Performance Insurance uptake/ traction

Solar Shortfall insurance
1.25 GW of insured performance
Across 12 US states and 1 Canadian province

Energy Efficiency Insurance
2.176 Million ft² total:
- Residential: 220,000 ft².
- Small Commercial: 1,220,909 ft².
- Industrial: 735,992 ft².
Energy Efficiency Insurance (EEI) Timeline

EEI (Single Project –ESCO)
- HVAC
- LED Lighting
- Building controls, etc.

EEI Portfolio
- Residential
- Small C&I
- Restaurant Chains

Pay For Performance (P4P)
- Utility program structure
- Portfolio risks
- Energy Efficiency at scale

ESPC
- Larger ESCOs
- MUSH Market

Primarily Engineering Analysis

Engineering + Risk Modeling Analysis
New Frontiers

- Energy Storage
- Algorithms
- IoT
- Weather Effects
California Power Outage Risk:
Severe Thunderstorm  1:100 event

- Affects 800k people across 8 states.
- In California, 609k people will have power loss.
California Power Outage Risk:
Severe Thunderstorm    1:200 event

- Affects 1.4 million people across 28 states.
- In California, 935k people will have power loss.
This event is localized to California.

In California, 1.9 million people will have power loss.
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