

2022 BY THE NUMBERS

80% YoY revenue growth

\$2B Invested

340GWh Renewable power generated

770Kt Organic waste processed

"Through volatile markets due to macroeconomic and geopolitical uncertainty, and unprecedented growth in our business, Generate remains maniacally focused on our urgent, collective ambition to rebuild the world, and 2022 was our best year yet proving that sustainability pays. With proof, not promises from our 9 years of work with the leading innovators in sustainability, we enter 2023 buoyed by the best team in the industry, an incredible set of partners and customers driving even faster change, and significant policy tailwinds." - Scott Jacobs, CEO, Generate

HIGHLIGHTS FROM 2022

Since 2014, Generate has been building, owning, operating and investing in sustainable infrastructure.



Increased our total investment by over 70% in 2022 alone. Since starting our partnership in 2018, we have improved the learning environment for over 200,000 students in the district through initiatives such as installing over 400,000 LED lights, as well as adding remote control and intelligence to over 250 buildings.

"Generate has been a solid partner throughout this process, and their long-term investment approach has allowed us to work together to create a unique solution to reduce energy use and improve sustainability."
- Christopher Farkas, Deputy Superintendent, Operations, Hillsborough County Public Schools



Acquired esVolta, a large-scale battery storage developer to accelerate the availability of energy storage projects critical to decarbonizing the electric grid and improving resiliency.

"Generate is the ideal choice to support our long-term growth – sharing our vision of a modernized and decarbonized grid and the comprehensive approach to building it out."
- Randolph Man, President of esVolta



Launched an integrated circulate economy platform – Generate Upcycle – and grew the platform through the acquisitions of Atlas Organics and StormFisher Environmental Services.

"We've had a successful and fruitful partnership with Generate for years, and our team is excited to bring the power of our organizations together to accelerate solutions and better serve customers."
- Brandon Moffatt, Co-Founder of StormFisher



Served as a lead arranger of \$550M debt facility for one of the largest US renewable energy developers with over 35GW of solar and battery storage in its development pipeline.

"Generate Credit was launched last year to extend the reach of Generate's value proposition beyond Generate's core infrastructure segments. Hecate marks the fifth deal for Generate Credit and is testament to the traction our team is getting in the credit markets." - Alfred Griffin, Senior Managing Director of Generate Credit.



Completed first transactions in power and waste in Europe and expanded London-based team.

"With an established team in London, we're thrilled to be launching new partnerships and expanding our mission-driven approach to financing and operating sustainable infrastructure." - Erich Becker, Senior Managing Director of Generate Europe



Established Smart Cities platform through partnership with Ubiquity to build advanced sustainable digital infrastructure networks

"Generate shares our mission and values and their commitment to Ubiquity will allow our operationally focused management team to accelerate connectivity solutions that drive resource efficiency, climate resilience and greater digital equity. Generate's long term investment approach not only supports Ubiquity's operating mindset and capabilities, but allows us to do what we do at much lower cost than many capital alternatives." - Jamie Earp, Co-founder of Ubiquity

2022 AWARDS



Since our founding

\$5B Invested in sustainable infrastructure

\$8B Capital raised

2,000+ Customers decarbonizing & winning

50+ Partners rebuilding the world together

FROM FIRST MOVER TO MARKET LEADER IN UNDER 10 YEARS



- ✓ Built one of the first and largest community solar businesses in North America
- ✓ Developed one of the largest microgrid businesses in North America, including assets that provided critical support in Texas during the 2021 blackouts
- ✓ First-mover in offering holistic energy efficiency services to some of the largest school districts in the U.S
- ✓ Built one of the largest hydrogen-powered vehicle fleets in the world
- ✓ Established the first electric bus leasing program in the world
- ✓ Created a leading circular economy platform in North America (Generate Upcycle) that recycles organic waste
- ✓ Built one of the largest behind-the-meter storage networks in North America
- ✓ Built one of the largest, lowest-carbon renewable natural gas generation fleets in North America

PROUD TO SERVE LEADERS IN DECARBONIZATION



SUSTAINABILITY WINS WHEN EVERYONE WINS

"Generate stepped up when we needed them and has stuck by us with a long-term commitment. This relationship has been far more than money. They had the flexibility to meet our needs on project equity, inventory financing and working capital financing." - Paul Middleton, CFO, Plug Power

"Decarbonization is complicated. Generate has the insights and competence to work on any technology that we want to implement, and they've delivered." - Aaron Daly, Global Director of Energy Management, Whole Foods Market

LET'S REBUILD THE WORLD TOGETHER

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