

FMI Forecasts Strong Outlook for ESCO M&A

January 3, 2008 – Denver, CO. FMI forecasts that ESCO merger and acquisition activity will remain strong despite an overall weakening in the M&A market. The key macro drivers for ESCO M&A are currently overpowering the drag caused by the tightening of credit and potential for an economic slowdown, which are affecting other areas of M&A. High energy costs, low project financing costs, growing focus on energy efficiency, scarcity of experienced ESCO staff, and strong growth and profitability of ESCOs are some of the drivers that are contributing to a strong forecast for ESCO M&A.

FMI is finding that all types of ESCO buyers remain engaged and active. This group includes controls companies, energy companies, large independent ESCOs, private equity firms, international, and other alternative energy companies. Established ESCO buyers appear to be seeking acquisitions primarily to expand geographic coverage, penetrate new vertical markets or customer segments, acquire professional staff and management talent, and accelerate growth. New ESCO entrants, such as private equity firms, are seeking a core position in one of the few areas of the “new energy economy” that is currently delivering both high-growth and profits.

FMI continues to be very active in the ESCO sector. In the last three years, FMI advised BGA on its sale to ConEdison Solutions; Sempra Energy Services Company on its sale to an undisclosed buyer; Select Energy Services on its sale to Ameresco; Vestar on its sale to an investor group; Cogenex on its sale to Constellation Energy; and Progress Energy Solutions on its sale to Energy Systems Group. Please contact Tim Huckaby (720-244-9426) if you have questions regarding M&A activity in the ESCO sector (valuations, value drivers/detractors, active buyer groups, detailed market outlook).

FMI’s Relevant Transactions – Last Three Years

BGA, Inc.
Tampa, Florida

has been acquired by

ConEdison Solutions
Energy Efficiency Expertise.
ConEdison Solutions
White Plains, New York

FMI Corporation represented the seller

FMI MANAGEMENT CONSULTING • INVESTMENT BANKING
FOR THE CONSTRUCTION INDUSTRY

FMI CORPORATION is pleased to announce the following transaction

Select Energy Services, Inc.
Natick, Massachusetts
(an indirect subsidiary of Northeast Utilities)

has been acquired by

AMERESCO
Ameresco, Inc.
Framingham, Massachusetts

* Represented by FMI Corporation

FMI MANAGEMENT CONSULTING • INVESTMENT BANKING
FOR THE CONSTRUCTION INDUSTRY

Sempra Energy Services Company

Sempra Energy Services Company
(an indirect subsidiary of Sempra Energy)
San Diego, California

has been acquired by

An Undisclosed Buyer

FMI Corporation represented the seller

FMI MANAGEMENT CONSULTING • INVESTMENT BANKING
FOR THE CONSTRUCTION INDUSTRY

June 2006

FMI CORPORATION is pleased to announce the following transaction

Sempra Energy
Sempra Facilities Management*
Energy Pacific Glendale* and
Energy Pacific Las Vegas*
(indirect subsidiaries of Sempra Energy)

have been acquired by

TRIGEN
Thermal North America Holdings LLC
operating as The Trigen Companies

* Represented by FMI Corporation

FMI MANAGEMENT CONSULTING • INVESTMENT BANKING
FOR THE CONSTRUCTION INDUSTRY

April 2006

FMI CORPORATION is pleased to announce the following transaction

VESTAR
Vestar*
(a unit of Duke Energy)

has been acquired by

Adamas Energy, Inc.
New York, New York

The acquired company now operates under the name **Optimira Energy**

* Represented by FMI Corporation

FMI MANAGEMENT CONSULTING • INVESTMENT BANKING
FOR THE CONSTRUCTION INDUSTRY

FMI CORPORATION is pleased to announce the following transaction

COGENEX
STRATEGIC ENERGY MANAGEMENT

Cogenex Corporation*
Lowell, Massachusetts
and
Energy Performance Services, Inc.*
King of Prussia, Pennsylvania
(subsidiaries of Alliant Energy Corporation)

has been acquired by

Constellation Energy
Constellation Energy Projects
& Services Group, Inc.
Baltimore, Maryland
(a subsidiary of Constellation Energy Group, Inc.)

* Represented by FMI Corporation

FMI MANAGEMENT CONSULTING • INVESTMENT BANKING
FOR THE CONSTRUCTION INDUSTRY

FMI CORPORATION is pleased to announce the following transaction

Progress Energy
Progress Energy Solutions*
Raleigh, North Carolina
(a subsidiary of Progress Energy)

has been acquired by

ESG
Energy Systems Group
Evansville, Indiana
(a subsidiary of Vectren)

* Represented by FMI Corporation

FMI MANAGEMENT CONSULTING • INVESTMENT BANKING
FOR THE CONSTRUCTION INDUSTRY