



OFF-SITE RENEWABLES TRANSACTIONS MADE SIMPLER

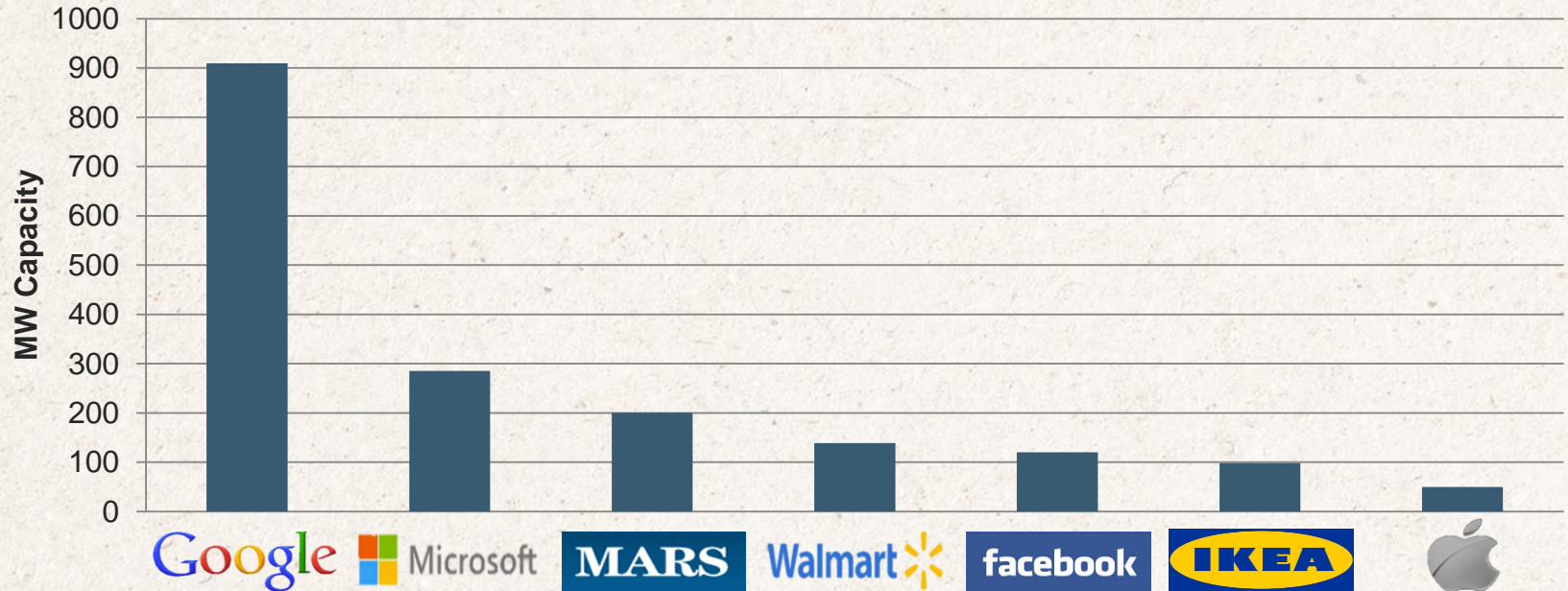
HERVE TOUATI MANAGING DIRECTOR
REM 2014 CONFERENCE
SACRAMENTO, DEC 3, 2014



THE PIONEERS HAVE HAD HARD WON SUCCESSES

Active Utility Scale PPAs and Equity Investment*

As of 10/31/14



Deals	5	2	1	1	1	1	1
PPA	5	2	1	1	1	0	0
Investment	NA**	0	0	0	0	1	1
Average (MW)	182	143	201	139	120	98	50

*Shows active U.S. transactions 40 MW or greater by non-energy non-finance corporations.

**Google has provided tax-equity for 11 utility-scale projects, but total capacity of these investments is unknown.

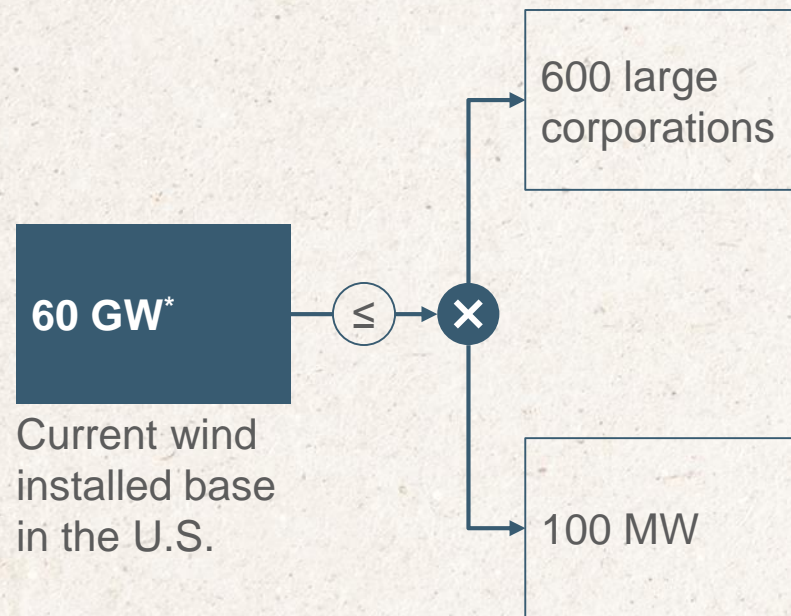
WE NEED A FASTER, SIMPLER, CLEANER JOURNEY



US: +60 GW

WE CAN 2X THE SIZE OF THE US RENEWABLES MARKET

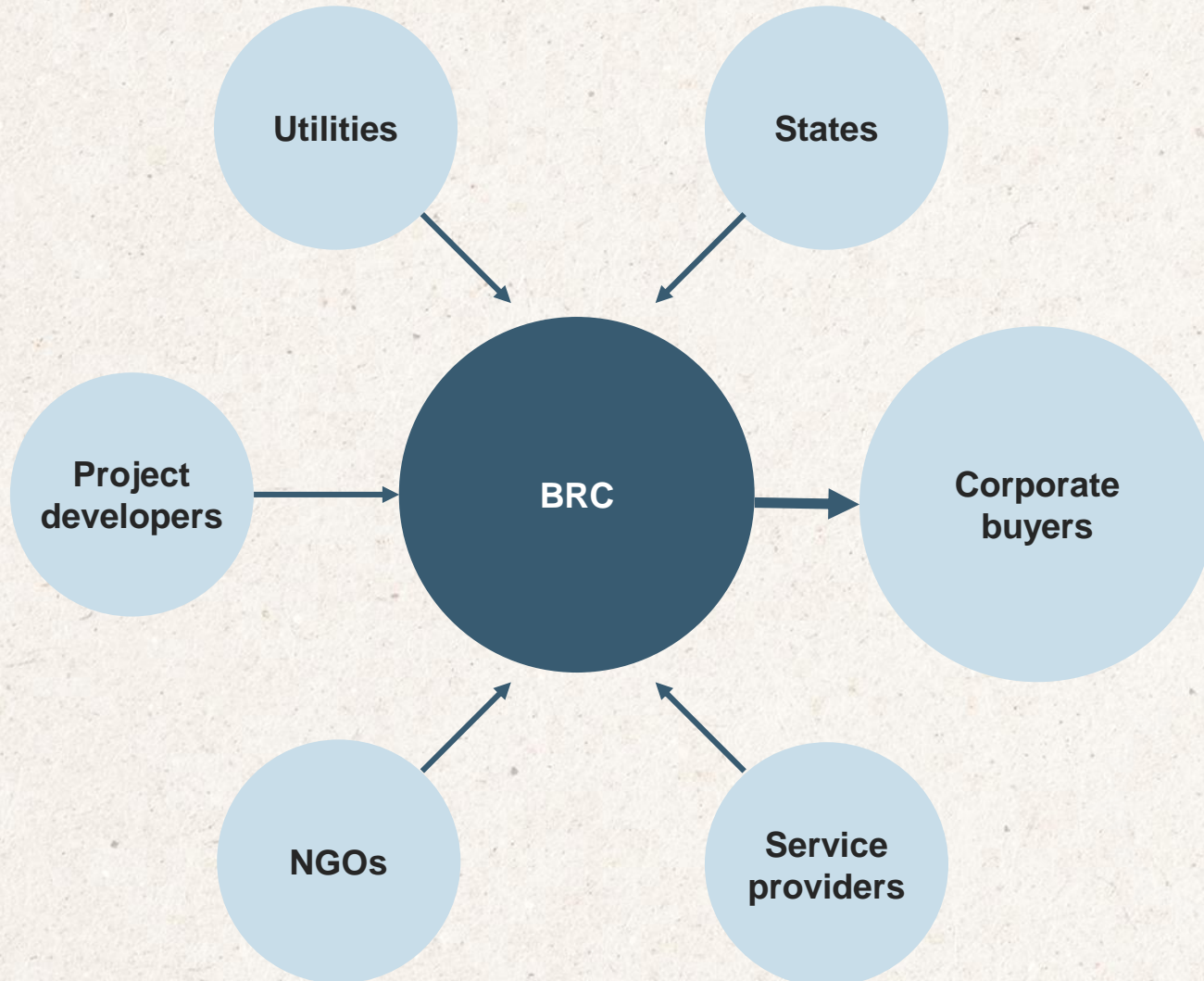
Example: U.S. Wind



Rationale

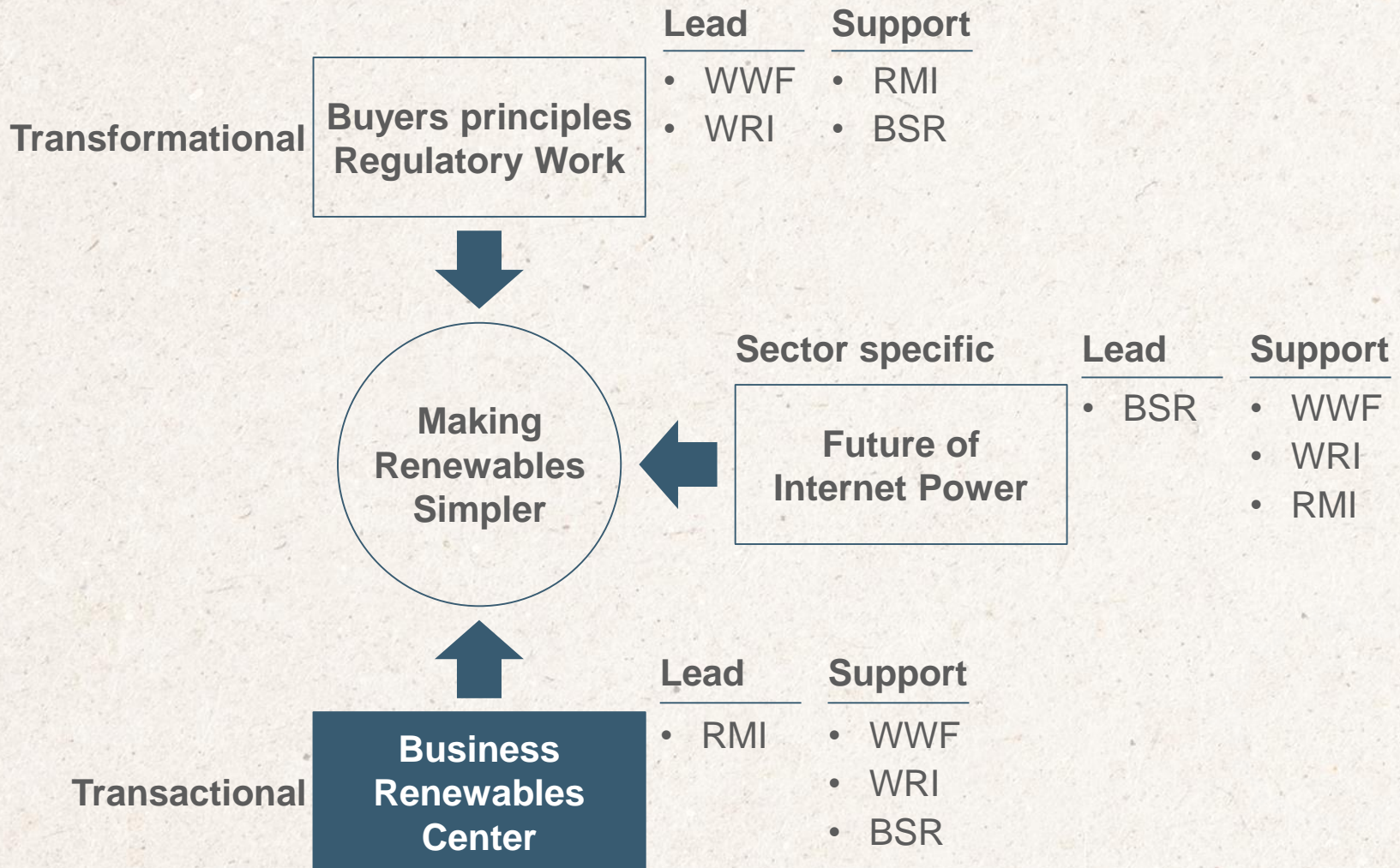
- Large-scale, off-site projects have become attractive to corporations due to:
 - Competitive, long-term prices
 - Sustainability benefits
- 100 MW represents roughly **350 GWh** of annual generation
- This is less than **25-50%** of what many large corporations consume in a year

COLLABORATION IS KEY TO SCALABLE SUCCESS



COLLABORATION STARTED WITH WWF, WRI AND BSR

CORPORATE RENEWABLE PARTNERSHIP



WHAT THE BRC WILL DELIVER BY Q2 2015 (1/2)

Navigation

1. A “what and why” guide
2. A step by step “how to” guide
3. An economic evaluation tool
4. An ideal corporate deal team description
5. An accounting primer
6. A catalogue of deal structures

WHAT THE BRC WILL DELIVER BY Q2 2015 (2/2)

Exploration

1. How to do renewables in China
2. How to speed up renewables adoption in NY state



Creating a clean, prosperous,
and secure energy future TM