

Considering a Power Purchase Agreement?



Explore your options



Meet your sustainability goals with a holistic approach.

One size does not fit all when it comes to carbon reduction. We always start by listening.

World Kinect Energy Services helps you:

Understand your sustainability goals and how to achieve them

Measure current initiatives and benchmark against best practices

Explore new opportunities that work with existing measures

Deliver a go-forward plan with measurable KPIs

Execute a custom carbon footprint reduction plan



Instantly access one of the largest networks of renewable energy developers & suppliers

We help our customers build and **execute** a Renewable Power Purchase Agreement (PPA) Roadmap

Challenges we solve:

- Unnecessary complexity
- Lack of price clarity,
- Lack of standardization
- Securing stakeholder buy-in for a new approach to energy procurement.

How we help:

1. We begin by analyzing your consumption and corporate objectives
2. We clarify your energy consumption footprint and set a carbon baseline
3. Our experts help you identify available procurement methods and understand how to increase the impact of each
4. We align your renewable procurement with corporate objectives
5. We initiate a tender process on your behalf
6. We partner with you to build your business case for direct renewables energy procurement
7. Support negotiations to the contract to ensure you receive the best possible deal

We help you align your renewable procurement with corporate objectives.

The objectives of your organisation will determine the origin of your power supply and the contract structure you adopt. Your objectives will shape the evaluation criteria in our RFP process as well as heavily influence the technology selected and will support your business case.

Our experts work with you to understand how you buy energy now, clearly laying out the upsides and downsides of each option available to you.

Example:

If saving money is your organisation's primary objective, you may opt for the lowest cost project with a relatively long contract term. Alternatively, if your company or brand has strong connections to a specific geography, a local project may have marketing benefits even if it involves a more costly technology.

Support we Provide

- Project assessment, measured against and tied directly to your company's objectives and desired impact.
- Branding
- Reputation management
- Carbon emission reduction
- Cost savings
- Hedging electricity price volatility
- Meeting stakeholder / shareholder expectations, and more

Questions to consider

1. What is the length of your current supply contracts?
2. What is your monthly energy spend, and what is the historical trend?
3. In what time frame do you typically make energy purchases?
4. How are your current contracts structured?
5. Do your current contracts include a sleeving mechanism?

There are two types of Offsite PPAs:

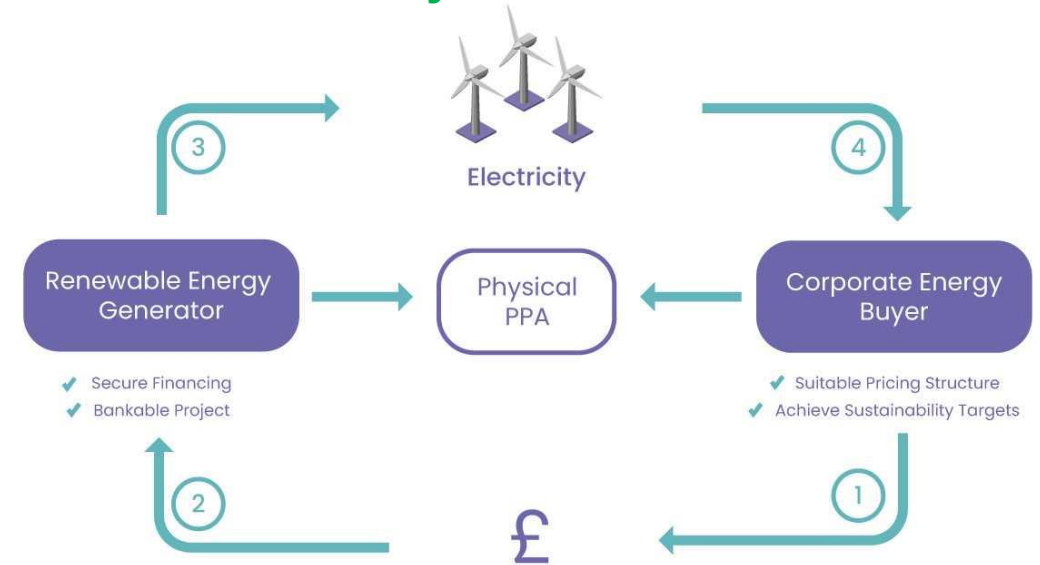
1. “Physical” PPAs

In a physical PPA, arguably the most popular type, the corporate energy buyer buys the power generated by a renewable energy producer directly. The power is delivered to the buyer from the seller directly or 'physically'.

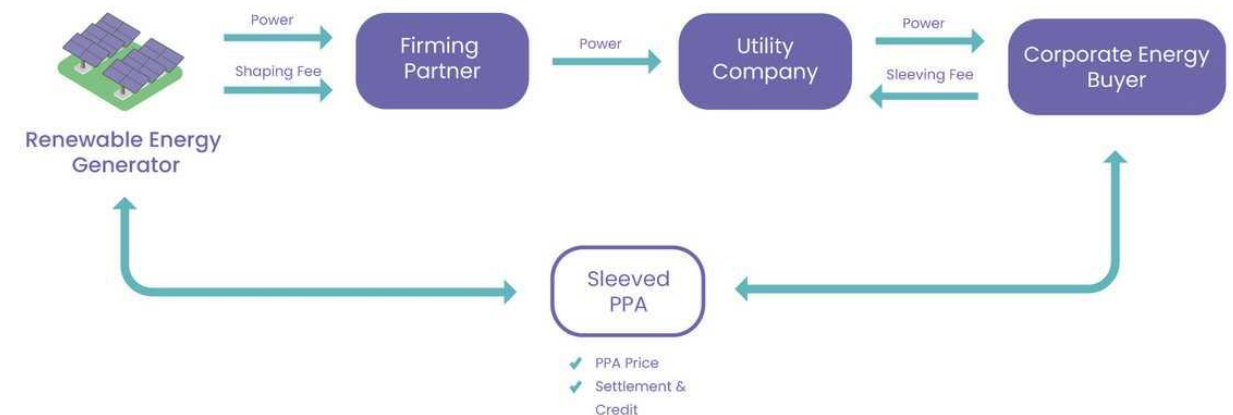
2. “Sleeved” PPAs

In some cases a buyer may choose to manage the purchasing arrangement through a utility company rather than in-house. This is referred to as a sleeved PPA, where the utility company acts as intermediary between producer and consumer, handling the transfer of energy and payment between both parties. The utility takes the power directly from the RE project and "sleeves" it to the buyer at its point of intake, typically topping-up additional energy supply where required.

“Physical” PPAs



“Sleeved” PPAs



Our Experts Initiate a Tender Process on your behalf to ensure you get the most competitive deal based on your corporate objectives

We can run tenders and source project proposals in 3-4 weeks. Through our platform partnership, you are able to instantly access the largest network of renewable energy developers & suppliers in Europe.

How it Works

1. We work with you to define project criteria, partnering with you to achieve internal buy-in and goal alignment.
2. We propose and agree on criteria for evaluating RFP responses, with a particular focus on risk mitigation.
3. We prepare RFP documentation for corporate sign off
4. We issue the RFP to pre-qualified projects and counterparties
5. We manage the RFP process on your behalf and work with you to respond to requests for additional Information

World Kinect Energy Services Conducts Due Diligence to Support your Objectives:

- Market research to establish the leading players in the PPA market in the region.
- Tracking of CO2 emissions to determine how different PPAs align with sustainability commitments & targets.
- We deliver insight into current pricing and market trends within your target market. We also help you understand how this information compares to forward energy scenarios.
- Our team helps you explore projects & contract structures which are specific to internal requirements.

A Power Purchase Agreement (PPA) requires no capital expense and limits price risk.



Benefits:

- **Potential electricity cost savings with no up-front capital costs**
- **Long-term electricity cost stability and predictability**
- **Enables new renewable electricity project to be developed**
- **Ability to purchase large volume of electricity through a single transaction**
- **You can engage directly with a specific project**
- **Specific terms of the contract can be negotiated**
- **Potential naming rights to renewable electricity project**
- **Seller is responsible for project's operations and maintenance**

We Help you Build your business case for a Power Purchase Agreement

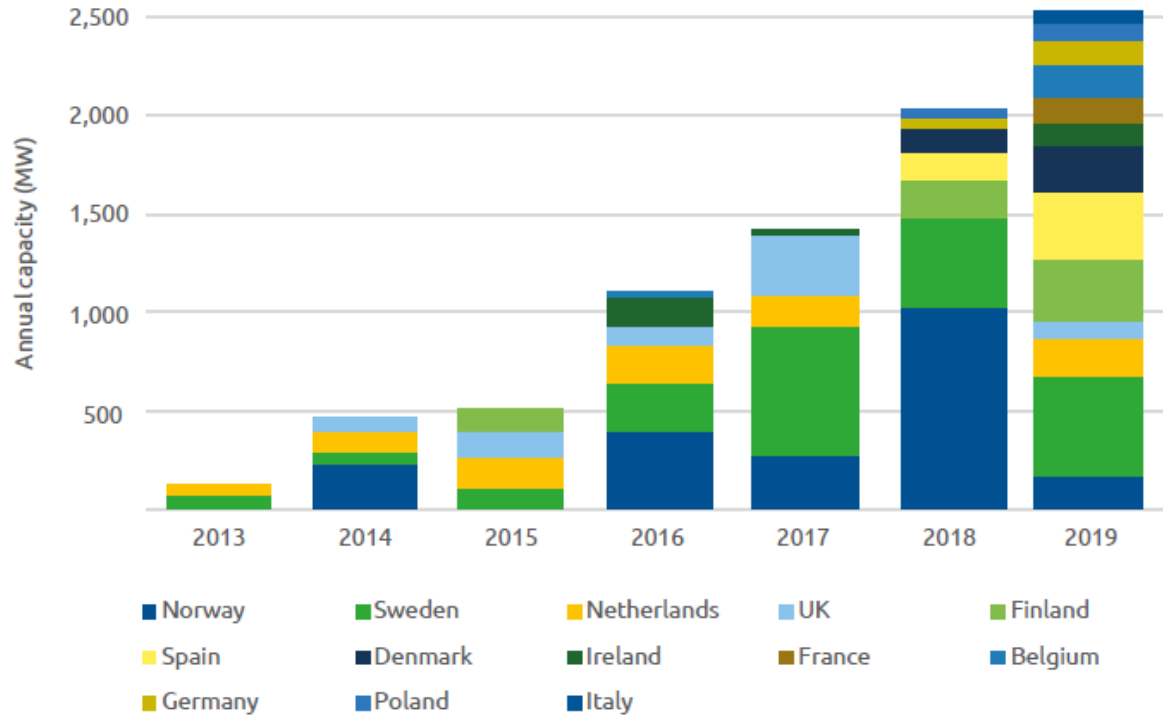
We help you achieve buy-in from finance, legal, accounting, and marketing by engaging them in PPA conversations early.

Our goal is to help educate your internal stakeholders and make them more familiar with the benefits, structure, risks and contract language of a PPA.

The business benefits of corporate PPAs	
Reduce exposure to wholesale pricevolatility	PPAs allow corporates to avoid periodic renegotiation of electricity retail contracts and price swings of up to 40 per cent by securing a longer-term supply and price arrangement directly with a renewable energy project. Essentially, PPAs are a long-term hedge against the risk of fluctuating energyprices.
Achieve renewable energy targets and reducecarbon emissions	PPAs are one of the fastest ways to reach sustainability goals and add new renewable energy to the grid.
Avoid rising price of certificates and retail margins	The prices for green certificates have been forced up as demand for sustainability increases on businesses' agendas and outstrips current and project global supply. By entering into a PPA, companies can lower the cost of procuring renewable energy and sidestep retail margins.
Meet rising customerexpectations	The brand and reputational benefits of voluntary sustainability and renewable energy commitments are on the rise. Most consumers believe businesses should be using more renewable energy, and many of the world's largest companies have joined the RE 100, setting themselves ambitious renewable energytargets.
Avoid greenwashing	When contracting directly with a windfarm or solarfarm for a long period of time, where both the power and the green certificates are bought, the purchase of green power is very transparent. This ensures that the claim can be made that the end-user has truly added to sustainability in the world.
Gain a competitive advantage	Signing a PPA is a great way to get ahead of your competitors and showcase your commitment to sustainability.

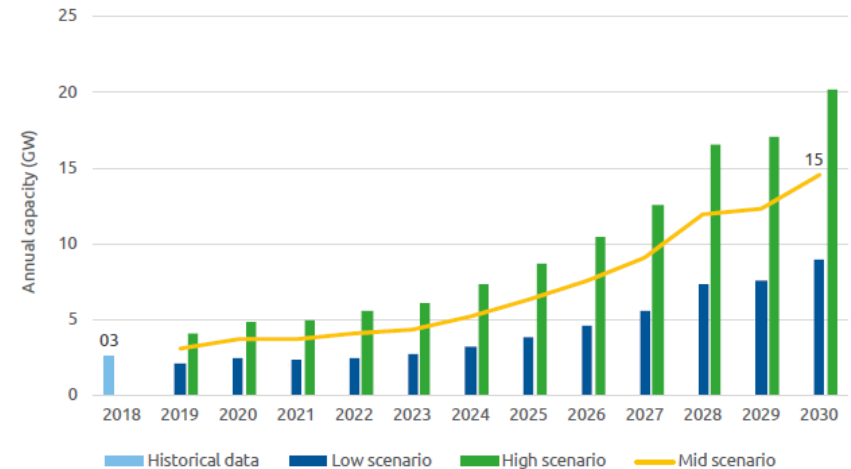
Roughly 85% of corporate renewable PPAs in Europe have been signed for wind energy.

Corporate PPA (year/market)



There were over 2.5 GW of corporate renewable PPAs in Europe in 2019, growing 65% year-on-year since 2013.

Corporate PPA by Technology



Source: SolarPower Europe.

Forecasts show that installations of on-site solar plants will increase dramatically over the coming years.

We can run tenders and source project proposals in 3-4 weeks through our platform partnership.

RFI: UK1234

Approved for send Distributed to Network Deadline Closed Projects Ready to View Confirm for Round 2

Sample Ltd

Submission Date: **22/10/2019**
Response Deadline: **04/11/2019**

Sample Ltd is a world-leading industrial company in operation for over 50 years. The Company's core industrial business provides equipment to manufacturing markets, including refrining and petrochemicals, metals, electronics, and food and beverage. Sample Ltd is also the world's leading supplier of liquefied natural gas process technology and equipment.

Contracting Entity Name:	Sample
Technology Preference:	No preference (wind/solar/biomass)
Country where you seek to contract direct PPAs:	UK
Estimated Annual Electricity Consumption:	14MW = 122.64 GWh
Consumption pattern:	Flat (base load) profile
Min / Max PPA volume requirement (MWh pa):	14MW = 122.64 GWh
Max PPA duration/term (years):	15 Years
Soonest/Latest possible Start date for PPA:	2020
Preferred Contract Structure:	Physical (Sleeved PPA)
Preferred Pricing Structure:	Floating price formula based on representative market index (Epeex Spot NI)
Other:	Co-Investment by Sample Ltd (conditions to be discussed) Full supply contract, complementary to PPA contract, can be awarded

Our Smart Tender Tool Close

No matter where you are on your sustainability journey, we have a solution to help you reduce your carbon footprint.

We provide industry-leading market intelligence alongside in-depth knowledge and understanding of the complex and varied renewable energy options available.

Our experience has highlighted the critical importance of evaluating multiple offers within this fast-paced and growing arena, and our tendering services can help you navigate the inherent risk in agreeing long term renewable energy deals.

We can do it all for you

Our experts can help you to identify, validate and execute a PPA for your business. We offer a wholistic solution that can take you from sustainability strategy development to execution.

Our extensive international experience enables us to showcase best practice in all aspects of the PPA contracting process.

World Kinect Energy Services Provides:

- Development and assessment of your sustainability goals
- Renewable energy market analysis
- Renewable energy procurement
- Renewable PPA tendering & insights
- Portfolio management

We are here to help.

Our global team has a proven track record in providing custom sustainability consultations and solutions.

Thanks to our extensive experience working in international carbon markets, we are well positioned to handle all of your carbon reduction needs.

We will support you along every step of your sustainability journey and will help you develop everything from a sourcing strategy to a risk management strategy

If you would like a consultation, we are happy to set up a workshop with your stakeholders.



We reduce complexity and ensure you get the most competitive deal.

The problem we seek to solve.

Buying 100% renewable electricity directly from generators is extremely challenging and that is why we are here to help.

We make the procurement process faster, cheaper & more efficient in order to **accelerate** the global transition to renewable energy.

Fixed, flexible or PPA contracts to suit your objectives

Get to grips with the market and build a business case

Tech-driven recommendations and solutions

Quickly run tenders to find relevant opportunities

Access to prices across all major markets

Transparency helps you cut down on negotiation time



THANK YOU!

World-Kinect.com



Everything Energy.