



EFFICIENCY CAPITAL

BUILDING ENERGY SAVINGS

“Win-win-win for building owners,
the environment and investors.”



La fondation
McConnell
Foundation

WHO WE ARE

Efficiency Capital (EC) is Canada's first Energy-as-a-Service (EaaS) company, which develops, invests, and manages energy and net-zero building retrofit projects.

Since 2012, EC has been a one-stop-shop for low-carbon building upgrades, working with building owners to reduce emissions and energy consumption in the built environment by delivering capital, expertise and quality to building owners through its turnkey EaaS offerings.



*We are the first company in Canada to achieve international **Investor Ready Energy Efficiency (IREE) Certification** for our project with WoodGreen Community Housing, which reduced OPEX by 17% and reduced GHG emissions by over 8,400 tonnes over the project lifetime.*



PARTNERSHIPS

CIB  BIC

 TORONTO
FOUNDATION

 FONDS CLIMAT
DU GRAND MONTRÉAL

 e1
EFFICIENCY ONE

 TAF

 ALBERTA
ecotrusted

McConnell

RECOGNITION

- One of Canada's Top Growing Companies (2021 GLOBE & MAIL's Report on Business)
- Best in Class CleanTech (Ontario Sustainable Energy Association for Sustainable Finance)
- Clean50 award to both co-founders (2021)
- CEO named Top 100 Finance Professionals (2023) by The Top 100 Magazine
- Best ESG Solution Canada (2023 Global Financial Market Review)

WHAT WE DO

1. We develop and invest in energy efficiency infrastructure in your buildings

With multiple funding options available, we partner with building owners who want to ...



Increase net operating income



Decrease pressure on capital budgets



Reduce greenhouse gas emissions

... without spending any capital.

2. How we help

Building owners and managers are focused on providing safe and comfortable buildings, while also keeping a lid on operating costs.

Money

Capital budgets are constrained with multiple projects all competing for priority. As managers look to avoid increasing operating costs, this can lead to deferred maintenance and unfunded liabilities, making it challenging to fund efficiency upgrades on a timely basis.

EC Solution

We invest our own capital and are paid from the performance of the projects over time.

Time, Complexity & Hassle

Building managers and operators are busy. Capital projects can consume a lot of time, especially deep retrofits with multiple measures and big carbon reductions... but it's these projects that create the most value.

EC Solution

We can be your long-term partner and service provider to deliver and maintain integrated efficiency upgrades on a turnkey basis.

WE PROVIDE COMPLETE SOLUTIONS FOR YOUR ENERGY UPGRADE JOURNEY



CAPITAL

No upfront capital
needed



RISK

Fully transfer risk,
with 3rd party
certified savings



CAPACITY

Outsourced project
development
partners



SCALABILITY

Upgrade multiple
measures or assets
across a portfolio
simultaneously

FLEXIBLE SOLUTIONS

We offer multiple funding solutions to suit every building.

From customizable Energy Upgrade Agreements (EUAs), to true Energy-as-a-Service (EaaS), we'll find the perfect solution to unlock your efficiency potential.



Up to 25-year terms with all project costs amortized

Favorable rates tied to level of expected GHG reductions



Our goals align with building owners - ensure top-quality design, equipment, and implementation work



Turnkey design, procurement and contracting



We provide deep finance, technical, and asset finance in-house expertise

We are the investor, and contract for project outcomes

No impact on borrowing capacity

Purchase directly from vendors for preferential pricing and warranties



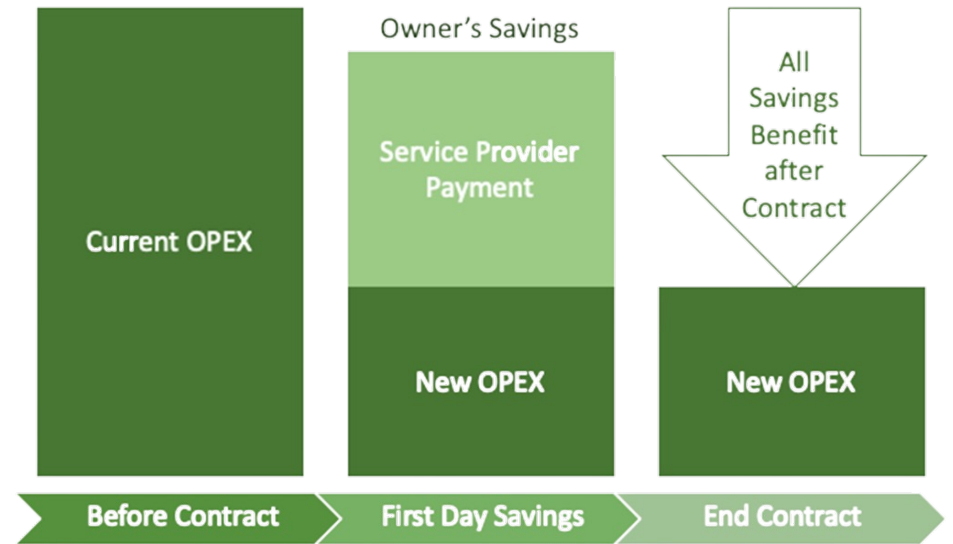
We apply for and manage all incentives

PRODUCT FEATURES



Features may differ based on products

HOW IT WORKS



KEY BENEFITS

EC partners with building owners as a one-stop solution to building efficiency, where projects can:



Save capital and just pay monthly instead



Reduce GHG emissions by **30% to 90%***



Increase building value – Every \$5K we invest in your building adds \$20K in value*



Position your building as a sustainability leader



Reallocate reserves and/or reduce monthly maintenance fees



Off-balance sheet, non-debt service agreement means easier approvals and adherence to previous debt covenants



Improve occupant safety, health and comfort



We take on all construction, performance and financial risk leaving you with worry-free results

**approximated figures*

Efficiency Measures

Efficiency upgrades can include the following electrical, mechanical and water infrastructure:



Electrical systems (LED, lumen optimization, EV charging)



Mechanical systems (HVAC, pumps, motors, fans)



Water systems (low-flow fixtures, monitoring)



Building envelope (windows, insulation)



Renewable energy (solar PV, geo-exchange, solar thermal)



Smart building controls and automation



Monitoring, measurement and verification



Recommissioning (re-optimization, load scheduling)

RECENT PROJECTS



Social Housing Provider

Investment	\$3.4 M
Term	10 years
Annual GHG Savings	421 tonnes
Completion Year	2021
OPEX Reduced	17%



Multi-Residential Project

Investment	\$600 K
Term	8.5 years
Annual GHG Savings	82 tonnes
Completion Year	2019
OPEX Reduced	20%

RECENT PROJECTS



Multi-Residential Project

Investment	\$2.0 M
Term	20 years
Annual GHG Savings	342 tonnes
Completion Year	2024
OPEX Reduced	44%



Student Housing Project

Investment	\$1.2 M
Term	20 years
Annual GHG Savings	142 tonnes
Completion Year	2024
OPEX Reduced	39%

IMPROVED FINANCES

Efficiency Capital solves several financial stresses by paying for upgrades and generating savings, leaving building owners with...

Decreased Operating Costs

Utilities account for an average of 15% - 30% of all operating costs in buildings – EC upgrades decrease these costs by an average of 25-40%.

Decreased Long-Term Liabilities

Older buildings often need upgrades, but maintenance is frequently backlogged and deferred due to a lack of capital. EC manages retrofits on behalf of owners, reducing the necessary capital reserve costs to upgrade old equipment.

Increased Resiliency

EC manages retrofits through a long-term partnership – keeping upgrades off the balance sheet increases borrowing capacity and unlocks capital for other priorities.

... all with no upfront costs to building owners.



INCREASED COMPETITIVENESS

Efficiency upgrades create a competitive advantage for owners looking to retain and find new tenants.

Improved Health, Safety and Comfort of Occupants

Updated equipment reduces the likelihood of sick building syndrome, with improved building performance reducing absenteeism from school and work by up to 58%.

Lower Fees, Higher Quality

Reduced operating costs means savings can be reinvested into sought-after amenities or common space elements.

Resiliency = Longevity

Efficiency upgrades and proper management of long-term liabilities ensure buildings are preserved for generations to come.



GHG EMISSIONS

Although the impact of climate change is unprecedented in scale and scope, energy-efficient upgrades help building owners do their part and join the fight against climate change without lifting a finger.

Canada's GHG emission targets

Buildings account for over 40% of greenhouse gas emissions in urban areas and are one of the most affordable ways to reduce emissions.

Everyone can reduce GHG emissions

Efficiency retrofits reduce GHG emissions by 30% – 90%.

Climate change can be costly

EC's upgrades also minimize the likelihood of insurance premium increases and asset losses, as efficient equipment can improve building resilience to extreme weather. Building retrofits reduce vulnerability to power outages and better maintain a stable indoor environment.



GET IN TOUCH TO LEARN MORE ABOUT:

- ✓ How we upgrade buildings with no upfront cost to the building owner
- ✓ Why we were incubated and launched by The Atmospheric Fund (TAF)
- ✓ Our successful project track record since 2012
- ✓ Our strategic partnerships with TAF, the Toronto Foundation, the McConnell Foundation and others

QUESTIONS?

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The image shows a low-angle, upward-looking view of several modern skyscrapers with glass facades, set against a cloudy sky. The buildings are slightly blurred, creating a sense of depth and height. In the upper right corner, the Efficiency Capital logo is visible, featuring a stylized green lightning bolt icon and the text 'EFFICIENCY CAPITAL' above 'BUILDING ENERGY SAVINGS'.

EFFICIENCY CAPITAL
BUILDING ENERGY SAVINGS

Our Solutions

ESPA™

Energy Upgrade Agreement

Efficiency-as-a-Service

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