

**One Line Pitch**

Radically scalable energy storage

**Environmental Impact Statement**

Renewable energy has accelerated demand for long-duration energy storage. Terrament's cheap LDES is critical for our transition to wind and solar energy.

**Business Summary**

Terrament is building low-cost, long-duration energy storage. Our pat. pend. design achieves 2¢/kWh LCOE by deploying modular units deep underground.

**Team**

*Founder:* Eric Chaves is a technologist and entrepreneur. His broad technical background spans software, architecture, and industrial design.

*Advisers/potential co-founders:* Our team has deep and broad expertise spanning mechanical, civil, & electrical engineering; with PhD credentials.

**Customer Problem**

Today, all of our long-duration energy storage is pumped hydro (PHS). Sadly, PHS has exhausted its resources, while demand for long-duration energy storage is accelerating. We desperately need a PHS replacement, and Terrament is our cheapest, most scalable, lowest-risk solution.

**Product/Service**

Terrament is building modular, gravity batteries deployed deep underground. Our patent-pending design beats the competition by maximizing both simple ingredients of energy storage – *height and weight*: **1)** 10X height by digging a mile deep into bedrock; **2)** maximized density with modular weight system.

**TAM/SAM** (From BloombergNEF)

TAM, *Global*: \$1.2 Trillion invested in new storage by 2050 (\$40 Billion/yr).

TAM, *US*: \$136 Billion invested in new storage by 2050 (\$4.5 Billion/yr)

SAM, *US*: Around \$1 Billion/yr, growing with the market at ~3.5% AAGR.

**Business Model**

Selling/leasing our hardware, software, and IP. Partnering with energy developers & utilities to fund installations and sell energy contracts.

**Go To Market**

Sell expertise; outsource scale. Leverage patents. We will architect and PM. We'll outsource construction. Utility companies will fund and own projects.

**Competition**

Li-ion Batteries (↑10x our LCOE cost, even after 4x projected improvements)  
CAES, Flow batteries, alt-chem batteries, etc (unproven, ↓efficient, ↑cost)  
Energy Vault, Gravitricity, GravityPower (↓storage/\$ [height\*weight/cost])

**Company Info**

Location: Brooklyn, NY

Website: terramenthq.com

Environmental Vertical: Energy Storage

Employees: None

Founding Date: Jan 2020

**Contact Info**

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**Raise Current - Angel**

Expected Raise Amount: \$200K

Expected Timing: 3 months

Monthly Burn: \$10K

**Raise Following - Seed**

Expected Raise Amount: \$1M

Expected Timing: 9 months

Monthly Burn: \$20K

**Investors**

None; self-funded up until now.

**Financials**

Pre-funding with 6 months cash runway.

Small projected revenue under 5 years.

We seek patient, long-term investors to win this critical, and enormous market.

**EnVest Referral Source**

Matt Mulrennan, via MCJ Community