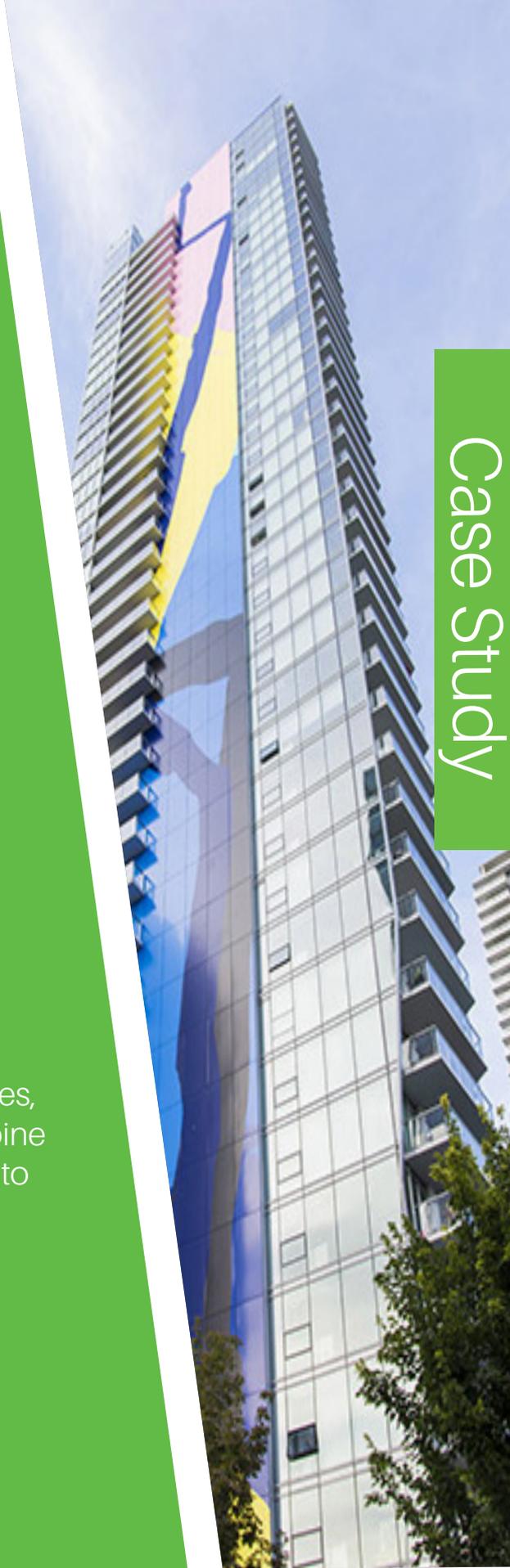


Verdant Energy Management Solutions

Trusted and installed by thousands of hotels, multifamily buildings and other commercial facilities, Verdant's energy management thermostats combine smart occupancy sensors with patented software to reduce energy consumption.

The Charleson, Vancouver BC



ABOUT THE CHARLESON

Standing 43 storeys tall in the exclusive neighborhood of Yaletown in Vancouver, The Charleson is a mixed-use residential property with 269 units, of which 129 are rental units. The property was developed and is currently operated by the Onni Group.

The Onni group was confronted with an important challenge when choosing the energy management system for the HVAC equipment (a 4-pipe fan coil system) inside the 129 rental units. The system had to optimize energy usage while still satisfying the comfort standards of its occupants.

Ultimately, the Onni Group specified Verdant thermostats for this project based on the ability of the system to maximize energy savings without disrupting the comfort of residents.

In the 12-month period between Oct 2018 and September 2019 Verdant's Energy Management System achieved an outstanding reduction of 34% run-time of the HVAC units. This translates to an average reduction of 1,093\$ on both electric and natural gas bills.



AT A GLANCE

Average HVAC Runtime Reduction

34%

Payback Period

2.2 years

Average Savings per Room per Month

\$8.50

Added Resale Value*

\$218,460*

"Choosing the Verdant energy management system for The Charleson was an easy decision. Apart from the system being perfectly compatible with the FCUs we had spec'd, the Verdant system had already demonstrated considerable savings in some of our other properties. The Charleson was no different - we saw substantial runtime reductions from the beginning without any complaints from residents."

Ben Libby, senior project manager

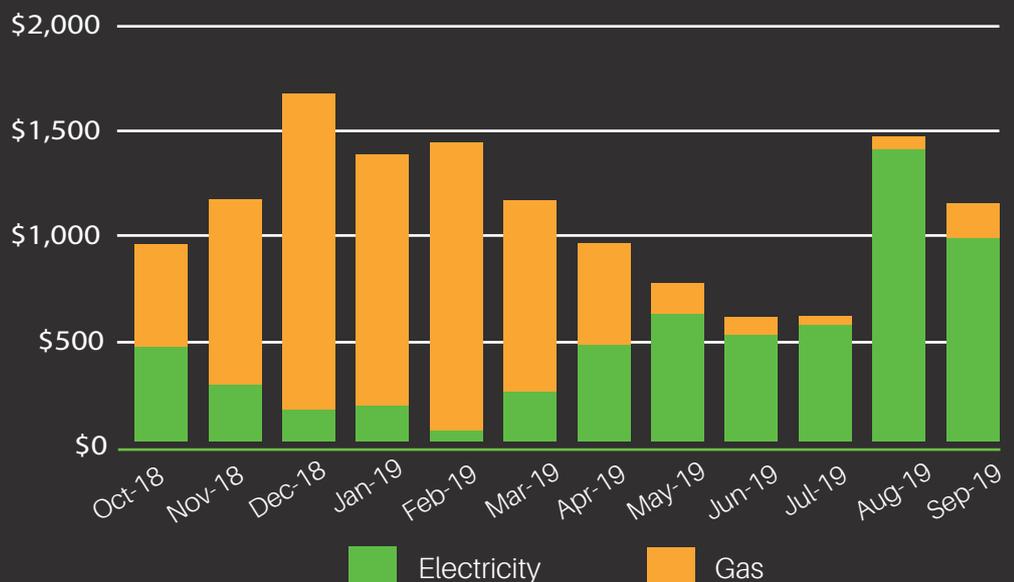
*A typical property is valued at 16.67x EBITDA.

MONTHLY ENERGY SAVINGS

Calculated over a 12-month period.

Cumulative savings for the period

\$13,105



If your residents aren't the ones paying the electric bills, they probably aren't taking steps to reduce their energy consumption. Meanwhile, their units may be empty for as much as 60% of the day, wasting energy heating and cooling empty units, and unnecessarily inflating energy costs.

That's where we come in. Our smart thermostats solve this problem by using advanced occupancy sensing technology to continuously scan the room for motion and body heat.

When residents are present, they're given full control over room temperature. When they leave the room, Verdant thermostats enter 'setback mode', allowing room temperatures to drift naturally by a few degrees, **reducing HVAC runtimes by 40%, on average***.

Installing our energy management system is simple. Your property staff can easily install our smart thermostats in **less than 10 minutes per room**. The units then start communicating with each other wirelessly, creating a 100% wireless network that can be used by our energy experts to manage your network. Verdant's patented communication protocol leverages low frequency radio waves that easily penetrate thick walls and cover long distances, eliminating the need for additional networking equipment and keeping your WIFI network free of any interference.

Installing Verdant's energy management system brings immediate benefits. That's because every dollar saved in electricity costs **increases the resale value of your property by up to 16.7X****, generating an incredible return on invested capital. Very few investment opportunities will offer so much upside in such a short time.

And when our own energy experts remotely manage all your thermostats using advanced cloudbased software, you get optimal savings year-round, without any involvement from your staff or discomfort to your guests.

Optimal Savings

Optimizes settings in real time, ensuring you get the maximum energy savings possible.

Fully Automated

Automates residents room HVAC energy management at your property, without any involvement from your staff.

Self-Installs

Your staff can self-install each thermostat in less than 10 minutes.



Verdant ZX Smart Thermostat

Compatibility

Verdant thermostats are compatible with most PTACS, VTACS, split units and fan coil systems.

Complete Coverage

Verdant EI™ includes a complete warranty on all hardware and all software updates.

Quick Payback

Cuts room HVAC runtimes by 40% on average*, and typically pays for itself in 12-18 months*.

*Actual savings may vary according to utility cost, climate, available rebates, and other variables **Enterprise Value Multiples by Sector http://pages.stern.nyu.edu/~adamodar/New_Home_Page/datafile/vebitda.html

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