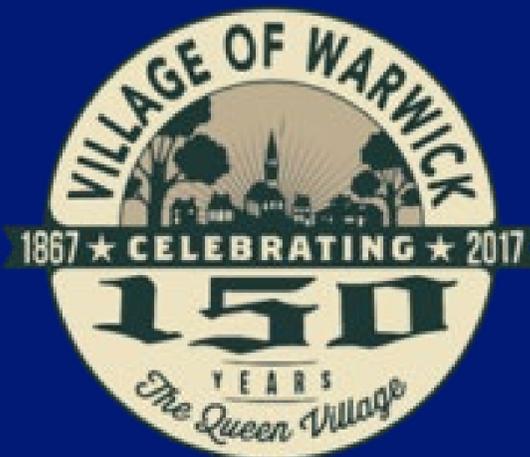


CONVERGENT

Solar + Storage Development

PREPARED FOR



AGENDA

1. ABOUT CONVERGENT

2. VILLAGE OF WARWICK PROJECT
RENDERING

3. REPRESENTATIVE PROJECTS

4. CONTACT INFO





ABOUT US

Convergent Energy + Power is the leading independent developer of energy storage solutions in North America.

We partner with utilities and C&I facilities to deploy energy storage solutions that save their customers money and add reliability to their distribution networks.

[\[WATCH VIDEO\]](#)



1ST

The leading independent developer and operator, founded in 2011, with operating projects across North America



120 MW

120+ MW and 240+ MWh of projects under contract, with >85 MW operating in 2020



\$260M+

Raised and committed over \$260M into energy storage projects (\$300M+ of new funding capacity through ECP ownership group)

THE CONVERGENT VALUE PROPOSITION



TRACK RECORD

Convergent has a ~10-year track record of financing, developing, commissioning, and operating energy storage assets.



FINANCIAL BACKING

Convergent has cost-effective & flexible capital at scale from its ownership group Energy Capital Partners.



OWNERSHIP MENTALITY

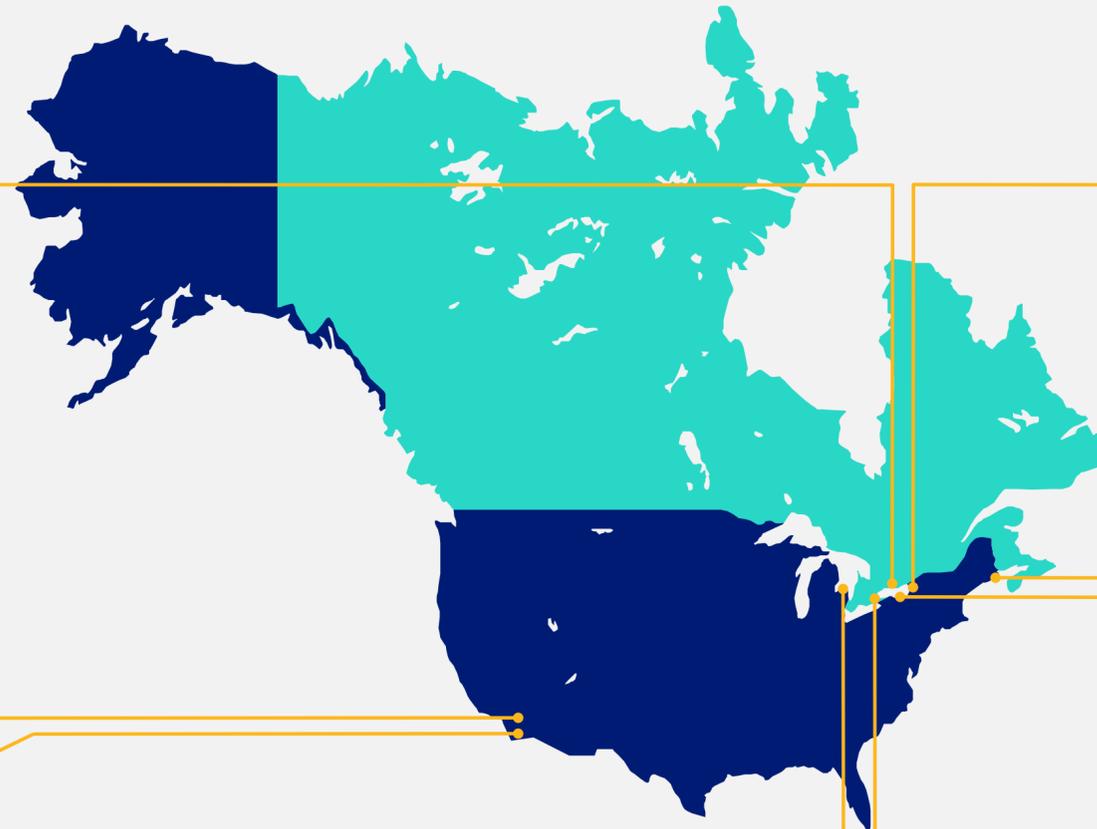
Convergent is in this for the long-run, owns its projects and carries all risks and rewards over the project life.



CUSTOMER EXPERIENCE & VALUE

Convergent combines “small-company” flexibility to meet specific customer needs with “large-company” purchasing power and execution capabilities.

PROJECT PORTFOLIO PROFILE



7 MW / 7 MWH
SAULT STE. MARIE, ON

APPLICATION: Grid support for IESO
TECHNOLOGY: Li-ion, GE / Samsung
STATUS: Operational



4.2 MW / 8.4 MWH
SAULT STE. MARIE, ON

APPLICATION: Behind the meter load shifting to reduce Global Adjustment
TECHNOLOGY: Li-ion, LMCO / LG Chem
STATUS: Operational

10 MW / 40 MWH
KINGS COUNTY, CA

APPLICATION: Locational capacity, peak shaving and renewable generation integration
TECHNOLOGY: Li-ion, GE / TBD
STATUS: Contracted, in development



0.5 MW / 3 MWH
BOOTHBAY, ME

APPLICATION: Distribution system upgrade deferral
TECHNOLOGY: VRLA battery, LMCO
STATUS: Operational



35 MW / 140 MWH
ORANGE COUNTY, CA

APPLICATION: Locational capacity and ancillary services
TECHNOLOGY: Li-ion, GE / TBD
STATUS: Contracted, in development



20 MW / 5 MWH
STEPHENTOWN, NY

APPLICATION: Frequency regulation
TECHNOLOGY: Flywheel
STATUS: Operational

4 MW / 8 MWH
WINDSOR, ON

APPLICATION: Behind the meter load shifting to reduce Global Adjustment
TECHNOLOGY: Li-ion, MEPMI / Powin
STATUS: Operational



10 MW / 20 MWH
ST. CLAIR, ON

APPLICATION: Behind the meter load shifting to reduce Global Adjustment
TECHNOLOGY: Li-ion, IHI / LG Chem
STATUS: Operational



OPERATING PROJECTS WITH UTILITIES & LARGE INDUSTRIAL USERS THROUGHOUT NORTH AMERICA

PROJECT RENDERING

28 CHURCH STREET SITE

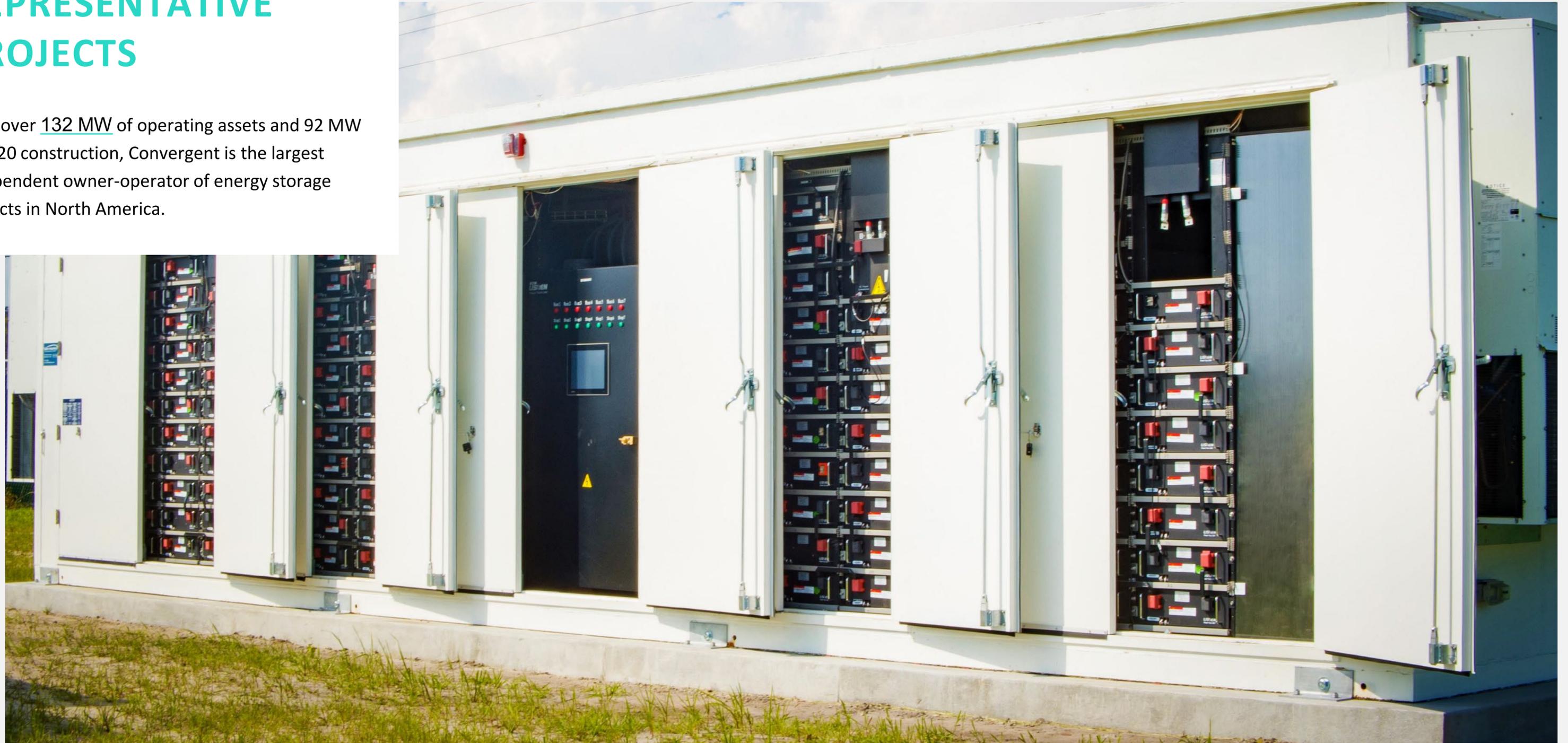
Village of Warwick, NY

3.4 MW | 24.3 MWh Storage Project



REPRESENTATIVE PROJECTS

With over 132 MW of operating assets and 92 MW in 2020 construction, Convergent is the largest independent owner-operator of energy storage projects in North America.



SOLAR & STORAGE (SUNRISE)



SALISBURY, MARYLAND

SOLUTION: 1 MW PV + 2 MWh of batteries are providing local energy & capacity to a cooperative utility

CONTRACT: Convergent owns & operates; receives kWh & kW payments based on actual performance in PJM markets

NOTABLE: First S+S third-party tax equity financing in the US

FOR MORE, WATCH A [SHORT VIDEO](#)

STORAGE + SOLAR (PURNELL)



SALISBURY, MARYLAND

SOLUTION: 1 MW PV + 2 MWh of batteries are providing local energy & capacity to a cooperative utility

CONTRACT: Convergent owns & operates; receives kWh & kW payments based on actual performance in PJM markets

NOTABLE: First S+S third-party tax equity financing in the US

FOR MORE, WATCH A [SHORT VIDEO](#)

C&I DEMAND MANAGEMENT (SHELL)



SARNIA, ONTARIO

SOLUTION: 10 MW project reduces demand charges during coincident-peak events for a Shell Canada refinery

CONTRACT: Shared savings agreement where Convergent owns / operates and Shell receives a share of the savings

NOTABLE: JV with Shell Energy, who also invested a minority position of capital to purchase more benefits

FOR MORE, WATCH A [SHORT VIDEO](#)

NON-WIRES ALTERNATIVE (BOOTHBAY)



BOOTHBAY, MAINE

SOLUTION: Deferred \$18M T&D upgrade with a ~\$3M, 6 MWh battery asset

CONTRACT: Convergent built/owns/operates project in ISO-NE markets; utility has dispatch call rights with 24-hour notice

NOTABLE: 10-months from contract signing to commercial operations; first NWA third-party-owned battery project in the US

FOR MORE, WATCH A [SHORT VIDEO](#) OR [SEE THE CASE STUDY](#)

CONTACT INFORMATION



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