

PROJECT DEVELOPMENT & CONTRACT EXECUTION



- › Diversified and focused approach on all open U.S. markets and Canada
- › Experienced in commercial, retail, utility, municipal and non-profit sectors
- › Disciplined, defined, repeatable contract structure

OPERATIONAL MANAGEMENT



- › Process-oriented manager with robust systems and controls in place
- › Corporate infrastructure provides streamlined asset management services
- › Leverage existing relationships with equipment and maintenance providers to minimize system downtime and maximize return on investment

THE NAUTILUS WAY



FINANCIAL MANAGEMENT

- › Financial experience and disciplined risk mitigation affords Nautilus broad access to capital markets
- › Robust information reporting and monitoring systems in place
- › Managed over \$500 million in tax equity and debt structures
- › Executed structures include sale-leasebacks, partnership flips, government funding, project equity, term loans
- › Strong ongoing relationships with key U.S. and European financial partners for construction and permanent financing



CONSTRUCTION MANAGEMENT

- › Milestone-focused construction process developed through extensive experience
- › Support from industry-leading independent engineering firms
- › Commitment to reducing system costs