



Kansas Clean Energy Policy Summit

Oct 26, 2016



Apex Is a Clean Energy Company

We have three primary areas of activity:



Acquire
Energy Resources



Develop
Energy Projects



Build, Own, and Operate
Energy Facilities

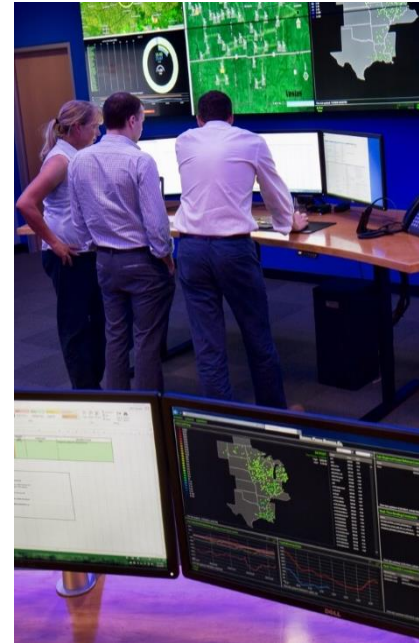
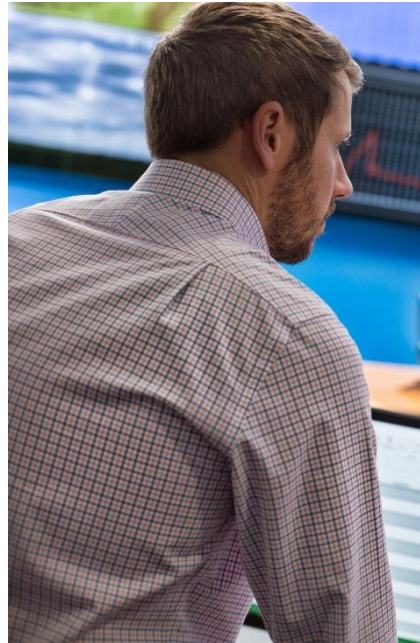
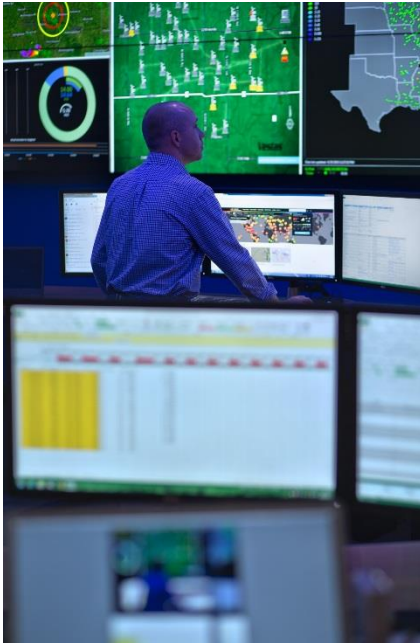
Apex Clean Energy is experienced in SPP

| Capacity | Project | Counterparties |
|----------|----------------|---|
| 299 MW | Kay Wind | Westar, GRDA, Southern Power |
| 300 MW | Canadian Hills | AEP, OMPA, GRDA |
| 300 MW | Balko Wind | AEP, WFEC |
| 152 MW | Grant Wind | ETEC, NTEC, WFEC, Southern Power |
| 98 MW | Hoopeston Wind | IKEA |
| 165 MW | Cameron Wind | IKEA |



Asset Management Services

\$2 Billion
Under Management



Remote Operations Control Center staffed 24/7 is managing 1,012 MW as of Q2 2016

Three Ingredients for Successful Wind Build in Kansas

- Transmission capacity: Even more important than wind speed at this point
- Wind resource: Plentiful in Kansas; technology improvements opening additional areas to wind development
- Customer demand: Investor-owned utilities, municipal and rural cooperatives, and commercial and industrial customers



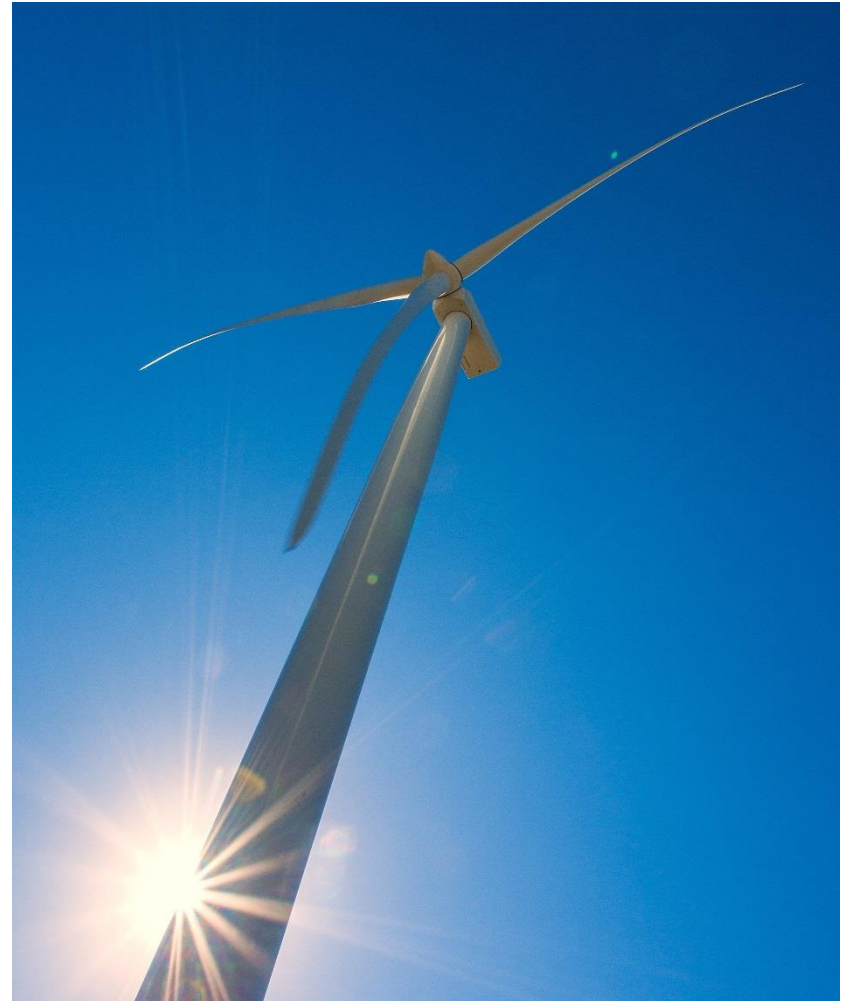
Customer Demand Is About Cost and Deliverability

- Fixed price for up to 25 years
- Buyers' market means that any incentives are immediately transferred to buyers
- Price is paramount, but transmission deliverability is also critical
- Pressure from end users is helpful but not necessary



Reflections on Wind Power in Kansas

- Projects will be built in Kansas, but how quickly?
 - Oklahoma's experience
 - Nebraska is late to the party but acting
 - New competition from the Dakotas
- Remove barriers to allow expansion pool of wholesale power buyers
 - More power purchase agreements = more projects built
- Encourage additional transmission development in SPP
 - More transmission capacity from windy sites to customers = more projects built



Reflections on Wind Power in Kansas

- Traditional tools to attract any large-scale investment would accelerate timing of projects, and the value would be passed on in total to buyers in the form of a lower offered power price
- Speed: Whatever you are considering, do it soon, while the production tax credit is still in effect
- Think of exports of wind energy as you would any export— construction and 20 to 30 or more years' operation of the wind farm is a huge benefit

