

# INTRODUCING “OTI”

Octopus Technologies Inc. (“OTI”) is an energy storage company poised to commercialize clean batteries that will replace lead-acid in all applications and provide advantages over lithium-ion for specific applications.

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Modern society depends on a robust and reliable supply of electrical power. From cordless consumer devices to uninterrupted power systems that protect business and industry, the technological revolution would not be possible without batteries.

## Market Size and Opportunity

OTI is seeking US\$5 million of funding in exchange for 30% equity. These funds will be used to order the specialized equipment needed to construct the manufacturing facility, develop real-world testing scenarios, and scale up the marketing/sales team. Projections are that after three years, OTI will be generating US\$18 million of EBITDA from just one indicative purchase order. However, OTI expects to be generating revenue within 15-18 months of initial funding.

## The OTI Story

OTI and its business model reflects a scientific and proprietary breakthrough that is expected to disrupt and shift the international energy storage marketplace. Its technology is protected by intellectual property filings and allows for the production of batteries that are:

- **More effective**—superior storage capacity, longer shelf life, superior weight-to-power output
- **Green**—uses safe, non-toxic and abundantly-available materials
- **Small**—improved energy density means twice the energy storage of comparably sized lead-acid batteries
- **Light**—lighter batteries are safer to transport and install, reducing costs for the purchaser

- **Scalable**—batteries can be manufactured in a wide range of sizes and shapes, allowing the manufacturing process to optimize the storage solution for commercial, industrial or residential applications
- **Inexpensive**—batteries can be manufactured cost-effectively in a modern facility.

## The Global Market for Energy Storage

OTI has identified short, medium and long-term opportunities for its advanced energy storage products.

- **Backup Power:** Cable, Telecommunication, Microwave stations, Data Centres, Industrial and Commercial back-up and UPS systems. (*market size: US\$7.2 billion*)
- **Deep Cycle Applications:** Microgrids (diesel generator replacement) (*market size: US\$6 billion in 2020*)
- **Grid Storage:** (*market size: US\$12 billion*)

Initially, OTI will target a narrow portion of the global backup power market (estimated at US\$4 billion annually). As the company grows, it will begin aggressively targeting the other identified markets. Over time and as the research and development plan brings new technology forward, the business will expand into the Microgrid (US\$20 billion) and Grid Storage markets (US\$40 billion).

## Comparing Battery Technologies

Lead-acid	Lithium-ion	OTI (projected)
Toxic	Toxic / flammable	Non-toxic / non-flammable
Recyclable	Non-recyclable	90-95% recyclable
2 to 3 years shelf life	3-5 year shelf life	7 year shelf life
Specific Energy 35 Wh/kg	Specific Energy 200 Wh/kg	Specific Energy 90 Wh/kg
Size 50+ Wh/litre	Size 300 Wh/litre	Size 80 Wh/litre
Price \$150/kWh	Price \$200/kWh	Price \$150/kWh
Cycle life 300-500	Cycle life 4000	Cycle life 4000
Operating Temp: -40 to 60°C	Operating Temp: -40 to 30°C	Operating Temp: -40 to 60°C

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