

# ECHELON À LA CARTE

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EchelonCapital  
Leader in Alternative Energy





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All enquiries relating to this information memorandum or to a possible transaction involving the Company should be directed to:

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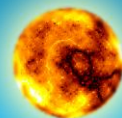
# EC Service Offerings

- PPA Origination of bankable offtake solutions through our BTBs
- Domestic project Origination/Business development and M&A strategy
- Corporate Finance and Valuations of projects, pipelines and/or platforms
- Treasury functions including origination of capital stack components and negotiation of key framework or project documents
- Development oversight for pipeline projects to get to NTP and COD
- BTB: Behind the Battery/BESS develop structural decreases to share risk to improve quality of earnings, decreasing merchant exposures to basis & shape
- Pipeline model build for efficient PPA analysis and prioritization in uniform easy to compare dashboard presentations
- Augment pipeline projects to maximize their value during an asset rotation to sell down with aligned development budget strategies
- 'Batten the Hatches'™ Echelon's portfolio revenue and risk optimization
- Prioritize divestitures in your portfolio and confirm model assumptions
- Operating portfolio tracking model build for operating portfolios
- Explore exciting International expansion opportunities outside the US in line with our 5Y growth strategy
- Restructuring existing US portfolios for effective development pipeline expansions



## Development - Origination

- Warming strategic and unique network connections
- Coordinated origination of M&A / restructuring strategy with BD - Development conversations
- Corporate Finance and Valuations of projects, pipelines and/or platforms, requires documentation
- Project/portfolio model build for efficient valuations and documentation presentations
- Existing portfolio revenue optimization and divestiture prioritization of strategic candidates
- International expansion opportunities outside the US in line with your 5Y growth strategy.



# Outreach Underway

- 🔥 Extensive network stimulation
  - LinkedIn, Former Colleagues, Specialized Recruiters, etc.
- 🔥 US Department of Energy contacts
  - Short term M&A interest winding down for RE, though long-term views remain unchanged and are set to experience tremendous growth through 2029
- 🔥 Three Chinese BESS manufacturers, BNEF Tier 1 classifications with international presence entering US
  - China's non-CATL Players Are Hungry
  - Only Thirsty Development Capital Will Secure Sites & Sales
  - Potential W2 Opportunities?
- 🔥 Top three US banks with global reach
  - Existing portfolios have extensive restructuring and repowering opportunities
  - Ability to optimize and deploy incremental tax and preferred equity
- 🔥 Connecting with Oil and Battery Majors via H<sub>2</sub> & BESS
  - Slower but accretive conversations about mandates

