



 **BEYOND THE GRID.**

 **CHANTAL SHEARING, COO TUAL**



## THE UNCOMFORTABLE TRUTH.

**The Grid** will never catch up.

**Software** can not optimise everything.

**Planners and politicians** will not speed up.

**Scaling expectations** do not make infrastructure inevitable.

**Complexity** will get worse, not better.



## THE PERFECT STORM.

**Demand** is growing faster than infrastructure.

**Higher & higher power demand.**

**Connection delays 2-7-15yrs.**

**Industrial electrification** adding load.



**The Mismatch is widening, not narrowing.**



## THE HIDDEN CONSTRAINT TO EV.

**Sites** increasingly have space,  
but not capacity.

**Distribution networks** are  
saturated.

**Real risk** of reputational &  
financial failure from delays.

**High-value fleets** cannot wait.

**Power at the Point of Use** is the  
new bottleneck.



## THE COST OF WAITING.

**Every minute matters in enterprise fleets.**

**Lost productivity** from losing control of charging.

**Missed tenders** due to infra gaps.

**Lost first-mover advantage.**

**Delays compound opportunity cost and weaken the most ambitious.**



## THINKING BEYOND THE GRID.

**The enemy** is charging-on-demand.

**24 hour energy** availability is often more than enough.

**DC-coupled** storage allows you to harvest / no upgrade.

**Micro-generation** couples easily.

**The Grid** is not the only source of power.



## HIGH-STAKES CHARGING

**Our mission** is delivering mission-critical charging.

**Battery-coupled DC charging.**

- High power
- High-speed install
- High resilience

**Predictable dwell windows.**

**Clear business case.**

**Resilience = Premiumisation**



**High power charging** is the wedge case for edgetech.



**ONE ASSET. STACKED INCOME.**

**Charging is the anchor.**

**Resilience & UPS for site operations.**

**Roaming network for mission-critical fleets.**

**Grid, flex & demand-response top-up.**



**Edge Assets quickly become multi-service energy platforms.**



**Designing deliberately** is the key.

**Software-defined hardware** to get better & better.

**Modular**, upgradeable and serviceable.

**Re-deployable**, with long-term contracts

**By embedding**, economic life can extend beyond early tech cycles



## THE HALO FIT.

Investors have favoured  
AI/software in recent years.

Tide is turning to HALO - Hard  
Assets, Low Obsolescence.

Physical, embedded hard-tech,  
linked to land & ops.

Resistant to pure software  
disruption.



Edge energy infrastructure  
satisfies HALO criteria uniquely  
well



## THE SCALE-UP IMPERATIVE.

**Grid constraints** are structural.

**Demand is locked in** to policy.

**Revenue stacking** gives commercial resilience.

**Deployment speed** creates early embedded moat.

**The Edge** is where agile infrastructure will thrive.



**TUAL**