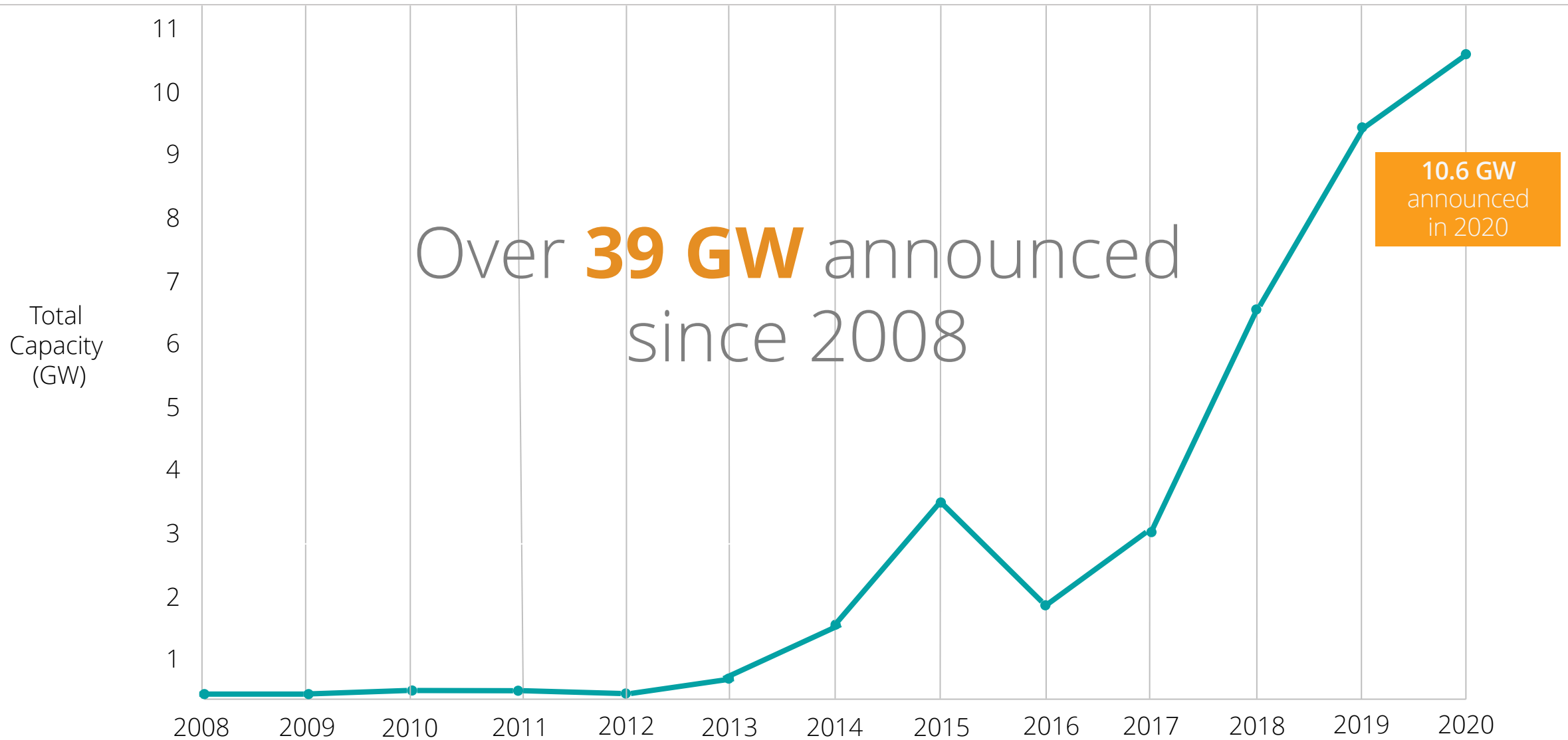


REBA

STATE OF THE MARKET

Exponential growth of corporate-backed, large-scale renewables





60 GW

Clean Energy Deployment Goal by 2025



65%

2020 Observations: Markets Phased, but Not Slowed



Market Phased,
but Not Slowed



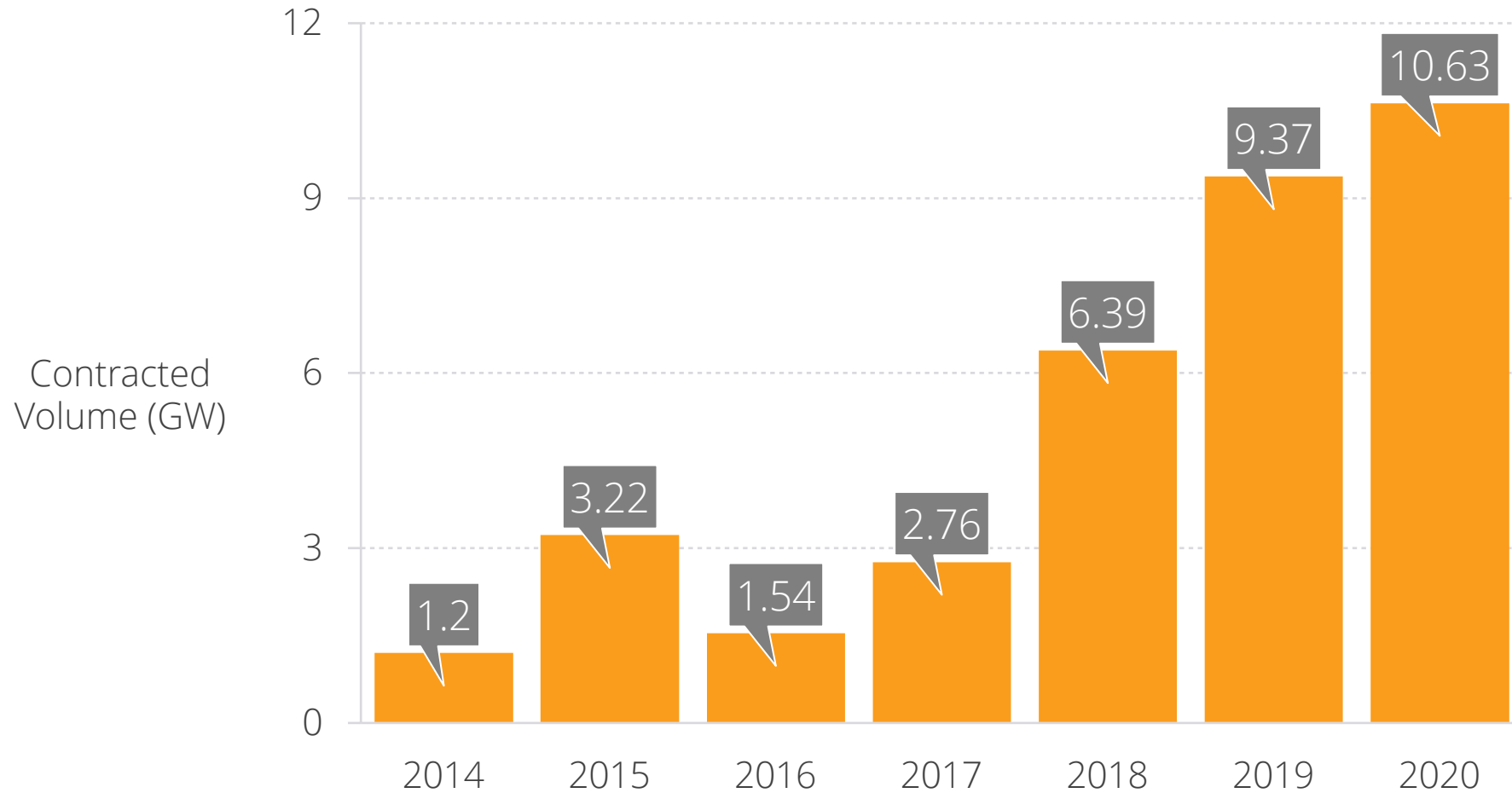
New Demand,
New Sectors



Markets
Matter

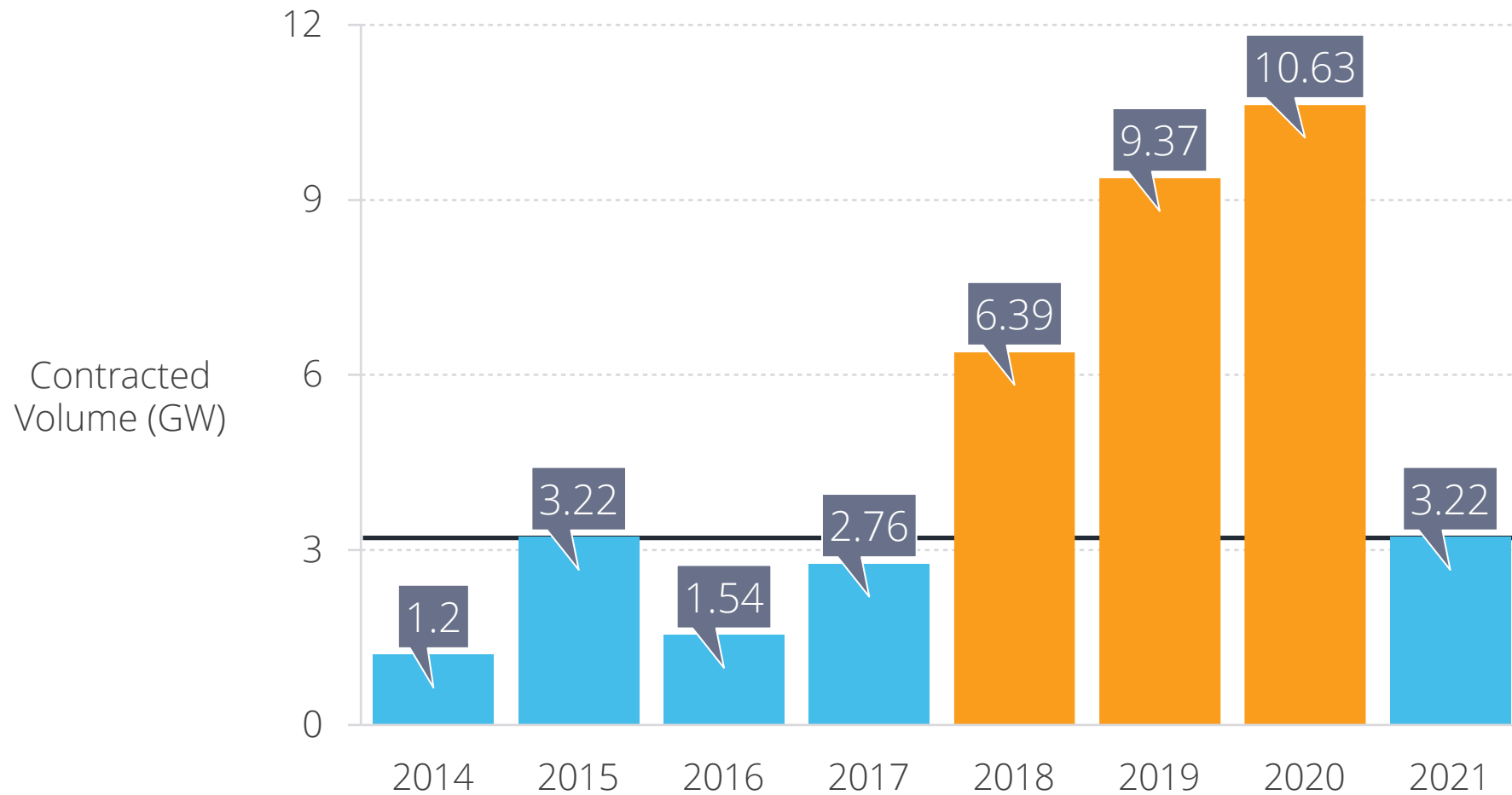


2020: An Unprecedented Year



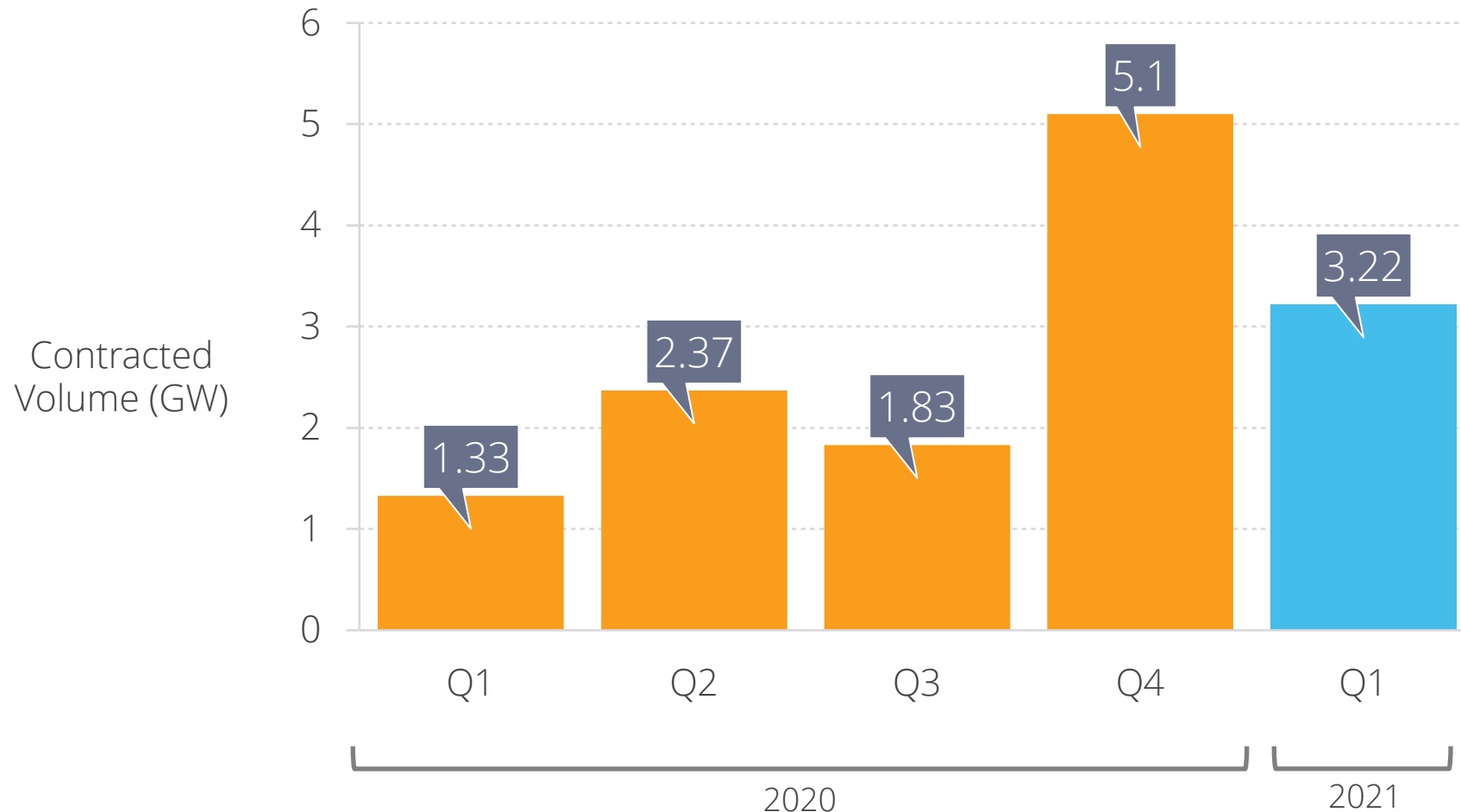
10.63 GW
Announced
in 2020

Q1 2021 Announcements Outpace 2014-2017



2021 has
matched or
exceeded all
individual years
prior to 2018 in
first 3 months

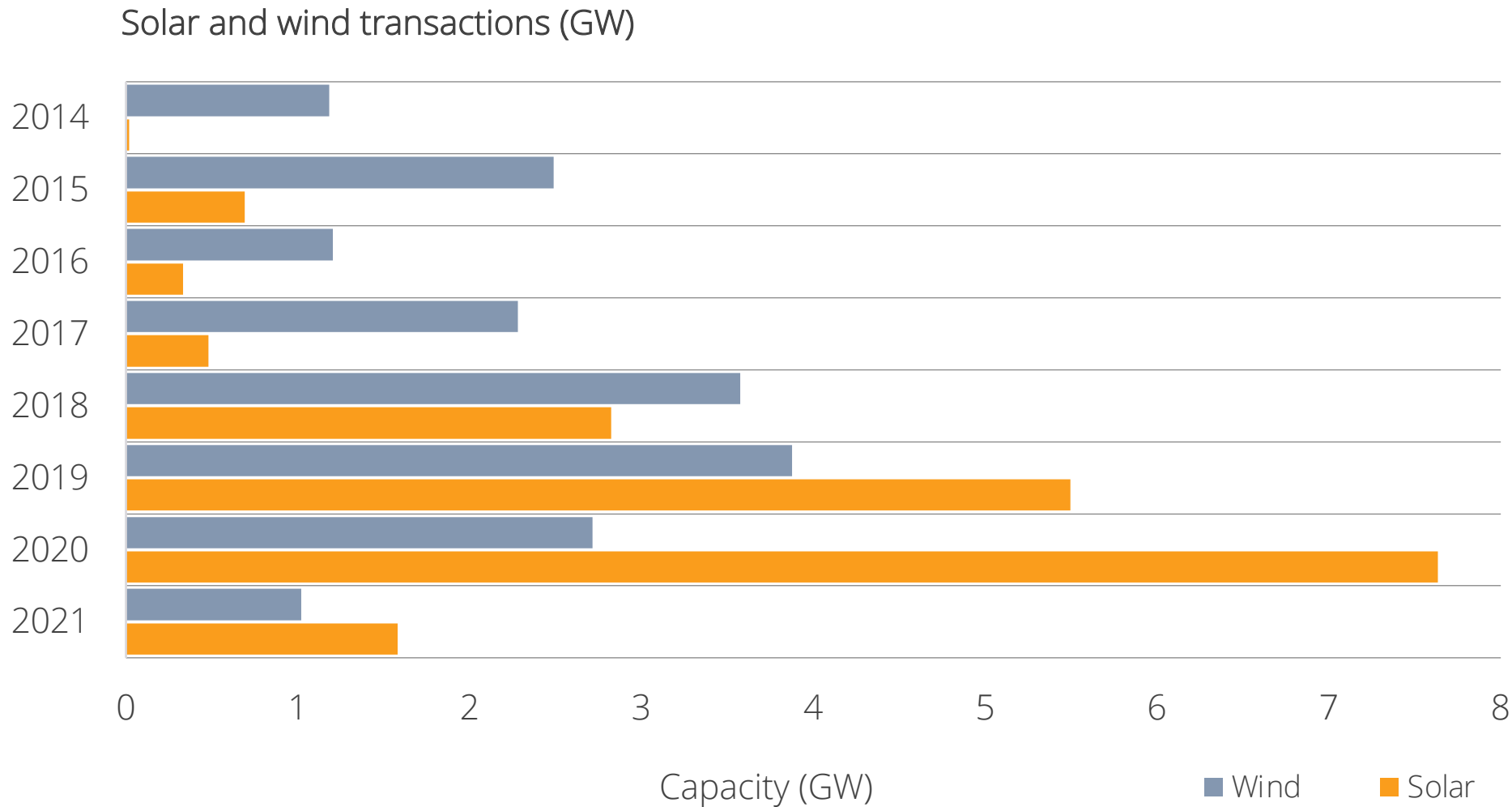
Announcements Double Compared to Q1 2020



2020 year-end momentum carries into 2021

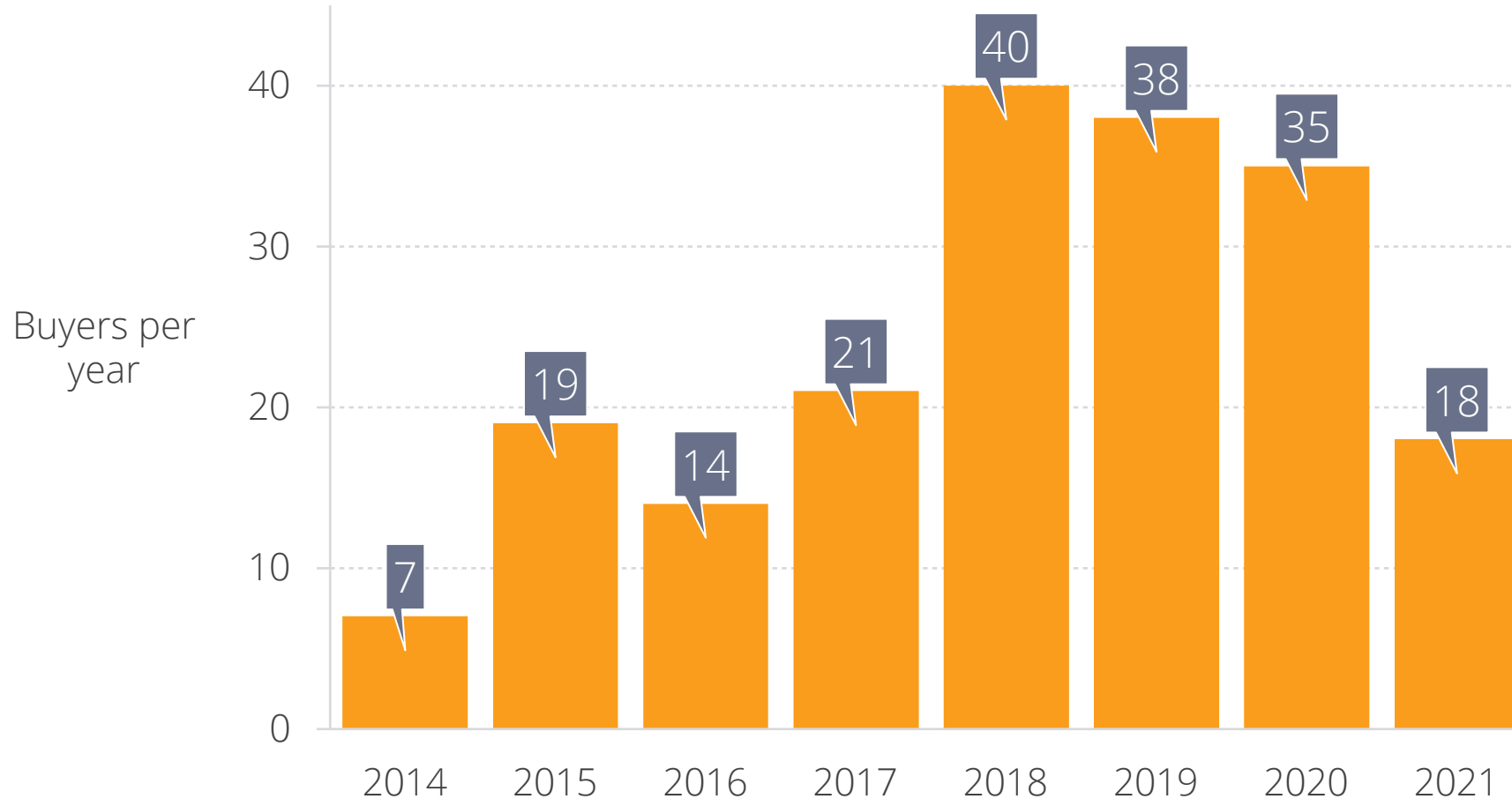
*2021 YTD through 3/31/21

Solar Continues as Technology of Choice



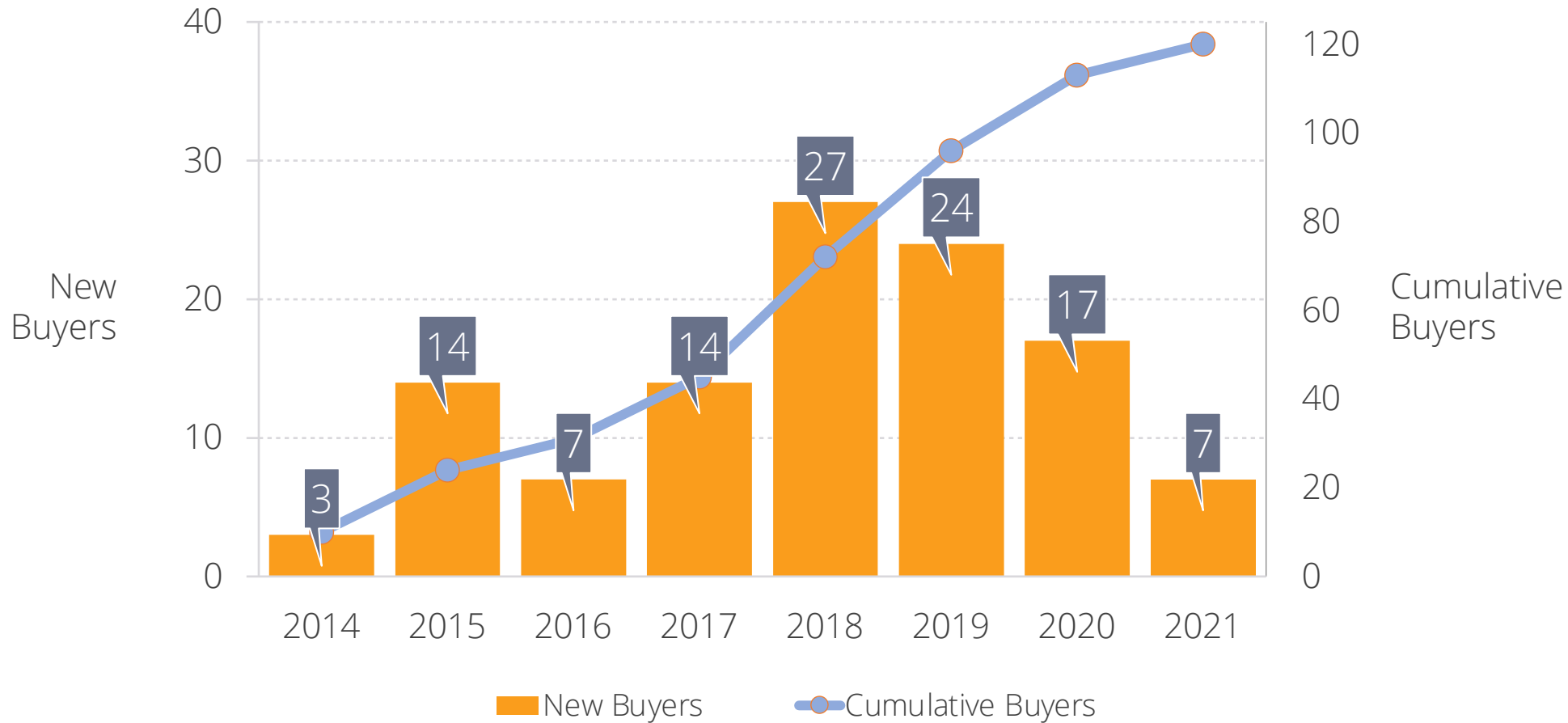
Solar PV
accounted for
72% of all
2020 deals

Total Number of Energy Buyers Since 2014



120 unique buyers have participated in the market since 2008

Market Expands with New Actors Each Year



**Nearly half
of all buyers**
in 2020 were
new to the
market

2020 Observations: New Demands, New Sectors



Market Phased,
but Not Slowed



New Demand,
New Sectors

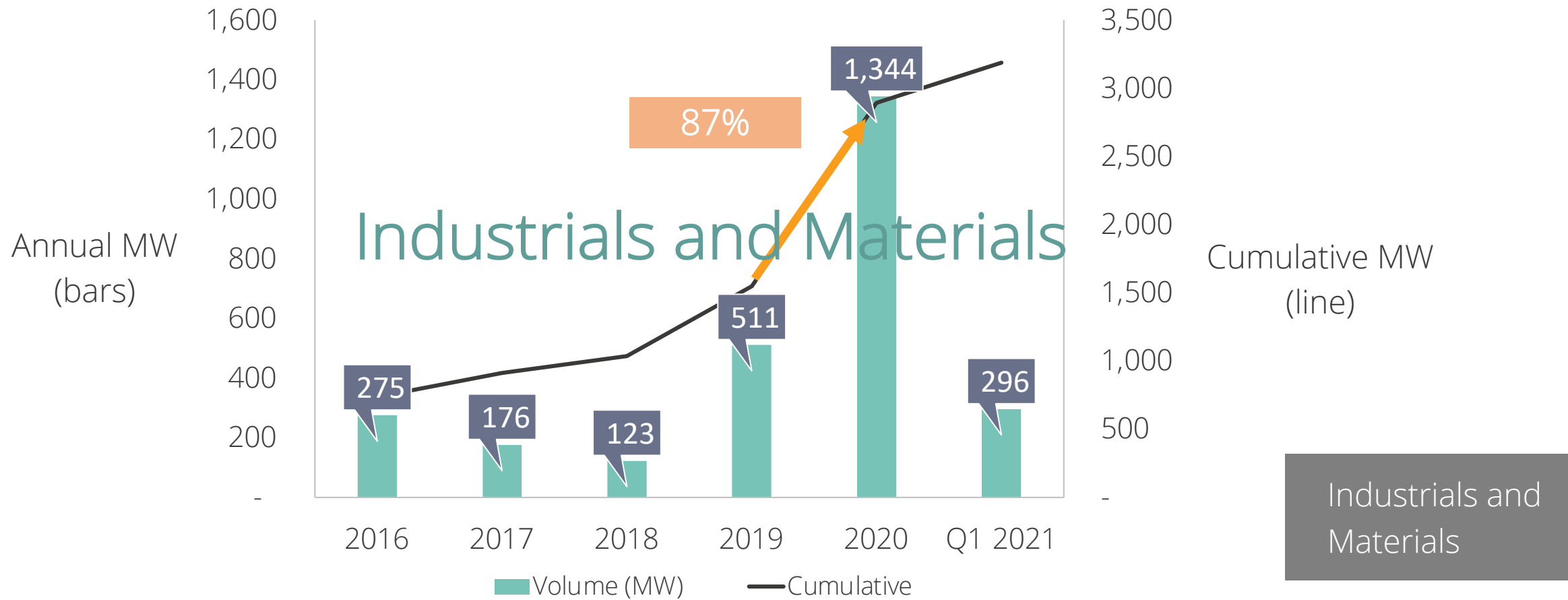


Markets
Matter



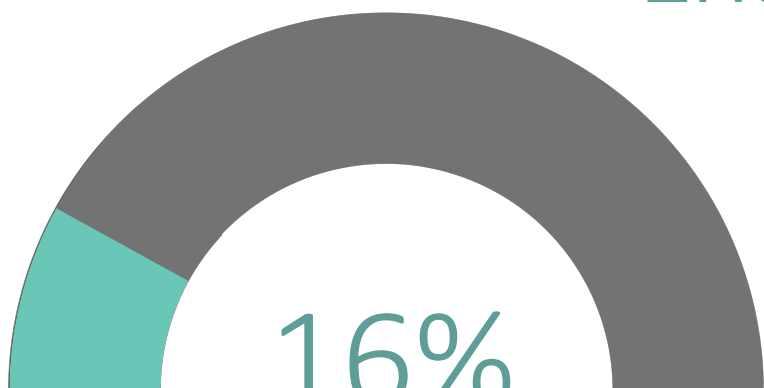
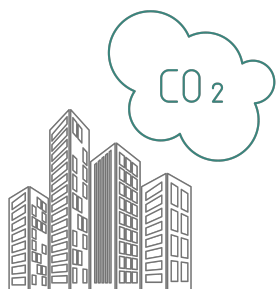


New Sectors Demand Renewable Energy



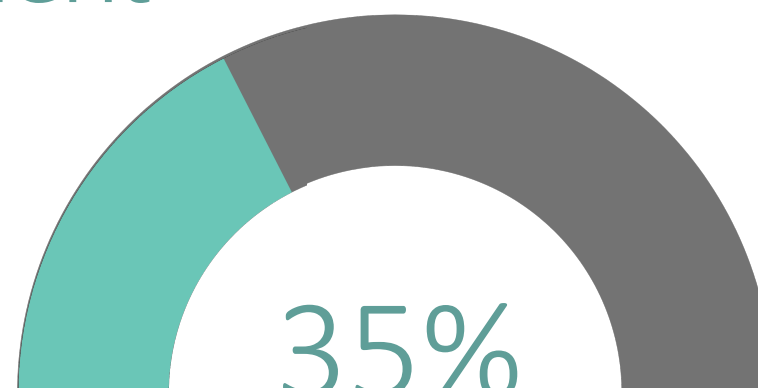
New Sectors Demand Renewable Energy

Commercial buildings are responsible for Commercial Real Estate Sector Enters Movement



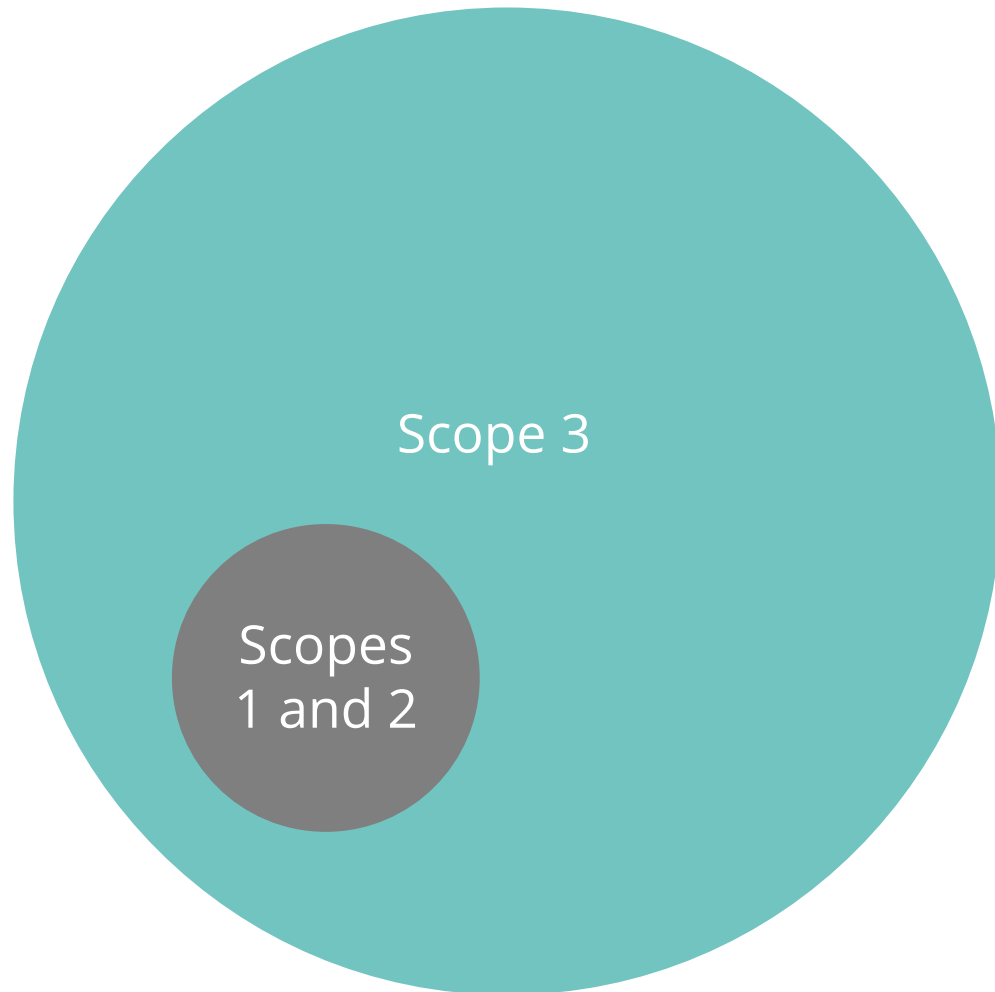
of carbon dioxide
emissions

and



of electricity use in
the U.S.

Scope 3 Action and Supply Chain Engagement Prioritized



Scope 3 was **5.5** times larger than scopes 1 and 2 combined in 2019

Source: CDP Global Supply Chain Report 2019

Scope 3 Action and Supply Chain Engagement Prioritized



Scope 3

Scopes
1 and 2

Scope 3 is **11.4** times larger
than scopes 1 and 2 combined with new
data in 2020

Source: CDP Global Supply Chain Report 2020

2020 Observations: Markets Matter



Market Phased,
but Not Slowed



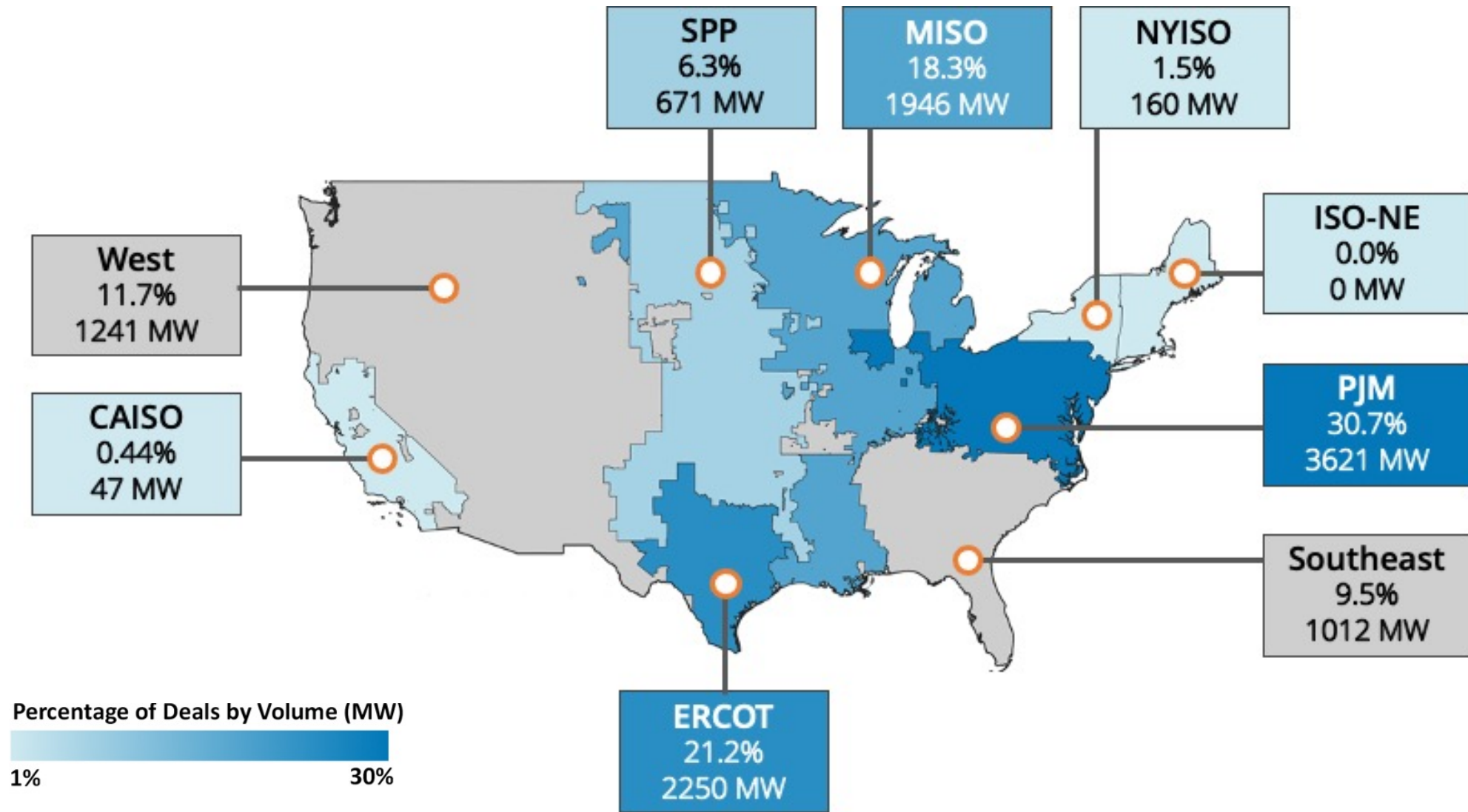
New Demand,
New Sectors



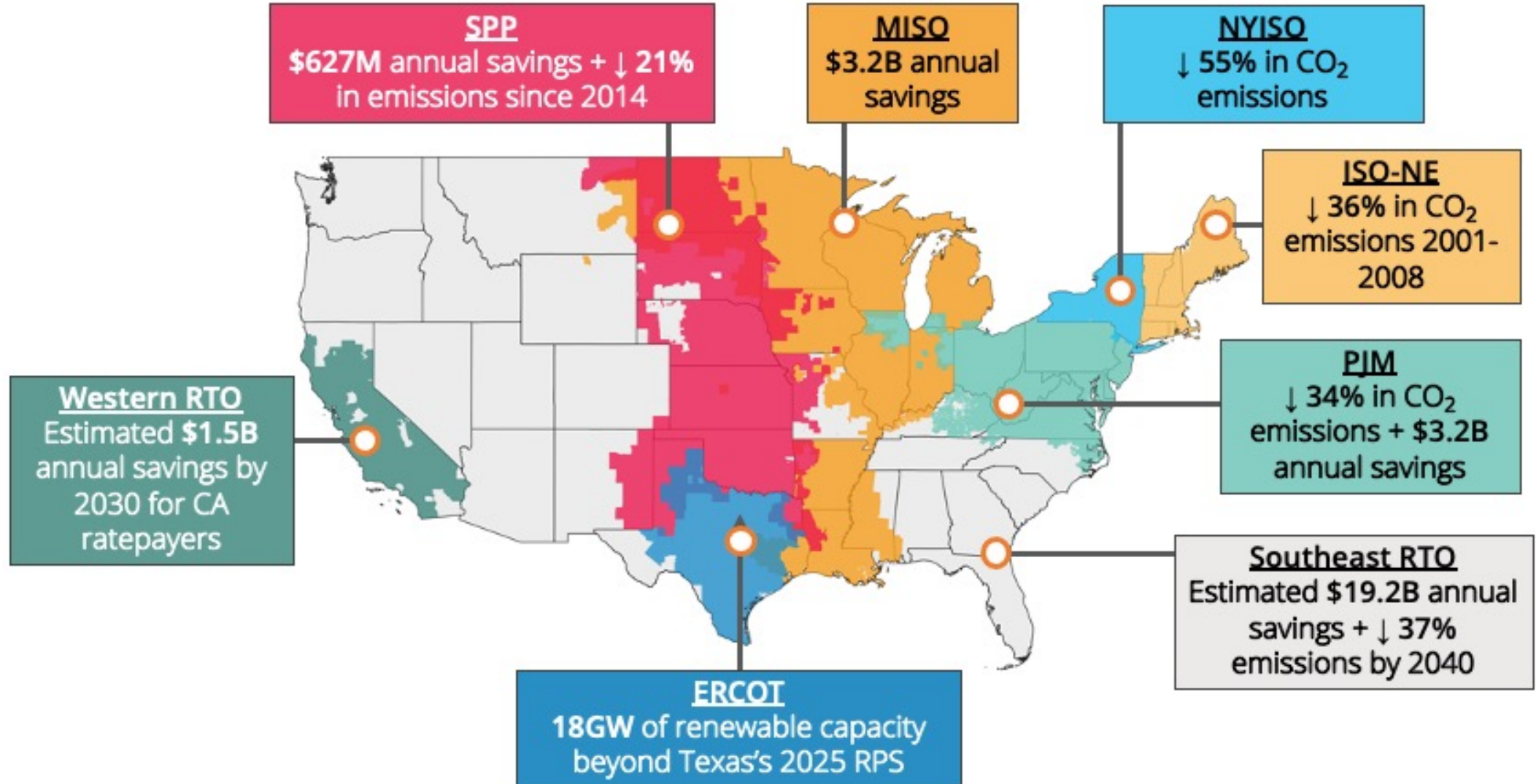
Markets
Matter



82% of Corporate Deals in Organized Wholesale Markets



Markets Matter for Cost and Emissions Reduction



Buyers Principles to Optimize Organized Wholesale Markets



UTILITY DIVE Deep Dive Opinion Podcasts Library Events Topics ▾

BRIEF

Google, GM, other REBA members push to expand organized wholesale markets to spur renewables

Published Nov. 2, 2020

By Emma Penrod



Photo illustration by Brian Tucker/Utility Dive; photograph by thinkreaction via Getty Images



THEME 1: Unlock Competition to Catalyze Clean Energy



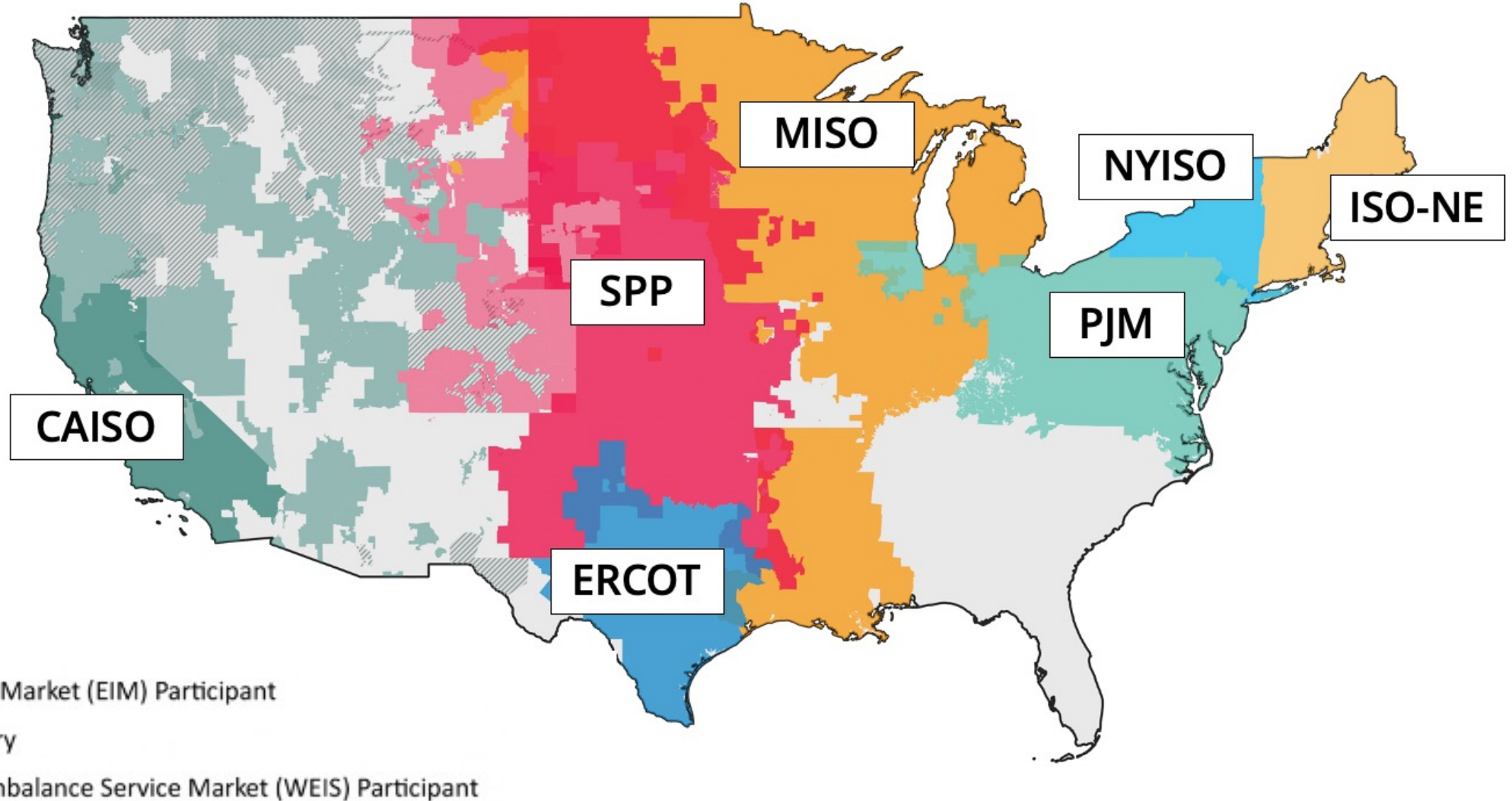
THEME 2: Safeguard Market Integrity



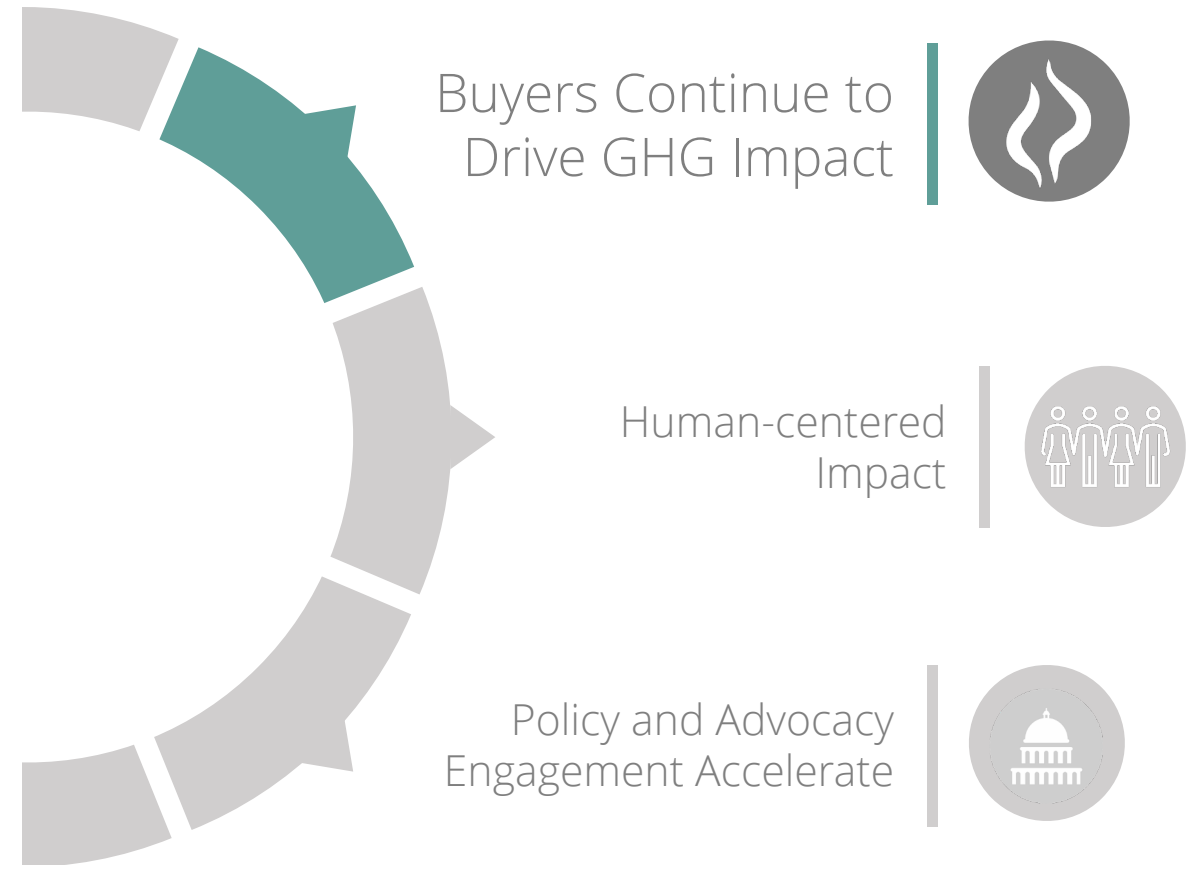
THEME 3: Design to Scale to the Future



Market Expansion Continues...



2020 Key Trends

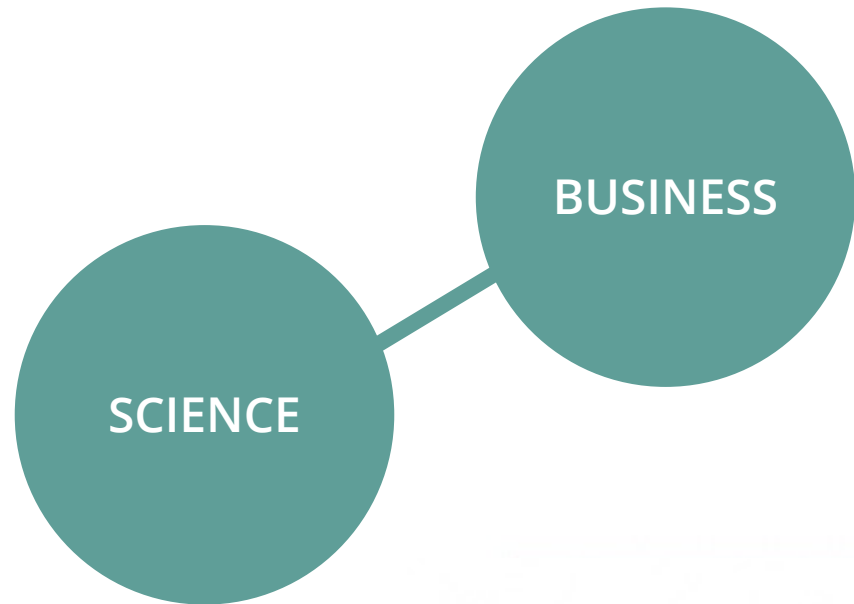



Carbon Considerations to Drive Material Impact



Newer carbon focused goals

Existing goal mechanisms



 Microsoft | Official Microsoft Blog

Microsoft will be carbon negative by 2030

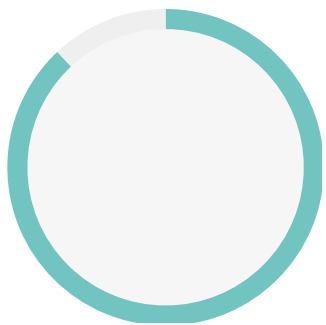
RE100



SCIENCE
BASED
TARGETS

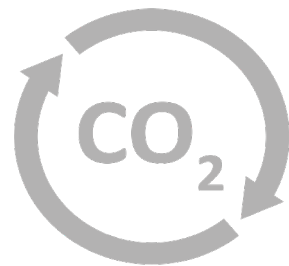
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

2020: The Year Storage Gets Deployed to Drive Decarbonization

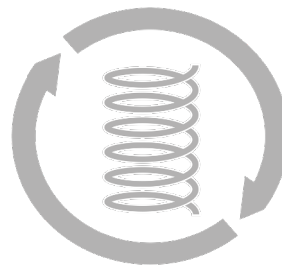


~88% cost reduction
since 2010

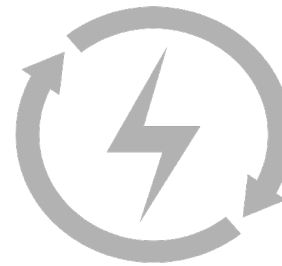
Motivations
to Include
Storage



Carbon efficiency



Resilience

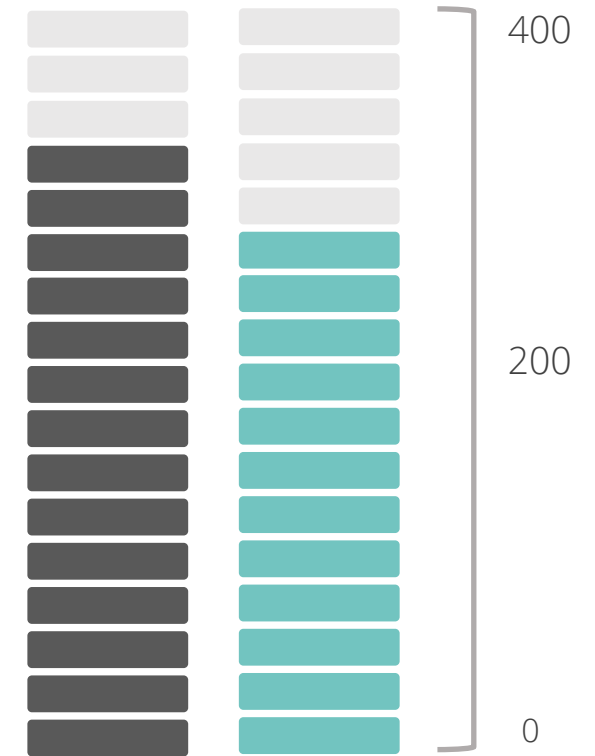


Output firming

Installed Capacity (MW)

337 MW

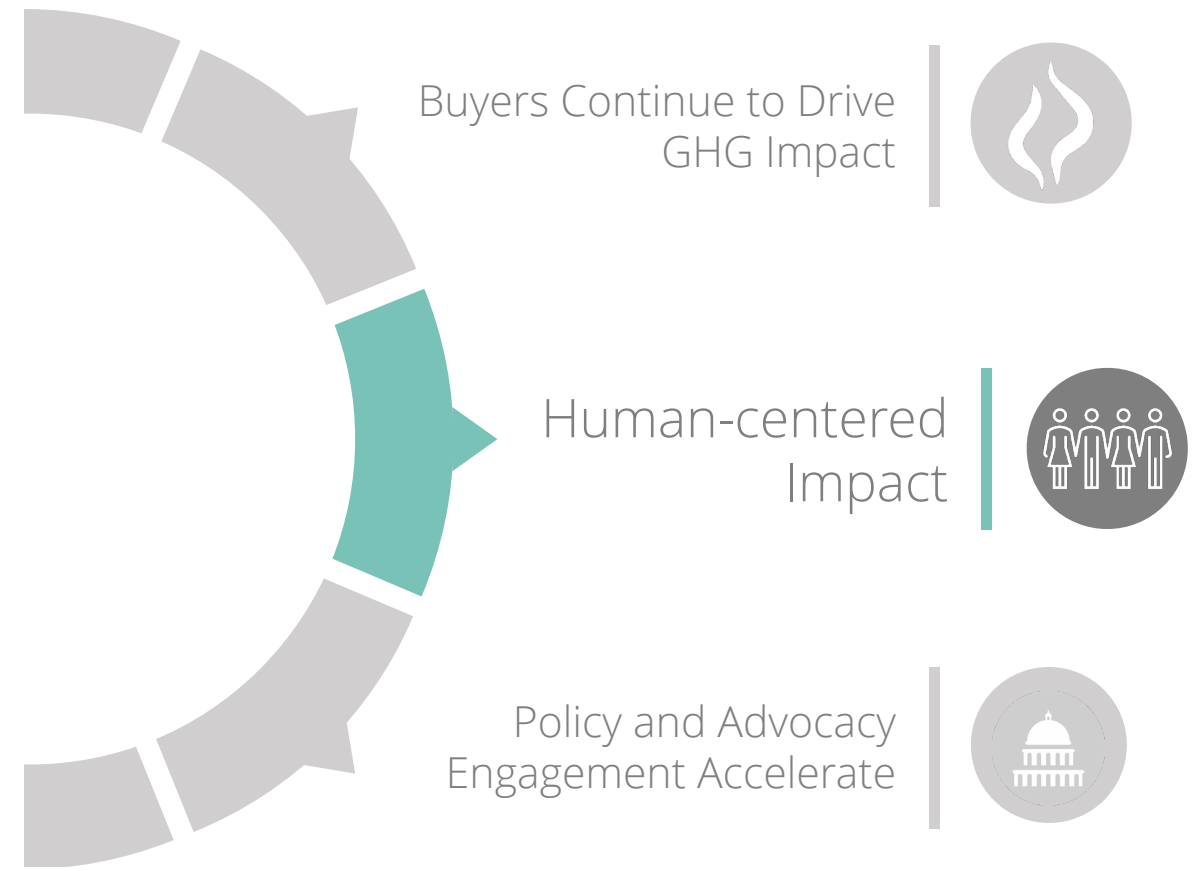
240 MW



2020

2021
YTD

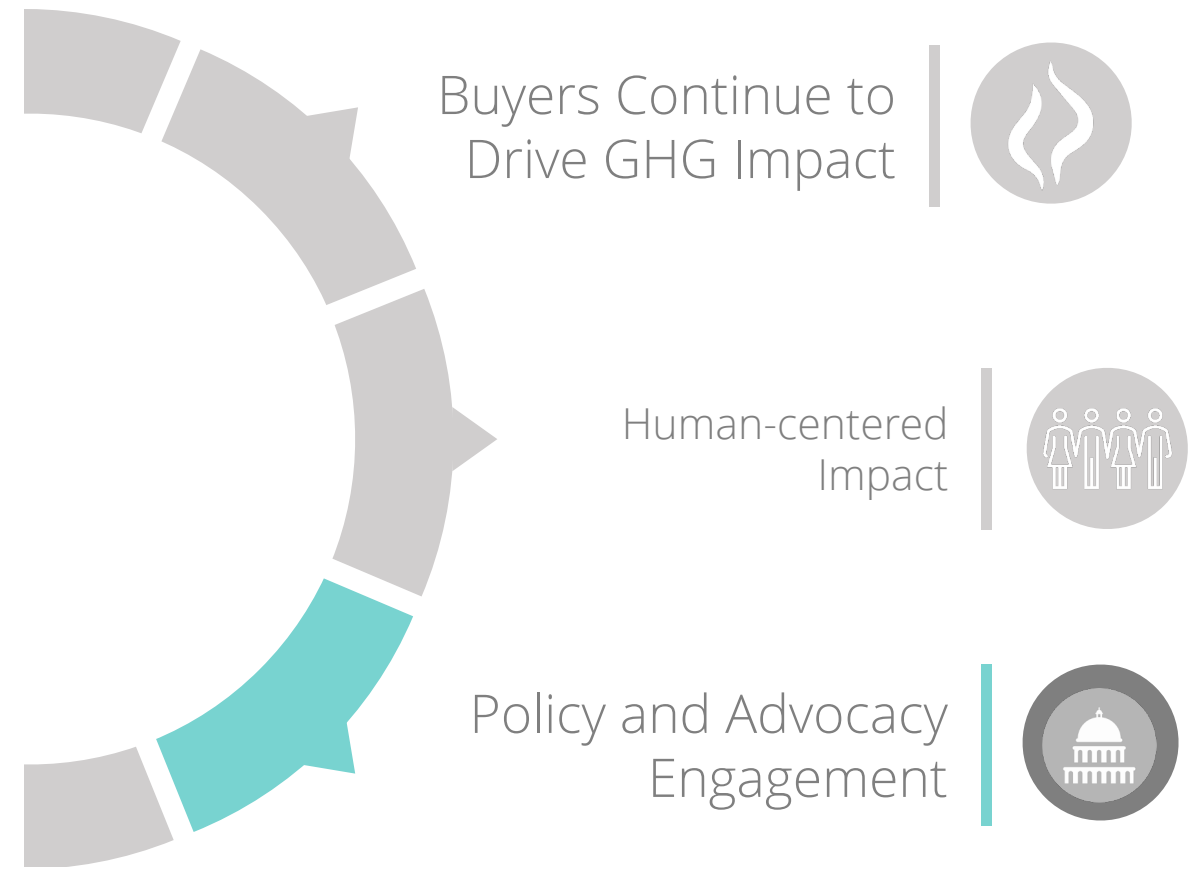
2020 Key Trends



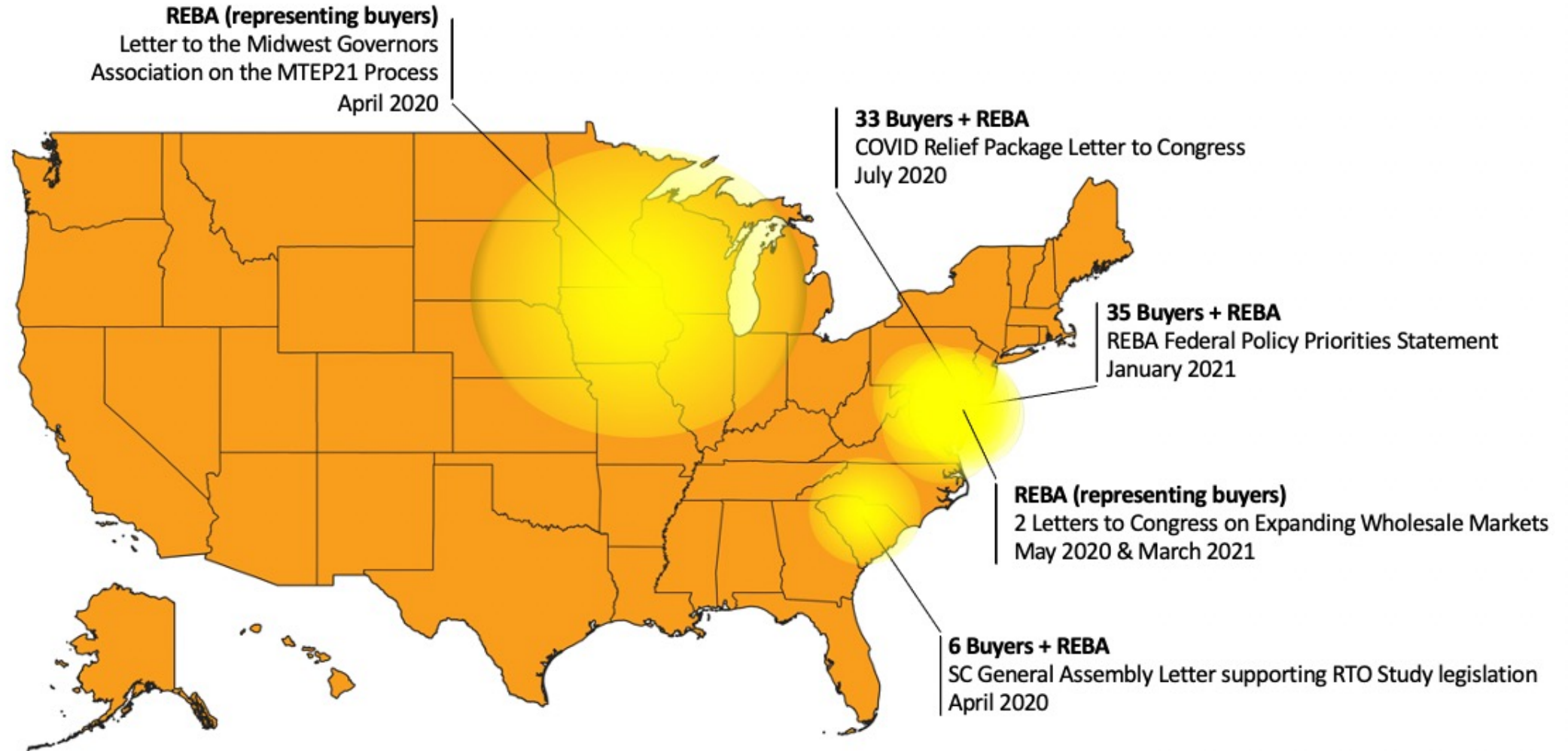
Focus on Human-Centered Impact



2020 Key Trends



Brand-forward Public Policy Statements Double in Number



The New Policy Frontier

PUBLIC POLICY

Energizing the Nation: The Energy Act of 2020 becomes Law



New Legislation

E&ENews
CLIMATE

Biden's Infrastructure Plan Would Make Electricity Carbon-Free by 2035



Infrastructure Plan

gtm: Solar Grid Edge Storage Wind Trending Podcasts White Papers Webinars

Biden Executive Orders Set Broad Federal Role in Clean Energy and Climate Change Mitigation

The orders combine federal clean energy and technology procurement, R&D support and environmental justice.

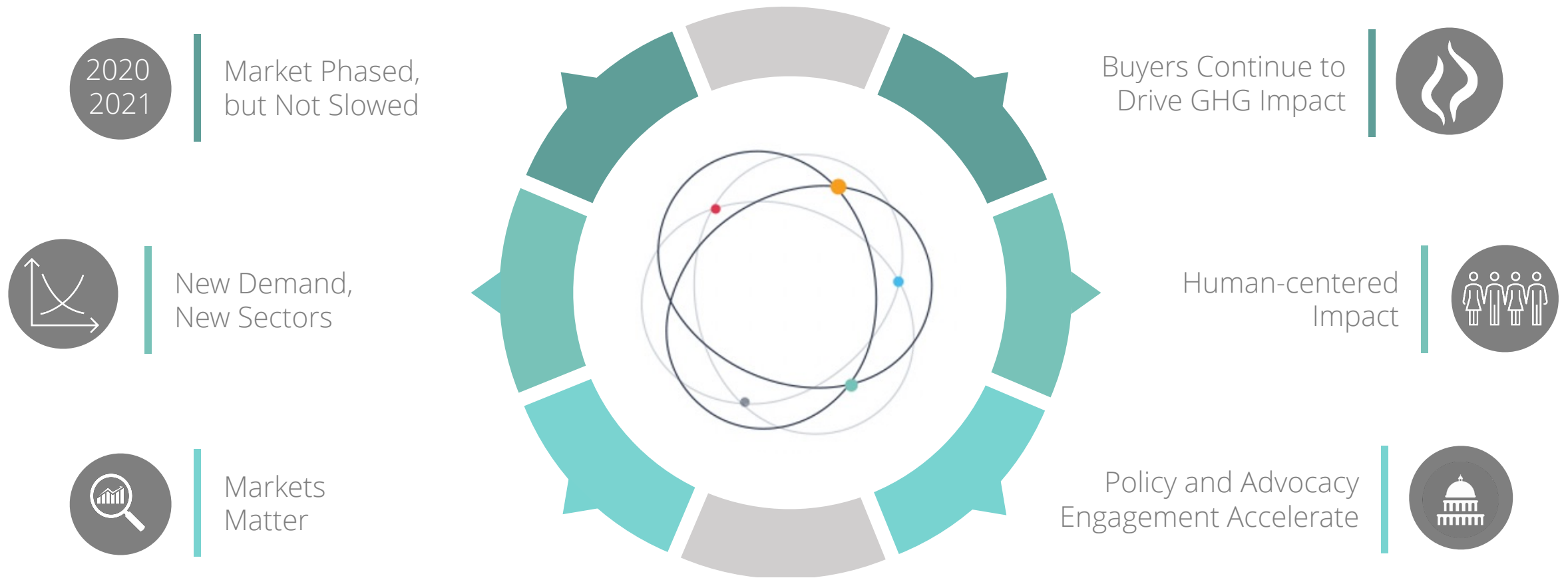
JEFF ST. JOHN | JANUARY 27, 2021



Executive Orders

2020 Observations

Key Trends



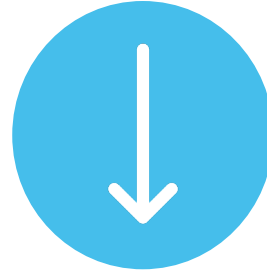
Calls to Action

01



Engage your
suppliers to **go**
Beyond the
Megawatt.

02



Leverage your
demand power
to **reduce**
emissions at
the start of
your supply
chains.

03



Now is the
time to **be**
brand-
forward on
enabling
policy action.