



# SinglePoint

**Providing renewable energy, energy storage, safety and healthy living products and solutions to the places we live, work and attend school.**

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CBOE:SING / [www.singlepoint.com](http://www.singlepoint.com)



# Forward Looking Statements

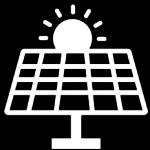
This communication contains forward-looking statements related to SinglePoint (the “Company”) within the meaning of Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934 and the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include, but are not limited to, statements related to: the Company’s leadership team and talent development; the Company’s financial and operating guidance and expectations; the Company’s business plan, trajectory and expectations in 2022 and beyond, market leadership, competitive advantages, operational and financial results and metrics (and the assumptions related to the calculation of such metrics); the Company’s momentum in the company’s business strategies, expectations regarding market share, total addressable market, customer value proposition, market penetration, financing activities, financing capacity, product mix, and ability to manage cash flow and liquidity; the growth of the solar industry; the Company’s ability to manage suppliers, inventory, and workforce; supply chains and regulatory impacts affecting supply chains; factors outside of the Company’s control such as macroeconomic trends, public health emergencies, natural disasters, act of war, terrorism, or armed conflict / invasion, and the impacts of climate change; the legislative and regulatory environment of the solar industry and the potential impacts of proposed, amended, and newly adopted legislation and regulation on the solar industry and our business; the ongoing, anticipated, or potential impacts of the COVID-19 pandemic and its variants; expectations regarding the Company’s storage and energy services businesses, the Company’s acquisition of Vivint Solar (including cost synergies), anticipated emissions reductions due to utilization of the Company’s solar systems; the Company’s ability to derive value from the anticipated benefits of partnerships, new technologies, and pilot programs; expectations regarding the growth of home electrification, electric vehicles, virtual power plants, and distributed energy resources. These statements are not guarantees of future performance; they reflect the Company’s current views with respect to future events and are based on assumptions and estimates and are subject to known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements to be materially different from expectations or results projected or implied by forward-looking statements. The risks and uncertainties that could cause the Company’s results to differ materially from those expressed or implied by such forward-looking statements include: the Company’s continued ability to manage costs and compete effectively; the availability of additional financing on acceptable terms; worldwide economic conditions, including slow or negative growth rates; volatile or rising interest rates; changes in policies and regulations, including net metering and interconnection limits or caps and licensing restrictions; the Company’s ability to attract and retain the Company’s solar partners; supply chain risks and associated costs; the impact of COVID-19 and its variants on the Company’s operations; the successful integration of Vivint Solar; realizing the anticipated benefits of past or future investments, strategic transactions, or acquisitions, and integrating those acquisitions; the Company’s leadership team and ability to retrain and retain key employees; changes in the retail prices of traditional utility generated electricity; the availability of rebates, tax credits and other incentives; the availability of solar panels, batteries, and other components and raw materials; the Company’s business plan and the Company’s ability to effectively manage the Company’s growth and labor constraints; the Company’s ability to meet the covenants in the Company’s investment funds and debt facilities; factors impacting the solar industry generally, and such other risks and uncertainties identified in the reports that we file with the U.S. Securities and Exchange Commission from time to time. All forward-looking statements used herein are based on information available to us as of the date hereof, and we assume no obligation to update publicly these forward-looking statements for any reason, except as required by law.

# SinglePoint Overview

SinglePoint Inc., is executing a rollup in the fragmented solar market, and providing solutions throughout the Indoor Air Quality, Safety and Energy Services Markets.

**Large pool of acquisition targets** for engineering, procurement, and construction companies provides ample opportunities to execute a roll-up and tuck-in acquisition targets coupled with select acquisitions in complimenting and supporting businesses

**Organic growth for indoor air filtration caused** by a lack of building design and focus on air filtration and demand for air filtration solutions for multiple end-users. Growth supported by private spending and significant government funding.



**Providing clean environment & sustainable solutions for residential, commercial & industrial customers**



**BOSTON SOLAR**



Proud partner of Boston Red Sox



**ENERGY WYZE**  
WYZER ENERGY DECISIONS





# SinglePoint is establishing a leadership position in multiple high growth industries

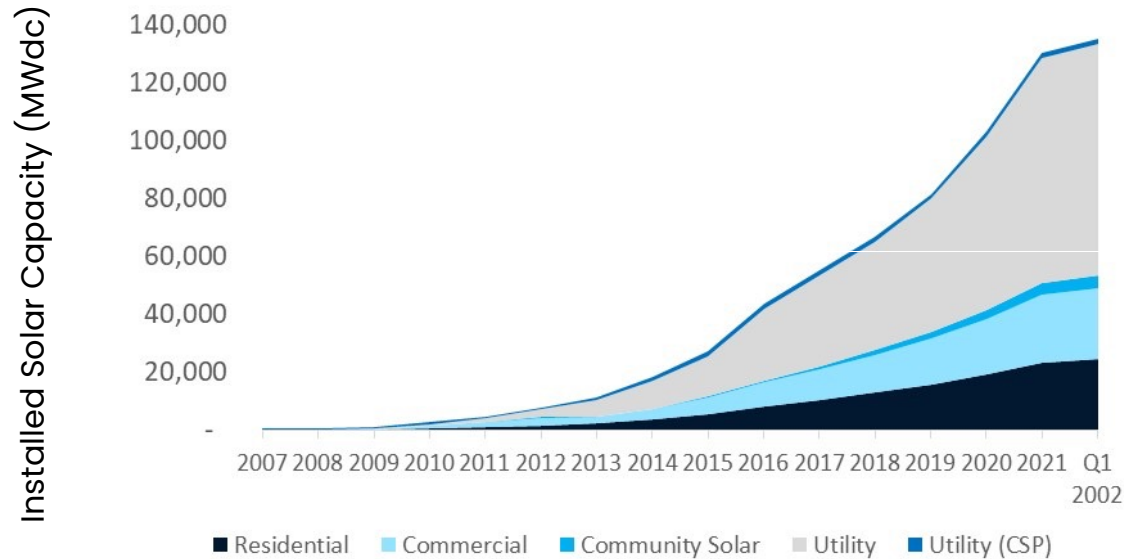


**Geographic & Vertical expansion opportunities** in high-growth renewable energy sector



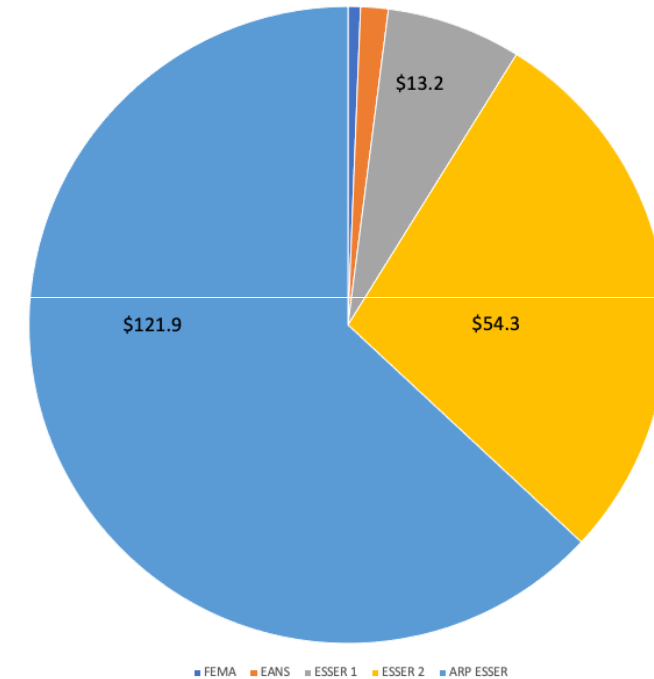
Creating safe, clean indoor air zones through the **\$121 Billion allocated** by the Federal Government

## Cumulative U.S. Solar Installation

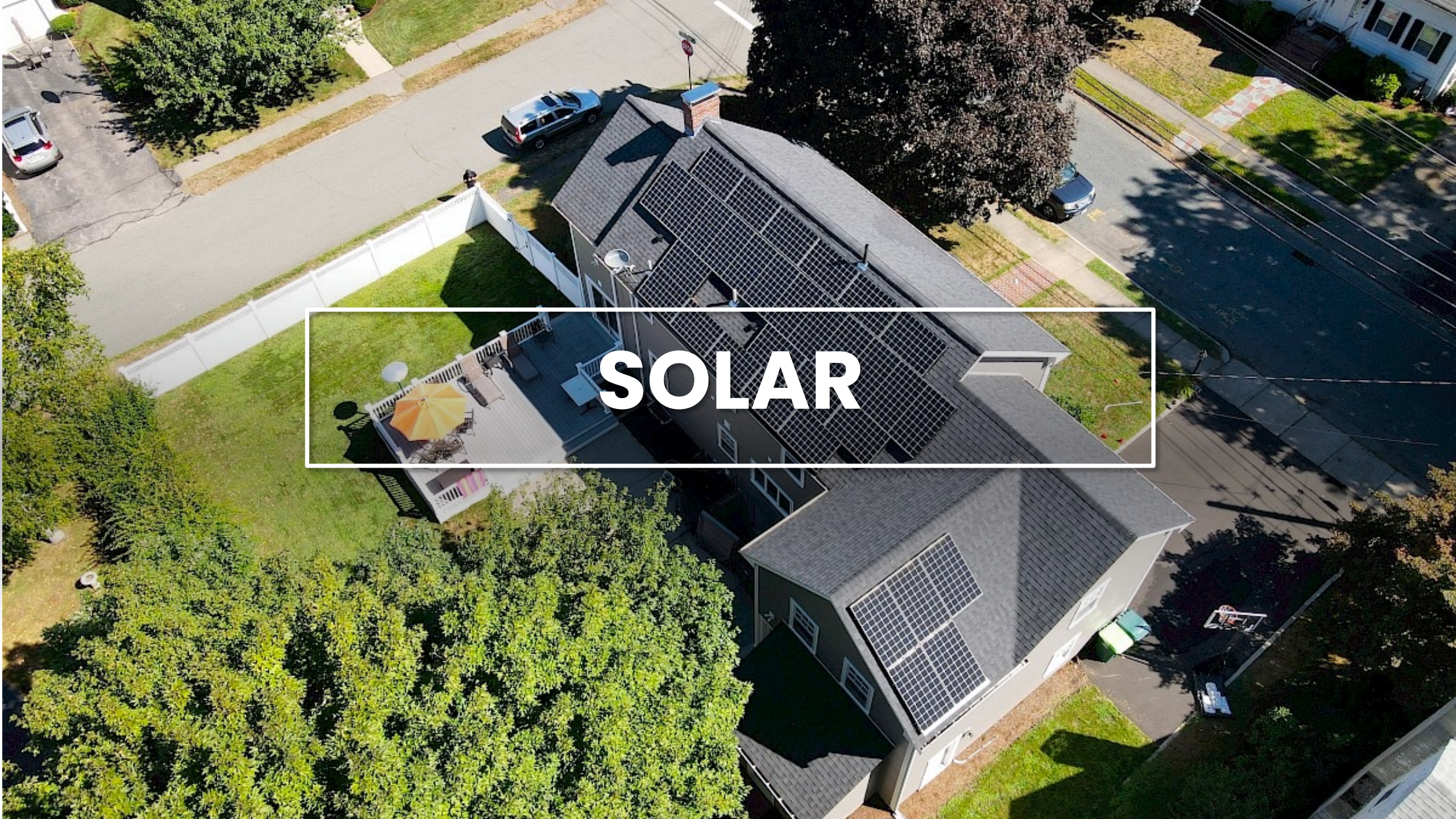


\*graph by Solar Power Investor

## Available Federal Funding (in billions)





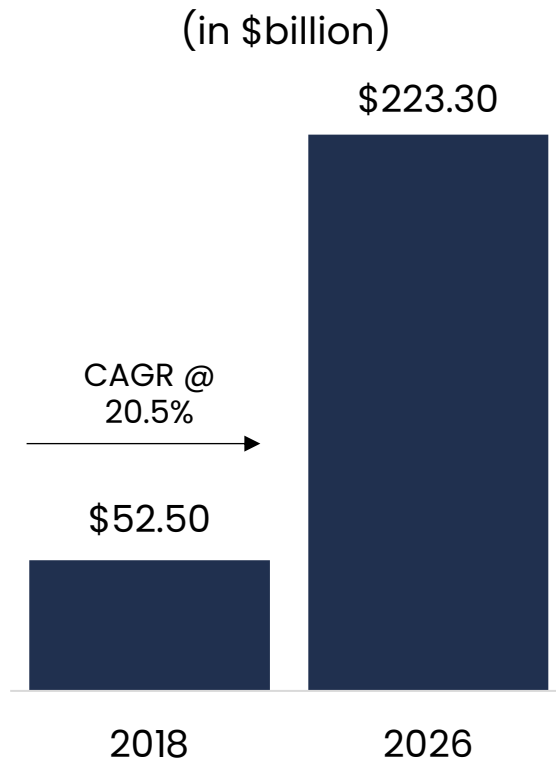


**SOLAR**



# Solar Market

## Global Solar Energy Market



## Massively underpenetrated market



**Only 4%**  
market  
penetration  
(Australia @ 25%)



**23.3 mn+**  
residential solar  
systems in the US  
in 2021



**\$800 mn**  
invested in  
residential solar  
in Q1 2022

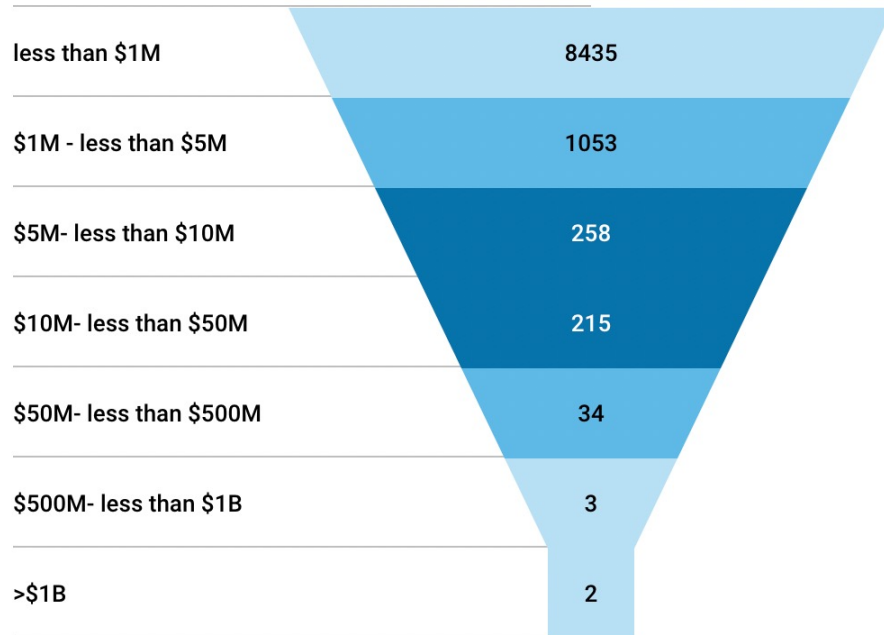


**4.5x**  
total solar  
capacity to grow  
in next ten years

# Acquisition Strategy

Strategic M&A will help consolidate a fragmented solar market by enhancing profitability while maintaining a local customer experience

## Number of Companies by Annual Revenue



### Vertically Integrated EPC Model



Allows for **cost savings** in engineering and procurement.



Able to achieve **quality control at scale** across lead generation, brokerage & EPC



Allows for **greater transparency** throughout the process



Companies with scale **rewarded with valuation premium**

### Single EPC Model



Highly **fragmented**



**Inability** to meet current growth trends



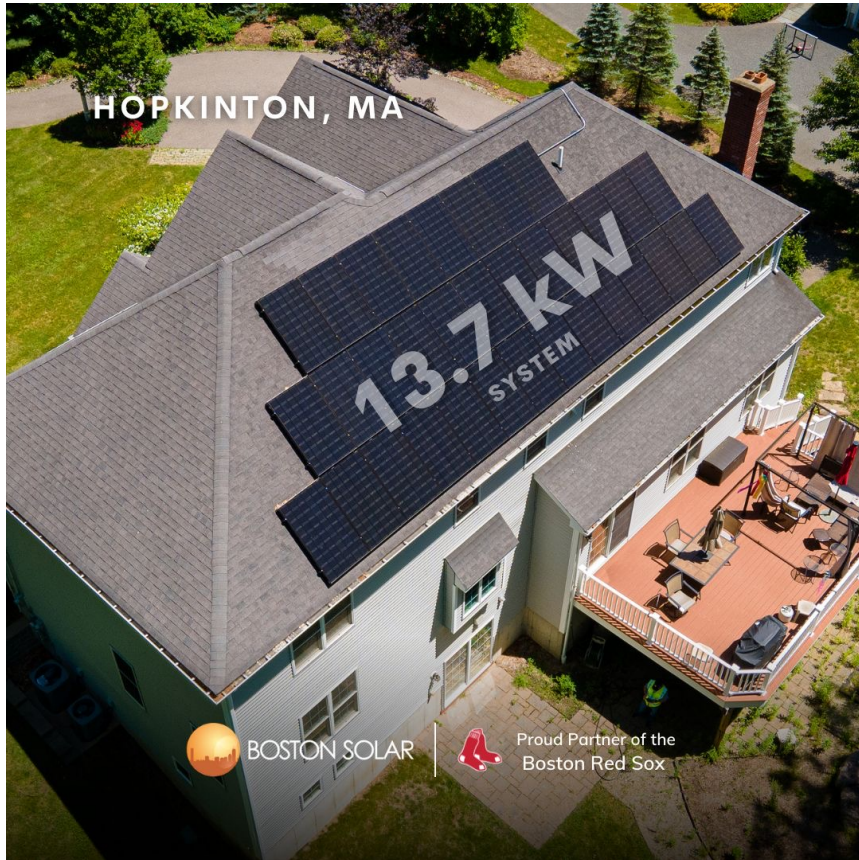
**Lack of quality** control & transparency



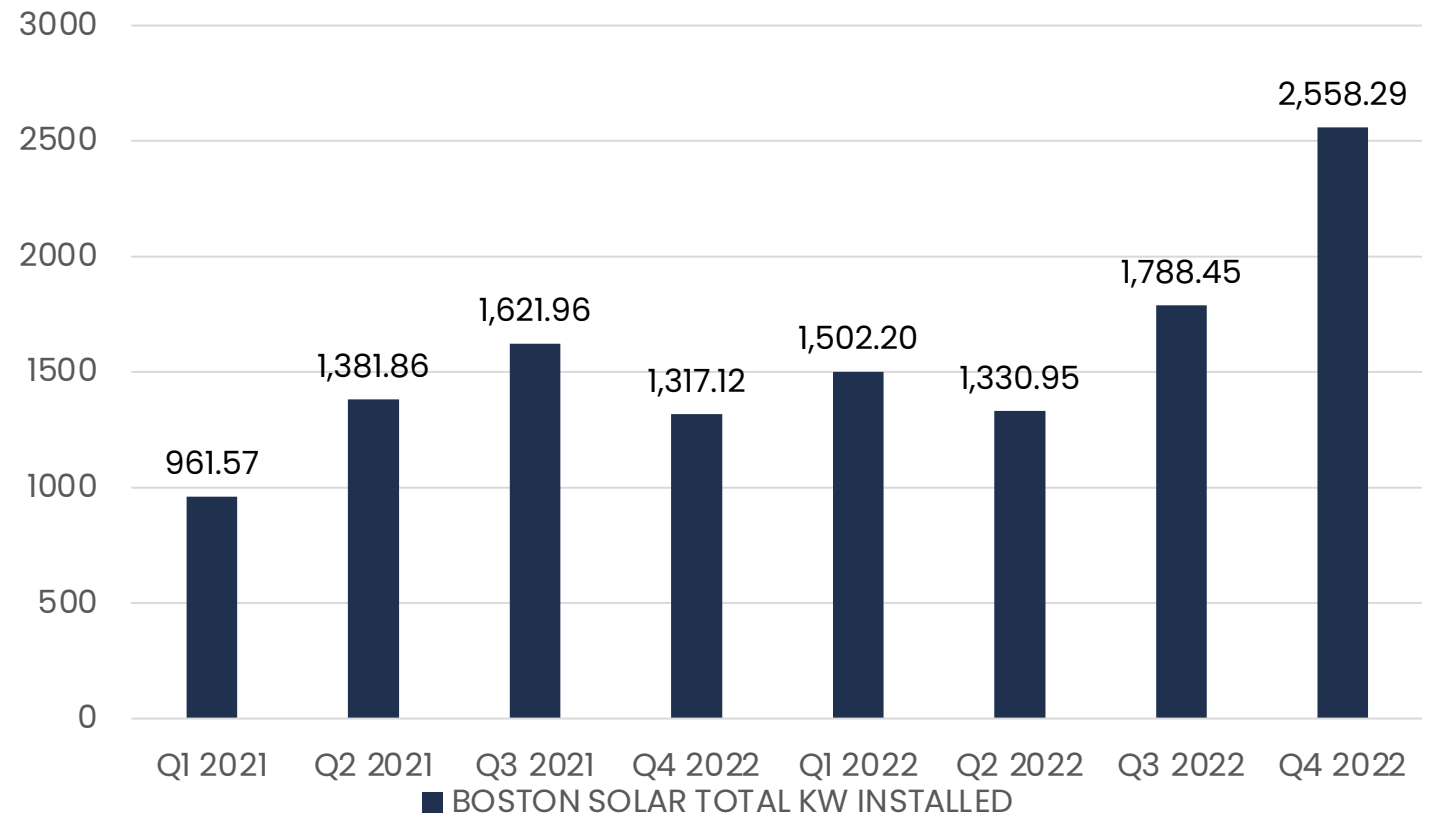
**Lack of credibility**, professionalism & expertise across entire market

# Solar: Executing On Consolidation Strategy

Focused on acquiring top solar installers (EPC) in each marketplace and vertically integrate offerings through the Company's portfolio



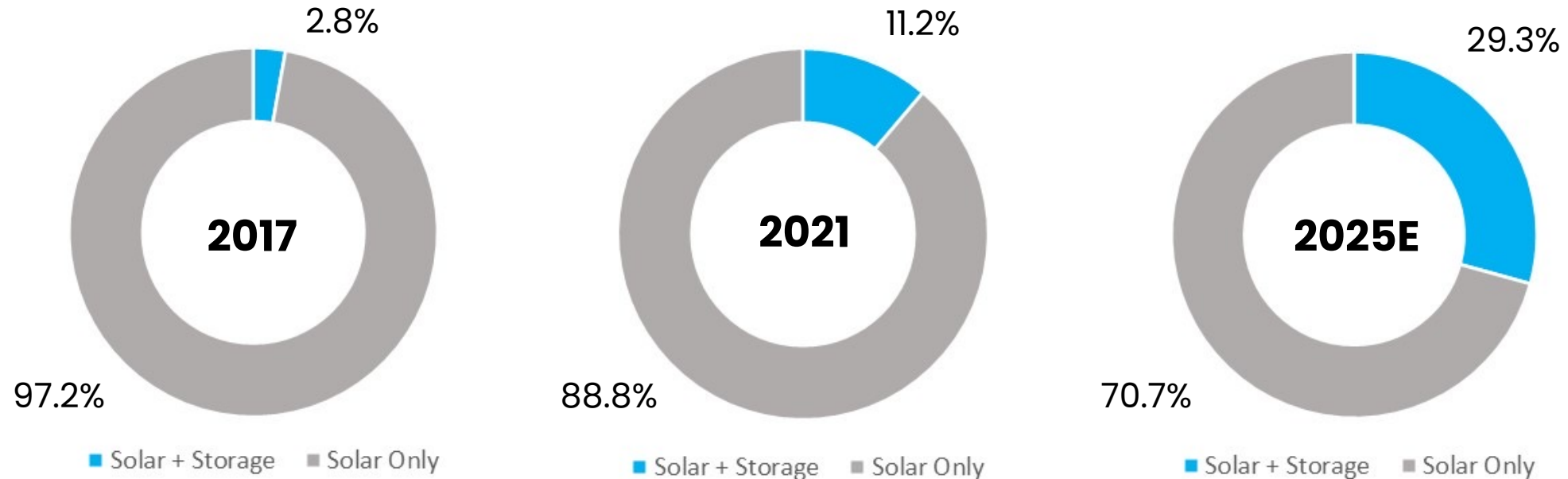
## Boston Solar KW Installation Totals





# Solar+

## Percentage of Distributed Solar Systems Paired with Energy Storage



Homeowners and businesses increasingly demanding solar systems paired with battery storage  
While relatively new, by 2025, over 29% of all new behind-the-meter solar systems will be paired with storage, compared to under 11% in 2021.

# Market Tailwinds

**Billed as the largest climate legislation in US history, the Inflation Reduction Act (IRA) includes tax credits, incentives & other provisions intended to help companies tackle climate change, increase investments in renewable energy & enhance energy efficiency**

## Rising Energy Costs

Average cost of energy rising 4% YoY with a record 14.3% increase from 2022

## Inflation Reduction Act

(IRA) the largest climate legislation in US history

## Declining Input Costs

Materials / construction declining

## Tax Credits

10-year extension of tax credits increasing funding – 30% rebate for install solar

## Electric Vehicle Demand

Electrification across the grid demanding additional energy generation

## Poor Grid Reliability

Frequent Natural Disasters increasing consumer demand for always on power

## Energy & Climate

Bn (\$)

Clean Electricity Tax Credits	\$386
Air Pollution, Hazardous Materials, Transportation & Infrastructure	\$161
Individual Clean Energy Initiatives	\$40
Clean Manufacturing Tax Credits	\$37
Clean Fuel and Vehicle Tax Credits	\$37
Conservation, Rural Development, Forestry	\$36
Building Efficiency, Electrification, Transmission, Industrial DOE Grants & Loans	\$27
Other Energy and Climate Spending	\$14





BREATHE

Safer Buildings, Better Air.

# Indoor Air Quality (IAQ)

Clean Indoor Air is Essential and Federally Funded

We spend **90%**  
of our time  
indoors. Indoor  
air is up to  
**9x**  
more polluted  
than outside.



Every breath you  
take indoors  
contains  
**3%**  
exhaled air.



## Available Federal Funding



**\$121 Bn**

for Schools to Improve  
Air Quality "IAQ"



**\$350 Bn**

for EPA Clean Air  
Building Challenge

## CDC & OSHA Recommendations

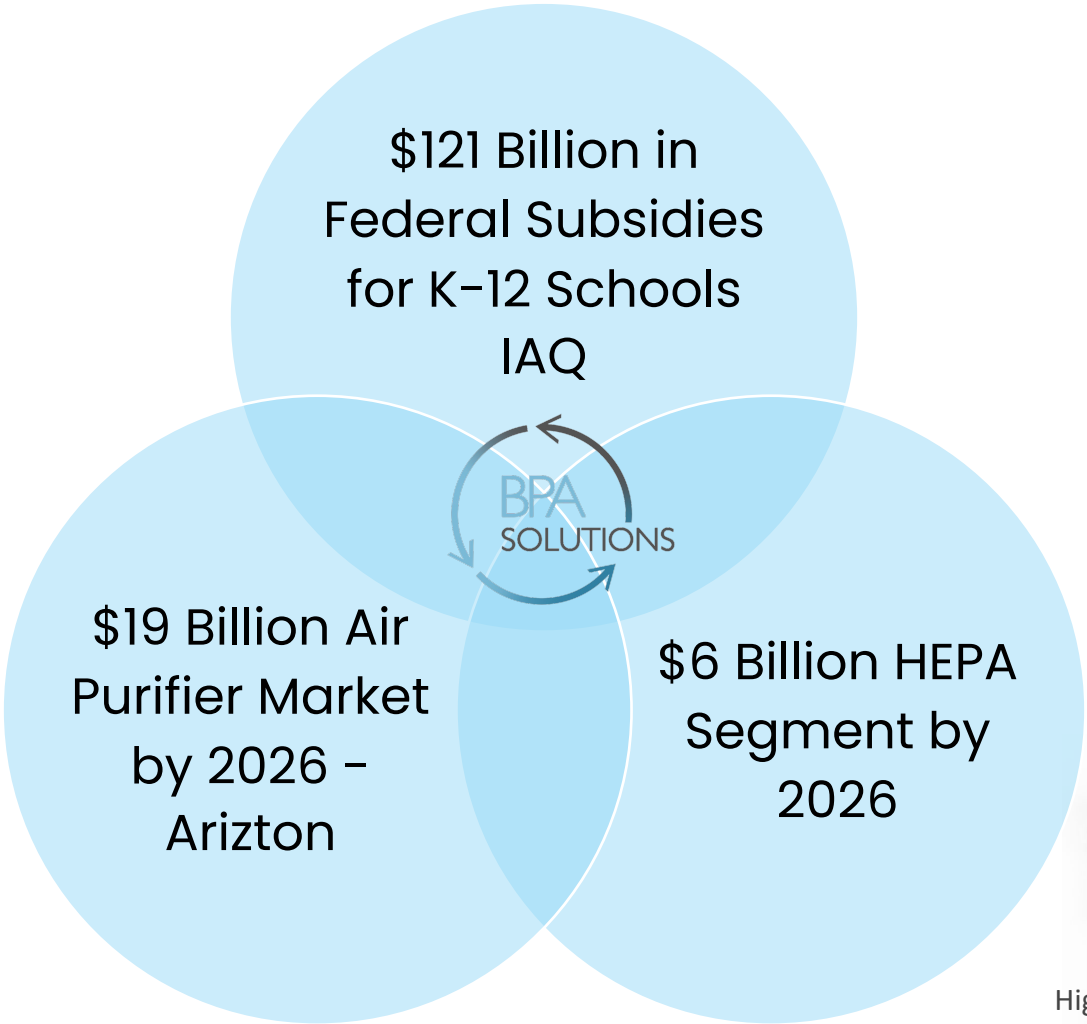
Increase  
**Air**  
Exchanges

Increase  
Indoor **Air**  
filtration

Use **portable**  
**Certified** HEPA  
filtration  
products



# Market Opportunity – Indoor Clean Air



High-Efficiency Particulate Air (HEPA) filters are the highest standard in clean air filtration, and the leading recommendation from the CDC.

In California alone, it is estimated IAQ was linked to at least 3% of absences, costing the state \$33 million each year.

# Clean Indoor Air – Pure & Simple

Portable Certified HEPA filtration units provide businesses and schools indoor clean air solutions

**Scientifically proven air purifiers** that meet DOE for certified HEPA, as well as OSHA, CDC and ASHRAE conformance

**Dilution, displacement & removal of airborne particles** regardless of composition



**Dynamic Room Purge Technology** significantly enhances existing room ventilation systems

**Purge respiratory aerosols**, including bacterial and viral pathogens, has been scientifically proven to remove >99.99% of all particles, including SARS-CoV-2 (COVID-19)

## EXCEEDING THE HIGHEST STANDARDS OF THESE ORGANIZATIONS



U.S. DEPARTMENT OF  
**ENERGY**






# Market Drivers

## pv magazine

### Solar in the U.S. is forecast to triple in five years

Capacity is expected to grow from 129 GW today to 336 GW by 2027, said the Solar Energy Industries Association and Wood Mackenzie.

SEPTEMBER 9, 2022 RYAN KENNEDY

 Yahoo Finance

The Residential Solar Market is expected to grow by \$6.67 bn during 2022-2026, accelerating at a CAGR of 10.39% during the forecast period

ReportLinker

Global Residential Solar Market In The US 2022-2026 The analyst has ... market size and forecast, trends, growth drivers, and challenges,...

### Clean Energy Projects Surge After Climate Bill Passage

Investments in battery factories, solar panel manufacturing and mining will help the Biden administration meet targets for reducing greenhouse gases.

The New York Times

POLICY | 4 October 2022

ENERGY MONITOR

Justin Gerdes

### Opinion: Inflation Reduction Act is giving investors the confidence to bet on the clean energy transition

The Inflation Reduction Act gives the US clean energy industry something it has always lacked: long-term certainty. Companies and investors are responding with billion-dollar expansion plans.

### FACT SHEET: BACK TO SCHOOL 2022: Giving Every School the Tools to Prevent COVID-19 Spread and Stay Safely Open All Year Long

AUGUST 16, 2022 • STATEMENTS AND RELEASES



### FACT SHEET: Bipartisan Infrastructure Deal and Build Back Better Agenda Present Bright Future for Solar Power, Good Jobs, and More Affordable Energy

AUGUST 17, 2021 • STATEMENTS AND RELEASES

“The ARP provided \$122 billion for the [Elementary and Secondary Schools Emergency Relief \(ESSER\) Fund](#) to help schools prevent the spread of COVID-19 and recover from its effects, including by improving indoor air quality, so school leaders across the country can act now to improve ventilation in their buildings.”

# Our Companies





# Executive Team



**Wil Ralston**

Chief Executive  
Officer and Director



**Chad Miles**

Executive Vice  
President - Operations



**Corey Lambrecht**

President, CFO &  
Director



ORBITAL  
INFRASTRUCTURE  
GROUP



**Barney Monte**

M&A  
Capital Markets



# Investment Highlights

**Government support through subsidies and tax credits** provides strong tail winds through Inflation Reduction Act, Esser & EANS funding, FEMA & Clean Air Buildings Challenge

**Organic growth and acquisitions** to drive growth throughout 2023.

Air filtration business growth **fueled by the need to keep schools and businesses open** and supported by government funded programs.

Execution and implementation of a **vertically integrated nationwide solar and air purification business.**



**Proven executive team** with extensive experience across the industry.



# Appendix

# SinglePoint Overview

SinglePoint Inc., is an **CBOE listed Nevada corporation** seeking to **improve quality of life** through a **vertically integrated solar renewables** business and rapidly growing indoor air quality improvement business.

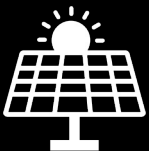
Meaningful growth opportunities through acquisitions of solar businesses and organic growth in the air filtration segment. The Company has completed and integrated five acquisitions to date.



**Large pool of acquisition targets** for engineering, procurement, and construction companies provides ample opportunities to execute a roll-up and tuck-in acquisition targets coupled with select acquisitions in complementing and supporting businesses



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**Providing clean environment & sustainable solutions for residential, commercial & industrial customers**



## Value To Customers

- Lower energy cost with federal & local incentives
- Lower reliance on the power grid
- Improved air quality at work, at home & at school



## Value To SinglePoint

- Standardized customer services & quality control
- Increased economic value added per customer
- Ability to enhance growth & profits



## Value To Society

- Improved outdoor & indoor clean air
- Contribution to lowering emissions & sustainability
- ESG impact from products to corporate



# Acquisition Value Drivers & Criteria

Acquisition valuation ranges are driven by size of the seller's revenue and based on valuation EBITDA multiples as depicted in the graph below. According to industry research, as cited below, there are over 550 potential EPC acquisition targets within our identifiable target market.



## Industry & Market Position

- Renewable companies operating in the residential, commercial & industrial solar installation companies & EV infrastructure companies
- Number one or two market position within geographical focus

## Owner/ Management Team

- Founder/owner that is seeking to stay on & grow the business
- Other key members of the management team have significant tenure and provide bench strength to founder and SinglePoint

## Opportunity Value Enhancement

- Identify growth opportunities within portfolio companies.
- Centralize procurement, provide working capital and invest long-term capital to enhance investor returns

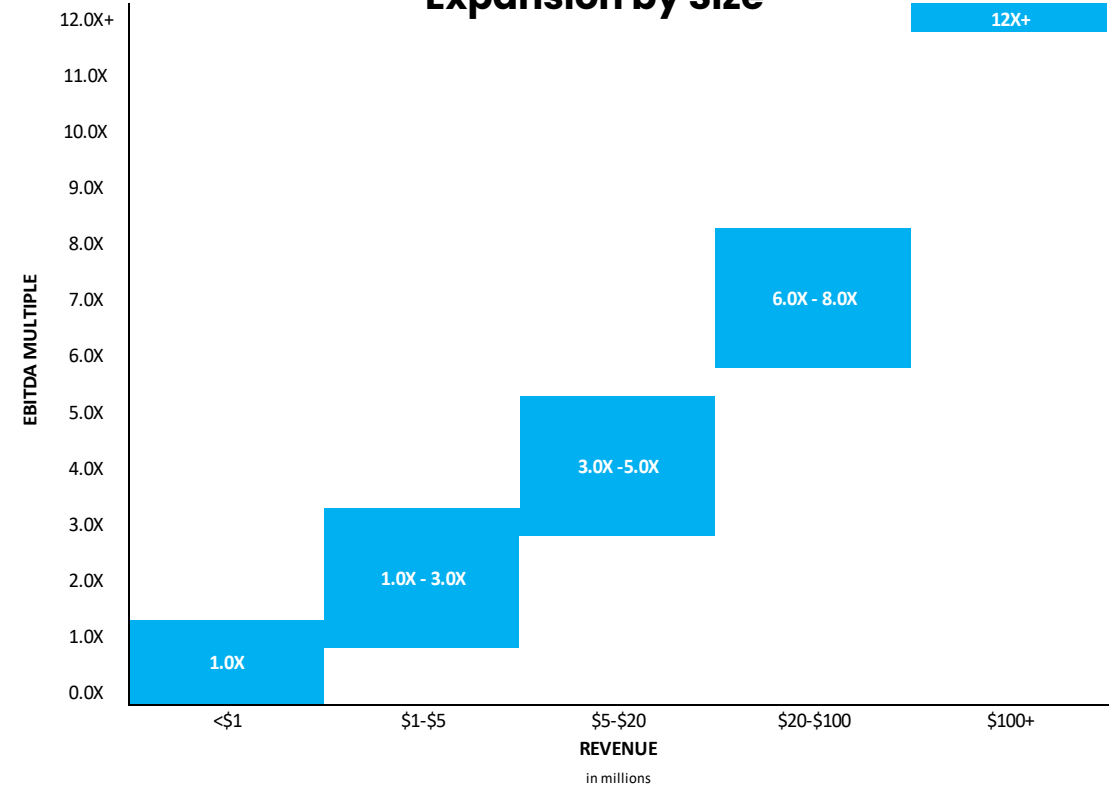
## Geographical Focus

- Geographically focused on high-growth and unsaturated markets for residential solar installation with the intent to expand nationally.

## Deal Size/ Valuation Method

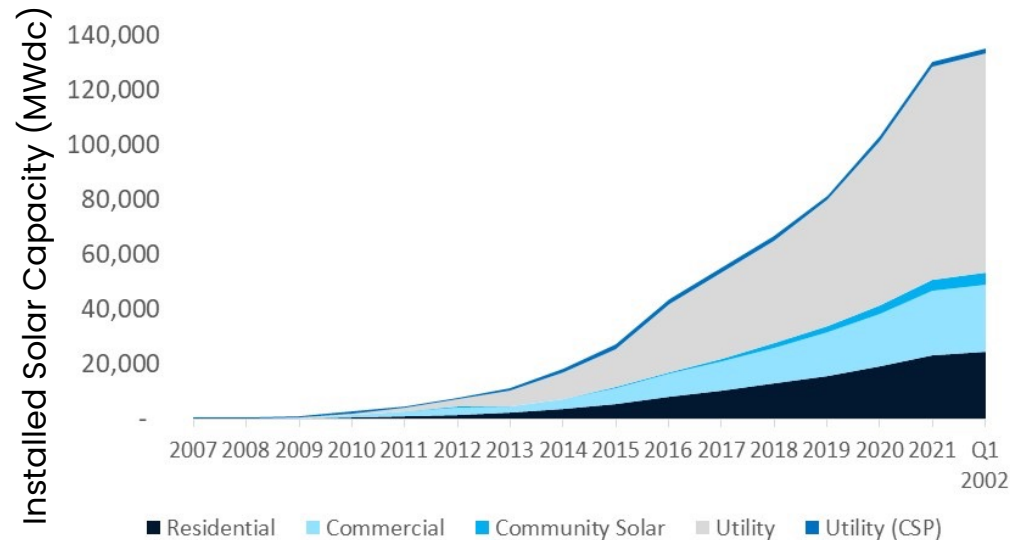
- Min. \$10.0mn revenue unless acquisition is tuck-in to existing platform
- 3.0-5.0x EBITDA multiple if cash flow positive otherwise valuations are driven by capital needs, liquidity requirements & debt repayment
- Purchase 80%-90% of acquisition with the seller maintaining "skin" in the game on go forward basis

## Valuation Metrics & Multiple Expansion by Size



# Solar Market Drivers

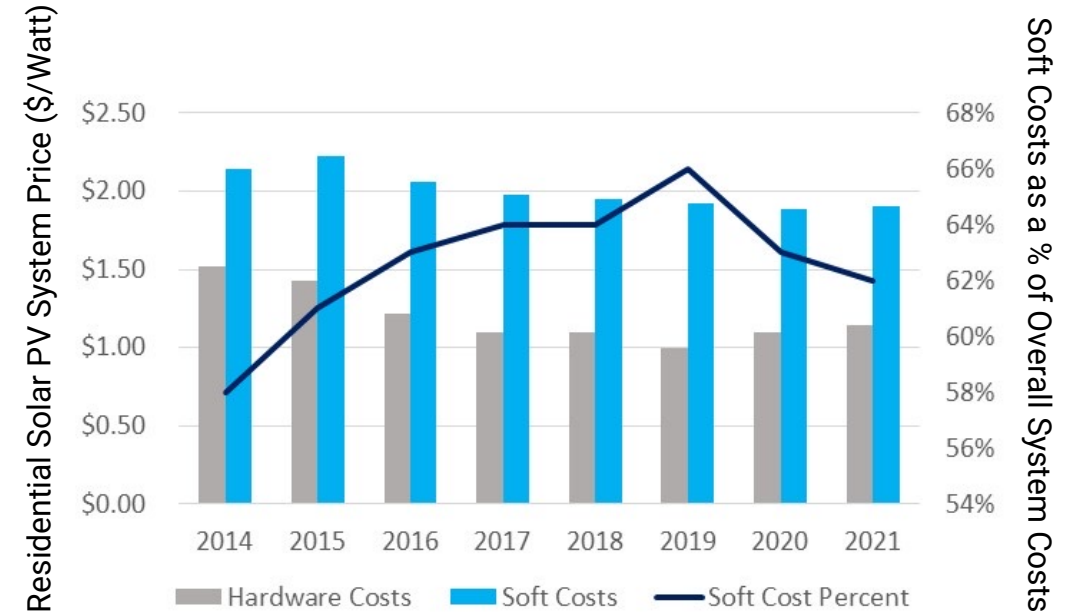
## Cumulative U.S. Solar Installation



Solar has experienced an average annual growth rate of 33% over the last decade.

More than 121 gigawatts (GW) of solar capacity installed – enough to power 23.3 million homes.

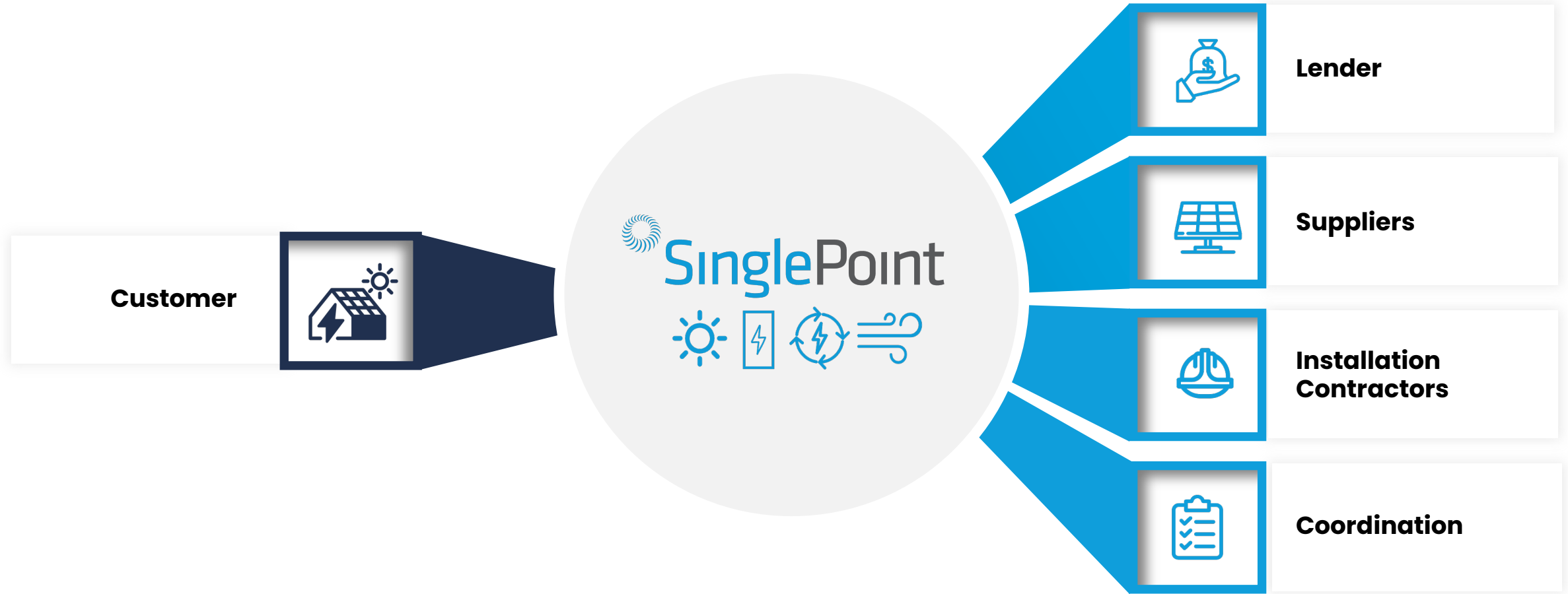
## Residential Solar PV System Pricing



The largest cost-decline opportunity in residential and small commercial solar exists in soft costs, which includes installation labor, customer acquisition, and permitting/ inspection/ interconnection.

# Consolidation & Vertical Integration

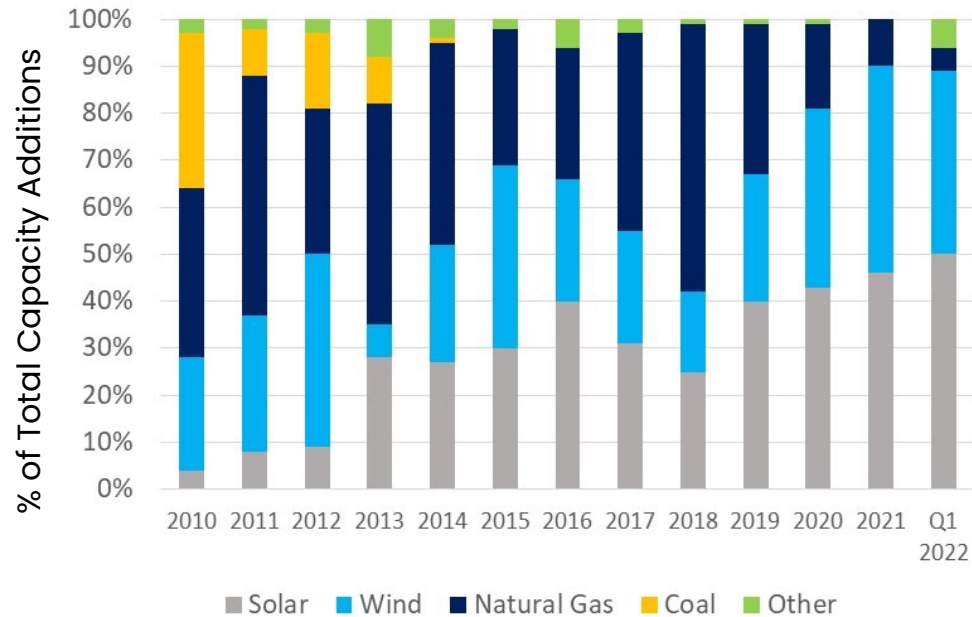
Consumers are demanding companies to vertically integrate their business models to provide greater transparency throughout the process.





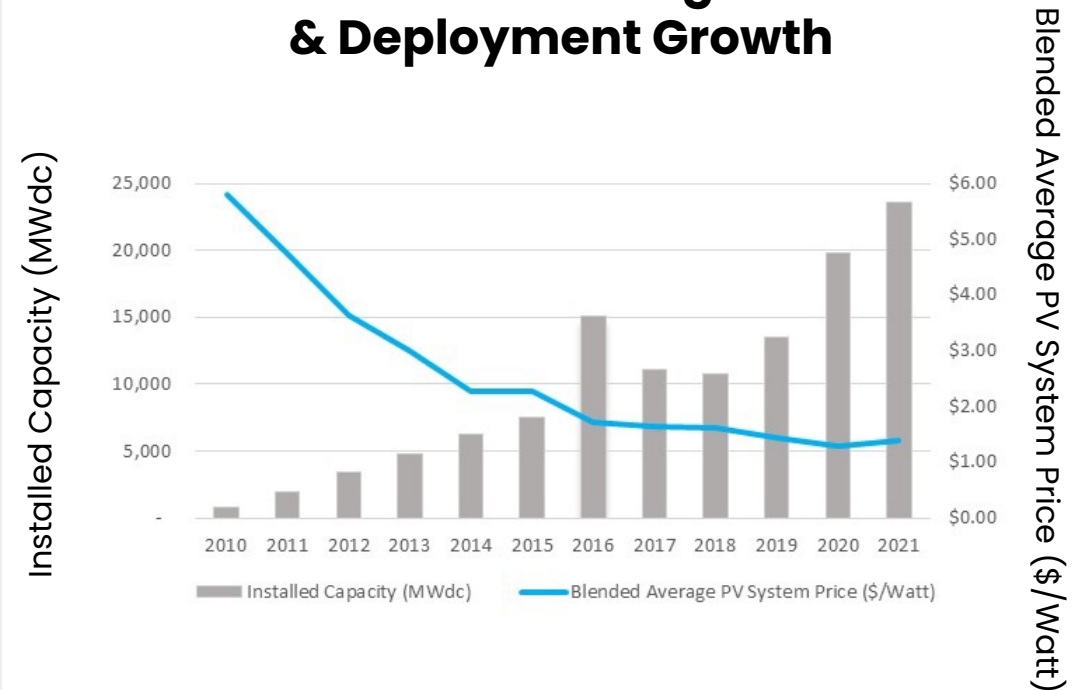
# Solar Market Drivers

## U.S. Annual Additions of New Electric Generating Capacity



In 2021, 46% of all new electric capacity added to the grid came from solar, the largest such share in history and the third year in a row that solar added the most generating capacity to the grid.

## U.S. Solar PV Pricing Trends & Deployment Growth



The cost to install solar has dropped by more than 60% over the last decade, leading the industry to expand into new markets and deploy thousands of systems nationwide.