

Sustainability Goals Achieved Intelligently.

Edison Energy’s experienced renewables advisory team is comprised of experts from utilities, renewable project developers, energy teams at Fortune 100 companies and renewable energy industry associations. Our team works with your company to develop a customized renewable energy strategy that aligns with your objectives, risk tolerance and corporate governance. With the strategy in place, we then execute by finding the best renewable projects and contract structures that meet your strategic objectives. Our goal is to source the lowest-cost, best risk-adjusted renewable energy to achieve your company’s carbon reduction and financial risk goals.

KEY DIFFERENTIATORS

Comprehensive market access: The Altenex Marketplace™, our proprietary, dynamic database, connects you to the renewable project developers that make the most sense for your business, based on your energy usage, risk tolerance and other selection criteria.

Advanced analytics: Through Edison’s patent-pending technology platform, we provide the most sophisticated energy analytics in the market, enabling our clients to understand the long-term, multi-factor risks within complex electricity portfolios. Our analysis runs thousands of market scenarios for every renewable energy project we consider, ensuring optimal decision-making, risk management and financial valuation.

Custom criteria profile and portfolio approach: We work with each customer to develop their specific selection and valuation criteria for renewable energy. This ensures that internal and external stakeholders’ needs are met. We evaluate renewables and traditional retail power procurement together – looking at renewables in a silo can add significant overall risk to your company’s profitability if it is not integrated into your company’s overall energy procurement strategy.

Commercial expertise: With the growth of the market for corporate renewable PPAs, many advisors have entered the space. Many do not bring a deep bench of energy contract structuring and modeling expertise. These PPAs are complex energy transactions that require a detailed understanding of wholesale markets and contract structuring – our team has experience evaluating and negotiating gigawatts of PPAs at utilities, developers and Fortune 100 companies.

Independence: We’re a third-party advisor that can look across the entire landscape of suppliers, developers, and projects and make fully independent assessments. Unlike some of our competitors, we do not charge developers to be a part of our network, and we do not sell any technology solutions. Our entire business is sitting on the buyer side of the table and delivering the best solutions for your company’s needs.

OUR OFFERINGS



Onsite / Offsite
PPA & Ownership



Retail Delivery



REC & Carbon
Offset
Management



Strategy & Goal
Setting



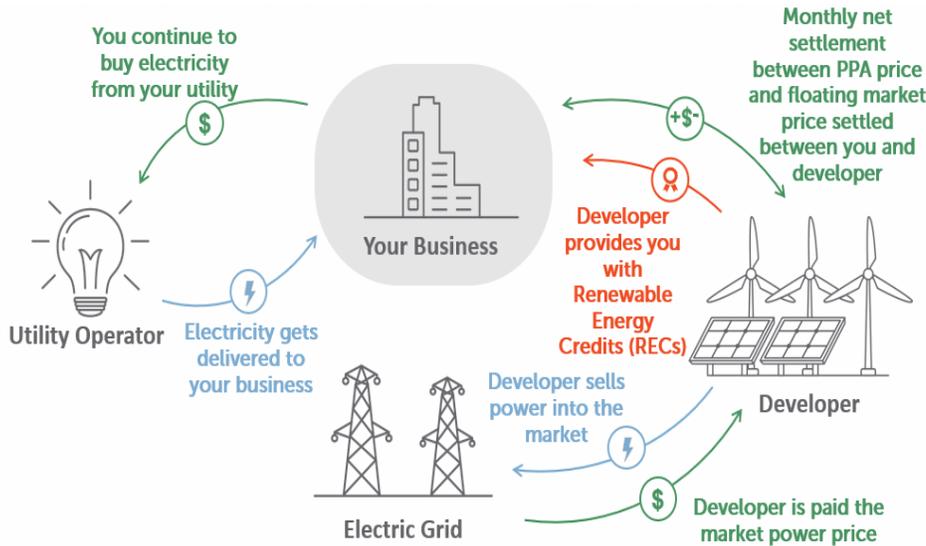
Reporting &
Communications



Power Purchase Agreements

Onsite and offsite power purchase agreements (PPAs) allow corporations to make tangible commitments to renewable energy. Virtual PPAs (vPPAs) provide a solution for many of our clients who want to make large renewable energy purchases yet lack the capability to host generation onsite or have dispersed load in many different geographies.

VIRTUAL POWER PURCHASE AGREEMENTS: HOW DOES IT WORK?



As a founder of the corporate virtual PPA market, our team at Edison has spent the last nine years leading innovation in commercial structuring and developing industry-leading advanced analytics to model the expected cash flows from a PPA. Virtual PPAs can be utilized to provide both risk management and financial value, since they can reduce exposure to energy price volatility. Often vPPAs are driven by sustainability goals, such as GHG reduction targets, and buyers increasingly wanting to know their purchase will have the direct effect of increasing renewable energy generation and lowering carbon emissions. Further, as the cost of renewables has come down over time, renewable energy is often at or below current grid prices.

Benefits Associated with vPPAs



Meet targets without capital investment



Potential to manage exposure to energy price volatility



Reduce Scope 2 emissions



Become an industry leader for sustained competitive advantage

CASE STUDIES

BOSTON UNIVERSITY

Working with Edison, Boston University (BU) established a Climate Action Plan, a complex strategy which involved signing an offsite power purchase agreement. The PPA allows BU to purchase 205,000 MWh of wind energy annually. This engagement allowed BU to reduce their carbon footprint by 53%, making progress towards their 2040 carbon neutrality goal.

STARBUCKS

Starbucks signed a long-term agreement to power 340+ of their locations in Illinois with wind power. Edison facilitated negotiations between Enel Green Power, the owner of the 185 MW HillTopper wind project and Constellation who will deliver the electricity to Starbucks. This unique retail delivery contract structure helps contribute to the company's ambitious renewable energy goals.

NOVARTIS

Representing a major milestone for their global sustainability commitment, Novartis Pharmaceuticals signed 100 MW of Invenergy's Santa Rita East wind project in Texas. Novartis utilized Edison's expertise and advanced analytics in running a competitive solicitation process, selecting and negotiating a contract for the project best suited for their energy portfolio.

Renewables Advisory is just one of the many solutions Edison Energy offers to benefit your organization. Contact our Vice President, Strategy and Sustainability today at Emily.Williams@EdisonEnergy.com or 815-847-9135

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