

CORPORATE CLEAN ENERGY SERVICES

Allotrope Partners is an advisory, investment, and project development firm that helps companies meet renewable energy goals in emerging markets.

THE CHALLENGE AND THE OPPORTUNITY

A growing number of forward-thinking companies are committed to using renewables across their global operations and supply chains to reduce environmental impacts and secure energy cost savings. However, in emerging markets, procurement options vary widely across geographies and industries and meeting clean energy goals can be highly complex. Allotrope helps companies successfully navigate these challenges to achieve clean energy objectives by providing expert advice, strategic research, and on-the-ground implementation support.

TAILORED APPROACH

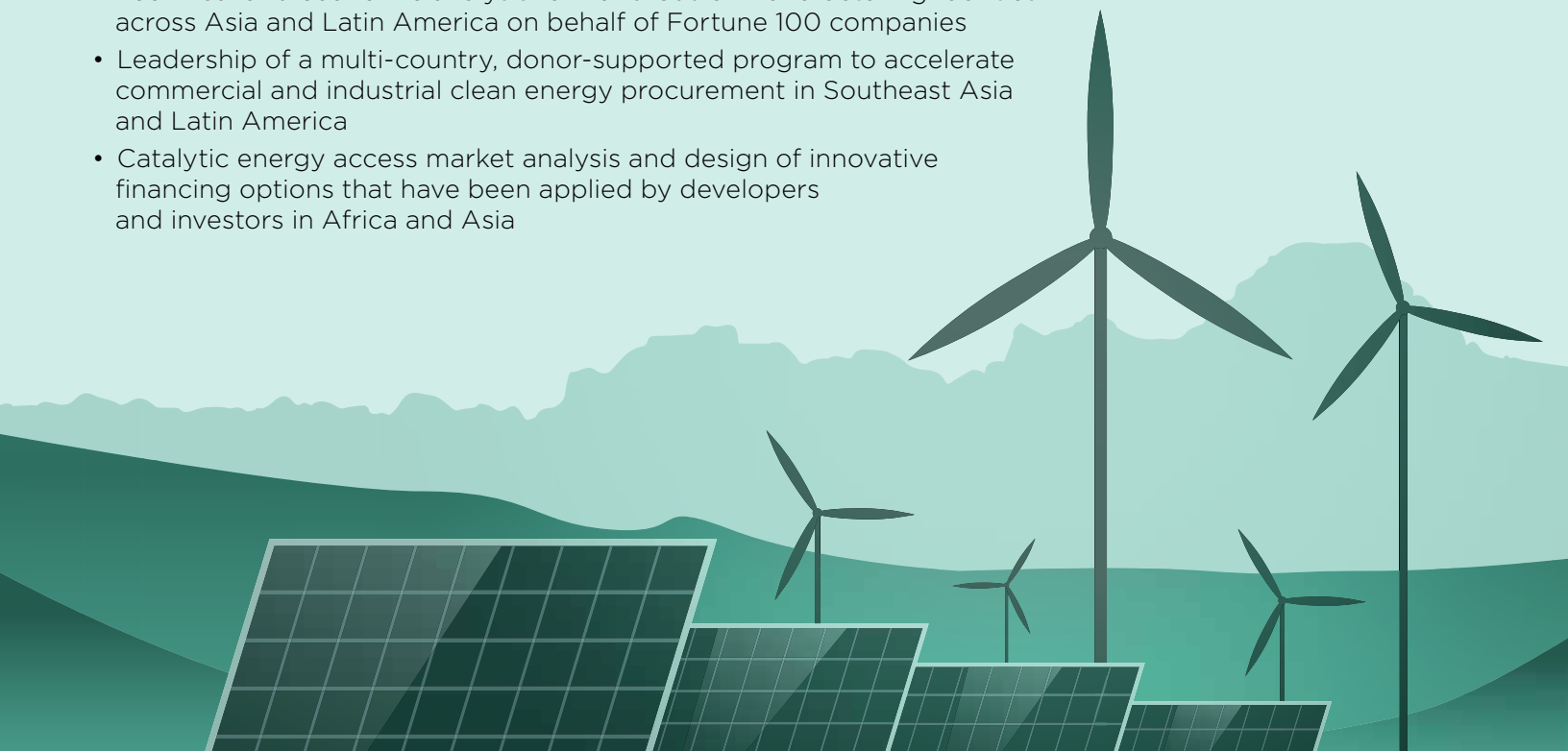
Some companies are discovering the benefits of renewable energy for the first time while others have been leading the way in procuring green electrons in the United States and Europe for more than a decade. Allotrope's services are tailored to accomplish our clients' specific climate and energy objectives in emerging economies, from investigation and analysis to execution of transactions for clean megawatt hours.

Allotrope offers a range of solutions from **analysis and opportunity mapping** to clean energy **transactions and project implementation**.

EXPERTISE IN EMERGING MARKETS

With nuanced understanding of emerging markets, Allotrope brings a unique perspective to corporate clean energy procurement. We have a strong track record of building innovative clean energy solutions for companies across their global operations and supply chains. Our team of experts offers decades of experience in clean energy project development, finance, and policy-making. Key successes include:

- End-to-end development of over 400 on-site renewable energy projects across the globe
- Technical and economic analysis for hundreds of manufacturing facilities across Asia and Latin America on behalf of Fortune 100 companies
- Leadership of a multi-country, donor-supported program to accelerate commercial and industrial clean energy procurement in Southeast Asia and Latin America
- Catalytic energy access market analysis and design of innovative financing options that have been applied by developers and investors in Africa and Asia



HOW WE WORK

DISCOVERY

We start by engaging our clients through in-depth dialogue to understand their overall footprint, experiences, challenges, and constraints. This allows us to identify potential obstacles, establish timelines, and devise pathways to implement climate and renewable energy goals.

ANALYSIS AND OPPORTUNITY MAPPING

For clients in the early stages of climate and energy scoping, we collaborate to create a common strategic vision for a scope of work focused on analysis and opportunity mapping. Rigorous research and strategic insights are used to assess the benefits of various pathways toward renewables to support our client's goals.

TRANSACTIONS AND IMPLEMENTATION

For clients with a defined clean energy strategy, we offer deeper support focused on transactions and project implementation. We take a hands-on approach to facilitate procurement of green kilowatt hours, bundle multiple projects to achieve scale, or undertake a combination of innovative approaches to meet our client's objectives.



Market-Specific Analysis

Conduct in-depth assessments of renewable energy policy and investment conditions to inform targeted strategies for specific countries or geographies.



Procurement and Contracting

Develop Requests for Proposals, engage with qualified vendors, evaluate technical and financial offers, and support contract negotiations.



Topic-Specific Analysis

Carry out in-depth assessments on a thematic area or technological solution to inform company-wide investment strategies.



Power Wheeling Structures

Originate and negotiate arrangements with power generators, utilities, and regulators for off-site renewable energy to flow across the grid to a client's facility.



Site-Specific Analysis

Evaluate electricity use and cost data across a client's facilities and supply chain to determine optimal size, location, and structure of procurement options.



Renewable Energy Attributes

In target markets, negotiate the procurement of environmental attributes, such as Renewable Energy Certificates (RECs), on behalf of a client.



Clean Energy Roadmap

Provide a roadmap to implement renewable energy goals in the most viable locations, using preferred procurement models, including an action plan, budget, and timeline.



Financing Options

Support clients in identifying viable approaches, investment opportunities, strategic partnerships, and third-party financing.

We leverage extensive energy and finance experience alongside our public and private sector networks to advance real-world renewable solutions for our clients.

For additional information, please contact our Advisory Team at info@allotropedpartners.com.

