

27TH ANNUAL OHIO ENERGY SAVINGS AND MANAGEMENT CONFERENCE

‘Pay with Your Savings’... How to Cut Your Energy Bill by Half without Any Upfront Investment!



Session N

Your Speaker

Tomas van Stee

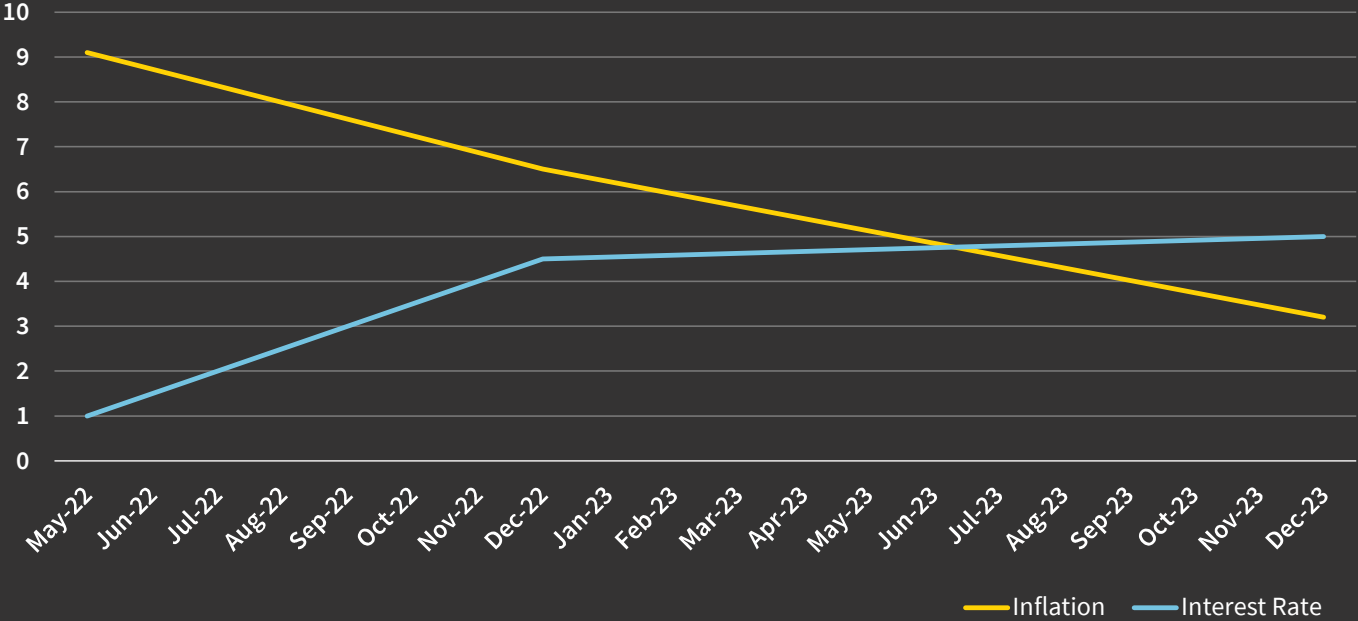
Founder & CEO, EnPowered



Dealing with rising energy costs is more urgent than ever

- + High fossil fuel prices to continue through 2023.
- + Inflation and interest rates will keep increasing capital costs for energy efficiency solutions.
- + Inflation Reduction Act making investing in clean technology more urgent and compelling.

Past & projected trends impacting costs



Approving energy efficiency solutions has only gotten harder



Companies want to minimize risk and protect capital



Authorizing new capital expenses is complex and time-consuming

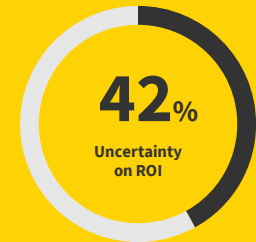
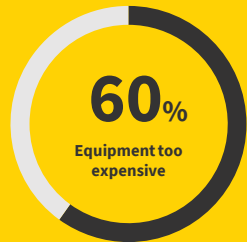


Energy efficiency projects forced to compete for budget



Energy space is complex—companies are wary of savings promises

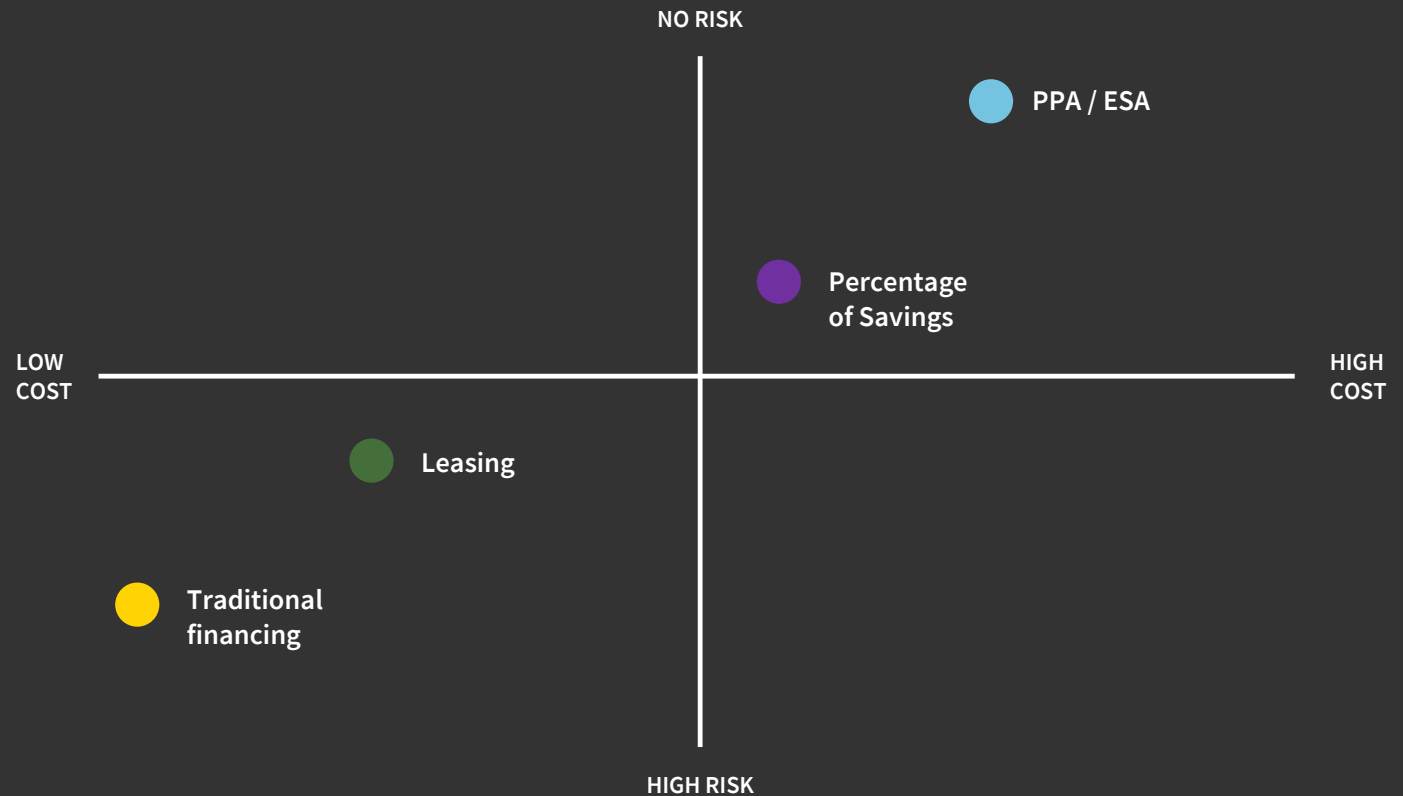
Survey Insights - Barriers to investing in energy efficiency projects



Source: *Energy efficiency in the food retail sector: barriers, drivers and acceptable policies*

Pay with savings instead of saving to pay

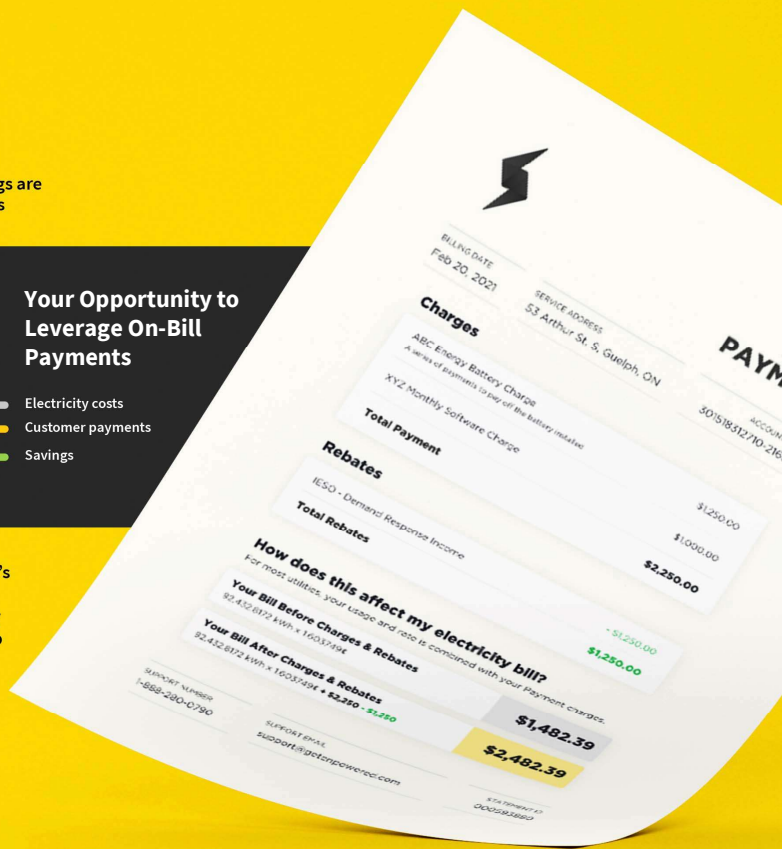
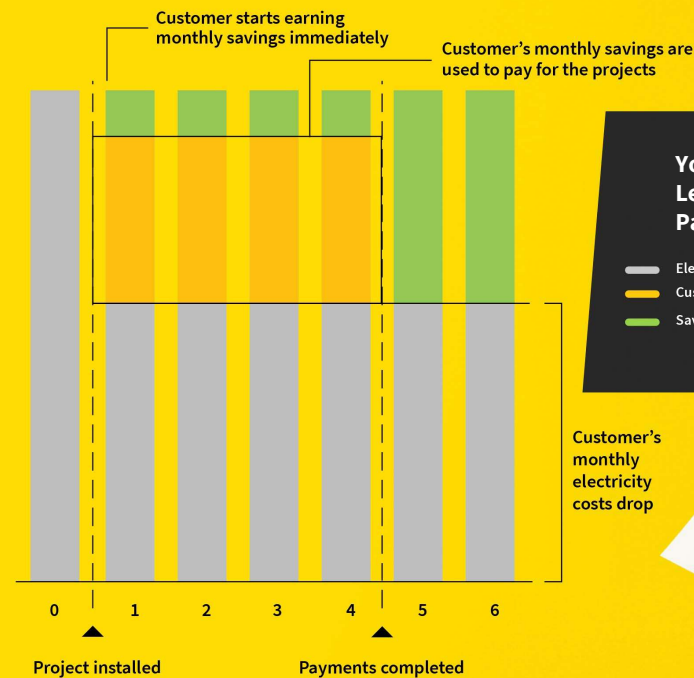
- + Turn capital expenses into operating expenses.
- + Use percentage of monthly energy savings to repay the solution.
- + Off-balance sheet expenses help companies stay cash-flow positive.
- + No need to secure new approvals, provide ROI calculations or fight for limited capital.



Funding options that help you pay with your savings: Leasing

Leasing

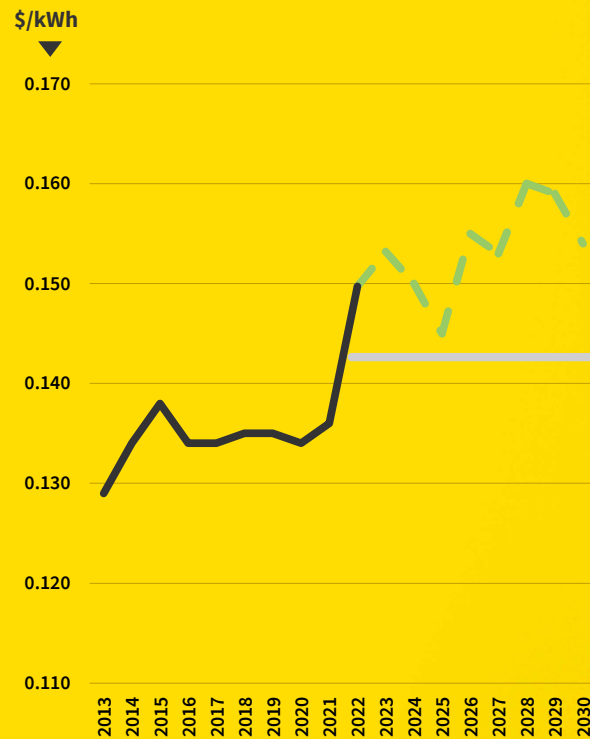
- + Benefit from energy efficiency assets without owning them.
- + E.g. LED lighting retrofit.
- + *Customer enjoys new LED lights with no upfront costs.*



Funding options that help you pay with your savings: PPA

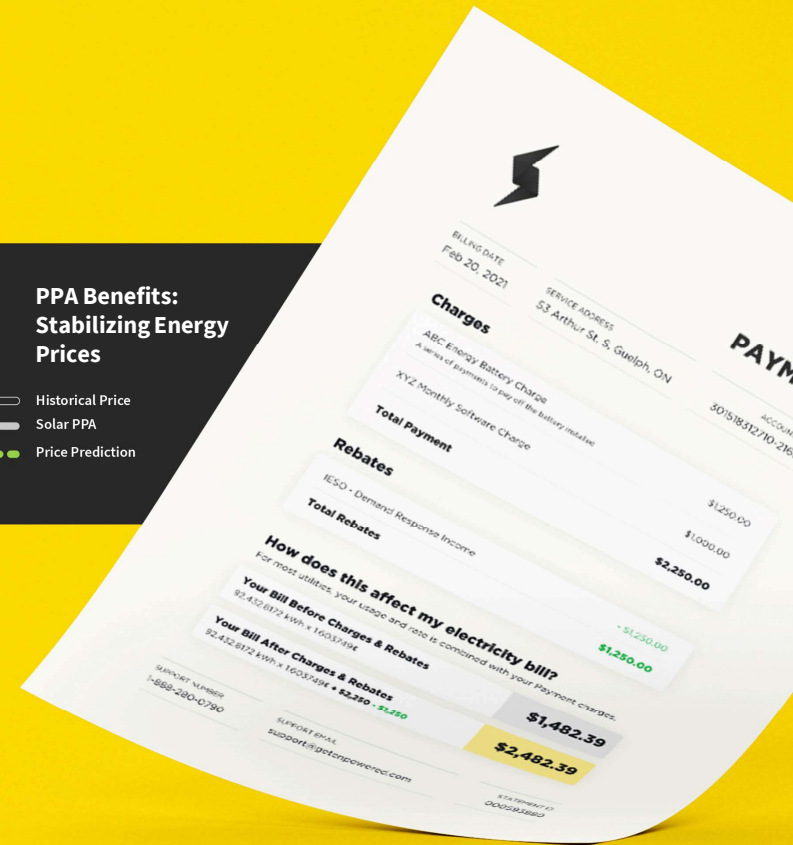
Power Purchase Agreement (PPA)

- + Contract between a party that generates and sells electricity and another that consumes it.
- + E.g. A 15 year, 5 megawatt (MW) solar PPA.
- + *PPA rate is lower than the utility rate, the difference between the two rates (as shows in chart) can be used to cover the cost of the installation.*



PPA Benefits: Stabilizing Energy Prices

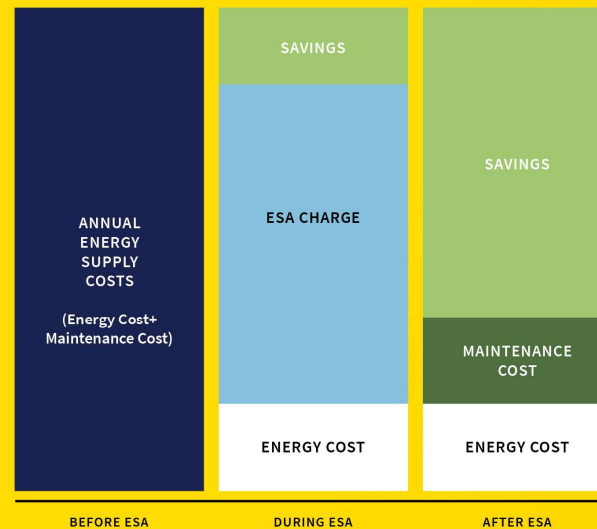
- Historical Price
- Solar PPA
- - Price Prediction



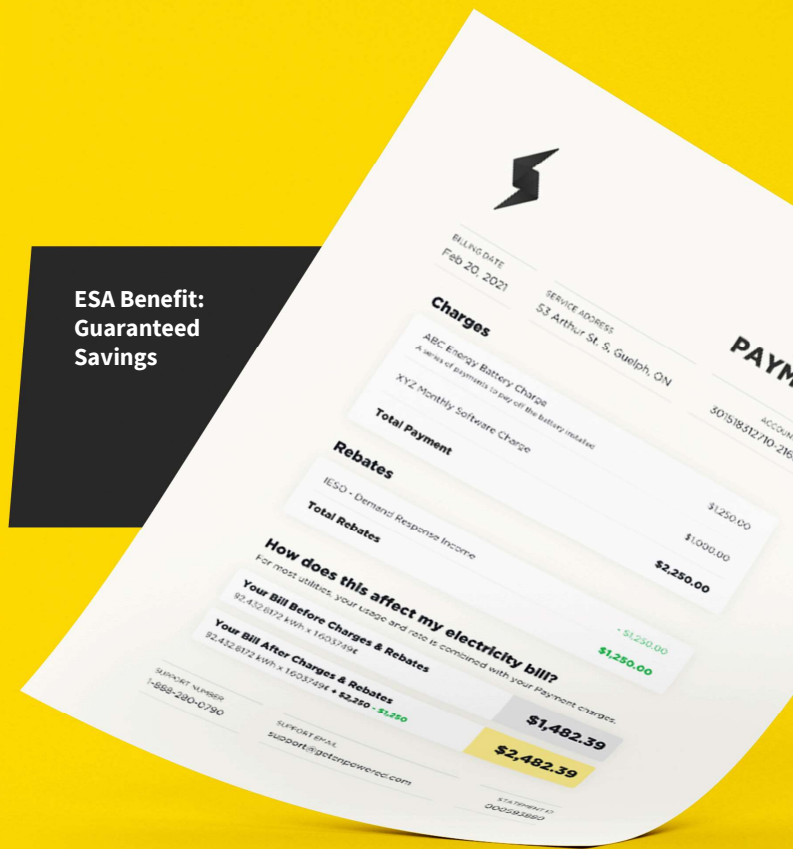
Funding options that help you pay with your savings: ESA

Energy Service Agreement (ESA)

- + Avoids capital outlays, converting project repayment into operating expenses.
- + E.g. a 150 kilowatt (kW) LED lighting system.
- + *Repayment based on actual, realized energy and maintenance savings.*

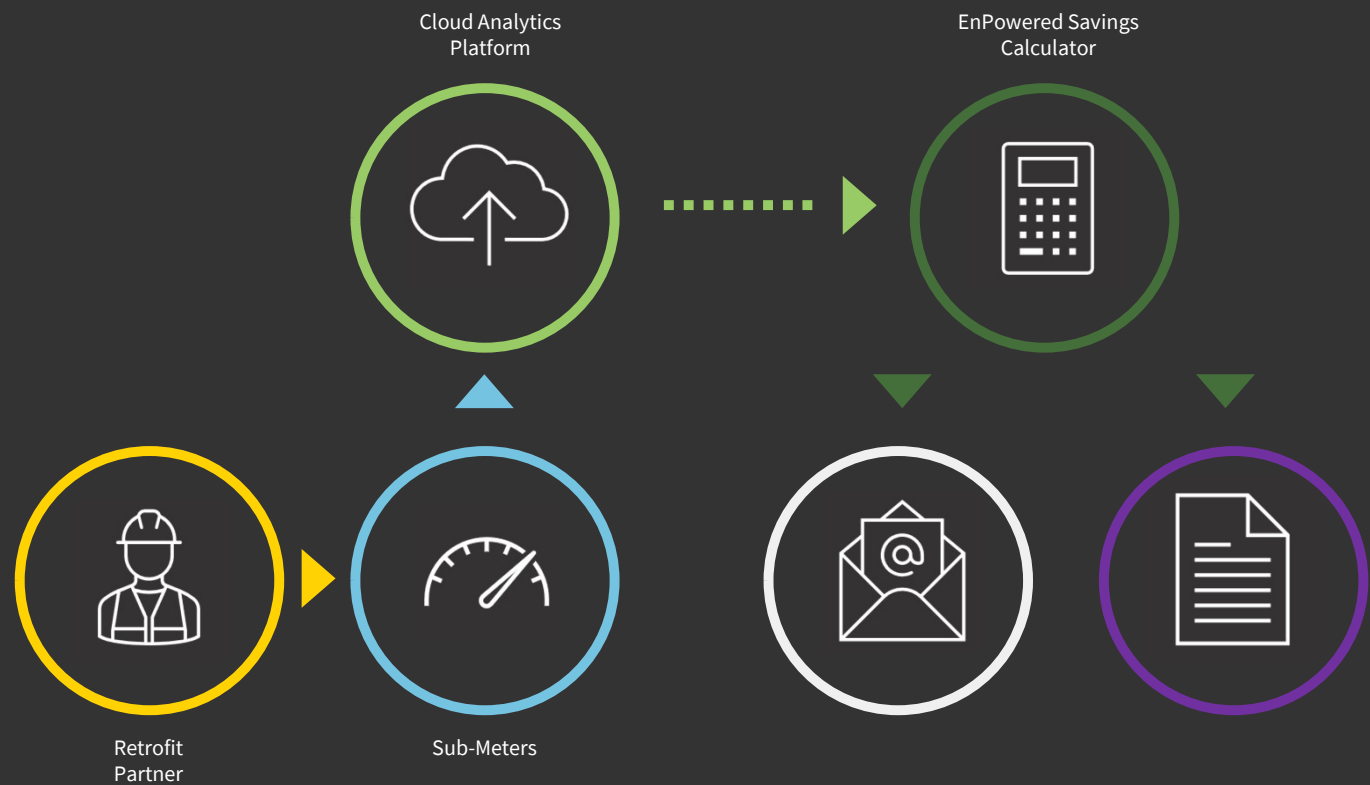


ESA Benefit: Guaranteed Savings

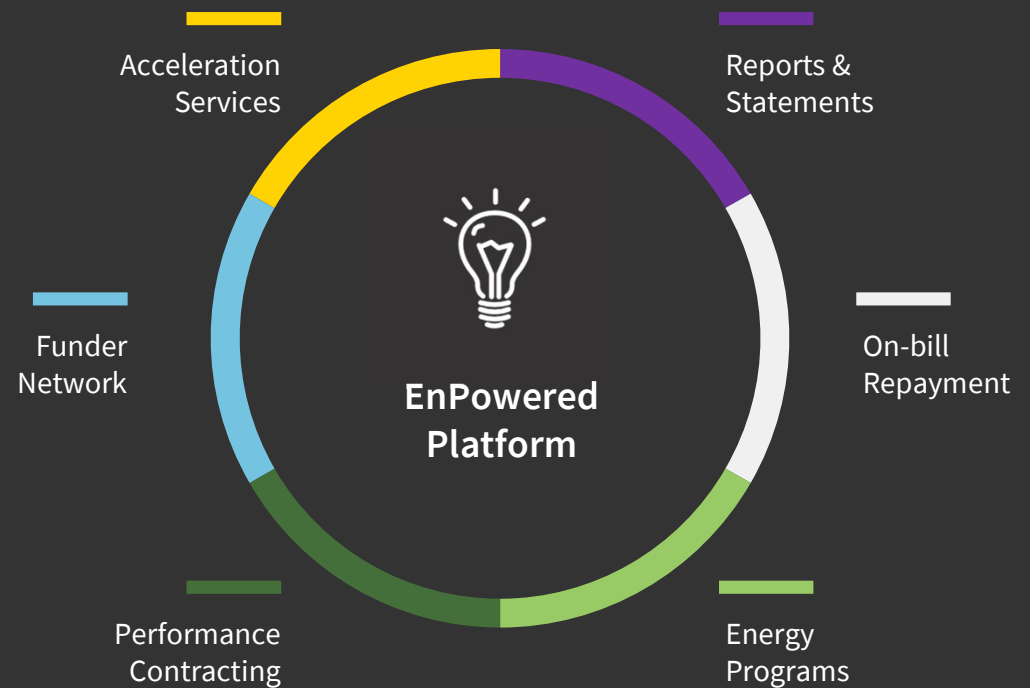


What's to come

- + Percentage of Savings
- + *Increase transparency into the estimated savings*
- + *Receive proof that you will only pay a percentage of the estimated savings*
- + *Peace of mind*



How you can leverage the EnPowered platform



EnPowered helps you turn energy efficiency projects into a reality

- + Solution providers like Harrington Electric leverage the EnPowered Platform to create an on-bill program and create additional value for their customers.
- + E.g. Harrington's SmartLite
 - + Upgrade to LED light with no upfront cost and repay through your electricity bill. No need to secure new approvals, provide ROI calculations or fight for limited capital.



JOIN HARRINGTON ELECTRIC AND ENPOWERED TOMORROW TO DISCOVER MORE:

Session DD
10:45 am –
11:45 am

Best Energy Efficiency Practices ...
Slash Your Energy Costs with LED Lighting Retrofit Systems

enpowered.com 11

Questions?

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Biographical Information

**Tomas van Stee
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As an entrepreneur, Tomas leads EnPowered through two of the most heavily-regulated markets in the world—energy and finance. Originally bootstrapping the company over five years, his understanding of complex energy markets has enabled EnPowered to become a market leader and secure hundreds of partnerships with leading energy companies.

In his spare time, Tomas enjoys trail running in the Rocky Mountains, spending time on his family's farm, and getting too close to wild moose and elk.