

PHOENIX ENERGY™

Who we are

- 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...





2017 – What a year





2017 – What a year

- 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

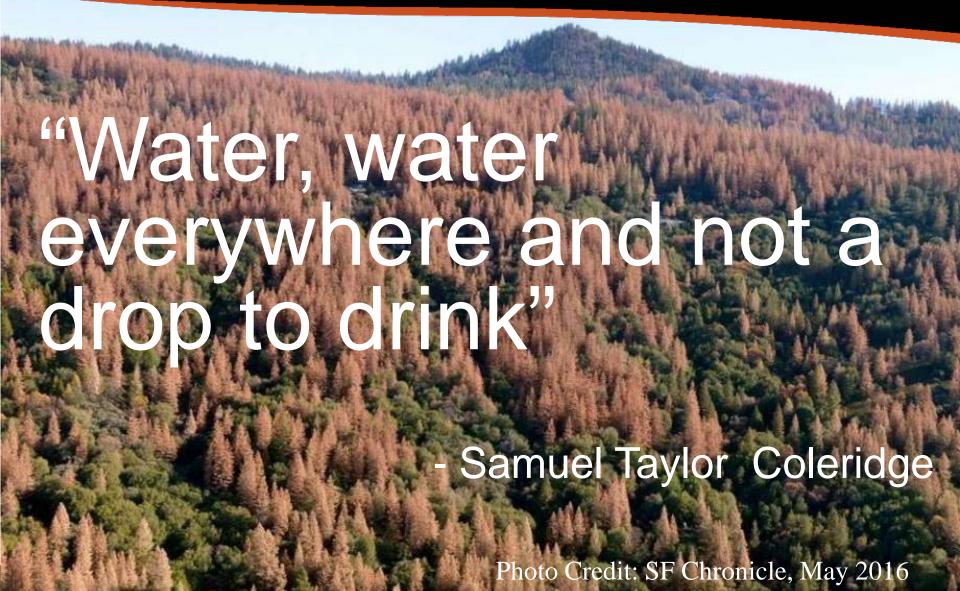
- Real equipment
- Real financial participants
- Performance guarantees!
- Biochar is for real!
- Attractive PPA prices







Current Success Gaps



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Success Gaps

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





Mega Trends

The rise of consumer choice

Biomass Energy Nexus

Retail v wholesale

Biochar

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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