

**E TEM**   
Energy Transition & Environmental Management



[www.etem.eco](http://www.etem.eco)  
[info@etem.eco](mailto:info@etem.eco)



## ETEM acquires carbon-intensive generation, retired power plants, landfills and associated environmental liabilities

- ✓ Allows owners to **divest liabilities** and exposure to risks. **Eliminate stranded costs** and corporate overheads
- ✓ **As-Is, Where-is transfer**, without representations, warranties or indemnification from the seller
- ✓ **Protections** through bonding, escrow, indemnity, and insurance
- ✓ **Reliability through transition.** Sale and lease back of operating plants. Access to power without ESG drag
- ✓ **An ESG solution.** ETEM accelerates the environmental clean-up and transitions property to sustainable uses. Beneficially reuse ash where possible
- ✓ **Flexibility** in payment structuring





## OWNER ANALYSIS: SELF PERFORM OR TRANSFER?

	SELF PERFORM	TRANSFER
<b>Ongoing Site Management</b>	Expensive	Optimized costs
<b>Community Relations</b>	Legacy distrust	White Knight; Proactive
<b>Environmental Agency Relations</b>	Agencies prefer deep pockets, esp. if ongoing operations in region	Less expensive with less leverage
<b>Site Investigations</b>	Ongoing. Unknowns become known. Expensive	Sell "As-Is", no invasive investigation. Insurance policy covers unknown liabilities
<b>Decommissioning; Demolition and Remediation</b>	Slow and Expensive	Accelerated; Costs Optimized
<b>Insurance</b>	Unavailable / Limited	Owner benefits from insurance policies
<b>Corporate time and money</b>	Distraction	Removed
<b>Company Image / ESG</b>	Drag	Accretive

### CREDIBILITY:

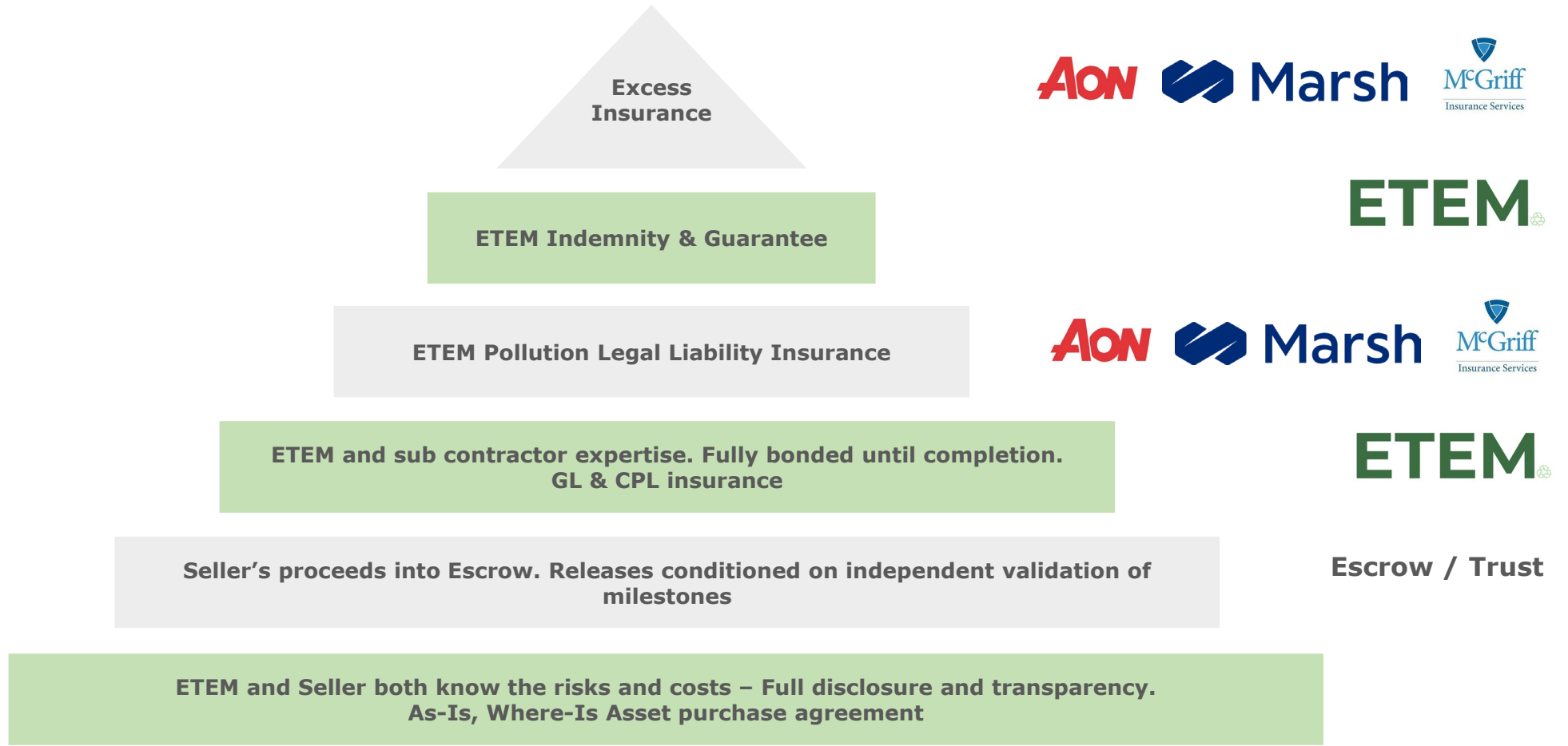
- ✓ Team with decades of management and operational experience across regulated & unregulated generation, environmental remediation, and liability risk transfer:
  - Management team from large fossil generation company responsible for liability optimization and risk transfer
  - Team of experienced power plant operators, developers and redevelopers
- ✓ Strategic and financial support from Hull Street Energy, an energy transition investment firm

### ETEM DIFFERENCE:

- ✓ We acquire **operating and retired carbon intensive** power generation
- ✓ We acquire and **beneficiate** landfill ash in partnership with the market leaders in ash beneficiation
- ✓ **Financial sponsorship** and ongoing capital commitment for remediation and redevelopment opportunities
- ✓ Flexibility in structuring and **upside sharing**
- ✓ Strategic partner for portfolio divestitures – A **complete ESG solution**

# ETEM

## SELLER'S RISK PROTECTION







## ETEM CO-FOUNDERS



**Matt Blake**

Matt has 25+ years in energy, environmental risk transfer, corporate finance and restructuring. He was recently an advisor to GenOn and prior to that held management positions at Lehman and EDF Trading.



**Dan McDevitt**

Dan has 30+ years experience as a lawyer in the utility, independent power producer and environmental remediation space. He has served as General Counsel at GenOn and Edison Mission Energy.



## ETEM BOARD MEMBERS FROM HULL STREET ENERGY



**Sarah Wright**

Ms. Wright has over 25 years of senior management experience in private equity, banking and energy companies.

Ms. Wright joined Goldman Sachs in 1998 and helped to launch Goldman Sachs Power. In 2001, she became part of the senior management team at Constellation. In 2005, Ms. Wright became a co-founding Partner at Energy Capital Partners. In 2014, Ms. Wright went on to establish Hull Street.

Ms. Wright also serves as a trustee of the Sidwell Friends School in Washington, DC. She received a B.A. from Smith College and an M.B.A. from Harvard Business School.



**Matthew Willis**

Mr. Willis has more than a decade of experience across commodity trading, structuring, logistics, and public policy.

Mr. Willis worked at EDF Trading, where he was responsible for coal origination activities, with Citigroup, and with Constellation, where he ran the firm's global shipping business. Mr. Willis also worked at the Department of Energy. He co-founded Hull Street Energy in 2014.

Mr. Willis received a B.A. from Washington & Lee University and an M.B.A. from Harvard Business School.



## OUR TEAM



**Michael Ammer**  
SVP - Project Management

Michael has 45 years experience as a power plant manager, engineer and technical consultant with GenOn, NRG and Georgia Power.



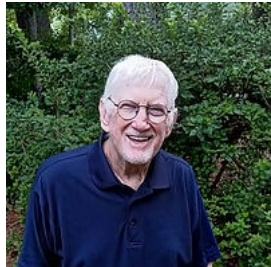
**Jay Clayton**  
SVP – Engineering and Business Development

Jay has 30 years experience working in environmental management and risk transfer. He has closed over 25 transactions totaling more than \$700 million in projects. Jay was formerly with Commercial Liability Partners.



**Patrick Ponce**  
CFO

Patrick has over 15 years of experience in private equity and energy companies. He has been a key management team member for several private equity portfolio companies and fund entities including Hull Street Energy, Cibolo Energy Partners and The Carlyle Group.



**Jim Hall**  
Special Projects

Jim has 40+ years experience in budgeting, estimation and planning of demolition and environmental remediation projects.



**George Dunhill**  
Associate

George graduated magna cum laude from Middlebury College in 2022. He holds a BA in English. Prior to working at ETEM, George interned as an investment banking analyst at SVB Leerink.