

SPAN | Pepco

SPAN Agreement & Programs

October 2023

Agenda

- Why SPAN
- Market & opportunity
- Product
- Customers
- Expand Program



The key to new revenue

More homeowners are making cutting-edge technology a necessary upgrade to their homes than ever before. With millions of EVs hitting the road, less expensive solar and storage options, and the increase in extreme weather events impacting the current power grid, there's never been a better opportunity to become a leader in the emerging whole-home energy market.

SPAN has engineered a suite of products that makes the transition to fully electric a better experience for the homeowner at a lower total cost of ownership for home maintenance. SPAN products also add significant value for distribution and installation partners who are looking to install high-performance technologies in homes. We are the simple, high-value solution that can unlock the potential of this limitless market opportunity.

As a member of our new Expand program, you will get access to our products, expertise, training, marketing collateral, and our network of authorized installers. Moreover, you'll have a foothold in an exponentially growing category that can expand your margins and open up your business to new customers.

Grow your business with electrification

The push for more resilient energy solutions has entered a new phase of rapid growth. The barriers to entry are lower, the benefits are more visible, and legislation like the Inflation Reduction Act is incentivising more people to adopt smarter energy technologies. The revolutionary SPAN whole-home energy management system is designed to meet this opportunity head-on.

The SPAN system is built from the ground up to accommodate rapidly changing innovation in the electrification space. SPAN circumvents patched-together solutions, creates a more holistic data monitoring experience, and gives customers greater control over their energy usage.

SPAN is primed for today's needs and tomorrow's innovations.

The Inflation Reduction Act

The Inflation Reduction Act provides **\$369 billion** to reduce emissions and promote residential electrification upgrades, making it the largest ever investment toward renewable energy in the country's history. All 120.7 million American homes are eligible for an average of **\$5,379** in tax rebates, including rebates for installing SPAN Panel and SPAN Drive. **40%** of American homes qualify for up to **\$10,600** in benefits from the Inflation Reduction Act to fully electrify.

Achieve key initiatives with SPAN

- ⚡ Environmental, Social, Governance (ESG)
- ⚡ Renewables
- ⚡ EV Charging
- ⚡ Electrification



Electric Vehicles

Increase in EVs sold

EV sales nearly doubled from 2021 to 2022 and now account for roughly 5% of U.S. car purchases.

Source: Edmunds

Increase in new models being brought to market

More than 20 new EV models are debuting or launching for customers in 2023.

Source: Fortune

Increase in EV charging at home

80% of charging happens at home. With the current administration's goal for half of all new cars sold in 2030 to be electric, residential electricity demands are likely to increase substantially in the coming years.

Source: U.S. Department of Energy

Increase in Vehicle-to-grid (V2G) technology

Bidirectional charging is 100% dependent on smart technology. Smart EV charging relies on a real-time cloud connection between an electric vehicle, an EV charger, and a charging operator to relay information between devices.

Source: Virta Global

North America Green Technology & Sustainability Market

Appliances

Focus on healthier homes

66% of millennials are concerned about indoor air quality (IAQ). Survey respondents cited "making my home healthier/safer" as one of the top two reasons for spending money on their homes.

Source: Eco Pulse

83% of home builders and remodelers believe that consumers will pay more for homes that are healthier.

Source: Shelton

Increase in heat pump installations

The North America Residential Heat Pump Market size surpassed \$14 billion in 2021 and is set to grow at CAGR of over 8% between 2022 and 2028.

Source: Global Market Insights

Increase in hot water heater installations

The North America Residential Electric Water Heater Market size was valued at USD 23.6 billion in 2021 and is projected to grow over 4.8% from 2022 to 2030.

Source: Global Market Insights

Decrease in cost of an all-electric home

All-electric homes save \$7,500-\$8,200 on construction costs and reduce energy consumption by 34% compared with business-as-usual.

Source: New Buildings Institute

Renewables

Increase in number of homes with solar

The residential solar market experienced its 6th consecutive record year in 2022, growing 40% over 2021 with 5.9 GW installed. Over the next 10 years, the solar industry is expected to grow by a factor of 5 to more than 700 GWdc by 2033.

Source: Solar Energy Industries America*

Increase in battery attachment

Residential storage attachment rate reached an all-time high in 2022, with over 17% of solar buyers also installing batteries with their solar systems. U.S. battery storage deployments (residential and commercial) are expected to double in 2023.

Source: EnergySage Solar Marketplace Intel Report

Increased awareness of climate events

72% of people surveyed are very or somewhat concerned that global climate change will harm them personally at some point in their lifetime.

Source: PEW Research Center

\$15 Billion

Electrification is growing

2017

2019

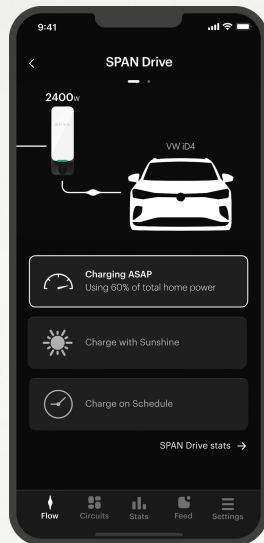
2021

2023

2025

2027

2029



Whole Home Energy Management for today's homes

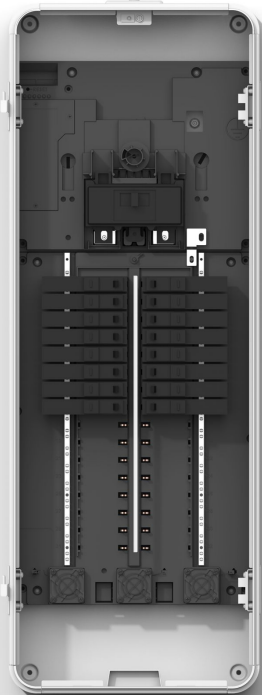
We build hardware and software products that connect people with their home energy.

SPAN Panel: A smart update to the traditional electrical panel

SPAN Drive: The first dynamic Level 2 home EV charger

SPAN Home App: Control & monitoring for SPAN Panel/Drive from a smartphone or tablet

SPAN Panel | Specs & Design



Specifications

Panel - 100A-200A main breaker with 225A bus

Controllable Circuits - 32 per panel (90A max branch)

Breakers - Accepts standard 1-in residential breakers

Location - Indoor or outdoor mounting (NEMA 3R)

Certifications - UL 67, UL 916, UL 869A

Connectivity - Ethernet, WiFi (2.4GHz)

Secondary Connectivity - Cellular (4G/LTE, 3G)

Design & Dimensions

Door - hinge can open to right or left side

LED lighting - illuminates when panel is open

Wall / Semi-Flush Mount - 39.3 x 14.3 x 6.0 inches

Weight - 75 lbs

Warranty

10 years

Read the full limited warranty at span.io/warranty

Compatible Breakers

Square D - HOM / AFCI / GFCI

Eaton - BR / AFCI / GFCI

Siemens - QP / AFCI / GFCI

Murray - MP / AFCI / GFCI

More information at techportal.span.io

Battery Integrations

Tesla - PowerWall, PowerWall +

SolarEdge - Home Battery

LG - Chem Resu

FranklinWH aPower

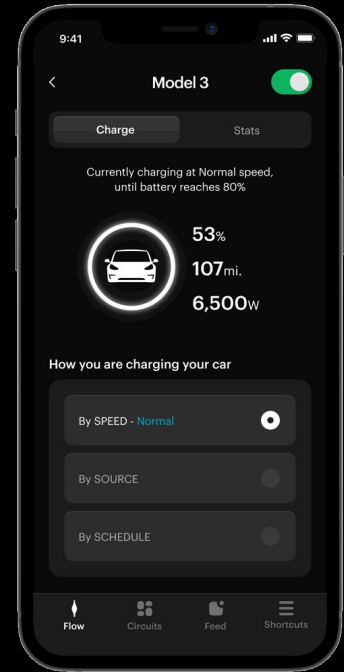
Enphase - IQ Battery (Remote Meter Kit Required)

SPAN Drive

SPAN Drive is the first Level 2 EV charger designed for real-time coordination with all home energy loads (including solar and home battery storage) for optimized charging speeds and energy usage without a costly home electrical upgrade.

SPAN Drive is an accessory that is only compatible with the SPAN Panel.

SPAN Drive can charge your car, faster, smarter.



SPAN Drive | Specs & Design

Specifications

Max Power - 11.52 kW

AC Voltage (Nominal) - 208-240 single-phase

Output Current - 6-48 A (configurable) - Adjusts in 1A increments

Connector Type - SAE J1772

Certifications - UL 2594, UL 2231

Connectivity (via panel) - Ethernet, WiFi (2.5GHz, 5 GHz), cellular (4G/LTE, 3G)

Location: Always connected to a SPAN Panel, not Standalone. Must be in primary SPAN panel if 2 or more on a site

Design & Dimensions

Cable Length - 20 ft (6.1m)

Location - Indoor and Outdoor rated

LED lighting - Indicator illuminates cable holster

Wall Mounted - 17.9 x 5.9 x 3.1 inches (455 x 150 x 80mm)

Weight - 16 lbs (7.2 kg)

More information at techportal.span.io

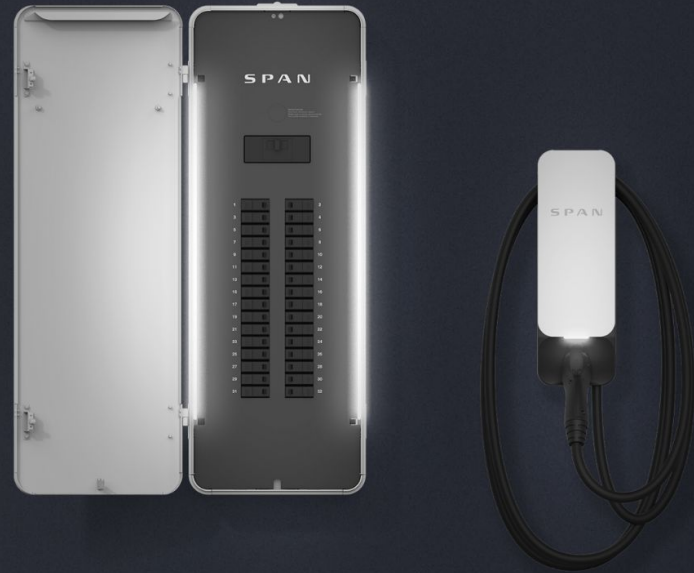


SPAN is revolutionizing home electrification

“

Smart grid technologies can allow more electricity to be delivered by the same infrastructure, reducing the amount of new grid build-out and increasing resilience.”

– Rewiring America



Innovation

Electrification is the path forward for a more resilient electrical grid and healthier homes. At SPAN, we build our technology in-house from the ground up. Our goal is to shorten the distance between customer desire and installation.

As we continue to grow our technology, we do so with a holistic view of how a homeowner interacts with their energy usage—not only with their home, but also with the energy grid. We are committed to growing our system in ways that empower homeowners to have more visibility and control, while also making SPAN good stewards of the earth now and in the future.

SPAN is building a revolutionary whole-home energy management system that works with standard industry materials, making us the most flexible solution available on the market to address challenges of electrification. We consider the home as a whole unit, taking into account how individual integrations impact the optimization of energy consumption. SPAN Panel offers utility-grade metering that doesn't rely on unique components or special breakers.

We are listed as an energy management system (UL916), giving us the ability to offer a dynamic experience centered around our unmatched approach to home energy control and monitoring.

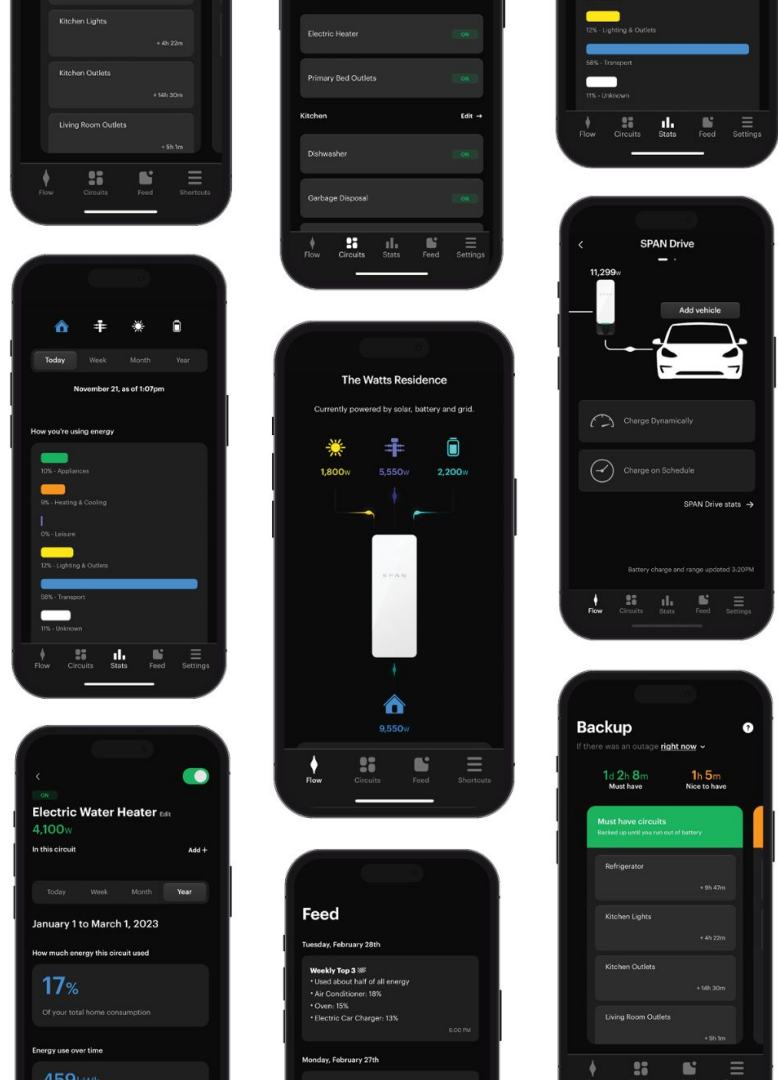
Product features

- **Built to enhance:** 225 amp busbar allowing for 70 amps of solar backfeed
- **Built to adapt:** One SKU that can be used in parallel or in a series
- **Built to function:** Manage your home and interact with the grid
- **Built to evolve:** Over-the-air updates for the life of the product
- **Built to protect:** Keep appliances running with anomaly detection

Experience the SPAN Home App
Real-time insights and circuit-level control



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Technology



SPAN technology is built in-house, meaning we have complete control over the quality, design, and functionality of our system. This also gives us the ability to continually improve our product experience with the help of high-quality customer data and intelligent software.

SPAN Panel and the SPAN Home App give homeowners full visibility into their energy usage, and circuit-level control in real time. SPAN also prepares homes for future upgrades like EV, solar, and battery storage. Plus, our PowerUp™ technology enables adding heavy-load appliances like cooktops and dryers to the home while potentially avoiding an electrical service upgrade.

PowerUp™ technology

PowerUp helps prioritize energy usage through whole-home energy monitoring. SPAN Panel automatically throttles power based on available capacity, turns specific circuits off when necessary, and optimizes energy storage systems for maximum uptime in an outage.

NEC codes

SPAN is listed as a load management system that complies with NEC allowances for home energy calculations. This can result in maintaining 200A service size for a new home, or possibly avoiding an electrical service upgrade in an existing home.

Forward thinking

SPAN is, at its heart, a technology and innovation company. Over-the-air updates ensure our hardware continues to evolve to meet new technological requirements. SPAN utilizes product data and technological advancements to continually innovate and ensure our products perform at optimal levels.

Integration

SPAN offers a wide range of integration capabilities across the home in one elegant solution.

EV Charging

SPAN makes EV charging a seamless experience. SPAN Drive is a universal EV charger that offers Level 2 dynamic charging without an electrical service upgrade.

SPAN Panel also works with any existing EV charger for automatic load management with on/off functionality.

Storage & Backup

SPAN pairs with all major battery brands and can extend backup time by up to 40%. SPAN Remote Meter Kit increases flexibility by enabling connection with AC-coupled battery backup systems and generators.

Integrated Battery Manufacturers:

Enphase (Remote Meter Kit required)
LG
Solaredge
Tesla

Solar

SPAN easily integrates with solar when installed either at the same time or later in the life of the home.

HVAC

SPAN partners with Resideo to control HVAC systems via their thermostat, avoiding the need for an electrical service upgrade when upgrading heating and cooling systems in the home. SPAN Panel evaluates the energy consumption in the home and adjusts set points to ensure optimal efficiency.

Electric Appliances

With SPAN, upgrading to heavy-load electric appliances is easier and more cost-effective. SPAN is partnering with Kenmore to help over one million homes transition to zero-emission appliances within the next 10 years.

SPAN Products & Accessories

SPAN Panel Smart Electrical Panel	1-00800
SPAN Drive EV Charger	1-01400
Flush Mount Trim Kit	1-01046
Remote Meter Kit	1-02111
Networking Kit	1-00921

Partnering with utilities and electric co-ops

SPAN works with local municipalities and utilities to help mitigate electrification's impact on aging infrastructure. SPAN Panel offers utility-grade metering and load management technology, which are key

to supporting the grid transition as electrification accelerates. Rebates and incentives on both SPAN Panel and SPAN Drive help enable increased access to electrification technologies.

They love us



Featured on:

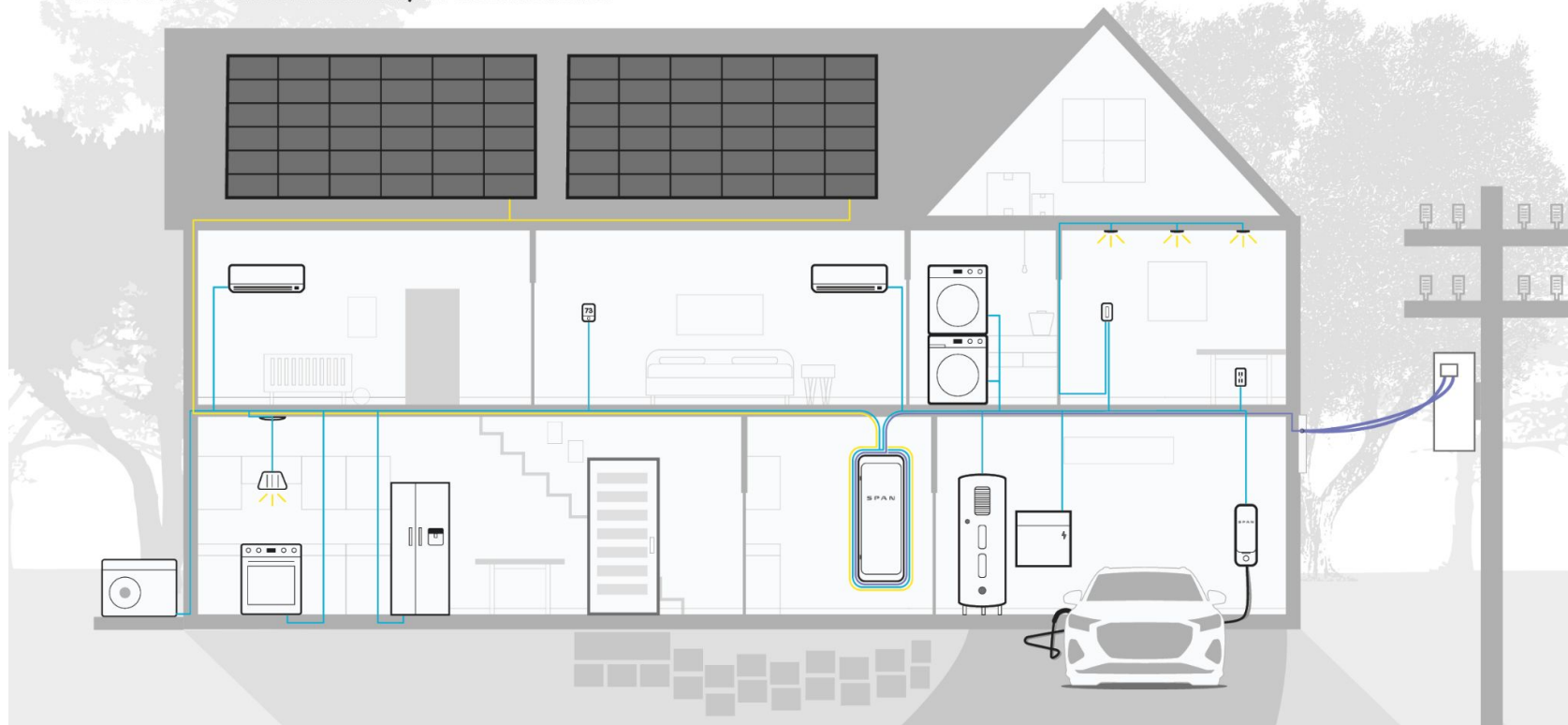


“
One of the coolest things about our house is the SPAN Panel.”

—Johnathan Scott, Brother VS Brother

Electrification requires more trades

The SPAN whole-home energy management system
is the foundation for a resilient, all-electric home.



Customers

SPAN offers products that meet the needs of many of your customers across multiple applications—from new construction and retrofit/renovation to electrification additions—increasing the opportunity and profit potential of the whole-home energy management category while keeping stocked SKU counts low.



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Installers

SPAN was designed with the installer experience at the forefront. Each step of the installation process is met with thoughtful design and support tools to ensure their success. SPAN also helps your customers solve common challenges like avoiding electrical service upgrades, eliminating the need to de-rate EV chargers, or removing the need and space for additional equipment.

Builders

Specifiers

ELECTRICAL
CONTRACTORS

SOLAR & STORAGE
INSTALLERS

HOME SERVICES
CONTRACTORS

HOME AUTOMATION
INTEGRATORS

BUILDERS

SPECIFIERS

SPAN

Electrical contractors

SPAN provides the opportunity to make more money, solve common electrification challenges, and prepare homeowners for an electrified future. Contractors can also use SPAN to help customers avoid electrical service upgrades when installing EV charging technology.

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Solar & Storage installer

SPAN provides the best backup experience on the market. We also make the sale of solar + storage even easier with the SPAN Home App. Installing SPAN anchors homeowners into their projects, reducing cancellations during installation waiting periods while eliminating the need for a critical loads panel.

ELECTRICAL
CONTRACTORS

SOLAR & STORAGE
INSTALLERS

HOME SERVICES
CONTRACTORS

HOME AUTOMATION
INTEGRATORS

BUILDERS

SPECIFIERS

Home services contractors

Contractors performing service work/upgrades across multiple trades (electrical, HVAC, plumbing) often face the requirement to upgrade a customer's home electrical system.

SPAN can help home service contractors avoid the service upgrade and unlock more electrification projects for future growth.

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Home automation integrator

A smart home is only smart when it provides useful data for prompting action. SPAN gives home automation integrators the best solution on the market for smart whole-home energy management. The SPAN Home App delivers real-time actionable energy usage insights right to a customer's phone.

ELECTRICAL CONTRACTORS

SOLAR & STORAGE INSTALLERS

HOME SERVICES CONTRACTORS

HOME AUTOMATION INTEGRATORS

BUILDERS

SPECIFIERS

Builders

Homebuyers are looking for homes that are prepared for the future. Builders are looking for ways to ensure their homes stand apart without costing precious extra time. SPAN is designed to bridge this gap. SPAN PowerUp™ technology allows builders to make their homes EV-, solar-, and storage-ready—now or in the future.

SPAN also installs just like traditional products, ensuring the order of operations remains unchanged.



Specifiers

Specifying SPAN is easy and takes the guesswork out of how to ensure your customer is prepared for what's to come. SPAN BIM files are available in Revit for every specifier to improve their home energy management specifications.



ROOM	WALLS	CEILING
LIVING ROOM	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
DINING ROOM	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
BED ROOM NO. 1	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
BED ROOM NO. 2	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
KITCHEN	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
DEN	3/4" ANCHIT PINE	1/2" ANCHIT PINE
BATH ROOM	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
ENTRY	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
HALL	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
CLOSET - ENTRY	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
CLOSET - FRONT HALL	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
CLOSET - BACK HALL	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
CLOSET - BED RM#1	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
CLOSET - BED RM#2	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
EQUIPMENT ROOM	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
GARAGE	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
TOTAL ROOM	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"
STAIR CASE	1/2" GYPSUM 5/8"	1/2" GYPSUM 5/8"

MARK	QTY
A	4'-1" x 4'-1"
B	3'-0" x 4'-1"
C	3'-0" x 4'-1"
D	3'-0" x 4'-1"
E	3'-0" x 4'-1"
F	3'-0" x 4'-1"
G	3'-0" x 4'-1"

MARK	QTY
1	3'-0" x 4'-1"
2	3'-0" x 4'-1"
3	3'-0" x 4'-1"
4	3'-0" x 4'-1"
5	3'-0" x 4'-1"
6	3'-0" x 4'-1"
7	3'-0" x 4'-1"
8	3'-0" x 4'-1"
9	3'-0" x 4'-1"
10	3'-0" x 4'-1"

- ELECTRICAL CONTRACTORS
- SOLAR & STORAGE INSTALLERS
- HOME SERVICES CONTRACTORS
- HOME AUTOMATION INTEGRATORS
- BUILDERS
- SPECIFIERS

FLOOR AREA
FIRST FLOOR
BASIMENT INCL. GARAGE
FOOTING
1600
Sq
ft

SPAN

Expand Program

An exclusive program for distributors



SPAN Distribution Tiers

	Authorized Stocking Distributor	Expand Program	
Price - Panel	\$2,325	\$2,325	
Price - Drive	\$415	\$415	
Marketing Funds - % of Prior Year Sales	No	0.05%	
		See SPAN co-op policy for usage	
Rebate	No	<\$1M*	1%
		\$2M - \$5.9M	2%
		\$6M +	3%
Opening Order Minimum	8 Panels, 12 Drives	32 Panels, 12 Drives	
Freight Prepaid Minimum	\$75K	\$75K	
Early Access to New Products	No	Yes	
New Product Inventory	Optional	Required	
Distribution Training	Optional	Required	
Installer Training	Optional	Required	
SPAN Online	Optional	Required inclusion on e-commerce sites	
SPAN Return Policy	No	Yes - Up to 3% previous year sales with 1 for 1 replacement order	
Branch Merchandising	Optional	Required	
Minimum Annual Sales	No	\$250K	

SPAN EXPAND

Join SPAN as an authorized stocking distributor and become a leader in whole-home energy management. Expand your customer base while bringing new, innovative technology to your customers with tools to help them sell. Streamlined inventory means there are more margin dollars available—all while selling your existing breaker line.



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“
**73% of all projects
we installed this
year (2022) included
SPAN...**

**...and we're looking forward to what's
on the horizon for 2023— specifically
how we can improve our sales and
install efficiency.”**

—Elevated Independent Energy

SPAN

Become a SPAN Expand Distributor



STEP 1 Plan

Work with your dedicated SPAN sales rep to build your personalized sales and marketing activation plan. Determine how to incorporate SPAN into your marketing initiatives.

Schedule joint sales calls with your top customers

Top 10 installers
Top 5 builders
Top 5 specifiers

STEP 2 Train

Expand the knowledge base of your teams. SPAN provides a number of training options to help teams of all sizes get ready to grow the market. These include online videos, WebEx conferencing, and in-person training.

Schedule a ½ day SPAN Pro onboarding training session at your facility led by SPAN experts.

STEP 3 Showcase

Showcase SPAN products at your location with our exclusive marketing collateral. From counter mats to pop-up banners, videos, and more, you choose what works best for your business.

STEP 4 Market

Marketing funds are available to support customer events, counter days, and marketing collateral. Request the SPAN Mobile Experience Center with Expand Program priority.

SPAN recognizes the marketing efforts required to expand into a new category. We have a marketing co-op fund to help support your local efforts. 0.5% of previous years' sales are available to help you build the whole-home energy management category. New accounts will receive a fund that is based on annual sales commitment up to \$1,000.

STEP 5 Stock

Complete the SPAN authorized stocking distributor agreement, and place your Expand qualified initial stock order. Orders are based on market size to support your sales and marketing efforts.

STEP 6 Grow

Begin selling SPAN and get rewarded with a tiered volume rebate based on sales performance, adding more to your bottom line.

SPAN return policy is available upon request.

Unlock opportunity

Strong tailwinds are making home electrification more urgent and in-demand. By joining the SPAN Expand program, your business will be at the forefront of a rapidly growing market.

This is an opportunity to be a category leader in whole-home energy management—the new frontier of energy in America.

Join us today.

SPAN
EXPAND

SPAN[®]

Email us directly at support@span.io

Call our support line at 415.286.5252

Service hours: 8 am - 8 pm ET

www.span.io

