

ENERGY AS A SERVICE



INDUSTRY AND TECHNOLOGY AGNOSTIC

Any technology that generates savings can be addressed using the Energy as a Service platform. Common technologies addressed include Lighting, HVAC, Power Generation, Central Plant, and more.



PERFORMANCE UPTIME GUARANTEE

Redaptive is contractually obligated to ensure assets meet defined performance criteria eliminating asset failure risk.



METERED RESULTS

Redaptive's proprietary meters can measure asset level or full building energy consumption to verify savings and reduced energy consumption. The meter data provides valuable insights into building and asset consumption patterns.

HOW IT WORKS

Redaptive performs a comprehensive portfolio analysis of site, energy, asset, and maintenance spend data to determine the portfolio savings opportunity. In partnership with the customer, Redaptive then develops the program scope and desired economic return profile for "go-zone" projects.

During this time, the customer also enters into a Master Service Agreement (MSA) with Redaptive establishing the basic terms and conditions of the EaaS delivery model. In addition to the MSA, the Strategic Portfolio Agreement (SPA) is a 1-page document that enables Redaptive to pay for portfolio-wide audits at no cost and no risk to the customer. Following the signed SPA, Redaptive will rapidly deploy portfolio-wide audits to verify and define the savings opportunity and program scope.

Once the program scope is defined, Redaptive rapidly deploys capital and begins large-scale deployment across the portfolio. Redaptive's deployment team works closely with the customer abiding all site requirements. During the contract term, Redaptive takes ownership of the assets and covers MRO expenses with partners of the customers' choosing. At the conclusion of the contract term, the customer takes ownership of the asset and realizes 100% of the OPEX reduction.



SAVE ENERGY

REDAPTIVE®

WE MAKE YOUR BUSINESS MORE EFFICIENT

Redaptive is a sustainability company whose mission is to enable businesses to free up capital and reduce their carbon footprint through investments in companies' energy-consuming assets. [We provide the capital and deployment](#) to execute scalable, portfolio-wide energy conservation programs.

By strategically addressing energy consuming assets at scale, Redaptive creates a [significant savings opportunity for customers](#). The savings generated from efficiency conservation measures (ECMs) are used to pay down the Redaptive contract over the term in the form of an [off balance sheet service contract](#). We refer to this model as Energy as a Service (EaaS).

[Redaptive verifies and guarantees savings](#) by measuring actual energy consumption using our proprietary metering technology. Data collected by the meters is uploaded to a customer-friendly dashboard and can be used for valuable building consumption analytics.

FINANCIAL ADVANTAGE

When evaluating EaaS compared to CAPEX, Redaptive's EaaS net present value is favorable in almost all scenarios.

ELIMINATE RISK

Redaptive takes ownership of the assets throughout the contract term. Redaptive is contractually obligated to maintain and ensure assets meet performance thresholds eliminating maintenance obligations and asset failure risk.

REINVEST CAPITAL

The customer can reinvest capital that was initially budgeted for ECMs and MRO earning a return on the reinvested capital which can have a significant impact to the bottom line.

NPV AND SUSTAINABILITY ADVANTAGE

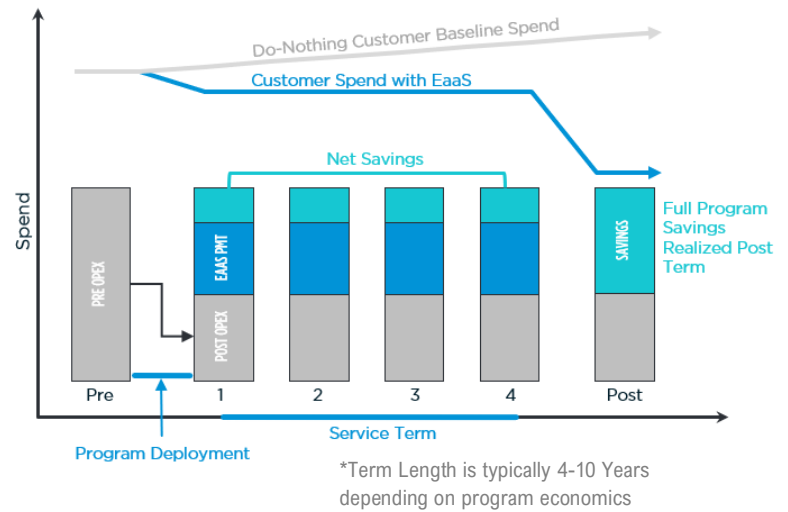
PROJECT SPEND DISTRIBUTION

HOW IT WORKS

Old and inefficient assets require excess operating costs to maintain and operate. Occasionally assets fail resulting in expensive replacements and operating downtime.

Redaptive replaces or retrofits the existing assets, and the operating savings generated pay for the program over the life of the contract.

At the conclusion of the contract, the customer retakes ownership of the new assets and realizes the full program savings.



SUPPLY CHAIN CONSOLIDATION

Redaptive maintains an extensive network of suppliers and partners. Redaptive will select the best overall value suppliers for each program through its sourcing process. Redaptive acts as the tier 1 and the customer receives a full turnkey solution from this network of suppliers while interfacing only with Redaptive.



REBATE COLLECTION

Redaptive uses future rebates to immediately buy down project costs, takes all administrative burden for rebate collection, and collects the rebate on behalf of the customer. By doing so Redaptive assumes all rebate collection risk.

A CALL TO ACTION

The **cost of inaction** is **excess and unnecessary pollution** from inefficient equipment that can be addressed at **no cost to the customer** using Redaptive's EaaS platform. Some Redaptive **customers have received more than \$100M of ECM investments** into their real estate portfolios without spending a single dollar of CAPEX.

CUSTOMERS TAKING ACTION

