

SYMPHONY PARTNER PROPOSITION

Partnering with SIGNIFICANT POTENTIAL

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Symphony & Construction / Facilities Management partners — Accelerating rollout while delivering scale and profit opportunity for partners.

5%	10%	4 Years
Of Symphony project value paid to partner (~20% of profit).	Of post-project Symphony maintenance income + Symphony physical work.	Guaranteed payback — zero capex required.

All else being equal, a project without Symphony cannot compete against a project with Symphony. Symphony's unrivalled performance gap solution is a natural fit for construction and FM partners.

THE PARTNERSHIP FIT

A Natural Partnership for Construction & FM

What Partners Bring

Construction and FM partners bring [client relationships](#), [local building knowledge](#) and general mechanical and electrical skills to install and maintain Symphony equipment.

What Symphony Brings

Symphony's [multi-award-winning, industry-disruptive technology](#) can achieve 2050 efficiency targets today – transforming energy and operational efficiency of commercial buildings.

Together: Competitive Advantage

Symphony, with a competent partner, can deliver a [soft landing performance](#) for new builds or an unrivalled solution for existing facilities – with increased turnover and profit from both.

INDUSTRY RECOGNITION

Industry Recognition & Validation



Only HVAC tech on the
GRESB approval list



Technology validated by UNEP



1 of 11 from 3,500+ European
sustainability solutions



PwC PropTech Scale Programme

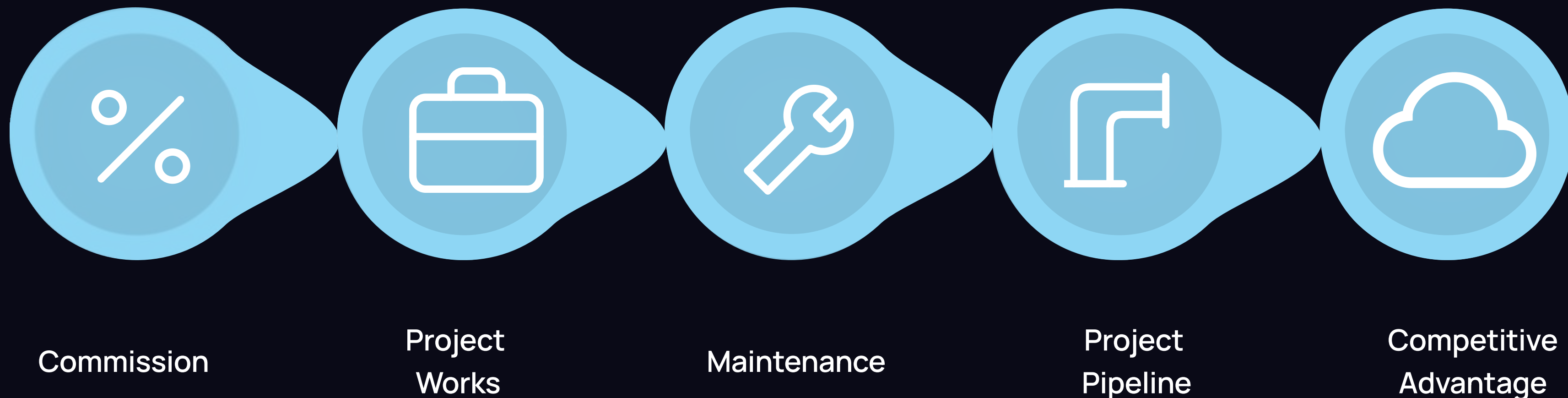


PARTNER BENEFITS

What Partners Gain

Symphony partners benefit across multiple revenue streams and strategic dimensions.

The Partner Advantage



ASSET & CLIENT BENEFITS

Compelling Client & Asset Outcomes

Symphony pays for itself. By leveraging reduced energy bills, offset penalties, and government incentives, it recovers project costs while building long-term asset value.

NOI Uplift & Asset Value

Improved in-use EUI (Energy Use Intensity) and stronger asset valuations with higher tenant appeal and retention potential. This uplift can be multiple times more valuable than the project cost.

Non-Invasive Delivery

Symphony projects are non-invasive to building occupants. Little if any site presence is required — built remotely from access to onsite equipment, with local partners for physical works.

Reputation & Brand Growth

Kudos and brand enhancement from the partner's reputation for excellence in energy efficiency, FM and maintenance — followed by company growth for the partner.



MAKING IT HAPPEN

How We Go to Market Together

Straightforward, flexible and transparent – client pitches can be undertaken with or without Symphony's direct involvement.

Flexible Client Pitches

Partners can present the standard options per the Symphony Commercial Procurement Options document – with or without Symphony's direct involvement.

Client-Aligned Contracts

Symphony provides a project/client-specific contract to align with the client's preferred procurement option – zero capex options removing friction from approval.

Transparent & Prompt Payment

Symphony is fully transparent on client-received payments, with prompt payment of partner commission on a pay-when-paid basis.

The greenest energy is
the energy we don't use.