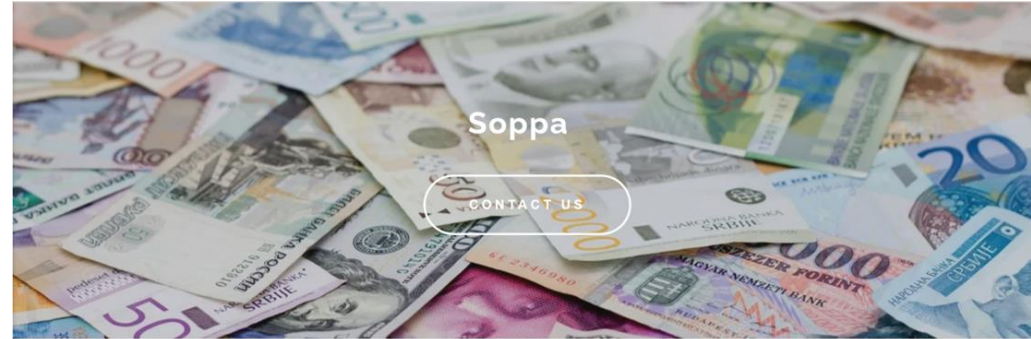




Frictionless
PPA Settlement.

Soppa

Soppa is a settlement platform for solar power purchase agreements (SoPPA) across multi-family properties (MFP)



Soppa



Multi-Family Solar



Leveraging Partnerships



Problem

Business and project developers often partner to acquire and execute 20-25 years power purchase agreements (PPAs) with multi-family property owners. However, **income settlement faces unnecessary friction**

Before

- Joint venture set up settlement
- Disjointed process
- Variable 3%-7% processing rate

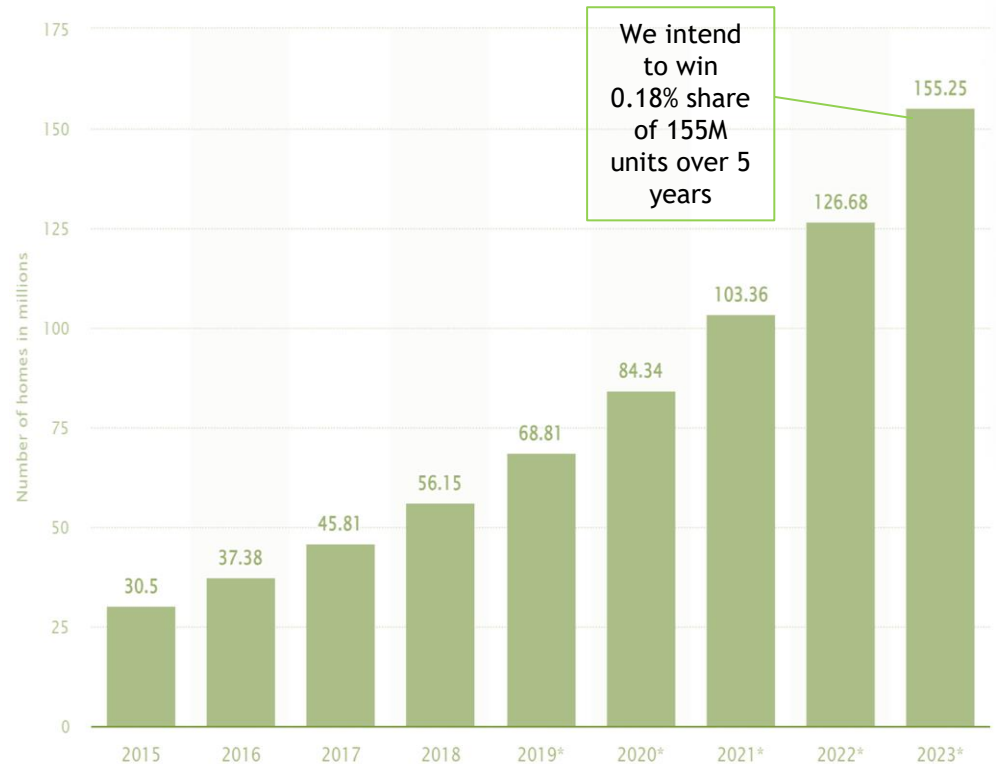
After

- Soppa sets up settlement
- Frictionless platform process
- Flat fee \$120/year/unit

Market Size

- Our target audience is solar project developers focused on the \$18B US multi-family property space
- The global audience was expected to grow to \$800B+ and \$1,141B+ in 2023 and 2027, respectively, at a CAGR of 8.9%-9.6%

Multi-family Units in US 2015-2023 (in millions)



Source: Statista

How It Works

12:30

Create Your Soppa Account

First Name: Paul
Last Name: Moks

Phone Number: +1555-555-5555

Email Address: moks@gmail.com

Password: [masked]

Confirm Password: [masked]

Agree to Terms and Conditions

Create Account



12:30

Set PPA Terms

Partner A 80%

Partner B 10%

Partner C 10%



12:30

Get Paid

Available \$10M

Partner A 80%

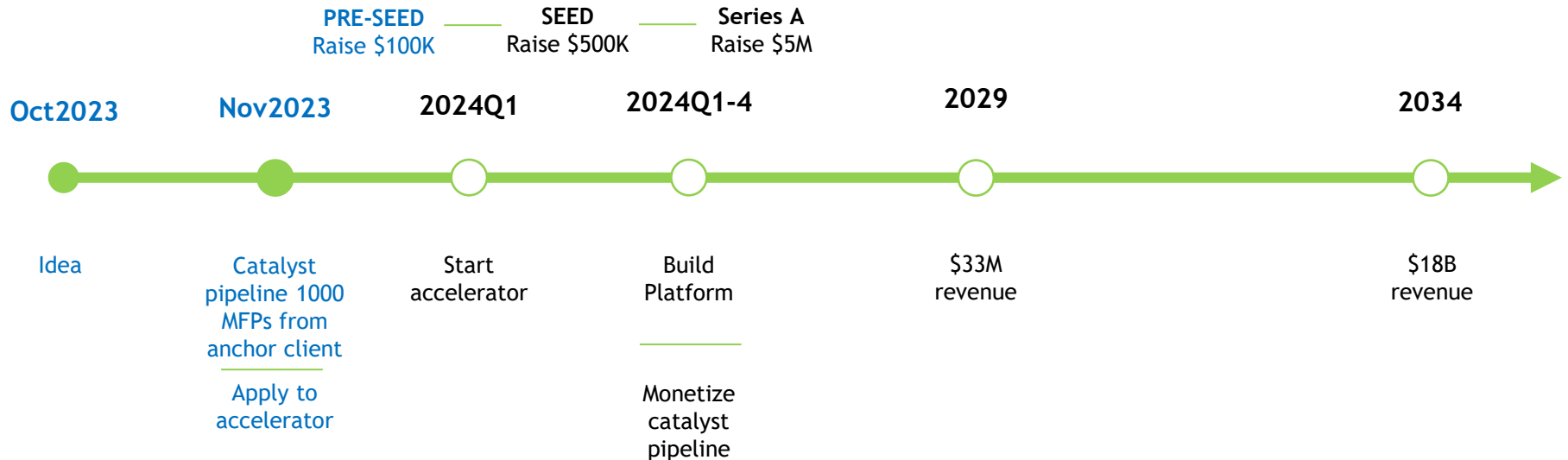
Settled Today \$8M

How We Make Money

- We will charge each of our solar developer clients a recurring fee of \$120/year/unit/property in a 20-25-year contract aligned with the PPA
- Each of our initial 1000 pipeline properties has an average of 277 units (277,000 units total), so, our initial revenue potential is \$33M
- Given that our 277,000 unit pipeline translates to a 0.18% share of the 155M unit US multi-family market, the potential available annual business is \$18B

Traction & Roadmap

We have an agreement with an anchor client extending, to us, its customer pipeline of 1000 multi-family properties in 22 states which represents, for us, a potential of \$33M in revenue over a 5-year period.



Competition

- Our closest competitor, Ivy Energy, is different and potentially complimentary to us. Whereas their focus is intra-MFP (between MFP owners and tenants), ours is inter-MFP.
- We focus on fulfilling payments settlement between multi-family solar project developers and their business development partner. In this particularly scalable niche, we would be the first.

Team

Our team is a winning team because we have the experience, domain expertise, and passion required to make Soppa a success. We have worked together for two or more years and have excellent chemistry.



Seyi Akinbode, Co-founder/CTO

- 10+ years experience
- Electric grid operation (MISO) and investment banking (Goldman Sachs)
- Results-oriented, strategic energy industry leader
- Expertise in grid operations, energy markets, analytics, prescriptive software development, and innovation
- Grid operations product patent is commercialized in a GE-application at MISO
- Published author, with past contributions to FERC Technical Conferences
- University of Buffalo (BSc) and Arizona State University (MSc)



Nam Mokwunye, Co-Founder/CEO

- 25+ years experience
- Conceived and lead organizations that develop innovative projects and initiatives driven by technology
- Advised on electricity grid expansion strategies (MISO), organized telecom M&As and business restructures, and led media and fintech platform dev-ops teams across four continents
- One exit, one major licensing deal, and 5 patents
- Brings anchor client extending to Soppa its customer pipeline of 1000 multi-family properties
- Dartmouth College (BA), University of Massachusetts (MBA/MFA), Stanford University (Fellow)

Financing & Accelerator Goals

Financing Goals

- Raising \$100,000 pre-seed

Accelerator Program Goals

- Fully develop and launch the mobile platform
- Work with developer partners to convert and activate 20 (2% of the 1000) multi-family properties in the pipeline

Questions





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