

Who We Are



- Renewable Energy Developer (wind and solar)
- PNE USA is wholly-owned subsidiary of PNE AG (German parent company publicly traded on German stock exchange)
- Almost 3 GW of wind/solar installed worldwide (14 Countries)
 - 1 GW in North American pipeline
- US HQ based in Chicago IL
- NM operations:
 - Staff
 - Gladstone Wind Farm

Solar PV Technology

- Cell Efficiency
- Single Axis Tracking
- Microinverters



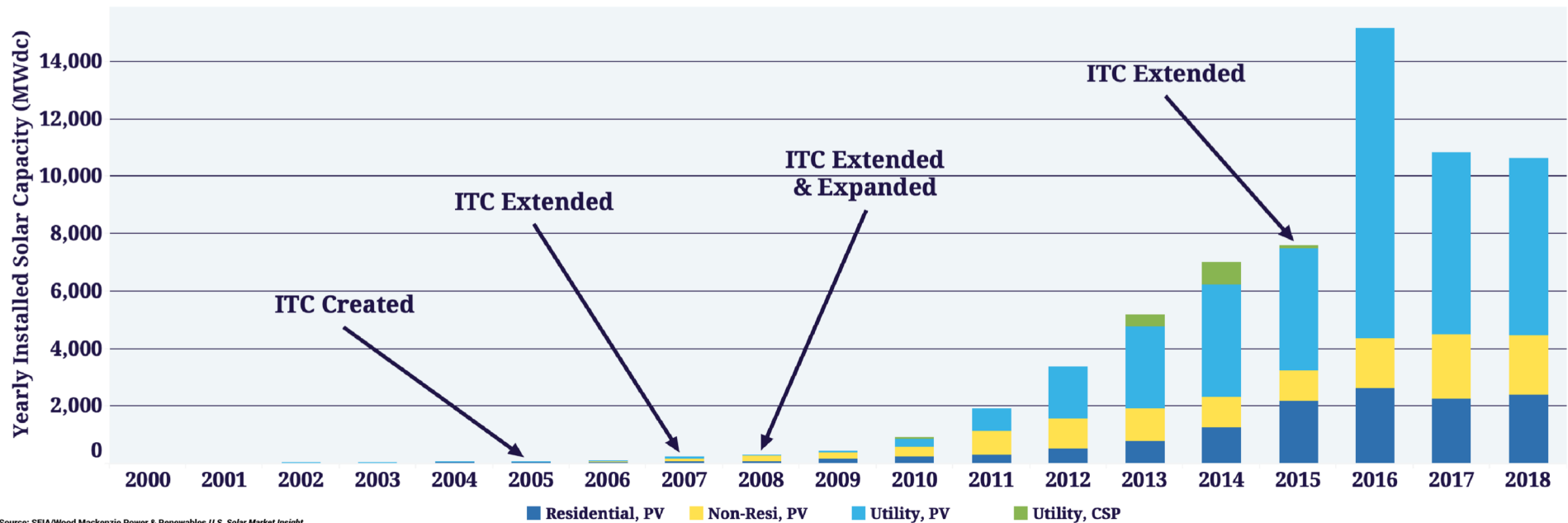


Of the utility-scale solar contracts signed in 2018, only 11% were under a mandated renewable portfolio standard, while **more than 80% of projects were signed under voluntary procurement** by a utility or corporate off-taker. (Source: [*U.S. Solar Market Insight Report*](#))

Industry Trends- Solar Installations



Annual U.S. Solar Installations

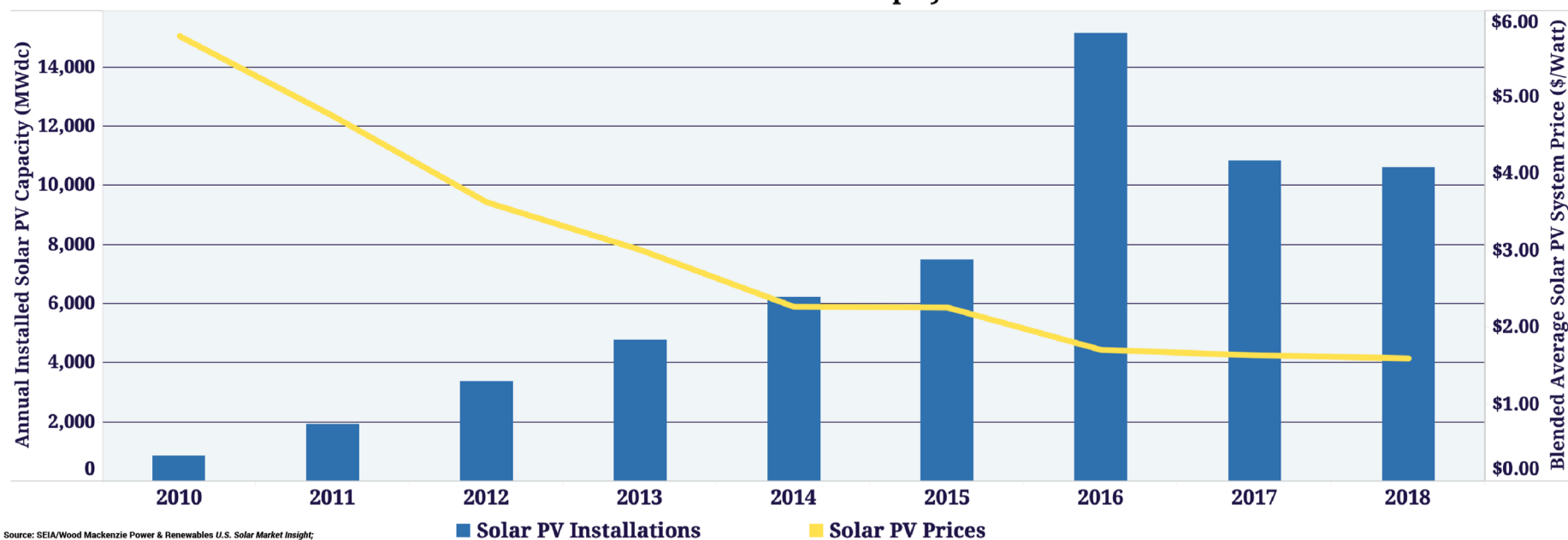


Source: SEIA/Wood Mackenzie Power & Renewables U.S. Solar Market Insight

Industry Trends- Solar Declining Prices



U.S. Solar PV Price Declines & Deployment Growth

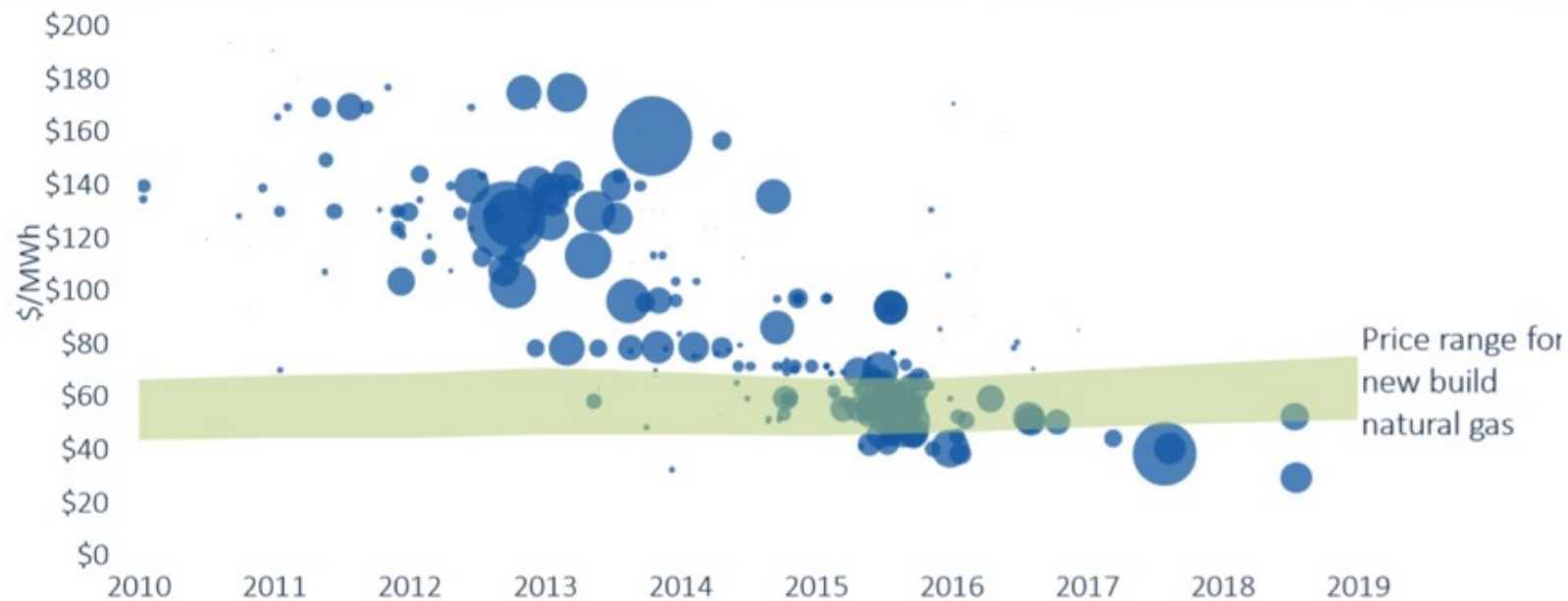


Source: SEIA/Wood Mackenzie Power & Renewables U.S. Solar Market Insight; Lawrence Berkeley National Laboratory, Tracking the Sun

Utilities Turning Towards Solar



U.S. Utility Solar PPAs at Interconnection Date vs. New Build Natural Gas Cost of Delivery



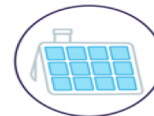
Source: GTM Research U.S. Utility Service, Wood Mackenzie North American Power Service

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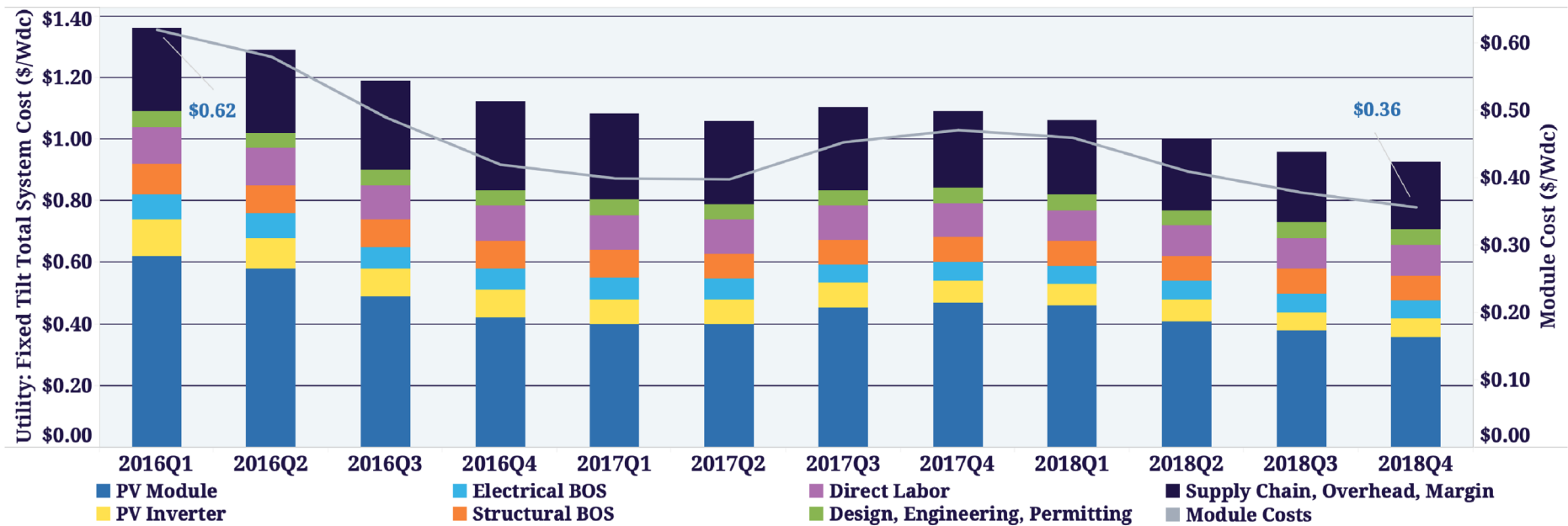
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Industry Trends-Solar Costs



Fixed Tilt Utility-Scale Solar PV System Pricing



Source: SEIA/Wood Mackenzie Power & Renewables U.S. Solar Market Insight;

Dispatchable Solar



- When paired with battery storage solutions, utility-scale solar can provide utilities and grid operators with flexible, reliable power to meet the needs of their customers.



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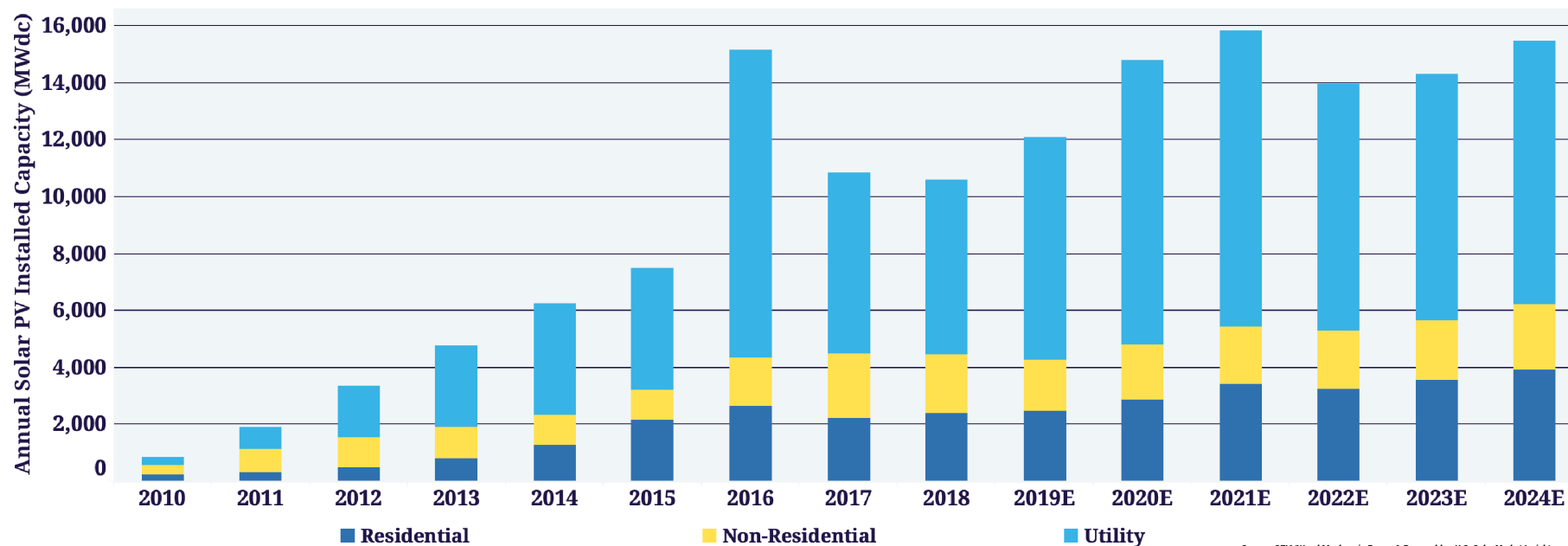
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Solar Growth Forecast



U.S. Solar PV Deployment Forecast



Source: SEIA/Wood Mackenzie Power & Renewables U.S. Solar Market Insight;

Utility Scale Drivers



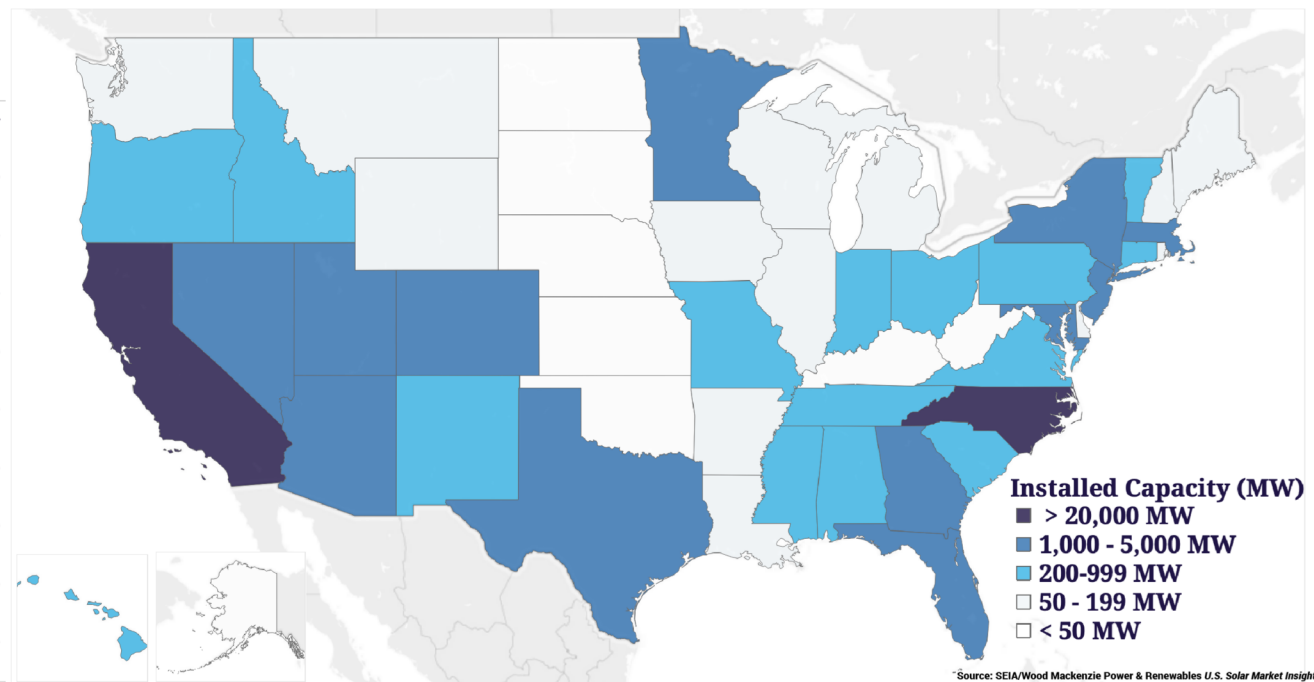
- RPS
- Declining module prices
- Power Purchase Agreements
- PURPA
- Demand from rate payers
 - Climate Change
 - Environmental benefits (clean air, water)
- Energy Storage

State-by-State Solar Deployment



Top 10 States

California	24,464 MW
North Carolina	5,261 MW
Arizona	3,739 MW
Nevada	3,145 MW
Texas	2,925 MW
New Jersey	2,733 MW
Massachusetts	2,465 MW
Florida	2,290 MW
Utah	1,651 MW
New York	1,628 MW



*Source: SEIA/Wood Mackenzie Power & Renewables U.S. Solar Market Insight;





Thank You!

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