SERIES A · ENERGY INFRASTRUCTURE

Northwind Grid

Turning idle commercial rooftops into dispatchable grid capacity.

THE PROBLEM

The Grid Is Short At The Wrong Hour

Demand peaks for roughly 80 hours a year, and that narrow window sets the price everyone pays.

— Utilities meet the peak with the most expensive and dirtiest generation they own.

— Commercial landlords hold millions of square feet of rooftop that earns nothing.

— Solar alone does not help at 7pm — the shortfall is a storage and dispatch problem.

— Every party wants the outcome; nobody wants the capital cost or the paperwork.

THE SOLUTION

We Own The Asset, They Keep The Roof

- Northwind funds, installs and operates rooftop solar plus battery storage at no cost to the building owner.
- The landlord takes a share of revenue and a discount on site consumption.
- We aggregate hundreds of rooftops into a single dispatchable resource and sell capacity into the peak.
- One contract, one operator, one meter interface for the utility.

TRACTION

Operating Today

38	21 MW	$5.9M	0
Rooftops energised	Contracted capacity	Contracted annual revenue	Sites lost at renewal

UNIT ECONOMICS

One Typical Rooftop

Line	Amount	Note
Installed cost	$740k	620 kW solar + 400 kWh storage
Annual gross revenue	$196k	Capacity, energy and site savings
Operating cost	$31k	Monitoring, insurance, maintenance
Payback	4.6 years	Before incentives
Asset life	25 years	Battery replacement modelled at year 12

MARKET

Eighty Hours A Year Set The Price

MARKET

Addressable Capacity

Layer	Definition	Value
TAM	Commercial rooftop capacity, continental US	$61B
SAM	Four deregulated markets with capacity payments	$8.4B
SOM	Pipeline reachable with current field team in 36 months	$212M

WHY NOW

The Window

TAILWINDS

- Storage cost per kWh has fallen faster than any forecast used in 2021
- Capacity markets now pay aggregated distributed resources directly
- Corporate landlords are being asked for emissions data by their tenants

RISKS WE PRICE IN

- Interconnection queues — we pre-clear sites before signing
- Incentive changes — every model is run without incentives too
- Rate design reform — contracts are indexed, not fixed

THE ASK

$24M Series A

Project equity plus platform capital to reach 140 MW under contract.

- $18M project equity, levered with an agreed debt facility at 62%.
- $4M field operations — two additional install crews and a regional lead.
- $2M software — dispatch optimisation and landlord reporting portal.

Nobody is short of rooftops. They are short of someone willing to own the asset and the paperwork.

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