



**OPTIMIZED DATA DRIVEN  
Renewable Energy Finance**

# PROBLEM

## RISKY CASH FLOW FORECASTS OF RENEWABLE ENERGY DECREASE PROJECT FINANCING & RETURNS



### WHY?

1. Forecasting yield in renewable energy projects is difficult
2. Weather causes unpredictable and unstable cash flows
3. Risky cash flows means banks give less financing

**LESS FINANCING = LOWER ROI = LESS PROFIT**

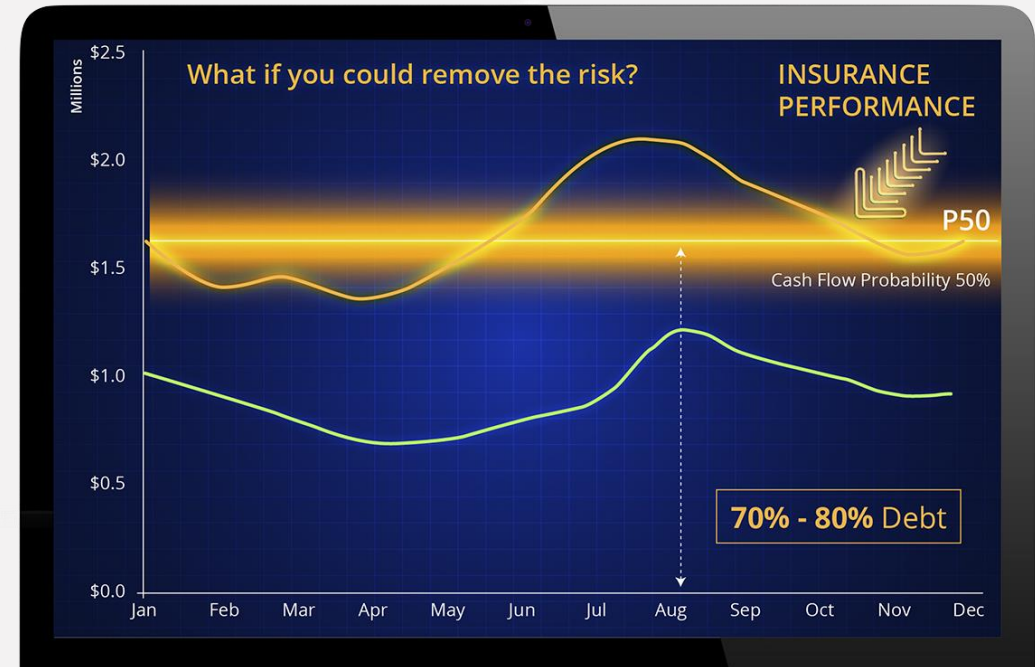
# PROBLEM

RISKY CASH FLOW FORECASTS OF RENEWABLE ENERGY DECREASE PROJECT FINANCING & RETURNS



# SOLUTION

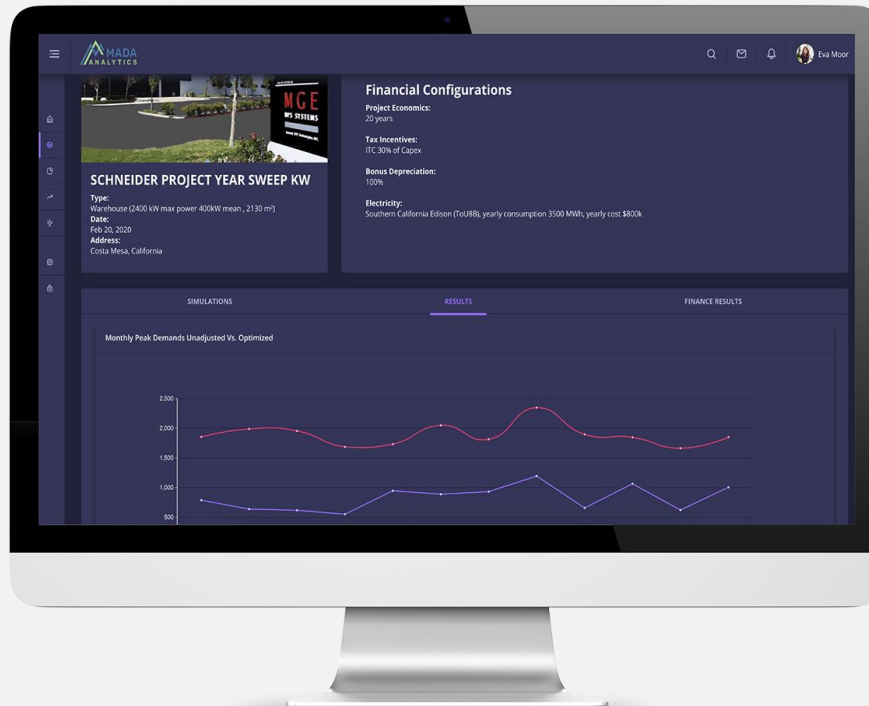
HEDGE VOLATILITY WITH MEPS DATA DRIVEN SOLUTION – PERFORMANCE INSURANCE & ENERGY STORAGE



# SOLUTION



## Financial Optimization for Renewable Energy



Data driven engine for critical financing decisions



Cash flows stabilized - insurance hedge/pricing



Enables optimal system performance with energy management planning & storage

# TARGET CUSTOMERS - MARKET ENERGY COMPANIES

**Brookfield**  
Renewable Energy Partners

**octopus**  
investments

**TOTAL**

**ENGIE**

**JCM CAPITAL**  
LONDON

**actis**

**enel**  
Green Power

**equinor**

**BLACKROCK**

**GAUSS**  
ENERGIA

**lightsource bp**

**eni**

**QUERCUS**

**EQUIS ENERGY**

**edf**  
renewables

**Marubeni**

**ELLIOTT**

**Bluefield**

**RECURRENT**  
ENERGY

**CanadianSolar**

**IBERDROLA**

**DIF**

**Allianz**

**Scatec Solar**  
Improving our future™

**VATTENFALL**

**FRV**  
RENEWABLE ENERGY VENTURES

**AVIVA**

**neoen**  
renewing energy

**NEXTEnergy**  
CAPITAL

**GLOBELEQ**  
POWERING AFRICA'S GROWTH

**ERG**  
EVOLVING ENERGIES

**WIRSOL**  
WE GUARD RESOURCES TO MERCON GROUP

# WHITE LABEL – STRATEGY

## GO TO MARKET WITH STRATEGIC CUSTOMERS



Signed commercial agreement to integrate MADA technology ("MEPS") into RINA existing platform.



Strategic customer & investor, completed successful customer POC.

# CUSTOMER INTEGRATION - RINA

**RINA** - GLOBAL LEADING ENGINEERING CO IN RENEWABLE ENERGY



**450**  
Mil.Euro  
2019 Rev

**200**  
Offices

**70**  
Countries

**3900**  
Colleagues

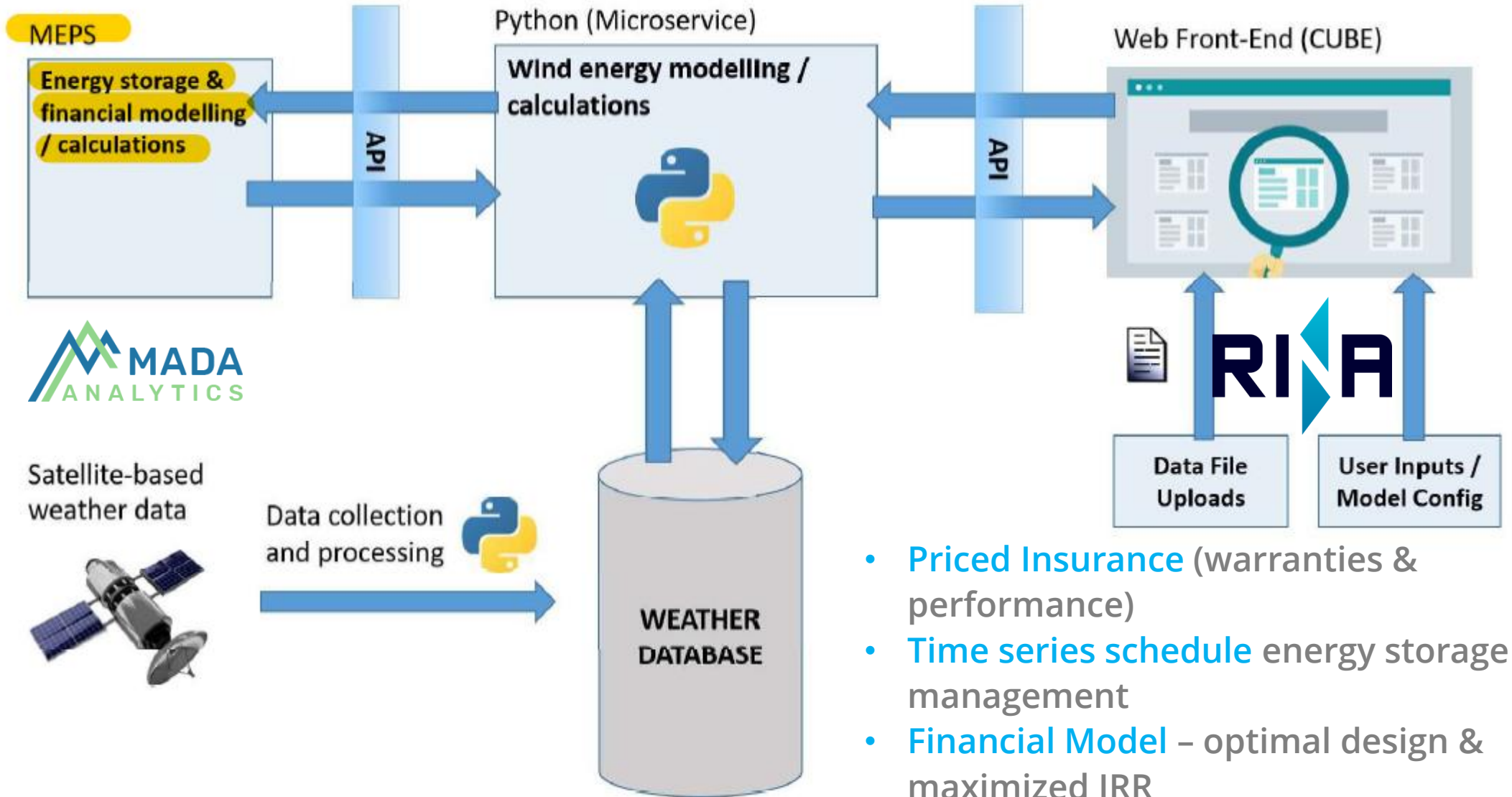
## FINANCE MARKET

## ENERGY COMPANIES



Signed commercial agreement to integrate MADA technology ("MEPS") into RINA existing platform.

# MARICube INTEGRATION



- **Priced Insurance** (warranties & performance)
- **Time series schedule** energy storage management
- **Financial Model** – optimal design & maximized IRR



# CUSTOMER INTEGRATION - RINA

## MADA ANALYTICS & RINA - INTEGRATED SOLUTION

Renewable Energy Projects

Rina's existing clients base  
(100s of active clients,  
1,000s of projects)

# MARICube

MADA Finance API:  
Integrated into CUBE Platform

"MEPS" engine

### Financing Banks

HSBC CRÉDIT AGRICOLE  
NORD/LB Deutsche Bank  
 MACQUARIE

### Hedging Insurance

Allianz Swiss Re  
SCOR Munich RE

### Storage ES

SAMSUNG LG  
TESLA HITACHI

# CUSTOMER INTEGRATION - RINA

## "MARICUBE" - FINANCIAL & MANAGEMENT OPTIMIZATION



- ✓ Future cash flows **stabilized** - insurance pricing
- ✓ Software **financial optimization** - energy storage management



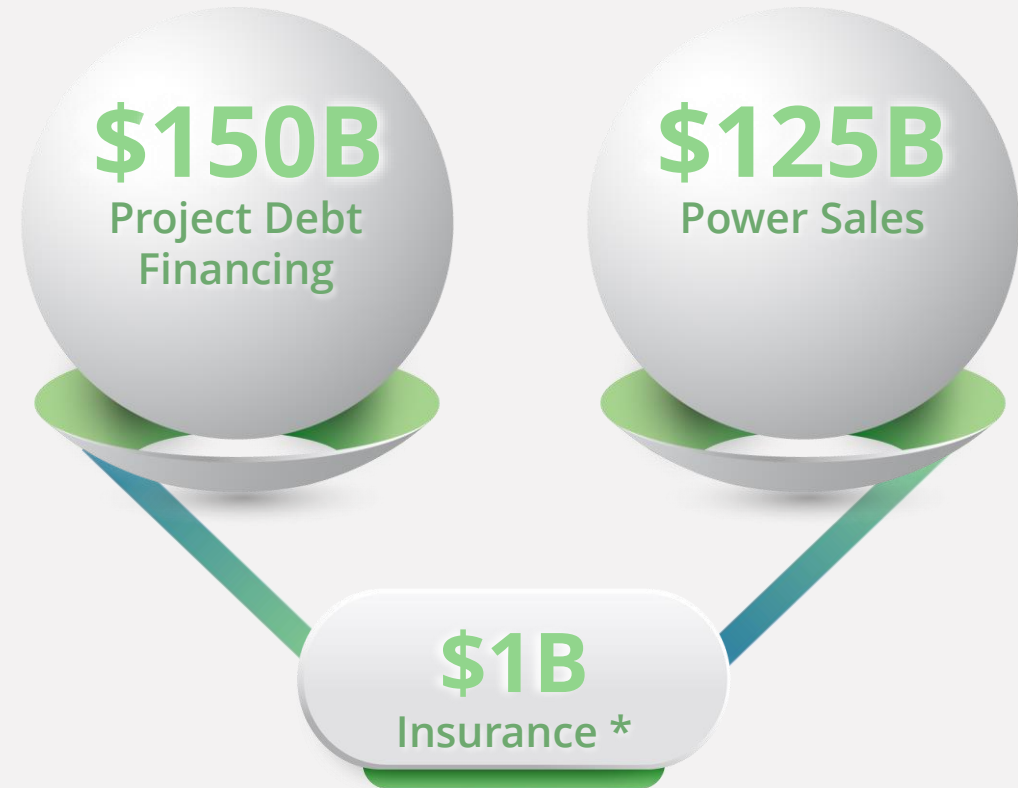
- ✓ **Forecasting** expected cash flow - RINA yield prediction
- ✓ **Distribution** to existing and new clients

# OPPORTUNITY - MARKET SIZE

## SOFTWARE LICENSE



## INSURANCE & RISK TRANSFER FOR RENEWABLE ENERGY



\* Bloomberg New Energy Finance BNEF 2019

\* Swiss RE – white paper wind market alone til 2030

# BUSINESS MODEL – FINANCIAL PLAN



## MADA Software Licenses

	2021	2022	2023	2024	2025
MADA licenses/project	66	389	1,113	2,165	3,926
<b>Revenues</b> (avg fee \$2,485/ann)	<b>\$164,000</b>	<b>\$967,000</b>	<b>\$2,767,500</b>	<b>\$5,383,000</b>	<b>\$9,763,000</b>



















## MADA Insurance Fees/Commissions

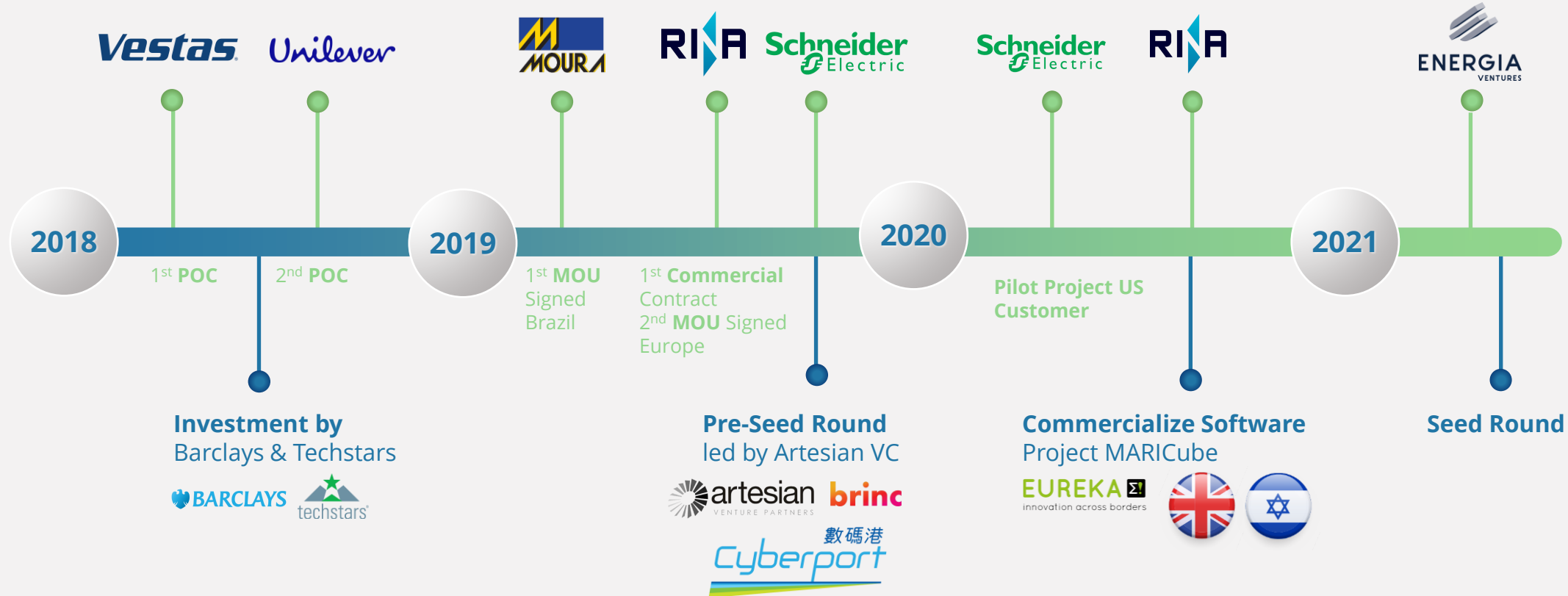
	2021	2022	2023	2024	2025
<b>Insurance</b> Premium (performance or energy storage)	\$1,380,000	\$9,100,000	\$26,260,000	\$56,000,000	\$120,000,000
<b>Revenues</b>	<b>\$0</b>	<b>\$207,000</b>	<b>\$1,365,000</b>	<b>\$3,939,000</b>	<b>\$8,400,000</b>

<b>Total Revenues</b>	<b>\$164,000</b>	<b>\$1,174,000</b>	<b>\$4,132,500</b>	<b>\$9,321,000</b>	<b>\$18,163,000</b>
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# COMPETITION

	 Insurance Solar	 Insurance Wind	 Energy Storage	 AI
 	✓	✓	✓	✓
 	✓	X	X	X
 	✓	X	X	X
 	X	✓	X	X
 	X	X	✓	X
 	X	X	✓	X

# TIMELINE



## Additional Traction:

- ✓ Initial commercial revenues (2020)
- ✓ Awarded **\$1 mill EUREKA** project w billion-dollar partner RINA
- ✓ Completed 6 POCs with industry customers

# TEAM



**DANIEL GIMPEL**  
CEO

6 yrs Renewables | 15 yrs Fin-tech & VC



**YOSSI FISHER**  
Chief Data Scientist

20 yrs Algorithms | Optimization & IP patents



**ERIC SELMON**  
COO

20 yrs Investing in Power & Utilities



**OMID VAHDATY**  
CTO

15 yrs Big Data & software backend



# ADVISORY



**YOSSI SIROTE** | Chairman

Tel Aviv, Re-Insurance



**DANIEL SHPRUNGIN, MD**

Tel Aviv, Tech IPOs



**JOSH SCHAFF**

New York, Project Finance



# FUNDRAISING & USE OF FUNDS



## Investment Round closed by end of Q3 2021:

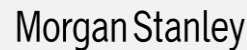
Seed Round of US \$2M

Existing Investors committed up to 50% of the Seed Round



## Past Investments & Existing Investors:

Pre-Seed Round of US\$ 600k from leading strategic & financial investors





# FUNDRAISING & USE OF FUNDS



## Use of Funds:

Runway – 18 months

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Insurance licensing

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Enhance R&D team



## Milestones:

Complete integration with 1<sup>st</sup> global distribution partner (RINA)

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Integration with another tier 1 global distribution partner

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MOU with 2 leading insurance providers

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Double commercial revenues 2021



# Get in touch....



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