Who we are:

• Diversified international environmental services business
• Established in 1989
• Employ 150 staff
• Offering technologies and services
• Main sectors of activity are:
  • Wastewater treatment
  • Contaminated land remediation
  • Anaerobic Digestion- Gas to Grid and Electricity to Grid
  • Engineered landfill and Mining services

• Established business presence in Ireland, UK and France
• Trade globally in terms of services to mining sector
• Technology taker
• Entrepreneurial in approach to business
Opportunities in renewable energy sector

Outlook for the Energy & Power Industry
Top 10 Technologies to Watch For in 2020

Outlook for the Energy & Power Industry: Top 10 Technologies to Watch For (World), 2019

Advanced Batteries and Storage, Fuel Cells

Waste-to-energy
Nuclear Power
HYDRO POWER
Energy Management
Solar PV
SMART Grid
Bioenergy
Wind Power
Carbon Capture and Storage

Top 10 Technologies of the Future

Following are key technology platforms that are poised to have a profound impact on a number of sectors across the globe. These areas present a potential high ROI

Source: Frost & Sullivan

Your Sustainable Solutions Partner
Investors Perspective of Battery Storage Market

Top level considerations when considering the sector:

- Identify global market drivers
- Identify opportunities – gaps in market
- Identify customer base
- Identify the client/customers NEEDS
- Identify geographic or regional market drivers
- Identify barriers – eg. regulation, legislation, gridlock
- Identify technologies
- Identify costs
Global assessment of emerging markets for advanced battery energy capacity 2014-2023

Chart 1.1: Next-Generation Advanced Battery Energy Capacity and Revenue by Region. All Applications, World Markets: 2014-2023

(Source: Navigant Research)
Consumer demand for Electric vehicles
Global warming
Climate change
Surge in investment in renewable energy technologies – wind and solar
Grid instability
Grid lock
Smart grid development
Grid management
Proven technology
Falling costs of technology
Manufacturing capacity increase
Commercial viability
Mobility of technology
Emerging economies and markets – eg. Africa
Globalisation
Considerations:

- Lithium ion or other?
- Battery type, Cylindrical, Prismatic or Pouch cell?
- Format size?
- Does size matter?
- Cost differential?
- Performance differential?
- Reliability?
- Safety?
- Modular and scalable?
- Application?
- Mobility
- Cost
Qualify Investment Opportunity

Carry out a SWOT analysis on several levels:

SWOT- Strengths, Weaknesses, Opportunities, Threats

• Technology selection
• Market selection
• Sector selection
• Market Intelligence
• Market entry strategy
• Competitors
• Prospects & Needs assessment of target customer
• Value proposition
• Cost of technology
• Return on investment
• Financing
Considerations for FLI as an investor in ESS technology:

- Identify a robust and proven technology that is affordable and offer to:

1. Existing clients
   - Review our existing customer base – Water Utilities, Mining Companies
   - Review their challenges and needs
   - Identify opportunity
   - Offer solutions with proven ESS technology

2. Prospective new clients in both existing and in new markets
   - Wind farm developers
   - Solar farm developers
   - Industrial and Commercial clients where unstable electrical power is an issue
Thank You!