

RENEWABLE ENERGY FOR BUSINESS, SIMPLIFIED

ACCELERATING LARGE-SCALE RENEWABLE ENERGY
USE ACROSS AUSTRALIA

Agenda

- Who are the BRC-A?
- Key offerings
- Membership stats
- Events recap
- Member's portal walkthrough
 - Marketplace
 - Tools and Resources



Who are the BRC-A?

Project partners



Funding partners



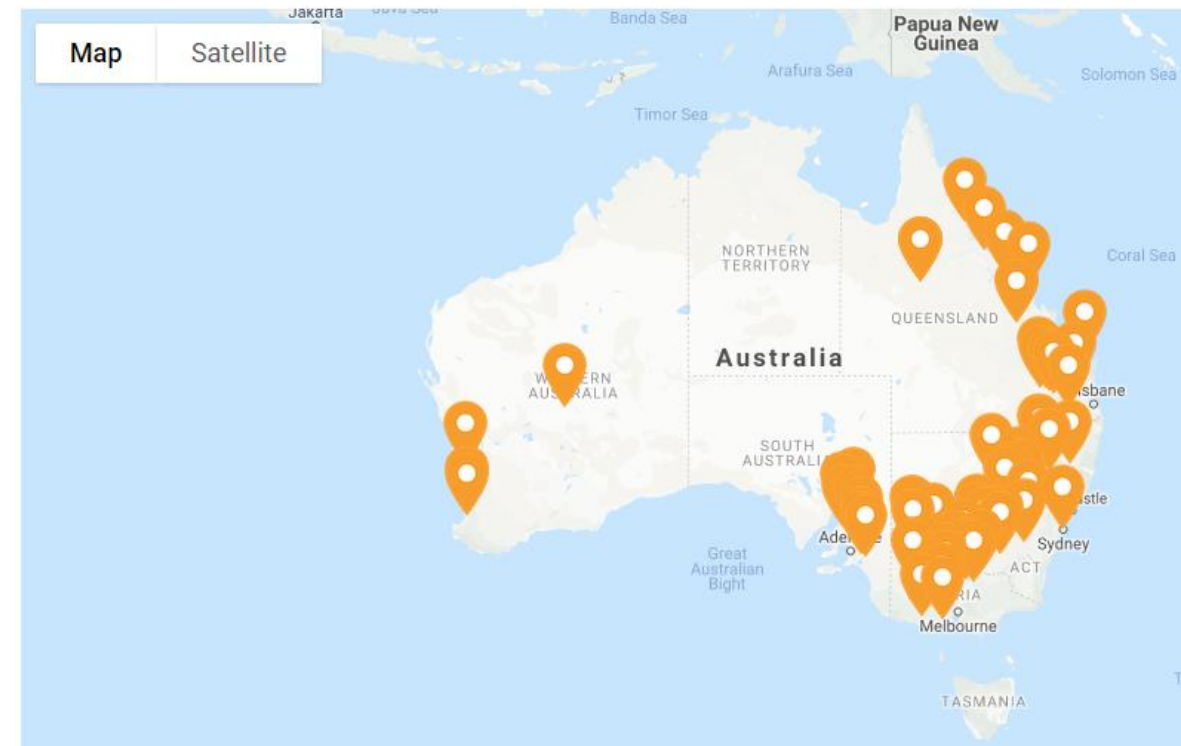
Key offerings

- Project marketplace
- Buyers roadmap
- Primers and Guides
 - Energy management principles
 - Deal team
 - RFP template
 - Deal structures
 - Economic analysis + NPV tool ...?
 - Many more to come
- Events
 - Buyers Bootcamp
 - Developers Bootcamp

Projects

Member profiles

PROJECTS



Membership stats

- ~200 organisations, many more underway
- Approx. equal parts buyers, developers, service providers
 - Resources, retail, transport, education
 - State government
 - Regional councils
- 87 project listings
- 12GW+ aggregate nameplate capacity



Developers Bootcamp



Renewable Cities Forum



BROUGHT TO YOU BY

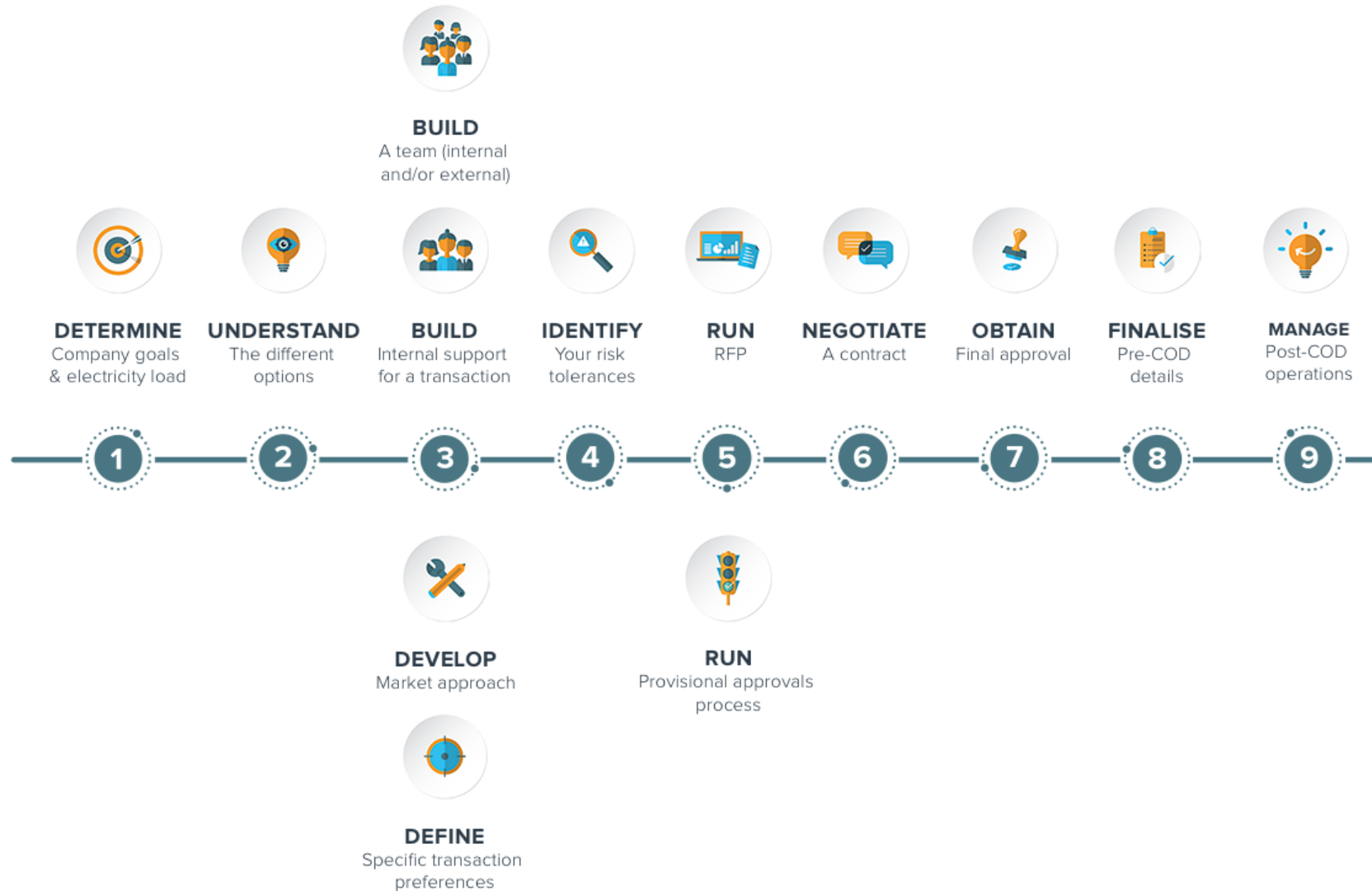


WELCOME TO THE BUSINESS RENEWABLES CENTRE AUSTRALIA MEMBERS PORTAL

Welcome to the Business Renewables Centre Australia (BRC-A) members-only web portal! Our Roadmap, Resources and Marketplace can be accessed from this site and will be updated regularly as new resources and projects are developed throughout 2019. For Training and Events, please go to our [public website](#). If you have any questions about this site or its contents, please contact Jackie McKeon jackie@businessrenewables.org.au or Genevieve Mortimer genevieve@businessrenewables.org.au


ROADMAP
RESOURCES
MARKETPLACE

Buyers roadmap



Buyers roadmap

1 2 3 4. identify 5 6 7 8 9

4 | IDENTIFY

IDENTIFY YOUR RISK TOLERANCES

At this stage, you should begin to determine your organisation's risk tolerances with internal legal counsel and other relevant stakeholders. This involves understanding the major types of risks inherent in these transactions and how the risks could potentially be allocated between the buyer and project within the PPA.

The BRC-A is now developing two resources that may be useful at this stage of the process:

- **Risk Allocation Primer.** This tool is currently under development. The BRC-US version of this tool is also available. It has been developed for the US market but could be a useful resource until the Australian version is available (2019).
- **Term Sheet Template.** This tool is also under development. However the BRC-US version contains a range of terms that you should consider specifying in a term sheet, together with common variations and indications of what might be considered 'market' terms in the US. The Australian version of this template is also expected to be available in 2019.

Two other useful publications that have been developed with industry to provide guidance on risk allocation include:

- **NSW Guide to Corporate PPAs**, 2018. Prepared by Energetics and Norton Rose Fulbright, in partnership with WWF-Australia and supported by funding from the NSW Government.
- **Green Hedging: A Guide to Structuring Corporate Renewable PPAs**, 2017. Prepared by Baker McKenzie in partnership with WWF-Australia and supported by funding from the NSW Government.

Both of these resources are also publicly available for free at www.businessrenewables.org.au/knowledgebank/

At this stage you might also consider whether it could be appropriate, given your risk appetite, to engage with market makers, banks, or reinsurers that may be able to warehouse certain risks.

Finally, if you have not done so already, this is also when you should engage with external legal counsel.

◀ PREVIOUS STEP

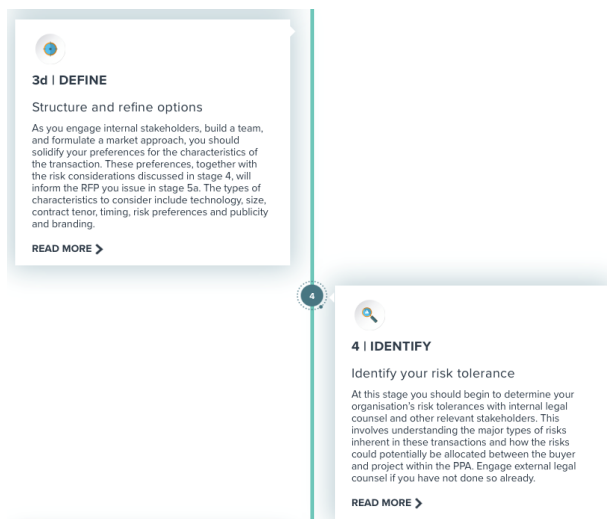


3d | Define
Structure and refine options

STEP 5a: Run ▶



5a | Run
Run RFP



Energy Management Principles Primer



There are many ways Australian organisations can use clean energy to reduce energy bills, manage energy price risk and reduce greenhouse gas emissions. Corporate renewable PPA's are one way, but it is important to consider all of your options.

There may be energy efficiency, demand management or on-site generation solutions that could deliver better returns for your business. If you're considering procuring renewable energy for your organisation, these solutions should be investigated - and where possible - implemented before or in conjunction with a corporate renewable PPA as part of an overarching energy management strategy.

There are already some excellent resources available on clean energy options. This Primer provides guidance on where to find information, suppliers and government support for the following sources of clean energy.

Energy Efficiency	On-site generation	Demand management and energy storage	Retail purchases (GreenPower)	Off-site generation (Corporate PPAs)
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Structure of this guide

The graphic below describes the structure of this guide.



PRIMERS AND GUIDES

[Energy Management Principles Primer](#)

[Deal Team Guide](#)

[Accounting Primer](#)

[Aggregation Primer](#)

[Combining Demand Management & PPAs Primer](#)

[Deal Structure Primer](#)

[Economic Analysis Primer & NPV Tool](#)

[Finance Primer](#)

[Internal Support Guide](#)

[Risk Allocation Primer](#)

[Social Licence Primer for PPA Buyers](#)

TEMPLATES

[Chief Financial Officer \(CFO\) Pitch Deck](#)

[Request for Proposals \(RFP\) Template](#)

[Term Sheet Template](#)

REGIONAL ARTICLES

[Case studies](#)

Marketplace



NEW ENGLAND SOLAR FARM - STAGE ONE

UPC Renewables
Australia

Status: Planned
Technology: Solar
PV

[Read more](#)

NEW ENGLAND SOLAR FARM - STAGE ONE

SOLAR PV	300-400 MW	980 GWH	BUNDLED, ELECTRICITY ONLY OR LGCS ONLY
TECHNOLOGY TYPE	CAPACITY AVAILABLE	ESTIMATED ANNUAL GENERATION OF THE WHOLE FACILITY (IN GWH)	WHAT IS AVAILABLE FOR PURCHASE FOR BUYERS?
250 GWH	- GWH	YES, PROJECT TO BE BUILT	10-20 YEARS
ESTIMATED MINIMUM VOLUME (IN GWH) OFFERED UNDER A PPA	ESTIMATED MINIMUM VOLUME (IN GWH) TO SEE PROJECT PROCEED	IS IT AN EXISTING, OPERATING OR NEW PROJECT?	MINIMUM CONTRACT LENGTH (YEARS)



STATUS

ESTIMATED COD YEAR	SEPTEMBER 2020
CONSTRUCTION COMMENCEMENT	SEPTEMBER 2019
SUBSIDIES	NONE
PLANNING APPROVAL STATUS	SUBMITTED
PLANNING APPROVAL STATUS DETAILS	DA SUBMITTED TO DEPARTMENT
NETWORK CONNECTION	TRANSMISSION

UPC Renewables Australia

PT UPC Sidrap Bayu Energi operates as a renewable energy development company. The Company offers wind, hydro, geothermal, biomass, and methane capture development services. UPC Sidrap Bayu Energi serves customers in Indonesia.

<https://www.upcrenewables.com/>

PAST PROJECTS

For UPC projects refer to <https://www.upcrenewables.com/projects/>, UPC/AC renewables Australia personnel have also worked across many projects in Australia including at Roaring 40's (ie Musselroe, Woolnorth, cathedral rocks and Waterloo wind farms) as well as other renewable developers.

REFERENCES

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Contact email address: killian.wentrup@upcrenewables.com

Member profiles

Developers, retailers and investors

Name	About
	Trina Solar Project Development Trina Solar was founded in 1997 and is one of leading providers of solar modules and solutions. With revenues of USD 3.7bn (2016), over 15,000 staff globally and over 35GW of modules shipped, Trina is a true leader in the industry. The Project Development business has developed over 2GW of utility projects globally. The Asia Pacific pipeline at present is over 1GW of which Australia accounts for over 400MW. Visit Trina Solar Project Development website
	UPC Renewables Australia PT UPC Sidrap Bayu Energi operates as a renewable energy development company. The Company offers wind, hydro, geothermal, biomass, and methane capture development services. UPC Sidrap Bayu Energi serves customers in Indonesia. Visit UPC Renewables Australia website

Professional service providers

Name	About
	Baker McKenzie Baker & McKenzie Madrid SLP offers legal consultation. The Company provides full service legal advice to corporations as well as individuals on various areas including white collar crime, entertainment, employment, and tax law. Baker & McKenzie operates w Visit Baker McKenzie website

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