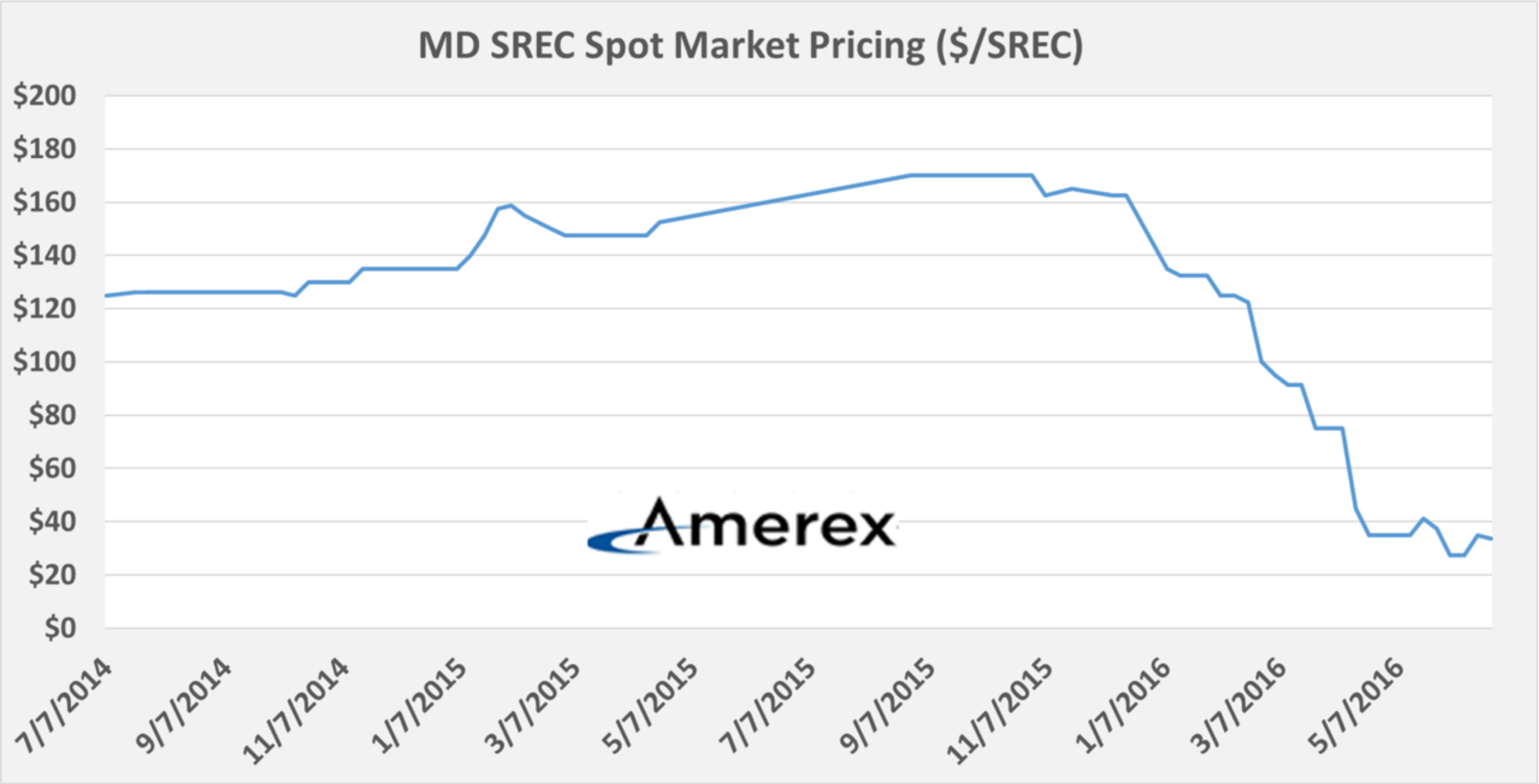
# ADDRESSING THE MD SREC MARKET OVERSUPPLY

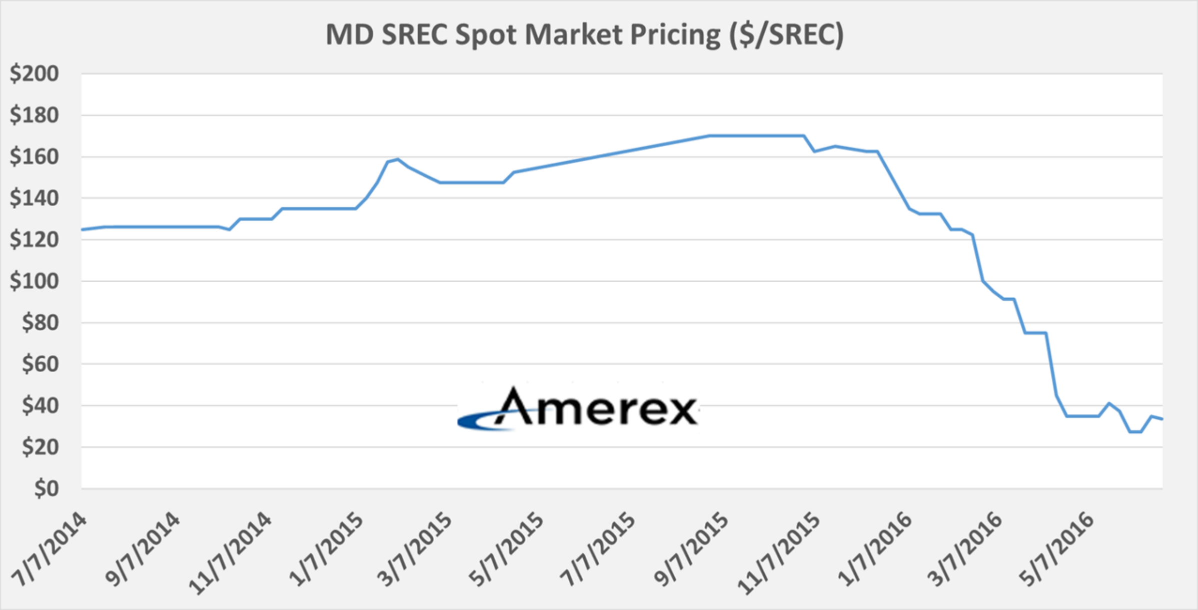


# AGENDA

1. How Did We Get Here?
2. Override Status

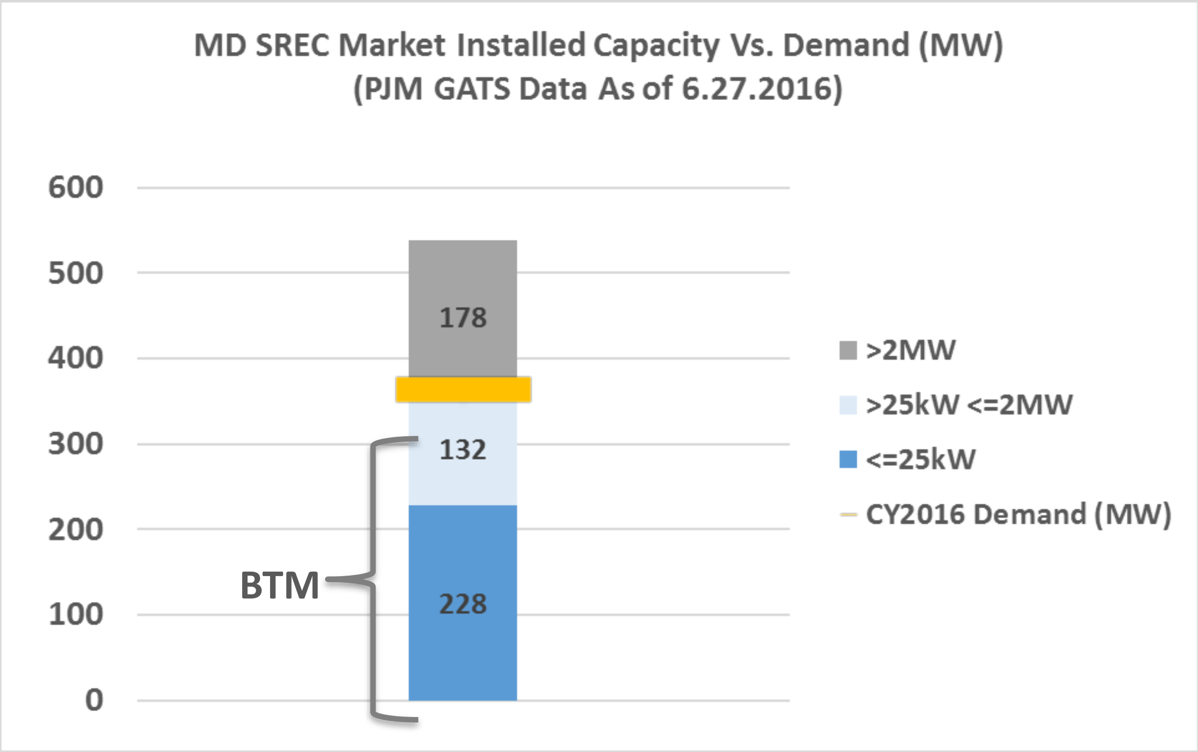
# HOW DID WE GET HERE?

# MD SREC PRICING DRIVERS



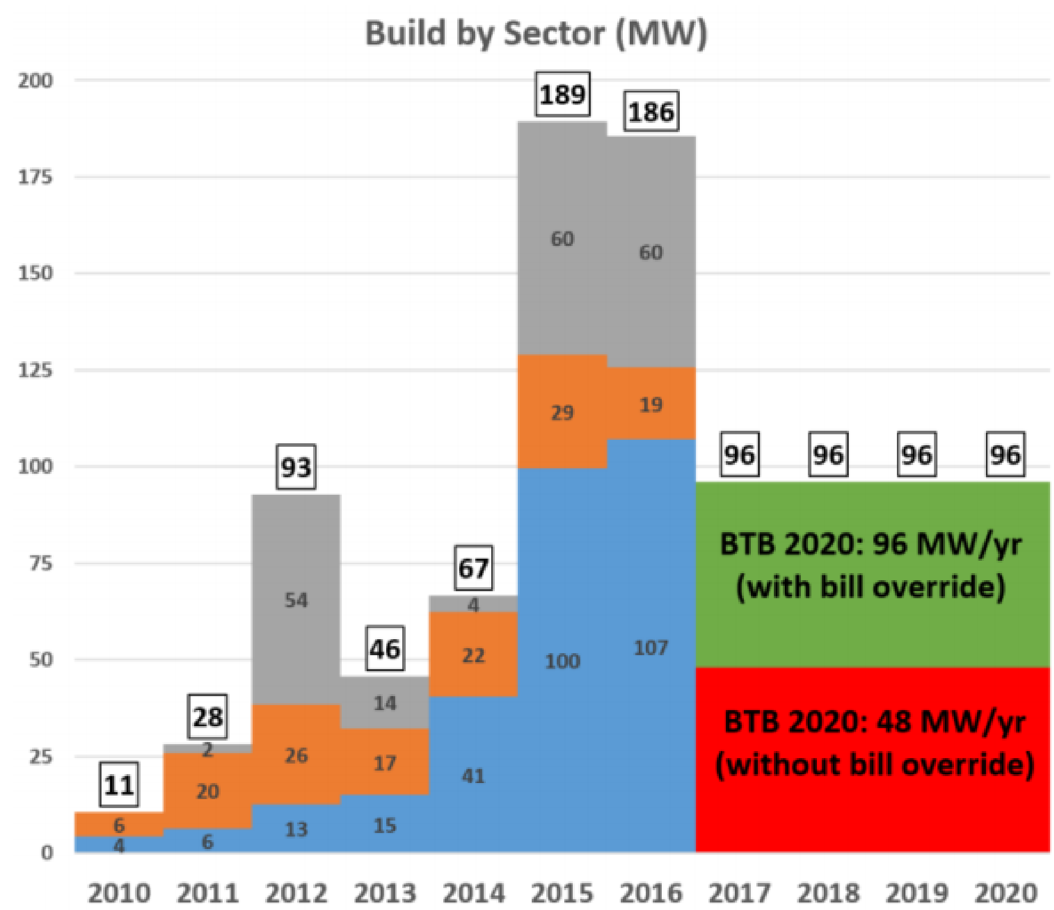

- **Rapid installed capacity growth over the last twelve months**
- **Higher than anticipated residential growth rates**
- **Investment Tax Credit extension**
- **Perception of the utility-scale project queue**

# MD SREC MARKET OVERSUPPLY




- Current installed capacity is sufficient to fulfill near-term RPS requirements
- Additional banked supply available in the market exacerbates oversupply
- 2/3rds of installed capacity is BTM, equivalent to CY2016 MW requirements
- More than 150MW of BTM capacity that came online in the last twelve months represents ~28% of total installed capacity

# HISTORICAL BUILD BY MARKET SEGMENT




- **Residential**
- **Commercial**
- **Utility-scale**

# ASSESSING THE INTERCONNECTION QUEUE

- Largely a graveyard of unfinanceable projects
- 60% of projects are >25MW

# COMING SOON: VETO OVERRIDE

# FIGHT, ORGANIZE, WIN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