

CONFIDENTIAL

" Solar is the future"

BME Business Plan

March, 2020

BME Co.,Ltd.



Company Status



[Company Overview]

Company Name BME Co.,Ltd.

Business License No. 455-88-00455

President & CEO Mr. Kook-jin Jung

Foundation Date July 1, 2006

Business Conditions Manufacturing

Business Type Renewable energy charging, Discharging controller, UPS

Items Uninterruptible power supply (UPS), Charging/Discharging controller, etc.

Headquarters 407 SB Plaza, 136 Jiksan-ro, Jiksan-eup, Seobuk-ku, Cheonan, Chung-Nam, Republic of Korea (South)

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"Solar is the future!"











































BME Co., Ltd.

Hybrid Solar Inverter

Hybrid Solar Inverter

Solar Street light

Solar power generation (Land, Water) Secondary Battery

ESS

UPS

BMS

Fire/Explosion

Proof battery case

Environmental Improvement

Oxygen generator

Lake water quality Improvement system

Wastewater Treatment
Plant Ozone Generator

Oxygen generator for fishery

BME Hybrid Solar Inverter









[Hybrid Solar Inverter]

Korea's only standalone hybrid solar inverter.

The use of electrical energy at the same time as the storage of solar energy.

Useful in areas with frequent power outages or where power is not desired.

CE, KC certification

[Solar Street Light]

Using stored solar energy without supply of electrical energy.

Street lamps can be used at night.

Export to the Philippines and other countries.

[Solar Power Generator (Land, Water)]

It is possible to use renewable energy, which is more qualitatively improved than before, by combining solar power generation with water or land power generation.

BME Hybrid Solar Inverter



[Main Product 1] ESC-200

* Picture





- Charge the battery using solar power (DC) and commercial power (AC)
- Capable of using electricity at the same time as charging the battery is charged
- Electricity can be used through stored battery in case of power outage, earthquake, etc.
- Electricity can be used through solar power generation even if there is no commercial electricity
- Built-in battery for easy movement and installation
- Available in various range of applications with compact size

	Model	ESC-200		
Out	out Characteristic			
	Continuous Power	200W		
AC Output	Voltage	200Va±5%		
	Frequency	60Hz±0.5Hz (50Hz±0.5Hz)		
	Efficiency	>90%		
Inp	ut Characteristic			
PV	Voltage (Max.)	40Vdc		
	Power (Max.)	50W		
	Voltage	12Vdc		
Battery	Charging Current (Max.)	4.2Adc		
	Output Power (Max.)	200W		
Environment				
Wor	king Temperature	-10℃ ~ 50℃		
Stor	age Temperature	- 30°C ~ 70°C		
Physical				
	Product Size	240*240*245 (mm)		

BME Hybrid Solar Inverter



[Main Product 2] ESC-3000B/ESC-5000B



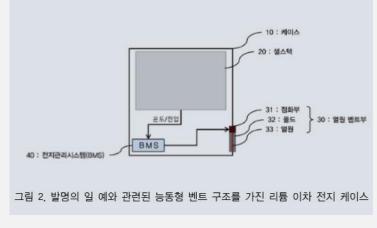
- The only hybrid inverter in Korea
- Unrestricted installation location
- Lead or lithium battery available
- Capable of charging at same time as using electrical energy
- Electrical energy from the battery can be used first to reduce electricity bills

Model		ESC-3000B	ESC-5000B	
	Vmax.	150V	150V	
PV Input Quantities (D.C)	Vmin.	72V	72V	
Quartities (215)	Maximum Input Power	2400W	2400W	
	Voltage	220V ~ 240V (Adjustable)	220V ~ 240V (Adjustable)	
AC Output	Maximum Output Power	3000W	5000W	
Quantities (A.C)	Inrush Current	27A, 1msec	45A, 1msec	
	Frequency	50Hz/60Hz (Adjustable)	50Hz/60Hz (Adjustable)	
	Voltage	220V ~ 240V	220V ~ 240V	
Grid Input (A.C)	Current	15A	25A	
	Frequency	50Hz/60Hz	50Hz/60Hz	
D.C Input	Voltage (normal or range)	48V	48V	
(Battery Terminal)	Current (Maximum Continuous)	62.5A	104A	
	MPPT Charging Current (Max.)	50A	60A	
D.C Output (Battery Terminal)	Grid Charging Current (Max.)	10A	10A	
(=====,	Maximum Charging Current	60A	70A	
Inç	gress Protection	IP20	IP20	
Enviro	onmental Condition	Indoor, Conditioned	Indoor, Conditioned	
Amb	pient Temperature	-20°C ~ 50°C	-20°C ~ 50°C	
Storage Temperature		-30°C ~ 70°C	-30°C ~ 70°C	
Product Size	Size (W*H*D)	370*500*135(mm)	370*500*135(mm)	
Product Size	Weight	18.5kg	19.5kg	





[ESS, UPS, BMS]



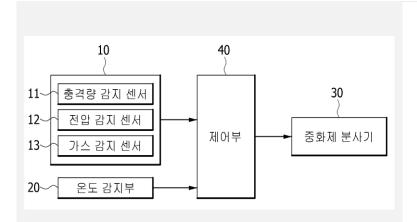
[Fire/Explosion Proof Battery Case]

BMS that monitors the status of lithium secondary batteries can provide a safe secondary battery by applying an active vent structure that can open a vent before the internal pressure increases by transmitting a vent open signal when the battery detects a malfunction, internal pressure or temperature rise.

Prevents battery explosion due to moisture contact or overheating

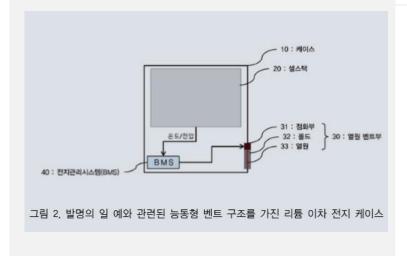


[BME ESS Fire/Explosion Proof Battery Case]



BME Co.,Ltd's New Technology

Patent Registration Number 10-1489837
(Technology Transfer of Korea Automotive Technology Institute)



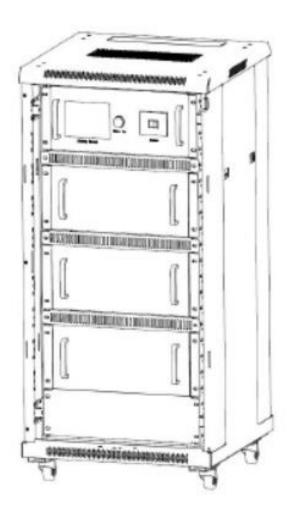
BME Co.,Ltd's New Technology

Patent Registration Number 10-1312102 (Technology Transfer of Agency for Defense Development)



[BME ESS Fire/Explosion Proof Battery Case]







[ALL IN ONE ESS]





[ALL IN ONE ESS]

ALL IN ONE is a product that reflects market demands in line with various support systems for Energy storage devices that are being led by the government. In order to minimize the transportation and installation of the product, the buyer contained the batteries, power converter, inverter, and switchgear needed to build the ESS.

It is divided into medium capacity and large capacity and ALL IN ONE OUTDOOR is a model for grid linkage that is always operated with the grid. Various applications such as PEAK CUT, renewable energy linkage and frequency adjustment are possible according to the buyer's use purpose.

ALL in ONE 신재생 연계 시스템(기축용)

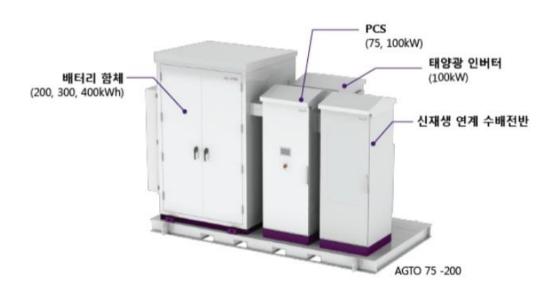


The renewable energy linkage system is a product developed to enable operators who have existing solar energy generation furnaces to build ESS conveniently and quickly. ALL IN ONE OUTDOOR medium capacity products are manufactured in SKID TYPE for easy transportation and installation.



[ALL IN ONE ESS]

ALL in ONE 신재생 연계 시스템(신축용)



Renewable linkage system is a product that contains all the necessary product elements and installation needed to build and energy storage device for a new company that wants to run solar power plant and ESS at the same time.



[ALL IN ONE ESS]

ALL in ONE Series

ALL in ONE Series

ALL in ONE Outdoor E-House Type Specification

Model	Units	AGTO 400 - 1500	AGTO 800 - 4000	
Performance Specifications				
AC Battery Capacity	kWh	1200 ~ 1500 (조절가능)	1600 ~ 4000 (조절가능)	
AC Rated Output	kW	400	800	
Availability	%	> 97	> 97	
Round Trip Efficiency (Estimated)	%	92	92	
Life Guaruntee	yrs	15	15	
Warranty	yrs	3	3	
Environmental Specifications				
Ambient Temperature	۲	-20 ~ +50	-20 ~ +50	
Humidity	%	0 ~ 95 (Non-Condensing)	0 ~ 95 (Non-Condensing)	
IP Protection Class (배터리 함체)	**	IP44	IP44	
AC Grid Connection		3 phase 4 wire 380V	3 phase 4 wire 22900V	
Transformer	-	내장	외장	
Mechanical Specifications				
Size (W/D/H)	mm	7736 / 2882 / 3406	12190 / 2882 / 3406 (배터리 합치 2600 / 1000 / 2350 (PCS) 7000 / 2240 / 2505 (수배전반)	
Weight (Estimated)	kg	16000	31000	
EMC Specifications				
EMS System		클라우드 기반 EMS		
Security		SSR-VPN 터널링, 방화벽 정책 설정, 서버 접근 통제		
Compliance Specifications				
EMC	-	EN61000-6-2-conformity, EN61000-6-4-conformity, EN61000-3-3-conformity, EN61000-3-12-conformity		
PCS Requirement	-	SGSF-025-4		
Battery Requirement	-	KBIA-10104-01, KBIA-10104-02		
Option				
		신재생 연계 수배전반, EMS 서버 구축		

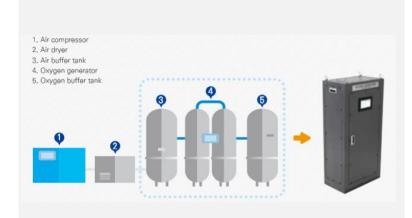
ALL in ONE Outdoor Skid Type Specification

Model	Units	AGTO 50 - 200	AGTO 75 - 200	AGTO 75 - 300	AGTO 100 - 200	AGTO 100 - 300
Performance Specifications						
AC Battery Capacity ¹	kWh	221,8 (190)	221.8 (190)	332,8 (285)	221,8 (190)	332.8 (285)
AC Rated Output	kW	50	75	75	100	100
Availability	%	> 97	> 97	> 97	> 97	> 97
Round Trip Efficiency	%	92	92	92	92	92
Life Guaruntee	yrs	15	15	15	10	15
Warranty	yrs	3	3	3	3	3
Environmental Specifications						
Ambient Temperature	τ	-20 ~ +50	-20 ~ +50	-20 ~ +50	-20 ~ +50	-20 ~ +50
Humidity	%	0 ~ 95 (Non-Condensing)	0 ~ 95 (Non-Condensing)	0 ~ 95 (Non-Condensing)	0 ~ 95 (Non-Condensing)	0 ~ 95 (Non-Condensing
IP Protection Class(배터리 함체)	-	IP54	IP54	IP54	IP54	IP54
IP Protection Class (PCS)		IP44	IP44	IP44	IP44	IP44
AC Grid Connection		3 phase 4 wire 380V	3 phase 4 wire 380V	3 phase 4 wire 380V	3 phase 4 wire 380V	3 phase 4 win 380V
Transformer	-	내장	내장	내장	내장	내장
Mechanical Specifications						
Size (기축용 신재생 연계 수배전반 적용)	mm	3000(W) / 2000(D) / 2883(H)				
Size (신축용 신재생 연계 수백전반적용)	mm	4000(W) / 2000(D) / 2883(H)				
Weight (기축용 신재생연계 수배전반 적용)	kg	5000	5000	5900	5000	5900
Weight (신축용 신재생연계 수배전반 적용)	kg	6200	6200	7300	6200	7300
EMC Specifications						
EMS System		플라우드 기반 EMS				
Security		SSR-VPN 터널링, 방화백 정책 설정, 서버 접근 통제				
Compliance Specifications						
EMC	-	SGSF-025-4, KS C IEC 62040-2				
PCS Requirement		SGSF-025-4				
Battery Requirement		KBIA-10104-01, KBIA-10104-02				
Option						
				계 수배전반(기축용 버터 100kW, EMS		

^{*}해당 제품의 사당 및 외행 이미자는 추후에 변경될 수 있습니다. 1 배터리 설치 용량(가용 용량)을 의미하며, 가용 용량은 DOD(93%)와 총·방전 효율이 반영되었습니다.

BME Environmental Improvement







[Oxygen Generator]

More than 80% of diseases are due to harmful environment and lack of oxygen.

It supplies high purity oxygen and maintains oxygen concentration as if it is in natural recreation forest to lead a healthy and pleasant life.

It has several advantages, such as 80% reduction in installation space, 70% reduction in weight, and maintenance.

[Lake Water Quality Improvement System]

In order to improve water pollution caused by harmful environment and lack of oxygen, high-concentration oxygen is generated by ultra fine bubbles to supply high purity oxygen, improve the underwater environment and maintain oxygen concentration.

Odor has been removed by installing micro bubble system for low dissolved oxygen deficiency and odor elimination and improved to living environment.





Typical System Configration Alt Boother Taris Flat Compressor Flat Comp

[Wastewater Treatment Plant Ozone Generator]

It is possible to increase capacity by reducing the initial operation time of existing products from 30 minutes to 1 hour within 5 minutes.

80% less installation space, 70% less weight, and easier maintenance than existing products.

[Oxygen Generator for Fishery]

High purity oxygen generator using compressed air.

Automated system by PCB control with segment module type that separates adsorption layer by applying input car separation principle.

80% reduction in liquid oxygen costs.

Can be used in combination with an oxygen dissolver.



[Market Outlook] Major Issues for Forecasting the Solar Energy Business

- Photovoltaic efficiency will increase with the development of technology, and the unit price will also decrease and the market will gradually expand.

* Government Policy

- The budget for renewable energy is about 600 billion won in 2019 (increase of 52.3% over the previous year)
- Achieve 10.5% of renewable energy generation by 2022.
- 27 billion won support to community poor reservoirs.
- 555.3 billion won to expand support for solar energy installation in houses, farms etc. (increase of 51.7% over the previous year)

* Changed the Mountain Regulation

- Converted the forest solar power that was the permission for the mountain area to the temporary license.
- Average gradient of mountain area to be used as solar power generation facility: Strengthened permission from below 25 degrees → below 15 degrees
- Reduced to 0.7 weight for forest solar power
- Move center of gravity from large-scale solar to small-scale solar

* Energy Vision 2040 – Recommendation on the Direction of the 3rd Energy Basic Plan

- Plan to increase the proportion of renewable energy generation by 2040.

* Adjustment of Duty Supply Ratio

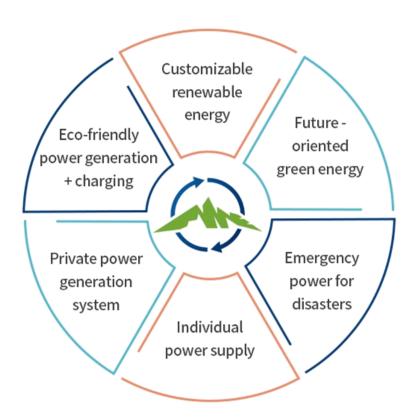
- The mandatory rate of RPS, which is mandatory for supplying renewable energy, was 10% in 2023.
- Upgraded to 25% as of 2030.



[Business Overview]

Blue Mountain Energy!

Eco-friendly green energy business that joins the trend
Ceaseless study for energy-based generation and charging systems
We recognize the value of renewable energy. Moreover, we develop and manufacture future-oriented and customized individual power supplies.





[Core Competence]

Technology

Portable power supply patented technology (10-16338373)

Portable DC AC power supply utility model (20-0465609)

Guarantee

International standard for quality management system ISO 9001

> International certification for environmental management ISO 14001

Certification

Certification by CE (ESC-2000 ESC-3000

ESC-5000)

Certification by KC (ESC-3000 ESC-5000)

Order Made

Customized capacity, specification, configuration, etc. to suit customer's needs



[SWOT Analysis]

[OVOI Allalysis]				
Internal factors External factors		STRENGTH	WEAKNESS	
		 Competitiveness of technology, function, differentiated specialized product Sales infrastructure for domestic and overseas marketing Harmonize with partner companies with world-specific technology 	Lack of reference site	
ORT	 Renewable energy issue raise domestic and overseas public demand budget Future-oriented technology R&D global investment trend 	SO Strategy / Performance Task	WO Strategy / Complementary Task	
		 Establishment of overseas branch/agency Receive a national project with a professional company and a consortium Operation of open innovation platform 	 Become a global marketing infrastructure investment partner Cooperation with specialized function, leading technologies, transfer 	
	 Entering Europe with creativity and technology Market shrinking due to global political and economic deterioration 	ST Strategy / Risk Resolution	WT Strategy / Preventive Complement	
THREAT		 Jointly linking pilot projects in new industrial fields Customized consumer-oriented niche market 	 Application for technology transfer commercialization support Utilization of local government, and KOTRA program support Strategic alliances and M&A growth 	



[Marketing Plan]

PRODUCT

Product Concept

Customized product production according to customer's environment by utilizing specialized technology and global platform

PLACE

Distribution Route

Sales by HYPER CONNECTED PLATFORM based
on BME Co.,Ltd.'s branch/agent

PRICE

Price Policy

All processes of product development, production and operation are customized by customers and normalization of sales prices and conversion of long-term service

PROMOTION

Sales Promotion

Digital marketing, information exchange system for the concentrated management of potential customers, participation in international exhibitions, holding seminars



[Overseas Branch] Planning to Open Soon



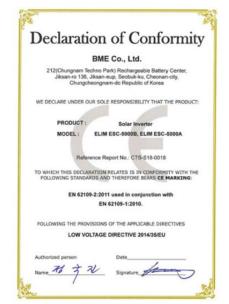
[Certificate]

- 1. Certification by CE (ESC-2000, ESC-3000, ESC-5000)
- 2. Certification by KC (ESC-3000, ESC-5000)













Overseas Business in India

With the conditional contract to purchase mine waterproof and dust proof (IP 68 UPS), the product is made completely and it is under testing at the moment.

Visited India as Korean President's economic delegates







Overseas Business in Brazil

With cities of Piracicaba, Rio Claro, and Charqueada in Brazil, business agreement was made for constructing solar energy plant with 50MW for the use of public organizations









Overseas Business in Mongolia

Individual solar energy system for ger and home (Completed delivery with BME products) (That is the contract portion with LSIS. Co.,Ltd.)







Overseas Business in the Philippines

Solar street light in Palawan Island, generation system for low cost houses, business agreement for constructing 5 MW solar power generation plant in Lubang Island are in progress.







B///E

Overseas Business in Indonesia

Bike charging station was established in Bali, and business agreement and contract for constructing 5 MW solar power plant are in progress







Overseas Business in Hungary

Delivery for home solar power system through NKM is in progress.









Patent, License and Approval Certificate Issued by the Korean Government



특 허 Patent Number 제 10-1633837 호

출원번호 Application Number 출원일 Filing Date 제 10-2014-0138325 호 2014년 10월 14일 2016년 06월 21일

발명의 명칭 Title of the levents 휴대용 전원 공급장치

특허권자 Patentee

주식회사 비엠에너지(161511-******) 충청남도 천안시 동남구 청수14로 96 , 713호(청당동, 백석문화센터)

발명자 Preentor 신동현(640923-******) 대전광역시 대덕구 중리남로8번길 27

위의 발명은 「특허법」에 따라 특허등록원부에 등록되었음을 증명합니다. This is to certify that, in accordance with the Patent Act, a patent for the invention has been registered at the Korean Intellectual Property Office.



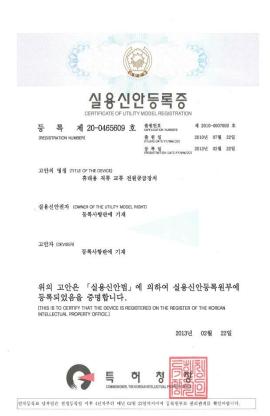
2016년 06월 21일

특허청장 COMMISSIONER, KOREAN INTELLECTUAL PROPERTY OFFICE

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발명의 명칭 Title of the Invention 리튬이은 배터리 화재 방지 장치 및 방법

독하권자 Patentee 주식회사 비엠이(161511-******) 충청남도 천안시 서북구 직산읍 직산로 136, 2차 전지기술센터 212호(충남태크노파크)

발명자 Inventor 등록사항란에 기재

위의 발명은 「특허법」에 따라 특허등록원부에 등록되었음을 증명합니다.

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특허청 Korean Intellectu Property Office 2019년 12월 30일

QR코드로 현재기 미 : 오래 등록사항을 확인하

COMMISSIONER, KOREAN INTELLECTUAL PROPERTY OFFICE

박원주



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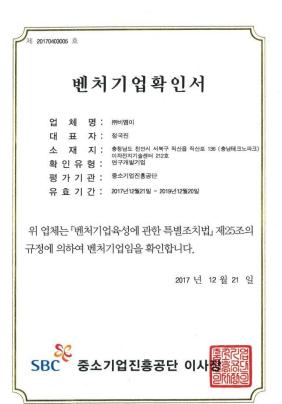


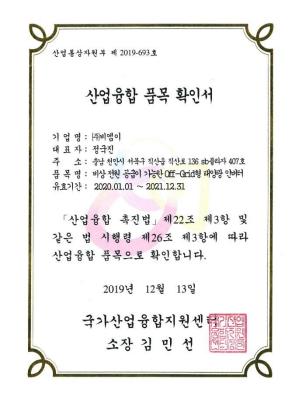






Confirmation Certificates Issued by the Korean Government Agencies











Business Registration Certificate for BME Co., Ltd. Issued by National Tax Service







"THANK YOU"

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