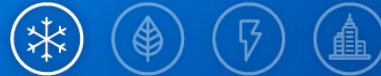




COOLING

AS A SERVICE



Fred Byrd
Carrier Corp
September 19, 2024

PREDICTABILITY IS POWERFUL



carrier.com/CaaS

PREDICTABILITY IS POWERFUL.....



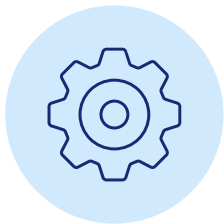
When it comes to managing capital expenditures,
ensuring building performance, and meeting broader business goals,
predictability is powerful.

Cooling-as-a-Service (CaaS) Solutions

Design-build, finance, operate and maintenance solutions

- Scalable and turnkey
- Designed to deliver energy, efficiency, infrastructure
- New construction or retrofit
- Integrated lifecycle design
- Comprehensive operations and maintenance (O&M) long-term agreement aligned to Performance Guarantees

Offering includes:



Equipment



Service



Funding



**Performance
guarantees**



Risk transfer

How it Works

Carrier

- Develops, delivers and installs your solution
- Operates to Performance Guarantees
- Focuses on preventative maintenance to minimize corrective maintenance needs and time



Development partners

- Source project funding via long-term services agreement
- Review and assess tax credits and incentives, as applicable
- 3rd party asset ownership

You receive:



Predictable monthly payments, no upfront capital outlay



Desired capacity, availability and efficiency outcomes

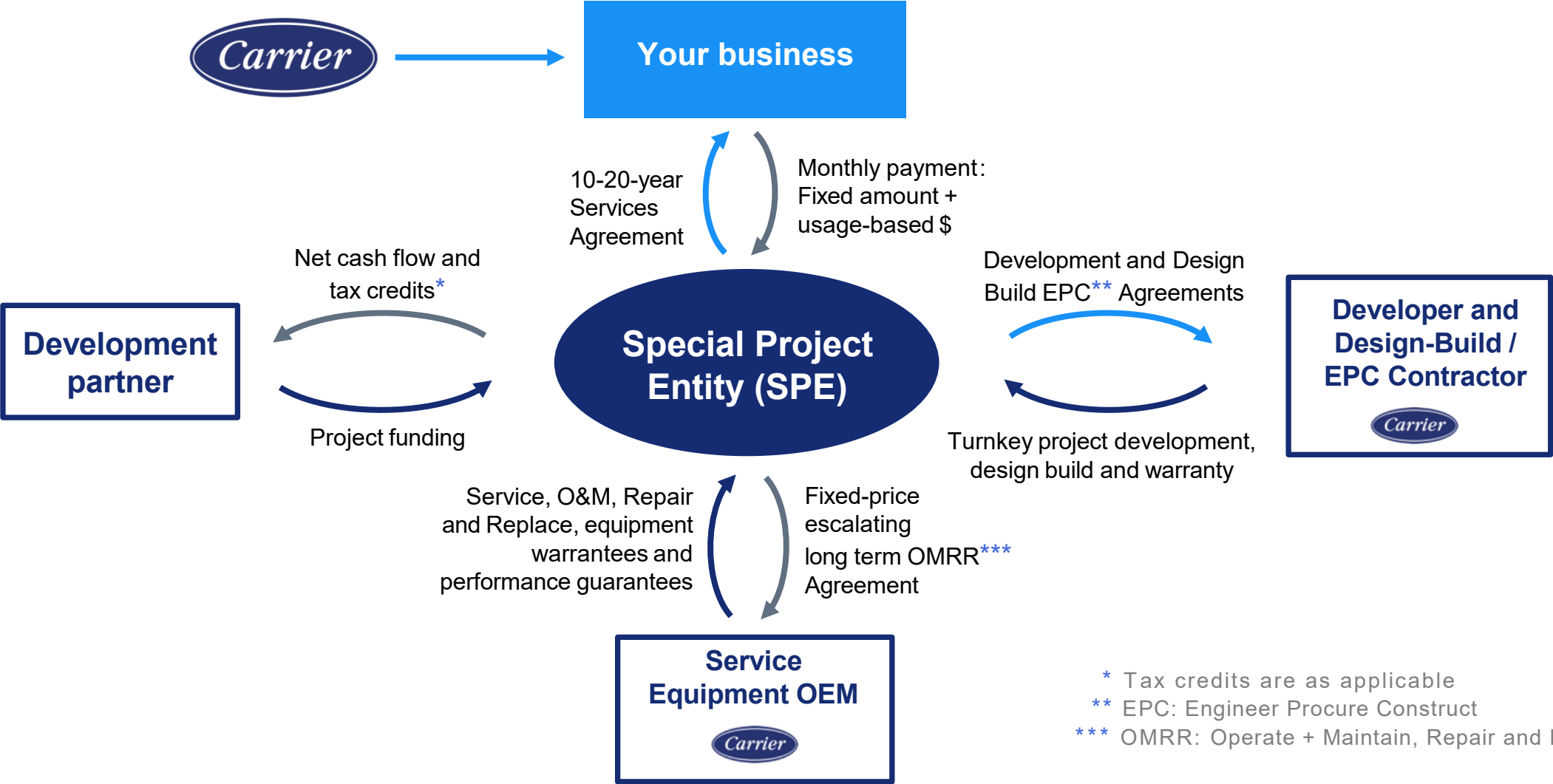


The latest in high-efficiency systems



Peace-of-mind HVAC performance

Cooling-as-a-Service (CaaS) Delivery Structure



* Tax credits are as applicable
 ** EPC: Engineer Procure Construct
 *** OMRR: Operate + Maintain, Repair and Replace



Address Your Key Challenges

Vertical Challenges

Revenue challenges, capital constraints

Aging, inefficient and unreliable systems

Infrastructure patchwork over time

Budget uncertainty or excessive variability

Variety of systems and system conditions

Community sustainability objectives

Deferred maintenance, lack of resiliency, unreliability

Manage multiple contractor agreements

Cooling-as-a-Service Benefits

No capital outlay

Asset upgrade & transfer or allocation of design, construction and operational risks to the party able to manage it most effectively and at lowest cost

Operates to Performance Guarantees

Addresses deferred maintenance (DM) challenges

Budget predictability

Helps support your company's benchmarks for building performance and standardization throughout inventory without upfront capital expenditures

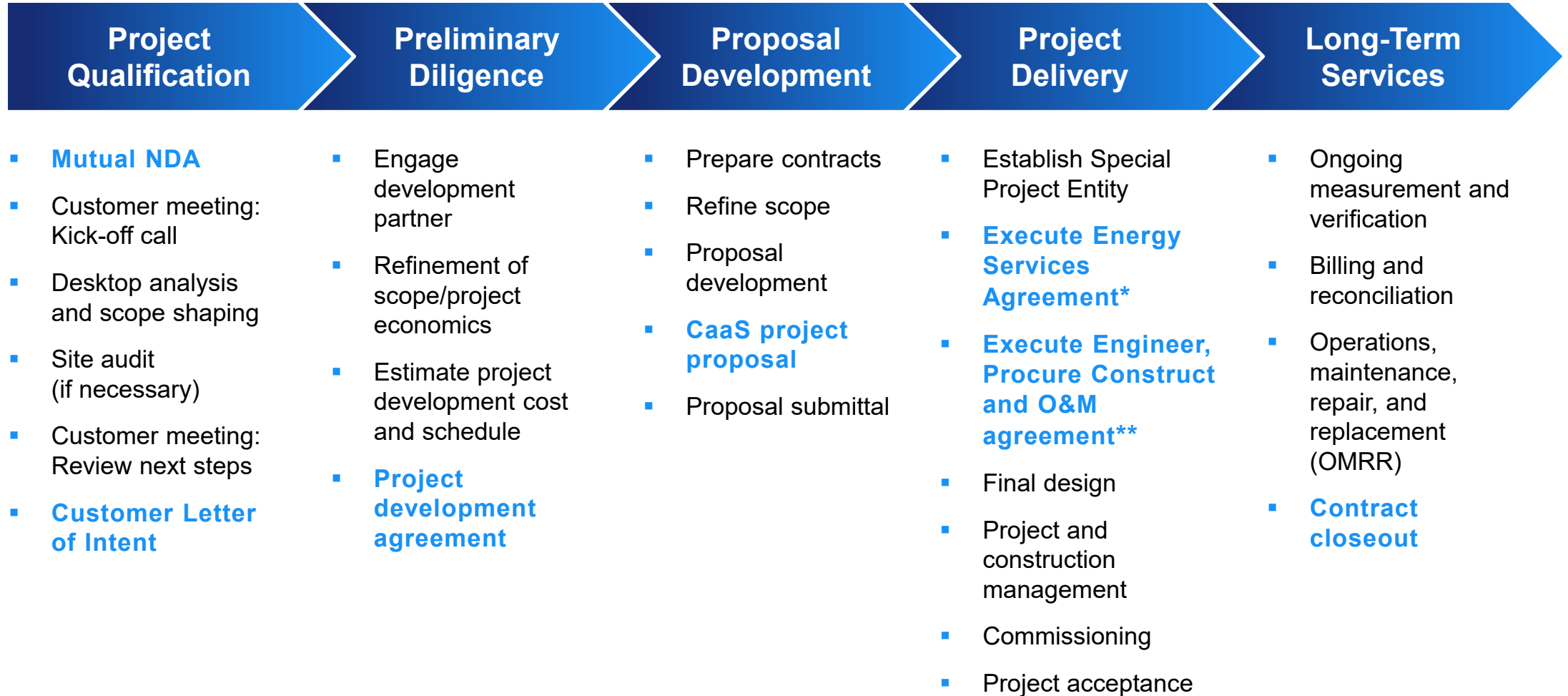
Helps address sustainability targets

Upgrade inventory, immediate asset benefit, no capital investment

Single procurement for Design Build, Energy Performance Contract, O&M, Repair & Replacement services



CaaS Engagement Stages



Note: Customer & Carrier milestone events denoted in **blue**

Portfolio of Expertise



Distributed Generation

Reciprocating Engines
Gas / Steam Turbines
Fuel Cells



Boiler Plant

Boiler Replacements
Stack Economizers
Steam / Condensate Upgrades



HVAC

Chilled Water Plants
Primary / Secondary Loops
VAV Conversions



Lighting

Lamp / Ballast Retrofits
Day Lighting / LED Lighting
HID Replacements



Building Controls

EMCS
Energy Information Systems
Remote Monitoring



Building Modifications

Window Door Replacements
Window Films / Weatherstripping
Roofing



Water & Sewer

Fixture Replacements
Automatic Irrigation Systems
Sewer Deduct Metering



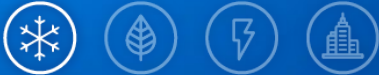
Renewable Energy

Solar PV & Solar Thermal
Wind Generators / Biomass
Ground Source Heat Pumps



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