

# Univers Case Study Slide Library

## Case Study

# Steel Manufacturer in Germany (19 Sites across Germany & EU)

### Client Objectives

Implement charging infrastructure to enable employees and customers to charge their EV across their 19 sites in Germany & EU.

#### Client's Investment

Capex:  
up to €2Mn

Opex:  
100k  
annual SaaS subscription and O&M

#### Value Proposition for Client

- Flexible Software Solution with connection of relevant hardware and services
- One stop shop solution including Opex Financing Solution
- Reduction of Scope 1 (Fleet) and Scope 3 (Employees)

#### Value Proposition for Banks

- Supports client's Net Zero transition with technology
- Use Equipment Financing as an accelerator

#### Univers Solution

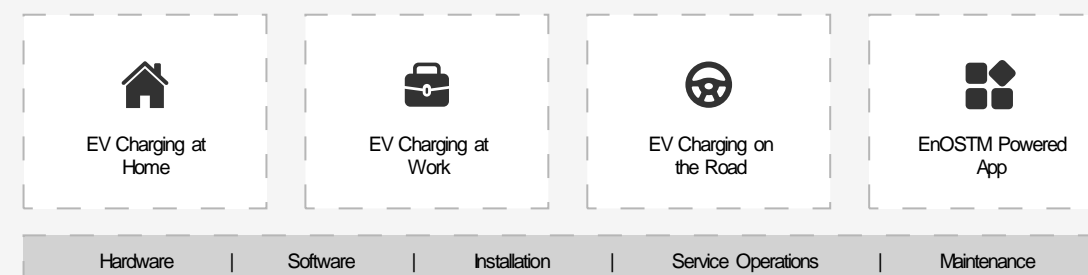
EV Charging infrastructure  
(Hardware + SaaS + Installation + O&M)

Financing solution from Financing partner

EV Charging Infrastructure

BEMS & HEMS: Intelligent Software Solution to connect EV + PV

Installation + O&M



## Case Study

# Electrification of Corporate Fleet (B2B2C)

### Client Objectives

Transformation of company car fleet to 100% EV by 2027 (600 company cars)

Equip company sites with end-to-end charging solution for company cars, guests and employee cars

Extend charging capabilities to employees homes and pan European network

#### Client's Investment

Capex:

€350.000

Opex:

€100.000

annual SaaS subscription and O&M

#### Value Proposition for Client

- All-in-one seamless charging experience at work, at home and on the road for employees
- Automated reporting and billing services across all points of charge including reimbursement of 3rd party electricity

#### Value Proposition for Banks

- Green Infrastructure Financing to corporates
- EV Fleet Financing (Mobility transformation strategy)
- Green mortgages for company employees

#### Univers Solution

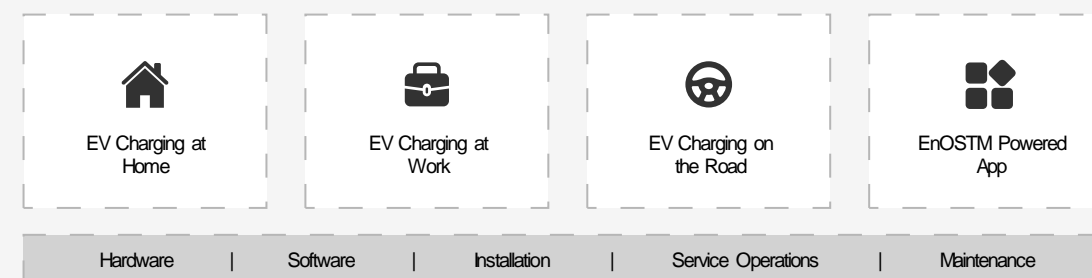
### EV Charging infrastructure

(Hardware + SaaS + Installation + O&M)

EV Charging Infrastructure

BEMS & HEMS: Intelligent Software Solution to connect EV + PV

Installation + O&M



## Case Study

# Transport & Logistics player in Singapore

### Client Objectives

Generating immutable, consistent and trackable data to facilitate third party audit

Automating calculation of emissions per site and aggregated portfolio level

Assessing environmental impact of retrofit options

#### Client's Investment

Capex:  
**\$25K/site**  
(Green Box + SaaS install)

Opex:  
**\$7K**  
annual SaaS subscription

#### Value Proposition for Client

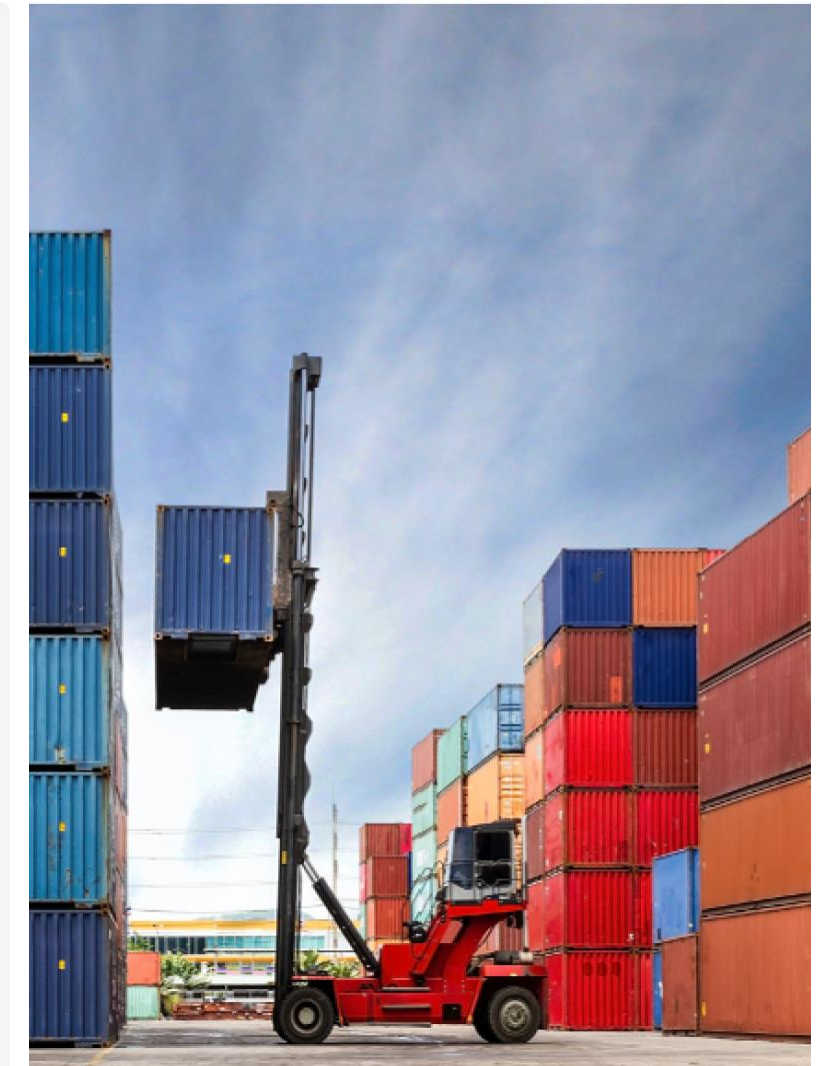
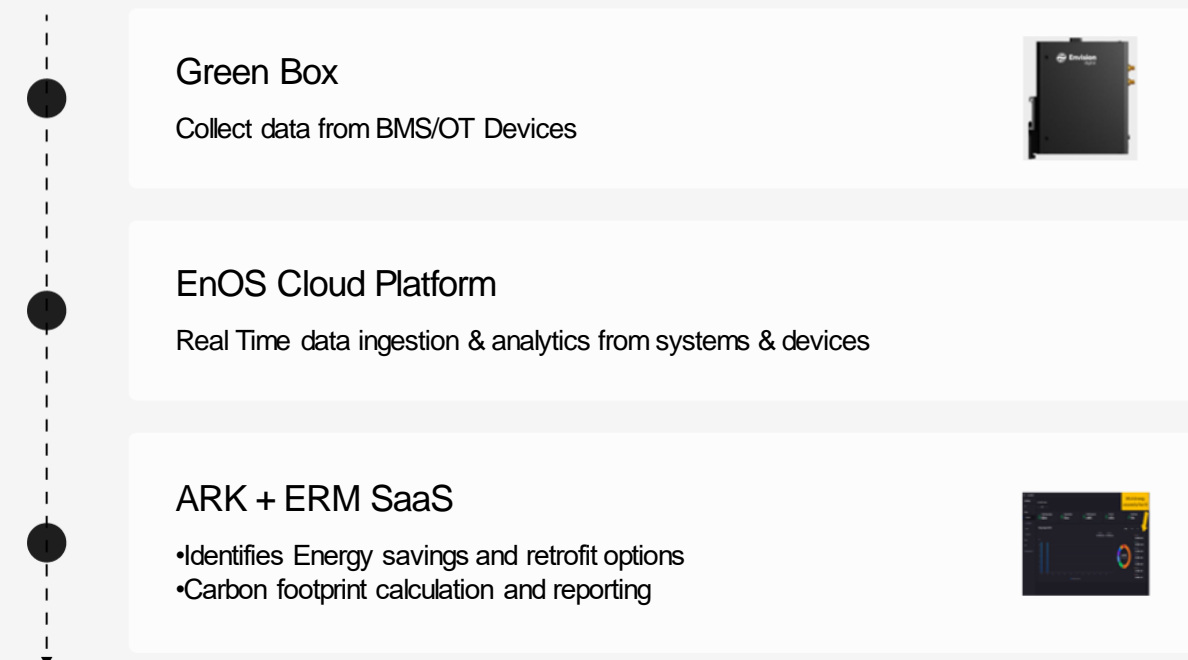
- Automation of data collection from BMS and smart meters
- One click reporting based on GHG Protocol
- Up to 8-10% reduction on annual energy consumption
- Calculation of carbon abatement scenarios

#### Value Proposition for Banks

- Receive ESG Data from clients
- Finance green capex solutions with carbon reduction calculation

#### Univers Solution

### Carbon management solution (Green Box + ERM + ARK)



## Case Study

# Large Sports Retailer

### Client Objectives

Monitor and plan energy reduction actions for 100 stores across EMEA with 250 smart meters

Track its energy consumption and the associated carbon production in its stores with full control on the data

#### Client's Investment

Capex:

€160k

(Green Box + One time set up)

Opex:

€45k

annual SaaS subscription

#### Value Proposition for Client

- 15-20% energy saved per store
- €4,5Mn saves annually (€60 saved per meter per day)

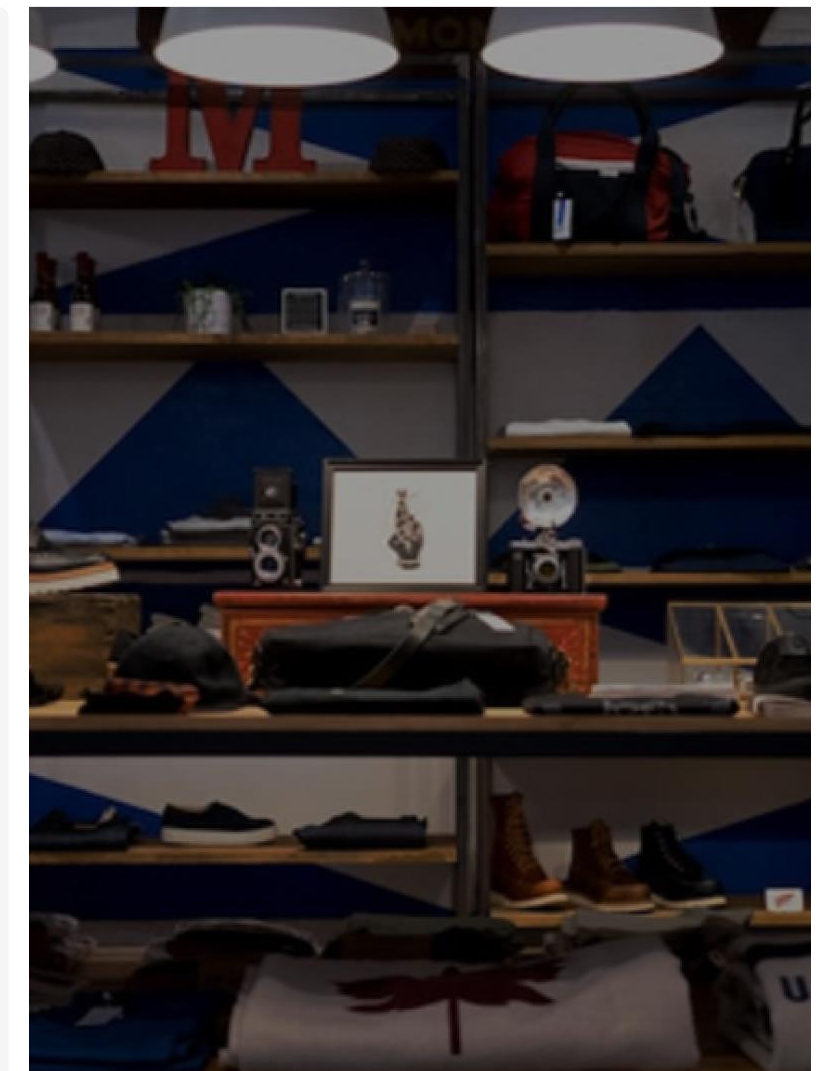
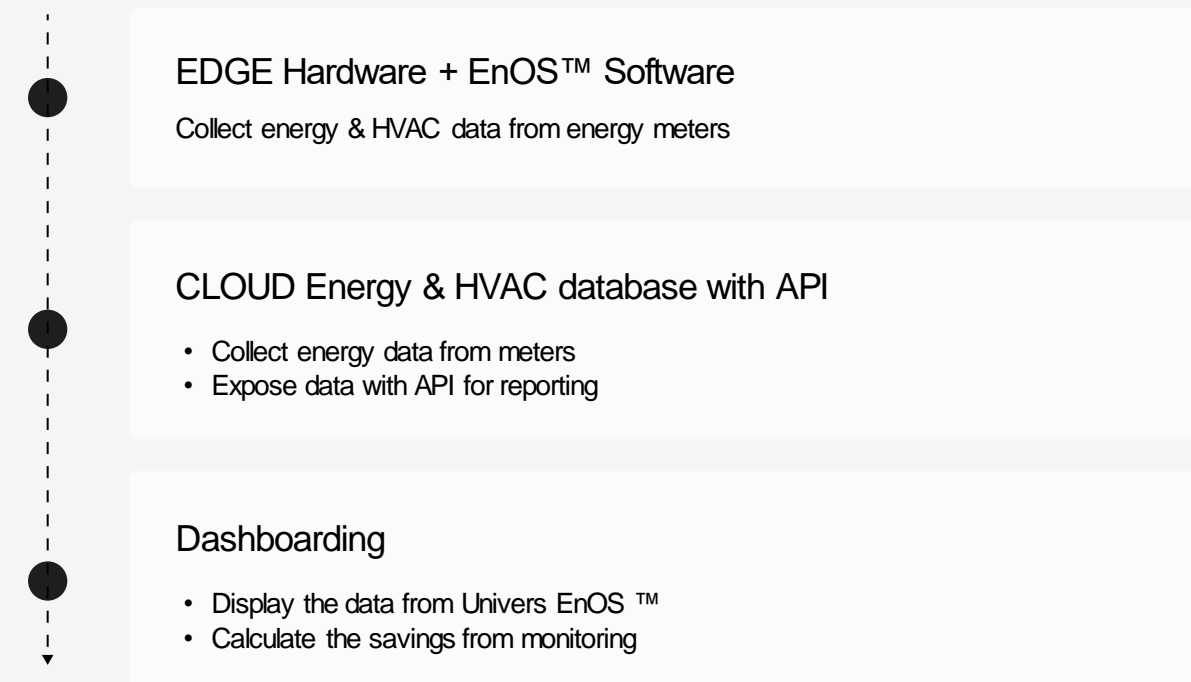
#### Value Proposition for Banks

- Green Financing capex & opex
- Receive ESG Data from customers

#### Univers Solution

### Energy management solution

(Green Box + EnOS™ Software)



## Case Study

# Large Industrial Real Estate Investment Trust in the UK

### Client Objective

Partner with end-to-end provider of Net Zero Solutions to:

Provide energy to 100% of tenants (Currently provide energy to ~20% of tenants)

Targeting 42% reduction in Scope 1&2 emissions by 2030 (vs March 2022 baseline)

#### Client's Investment

Capex:  
£ 1,5Mn

Opex:  
£ 100k  
annual SaaS subscription and O&M

#### Value Proposition for Client

- Smart Microgrid
- Higher usage of "free solar energy"
- Higher revenue from tenants
- BESS trading with grid

#### Value Proposition for Banks

- Green Financing Capex & Opex
- Innovative financing solution with potential for scalability

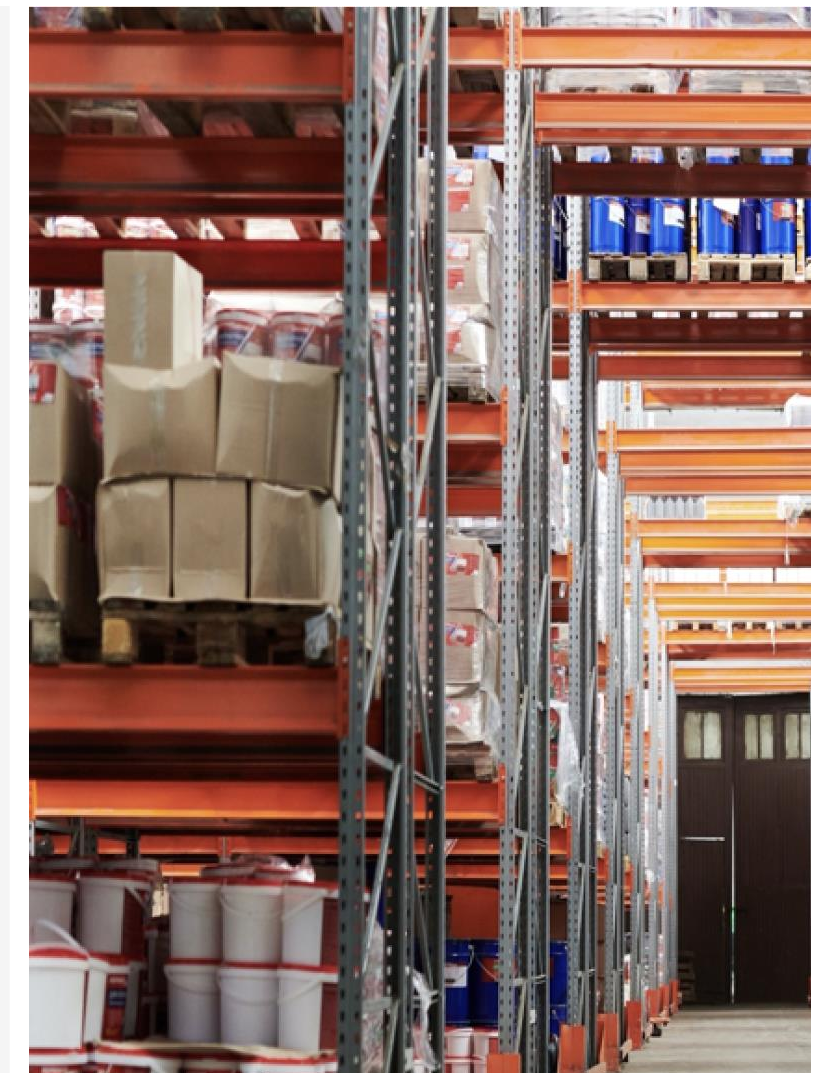
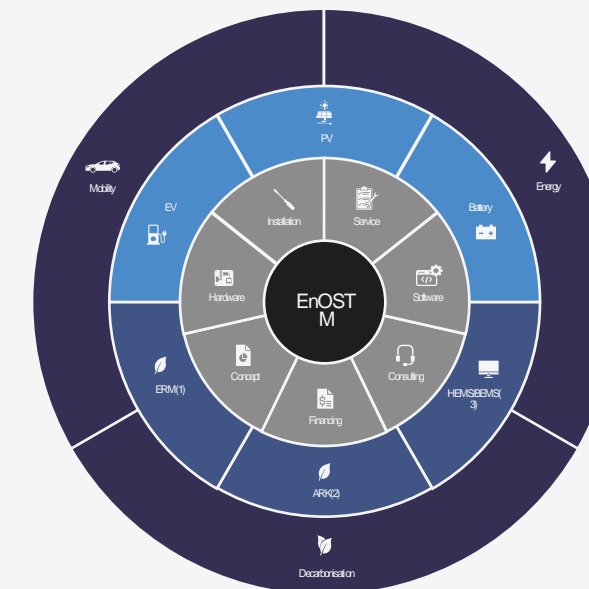
#### Univers Solution

Building Energy Management (PV+BESS+EV+SaaS)

Green Box (Hardware)

Energy Management Solution (SaaS)

Carbon Management Solution (SaaS)



## Case Study

# Large Commercial Real Estate player in the UK

(£6Mn Sq.ft valued at £800Mn)

### Client Objective

Gather real time data to understanding energy consumption behaviour of the buildings

Visibility of energy & carbon footprint view across the sites

#### Client's Investment

Capex:  
**£300k**  
(Green box+ SaaS set-up for 3 years)

Opex:  
**£25k**  
annual SaaS subscription after 3 yrs

#### Value Proposition for Client

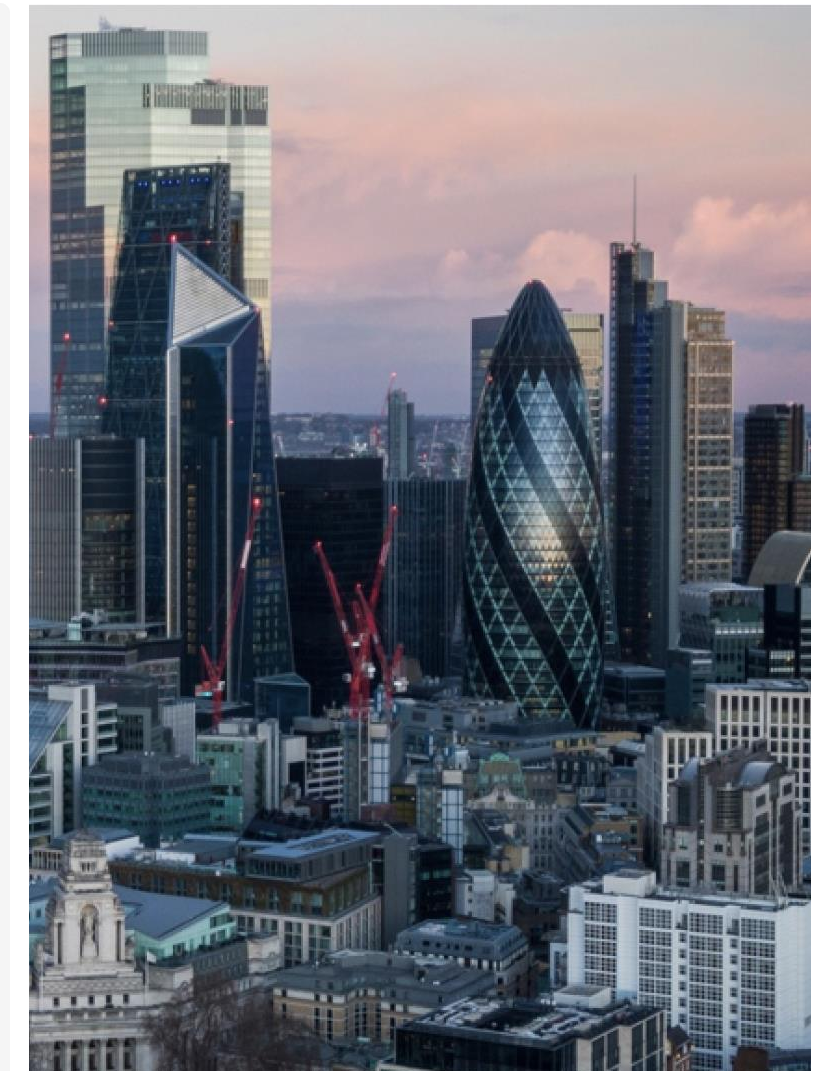
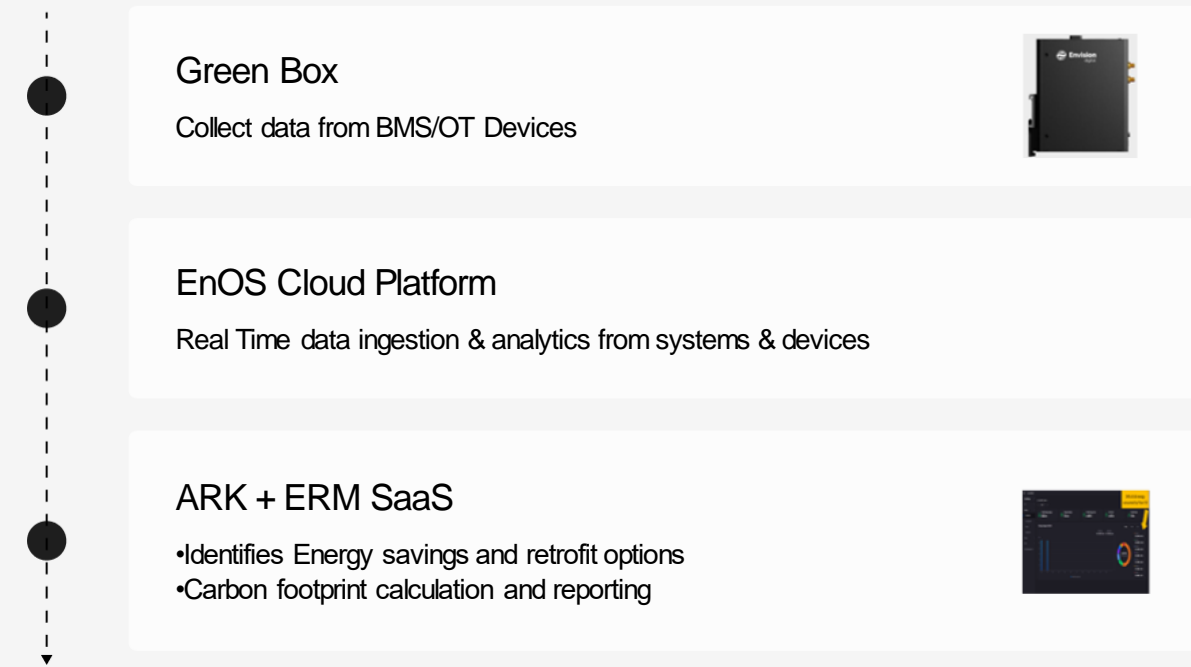
- Real-time ingestion of energy data from control systems, devices, and meters to facilitate a
- Holistic energy & carbon footprint view across the sites in relation to energy, gas, and water consumption

#### Value Proposition for Banks

- Receive ESG Data from clients
- Finance green capex & opex solutions with carbon reduction calculation

#### Univers Solution

Green Box (Hardware)  
 Energy Management Solution (SaaS)  
 Carbon Management Solution (SaaS)



# Thank You

Let's stay in touch

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