



RENEW
FINANCIAL™



PACE Overview

Cliff Staton, Executive Vice President

MAY 2016

PACE PIONEER/ENERGY IMPROVEMENT FINANCING BUSINESS



HEADQUARTERED IN OAKLAND, CA

270 Employees	65,000 Projects Completed to Date
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RESIDENTIAL PACE



CaliforniaFIRST / RenewPACE

VOLUME

- \$175 million funded since Sept '14
- Cumulative \$400 million funded by '16E

PERFORMANCE

- No defaults to-date
- 5-25 year term

UNDERWRITING

- Property tax, mortgage payment history
- Property LTV < 15%

COMMERCIAL PACE



CaliforniaFIRST / RenewPACE

VOLUME

- \$23 million funded to-date in 15 transactions
- >\$50 million fundings planned in '16

PERFORMANCE

- No defaults, 1 cured delinquency to-date
- Origination fees are primary revenue source

UNDERWRITING

- Property LTV up to 30% if financials provided
- Lender consent obtained for all projects

WE'RE MAKING A DIFFERENCE



**RENEW
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ENVIRONMENTAL AND SOCIETAL BENEFITS



267,000
Metric Tons
Reduction in GHG
Emissions

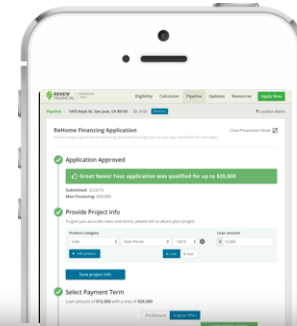
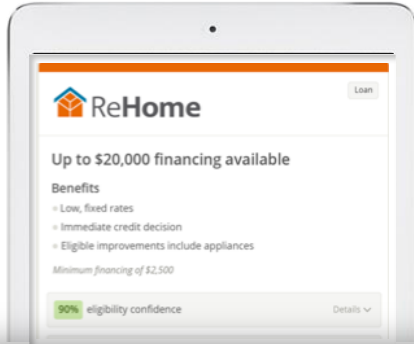


\$211 M
In Energy
Savings



2400
Jobs
Created

SIMPLE, FAST, AND TRANSPARENT



CONTRACTOR

Easily Integrate Financing Information into Proposals

Close the Sale in One Visit

Complete Energy Upgrades

RECEIVE

EFT Payment Based Upon Completion

APPLY

SIGN

INSTALL

PROPERTY OWNER

Sign Up Online or via Phone, Receive Instant Approval

Complete Financing Documents Electronically

Support for Questions, Information, or Issues

REPAY

Payment via Property Taxes or Loan Servicing

WE HELP CONTRACTORS SUCCESSFULLY GROW THEIR BUSINESS

TOOLS

- Training
- Business development
- Communications
- Marketing support

SERVICES

- Proposal support
- Qualified leads
- Knowledgeable call center staff
- Property owner follow up

TECHNOLOGY

- Automated workflow
- Prospecting
- Online applications



Growing Network
of Contractors Provides
Highly Efficient Point of Sale

WE HANDLE ALL PACE PROGRAM ELEMENTS, MAKING IT EASY FOR LOCAL GOVERNMENTS TO OPT IN

MARKETING AND SALES

- Consumers
- Contractors

ORIGINATION

- Call center
- Property underwriting
- Project validation
- Document management
- Funding

CONTRACTOR MANAGEMENT

- Recruitment
- Training and tools
- Inspections and compliance

CAPITAL

- Private placement of bonds

LOCAL GOVERNMENT

- Regular updates
- Quarterly reporting

POST FUNDING SUPPORT

- Prepayments
- Subordination
- Payment questions

BOND ISSUANCE

- Bond counsel
- Trustee
- Special tax administrator



PACE CONSUMER PROTECTIONS ARE UNIQUE

PROTECTION	PACE	HOME EQUITY LOANS	CREDIT CARDS
Single purpose financing – product requirements	Yes	No	No
Contractor requirements	Yes	No	No
Fair pricing requirements	Yes	No	No
Permit requirements	Yes	No	No
Funding only provided after homeowner signs off	Yes	No	No
Dispute resolution	Yes	No	No
Senior protections (65+)	Yes	No	No

ENERGY IMPROVEMENT FINANCING MADE SIMPLE



PLATFORM



POSITION



PARTNERSHIPS



PRODUCTS



PEOPLE