



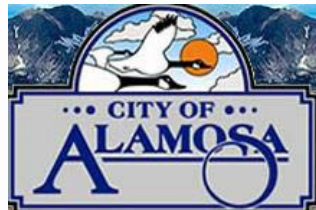
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Capitalizing on Incentives for On-site Renewables: *The Solar PPA Model*



SunEdison: Seven Offices in Five States

SunEdison is North America's largest Solar Energy Service Provider delivering turn-key, predictably priced renewable electricity services for commercial, government and utility customers without the capital outlays traditionally associated with solar solutions.



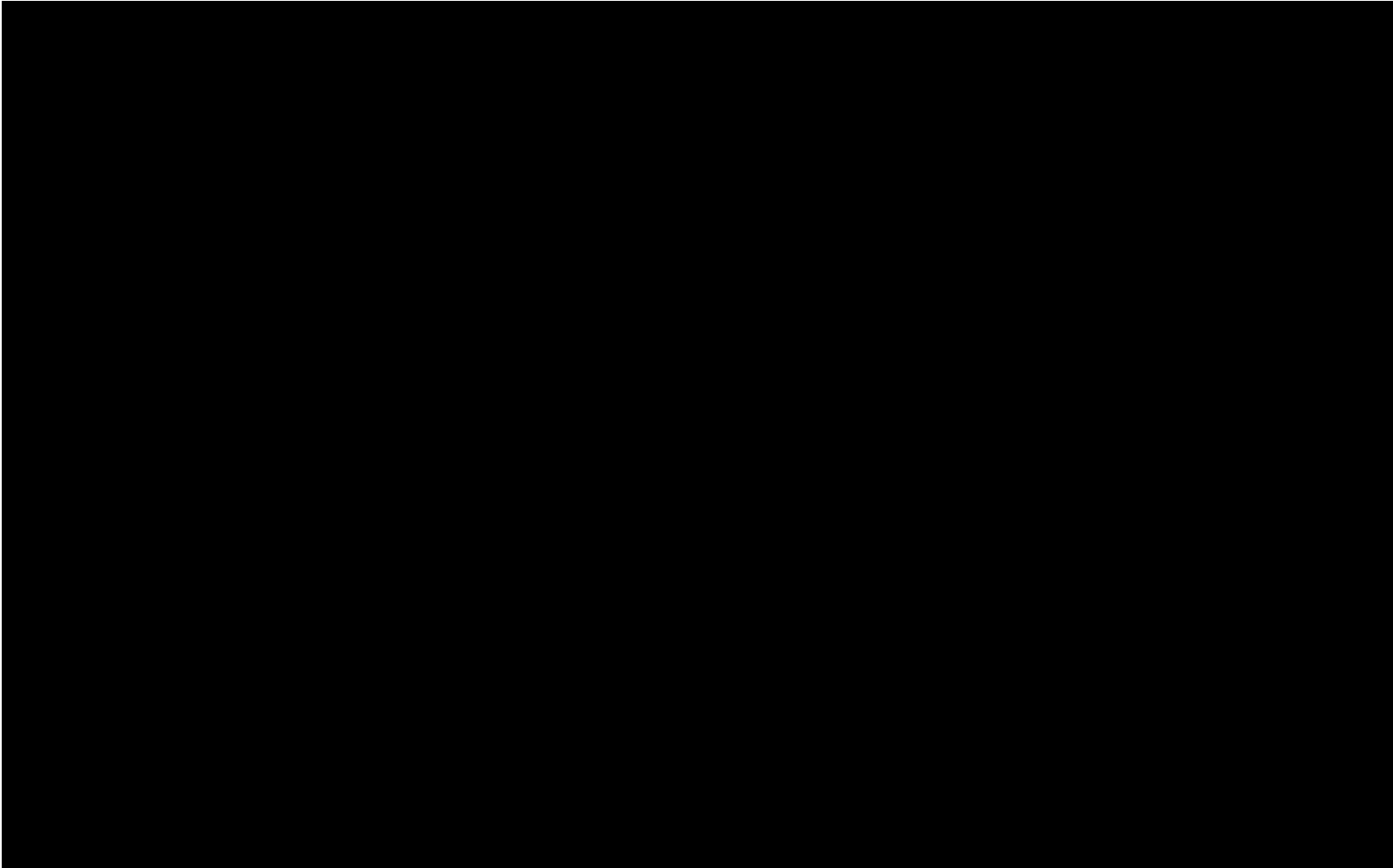
Distributed Photovoltaics

Denver Federal Center, Lakewood CO

- 1 MWdc groundmount
- 1.5m kWh annually
- 6 acre site
- Connected to DFC's substation
- ***Saves 7% energy losses***
- ***No transmission required***



SunEdison's Solar Power Services Agreement



Basic Value Proposition

Cost of System \leq Value of System

Basic Value Proposition

$$\text{Cost of System} \leq \text{Value of System}$$

Costs

- Panels, Inverter(s)
- Balance of System
- Interconnection
- Taxes, fees, insurance, ...
- Installation & Maintenance

Values

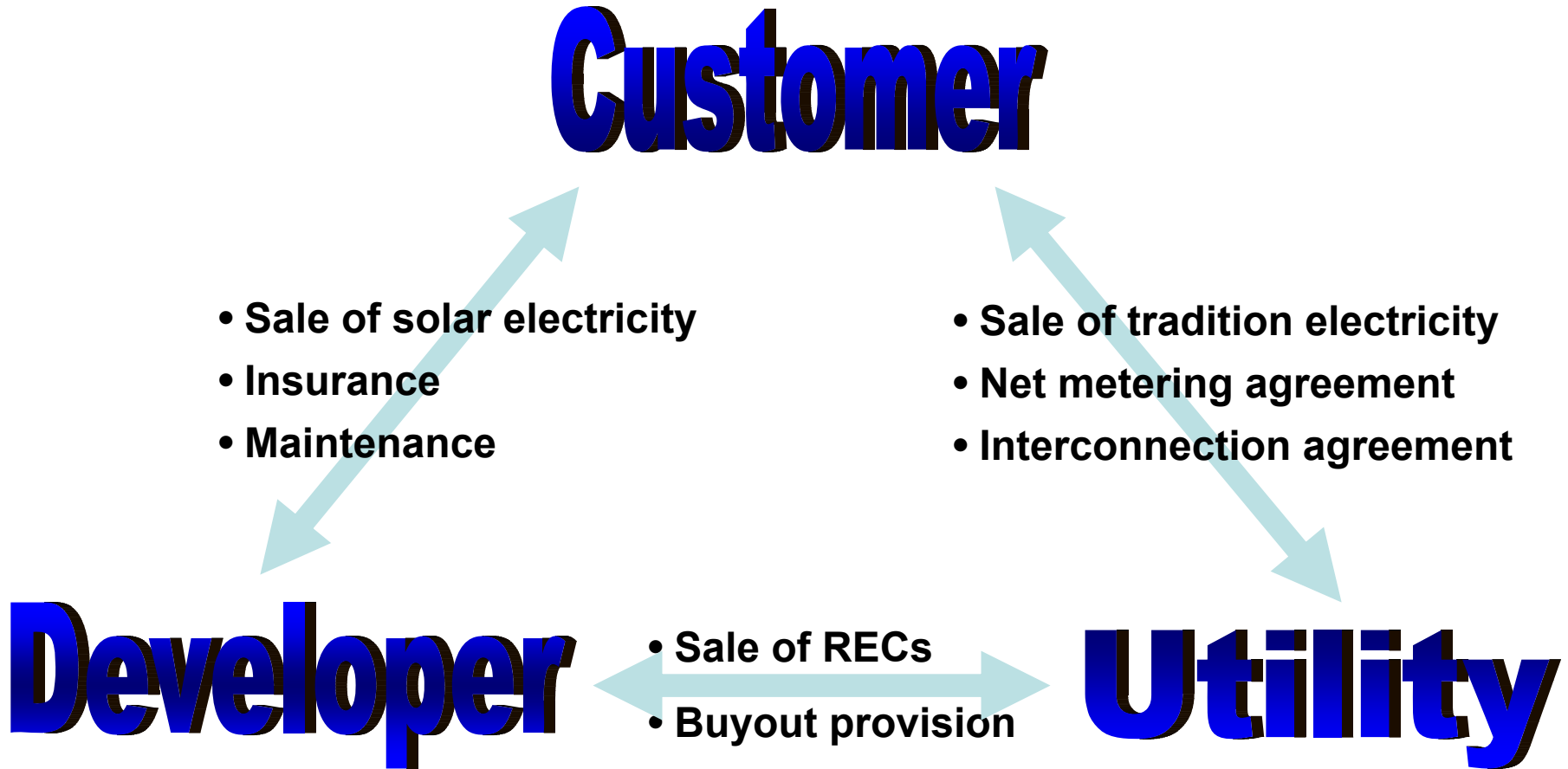
- Electricity
- Renewable Energy Credits
- Grid benefits
- Other utility cost savings
- Public relations

Purchased Power Agreement Concept

- Developer installs, owns, maintains PV system on customer facility
- Developer sells solar electricity to host customer
- Developer sells solar credits to utility



Purchased Power Agreement Contracts



SunEdison

Questions?

Rick Gilliam

Managing Director, Western States Policy

SunEdison, LLC

303-465-0018

rgilliam@sunedison.com
