



SOLAR POWER NETWORK™



SOLAR POWER NETWORK™

Who We Are

Solar Power Network (SPN) is a utility scale, electricity generation company that develops solar power using the idle rooftop and parking lot space at commercial, industrial, and municipal sites.

With offices in Tokyo and Toronto, our privately-held, employee-owned company has nearly 300MW, on more than 600 industrial, commercial and municipal buildings, at various stages of development.



What We Do

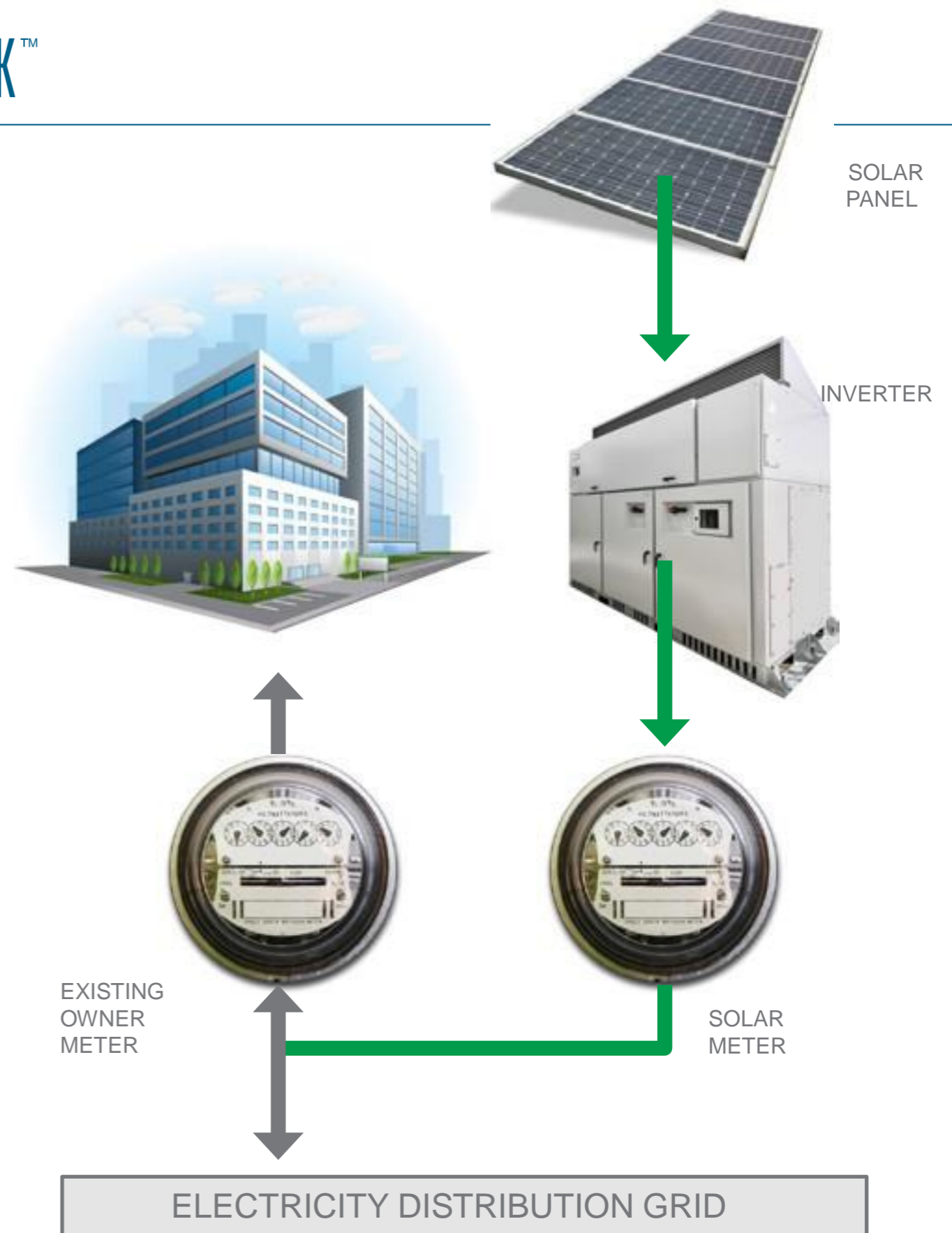


- We lease unused rooftop and parking lot space from building owners
- We then design and install a solar array to utilise that idle space
- We do this all at our own expense, with no investment required from the building owner
- We sell the power generated at that site back to the grid under the FIT program



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The Green Building





Why We Do It

- We are building the Smart Grid of the Future, where every building is an independent energy producer as well as consumer
- Today's electricity grid is essentially unchanged since Thomas Edison
 - Centralized Generators (Nuclear, Gas, Coal, Hydro), serving remote buildings
- Smart Grid of the Future will look more like smart cell phone model
 - Centralized hub replaced by generation at buildings
- Grid Parity is best achieved by locating generation at the point of consumption, reducing upgrades that need to be made to an aging transmission and distribution grid



SOLAR POWER NETWORK™

An Experienced Team

- Professional engineers with decades of experience performing rooftop installs for major mobile phone companies

Peter Goodman *President and CEO (Former Chief Engineer, TELUS)*

Jonathan Persaud *Vice President (Former Director of Engineering/Operations, TELUS Mobility)*

Gary Tsuji *VP Finance & CFO (Former VP Finance and Controller, TELUS)*

Melissa Clark *VP Partner Relations (Former Director of National Retail, Rogers Communications)*

Greg Porter *Vice President & General Counsel, (Former VP Legal Services, TELUS)*



A Growing Network

- SPN has leasing agreements with over 500 business owners across Ontario:
 - *Dundee Wealth Management*
 - *AMJ Campbell*
 - *Jamieson Laboratories*
 - *Corporation of Municipality of Chatham-Kent*

“SPN demonstrated technical and operational leadership that minimized the risk for Jamieson. Most importantly, this partnership has enabled us to take bold steps towards our corporate goal of minimizing our foot print wherever possible. Between our two rooftop solar installations, we are reducing the electrical component of our total carbon emissions by 28%”

ANDY HOLWELL
Director of Operations, Jamieson
Laboratories Ltd.



JAMIESON LABORATORIES



Why Japan?

- **Japanese FIT program launched in 2012**
- **Japan's renewable mandate coincides with the scaling back of Ontario's renewable mandate**



How Japan is Embracing Solar

- Solar is an abundant, renewable and clean technology which only Japan, California, Long Island, and Ontario are deploying economically.
- The best place to locate solar is on the rooftops of industrial/municipal buildings.



Benefits of Solar for Japan

- On site solar is starting to reduce Japan's reliance on traditional forms of generation and to reduce reliance on the ageing grid itself.
- METI's vision through their bold renewable program will provide abundant, clean, and affordable electricity over the next 7 year timeframe.



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Recognizing Advantages of Domestic Japanese Companies

- **Shared Language**
- **Shared Business Culture**
- **Reputation and Credibility in Japanese Market**
- **Pre-existing Relationships with Japanese Partners**



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Identifying SPN's Advantages

- Japanese FIT program is similar to Ontario's
- Utility-Scale Rooftop Solar is a Young Industry
- Our Product is a Technological Offering





Challenges of Doing Business in Japan

- **Language Barrier**
- **Unfamiliar Business Culture**
- **Lack of Reputation in Japanese Market**
- **Lack of Pre-existing Relationships in Japan**



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Our Solution in Three Words (Twice)

- Innovation, Tenacity, Kindness
- Flexibility, Patience, Kindness





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The Results

- Major municipal, commercial, and industrial sites in development





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Where We Are Now

- Zero to full throttle in a little over a year
- Our investment in Japan is only growing
- The opportunity is massive, but so are the risks
- Reproducing our success would be impossible without the support of key partners like JETRO



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