

SYMPHONY DEARB VALUE PROPOSITION

Maximising Asset Value & Competitive Advantage

WHY SYMPHONY

Maximising Asset Value & Competitive Advantage

Decarbonise and achieve CRREM Net Zero Target in a single, cost-efficient step.

Beyond Basic

Symphony delivers superior EUI performance, not just decarbonisation.

Single Step

Net Zero Target EUI and decarbonisation achieved in one cost-efficient project.

Proven Today

Award-winning Symphony delivers Net Zero efficiency capability right now.

COMPETITIVE EDGE

Seize a Unique, Unrepeatable Opportunity

The window to differentiate is now — before basic heat pump replacements flood the market.

Superior EUI Performance

Achieve an asset rating that meets or beats the CRREM Net Zero Target.

Maximised Asset Rating

Combine heat pump retrofit with demand reduction for unrivalled performance.

Proven Net Zero Capability

Award-winning Symphony delivers Net Zero efficiency capability today.



INDUSTRY RECOGNITION

Multi Award-Winning – Internationally Validated

PwC PropTech Scale Programme
1 of 8 from 800+ global companies



1 of 11 from 3,500+ European
sustainability solutions



Only HVAC tech on the
GRESB approval list



Technology validated by UNEP



COMPLIANT APPROACH

EU Directive 2023/1791 — Energy Efficiency First

Symphony's approach aligns directly with the EU Directive's energy efficiency first principle.

Regulatory Alignment

EU Directive 2023/1791 requires energy efficiency to be applied first — exactly what Symphony delivers.

Right-Sized Plant

Optimising demand first ensures the new heat pump is correctly sized, not oversized.

Future Compliance Ready

Symphony's optimised parameters form the foundation for ongoing CRREM compliance.

RECOMMENDED SEQUENCE

The Right Sequence for Maximum Returns

1

Optimise First

THE DIFFERENCE

Apply Symphony Optimisation to reduce overall demand and identify the required plant capacity.

2

Design & Install

Install a decarbonisation solution sized for the optimised load, operating at peak efficiency from day one.

3

Engage & Lock In

Lock in performance using Symphony Cloud for ongoing optimisation, compliance and reporting.

4

Expand Value

Leverage Symphony Cloud's rich dataset for insights beyond HVAC — maintenance, room booking and more.



RETAINED & IMPROVED EFFICIENCY

Better **NOI** Performance — Lower Cost, Long Term

Optimising before replacement compounds savings over the full life of the asset.

Lower CapEx

Smaller, optimised plant means lower equipment and installation costs.

Lower OpEx

Right-sized plant carries lower maintenance and lifecycle renewal costs.

Better Efficiency

A correctly sized plant runs more efficiently — better COP, better EUI.

Day-One **NOI** Impact

Optimised operation from day one accelerates payback and CRREM compliance.



FUTURE PROOFED

Nothing Left on the Table

First Principles Engineering

Symphony's first-principles approach combined with patented smart technology leaves virtually no optimisation potential untapped.

Hard & Virtual Data

Symphony harvests extensive BMS, IoT and WellTech data, with virtual data points enabling total building optimisation.

Single Pane of Glass

Access Symphony's unique rich data via API for your platform or expand Symphony Cloud as your single pane of glass.

Demand Response Ready

Advanced forecasting and automatic load-spreading delivers Demand Response with minimal impact on occupant comfort.



ASSET VALUE

A Compelling, Unmatched Return on Investment

The increase in a building's net operating income and asset value is typically a significant multiple of the cost to procure a Symphony solution.

Extended Asset Life

A building's misalignment date can be extended or eliminated in a single step.

Competitive Edge

Symphony delivers a competitive advantage while others crowd into basic heat pump upgrades.

Single, Efficient Step

Decarbonisation and superior EUI performance achieved together — no further projects or disruption.



COMMERCIAL FLEXIBILITY

Turnkey or Optimisation Only

Symphony can be engaged for any or all project roles, providing total flexibility regardless of how decarbonisation is procured.

Full Turnkey

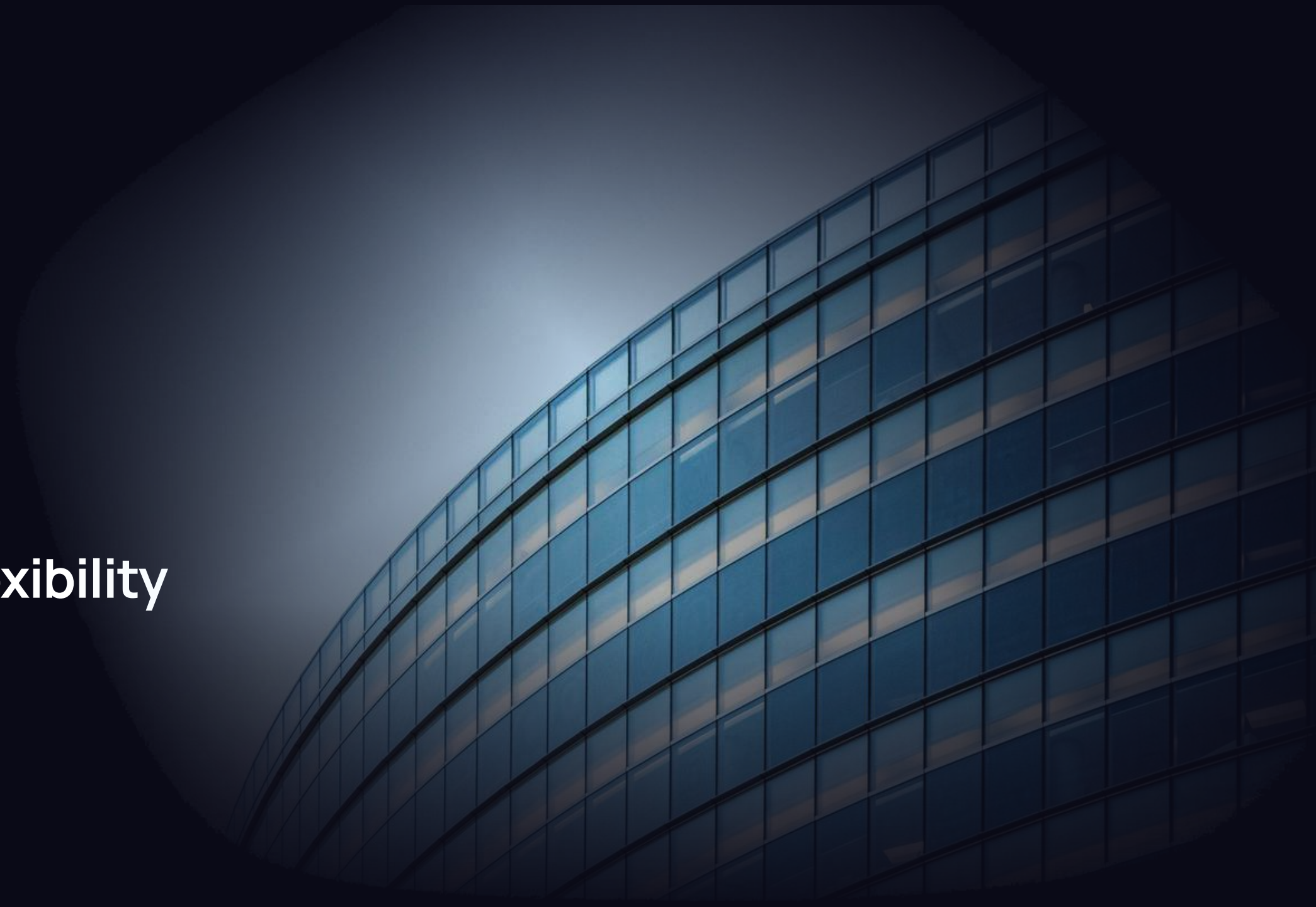
Symphony delivers the complete project — optimisation, plant works and final commissioning — as a single accountable partner.

Technical Advisory

Where others design the decarbonisation element, Symphony advises to ensure full operational efficiency is captured.

Specialist Equipment Supply

Where others undertake physical works, Symphony supplies specialist equipment with installation instructions.



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

EU Office

4 Aran Centre,
Blessington Business Park
Co Wicklow, Ireland

UK Office

The Linen Hall
32–38 Linenhall Street
Belfast, UK

US Office

15 Chester Street
Front Royal
Virginia, USA