

COMPANY QUALIFICATIONS

RealTerm Energy is a North American leader in smart lighting, smart city and smart building solutions, having completed over 300 successful projects across Canada and the US since 2013. RealTerm Energy's vision is to connect communities and help save the environment through technology.

RealTerm Energy offers turnkey LED lighting upgrades. It is the only company offering a unified suite of smart city solutions for small to mid-sized municipalities and its smart building solution (BrainBox) is the only one of its kind. The company's success is built on a stellar reputation for smooth and timely delivery, a price for performance beyond compare, and a customer-focused mentality offering quality, efficiency and professionalism every time.

We have to date surveyed, designed and installed over 350,000 streetlights, including over 50,000 smart controls. Our group of over 40 full-time back office and field staff members is dedicated exclusively to designing and executing high-quality and cost-effective LED streetlight conversions for municipalities and utilities.

Extensive In-House Expertise



"The LED streetlight conversion project went very smoothly. RealTerm Energy developed an installation protocol that allowed them to work rapidly, while doing the job right. The RealTerm team converted 10,622 High Pressure Sodium lights to LED in three months. We had very few complaints on any aspect of the project, especially considering this change impacted virtually every resident in Barrie."

*Barry Thompson, Manager of Energy Management
City of Barrie, ON*

Realterm Parent Company

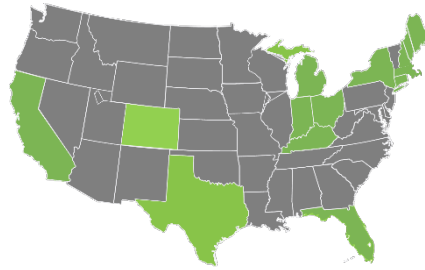
Founded in 1991, Realterm is a privately held international on-airport real estate operator and leader in infrastructure and logistics strategies, with installations in North America, Europe, and Asia. Since its inception, Realterm has grown steadily, currently managing over \$6.5 + billion in assets.

RealTerm Energy, established in 2013, is the division of Realterm that was created to deliver best-in-class technological, managerial, and financial solutions for efficient energy-related projects to municipalities and public authorities.



Project Experience Turnkey Conversions

RealTerm Energy is the most experienced streetlight conversion provider in **Ontario**, with over 200 on-going and completed projects in this province alone. This experience has allowed us to refine and perfect virtually every aspect of our service offering, ensuring the quality and value for each Municipality. The table below highlights some of RealTerm Energy's notable ongoing and completed LED conversion projects in Canada and the US.



Canadian Client	Fixture Count	US Client	Fixture Count
City of Brampton, ON	40,000	San Diego Gas & Electric, CA	30,000
City of Guelph, ON	13,500	City of Brockton, MA	8,761
City of Oshawa, ON	12,408	City of Pittsfield, MA	5,856
City of Greater Sudbury, ON	11,032	City of Boulder, CO	4,689
City of Barrie, ON	10,622	City of Haverhill, MA	4,611
City of Kelowna, BC	10,563	City of Biddeford, ME	2,325
City of London, ON	10,000	Town of Agawam, MA	2,170
City of Niagara Falls, ON	8,394	City of Concord, NH	2,090
City of Pickering, ON	7,265	Town of Tewksbury, MA	1,711
City of Peterborough, ON	7,000	City of South Portland, ME	1,597
City of Victoria, BC	6,458	City of Newark, NY	1,500
County of Norfolk, ON	4,172	City of Saco, ME	1,425
City of Timmins, ON	3,984	Town of Windham, ME	1,320
City of Innisfil, ON	3,308	City of Auburn, ME	1,253
City of Orillia, ON	3,245	Town of Watertown, CT	1,160
County of Haldimand, ON	2,882	Town of Seymour, CT	1,133
City of Quinte West, ON	2,787	Town of Brunswick, ME	1,118
City of Aurora, ON	2,692	Village of Great Neck, NY	832
City of Vernon, BC	2,392	Town of Athol, MA	827
City of Collingwood, ON	2,334	Town of York, ME	821
City of Kawartha Lakes, ON	2,300	Town of Rumford, MA	698
Town of Wasaga Beach, ON	2,112	Bar Harbor, ME	535
County of Prince Edward, ON	1,382	City of Lubbock, TX	301
District of Summerland, BC	1,320	City of Lapeer, MI	111