

# Q3 2022 Supplemental Information

November 1, 2022



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# Safe Harbor

## Forward Looking Statements

Any statements in this presentation about future expectations, plans and prospects for Ameresco, Inc., including statements about market conditions, pipeline and backlog, as well as estimated future revenues, net income, adjusted EBITDA, Non-GAAP EPS, gross margin, capital investments, other financial guidance, statements about our agreement with SCE including the impact of any delays, the impact of the IRA on our business, longer term outlook, and other statements containing the words “projects,” “believes,” “anticipates,” “plans,” “expects,” “will” and similar expressions, constitute forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995. Actual results may differ materially from those indicated by such forward looking statements as a result of various important factors, including the timing of, and ability to, enter into contracts for awarded projects on the terms proposed or at all; the timing of work we do on projects where we recognize revenue on a percentage of completion basis, including the ability to perform under recently signed contracts without delay; demand for our energy efficiency and renewable energy solutions; our ability to complete and operate our projects on a profitable basis and as committed to our customers; our ability to arrange financing to fund our operations and projects and to comply with covenants in our existing debt agreements; changes in federal, state and local government policies and programs related to energy efficiency and renewable energy and the fiscal health of the government; the ability of customers to cancel or defer contracts included in our backlog; the effects of our acquisitions and joint ventures; seasonality in construction and in demand for our products and services; a customer’s decision to delay our work on, or other risks involved with, a particular project; availability and cost of labor and equipment particularly given global supply chain challenges and global trade conflicts and challenges; our reliance on third parties for our construction and installation work; the addition of new customers or the loss of existing customers including our reliance on the agreement with SCE for a significant portion of our revenues in 2022; the impact from Covid-19 on our business; global supply chain challenges, component shortages and inflationary pressures; market price of the Company’s stock prevailing from time to time; the nature of other investment opportunities presented to the Company from time to time; the Company’s cash flows from operations; cybersecurity incidents and breaches; and other factors discussed in our Annual Report on Form 10-K for the year ended December 31, 2021, filed with the U.S. Securities and Exchange Commission (SEC) on March 1, 2022, the Quarterly Report on Form 10-Q for the quarter ended March 31, 2022, filed with the SEC on May 3, 2022, and other SEC Filings. The forward-looking statements included in this presentation represent our views as of the date of this presentation. We anticipate that subsequent events and developments will cause our views to change. However, while we may elect to update these forward-looking statements at some point in the future, we specifically disclaim any obligation to do so. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this presentation.

## Use of Non-GAAP Financial Measures

This presentation and the accompanying tables include references to adjusted EBITDA, Non-GAAP EPS, Non-GAAP net income and adjusted cash from operations, which are Non-GAAP financial measures. For a description of these Non-GAAP financial measures, including the reasons management uses these measures, please see the section in the back of this presentation titled “Non-GAAP Financial Measures”. For a reconciliation of these Non-GAAP financial measures to the most directly comparable financial measures prepared in accordance with GAAP, please see the table at the end of this presentation titled “GAAP to Non-GAAP Reconciliation.”

# Sources of Revenue – Q3 2022



**\$351.5M**

## Projects

Energy efficiency and renewable energy projects



**\$63.6M**

## Recurring

Energy & incentive revenue from owned energy assets; plus recurring O&M from projects



**\$26.2M**

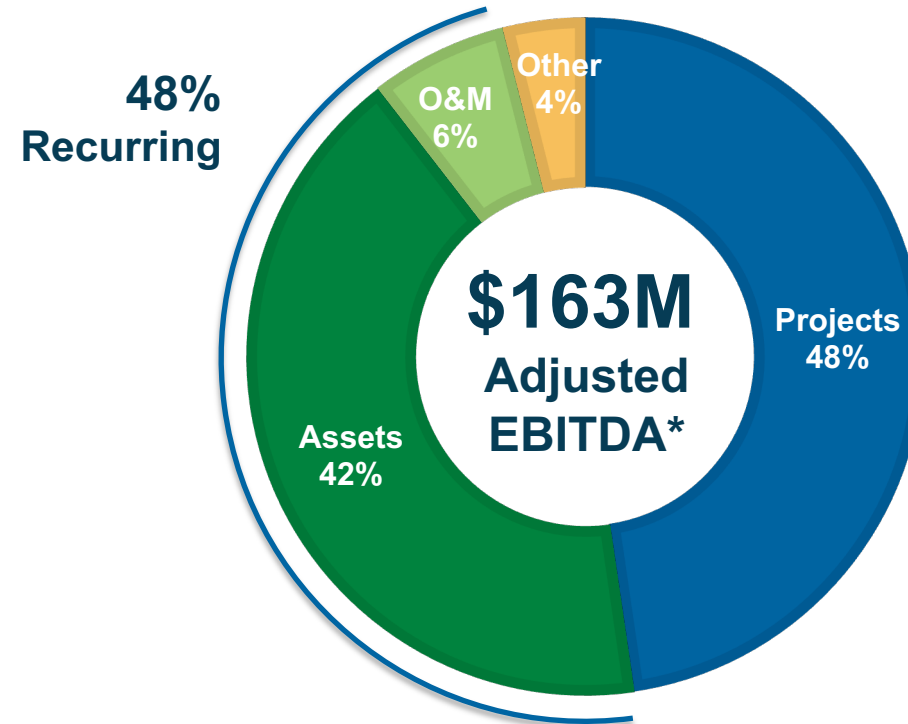
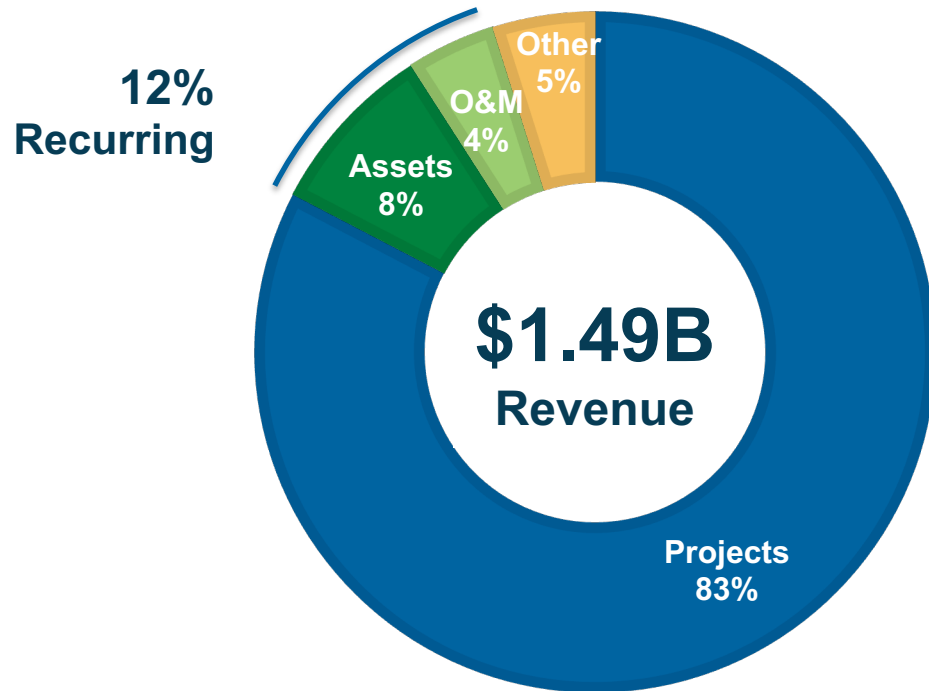
## Other

Services, software and integrated PV

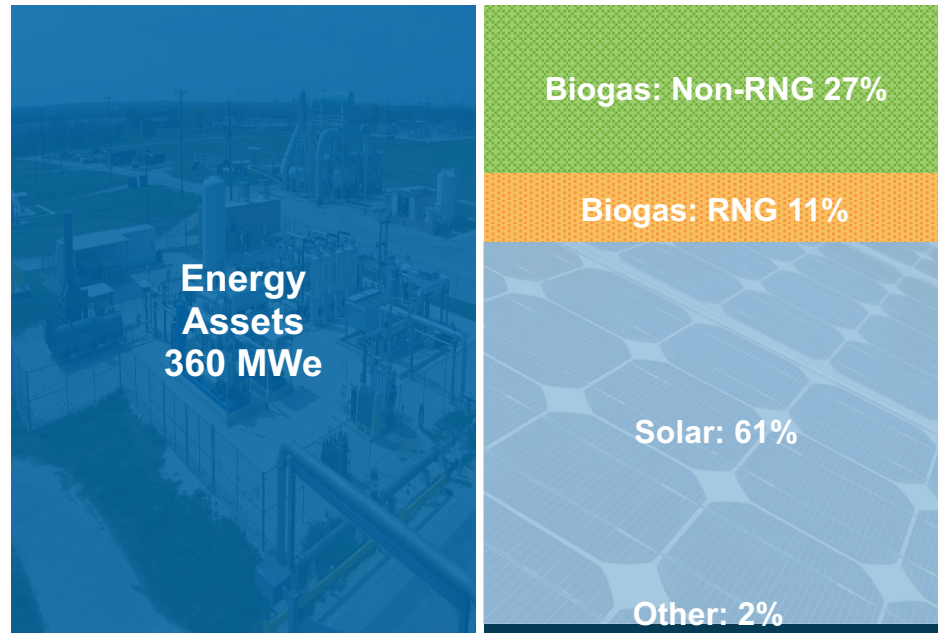
# 48% of Adjusted EBITDA Came From Recurring Lines of Business

Year-to-Date 2022

\* Adjusted EBITDA percentages allocate corporate expenses according to revenue share



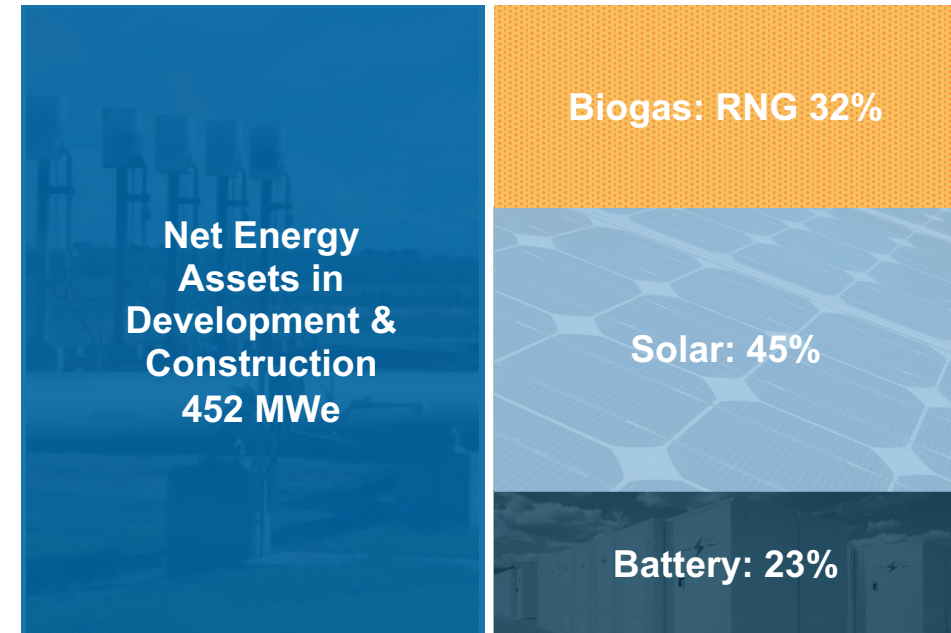
# Energy Asset Portfolio – 9/30/2022



360 MWe of Energy Assets:  
94 MW of non-RNG biogas, 38 MW of RNG,  
Solar is 219 MW, Other is 8 MW

Numbers may not sum due to rounding

## Ameresco's Ownership

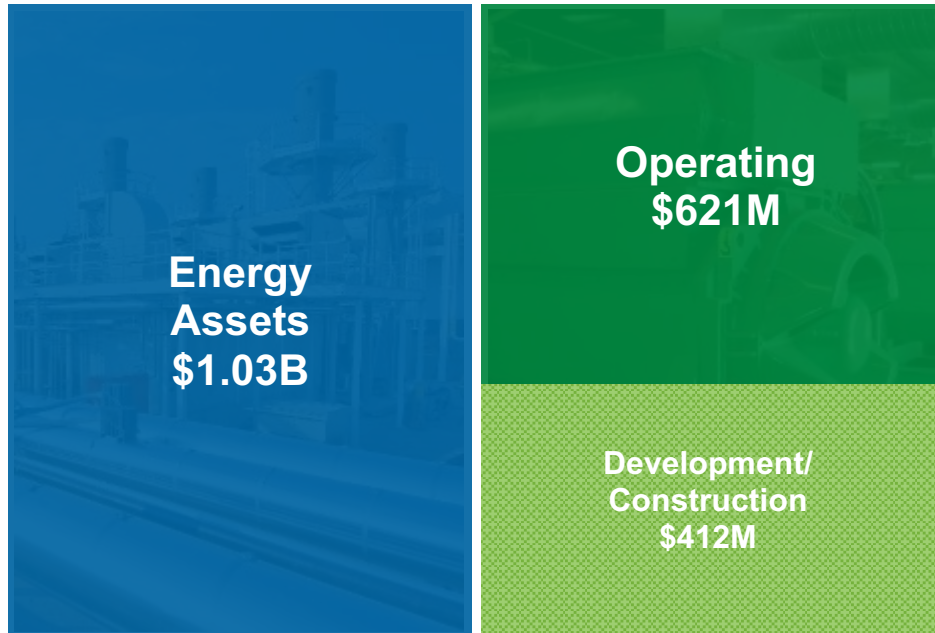


501 MWe of Total Asset Capacity;  
452 MWe of Ameresco net MWe capacity  
after minority interest

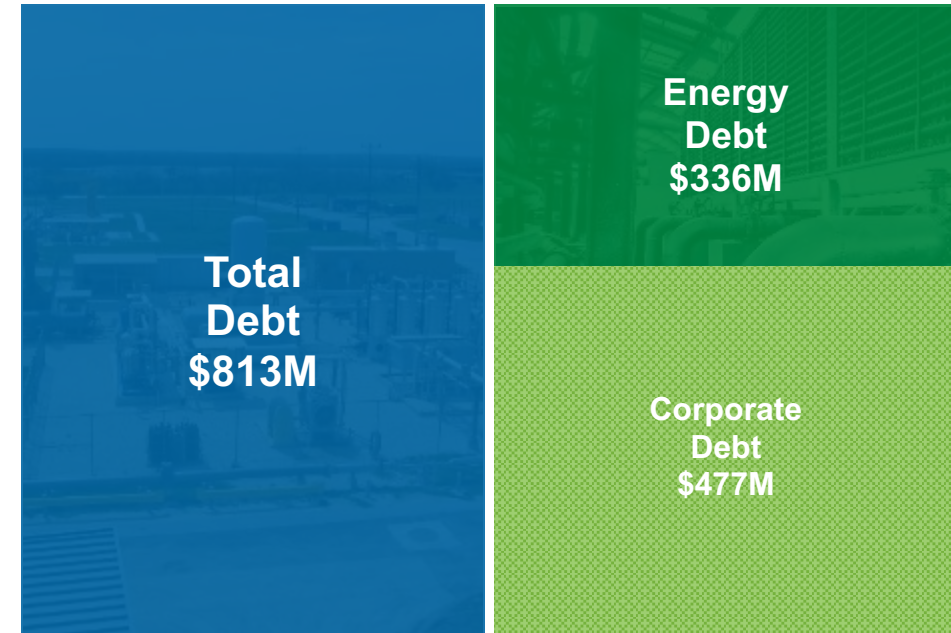
\*\$36M of our anticipated Assets in Development spending is for Energy as a Service assets, \$34M of which does not include generation assets that can be measured in MWe



# Energy Asset Balance Sheet – 9/30/2022



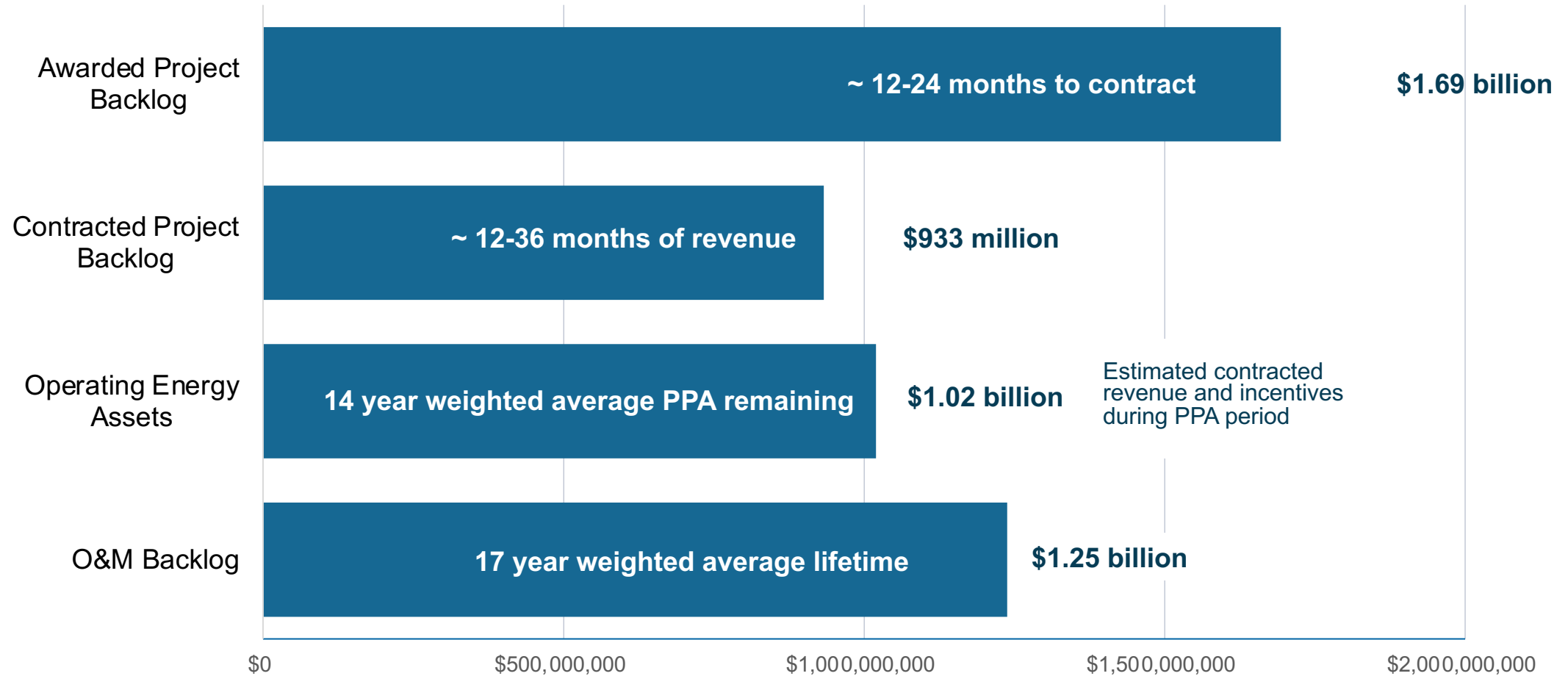
\$412M of the \$1.03B energy assets on our balance sheet are still in development or construction.



\$336M of the \$813M\* of total debt on our balance sheet is debt associated with our energy assets. All of the energy debt is **non-recourse** to Ameresco, Inc.

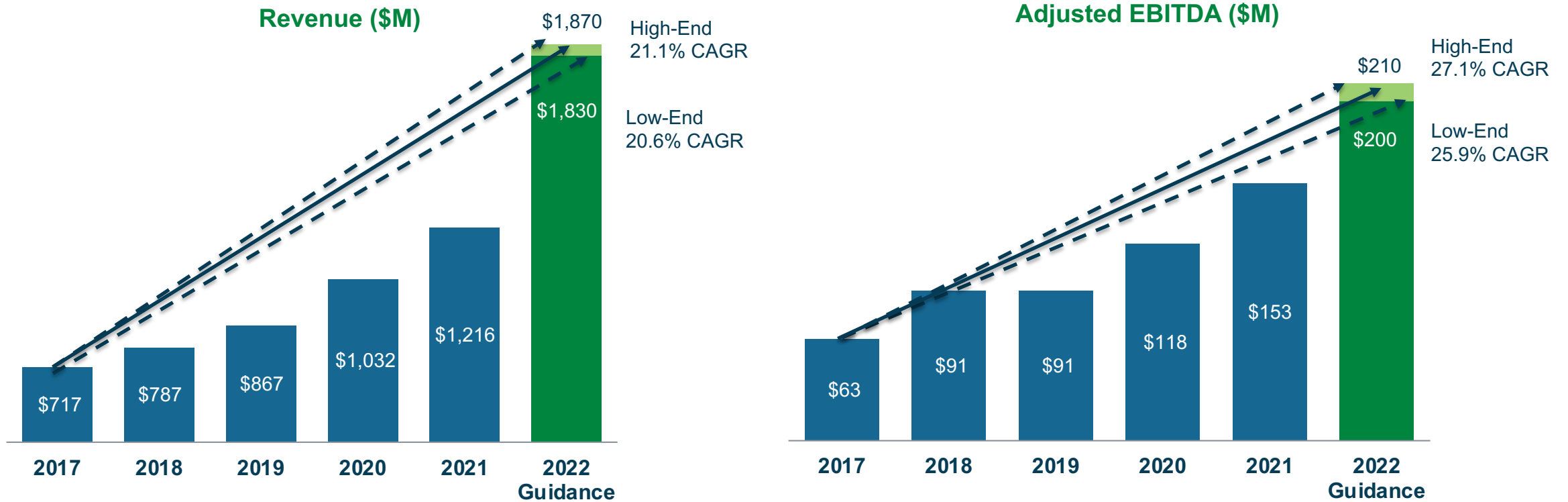
\* Net of unamortized debt discount and debt issuance costs of \$1.8M on corporate debt and \$14.3M on Energy Debt

# Tremendous Forward Visibility: Backlog & Recurring Revenue Business



# Sustainable & Profitable Business Model

*Expected to Expand Earnings at a Faster Rate than Revenue by Growing Higher Margin Recurring Lines of Business*



FY 2022 guidance, as reaffirmed November 1, 2022



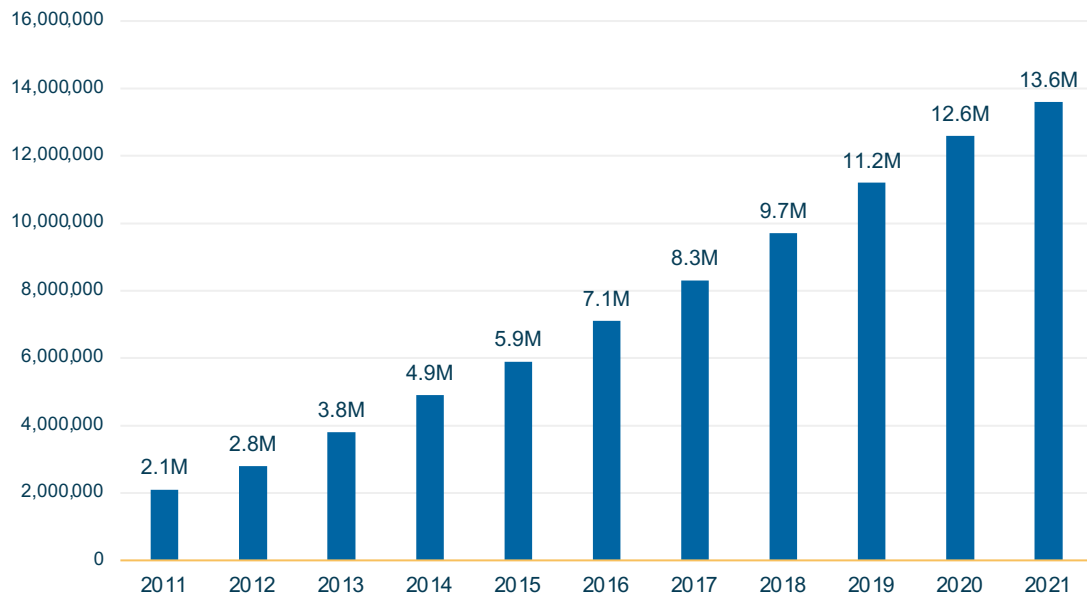
# Enabling a Low Carbon Future

Since 2010, Ameresco's renewable energy assets & customer projects delivered a cumulative Carbon Offset equivalent to:

**75+ Million** Metric Tons of CO<sub>2</sub>

Ameresco's 2021 Carbon Offset of approximately **13.6M Metric Tons of CO<sub>2</sub>** is equal to one of...

Aggregate Metric Tons of CO<sub>2</sub> Avoided Per Year



Greenhouse gas emissions from... **34 billion miles driven by an average passenger vehicle**

or



Carbon sequestered by... **16.7 million acres of U.S. forests in one year**

Data estimates are based on Ameresco assets owned and operating as of 12/31/2021 and customer projects as of 12/31/2020. The annual carbon impact is calculated with these Ameresco estimates using the standards of the US EPA Greenhouse Gas Equivalencies calculator.

# Thank You

to Our Customers, Employees, and Shareholders



# Non-GAAP Financial Measures

We use the Non-GAAP financial measures defined and discussed below to provide investors and others with useful supplemental information to our financial results prepared in accordance with GAAP. These Non-GAAP financial measures should not be considered as an alternative to any measure of financial performance calculated and presented in accordance with GAAP. For a reconciliation of these Non-GAAP measures to the most directly comparable financial measures prepared in accordance with GAAP, please see the table at the end of this presentation titled "GAAP to Non-GAAP Reconciliation." We understand that, although measures similar to these Non-GAAP financial measures are frequently used by investors and securities analysts in their evaluation of companies, they have limitations as analytical tools, and investors should not consider them in isolation or as a substitute for the most directly comparable GAAP financial measures or an analysis of our results of operations as reported under GAAP. To properly and prudently evaluate our business, we encourage investors to review our GAAP financial statements and not to rely on any single financial measure to evaluate our business.

## Adjusted EBITDA and Adjusted EBITDA Margin

We define adjusted EBITDA as net income attributable to common shareholders, including impact from redeemable non-controlling interests, before income tax (benefit) provision, other expenses net, depreciation, amortization of intangible assets, accretion of asset retirement obligations, contingent consideration expense, stock-based compensation expense, energy asset impairment, restructuring and other charges, gain or loss on sale of equity investment, and gain or loss upon deconsolidation of a variable interest entity. We believe adjusted EBITDA is useful to investors in evaluating our operating performance for the following reasons: adjusted EBITDA and similar Non-GAAP measures are widely used by investors to measure a company's operating performance without regard to items that can vary substantially from company to company depending upon financing and accounting methods, book values of assets, capital structures and the methods by which assets were acquired; securities analysts often use adjusted EBITDA and similar Non-GAAP measures as supplemental measures to evaluate the overall operating performance of companies; and by comparing our adjusted EBITDA in different historical periods, investors can evaluate our operating results without the additional variations of depreciation and amortization expense, accretion of asset retirement obligations, contingent consideration expense, stock-based compensation expense, impact from redeemable non-controlling interests, restructuring and asset impairment charges. We define adjusted EBITDA margin as adjusted EBITDA stated as a percentage of revenue. Our management uses adjusted EBITDA and adjusted EBITDA margin as measures of operating performance, because they do not include the impact of items that we do not consider indicative of our core operating performance; for planning purposes, including the preparation of our annual operating budget; to allocate resources to enhance the financial performance of the business; to evaluate the effectiveness of our business strategies; and in communications with the board of directors and investors concerning our financial performance.

## Non-GAAP Net Income and EPS

We define Non-GAAP net income and earnings per share (EPS) to exclude certain discrete items that management does not consider representative of our ongoing operations, including energy asset impairment, contingent consideration expense, restructuring and other charges, impact from redeemable non-controlling interest, gain or loss on sale of equity investment, and gain or loss upon deconsolidation of a variable interest entity. We consider Non-GAAP net income and Non-GAAP EPS to be important indicators of our operational strength and performance of our business because they eliminate the effects of events that are not part of the Company's core operations.

## Adjusted Cash from Operations

We define adjusted cash from operations as cash flows from operating activities plus proceeds from Federal ESPC projects. Cash received in payment of Federal ESPC projects is treated as a financing cash flow under GAAP due to the unusual financing structure for these projects. These cash flows, however, correspond to the revenue generated by these projects. Thus we believe that adjusting operating cash flow to include the cash generated by our Federal ESPC projects provides investors with a useful measure for evaluating the cash generating ability of our core operating business. Our management uses adjusted cash from operations as a measure of liquidity because it captures all sources of cash associated with our revenue generated by operations.

# GAAP to Non-GAAP Reconciliation

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
<b>Adjusted EBITDA:</b>				
Net income attributable to common shareholders	\$ 27,391	\$ 17,423	\$ 76,991	\$ 42,252
Impact from redeemable non-controlling interests	344	2,857	2,915	8,345
Plus (Less): Income tax provision (benefit)	3,657	(1,192)	10,896	(883)
Plus: Other expenses, net	7,546	4,557	19,876	13,679
Plus: Depreciation and amortization	14,028	12,153	40,430	34,087
Plus: Stock-based compensation	3,631	2,165	10,837	4,280
Plus: Energy asset impairment	-	1,901	-	1,901
Plus: Contingent consideration, restructuring and other charges	1,264	287	1,296	569
Adjusted EBITDA	<u>\$ 57,861</u>	<u>\$ 40,151</u>	<u>163,241</u>	<u>\$ 104,230</u>
Adjusted EBITDA margin	<b>13.1%</b>	<b>14.7%</b>	<b>10.9%</b>	<b>13.0%</b>
<b>Non-GAAP net income and EPS:</b>				
Net income attributable to common shareholders	\$ 27,391	\$ 17,423	\$ 76,991	\$ 42,252
Adjustment for accretion of tax equity financing fees	(27)	(27)	(81)	(89)
Impact of redeemable non-controlling interests	344	2,857	2,915	8,345
Plus: Energy asset impairment	-	1,901	-	1,901
Plus: Contingent consideration, restructuring and other charges	1,264	287	1,296	569
Less: Income Tax effect of Non-GAAP adjustments	(329)	(569)	(338)	(642)
Non-GAAP net income	<u>\$ 28,643</u>	<u>\$ 21,872</u>	<u>\$ 80,783</u>	<u>\$ 52,336</u>
<b>Earnings per share:</b>				
Diluted net income per common share	\$ 0.51	\$ 0.33	\$ 1.44	\$ 0.81
Effect of adjustments to net income	0.03	0.08	0.08	0.20
Non-GAAP EPS	<u>\$ 0.54</u>	<u>\$ 0.41</u>	<u>\$ 1.52</u>	<u>\$ 1.01</u>
<b>Adjusted cash from operations</b>				
Cash flows from operating activities	\$ 34,674	\$ (19,861)	\$ (273,169)	\$ (116,344)
Plus: proceeds from Federal ESPC projects	52,134	44,026	173,865	114,185
Adjusted cash from operations	<u>\$ 86,808</u>	<u>\$ 24,165</u>	<u>\$ (99,304)</u>	<u>\$ (2,159)</u>

# GAAP to Non-GAAP Reconciliation (continued)

\$000 USD	Nine Months Ended September 30, 2022				
	Projects	Operating Assets	O&M	Other	Consolidated
<b>Adjusted EBITDA:</b>					
Net income attributable to common shareholders	\$ 41,855	\$ 25,583	\$ 6,725	\$ 2,828	\$ 76,991
Impact from redeemable non-controlling interests	-	2,915	-	-	2,915
Plus (less): Income tax provision (benefit)	15,315	(8,036)	2,225	1,392	10,896
Plus: Other expenses, net	8,190	10,936	355	395	19,876
Plus: Depreciation and amortization	2,319	36,021	913	1,177	40,430
Plus: Stock-based compensation	8,936	902	466	533	10,837
Plus: Contingent consideration, restructuring and other charges	1,243	(21)	14	60	1,296
Adjusted EBITDA	<u>\$ 77,858</u>	<u>\$ 68,300</u>	<u>\$ 10,698</u>	<u>\$ 6,385</u>	<u>\$ 163,241</u>
Adjusted EBITDA margin	<u>6.3%</u>	<u>55.5%</u>	<u>16.9%</u>	<u>8.8%</u>	<u>10.9%</u>

\* Adjusted EBITDA by Line of Business includes corporate expenses allocated according to revenue share