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Providing Solutions that Work

Since 1990

Who We Are and What We Do

- **Finesco Capital is a leader in providing case sensitive financing solutions to our customer's business and in assisting our vendor's in the sale of their products and services.**
- **Proper structuring of the financing to result in the repayment mirroring the rate at which the customer receives value/achieves savings**
- **Repayment out of attendant savings as supported by ESCO performance guarantee ensures**
- **"No Unfunded Capital Debt"**
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Who Are Our Customers

- Our customers and vendors come from many sectors including:

- Vendors

All 8 nationally accredited ESCO's and their customers

- MUSH Sector, (Education, hospitals, Municipalities)
- Federal Government Departments (DND)
- Commercial Clients
- Commercial Buildings (owner occupied and rental)
- Hotels
- Not for Profit Organizations



Our Approach

- **To fully research and understand all business, legal and operational issues and to apply this knowledge to known lending parameters.**
- **Public Sector Case Sensitive Financings in excess of 250 projects aggregating \$ 800 million**

Guiding Principles

- **Respect the integrity of operational agreement (Energy Service Agreement)**
- **Proper structuring of the financing to result in the repayment mirroring the rate at which the customer receives value/achieves savings**
- **Repayment out of attendant savings as supported by ESCO performance guarantee ensures**
- **“No Unfunded Capital Debt”**

Guiding Principles

- **Once fully commissioned, the project will operate under the auspices of the operating agreements. Customer will pay Lender without set off and seek any shortfall restitution from ESCO offline from financing.**
- **The financing should be respectful of the inherent 2 party relationship**
 - **Seamless delivery of products and service under the ESA**

Financing Goals

- **“Just in Time” project-financing at effective rates**
- **Balanced converging sensitivities**
 - (financial, legal, accounting, operational)
- **Maintain cash flow/savings neutrality hence no unfunded capital debt created**

GHG Reductions - How

Reducing 80% by 2050 will require multiple and concurrent sources of capital.

CCAP Cap & Trade credits

Green Power Sales

**Leveraging Utility and M&V cost savings
using case sensitive financing structures**