



ENERGY FOR BUSINESS

Long Island Power Authority Solar Opportunity for C&I Customers

June 2020

The Solar Opportunity

Your portfolio and geography are ideal for financial returns and savings on bills

The best opportunities for solar are when our clients:

- Consume lots of power
- Are exposed to high electricity prices
- Are taxpayers
- Face ESG headwinds
- Own large buildings with flat and unencumbered roofs
- Or have adjacent land or parking

Solar in Long Island is attractive right now because:

- Electricity prices are in the top quartile nationally and likely to increase
- Governor Cuomo mandated 70% renewables within next 10 years
- Attractive 20-year fixed feed-in-tariff provided by the Long Island Power Authority
 - Available capacity will fill quickly
- Solar regime supports infrastructure like returns with strong cash yields
- Last chance to recover 30% of project costs through federal tax subsidies
- Module prices are at historical lows
 - Safari has thousands of panels in storage

Solar Leaders with a Fortune 500 Parent

Safari has 10+ year track record of building C&I solar across the U.S.

- Completed 60 commercial-scale projects in New York totaling 35 MWs with another 40 projects currently in development
- 350+ total projects completed, contracted and currently maintained in 25 states
- Highly experienced in-house engineering team with projects delivering 99% availability factors
- We finance projects and provide performance guarantees

Wholly owned by PPL

PPL (NYSE: PPL) is a Fortune 500 company and an industry leader in promoting sustainability and renewable energy:

- Total assets of \$45 billion
- Investment-grade credit rating (A-)
- 8,000 MWs of regulated electric generating capacity in the US
- Delivers electricity to more than 10 million customers globally

Sample Safari Projects in New York



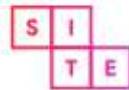
350+ Projects from Boston to Honolulu



(Bubble size indicates project size)

We Deliver Results for Our Diverse Client Set

Sophisticated real estate investors and national tenants choose Safari Energy

SAMPLE TENANTS WITH PPAs



WILLIAMS-SONOMA



Anatomy of a System

Roof warranty remains in place and solar system increases roof longevity





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