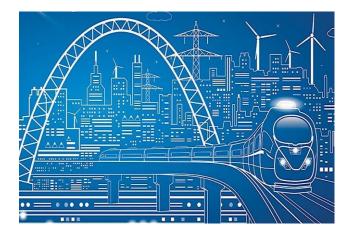


# The Old Becomes Forever Young

Unregulated Micro Utilities for the MUSH market Elimination of CapEx with immediate real reductions in total cost of infrastructure.



We *invest* in infrastructure with a mandate to deliver reliable, safe and efficient devices in a manner that protects tax-payers and the institutions that serve them.

Our clients are Municipalities, Universities, Schools, Hospitals, Water/Rail/Power Districts, and Ports. We partner with these important institutions to replace unreliable, unsafe and costly infrastructure with modern solutions, robustly engineered with embedded long-term support. We pay for 100% of design, materials, installation, maintenance and upgrades.

Stellux's Partner (SP) is a usage based utility model. We assume the ownership responsibilities and risks for essential services while our clients operate the assets. Significant cost savings are achieved through removal of the old, inefficient and costly with a stream-lined and robust engineer/design process, direct procurement, maintenance and operational savings. Our investor owned, unregulated Micro Utility is a well thought out alternative to the traditional cycle of RFP, Budgeting, Financing, Bonding, Taxing, Renting, PPA's, Leases, EPCs and Shared Savings arrangements. With SP, there is no requirement guarantees, or debt. Simply pay for usage that aligns with your revenue sources.



Utilities - like gas, electric, and water - are essential and easy to engage and terminate. SP's micro utilities deliver continuously and reliably 24 hours x 365 days, year after year, safely and efficiently.

Like a utility, we work behind the scenes to provide you essential infrastructure components with no demands on your capital allocations.

- ✓ No required guaranteed minimums, monthly commitments, or multi-year contracts
- ✓ Anytime purchase option at cost less usage
- ✓ Fast and easy RFP or interstate co-op procurement.
- ✓ Usage-based billing aligned with revenue sources
- ✓ Sub-meter data automatically sent to cloud
- √ 24/7 monitoring and real-time alerts to avert potential outages or performance problems
- ✓ Upgrades and maintenance included

### **Customers**

Airports, Ports, Train Stations Correctional Facilities Distribution Centers Federal Agencies Large HOA's Hospitals Hotels & Resorts Large Multi-Family Complexes Municipalities Non-Profits Parks & Libraries Parking Garages, Street Lights

Police & Fire Stations
Rail
Schools & Universities
State Agencies
Utilities
Waste Water and Water Treatment

### **Run-to-Fail and Deferred Maintenance Solved**



Facility & Exterior Lighting



Boilers, Chillers, Cooling Towers, Air Handlers



HVAC; Building Envelope; Energy Efficiency



Water Distribution, Storage & Treatment



Electrical Distribution, Storage, Optimization & Generation



Plumbing – Controls, Conditioners, Pumps, Manifolds, Fixtures



Irrigation Systems – Controllers, Pipes, Pumps, Valves, Emitters



Roofs, Windows, Elevators, Escalators, People Movers



Waste Systems



Controls, Sensors. Switches & Monitoring



Micro Grids



Rolling Stock (subway cars, buses)



Inter-modals and Switching Stations



Central Station to Operator Communication Systems



Water Systems

- Distribution
- Monitoring
- Waste Treatment
- · Water Purification
- Desalinization

# **Program Comparisons**

	Term	Minimum Monthly Charge	Agreement Complexity	Is it CAPEX	Maintenance Included	Upgrades included	Fees to Cancel	Required Guarantees
Micro-Utility	Monthly	NO	8 page	NO	YES	YES	NO	NO
Loan	5-20 years	YES	15 page	YES	NO	NO	YES	YES
Lease	5-10 Years	YES	20 page	YES	NO	NO	YES	YES
Financing agreement	3-10 Years	YES	25 page	YES	NO	NO	YES	YES
ESCO	7-30 Years	YES	120 page	YES	NO	NO	YES	YES
Ordinary sharing-agreement	10+ years	YES	7 page	YES	NO	NO	YES	YES

# Why the Micro Utility is your BEST solution

Speed / Quality / Cost / Safety / Efficiency / Permanency

### **Finance**

- Protects Bonds/Credit Rating: Strengthens balance sheet by removing deferred maintenance, depreciation, term financing
- Re-allocate capital to higher impact needs
- Utilization vs Credit Default Underwriting

### **Efficiency**

- 100% utility charge removes budgeting debates for essential services
- Fast & Simple Contracting: AG tested 8 - page Master Utility Agreement; 3 page Addendums
- Expensive and Difficult Annual Audits Unnecessary

### **Speed**

 Multi-year process becomes months

# Co

## Safety

- 30 Day Termination No fees; no penalties
- Acquire assets any time at documented cost less depreciation
- Unused reserves available for usage fee reduction or refund

### Quality

- Better assets are procured as capex is not limited
- Embedded premier maintenance and upgrade reserves
- Connects asset performance to cost

### **Risks**

- Removes risk of unreliable assets
- Lower Risk: technology, installation and performance is SP risk
- Lower Institutional Risk: Monthly fees vary with entity source of revenue
- Complete transparency of all monies using cloud accounting of dedicated Micro Utility Entity

### Costs

- 10%-40% lower procurement costs due to (power of cash, limited intermediators, national contracts, vendor driven engineering)
- Lowest monthly cost: bond-like cost of capital, simplified contracting, streamlined

procurement and extended useful life of products