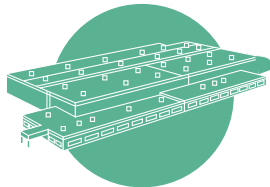


CASE STUDY: HELLER MACHINE TOOLS

Petros PACE Finance Helps Manufacturer Lower Energy Costs by 23%

Project Highlights



Industrial Facility **Troy, Michigan**

93,324 SF | Built in 1995

THE CLIENT

HELLER Machine Tools is a global manufacturer founded in Germany in 1894. The owner of one of the largest manufacturing facilities in Troy, MI, HELLER is a leading supplier to a variety of industries including automotive manufacturers and suppliers and aerospace companies.

THE CHALLENGE

HELLER needed to make costly upgrades to its 20-year-old facility. Preferring to use their internal capital for core operations, HELLER executives pursued alternative sources of financing.

THE NEEDS

- Efficient lighting with controls
- Compressed air upgrades
- Server room cooling
- HVAC upgrades with controls
- Partial roof replacement

THE SOLUTION

C-PACE financing enabled the \$979,000 deep energy retrofit without requiring any out-of-pocket expenses.

THE RESULTS

- HELLER became the first manufacturing facility in Michigan to use C-PACE financing.
- HELLER expects to reduce energy consumption and related costs by 23%.
- The savings generated by efficiency upgrades will free up operating capital to deploy in HELLER's core manufacturing business.

THE PARTNERS

ABM Industries, Inc.
Lean & Green Michigan
Levin Energy Partners
City of Troy PACE Program





“As a global company, we recognize the positive environmental impact we can have by retrofitting our facilities with energy-efficient upgrades. When ABM Building Solutions brought this new PACE tool to our attention and introduced us to Petros PACE Finance, we were happy to learn that our substantial retrofit project could take place without a large outlay of operating capital. It was an easy decision.”

– **Keith Vandenkiesboom**, CEO of Heller Machine Tools

BENEFITS OF PETROS C-PACE FINANCING



100% financing of hard and soft costs with no out-of-pocket



Increases net operating income and property value



Fixed-rate financing with up to 30-year terms



Ability to recover as an operating expense



Decreases utility and maintenance costs



Displaces higher cost mezzanine and equity capital

WHY PETROS PACE FINANCE?

Expertise

Our leadership team's 100+ years of combined experience in C-PACE, monetizing tax credits, and commercial lending means certainty of close for our clients.

Execution

We've earned the trust of our clients because we break barriers and execute efficiently. We're defining the future of C-PACE every day.

Scalability

We're growing quickly and we're taking our clients with us. With billions in committed capital, we can provide C-PACE financing ranging from \$500,000 to \$200 million or more.

Sustainability

We use private funds from committed institutional investors to promote environmental sustainability and economic development.

For more information on our projects, visit our website at www.petros-pace.com

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