

SIEMENS

Ingenuity for life

Guaranteed Savings Contracts

Siemens experience across 1,000+ U.S. projects

Understanding ESCOs

As a true, full-service Energy Service Company (ESCO), Siemens provides the industry's most comprehensive and end-to-end smart infrastructure solutions. We're helping organizations large and small achieve their business and energy objectives while creating environments that care.

About our projects

Our experience spans more than **1,000** projects across the U.S., and we have helped our customers realize more than **\$2 billion** in operational and energy savings in less than a decade.

Key statistics



Range – project size

\$500k to \$363 million +

Average – project size

\$5.84 million



Range – annual guaranteed savings

\$400K to greater than \$15 million

Average – annual guaranteed savings

\$315,860

Recent Siemens projects



Healthcare

29



Higher Education

70



K-12 Education

122



State & Local Government

180



Federal Government









51



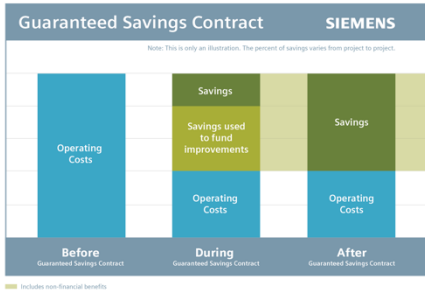
All other markets

51

Facility Improvement Measures




-  Lighting improvements
Lighting controls
-  HVAC replacement
Mechanical components
-  BAS replacement/expansion
BAS control improvements
-  Water conservation
Irrigation control
-  Building envelope improvements
-  Solar PV
Battery storage
-  Plug load control
Microgrid
-  Central utility plants
Living labs

Financing



Siemens has executed more than \$3 billion in Performance Contracts, the majority of which have been financed. We have extensive contacts within the financial community and many years of experience sourcing debt and structuring financing options. More than 25 years ago, Siemens established an in-house Financial Services Group to ensure the project is structured in accordance with a prospective lender's requirements. A Financial Services Manager will be assigned to a customer's project to serve as a project resource. It is critical to design the financial structure which best complements the project and meets the economic requirements of our customer.

Siemens is the only ESCO with its own finance subsidiary, Siemens Financial Services, which provides highly competitive rates and structural flexibility to our customers. This may allow us to offer funding structures unavailable to our competition. The financial structures listed below are most common for financing Energy Performance Contracts:

-  Tax-Exempt Lease Purchase Agreements
-  Energy Savings Performance Contract with Embedded Financing
-  Tax-Exempt Bonds

Contact

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The total cost of funding is impacted by the direct cost of borrowing, origination fees, escrow earnings, underwriting costs and legal fees, all of which must be included in the analysis and comparison of financing proposals. Customers typically finance the entire cost of the project, which is designed so that the energy savings offset costs associated with the project. For private non-profit institutions, please keep in mind that you may need to utilize a conduit to secure tax-exempt rates.

Siemens will not recommend any financing action to Customer as Siemens is not a registered municipal advisor and is not subject to any of the fiduciary duties imposed on municipal advisors. Siemens is not an advisor to nor fiduciary of Customer and Customer should consult its own legal, financial or other advisors as appropriate prior to taking any financing related action.