

Turning Biomass into Energy since 2011



- Phoenix Energy is “private label” power
- We are local³
- Building plants since 2011
- Turnkey plants cost around \$6-7/W
- We believe modularity & continuous processing to keep quality up & costs low
- And we are no longer just an energy company...





- BioMAT re-launch! - \$19.972
- Largest Biochar Sales Year
- Shutdown of big biomass creates massive opportunity
- Governor's emergency declaration
- CA Carbon credits became real
- Community Choice became real
- Sacramento loves you



So what's different

- Real equipment
- Real financial participants
- Performance guarantees!
- Biochar is for real!
- Attractive PPA prices



Current Success Gaps

“Water, water
everywhere and not a
drop to drink”

- Samuel Taylor Coleridge

It's not the price,
It's not the availability,
It's the contracts!

**CONTRACTS ARE
MORE IMPORTANT
THAN FREE MONEY!**

- If you want this in the forest we need agencies to step up!!!
- CalFire? CalTrans? OOG? Hello?
- CPUC transparency



- The rise of consumer choice
 - Biomass Energy Nexus
 - Retail v wholesale
 - Biochar
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- A close-up photograph of a person's hands holding a large quantity of dark, charred biomass, likely biochar. The person is wearing a dark long-sleeved shirt and blue jeans. The background is slightly blurred, showing a blue metal container or structure. The text is overlaid on the image in a bold, orange font.

2018 – The year of bioenergy

- Why we wouldn't be anywhere else
 - You!
 - This mission is real and it matters
 - Macro makes us victorious...
 - Eventually...
 - But does not happen without fuels contracts