



Distributed. Utility scale.
Renewable energy.

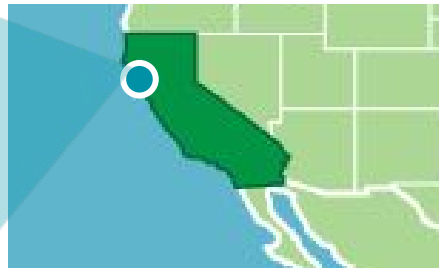
About Natel

Natel Energy is a privately held water+energy innovation company based in Alameda, CA.

Natel is the leader in distributed, utility-scale hydropower systems - **EcoSmartHydro™** - producing dispatchable, reliable electricity at \$0.03 to \$0.05 per kWh using the innovative, patented turbine called the **hydroEngine™** that is suitable for low-head, high-flow settings.

Natel identifies, designs and develops **EcoSmartHydro™** projects using the company's proprietary **watershedOS** knowledge and analytics platform.

Natel currently manufactures **hydroEngines™** up to 1 MW in size from a domestic US supply chain.



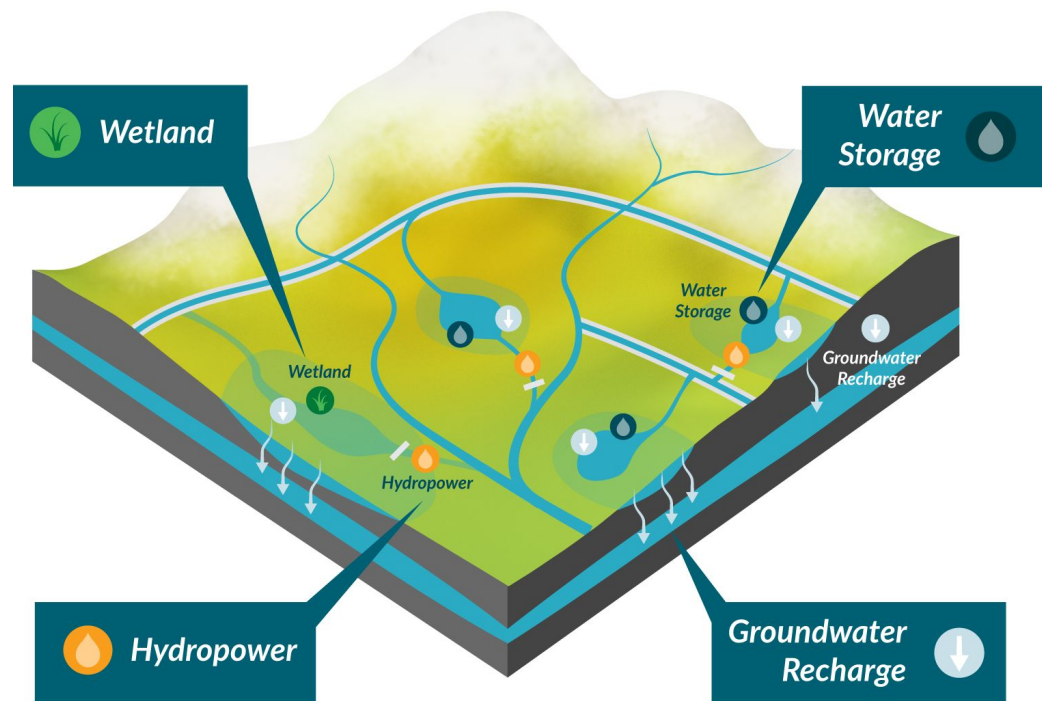
Disruptive Water+Energy Business

Hydro is a great renewable resource - baseload, reliable - with a problem → complex, large, custom plants with negative environmental and social impacts.

Conventional hydro is like jumping from the top floor - Natel's **EcoSmartHydro™** is like walking down the stairs → simpler, smaller, modular plants.

Distributed, adaptive, climate-resilient, modular plants networked together to deliver utility-scale, reliable power from an intelligent, responsive system that optimizes the natural resource productivity of water and watersheds.

watershedOS is the brains
hydroEngines™ are the bricks
EcoSmartHydro™ is the blueprint



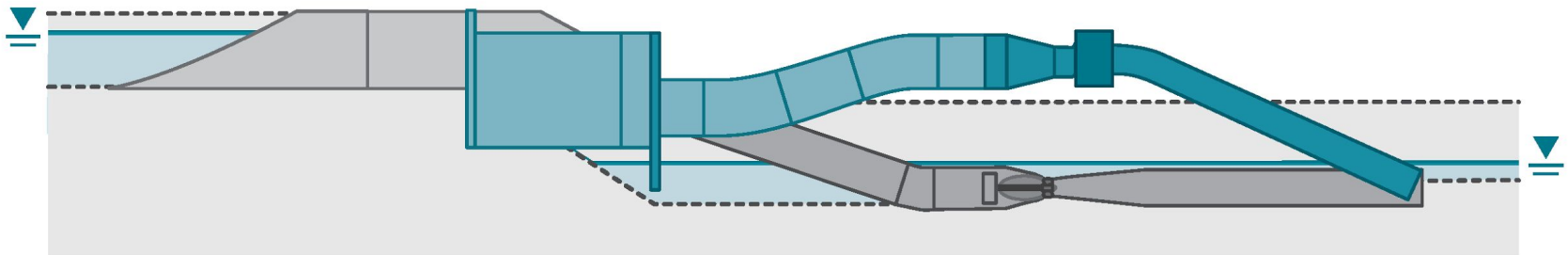
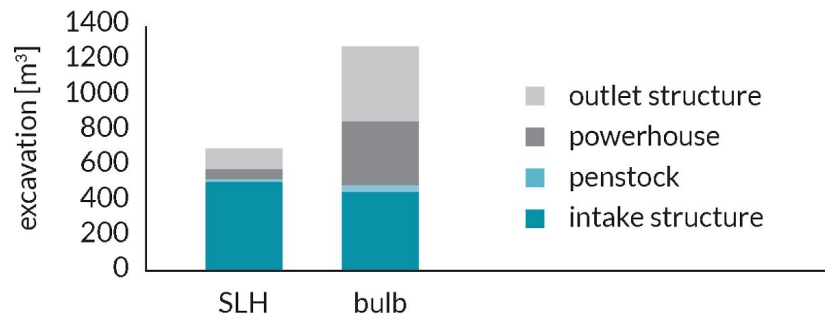
Hardware Innovation

hydroEngine™

A new environmentally friendly turbine designed for high performance in low pressure, large volume water flows with simplified civil works and installation.

SLH turbine VS Bulb turbine: Plant excavation

- SLH turbine
- Bulb turbine



Hardware Innovation

hydroEngine™



Modular,
mass-produced



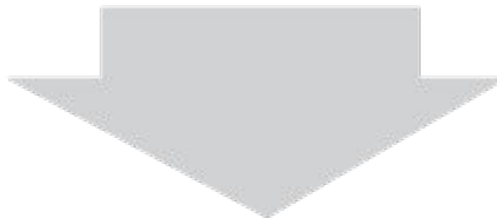
Simple plants,
minimal excavation,
less concrete



Compact,
high performance



Moderate
operating pressures



15% to 20%
less expensive turbine



30% to 50%
lower installed cost



fish friendly
operation



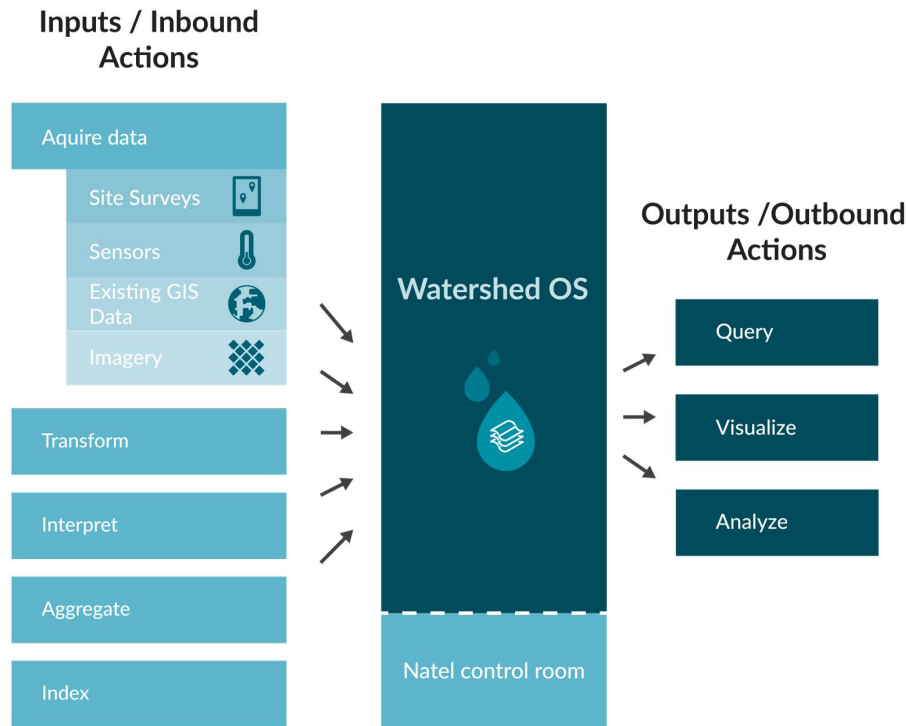
3 to 5 cents
per kWh



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Software Innovation

watershedOS: a knowledge and analytics platform for water+energy projects



Solutions: Interactive cloud deployed dashboards updated in real / near real time

wOS Developer

identify, screen, design and develop EcoSmartHydro projects to achieve prioritized results (eg: dispatchable hydro, groundwater recharge, runoff management, wetland restoration, etc)

wOS Manager

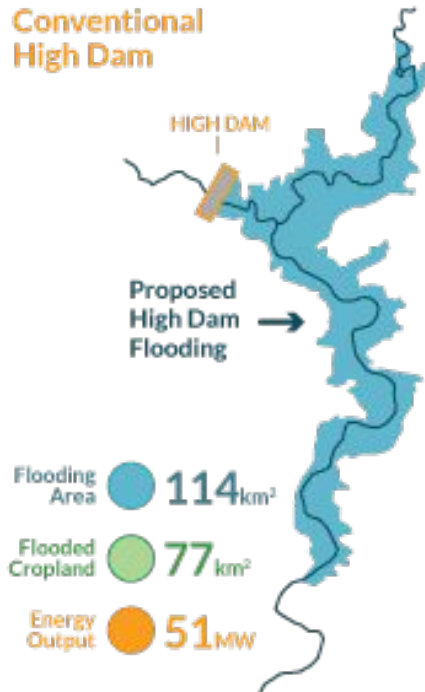
connect, monitor and manage distributed EcoSmartHydro projects to create an intelligent, networked, responsive system that optimizes the natural resource productivity of water and watersheds for energy, environment and economics

Project Innovation

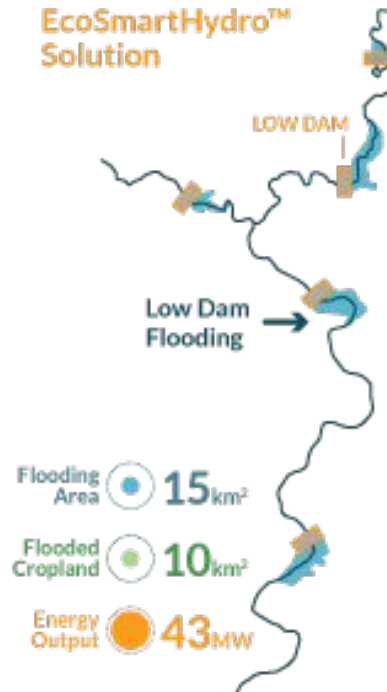
EcoSmartHydro™

...is a blueprint to develop distributed, utility-scale, impact-minimizing cascades of climate-resilient hydropower projects - both **retrofits of existing infrastructure** and for **new build**.

Conventional High Dam



EcoSmartHydro™ Solution



Lower impact,
multiple co-
benefits



70-90% of the energy, 5-10% of the inundation

Faster to
construct /
commission



Shorter time to service
debt and generate
returns

Materials
efficient
construction



40% less concrete,
50%+ less excavation

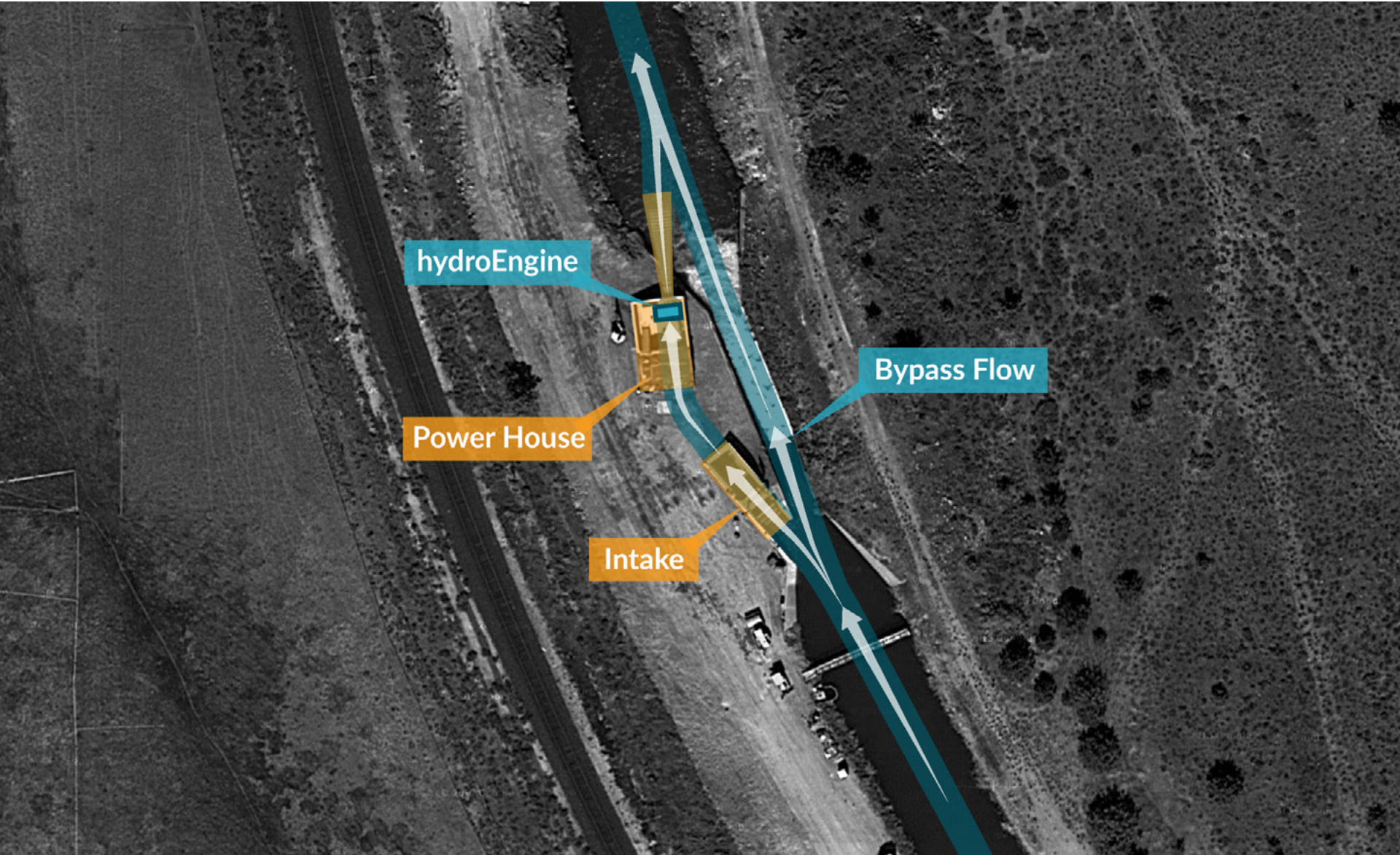


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Monroe Hydro



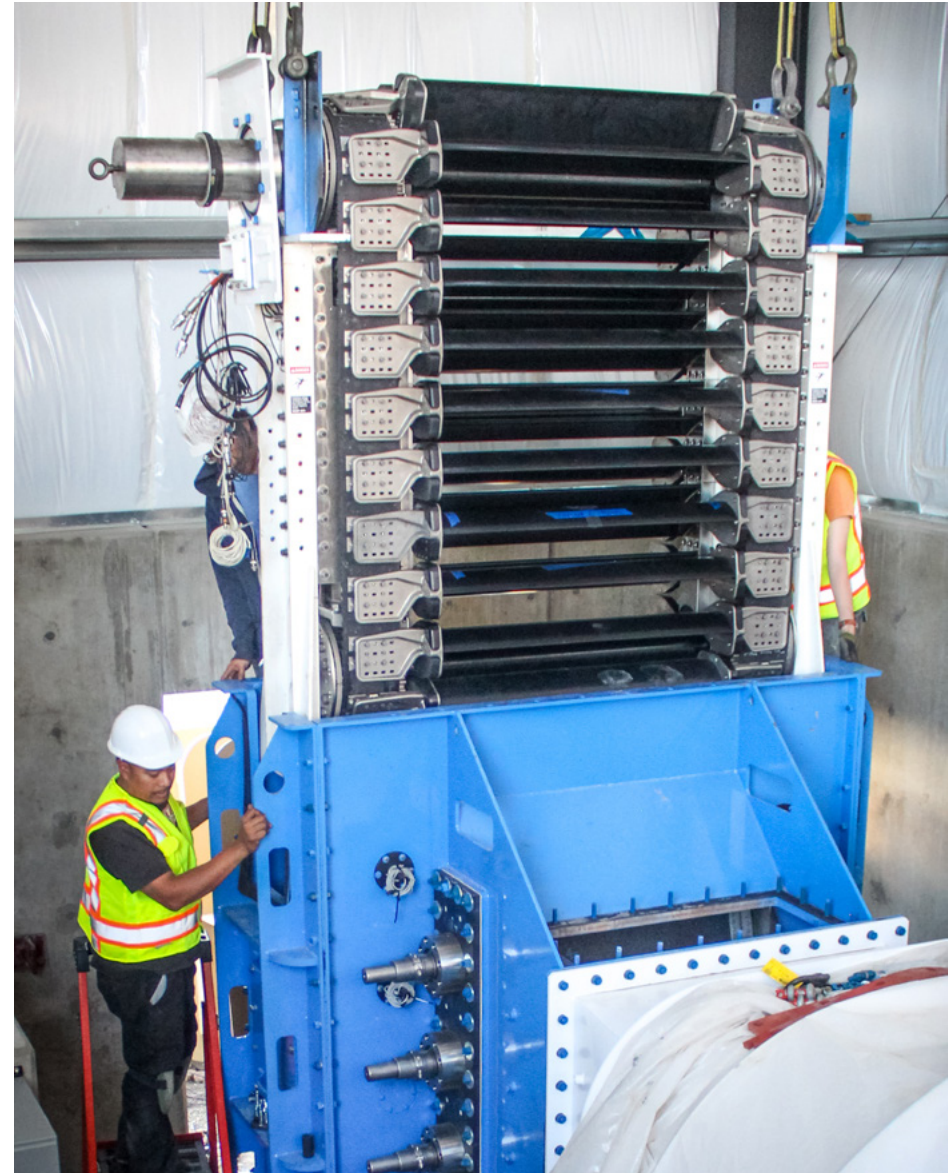
Monroe Hydro Project: Plant Layout



Monroe Hydro Project: Before



Monroe Hydro Project: Installation



Monroe Hydro Project: After



Monroe Hydro





NATEL ENERGY



On June 5, 2015

Natel Energy Inc. signed an MoU with
Druk Holding and Investments (DHI)
to develop *up to 1GW* of
EcoSmartHydro projects in the
Kingdom of Bhutan



Commercialization



Initial Sales & Early Adopters
\$4 million

2 Year Sales Pipeline
\$90 million

Engine Sales + Service

Unit sales with 20 year monitoring and maintenance contract

Freedom Falls LLC: Maine
Mayo Mill Holdings LLC: Maine

Total: 100 units, \$35 million
Wireless Energy: 25 units

Turnkey Project Sales + O&M

Project sales with 10 to 20 year O&M contract

Apple: Monroe Hydro, Oregon

Total: 25 MW, \$50 million

watershedOS

consulting, software license and SAAS

Druk Holdings: Bhutan

Ministry of Energy: Chile

Thank you

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