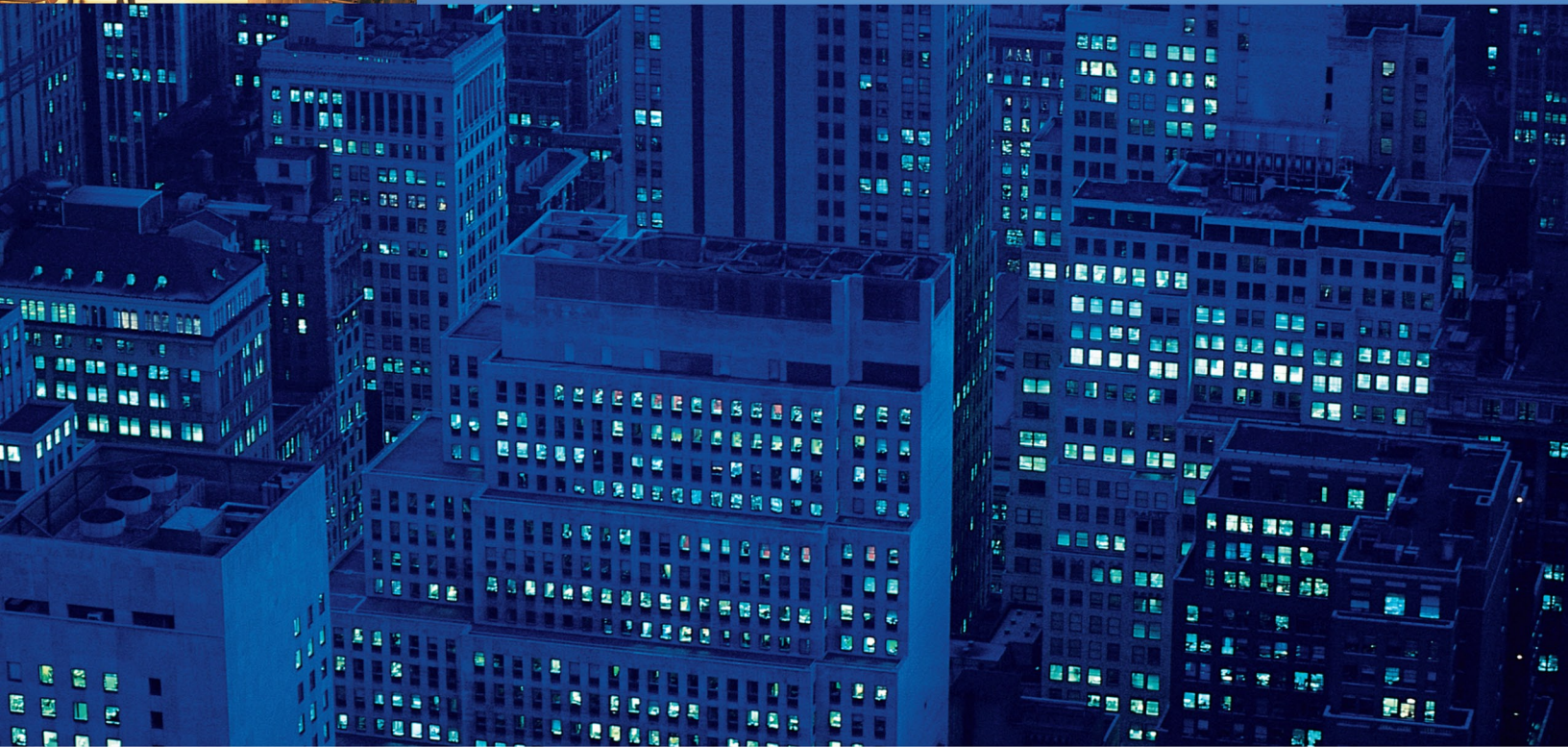




A powerful marketplace for energy.



We can help you

- ⦿ Achieve a highly competitive price
- ⦿ Engage multiple suppliers to compete for your business
- ⦿ Optimize pricing through multiple terms and event scenarios
- ⦿ Manage contracts and transaction data for internal records and SOX compliance
- ⦿ Navigate complex regulations and understand procurement trends
- ⦿ Gain peace of mind through documentation and transparency

World Energy Provides Clear Advantages

The World Energy Exchange is a commercially proven, award-winning online platform that gives retail energy buyers an advantage when approaching the volatile energy markets. We are energy experts with incredibly effective online methods for ensuring a highly competitive price. With World Energy, buyers benefit from:

- ▶ **Market intelligence** – We know energy markets. We can advise you on the optimal time and the right approach in order to achieve your needs and objectives
- ▶ **Choice** – We offer proven methods and online tools (reverse auctions and post and respond) for buying electricity, natural gas, green power, and environmental commodities
- ▶ **Liquidity** – World Energy Exchange auction events build liquidity by creating a market for your business
- ▶ **Price transparency** – Suppliers see competitive bids in real-time, which drives prices downward

With nearly 300 registered suppliers, we deliver the competition that creates successful transactions, time after time. Further, we work on a performance model, meaning you don't contract unless you're happy with the results.

Case Study: Multi-site Fortune 500 Industrial



Situation

- ▶ Integrated producer of steel products with plants located across four states and multiple utilities
- ▶ Historically managed financial and physical risks separately through discrete processes
- ▶ Solicited World Energy's help in meeting established goal of 5% year-on-year savings

Results

- ▶ Jointly designed a risk management program
- ▶ World Energy facilitated more than 70 procurement events for customer
- ▶ Supply is now diversified across 11 different suppliers
- ▶ More than \$2 million in savings against budgeted targets

World Energy Exchange events compel winning bidders to outbid themselves in the final seconds an incredible 20% of the time, saving our clients an additional 0.5-1.5%.

The Energy to Go Green

Increasingly, consumers prefer doing business with organizations that have progressive environmental policies and practices. Since 2003, World Energy has transacted nearly one billion kilowatt hours of green power over its award-winning World Energy Exchange.

Our World Green Exchange can help you voluntarily green your portfolio by providing you with all the advantages of the World Energy Exchange platform – but with the ability to trade in emerging commodities such as renewable energy certificates (RECs) and verified emissions reductions (VERs).



The Power of Choice

World Energy Exchange represents a remarkable improvement over traditional means of buying energy. Our end-to-end process is easier, more efficient, and more cost-effective. Most important, it delivers the results you want.

▶ The Current Way

Traditional procurement methods include issuing paper RFPs and sourcing prices by phone. These methods lack the controls, competition, and transparency needed to produce the best price. They are also time- and labor-intensive, inefficient, and leave you more vulnerable to changing market conditions and risk premiums imposed by suppliers.

▶ The World Energy Way

Our automated, web-based platform provides unprecedented efficiency and flexibility. We offer both reverse-auction and post-and-respond methodologies, and can work with you to select the best one for your needs.

Reverse Auction – With fixed-time auctions, World Energy creates an RFP that gives suppliers the data they need to evaluate the offer and develop a bidding strategy. These time-limited auction events are proven to foster a hyper-competitive environment that drives prices down as suppliers compete with others head to head.



Post and Respond – Our post-and-respond continuous auction process enables you to track the market over time before locking in a price. By establishing your target price and waiting for suppliers to respond, you can stay in the market until the transaction closes, using market changes to your advantage. This method can be a valuable part of a risk management strategy.



Our electronic process lowers suppliers' cost of acquisition and enables them to bid from a lower cost structure – translating into lower prices for you. Plus, our end-to-end, paperless process makes it easy to stage multiple RFPs with various terms and loads. This allows you to test pricing for different contract parameters quickly and efficiently.

After each auction event, World Energy prepares a bidding summary that helps you make the best decision in order to meet your requirements. Ultimately, the choice is always yours. We also help you close contracts quickly, reducing risk premiums, and all bids are date- and time-stamped, creating an auditable trail of auction activity for Sarbanes Oxley and/or internal audit compliance.





“The purchase of energy can be a risky endeavor when you face a volatile market. World Energy’s auction platform enabled us to purchase energy below the two-year low industry price at a time where energy costs elsewhere were rising.”

Energy Procurement Manager
Fortune 100 Industrial Corporation

World Energy Delivers the Transaction Services You Need to Succeed

Pre-transaction Support

Needs Analysis
Data Aggregation
Data Analysis
Risk Management Advisory
RFP Architecting

Post-transaction Support

Supplier Notification
Rapid Contracting
Auditable Documentation Book
Online Management Tools

World Energy By the Numbers

- ▶ Ranked #1 of 280 firms in volume, market coverage, and technology
- ▶ Enabled clients to win 10 prestigious energy and green awards, including NASCA’s “Outstanding Program” award for the most effective cost savings program
- ▶ Procured more than 40 billion kWh of electricity and 1 trillion cubic feet of natural gas
- ▶ Completed more than 11,000 procurement events
- ▶ Registered over 300 suppliers on the World Energy Exchange

For more information or to see a flash presentation of the World Energy Exchange in action, go to World Energy’s Knowledge Center at www.worldenergy.com. Or call us at (508) 459-8100.

www.worldenergy.com

WorldEnergy

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