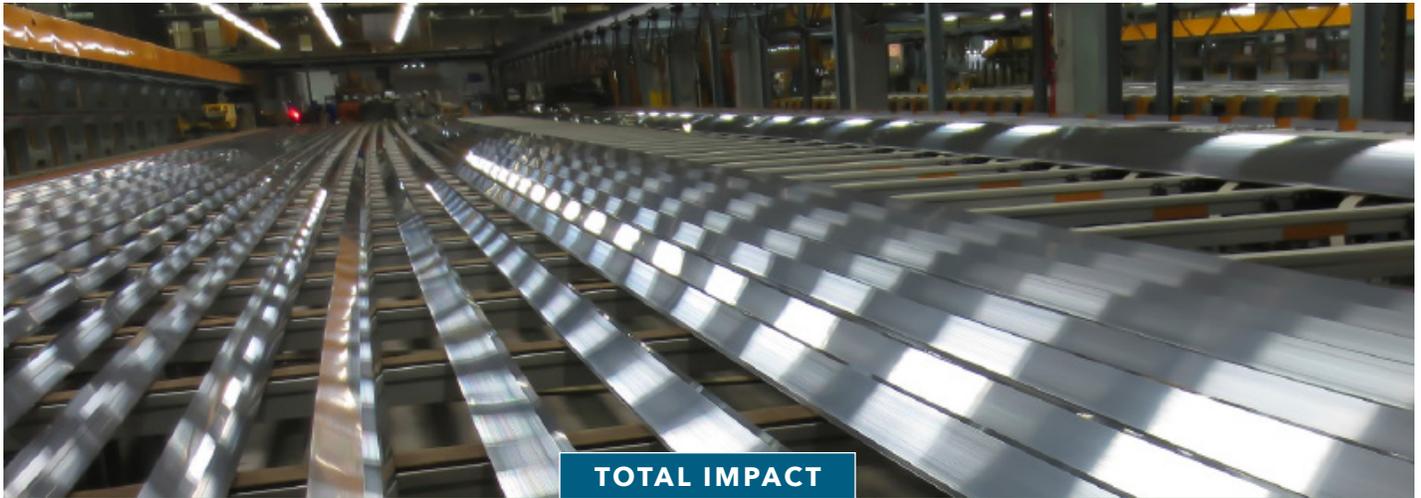


CASE STUDY: Fortune 500 Efficiency Upgrade



TOTAL IMPACT

TOTAL INVESTMENT

\$4.2 MILLION

TOTAL ANNUAL SAVINGS

\$628,732

TOTAL ANNUAL CO₂ SAVINGS

9,091 TONS

EFFICIENCY UPGRADES

- Lighting retrofits
- Variable frequency drives and controls

PROJECT SUMMARY

Metrus Energy financed a \$4.2 million efficiency upgrade for a Fortune 500 customer at their manufacturing facility in the Midwest. Metrus teamed with Siemens Industry, Inc. and Bank of America Merrill Lynch on this project. This multi-benefit retrofit includes lighting and variable frequency drives and controls. Like all Metrus projects, benefits to the customer include no cost for the efficiency upgrades, and annual cash savings during the 10-year Efficiency Services Agreement (ESA). This project is an ambitious step towards achieving the customer's energy reduction goals while upgrading critical facility equipment.

SUCCESS

Project construction was completed on time in Q3 2016. During construction, new efficiency upgrades were uncovered and added to the original ESA, which is a proven benefit of the ESA's flexible structure. These added upgrades boosted total savings by approximately 10%. This project will save over 11.7 million kWh and avoid the emission of almost 9,091 tons of CO₂ per year. This is equivalent to eliminating the electricity use of 870 homes each year and removing 1,742 vehicles from the road annually. This project is the first in a planned, multi-site ESA program that will include a diverse mix of site-specific, efficiency technologies and upgrades.

THE ROAD TO ENERGY EFFICIENCY WITH METRUS



DEVELOPMENT

- Conduct site audits
- Identify efficiency upgrades
- Define project scope



FINANCING

- Structure finance solution
- Fund 100% project costs
- Own project assets



OPERATIONS

- Measure performance & savings
- Operate and maintain equipment
- Identify new savings opportunities