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Nothing in this presentation should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward looking statements will be achieved. You should not place undue reliance on forward-looking statements, which speak only as of the date they are made. Neither Broadscale nor Volatus gives any assurance that either Broadscale or Volatus or the combined company will achieve its expected results. Neither Broadscale nor Volatus undertakes any duty to update these forward-looking statements, except as otherwise required by law.

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This document also includes certain financial measures not presented in accordance with generally accepted accounting principles ("GAAP") including, but not limited to, EBITDA, Free Cash Flow and certain ratios and other metrics derived therefrom. These non-GAAP financial measures, and other measures that are calculated using these non-GAAP measures, are not measures of financial performance in accordance with GAAP and may exclude items that are significant in understanding and assessing the Company's financial results. Therefore, these measures should not be considered in isolation or as an alternative to net income, cash flows from operations or other measures of profitability, liquidity or performance under GAAP. You should be aware that the Company's presentation of these measures may not be comparable to similarly-titled measures used by other companies. The Company believes these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to the Company's financial condition and results of operations. Broadscale and the Company believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends in and in comparing the Company's financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. These non-GAAP financial measures are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures.

This document may also include certain projections of non-GAAP financial measures. Due to the high variability and difficulty in making accurate forecasts and projections of some of the information excluded from these projected measures, together with some of the excluded information not being ascertainable or accessible, the Company is unable to quantify certain amounts that would be required to be included in the most directly comparable GAAP financial measures without unreasonable effort. Consequently, no reconciliation of the forward-looking non-GAAP financial measures is included.

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Additional Information: Participants in the Solicitation

Broadscale will be required to file a preliminary and definitive proxy statement, which may be a part of a registration statement, and other relevant documents with the SEC. Stockholders and other interested persons are urged to read the proxy statement and any other relevant documents filed with the SEC when they become available because they will contain important information about Broadscale, Voltus and the contemplated business combination. Shareholders will be able to obtain a free copy of the proxy statement (when filed), as well as other filings containing information about Broadscale, Voltus and the contemplated business combination, without charge, at the SEC's website located at www.sec.gov. Broadscale, Voltus and their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from Broadscale's shareholders in connection with the proposed transaction. A list of the names of such directors and executive officers and information regarding their interests in the business combination will be contained in the proxy statement/prospectus when available. You may obtain free copies of these documents free of charge by directing a written request to Voltus. This presentation does not contain all the information that should be considered in the contemplated business combination. It is not intended to form any basis of any investment decision or any decision in respect to the contemplated business combination. The definitive proxy statement will be mailed to shareholder as of a record date to be established for voting on the contemplated business combination when it becomes available.



Key Risks

These risk factors are being provided to certain sophisticated institutional investors for potential investment in Broadscale Acquisition Corp. ("Broadscale") as part of a proposed business combination between Votus, Inc. or an affiliate thereof ("Votus") and Broadscale, pursuant to which Votus will become a publicly traded operating company (the "Business Combination"). Investing in securities (the "Securities") to be issued in a private placement in connection with the Business Combination involves a high degree of risk. Investors should carefully consider the risks and uncertainties inherent in an investment in Broadscale and in the Securities, including those described below, together with any other information provided to investors, and should carry out their own diligence and consult with their own financial and legal advisors concerning the risks and suitability of an investment in this offering before subscribing for the Securities. If Broadscale, Votus or, following the consummation of the Business Combination, the combined company, cannot address any of the following risks and uncertainties effectively, or any other risks and difficulties that may arise in the future, the combined company's business, financial condition or results of operations could be materially and adversely affected. Additional risks and uncertainties not presently known to Broadscale or Votus or that Broadscale or Votus currently deem immaterial may also impact the combined company's business operations. Risks relating to Votus' business will be disclosed in future documents filed or furnished by Votus and/or Broadscale with the United States Securities and Exchange Commission ("SEC"), including the documents filed or furnished in connection with the proposed transactions between Votus and Broadscale. The risks presented in such filings will be consistent with those that would be required for a public company in their SEC filings, including with respect to the business and securities of Broadscale and Votus and the proposed transactions between Broadscale and Votus, and may differ significantly from, and be more extensive than, those presented below.

General Business and Industry-Related Risks

- Votus operates in highly complex and competitive markets; if Votus is unable to compete successfully, it could lose market share and revenues.
- If Votus loses key personnel upon whom it is dependent, or if Votus fails to attract and retain qualified personnel, it may not be able to manage its operations and meet its strategic objectives.
- If Votus fails to manage its growth effectively, including failing to attract and integrate qualified personnel, it may not be able to develop, produce, market and sell its hardware and software-enabled services successfully.
- An increased rate of terminations by Votus's existing customers and providers, which we collectively refer to as our customers, Votus's failure to renew contracts when they expire or its failure to attract new customers would negatively impact Votus's business by reducing its revenues and requiring it to spend more money to maintain and grow its customer base.
- Although Votus's sales cycles tend to be relatively short, if those were to lengthen in time and/or become unpredictable, then managing its sales cycles will require significant employee time and financial resources with no assurances that it will realize revenues.
- If Votus fails to obtain favorable prices in the wholesale electricity markets, demand response programs and other programs in which it currently participates or chooses to participate in the future, its revenues, gross profits and profit margins will be negatively impacted.
- If the actual amount of demand response capacity that Votus makes available under its capacity commitments is less than required, Votus's committed capacity could be reduced and it could be required to make refunds or pay penalty fees, which could negatively impact Votus's results of operations and financial condition.
- The success of Votus's businesses depends in part on its ability to develop new products and services, increase the functionality of its current products and expand its products and services into new markets.
- A significant portion of Votus's revenues are generated from arrangements with a small number of utility and grid operator customers, the postponement, modification or termination of which could significantly reduce Votus's revenues.
- Pressure on the prices in the demand response programs and other programs in which the Company currently participates or chooses to participate in the future, or on the percentage or fixed amount paid to commercial and industrial end-users for making capacity available, could adversely affect Votus's results of operations and financial condition.
- If distributed energy resource technologies are not suitable for widespread adoption or sufficient demand for Votus's hardware and software-enabled services does not develop or takes longer to develop than anticipated, Votus's sales may decline and it may be unable to achieve or sustain profitability.
- Votus depends on the electric power industry for revenues and as a result, its operating results have experienced, and may continue to experience, significant variability due to volatility in electric power industry spending, capacity and energy prices, and other factors affecting the electric utility industry, such as seasonality of peak demand and overall demand for electricity.
- Votus may require significant additional capital to pursue its growth strategy, but it may not be able to obtain additional financing on acceptable terms or at all.
- Votus's ability to provide bid bonds, performance bonds or letters of credit is limited and could negatively affect its ability to bid on or enter into significant long-term commitments with grid operators and utilities.
- Votus operations may be adversely affected by the coronavirus outbreak, and it faces disruption risks from the coronavirus that could impact its business, including supply chain risks that could result in insufficient inventory and negatively impact Votus's business.
- The extent to which the COVID-19 pandemic and resulting deterioration of worldwide economic conditions adversely impact our business, financial condition, and operating results will depend on future developments, which are difficult to predict.
- Votus may not be able to maintain quality customer care during periods of growth or in connection with the addition of new and complex products or services, which could adversely affect its ability to acquire and retain customers and participants in its programs.
- If Votus is unable to expand the distribution of its products and services through strategic alliances with its partners and third parties, it may not be able to grow its business.
- Current or future market developments may adversely affect Votus's business, results of operations and access to capital.
- Votus's operations rely on the infrastructure of utilities and grid operators, which provide electricity to and obtain information about Votus's customers. Any infrastructure failure could negatively impact customer satisfaction and could have a material adverse effect on Votus's business and operations.
- Events that negatively impact the growth of distributed energy resources will have a negative impact on Votus's business and financial condition.
- The distributed energy resource industry is an emerging market and Votus's offerings may not receive widespread market acceptance.
- Votus's platform performance may not meet its customers' expectations or needs.
- Votus must maintain customer confidence in its long-term business prospects in order to grow its business.
- If Votus is unsuccessful in developing and maintaining its proprietary technology, including the VQIAPP platform, Votus's ability to attract and retain partners could be impaired, its competitive position could be adversely affected and its revenue could be reduced.
- Negative attitudes, rule changes and policies toward distributed energy resource offerings and technologies from the U.S. government, other lawmakers and regulators, and activists could adversely affect Votus's business, financial condition and results of operations.
- While Votus has not made material acquisitions to date, it intends to pursue acquisitions in the future and will be subject to risks associated with acquisitions.
- Votus faces risks related to its expansion into international markets.
- Fluctuations in the exchange rates of foreign currencies in which Votus conducts its business, in relation to the U.S. dollar, could harm its business and prospects.



Key Risks (cont'd)

Risks Related to the Regulatory Environment and Litigation

- Unfavorable regulatory decisions and/or policies, including rule changes made by regulatory agencies such as FERC, changes to the market rules applicable to the demand response programs in which Votus currently participates or may participate in the future, and varying regulatory structures in certain regional electric power markets could negatively affect Votus's business and results of operations.
- Votus's business is subject to government regulation and may become subject to modified or new government regulation, which may increase its costs and negatively impact its ability to sell and market its various product and service offerings.
- Regulatory investigations or other administrative proceedings could expose Votus to significant liabilities and reputational damage that could have a material adverse effect on Votus.
- Failure to comply with laws and regulations could harm Votus's business.
- Current or future litigation or administrative proceedings could have a material adverse effect on Votus's business, reputation, financial condition and results of operations.

Risks Related to Information Technology and Intellectual Property

- The operation of Votus's businesses relies on information technology systems and third-party service providers. Failure of information technology systems or by third-party service providers could have a material adverse impact on Votus's business, operations, financial condition and cash flows.
- Any internal or external security breaches, information technology system failures, cyber security attacks or network disruptions that involve Votus's products or its business could harm its reputation, business operations, energy usage and financial condition and even the perception of security risks, whether or not valid, could inhibit market acceptance of Votus's products and cause Votus to lose customers.
- If Votus's information technology systems fail to adequately gather, assess and protect data used in providing its distributed energy resource solutions, or if Votus experiences an interruption in its operation, its business, financial condition and results of operations could be adversely affected.
- The use of open source software in Votus's systems and technology may expose it to additional risks and harm its intellectual property.
- If Votus is unable to protect its intellectual property, its business and results of operations could be negatively affected.
- Votus may be subject to damaging and disruptive intellectual property litigation related to allegations that its products or services infringe on intellectual property held by others, which could result in the loss of use of the product or service.
- Votus primarily relies on Amazon Web Services ("AWS") to deliver its services to users on its platform, and any disruption of or interference with Votus's use of AWS could adversely affect its business, financial condition and results of operations.

Risks Related to Accounting and Finance Matters and Projections

- Votus has identified a material weakness in its internal controls over financial reporting. If Votus is unable to remediate the material weakness, or if Votus identifies additional material weaknesses in the future or otherwise fails to maintain an effective system of internal control over financial reporting, this may result in material misstatements or restatements of Votus's consolidated financial statements or cause Votus to fail to meet its periodic reporting obligations.
- Once the Business Combination is consummated, the combined company ("New Votus") will be exposed to potential risks and will incur significant costs as a result of the internal control testing and evaluation process mandated by Section 404 of the Sarbanes-Oxley Act of 2002. New Votus's failure to timely and effectively implement controls and procedures required by Section 404(a) of the Sarbanes-Oxley Act that will be applicable to it after the merger is consummated could have a material adverse effect on its business.
- Votus has incurred significant losses in the past and does not expect to be profitable before 2025.
- The estimates and assumptions on which our financial projections are based may prove to be inaccurate, which may cause our actual results to materially differ from such projections, and which may adversely affect our future profitability, cash flows and the market price of our common stock.
- If the estimates and assumptions Votus uses to determine the size of its total addressable market are inaccurate, its future growth rate may be affected and the potential growth of its business may be limited.
- Votus's limited operating history at current scale and its nascent industry make evaluating its business and future prospects difficult.
- Our ability to use net operating loss carryforwards and other tax attributes may be limited in connection with the merger or other ownership changes.
- New Votus will qualify as an "emerging growth company" within the meaning of the Securities Act, and if it takes advantage of certain exemptions from disclosure requirements available to emerging growth companies, it could make New Votus's securities less attractive to investors and may make it more difficult to compare New Votus's performance to the performance of other public companies.
- The Broadscale Warrants are accounted for as liabilities and the changes in value of such warrants could have a material effect on New Votus's financial results following the merger.

Risks Related to Votus's Equity

- The market price of Votus's common stock could be volatile, and you could lose all or part of your investment.
- Votus expects its quarterly revenues and operating results to fluctuate, if Votus fails in future periods to meet its publicly announced financial guidance or the expectations of securities analysts or investors, the market price of Votus's common stock could decline substantially.
- Votus does not intend to pay dividends on its common stock.
- If securities or industry analysts do not publish research or publish inaccurate or unfavorable research about Votus's business, its stock price and trading volume could decline.
- The requirements of being a public company, including compliance with the reporting requirements of the Securities Exchange Act of 1934, as amended and the NASDAQ Stock Market LLC, will require significant resources, increase New Votus's costs and distract its management, and New Votus may be unable to comply with these requirements in a timely or cost-effective manner.
- Any future sales or offerings of Votus's common stock may cause substantial dilution to its stockholders and could cause the price of its common stock to decline.
- Recently, there have been changes to the accepted accounting for special purpose acquisition companies ("SPACs"). For example, on April 12, 2021, the Staff of the SEC issued a statement related to warrants issued by SPACs (the "SEC Statement"), which resulted in the warrants issued by many SPACs being required to be classified as liabilities rather than equity. Broadscale has accounted for its outstanding warrants as a warrant liability and will be required to determine the value warrant liability quarterly, which could have a material impact on its financial position and operating results. Changes in the accepted accounting related to SPACs may also result in the recognition of accounting errors in previously issued financial statements, restatements of previously issued audited financial statements, the filing of notices that previously issued financial statements may not be relied upon, and findings of material weaknesses and significant deficiencies in internal controls over financial reporting. In addition, such changes could delay or have a material adverse effect on Broadscale and Votus's ability to consummate the Business Combination.

Risks Related to the Business Combination

- Each of Votus and Broadscale will incur significant transaction costs in connection with the Business Combination.
- The consummation of the Business Combination is subject to a number of conditions and if those conditions are not satisfied or waived, the Business Combination agreement may be terminated in accordance with its terms and the Business Combination may not be completed.
- The ability to successfully effect the Business Combination and New Votus's ability to successfully operate the business thereafter will be largely dependent upon the efforts of certain key personnel of New Votus. The loss of such key personnel could negatively impact the operations and financial results of the combined business.

Table of Contents

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The Energy Ecosystem is Decentralizing, Decarbonizing, and Digitizing

A technology platform is needed to connect and monetize Distributed Energy Resources (“DERs”) in every electricity market around the world

Today's Grid Problem

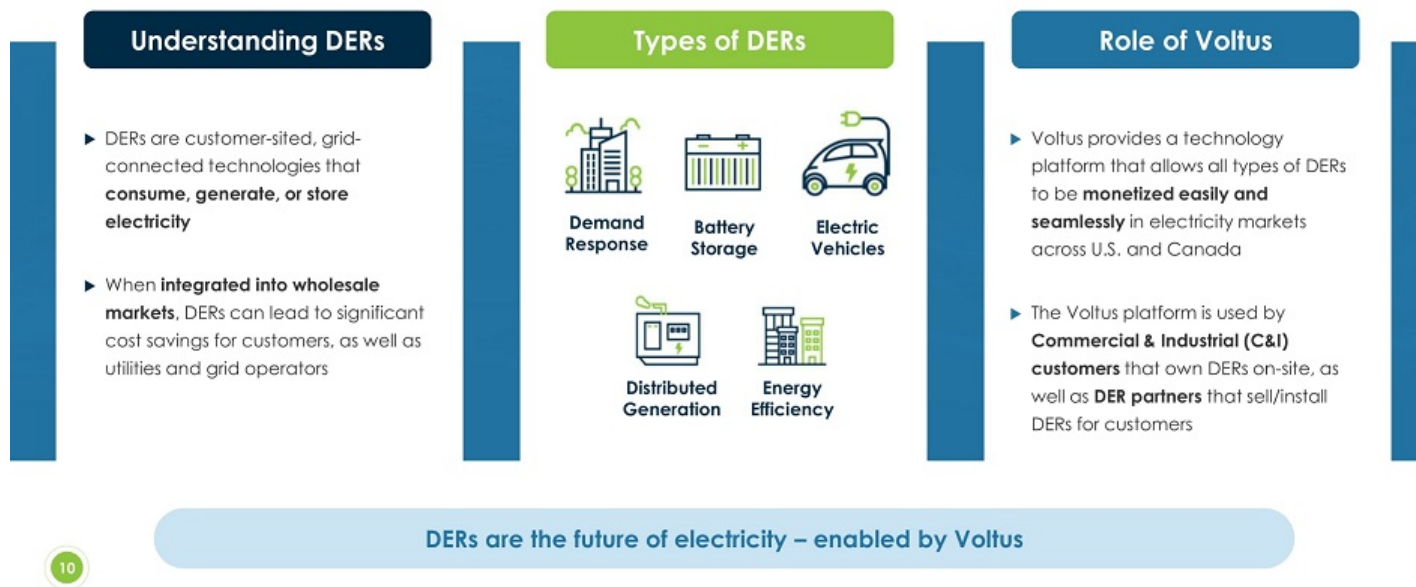
- ▶ **Unstable:** climate volatility driving massive instability and expense
- ▶ **Antiquated:** legacy grid old and failing
- ▶ **Unprepared:** renewables / EV integration exacerbating instability

Tomorrow's Grid Solution

- ▶ **Decentralized:** customer-sited, resilient, lowest cost, ubiquitous
- ▶ **Decarbonized:** cleaner, renewable, electrified
- ▶ **Digitized:** real-time visibility, networks, and control

voltus

What are Distributed Energy Resources (DERs)?



Voltus is to Electricity What the Cloud is to Computing

Digitalization of Traditional Industries Creates Trillions of \$'s in Value

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1970s – TODAY

Transition to Distributed Computing

Mainframes and “dumb terminals” were replaced by cloud computing, smart devices, and transformational software

2021 & BEYOND

Transition to Distributed Energy





Voltus is the technology platform for the future of electricity

voltus



Why Voltus? The Leading DER Software Technology Platform

Voltus is the leading DER software technology platform driving the transition to a cleaner, more resilient electricity system.

 Enormous Market	 Category Creator	 High-Margin, Contracted Growth	 Proven Leadership
<ul style="list-style-type: none"> ▶ \$3.0Tn ⁽¹⁾ global electricity market in transition to DERs ▶ ~\$530Bn ⁽¹⁾ in US and Canada alone ▶ ~\$120Bn ⁽²⁾ total annual addressable market of DERs by 2030 	<ul style="list-style-type: none"> ▶ World-Class technology maximizes value of every DER: solar, batteries, EVs, efficiency, etc. ▶ Simplifies market with no upfront cost or risk ▶ Stabilizes grid with broad ESG benefit 	<ul style="list-style-type: none"> ▶ >70% revenue CAGR, growing to >\$500mm in '25 ▶ Asset-light, capital efficient model with attractive margins ▶ ~\$1.6Bn of cumulative revenue, backlog, pipeline with <\$20mm of CAC ▶ Visible forecast with ~5 year avg. contract length 	<ul style="list-style-type: none"> ▶ 100+ years experience ▶ >12,000 MWs of DERs brought to market - more than anyone ▶ Created only platform reaching all 9 U.S. and Canadian markets

Highly attractive valuation for first publicly-traded, pure-play DER technology company

12

Notes:
 1. 2020 data from Enerdata Global Energy Statistical Yearbook, GlobalPetroPrices.com, S&P Global Market Intelligence, and IEA
 2. Guidehouse Insights Global DER Deployment Database



Transaction Summary

Business

- ▶ Founded in 2016, Voltus is an industry leading distributed energy resource technology platform

SPAC Trust and PIPE

- ▶ Broadscale Acquisition Corp. (NASDAQ: SCLE) is a special purpose acquisition with \$345mm of cash in trust
- ▶ PIPE size of \$100mm

Valuation

- ▶ Pro forma equity value of \$1.3Bn
- ▶ Attractively valued entry multiple

Capital Structure

- ▶ Voltus shareholders rolling 100% of their equity
- ▶ ~\$451mm net cash (assuming no redemptions) retained to fully finance all forecasted growth
- ▶ Earnout for Voltus shareholders and Broadscale creates alignment with all stakeholders

Voltus's Current Investors

NGP ENERGY TECHNOLOGY PARTNERS

AJAX STRATEGIES LLC

Prelude VENTURES

vltus

Gregg Dixon
CEO
Co-Founder

Matt Plante
President
Co-Founder

Dana Guernsey
Chief Product
Officer

Doug Perrygo
Chief Financial
Officer

BROADSCALE
ACQUISITION CORPORATION

Andrew Shapiro
Chairman and
CEO

Dan Leff
Senior
Operating
Partner

John Hanna
CFO and Head of
Acquisitions

Broadscale: Proven Investors Driving the Energy Transition

SPAC Sponsor (1) **BROADSCALE**
ACQUISITION CORPORATION

Broadscale Acquisition Corp. (NASDAQ: SCLE), a SPAC focused on "Disruption for Good" with \$345mm of cash in trust, is a partnership of Broadscale Group and HEPCO Capital

BROADSCALE



Andrew Shapiro
Chairman and CEO



Dan Leff
Senior Operating Partner



Edward Cohen
Vice-Chairman



Betsy Cohen
Senior Advisor



Jonathan Cohen
Sponsor Chief Executive Officer



John Hanna
CFO and Head of Acquisitions

- ▶ Broadscale Group is an investment and advisory firm dedicated to transforming traditional industries in positive ways
- ▶ Broadscale Group has invested in more than a dozen disruptive technology companies leading the energy transition



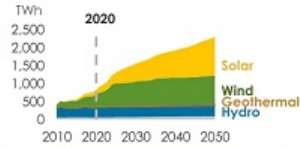
- ▶ HEPCO Capital invests in growth companies across the technology, healthcare, financial services, real estate sectors, and is a leader in the SPAC market
- ▶ HEPCO has announced and/or closed 9 De-SPACS, and raised ~\$2Bn in PIPE capital





Multiple Macro Drivers Accelerating Growth in DERs

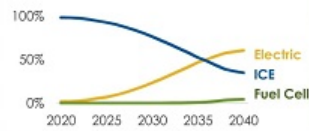
U.S. Renewable Electricity Generation Projections (2010-2050) ⁽¹⁾



Ongoing Transition to Renewables

- ▶ Renewable electricity generation in the U.S. expected to increase 3x by 2050
- ▶ Intermittency of renewables requires significantly more backstop and balancing resources

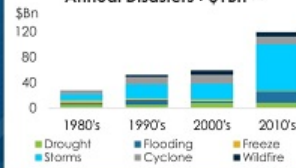
U.S. Share of Annual Passenger Vehicle Sales by Drivetrain ⁽²⁾



Electrification of Key Sectors Driving Massive New Demand

- ▶ EV charging expected to need >400 TWh annually by 2040, ~10% of U.S. electricity generation today ⁽²⁾
- ▶ 44% of fuel consumed by industrial sector can be electrified with currently available technology ⁽³⁾

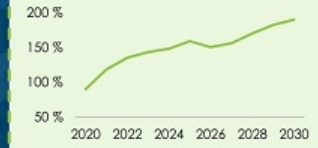
Increasing Number of Annual Disasters >\$1Bn ⁽⁴⁾



Need for Greater Grid Resiliency

- ▶ Rising costs and frequency of grid events and natural disasters driving adoption of on-site generation and desire for end-user control
- ▶ Customers looking to DERs as a hedge against price volatility and outages

DER Annual Capacity Additions as % of Central Generation Additions ⁽⁵⁾



Increasing Expansion of DER Capacity

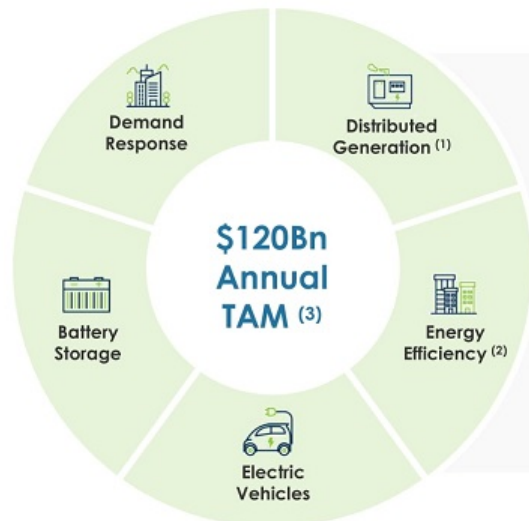
- ▶ Over \$2Tn in U.S. grid replacement and reinforcement projected between 2020-2050 ⁽⁴⁾
- ▶ DER capacity additions are expected to be ~2x that of centralized generation annually by 2030

Notes:
 1. EIA Annual Energy Outlook 2021
 2. Bloomberg Electric Vehicle Outlook 2020
 3. McKinsey & Company What Electrification Can Do for Industry, May 2020 Report
 4. Bloomberg New Energy Finance Power Grid Long-Term Outlook 2021
 5. Guidehouse Integrated DER 2020 Report



The Total Addressable Market for DERs is Enormous

Investments in distributed generation, EV infrastructure, and energy storage will continue driving exponential growth in DER capacity.



- ▶ **\$120Bn annual TAM** based on 2030 estimates for global cumulative DER capacity across demand response, distributed generation, energy efficiency, electric vehicle charging, and distributed energy storage categories
 - ▶ **~2,400 GWs** of DER capacity projected by 2030
 - ▶ Assume rate of \$50,000 / MW-year based on historical average market rates
- ▶ By 2030, **new annual DER capacity additions are projected to be 2x** the capacity additions of centralized generation systems ⁽⁴⁾

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Source: Guidehouse Insights Global DER Deployment Database: Cumulative Installed Total DER Capacity by Technology
 Notes:
 1. Distributed Generation includes gensets, fuel cells, microturbines, solar PV, wind, and other renewables
 2. Energy Efficiency reflects Annual Capacity
 3. Global TAM reflects near term target markets for Voltus and excludes China, Africa and Middle East
 4. Guidehouse Insights Integrated DER 2020 Report

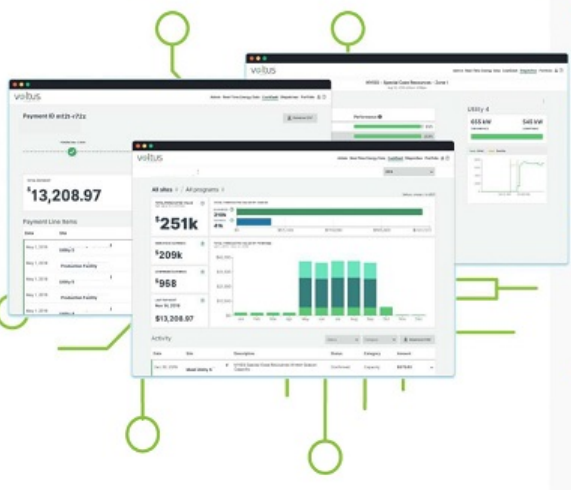




Voltus Creates Simplicity From Complexity...

In an Extremely Complex Electric Grid...

- 9 Wholesale Markets ^[1]
- 50 State Regulatory Bodies
- 3,000+ Electric Utilities
- 10,000+ Electricity Tariffs
- 150mm+ Electric Meters ^[2]
- Billions of DERs



...Voltus Delivers Simplicity

- ▶ Only platform integrated into **all nine U.S. and Canadian** wholesale electricity markets
- ▶ Currently provides **50+ discrete electricity market programs** in which to monetize DERs, more than all competition
- ▶ Creates an estimated **2 million daily transactions** to reflect changes in DER market positions, prices, registrations, and asset schedules
- ▶ Collects **5 million data points per day** with **real-time, 30 second data intervals** that represent one of the largest energy data lakes in the world

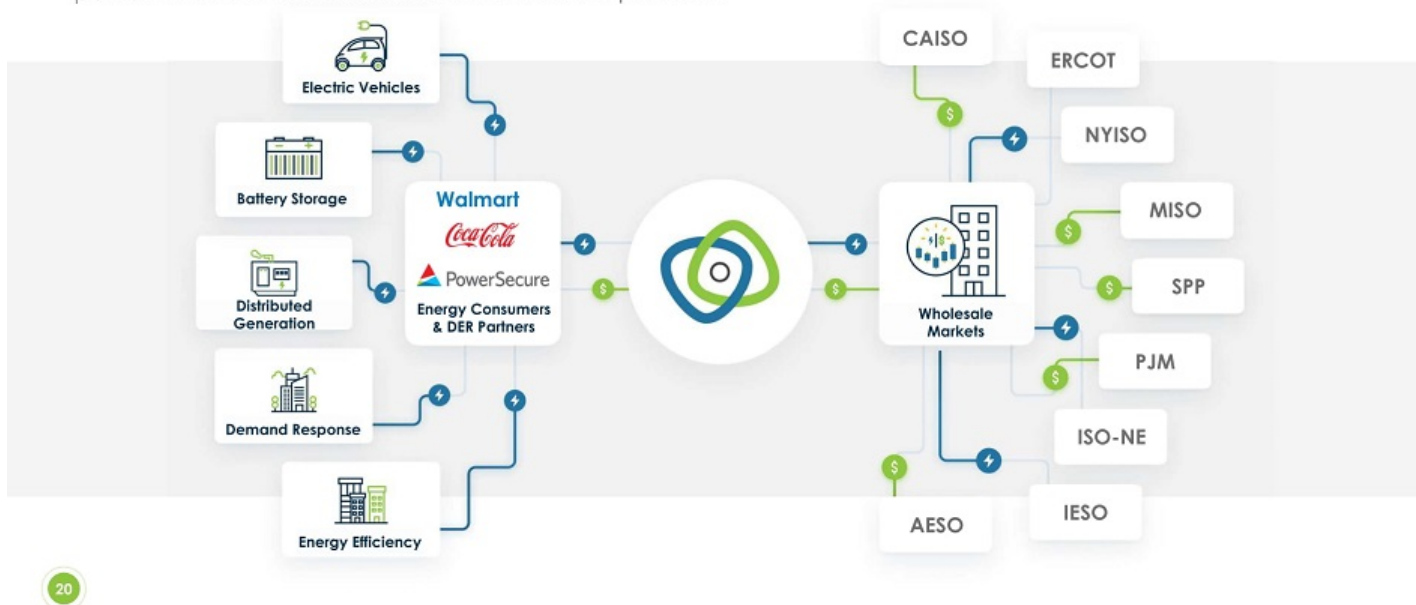
19

Notes:
 1. Nine wholesale markets in the U.S. and Canada
 2. FERC 2020 assessment of demand response and advanced metering



...Enabling Customers and Partners to Monetize their DERs

"Machines to Markets to Money": Grid operators pay Voltus to connect DERs to the market; Voltus shares a portion of that cash with its customers and DER partners.

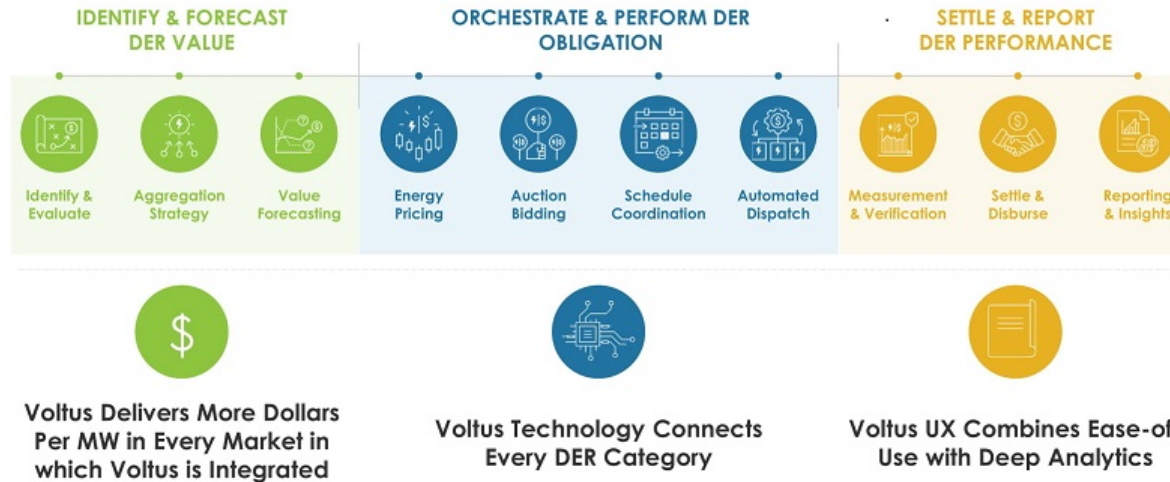


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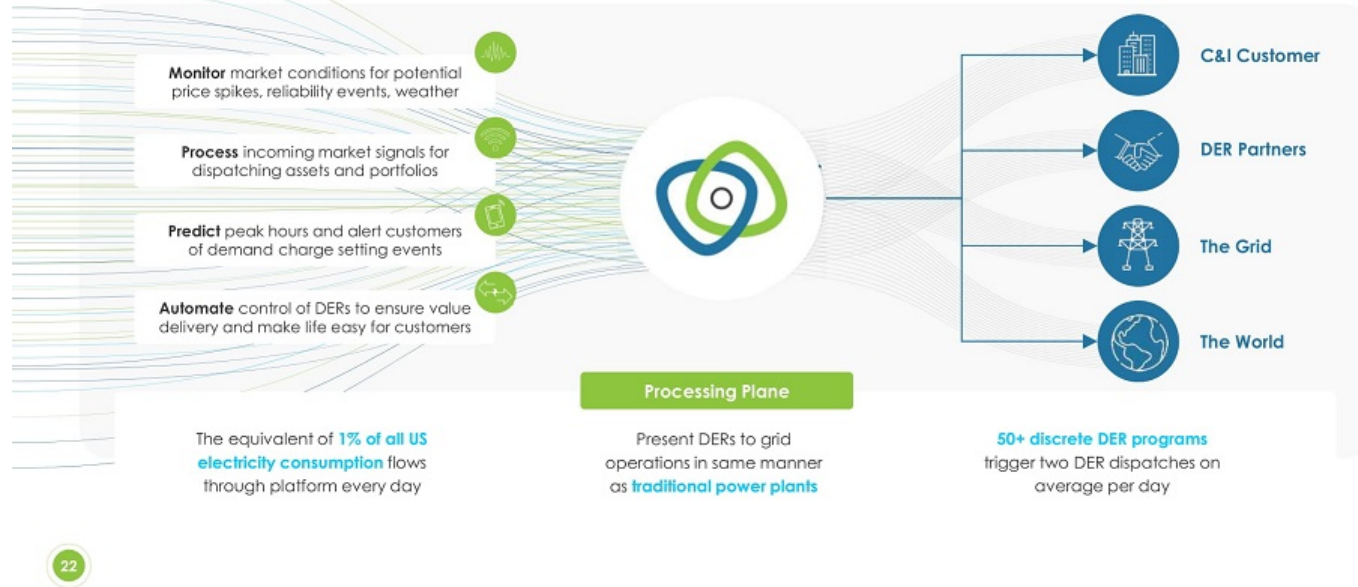
Voltus Platform: One-Stop Solution for Customers and Partners

Full set of capabilities for DER monetization offered through a proprietary technology platform.





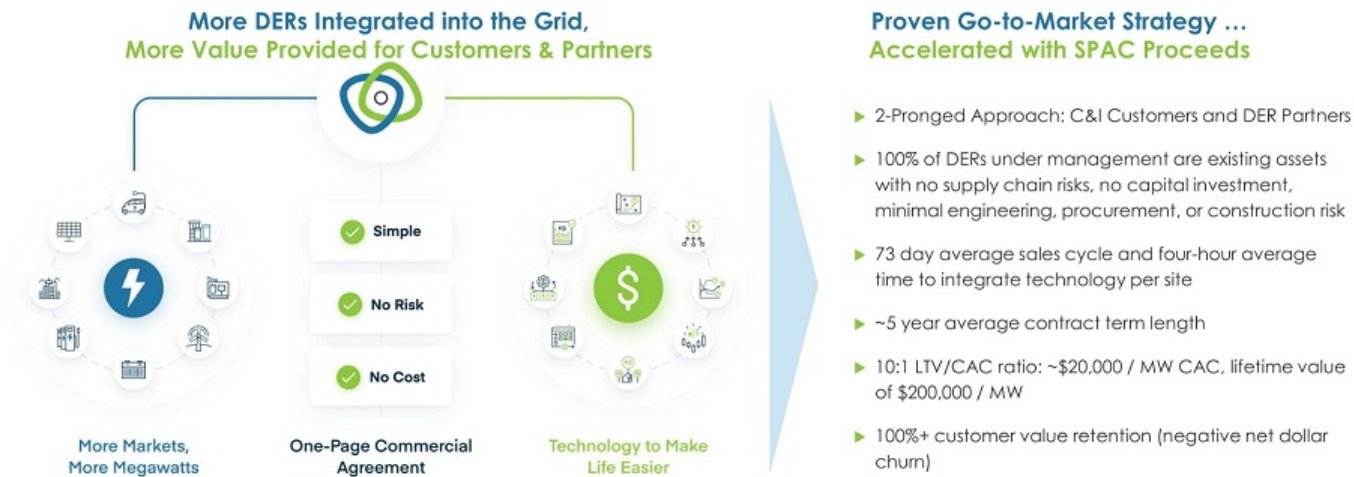
Voltus's Software Orchestrates and Optimizes DERs for Grid Operators as Substitute for Traditional Power Plants





Driving Value for the Grid and for Customers

Asset-light business model delivers superior, predictable revenue growth.





Key Elements of the Voltus Technology Platform

With exceptional talent, Voltus built a cloud-based DER platform that orchestrates the complex interplay between DER assets and electricity markets to optimize performance and maximize revenue for customers.



WORLD-CLASS TECHNOLOGY AND PRODUCT TEAM

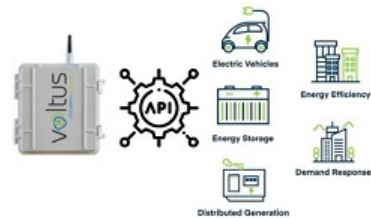
World-class technology and product talent has developed the leading DER platform, setting Voltus apart from the competition

Talent and tangible prior experience:



ENERGY IOT CONNECTIVITY TO ALL DER TYPES

Proprietary hardware and software API platform connects and controls all DER categories in wholesale and retail power markets in real-time, addressing 99% of legacy and modern IoT systems



AI CLOUD SOFTWARE PLATFORM TO MAXIMIZE DER VALUE

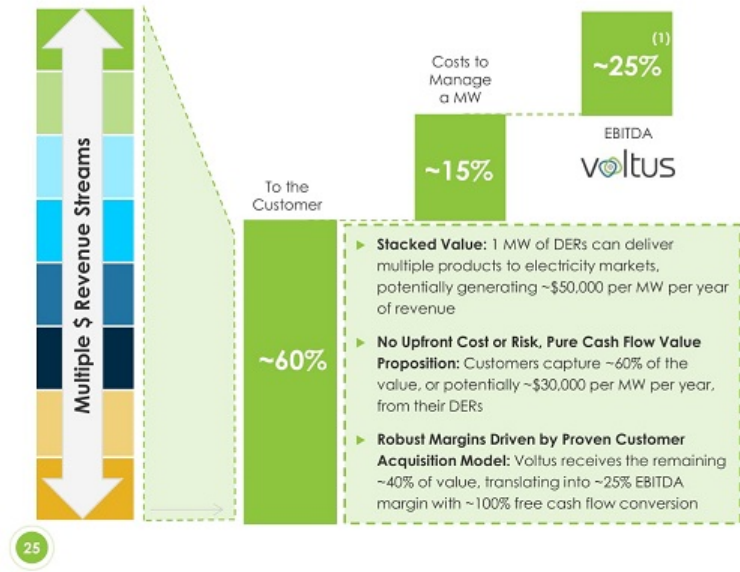
AWS-hosted software and data analytics platform optimizes DER dispatch, delivering real-time control and insights to unlock and optimize economic value of each DER asset and aggregation





Key Voltus Products and Programs

Through Voltus's proprietary software platform, Voltus is able to maximize the value of a single customer MW through monetization across multiple product lines.



25

Voltus Products and Programs

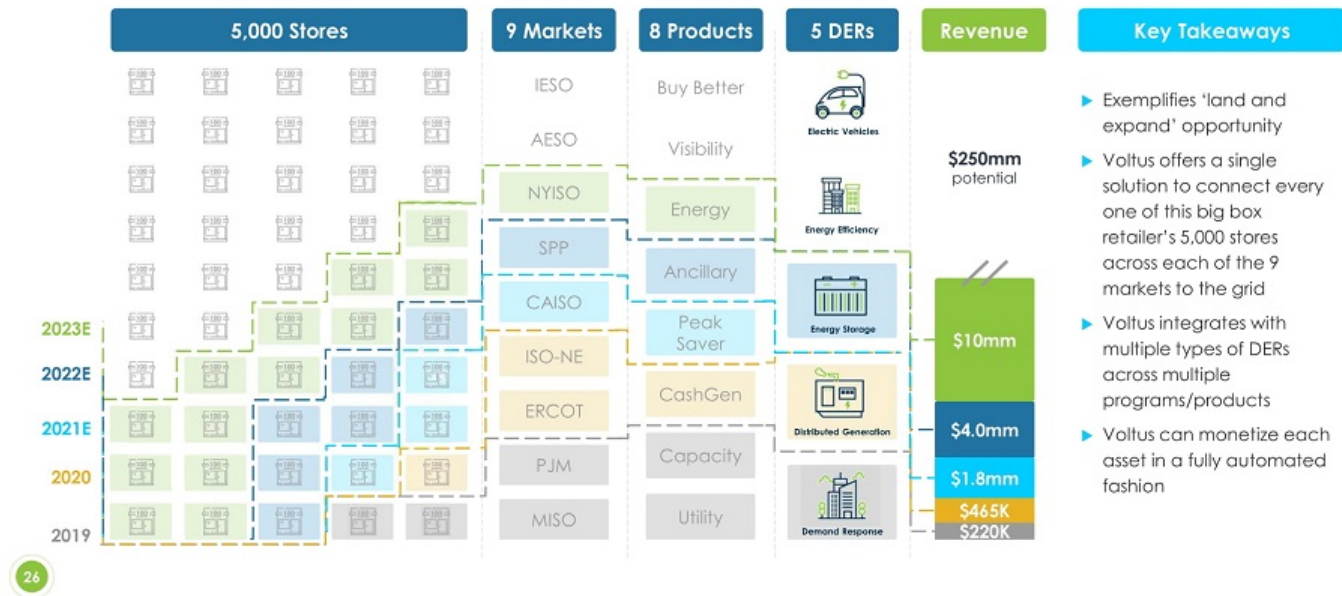
- 01 Capacity**
 - ▶ Wholesale market program where DERs are obligated over a defined period (e.g., annually) at a fixed \$ amount for the grid operator to dispatch
- 02 Ancillary**
 - ▶ Wholesale market programs where DERs are obligated to deliver quickly (e.g., in 10 minutes) on a day ahead basis for certain hours by the grid operator
- 03 Peak Saver**
 - ▶ Voltus AI-based predictive service where DERs capture utility bill savings related to wholesale market generation and transmission capacity charges
- 04 Energy**
 - ▶ Wholesale market program that captures value by selling the hourly value of not consuming electricity to the market, on a day ahead basis
- 05 Utility**
 - ▶ Retail market programs where DERs deliver reliability and economic benefits to electric utilities (much like a capacity program by locality)
- 06 Cash Gen**
 - ▶ Voltus program that helps customers upgrade onsite generation to provide greater electricity reliability and unlock revenue streams
- 07 Buy Better**
 - ▶ Voltus energy procurement service that helps customers lower total energy spend through competitive sourcing
- 08 Visibility**
 - ▶ Fixed-fee software-as-a-service offering that delivers 24/7/365 energy management value to customers

Note:
1. Company projections reflect reaching 25% EBITDA Margin by 2027



Case Study: Maximizing DER Value for a Big Box Retailer

Enterprise class customers, like this big box retailer, are quickly standardizing on the Voltus platform to fully unlock the economic, reliability, and sustainability value of their DERs of all types.



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Competitive Landscape

Voltage technology underpins the promise to deliver the most dollars per DER MW in every market.

voltage

All 9
Market
Regions

Most
Products &
Programs Offered

27







Market (1)	Products	voltage	enel x	CPED	nrg	Direct Energy	leap.	OhmConnect
AESO	Ancillary	Ⓢ	Ⓢ					
	Peak Saver	Ⓢ						
CAISO	Ancillary	Ⓢ					Ⓢ	Ⓢ
	Capacity	Ⓢ	Ⓢ					
	Energy	Ⓢ					Ⓢ	Ⓢ
ERCOT	Utility	Ⓢ	Ⓢ	Ⓢ			Ⓢ	Ⓢ
	Ancillary	Ⓢ		Ⓢ				
	Capacity	Ⓢ	Ⓢ					
	Peak Saver	Ⓢ	Ⓢ		Ⓢ	Ⓢ		Ⓢ
IESO	Utility	Ⓢ		Ⓢ				
	Capacity	Ⓢ	Ⓢ					
	Peak Saver	Ⓢ	Ⓢ					
ISO-NE	Capacity	Ⓢ	Ⓢ	Ⓢ				
	Peak Saver	Ⓢ	Ⓢ		Ⓢ	Ⓢ		
	Utility	Ⓢ	Ⓢ	Ⓢ				
MISO	Ancillary	Ⓢ				Ⓢ		
	Capacity	Ⓢ						
	Energy	Ⓢ						
NYISO	Utility	Ⓢ	Ⓢ	Ⓢ				
	Ancillary	Ⓢ		Ⓢ				
	Capacity	Ⓢ	Ⓢ	Ⓢ	Ⓢ	Ⓢ	Ⓢ	
	Peak Saver	Ⓢ	Ⓢ		Ⓢ	Ⓢ		Ⓢ
PJM	Utility	Ⓢ	Ⓢ	Ⓢ	Ⓢ	Ⓢ		
	Ancillary	Ⓢ	Ⓢ	Ⓢ				
	Capacity	Ⓢ	Ⓢ	Ⓢ				
	Energy	Ⓢ	Ⓢ	Ⓢ	Ⓢ	Ⓢ		
SPP	Peak Saver	Ⓢ	Ⓢ		Ⓢ	Ⓢ		
	Utility	Ⓢ	Ⓢ	Ⓢ				
	Ancillary	Ⓢ						
	Energy	Ⓢ						

Ⓢ Indicates capabilities in market-specific product

Note: 1. Competitor market participation reflects public disclosures and Voltage's observations during market activities



Leadership Has Deep Experience and Success in the Industry

 <p>Gregg Dixon Chief Executive Officer Co-Founder</p> <p>20</p> 	 <p>Matt Plante President Co-Founder</p> <p>17</p> 	 <p>Dana Guernsey Chief Product Officer</p> <p>14</p> 	 <p>Doug Perrygo Chief Financial Officer</p> <p>12</p> 	 <p>Laurie Harrison Chief Legal Officer</p> <p>14</p> 	
 <p>Neil Lakin Chief Technology Officer</p> <p>11</p> 	 <p>Jon Wellinghoff Chief Regulatory Officer</p> <p>40</p> 	 <p>Kelly Yazdani VP of Marketing</p> <p>7</p> 	 <p>Todd Krause SVP of Sales</p> <p>15</p> 	 <p>Stephanie Hendricks VP of Ops, Customer Success</p> <p>7</p> 	 <p>Carey Albertine VP of People and Culture</p> <p>3</p> 

Voltus team has brought more than 12,000 MWs of DERs to market globally

Years of DER and / or Tech Experience

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Voltus is a Pure-Play ESG Investment

By its very nature, Voltus delivers impressive ESG benefits – displacing traditional fossil fuel-based power generation while strengthening the electricity system for all.

Environmental

- Voltus enables the shift to DERs, **which are poised to permanently displace 3.9 gigatons of annual CO2 emissions** ⁽¹⁾ as DERs replace carbon-intensive fossil fuel power plants
- Voltus enables greater energy efficiency, **which has the potential to reduce buildings' energy consumption by 30% or more by 2050** ⁽²⁾
- Voltus's platform replaces the need for peaker plants which are among the grid's most polluting resources. Voltus projects its current portfolio displaces **27,000 tons/year of CO2 from peakers alone**

Social

- Voltus is deeply committed to equity and the democratization of the electricity system, reflected in its culture of **"Doing Well by Doing Good"**
- The **>1,000 fossil fuel peaker plants** ⁽³⁾ in the US – which Voltus helps displace – are predominantly in low-income communities and communities of color
- Voltus's leadership was **instrumental in the development of FERC 2222, which is democratizing electricity** by providing DERs with unencumbered access to wholesale power market
- **Voltus makes electricity more reliable, benefiting all** (e.g., saving lives by preventing blackouts)

Governance

- Voltus is **deeply committed to diversity and inclusion**
- Voltus's leadership team is **45% women**
- Voltus creates **a candidate pool for each job that is comprised 50% of women and 40% BIPOC**
- Voltus **has been a remote-only company** from its inception, offering its employees exceptional flexibility and quality of life



Use of Proceeds

Voltus's Technology Platform Creates a First-Mover Advantage That Will Grow as DER Adoption Scales

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DER Participation is Becoming Standard Business Practice

Voltus serves over **40 distinct industries** and has established commercial agreements with more than **600 accounts** yet has penetrated less than **1% of the potential** of its existing customer base.

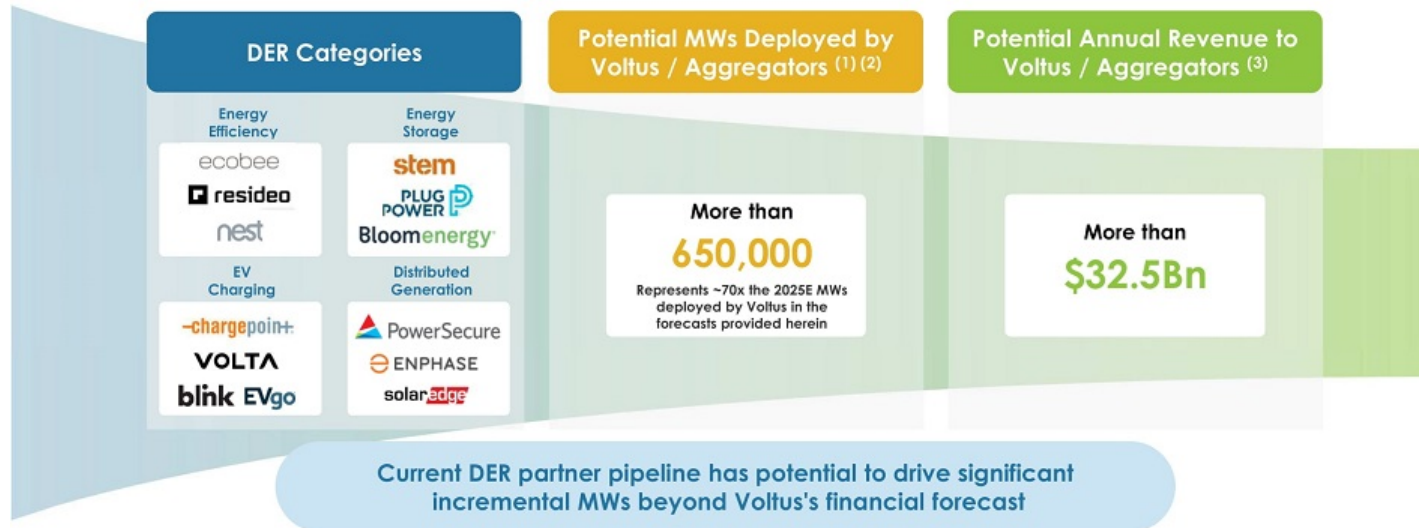
Select Industries Served

- Agriculture
- Asphalt, Concrete, Sand, Aggregates
- Auto Industry
- Bank/Financial Services
- Big Box Retail
- Chemical Processing
- City/Municipal/State/Federal Government
- Cold Storage
- Higher Education
- Construction
- Consumer Products
- Manufacturing
- Crypto Mining
- Data Center/Server Farm
- Distribution/Shipping Center/Warehouse
- Entertainment Centers
- Food & Beverage
- Grocer/Market
- Hospitals/Healthcare Centers
- Hotels & Hospitality
- K-12 School/School District
- Laboratory/R&D
- Lumber/Wood Products
- Marketing/Advertising
- Manufacturing
- Foundries
- Mining
- Oil/Gas Refinery/Supply
- Paper Mill
- Pharmaceuticals
- Product Packaging
- Printer/Print Media
- Real Estate
- Restaurant/Food Service
- Retirement Community
- Services (Consulting, Non-Profit)
- Software
- Telecommunications/Broadcast Media
- Transportation/Trucking/Railroad
- Waste & Water Treatment/Recycling





Significant Opportunity Through Potential DER Partners

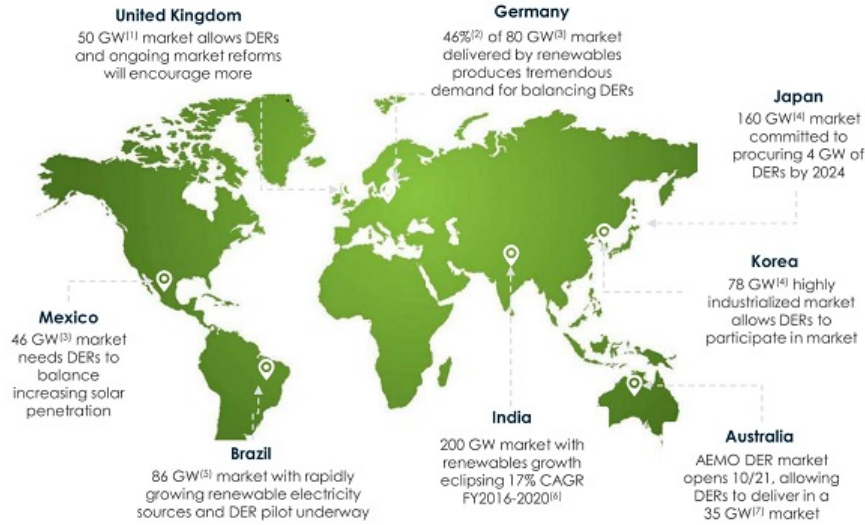


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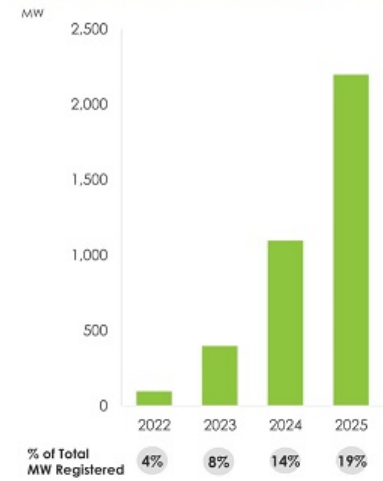
Source: Guidehouse Insights Global DER Deployment Database; Cumulative Installed Total DER Capacity by Technology
 Notes:
 1. Reflects residential component of DER. Energy Efficiency categories; Distributed Generation includes distributed solar, onsite generation capacity
 2. Based on 2025E Capacity for above categories; China, Africa and Middle East not included
 3. Based on estimated market rate of \$50,000/MW-year



Every International Market Benefits from DER Integration



Voltus Forecasted International Growth ⁽⁸⁾



Notes:
 1. Reuters April 2021; 2021 Peak Demand
 2. Clean Energy Wire
 3. IEA; 2020 Peak Demand
 4. Argus Media; 2021 Peak Demand
 5. Agora Energiewende; 2017 Peak Demand
 6. The Financial Express, IBEF.org; 2021 Peak Demand
 7. Australian Energy Regulator; 2020 Peak Demand
 8. Based on registered MW; excludes Canada, which is a current Voltus market

Voltus team has opened ten countries to DERs



Key Financial Highlights

Voltus is the first DER technology platform to go public that enables a decentralized, decarbonized, digitized, resilient, and more affordable electricity system

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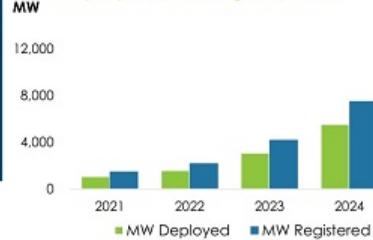
- ✓ Clear track record of predictable, rapid, recurring revenue growth in a massive global TAM supported by macro tailwinds
- ✓ Category creator with world-class technology and superior product / market fit that delivers premium margins
- ✓ Asset-light, capital efficient financial model with no supply chain risk
- ✓ Superior unit economics with 10:1 LTV:CAC and 100%+ net customer retention
- ✓ Opportunity to invest in a first-of-its-kind energy transition company at an attractive entry valuation



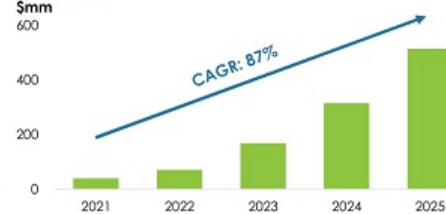
Financial Forecast Summary

- ▶ Forecast based on MWs deployed ("sold") to customers and subsequently registered ("enrolled") in multiple programs, with typical customer contracts of ~5 years
- ▶ Gross profit growth tracks revenue, as the bulk of COGS is simply revenue sharing payments to our customers
- ▶ Increased operating expenses from SPAC proceeds funneled into our proven go-to-market model, fueling customer acquisition growth
- ▶ Efficient self-funding working capital model
- ▶ Free cash flow conversion is robust, driven by asset-light model

MW Deployed ⁽¹⁾ & Registered ⁽²⁾



Revenue



Gross Profit



EBITDA & FCF ⁽³⁾



Source: Company provided materials
 Notes:
 1. \$/MW-year (Deployed) reflects weighted average market price realized per deployed MW, including CashGen; values rounded to nearest 1,000
 2. \$/MW-year (Registered) reflects weighted average market price realized for all registered MWs, including CashGen; values rounded to nearest 1,000
 3. Free Cash Flow excludes capital associated with potential acquisitions

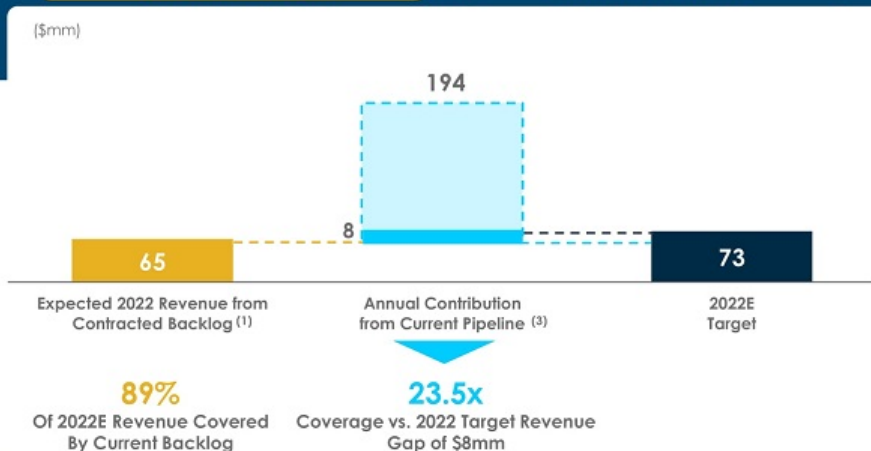


Recurring Revenue from Contracted Backlog and Sizeable Pipeline Provide Confidence for 2022+

\$272mm ⁽¹⁾
Contracted Backlog, 4.2yr Average Contract Remainder (as of November 2021)

\$1.3Bn
Total Pipeline, 5.1yr Average Contract Length ⁽²⁾ (as of November 2021)

Current backlog + pipeline were built with **<\$20mm** of total cumulative S&M spend
Use of proceeds to be >3x that number in the next few years alone



- \$42mm 2021 revenue estimate
- Currently contracted assets (contracted backlog) to drive \$65mm of the total \$73mm forecasted 2022 revenue
- Nominal pipeline conversion of just \$8mm needed to reach the full year 2022 revenue estimate of \$73mm
- Pipeline does not include (1) near-term growth expected from the SPAC transaction proceeds or (2) potentially significant expansion of the 2021 run-rate for existing customers

38

Source: Company provided materials
Notes:
1. Represents contracted backlog of MWs with certain risk-weighting factors applied consistent with historical results as of November 2021
2. Weighted average by total revenue
3. Potential 2022 revenue from current sales pipeline; 23.5x coverage reflect \$194mm divided by the difference between 2022E revenue of \$73mm and expected revenue from contracted backlog of \$45mm





Detailed Transaction Overview

Voltus will be the first pure-play DER technology company to go public that enables efficient integration, optimization, monetization, and settlement of all DER resource types in any market.

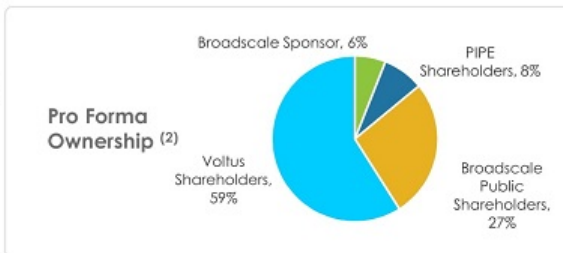
Transaction Details	<ul style="list-style-type: none"> Voltus to receive 75.0 million shares Combined company will be listed on the NASDAQ with the ticker "VLTS" Expected to close in first half of 2022
Earnout & Sponsor Deferral	<ul style="list-style-type: none"> Additional 10mm earnout shares to Voltus in 3 equal tranches upon attaining stock prices of \$12.50, \$15.00 and \$17.50 1.4mm deferred sponsor shares that vest in 3 equal tranches upon attaining stock prices of \$12.50, \$15.00 and \$17.50
Capital Structure	<ul style="list-style-type: none"> Transaction funded by \$345mm cash held in trust (assuming no redemptions) and \$100mm in PIPE proceeds, as well as existing Voltus cash Existing Voltus shareholders are rolling 100% of their equity and will own 59% of pro forma company at closing ⁽¹⁾

Pro Forma Valuation (Post-Money)

Pro Forma Shares Outstanding	126.7
Share Price	\$10.00
Voltus Equity Value	\$1,267
Pro Forma Net Debt (Cash)	(451)
Voltus Enterprise Value	\$816

Sources & Uses

Sources	\$mm	Uses	\$mm
Equity PIPE	\$100	Stock to Voltus	\$750
Broadscale Trust	345	Estimated Fees	40
Current Voltus Cash ⁽¹⁾	46	Cash to Balance Sheet	451
Voltus Equity Rollover	750		
Total Sources	\$1,241	Total Uses	\$1,241



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Notes:
 1. As of 9/30/2021
 2. Assumes no redemptions or impact from warrants, earnout shares to Voltus, or deferred sponsor founder shares



Voltus Shares Attributes with a Broad Range of Peers

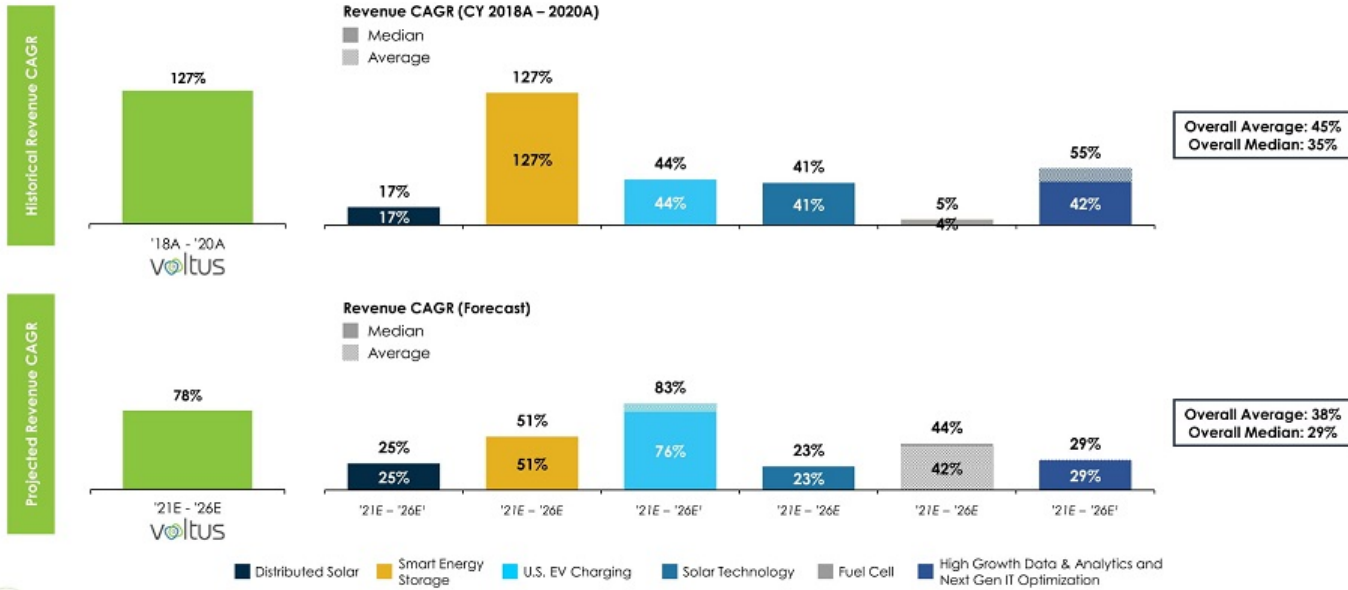
No pure direct comparable companies given Voltus's unique business model and positioning.

	Distributed Solar	Smart Energy Storage	U.S. EV Charging	Solar Technology	Fuel Cell	High Growth Data & Analytics and Next Gen IT Optimization
Voltus Peers	 		 	 	 	
Key Comparisons	<ul style="list-style-type: none"> Diversified, long-term contracted cash flows Primarily a residential customer base 	<ul style="list-style-type: none"> Battery storage assets Upfront hardware sale with longer-term software upside 	<ul style="list-style-type: none"> ESG infrastructure, key driver of electricity demand growth Enormous potential DER asset base via Vehicle-to-Grid technology 	<ul style="list-style-type: none"> Critical technology/assets enabling the proliferation of DER assets Material C&I customer overlap 	<ul style="list-style-type: none"> Versatile ESG DER infrastructure Significant C&I customer base overlap 	<ul style="list-style-type: none"> Similar optimization /value-add offering to end-use customers High growth, recurring revenue business model with strong margins





Revenue Growth Benchmarking

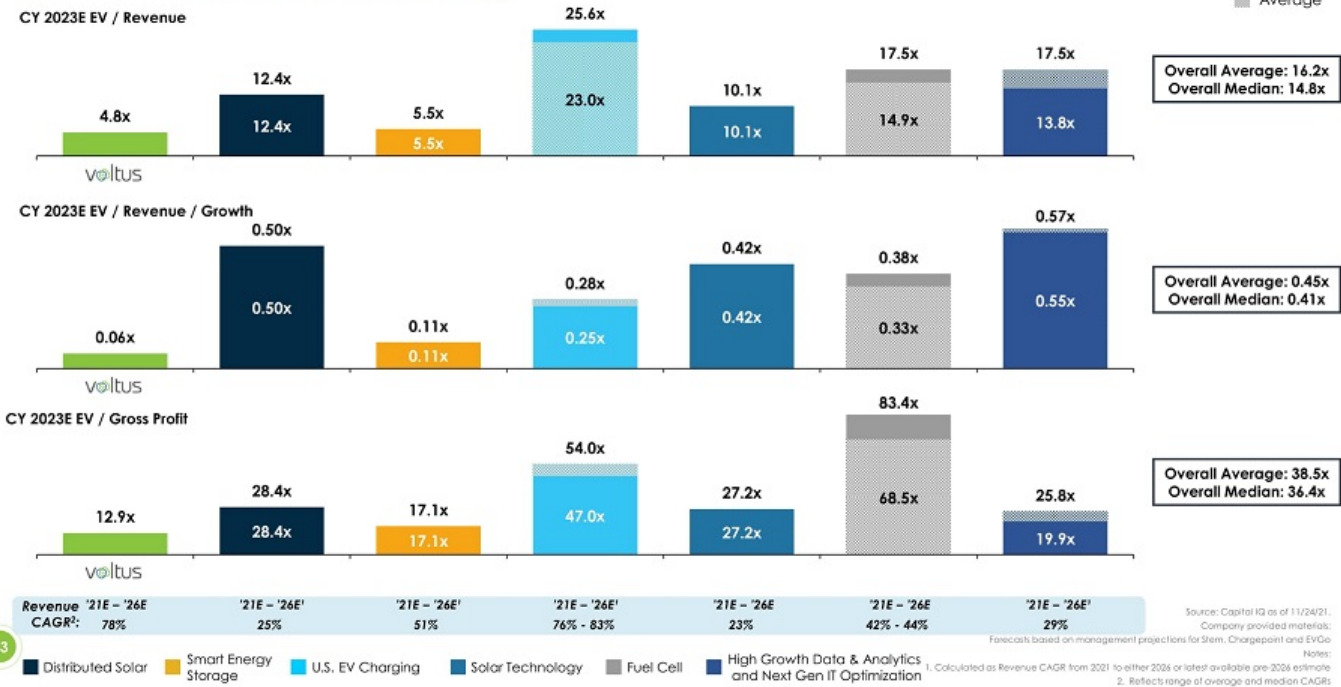


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Source: Capital IQ as of 11/24/21, Company provided materials
 Notes:
 Forecasts based on management projections for Stem, Chargepoint and EVGo
 1. Calculated as Revenue CAGR from 2021 to either 2026 or latest available pre-2026 estimate



Valuation Benchmarking

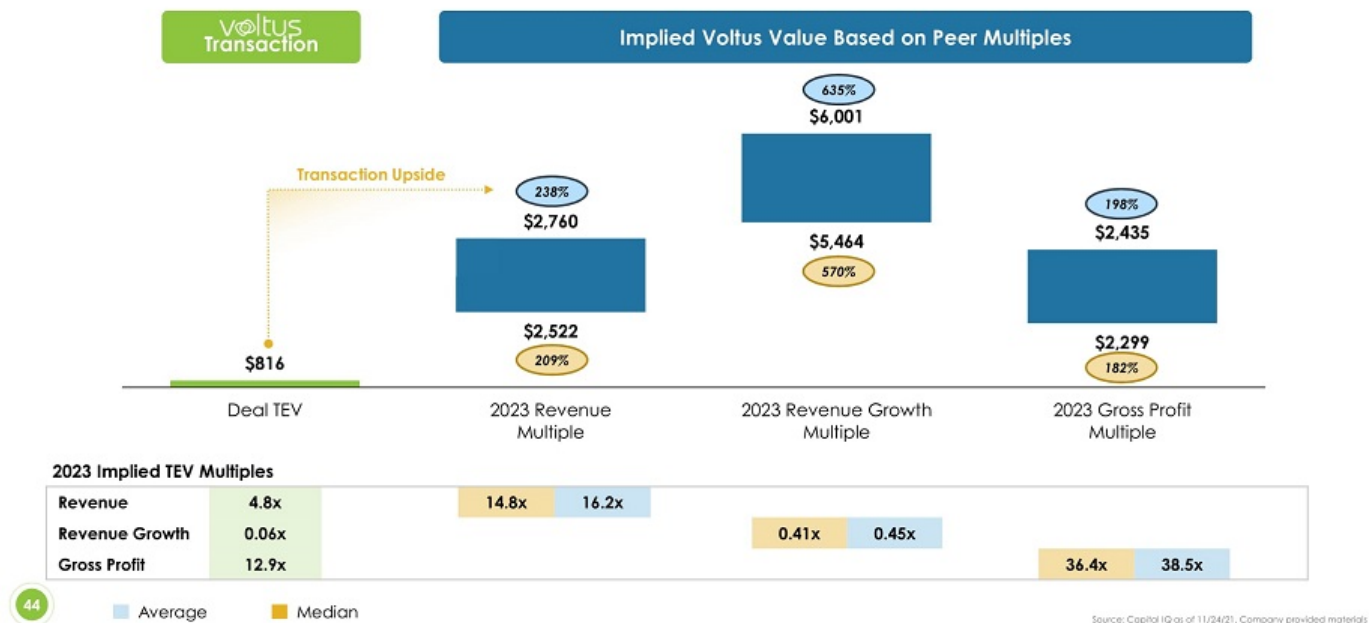


43




Significant Upside Potential Based on Peer Comparisons

~180-640% potential upside relative to the post-money deal value.



Closing Summary

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Substantial shift in global electricity system to decentralized, decarbonized, digitized, and resilient

Balkanized markets require technology platform to unify treatment of DERs and unlock full potential globally

Voltus's proven, efficient business model is positioned for continued leadership as \$3 trillion ⁽¹⁾ in global electricity spend shifts to DERs

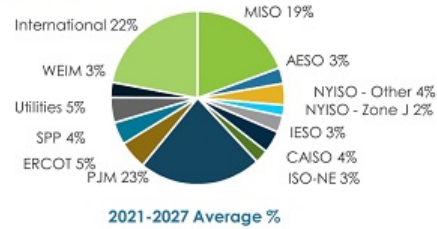
Note:
1. 2020 data from Enerdata Global Energy Statistical Yearbook, GlobalPetrolPrices.com, S&P Global Market Intelligence, and IEA



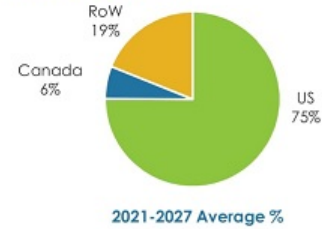


Additional Financial Outputs

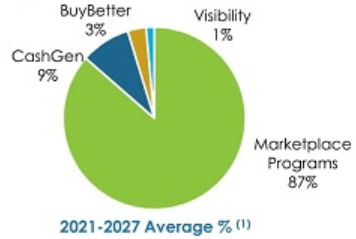
MW Sold by Market



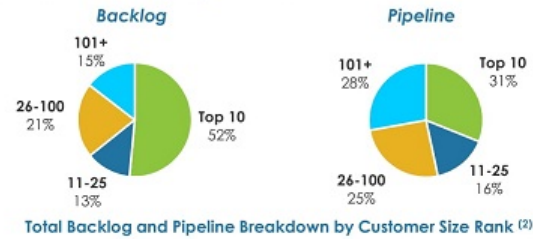
MW Enrolled by Geography



Revenue by Program Type



Customer Diversity by Revenue



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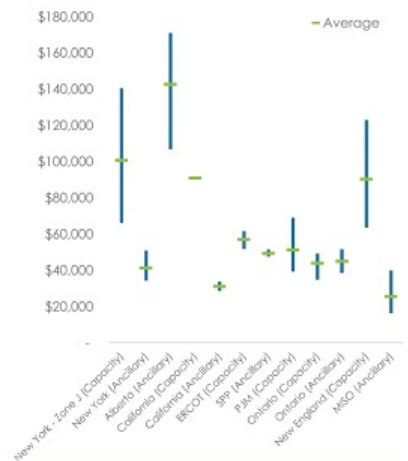
Notes:
 1. Marketplace Programs include Capacity, Ancillary, Energy, Utility and Peak Saver programs; Voltus's Visibility program offering is reflected as a reduction to cost of goods sold and adds to gross profit
 2. Represents contracted backlog and pipeline of revenue with certain risk-weighting factors applied consistent with historical results as of November 2021



Historical and Forward-Looking Market Prices

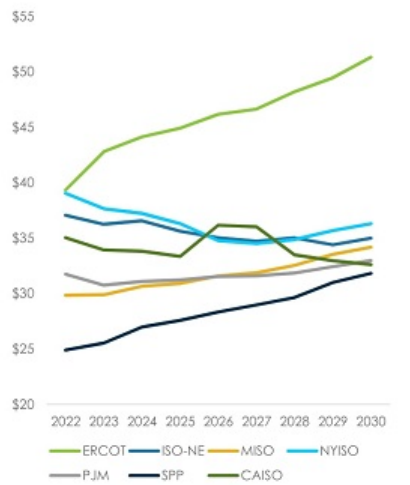
Market and product diversification mitigates potential price risk with on-peak energy prices expected to rise.

Selected Capacity & Ancillary Market Prices 2018-2020 (\$ / MW Year) ⁽¹⁾



Top and bottom of bars represent maximum and minimum annual price

Selected On-Peak Energy Price Forecast (\$ / MWh) ⁽²⁾



- ▶ Power prices are expected to rise over time across most markets
- ▶ Capacity and ancillary market pricing vary across ISO/RTO, with some offering up to three-year forward visibility
- ▶ Pricing in certain markets, particularly for ancillary and peak saver products, can be volatile
- ▶ Voltus's scale, market and program diversity, customer diversity, and DER diversity minimize downward price volatility, while simultaneously strengthening the ability to maximize value in periods of upward price volatility

Notes:
 1. Publicly available market price data by ISO
 2. S&P Global Market Intelligence Power Price Forecast, Q1 2021



Portfolio Monetization Projections Supported by Real Results

Voltus's projections reflect actual results achieved to date in terms of MWs enrolled and contracted pricing.



- ▶ Sold to enrolled measures the number of times a single sold MW is enrolled into various programs in a single market
- ▶ As Voltus scales, and markets and programs evolve, there will be additional monetization opportunities for the same MW through multiple new energy, utility and peak saver programs in the same market
 - ▶ Voltus projections do not assume any significant improvements in this ratio across its full portfolio relative to historical realizations
- ▶ Average Selling Price measures the contracted expected annual revenue divided by the registered MWs over that period
 - ▶ New MWs registered in the last twelve months have an implied ASP of ~\$46K, supporting the forecasted ASP

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Notes:
 1. Average contracted \$/registered MW for deals closed into backlog in the last twelve months as of 6/30/2021
 2. Average contracted \$/registered MW based on revenue recognized; values rounded to nearest 1,000



Financial Forecast Summary

2021E – 2027E

(\$MM)	2021	2022	2023	2024	2025	2026	2027	2021-2027 CAGR
Average MW Deployed	1,071	1,593	3,080	5,545	8,633	12,173	15,913	57%
Average MW Registered	1,492	2,189	4,216	7,517	11,598	16,260	21,209	56%
\$/MW-year (Registered) ⁽²⁾	28,000	34,000	41,000	42,000	45,000	46,000	47,000	
\$/MW-year (Deployed) ⁽³⁾	39,000	46,000	55,000	57,000	60,000	62,000	63,000	
Revenue	42	73	171	318	517	750	1,001	70%
Gross Profit	15	26	63	124	210	311	418	74%
Gross Margin (%)	35%	35%	37%	39%	41%	42%	42%	
OPEX	33	62	96	125	146	162	179	33%
Sales & Marketing	11	26	39	52	63	72	81	
R&D	8	15	26	32	36	37	40	
G&A	13	20	32	41	47	52	58	
EBITDA	(16)	(32)	(25)	14	85	176	269	168%
EBITDA Margin %	NA	NA	NA	4%	16%	23%	27%	
Plus/(Less) Taxes, Collateral & Other ⁽⁴⁾	(10)	(23)	(19)	(17)	46	(1)	(40)	
Plus/(Less) Working Capital	0	7	15	19	23	25	28	
Plus/(Less) Other Capital Costs ⁽⁵⁾	(6)	(16)	(27)	(30)	(33)	(35)	(35)	
Free Cash Flow ⁽⁶⁾	(32)	(64)	(55)	(15)	120	165	222	36%

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- Notes:
- All reflect 2021-2027 except EBITDA (2024-2027) and Free Cash Flow (2025-2027).
 - \$/MW-year (Registered) reflects weighted average market price realized for all registered MWs, including CashGen; values rounded to nearest 1,000.
 - \$/MW-year (Deployed) reflects weighted average market price realized per deployed MW, including CashGen; values rounded to nearest 1,000.
 - Includes income taxes, change in collateral, interest income & expense, and non-cash items in EBITDA.
 - Includes cost outlays from Smart Meter deployment, CashGen, and capitalized software.
 - Free Cash Flow excludes capital associated with potential acquisitions.



Company Financials: Income & Cash Flow Statements

Income Statement	
(\$mm)	Year Ended December 31, 2020
Revenues	
Total Revenues	\$25.7
Cost of Revenue	(\$14.6)
Gross Profit	\$11.1
Operating Expenses	
General & Administrative	(\$6.0)
Research & Development	(\$1.3)
Selling & Marketing	(\$5.6)
Total Operating Expenses	(\$12.9)
Loss From Operations	(\$1.8)
Other Income (Expense)	
Foreign Currency Transaction Gain (Loss)	\$0.0
Gain From Extinguishment Upon Loan Forgiveness	\$1.0
Interest (Expense) Income	(\$0.3)
Total Other Income	\$0.8
Loss Before Income Taxes	(\$1.0)
(Provision for) Benefit From Income Taxes	(\$0.0)
Net Loss	(\$1.1)

Cash Flow Statement	
(\$mm)	Year Ended December 31, 2020
Cash Flows from Operating Activities	
Net Loss	(\$1.1)
Other	\$0.3
Changes in Working Capital	\$3.6
Net Cash Used in Operating Activities	\$2.8
Cash Flows from Investing Activities	
Net Cash Used in Investing Activities	(\$4.2)
Cash Flows from Financing Activities	
Net Cash Used in Financing Activities	\$29.2
Effects of Exchange Rates on Cash, Cash Equivalents & Restricted Cash	\$0.0
Net Change in Cash, Cash Equivalents & Restricted Cash	\$27.9
Cash, Cash Equivalents & Restricted Cash at Beginning of Year	\$4.2
Cash, Cash Equivalents & Restricted Cash at End of Year	\$32.1

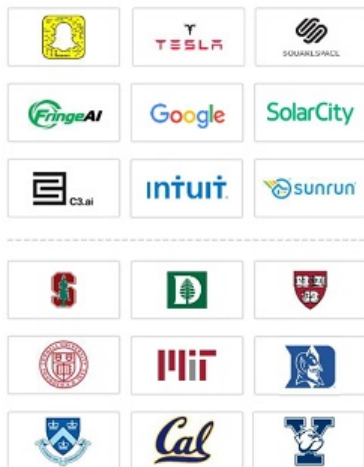




Innovation and Solutions Start **with Our People**

Voltus has attracted a powerhouse team of engineers and product developers.

Talent with Top Tech Experience and Credentials...



...Drive Voltus's Technical Expertise and Product Development Engine

43 FTE

Dedicated to Engineering and Product Development

287 YEARS

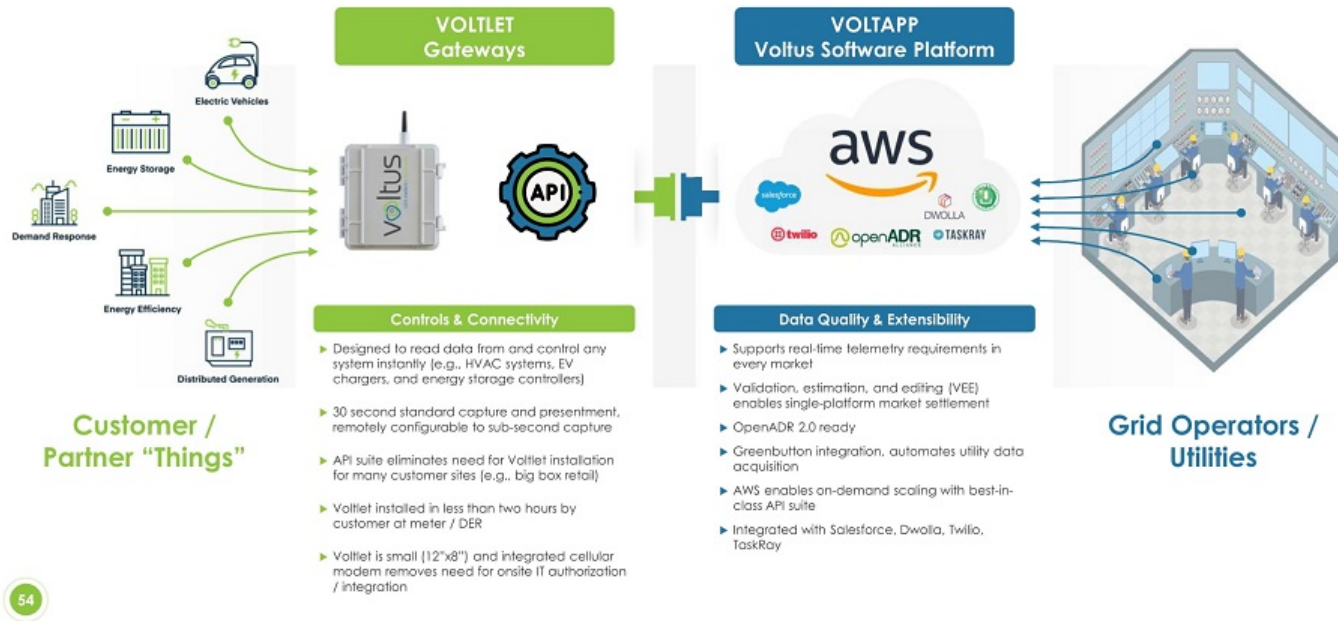
Software Development Experience

35 FTE

New Hires on Deck to Drive Scale and Expand Platform



Voltlet™ + VoltApp™ = Voltus Cloud-Based DER Platform





Voltus Virtual Operations Center

DER dispatches are automatically managed by the platform with global, 24/7 support.





CashDash: DER Monetization

Voltus enables DER owners to maximize the value of their DER assets, driving adoption of cleaner, resilient energy.



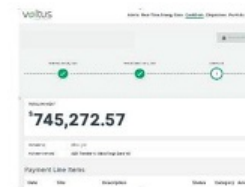
DER Opportunity Identification and Financial Forecasting

- ▶ Easily upload DER size, type and zip-codes to mine for opportunity
- ▶ Driven by one of the world's largest databases of DER programs, identifies opportunities to monetize by location
- ▶ Especially valuable to DER partners and multisite enterprise accounts



Unified DER Transaction Settlement

- ▶ Digital transaction platform for customers and partners to manage the flow of funds from the market to the individual assets
- ▶ Connects to and settles financial performance with each market, detailing line items to the hour
- ▶ Customers can forecast, audit and report on the value of DERs across all U.S. and Canadian wholesale energy markets



Digital DER Payment to Customer

- ▶ Fully digital payment processing
- ▶ Detailing payment status helps customers and their accountants know what they are earning and when
- ▶ Easy ACH enrollment



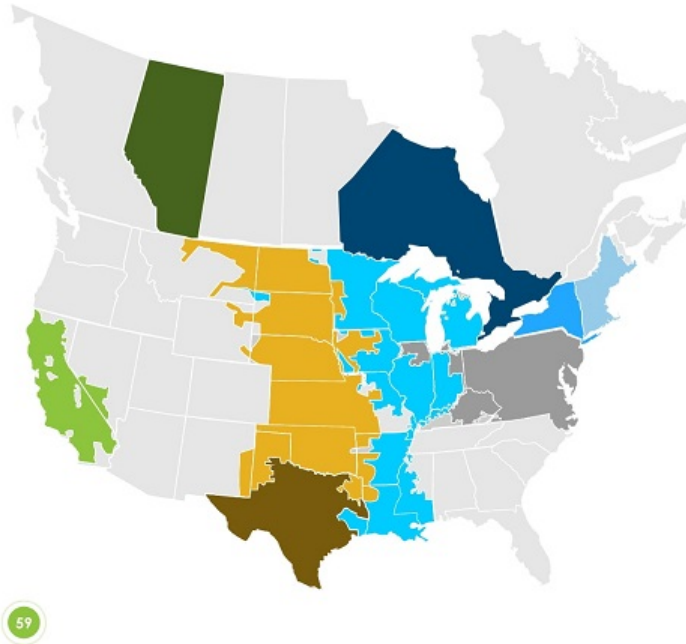


Voltus & Broadscale Boards and Strategic Advisors

Voltus Board			Broadscale Board and Strategic Advisors			
 Tim Woodward Director 	 Veery Maxwell Director 	 Phil Deutch Director 	 Lisa Coca Director 	 Alexander (Andy) Karsner Director 	 Georgia Levenson Keohane Director 	
 Gregg Dixon Chairman 	 Matt Plante Director 	 Raj Ailuru Director 	 Stephan Dolezalek Senior Advisor to Broadscale Acquisition Corp. 		 Heather Zichal Senior Advisor to Broadscale Acquisition Corp. 	
 Ashley Johnson Director 	 Selina Tobaccowala Director 		 Ray Lane Senior Advisor to Broadscale Acquisition Corp. 		 Betsy Cohen Senior Advisor to Broadscale Acquisition Corp. 	



ISO / RTO Overview and Statistics



	ISO Peak Demand (MW) ⁽¹⁾	ISO MW (%)	ISO Population (mm)	ISO Population (%)	Cities
● CAISO	50,270	9%	30	13%	San Francisco, Los Angeles
● ERCOT	75,006	14%	26	12%	Houston, Dallas, Austin
● SPP	52,554	10%	19	8%	Oklahoma City, Kansas City
● MISO	124,900	23%	42	19%	Minneapolis, Madison, St Louis, Detroit
● PJM	152,108	28%	65	29%	Chicago, D.C., Philadelphia, Columbus
● NYISO	32,904	6%	19	8%	New York City
● ISO-NE	25,125	5%	15	7%	Boston
● AESO	11,698	2%	4	2%	Calgary, Edmonton
● IESO	27,005	5%	5	2%	Toronto

Note:
1. ISO / RTO Peak Demand per regional website



Glossary

Item	Definition
ASP	Average Selling Price
CAC	Customer Acquisition Cost
DER	Distributed Energy Resource
ISO	Independent System Operator
LTV	Lifetime Value
RTO	Regional Transmission Operator
Deployed (Sold) MW	MWs contracted with the customer
Registered (Enrolled) MW	Deployed MWs registered with the program operator (MWs can be registered in multiple programs simultaneously)
Independent System Operators (ISO)	
AESO	Alberta Electric System Operator (Alberta, Canada)
CAISO	California Independent System Operator (California)
ERCOT	Electric Reliability Council of Texas (Texas)
IESO	Independent Electricity System Operator (Ontario, Canada)
ISO-NE	Independent System Operator of New England (CT, MA, NH, RI, VT & parts of ME)
MISO	Midwest Independent System Operator (IA, LA, MI, MN, ND, WI, Manitoba Canada, & parts of AR, IL, IN, MO, MS, MT, SD, TX)
NYISO	New York Independent System Operator (New York)
PJM	"Pennsylvania, Jersey, Maryland" (DE, MD, NJ, OH, PA & parts of IN, IL, KY, NC, VA)
SPP	Southwest Power Pool (KS, OK, parts of AK, LA, MO, MT, NE, ND, NM, SD, TX, WY)
DER Types	
Electric Vehicles	Electric vehicle dynamic charging and discharging
Energy Efficiency	Reductions in energy consumption through more efficient lighting, machines, appliances, etc.
Energy Storage	Behind-the-meter battery resources
Distributed Energy Resources	Decentralized energy generation resources located at customer sites (e.g. distributed solar)
Demand Response	Flexible load capable of reducing electricity consumption during period of high system demand