SkySails POWER

REMOTE ISLANDS AS A MARKET FOR AIRBORNE WIND ENERGY

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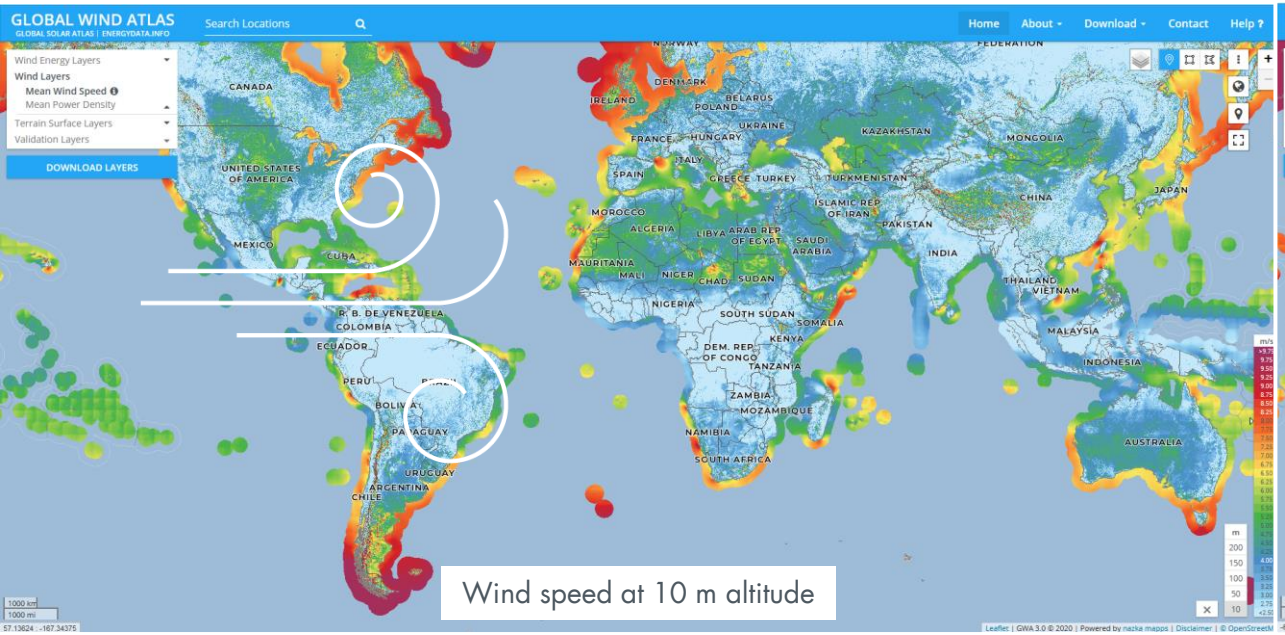
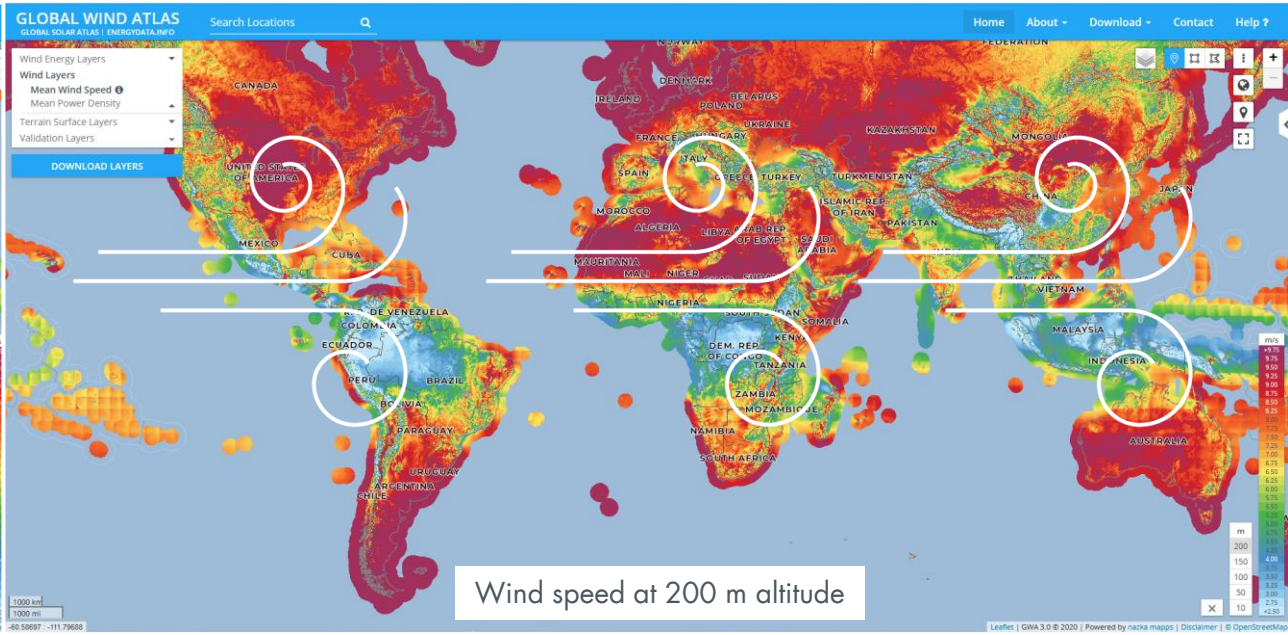
AIRBORNE WIND ENERGY - LARGEST GLOBAL RENEWABLE ENERGY POTENTIAL THAT IS YET UNTAPPED

"We are the only ones who can harvest this enormous energy potential with 90% less material input through the use of software."

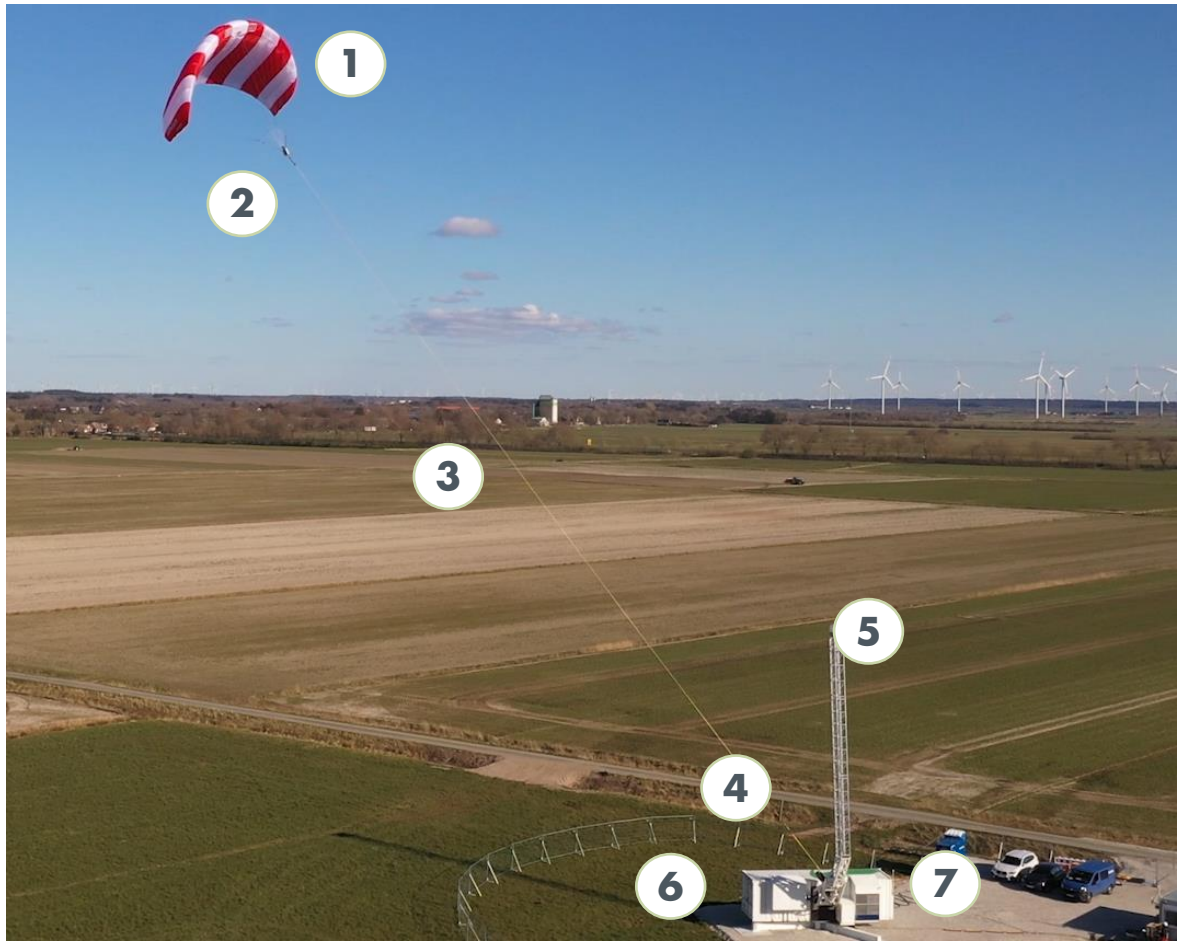


Wind speed at 10 m altitude



Wind speed at 200 m altitude

UNIQUE SKYSAILS KNOW-HOW - LEADING COMMERCIALIZATION OF AIRBORNE WIND ENERGY SYSTEMS

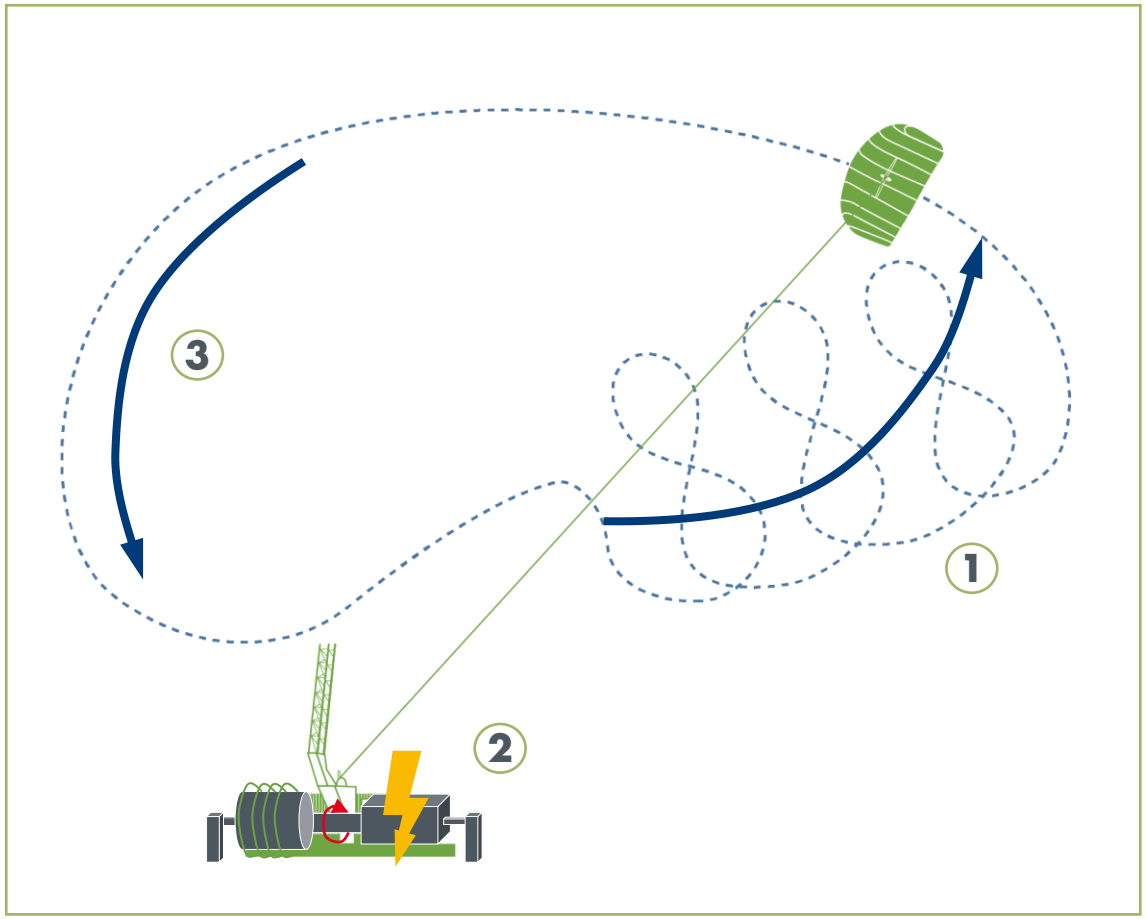


THE 7 KEY COMPONENTS

1. Kite
2. Control pod, autopilot
3. Tether
4. Tether guide
5. Launch and landing mast
6. Winch with generator and gearbox
7. Ground station & grid connection*

* Optional energy storage to supply return phase; required in remote areas

HARVESTING WIND IN 3 DIMENSIONS - THE WAY WE PRODUCE ENERGY



OUR POWER CYCLE

Power phase

1. The kite unwinds a tether of 800 m length from a winch.
2. A generator inside the winch converts the rotational movement into electricity.

Return phase

3. The generator now acts as a motor and reels-in the tether, consuming only a fraction of the energy generated during the power phase.

SKYSAILS IN NORTHERN GERMANY

https://www.youtube.com/watch?v=UZ82rK_RS4U&ab_channel=SkySailsGroup

MARKET ENTRY WITH SMALL SYSTEMS – NEXT UP, MULTI-MW SYSTEMS AND WIND FARMS IN THE GIGAWATT RANGE

DIESEL GENERATOR HYBRIDIZATION

ONSHORE WINDPARK

FLOATING OFFSHORE WINDFARM

Market entry
Existing PN-14 system
LCOE >20 ct/kWh

Growth phase 1
Next generation product (1)
LCOE >10 ct/kWh

Growth phase 2
Next generation product (2)
LCOE <5 ct/kWh

ADVANTAGES AND DISDVANTAGES OF INSTALLATIONS IN REMOTE AREAS

SkySails POWER

1	High transport cost	Resource-efficient
2	Different local standards	Simplified grid integration
3	Higher OPEX costs	Operators are on-site
4	Hurricane regions	Hurricane-safe technology
5	Weather depen-dency	Hybridize with PV
6	Less tools for support	Easy installation & maintenance

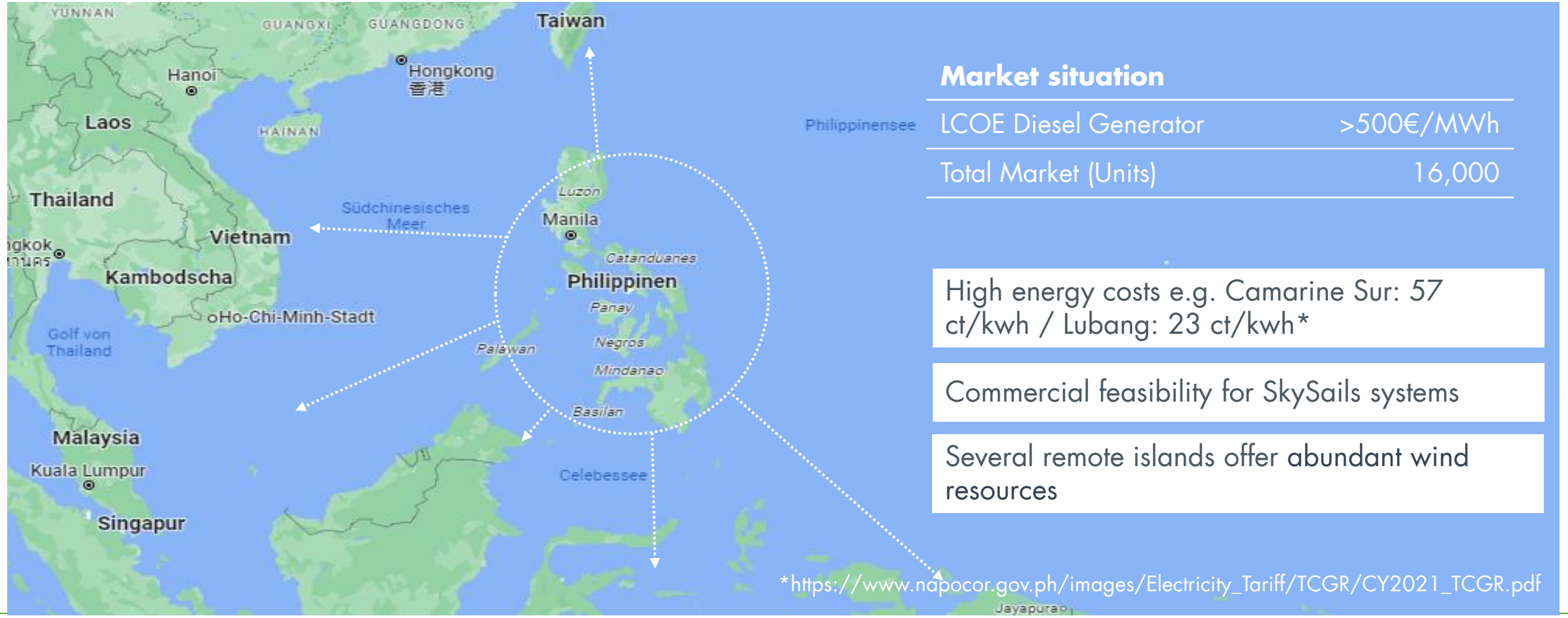
CABO VERDE IS LOOKING TO BECOME ENERGY INDEPENDENT WHILE AN INCREASING ENERGY NEED FOR DESALINATION AND TOURISM MUST BE MET

Market situation

LCOE Diesel Generator	>250€/MWh
Total Market (Units)	1,000

- High energy needs
- Strong reliance from fossil fuels
- Green energy for tourism
- No logistical support required

HIGH PRESSURE TO ACT; SUPPLY ENERGY ALSO IN REMOTE AREAS SUSTAINABLY AND AFFORDABLY COMBINING PV WITH AIRBORNE WIND ENERGY



Market situation	
LCOE Diesel Generator	>500€/MWh
Total Market (Units)	16,000

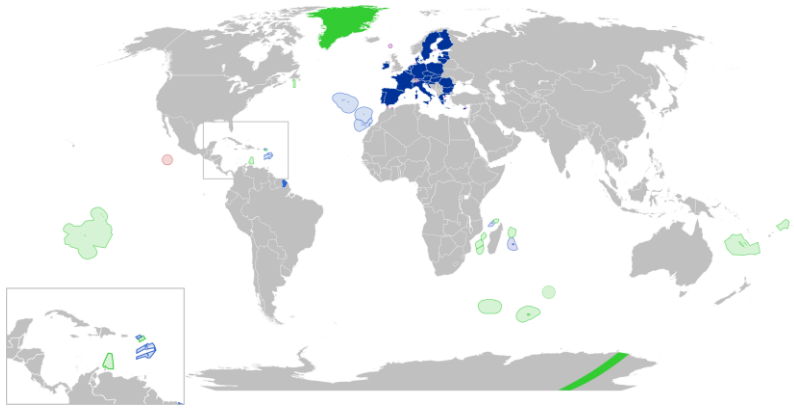
High energy costs e.g. Camarine Sur: 57 ct/kwh / Lubang: 23 ct/kwh*

Commercial feasibility for SkySails systems

Several remote islands offer abundant wind resources

*https://www.napocor.gov.ph/images/Electricity_Tariff/TCGR/CY2021_TCGR.pdf

REMOTE ISLAND ACHIEVING 100% RENEWABLE ENERGY WITH AIRBORNE WIND ENERGY



Pilot site for 100% renewable

- 10 000 inhabitants
- PV farms of > 1 MW
- 6-15 MWh battery
- Wind turbine 300kW

Remote areas, overseas territories

ENGIE sees a potential viable commercial market in the region of up to 2GW.

Region with a rapidly growing demand, over 6 millions residents.

Needs:

- Clean energy
- Price stability
- Reliability to weather conditions incl. hurricanes
- Easily installable

Reason:

- Make 100% renewable overseas territories
- Conventional multi-MW project impossible
- Provide reliable, affordable energy access
- Implement large hybrid project

CONCLUSION

1. Highly valuable technology addition for hybrid energy.
2. Non-typical, smaller projects and minimal competition.
3. International funding available supporting remote locations, e.g. French AFD, ADB, EIB, KFW ...
4. High pressure to act – high interest in renewable energy.
5. Lighthouse islands supporting local tourism.

Thank you for your interest.
LET´S TALK!

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