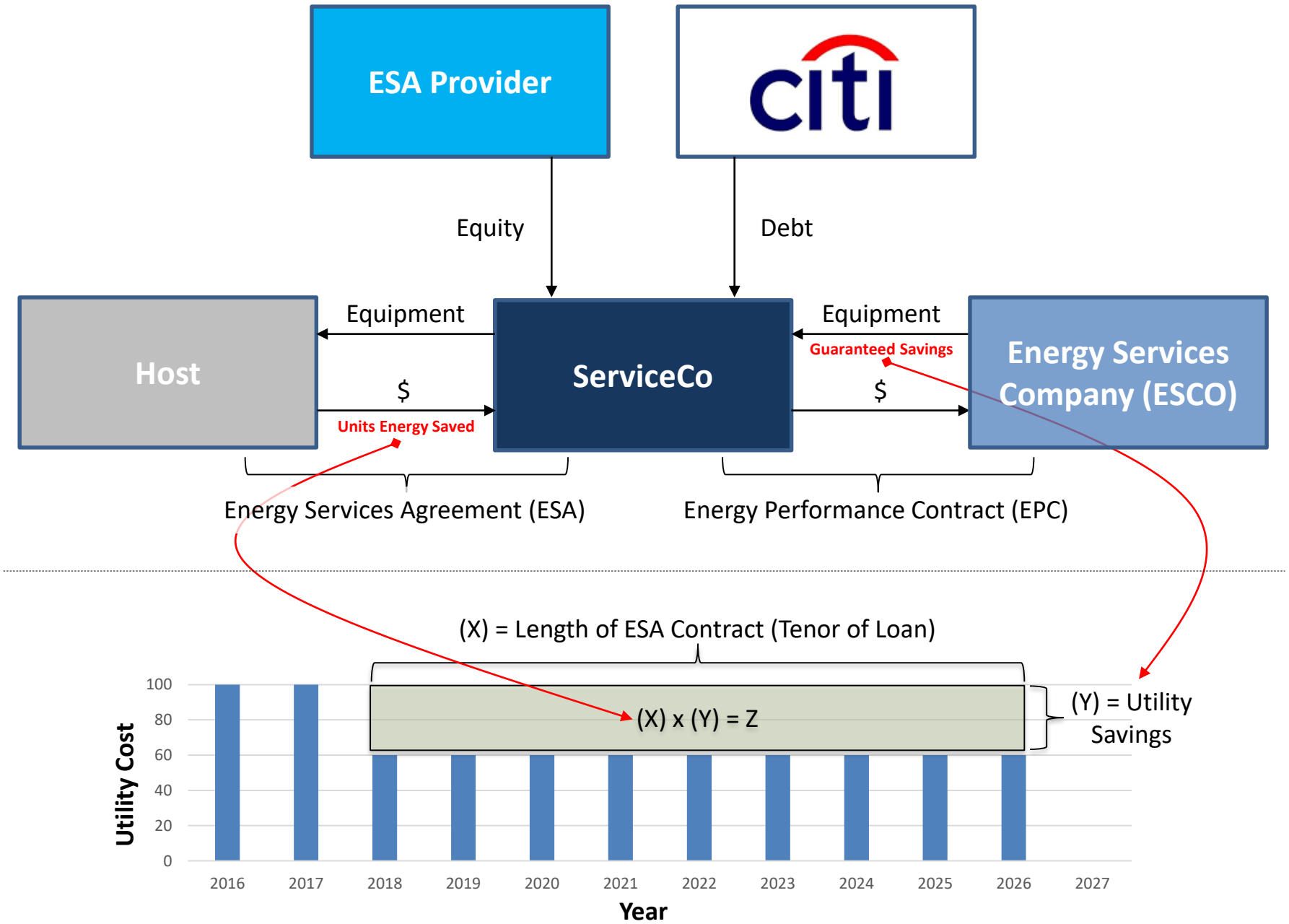
ESA Provider
citi
Equity
Debt
Host
Equipment
$
Units Energy Saved
ServiceCo
Equipment
Guaranteed Savings
$
Energy Services Company (ESCO)
Energy Services Agreement (ESA)
Energy Performance Contract (EPC)
(X) = Length of ESA Contract (Tenor of Loan)
(X) x (Y) = Z
(Y) = Utility Savings
Utility Cost
100
80
60
40
20
0
2016
2017
2018
2019
2020
2021
2022
2023
2024
2025
2026
2027
Year