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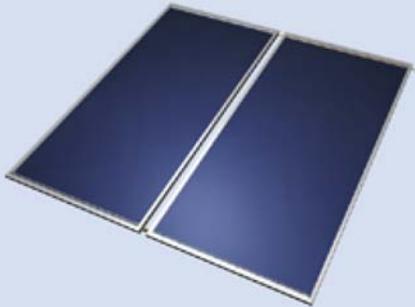
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EnerWorks Lead Product

Solar Collectors:

- Copper, selective coating
- Thin housing, ~ 6 cm depth
- 3 m², other sizes in future



Integrated Pump, Brazed
plate heat exchanger,
expansion tank



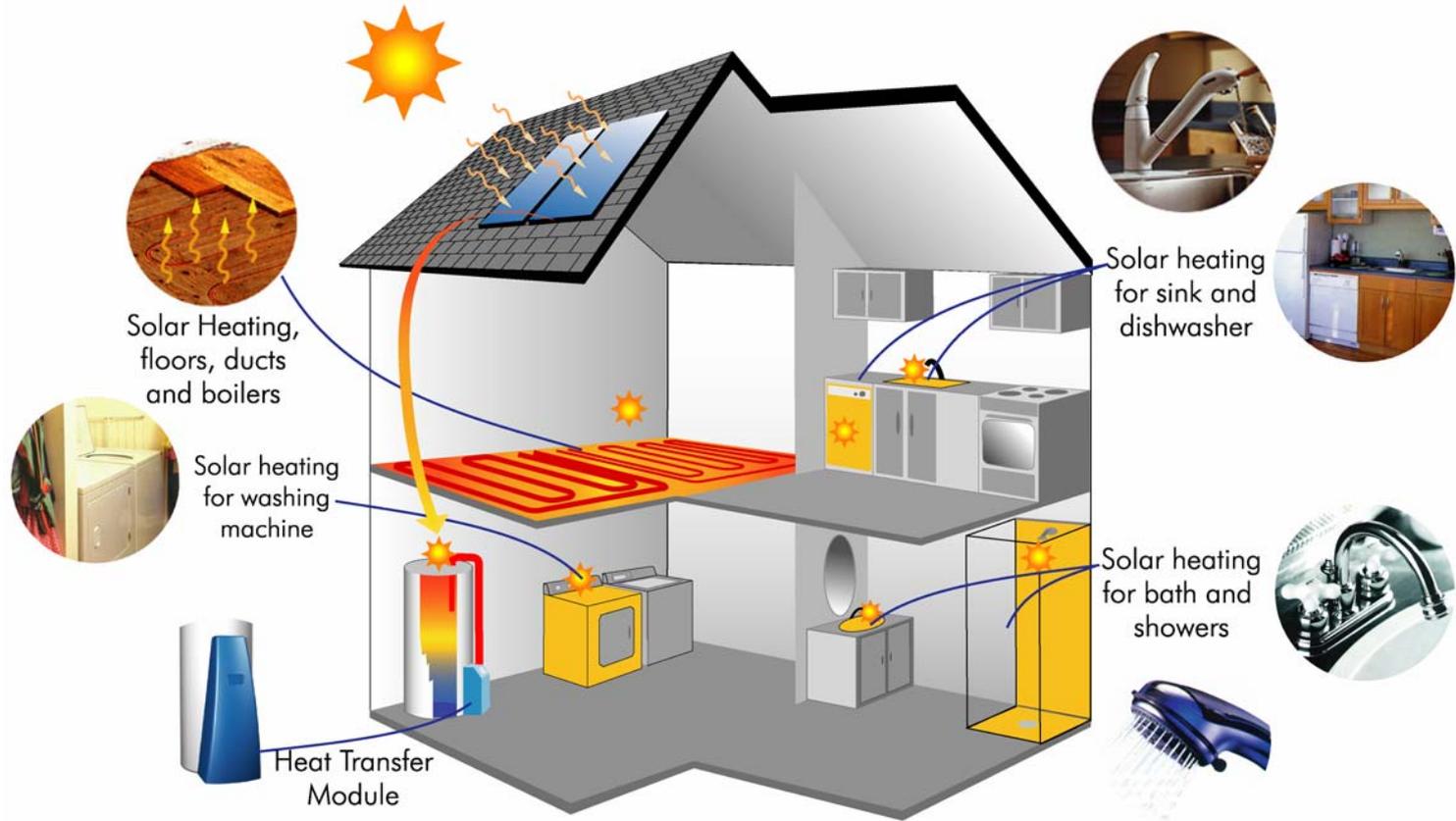
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Product & Applications





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5 *Multiple Storage Tank Size Options*



Solar Pre-Heat

2 X 270 Litres

2 x 80 U.S. Gals.

2 X 60 Imp. Gals.



Single Tank

270 Litres

80 U.S. Gals.

60 Imp. Gals.



Single Tank

450 Litres

120 U.S. Gals.

100 Imp. Gals.



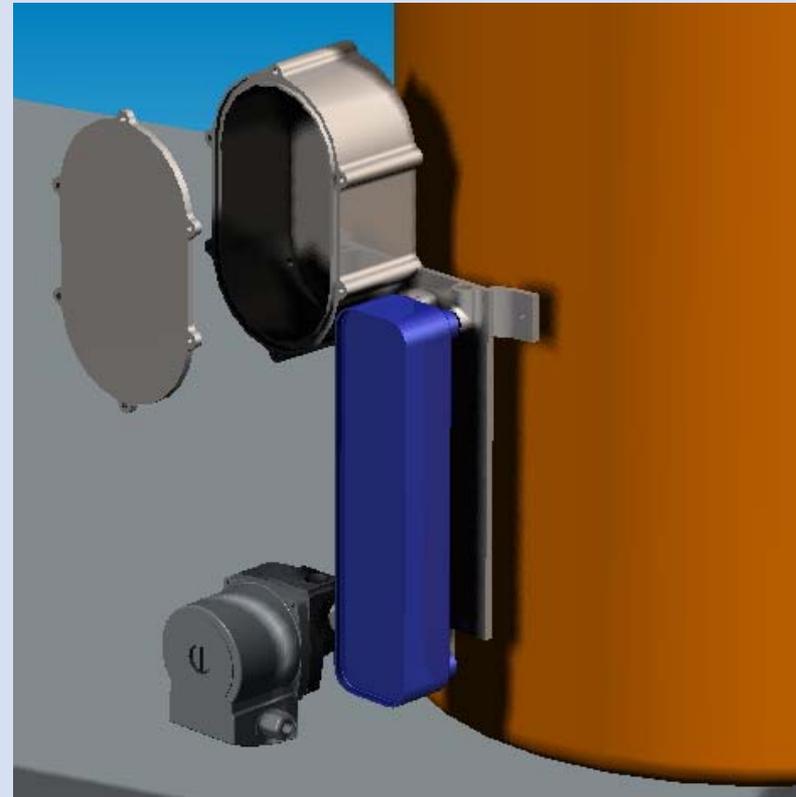
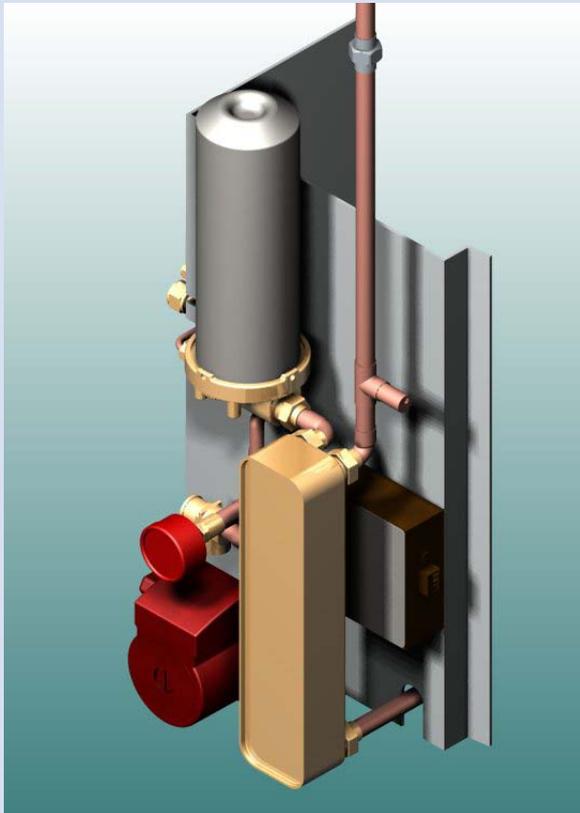
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④ Compact Heat Exchanger/Pump Unit





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② Flexible Fluid Transfer / Control Lines





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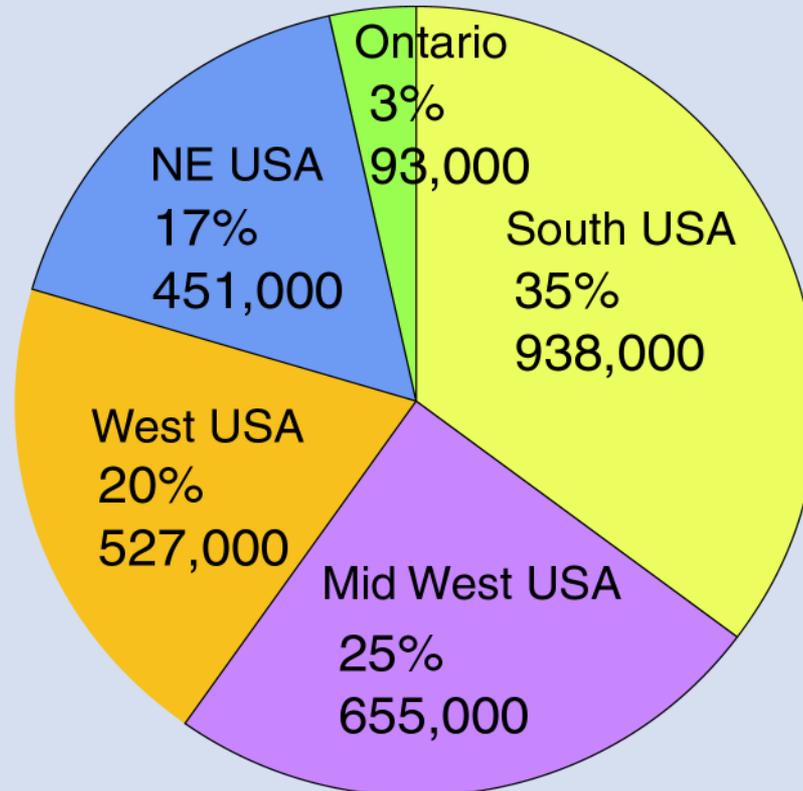
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North American Market Size

30 million residential tanks

10% replacement rate of 40% technically viable sites





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Current Distribution Focus – Residential

- **New Construction**
 - Lower installation costs
 - Builder/banking financing
 - Cost part of mortgage
- **Retrofit**
 - Customer Lease/Rental
 - Installation cost challenges
 - Installation skills challenges



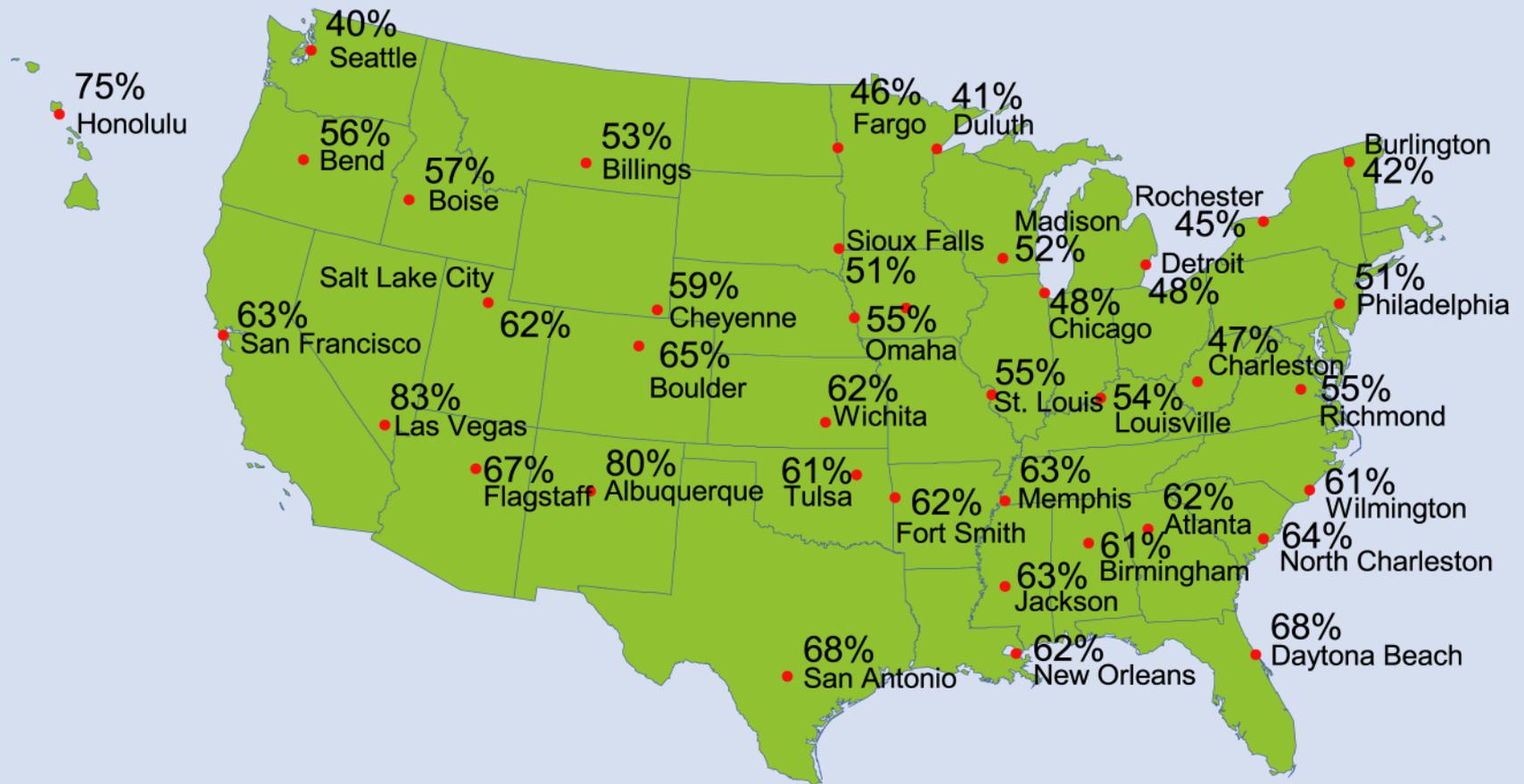
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Energy Savings USA



Turnkey Marketing Program – Distributor Support



Awareness: Information Officer

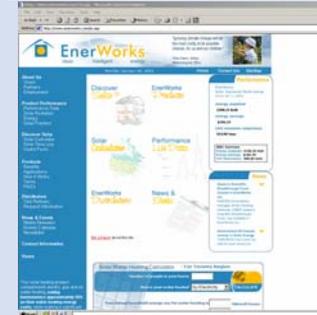
- Market awareness
- Lead generation
- Sales closures

Targeted marketing

- Leverage distributor databases
- E-newsletters, e-customer support
- Billing statement inserts
- Customer endorsements

Web Applications

- Product support
- Installation resources
- Live performance updates



Event-based promotions

- Interactive displays
- Public relations



Logistics: Application Engineer

- Installation training and certification
- Installation quality assurance
- Product performance and feedback



Product Costs

- *Installed cost goal: less than \$2000 CAD*
- *Wholesale pricing ~ \$1250 CAD w volume commitments*



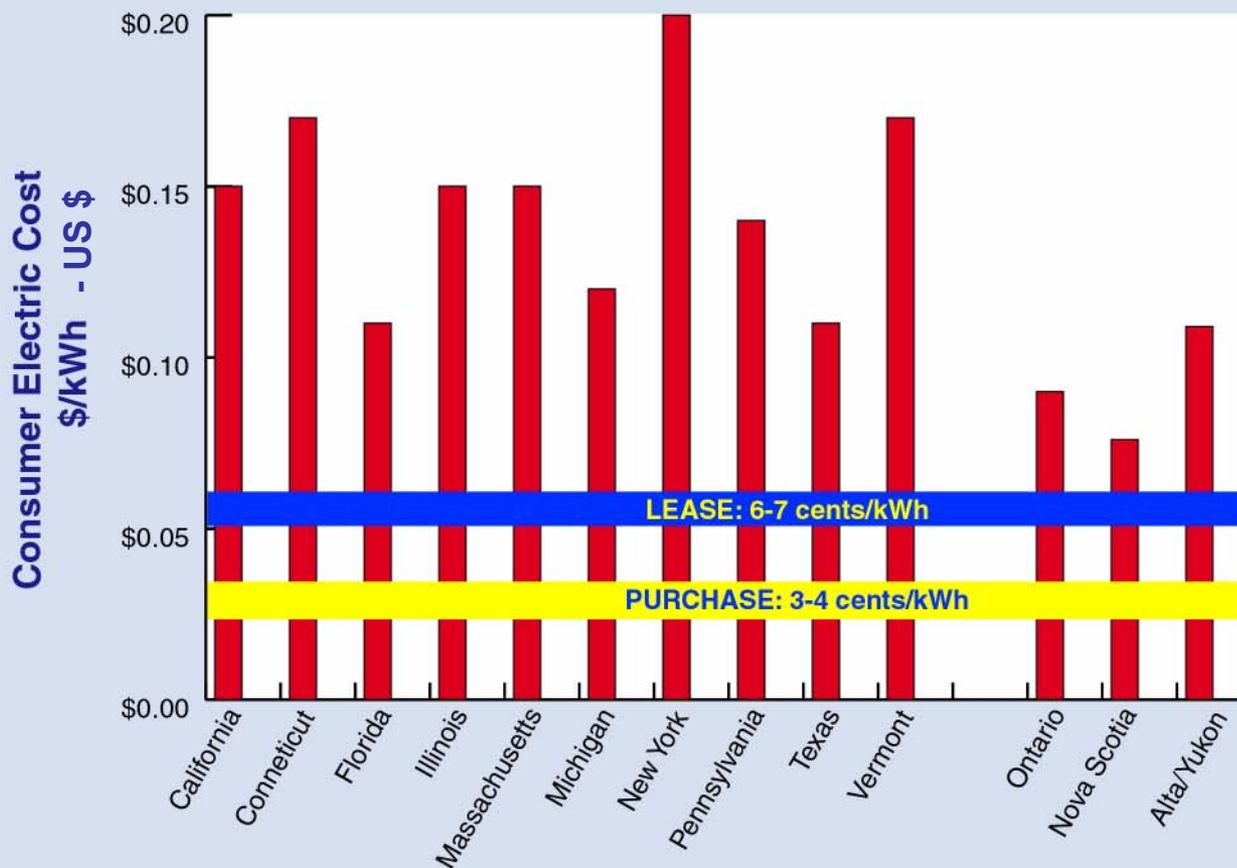
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Estimated Energy Savings for Various North American Residential Energy Markets



Area above lease or purchase option denotes approximate energy savings.

Customer Economics – Target User USA

| | Annual Energy Savings | | Return on Investment | Payback (yrs) |
|--------------------|-----------------------|-----------------------|----------------------|---------------|
| | <i>Current yr.</i> | <i>15 yr. average</i> | | |
| Electricity | \$405 | \$452 | 30.10% | 3.3 |
| Natural Gas | \$153 | \$171 | 11.40% | 8.8 |

- Annual Lease Payment = \$205 + \$247 savings
- Electricity – Purchase: 3 cents/KWh – Lease: 7 cents/KWh
- Solar Fraction = 44% or 2889 KWh
- Family of 4 consuming 105 gallons (US) hot water/day

Assumptions:

- 11.5 cents per KWh for electricity
- \$0.08 per Therm of natural gas
- Solar storage system with existing water heater
- \$1500 installed product cost
- Inflation rate of 1.5% for electricity and natural gas.



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Emission Reductions

- **Solar Thermal & Natural Gas**

Approximately 1.25 TONS CO₂
Per Installed System per year.

- **Solar Thermal & Electricity**

Approximately 1.0 TONS CO₂
Per Installed System per year.

- **Based on 50% Solar Fraction**

Emissions reductions will increase with higher Solar Fraction.

Assumes 55% fossil fuel in generation mix, 240L of hot water at 55 degrees Celsius per day
Toronto, Ontario.