



A Next-Generation Retail Electricity Supplier (RES)



Turning Every Roof into a Bankable Climate Asset

An investment opportunity aligned with **BII's climate and inclusion mandate**.
SunShare is a **next-generation Retail Electricity Supplier (RES)** that merges **policy alignment**, renewable power **aggregation**, and digital **verification** to deliver reliable, affordable clean energy—turning every verified kilowatt-hour into measurable **financial and climate value**.

Why the PH, Why Now?

“Policy tailwinds plus execution rails equals investable timing.”

Market Fundamentals

The Philippines presents exceptional conditions for renewable energy investment. High retail electricity rates create immediate economic returns, while progressive regulation enables foreign participation and establishes clear market rules.



RE Target 2020

Government-mandated RE share to triple from 12 % to 35 % by 2030 – equivalent to 46 GW of new renewable capacity. Execution pressure is high.



RE Target 2024

DOE roadmap targets 50 % RE generation by 2040, offering investors a 15-year runway for scalable participation in solar, storage, and REC markets.



Foreign Ownership

Republic Act 11659 (2022) lifted foreign ownership caps on RE generation. International investors can now hold full equity – unprecedented in Philippine infrastructure.



Tariff Arbitrage

Every peso spent on grid electricity contains 67 % recoverable value through solar substitution = ₱8.70/kWh margin.

Government Pipeline

1,579 government facilities identified for solar deployment, with DOE endorsement of SunShare’s digital platform for the government, providing regulatory certainty and streamlined permitting pathways.

The Challenge

“The Philippines has the targets. SunShare builds the pathway.”



Uncompetitive Electricity Costs

Philippine consumers pay US\$0.22/kWh—among the highest rates in Asia. This creates urgent demand for affordable alternatives while presenting a substantial arbitrage opportunity for solar deployment.



Underutilized Rooftop Capacity

Less than 1% of the Philippines’ 1.8 GWp rooftop solar capacity has been developed. Millions of square meters of commercial and residential rooftops remain idle despite perfect solar conditions.



Lack of Verified REC Infrastructure

Without standardized verification systems, Renewable Energy Certificates lack market confidence. This prevents RECs from becoming investable instruments and limits climate finance flows.



The Policy–Execution Gap

Government targets 35% renewable energy by 2030 and 50% by 2040—but lacks tracking infrastructure to monitor progress, verify compliance, or enable market mechanisms at scale.

These challenges define the market gap SunShare was built to fill.

Our Solution:

“Every kilowatt-hour verified.
Every REC investable.”

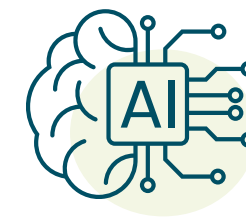
RES + Verification + Intelligence

SunShare operates as a **next-generation Retail Electricity Supplier**, combining **competitive** power supply with revolutionary **verification** technology and generation-side **intelligence** to transform how renewable energy is **procured, validated, and financed**.



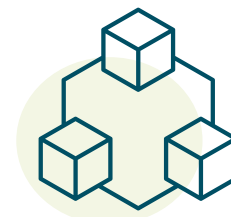
IoT Metering

Smart meters capture granular energy data



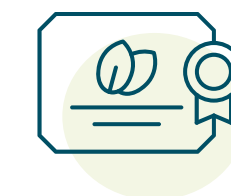
AI Validation

Algorithms verify and analyze generation patterns



Immutable Ledger

Blockchain records create audit trails



Verified RECs

Investable climate assets with proven provenance

3 Strategic Pillars

Pipelines, Policy Alignment, Platform



Pipelines

Energy & Revenue Engine

- **RES Aggregation:** Distributed solar to unlock 8–15 % tariff savings.
- **GenDev Pipeline:** Builds new verified rooftop projects ready for investment.
- Creates recurring **data-backed revenue** streams through **verified energy output**.
- **RECs:** Converts verified output into tradable renewable assets.



Policy Alignment

Institutional Backbone

- **Public-private partnership** with Department of Energy.
- Anchored on national RE targets (**35%** by 2030 → **50%** by 2040).
- Digital platform integrated into **DOE** policies for registration & REC issuance.
- Ensures **government adoption** and investor confidence.



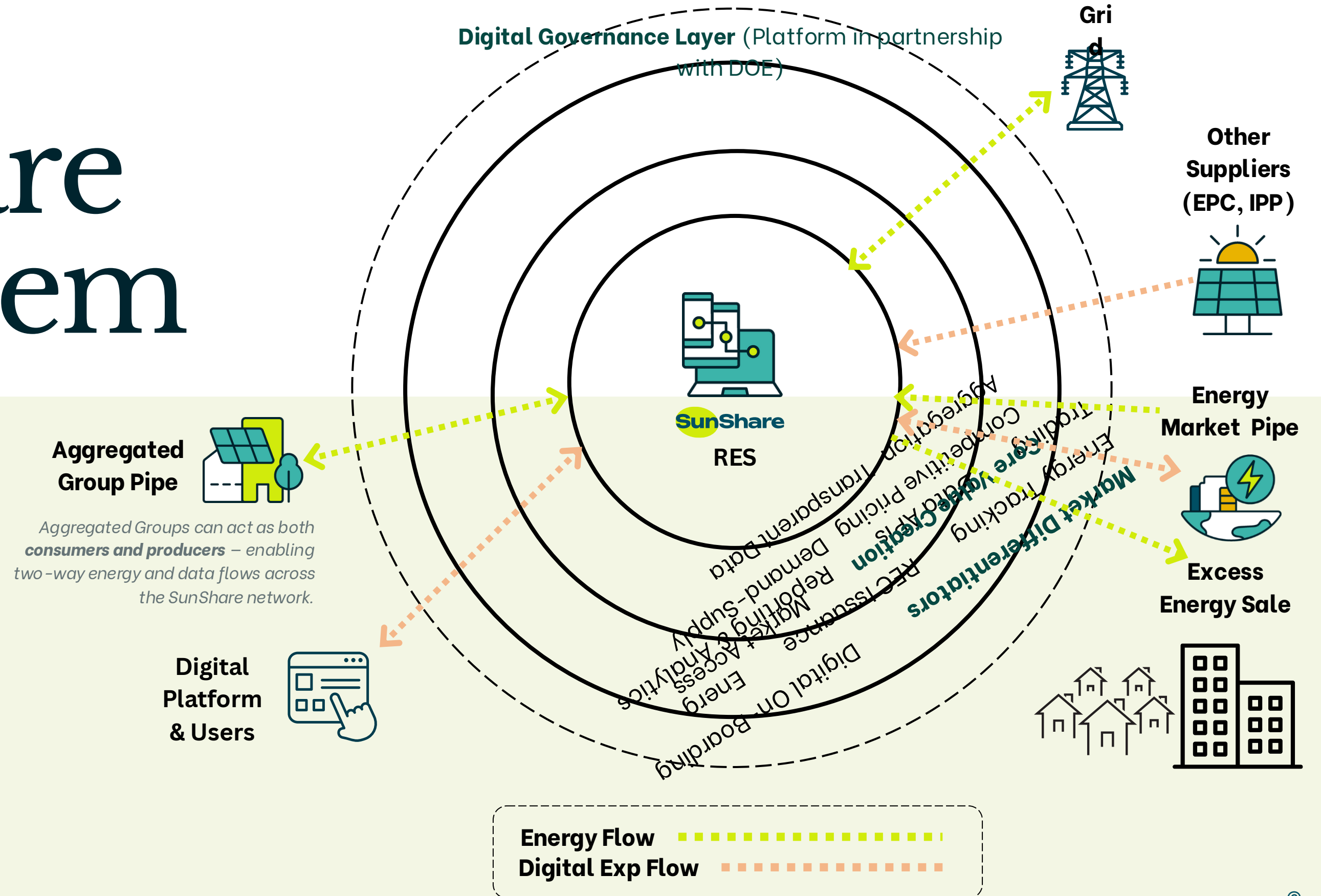
Platform

Digital Governance Layer

- DOE-endorsed digital platform: Real-time tracking and validated REC issuance.
- Powered by **IoT** meters, **AI** analytics, and **blockchain** ledger for data integrity.
- Converts **verified energy** data into investable climate assets.

SunShare Ecosystem

“Verified energy flows meet verified finance flows, creating bankable infrastructure from distributed assets.”



Market Depth & Scalable Reach



Government Aggregation

SunShare collaborates with government agencies and facilities to **aggregate verified renewable demand** and rooftop generation across **public-sector sites**. **Policy-backed entry point** ensuring institutional trust and visibility.



Commercial & Industrial Network

By aggregating energy supply and demand from commercial centers, business parks, and industrial zones, SunShare delivers lower-cost, **reliable renewable power** while generating verified RECs at volume. **Drives financial scale and operational stability**.



Residential Participation

SunShare enables households to access **affordable solar energy**, participate in **verified renewable supply**, and generate Renewable Energy Certificates (RECs) through a **unified digital platform**. Expands reach to the **largest, most inclusive energy segment in the country**.



Community & Peer Energy Networks

SunShare's platform infrastructure connects clusters such as campuses, estates, and local communities to **enable transparent, localized energy exchange and collective renewable adoption**. Unlocks new models of **decentralized energy participation and resilience**.

With reach across government, residential, and commercial segments, SunShare's market depth creates a natural pathway for nationwide scalability.





Before SunShare

Meet **Juan**, property administrator for a 200-unit condominium in Manila.

- Electricity bills rising 8% annually
- Manual coordination with multiple vendors
- No visibility into energy consumption patterns
- Zero carbon accounting or green certification options
- Limited financing options for solar installation

Result: High costs, operational complexity, missed ESG opportunities.

Real Impact

Day in a Life of a Building Administrator

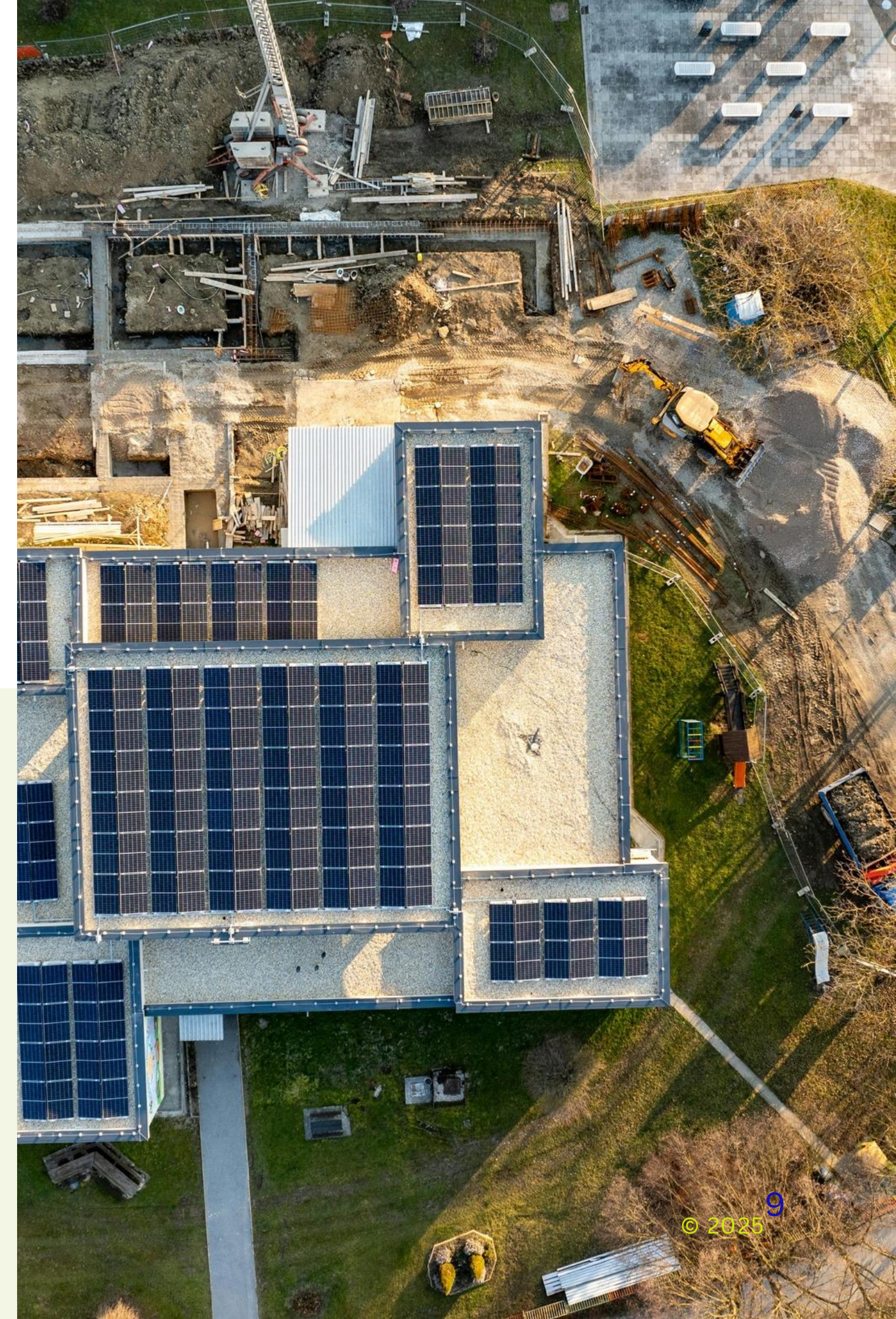
A tangible example of how SunShare's RES model delivers savings, data transparency, and verified climate impact.

After SunShare

Juan's building joins the RES aggregation cluster.

- 10% immediate reduction in electricity costs
- Real-time dashboard showing energy production and savings
- Verified RECs automatically generated and tracked
- Green building certification eligibility achieved
- Access to low-cost financing through platform partnerships

Result: Lower costs, simplified operations, enhanced property value, measurable climate impact.



Technology Edge

Integrity by Design:
powering verified, investable energy.



IoT Sensing Layer

Real-time metering
and rooftop mapping



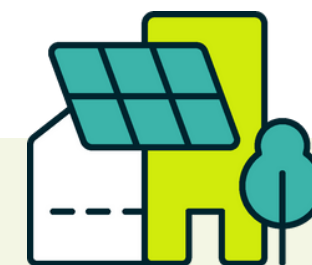
AI Analytics & Decision Engine

Smarter procurement,
yield forecasting, and
outage prevention



Blockchain Registry

Immutable audit trails
for every kWh and REC



Software & Cloud Operations

Supports RES
contracting, aggregation,
and REC transactions



Technical & Delivery Expertise

Specialized teams &
partners in software
engineering, data science,
and energy systems

This technology stack creates defensible competitive advantages: data quality that enables financial engineering, automation that drives unit economics, and transparency that builds institutional trust. DOE oversight integration ensures regulatory compliance while maintaining operational efficiency.

Validated RECs

“From Compliance to
Investable Climate Assets”

- PH REC Market operational since Dec 2024 (PEMC)
- SunShare RES operations supply real generation streams for REC creation
- DOE integration via Digital platform ensures verified data and traceable issuance
- Future path: interoperability with ASEAN Carbon Alliance and regional REC standards

\$12B

ASEAN REC market potential

(addressable future market)

226 GW

**Regional renewable capacity
target by 2030**

100%

**Blockchain-verified audit trail
for every certificate**

SunShare transforms verified renewable energy into **bankable, tradeable climate assets** bridging the gap between **policy ambition, retail supply, and institutional capital**.

Financial Structure & Investment Economics

Investment Terms:

\$25.9M

Subordinated Debt

10% annual interest, 5-year term

49%

Conversion Option

Convertible to equity in SunShare Philippines Inc

Use of Proceeds & Base-Case IRRs:

GenDev

\$1.6M

Solar farm origination and **ready-to-build** project pipeline development, enhancing supply procurement optionality – **263 MWp rooftop solar** projects.

RES

\$22.4M

Close **526 MW of retail electricity supply** contracts across commercial and industrial customer clusters, leveraging demand aggregation and competitive procurement strategies.

Digital

\$1.8M

Deploy IoT verification infrastructure under **public-private partnership** framework (formalization in progress; private participation **up to ~40%** may be offered to strategic investors).

The Business & The Team

“Anchored by leadership powered by technology, and delivered with integrity.”



SunShare Philippines Overview

Led by **Guido Delgado**, former President of the **National Power Corporation**, a pioneer in **Philippine energy reform and infrastructure modernization**.

SunShare combines **policy** alignment, energy **operations**, and **digital** innovation to deliver **verified, affordable, and scalable renewable power**.



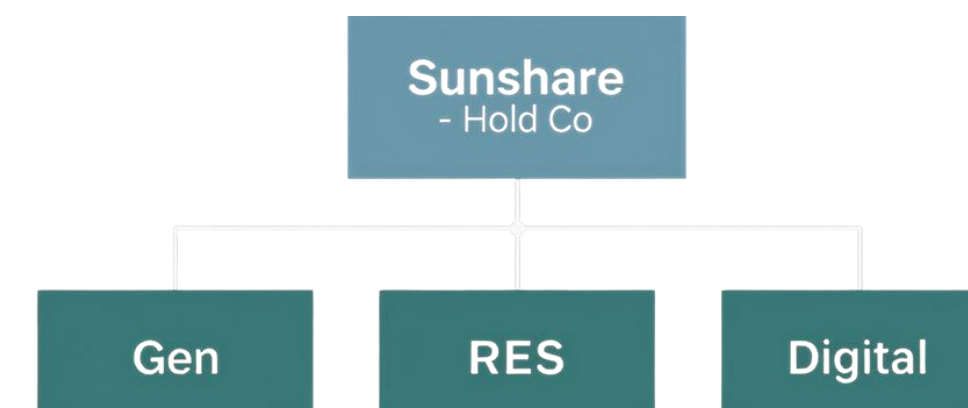
Energy Leadership & Policy Insight

Over **three decades** of national and private-sector energy leadership – spanning **electrification, generation, and grid privatization**.



Digital Infrastructure & Platform Engineering

Built by experts in **smart metering, IoT, AI, and cloud systems**, ensuring **transparency, automation, and resilience** across SunShare’s operations.



Why BII & Next Steps

“Every kWh verified.
Every REC investable.”



Programmatic Climate Deployment

Deliver recurring, verifiable impact through continuous tracking of kWh generated, RECs issued, and tCO₂e avoided. Every transaction creates measurable climate value backed by immutable verification.



Integrity by Design

IoT → AI → ledger architecture produces audit-ready impact data that meets institutional investor and development finance standards, eliminating greenwashing risk and enabling climate finance mobilization.



Catalytic Anchor Role

BII's participation validates the RES + verification business model, de-risks subsequent capital raises, and establishes replicable infrastructure with clear ASEAN portability for regional climate impact at scale.

Next Steps:

Immediate access to financial model, supply contracts, Digital platform technical specifications, PPP status update, and REC monetization roadmap for structured diligence.



Let's Build the Future of Energy—Together

We invite British International Investment to join us as our anchor partner in building the Philippines' verified renewable future, powered by trust, transparency, and inclusion.

