

SOLAR ENERGY AS A SERVICE

NET METERING, POWER PURCHASE AGREEMENTS,
AND THE FUTURE OF SOLAR IN ONTARIO

WHO IS OTTER?

- Founded in 2009
- Over 30 Megawatts of Commercial Solar (80+ systems) installed in the last 4 years
- 100+ Residential Systems installed in the last 4 years
- The ONLY solar installer in Canada to be ISO:9001 certified.
- Team of 22 installers (boots on the ground), 10 office
- The leading EPC company in Ontario, combined with a strong development team
- Commitment to Economically, Environmentally and Ethically Positive solutions. (The 3 E's)

WHO IS OTTER? (CONT.)



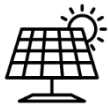
Our Mission:

To help clients achieve energy independence by reducing their reliance on grid-purchased electricity.



Our Expertise:

Net Metered Solar and Solar + Storage systems that allow businesses, landlords and homeowners to generate their own electricity and to take back control of their hydro costs.



Our Experience:

Team with a proven track record of successful projects in Canada. 150+ commercial and industrial solar systems completed since 2009. Over 50 systems operating as net metered

TODAY'S TOPICS -

(THE LATEST AND GREATEST FROM THE ONTARIO SOLAR INDUSTRY):

1. Net Metering Recap
2. Solar Energy as a Service
3. Advice for Owners of Legacy Solar
 - a) Solar System Removal & Replacement
 - b) Importance of Operations & Maintenance

1. NET METERING: KEY CONCEPTS

Available to all hydro customers in Ontario

Customers generate electricity on-site, for their own use.

Solar-generated electricity first flows directly to the customer's property and powers their loads.

Excess solar-generated electricity flows into the grid and "runs the meter backwards"

When loads exceed energy supplied from solar, the shortfall is taken from the grid.

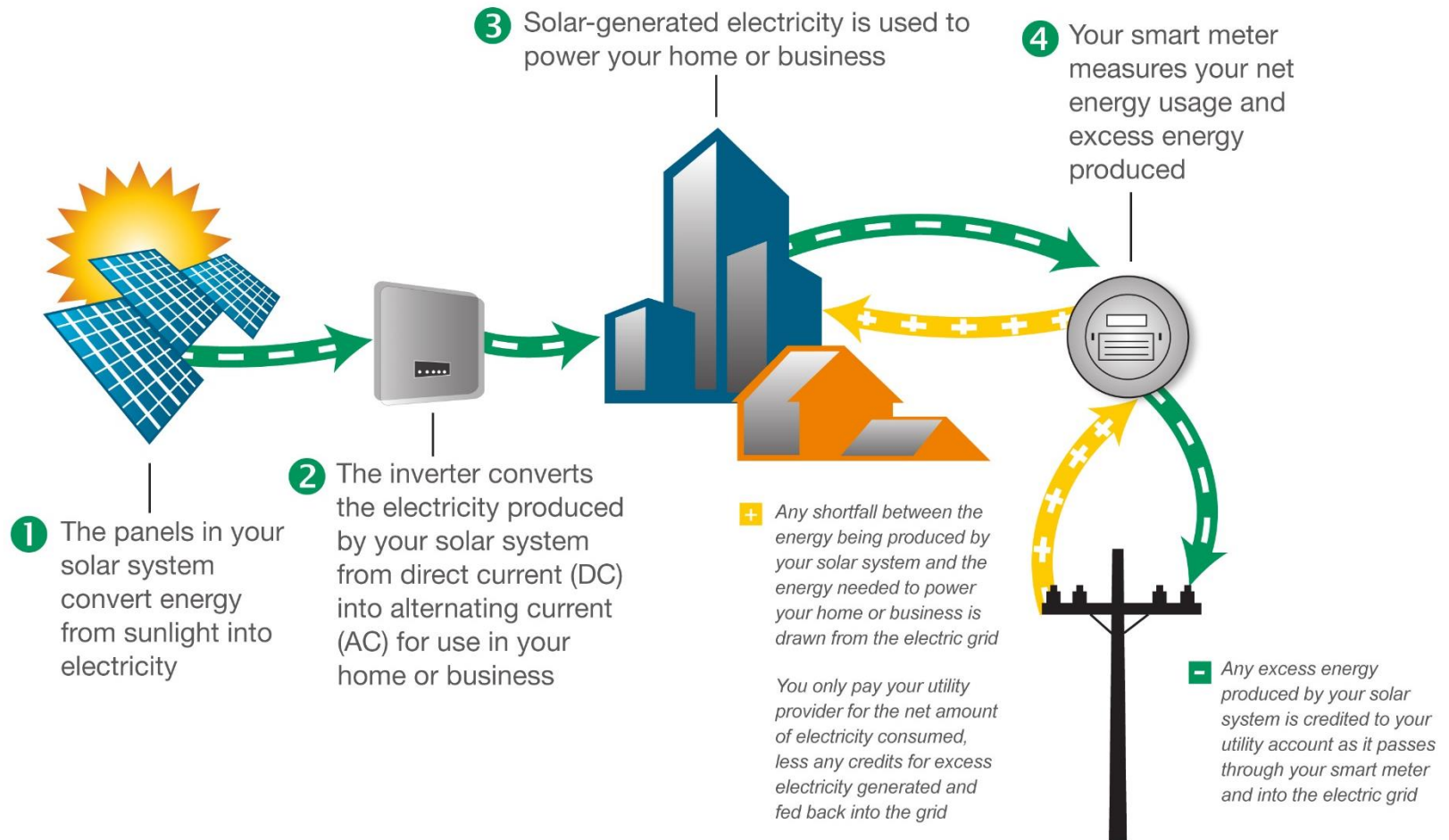
Customer receives a credit on their account for electricity sent back to grid

Customers are only billed for "net" amount of electricity consumed every month.

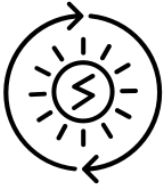
Net Metering offsets: Electricity Charges and ALL other kWh-based charges

$$\text{Net Consumption} = \text{Metered Consumption} - \text{Credits}$$

1. NET METERING DIAGRAM



1. NET METERING CREDITS



Daily: extra energy produced from solar during the day will offset electricity used at night.



Monthly: Credits earned from extra solar production in summertime can be carried forward to offset bills in the wintertime, when solar production is lower.



Left-over bill credits can be banked and carried forward for up to 12 months.

2. SOLAR ENERGY AS A SERVICE POWER PURCHASE AGREEMENTS KEY CONCEPTS:

Building Owner/Tenant = Power Purchaser

Otter Energy Services = Power Supplier

Long-term (15-20 year) agreement to purchase solar-generated electricity from on-site solar

Power Purchaser benefits from Net Metered Solar with NO upfront capital investment

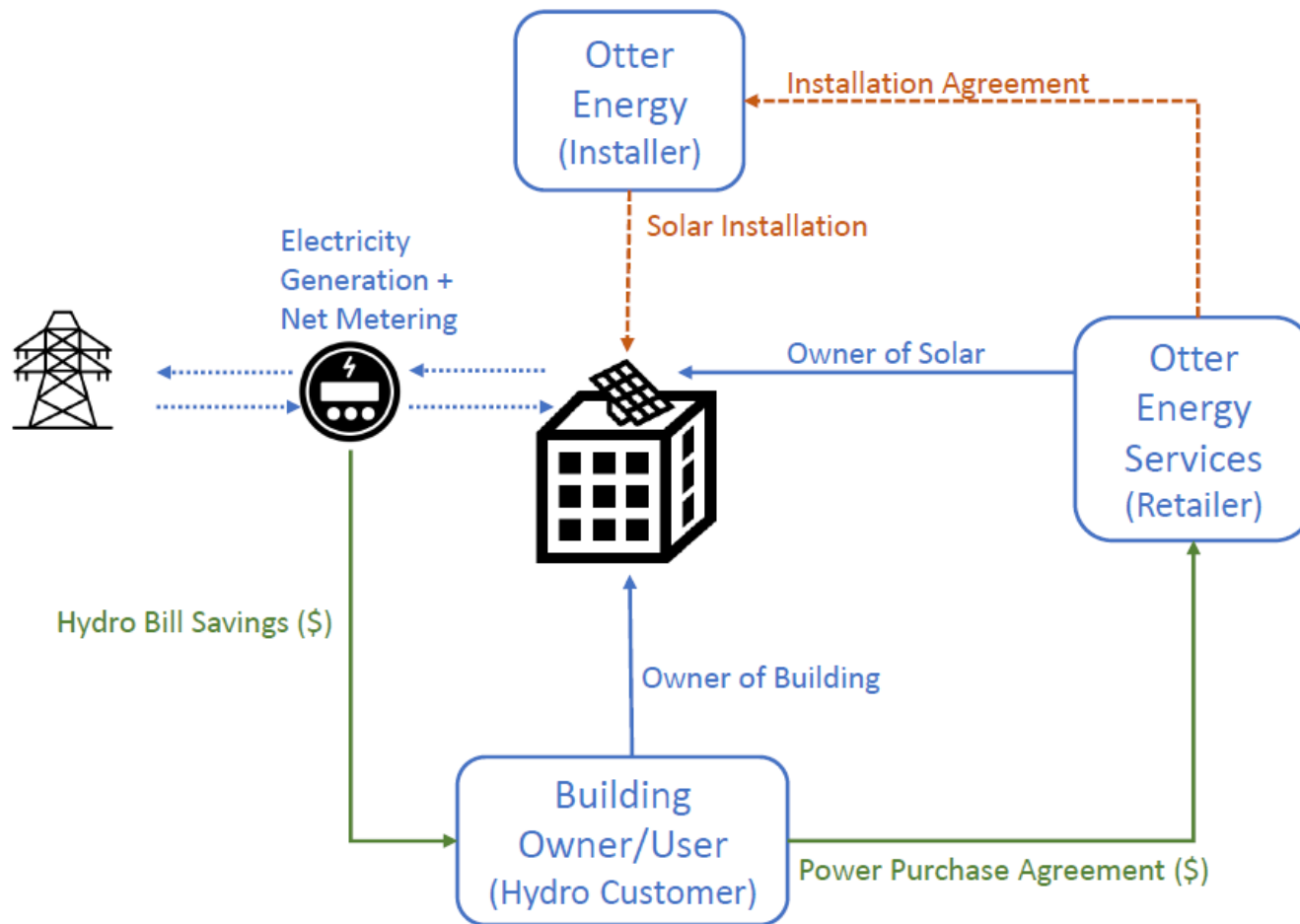
Hydro cost SAVINGS and long-term hydro cost CERTAINTY

Customer receives a credit on their account for electricity exported to grid

$\$ \text{ Net Hydro Bill} + \$ \text{ PPA bill} < \$ \text{ Regular Hydro Bill}$

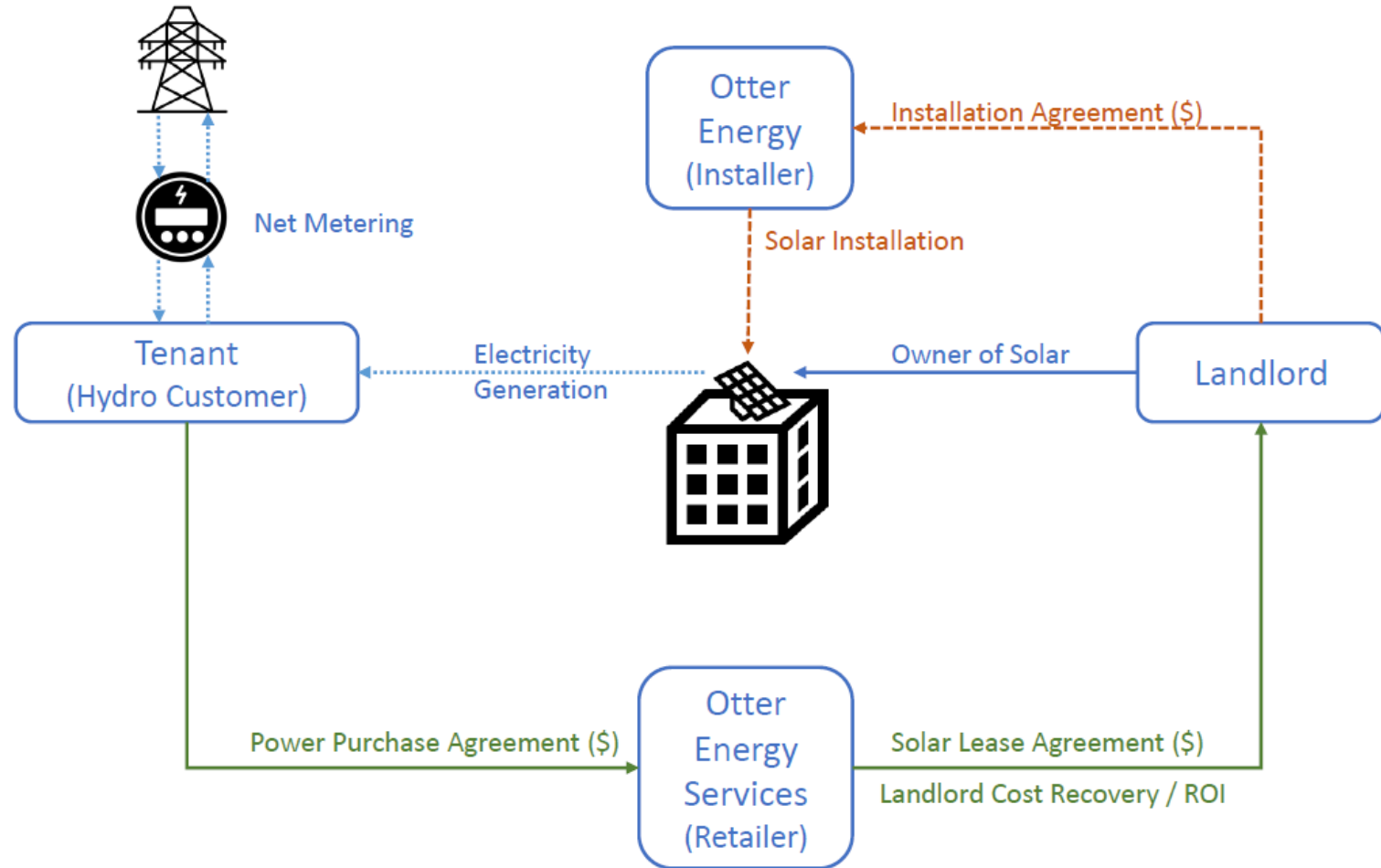
OTTER ENERGY SERVICES

DIRECT PPA



OTTER ENERGY SERVICES

LANDLORD PARTNERSHIP PROGRAM



3 A) SOLAR SYSTEM REMOVAL AND REPLACEMENT: NEEDING A NEW ROOF?

Solar Removal and Reinstallation (Re & Re)



3 A) COMPLETED RE & RE PROJECTS

2175 Robertson Rd, Ottawa	300KW
Quinte Secondary School, Belleville	225KW
Parkdale Public School, Belleville	60KW
Prince of Wales School, Belleville	35KW
Home Depot, 60 Great Lakes, Toronto	813KW
Home Depot, 60 Grand Marshall, Brampton	813KW
124, Fourth Ave, Arnprior	500KW
568 Ontario St, St Catherines	20KW
32 Dawson Rd, Guelph	20KW
Roseland Public School, Windsor	130KW
3200 Deziel Dr, Windsor	275KW
1344 Mapleridge Crescent, Oakville	12KW
5 Turnbull Ave, Belleville	<u>12KW</u>
TOTAL	3,215.00 kW

3 A) COST OF RE-RE

For FIT System Owners:

4 months – 6 months of generation

For Net Meter system Owners:

12 months – 18 months of generation

Re-Re costs should be eligible for Class 43.2 (100%) CCA!

Confirm with your accountant

3 B) IMPORTANCE OF O&M

Real-World Observations:

- **Older FIT 1-2 systems are often performing 10%-25% below forecast**
- **Preventative maintenance is money well spent**
- **5% gain from system tune-up/PM visit will pay for itself in 4-6 weeks**

OUR PHILOSOPHY



Building Relationships

Businesses & Commercial Clients

Rural and Farming communities

Industry Organizations & Events

Trusted Advisors (lenders, insurance providers, electricians, neighbours)



Delivering Results

Solving one of the main problems that businesses have: increasing hydro rates

Turning the unknown into certainty



Enabling Informed Customer Decisions

Full Transparency on Process, Cost, Expected Benefits

Traditional Approach to Sales & Marketing. In-Person, Face-to-Face

No Telemarketing, Mailers, High-Pressure







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