

Greentech Capital Advisors (“Greentech”) is pleased to announce the following transaction:



Greentech’s Client:

Lime Energy (“Lime”) is one of the leading fully-integrated building energy efficiency platforms for small- and medium-sized U.S. businesses. Its solutions include utility program design and administration, data-driven market intelligence, energy efficiency sales to end-customers, project implementation, and measurement verification, all delivered through Lime’s technology platform. Lime has served 10 of the top 25 U.S. electric utilities and 5 of the top 10 municipal utilities in the U.S.

Key Points of Interest:

- On November 9th, 2018, Willdan Group, Inc. (NASDAQ:WLDN) completed its acquisition of Lime in an all-cash transaction valued at \$120 million, exclusive of customary holdbacks and adjustments, which was previously announced on October 3rd, 2018
- The combination creates a more competitive player in the energy efficiency market with a wider utility customer base
- The acquisition of Lime expands and diversifies Willdan geographically, positioning the company for upcoming expansion in the Northeast and California
- The transaction represents an enterprise value multiple of 10x Lime’s projected 2018 EBITDA

The transaction press release can be found at:

[Press Release](#)

Greentech Capital Advisors acted as exclusive financial advisor to Lime Energy. The transaction further strengthens Greentech's leading advisory position in the energy efficiency services market. For additional information about this transaction, please contact:

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About Us

Our mission is to empower companies and investors who are creating a more efficient and sustainable global infrastructure. We are purpose-built to ensure that our clients achieve success. We have deeply experienced bankers and investment professionals who are sector experts and understand our clients' industries and needs. We reach a vast global network of buyers, growth companies, asset owners and investors, and thereby provide clients with more ways to succeed through a deeper relationship network. We have directly relevant transaction experience which enables us to find creative structures and solutions to close transactions. We are an expert team of 65 professionals working seamlessly on our clients' behalf in New York, Zurich and San Francisco and through a strategic partnership in Japan. Our team of experienced bankers and investment professionals provides conflict-free advice and thoughtful, innovative solutions.

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