



SAVED IS EARNED

Metrus provides an innovative financing solution for building upgrades and energy efficiency retrofit projects at commercial and industrial facilities.



Through the Efficiency Services Agreement, Metrus pays for all upfront and ongoing project costs.



The customer's service payments are based on realized energy savings and efficiency performance.



Metrus Energy Signs Deal with BAE Systems and Siemens, Jumpstarts Market for Private Sector Energy Efficiency

Efficiency Services Agreement ("ESA") Removes First-Cost Barriers in Energy Efficiency Retrofits

February 26, 2010

San Francisco, Calif. – Metrus Energy, Inc. today announced the development and closing of a large-scale energy efficiency project with BAE Systems, Siemens Industry, Inc. and Bank of America at BAE Systems' Merrimack, N.H. facility. The project is being implemented under Metrus's innovative Efficiency Services Agreement (ESA), a financing structure that enables commercial and industrial businesses to overcome first-cost barriers to energy efficiency retrofits. The retrofit is scheduled for completion in 2010, will be installed by Siemens and will result in energy savings equivalent to more than one million annual kilowatt hours (kWh).

Despite widespread recognition of the economic and environmental benefits of energy efficiency, opportunities often go unrealized due to the lack of financing options. Metrus's ESA overcomes this barrier by enabling businesses to pay for retrofits through realized energy savings and freeing up customer capital for use in core business operations.

"BAE Systems is committed to mitigating the environmental impacts of our ongoing business by becoming increasingly energy-efficient and this program will go a long way to meeting our sustainability goals," said Don Hill, facilities director for BAE Systems' Electronic Solutions business.

"We're addressing a large but vastly underserved market. Energy efficiency services, programs and financing options have largely been limited to the domain of the government and public sector," said Bob Hinkle, chief executive officer of Metrus. "The ESA specifically targets projects at private industrial and commercial facilities and in doing so, opens up what the American Council for an Energy Efficient Economy expects to be more than a \$250 billion market for efficiency upgrades in the commercial & industrial sector over the next decade."

Siemens and Metrus collaborated on the initial ESA with BAE Systems. "This is the first Pay-for-Performance project executed by Siemens where BAE Systems is only paying for the value of actual realized and verified savings," said Joe Berkemeyer, director of financial services for Siemens. "Because of our track record of performance and our financial strength, investors can rely on our performance guarantee and offer this type of agreement to our customers."

"Providing financing for energy efficiency projects like this is a top priority for Bank of America because the projects pay for themselves through savings and, as with renewable energy projects, are good for the overall environment," said Todd Karas, head of Bank of America Public Capital Corp.

The California Clean Energy Fund ("CalCEF"), which promotes new business models that accelerate the growth of clean energy markets, is providing ongoing support to Metrus. According to Paul Frankel, managing director of CalCEF Innovations, "Metrus' model, where customer repayment is based on realized energy savings, will spark a significant increase in investment in retrofits and help to accelerate the reduction of the environmental footprint of commercial and industrial buildings nationwide."

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