



Q2 2018 SUPPLEMENTAL INFORMATION

AUGUST 7, 2018

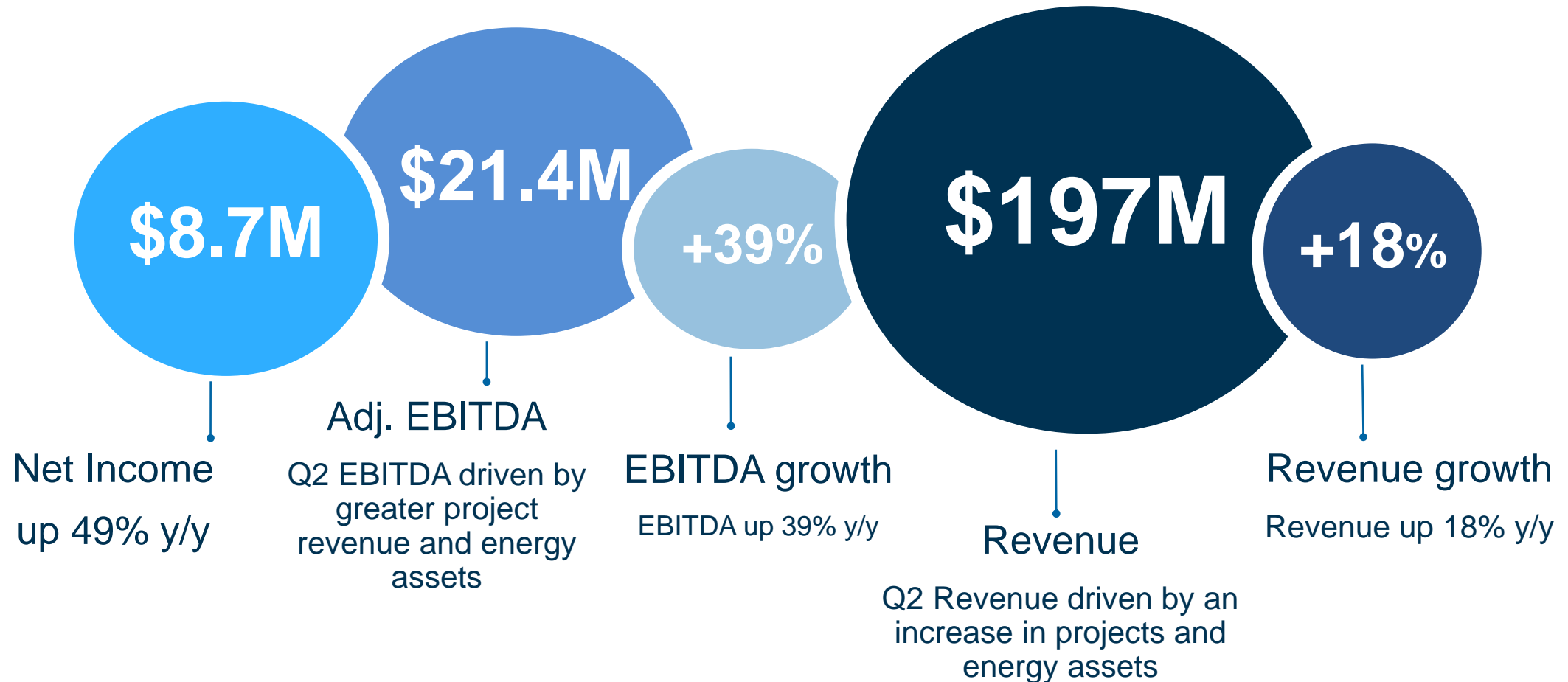
Forward Looking Statements

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 and net income, 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; 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 unusual delay; our ability to place solar assets into service as planned; demand for our energy efficiency and renewable energy solutions; our ability to arrange financing for our projects; changes in federal, state and local government policies and programs related to energy efficiency and renewable energy; the ability of customers to cancel or defer contracts included in our backlog; the effects of our recent acquisitions and restructuring activities; 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 costs of labor and equipment; the addition of new customers or the loss of existing customers; 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 and other factors discussed in our Annual Report on Form 10-K for the year ended December 31, 2017, filed with the U.S. Securities and Exchange Commission on March 7, 2018. In addition, 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 includes references to adjusted EBITDA, adjusted cash from operations, non-GAAP net income and non-GAAP earnings per share, 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 Appendix in 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 tables in the Appendix to this presentation titled “GAAP to Non-GAAP Reconciliation,” “Non-GAAP Financial Guidance” and “Non-GAAP Financial Measures.”

Q2 2018 HIGHLIGHTS



ENERGY EFFICIENCY:

Over 150,000 LED lights within the houses and 3,000 street lights.
 Over 5,000 high efficiency water source heat pumps with smart thermostats, water fixture replacements, insulation and sealing work.

ENERGY GENERATION:

6.1MW of new rooftop solar PV energy systems to further reduce IPC's net effective portfolio electric rate and carbon footprint by increasing the proportionate use of clean renewable energy and decreasing consumption of grid-supplied power.

OPERATIONS & MAINTENANCE:

25-year O&M agreement for the solar and HVAC maintenance.

ISLAND PALM COMMUNITIES ENERGY SECURITY MODERNIZATION PROJECT

Partnership with Lendlease to modernize over 5,800 privatized military housing homes in Hawaii.

- New highly-efficient HVAC systems improve resident comfort, reduce mechanical outages, and standardize HVAC system type across the portfolio to lower O&M costs. Added ductwork provides higher resident satisfaction in existing homes without central air.
- Housing envelope improvements, weatherization sealing, attic insulation.
- Domestic water conservation including high efficiency toilets and low-flow aerators and showerheads.
- 150,000 residential LED lights and 3,000 LED street lights.
- 6.1MW of new rooftop solar PV energy systems.
- Maximized utility rebates for lighting and HVAC through partnership with local utility.

PROJECT DETAILS



\$152 MILLION
 ENERGY EFFICIENCY
 UPGRADES



\$21 MILLION
 SOLAR PV



\$131 MILLION
 25-YEAR O&M
 AGREEMENT



\$13.8 MILLION
 SAVED
 ANNUALLY

SOURCES OF REVENUE Q2 2018



\$139.0M

Projects

Energy efficiency and renewable energy projects



\$38.7M

Recurring

Energy & incentive revenue from owned solar and renewable gas assets; plus recurring O&M from projects

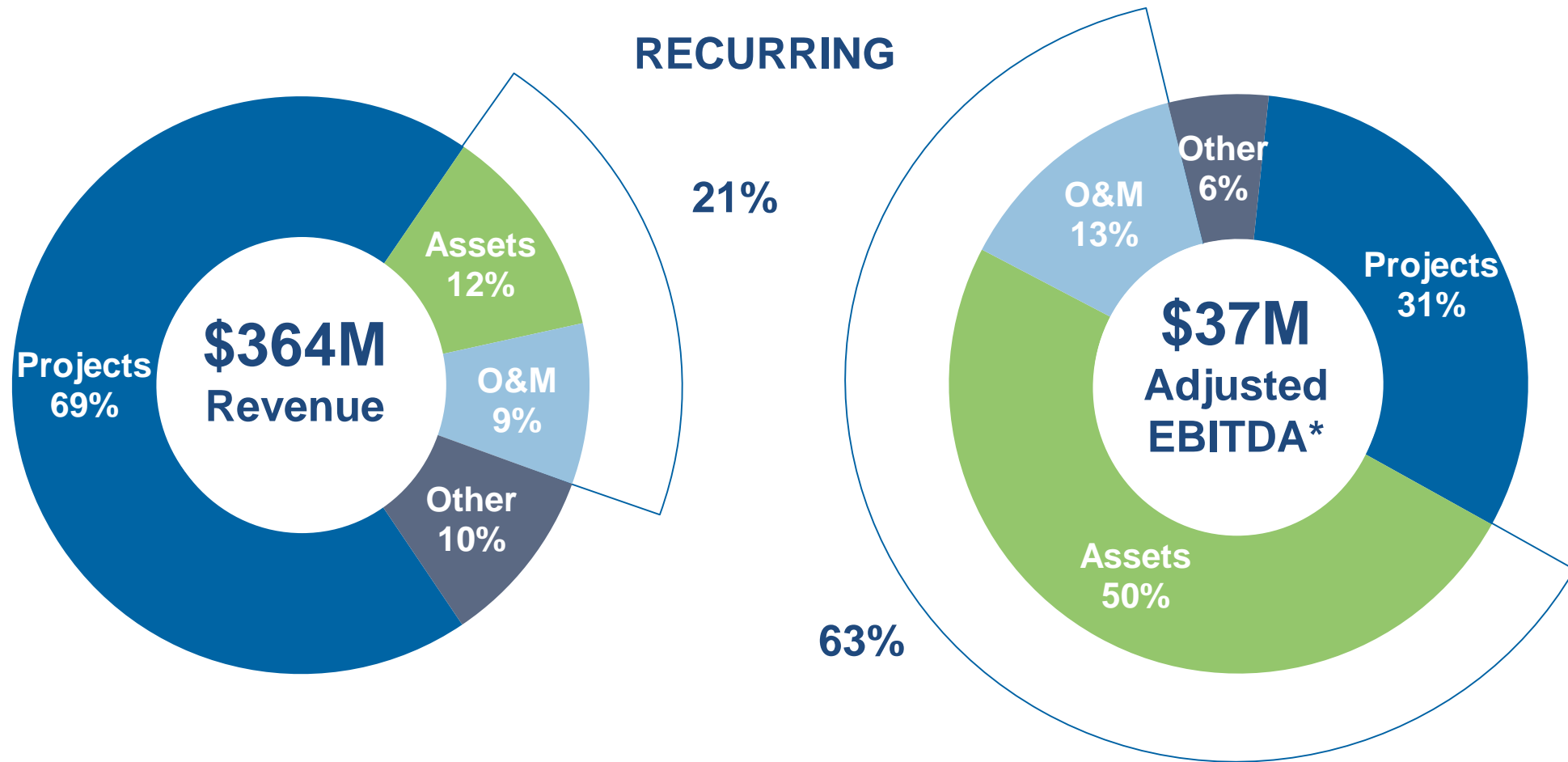


\$19.3M

Other

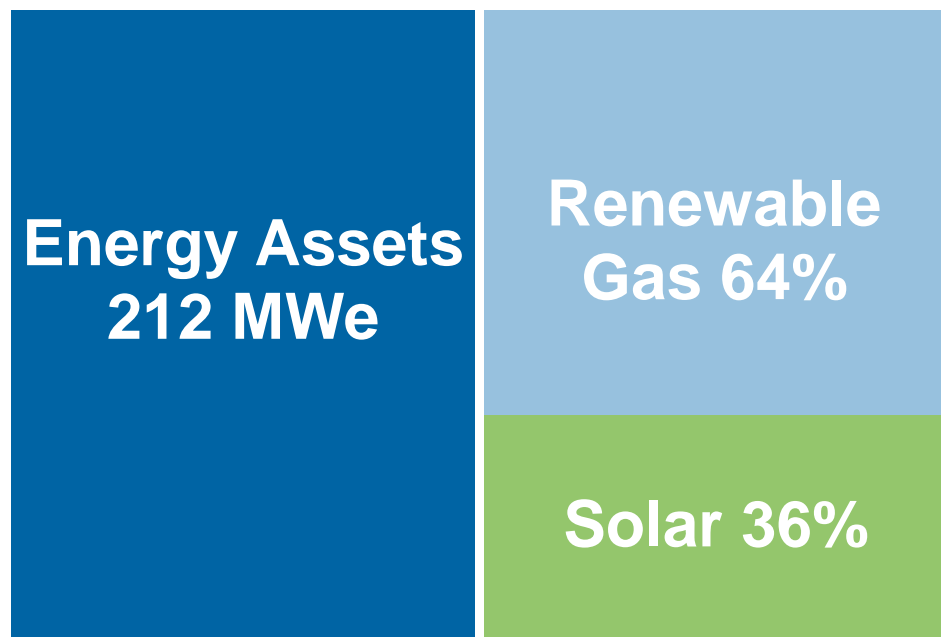
Services, software and integrated PV

63% OF PROFIT CAME FROM RECURRING LINES OF BUSINESS YTD 2018

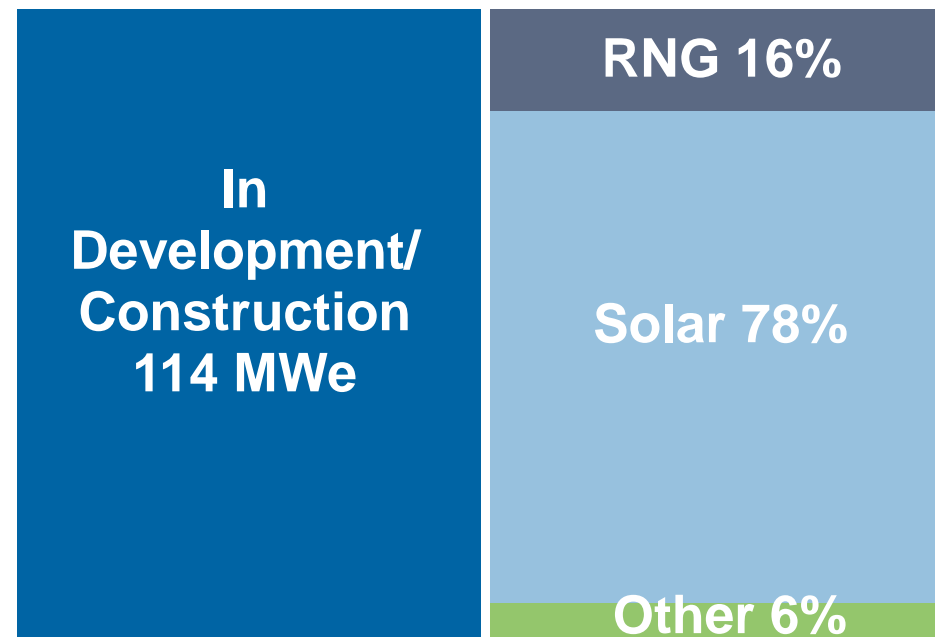


* Adjusted EBITDA percentage amounts exclude unallocated corporate expenses.

ENERGY ASSET PORTFOLIO – 6/30/2018



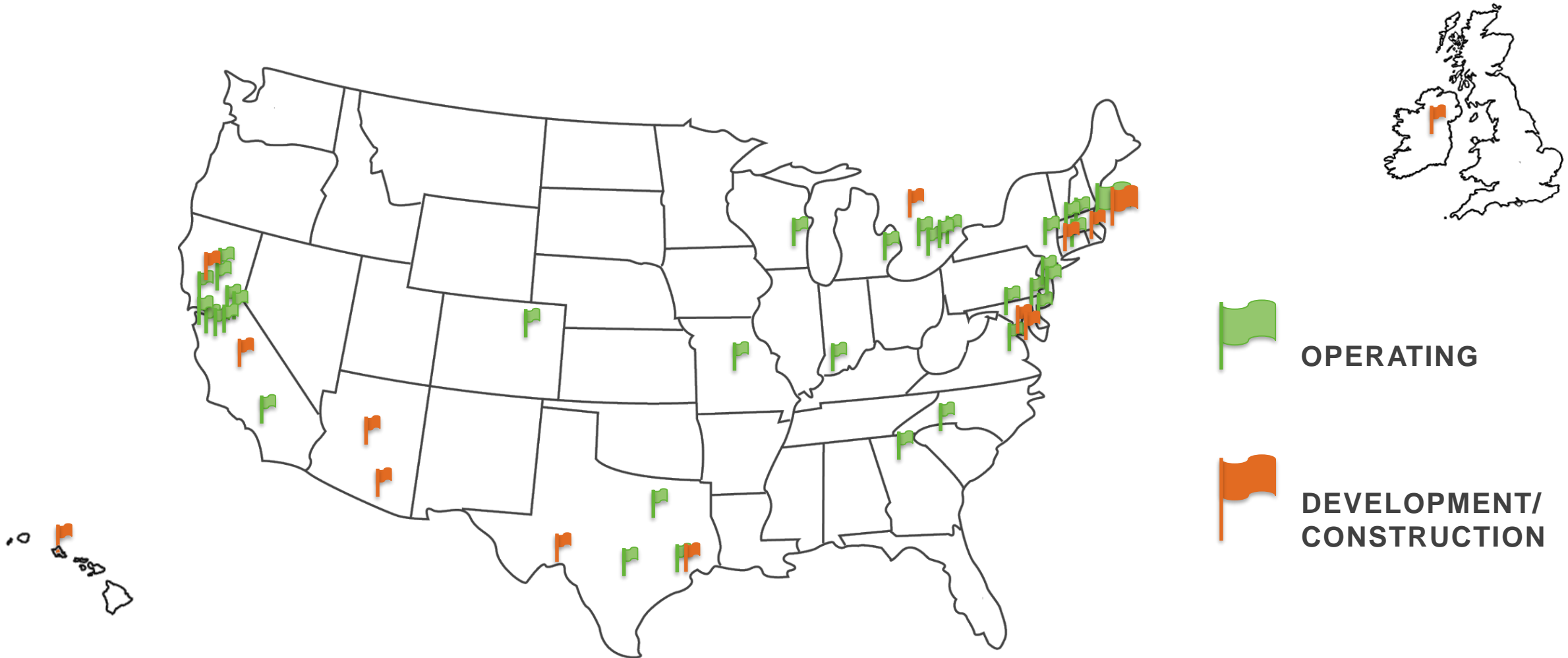
212 MWe of Energy Assets. Renewable Gas is 135 MWe, Solar is 77 MW*



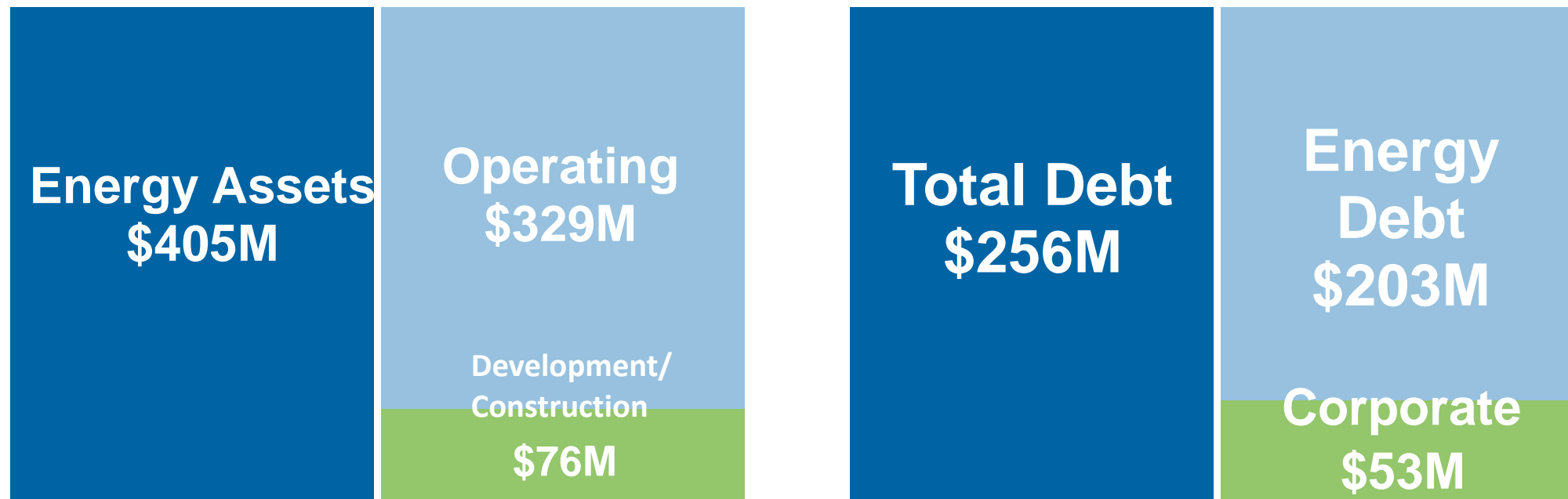
114 MWe in development & construction. Renewable Gas is 18 MWe, Solar is 90 MW, Other is 6 MW*

* Numbers may not sum due to rounding

DIVERSIFIED PORTFOLIO OF ENERGY ASSETS



ENERGY ASSET BALANCE SHEET – 6/30/2018

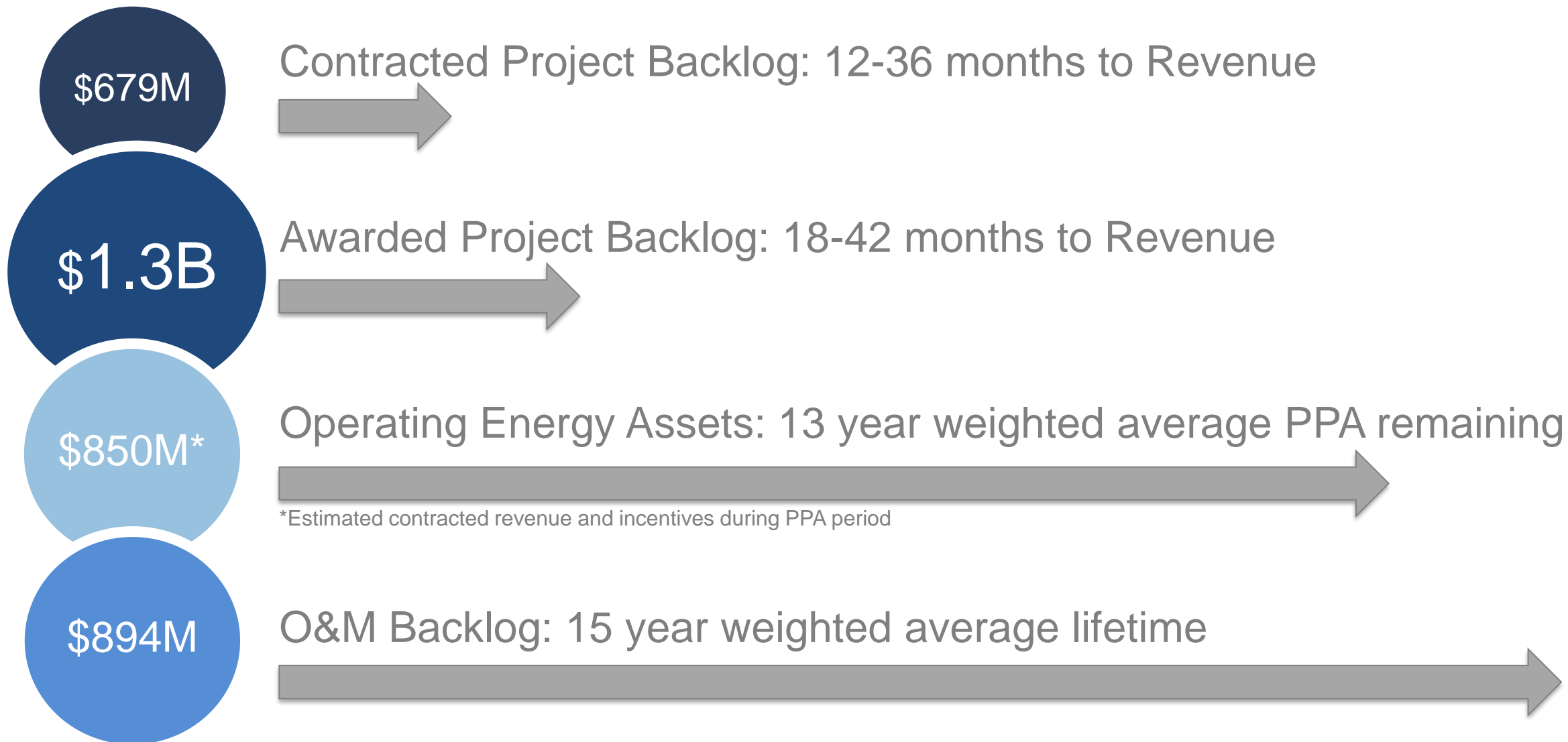


\$76M out of the \$405M energy assets on our balance sheet are still in development or construction.

\$203M out of the \$256M of total debt on our balance sheet is debt associated with our energy assets. **\$201M** of the energy debt is **non-recourse** to Ameresco, Inc.

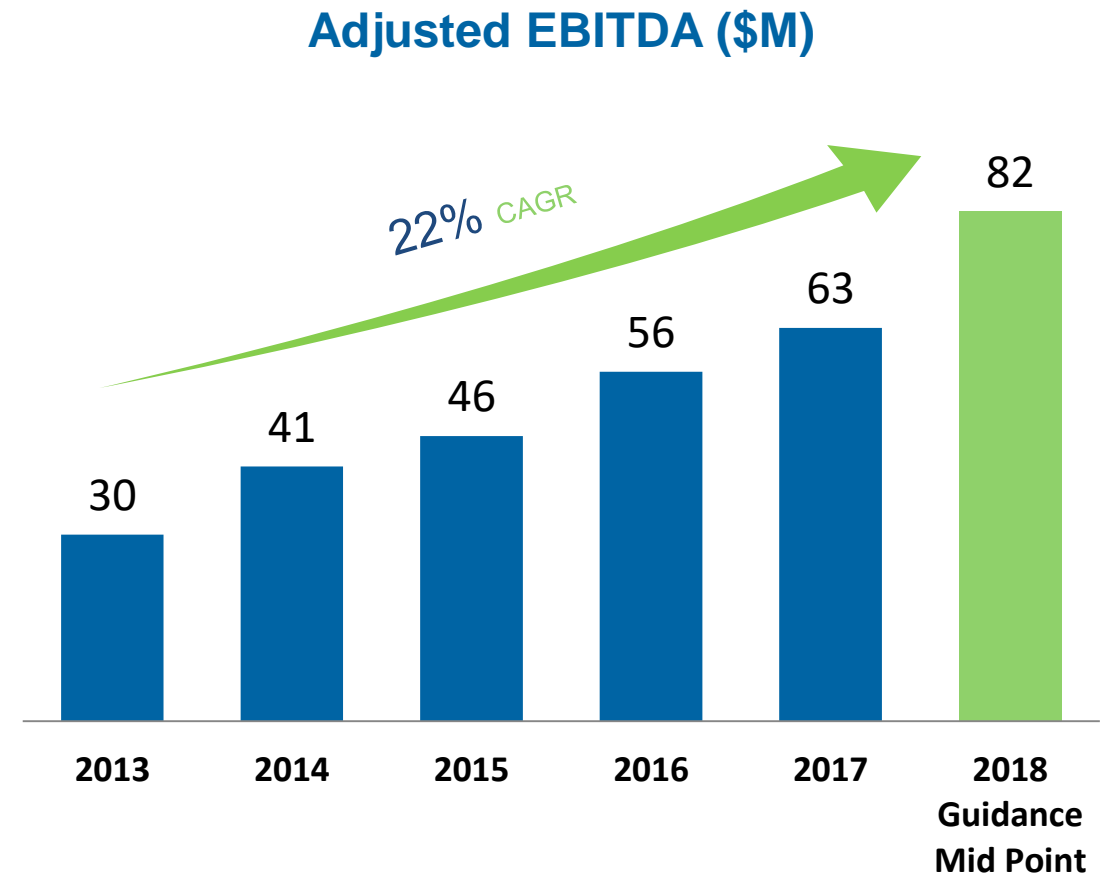
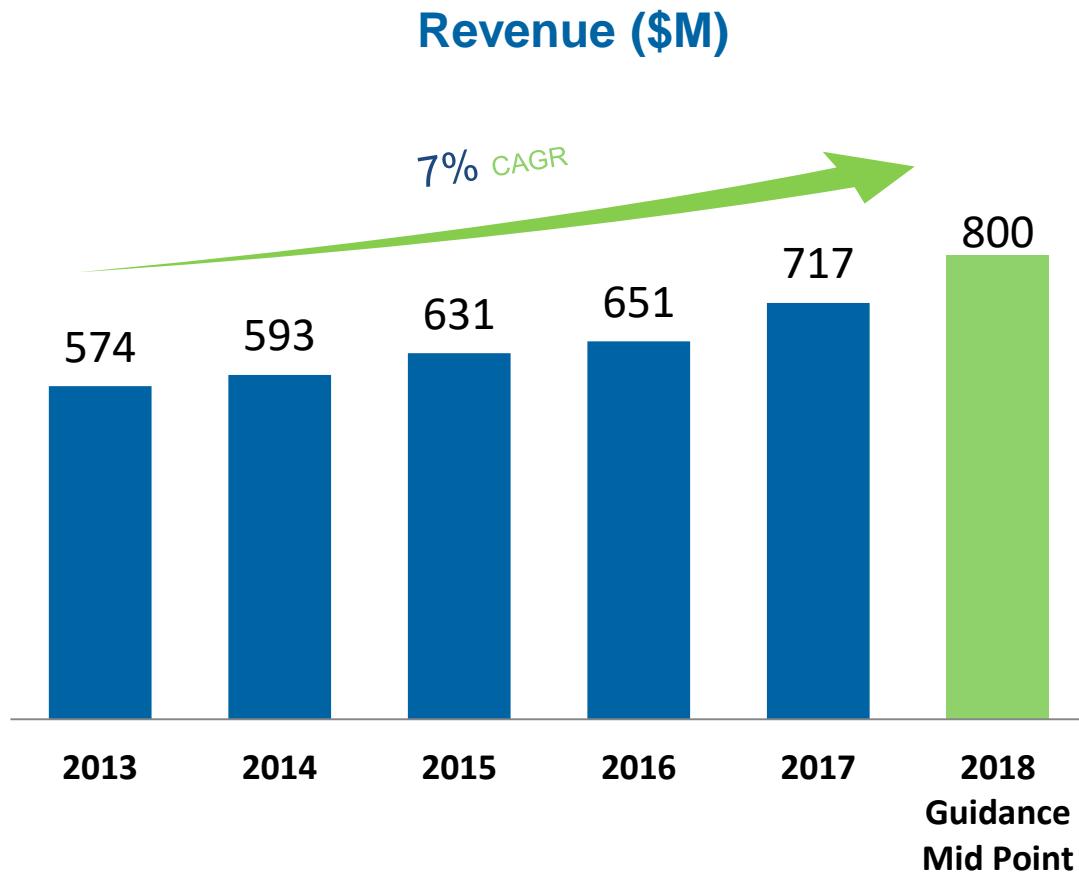
* Numbers may not sum due to rounding

AMERESCO HAS STRONG MULTI-YEAR VISIBILITY



SUSTAINABLE AND PROFITABLE BUSINESS MODEL

EXPANDING EARNINGS AT A FASTER RATE THAN REVENUE BY GROWING HIGHER MARGIN RECURRING LINES OF BUSINESS



FY 2018 revenue, adjusted EBITDA and EPS guidance was revised 8/7/2018.



APPENDIX

ENERGY ASSET METRICS

Energy Asset Metrics (in thousands, except megawatt equivalents ("MWe"))				
	As of June 30,			
	2018		2017	
	MWe	\$	MWe	\$
Energy Assets:				
In Operations	212.0	329,131	175.0	244,686
In Development/Construction	114.4	75,757	95.2	103,786
Total Energy Assets	326.4	\$404,888	270.2	\$348,472
	Three Months Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
Energy Assets Performance:				
Revenues	\$22,791	\$17,894	\$44,286	\$33,308
Adjusted EBITDA	\$13,922	\$11,037	\$27,672	\$19,219
	As of June 30,			
	2018	2017		
Energy Assets Debt Financing:				
In Operations	169,796	106,684		
In Development/Construction	33,400	34,383		
Total Debt Financing	\$203,196	\$141,067		

GAAP TO NON-GAAP RECONCILIATION

	Three Months Ended June 30,		Six Months Ended June 30,	
	2018	2017	2018	2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Adjusted EBITDA:				
Net income attributable to common shareholders	\$8,702	\$5,831	\$15,690	\$5,187
Impact of redeemable non-controlling interests	-	129	516	(971)
Plus: Income tax provision	1,307	1,060	(1,472)	415
Plus: Other expenses, net	3,966	1,738	7,510	3,564
Plus: Depreciation and amortization of intangible assets	7,413	6,090	14,520	12,272
Plus: Stock-based compensation	392	307	747	650
Plus: Restructuring and other charges	(352)	244	(320)	244
Adjusted EBITDA	<u>\$21,428</u>	<u>\$15,399</u>	<u>\$37,191</u>	<u>\$21,361</u>
Adjusted EBITDA margin	10.9%	9.2%	10.2%	7.1%
Non-GAAP net income and EPS:				
Net income attributable to common shareholders	\$8,702	\$5,831	\$15,690	\$5,187
Impact of redeemable non-controlling interests	-	129	516	(971)
Plus: Restructuring and other charges	(352)	244	(320)	244
Plus: Income Tax effect of non-GAAP adjustments	-	(44)	(27)	(44)
Non-GAAP net income	<u>\$8,350</u>	<u>\$6,160</u>	<u>\$15,859</u>	<u>\$4,416</u>
Earnings per share:				
Diluted net income per common share	\$0.19	\$0.13	\$0.34	\$0.11
Effect of adjustments to net income	(0.01)	-	-	(0.01)
Non-GAAP EPS	<u>\$0.18</u>	<u>\$0.13</u>	<u>\$0.34</u>	<u>\$0.10</u>
Adjusted cash from operations:				
Cash flows from operating activities	(\$20,067)	(\$19,408)	(\$57,137)	(\$51,419)
Plus: proceeds from Federal ESPC projects	33,083	38,869	69,664	74,036
Adjusted cash from operations	<u>\$13,016</u>	<u>\$19,461</u>	<u>\$12,527</u>	<u>\$22,617</u>

PERFORMANCE BY SEGMENT

Performance by Segment (in thousands):				
	Three Months Ended		Six Months Ended	
	Revenues	Adjusted EBITDA	Revenues	Adjusted EBITDA
June 30, 2018				
U.S. Regions	\$88,778	\$7,268	\$163,469	\$14,567
U.S. Federal	58,214	10,998	105,999	17,739
Canada	7,958	464	16,862	(587)
Non-Solar DG	19,921	8,269	38,038	16,171
All Other	21,554	1,292	39,491	2,593
Unallocated corporate activity	557	(6,863)	533	(13,292)
Total Consolidated	<u>\$196,982</u>	<u>\$21,428</u>	<u>\$364,392</u>	<u>\$37,191</u>
June 30, 2017				
U.S. Regions	\$64,834	\$4,740	\$109,323	\$3,202
U.S. Federal	59,106	9,836	107,030	16,229
Canada	8,991	1,005	18,492	1,222
Non-Solar DG	15,211	5,715	30,856	11,639
All Other	18,557	871	35,636	2,267
Unallocated corporate activity	(33)	(6,768)	(61)	(13,198)
Total Consolidated	<u>\$166,665</u>	<u>\$15,399</u>	<u>\$301,275</u>	<u>\$21,361</u>

Small Scale Infrastructure segment has been renamed Non-Solar Distributed Generation "DG"

Solar electricity and SREC revenue previously attributed to Small Scale Infrastructure has been reclassified into U.S. Regions

SEGMENTS BY LINE OF BUSINESS – THREE MONTHS

Segment Revenues by Line of Business for the Three Months Ended June 30 (in thousands):

	U.S. Regions	U.S. Federal	Canada	Non-Solar DG	All Other	Total Consolidated
2018						
Project	\$80,877	\$47,437	\$5,316	\$1,201	\$4,200	\$139,031
Energy Assets	3,799	1,140	1,017	16,501	334	22,791
O&M	4,069	9,566		2,258		15,893
Integrated-PV					10,442	10,442
Other Services	33	71	1,625	(39)	7,135	8,825
Total Revenues	<u>\$88,778</u>	<u>\$58,214</u>	<u>\$7,958</u>	<u>\$19,921</u>	<u>\$22,111</u>	<u>\$196,982</u>
2017						
Project	\$56,690	\$48,037	\$6,449	\$1,202	\$714	\$113,092
Energy Assets	3,249	1,102	919	12,373	251	17,894
O&M	4,508	9,750		1,568		15,826
Integrated-PV					10,345	10,345
Other Services	386	216	1,624	68	7,214	9,508
Total Revenues	<u>\$64,834</u>	<u>\$59,106</u>	<u>\$8,991</u>	<u>\$15,211</u>	<u>\$18,524</u>	<u>\$166,665</u>

Small Scale Infrastructure segment has been renamed Non-Solar Distributed Generation “DG”

Solar electricity and SREC revenue previously attributed to Small Scale Infrastructure has been reclassified into U.S. Regions

SEGMENTS BY LINE OF BUSINESS – SIX MONTHS

Segment Revenues by Line of Business for the Six Months Ended June 30 (in thousands):

	U.S. Regions	U.S. Federal	Canada	Non-Solar DG	All Other	Total Consolidated
2018						
Project	\$146,317	\$85,275	\$12,253	\$2,100	\$4,770	\$250,715
Energy Assets	8,780	1,909	1,383	31,615	599	44,286
O&M	7,964	18,744	19	4,254		30,981
Integrated-PV					20,773	20,773
Other Services	408	71	3,207	69	13,882	17,637
Total Revenues	<u>\$163,469</u>	<u>\$105,999</u>	<u>\$16,862</u>	<u>\$38,038</u>	<u>\$40,024</u>	<u>\$364,392</u>
2017						
Project	\$94,457	\$85,996	\$14,165	\$2,320	\$1,599	\$198,537
Energy Assets	4,763	1,536	1,303	25,172	534	33,308
O&M	8,563	18,911		3,086		30,561
Integrated-PV					18,501	18,501
Other Services	1,539	587	3,024	278	14,940	20,368
Total Revenues	<u>\$109,323</u>	<u>\$107,030</u>	<u>\$18,492</u>	<u>\$30,856</u>	<u>\$35,575</u>	<u>\$301,275</u>

Small Scale Infrastructure segment has been renamed Non-Solar Distributed Generation “DG”

Solar electricity and SREC revenue previously attributed to Small Scale Infrastructure has been reclassified into U.S. Regions



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