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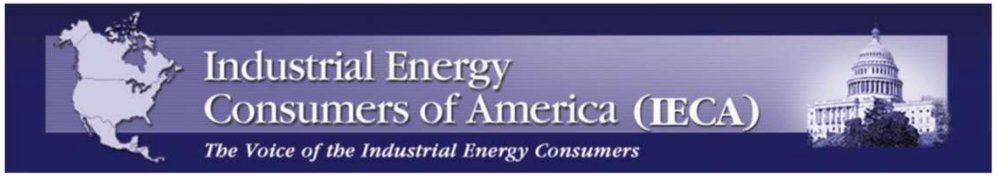

Distributed Energy Resources

Maximize Cost Saving & Sustainability

Paul Grod, CEO

October 23, 2024

MAKING SUSTAINABLE, ATTAINABLE™

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- Reducing Energy Spend
- Achieving Sustainability Goals
- Improving Power Reliability

Trusted Energy Partner

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25+ Over 25 years of experience providing energy services in North America

1000+ MWs of DERs under management

75+ Utilities and ISO customer relationships

150+ Power Producers - nuclear, hydro, gas, wind, solar, storage

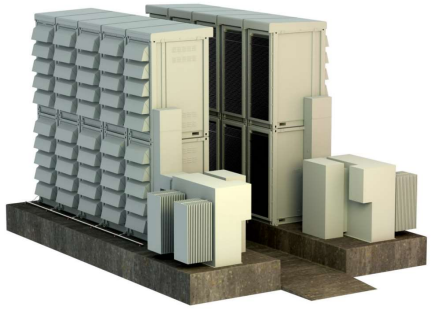
200+ Commercial, industrial, and institutional clients

Environment + Energy LEADER AWARDS 2024

2024 SME CANADA'S TOP SMALL & MEDIUM EMPLOYERS

Reducing Energy Costs and Attaining Sustainability Goals

Incorporating Distributed Energy Resources (DERs) for Commercial & Industrial Facilities



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Challenges Faced by Large C&I Facilities

- **High Energy Costs:** Rising capacity, transmission, energy and carbon costs
- **Sustainability Goals:** Shareholder and regulatory pressure to reducing carbon footprint
- **Reliability Issues:** Productivity impact form unplanned outages, intermittent power, power quality

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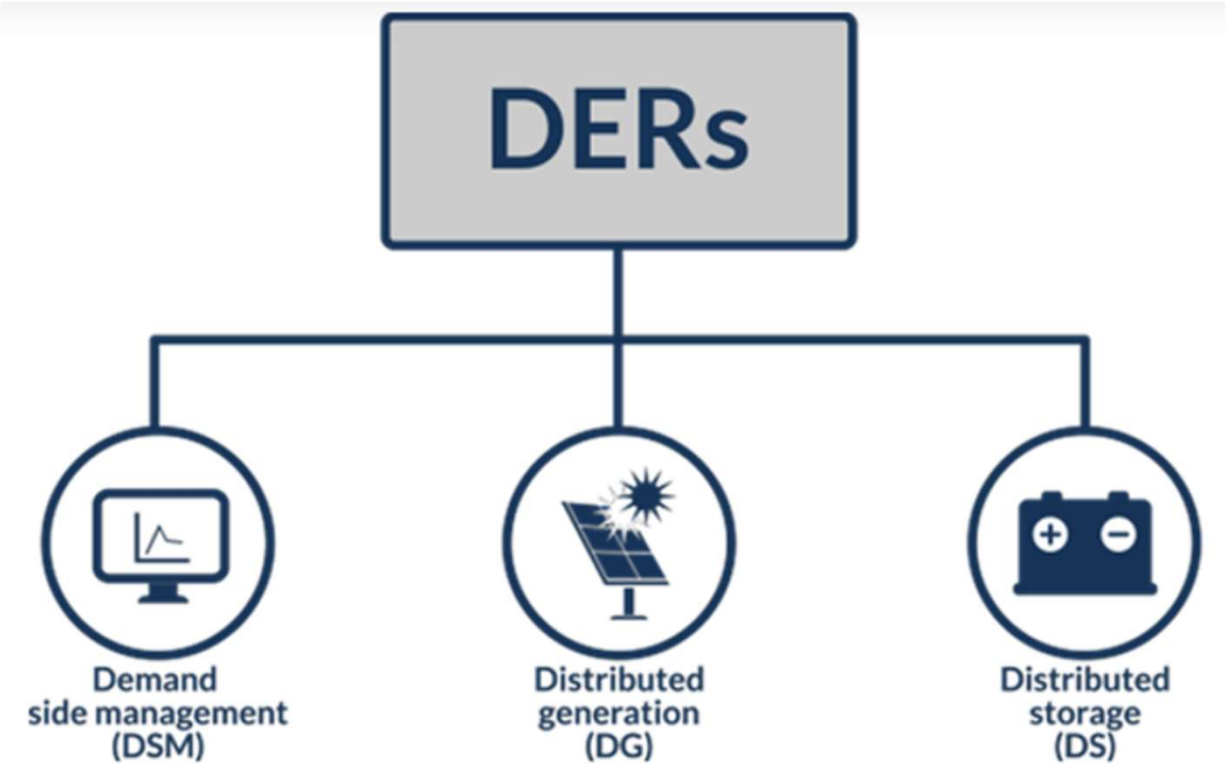
What are Distributed Energy Resources (DERs)?



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Benefits of DERs for C&I Facilities

- **Cost Savings:** Peak shaving (price response, system charges), demand response revenue
- **Sustainability:** Reduced carbon emissions, renewable energy integration
- **Reliability:** Backup power during outages, improved power quality

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Energy as a Service

- **Optimized DERs:** Behind the meter energy system (microgrid) designed to maximize facility performance, cost savings, grid efficiency, and environmental benefits.
- **No Capital Cost:** Developer scopes the opportunity, provides a shared saving scenario
- **No Risk:** Developer builds, owns, operates and maintains
- **Shared Savings:** Only upside with no downside. Shared savings significantly increased with federal (IRA) and state incentives (disincentives).

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Case Study: Successful Implementation

Large glass manufacturer

- 2.4MW/2.07 MWh CATL BESS + Kehua UPS
- 24/7 Operations for Power Quality through Double Conversion and Backup Power

- Peak Avoidance, Demand Response, Facility Power Quality and Backup Power
- Full O&M Responsibilities for the whole asset (UPS/BESS/HVAC/HV Equipment/Transformers/etc…)

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Large Campus Spotlight

BTM battery storage client in Ontario

Reduced Energy Costs	Earning Revenue	Sustainability Goals

System Overview

2.6MW/5.2 MWh Tesla BESS + 13 kW of PV generation

Solutions

- 24/7 Operations of optimizing Battery Output
- BESS smart optimization charging
- GA Participation
- DR Participation
- Facility Peak Shaving
- Energy Arbitrage

Overview of partnership

The client is leveraging a behind-the-meter battery energy storage system to reduce their GA charges and participate in multiple demand-side management programs with Rodan Energy.

JP2-John Paul II

Microgrid Facility

Optimization SCADA & Software

Rodan EOS

Programs

Net-Zero, Peak Avoidance, Energy Arbitrage

- Net zero -geothermal
- 1.1MW/2.2 MWh Tesla BESS + 625 kW of PV energy
- 24/7 AOS Operations of optimizing Solar, Battery output
- BESS smart optimization charging
- GA Participation for Summer 2023 (Class A)
- Energy Arbitrage with BESS/Solar Optimization from AOS
- Export of energy onto grid
- Islanding Facility

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Steps to Implement DERs

- **Feasibility Analysis:** On-site visit, location, size, interconnection needs
- **Business Case:** Initial proposal, consumption pairing with grid programs
- **Detailed Analysis:** Best-fit DER technology selection
- **Project Execution:** Engineering drawings, installation, commissioning
- **Optimization & Maintenance:** Continuous operation, 24/7 NOC support

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What to look for in DER partner

- **Expertise:** Inhouse engineering, procurement and construction capabilities
- **Track record:** Operating history and success
- **Staying Power:** VC or PE funded? You don't want to be changing owners every 5 years.
- **Energy Markets:** inhouse EM team successfully operating DERs in multiple deregulated energy markets
- **Systems and technology:** Continuous operation, 24/7 NOC support, energy optimization software/tools
- **Turnkey**: one stop shop vs. a motley crew of subcontractors

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Conclusion - DERs

- Maximize energy savings
- Achieve sustainability goals
- Energy reliability and power quality
- No cost and negligible risk
- Provided you select the right partner

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Questions?

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