



INVESTOR CONFIDENCE & FINANCE TIGER TEAM

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TIGER TEAM OBJECTIVES

1. Assess the opportunities and challenges to increased public and private investment in LDES technologies, particularly for commercial-scale demonstration and deployment projects
2. Create and disseminate recommendations and/or other outputs to increase confidence and reduce risk perceptions for LDES technologies among investment communities.



CHALLENGES & RECOMMENDATIONS: FIRST ROUND

Challenge #1: LDES costs need to come down.

R: Any procurer and/or financier of early deployments of LDES should advocate for public disclosure of lessons learned, with carve outs for proprietary/competitive information, following an already agreed upon timeline/period of performance.

R: LDES project developers can target funds specific to first-of-a-kind (FOAK) deployments such as from strategic investors, large companies with sustainability goals, and/or public funding to cover the high costs and risk associated with FOAK projects. An alternative recommended path is through financial call options (i.e., warrants) targeted for FOAK projects.

Challenge #11: State-level policymaking needs to improve.

R: Where applicable, state policymakers should study LDES procurement targets including specifying durations categories/limits and use cases to improve demand certainty; targets should align with decarbonization targets.

CHALLENGES & RECOMMENDATIONS: NEW ROUND

Challenge #1: Increasing investor confidence/knowledge of LDES

R: A centralized database of publicly available private investment in LDES companies that includes investment type (e.g., equity stake, loans), non-dilutive vs. dilutive, investment series round (e.g., A, B, etc.), company phase (e.g., TRL), investment quantity (\$), investor type (e.g., venture capital, corporate strategic investment), technology category (e.g., mechanical, thermal, chemical), date of investment, exits, etc.: **LDES Investment Tracker**.

R: Develop 1-3 generalized case studies and/or examples of LDES companies gaining private investment at different stages of development/TRL.

Challenge #2: FOAK funding, management, and ownership

Q: What creative ways can we come up with to make this easier for them, for them to say “yes” to a FOAK tech?

Q: What is the red tape, requirements, barriers, etc. that people have experienced when trying to get public funding for FOAK projects or otherwise?