State of the Market

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Renewable Procurement in 2018

• New record volume of deals
• Strong, Resilient Demand
• Supply Adapting to Meet Demand
2018 YTD Deal Tracker

*Number of deals in parentheses
Steady Stream of New Buyers

- New Buyer Count:
  - 2014: 0
  - 2015: 2
  - 2016: 4
  - 2017: 6
  - 2018: 8

- Cumulative Unique Buyers:
  - 2014: 0
  - 2015: 2
  - 2016: 2
  - 2017: 6
  - 2018: 10
What is the average volume (MW) of RFPs you have sent or received in the past 6 months?

- 0-25 MW: 26%
- 25MW-50MW: 5%
- 50MW-100MW: 24%
- More than 100MW: 45%
Buyers that have Signed Deals by Sector

Year of Date Announced

- **Consumer Staples**
- **Consumer Discretionary**
- **Financials**
- **Healthcare**
- **Industrials**
- **Information Technology**
- **Materials**
- **Telecommunications**

<table>
<thead>
<tr>
<th>Year</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
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#REBA18
Number of New Developers

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<tr>
<th>Year</th>
<th>New Developer Count</th>
<th>Cumulative Unique Developers</th>
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<tr>
<td>2014</td>
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<tr>
<td>2018</td>
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WRI Data on Green Tariffs
Organizations Collaborating with REBA on Renewable Energy State Policy 2018
Will the phase out of the PTC/ITC change your procurement timing?

- Yes - speed it up: 46%
- Yes - delay it: 2%
- No, business as usual: 35%
- I don't know: 17%
2008-2015 Deals by State

[Map showing deals by state with color coding for different deal counts: 0-5 deals, 6-10 deals, 11-15 deals, 16+ deals.

- Texas: 15 deals
- California: 4 deals
- Other states with 3 or 1 deal each, depending on the region.

Legend:
- Light green: 0-5 deals
- Light green: 6-10 deals
- Medium green: 11-15 deals
- Dark green: 16+ deals]
2008-2016 Deals by State

- Texas: 25 deals
- California: 5 deals
- Other states: varying numbers of deals

Legend:
- Light green: 0 - 5 deals
- Green: 6 - 10 deals
- Dark green: 11 - 15 deals
- Dark green: 16+ deals
2008-2017 Deals by State

- Texas: 31 deals
- California: 5 deals
- Nevada: 6 deals
- Ohio: 4 deals
- Virginia: 4 deals
- Pennsylvania: 4 deals
- New York: 3 deals
- Florida: 2 deals
- Michigan: 2 deals
- Georgia: 2 deals
- Arizona: 2 deals
- Kansas: 1 deal
- Louisiana: 1 deal
- North Carolina: 1 deal
- South Carolina: 1 deal
- Massachusetts: 1 deal
- New Jersey: 1 deal
- Indiana: 1 deal
- Missouri: 1 deal
- Alabama: 1 deal
- South Dakota: 1 deal
- New Mexico: 1 deal
- Idaho: 1 deal
- West Virginia: 1 deal
- Alaska: 1 deal

Colors represent the number of deals:
- Light green: 0 - 5 deals
- Medium green: 6 - 10 deals
- Dark green: 11 - 15 deals
- Very dark green: 16+ deals
2008-2018 Deals by State

- Texas: 42
- California: 8
- Florida: 7
- Virginia: 6
- New York: 3
- Pennsylvania: 2
- Other states with deals: 1 to 5, 6 to 10, 11 to 15, and 16 or more deals.
Which topic are you most excited to see REBA address?

- Aggregation: 25%
- VPPA risk & risk mitigation: 28%
- Grid modernization: 5%
- Utility offerings: 32%
- Federal energy policy: 2%
- State energy policy: 7%
2018 YTD Deal Tracker

*Number of deals in parentheses

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Thank you