



New Energy Risk

Tom Dickson, CEO
Scaling Up: “Attracting Capital”
November 5, 2019

The Problem



Solving global challenges requires innovation



Innovation comes with risk



Risk limits financing availability

Our Solution

NER removes technology risk for investors

Bespoke insurance that protects investors from technology project under-performance:

- Proprietary technoeconomic underwriting model
- \$10M-200M+ capacity per project
- Covers commissioning and operations for 10+ years
- Policies issued globally by parent company AXA XL (S&P AA-)



**Optimize
Project Finance**



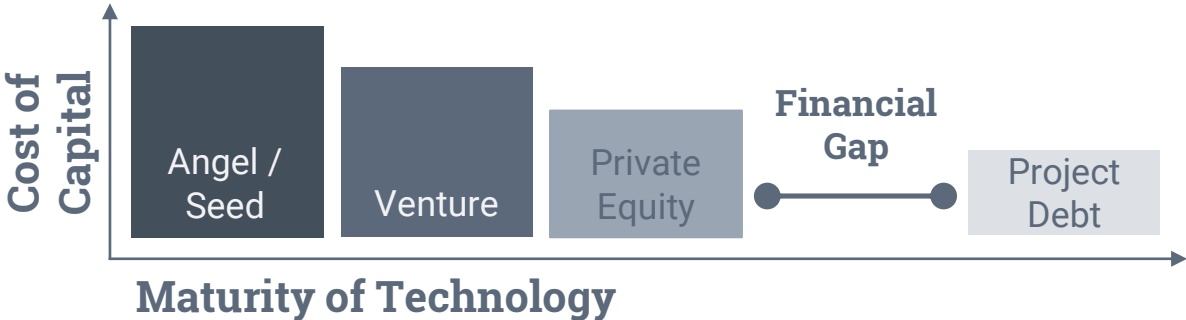
**Accelerate
Time to Market**



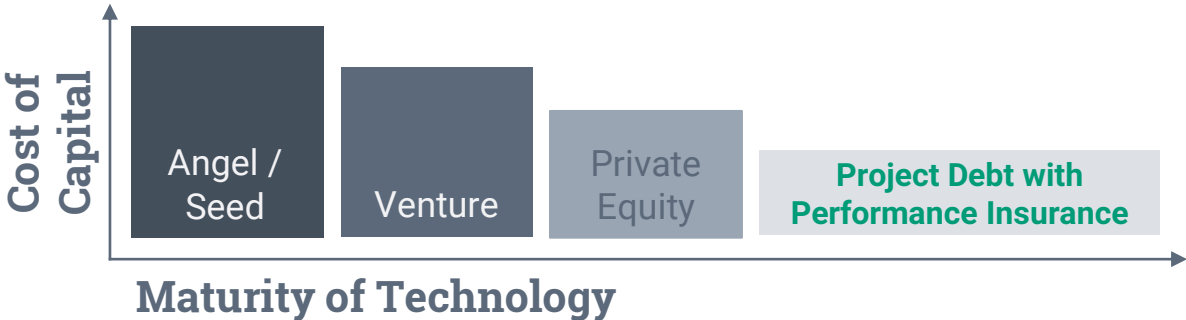
**Increase Certainty
of Execution**

Cost-effective & Timely Financing

**Without
NER**



**With
NER**



Proven Across Diverse Sectors

Renewable
Energy



Fuel
Cells



Energy
Storage



Energy
Efficiency



Waste to
Energy



Biofuels &
Chemicals



Petro-
chemicals



Water
Treatment



Indoor
Farming



Industrial
Processes



Carbon
Capture



Biomass
Processing



Anaerobic
Digesters



Product Validation



\$269M for first commercial facility

Bloomenergy®

\$351M for global installations



\$20M for first commercial install



\$50M for product warranty



\$167M for first commercial facility



J.P.Morgan

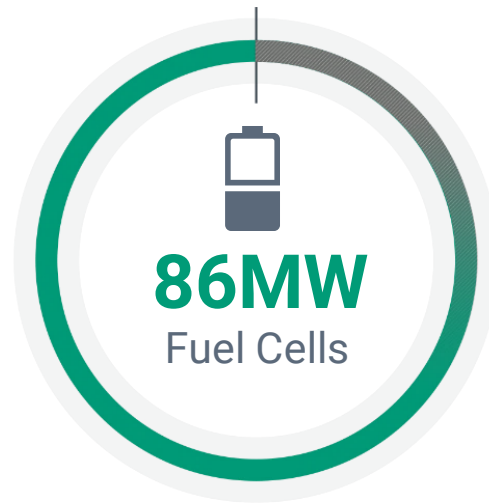


Morgan Stanley

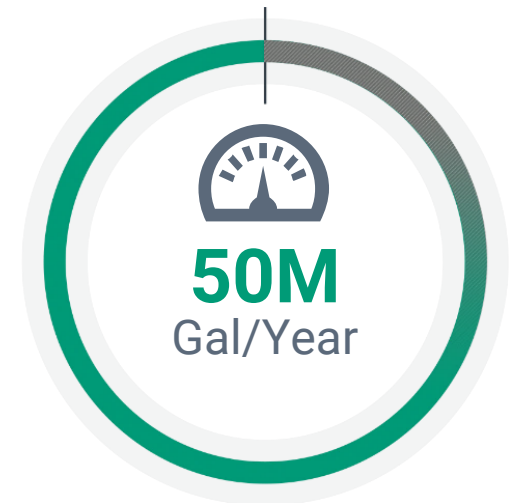
Overall Impact



Waste Recycled



Energy Generated



Fuel Produced

Our Process

- Two-week preliminary opportunity assessment
- 90 to 120-day technoeconomic underwriting to bind



Assess

Product fit and technological promise



Analyze

Proprietary risk modeling



Insure

Customized, innovative policies



Cover

Warranty obligation or production guarantee

Our Company



New Energy Risk is an affiliate company of AXA XL (S&P AA-)

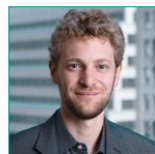
We are San Francisco Area-based experts in risk analytics, engineering, actuarial science & clean-energy finance



Tom Dickson
Chief Executive Officer



Tom Hutton
Founder & Chairman



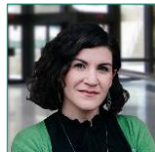
Brentan Alexander, PhD
Chief Science & Commercial
Officer



Sherry Huang
Chief Actuary



Matt Lucas, PhD
Managing Director,
Business Development



Dvorit Mausner
Director of Execution



Shawn Lee
Scientist



Christopher Angelo
Advisor

Meet Some of Our Clients

We build long-term relationships with our customers to ensure long-term results



“Working with New Energy Risk... helped us close quicker. They radically increased the probability that we would close at all, and they lowered the overall interest rate of the money we raised.”

Jim McDermott
Founder & Executive Chairman



“New Energy Risk provides expertise and analytical rigor to address the concerns of their insurance partners, which makes it much easier to secure financing and bring other insurers into the deal.”

Scott Reynolds
Head of Project Financing

Contact us for a quick review;
together, we'll develop the best
policy for your company or client

Thank You

contact@newenergyrisk.com



Case Study:



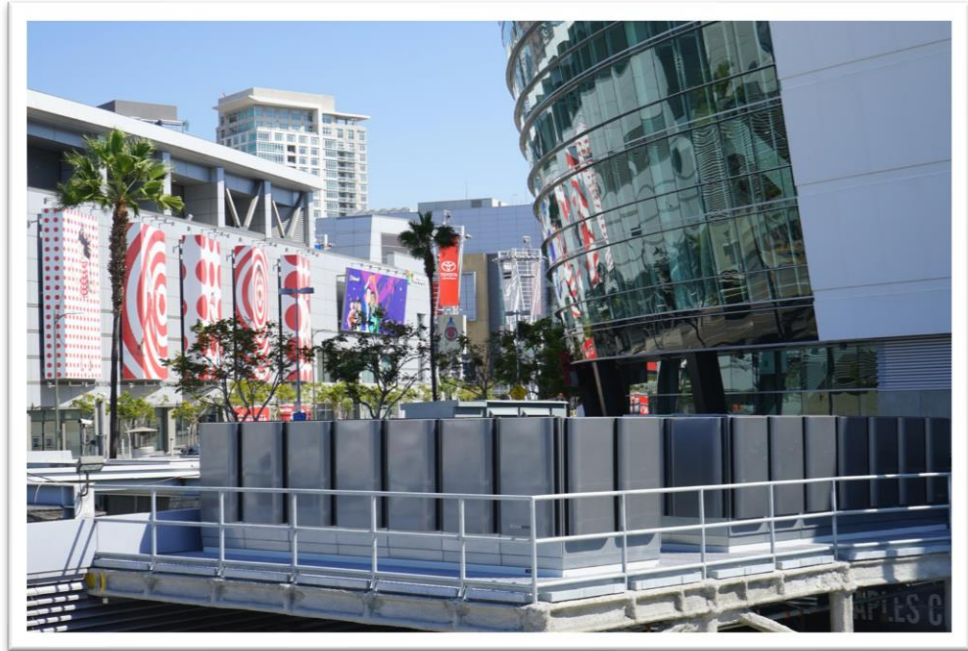
- **Business:**
Municipal solid waste turned into ultra-low sulfur diesel & jet fuel
- **Coverage for:**
Commissioning risk
 - Causes of loss
 - Coverage term
- **Capacity:**
\$269M
- **Location:**
Reno, NV, USA
- **Key Partners:**
Waste Management, United Airlines, BP



From Trash to Treasure: The Sierra BioFuels Feedstock Processing Facility

Case Study: Bloomenergy®

- **Business:**
Proprietary solid oxide fuel cells; world's highest efficiency fuel to electricity
- **Coverage for:**
Performance insurance to secure cost-effective long-term debt
- **Capacity:**
\$275M
- **Location:**
USA & International
- **Key Partners:**
AT&T, Home Depot, and Southern Company



Fueling Business: Bloom Energy fuel cells outside the Staples Center

Case Study: VIONIXTM ENERGY

- **Business:**
Energy storage systems including demand charge reduction, load shifting and more
- **Coverage for:**
Warranty to satisfy demands and meet growth targets in grid-tied applications
- **Capacity:**
\$50M
- **Location:**
Boston, MA, USA



It Stacks Up: Installation of a Vionix Energy flow battery

Case Study: BME

BRIGHTMARK ENERGY

- **Business:**
Energy recovery systems converting mixed polymer waste to fuels and petrochemicals
- **Coverage for:**
Performance insurance to secure bond financing and attract investors
- **Capacity:**
\$196M in bonds
- **Location:**
Ashley, IN, USA



First of Its Kind: A rendering of BME's new chemical recycling plant