



Demand Response: commercial proposition

European Pilot project - initial focus UK

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REstore NV/SA

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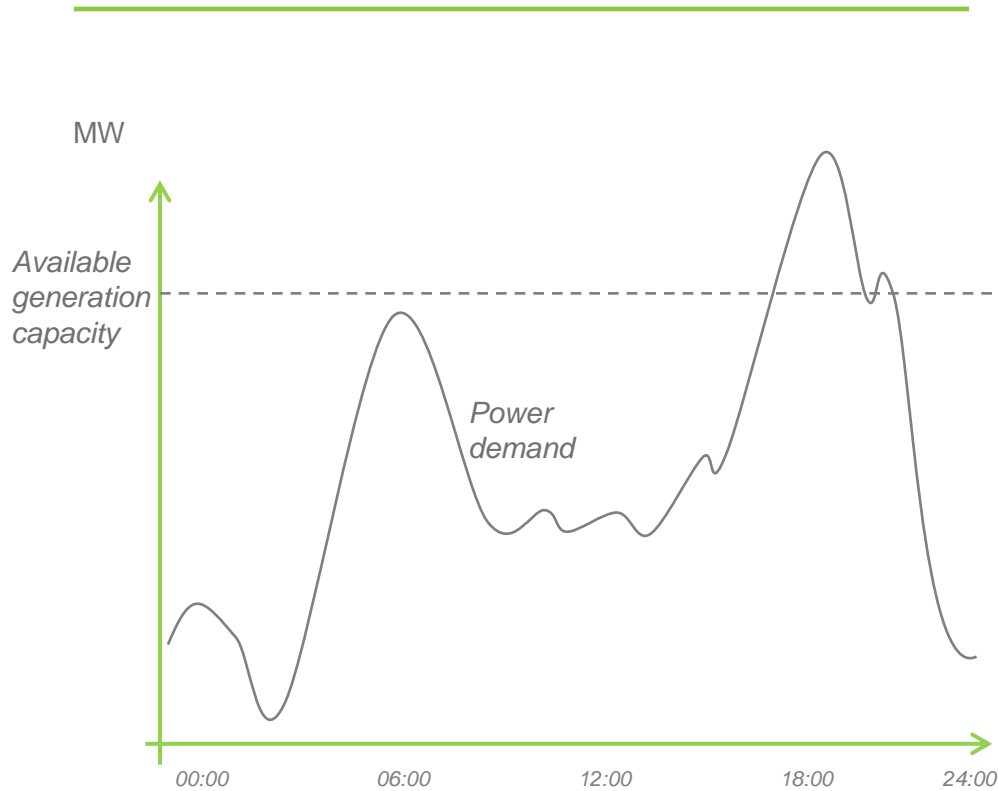
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Agenda

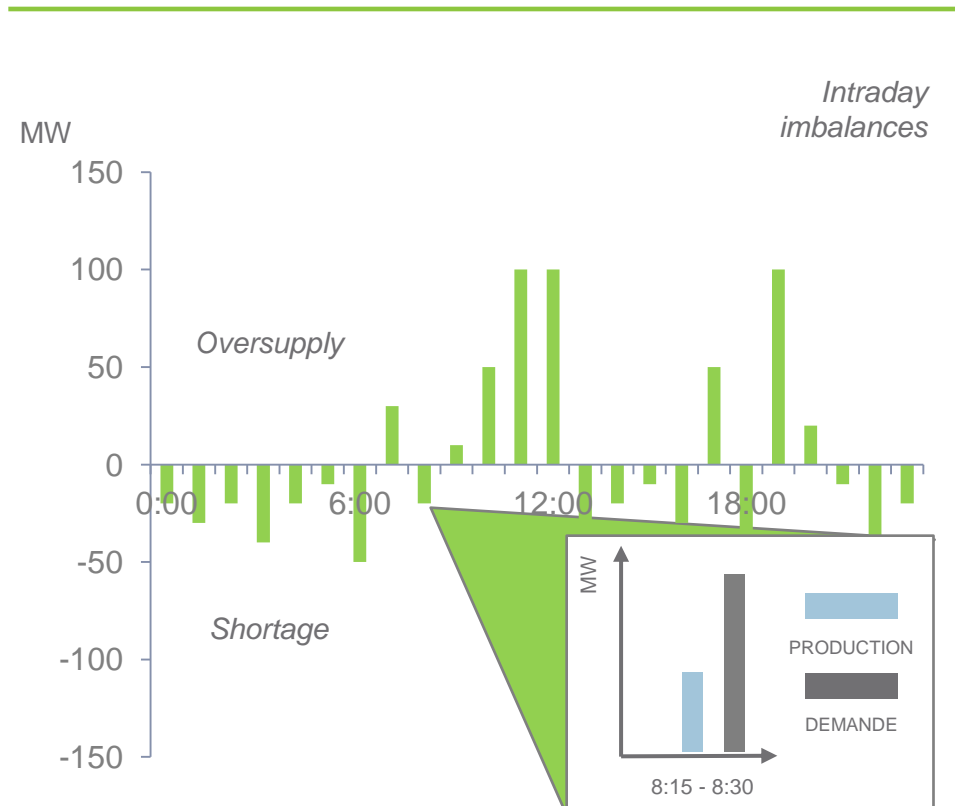
- 0 What is Demand Response?
- 1 Big Picture for Coldstore Operators
- 2 Benefits for Coldstore Operators
- 3 References
- 4 Next steps

Today, the UK (& other European) power markets face 2 significant challenges

1-TIME SHORTAGE DAY AHEAD

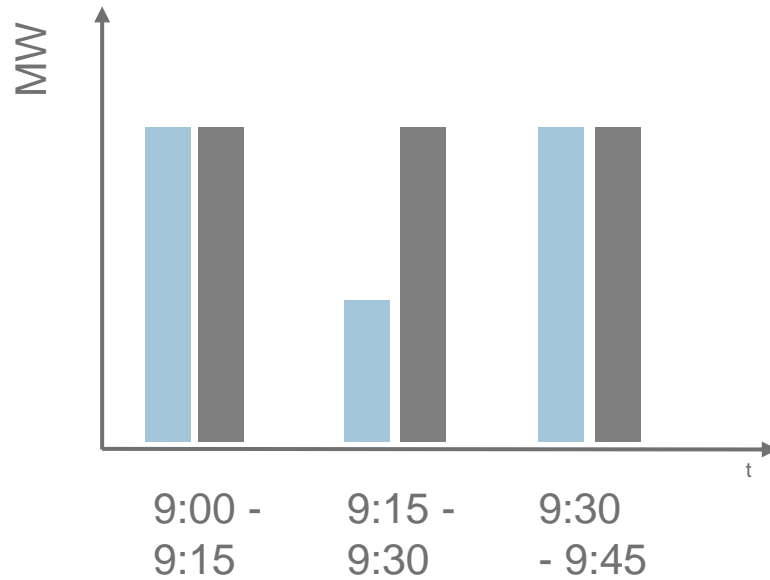


MANY IMBALANCES INTRADAY

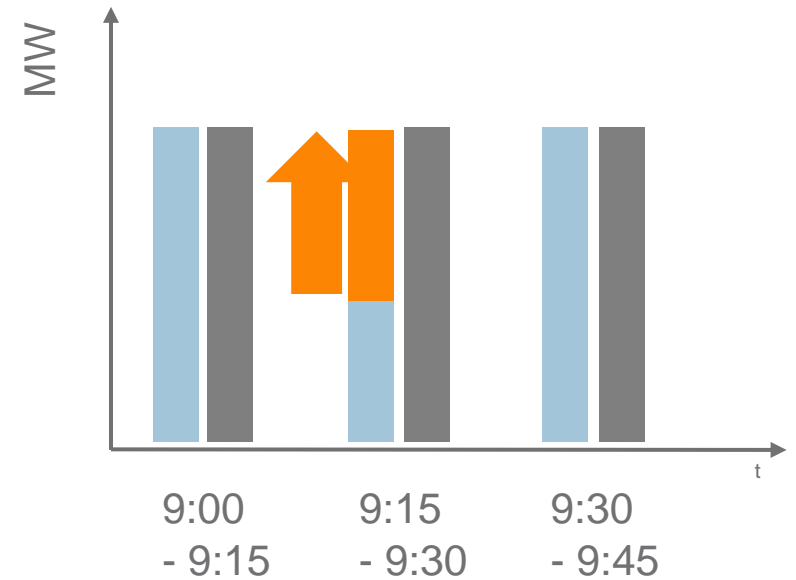


Classic solutions, ie. the use of fast reacting power plants, are not sustainable anymore

Supply – demand imbalance



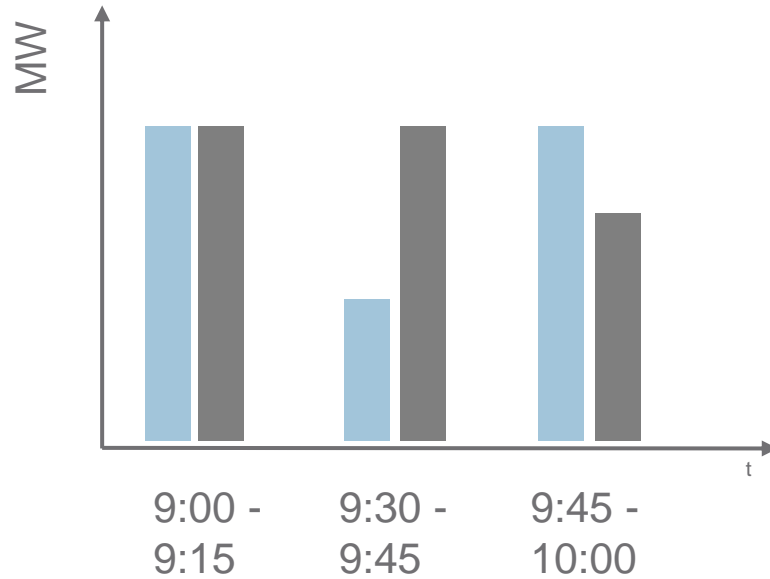
Balancing of supply – demand via fast reacting, open cycle power plants



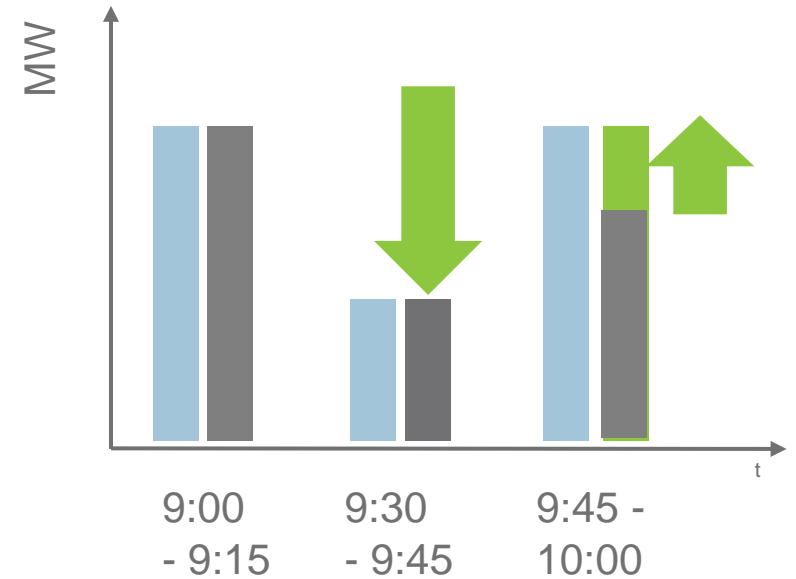
GENERATION
DEMAND

Demand Response is a new, equivalent and more sustainable solution

Supply – demand imbalance



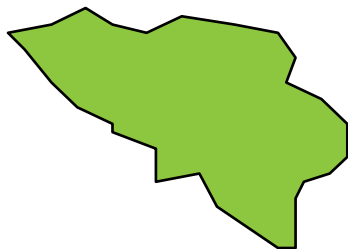
Balancing of supply – demand via demand response



GENERATION
DEMAND

REstore and ECSLA launch a demand response pilot project in UK, and intend to expand to GERMANY and FRANCE soon in case of succesful deployment

BE



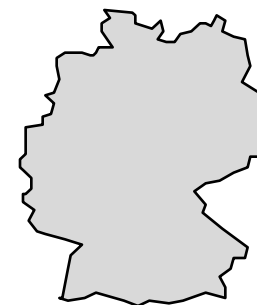
UK



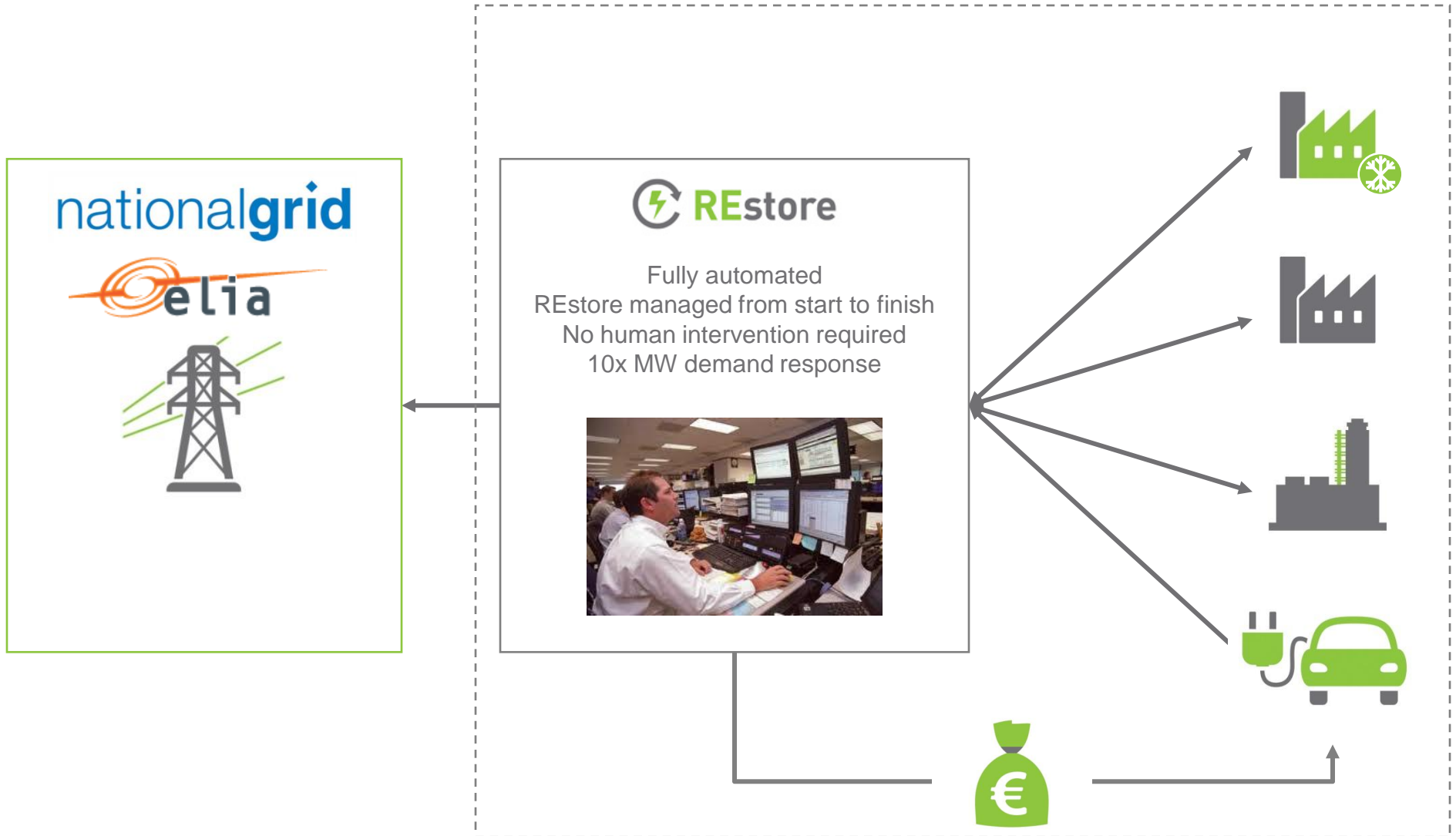
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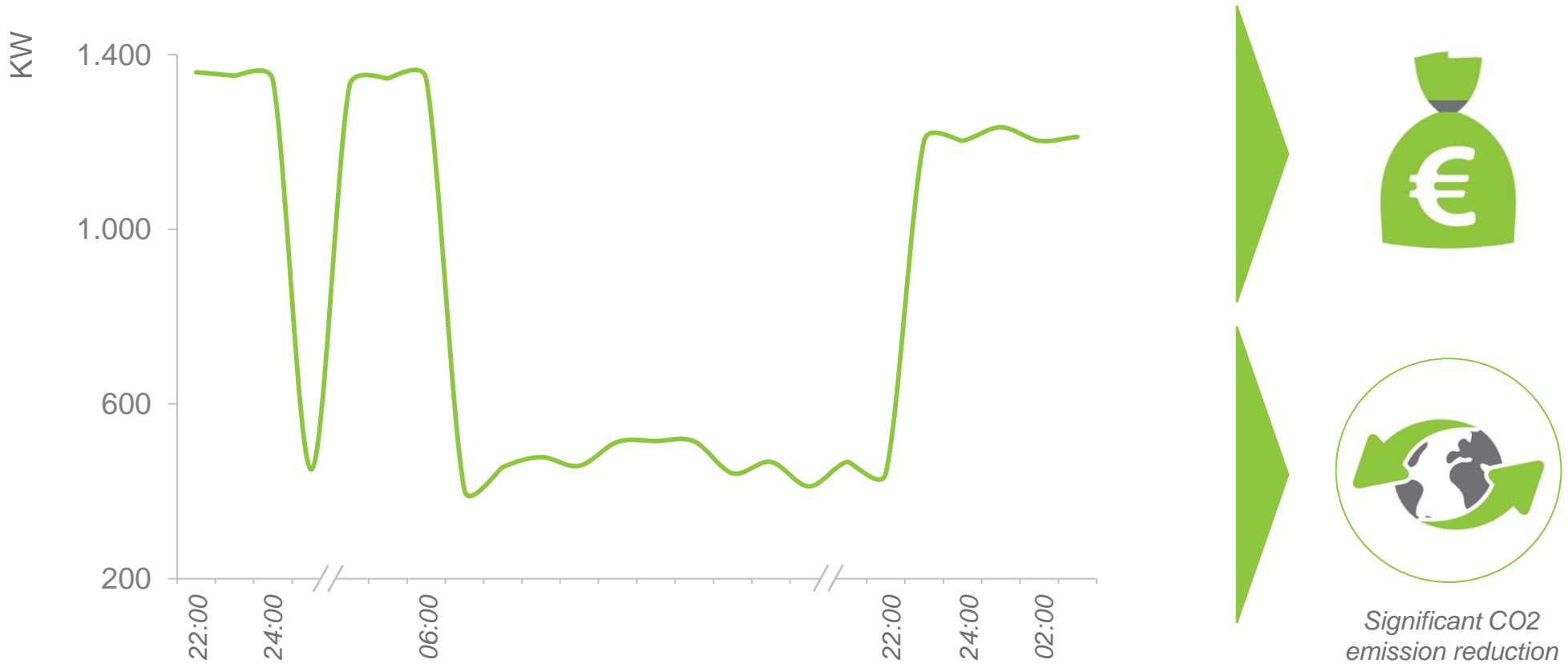


REstore provides curtailable demand to ELIA (BE) and National Grid (UK) in 2013, sourced from many individual industrial plants



Refrigerated warehouses are ideal for automated curtailment – They can receive significant payments upon participation with REstore, and contribute to carbon emission savings

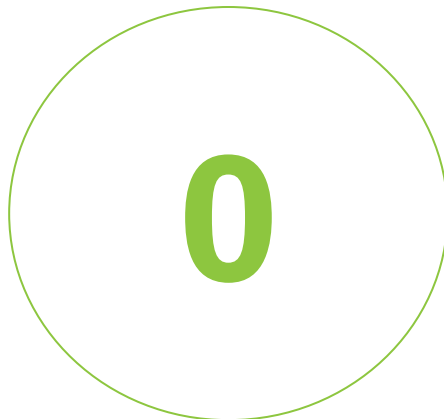
Power profile with demand response – eg. 30 x per year, avg. 90min per activation



REstore brings SIGNIFICANT PAYMENTS

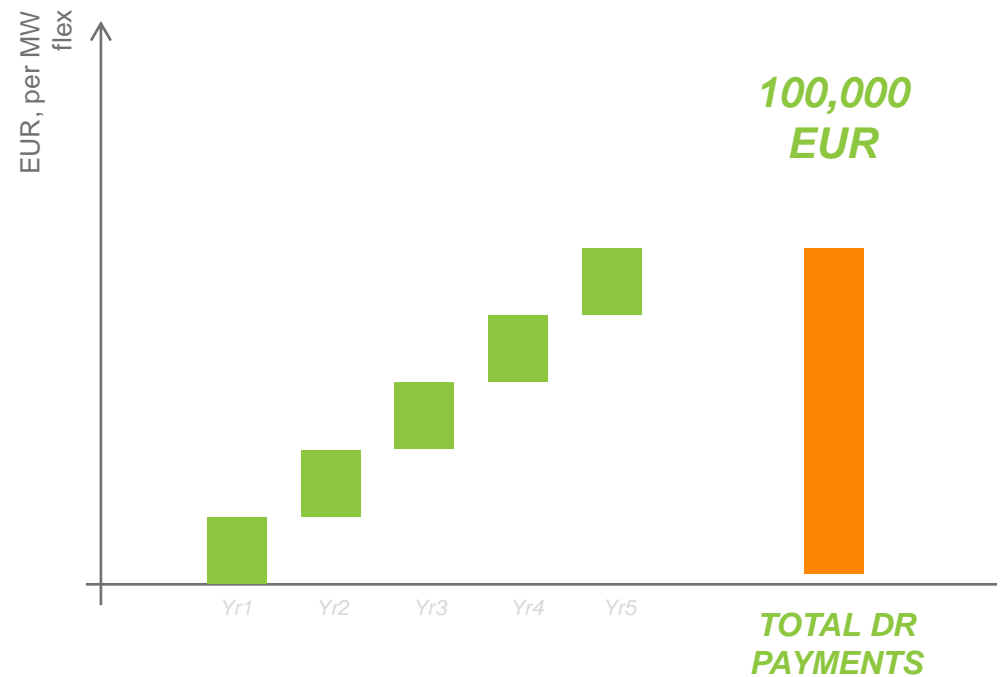


Cash payments: up to 100,000 EUR per MW flex over 5 years (3% - 4% of annual electricity invoice)



0 EUR extra investments or maintenance exp.

UK – NATIONAL GRID



REstore guarantees EASY PARTICIPATION and FULL CONTROL



REstore manages the entire DR program for you from start to finish; 0 FTE involvement



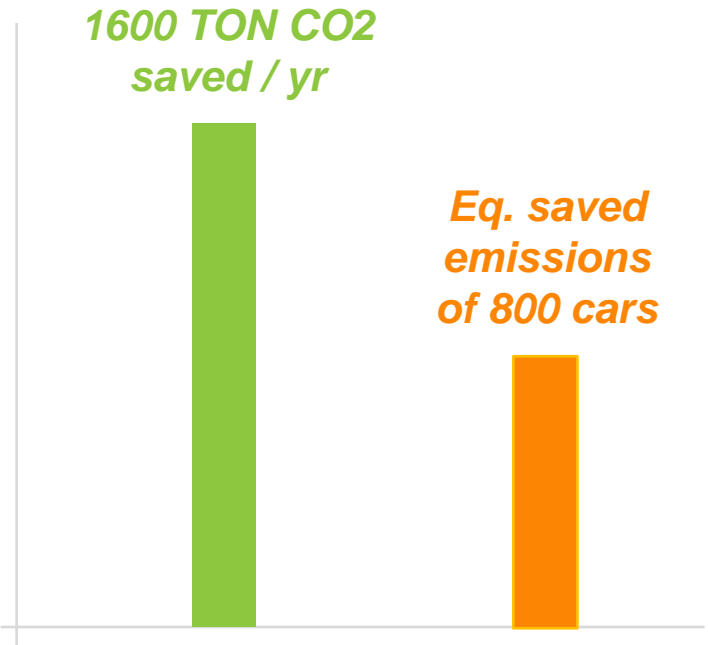
Your current automation system retains full control over coldstore equipment and facilities

REstore guarantees that you truly contribute to SUSTAINABILITY

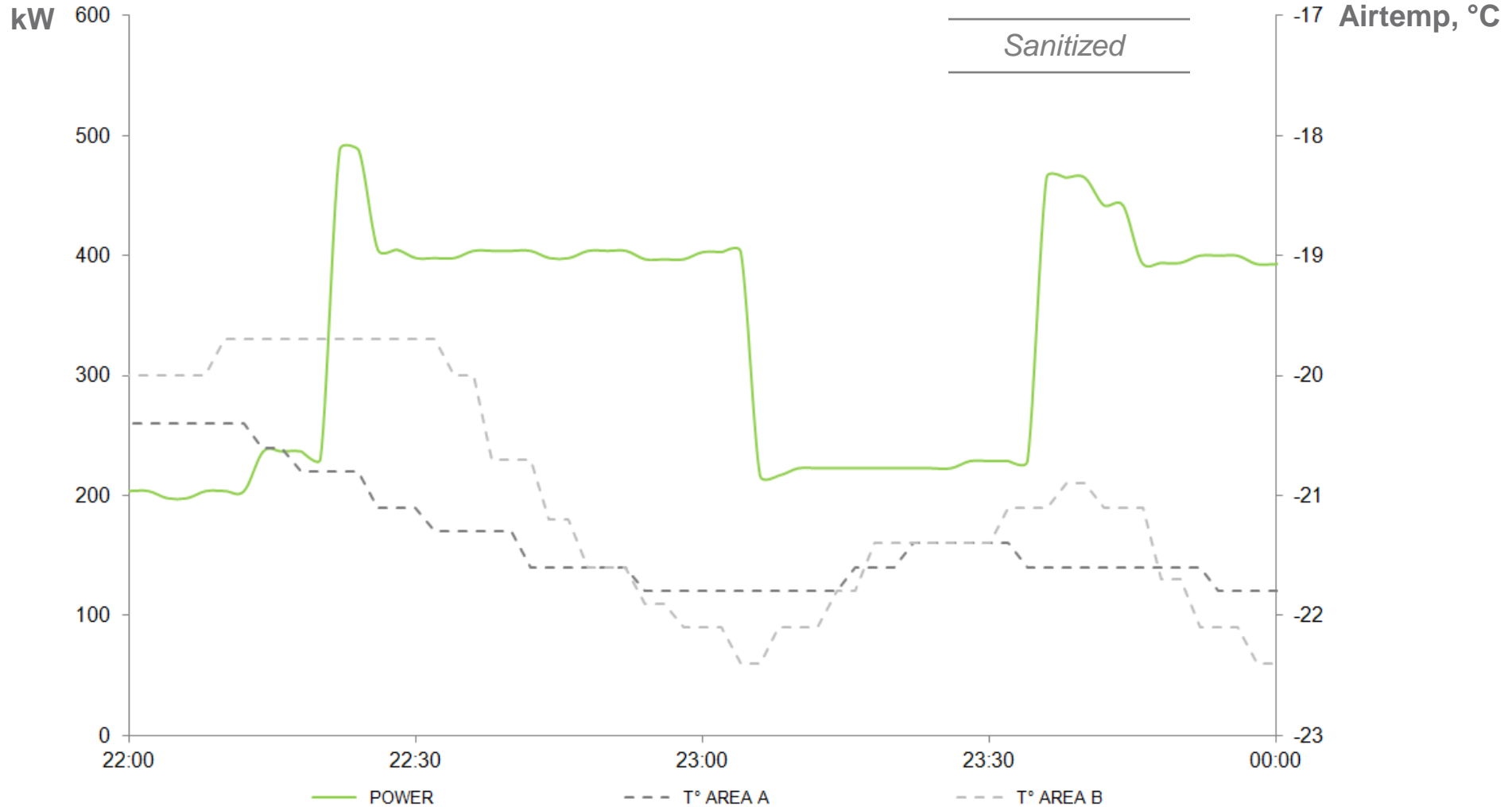


Significant CO2 emission reduction

CO2 abatement,
per MW flex



REstore comes recommended: successful implementation at industrial companies with cooling processes



We built compelling references with real-life projects and prepare go-live in UK & BE

*To be
completed*



Waterwegen en Zeekanaal NV

REstore is a leading AUTO Demand Response Aggregator

What?

- REstore is a **Demand Response Aggregator**
- Offers **balancing capacity / energy** to **TSOs** and utilities through automated steering of electricity demand
- Operates proprietary, patented, **automated DR technology: *Flexpond™***.

Founders

- **Jan-Willem Rombouts, head R&D**
Joined REstore after a career at Goldman Sachs. Brings deep expertise in quantitative modeling and software development to REstore.
- **Pieter-Jan Mermans, head Business Development**
Joined REstore after a career at Arthur D. Little. Brings profound energy market experience to REstore as former strategy consultant of ELIA, NUON, Electrabel, GDFSuez, T-Power, etc.

Equity investors & Board members

- **Shareholders:** LRM, AXE Investments, ArkAngel Fund & Private investors
- **Board :**

Rudi Thomaes	(boardmember Umicore, exCEO Alcatel Bell)
Paul Carpentier	(co-founder & CTO Caringo, co-founder Filepool)
Stijn Bijmens	(CEO LRM, founder Ubizen)
Wim Heyselberghs	(CEO CGen, exCEO Nuon, exCEO Tractebel EGI)

Next steps: you should make a final decision prior to 15/12 to comply with NATIONAL GRID

		<i># of hrs work for 1 FTE @ client</i>	<i>Deadline</i>
1. Go / No go	Client (= You)	0	< 31/10
2. Demand Response Report	REstore + Client & automation partner	< 4hrs	< 16/11
3. Sign Contract	Client	< 4hrs	< 30/11
4. Install 'Flexpond' onsite	REstore	< 2hrs	< 22/02/2012
5. Go live + cash savings		0	1/04/2013