

# Ameresco Overview

Your Trusted Sustainability Partner



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# About Ameresco

Ameresco (NYSE:AMRC) is a leading comprehensive cleantech integrator and renewable energy asset developer, owner and operator.

Founded in 2000 | Public in 2010



## Comprehensive Portfolio

Objective approach and in-house technical expertise delivers the most advanced technologies to meet the unique needs of each customer. Majority of projects are budget-neutral, funded by energy cost savings.

## Customer Driven

Federal & Municipal Governments, Commercial & Industrial, Higher Ed, K12, Public Housing, Healthcare, Airports. Market reputation across North America & Europe for excellence in customer satisfaction.



**\$13 Billion** in energy solution projects, 389 MWe of Owned Assets in Operation



**8,000+ Customers** benefitting from energy efficiency measures and renewable energy generation



**1,300+ Employees** throughout North America and the United Kingdom



Energy cost savings with comprehensive, audit-based improvements



**60+ Offices** providing local expertise in markets served

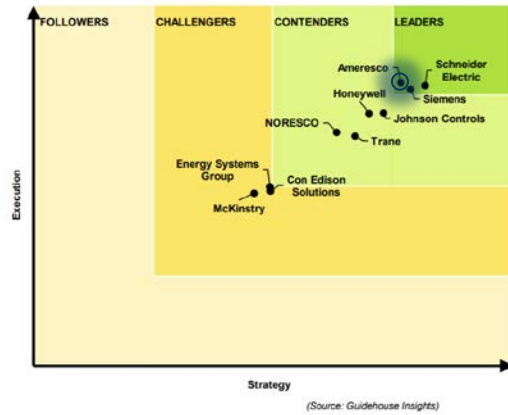


In 2022, our renewable energy assets and customer projects delivered a carbon offset equivalent to **~14.7M metric tons of CO<sub>2</sub>**

# Industry Awards & Analyst Recognition

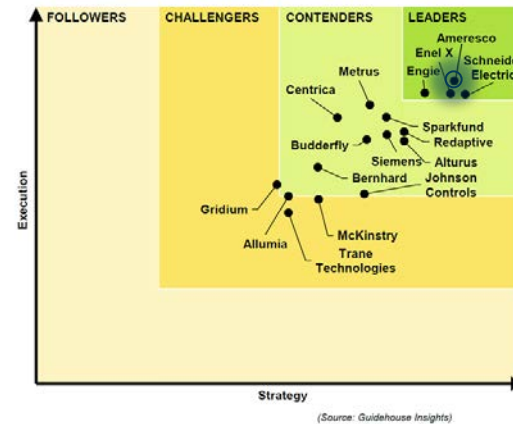
Acclaimed a Leader in *Guidehouse Insights' 2020 Leaderboard Report*

## Energy Service (ESCO) Companies



Acclaimed #1 Leader in *Guidehouse Insights' 2022 & 2021 Leaderboard Reports*

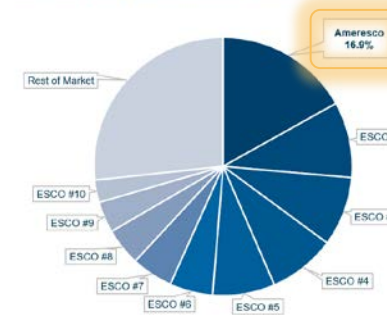
## Energy-as-a-Service Companies



Ranked #1 in Revenue Market Share in *Atlas Energy Intelligence's 2021 Report*

## #1 U.S. ESCO Market Leader

Estimated ESCO Market Share by Revenue, U.S., 2020-2022



Source: Atlas Energy Intelligence Report: "The North American Energy Service Company (ESCO) Market"

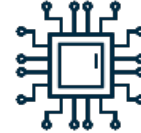


# Carbon Reduction includes Efficiency Measures

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**Lighting upgrades with Touchless Controls**



**Ventilation Controls, Thermal Cameras, People Tracking options**



**Range of HVAC improvements incl. enhanced filtration**



**Water efficiency upgrades with Touchless Controls**



**Microgrid that facilitates market participation**



**Envelope upgrades incl. automated entrances**

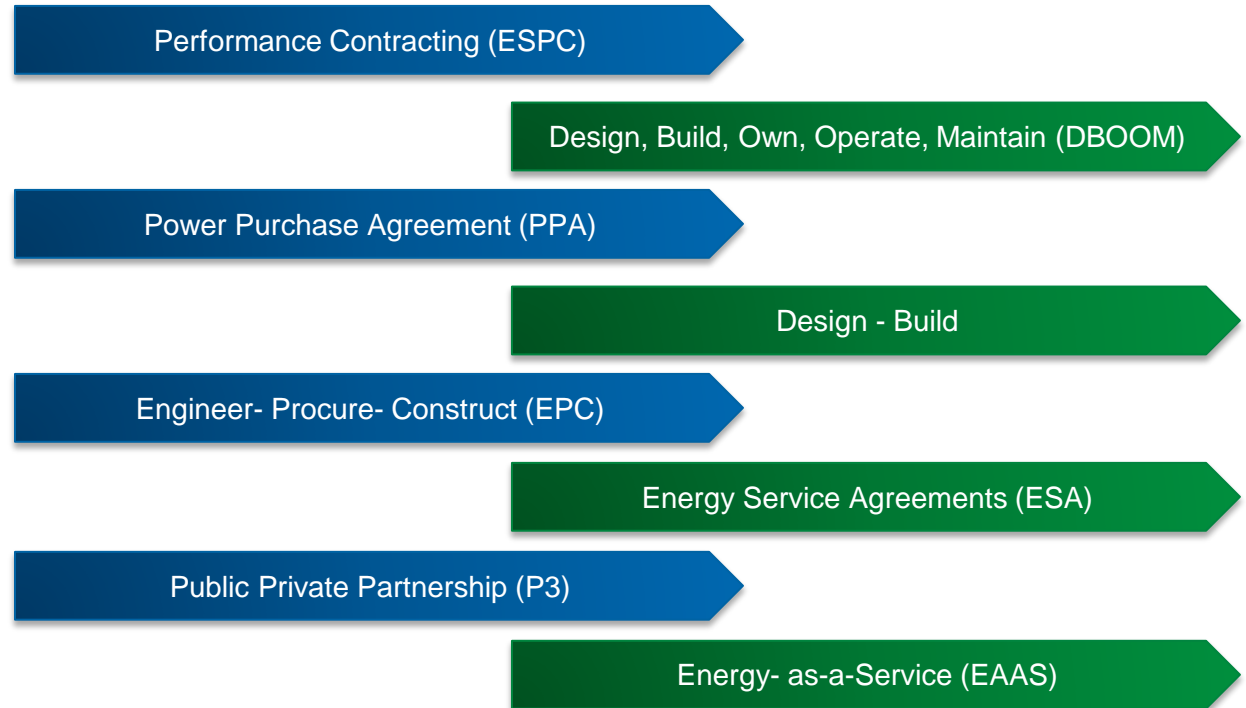


**Certifications to formally recognize facility achievements + branding**

# Unique Ability to Finance Any Opportunity

- Many customers leverage budget-neutral infrastructure upgrades that use energy savings to pay for projects over time.
- Ameresco provides options for customers to implement infrastructure upgrades on- or off-balance sheets.
- Ameresco's team of experts encourages innovative funding with renewable energy certificates, grants, utility rebates & tax credits.

## Examples of our business model and financing mechanisms include:





# Energy as a Service Benefits



Address **deferred maintenance** backlogs with **no capital** outlay or requirements to take on debt



Methodology that underwrites **net carbon zero portfolio** and other **sustainability targets** to permit them to move forward now.



Rely on an **experienced partner** to address facility and energy needs, **removing ongoing risk** and burden of energy infrastructure and management



Enhance **energy conservation** and **modernize energy systems** with comprehensive solutions



Leverage an **experienced and dedicated team** of operators, engineers, construction personnel



Reduce energy costs and grid reliance while **increasing resiliency** and energy security

# Ameresco's Approach to EaaS



- Comprehensive approach to addressing customers' energy needs – starting with **energy analytics** that create a roadmap for reducing cost and self-funding improvements
- Implement **energy efficiency**, demand management, and **infrastructure improvement** measures to reduce energy consumption / load
- As a leader in advanced technology, optimize the plan with **distributed energy generation, storage and microgrid** – incorporating renewable energy solutions – and **energy supply management**
- Deliver **operations and maintenance** services while leveraging ongoing **analytics**
- All solutions delivered with an **innovative financing** model without capital in an **off-balance sheet** or off-credit vehicle

# Funding Sources Customers Can Consider

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## Project Revenue

(e.g., tolls, parking meters, etc.)

## Capital Funding

## Subsidies

(e.g., grants, rebates, RECs, etc)

## Existing Budgets

(avoided Utility and O&M costs)

## User Fees

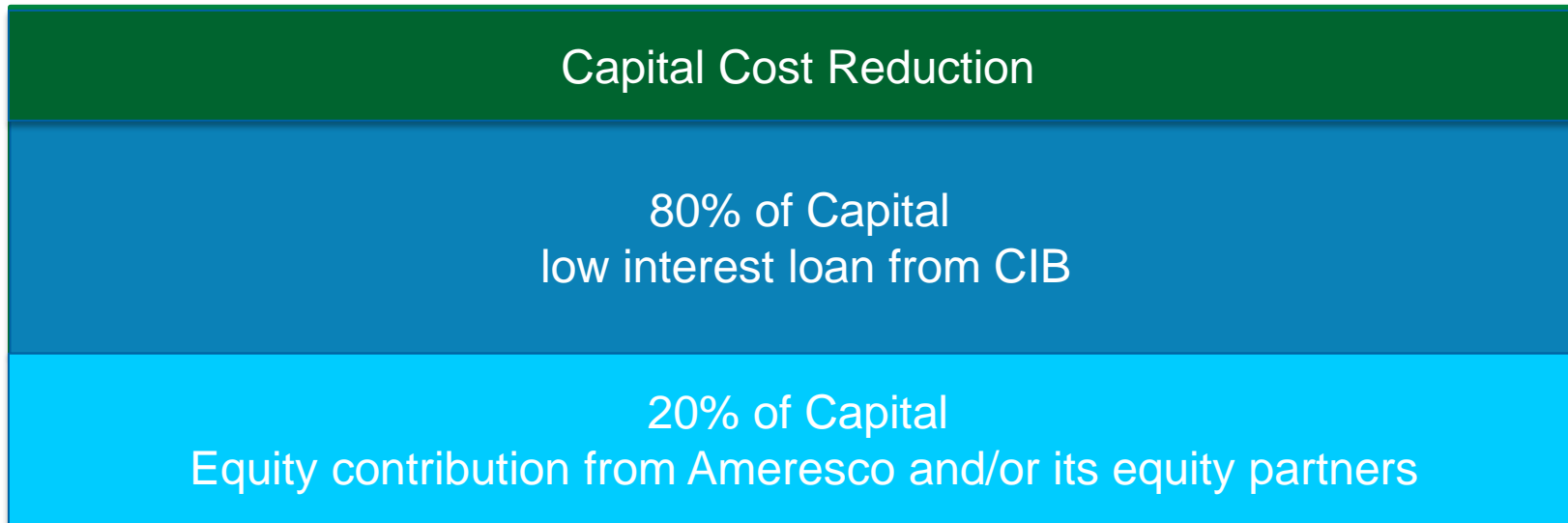
(earmarked to support sustainability or other groups)



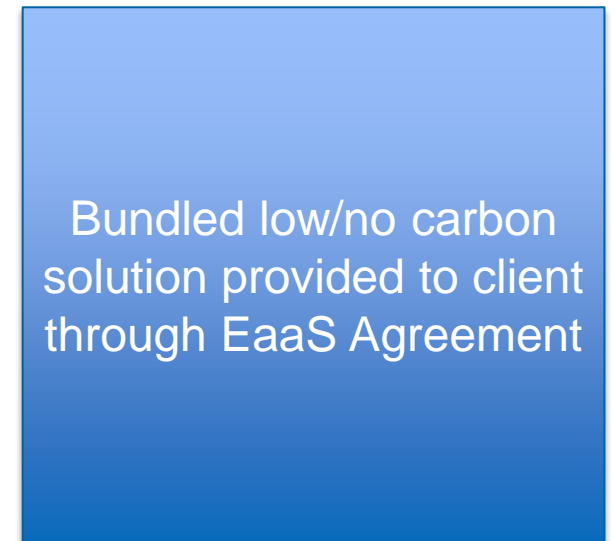
# Ameresco Capital Architecture

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## EaaS Financing



## Funding of EaaS



# Government Funding and Project Incentive Financing Experience



Canada  
Infrastructure  
Bank

Ameresco is a recognized Aggregator under the CIB framework and as your EaaS partner, we look forward to sharing the benefits of the low interest financing towards the project.

Ameresco has vast experience and success supporting our clients with various Provincial and Federal funding and financing incentives. **Sources include NRCan, CIB and the IESO to name a few.**

# Canada Infrastructure Bank

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Canada  
Infrastructure  
Bank

## Program Highlights

This facility will be available to a portfolio of decarbonization projects producing a minimum of 30% GHG reductions.

Ameresco offers CIB's benefit under our EaaS program.

CIB benefit - A below market interest rate between 1-3%, scaling based on the GHG reduction of a portfolio of projects.

CIB capital will fund 80% of eligible projects., Minimum \$25M threshold. Hence the importance of an Aggregator.

# Ameresco's Building-Level Decarbonization Road Map

Implement

- #3: Deep Retrofits
- #4: Fuel Switching
- #5: On-Site Renewable Energy Generation
- #6: Off-Site Renewable Energy Generation
- #7: Recommissioning

Utilize advanced technologies to modernize your facility and energy infrastructure with low carbon solutions.



Electrify your loads and power them with on site energy generated by the sun and managed with advanced electricity storage + solar PV to form a microgrid and control your energy costs and reduce your carbon footprint.



# Clean Heat Efficiency Electrification – HVAC Electrification & Decarbonization

## Deep Retrofit / Fuel Switching Project



Example Stock Photo: Carrier Packaged rooftop heat pump

Let's explore Clean Heat HVAC Decarbonization Projects.

**Clean Heat Electrification - fuel switching your HVAC systems is a primary path to decarbonization and considered the first phase of Ameresco's GHG reduction and scope 1, and 2, investment with our Industrial facility partners, helping them achieving their corporate ESG - Environmental, Social, and Governance, goals.**

# Energy Conservation with Efficient LED Light Retrofits



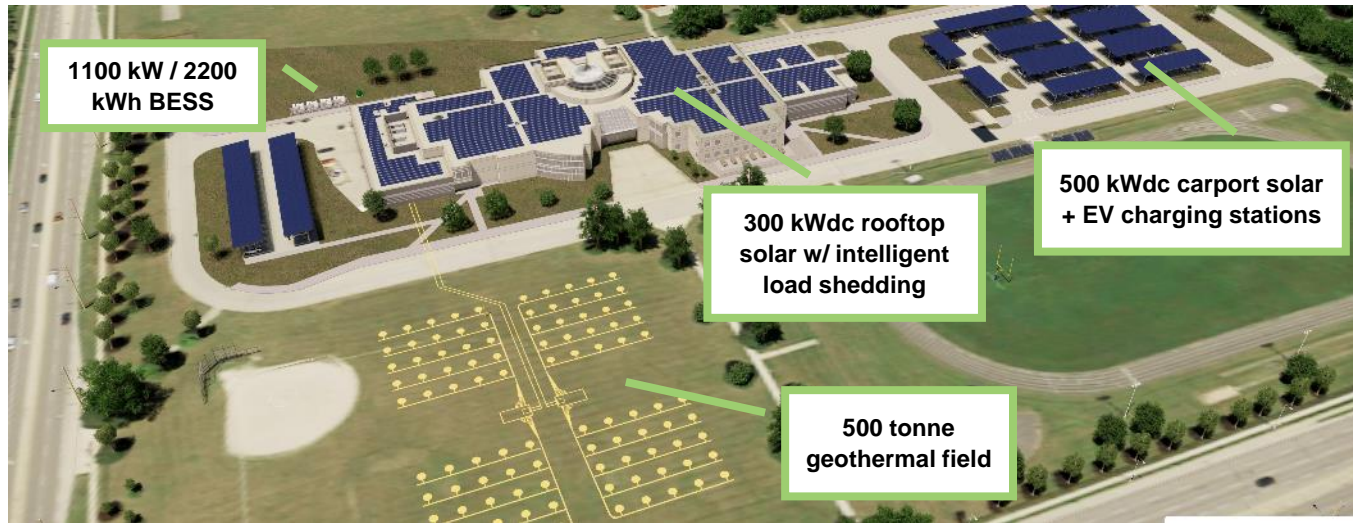
Example Photo: Commercial LED Lighting Retrofit

Proposed	Qty
(1) Smart Strip LED 8F with Bluetooth Intelligent Control	18
(1) Smart Strip LED 4F with Bluetooth Intelligent Control	87
(1) Smart Strip LED 8F with Bluetooth Intelligent Control	12
4F Smart VT Strip	5
(1) Smart Strip LED 8F with Bluetooth Intelligent Control	18
(1) Smart Strip LED 8F with Bluetooth Intelligent Control	2
Evertie 2x4 Retrofit Panel	24
(1) Smart Strip LED 8F with Bluetooth Intelligent Control	1
(1) Smart Strip LED 8F with Bluetooth Intelligent Control	4
(1) 50W Flood	1
(1) Smart Strip LED 8F with Bluetooth Intelligent Control	2

# On-Site Renewable Energy Generation Systems Rooftop & Carport Solar PV



# John Paul II Secondary School (JP II) London District Catholic School Board *London, ON*



After several phases of work with LDCSB, the \$9.9M (CAD) EaaS project with the JP II involved Ameresco assuming 100% responsibility for the facilities' energy needs over a long-term service agreement under which Ameresco designed, built, owned, operated and maintained an on-site microgrid-controlled renewable generation system including BESS, PV, and geothermal. These implemented solutions also decarbonized the school and enabled islanding capabilities and reliability of electricity to the facility during extended outages.

## Project Highlights

### Solution Types:

Battery Energy Storage System; Efficiency Measures; Energy as a Service (EaaS); Energy Analytics; Geothermal; EV Charging; Solar PV – Rooftop & Carport; Microgrid; Operations & Maintenance

### Onsite Solar Generation:

700 kW AC

### Onsite Geothermal System:

100 Borehole Heat Exchanger  
*(Remove fluid coolers & boilers)*

### Battery Energy Storage System:

1,100 kW / 2,200 kWh  
*(Supports both school & utility)*

### Contracting Model:

25-Year Carbon Free EaaS





# Kaiser Permanente Solar



# Thank You!



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