ITEMPUS

Transitions and Pain – lobbying for survival

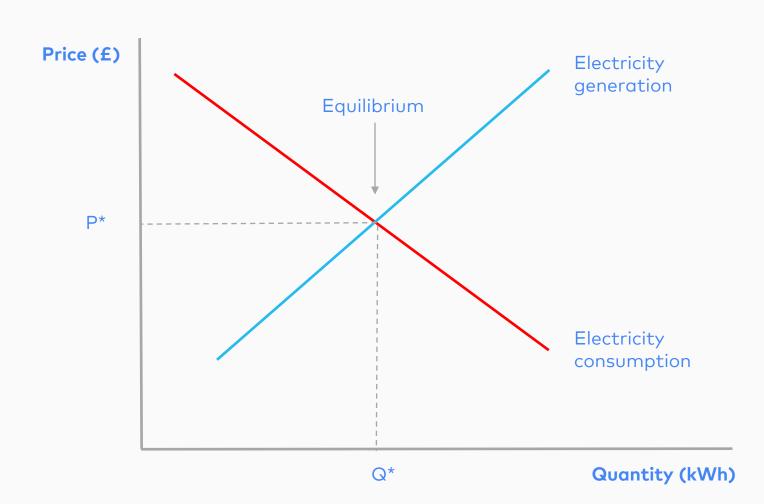




The Tempus approach

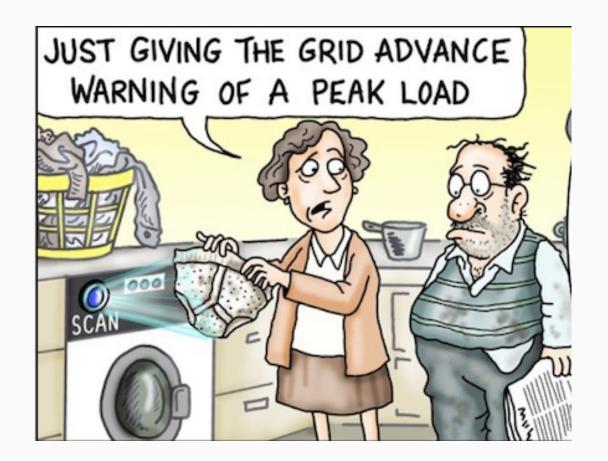


A flexible
demand side
creates demand
price elasticity —
this delivers the
supply/demand
true economic
price.



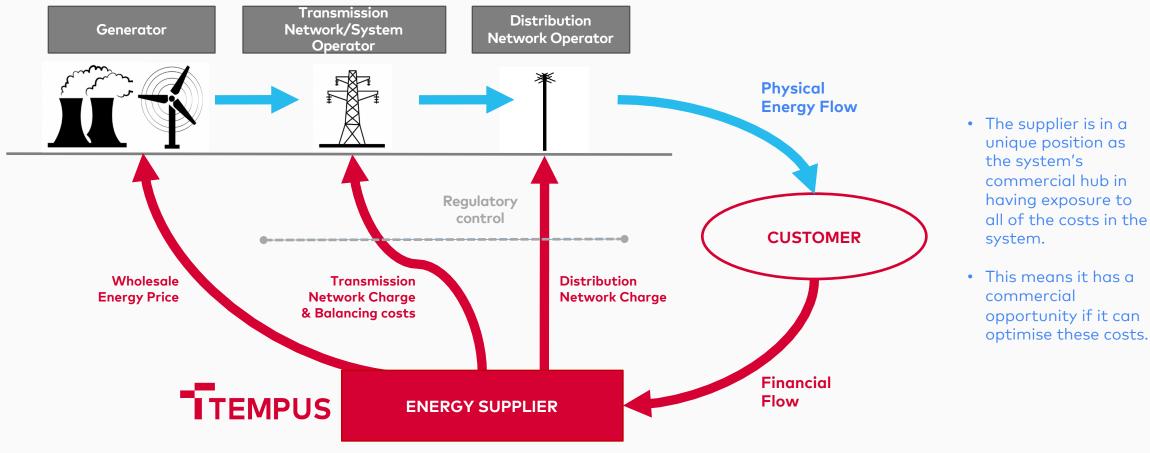


- Fintech platform to provide price signals
- Flexibility build out at customer premises
- Electricity supply business to use fintech platform to optimise flexibility



A NEW BUSINESS MODEL FOR ELECTRICITY SUPPLY

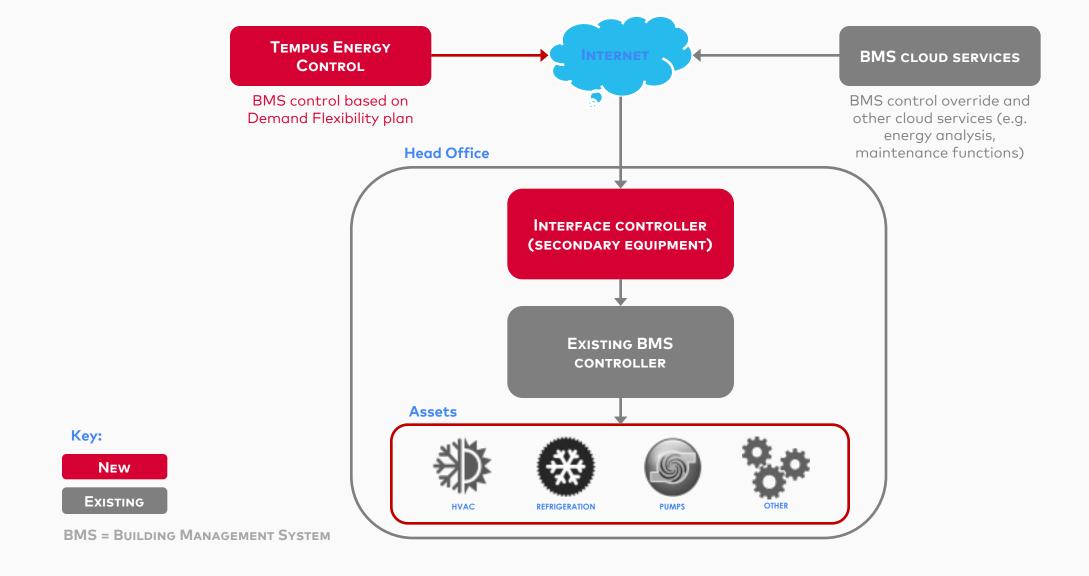




- all of the costs in the
- opportunity if it can

Tempus' fin-tech platform connects to customers premises physically through software link

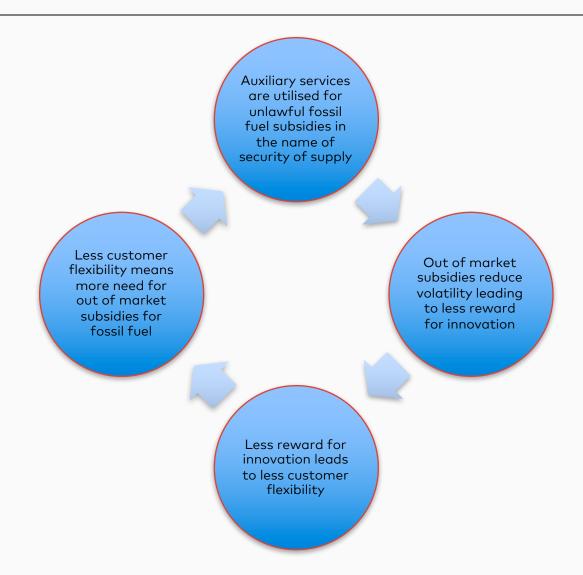




Impact of market interference

SECURITY OF SUPPLY AND FOSSIL FUEL SUBSIDIES





EXAMPLE: BLACK START CONTRACTS





SSE announce Fiddler's Ferry planned closure

National Grid announce Black start contract – market plunges by 5%

Advice for future innovators



- Assume change will be slow and have a backup plan
- Be prepared to prove business models in more amenable locations
- Challenge unlawful actions
- Innovative "trial by media" can be very effective...

Thank you for listening