EaaS for APEC

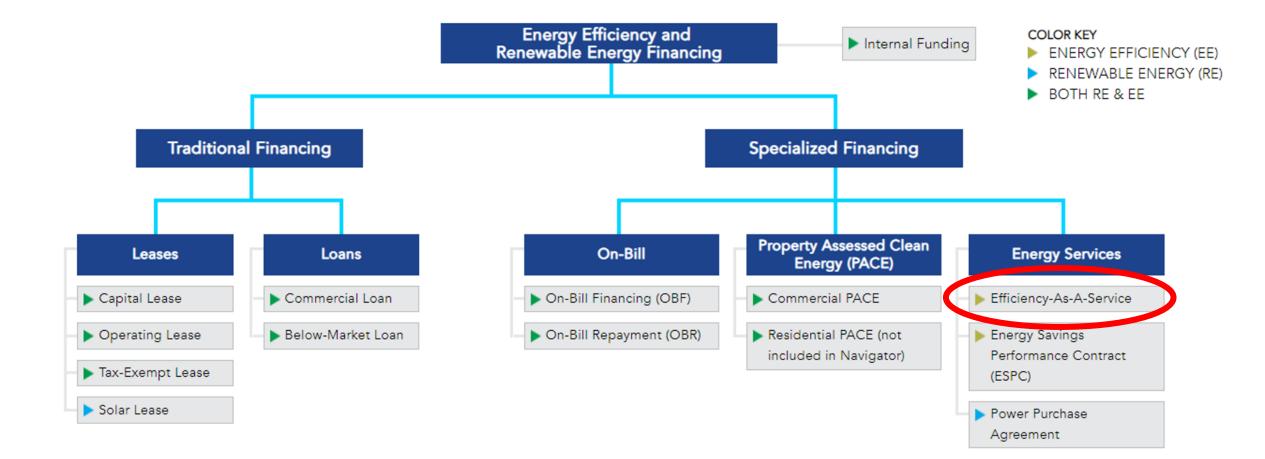




THE REAL PROPERTY OF THE PARTY OF THE PARTY

Quintin Barnes qbarnes@allumia.com

Financing options available in the market



allumia as-a-Service



salesforce

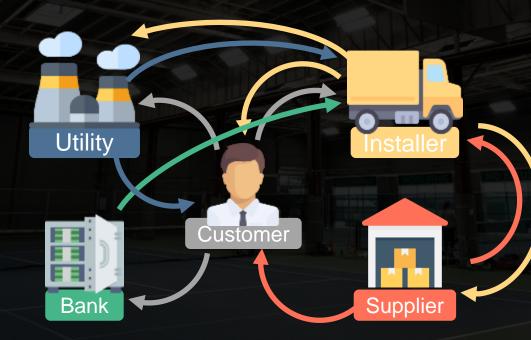


- Markets are getting more complex
- Acquire outcomes not inputs
- Pay for value not cost
- Focus on doing what you do best



Problem

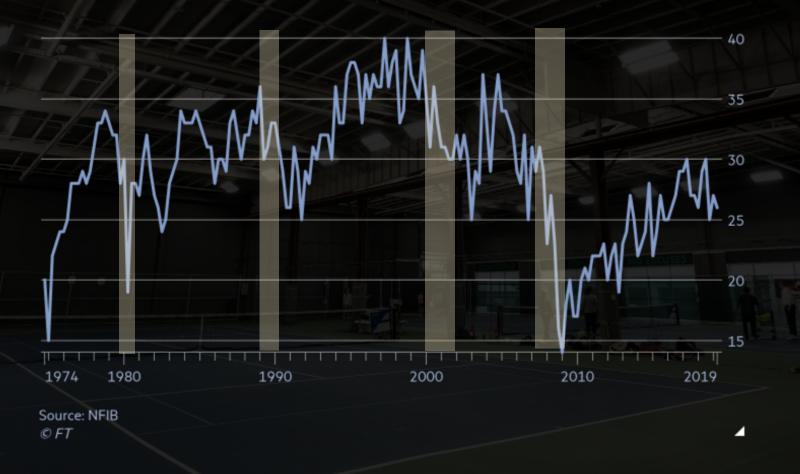
Effectively managing efficiency is costly





Problem

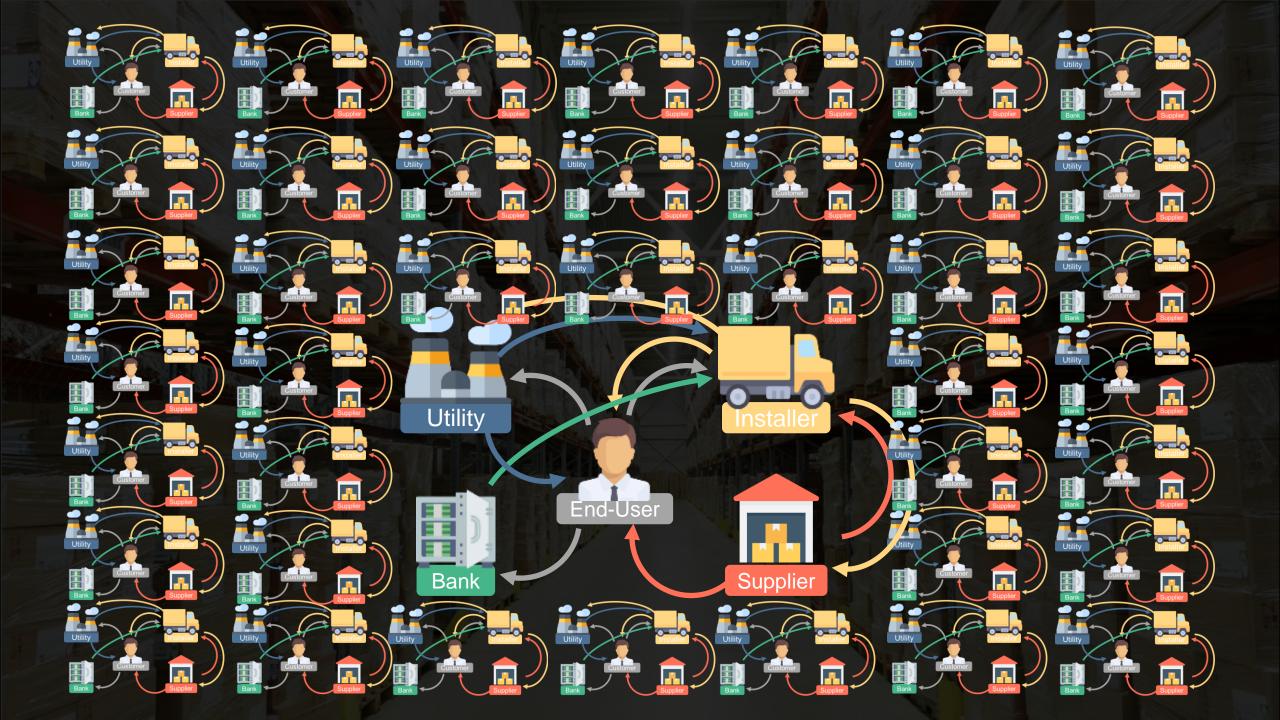
Capital expenditure plans for US small businesses (index points)

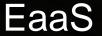




\$190 Billion

\$133 Billion C&I Energy Waste





Efficiency-as-a-Service



Relax

We handle it all — design, install, and maintain.

Upgrade Complete upgrade with zero upfront costs. Save

We only get paid when the customer saves.



Provider

- No upfront cost Fund project
- Responsibility Manage installation
- *Transparency* Meter performance
 - Service Maintain equipment

Customer

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 Pay for value received out of savings generated



Standardization and simplification bring system-wide benefits.



Simple, transparent energy savings



Lenders



Sell, fund, & secure rebates faster

Standardized, investible asset class

More projects & happier customers



EaaS

Enterprise platform to manage, meter and monetize energy efficiency assets.



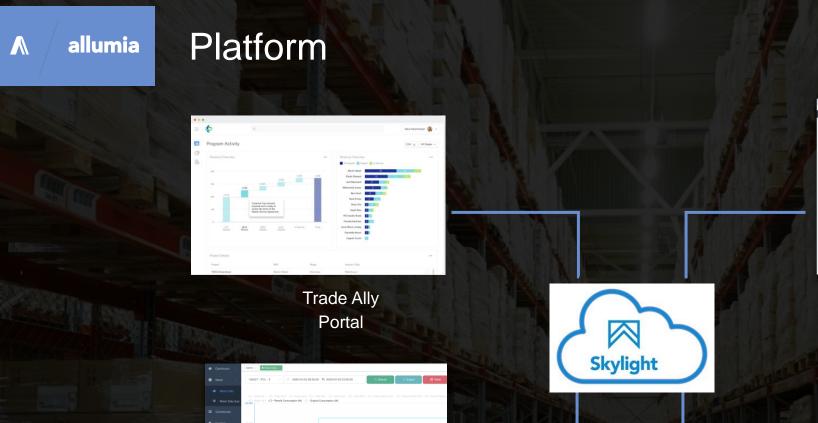
Capital Facilitation

Automation & Standardization

• 1.



Metering & Billing



Meter Data Acquisition and Bill Generation

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Data Analytics and Process Automation

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Sales Data Acquisition Tools







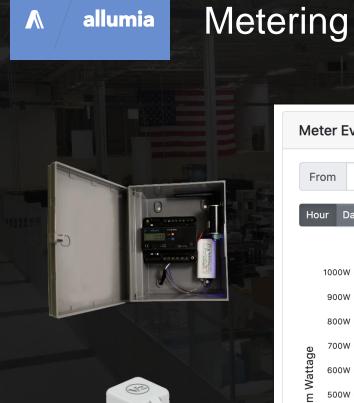


Lighting

HVAC

Refrigeration

Retro-commissioning



Meter Events

By Channel From 09/01/2020 Until 09/13/2020 \$ Maximum Wattage \$ Day Week Month Hour Reset 🗖 100004 Ch1 🔰 100004 Ch2 🚺 100004 Ch3 🚺 100008 Ch1 📕 100008 Ch2 🚺 100008 Ch3 1000W 900W 800W 700W Maximum Wattage 600W 500W 400W 300W 200W 100W 0W THE SER S wedger 1HUSER 10 SUL SER S Wedsep THUSERS 411 Sep A SAL SPR SUISEP Monsep 4115ERN1 5at sen ? THE SER

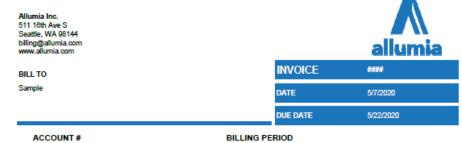


Metering

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anel Loca	ition:		Electrical Room		Manf:					c		26267806- 26257804	48018460200 3/8/2817 48018460200 3/8/2817	274.7 275	278.8 274.1	473.5	- 5
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1					2		River Burn		Ë.	- 1	-2	28297193	46010900200 3/8/2/EL7	273.0	215.7	474.8	
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	1	Α	West	switch_test	Office	Y	2X4 T8 3L	150	30.00	4500	16.25	26254564	48018090300 3/8/2017 48018090200 3/8/2017	275.3	275.4	474.5	
	3	В	West	switch test	Office		2X4 T8 3L	85	30.00	2550	0.71	26368140	48012060200 3/8/2417	275.6	275.9	475.4	
	~		west	switch_tesc	UTTICE	Y	284 18 3L	80	30.00	2550	9.21	25254585	48012096200 3/8/2817	273.5	215.0	672,4	
	5	C	West	switch_test	Office	v .	2X4 T8 2L	90	30.00	2700	9.75	26254586	48018960200 3/8/2817	275.5	215.7	475.2	
						ť –						26258584	48018860200 3/8/2817	275.4	275.0	474,5	
	7	A	J Box	switch_test	Office							26269582	48015990200 3/8/2917	175.2	275.1	474	
	9	в	Warehouse	switch test	Office							26256760	48018460300 3/8/2817 48018460200 3/8/2817	275.5 275.5	275.1	674.1 674.8	
	-	-		and the second	omice	-						26255992	48010090200 3/8/2017	275.6	275.1	674.8	
	11	c	Wall Packs	switch_test	Office	v	Wall Pack	9	60.00	540	1.95	26255990	48018950200 3/8/2817	275.7	275.2	475	8 - 1
-						ť –						25259988	48010960200 3/8/2017	205.7	215.2	475.1	
	13	Α	Center	switch_test	Office	¥	2X4 T8 3L	110	30.00	3300	11.91	26.26 5986	48018060300 3/8/2817 48018060200 3/8/2817	275.6 276	215.4 274.9	475.1 674.3	
	15	c	Center	switch_test	Office		2X4 T8 3L	87	30.00	2610	9.42	26293384 26353987	48019990200 3/8/2017	276	274.5	676,5	
		~		Survey Core	Unite	Ŷ	284 10 JL	67	30.00	2010	3.92	26255980	46010960200 3/8/2017	275.6	275.1	474.8	
	17	C	Bathroom	switch_test	Office	v	2X4 T8 3L	50	30.00	1500	5.42	26293978	48010460200 3/8/2012	275.6	205.1	674,8	
	19		North	and the second		<u> </u>						26269976	48010060200 3/8/2017	275.6	275.1	474.6	
	19	A	North	switch_test	Office	Y	2X4 T8 3L	85	30.00	2580	9.31	26263383 26365381	480124060200 3/8/2017 48010460200 3/8/2017	275.0	214.9	474.1	
	21	в	Bathroom	switch test	Office		2X4 T8 3L	51	30.00	1530	5.52	26285379	46018090200 3/5/2817	275.6	274.0	474.3	
				_	onne	r -	20001002	~~	50100	2000		26255377	48019460200 3/8/2417	275.6	274.8	674,4	
	23	c	North	switch_test	Office	Y .	2X4 T8 3L	80	30.00	2400	8.66	26265375	48010060100 3/8/2017	275.1	274.4	471.7	
	25	Α	East	switch_test	Office .		2014 7 2 2		20.00	4530		28285375 26265171	48015060200 3/8/2017 A0010060200 3/0/2017	875.2 274.9	276.3	674.3 673.7	
		~	East	switch_test	Office	Y	2X4 T8 3L	51	30.00	1530	5.52	26215369	48018990200 3/8/2817	275	274.3	674.5	
	27	B	East	switch_test	Office	v .	2X4 T8 3L	60	30.00	1800	6.50	26265367	480114663200 3/8/2817	275.1	274.8	478.5	
						ť –						28265365	48010060200 3/8/2017	275.1	275	471.5	
	29	¢	East	switch_test	Office	Y	2X4 T8 3L	75	30.00	2250	8.12	26264781 26354779	48015040100 3/8/2017 48018990200 3/8/2017	275.8 275.4	275.2	674.8	
	31	A										26354777	48018960200 3/8/2017	274.8	274.7	473,5	
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-		-				+						26284771	480304902001 8/8/2417	274.5	274.9	475,9	
	35	c										26254769	48010460200 3/8/2017 48010460200 3/8/2017	274.8 774.8	275 274.7	473.9	
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	39	в			1							2825-1280	680100960100 8/8/2017	174.8	216.0	473.8	
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	41	C										26264176	48012660200 3/8/2017 48012660200 3/8/2017	274.1	273.9	425	-
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												26264170	00015000100 8/8/2017	274.7	215.9	674.5	

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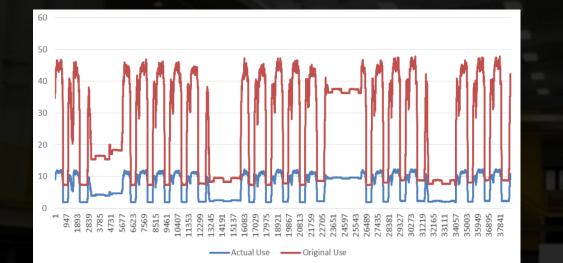
BILLING PERIOD 4/1/2021 - 5/1/2021

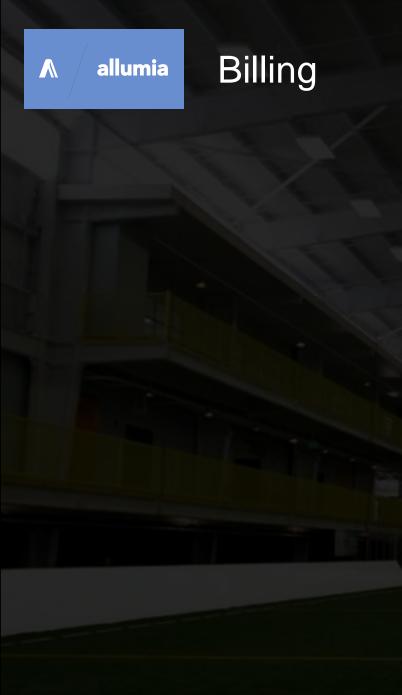
TOTAL DUE

DESCRIPTION	UNITS	\$ PER		\$ AMOUNT
Site 1 kWh*\$/kWh	139,623	0.0725		\$10,122.64
20 %				-\$2,530.66
			Subtotal:	\$7,591.98
				\$531.44
	Site 1 kWh*\$/kWh	Site 1 kWh*\$/kWh 139,623	Site 1 kWh*\$/kWh 139,623 0.0725	Site 1 kWh*\$/kWh 139,623 0.0725

\$8,123.42

Having issues? Contact us by phone 425 298 7834 Billing issues: billing@allumia.com Service: service@allumia.com









Quintin Barnes qbarnes@allumia.com www.Allumia.com