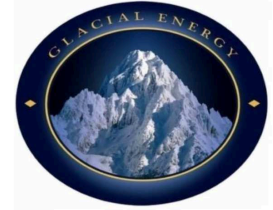


Customer using 3.004 million kwh per year. Historically they were paying \$0.099990 cents per kw and through Direct Access Electrical Deregulation, we were able to lower their kwh rate to **\$0.08627** giving them a savings of **\$40,951** per year which is **14%** less compared to the utility on their kwh usage.



Savings Analysis Proposal - San Diego Gas & Electric (SDG&E)

Glacial Energy



This analysis illustrates what your previous energy cost savings might have been had Glacial Energy been your preferred electricity supplier.

Contract Summary - Historical Cost Analysis

Company Name: [Redacted]
Billing Address: [Redacted]
Utility Service Territory: SDG&E
Voltage: SECONDARY
Number of LDC Accounts: 2

Customer Usage Data Summary

Start Month: Apr-09
Term: 12
Term Usage: 3,004,669
Avg Monthly Usage (kwh): 250,389
Peak Monthly kw: 780

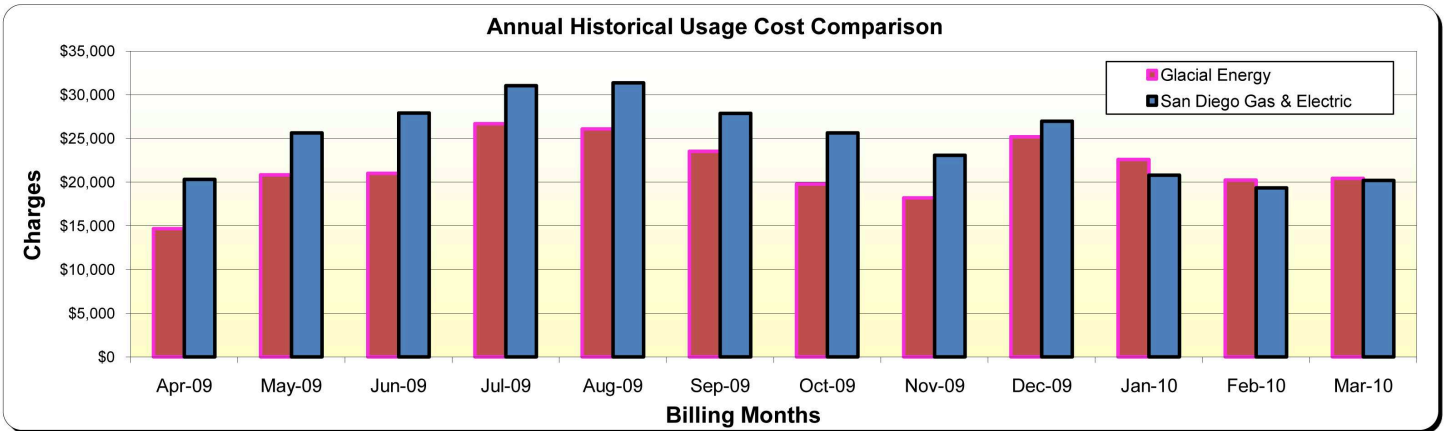
Estimated Historical Utility Charges

Avg Utility Rate (\$/kwh): \$ 0.09990
Annual Utility Charges: \$ 300,154
Glacial Energy Index: \$ 0.08627
Glacial Charges: \$ 259,204

Savings Summary

Estimated Savings vs. Utility \$ 40,951
Savings (Glacial vs. Utility) 14%

*The savings in this proposal are estimated, not guaranteed. Actual savings may vary.

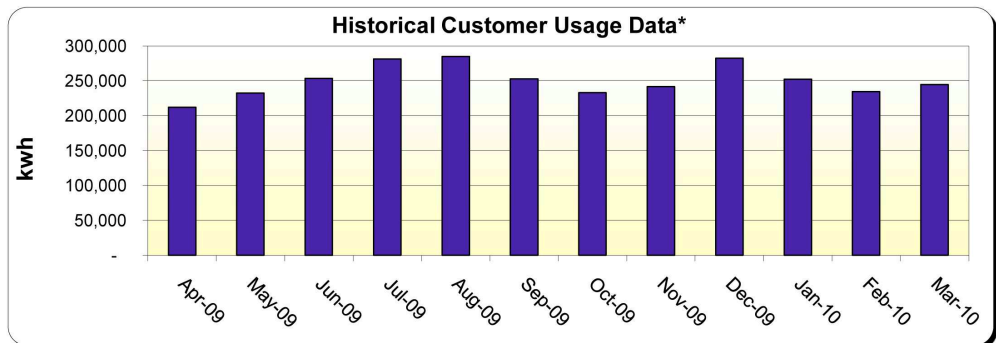


Glacial Index Includes:

- a. Wholesale Delivered Price of Energy
- b. Energy Losses and Unaccounted for Energy (UFE)
- c. Ancillary Services & other ISO charges
- d. Zonal Congestion
- e. Capacity & Related Fees
- f. Market Settlement Charges
- g. Retail Adder

Glacial Index Excludes:

- a. Distribution or other (wires) charges from the utility
- b. Taxes



1. The historic cost comparison is based on the customer's historical usage as provided or estimated and provided or estimated demand over the previous term.
 2. Savings are based on the corresponding utility rates for the appropriate rate schedule over the analysis term.