

INOAC Selects Stem for 2.5 MWh of AI-Powered Energy Storage in Canada

International automotive parts supplier leverages Stem's experience and software to reduce energy costs

MILLBRAE, Calif. – February 27, 2018 – Stem, the global leader in artificial intelligence (AI)-driven energy storage services, is deploying a 2.5 MWh outdoor energy storage system in St. Mary's, Ontario at [INOAC](#) Interior Systems, a leading supplier of interiors and parts for the automotive industry. With Stem, INOAC will reduce their Global Adjustment and energy costs automatically—without change to plant operations or an upfront investment.

Based in Japan, INOAC is a privately-held, diversified manufacturing company established in 1926, with over 100 facilities operating in 20 countries and over 20,000 employees.

“As an environment-friendly manufacturer, INOAC has strong environmental policies that guide our corporate operations. The opportunity to leverage an emissions-free resource while improving cost efficiency were the driving factors in our decision,” said Roger Dawes, President of INOAC USA, Inc. “Stem’s AI-driven platform and execution experience enables an automated way to reduce energy costs with no interference in our operations.”

Stem’s Global Adjustment offering—specifically designed for Ontario—is ideal for large manufacturing plants and other industrial operations that seek improved control over energy costs and a way to make the electric grid more sustainable. With Stem’s AI-powered energy storage services, customers pay a regular subscription fee to receive automated savings.

Each year, the Independent Electricity System Operator (IESO) determines Ontario’s five highest hours of net energy demand for the previous 12 months. Class A eligible customers that participate in the Industrial Conservation Initiative pay Global Adjustment fees based on their percentage contribution to the top five peak demand hours. [Athena™](#), Stem’s proprietary artificial intelligence for energy storage-based virtual power plants, enables Ontario businesses to reduce Global Adjustment fees automatically and without interruption to operations by anticipating likely peak hours, adapting in real-time to optimize the timing of energy use and then using stored energy to reduce their facility’s demand on the grid during those peak periods.

“Manufacturers and industrial companies typically have higher energy needs. The ability to optimize their energy purchases in real time with AI-powered energy storage is a great way to lower energy bills, support the grid, and further Ontario’s clean energy goals,” said John Carrington, CEO of Stem. “We’re excited to work with INOAC to reduce their energy costs and support their sustainability efforts in Canada.”

Stem is the global pioneer of energy storage-based real-time energy optimization for commercial and industrial customers, and is backed by the industry’s largest project finance pool of US \$500 million. Visit Stem’s website to learn more about Stem’s Global Adjustment offering, at <http://www.stem.com/canada/>.

About Stem, Inc.

Stem creates innovative technology services that transform the way energy is distributed and consumed. Athena™ by Stem is the first AI for energy storage and virtual power plants. It optimizes the timing of energy use and facilitates consumers’ participation in energy markets, yielding economic and societal benefits while decarbonizing the grid. The company’s mission is

to build and operate the smartest and largest digitally-connected energy storage network for our customers. Headquartered in Millbrae, California, Stem is directly funded by a consortium of leading investors including Activate Capital, Angeleno Group, Constellation Technology Ventures, Iberdrola (Inversiones Financieras Perseo), GE Ventures, Mithril Capital Management, Mitsui & Co. LTD., Ontario Teachers' Pension Plan, RWE Supply & Trading, Temasek, and Total Energy Ventures. Visit www.stem.com for more information.

About INOAC

For over 50 years, INOAC has been in the business of creating value. While many focus on providing solutions, INOAC's commitment is in working with partners to look forward and not simply solve for today, but to create products and materials for tomorrow. INOAC was the very first to introduce polyurethane foaming technology in Japan and has become a leading innovator of polyurethane technology worldwide. However, rather than specializing in a single area of business, INOAC has added other materials such as rubber, plastics and compound materials. As our material expertise has expanded, so to have the industries that we contribute to including: automotive, electronics, home furnishings, consumer products, building materials, and healthcare. For more information, please visit www.inoacusa.com.

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