



FINANCING SOLUTIONS FOR THE ENERGY INDUSTRY



Financing Solutions for the Energy Efficiency Industry

www.Advancedenergycap.com

Introduction

Advanced Energy Capital (“AEC”) is an Energy Finance firm providing affordable and innovative financing solutions to Energy Efficiency, Energy Storage, Renewable Energy and Retail Energy providers, developers, contractors and customers. AEC has a \$1.5 billion mandate to finance energy efficiency measures in North America. AEC’s financing is characterized by flexibility, working with counter-parties below ‘investment grade’, terms beyond 5 years, structures beyond just leases and deal-size ranging between \$50,000 and \$10 million. AEC has developed simple end-user turnkey off-balance sheet financing solutions that enable developers and contractors to dramatically increase their revenues by offering customers embedded financing without up-front payments. AEC's Incentive Funding program enables contractors to get access to cash quickly and easily.

The management AEC team has extensive experience in the energy and credit markets:

- Principals have worked together for more than two decades and managed over \$1.7 billion in credit strategies and transactions;
- Funded and managed over \$500 million in direct loan transactions;
- Financed over \$400 million in energy sales;
- 18+ years in the private credit and investment transaction space;
- Currently has over \$200 million in signed energy efficiency finance deals in N.A.
- Maintains an extensive network of energy industry relationships
- Organizer and co-founder of Energy Marketing Conferences in NYC
- Factors energy transactions for large public energy company

A few recently signed Energy Efficiency Financing Agreements:

- Innovative Energy Solutions – to finance \$25 million of CHP projects
<http://www.prweb.com/releases/2015/03/prweb12606302.htm>
- Power Island Energy – to fund \$50 million for CHP projects.
<http://www.prweb.com/releases/2015/01/prweb12421321.htm>
- Village Global Green – to finance \$15 million of Energy Efficiency projects
<http://www.prweb.com/releases/2014/10/prweb12287521.htm>
- Power Island Energy – to fund \$10 million for backup generators.
<http://www.prweb.com/releases/2014/11/prweb12314668.htm>
- RENEW – to finance \$25 million of their energy efficiency programs
<http://www.prweb.com/releases/2014/11/prweb12321557.htm>
- LED FUNDING, LLC – to fund \$15 million for LED lighting deals
<http://www.prweb.com/releases/2014/12/prweb12401225.htm>
- Earthpoint Solutions - to fund \$25 million of geothermal loops in N.A.
<http://www.prweb.com/releases/2014/08/prweb12132974.htm>

AEC's Strategic Partner: Greenbacker Capital – Recent Deals:

- Greenbacker acquires 13 Solar Power Generation facilities from MP2 Capital and Blu Leaf Ventures – February 2015:
http://www.marketwatch.com/story/greenbacker-renewable-energy-company-announces-deal-to-acquire-13-solar-power-generation-facilities-from-mp2-capital-and-blu-leaf-ventures-2015-02-04?reflink=MW_news_stmp
- Greenbacker acquires Canadian solar portfolio – October 2014
<http://www.prnewswire.com/news-releases/greenbacker-renewable-energy-company-acquires-canadian-solar-portfolio-279199581.html>
- Greenbacker acquires Colorado solar portfolio – September 2014
<http://apps.scdistributors.com/DownloadRequest.aspx?id=sku.GB0080>
- Greenbacker partners with Equal Earth, Inc. to Fund \$50 Million Worth of Solar Projects – July 2014
<http://www.prweb.com/releases/2014/12/prweb12401225.htm>
- Greenbacker purchases 126MW of solar projects from Hanergy Holdings
http://greenbackerrenewableenergy.com/documents/GB_Hanergy.pdf

AEC's Financing for Energy Efficiency Projects in North America:

AEC provides financing for projects with proven energy savings, such as:

- Lighting system upgrades
- Pumps and motors
- Streetlights and LED traffic signals
- Energy management systems and equipment controls
- Building insulation and Cool Roofing
- Energy generation including renewable and combined heat and power projects
- Heating, ventilation and air conditioning equipment
- Load shifting projects, such as thermal energy storage
- Solar + energy storage combinations
- Building retrofits + energy storage
- Geothermal loops for new construction
- Micro-Grid, Combined Heat and Power, Distributed Generation, Backup Gensets
- “Incentive Funding” provides cash to contractors waiting for rebates/incentives

Advanced Energy Capital's Typical Financing Criteria:

- Deal sizes – The deal sizes range between \$50,000 (usually with businesses which have multiple smaller projects) to as high as \$10 Million.
- Geographic location – AEC is focused primarily on projects located in the United States and Canada.
- Zero upfront costs - AEC's financing solutions can finance up to 100% of each project meaning zero upfront costs to the consumer.
- Length of contract - Our contract terms are typically between 3-6 years, with the longest terms of these contracts lasting 20 years.
- Financing rates – The financing rates depend on the contractor, the credit quality of the host site, the types of projects pursued and the differing revenue plans.
- Construction financing - We can finance the construction phase to help contractors commence their deal and shorten the sales cycle.

Advanced Energy Capital's Differentiation: FLEXIBILITY

- **Credits:** We are not limited to investment grade credit counter-parties. We have been in the business for more than two decades, and we understand how to price and take acceptable risk.
- **Term:** We are not a leasing company or a conventional bank, so our contract terms can range from as short as 12 months to as long as 20 years.
- **Structure:** We can provide operating leases, Energy Services Agreements (ESA's), Power Purchase Agreements (PPA's), and a variety of structures depending on the needs of the client
- **Size:** Our deals can range in size from as small as \$50,000 to as high as \$10 Million.
- **Service:** As a private finance company, we pay specific attention to our clients and their individual needs, and tailor specific programs for them.

Conclusion: Benefits of Energy Efficiency Financing:

AEC's goal is to empower Energy Efficiency professionals with the financing options they need to realize their tremendous potential. AEC is able to remove the barriers to project completion.

- We structure financing solutions for Energy Efficiency, Energy Storage and Renewable Energy initiatives and projects.
- AEC offers direct financing through our Partnership with Greenbacker which enables us to create a customized financial solution tailored to our customer's needs.
- Customized financing options with zero upfront costs
- AEC can provide a line of credit to contractors, with freedom to allocate to projects within the investment parameters - all under their own name.

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