



Filing Receipt

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David Energy.pdf	Joint Comments_Tesla Sunnova Shell
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David Energy:

A new kind of power company



Our team combines the best of energy and software

David Energy has hired some of the best minds and most successful operators in the energy industry and combined that with world class engineering and tech talent



James McGinniss, MSE
CEO & Co-Founder

Winner of SpaceX
Innovation Award for his
work on the Hyperloop



Chaitu Parikh
President of Supply

Former COO of Crius, a REP
that sold to Vistra for
\$500million and former CFO
and President of MXenergy



Ahmed Salman
CTO and Co-Founder

Has worked in automation for 13
years at major energy companies
and built a proprietary automated
HVAC system for R3 Energy



Gregorio Gomez
VP of Strategic Finance

4 years IB at Goldman, Harvard BS
and MBA w/ experience at
Google's SIP working on VPP's



Amit Sawant
Engineering Lead

Early ZocDoc Senior Engineer
and CTO/Co-Founder of
RagTrades



Abhi Mandhana
VP of Supply

Early pricing team at MP2
and built EDF's C&I book
from the ground up



Sam Strasser
VP of Product

Founding engineer at EdTech
startup acquired by Facebook. Head
of Eng/Product at Brightwheel



Sophia Cowles
Chief of Staff

CoS to Global Head of Biz Dev at
LinkedIn, youngest CoS at the
company. UC Berkeley.



We just raised \$20M from top software and energy investors

We are operational in NY, NJ, and MA and plan to deploy this capital to accelerate our SMB sales engine, enter Texas, and launch our Residential product



Q1 2022

Raised \$20M from investors



Q2 2022

Secured ERCOT operating license



Q3 2022

Launch Resi product in NY + TX

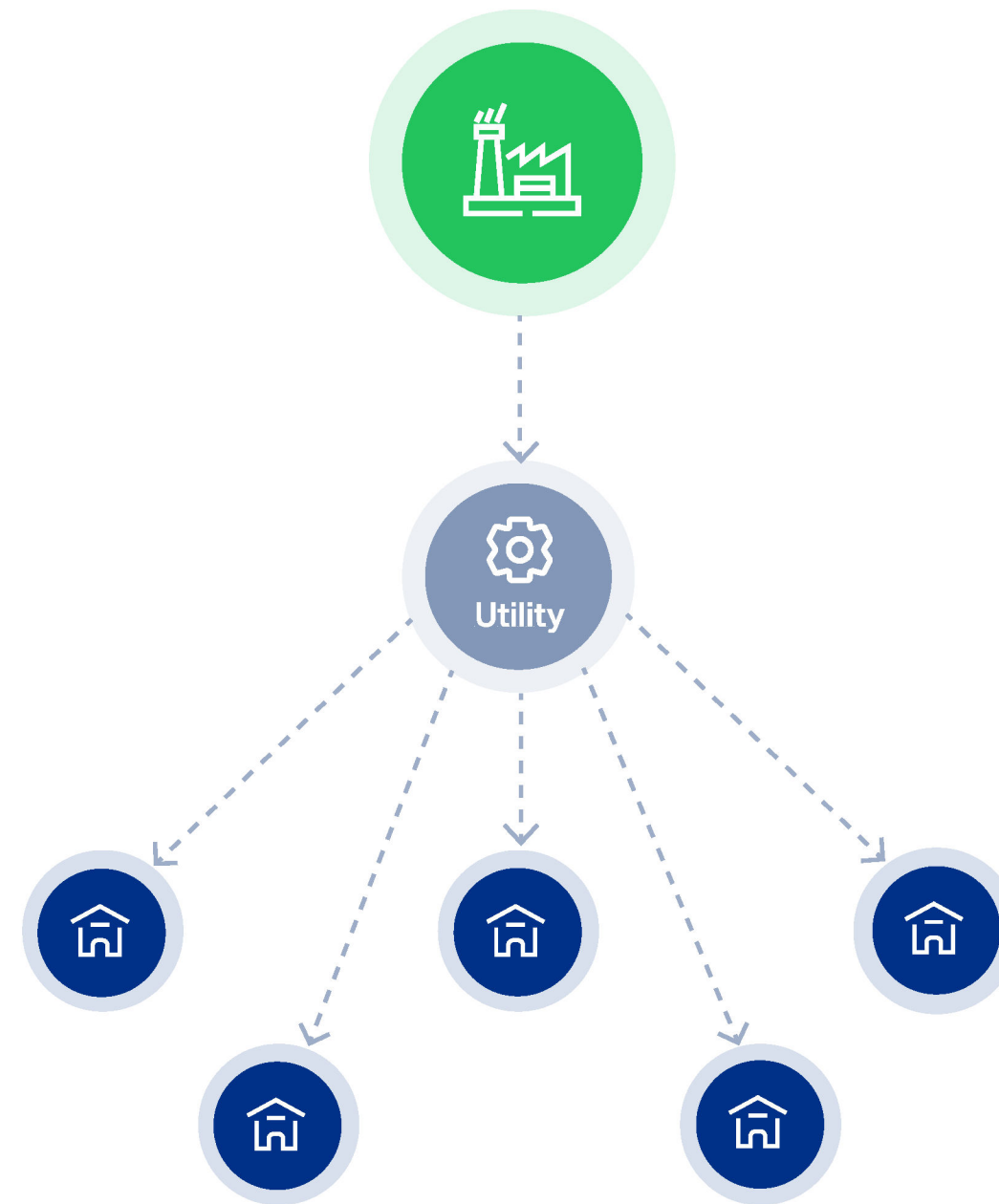
The grid is in trouble

Growing volatility and underinvestment are leading to more outages and higher prices across the country

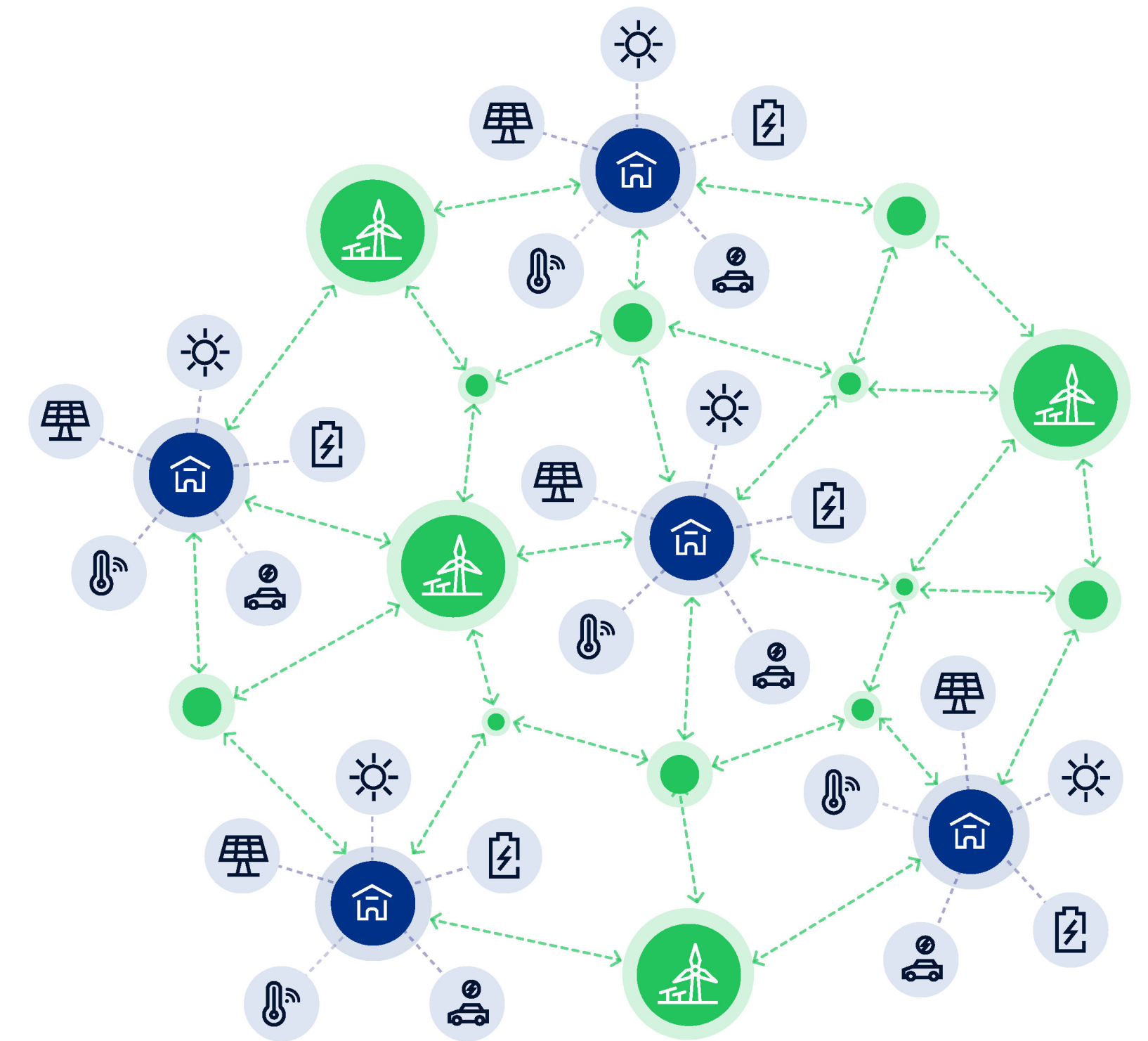


The grid of tomorrow will be highly decentralized

The grid is rapidly decentralizing as customers adopt Distributed Energy Resources (DERs) - devices like solar, smart thermostats, electric vehicle chargers, generators, and more



Grid Today: Hub + Spoke

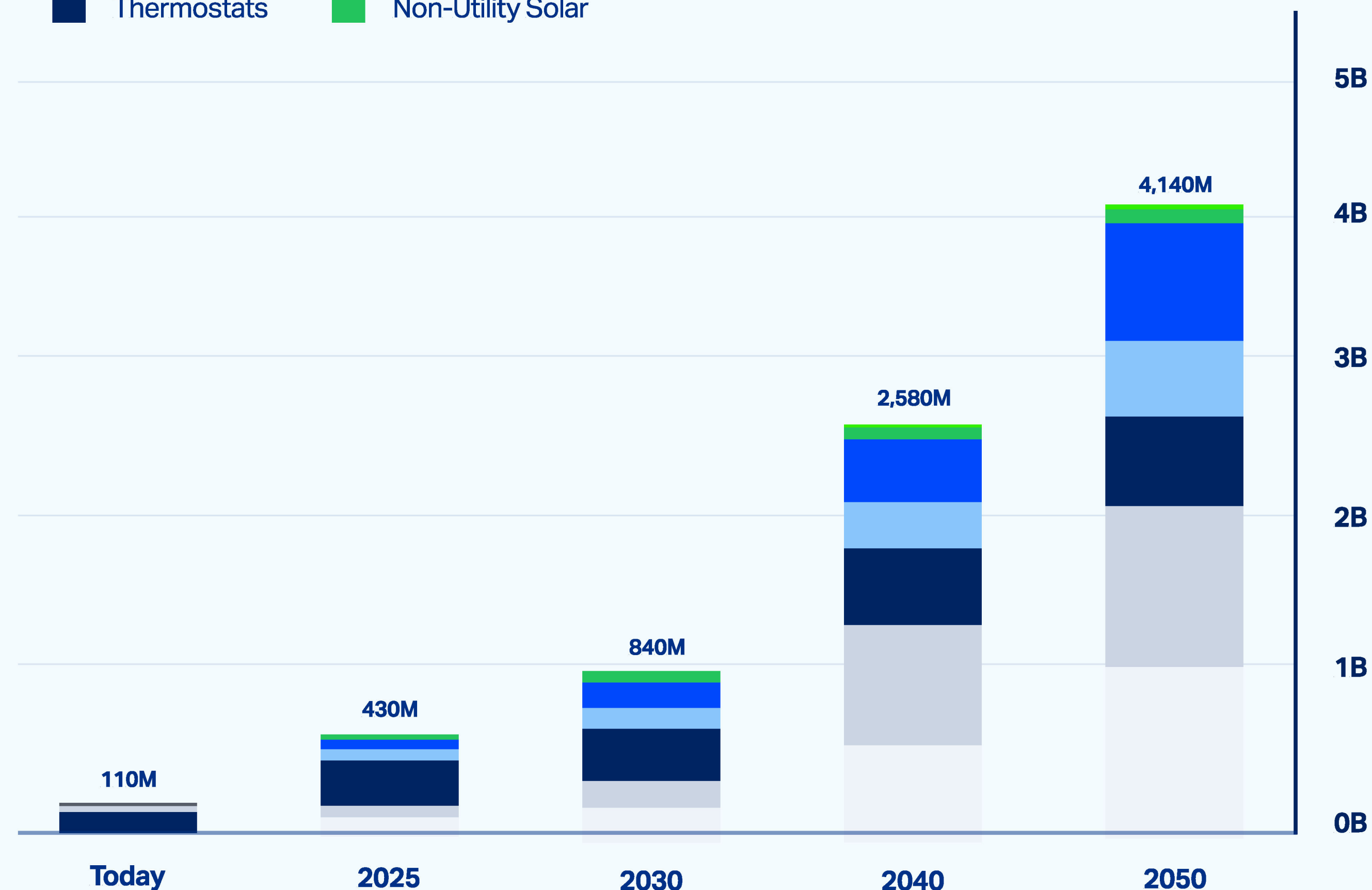
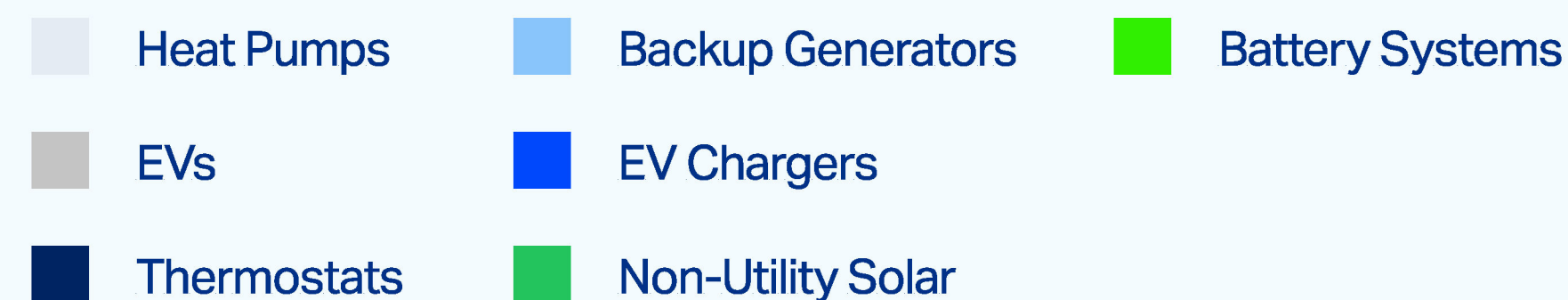


Grid Tomorrow: Distributed Network

DER growth will continue to accelerate

The rapid growth in distributed devices means enormous amounts of load-side capacity are coming online, introducing complexity and opportunity

Global DERs¹



¹ Estimates based on data from BNEF, SEIA, Sunrun, and Generac

We are a REP that connects DERs to power markets

We provide an all-in-one, frictionless, modern customer experience in exchange for access to DERs

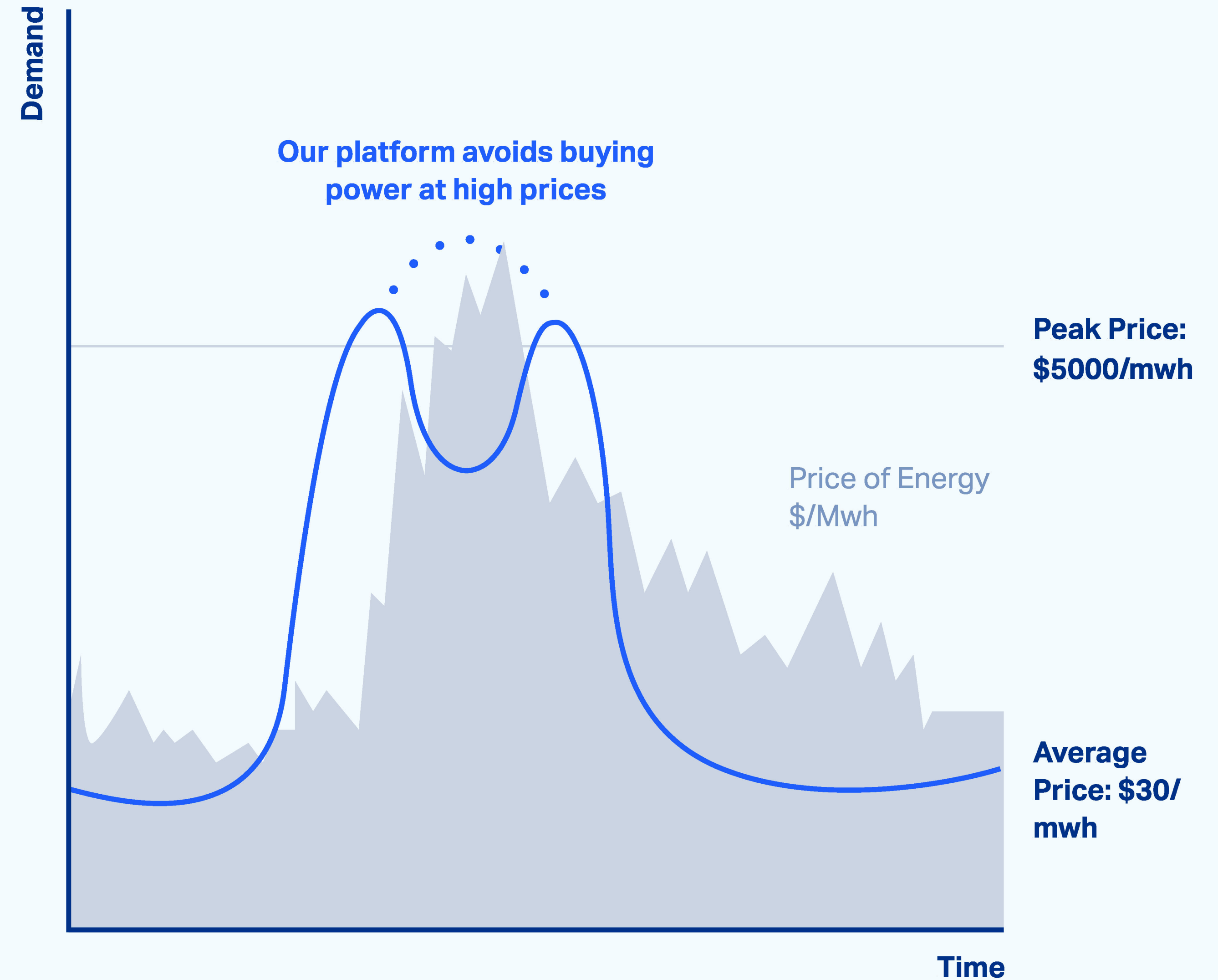


David Energy is vertically integrated in electricity markets as a REP, using real-time controls from our DER network to buy power smarter and cheaper



How we do it

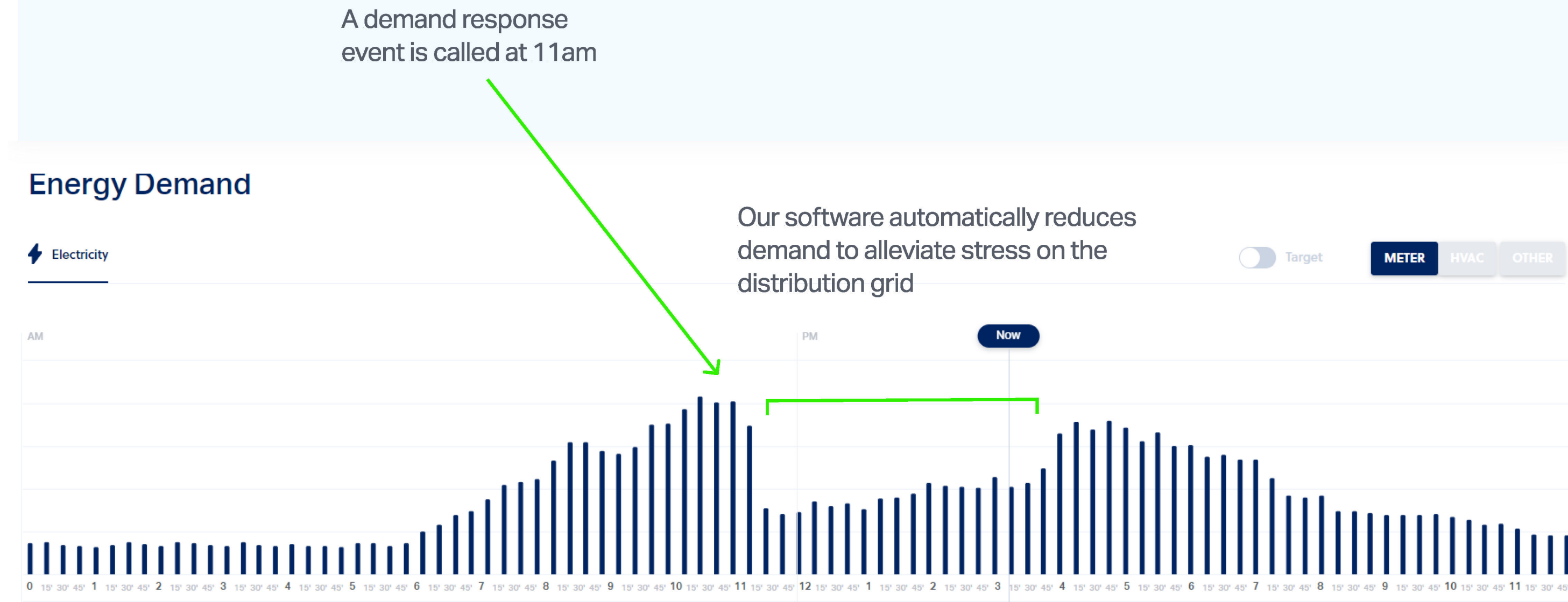
Our software automatically adjusts customer demand via DERs in real-time to avoid buying power when it is priciest. Other power providers can't do this





We do this for customers today

Our platform enables customers' DERs to automatically respond to demand response events

















David Energy x Texas:

How we plan to help in ERCOT

We monetize DERs for customers historically excluded from demand response

We target Residential, SMB, and Mid-Market customers, enabling entirely new segments beyond Large C&I to participate in energy markets

	For Home	For Business
Thermostats	 	   
Generators		
EVs	   	
Solar		

We view DERs in our book as legitimate, physical hedges

We leverage our customers' capacity to manage risk in our book, but the market at large does not recognize those resources as risk management tools the way we do

