



EFFICIENCY CAPITAL

BUILDING ENERGY SAVINGS



WE MAKE
ENERGY EFFICIENCY
SIMPLER.



WE PARTNER WITH BUILDING OWNERS WHO WANT TO...



INCREASE NET
OPERATING
INCOME



DECREASE
PRESSURE ON
CAPITAL
BUDGETS



REDUCE THEIR
GREENHOUSE
GAS EMISSIONS

...WITHOUT INVESTING ANY OF THEIR OWN CAPITAL



WE PROVIDE COMPLETE SOLUTIONS FOR YOUR ENERGY UPGRADE JOURNEY



CAPITAL

No upfront capital needed
Pay as monthly service fee
or from savings over time



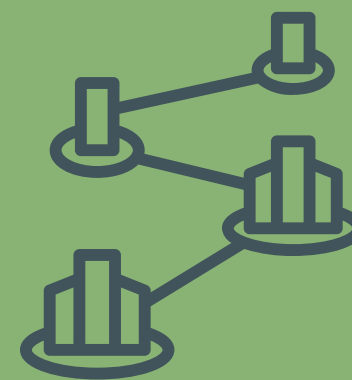
RISK

Fully transfer risk
No savings means
no payment



CAPACITY

Outsourced project
development
partners



SCALABILITY

Upgrade multiple assets
across a portfolio
simultaneously



OUR VALUE PROPOSITION



MANAGE CLIMATE
IMPACT +
REGULATORY RISK



COMPETITIVE
BEST-IN-CLASS
MARKET ASSETS



PLATFORM TO
GENERATE
HIGHER RETURNS



DECREASE
OPERATING
EXPENSES



IMPROVE
OCCUPANT
WELLBEING

**100% FUNDING SOLUTIONS FOR NET-ZERO PROJECTS
CUSTOMIZED TO ACHIEVE CLIENT-SPECIFIC NET-ZERO OBJECTIVES**



OUR SOLUTIONS



**Investments
(Savings
Guaranteed)**

ENERGY SAVINGS PERFORMANCE AGREEMENT

- Savings are guaranteed + insured and 100% pay for the investment over
- Turnkey design, procurement + contracting
- Performance is monitored and verified



**Financing
(Certified &
GHG-Tied)**

ENERGY & NET-ZERO FINANCING

- Low cost lease financing priced to the level of GHG reduction
- Flexible approaches to procurement and contracting
- Security structured to satisfy asset owners + lenders



As-a-Service

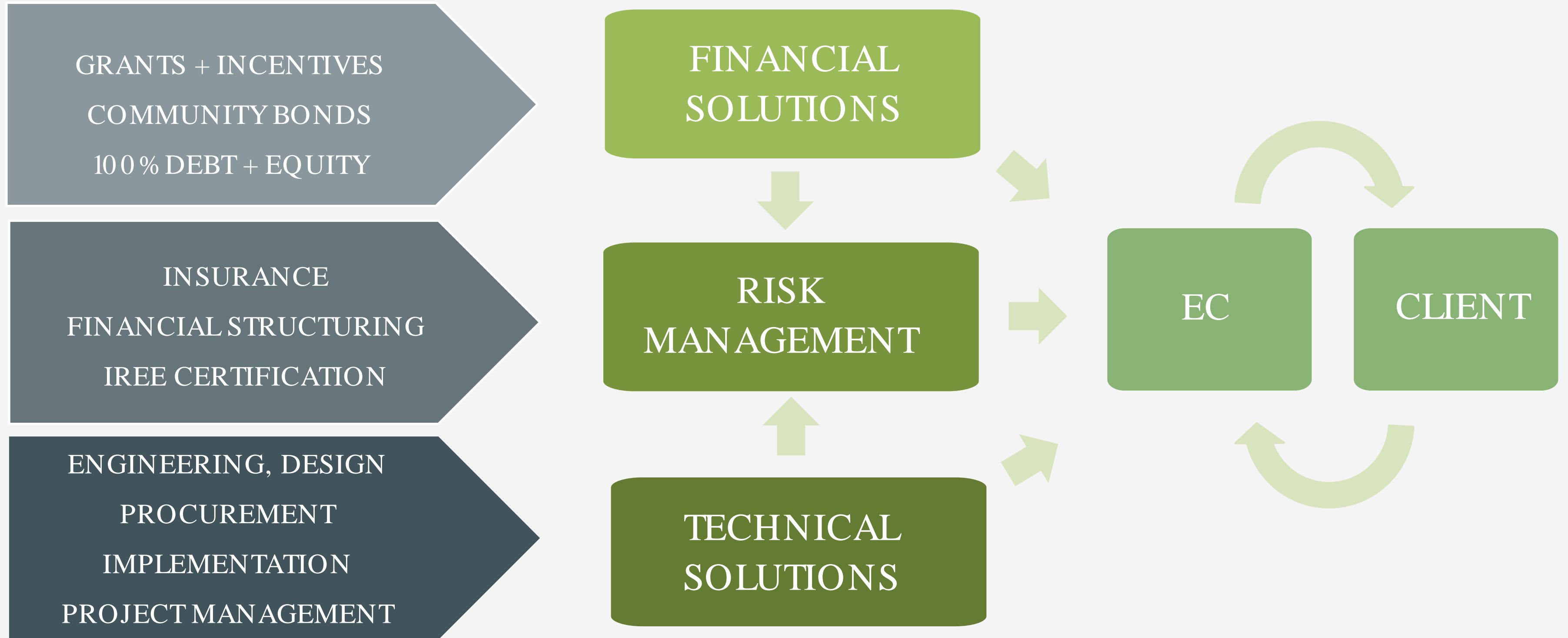
ENERGY & NET-ZERO AS-A-SERVICE

- Full outsource of energy + NZ infrastructure
- Turnkey design, build, operate and maintain
- Off-balance sheet service payment based on performance

OUR
SOLUTIONS
ARE
UNIQUE



OUR SERVICE DELIVERY MODEL IS TRANSPARENT, OPEN BOOK



OUR PARTNERSHIP ECOSYSTEM



TORONTO
FOUNDATION



Canada
Infrastructure
Bank



ESPA™ Track Record



OUR HISTORY & TRACK RECORD



Developer, investor and owner of energy efficiency projects



Upgrade buildings with no upfront cost with EC's specialized project capital



Incubated and launched in 2017 by The Atmospheric Fund



Strategic partnerships and funding from various foundations

RENEWAL & RESILIENCE

FAITH-BASED CULTURAL CENTRE

Optimizing building operations and performance to 'future-proof' a critical community asset.

EST. PROJECT COST: \$1,100,000

EST. TECH PARTNER SALE: \$385,000

PROJECTED ANNUAL OPEX SAVINGS: \$79,000

GHG REDUCTION: >40%



“Our innovative financial model offers a way to integrate technology to achieve better value for less risk, while also reducing greenhouse gas emissions — backed with solid data.”



CHANDRA RAMADURAI, CEO



COMMERCIAL BUILDING

HISTORIC PRIVATE CLUB

High-impact building upgrades to 125+ year old commercial property in downtown Toronto.

PROJECT COST: \$470,000

OPEX REDUCED: 35%

CO₂ REDUCED: 19 TONNES



“Their strategic and flexible approach to align solutions & services with our real estate asset management objectives and financing requirements has made the experience a satisfactory one.”



JON OLYNICK,
MANAGING DIRECTOR



MULTI FAMILY HOUSING

COMMUNITY HOUSING

Asset renewal, decarbonization and operational modernization of eight multi-residential buildings.

PROJECT COST: \$3,400,000

OPEX REDUCED: 17%

CO₂ REDUCED: 250 TONNES

*First- ever project in Canada to receive Investor Ready Energy Efficiency (IREE) certification



“We recognize EC for its innovative financing approach which enables building owners to execute on major energy efficiency retrofit projects without the need for any upfront, working capital deployment.”



EHREN CORY, CEO

CIB  BIC

Canada
Infrastructure
Bank





WE CREATE TRIPLE BOTTOM LINE IMPACT



PEOPLE

Improve occupant safety, health and comfort



PLANET

Reduce GHG emissions and position your building as a leader in sustainability



PROFITS

Reduce operating costs and increase building value



QUESTIONS?



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