



NEW JERSEY SREC UPDATE

JANUARY 22, 2015

SPEAKERS



Steven Eisenberg
CEO



Alex Sheets
Vice President

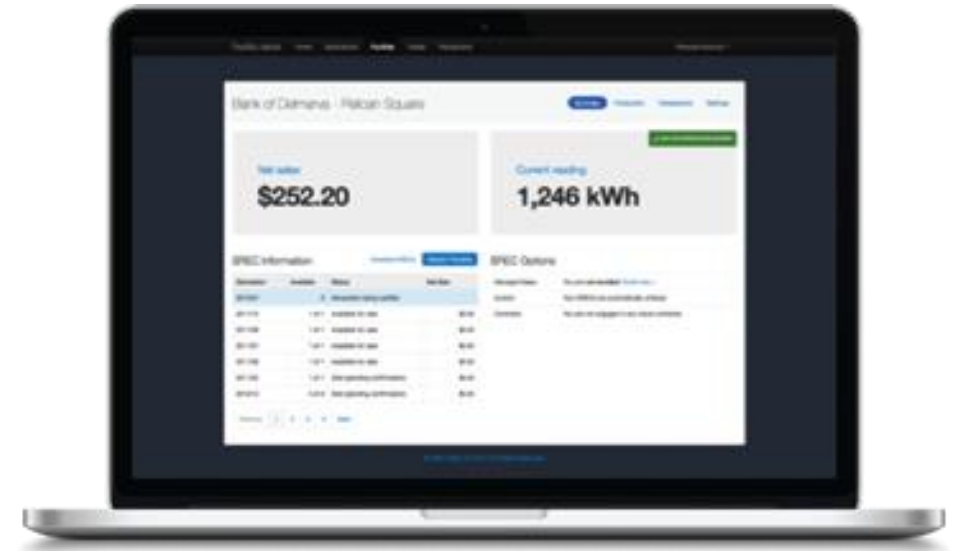
AGENDA

- Company Overview
- NJ Installed Solar Capacity
- NJ SREC Supply and Demand Overview
- NJ SREC Pricing
- Q&A

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TRANSACTION & MANAGEMENT PLATFORM

- Since 2008
- 145+ MW under management
- 11,000+ facilities under management
- 100% SREC focused
- Brokerage model



CLIENTS



CORPORATE

Electricity suppliers and institutional clients with systems above 250 kW



RESIDENTIAL & SMALL COMMERCIAL

Home owners and commercial systems smaller than 250 kW



INSTALLERS & DEVELOPERS

Turn-key SREC solutions for solar installers and developers

PRODUCTS & SERVICES

BROKERAGE

Spot transactions

Structured forward solutions

SOFTWARE

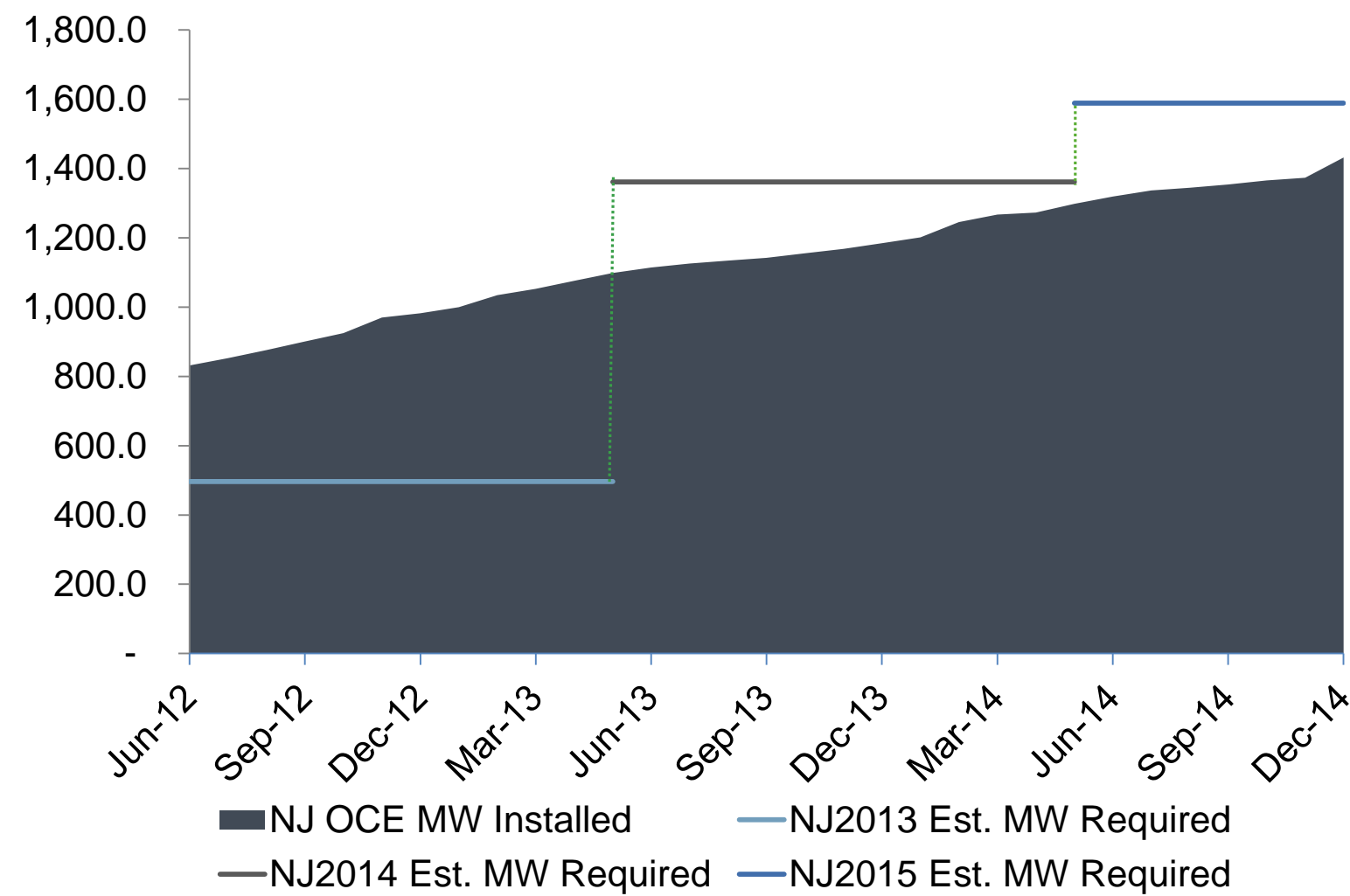
Onboarding with regulators &
registries

Tracking production & SRECs issued

Executing & settling SREC
transactions

NJ SOLAR CAPACITY INSTALLED

Estimated Installed Capacity as of 12/31/14= 1,431.9 MW



EY2015:

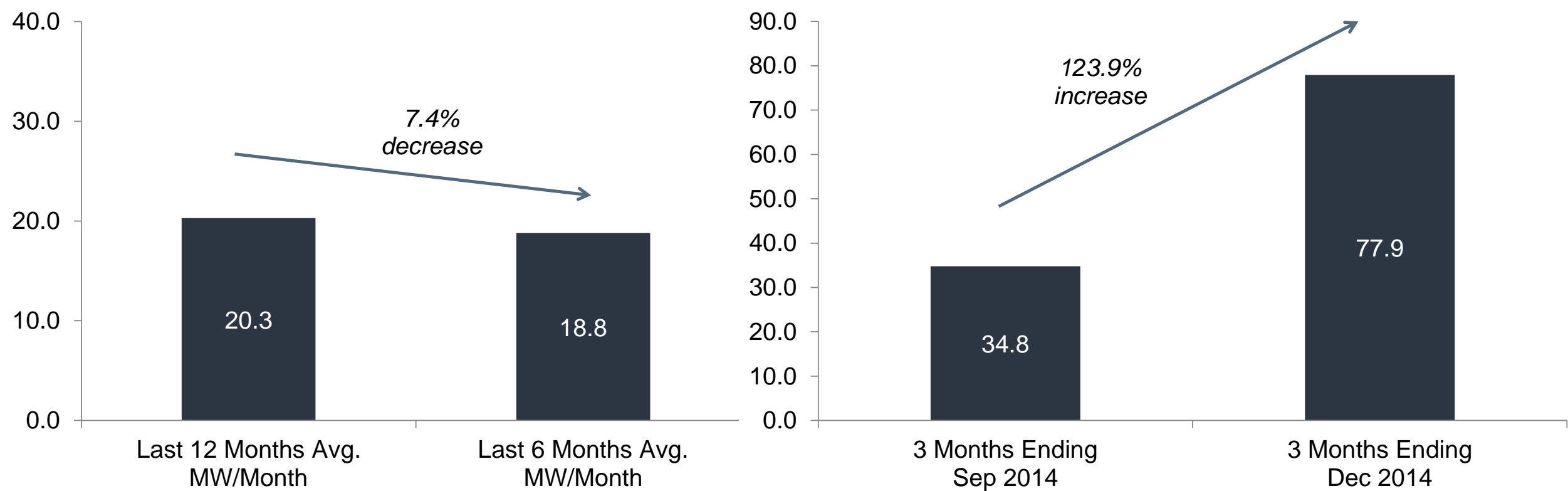
2.45% Solar required

Estimated SRECs Req.
~1.9 mm SRECs

Estimated Avg. Annual
MW Balance Needed*
~1,585 MW (*not including
older vintages*)

NJ SOLAR BUILD RATES (MW)

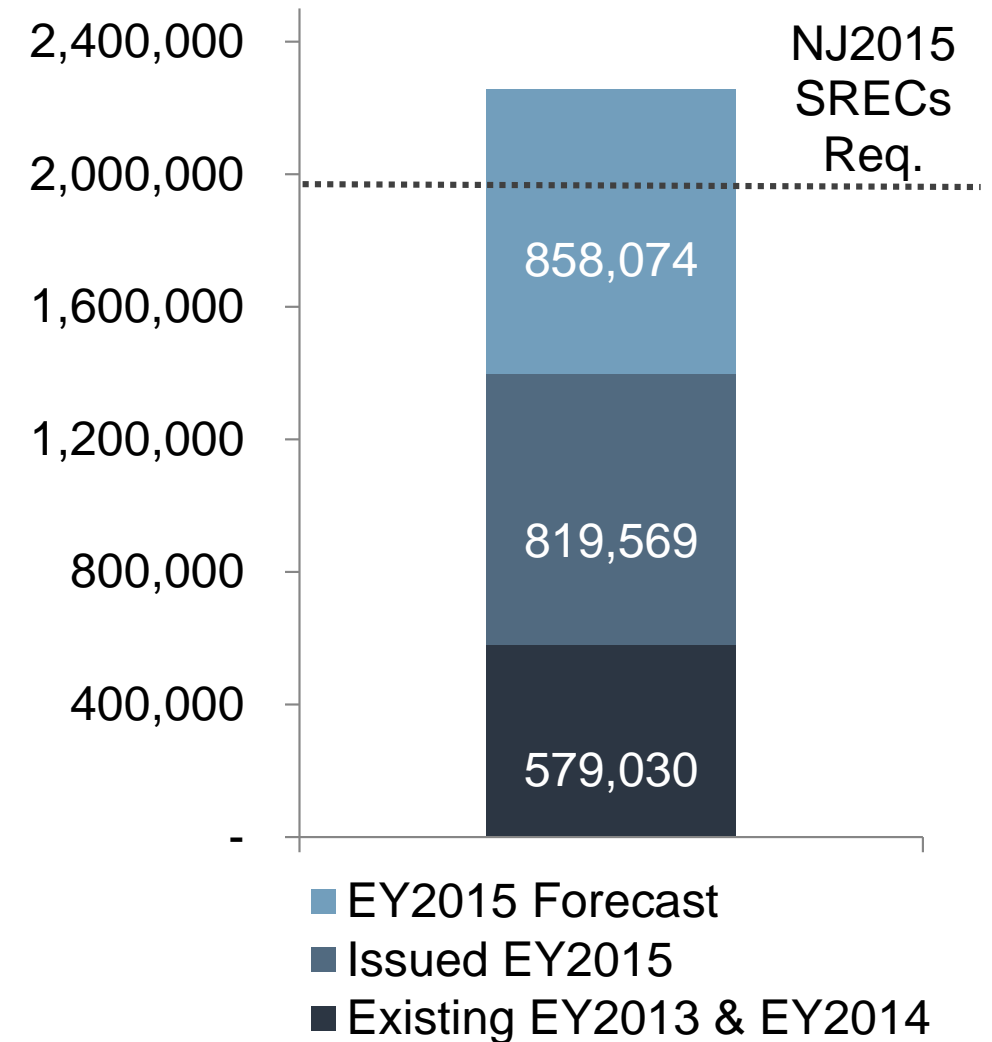
Last six month average MW/month has decreased. Q4 2014 build rates are up.



NJ SREC SUPPLY AND FORECAST

Through November 2014 Issuance

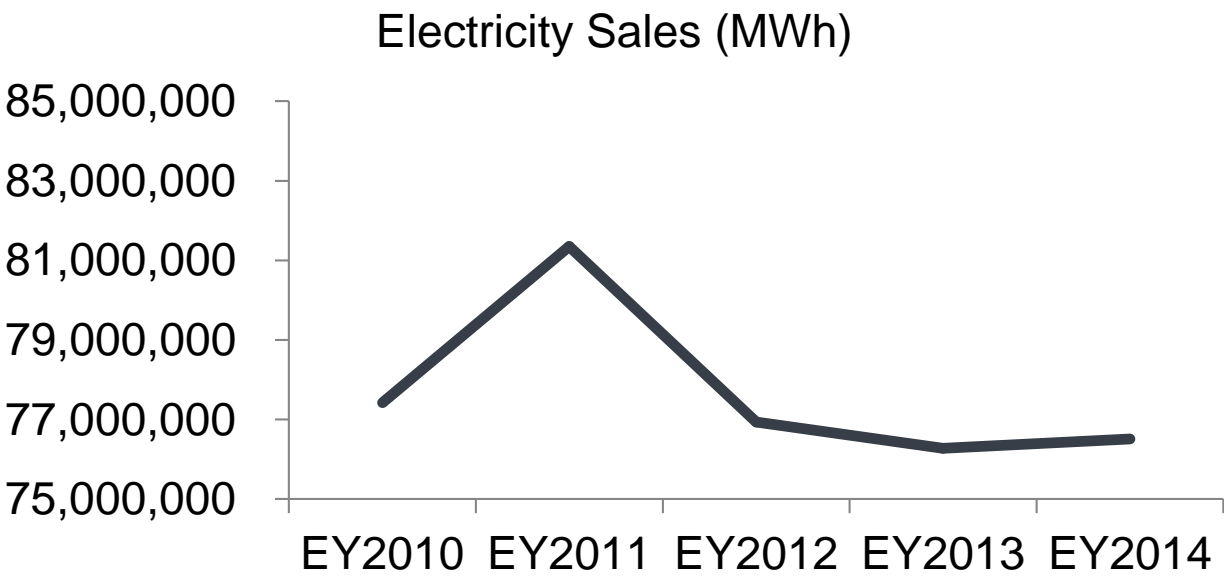
- ~580k EY2013 and EY2014 SRECs remain
- ~820k EY2015 SRECs have been issued
- Forecast another ~860k EY2015 SRECs
- EY2015 oversupply ~350k SRECs



ELECTRICITY SALES (MWh) AND SRECs REQUIRED

SREC demand set by electricity sales

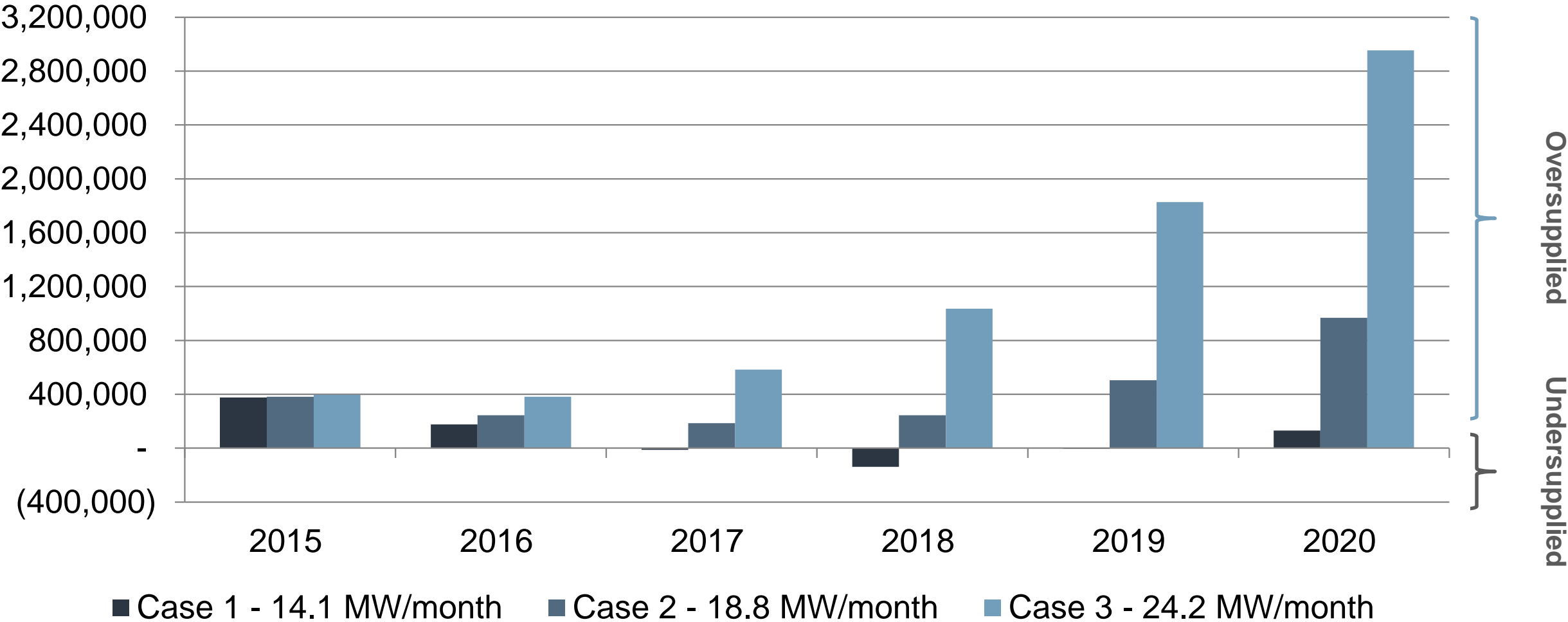
- BGS Auction in February
- Recent years have declined or are flat
- EY2014 = 76.5 mm MWh
- No growth impacts SRECs required



| SRECs Required | | | | |
|----------------|-------------|-----------|-------------|------------|
| Energy Year | RPS Solar % | 0% Growth | 1.5% Growth | Difference |
| 2015 | 2.45% | 1,874,559 | 1,902,677 | 28,118 |
| 2016 | 2.75% | 2,104,097 | 2,167,693 | 63,596 |
| 2017 | 3.00% | 2,295,378 | 2,400,227 | 104,849 |
| 2018 | 3.20% | 2,448,403 | 2,598,646 | 150,243 |
| 2019 | 3.29% | 2,517,265 | 2,711,809 | 194,544 |
| 2020 | 3.38% | 2,586,126 | 2,827,782 | 241,656 |

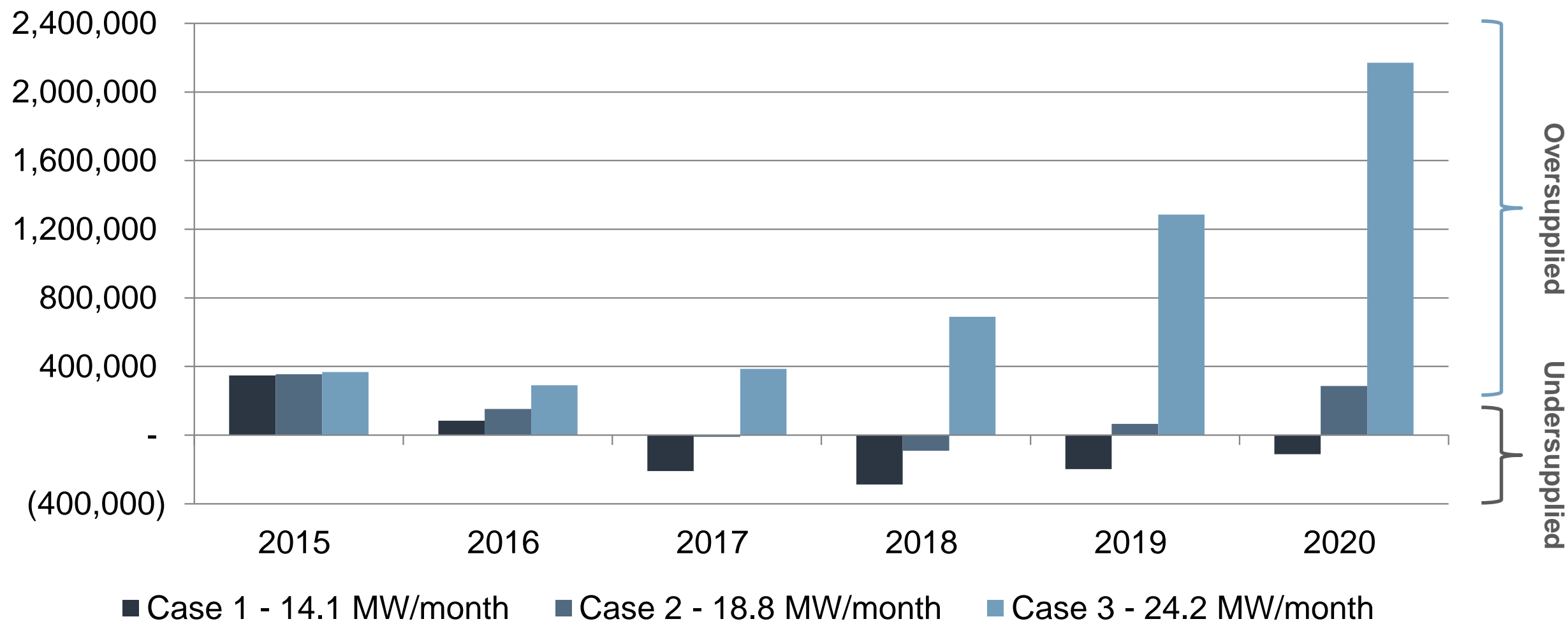
NJ SUPPLY / DEMAND SCENARIOS – ELECTRICITY SALES REMAIN FLAT

With reduced demand, market remains oversupplied in Case 2



NJ SUPPLY / DEMAND SCENARIOS – ELECTRICITY SALES GROW 1.50%

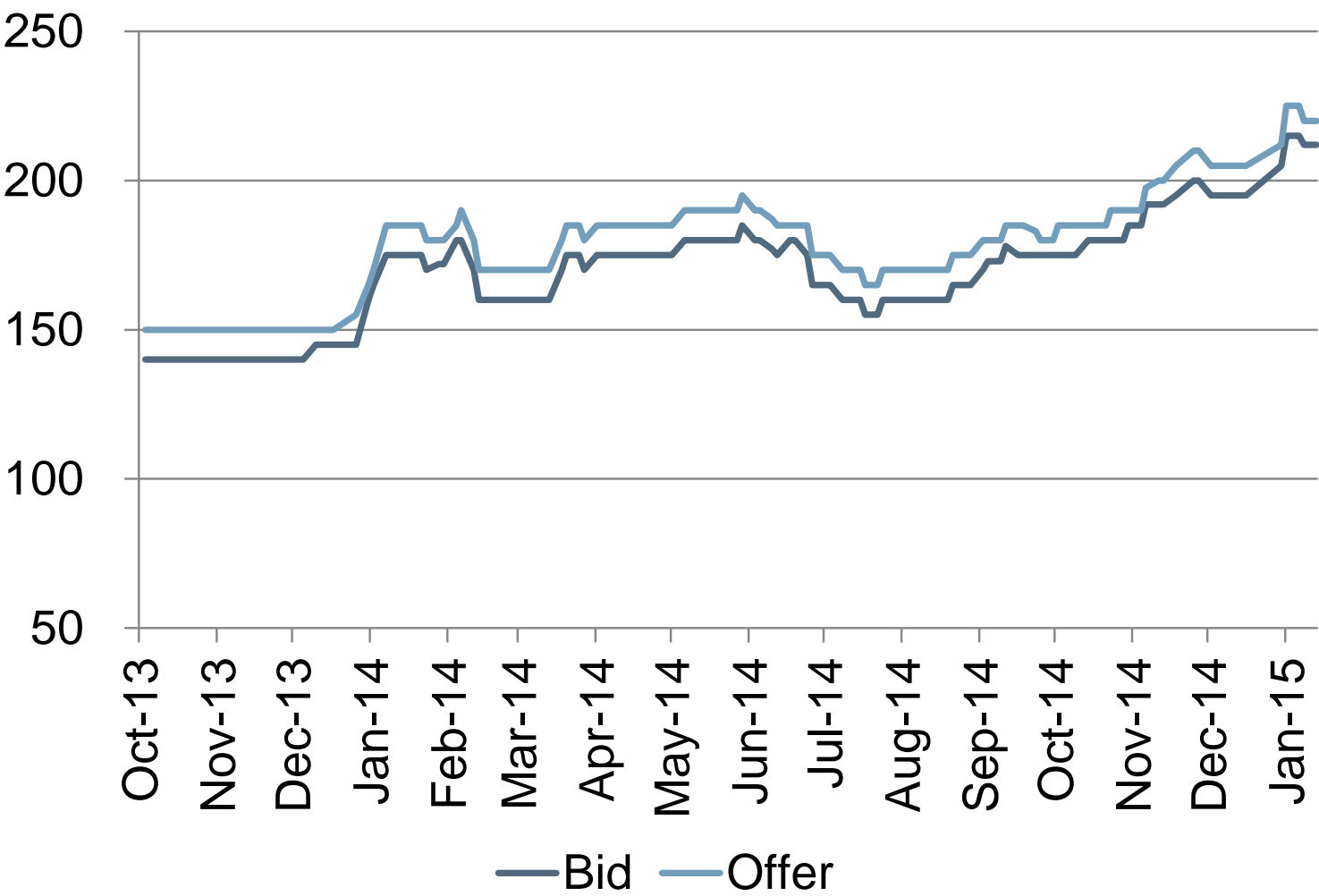
Existing and lower build rates result in undersupply beginning EY2017



NJ SPOT MARKET PRICING

Recent spot transactions have increased

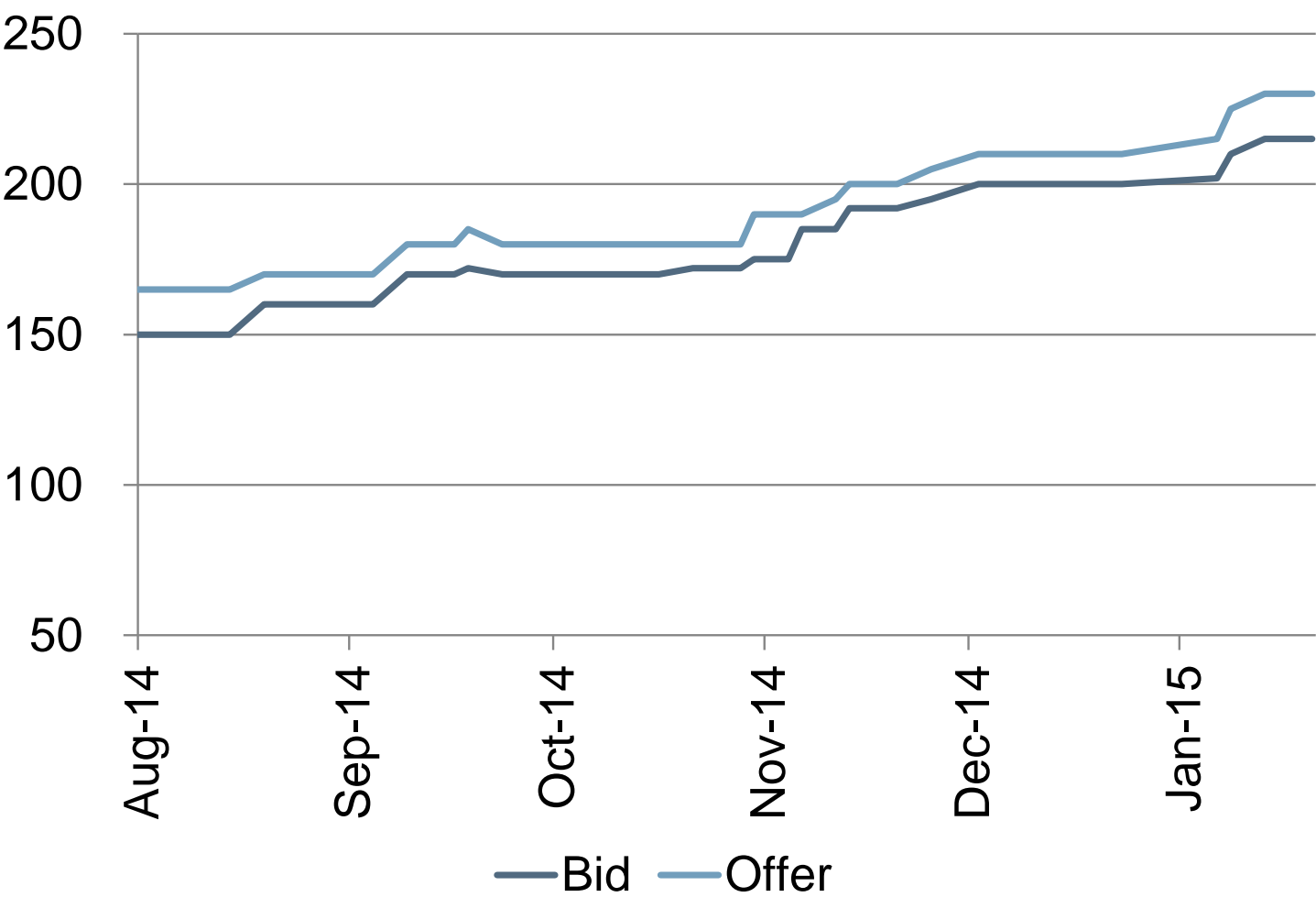
- Current NJ15 market: \$215 @ \$225



NJ 3 YEAR FORWARD MARKET

Forward market for NJ15-17 has been on the rise

- Current NJ15 market: \$215 @ \$225



INQUIRIES? CONTACT US!



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