

# Offtake Advisory

Structuring offtake agreements for developers and buyers, focusing on facilitating project success by balancing risks and enabling upside

## Value Drivers



60+ years of combined experience & more than 500 offtake agreements reviewed



Deep relationships with developers, corporate buyers, and expertise in decarbonization strategies and offtake structures



Coordination with tax credit, financing and M&A teams to consider all aspects of project value when negotiating offtake agreements

## Select Experience

<p>SEPTEMBER 2023</p> <p>PTC Tax Credit Sale &amp; Debt Raise <b>306 MW Solar Project in ERCOT</b></p>	<p>AUGUST 2023</p> <p>REC Purchase &amp; Tax Equity Investment <b>250 MW Solar &amp; 107 MWh BESS Stampede Project</b></p>	<p>APRIL 2023</p> <p><b>UNDISCLOSED OIL &amp; GAS SUPER MAJOR</b></p> <p>Strategic Advisory</p>	<p>NOVEMBER 2022</p> <p>REC Purchase &amp; Tax Equity Investment <b>150 MW Solar &amp; 107 MWh BESS Granado Project</b></p>	<p>2021-2024</p> <p>Offtake Advisory and Buy Side <b>Up to 3GW Wind &amp; Solar Projects in North America</b></p>	<p>DECEMBER 2020</p> <p>Tax Equity &amp; REC Offtake in <b>250 MWac Taygete I Solar Project</b></p> <p>Owned by <b>7x.energy™</b></p>	<p>AUGUST 2020</p> <p>Acquisition of <b>631 MW<sub>ac</sub> Aktina Solar Project</b></p> <p>from <b>Hecate Energy</b></p>
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## Dedicated Team



Joan Hutchinson  
Managing Director  
Co-Head of Offtake Advisory



Matt Bigham  
Managing Director  
Co-Head of Offtake Advisory

## Core Services

- Renewable Energy Offtake & Acquisition
- Low Carbon Fuels Offtake
- Hedge Structuring
- Risk Management Advisory
- Corporate Buyer/Developer Partnerships