Who is ZAI?

Montana-based battery technology company (Flathead Valley)
Privately financed – Over $7.5M raised (non-institutional funds)

Small, highly-experienced team (27 Employees)
World Class Technical Board of Advisors

“Zinc-based” energy storage technologies
Grid Scale Flow Battery (Moving into Production)
Mechanically Recharged Fuel Cell (Soon)
The Problem

The Energy Supply Chain Has No Inventory of Electricity
- Generation, Distribution, Consumption

With the increase in efficiency demand and alternative sources, Electricity Storage is critical to all solution paths
We Store Water, Gas, Oil, Food, Etc. Electricity on Demand is Unique
ZAI Storage Solutions

15kW Battery System

1MW Battery System (Scalable to 10’s of MW)

Standard Unit Modules

In Ground Tanks
Zinc is the only chemistry that meets the simultaneous needs of low cost, abundance, and global distribution.

- Lithium: $4.3/kWh
- Nickel: $11.0/kWh
- Lead: $4.3/kWh
- Zinc: $1.5/kWh
## Critical Needs for ZAI & Other Small Businesses

<table>
<thead>
<tr>
<th>Component</th>
<th>Description</th>
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<tbody>
<tr>
<td>Capital</td>
<td>Coordinated private/institutional funding sources</td>
</tr>
<tr>
<td>Employees</td>
<td>Educated/skilled labor, training, entrepreneurial lifestyle</td>
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<tr>
<td>Vendor Networks</td>
<td>Established and mature supply chain / vendors</td>
</tr>
<tr>
<td>Customers</td>
<td>Access to network of businesses/customers</td>
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<tr>
<td>Business Culture</td>
<td>Coordinated Local, State and Federal support</td>
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**Community Based Business Development is a philosophy NOT a strategy**
ZAI’s Community Plan & Results

Capital – over $7.5M raised in private funding

Chamber Open Houses – Business leader and investor focused
60% of current financing round was funded by local community
Secured $300k in grant funding from MT Coal Tax Trust Fund

Employees – 5 to 27 employees in 12 months

Local community college alumni, university and business networks
Quality local talent from established industries in the Flathead

Vendor Networks

Strong Chamber involvement to reciprocate support of local businesses
Leverage of existing supply chains from established industries

Customers

Montana is an energy exporter with an expanding renewable portfolio
Thank You

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