

Ameresco Overview

Your Trusted Sustainability Partner



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About Ameresco

Ameresco (NYSE:AMRC) is a leading energy services company with a comprehensive portfolio of energy efficiency and renewable energy solutions.

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.



\$10+ Billion in energy solution projects, 250+ MWe of Owned Assets in Operation



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



1,000+ Employees providing local expertise throughout United States, Canada, and the UK



Up to 45% Energy cost savings with comprehensive, audit-based improvements



\$3.5+ Billion in Financing sourced and raised for customer projects

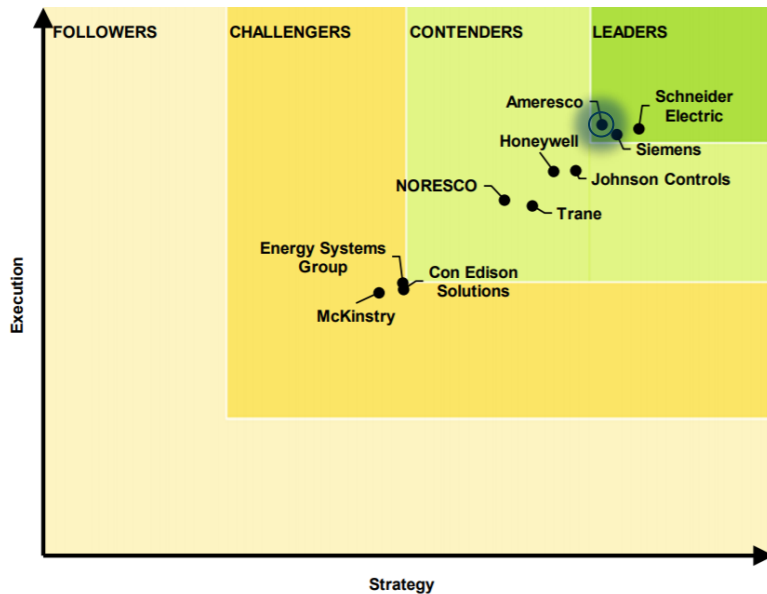


In 2019, our renewable energy assets and customer projects delivered a carbon offset equivalent to **11,167,978 metric tons of CO₂**

Industry Awards & Analyst Recognition



Chart 3-1. The Guidehouse Insights Leaderboard Grid



(Source: Guidehouse Insights)



Ameresco Acclaimed a Leader by *Guidehouse Insights* in Q2 2020 Energy Service Companies Leaderboard Report

“These Leaders are innovating technology and financing options within and outside of ESPC structures to address growing customer interest in comprehensive energy management, infrastructure upgrades, decarbonization...”

Guidehouse Insights Leaderboard: Energy Service Companies, Q2 2020

Industries We Serve



Airports



Colleges &
Universities



Federal
Government



Healthcare
Facilities



Industrial &
Manufacturing



K-12
Schools



Public
Housing



Retail &
Commercial



State & Municipal
Government



Utilities



Water
Utilities

Ameresco's Experience Spans Markets & Solutions



U.S. Marine Corps Recruit Depot

Parris Island, SC



The U.S. Marine Corps Recruit Depot Parris Island chose Ameresco to deploy a comprehensive Energy as a Service ESPC project over 120 buildings to further the Marine Corps Installation Command mission. The project ensures a **reliable, secure energy supply** and **reduce lifecycle operating costs** of Marine Corps facilities while **managing future commodity price volatility**.

Project Highlights

Solution Types:

Efficiency Measures; Energy-as-a-Service (EaaS); Solar; CHP; Microgrid; Storage; Operations & Maintenance

Utility Energy Demand:
75% Reduction

Water Consumption:
25% Reduction

Onsite Electric Generation:
10 MW

Battery Energy Storage System:
4 MW / 8.1 MWh

Annual Energy Savings:
\$6,000,000

BMW Manufacturing

Palmetto Landfill, SC



Landfill Gas Drives BMW Plant – Methane gas drawn from Waste Management's Palmetto Landfill is providing the energy needs at BMW's manufacturing facility in Spartanburg, SC. To help offset BMW's energy demand, BMW maintains its own power station on site. The station is powered by four turbines fueled by reclaimed methane gas piped in from the nearby Palmetto Landfill.

Project Highlights

Solution Types:

Cogeneration Power Plant; Design Build Turbine Retrofit; Energy-as-a-Service (EaaS) Partnership; Landfill Gas to Energy; Power Purchase Agreement

Turbines Generate Electricity to Meet Approximately:

50% Plant's Total Energy Needs

Annual CO₂ Emissions Reduction:
92,000 Tons

Landfill Gas Pipeline:
9.5 Miles

Annual Energy Savings:
\$6,000,000

Capacity MWE:
14.9

City of Phoenix's 91st Avenue Wastewater Treatment Plant, AZ



Ameresco designed, built, owns, operates, and maintains (DBOOM) the largest wastewater treatment **biogas-to-renewable natural gas (RNG) facility** of its kind in the United States. The EaaS solution delivers a **credit positive energy infrastructure** solution to the wastewater treatment plant (WWTP) - owned by the sub-regional operating group (SROG) member cities: Phoenix, Glendale, Mesa, Scottsdale, and Tempe and is operated by the City of Phoenix.

Project Highlights

Solution Types:

Design, Build, Own, Operate & Maintain; Energy as a Service; Wastewater Biogas-to-RNG; *(Used as Vehicle Fuel under EPA's Renewable Fuel Standard Program)*

Facility Size:

~1 acre of land connected to an interstate pipeline via a 3-mile dedicated RNG pipeline

Capable of Processing Raw Biogas:

3,250 Standard Cubic Feet per Minute

Annual RNG Injection Into

Commercial Pipeline:

693,500 DTH

Annual Carbon Emissions

Reduction:

45,000 Tons

Medical University of South Carolina

Charleston, SC



The Medical University of South Carolina (MUSC) partnered with Ameresco to provide much needed energy improvements and efficiency upgrades. Following a successful Phase I project, MUSC selected Ameresco to perform a second phase of upgrades. This multi-phase project allows the University to become an environmental leader with an eye toward sustainability.

Project Highlights

Solution Types:

Comprehensive LED Lighting Retrofits;
Energy Efficiency; Energy Savings
Performance Contract; Guaranteed
Energy Savings

Facility Size:

3 Million Square Feet
(68 Buildings)

Energy Project Size:

\$43,000,000
(Phase I: \$16 million; Phase II: \$27 million)

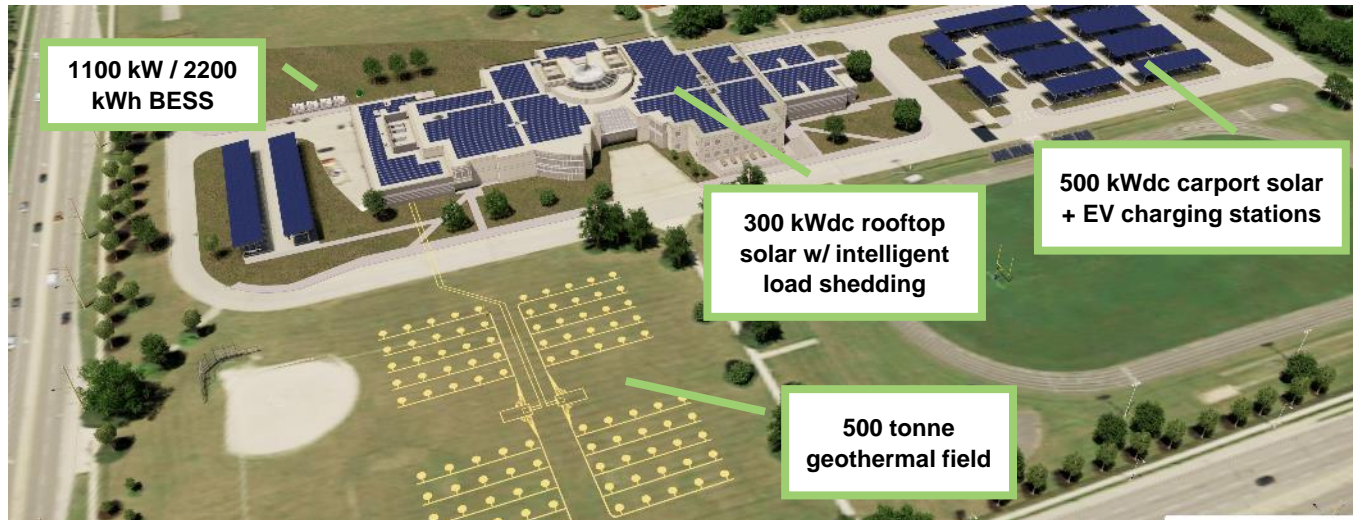
Annual CO₂ Reduction:

3,223 Tons

Annual Energy Savings:

\$2,838,566
(Phase II)

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 involves Ameresco assuming 100% responsibility for the facilities' energy needs over a long term service agreement under which Ameresco will design, build, own, operate and maintain an **on-site microgrid-controlled renewable generation system** including BESS, PV, and geothermal. These implemented solutions will also **decarbonize the school** and enable **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

West Lothian Council

West Lothian, UK



West Lothian Council selected Ameresco as their energy solution partner through the Non Domestic Energy Efficiency (NDEE) framework for Public Sector Bodies in Scotland. Through detailed investment grade audits, significant energy efficiency opportunities were identified across 9 sites spanning primary and high schools, and a care home.

Project Highlights

Solution Types:

Cogeneration/CHP; Energy Efficiency; Energy Savings Performance Contract; Interior Lighting and Controls; Solar Power

Facility Size:

83,750 Square Metres
(Total of 9 sites)

Annual Energy Cost Savings:
£186,000+

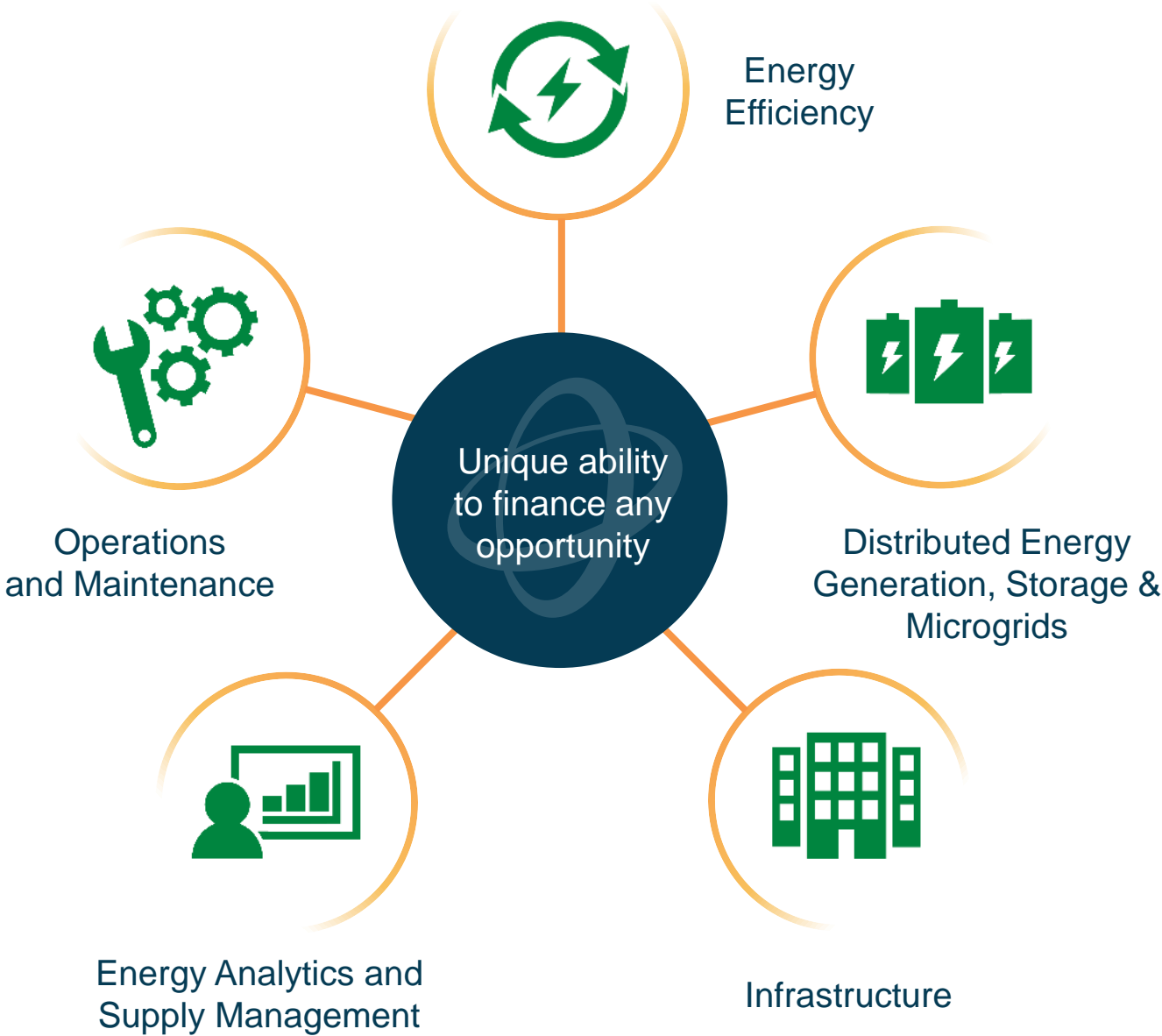
Energy Project Size:

£1,298,610
(Contract value excluding VAT)

Annual Energy Savings:

1,860,932 kWh

Ameresco's Advanced Technology Portfolio



Ameresco's Advanced Technology Portfolio



Energy Efficiency

- Smart Building Automation & Controls
- Interior Lighting and Controls
- Water / Wastewater Efficiency & Recovery
- HVAC & Ventilation
- Boiler & Chiller System
- Industrial Optimization
- Building Envelope
- Advanced Metering
- LED Street & Area Lighting
- Smart Cities



Distributed Energy Generation, Storage & Microgrids

- Cogeneration Plants
- Solar (On-Grid & Off-Grid)
- Batteries and Energy Storage
- Biomass, Biogas, Landfill Gas to Energy, RNG
- Microgrid
- Geothermal
- Wind
- EV Charging



Infrastructure

- Utility Distribution System
- Retrofits/Expansion
- Modernization
- New Construction
- Monetization / Ownership & Operation



Energy Analytics and Supply Management

- Energy Analytics
 - AssetPlanner®
 - Measurement & Verification
 - Advanced Metering
 - VisionDSM (AEG)
- Energy Supply Management



Operations and Maintenance

- Plant O&M
- Solar O&M
- Facility Management Services
- System Repair & Restoration
- Lighting System Maintenance
- Control System Predictive Maintenance

Unique Ability to Finance Any Opportunity

- Track record of \$10+ Billion in energy projects across financing models, markets & technologies
- Budget-neutral infrastructure upgrades use energy savings to pay for projects over time
- Options for customers to implement infrastructure upgrades on- or off-balance sheet
- Innovative funding with renewable energy certificates, grants, utility rebates & tax credits

Performance Contracting (ESPC, UESC) | Design, Build, Own, Operate, Maintain (DBOOM)

Power Purchase Agreements (PPA) | Design-Build | Engineer-Procure-Construct (EPC)

Energy Service Agreements (ESA) | Public-Private Partnership (P3) | Energy-as-a-Service (EaaS)

Creating Healthy and
Safe Work Environments



Promote Health and Safety Amid the COVID-19 Pandemic



The global health crisis brought on by COVID-19 has introduced a heightened awareness around the **importance of healthy, safe, resilient working environments.**

Building owners can make critical health-focused, energy-efficient upgrades to their facilities often at zero upfront cost: a win-win for promoting health and safety with a focus on energy optimization.

Promote Health and Safety Amid the COVID-19 Pandemic

What energy conservation measures (ECMs) can you implement in your re-opening strategy that support the CDC guidelines?



Touchless Lighting Systems



No-Contact Lavatory Controls



Automated Entry and Exit Systems



HVAC Upgrades for Air Quality Considerations



Access Ameresco's checklist of health-focused ECMs to consider, often achievable without upfront capital at: <https://info.ameresco.com/ecm-checklist-for-health-and-safety-strategies>



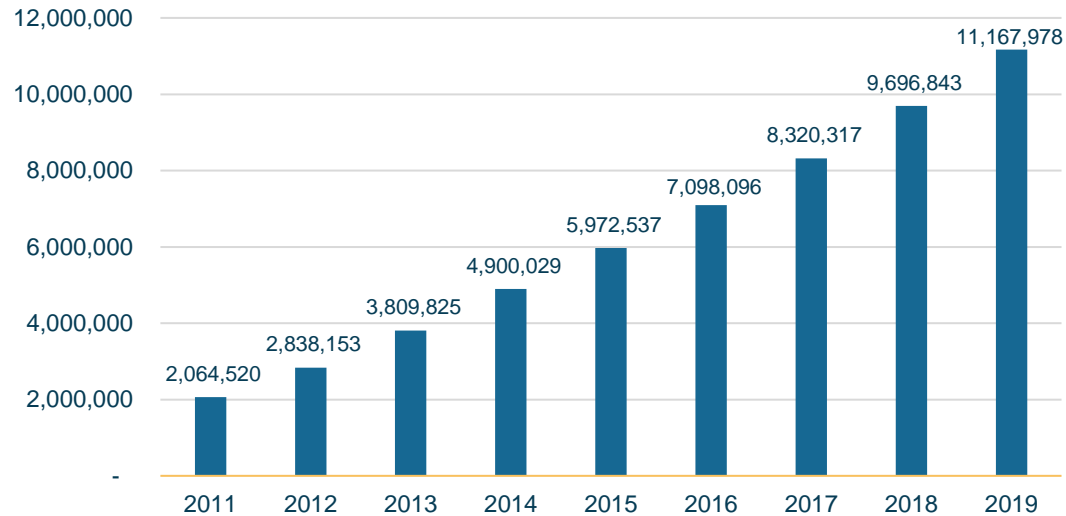
Enabling a Low Carbon Future

In 2019, Ameresco's renewable energy assets & customer projects delivered a Carbon Offset equivalent to:

50+ Million Metric Tons of CO₂

Ameresco's 2019 Carbon Offset of **11,167,978** Metric Tons of CO₂ is equal to one of...

Aggregate Metric Tons of CO₂ Avoided Per Year




Greenhouse gas emissions from... **27,712,104,218 miles driven by an average passenger vehicle**

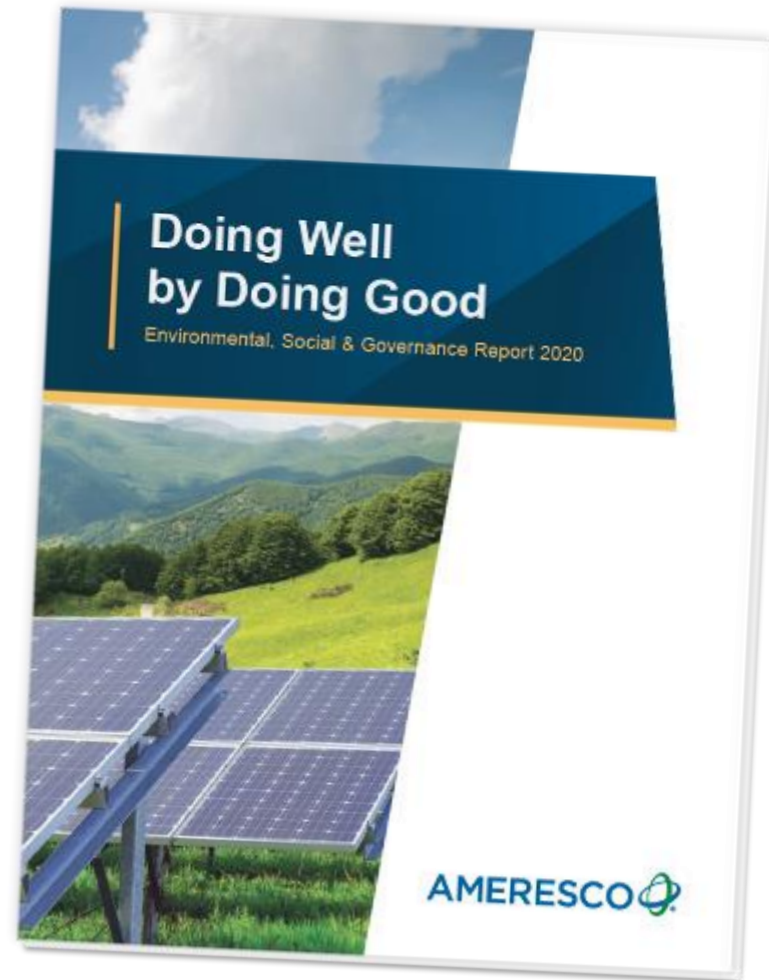
or



Carbon sequestered by... **14,584,861 acres of U.S. forests in one year**

Ameresco's First ESG Report

- Ameresco's first **Environmental, Social, Governance (ESG)** report highlights twenty years of ESG achievements and addresses many goals for the future
- Theme of “**Doing Well by Doing Good**”
 - Reflection of Ameresco's mission of delivering energy efficient and renewable solutions that enable a low carbon future
- Access the full report on our website at: www.ameresco.com/esg 



Why Ameresco?



Innovative

Ameresco (NYSE:AMRC) is an innovative technology integrator with a comprehensive portfolio of energy efficiency and renewable energy solutions.



Experts

We deliver a broad and deep solution portfolio within a single energy partner. From design and development to financing and construction, our in-house technical expertise sets us apart.



Independent

Our objective approach enables us to implement the most advanced technologies to meet the unique needs of each customer.



Thank You!

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