

Objectives

- How should we be thinking about Fintech and the Energy Sector?
- Where to pay attention?
- Where <u>not</u> to pay attention?
- Learn from all of you

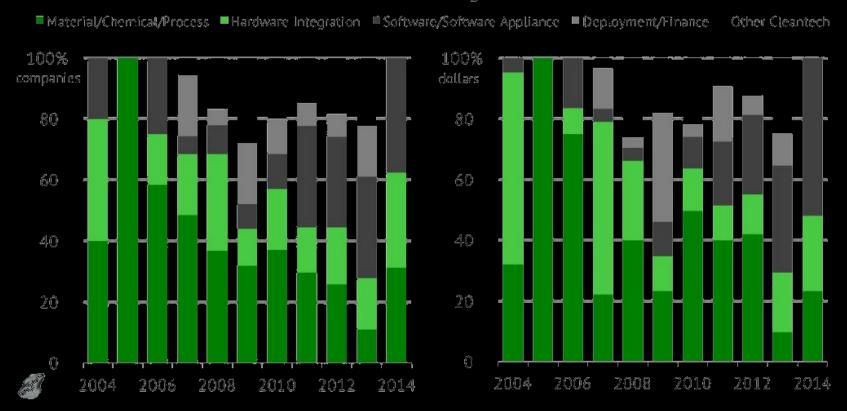


Lindy effect

The future life expectancy of some non-perishable things like a technology or an idea is proportional to their current age, so that every additional period of survival implies a longer remaining life expectancy.

Financial (Law & Accounting) + Technology (Communications and Data Recording) = FinTech

Software is Eating Cleantech

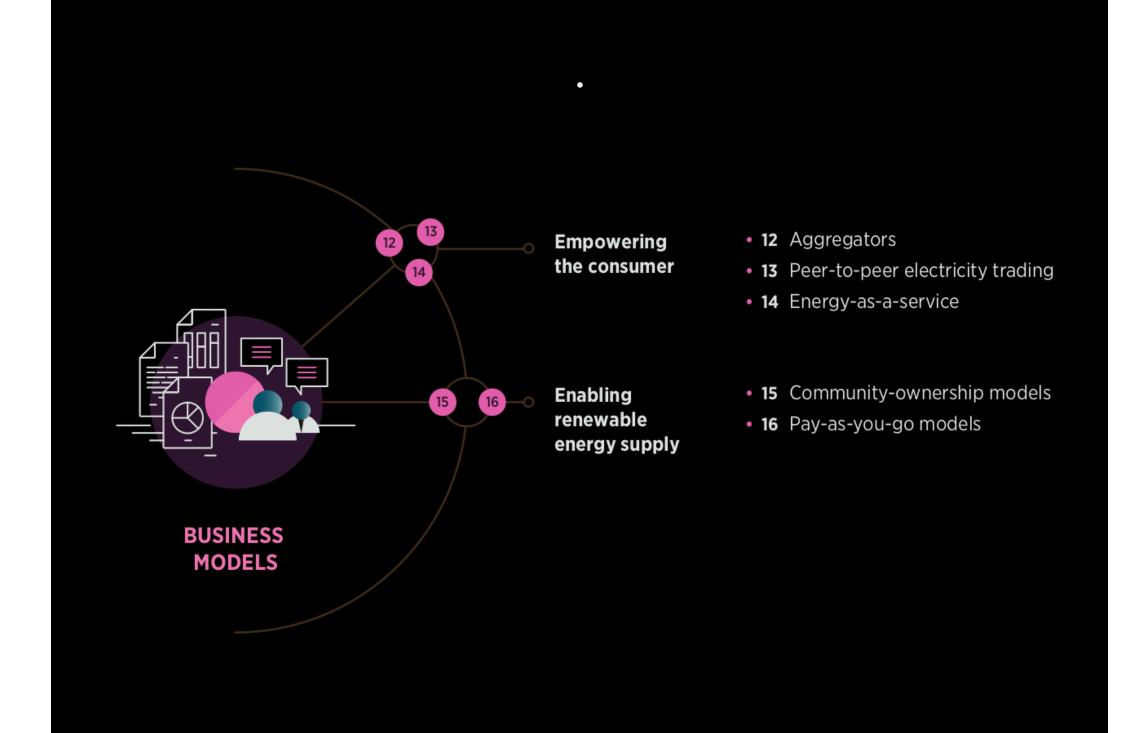


A-round VC financing for cleantech companies shifted from breakthrough materials, chemicals, and hardware to "capital light" innovations and business models.

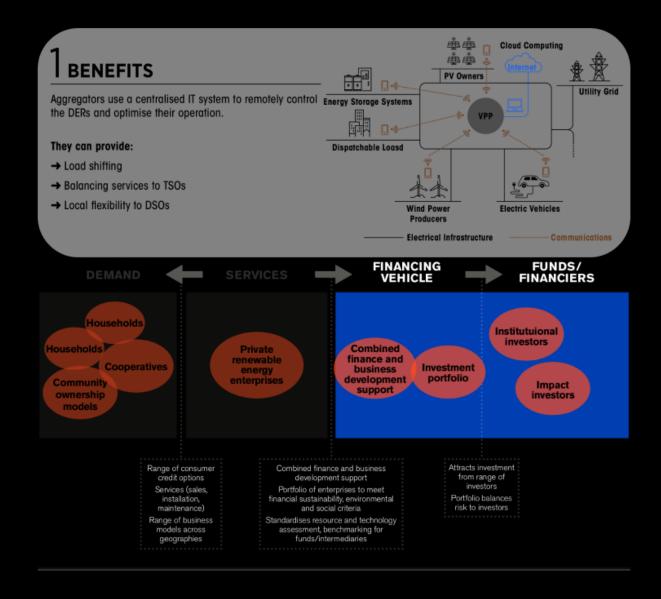
Make finance FMCG/SaaS

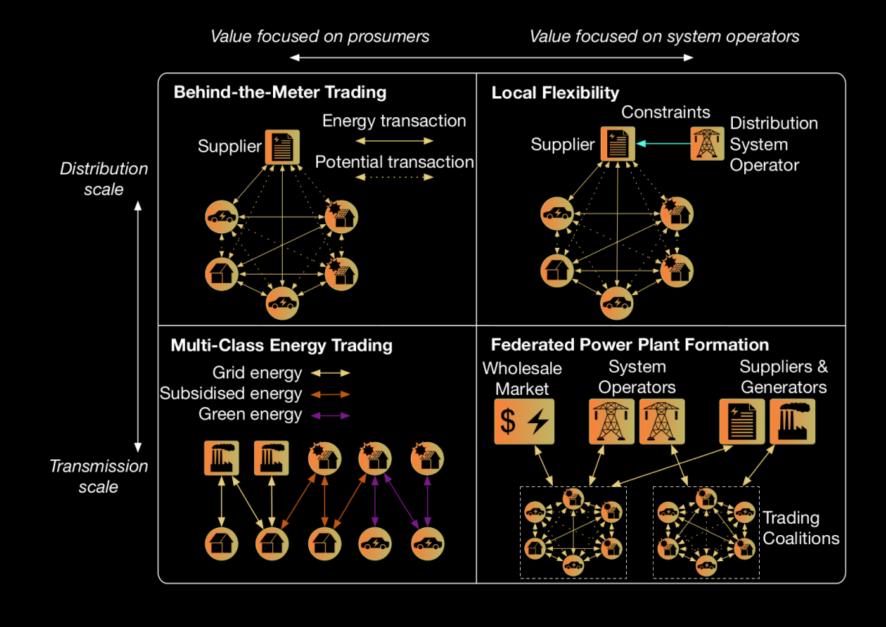
Win on Customer Experience & Customer Perceived Value

- Payments & Transaction APIs
- Retail Investing & Asset Financing
- Retail Risk Management & Insurance
- Digitization of Compliance



Business Model Financing





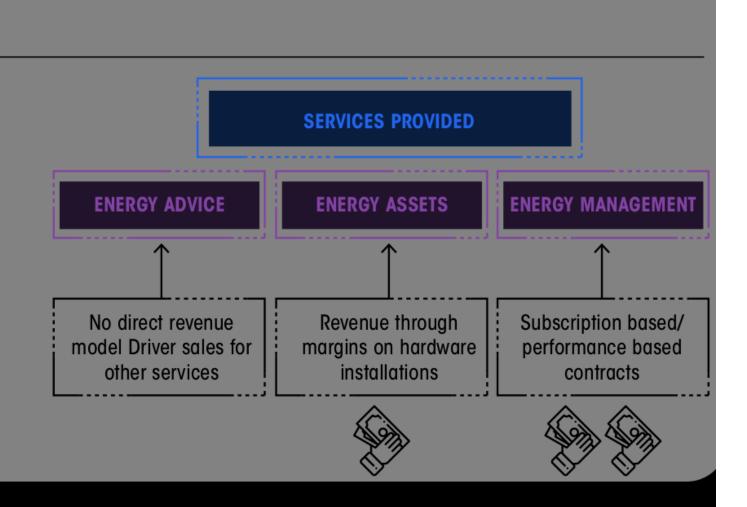
Energy as a Service

1 BENEFITS

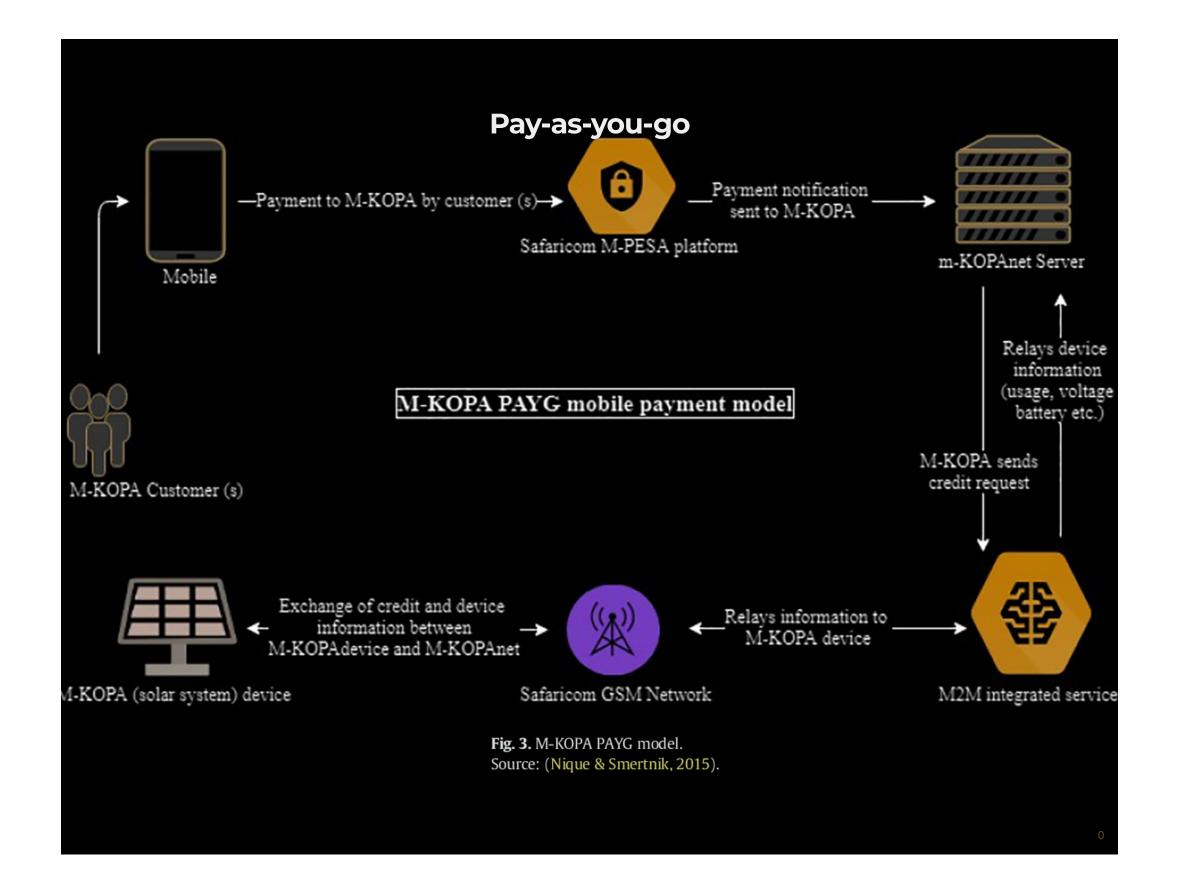
Through different services provision and revenue models, EaaS supports:

- deployment and operation of distributed energy resources and
- demand-side management

This unlocks demand-side flexibility.



Retail Financing



Community Ownership

Asset Management and Insurance

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Proxy Revenue Swap

Description: Fixed \$ contract, frequently used to support project financing

Use Case: New & existing merchant projects seeking revenue certainty

Experience: ~2,000 MW Closed

Balance of Hedge

Description: Fixed \$ or \$/MWh contract that mitigates the residual volume and market price risks of a traditional hedge

Use Case: New & existing projects with PPAs or hedges seeking additional revenue certainty

Experience: ~500 MW Closed

Proxy Generation P

Description: Fixed \$/MW contract settling on Proxy Generation, frequently used to support project financing

Use Case: New & existing merchant projects seekin revenue certainty

Experience: ~100 MW Cld



Proxy Generation PPA Settlement

Description: Settlement service for PPAs settling on Proxy Generation

Use Case: Buyers protecting themselves from expensive and uncontrollable hourly operational risk

Experience: ~1,100 MW Closed



Volume Firming Agreement

Description: Financial firming of PPA settlements, helping clean energy buyers transfer volume and shape risks

Use Case: Buyers aiming to eliminate financial exposure when matching renewable generation with electricity demand

Experience: ~900 MW Closed



Settlement Guarante Agreement

Description: Fixed payment contract enabling the transfer of uncertain future PPA settlements to an insurer

Use Case: Buyers seeking to eliminate commodity exposuand volume risk associated v PPA settlements

Experience: ~50 MW Closed

Appendix

Capital Markets

Sub-national Pooled Financing - Mutual Credit and Risk Sharing

Blockchain and Governance

Green Bonds

Green Sukuk Indonesia

Impact Investing

ESG Compliance - Green Asset Wallet

kWH Analytics

Energy as a service

Energy Trading (The data science solution)

Spot Fixing - High Volitality

Predict it and trade the margins

Managing LMP

References

What is fintech