



MINIMISE
NO COST ENERGY SOLUTIONS

THE FUTURE OF ENERGY EFFICIENCY
FUNDING, TECHNOLOGY, & SUSTAINABILITY

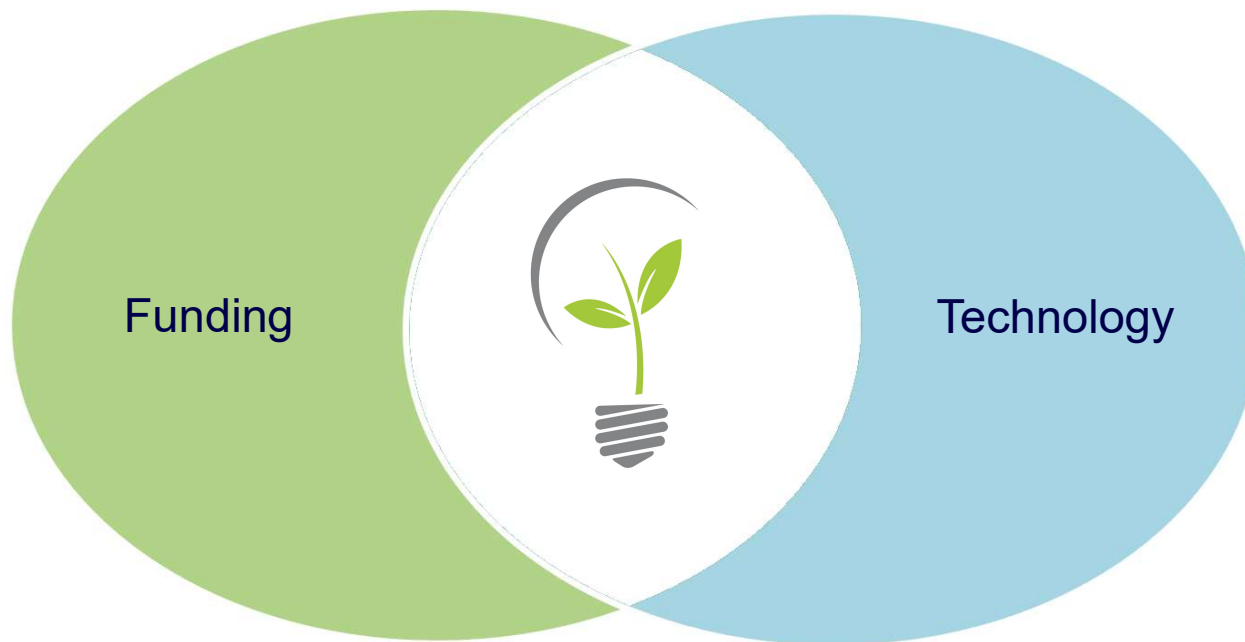
TOPICS

- ❑ Definition of Minimise
- ❑ Value Proposition & Benefits
- ❑ Funding Approach & Comparison
- ❑ Business Cases
- ❑ Summary of Benefits & Next Steps



DEFINITION OF MINIMISE

A unique and disruptive approach to analyze, develop, and fund energy infrastructure projects



MINIMISE VALUE PROPOSITION

Turn Waste Into Currency

Convert energy/operational inefficiencies into unrestricted funds

Fund Client Goals NOW

NO capital outlay by Client AND future savings paid upfront

Impact Financials

Retire/restructure debt, & improve credit/bond rating WITHOUT debt

Mitigate Risk Via Analytics

State-of-the-art monitoring tech to ensure performance

Put all the pieces together for a comprehensive infrastructure strategy

MINIMISE FUNDING SOLUTIONS



Zero Cost Partnership



Utility Partnership Program



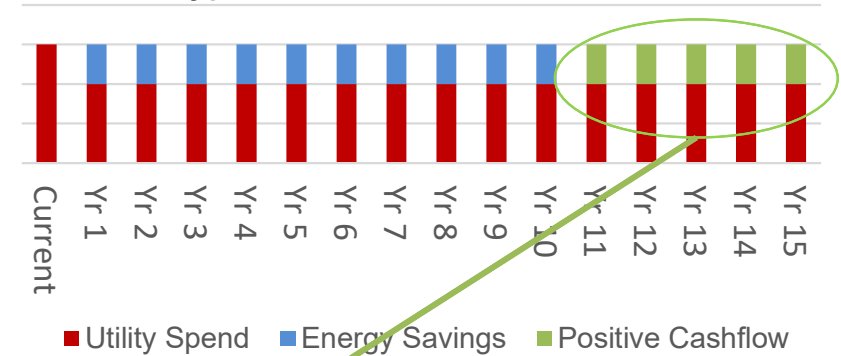
Performance Partnership

UNIQUE FUNDING APPROACH

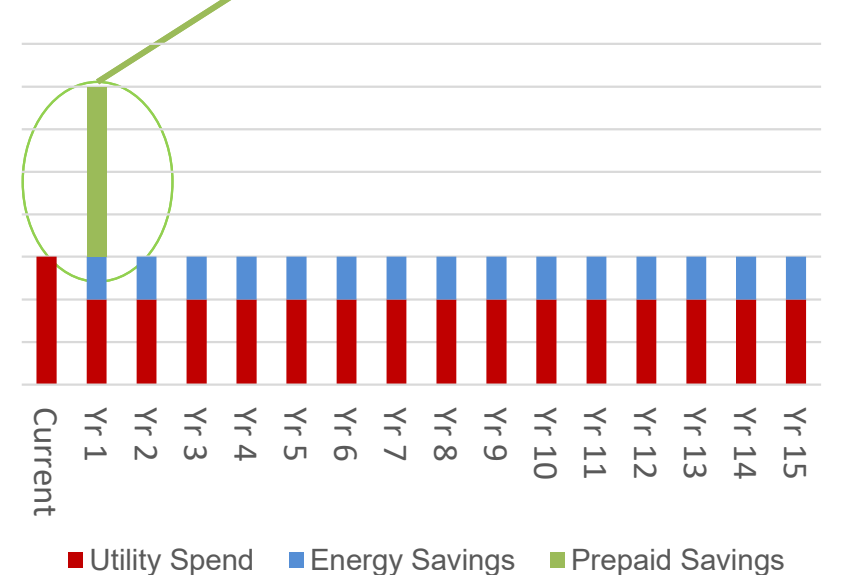
NO CAPITAL OUTLAY PARTNERSHIP AGREEMENT

- First & only company to offer the NCOPA
- Vetted by Goldman Sachs, Morgan Stanley and RSF
- M&V approved by JCI and McKinstry
- Backed by Citibank & Bank of America
- Guaranteed performance
- Prepaid earned energy savings NOW (instead of incrementally over years)
- Unrestricted funds
- NO DEBT. No lease. No loan. Off balance sheet.














Typical ESPC Cash Flow



NCOPA Cash Flow



MINIMISE FUNDING VS OTHER FINANCING OPTIONS

	NCOPA	ENERGY SAVINGS PERFORMANCE CONTRACT (ESPC)	POWER PURCHASE AGREEMENT	BOND/CAPITAL
Prepaid energy savings				
Performance guarantee			?	
No capital investment				
Energy cost reductions Fund payment				
No lease, loan, or debt Obligation. Off balance sheet				
Maintenance free				
EEaaS included				

BUSINESS CASE - MUNICIPALITY

Assumptions/Background:

- CA Municipal client
- Microgrid Pilot project: Lighting, HVAC, Controls, Solar, Battery
- Escalation 3%
- Term: 25 years

	Traditional PPA	Minimise NCOPA
Project cost	\$4,784,569	\$4,784,569
Capital contribution	\$0	\$0
Grant	\$950,000	\$950,000
SGIP rebate (est)	\$175,000	\$175,000
Upfront prepaid savings	\$0	\$595,963
Total upfront funding (PP + SGIP)	\$0	\$770,963
DELTA		\$595,963

Summary:

- Minimise: No loan. No lease. Off balance sheet. NO DEBT.
- \$75k in monitoring tech included at no cost
- Prepayment of SGIP rebate (vs over 4 years AFTER construction via PPA)

BUSINESS CASE- SCHOOL DISTRICT

Background:

- CA school district client
- Budget deficit of \$3M (FY22-23) and \$13M (FY23-24)
- No bond \$ available til 2025 at earliest
- Declining enrollment
- Major Board turnover
- Significant infrastructure needs

Measure	Project Cost	Incentives	Annual Savings	20 Year Savings
Battery Storage	\$ 2,150,000	\$ 540,000	\$ 150,000	\$ 4,000,000
Building Controls	\$ 540,000	\$ -	\$ 50,000	\$ 1,300,000
HVAC	\$ 11,210,000	\$ -	\$ 360,000	\$ 9,700,000
Lighting	\$ 3,570,000	\$ -	\$ 420,000	\$ 11,300,000
Roofing	\$ 11,230,000	\$ -	\$ 130,000	\$ 3,500,000
Solar Photovoltaic	\$ 17,380,000	\$ -	\$ 750,000	\$ 20,200,000
Transformers	\$ 560,000	\$ -	\$ 50,000	\$ 1,300,000
Vehicle Charging	\$ 360,000	\$ -	\$ -	\$ -
Water Conservation	\$ 340,000	\$ -	\$ 40,000	\$ 1,100,000
Windows	\$ 2,250,000	\$ -	\$ 50,000	\$ 1,300,000
Total	\$ 49,590,000	\$ 540,000	\$ 2,000,000	\$ 53,700,000

BUSINESS CASE- SCHOOL DISTRICT

Scenario #1			Scenario #2	
Scope	Solar PV Battery Storage Building Controls Lighting Windows	HVAC Transformers Water Conservation Roofing	Solar PV Battery Storage Building Controls Lighting Windows	HVAC (<i>Priority projects</i>) Transformers Water Conservation <i>Roofing</i>
Total \$	\$50M		\$25M	
Estimate Savings	\$2M annually		\$1.25M annually	
Term	25 years		25 years	
Prepaid Savings	\$0		\$4-5M (est.)	
Strategy	<ul style="list-style-type: none"> • Modernize all facilities & infrastructure • Re-allocate future bond \$ elsewhere 		<ul style="list-style-type: none"> • Modernize significant facilities • Use prepaid savings to bridge FY20-21 budget deficits • Complete priority HVAC projects • Reduction in Bond \$ need and/or re-allocation 	

Additional benefits (both scenarios):

- Additional District-wide energy monitoring tools provided for free (\$400K)
- Maintenance free
- Cost certainty thru fixed energy savings payment

FINANCIAL STRATEGY. NOT JUST A PROJECT.

BENEFITS TO ESCO PARTNERS



Accelerate projects in pipeline



Larger project bundles (incl. service contracts)



More informed performance guarantees



Prepaid funds as a strategic differentiator



Partnership throughout process



THE FUTURE OF
ENERGY
CONSERVATION,
FINANCE &
SUSTAINABILITY...
TODAY

