



EXCEEDENCE
MAKING RENEWABLES COMMERCIAL

Presented by
RAY ALCORN, CEO

MAKING RENEWABLES COMMERCIAL



OUR TEAM



Founder
Domain Expert



Co-Founder
Corporate Finance



Software
Development



Software
Sales



Senior
Project
Engineer



Business
Development



Workshop

- + Roundtable
- + Theory
- + Practice - Case studies
- + Hands on
- + Feedback & Future



TIME LINE

+ 2011 Prototype

Enterprise
Ireland Com
Funds



+ 2015

Exceedence Spun Out
First Customer Service
First Customer Product

+ 2016 Pipeline Development

+ 2017 Scale



+ TIME

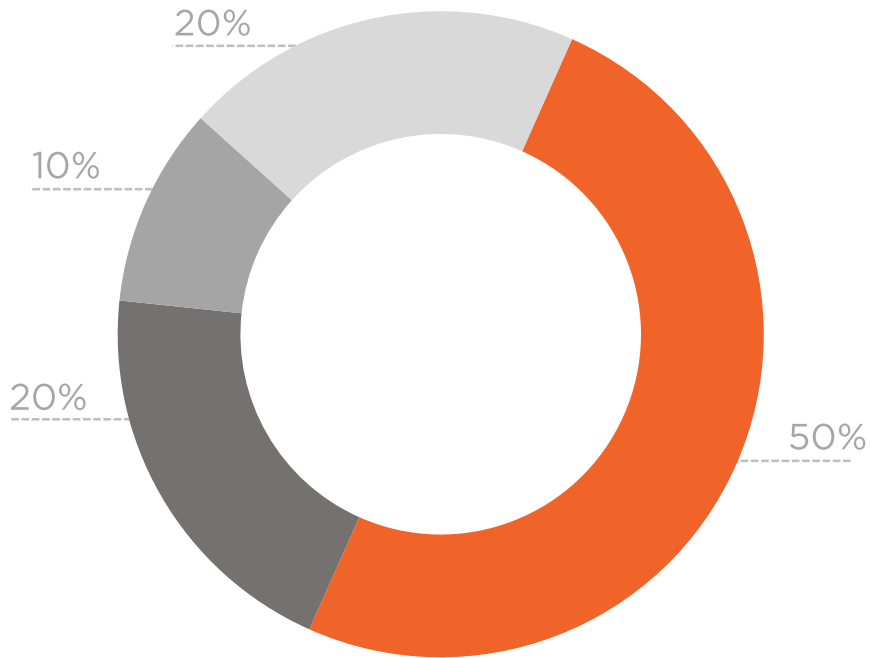
+ RESOURCES

+ STANDARDS

+ TRUST

THE
PROBLEM

TODAY



■ Build ■ Maintain
■ Audit & Control ■ USE





With



EXCEEDENCE
MAKING RENEWABLES COMMERCIAL

FINANCE

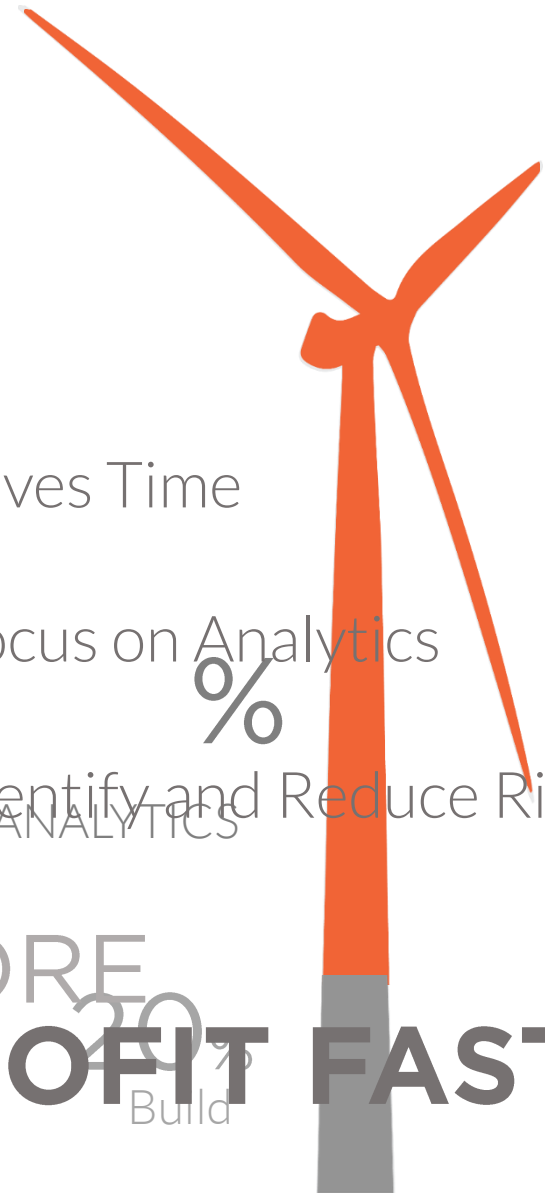


+ Saves Time

+ Focus on Analytics
%

+ Identify and Reduce Risk
USE and ANALYTICS

MORE
PROFIT 20%
Build
FASTER





Energy Device Developers



Energy Farm Project Developers



Electrical Utilities and Grid Operators



Teaching & Training & Research Centres



Government agencies with energy portfolio



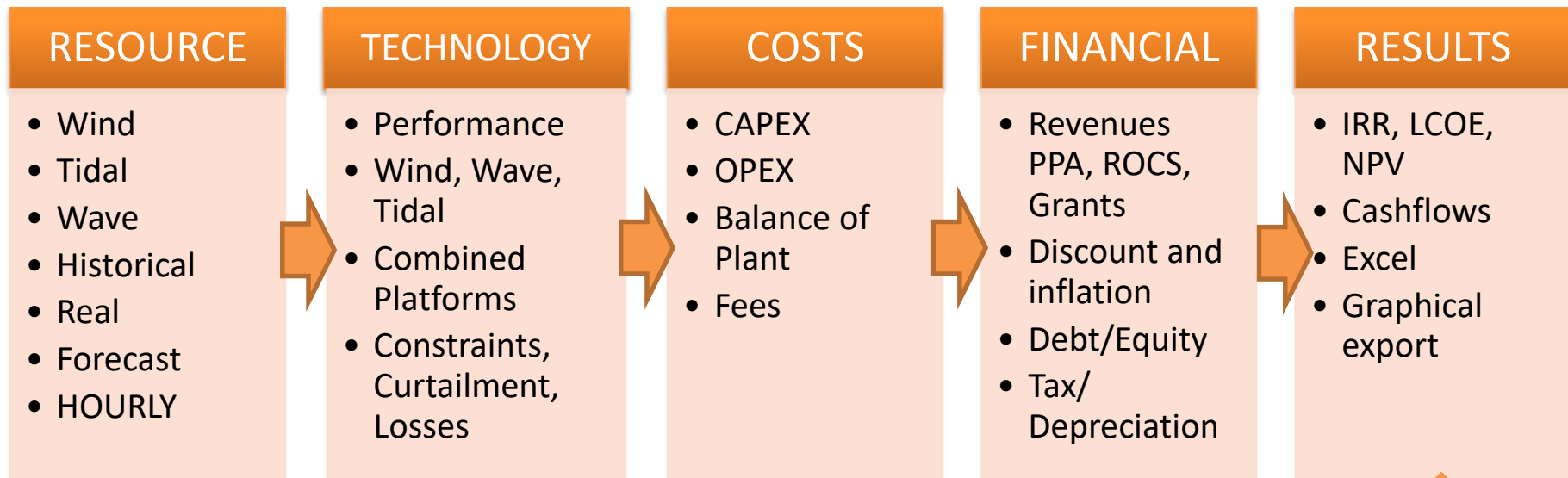
Suppliers & OEMS



Engineering Consultancies, Lenders Engineers

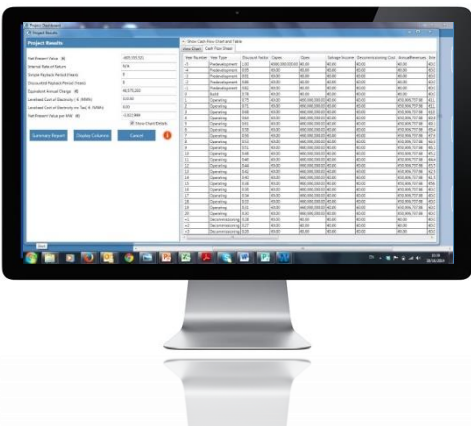


Financial Services, Investments, Banks , M&A



ANALYSIS - What if?, Parametric Sensitivity, Goal Seek, Risk

TECNHO-FINANCIAL OPTIMAL - \$,£,€,¥,Kr,R,Rp, IRR, LCOE,NPV



FIRSTCUSTOMER

Previously took time and effort to assess using our techno-economic model.

Easily assess the financial viability involving both wave and wind.



- + Wind
- + Wave
- + Tidal

Transparent data dissemination amongst our team and clients.

USE CASES

- Prospecting – GRS / Schottel Hydro / Ecofin
- Materials evaluation – Sea Energies
- Impact of PTO – WES and TFI
- REFIT analysis – DCENR and MRIA
- Development options – PMG Wave Energy Prize
- Test Site business model – OSU
- Community Wind models – SEAI UCC
- Diesel Offset Wind – Dare Technology



FUNDING DRIVERS

- National Funders
- European Funding
- Private Equity
- Supply Chain



Your Specific Need

- Why Financial models?
 - Convince SEAI OEDU funding
 - Convince Investors
 - Make both Corporate and Development decisions
 - Measure where you are and track progress
- You need
 - Irish reference models & data
 - Own **Data Import** and **Excel Output** with full transparency
 - Variable granularity - Input and Output
 - Indicators - LCOE, IRR, NPV, NPV/MW
 - Built in Data Sets and Device Models to get started
 - Built around standards & TESTED
 - Powerful What-IF? Analysis and Optimisation



The background is a solid orange color. On the left side, there is a complex geometric pattern of thin white lines. These lines intersect to form various polygons, including a large triangle and several smaller quadrilaterals and pentagons. The lines extend from the left edge towards the center of the image.

EXCEEDENCE

Making Renewables Commercial

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