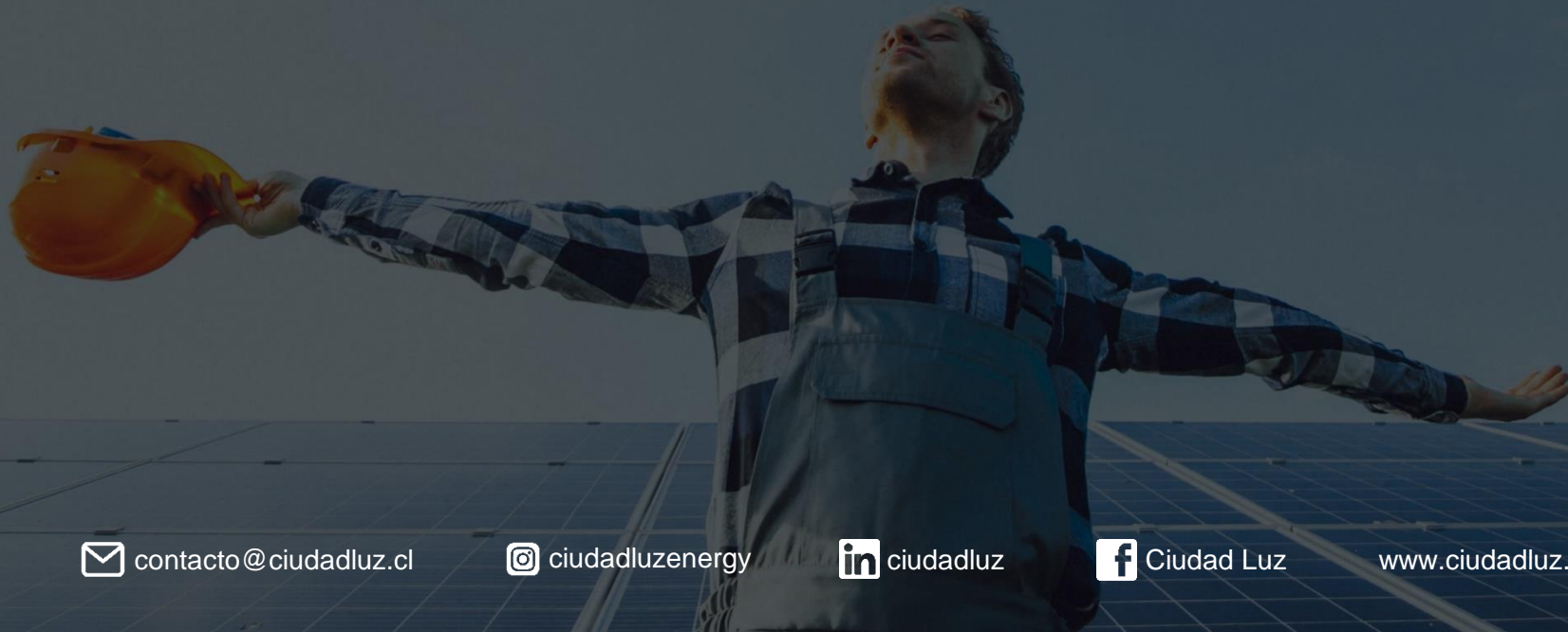






CIUDADLUZ


¡ÚNETE A LA GENERACIÓN
SOLAR!



 contacto@ciudadluz.cl

 [ciudadluzenergy](https://www.instagram.com/ciudadluzenergy)

 [ciudadluz](https://www.linkedin.com/company/ciudadluz)

 Ciudad Luz

www.ciudadluz.cl

The greatest
challenge of
our generation



Is our greatest
opportunity

We must...

Re-build a **zero carbon society** in less than a generation

Mobilize people like you and me to make **the right investments now**



What do we do?

We are a **leader in distributed energy solutions** in Latin America.

We make **Solar as a Service (SaaS)** and design financial schemes and development strategies that are **adapted to every market segment**.

We support our customers with our own technology: Cloud Solar as an enabler of energy service management.

We have one simple purpose

To transform solar energy in the **most affordable, reliable and competitive source of electricity** for all communities and organizations in Latin America, becoming change agents for the future.



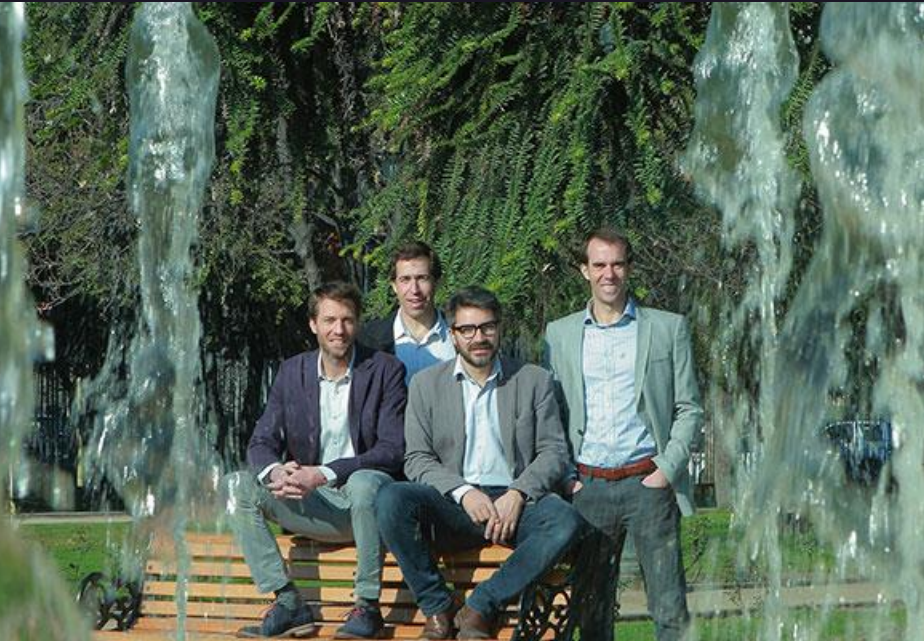
Our Value Proposition in 3D: decentralized, decarbonized and digitalized

- Your own energy **without investment**
- **Zero emissions**
- **Cheaper than power from the grid**
- **Independent and safe**
- **No fine print**

Who we are...

- 01 +50 staff in Chile and Colombia
- 02 +7 years commercial operation
- 03 A multidisciplinary team: energy, technology, finance & project management
- 04 A robust project supported by key investors leading the sustainable energy transition
- 05 We obtain leverage by promoting and executing our projects through several investment vehicles

Who we are



Management Team and Founders



José Luis Opazo
CEO

Civil Engineer (UC); MSc Environmental Technology (Imperial College);
PhD in Innovation Studies (U. Sussex)
Professor Business School and Director
Master in Innovation (UAI)



Tomás Steinacker
Business Director – Head of the Board

Industrial Engineer (UC)
MSc Engineering for Sust. Development (U. Cambridge)



Matías Steinacker
Member of the Board

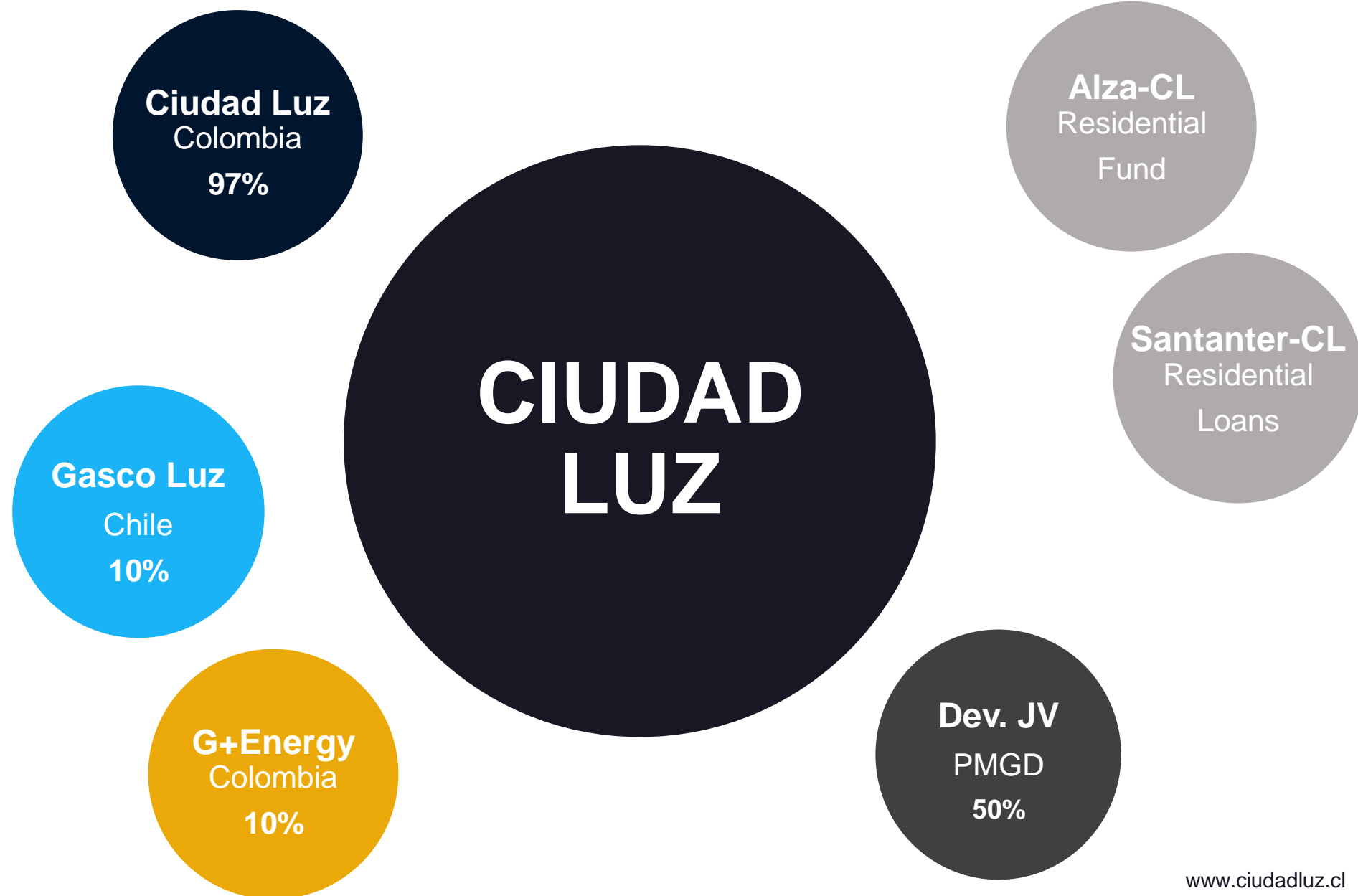
Industrial Engineer (UC)
MSc Environmental Management (U. Oxford)
Expert in Renewable Energy Finance



Andrés Steinacker
COO

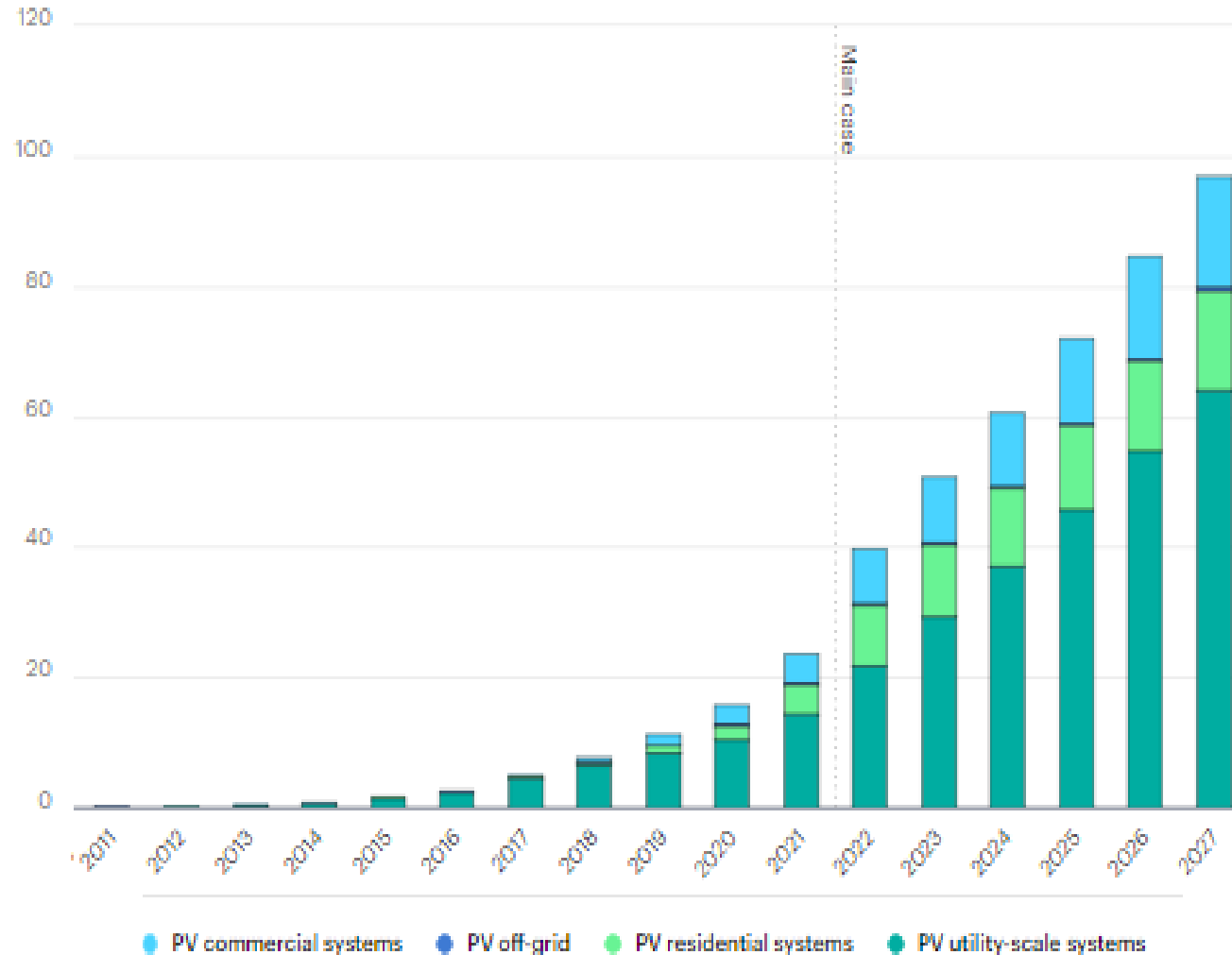
Civil Engineer (UC)
Expert in Operations and Construction

Who we are: Ciudad Luz Eco-system



Market Opportunity and Size

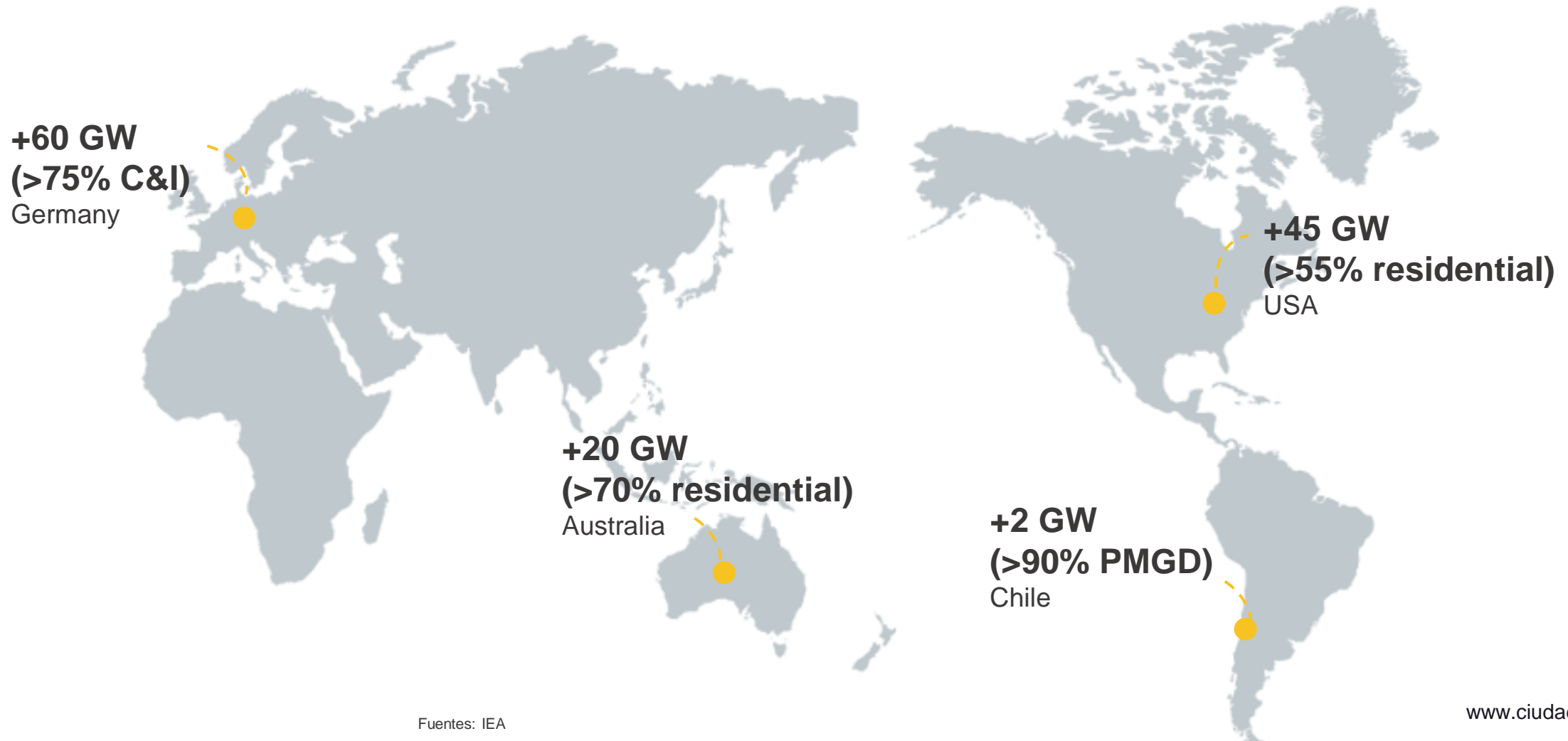
GW



LATAM
Untapped Market
Opportunity
+ 60 GW

> US\$ 100 Bn

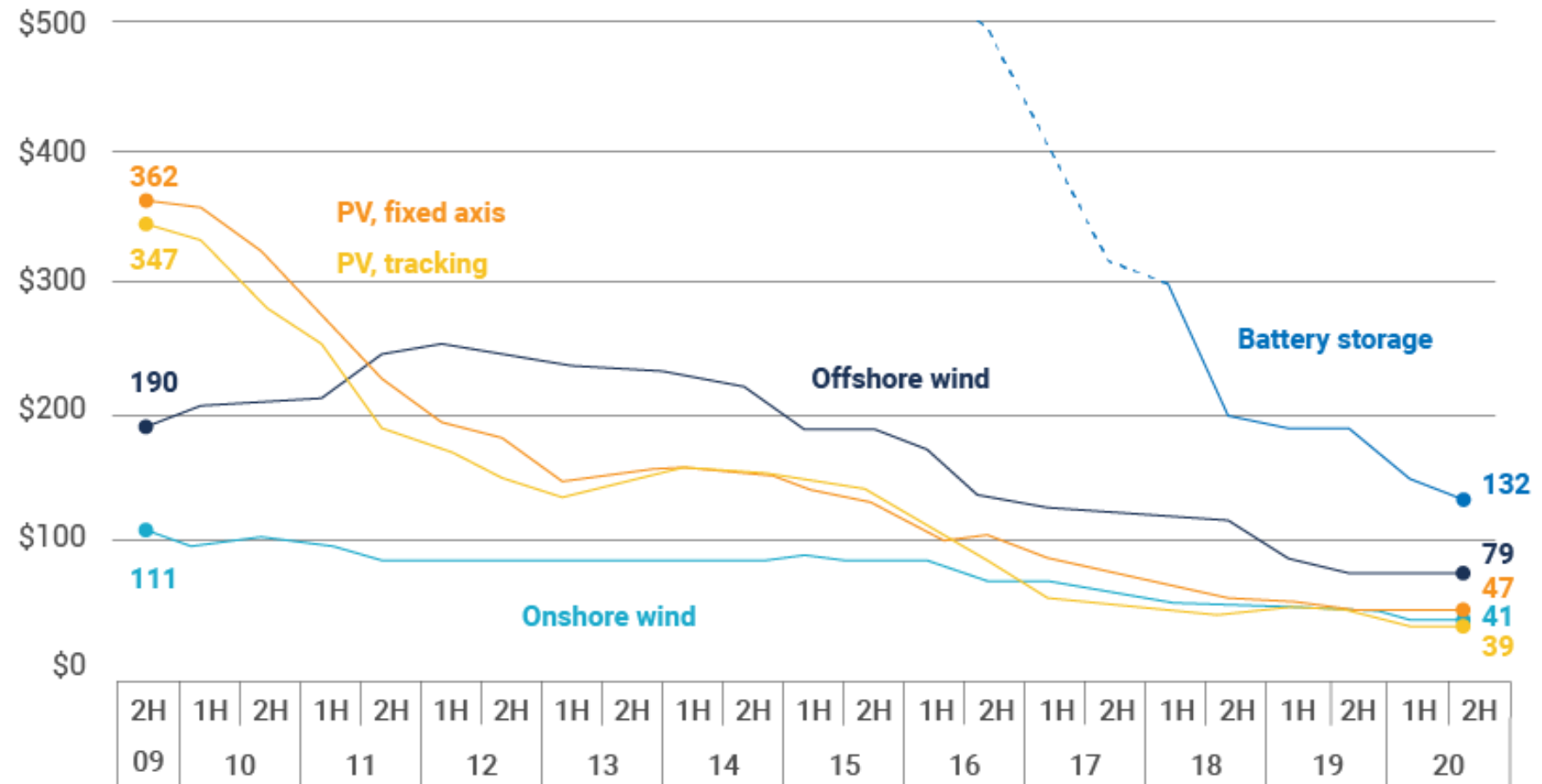
Key Distributed Generation Markets and Benchmarks



Storage: The next energy innovation wave

Global levelized cost of energy benchmarks

LCOE (\$/MWh, 2019 real)



Source: New Energy Outlook, BNEF, 2021.

Approach and Segments



+ 30 MW

C&I Customers
(25 - 1000 KW)

Gasco Luz
Capacity additions
expected of 15MW p/y



+ 40 MW

PMGD Development
(3 - 10 MW)

Development JV for
400MW
3,5 MM USD committed



+ 500

**Residencial
Customers**
(1-10KW)

Santander / Alza CL
15MM USD committed
to solar loans



+ 40

Off Grid Customers
(5 - 100 KW)

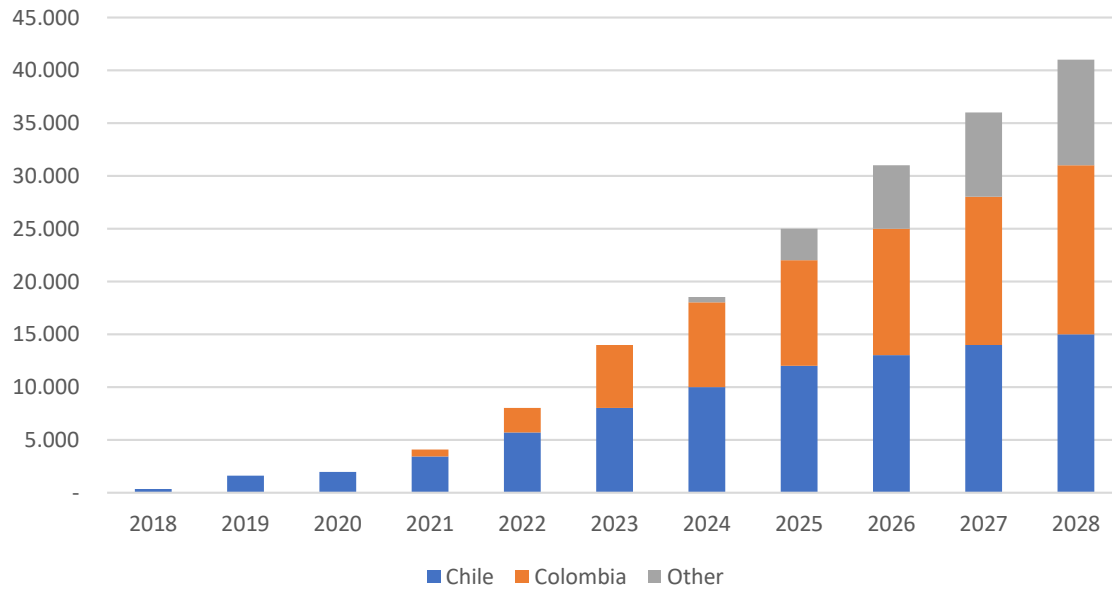
Eco Flow (Lithium
Bateries) Products
Exclusive Distribution
Dealership

Storage capabilities will be required for future
projects and developments in every segment

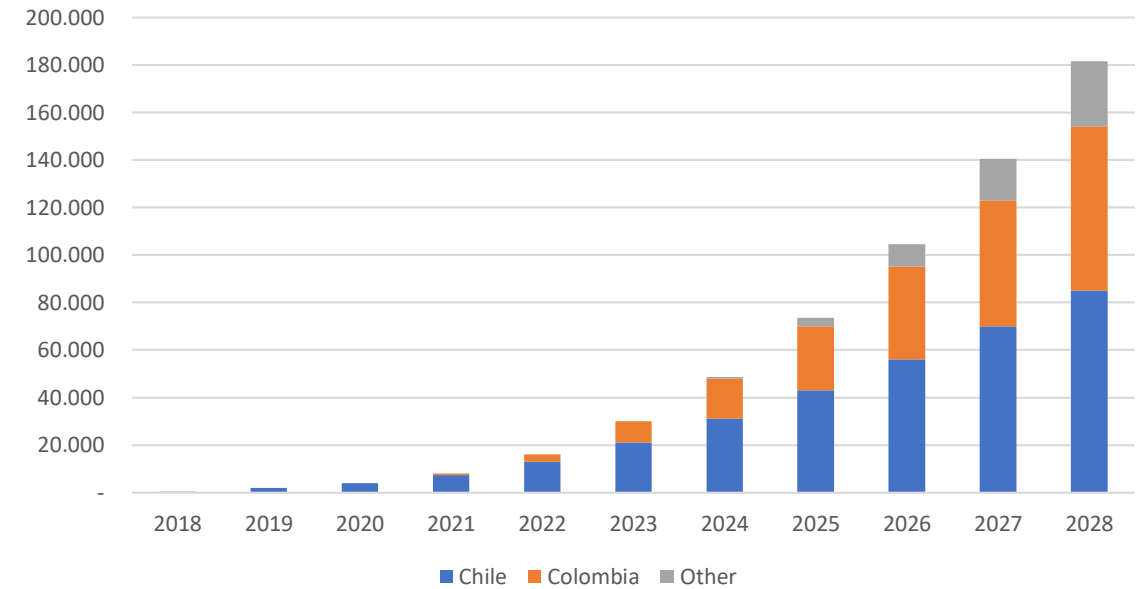


C&I Track Record and Projection

Yearly Capacity Add. (KW)



Cummulative Capacity (KW)



- Business Plan: **>180MW of cummulative capacity by 2028.**
- Ciudad Luz capabilities in Chile and Colombia to deliver this plan: **Origination and Development, Engineering, EPC Selection and Admin, Logistics and Procurement, Operation, Monitoring and Data Management for Invoicing.**

Our key achievements

1

Established presence in Chile and Colombia

- 20% market share and growing
- 30 MW in operation or construction
- 90 MW under development & contracts

2

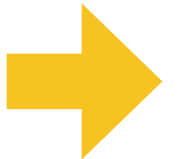
Zero-upfront cost financial scheme for C&I and Residential customers

- 3 years track record
- Financial scheme fully operational
- USD 25MM invested
- USD 15MM committed

3

Our own Technology: CLOUD SOLAR

- Solar/Sotorage Monitoring & Asset Management
- Data Integrity from various sources
- AI algorithms to maximize clean energy use



Our key achievements

4

3 Successful Capital Rounds

To date, we've managed to grow continually while raising modest amounts of capital

- USD 1.5 MM private capital
- USD 1 MM innovation grants

5

Revenue Growth

- Continuous revenue growth
- Current revenue USD 2MM/year
- 50% growth/year (2020-2022)

The road ahead...



Continue
consolidating and
expanding
in current
segments in
existing and new
markets

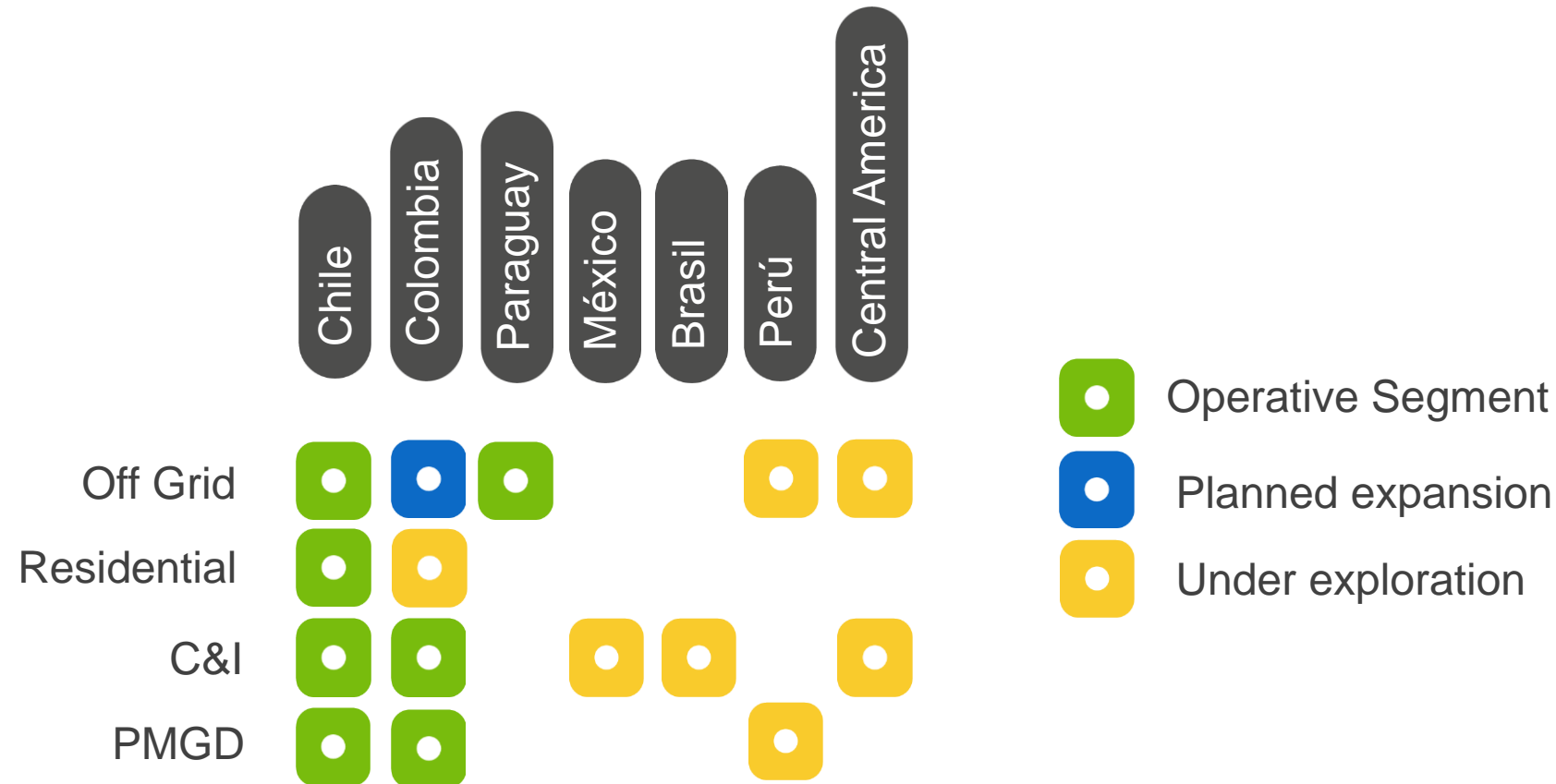


Development of
capabilities to include
storage systems
in every segment



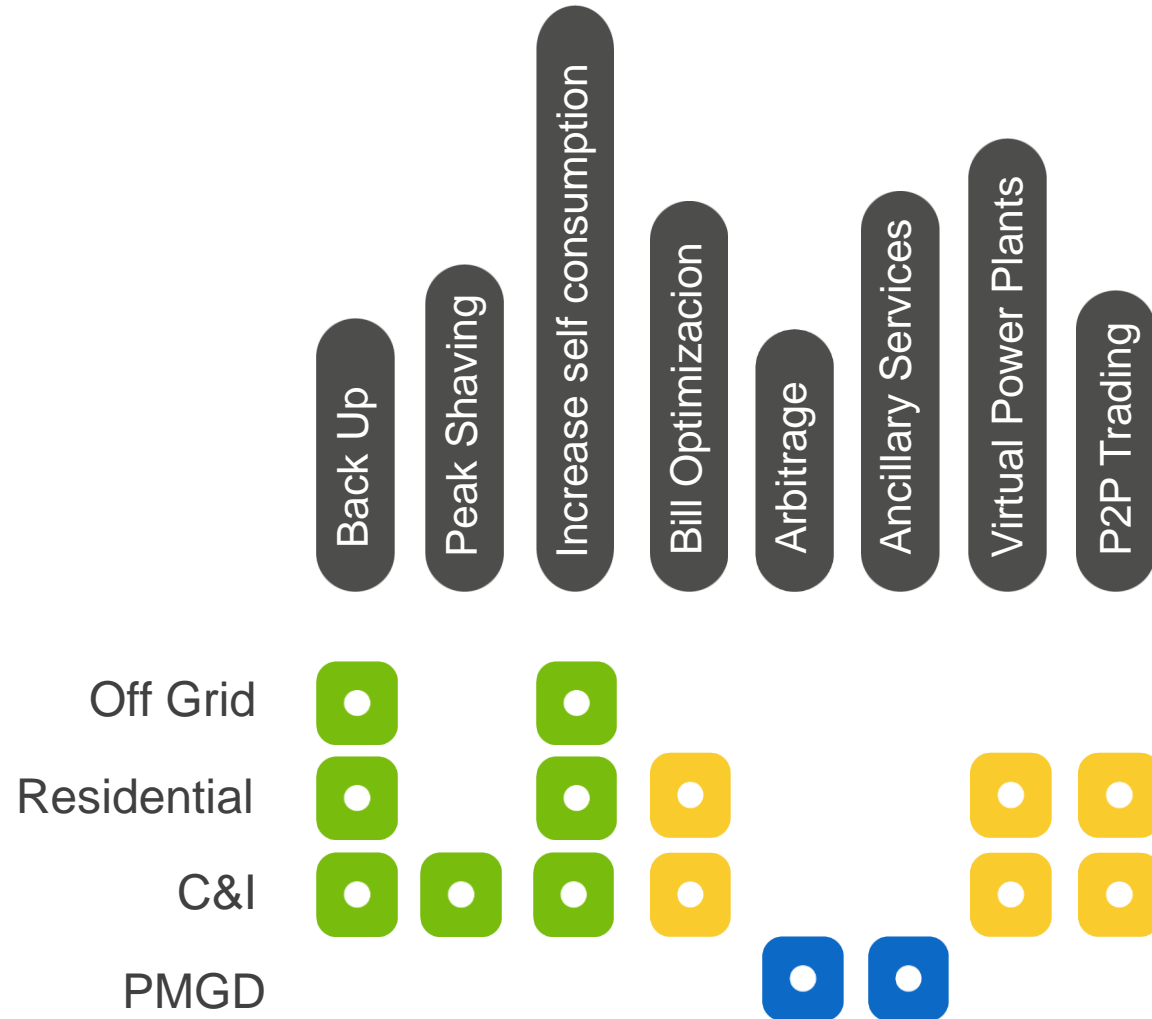
Development of
technological tools
to ensure efficient
processes and
value proposition
fulfilment

Consolidation and Expansion



- Every market varies in terms of regulation and opportunities for the different segments
- Our Roadmap for 2023 includes the Roll Out of the Off Grid segment in Colombia and the exploration of C&I in Mexico, Brazil and Central America (Guatemala).

Storage Capabilities



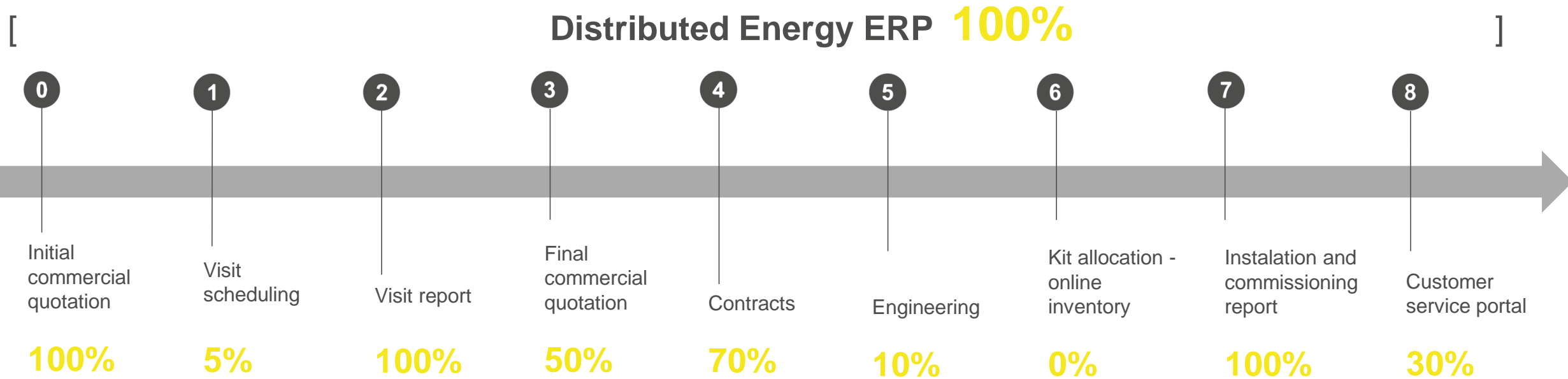
- Storage will be a key part of future development and projects. It crosses all business units
- We aim to provide several services
- Our strategy is to develop technology for last mile integration with powerful software platforms such as Evergen and Power Ledger

- Regulation in place
- Regulation in progress
- Regulation missing

evergen

Powerledger

Technological Tools (Cloud Solar)



We seek full automation of the project process


Cloud Solar represents an internal management tool that could become a Spin Off





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