

## Annual Letter 2021

# The Future of Carbon-Free Energy



**Green Impact Partners** is focused on creating a sustainable future and inclusive planet by developing clean energy, with a near term focus on RNG projects. GIP acquires, develops and builds RNG projects with the intention of building, owning, and operating a portfolio of RNG facilities, and participates in a wide range of zero-carbon opportunities during any stage of the project lifecycle – from idea generation through to operations. GIP has a growing portfolio of RNG projects under development, representing over \$2 billion in capital expenditures over the next three years. In its pursuit of net zero earth impact, GIP is positioned to be a leading producer of decarbonizing energy in North America. GIP's shares trade on the TSX Venture Exchange under the symbol GIP.V.

For more information about GIP and its projects, visit greenipi.com



# Dear Stakeholders of Green Impact Partners,

A message from our Chief Executive Officer, Jesse Douglas

With this being my first annual letter as Chief Executive Officer of Green Impact Partners or GIP, I'm proud to say we're quickly approaching our first full year as a public company. It has been a productive year and I'm excited to share with you what we've been up to and what's in store for us over the next couple of years.

Before we look to the future, I want to take a brief look back and tell you about how we got started and what we've been focused on over the last year.

## Our purpose drives us

In the early days of Green Impact Partners, our leadership team and Board of Directors committed to laying down important groundwork for the company – our purpose, strategic vision and the environmental, social and governance ("ESG") principles that would guide our decision-making.

We also had to define who our stakeholders are – it was all encompassing – the planet, our shareholders, suppliers, partners, contractors, communities and employees. We are driven to have a balanced all-win desire in everything we do. We cannot focus on profit at the expense of the planet or the happiness of stakeholders that do not benefit from this. At the same time we are a for profit business, using those profits to benefit all stakeholders. We believe this is the future of the world's most impactful businesses and we are inspired to continuously achieve it.

Green Impact Partners was formed through a desire to create an all-win business by making an impact in recognition of a changing and growing market and an ambition to develop the circular economy, using waste to create carbon negative energy.

And we defined our purpose as boldly as this: to create a sustainable and inclusive planet, through the development of the world's cleanest energy, with a near term focus on developing, building and owning renewable natural gas ("RNG") facilities throughout North America. Our purpose will shape our strategy, inspire our team, and serve to engage our partners and the communities where we operate.

#### The timing is right for RNG

We believe RNG is the most important, impactful, renewable, and sustainable transition clean energy, and it has significant running room – especially in North America. In the United States alone, approximately 10% of the natural gas supply mix is expected to come from RNG by 2040. Today, that RNG mix represents less than 0.1%. While I have many reasons to be excited about our business, two standouts are the market potential for RNG and the impact from an environmental perspective – both are exceptional.

If you are new to GIP you may be asking the question: **"What exactly is RNG and how does it work?"** RNG has decades of history but is still a relatively young industry in North America so let me provide a brief overview.

RNG is natural gas produced from any decomposing organic waste including farm, landfill, food, and crop waste. The energy is renewable and sustainable because it is created by managing continuously produced waste. And, it is naturally occurring as part of the decomposition process, in most cases reducing waste in our landfills, eliminating greenhouse gases, and creating energy. Today, it is the only commercially viable technology currently available that creates this all-win scenario. Technology such as anaerobic digestion captures raw methane-rich biogas, cleans, upgrades, and compresses it into RNG. It is then transported through the existing energy distribution network the same as any traditional energy currently in use.

As we produce RNG, the climate benefit is that we are capturing methane from decomposing organics that would otherwise escape into the air. Methane has a climate warming potential 80+ times greater than carbon dioxide over the first 20 years, so you can see why there is rapid, growing interest in reducing methane emissions and RNG throughout the world. I don't believe there is a scenario where we meet our climate objectives that doesn't involve huge, immediate and rapid investment into methane capture and RNG.

Two key factors driving RNG demand are: 1) significant greenhouse gas emission reductions, especially when compared to other fossil fuels and conventional natural gas but also when compared to traditional renewables; and 2) it can be consumed, one-for-one, like conventional sources without changes to existing consumption or distribution systems.

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### Our view on emissions

I would like to talk about our view on greenhouse gases as it drives our approach to reduce them.

As you can imagine, anytime we move or build anything we are creating waste, emissions, and greenhouse gases. These emissions are the source of our climate change issue. There is no way we can eliminate all emissions, especially in the short term. And, as the science develops, we may need to focus on emissions that are not used in or used substantially less by organisms vital to the earth that do need some of them in the natural cycle, including methane. For instance, plants and oceans need CO<sub>2</sub> as part their life cycle. Today and for the foreseeable future, we have too many emissions, especially methane, for the natural cycle and our focus needs to be on reducing them as quickly as possible.

One important term worth explaining is Carbon Intensity or CI. CI is an estimate of the full-cycle environmental impact of energy. It's the amount of carbon dioxide (lbs) emitted to make a unit of electricity (kWh). The lower the Carbon Intensity number, the lower the carbon impact.



#### Why is this important?

For us, it is the driver of our stakeholder impact and where we choose to invest or not. If we are to achieve all-win, we must have investments that are foreseeably commercial, profitable, sustainable, and environmentally impactful and create success for our staff, partners, and suppliers. RNG does this better than any other investment available to us right now. For every investment we do make there are at least 20 we don't simply because the impact isn't there.

The typical RNG facility has a CI lower than wind or solar and much lower than that of fossil fuels. A negative CI score indicates that through the entire life cycle of the facility more emissions are removed than released. Our commitment with all our near-term projects is to have a negative CI. As I begin to detail some of our near-term RNG projects and their corresponding CI scores, you'll see how we are living up to our name and demonstrating how our purpose drives everything we do – especially as we work to create a low carbon energy future.

Carbon intensity scores Typical RNG facility has a CI lower than



Typical RNG facility has a CI much lower than

Fossil Fuels

### What's kept us busy

Over the past year, we've been focused on executing our strategy – build, own and operate RNG projects across North America.

Our team is continuously evaluating opportunities to invest in projects under creative structures which will allow everyone involved to achieve their objectives. We also don't limit our involvement to specific stages in the project timelines. We are open to participating in a wide range of zero-carbon opportunities during any stage of the project lifecycle – from idea generation through to operations. I'm proud to say this is what sets us apart. Our dynamic team excels in project execution and developing a customized, collaborative approach that optimizes results and creates a pathway to the production of net zero earth impact forms of energy.

To that end, I'd like to highlight some of the key projects our team is building and developing.



#### WELD COUNTY, COLORADO

#### GreenGas Colorado

This dairy-to-pipeline quality RNG project is under construction with offtake secured



#### calgary, alberta Future Energy Park

North America's largest carbon negative project with near term plans to replicate



## NW, IOWA

Advancing the final engineering and design and capital budget, as well as securing material permits, approvals, and financing

# GreenGas Colorado

Taking approximately

16,300

cars off the road on an annual net zero basis.

-189 Cl score once operational



Through an anerobic digestion and gasification process, GreenGas will convert organic waste into RNG which will be connected directly into existing gas pipeline infrastructure. Let me start with our GreenGas Colorado RNG Project ("GreenGas" or the "Project"). Through an anerobic digestion and gasification process, GreenGas will convert organic waste from two dairy farms into RNG which will be connected directly into existing gas pipeline infrastructure.

Construction began last summer, and the Project continues to be on time and on budget. I might even dare to say there is a chance we will be ahead of schedule – an amazing testament to our team and execution in a time when we are seeing most projects substantially delayed.

With a Cl score of -189, once operational, GreenGas will be equivalent to taking approximately 16,300 cars off the road on an annual net zero basis. GreenGas will sell its RNG as vehicle fuel into the California Low Carbon Fuel Standard ("LCFS") and Renewable Identification Number ("RIN") markets through a long-term offtake agreement with a creditworthy counterparty. GreenGas optimizes value received under the LCFS and RIN markets and is completely aligned with our company strategy.

As a further upside to this project, California recently announced a massive, legislated increase to the use of RNG in the state, creating a shortage of RNG for the foreseeable future. We believe this legislation will further increase the need for the energy from GreenGas and projects like it and is further evidence that RNG is one the most important initiatives in the energy space.

# Future Energy Park

~\$230 million

in annual EBITDA



# -30

With a -30 Cl score, Future Energy Park is expected to be North America's largest carbon negative energy facility.



GIP is targeting a final investment decision (FID) in late 2022 and expects to start construction shortly thereafter as our final permits are received. This exciting project is slated to be one of the largest clean energy projects on the continent with a capital cost near \$1 Billion.

Once operational, Future Energy Park is expected to be largest carbon negative RNG producing project in North America at 3.5 million MMBtu per year, creating 1.5 million tonnes of carbon credit offsets annually, while also producing clean power and ethanol. With a negative CI score of -30, Future Energy Park is expected to be North America's largest carbon negative energy facility. It also means this facility will have a lower carbon impact than wind, solar or hydro energy projects which typically average a positive CI score of 80+.

Future Energy Park is expected to generate approximately \$230 million in annual EBITDA, with the RNG and carbon credit offsets expected to be fully contracted. Our team is working diligently to complete our regulatory phase and get this project operating. At the same time, our corporate development team is working hard to identify other opportunities just like this, using similar technology.

# Iowa RNG Project

280,000

MMBTU per year

-190 Preliminary CI score



While we have several other development projects in various stages of execution, one other project I'd like to highlight is our Iowa RNG Project. We recently announced the signing of definitive agreements for our partnership in this dairy RNG project, and we have secured long-term feedstock agreements with two dairies which are located close to each other.

We are currently working with our partners to advance the final engineering and design and capital budget, as well as securing material permits, approvals, and financing. We plan to begin construction in the second half of 2022, with operations starting in late 2023. Once operational, the Project is expected to generate approximately 280,000 MMBtu per year of RNG production with a preliminary CI Score of -190.

Later this year, we hope to expand Iowa RNG to include two additional dairy sites, which will nearly double the size of the Project. I expect we'll be able to provide a Project update in the coming months, including final size, capital costs and construction timeline.

## Funding our growth

It would be reasonable of any stakeholder to consider how a young company like GIP would fund and resource the aspirational number and scale of the projects we have in the near term, and, potentially, to even have concerns about dilution. If I didn't address funding, there may seem to be a gap in our strategy. So, let me address this now.

First off, our purpose driven team and company attract the best talent in the business. Our amazing group of leaders have come to us from senior positions at organizations many times our size. I hear from them every day how much fun they are having at GIP which I truly believe is driven by our purpose and culture. I feel the same, and I'm inspired by their commitment to our cause, their effectiveness, and achievements so far.

Having a team this good continues to be the driver of attracting new talent for us. Although I believe we are well resourced right now for the projects I discussed earlier, I am highly confident our growth will create new positions and these will be filled with promotions and new people with the same inspirational and dedicated leadership qualities we already have in place.

From a capital perspective, having the highest quality and scalable portfolio, with project returns in the double digits, in a space that is needed in every way gives us some extremely attractive capital options. We see strategic project partnerships as the best path to funding our near term portfolio today. These partnerships will allow us to maintain control of our projects while providing the needed equity to build out our portfolio. We are working through our funding approach with the help of two of North America's largest banks.

It's important to note that I, our Board and management team are heavily invested in our business as well. We will ensure that at every step of the growth of this company we are making decisions that are accretive to our stakeholders. Knowing and believing we have access to capital that is accretive to our shareholders helps move all pieces forward. It allows us to continue to fill our project funnel, build our horsepower and achieve the impact we are constantly reaching for.

As we move through an exciting 2022, within a few short months of reading this letter, you should expect to see announcements on the efforts we are putting into our financial structure and what our project partnerships will look like. For now, we do expect that GreenGas, Future Energy Park and Iowa RNG will have attractive new minority partners. We are excited to make our choices, complete the process and provide details on how we will execute the next \$2 Billion of our portfolio.



of capital to execute our portfolio



of projects in our growth pipeline

## Our impact is the deciding factor

I now want to walk you through our business model in a little more detail and describe what success means to GIP – now and into the future.

Our business model is rooted in the belief that when we closely align our operating practices with a responsible approach to environmental, social and governance principles, we make a bigger impact – that means more positive returns for investors, partners, and our communities. For us this is true stakeholder return.

Green Impact Partners is a young company with ambitious goals. We have over \$2 billion of projects in our growth pipeline – with more on the horizon. We have important catalysts and milestones to achieve in 2022 as we advance to construction on multiple projects, derisking our portfolio. Our team has also increased its focus on locking up feedstock and sites for our preferred technologies and feedstock sources. And we are well on our way to be able to sanction between \$1 billion to \$2 billion in projects every year.

I am not shy to say it. I believe we have the best portfolio of RNG projects in North America, and we know it all comes down to execution, so we're laser-focused on doing just that and we are backing up what we say. As we see many projects delayed and hitting substantial cost overruns, we are proud to be executing the projects we have, on time and on budget, so far seeing neither cost, scope or budget creep. It's a proud moment and something I am happy to brag about for our team. We have executed billions in similar projects in the past and we are using that experience and laser focus to repeat successes now.

To make the biggest impact, which lies at the very heart of our company, sometimes this means a short-term sacrifice to ensure the best possible long-term outcome. We know doing the right thing is hard work. It means being nimble, flexible, trying new things and yes, even taking the less popular road.



# 1

Maintain significant and sustainable environment impact.

We assess the full cycle impact of all business operations and decisions in our pursuit of net zero.

# 2

Apply late-stage and proven technology.

We reduce development risk by optimizing the use of existing technology.

#### Leverage in-house expertise to manage and operate projects.

We firmly believe best-in-class processes, principles and operations drive a best-in-class ESG rating.

# 4

Provide superior financial metrics – projected return on capital employed.

We ensure all business platforms are focused on delivering a superior risk-adjusted return on capital employed through full lifecycle asset management and act opportunistically to enhance overall portfolio performance. As we follow these criteria, we're unyielding in our drive to deliver financial returns which correlate directly to environmental and social benefits for our planet and society at large.

At Green Impact Partners, we're very fortunate to have assembled a Board of Directors, leadership team and employees who have broad experience, diverse insights and unique perspectives that drive value for our business and stakeholders. They are committed to making an impact and have the passion to create a low carbon energy future.

I want to thank our Board for their insights, support, and guidance over the past year. We truly have an exceptional Board who are committed to a clean energy future and challenge us to make a difference every day. And, to the entire GIP team, thank you. I'm grateful and appreciative to be working with such a dedicated team who are making the world a better, more inclusive, and sustainable place every day.

As I wrap up, I would like to thank our amazing staff for building this inspirational organization and for the hard work they have done in building the most impactful clean energy projects in the world. Green Impact Partners is a force for good for our planet and we are positioned to be the leading producer of carbon free energy in North America. The timing is right for RNG, the opportunity is now and GIP is perfectly set up to succeed. We're happy you've joined us on our journey.

April 22, 2022

Jesse Douglas Chief Executive Officer

