

ABOUT ARETE CAPITAL ASIA

Arete Capital Asia is a boutique financial advisory firm based in Hong Kong. Our Directors & Senior Team each have over 25+ years experience in international financial markets.

We are truly independent advisers - this means we offer advice based on the best solutions available and we are able to source a niche opportunities that we feel represent outstanding risk reward dynamics. The Arete Team digs deep and push boundaries to uncover and offer compelling risk / reward opportunities for our clients.

ABOUT AMPD ENERGY

Ampd Energy is a Hong Kong based company founded in 2014. Ampd's mission is to provide cost effective, clean, ultra low emission energy - with a particular focus on the global construction sector. The company designs energy storage systems which are sold or leased to major engineering firms, contractors and developers.

Supported by Three Massive Global Trends

- Hyper Urbanization:** The world is expected to build 2.5 trillion square feet over the next 40 years.
- Diesel Bans:** Numerous countries have started restricting the use of diesel due to negative impact and indirect health costs of poor air quality.
- Automation:** The introduction of digital tools & processes, and the move away from diesel to battery equipment will result in greater electricity & data processing requirements in construction.

COMPANY HIGHLIGHTS

- In 2016, Ampd launched Ampd Silo, which aims to replace lead acid battery, Uninterruptable Power Supply systems and diesel generators primarily in countries affected by frequent blackouts.
- In 2017, Ampd Silo received the CES2017 Innovation Award Honoree in the "Tech For a Better World" category. In 2017, co-founder & CEO, Brandon Ng, was named as a Forbes Asia 30 Under 30 honouree in the "Industry, Manufacturing & Energy" category. Ampd raised a total of \$3.7 million in Series Seed funding - one of the largest seed rounds for a Hong Kong startup.
- Company then listened to key customers and pivoted to focus on emission free solutions to the construction sector - resulting in the Ampd Enertainer.

FINANCIALS & MILESTONES

	2020	2022	2025
Revenue	US\$ 6M	US\$ 17M (3x growth vs. 2020)	US\$ 120M (20x growth vs. 2020)
Total Deployments (through all time)	35 Enertainers	235 Enertainers by Dec 2022	1,750 Enertainers by Dec 2025
New Deployments on Rental/ Service Contracts (as a % of deployments within the year)	15%	60%	85%
Recurring Revenue (as a % of revenue within the year)	3%	28%	80%
Gross Margin	30%	>40%	>60%
EBITDA Margin	-6%	-1.7%	>40%
Total Carbon Abated (through all time)	1,200 tonnes	32,000 tonnes	500,000 tonnes

AMPD ENERTAINER



Clean Energy: Batteries to Replace Diesel at Construction Sites
<https://www.youtube.com/watch?v=5AfiBLvpapq>



INVESTMENT PARTICULARS

Target Company	Ampd Energy
Type of Purchase	Primary (Direct to Cap Table)
Type of Security	Preferred Shares, non interest bearing
Purchase Valuation	USD 40m pre money
Last Funding Round	Pre-A in 2019, capped at 25m
Expected Holding Period	Early stage company. Several years.
Expense Structure:	No upfront fee No Management Fee 10% Carry
Deal Timing	Closing May 2021

EXECUTIVES

Brandon Ng, Co-Founder & CEO

Studied Chemical Engineering (First-class Honours) at Imperial College in London and Chinese Language at Tsinghua University in Beijing. Met Co-Founder & CTO in Beijing and they started Ampd. They moved Ampd to Hong Kong where they built the company.



Brandon Ng
CEO & Co-founder, Head of Product
Top of cohort Imperial Chemical Engineering
Forbes Asia 30 Under 30 2017
Meaningful Business Leader 2020



Julian de Jonquieres
COO, Head of Business Development
Built Tesla's charging infrastructure across APAC
Among first employees at Apple Retail HKG & SGP
10+ years BizDev experience at Tesla and Apple



Jack Chong
Singapore Lead
Managed ops for Shell Asia's carbon trading desk
Lead BD for Sunsea Singapore and Taiwan; built Sunseap's operations from the ground up



Luca Valente
CTO & Co-founder
10+ years leadership experience with mechanical, electrical and aeronautical engineering teams



Charles Cox
Head of Engineering Ops & Supply Chain
20+ years managing development and global supply chain teams across various industries, including solar and construction technology

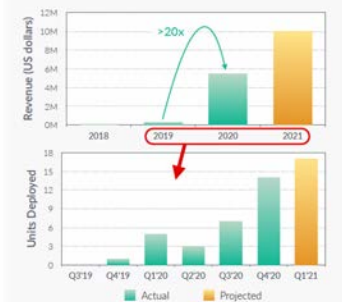


2020: Breakout Year (despite everything)

Our Customers Today
Trusted by the leading contractors and property developers in Hong Kong



Over 20x revenue growth in 2020, despite COVID + Hong Kong protests + record low diesel prices



HELPFUL LINKS

Battery Revolution Prepares to Take on Noisy Construction Sites
<https://www.bloomberg.com/news/articles/2020-09-22/battery-revolution-prepares-to-take-on-noisy-construction-sites>
 Innovative solution for powercuts
<https://www.youtube.com/watch?v=IUpsLzJTI4g>
 An Emission Free Future for Construction
<https://www.youtube.com/watch?v=pOrAKL91XeE>