

introducing the  
**VIRTUAL Power Purchase Agreement**  
from Distributed Sun



## the numbers

# 200+

# of leading corporations committing to procure 100% of their electricity from renewable power

# 66%

of US Fortune 100 companies are making large purchases of renewable energy or publicly committed to do so

# ↓80%

decrease in the cost to build solar power generation infrastructure over the past 10 years

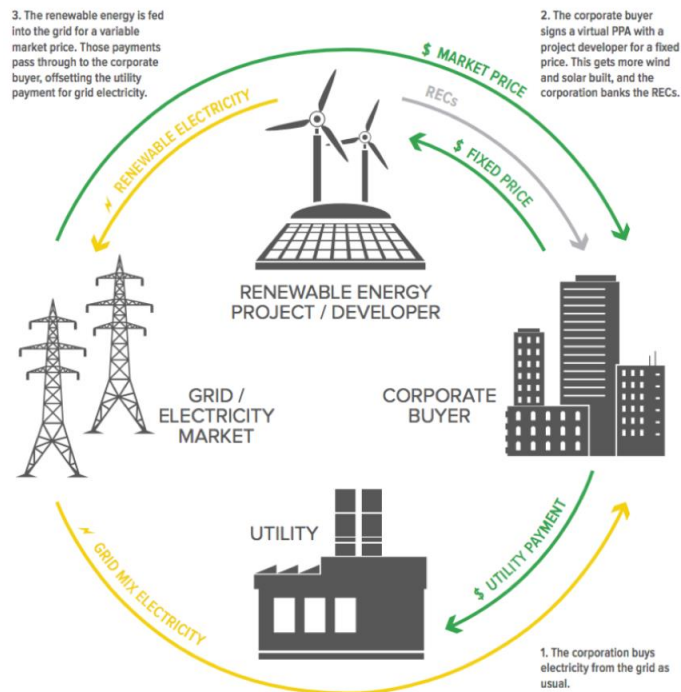
# +950%

increase in the # of large-scale renewable energy corporate offtake agreements since 2013

# ↑130%

year-over-year growth from 2017 to 2018 in renewable energy purchased directly by corporations

## how it works



## our offer

Beginning in 2019, **Distributed Sun (DSUN)** is building solar power farms throughout the United States with enough capacity to serve 100+ large hotels, hundreds of office buildings or scores of large data centers and manufacturing facilities.

The **Virtual Power Purchase Agreement (VPPA)** removes cost, risk and access barriers not solved under previous solar business models. It has emerged as the preferred contracting vehicle for large energy consumers to **access and procure long-term, price-certain, clean energy** that meets sustainability goals without taking physical delivery of the solar power.

A VPPA from DSUN provides unique and unfair advantages in clean power pricing while opening new and far-reaching geographical access to facilities previously unable to source nearby renewable power at a reasonable cost. Now, solar developers and independent power producers like DSUN can build a generating facility in Virginia and sell that energy to customers in New Jersey and vice-versa. The VPPA brings affordable clean energy to millions of new businesses.

[emailcontact@distributedsun.com](mailto:emailcontact@distributedsun.com) to learn more

## the benefits

### responsibility

environmental responsibility is a becoming a key decision factor for customers, partners and employees

### sustainability

meet or exceed your carbon footprint goals sooner and at a lower cost to alternatives

### stability

the VPPA does not disrupt the relationship with your current utility or energy provider

### savings

avoid multi-million exit fees charged to large companies that switch to 100% physical delivery of clean energy

### branding

B2B customers and consumers are increasingly demanding sustainable practices from their service and product providers

### recruiting

the best talent has always looked for jobs with the best companies – which today frequently includes a commitment to sustainability



# about Distributed Sun

## our company in 2018

### outstanding

1 of 3 finalists for Most Outstanding solar project in North America for our work on the iconic solar canopies atop the Bloomberg and Tata centers in Manhattan

### largest

we sold the largest community solar portfolio delivered in the US in 2018 – serving over 15,000 households and creating 1,000+ jobs in NY state

### winner

our commercial video production promoting clean energy and a sustainable future won a 2018 Telly Award

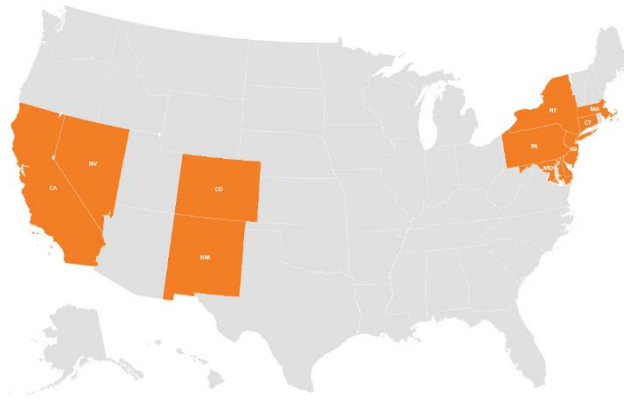
## in 2019

### leader

now recognized for a decade of innovation and thought-leadership, we assembled the industry's largest companies to the truSolar® initiative

### growth

DSUN will more than double its staff in 2019 as it begins to deploy \$1B of new solar capacity



## industry leader

Founded in 2009, **Distributed Sun** (DSUN) is regarded as being among the most experienced and capable solar owner-operator-developers in the United States. The Company has developed and operated solar assets in 11 US states, and will deploy another \$50 million of solar infrastructure in Q1 of 2019. The core leadership team has worked together for over five years, has more than 30 years and 500 MW of hands-on industry experience, and currently has over 1 GW of development pipeline in the Southwest and Northeast US – enough to power 175,000 homes or hundreds of large-scale commercial and industrial facilities.

Based in Washington, DC, DSUN has participated in most counterparty roles of solar finance transactions – as developer, sponsor investor, tax equity capital, asset manager, or due diligence advisor; and, the Company has delivered clean power to nearly every customer type – schools, universities, assisted living, hotels, data centers, utilities, homeowners, distribution facilities, commercial offices and more.

Our team of engineers, operators, analysts, financiers and occasional “rocket scientist” help customers achieve clean energy goals at the lowest risk and best price.

## unfair advantage

DSUN sells clean power. If knowledge is power, we more accurately sell knowledge-enabled power, or smarter clean power. Over the past 2 years, DSUN has aggregated and analyzed terabytes of BIG DATA on the electricity grid. This knowledge helps us do what other developers and providers cannot – and transfers those risk and reward advantages to you.

Our intelligence tools combine 27 data layers with GIS interfaces, cost books, and 20-year locational pricing with resource, tax parcel, landowner, and existing and planned power plants linked to the entire national transmission grid and substation information. [click here for a demonstration](#)

**11**  
US STATES WITH DSUN SOLAR ARRAYS

**44**  
SYSTEMS IN NEW YORK

**1 GW+**  
UNDER DEVELOPMENT

**\$300**  
MM IN INVESTED CAPITAL

**1,000+**  
CONSTRUCTION JOBS IN 2018