Altenex has more experience helping customers purchase renewable energy than anyone.
WAYS TO ENTER THE MARKET

There are three ways for companies, institutions and municipalities to participate in the renewable energy markets:

1. REC/CARBON PURCHASES
   - Widely adopted by companies in all industries
   - Difficulties in providing additionality (growth of market)
   - Purchases are a pure cost

2. ON-SITE GENERATION
   - Generally outside of a company’s core competencies
   - Requires available land co-location with good renewable resource
   - Locks a company into a specific location for the life of the renewable project

3. POWER PURCHASE AGREEMENT FROM OFFSITE FACILITY
   - Enter into a wholesale Power Purchase Agreement with a specific project
   - Projects need not be point of load and can be located in areas of greatest resource
   - Rapidly being adopted by leading companies/organizations
   - Locks in price of power and price of RECs/ offsets
What is it?
A renewable energy Power Purchase Agreement is a transaction by which an energy consumer purchases electricity directly from an operating facility (wind, solar, biomass etc.)

Who does it?
Energy-intensive entities or consortiums

Why do organizations enter into Power Purchase Agreements?
Risk Management – Like any buyer, large energy consumers are at risk of increases in the price of electricity. Because electricity is generated via burning natural gas and coal, the price of electricity is dictated by the price of that natural gas / coal.

Cost Savings – In areas where strong wind / sun exists, the price of stable “green” electricity can be lower than the price of traditional electricity that depends on increasingly expensive natural gas.

Public Goals – Many organizations have publically declared support for carbon reduction but are running out of light bulbs to change.

Leadership – Businesses and schools which enter into Power Purchase Agreements are drastically reducing their carbon footprint and directly supporting the addition of clean energy technology onto the grid.

Example Projects Completed

- **Pilot Hill Windfarm**
  - Clifton, Illinois
  - ~700,000MWh/year @ 175MW

- **Keechi Windfarm**
  - Jack County, Texas
  - ~450,000MWh/year @ 110MW

- **Massachusetts Solar Multi-site Portfolio**
  - ~17,000MWh/year @ 12MW

- **Hidalgo Windfarm**
  - Star County, Texas
  - ~195,000MWh/year @ 50MW

- **SPP Windfarm**
  - Rush County, Kansas
  - ~100,000MWh/year @ 25MW
There are a number of reasons why companies, institutions and municipalities are interested in renewable energy:

1. **COST**
   - Lock in long-term fixed pricing
   - Reduce exposure to commodity price swings
   - Gain certainty in planning / site selection decisions

2. **RISK MANAGEMENT**
   - Energy Security
   - Reduced emissions profile
   - Regulatory changes

3. **DIFFERENTIATION**
   - Customer retention and expansion
   - Comply with customer demands (ex: supplier scorecards)

4. **CORPORATE SOCIAL RESPONSIBILITY**
   - “Right thing to do”
   - “Nice to Have” but won’t trump economic requirements
1. Customer signs a long-term power purchase agreement for renewable power from a distributed project.

2. Power from the distributed project is sold directly into the grid for the local price at the point of production.

3. Customer buys power directly from the grid for the local price at the point of use.
“Altenex is the bridge GM was looking for to source large-scale renewable energy for our facilities”

“Altenex creates new ways to do business in the rapidly evolving alternative energy markets by providing more clarity, accessibility and communication between participants”

“Altenex improves our ability to identify and evaluate cost-effective clean energy projects”