

ESPECIALLY PREPARED FOR
RESIDENTIAL GAS UTILITY PROVIDERS

FLUX HOME PROGRAM

**A PRIMARY POWER OFFERING FOR YOUR
SUBSCRIBERS**

Give gas subscribers an on-site electricity source powered by the gas line you already own — and take continuous residential load off an electric grid you don't control.

PRIMARY POWER, DELIVERED THROUGH THE PIPE YOU ALREADY OWN.



THE MARKET SHIFT

Three Pressures, One Subscriber Opportunity



ELECTRIC GRIDS ARE STRAINED

Electrification of heating and transport is pushing residential peak demand higher, straining feeders and lengthening interconnection queues for new capacity.



GAS THROUGHPUT IS DECLINING

Efficiency gains and electrification are eroding traditional gas load, squeezing returns on distribution assets already in the ground.



SUBSCRIBERS WANT RESILIENCE

Storms, outages and rising electric rates are pushing customers toward on-site power — most of it sold today by someone other than their gas utility.

FLUX HOME TURNS THAT PRESSURE INTO A NEW SUBSCRIBER OFFERING.

THE OFFER

Primary Power, Not Backup

FLUX HOME™ is a compact solid oxide fuel cell that runs continuously on the natural gas already piped to the home — generating a subscriber's primary electricity supply on site, independent of the electric grid. The grid remains available as a backstop; it's no longer the primary source.

<45

dBa at 10 ft

~1

Day installation

2'x2'x5'

Footprint W×D×H

~0.35

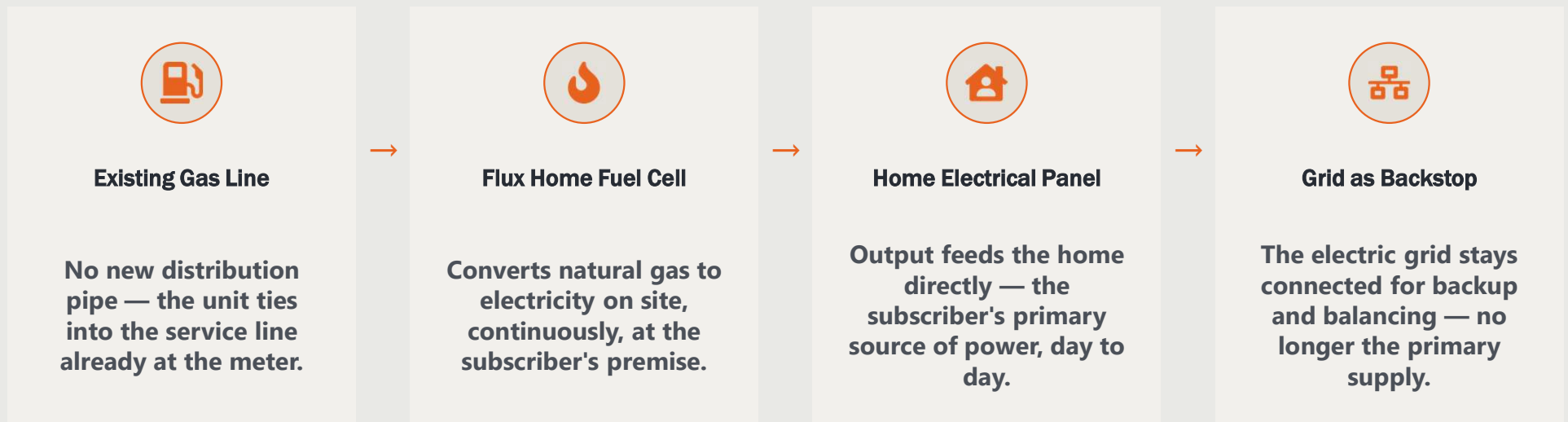
m³/hr fuel use



One compact indoor/outdoor-rated unit — sited at the subscriber's premise, dispatched and monitored by the utility, installed without new distribution pipe.

PROGRAM MECHANICS

How the Program Works



The utility retains dispatch, telemetry and control of every unit — offered to subscribers as a rate-based or subscription appliance, not a customer-owned generator.

Relieving Pressure on the Grid You Don't Control

Every subscriber running on Flux Home as their primary source is a continuous residential draw removed from the local feeder — freeing capacity for the load growth utilities actually want to serve.



Offsets Residential Electric Demand

Continuous on-site generation reduces a home's draw at the grid edge, where capacity is often tightest.



Defers Costly Upgrades

Freed feeder and substation capacity can delay or avoid distribution upgrades tied to residential peak growth.



Unlocks C&I and EV Growth

Capacity preserved at the residential edge can be redirected to higher-value commercial and electrification load.



Improves Local Reliability

Distributed generation at the premise adds resilience without waiting on distribution-level capital projects.

THE UTILITY CASE

What's In It for the Gas Utility

01

NEW RECURRING REVENUE

A subscriber appliance fee layered on top of commodity gas revenue — a new line, not a substitute for one.

02

NEW LOAD, NO NEW PIPE

Each unit adds throughput on distribution assets already in the ground, supporting revenue recovery without capital-intensive buildout.

03

RETENTION AS ELECTRIFICATION RISES

Become your subscriber's electricity provider too — deepening the relationship as electrification pressures traditional gas demand.

04

UTILITY CONTROL RETAINED

Dispatchable, remotely monitored assets that stay under utility visibility and management at the subscriber's premise.

HISTORICAL PRECEDENT

This Playbook Isn't New — Utilities Have Done It Before

In the 1930s and earlier decades, gas utilities commonly gave away or heavily discounted gas ranges and other appliances — a loss-leader strategy engineered to guarantee decades of metered gas revenue and to blunt the rise of electric competition.



FUEL MONOPOLIES

Giving away the hardware locked in a steady, recurring monthly revenue stream from metered gas usage for years to come.



COMBATING ELECTRIFICATION

As electric stoves and appliances emerged to compete with gas, utilities fought back by dropping the barrier to entry — an expensive stove — to zero.



PROMOTIONAL BUNDLES

Subsidized or free equipment was often conditional on the customer agreeing to purchase a minimum volume of gas over a set term.



FLUX HOME IS THE SAME PLAYBOOK, MODERNIZED FOR THE ELECTRIFICATION ERA.

GROWTH CHANNEL

Partner With Builders. Capture the Subscriber Before the Electric Utility Does.

New construction is the cleanest acquisition channel available: a home that hasn't chosen its primary electricity source yet. Specifying Flux Home into the build — alongside the furnace, water heater and range already on the gas plan — makes the gas utility the subscriber's primary power provider from the day they move in.



DESIGNED IN, NOT RETROFITTED

Utility room space, gas line sizing and panel design account for Flux Home from the first drawing — far cheaper than adding it after the home is built.



THE FIRST MOVER WINS THE METER

A new home has no standing relationship with the electric utility for primary power — whoever is designed in at construction keeps that load for the life of the house.



BUILDER-GRADE ECONOMICS

Bundled into a builder's standard gas package, Flux Home becomes a line item on the spec sheet, not a special request — install cost spreads across the subdivision.



A DIFFERENTIATOR FOR THE BUILDER

Builders can market homes with resilient, primary on-site power as a standard feature — a selling point rooftop solar can't match on cost or footprint.

BUILDER PROGRAM

How Builder Integration Works



Partner & Plan

The utility partners with builders and developers to spec Flux Home into new home and subdivision plans.



Design Integration

Gas line sizing, utility room space and panel design account for Flux Home from the first drawing.



Build & Install

Flux Home installs alongside standard gas equipment during the normal construction sequence — no separate site visit.



Subscriber Enrolled at Move-In

The homeowner's primary power relationship starts with the gas utility from day one — not the electric utility.



Every new subdivision built on gas is a subdivision that never becomes the electric utility's primary load.

THE SUBSCRIBER CASE

What's In It for the Subscriber



Reliable Primary Power

A continuous, on-site electricity source — not a standby generator that only starts when the grid fails.



Resilience During Outages

Power keeps flowing through storms and electric outages, since supply no longer depends on the grid alone.



Simple, Fast Install

About a day to install — far less disruption than rooftop solar, battery walls, or a standby generator pad.



Quiet, Compact Footprint

Under 45 dBA at 10 feet in a 2'x2'x5' unit — sited indoors or outdoors without a large equipment yard.

A gas-utility-branded alternative to solar-plus-battery and diesel standby — sold, billed and supported by the utility subscribers already trust.

PLATFORM

Technical Specifications

Grid-edge solid oxide fuel cell — indoor or outdoor rated

SPECIFICATION	VALUE	SPECIFICATION	VALUE
Technology	Solid Oxide Fuel Cell (SOFC)	Installation	~1 day
Fuel source	Natural gas	Footprint (W×D×H)	2' × 2' × 5'
Fuel consumption	~0.35 m ³ /hr	Weight	~600 lbs
Nominal voltage	120 VAC	Noise level	< 45 dBA at 10 ft
Current	Up to 40 A	Location	Indoor / outdoor rated

Output and consumption vary with site conditions, gas quality and system configuration.

CONTROL & COMPLIANCE

A Subscriber Appliance the Utility Still Owns and Operates

PLATFORM CAPABILITIES

- ✓ **Utility telemetry integration** — seamless integration with utility systems and platforms
- ✓ **Remote monitoring capability** — real-time performance monitoring and diagnostics
- ✓ **Dispatchable operation** — utility-controlled to support grid needs and demand response
- ✓ **Grid-edge deployment** — distributed generation at the local network level
- ✓ **Utility-controlled asset management** — maintain control and visibility across every subscriber unit

CERTIFICATIONS & COMPLIANCE

UL 1741
Inverter safety for grid support

UL 9540B
Battery safety compliance

EN 50465
Electrical compatibility standard

Remote telemetry (Wi-Fi)
Utility monitoring and controls

Built for today's natural gas infrastructure. Ready for tomorrow's energy network.

SCALE

From Single Unit to Enterprise Impact

36 kWh

Daily Electricity
Production

48 kWh

Daily Thermal
Energy Recovery

5 kWh

Integrated Battery
Storage

~1 Day

Typical Install
Time

ENTERPRISE IMPACT AT SCALE

Scalable impact that drives utility value, grid capacity, and economic growth.

10,000 HOMES

~1.3 BCF

Incremental Annual Natural Gas Demand

~360 MWh

Distributed Energy Produced Every Day

~15 MW

Continuous Residential Load Served Behind the Meter

25,000 HOMES

~3.25 BCF

Incremental Annual Natural Gas Demand

~900 MWh

Distributed Energy Produced Every Day

~37.5 MW

Continuous Residential Load Served Behind the Meter

50,000 HOMES

~6.5 BCF

Incremental Annual Natural Gas Demand

~1.8 GWh

Distributed Energy Produced Every Day

~75 MW

Continuous Residential Load Served Behind the Meter

Every home deployed shifts demand behind the meter — freeing electric capacity for C&I growth while increasing gas system utilization.

DEAL STRUCTURING

Flexible Commercial & Investment Structures

FLUX Home can be structured in multiple ways to align with a utility's ownership preferences, commercial objectives, capital strategy, and regulatory environment.

1

Ownership Models

Determines how the asset is controlled and lays the foundation for all other decisions.

- Utility-Owned
- Customer-Owned
- Third-Party-Owned
- Joint Venture
- Hybrid Ownership

2

Commercial Structures

Defines how value is created and how the solution is delivered to customers.

- Power Purchase Agreement (PPA)
- Energy-as-a-Service (EaaS)
- Equipment Sale
- Lease / Service Agreement
- Subscription Program

3

Capital Structures

Determines how the investment is funded and what capital partners may participate.

- Utility Capital
- Project Finance
- Infrastructure Funds
- Tax Equity / Federal Incentives
- Green Bonds / Sustainable Finance

4

Regulatory Pathways

Describes how the solution fits within the applicable regulatory framework and cost recovery mechanisms.

- Rate Base Treatment (where permitted)
- Non-Regulated Affiliate
- Utility Tariff Programs
- State-Specific Regulatory Structures

A NEW SUBSCRIBER OFFERING.

A LIGHTER GRID.

Let's design a Flux Home™ subscriber program for your territory — contact the Flux team to discuss pilot tariffs, siting, interconnection and utility control.