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## Nautilus Solar Launches Integrated Asset Management Division

*Unites the Financial, Operational and Physical Management Activities Essential for the Successful Performance of Solar Energy Systems as a Financial Asset*

SUMMIT, N.J., April 1, 2015 /PRNewswire/ -- Nautilus Solar Energy, LLC, a leader in solar power development throughout the United States and Canada, has announced the formal launch of an integrated solar asset management division, Nautilus Integrated Solar Asset Management Solutions. The division will draw upon Nautilus's eight-plus years of experience in solar development, financing, construction, and management as well as the various physical and financial aspects of asset management.

The division takes an integrated approach to managing solar photovoltaic (PV) projects, bringing construction, operations and maintenance (O&M) and financial asset management services together under one roof. These services had grown organically at Nautilus over the years out of the need to optimize the performance of solar assets and meet increasingly sophisticated requirements for financing. By bringing these often overlapping services together, Nautilus is able to increase productivity, efficiency and profitability of its projects. The company is now expanding these services, offering third-party asset management support – through comprehensive packages or customized groupings of select services – to commercial and industrial project owners, utilities, and any others involved in the day-to-day management of solar projects.

Nautilus Solar currently has more than 100 megawatts of solar systems under management in North America, representing nearly 60 solar PV facilities. As a result of this experience, Nautilus is one of the few asset management providers to offer combined physical, operational and financial asset management services, allowing stakeholders to conveniently outsource all of their asset management needs to a single provider.

"The ability to offer combined physical, operational and financial asset management services is a huge advantage because the three are interdependent," said David Velasco, Nautilus's Vice President

of Construction and Operations. "By combining them, stakeholders are able to achieve a greater return on investment than if they were to handle the so-called 'blue collar' and 'white collar' aspects of solar asset management individually."

The solar industry has grown enormously in recent years. According to the Solar Energy Industries Association (SEIA), 36 percent of all new electric capacity installed through the third quarter of 2014 was from solar. While the focus of the industry in its early years was on getting systems up and running, it is now shifting to asset management as stakeholders realize the financial benefits of getting the most out of their systems.

"The need to manage the nation's growing portfolio of solar assets is accelerating demand for asset management services," said Jim Rice, Nautilus's CEO. "Our experience with our own solar portfolio has positioned our new division to lead this emerging market. We offer the experience and knowledge that is expected of an industry leader, along with a level of personal service that is unusual in the industry."

Nautilus offers physical, operational and financial asset management functions designed to enhance system performance, mitigate risk and protect asset value. Services include:

- Production Guaranty
- Preventative Maintenance
- Warranty Fulfillment
- Energy Production Reporting
- Customer/Utility Relationship Management
- Project Accounting and billing
- Loan and tax equity administration
- Tax Filings and Financial Audits
- Regulatory Compliance

### About Nautilus Solar Energy, LLC

Founded in 2006, Nautilus Solar Energy, LLC, is a leading full service energy solutions provider headquartered in Summit, N.J. Nautilus is making solar possible by developing, funding, executing and managing the physical and financial aspects of distributed generation solar electric projects for business and public sector customers across North America. The company delivers full service financial and technical expertise by customizing the optimal solar solution to save customers money while helping them meet their sustainability goals. Nautilus has over 100 MW—both distributed and grid tied systems—under management in the United States and Canada. Nautilus is majority-owned by an investment affiliate of Starwood Energy Group, LLC, based in Greenwich, Connecticut. For more information, visit [www.nautilussolar.com](http://www.nautilussolar.com).