

Ameresco IR Response to COVID-19 // March 20, 2020

Ameresco is committed to the safety, health and well-being of our employees, clients, investors, partners and the communities in which we are fortunate enough to work. We are closely monitoring the evolving impact of COVID-19, and hope all of our communities find a path to resiliency as we face these difficult times.

We have been asked by many investors for our comments on the impact of COVID-19 on our company. At this point in time, it is still too early to comment on any specific areas of our business.

As of today, we have seen minimal impact on the projects we have in motion, as we have awareness and precautions set in place. We are fortunate to work with a broad base of market sectors, ensuring we are not dependent on any single market.

We executed in 2019 and finished the year strong. We take comfort in the fact that we have over \$2B in total project backlog, comprised of \$1.1B in contracted backlog, and \$1.2B in awarded projects. In addition, 60% of our business comes from the recurring revenue generated by our operating Assets, and over \$1B in the recurring revenue from our contracted O&M business, giving us a strong cushion during these times.

Based on our prior experiences with 911, Hurricane Katrina, and the recent government shutdowns, we know to expect and plan for some project delays. History has demonstrated that these can result in short-term timing issues, but not ones that have long-term impact. Ultimately the projects close and we continue forward.

Disruptions like this, whether it be social, terror or natural disaster, continue to highlight the increased need for the types of advanced technology and resilient solutions we offer to our customers.