?

Financial Opportunities

-New Revenue Streams

- TOU (Time of Use) Pricing
- ConnectedSolutions

-Current Incentives Supporting VPP Growth:

- Federal Tax Credit (ITC) for solar + storage.
- 0% Interest 7-Year HEAT Loan for Massachusetts residents.
- SMART Incentive Program for new solar systems.
- More utilities expanding demand response programs—early adopters are already benefiting.

Q&A

Thank you!

For more info, please contact:

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