

## Quick Facts

- NASDAQ symbol LIME
- Headquartered Huntersville, NC USA
- Employees 350
- US Locations 18
- Website [www.lime-energy.com](http://www.lime-energy.com)

## Industries Lime Energy Serves:

- Public Sector
- Utilities
- Educational Institutions
- Financial Services
- Health Services
- Manufacturing

## Acquisitions:

Applied Energy Management	2008
Parke Industries	2006
Kapadia Energy Services	2006

## Mission

*Lime's mission is to be the leader in developing and implementing economically viable clean energy solutions that benefit our communities, realize financial savings for our customers and protect our environment.*

## Culture and Values

We are deeply committed to being trusted energy advisors and driving long term value to our clients.

Our employees are passionate about our local communities and how clean energy solutions can support them.

Constant innovation is encouraged and new ideas are harnessed to meet rapidly changing policies and business environments.

*"I've had the opportunity to work alongside pioneers in the energy efficiency industry - true thought leaders who are bringing change in a big way. I stay at Lime because despite our rapid growth, the culture that embraces those opportunities never changes."*

*– Arjun Saroya, Director of Program Technology*

**Lime Energy Co. (NASDAQ: LIME)** is one of the nation's leading providers of clean energy solutions.

## Our Value Proposition

As an innovative energy solutions provider, Lime Energy is redefining the way organizations realize the benefits from clean energy. Our proven platform combines our culture, strategy and implementation capabilities with a pure focus on driving customer satisfaction.

Lime Energy transforms traditional energy costs into innovative and strategic enablers to create competitive advantages.



## Clean Energy Focus Areas

Our business focuses on three important areas:

- **Energy Efficiency**  
*to reduce and optimize consumption*
- **Renewable Energy**  
*for cleaner ways of producing the energy we need*
- **Smart Grid**  
*to deliver the benefits that real time intelligence can provide from our utility infrastructure*

## Why Lime Energy Is Different?

- 25 years of experience delivering economically viable efficiency and renewable energy solutions that benefit communities and protect the environment.
- Industry's most experienced energy professionals layered across an expansive geographic footprint.
- Pioneering a CleanPower Solutions® platform for generating N.E.W. (Negative & Efficient Watts) Energy to create new revenue streams and ongoing savings.
- Diverse clean energy solutions portfolio of energy efficiency, renewable and utility solutions.
- Integrated delivery platform that includes energy analysis, design, construction and verification.
- Delivered clean energy solutions to over 2.5 billion square feet of building space, and counting.
- Automated energy audit capture and extensive database of pre-configured environments.

## Representative Clients

Our clients trust Lime to apply our engineering expertise to develop customized energy efficiency and renewable energy projects. Lime performs clean energy solutions for leading Fortune 500 clients; Federal, State and Municipal Governments, Major Investor-Owned Utilities, Global Energy Service Companies, and Educational & Healthcare Institutions.

## Sample Engagements & Success Stories



Lime Energy Delivered Huge Energy Savings for Americans. Savings are projected to exceed 30 million kilowatt-hours (kWh) per year. <http://www.lime-energy.com/success-stories/usps-energy-job-order-contract>

## nationalgrid

Lime Energy, under contract to National Grid, has installed over 1,800 projects under the Small Business Energy Efficiency Program saving our customers 55 million kWh and \$6.7 million annually on their electric bills. <http://www.lime-energy.com/success-stories/national-grid-small-business-direct-install-program>



Lime Energy worked with AtlantiCare to create and implement a comprehensive energy savings plan that allowed the customer to qualify large incentives. The utility plan has reduced AtlantiCare's energy consumption by up to 20%. <http://www.lime-energy.com/success-stories/prestigious-health-care-institution-partners-with-lime-energy-for-nj-pay-for-performance-p4p>

Additional case studies can be found at <http://www.lime-energy.com/success-stories>

## Clean Energy Solutions

By design, Lime's solution portfolio meets our clients' most complex challenges and transforms traditional energy costs into viable revenue and long term operational savings:

### Energy Efficiency



- Energy Engineering
- Retro Commissioning
- Multi-Measure & Multi-Site Capabilities
- Design, Implementation & Verification
- Automated/Preconfigured Audit Capture

### Utility Programs



- Program Administration & Implementation
- Auditing & Project Installation
- Direct Install for Hard-to-Reach Markets (Small Businesses, Residential, Municipalities)
- Web-based Data capture/Utility Dashboard

### Asset Development



- Development Analysis & Consulting
- Feasibility Assessments
- Debt and Equity Financing
- Renewable Design & Construction
- Long Term Energy Contracts

## Executive Officers & Senior Management

- *John O'Rourke*  
President Chief Executive Officer & Director
- *Jeff Mistarz*  
Chief Financial Officer
- *David Asplund*  
Executive Chairman of the Board
- *Jim Smith*  
Group President, Public Sector & Regional Construction
- *Adam Procell*  
Group President, Energy Consulting & Technical Services
- *Eric Dupont*  
Group President, Lime Energy Asset Development
- *David Krueger*  
Group President, C&I Division

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