### CLEAN DISRUPTION

### WHY CONVENTIONAL ENERGY AND TRANSPORTATION WILL BE OBSOLETE BY 2030

Presentation to:

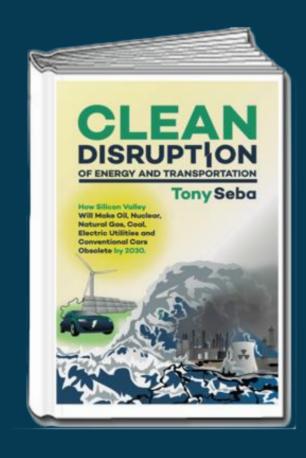
Swedbank
Nordic Energy Summit
Oslo, Norway

17 March 2016



Tony Seba

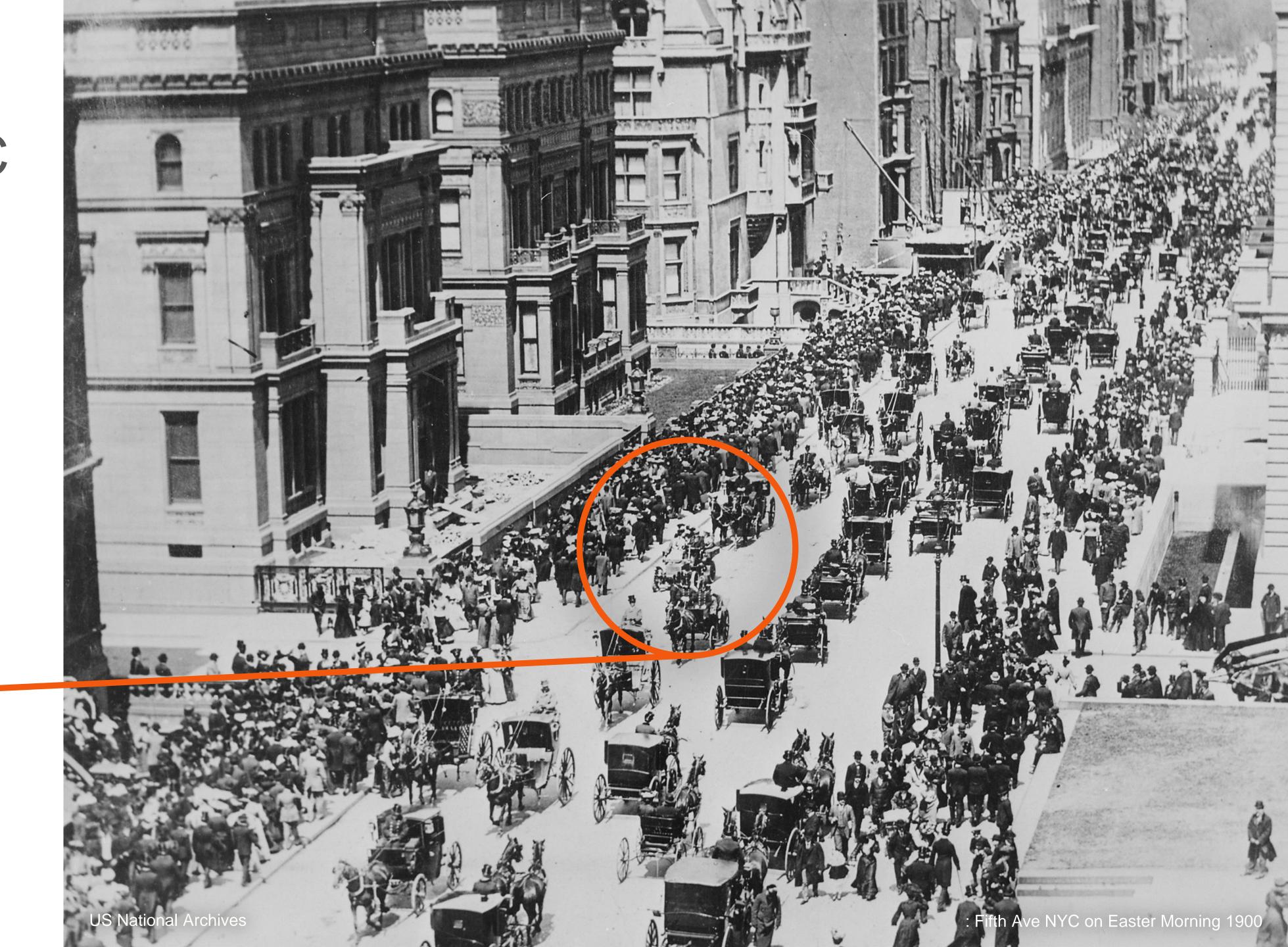
www.tonyseba.com



## A STROLL DOWN Memory Lane

5<sup>th</sup> AVE NYC 1900

Where is the the car?-



5<sup>th</sup> AVE NYC 1913

Where is the the horse?



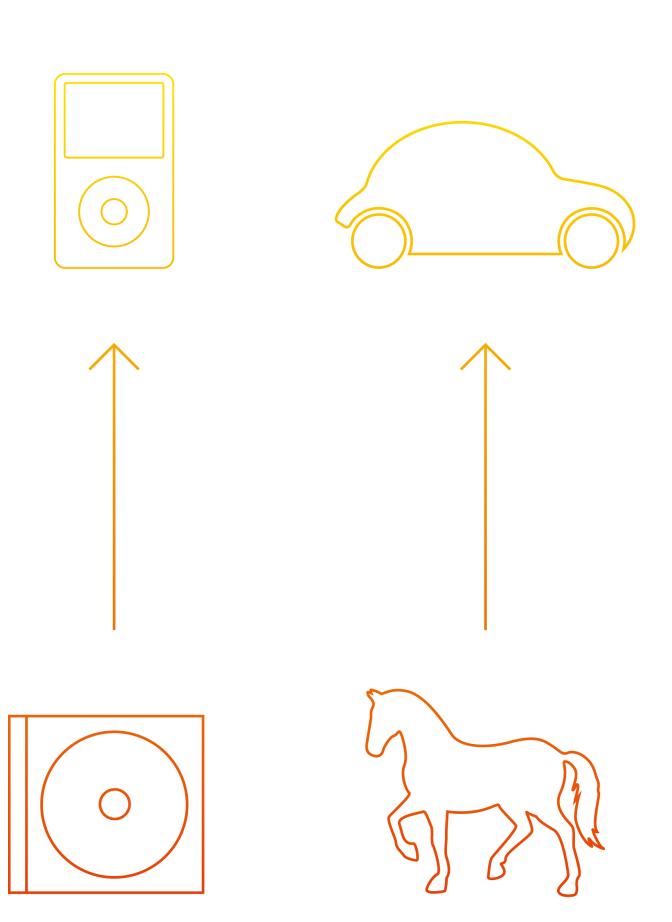
## TECHNOLOGY BASED Disruption



### What is a Disruption?

WHEN A NEW PRODUCT OR SERVICE HELPS create a new market

significantly weaken, transform, or destroy an existing product, market category / industry



#### FAST FORWARD TO 1985

1985



### 'Expert' Disruption Forecasts

In the mid-1980s AT&T hired McKinsey & Co to forecast cell phone adoption by the year 2000

THEIR (15-YEAR) PREDICTION

900,000

**SUBSCRIBERS** 

THE ACTUAL NUMBER WAS

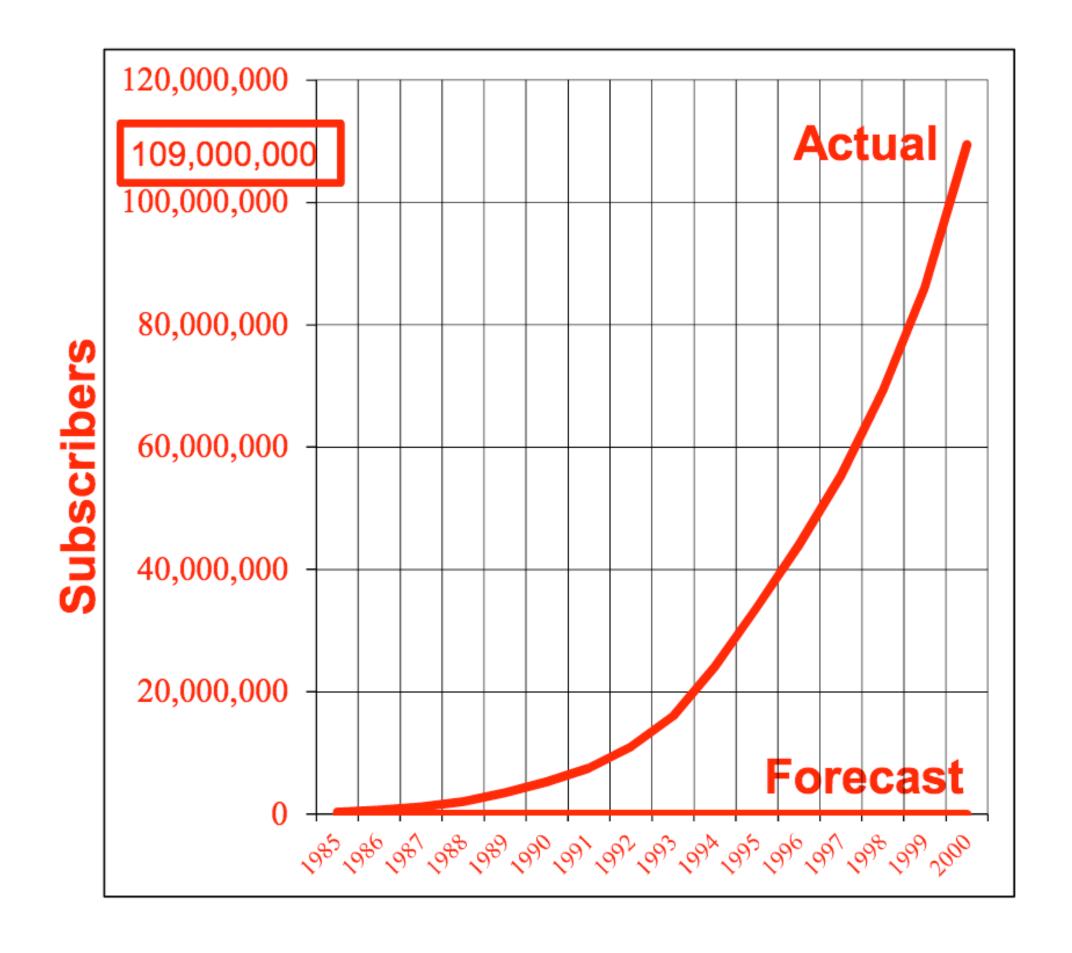
109 million

They were off by a factor of:





### AT&T Disrupted - while \$\$ Trillions Created



		Home	Market Cap.		
	Company	Country	(\$MM)		
1	Apple	USA	\$763,567		
2	Google	USA	373,437		
3	Alibaba	China	232,755		
4	Facebook	USA	226,009		
5	Amazon.com	USA	199,139		
6	Tencent	China	190,110		
7	eBay	USA	72,549		
8	Baidu	China	71,581		
9	Priceline Group	USA	62,645		
10	Salesforce.com	USA	49,173		
11	JD.com	China	47,711		
12	Yahoo!	USA	40,808		
13	Netflix	USA	37,700		
14	LinkedIn	USA	24,718		
15	Twitter	USA	23,965		
Total	Market Cap of Top 15		\$2,415,867		

\$2.4 trillion - Market Cap Top 15 Global Internet Public Companies (2)

- AT&T's landline telephony market was disrupted
- It missed out on multi-trillion dollar opportunities!

### It's usually the 'experts' and 'insiders' who dismiss Disruptive Opportunities

"The Internet will catastrophically collapse in 1996."

Robert Metcalfe, 1995

"There is no reason anyone would want a computer in their home."

Ken Olson, 1977

"I do not believe the introduction of motor-cars will ever affect the riding of horses."

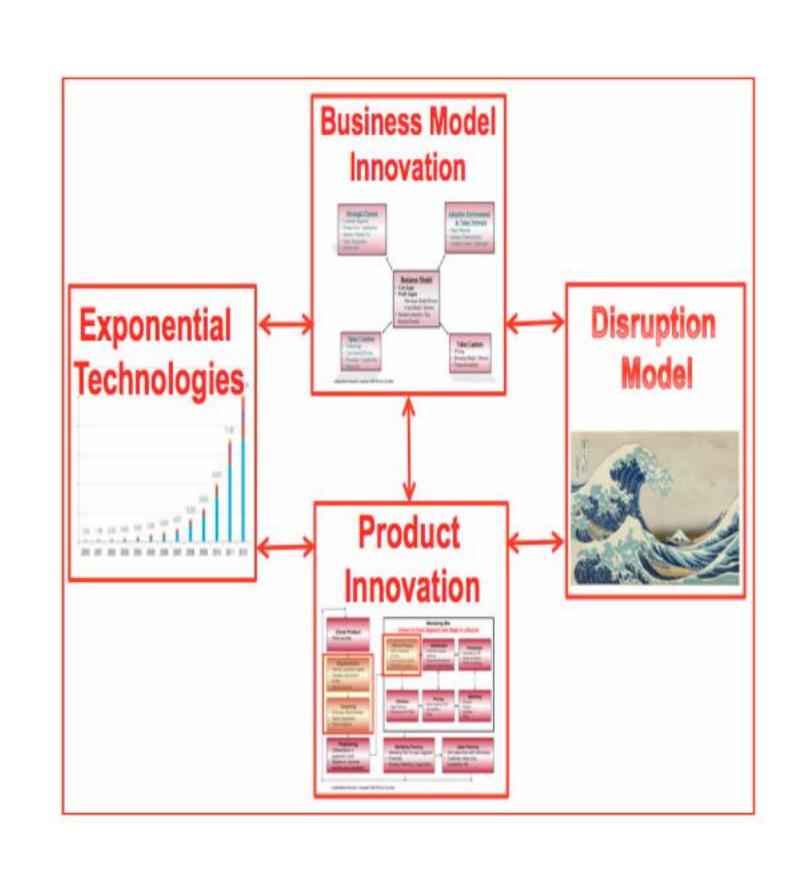
Scott-Montague, 1903

Why do smart people at smart organizations consistently fail to anticipate or lead Market Disruptions?



### Created New Tech Disruption Framework to Anticipate / Lead Market Disruptions

- 1 Disruption Models
- 2 Exponential Technologies
- Business Model Innovation
- Product Innovation



## EXPONENTIAL Technologies

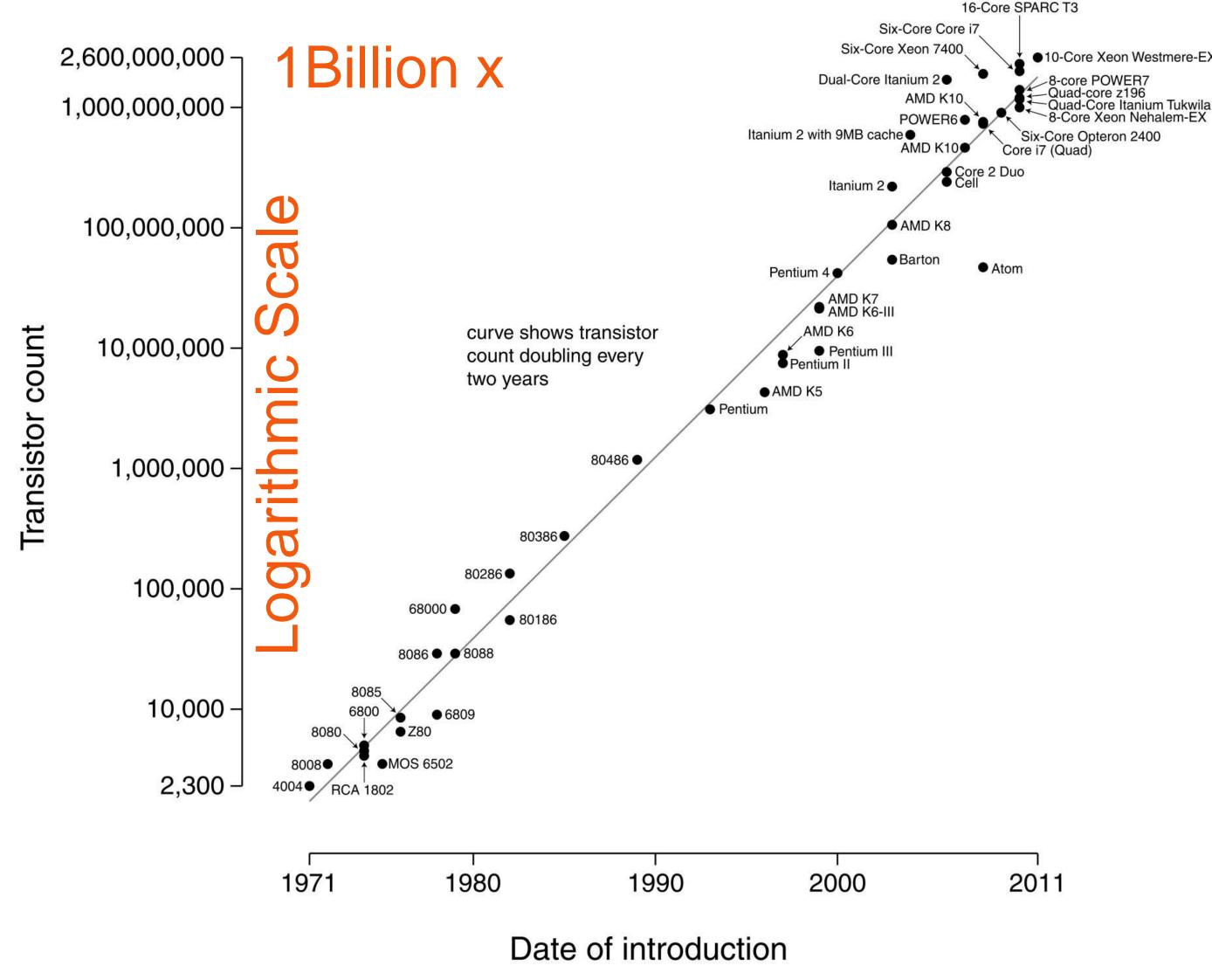
"If the rate of change on the outside is greater than the rate of change on the inside, the end is near."

JACK WELCH

### Computing: Moore's Law (1971 - 2011)

- # of transistors doubles(roughly) every two years.
- Annual improvement rate
   ~41.4%
- Exponential growth in # of transistors

#### Microprocessor Transistor Counts 1971-2011 & Moore's Law



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### PC / Internet / Mobile Phone industries: Convergence of Exponential Technologies

- Technologies improving at exponential rates
- Data Storage Kryder's Law
  - Hard Disk \$ cost per bit down 50% every 18 months
- Digital Imaging Hendy's Law
  - Pixels per \$ 59% / year
- Network Capacity Butter's Law of Photonics
  - The \$ cost of transmitting a bit decreases by 50% every 9 months



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Source: Wikipedia Image: apple.com

### 2016: Key Exponential Technologies

- 1. Sensors / Internet of Things
- 2. Artificial Intelligence / Machine Learning
- 3. Robotics
- 4. Solar PV
- 5. Energy Storage
- 6. 3D Printing
- 7. 3D Visualization
- 8. Mobile Internet & Cloud
- 9. Big Data / Open Data
- 10. Unnamed Aerial Vehicles / Nano Satellites
- 11. eMoney / eFinance

### Sensors: 1,000X changes in 7 Years (2007 - 2014)

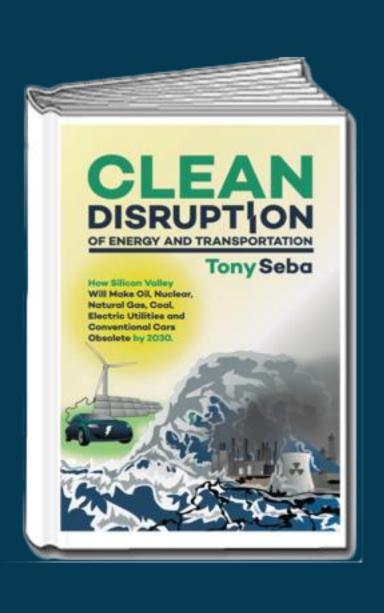
UNIT	CHANGE	COMMENTS			
Number of Sensors	up 1,000x 🕇	From 10 million to 10 billion			
Cost		E.g., from \$250/axis for gyros to \$0.75 for three axis			
Power consumption	DOWN 1,000x	From W to mW and mW to µW, depending on sensor			
Physical Size	DOWN 1,000x	E.g., gyro from 2,000 mm <sup>3</sup> to 2 mm <sup>3</sup> /axis			
Number of Transistors	up 1,000x	From 1,000s per sensor to 1,000,000s/sensor			

On the road to trillions of censors: Exponential Unit Growth

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### CLEAN DISRUPTION OF ENERGY & TRANSPORTATION

- 1 Energy Storage
- 2 Electric Vehicles
- Self-driving Cars
- 4 Solar



### 1 Energy Storage





### Li-on Battery costs dropping exponentially

- Laptop Li-on battery costs dropped
   ~14% per year over 15 years. (1)
- Investments in battery tech increasing dramatically:
  - 3 multi-trillion \$ industries investing:
    - 1. IT/ Electronics
    - 2. Automotive
    - 3. Energy
- Since 2010, battery costs have dropped at ~16%/year → ACCELERATING

### The Telegraph

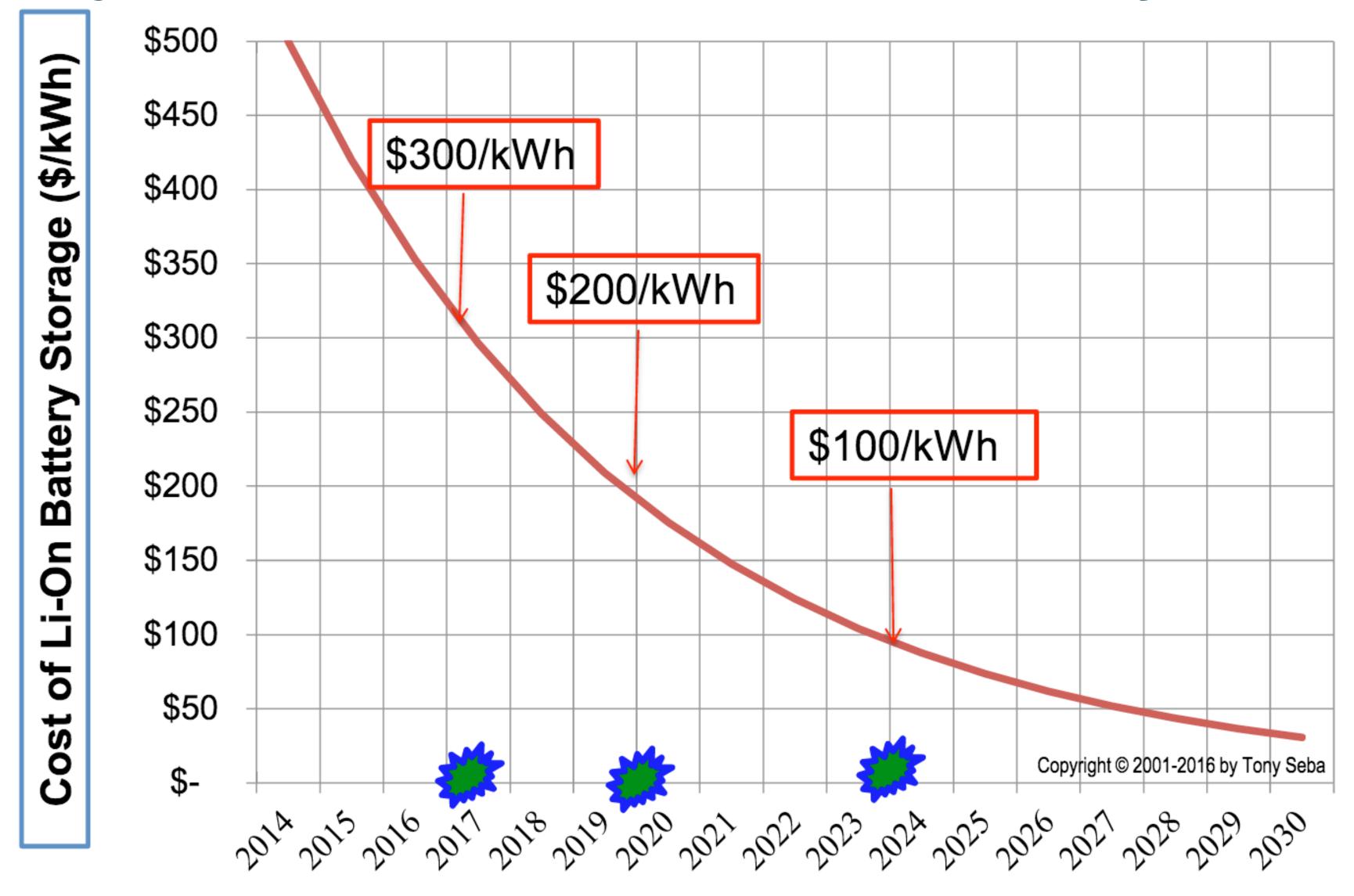


#### The battery tech that could change electric cars

Volkswagen is testing a new type of battery that it says could be four times as powerful as existing technology



### Projected cost of Li-On Battery \$/kWh



Assumption: 16% /year Technology Cost Curve

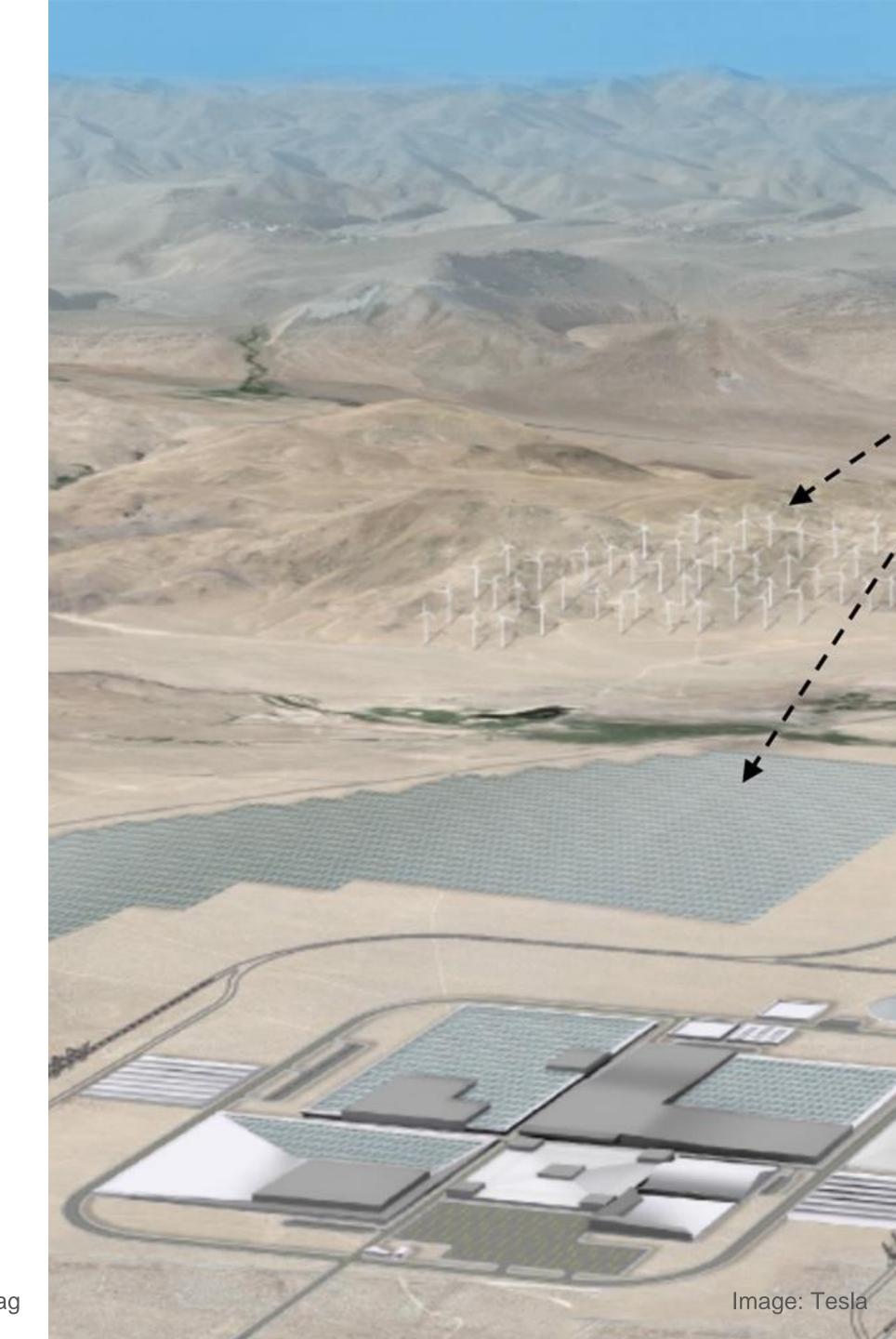
### Tesla's Battery GigaFactory

- \$5 Billion investment (6,500 jobs)
- Battery pack output: 50 GWh year
  - → 500,000 cars/year
- Double world battery production

### Reduce battery pack costs by



Tech improvement. "Tesla expects to increase pack capacity by roughly 5% per year." (1)



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Sources: Tesla, (1) ChargeDevs Mag

#### Tesla's Battery—Ahead of the curve

Tesla PowerWall residential battery

\$350/kWh

(7kWh or 10kWh)

Tesla Microgrid/Commercial battery

\$250/kWh For Commercial/Microgrid (100kWh)



Market reaction: Tesla received

\$800+million in orders/ reservations first week!

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### Battery Megafactories are coming!

- BYD plans to add 6 GWh every year.
  - Could ramp up to 34 GWh by 2020 matching
     Tesla's 35 GWh (1)
- Foxconn and LG Chem could add combined
   22 GWh (2)
- Nissan: 4.5 GHh
- Samsung SDI, TDK, Apple, Bosch, VW, etc.

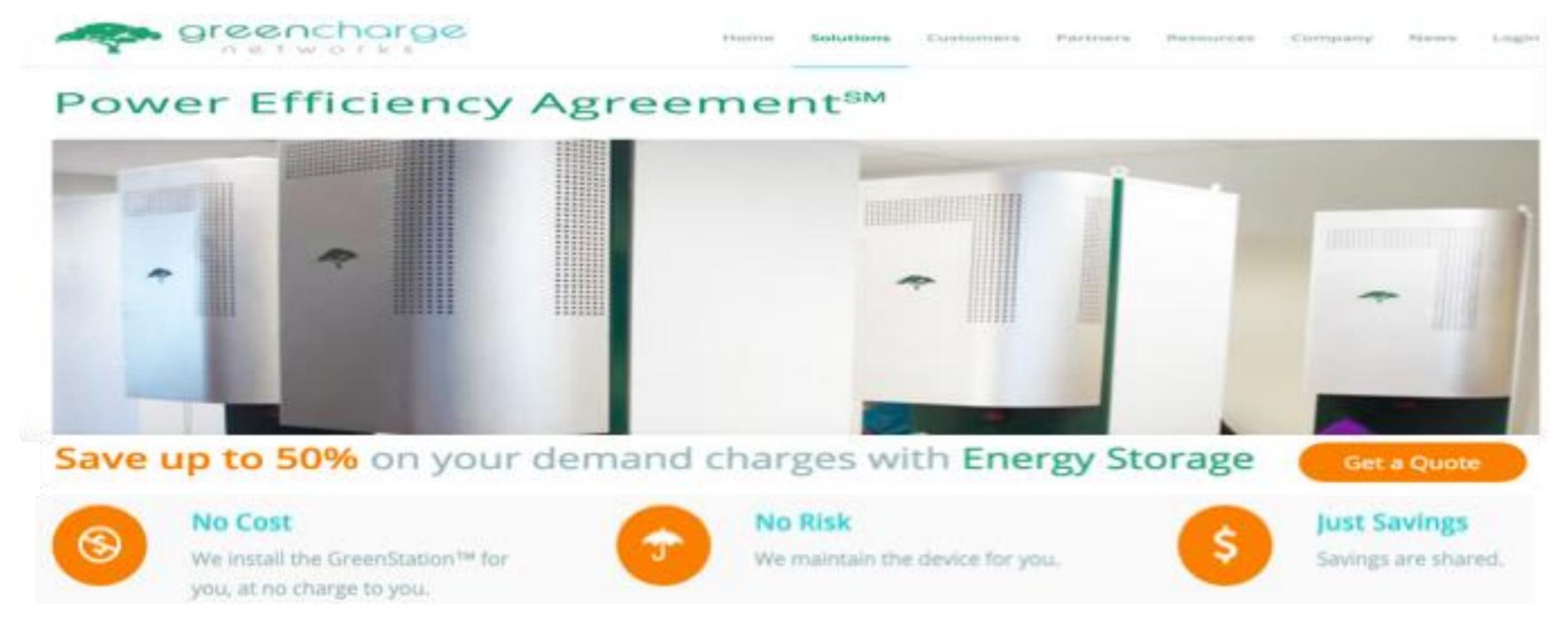
### Tech Cost Curve could accelerate!



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# ENERGY STORAGE Business Model Innovation

### Business Model Innovation: Storage as a Service



- Stem and GreenCharge Networks offering Storage-as-service to reduce DEMAND CHARGES for businesses
  - Zero-money down, 10 years
- ► Lower utility bills by 10-50% (1)
- Similar business model that made solar skyrocket

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#### Storage Disruption - Residential and Commercial

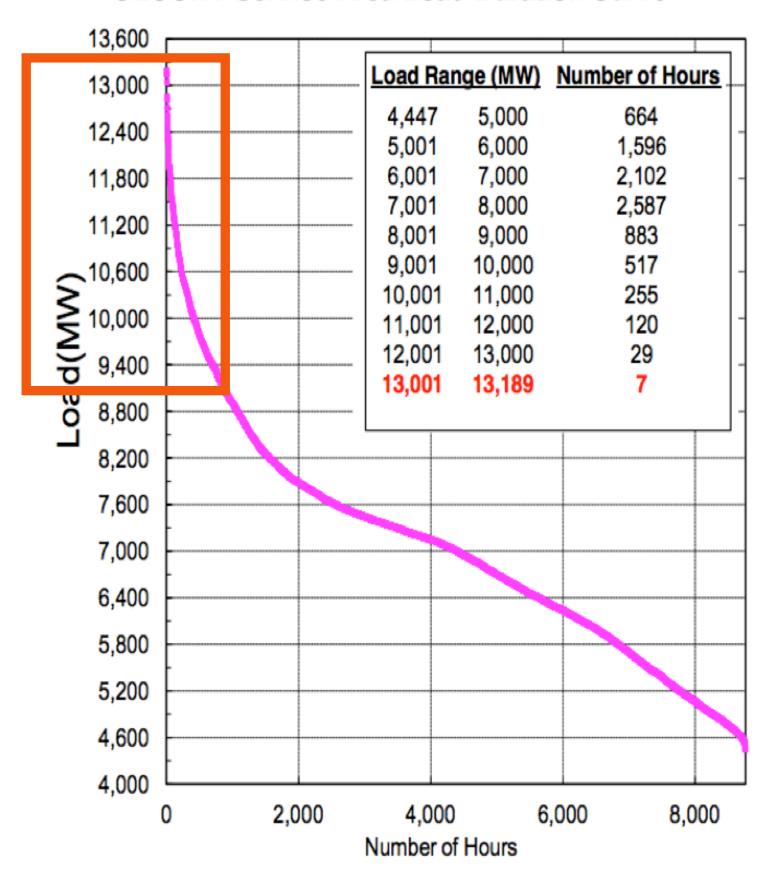
- ► Average American consumes 903 kWh/month → ~ 30kWh/day
- By 2020 it will cost \$36.8/month (\$1.2/day) for a full day of electricity storage

Monthly Cost of Residential Storage		Target	Year ->	2014		2020	2024	2028
Purchase Cost of Battery Storage System (\$/kWh) ->			\$600	\$500	\$300	\$200	\$100	\$50
SaaS Services	Hours	kWh	Storage: Monthly Cost					
Demand Response	1	1.25	\$4.6	\$3.8	\$2.3	\$1.5	\$0.8	\$0.4
Avoid peak, buy low & shift usage	4	5	\$18.4	\$15.3	\$9.2	\$6.1	\$3.1	\$1.5
Store all solar self-generation	8	10	\$36.8	\$30.7	\$18.4	\$12.3	\$6.1	\$3.1
Self-sufficiency	16	20	\$73.6	\$61.3	\$36.8	\$24.5	\$12.3	<b>\$</b> 6 1
Off-grid	24	30	\$110.4	\$92.0	\$55.2	\$ 36.8	\$18.4	\$9.2

#### Storage Disruption - Grid Scale

- The grid works like a just-in-time supply chain without inventory
- Grid: inefficient use of Assets
  - \$\$ Billions in generating assets used just a few hours per year
- Ex: ConEd 32% of Generation assets used < 517 hrs/yr (5.9%)
  - ► 189 MW used 7 hrs (0.08%)
  - ► 1 GW used 29 hrs (0.33%)
  - ► 1 GW used 120 hrs (1.37%)
- Energy Storage can replace generation assets on the grid
  - Peaking power = obsolete

#### **CECONY Service Area Load Duration Curve**

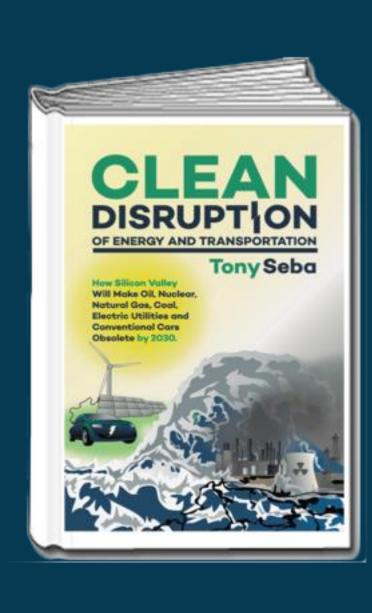


"Post 2020 there may never be another peaker built in the US."

NextEra Energy CEO Jim Robo (2)

## 2 The Electric Vehicle Disruption





### MOTOR TREND

#### 2013 CAR OF THE YEAR: TESLA MODEL

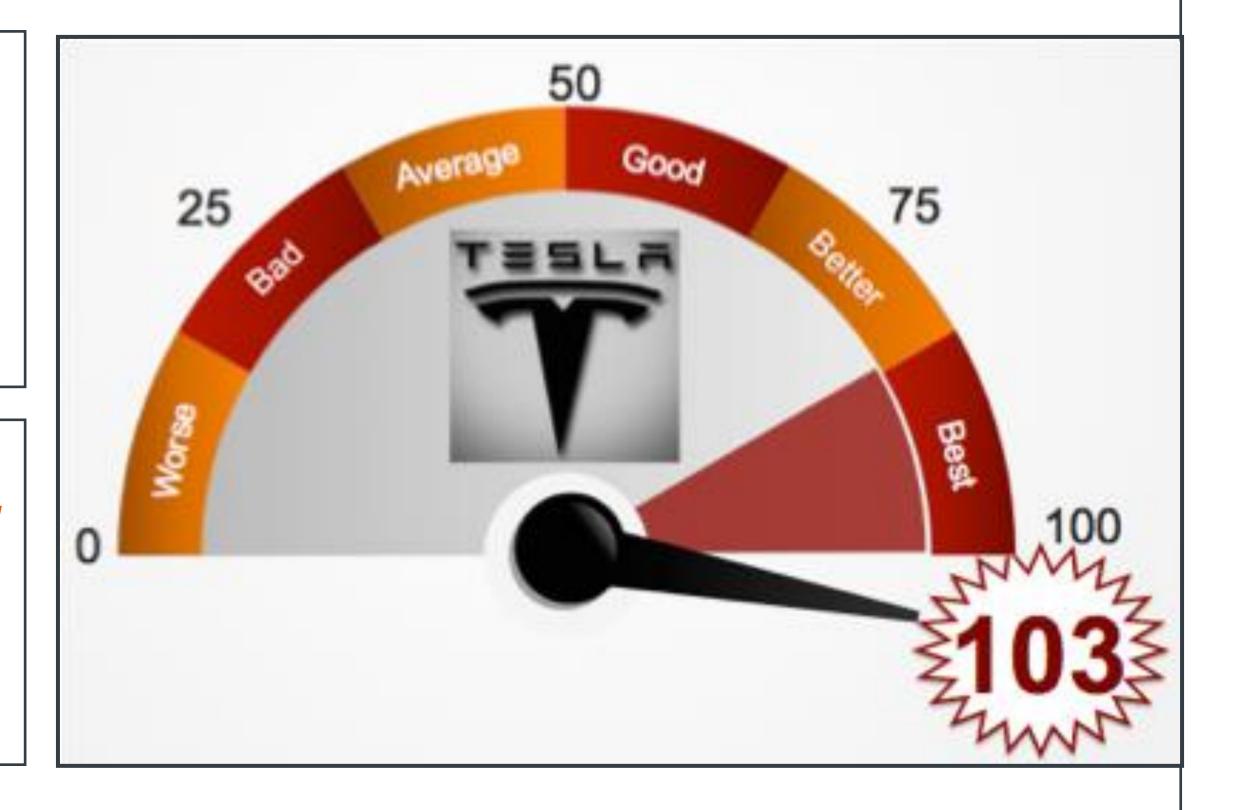
S

"It drives like a sports car, eager and agile and instantly responsive. But it's also as smoothly effortless as a Rolls-Royce and carry almost as much stuff as a Chevy Equinox. Oh, and it'll sashay up to the valet at a luxury hotel like a working supermodel Paris catwalk."

Consumer Reports:

Best Car EVER! (1)

Best-selling high-end large luxury car in America! (2)





# IS THE ELECTRIC VEHICLE Disruptive?

(You always need to ask)



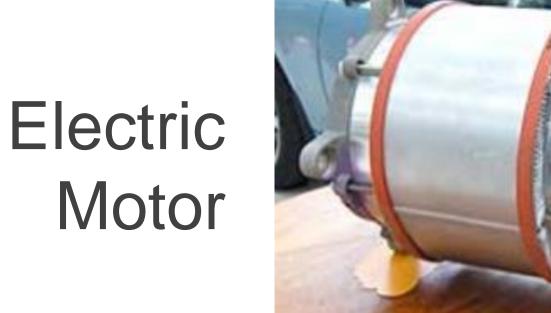
### 1. Electric Motor - 5X more Energy Efficient

### Energy Efficiency





Internal Combustion Engine



### 2. EVs are 10X cheaper to charge/fuel



- It costs \$15,000 to fill up a (gas) Jeep
   Liberty over five years (Consumer Reports)
- An Electric Jeep Liberty would cost \$1,565
   in electricity
- Improvements in power electronics will increase 10X

#### **Assumptions**:

12,000 miles/year

Tesla Roadster: 4.6 miles per kWh.

Ave retail electricity in the U.S.: 12 ¢/kWh

5 year-cost = (60,000 miles \* 0.12 \$/kWh) / 4.6 miles/kWh = \$1,565.



Sources: Consumer Reports, DOE, Clean

### 3. Maintenance - Gasoline Car: 2,000+ moving parts (1)



### 3. EVs: 100X fewer Moving Parts

ICE (Gas) Vehicle

2,000+ moving parts (1)

Electric Vehicle (EV)

18 moving parts (1)

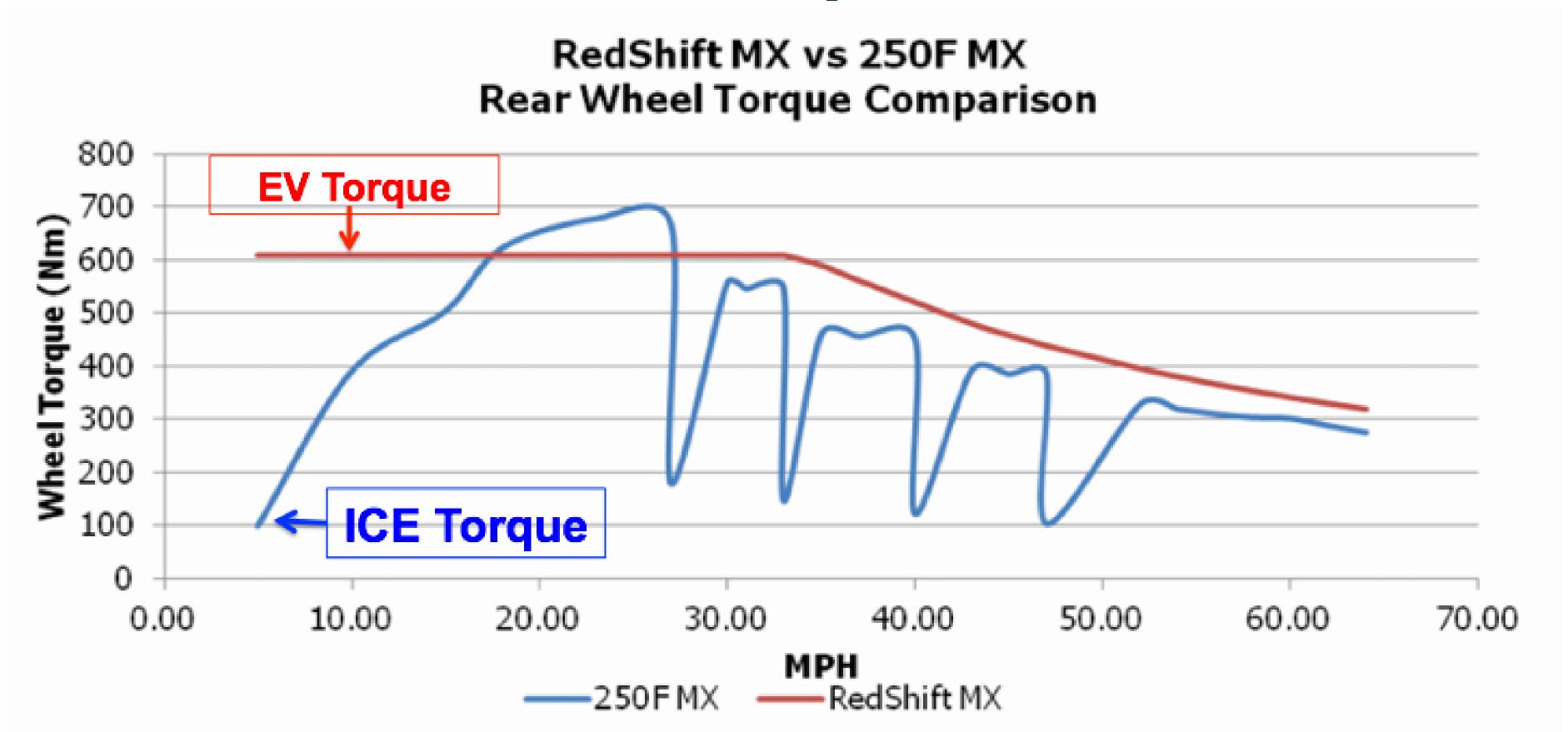
Transmission,
driveshaft, clutch,
valves, differentials,
pistons, gears,
carburetors,
crankshafts...





- ► EVs 10X-100X cheaper to maintain!
- Tesla: Infinite Mile Warranty! (2)

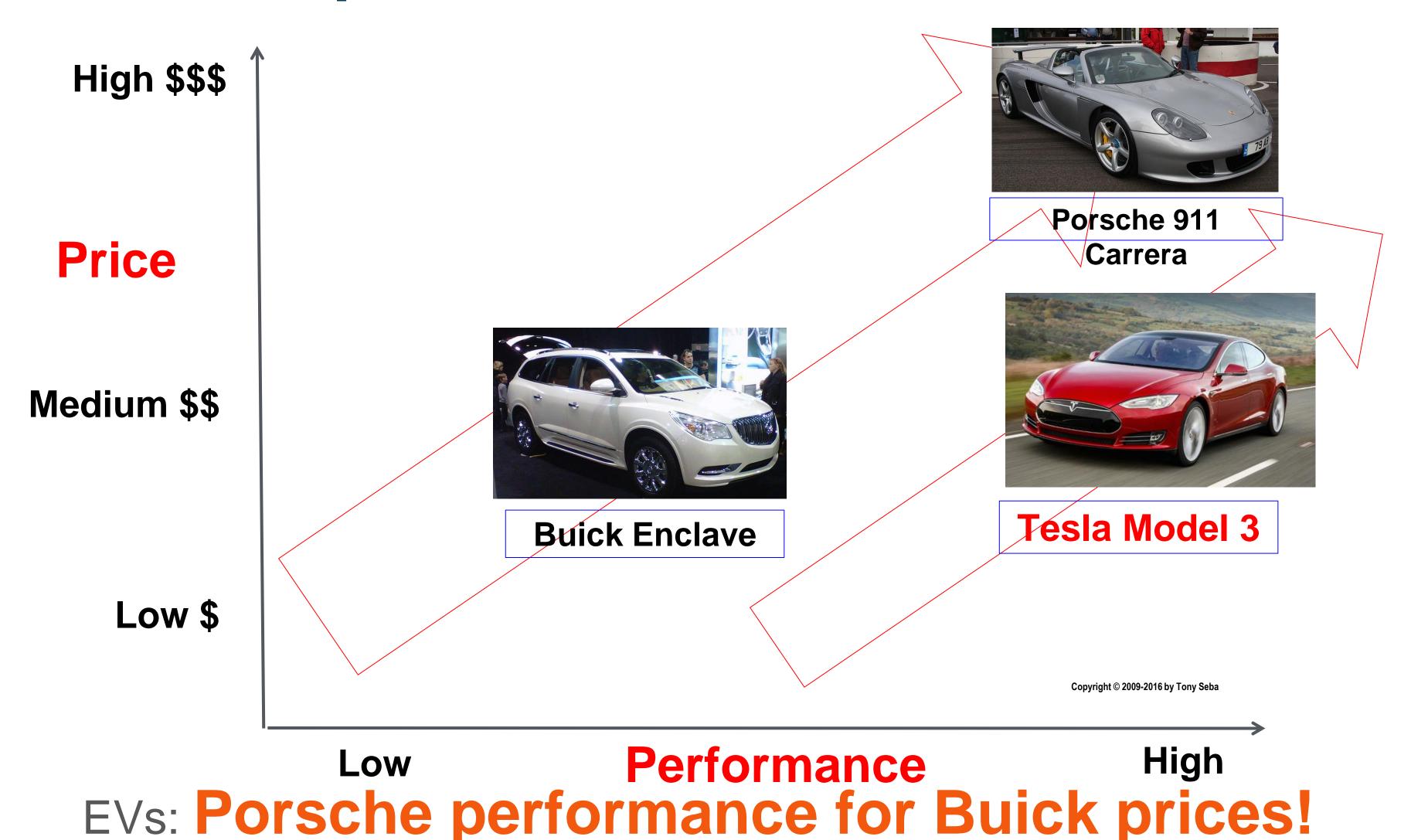
## 4 – EVs FAR MORE powerful than ICE



"The Tesla P90D accelerates faster than \$1 million gas 'supercars'

from Ferrari, McLaren, Lamborghini, Pagani and Porsche." (1)

# **EVs Shift the Price/Performance equation: Disrupt the BASIS of COMPETITION**



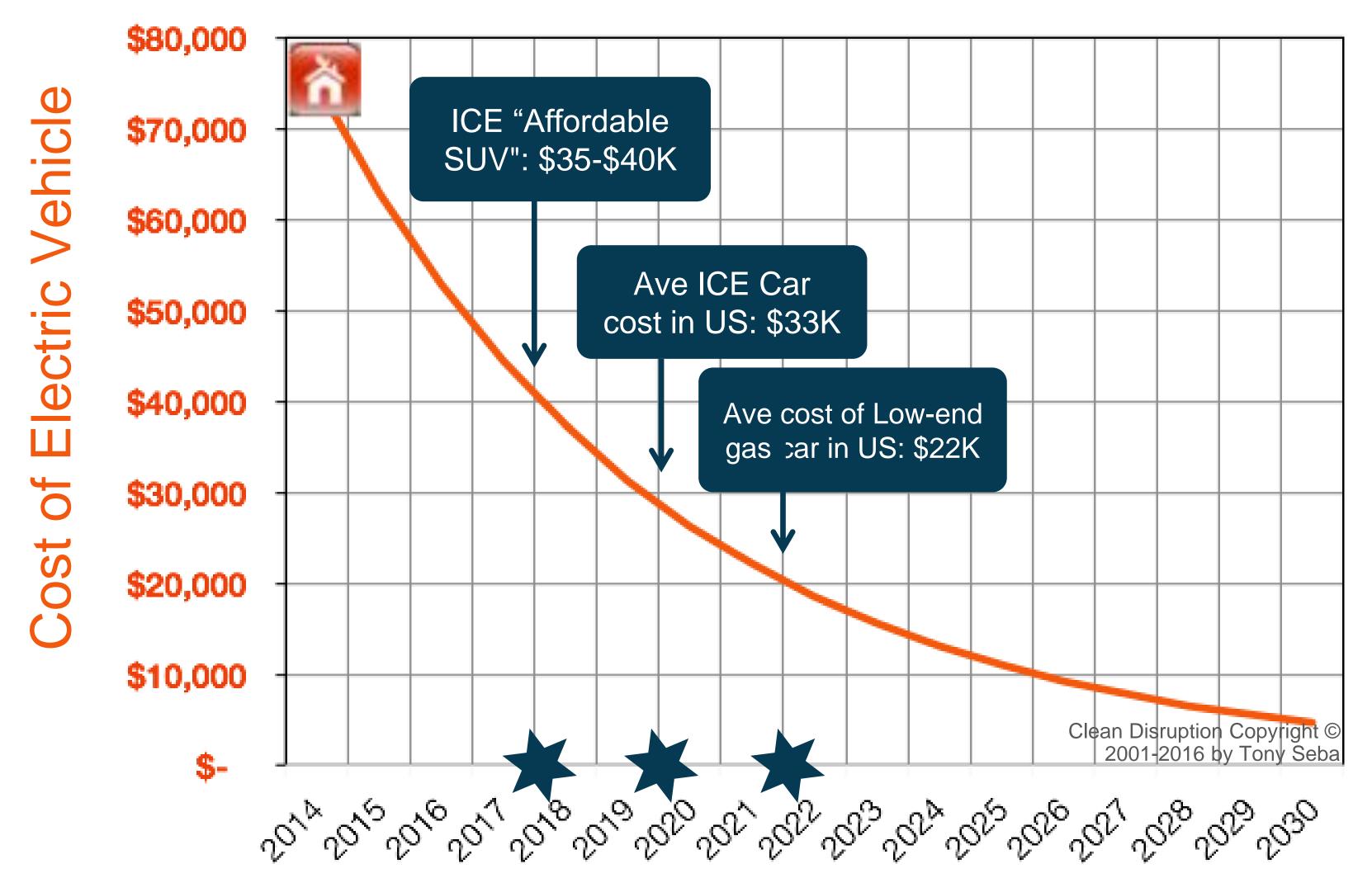
# OK, SO THE EV IS DISRUPTIVE How long will the transition take?







# Disruption from Above: Cost of EV with 200-mile (320 Km) range



#### **Assumptions:**

4 miles/kWh,
50kWh batteries,
16% yearly improvement in
battery costs,
EV Costs = 3X cost of battery

### FORTUNE

## CEO BARRA UNVEILS BOLT EV @CES

2017 Chevy Bolt: 200-mile range Electric Vehicle for \$37,500 [unsub]

"It's more than a car, it's an upgradeable platform for new technologies." (1)

"Car-sharing, new ownership models, automated driving... down the road."



### B B C NEWS

# FORD TO INVEST \$4.5B IN ELECTRIC CARS

"CEO Fields said Ford will invest \$4.5 billion to develop 13 EVs by 2020."

The company will enter the carsharing market and become a 'mobility service provider', a market worth \$5+ trillion.

"We [now] get zero of that market." (1)

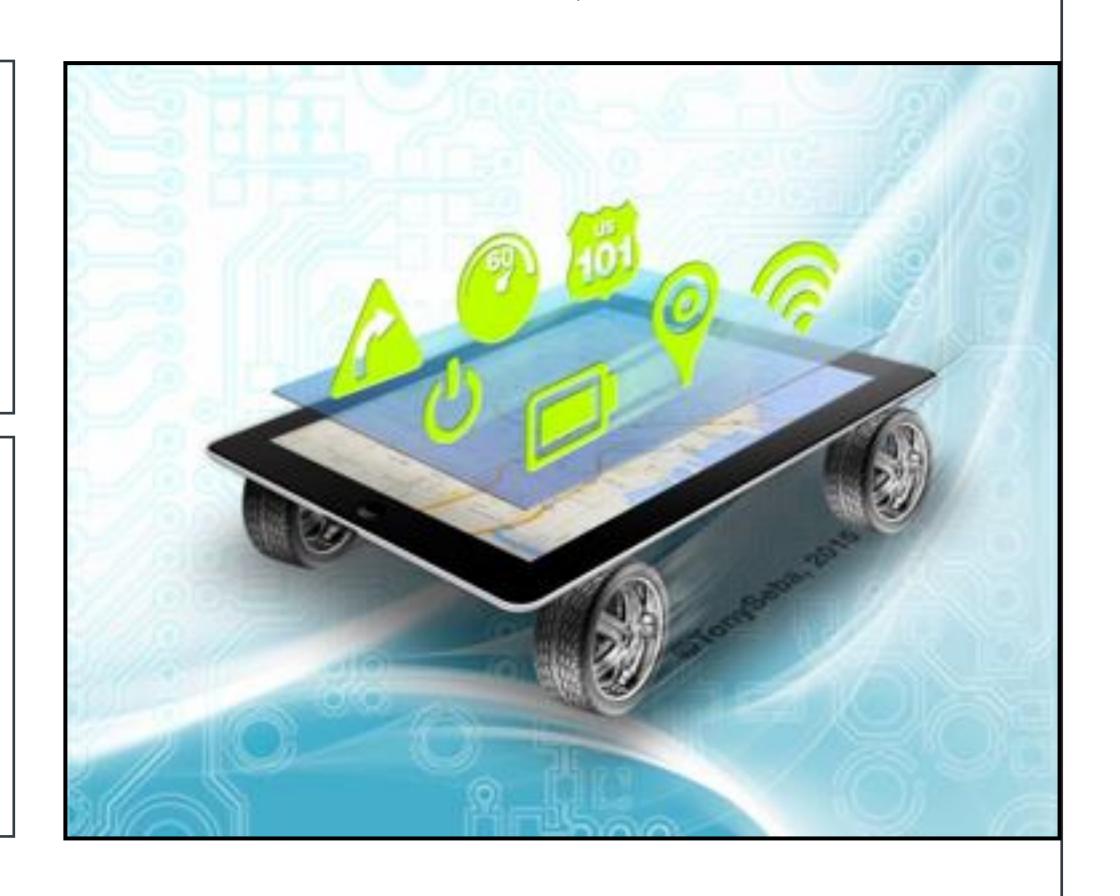


## FOXCONN TO MAKE EV FOR \$15,000

"Foxconn, the maker of the Apple iPhone to invest \$811m to develop Electric Cars."

"Foxconn CEO Terry Gou said they are targeting EVs priced at less than

\$15,000." (1)

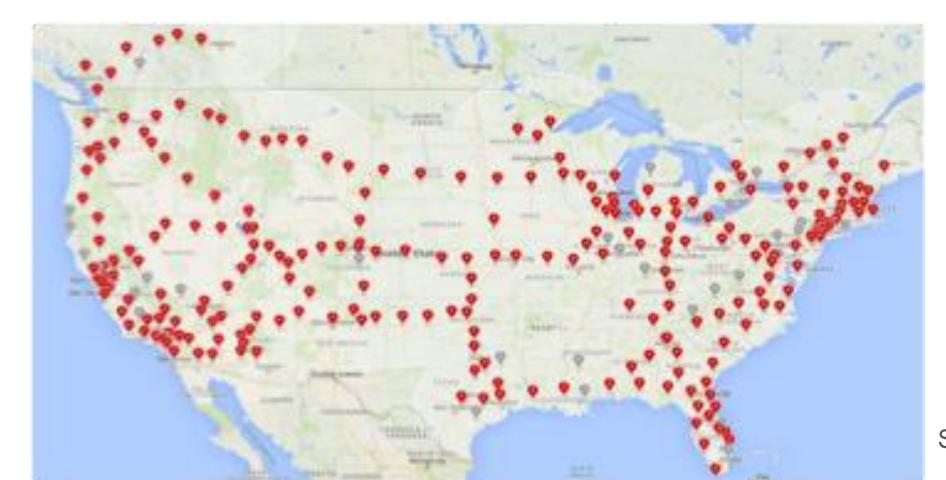


# Business Model Innovation

(That might accelerate the Disruption)

## EV Free Charging

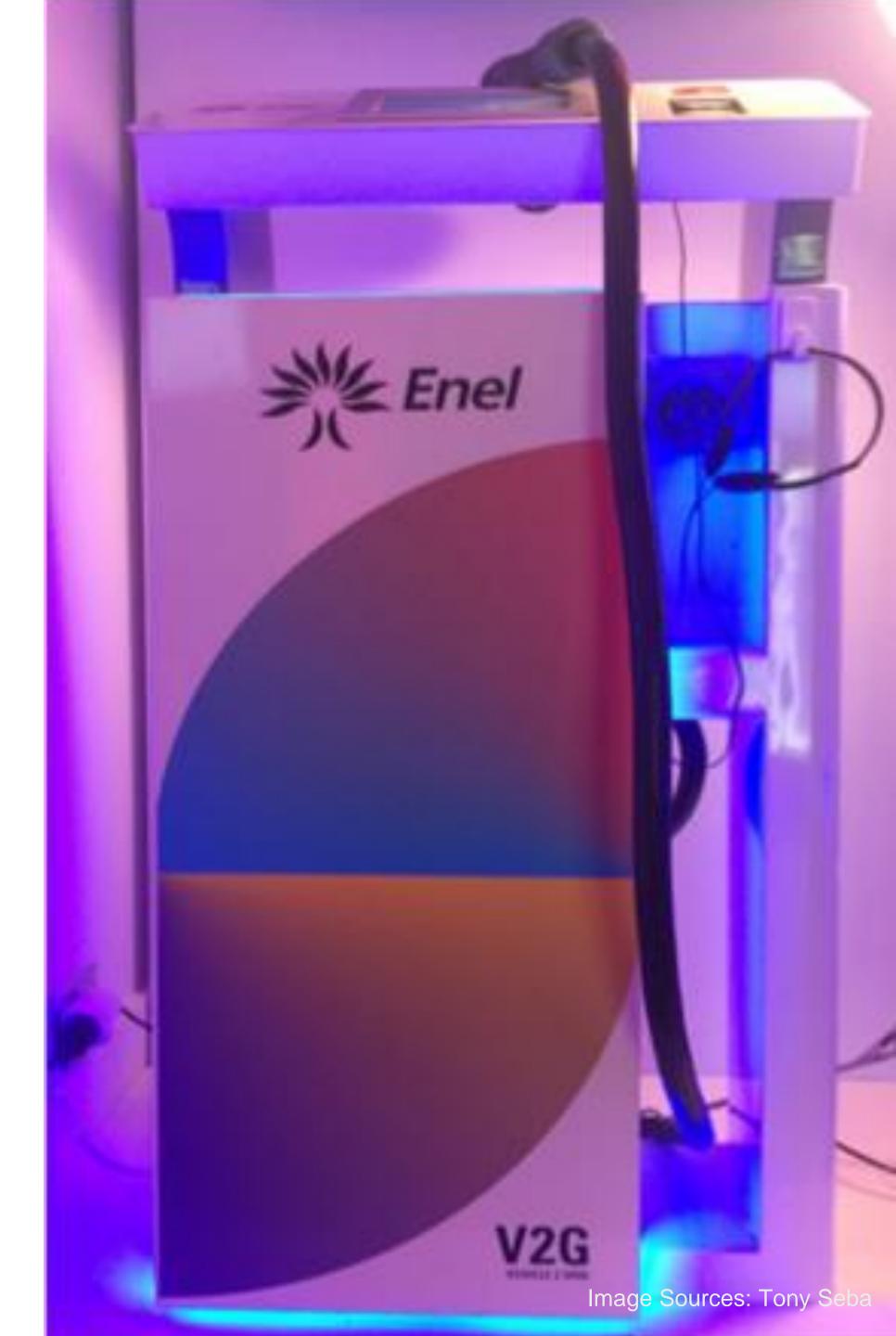
- EV Companies such as Nissan and Tesla offering limited Free EV Charging networks.
- SV Startup Volta offering FREE EV charging in exchange for media rights at prime high-value properties.
- If this business model succeeds, the EV MARGINAL COST of energy will be ZERO.



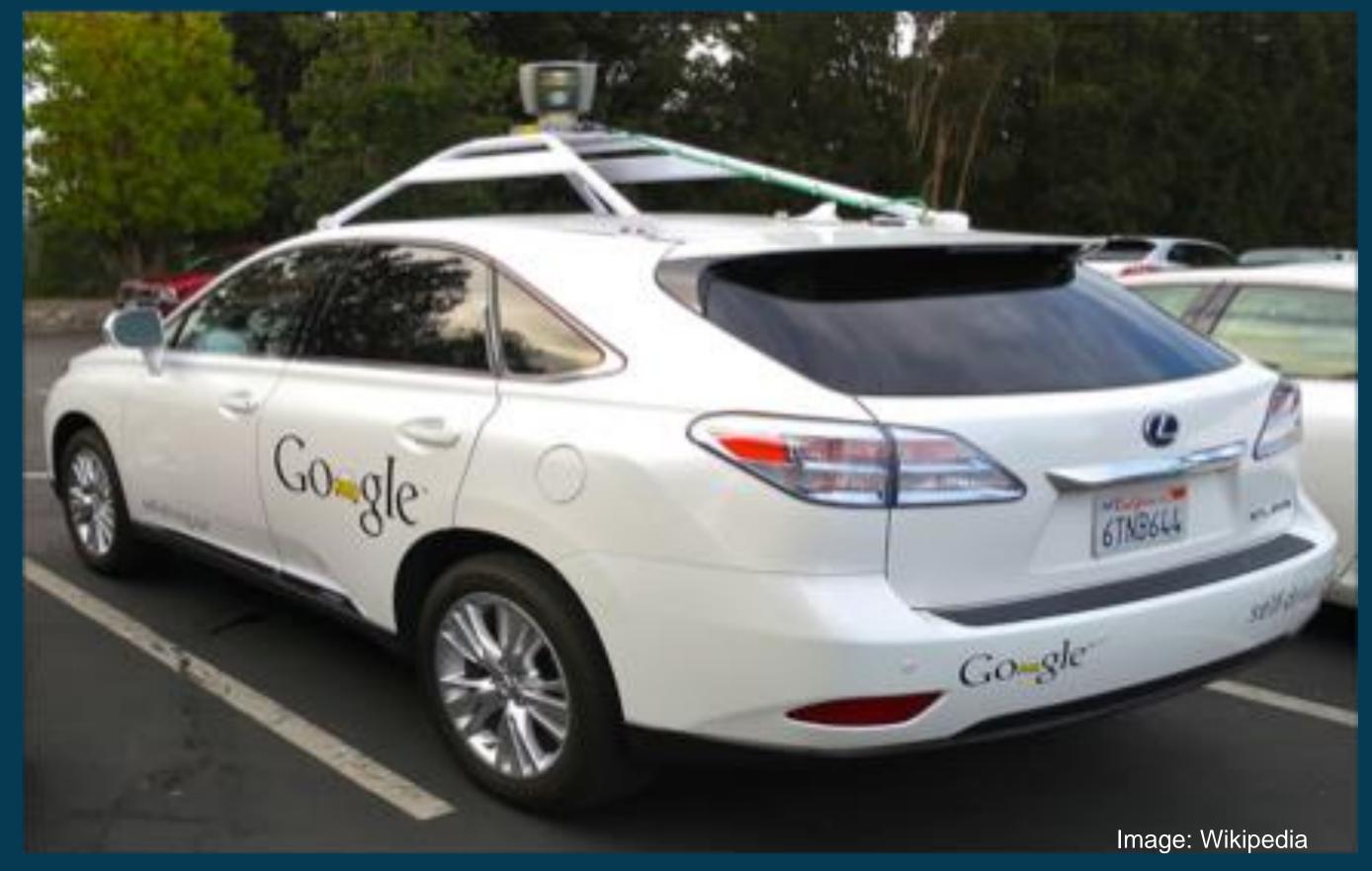


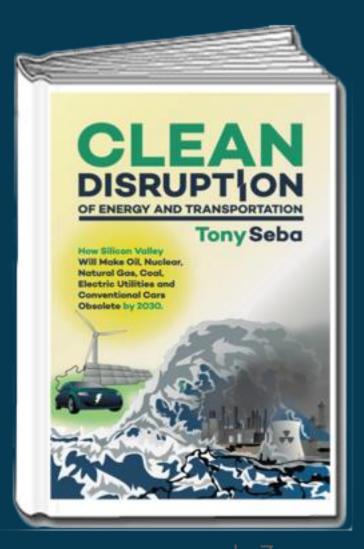
# **EVs Generating \$ Providing Services to Grid**

- With Vehicle-to-grid (V2G) technology, an Electric Vehicle (Nissan Leaf) can power a house or a small apartment building for a day or two.
- EVs can also provide the grid with ancillary services that can generate revenue for the EV owner.
- At COP21 Paris, Nissan showed V3G product that ENEL will roll out in 1Q 2016
- EVs = Power Plants on Wheels



# The Autonomous Vehicle Disruption





### FINANCIAL TIMES

### NEVADA APPROVES AUTONOMOUS



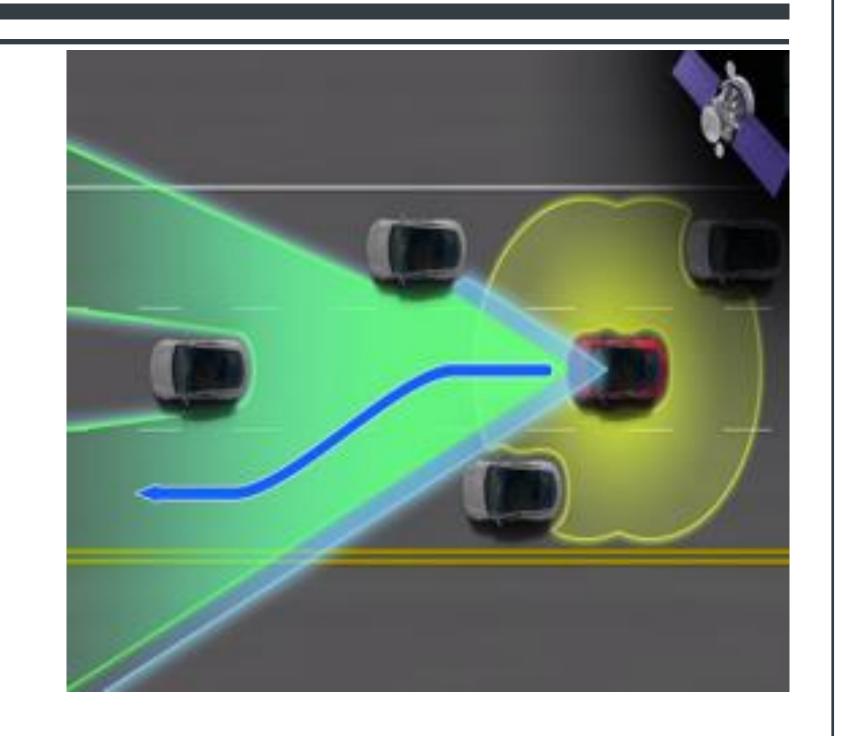
### THE VERGE

## TESLA CAPABLE OF SELF-DRIVING 90% OF THE TIME

"90% Autonomous. For sure on highways." (1)

"Fully self-driving within 2 years." (2)

Elon Musk, Dec 2015



### **Autonomy Capability**







### SELF-DRIVING CARS MAY HIT THE ROAD IN 2018: RENAULT-NISSAN CEO

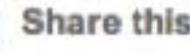
PARIS Tue Jun 3, 2014 1:03pm EDT



















# WHAT ABOUT THE COST of Autonomous Vehicles?









# **Exponential Technologies: Machine Vision (LIDAR Sensors)**

2012

Google announced that the cost of technology in its self-driving car was

~\$150k

LIDAR Sensor (for Machine Vision) was

\$70k

By the end of

2013

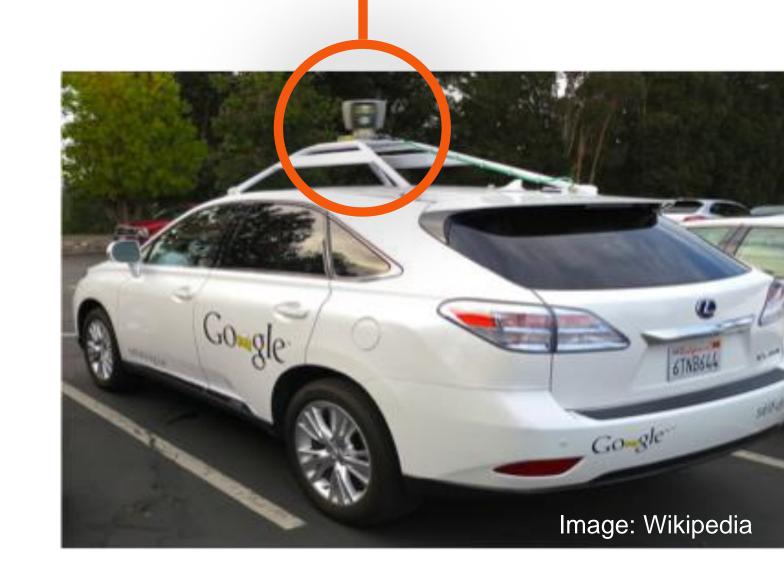
The next generation LIDAR was

\$10k

By Oct

2014

A SV Startup company announced LIDAR for \$1 K



## LIDAR: From \$70,000 to \$250

2015 GEN 1 LIDAR

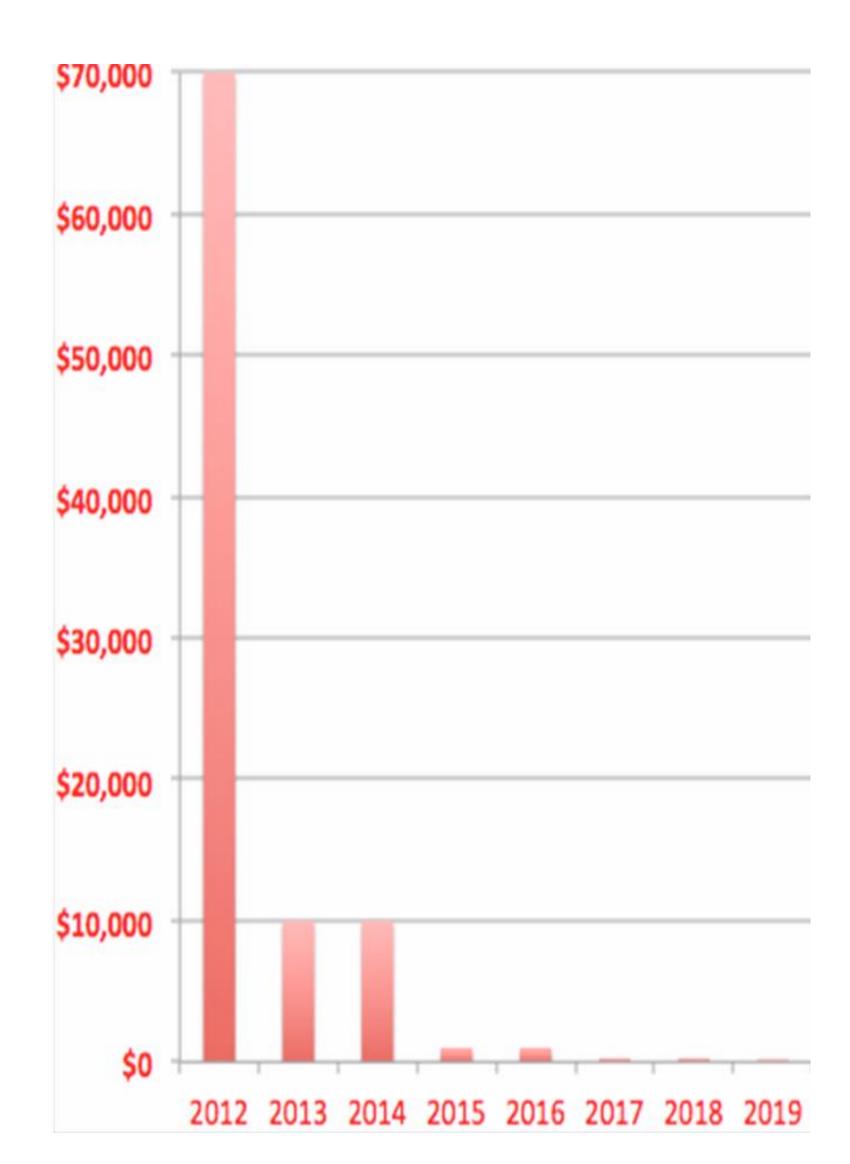
\$1,000

2016 GEN 2 SOLID STATE LIDAR \$250



GEN 3 (POSTAGE STAMP)

\$90



## Autonomous Vehicles = Computer on Wheels

Cost Curve of Computing Power

TO PROCESS SENSOR INPUT?



## Year 2000: World's 1<sub>st</sub> 1-TeraFlops Computer

ASCI RED - Sandia National Labs

- Space = 1,600 sq ft (150 m2)
- Power Consumption = 850 kW
- Cost = \$46 million



## Exponential Technologies: GPU: NVIDIA Drive™ PX

Dual Tegra® X1 GPU Processor 2.3 TeraFlops

Power Consumption = 15 W

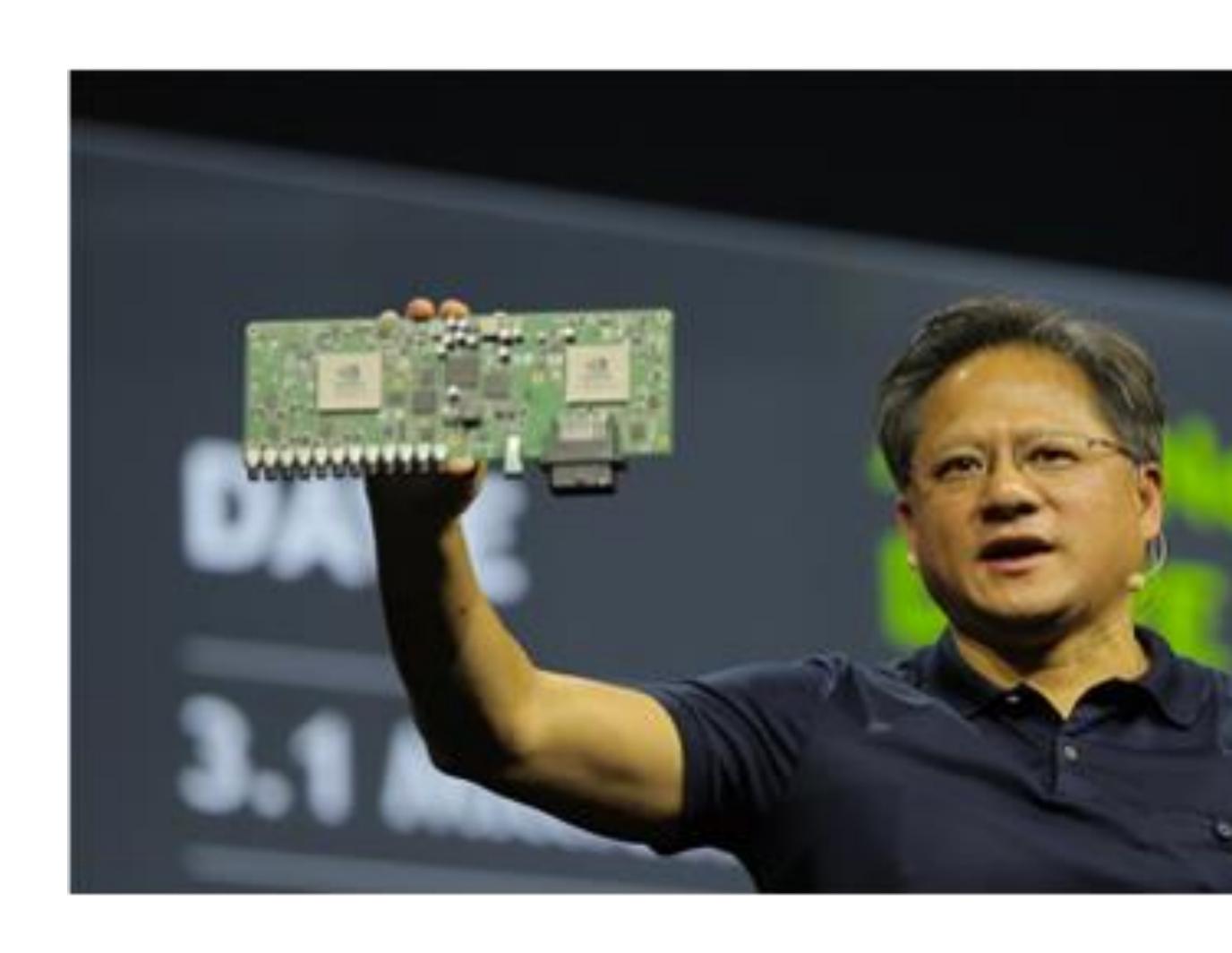
56,666X improvement

Cost = \$59

~1 million improvement

### Built for Self-Driving Cars

- Surround Computer Vision (CV) with Advanced Rendering
- Deep Learning S/W
- Over-the-air updates



OK, COST IS NOT AN ISSUE... BUT,

# Is the market ready for the Self-Driving



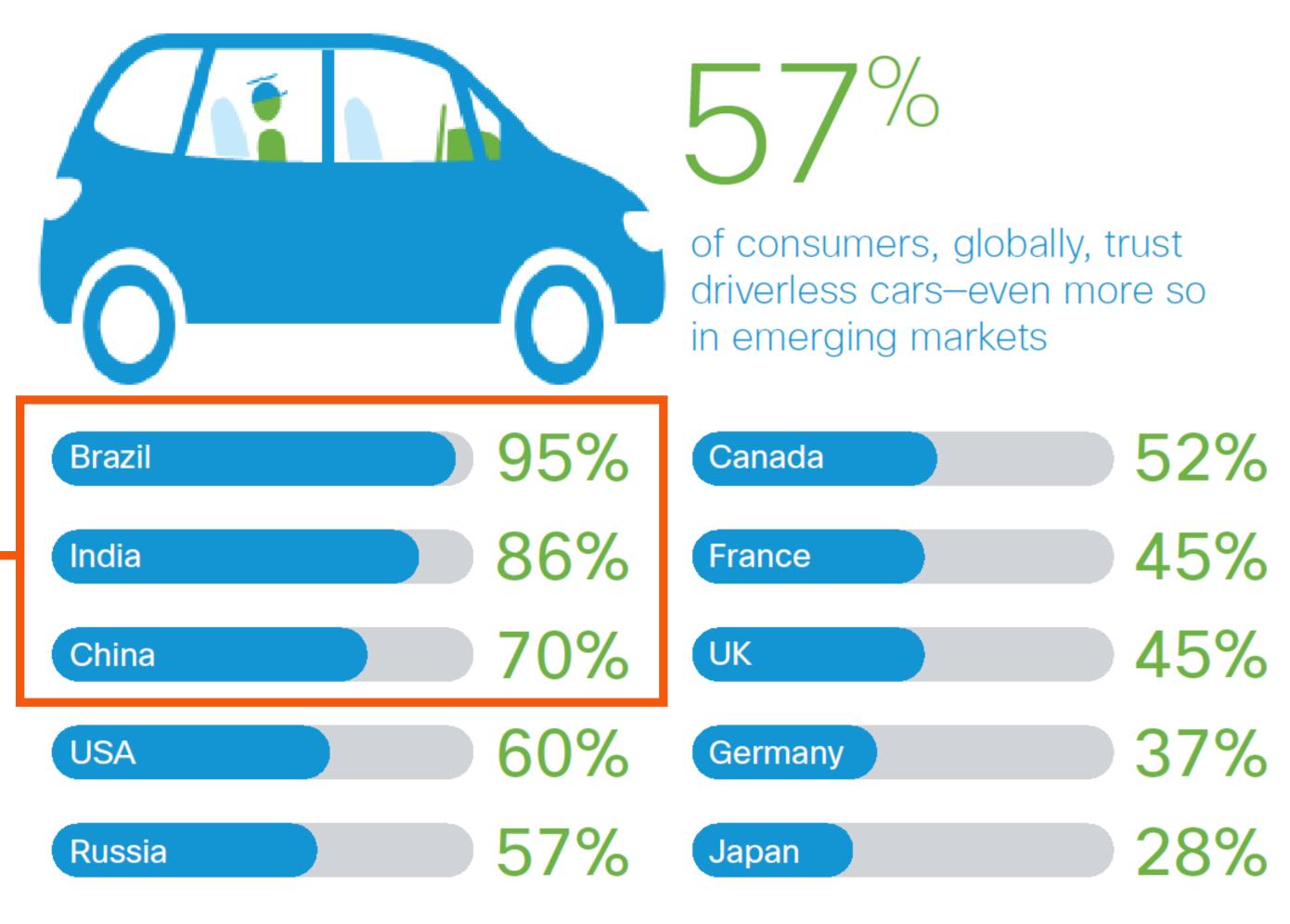


# Are consumers ready for autonomous cars?

2.8 b people



Consumers Trust Driverless Cars





Source: Cisco Customer Experience Report for Automobile Industry, May 2013 survey of 1,511 consumers in 10 countries.

Source: Cisco Systems



Cool! I can







and also







while NOT driving!

BUT WHAT'S THE Disruptive Impact?



## BUSINESS MODEL INNOVATION:

# Car-as-a-Service



## My Smartphone: On-demand Car-as-a-Service

#### Plan & schedule All transportation needs with Apps

- 1. Buses: Muni, NextBus
- 2. Trains: CaltrainMe, iBART
- 3. Car-Sharing: Zipcar
- 4. Ride-Sharing: Uber, Lyft
- 5. On-Demand Bus: VTAFlex
- 6. Taxis: FlyWheel

### **Asset Utilization**





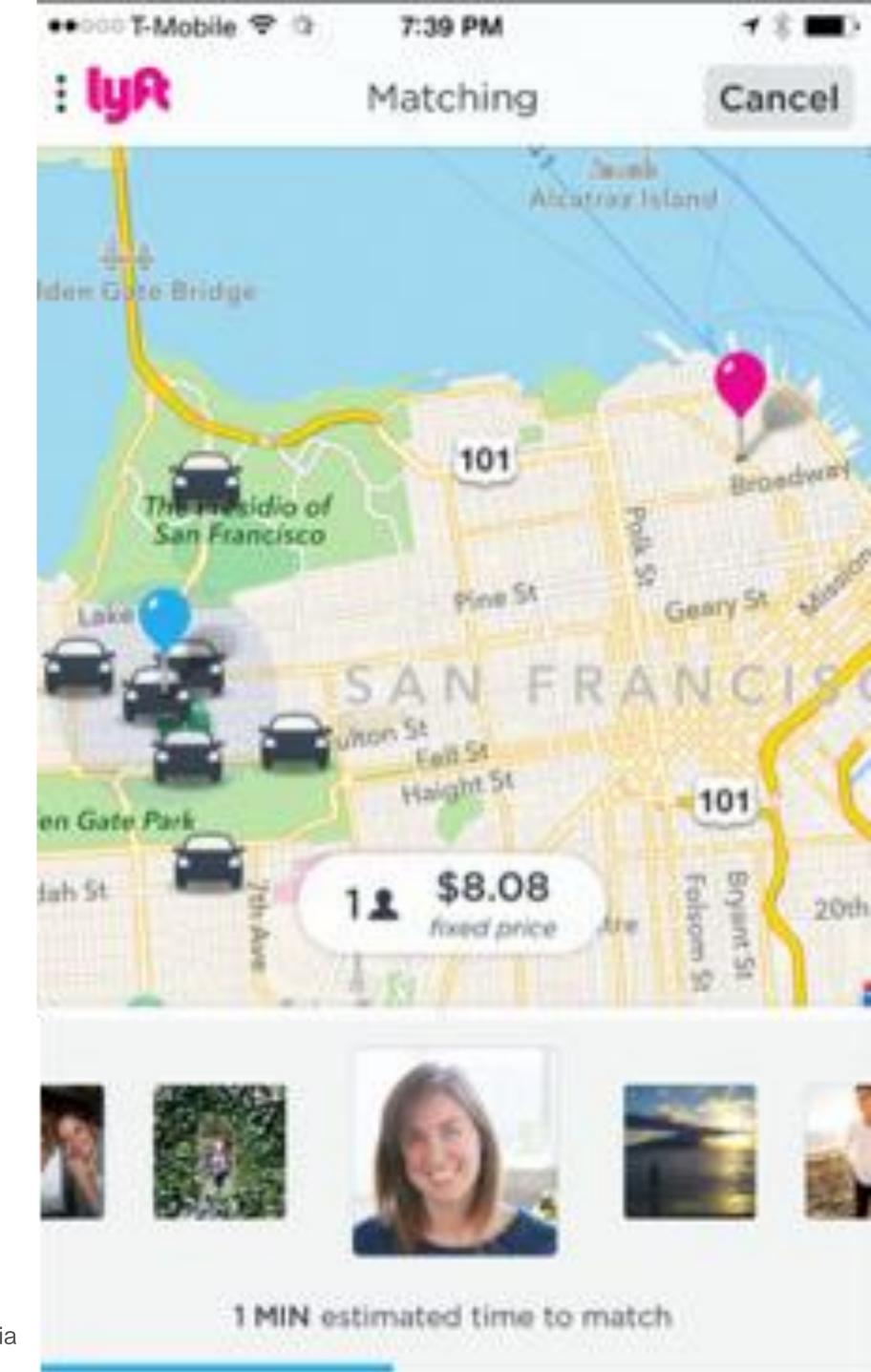
## RIDE - Sharing

Companies disrupting private and public transportation.

- Connecting users with drivers
- Ex: Uber, Lyft
- Uber (started 2009):
  - ► May '15 311 cities in 58 countries (1)
  - ► Est. 2015 Bookings = \$10 billion (2)
  - ► 1 million drivers (global) (3)

### San Francisco Figures

- # Uber Drivers (2015): 22,000
- # of Taxicabs (2012): 1,825 (4)
- Carpooling ~= half of Uber Rides



## Cars: Hugely Inefficient Use of Assets

- Cars = 2<sup>nd</sup> largest Capital Expense
- Ave. car costs = \$31k
- Cars are parked 96% of the time! (1)
- 4% Asset Utilization is a disruption waiting to happen!

**Asset Utilization** 





### SELF-DRIVING + CAR SHARING:

# Convergence of Technology & Business Model Innovation

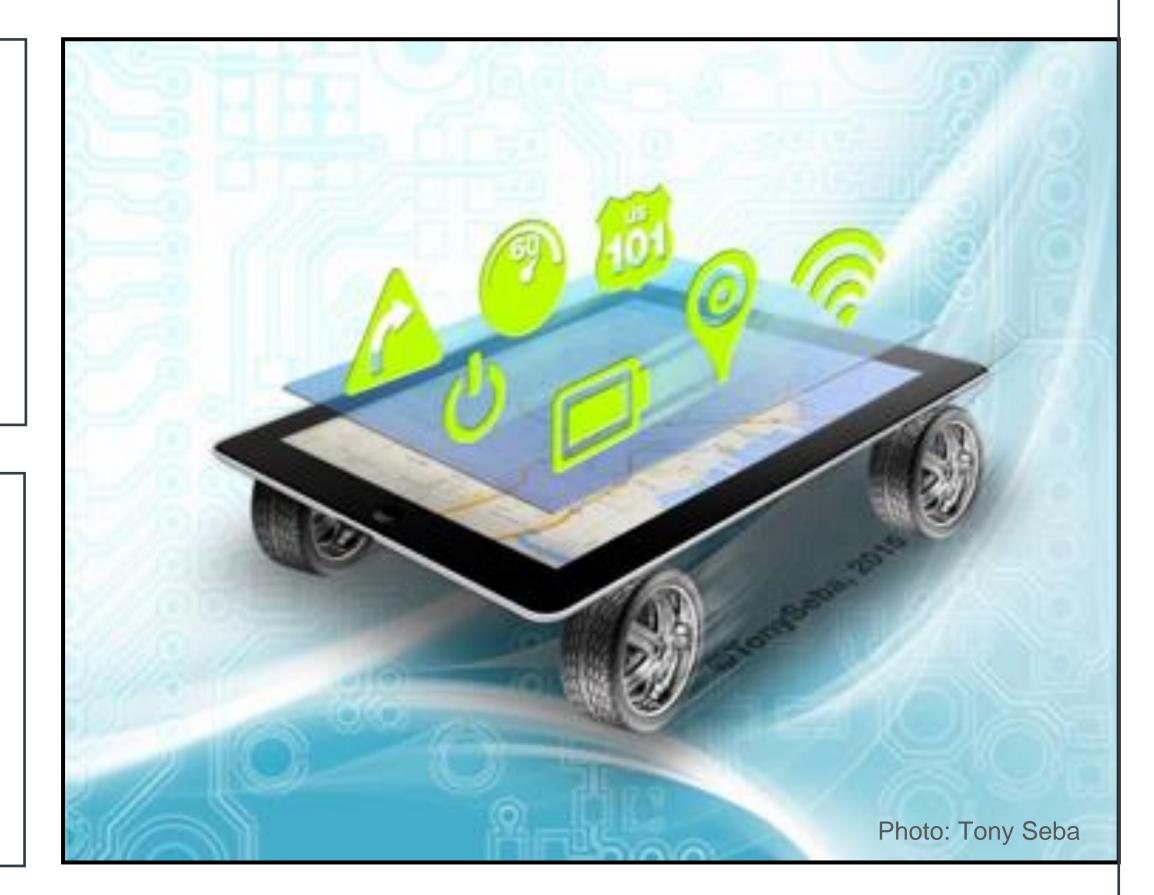


### THE VERGE

# UBER ANNOUNCED SELF-DRIVING CAR PROJECT

"Uber announced plans with Carnegie Mellon University to create the Uber Advanced Technologies Center: R&D of autonomous vehicles."

"When there's no [driver], the cost of taking an Uber anywhere becomes cheaper than owning a vehicle... and then car ownership goes away." said Uber's CEO



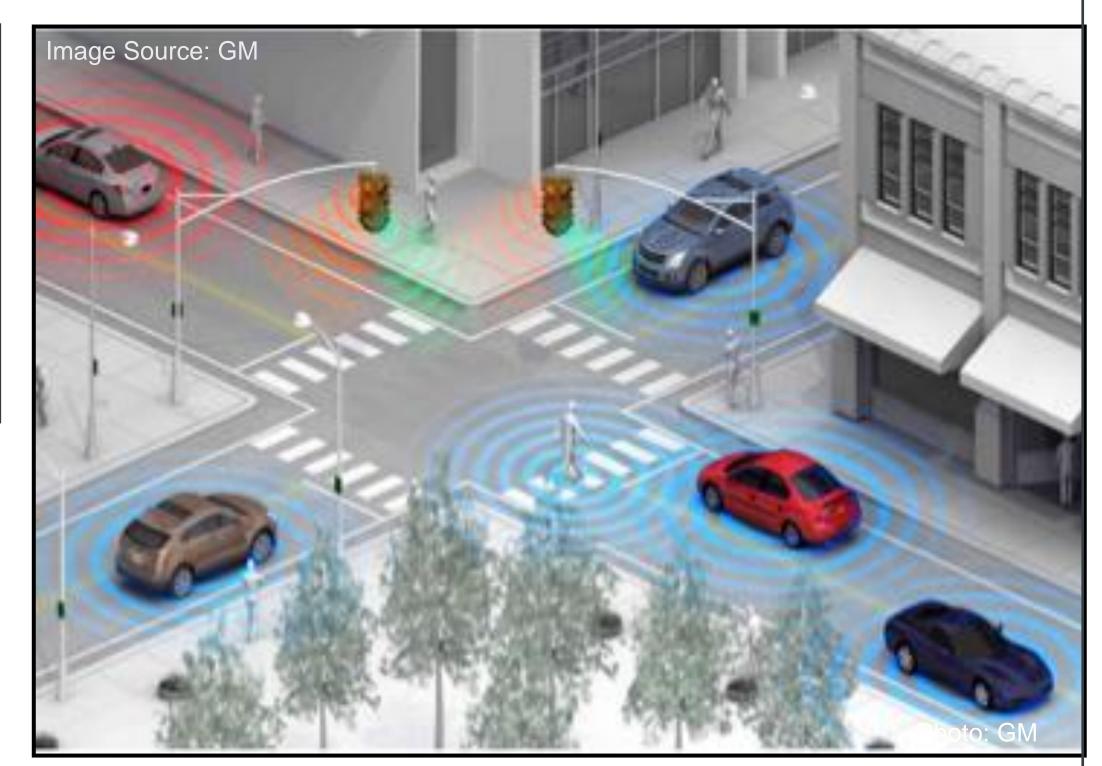
### Mashable

# GM TO LAUNCH SELF-DRIVING LYFT FLEET IN AUSTIN, TX

"The first mainstream deployment of autonomous vehicles won't be to customers but to a ride-share platform." GM President Dan Ammann

"This makes sense for GM:

- 1. An autonomous Bolt EV will be in use 60-70% of the time.
- 2. Easier to create a car that works in a known city within certain limits below 30mph.
- 3. Open up new markets."



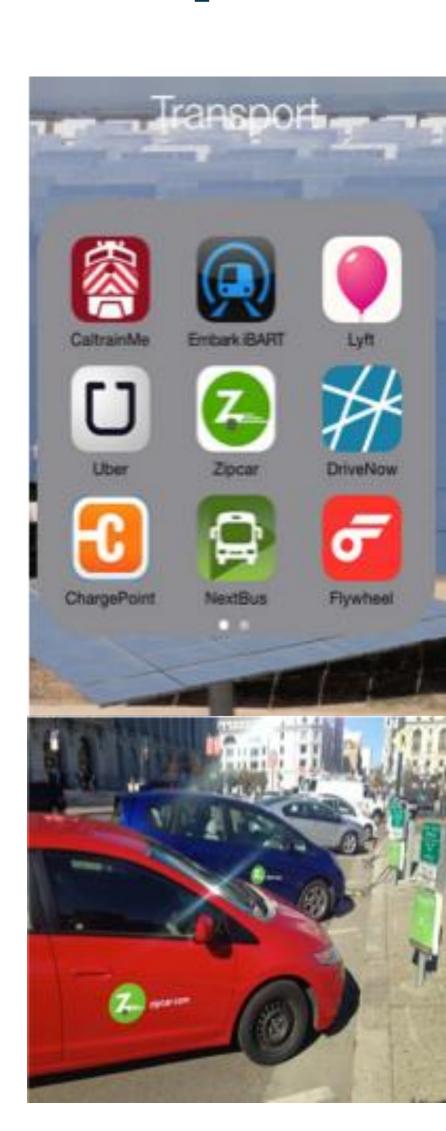
## Car-as-a-Service: The End of Car Ownership

- Mobility on Demand / Car-as-a-service:
  - Self-Driving Cars tech with
  - Car/Ride Sharing biz model
- Cars go from parking ~90+% of time to driving ~90+% of time.
- Cost / mile ~10X cheaper than car ownership
- We'll need ~80% fewer cars
  - ► 80+% fewer parking spots (1)

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**Asset Utilization** 





### 3D - CLEAN DISRUPTION OF TRANSFORMATION

#### **Energy Efficiency**



#### Asset Utilization

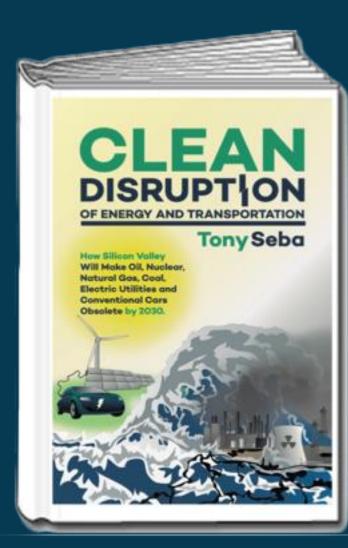


#### **Autonomy Capability**

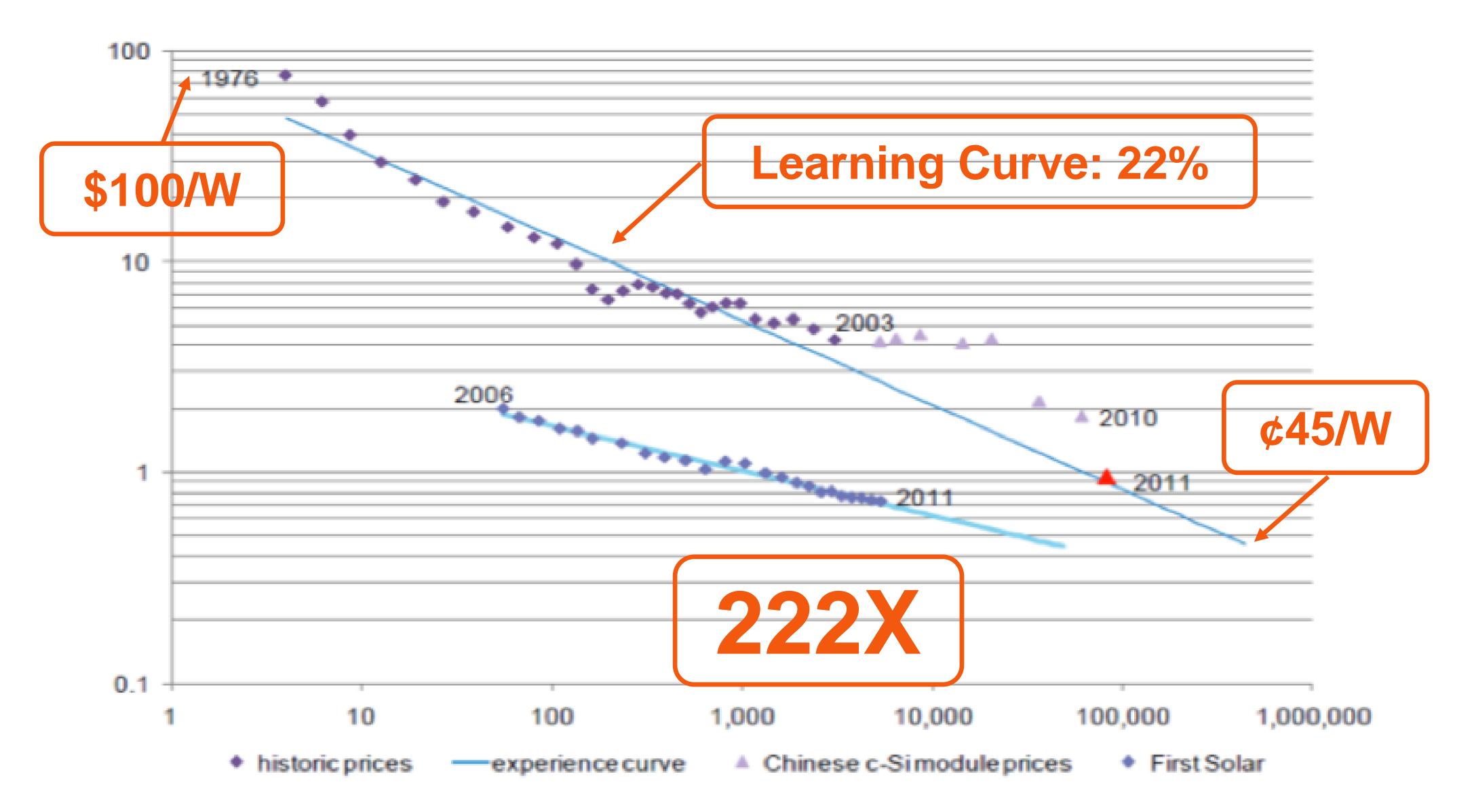


# 4 The Solar Disruption

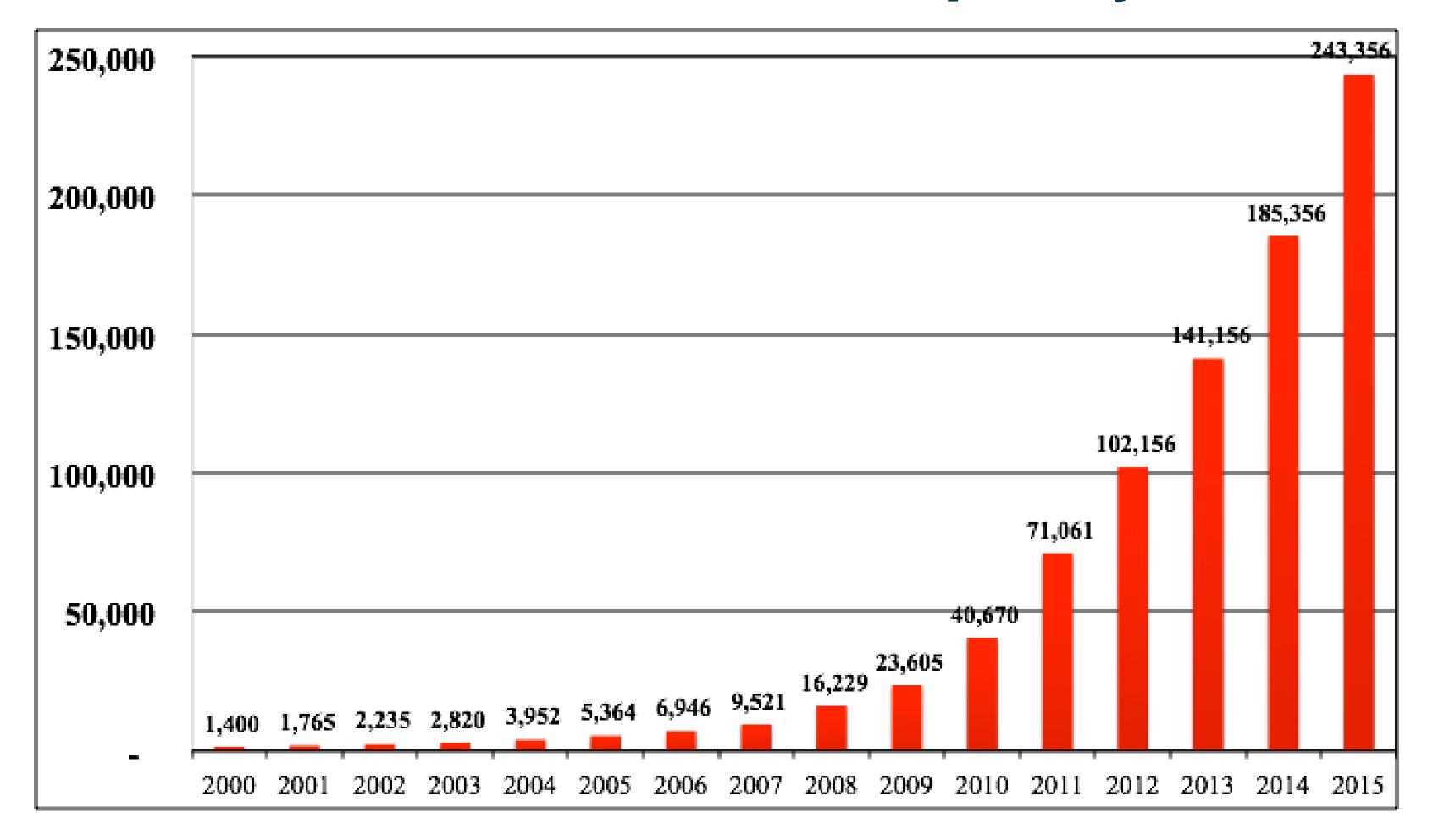




### Solar PV Costs: DOWN 222X



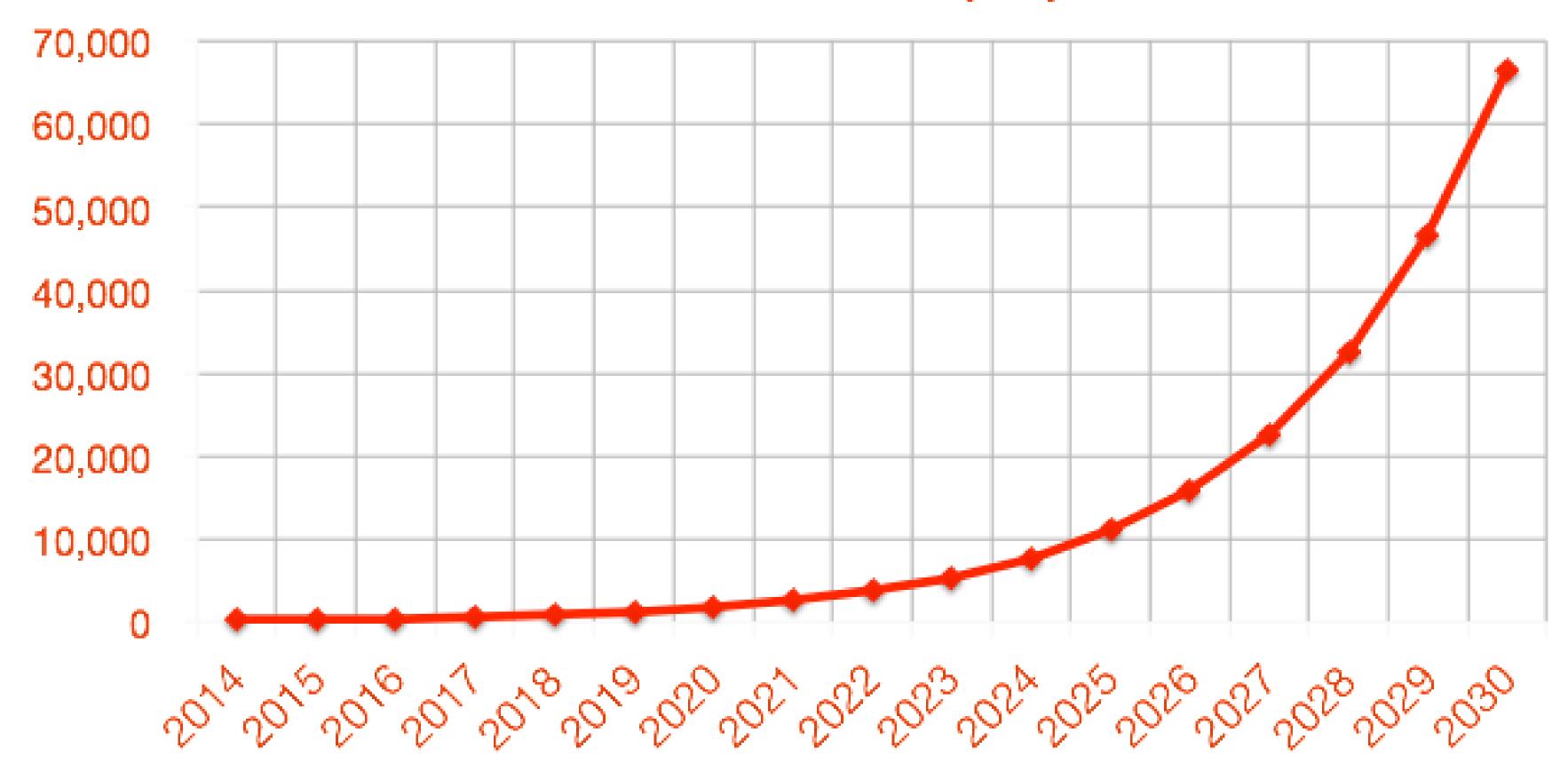
#### Market: Solar PV Installed Capacity: UP 174X



- ► Solar PV Market CAGR 2000-2015 ~41%
- ► Solar PV installed Capacity 2000-2015 Growth ~ 174X

#### **Energy = 100% Solar by 2030?**

#### Solar Installed Base (GW)



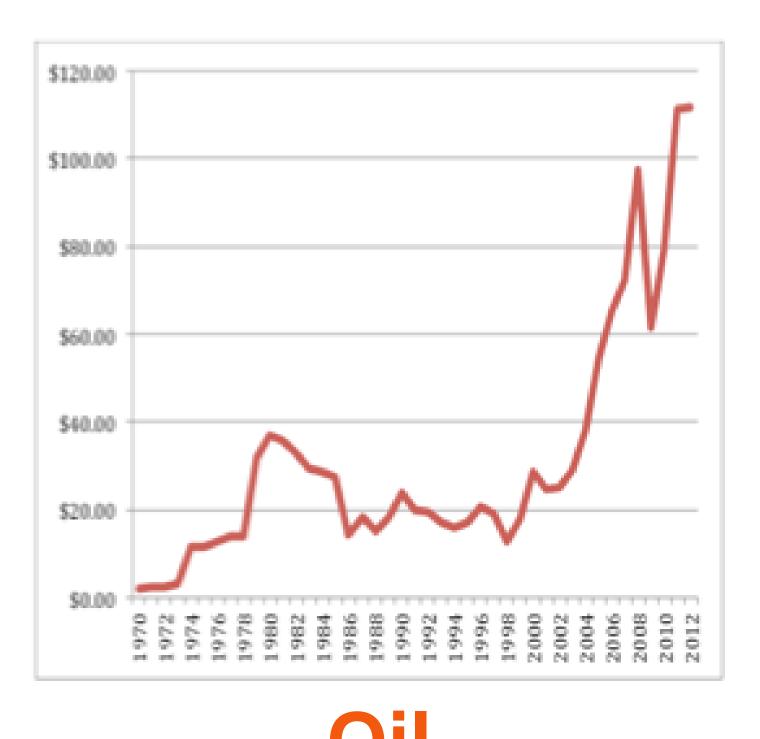
- ► If Solar PV continues to grow at ~41% CAGR
- ▶ 100% of all energy (not just electricity) in the world would be solar by 2030

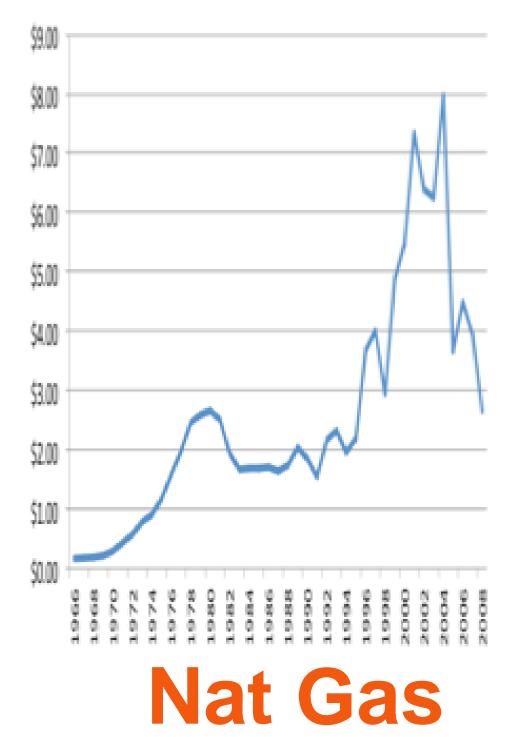
# Can Solar Continue Growing at this Rate?



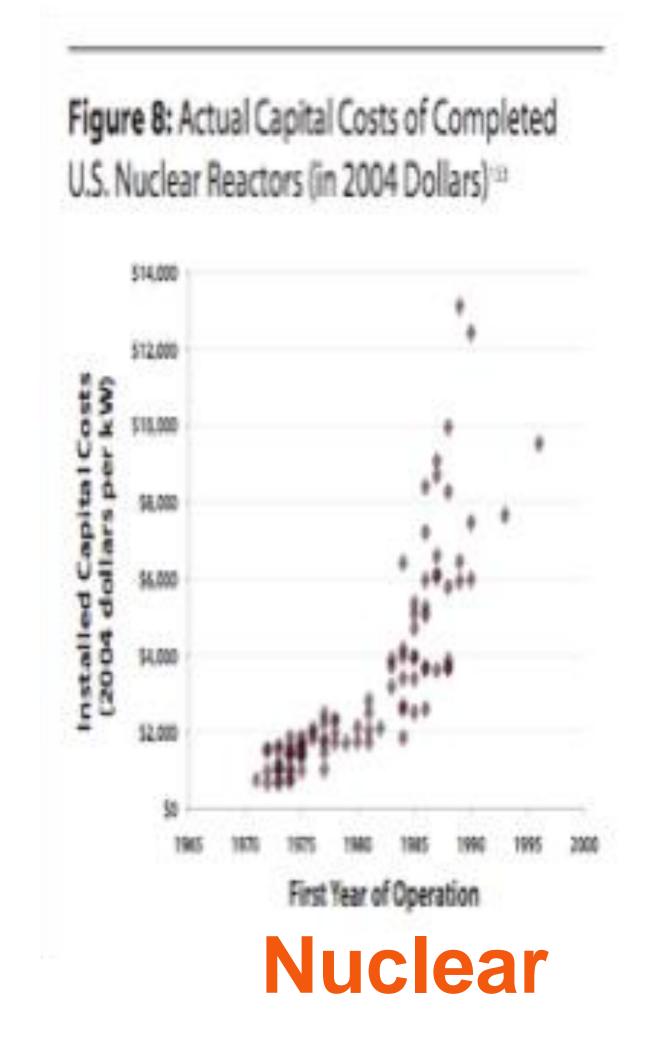
# Solar Cost Trends vs Conventional Energy

#### Since 1970 Prices for conventional resourcebased energy sources are up 6X - 16X



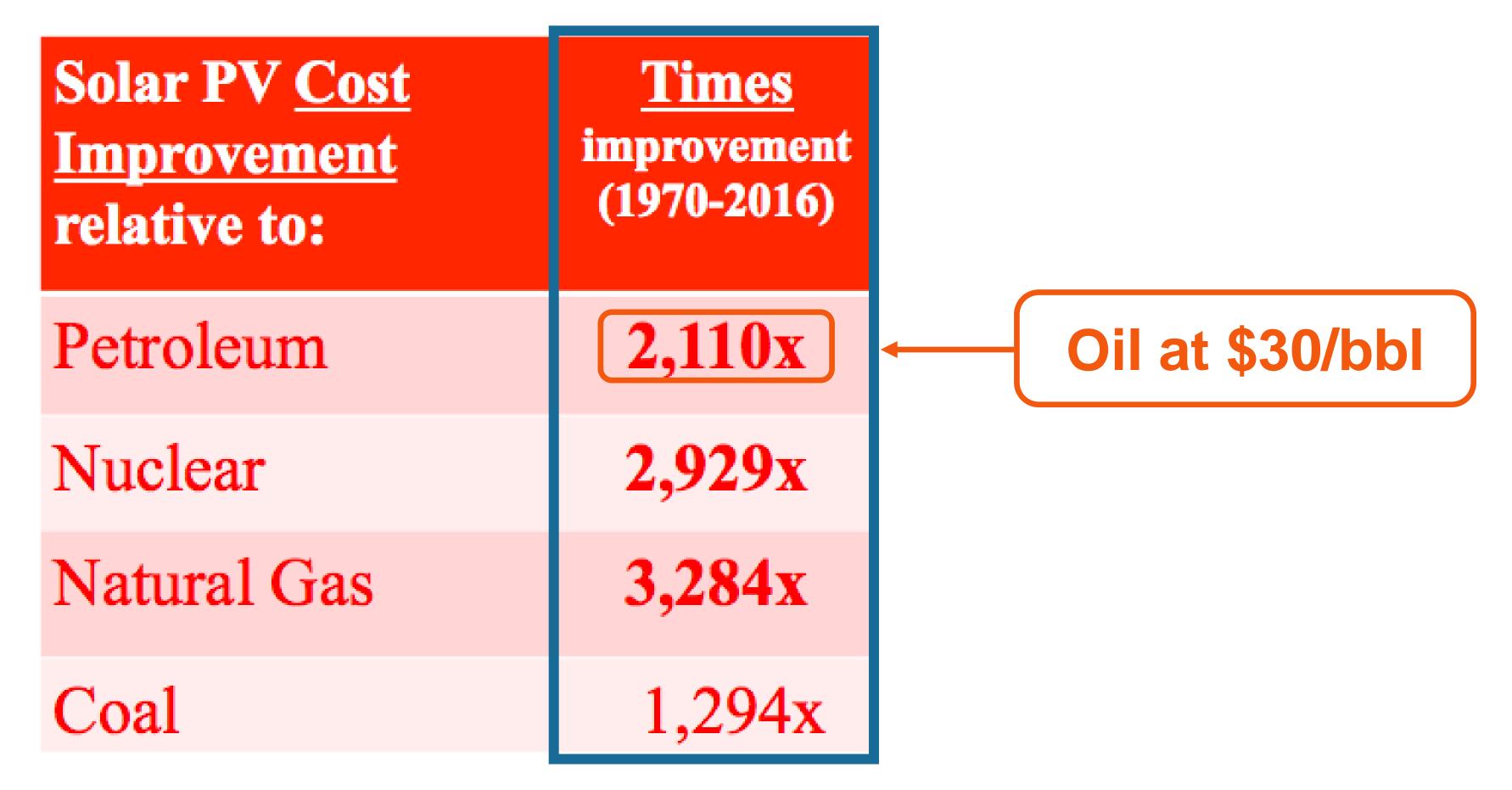






Coal

#### Solar Cost Improvement vs. Conventional Energy

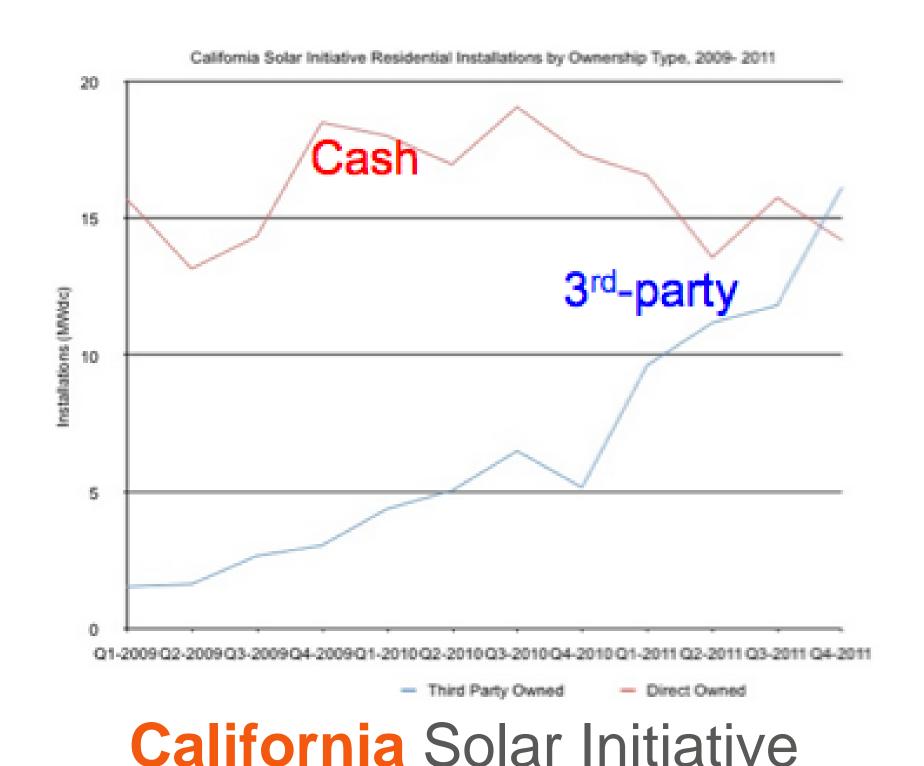


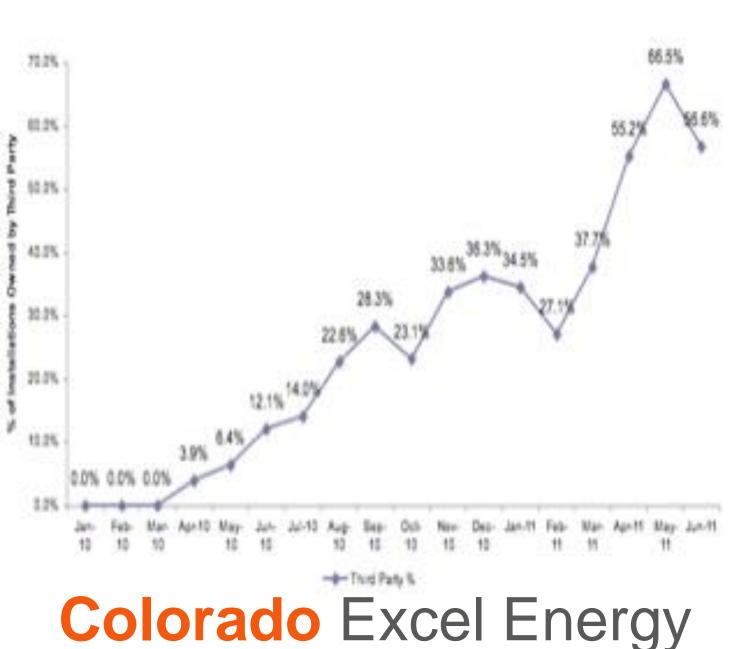
- Since 1970 Solar PV has improved cost by thousands of times relative to most conventional forms of energy
- Note: unsubsidized cost of solar PV

# Business / financial Model Innovation

#### Zero Money Down Solar – 3<sup>rd</sup> Party Finance

- ► ~80% of California Residential Solar PV was third-party owned & financed (March 2012) (1)
  - Including Solar PPA and Leasing
  - CA 3rd party finance = enabled substantially all growth in residential **SO ar...** since 2009





Xcel Energy (CO) Residential Third-Party Ownership Share, 2010-

Copyright © 2016 Tony Seba Image Source: GTM Research, Source: (1) PV Solar Report

#### Financial / Business Innovations

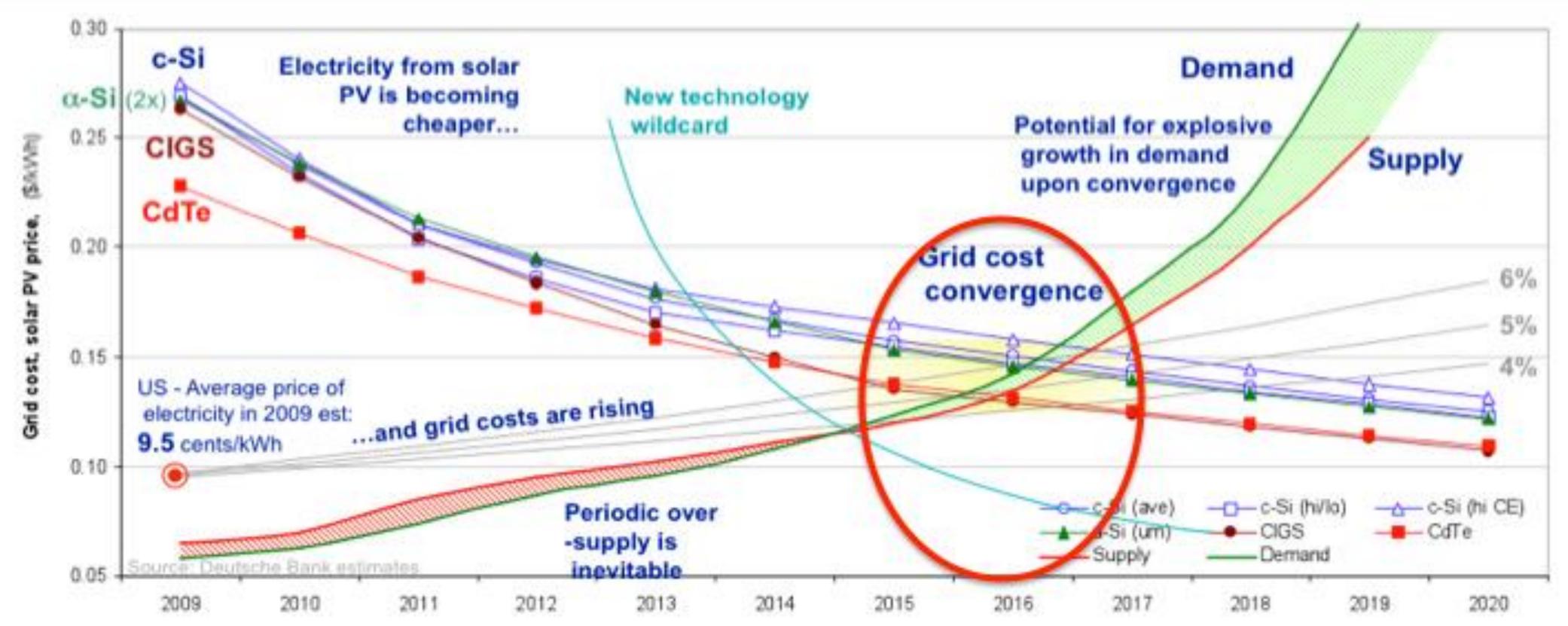
Financial / business model innovations are lowering the cost of capital and accelerating solar adoption

- 1. Third-Party Finance PPA & Lease
- 2. Solar Loans
- 3. YieldCo
- 4. PACE Property Assessed Clean Energy
- 5. Bond PPA Hybrid
- 6. CrowdFunding
- 7. MLP Master Limited Partnership?
- 8. REIT Real Estate Investment Trust?

# God Parity?

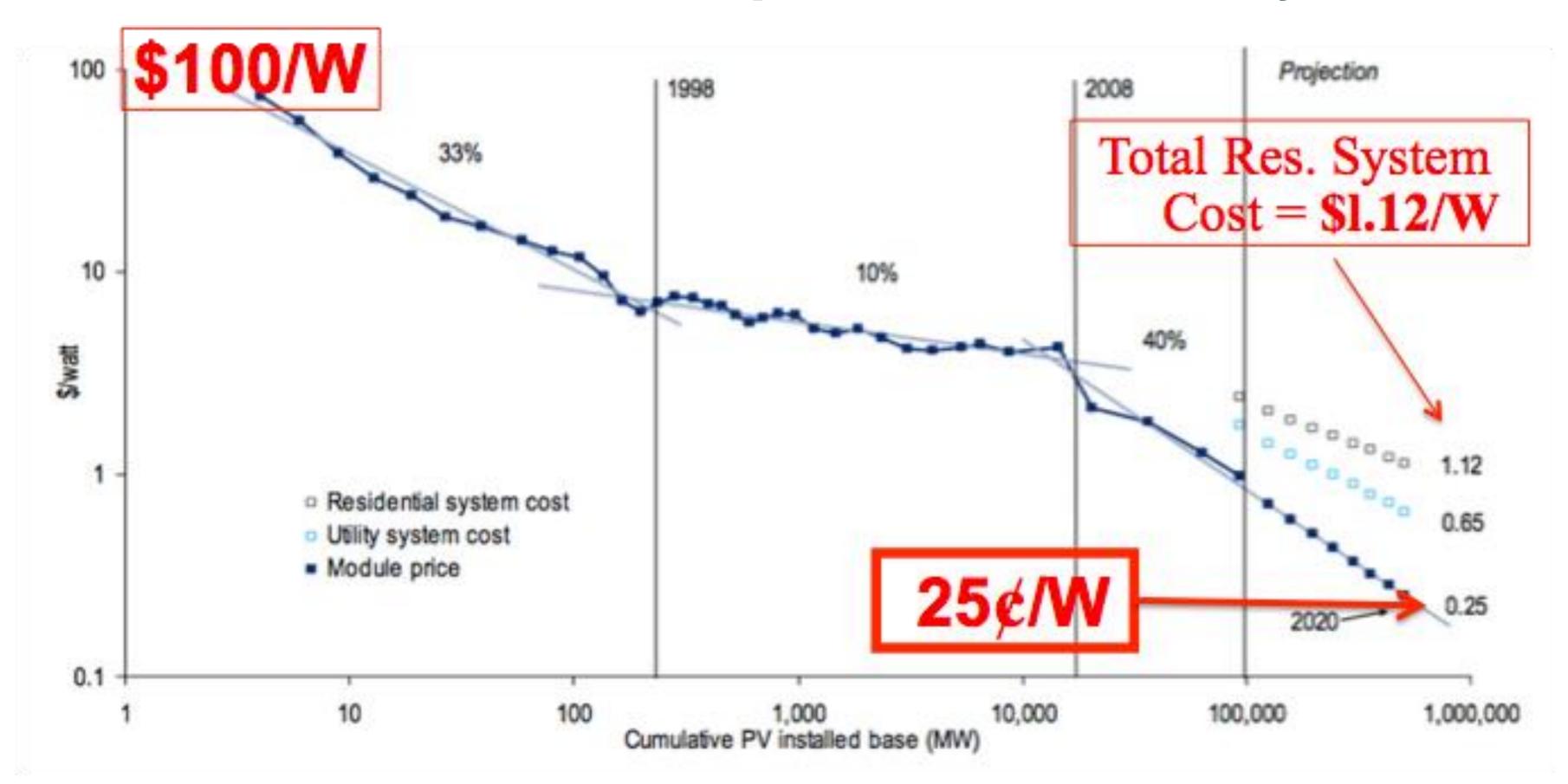


#### DB: Grid Parity in 80% Global Markets by 2017



- Solar at/below grid parity in 100's of markets globally TODAY
- Deutsche Bank: Solar Below Grid Parity in
  - ► 47 states in the US by 2016
  - Up to 80% of Global market by 2017

#### Solar PV costs to drop another 50%+ by 2020

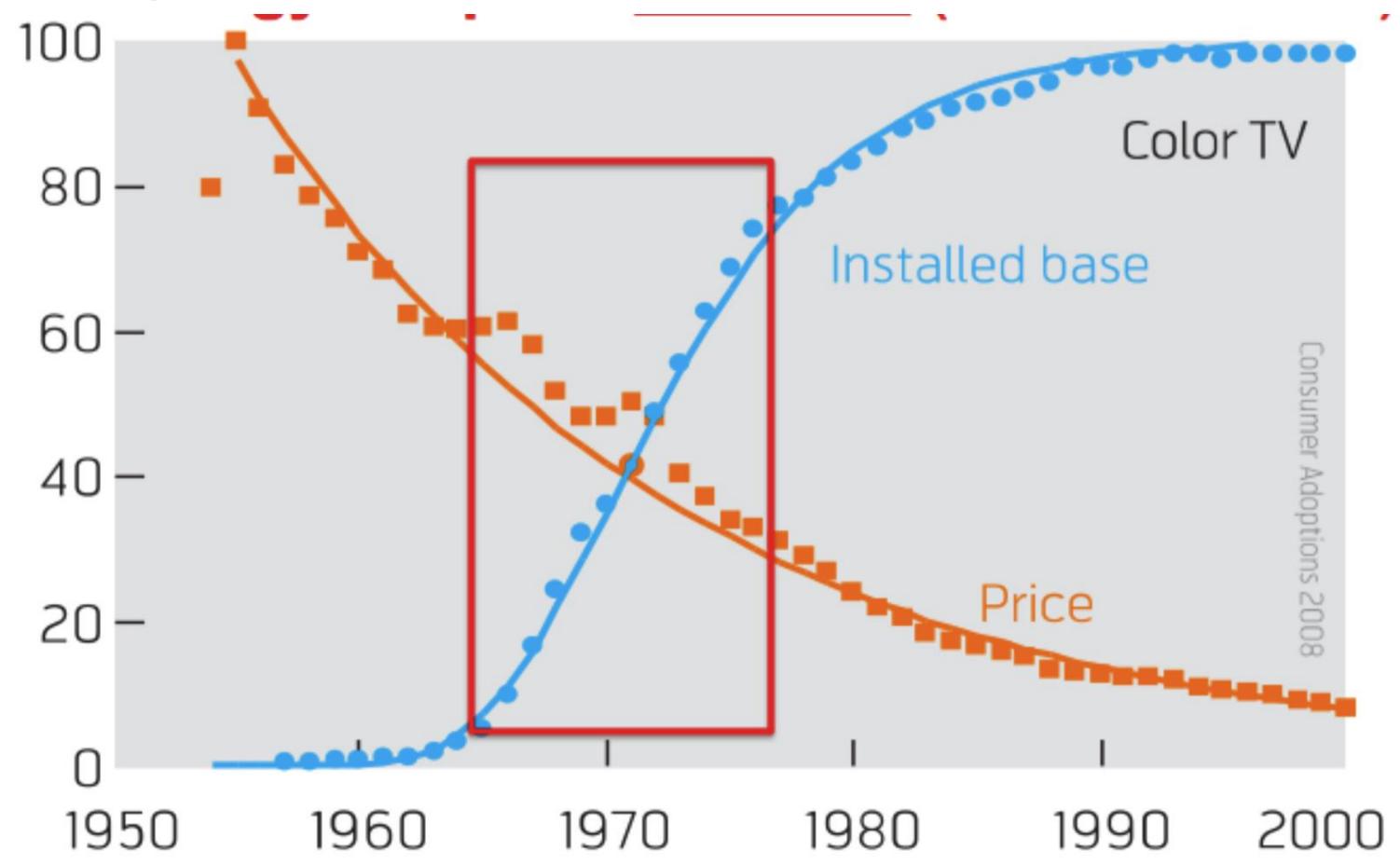


- ► Solar PV costs down 400X from 2970-2020
- Citibank: installed cost of Residential solar ~\$1.12/W by 2020
  - Installed cost is already <\$1.4/W in Australia (2)</p>

# Solar Growth Rate may Accelerate! (TECH S-CURVE)



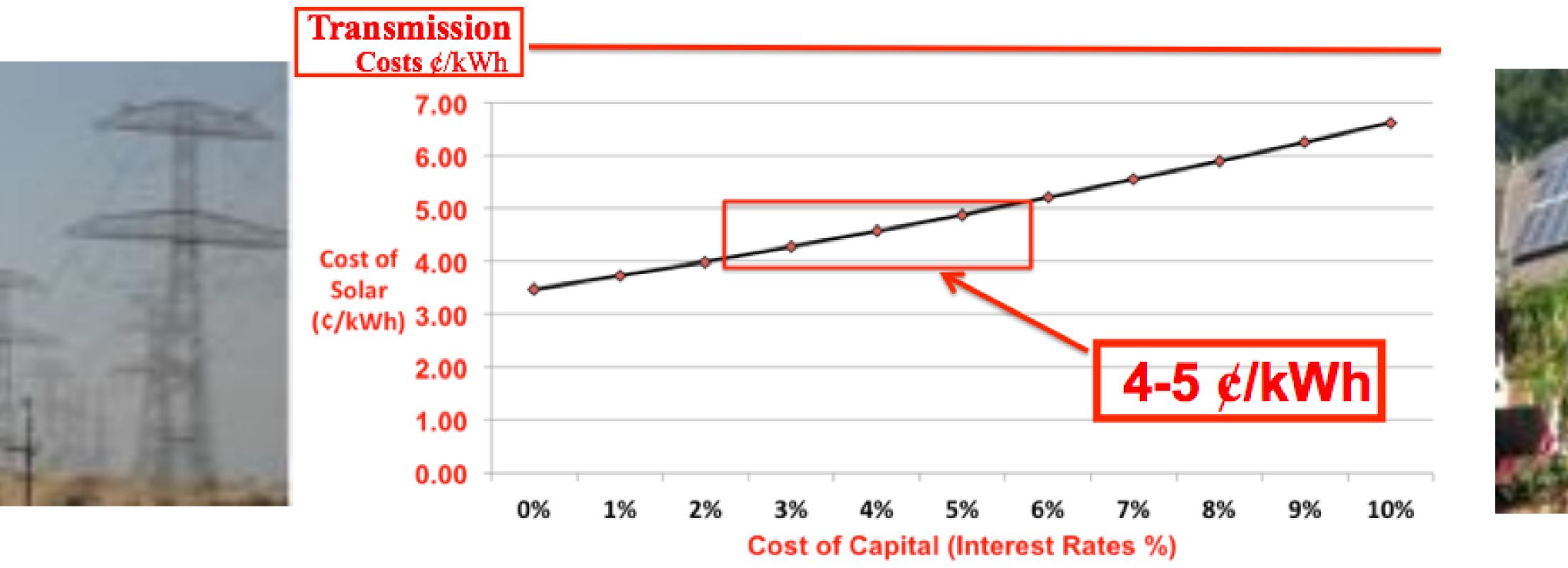
#### Technology Adoption S-Curve (Color TV % US)



- Solar PV is a technology
- ► Tech adoption is not linear but follows an S-Curve

### Solar GOD Parity Point of No Return

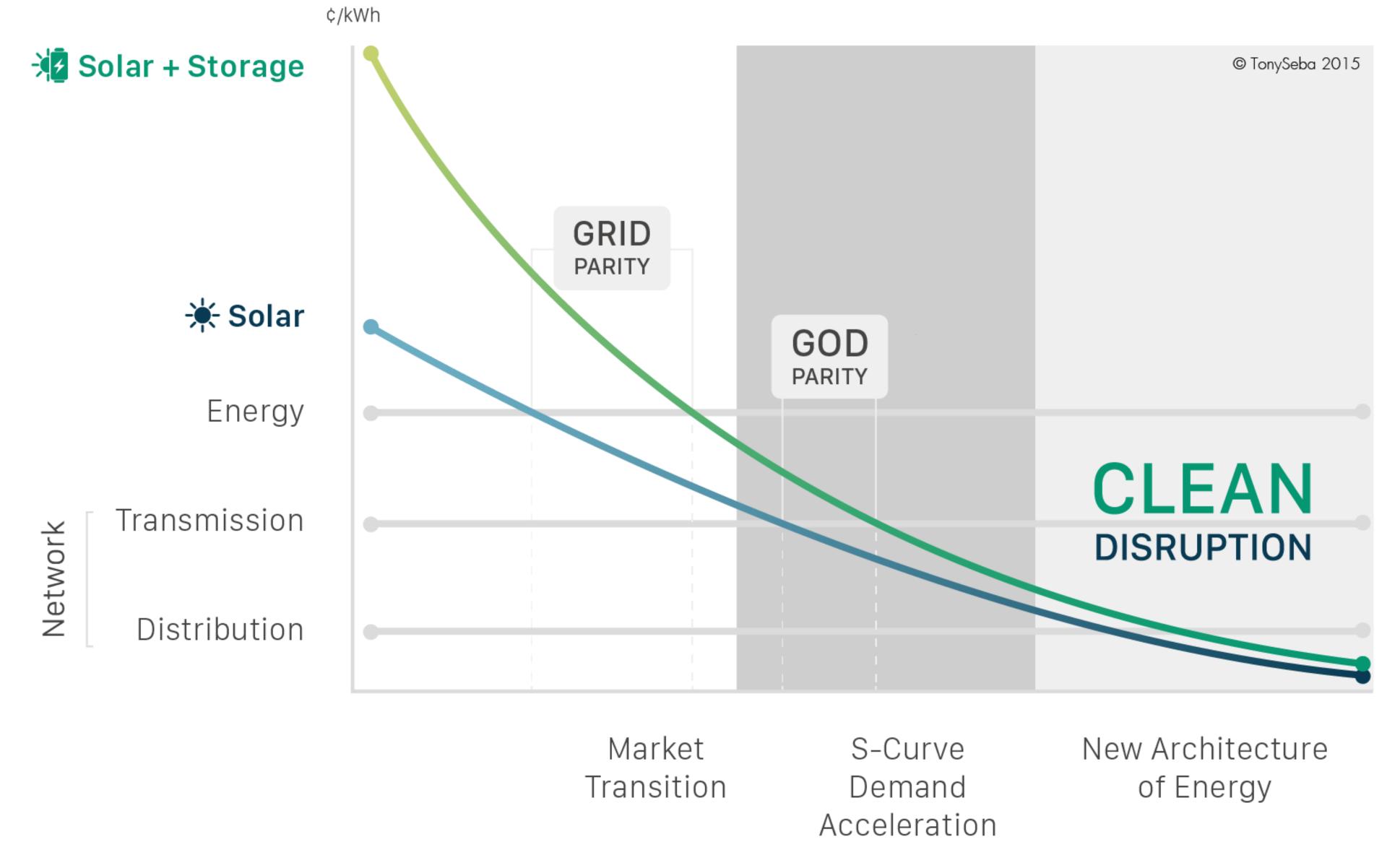
#### God Parity by 2020 - \$ Rooftop Solar < \$ Transmission





- ► God Parity: cost of (unsub) rooftop solar lower than cost of transmission!
- Centralized Generation can't complete
  - Obsolete: Nuclear, Natural Gas, and Coal

#### Solar + Storage GOD Parity



Solar and Storage costs decreasing exponentially

BUT NOT ALL POWER GENERATION WILL BE ROOFTOP, RIGHT?

### What about Utility Scale?



#### Utility Scale Solar in USA -> Dropping to ~5¢/kWh



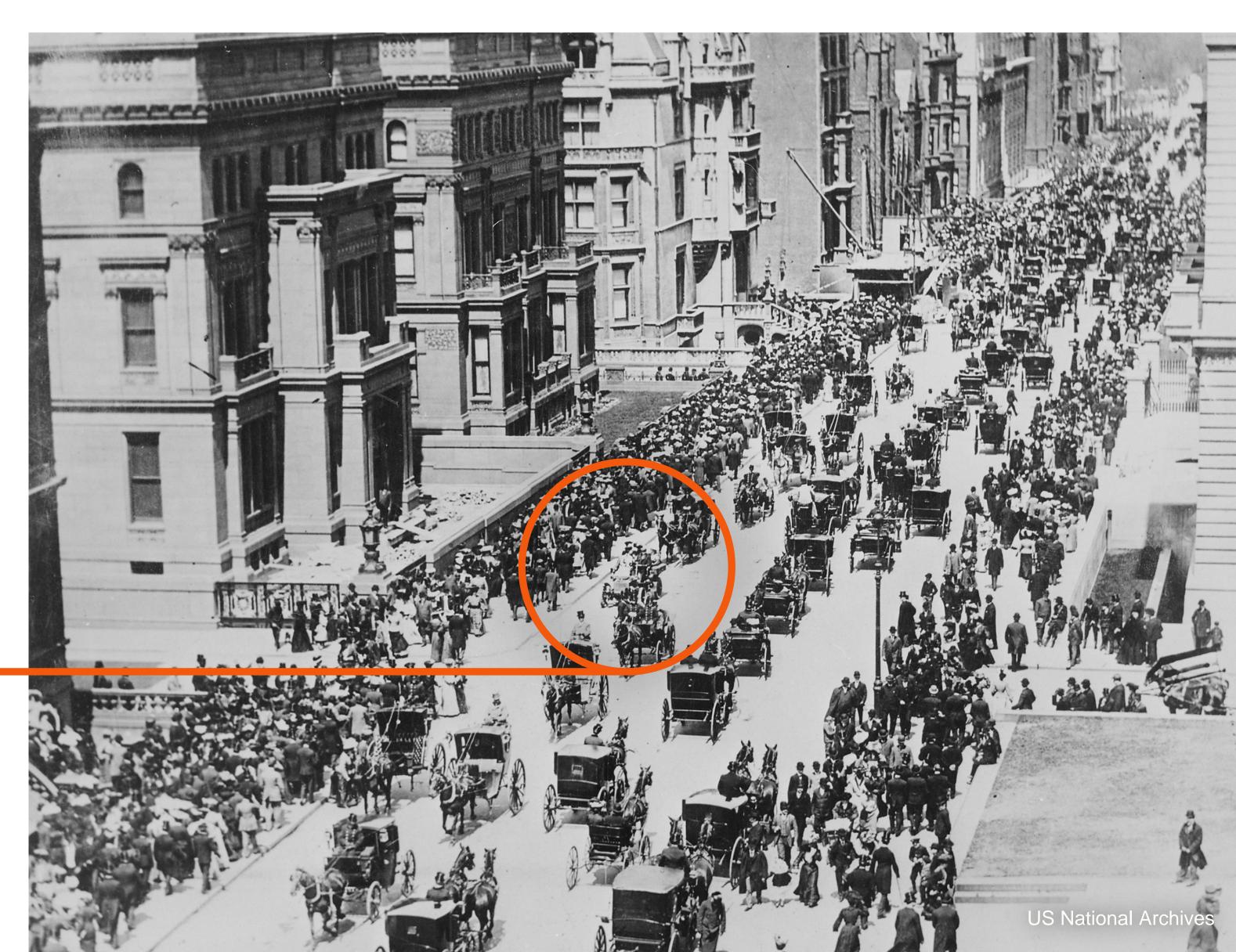
- ► USA 2015 PPAs ~5 ¢/kWh (+/- 1¢/kWh) (1)
  - ► NV Energy Solar PPA → 3.87 ¢/kWh (Jul '15) (2)
- Saudi Arabia PPA 4.9 ¢/kWh (unsub) (Aug '15) (3)
- ► "Solar at 5.8 ¢/kWh is competitive with oil at US\$10/bbl and gas at US\$5/MMBtu" (4)

### Back to the Future



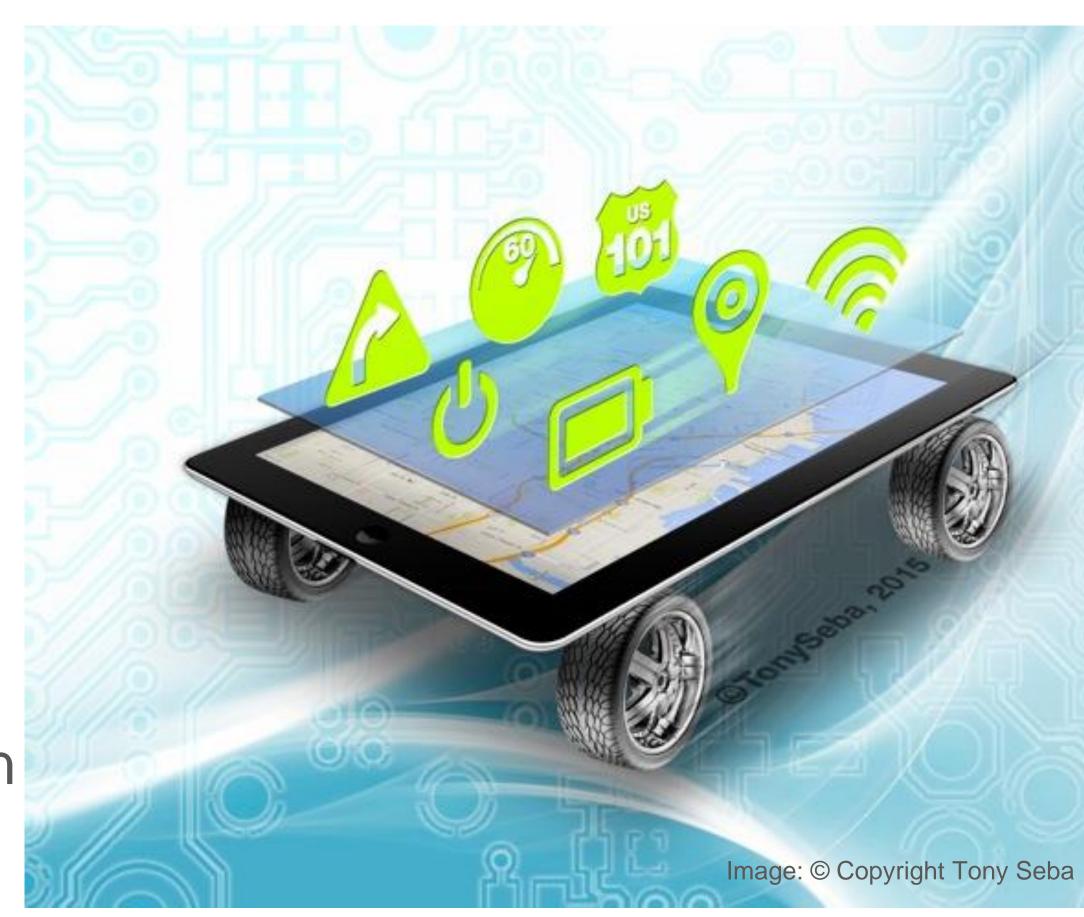
### Summary: On the Cusp of major Disruptions in Energy and Transportation

2016 We are here

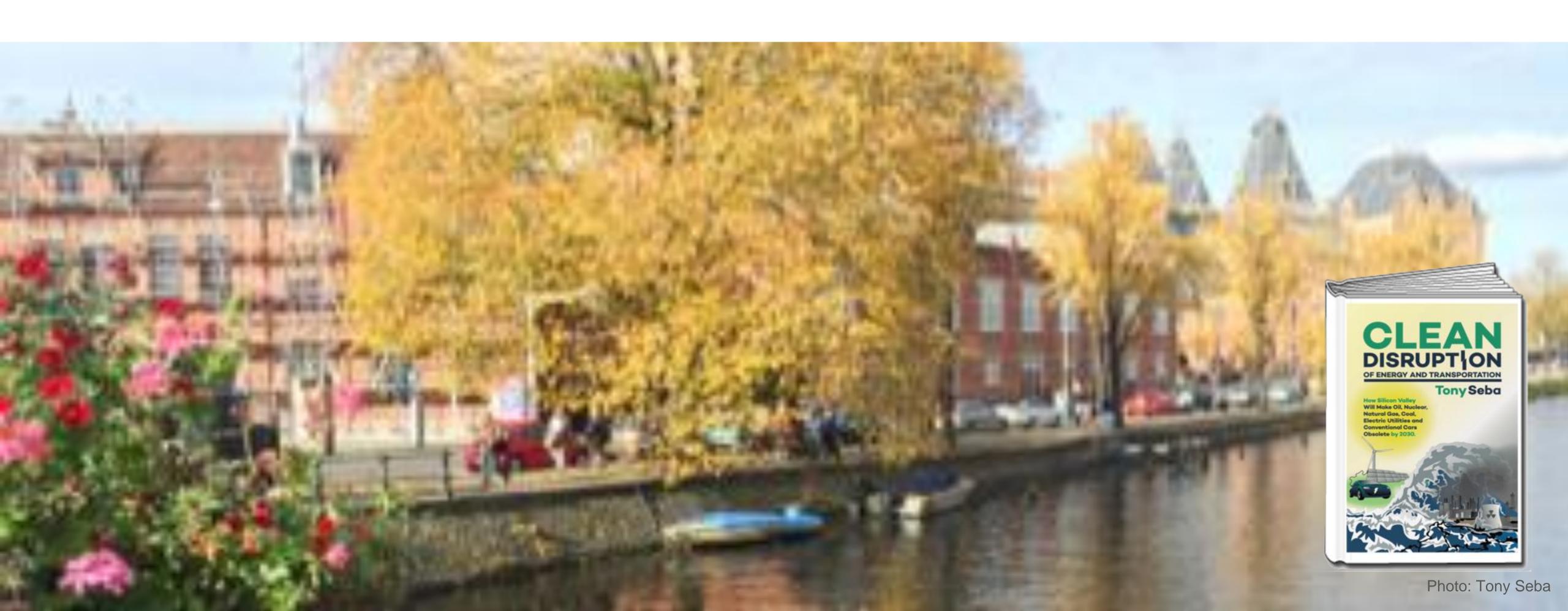


#### 2016 - Clean Disruption of Energy & Transportation

- The technologies, skills, and organizations of the industrial revolution have run out of steam
- They are being replaced by the technologies, skills, and organizations of the information technology revolution
  - 1. Energy Storage
  - 2. Electric Vehicles
  - 3. Self-Driving Cars
  - 4. Solar PV
- We will see more changes in energy & transportation over the next 5-10 years than we have seen in a century - since the invention of the gasoline/diesel ICE vehicle and the central generation electric utility

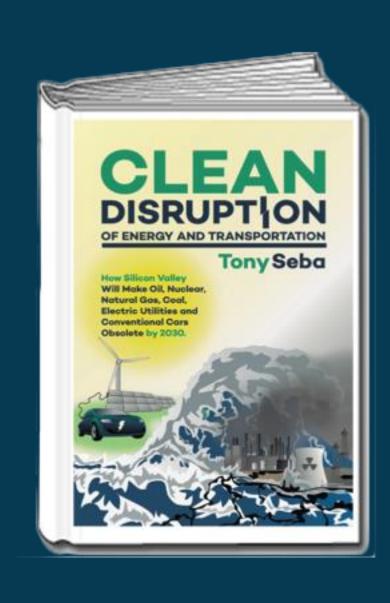


# The Future is NOW. This Disruption is not in the future. It is NOW!



# Thanks! Q&A

www.tonyseba.com



### CLEAN DISRUPTION

## WHY CONVENTIONAL ENERGY AND TRANSPORTATION WILL BE OBSOLETE BY 2030

Presentation to:

Swedbank
Nordic Energy Summit
Oslo, Norway

17 March 2016



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www.tonyseba.com

