

# Offtake Solutions

Structuring offtake agreements for developers and buyers, focusing on facilitating project success by balancing risks and enabling upside

## Value Drivers



60+ years of combined experience & more than 500 offtake agreements reviewed



Deep relationships with developers, corporate buyers, and expertise in decarbonization strategies and offtake structures



Coordination with tax credit, financing and M&A teams to consider all aspects of project value when negotiating offtake agreements

## Select Experience

<p>NOVEMBER 2025</p> <p><b>Oystercatcher</b></p> <p>Project Deft, Tax Credit Transfer, and REC Sale</p> <p><b>252 MW<sub>ac</sub> ERCOT Solar Project</b></p> <p>Provided by</p> <p><b>I SQUARED</b></p> <p>Undisclosed Tax Credit Acquisition Undisclosed Tax Credit Purchase Undisclosed Project Structure &amp; Asset Management Fees Undisclosed Other Financing Company</p>	<p>MAY 2025</p> <p><b>Westlake</b></p> <p>PTC &amp; REC Purchase</p> <p><b>351 MW Solar Portfolio in ERCOT</b></p> <p>Developed by</p> <p><b>UNDISCLOSED</b></p>	<p>SEPTEMBER 2023</p> <p><b>ASHTROM</b> Renewable Energy</p> <p>PTC Tax Credit Sale &amp; Debt Raise</p> <p><b>306 MW Solar Project in ERCOT</b></p> <p>Developed by</p> <p><b>STANTEC</b> <b>ING</b> <b>BHI</b> <b>ISSUE</b> <b>SPRINT</b></p>	<p>AUGUST 2023</p> <p><b>Nestlé</b></p> <p>REC Purchase &amp; Tax Equity Investment</p> <p><b>250 MW Solar &amp; 107 MWh BESS Stampede Project</b></p> <p><b>enel</b></p>	<p>NOVEMBER 2022</p> <p><b>Nestlé</b></p> <p>REC Purchase &amp; Tax Equity Investment</p> <p><b>150 MW Solar &amp; 107 MWh BESS Granado Project</b></p> <p><b>enel</b></p>	<p>2021-2024</p> <p><b>TC Energy</b></p> <p>Offtake Advisory and Buy Side</p> <p><b>Up to 3GW Wind &amp; Solar Projects in North America</b></p>	<p>DECEMBER 2020</p> <p><b>Nestlé</b></p> <p>Tax Equity &amp; REC Offtake in</p> <p><b>250 MW<sub>ac</sub> Taygete I Solar Project</b></p> <p>Owned by</p> <p><b>7x.energy</b> SOLAR PARTNERS</p>
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## Dedicated Team



Joan Hutchinson  
Managing Director  
Head of Offtake Solutions



Dan Hill  
Vice President



Amad Qureshi  
Vice President

## Core Services

- PPA/vPPA
- REC
- Financial Offtake
- Gas supply Agreement
- Transportation Agreement
- Tenant Agreement
- Leasing Agreement