



ENERGY[™]
INDUSTRIES

an Energy Efficiency Provider

Lighting | Solar | Thermal Systems



Overview

January 2014

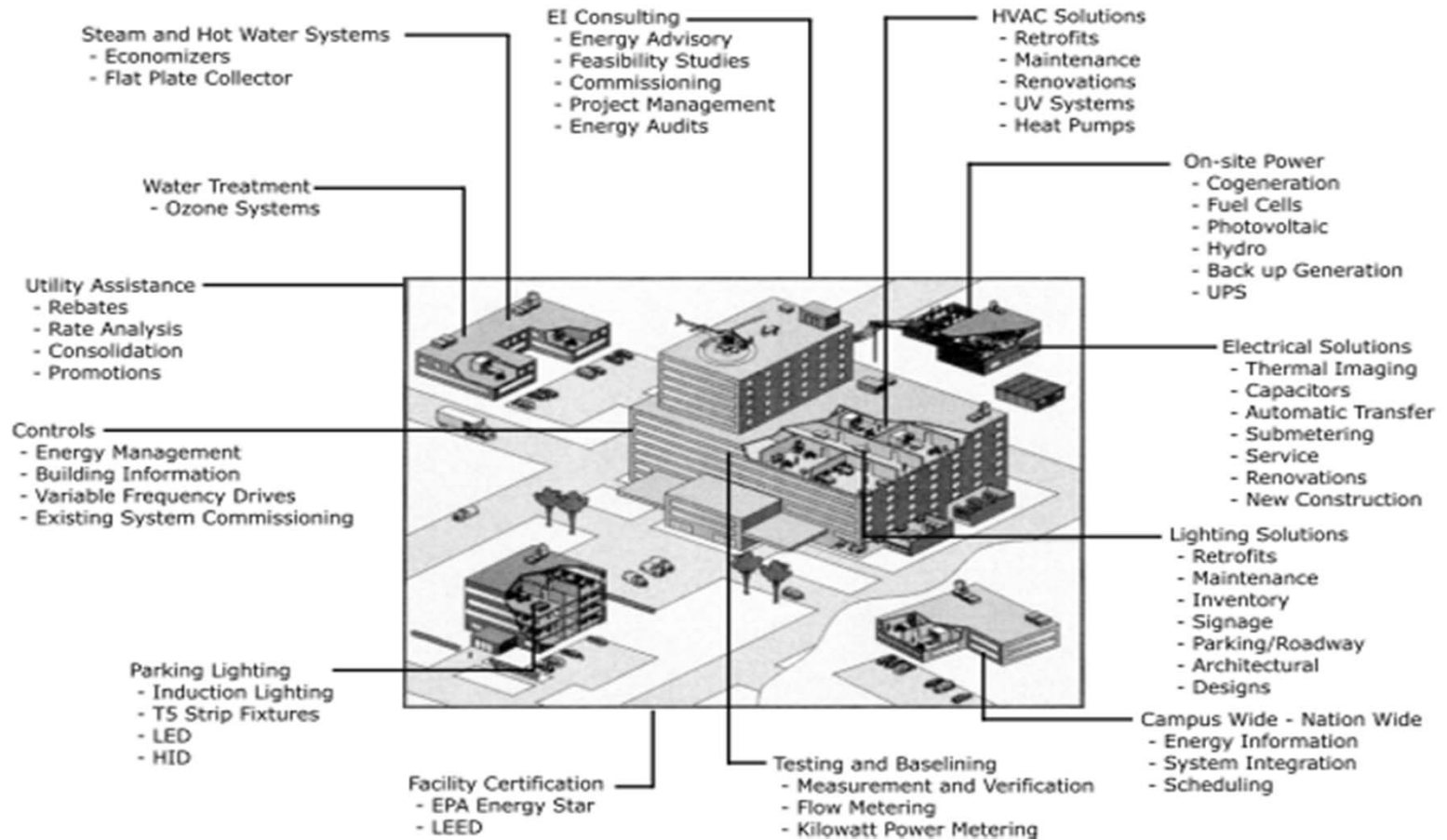
Company background



- Hawaii-based company with national reach
 - Successfully completed work in 30 states, including all states west of the Rockies
- 20 years experience
 - 90+ employees
 - 8 Offices in 5 States and Guam (Hawaii, Idaho, Washington, Oregon, California)
- Energy efficiency & renewable energy expertise
 - HVAC, Lighting, Controls, Motors, Drives, Co-Generation, Solar, etc.
- Results oriented
 - +Saved \$ millions for Customers
 - +1,000 customers – Hospitality/Commercial/Industrial/DOD



Energy efficiency opportunities



Energy efficiency case study



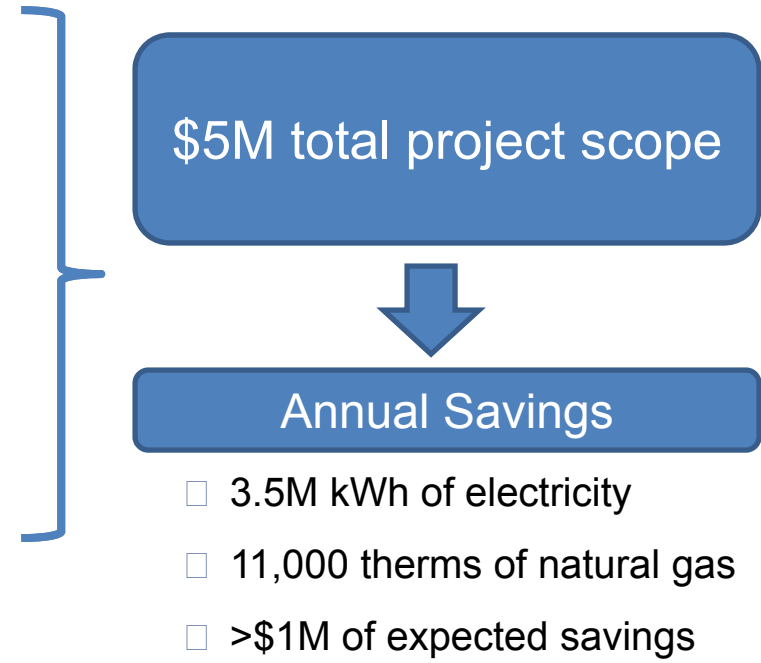
Multiple energy efficiency measures being implemented at Kuakini Health System

\$5M project

Energy efficiency measures under deployment



- New central chiller plant
- Lighting upgrades
- Energy Management System (EMS)
- New steam boilers
- Air-Handling Unit VFDs
- Booster pumping system
- Fire pumping system



Customer analysis of options



- Self-financing
 - Out-of-pocket cash
 - Funds focused on non-core business efforts
- Bank facility
 - Time consuming underwriting review process
 - Reduction in available credit for other purposes
- Efficiency Services Agreement
 - Immediate positive cashflow from current utility rate discount
 - No first cost
 - Discount to existing utility rates
 - Hedge against volatile utility rates
 - Long-term O&M service contract incorporated as part of ESA structure

ESA with Kuakini Medical Center



- Multi-measure retrofit with deep energy savings and key facility upgrades

ESA Terms

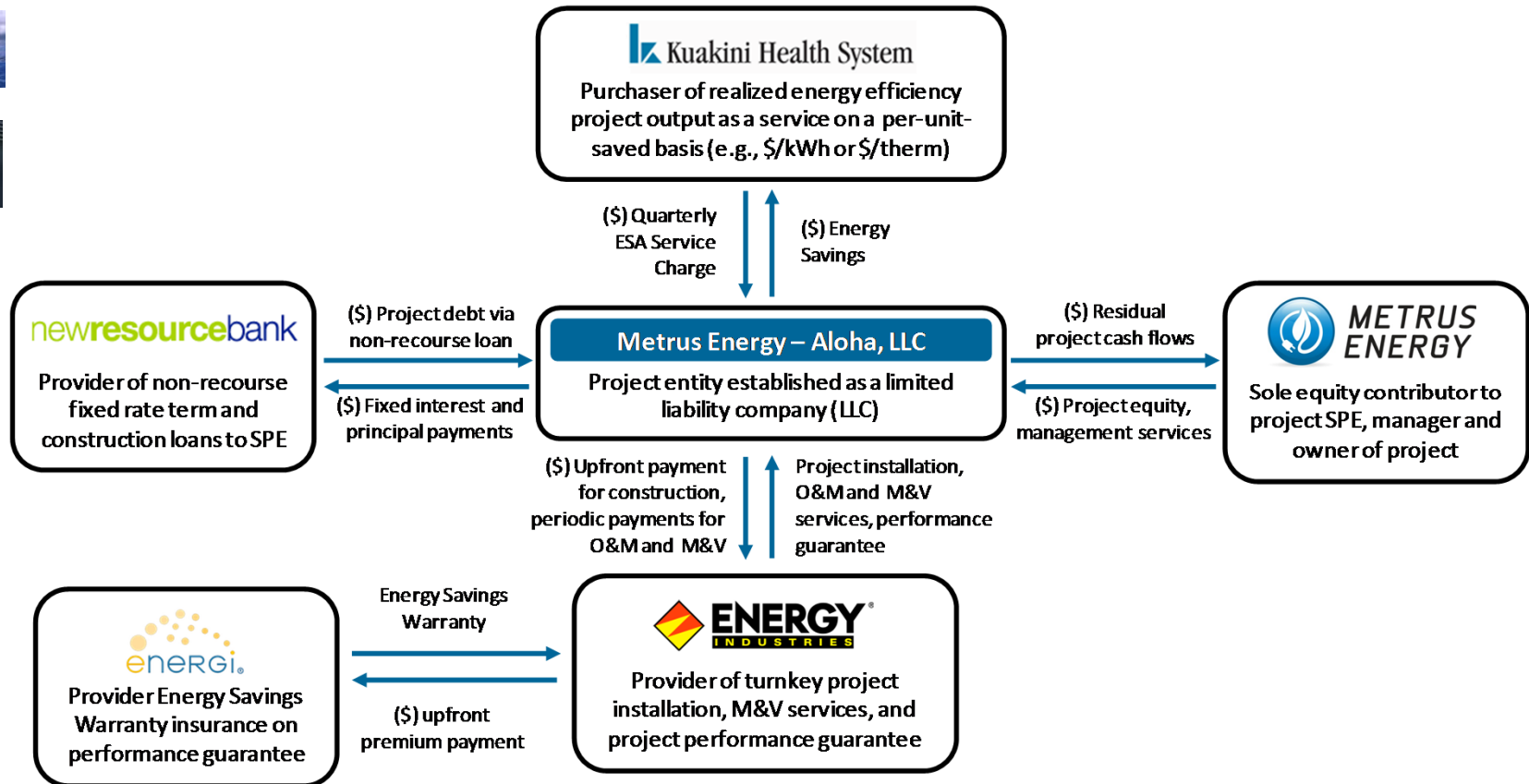
- ESA Term: 10 years
- ESA Services Charge: Rate for kWh and therm savings is discounted from current utility rates. Metrus and customer share savings greater than projected performance
- Ongoing Services: ESA includes payments for ongoing maintenance and measurement & verification (M&V) costs
- Insurance Policy: Energy savings guarantee insurance from Energi (Hannover RE)

Delivering Enhanced Value For Kuakini



Benefit	Description
Avoid Capital Outlay	No Cost for all design and implementation costs, enabling customers to conserve capital for core business investments
Use Savings to Pay for the Project	ESA service payments are based solely on the realized energy and operational savings created by the project
Reduce Operating Expenses	ESA service payments are set below the current utility price, which immediately improve the bottom line
Enhance Reliability of Operations	The ESA pays for periodic maintenance services to ensure long-term reliability and performance of the project equipment
ESA Payments are an Operating Expense	The ESA is designed to be an off-balance sheet financing solution with regular payments similar to a standard utility bill
Reduce Exposure to Utility Uncertainty	During the term of the ESA, service payments escalate at a fixed annual rate below historical utility price increases
Expand Feasible Project Scope	Metrus unlocks retrofit project that have longer paybacks and that generate deeper energy savings and operational benefits for customers

Efficiency Services Agreement (ESA) structure overview



Creates fully aligned structure for all key parties



Customer

- Ensures much needed equipment is deployed today
- No first cost
- Payment reflect only realized savings
- Discount to existing utility rates
- Hedge against volatile utility rates over entire term of the contract
- Aligned maintenance program under ESA
- Marketing and awareness around sustainability efforts



Energy Efficiency Provider

- Provides additional options to EI's client base for equipment installation
- Aligns O&M scope with long-term performance requirements



Financing Partner

- Meets equity return requirements
- Access to quality project/client
- Risk mitigation via energy savings warranty program

Additional information



For additional information please contact us

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