



# ACCESS AFFORDABLE ELECTRICITY...

## While Managing Commodity & Carbon Price Risks



### Powering Communities & Businesses



**Green Your Operations**



**Establish Competitive Advantage**



**Meet Stakeholder Expectations**

### About SunAlta Power

**Our Purpose:** To create an innovative and integrated platform that enables active participation of communities and businesses in the transition to a decentralized low-carbon utility system.

**Our Mission:** SunAlta Power is focused on facilitating economically viable renewable energy projects through the integration of:

- Technical and commercial expertise in solar PV energy project development;
- Innovative financing models and aggregation of a portfolio of small-to-medium sized generating assets;
- Low cost supply chains and project construction strategies that can be replicated;
- Technology enablers that improve project performance; and
- Strategic partnerships and platforms that facilitate the active participation of communities, businesses and citizens in a decentralized low-carbon utility system.

**Our Vision:** Establish a network of high performing decentralized renewable energy generation assets that deliver economic benefits through effective partnerships and contribute to a low carbon future.

### OUR TEAM'S EXPERIENCE

- Over 40-years of Energy Project/ Infrastructure Development
- Over a decade of Renewable Energy Construction & Maintenance
- Financial Modeling & Revenue Analysis
- Project Permitting & Approvals
- Energy & Carbon Market Expertise
- Capital Acquisition & Granting
- Deal Structuring & Negotiations

### WORK WITH US

**Community Partnerships**

**Commercial Partnerships**

**Land & Roof Leases**

**Purchase Green Power >>>**

403-617-8969

SunAltaPower.com



### Onsite Solar PV Power Generation

- Lock in a stable long-term fixed price for electricity
- Avoid variable transmission, distribution and other utility bill fees
- Visible green energy project
- Integrate energy storage to reduce demand charges
- Access grants and tax incentives



### Offsite Power Purchase Agreements (VPPA)

- Hedge against energy price volatility
- Potential ownership of environmental attributes (RECs)
- Meet larger electricity consumption profiles and multi-site demand
- Earn financial benefits as electricity prices increase



### Why Partner with SunAlta Power?

- Alberta-based company & knowledge
- Technical & commercial project expertise
- Focused on making green energy affordable
- Integrates and aggregates community involvement
- Flexible approach (MG & DG)

### What is a VPPA & How Does it Work?

A Virtual Power Purchase Agreement (VPPA), also known as a Contract for Differences, is a type of renewable energy contracting structure that provides a financial hedge against future electricity price fluctuations, where a power buyer agrees to purchase a project's renewable energy for a pre-agreed price. In this agreement, the solar PV project receives the market price at the time the energy is sold, however:

- ▶ If the market price is greater than the fixed VPPA price, the **energy buyer receives a payment** for the difference from the project owner;
- ▶ Whereas, if the market price is less than the fixed VPPA price, the **energy buyer pays the project owner** to make up the difference.

### Environmental Attributes

Environmental Attributes (EAs) are the emission savings characteristics, typically in the form of Renewable Energy Credits (RECs) or emission offsets attributable to the generation of electric energy from renewable (non emitting) sources. These attributes can be sold/acquired in voluntary or compliance markets to avoid carbon reduction requirements and/or meet carbon reduction goals.

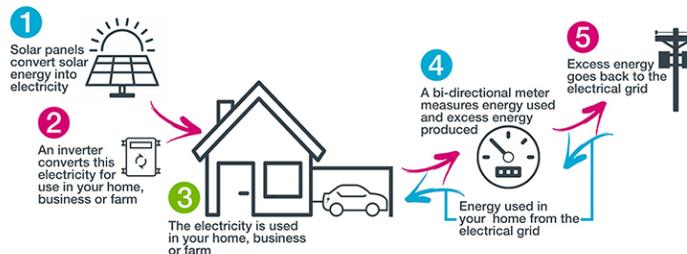
### Energy Storage

The cost of energy storage is dropping significantly, allowing for the opportunity to substantially reduce the total cost of electricity through peak shaving. Peak shaving occurs by integrating energy storage with onsite electricity generation and charging the energy storage batteries during off-peak/low demand periods. During periods of high onsite electricity consumption/demand the charged batteries are then discharged behind-the-meter, allowing energy consumers to avoid large demand related charges on utility bills and consume less electricity during times where it is typically most expensive.

### How does Onsite Generation Work?

Electricity generated onsite from solar PV panels can be consumed behind-the-meter, allowing the energy user to avoid having to buy electricity from the grid/retailer. In Alberta onsite power generation is enabled under the Microgeneration Regulation, which includes a Net Billing provision. This provision allows for electricity to be exported to the grid during times where the solar PV system is generating more electricity than is being consumed onsite, and in return the energy consumer receives a credit on their utility bill.

#### How Solar Net Billing Works



**Jim Goldmann**  
Executive Chairman  
jg@aenergycapital.com

**Kyle Fawcett, MBA**  
Managing Director  
kyle@btmenergypartners.com