The AARDEX Advantage

- Signature Centre – The Project
- Investment and Return
- The LEED Connection
- What is a User-Effective® Building?
- User Effective® Building Makes You Money
Tomorrow’s Facilities

Will Be:

- Sustainability – LEED
- Efficiency – User Effective® Building
- Adaptability/Flexibility - User Effective® Building
- Start - smart design - Completely different approach
The Tipping Point of Sustainability

- LEED requirements in all stages of local, state and federal buildings
- Global warming, fossil fuels and the Far East phenomenon
- Today’s real estate portfolios overloaded with energy guzzlers
- Sustainable buildings in tomorrow’s marketplace
Under the LEED 2.0 system, a project is awarded points. The number of points required for each level of achievement depends on the program.

<table>
<thead>
<tr>
<th>Sustainable Sites</th>
<th>Water Efficiency</th>
<th>Energy and Atmosphere</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Materials and Resources</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Indoor Environmental Quality</td>
</tr>
</tbody>
</table>

The right thing to do
User Effective ® Buildings makes money

- Reduces cost of change
- Reduces schedule
- Reduces operating costs
- Provides tenant-driven design and solutions
How UE Makes Money … With Under Floor Air

- Individual ventilation control for increased employee comfort and productivity
- Individual temp control for increased employee comfort and productivity
- Higher air quality for healthier environment and reduced absenteeism
- Greatly reduced power consumption - lower energy costs
- Lower first costs – reduced ducting + HVAC equipment costs.
The true cost of your space

<table>
<thead>
<tr>
<th>Function</th>
<th>Pay</th>
<th>Insurance and Benefits (20%)</th>
<th>Over-head (phone, computer, IT, etc.)</th>
<th>Total Cost/ Person</th>
<th>Space (Sq. Ft.)</th>
<th>People cost/ Sq. Ft.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exec</td>
<td>$250k</td>
<td>$50k</td>
<td>$20k</td>
<td>$320k</td>
<td>450</td>
<td>$711</td>
</tr>
<tr>
<td>Call Center</td>
<td>$40k</td>
<td>$8k</td>
<td>$17k</td>
<td>$65k</td>
<td>100</td>
<td>$650</td>
</tr>
<tr>
<td>General Business</td>
<td>$75k</td>
<td>$15k</td>
<td>$15k</td>
<td>$116k</td>
<td>200</td>
<td>$525</td>
</tr>
<tr>
<td>Average</td>
<td>$122K</td>
<td>$24K</td>
<td>$17K</td>
<td>$163k</td>
<td>250</td>
<td>$653</td>
</tr>
</tbody>
</table>
Raised-Access Floors & Under Floor Air

*Studies on Effectiveness of Under Floor Air:*

Carnegie Mellon Center for Building Performance and Diagnostics Benefits Guide measured a **1.2%** productivity gains due to improved ventilation control.

Carnegie Mellon also measured **1.8%** productivity gains due to improved temperature control alone.

Lawrence Berkeley National Laboratory estimates a **$200 Billion** national benefit in productivity from improved indoor air quality.
let’s assume we only realize just the first two benefits of the underfloor system:

**Minimum Productivity Gain** = **1.2%** (ven control) + **1.8%** (temp control) = **3%** (Underfloor Air System)

Let’s assume annual salary of your average employee = **$75,000** per year x **3%** per employee per year

= saving **$2,250** per employee per year – **Additional Earnings per employee** or

Projected number of employees = 300 employees x $2,250 = **$675,000** earnings/year

or your building just earned your company **$9.00 per SF per year**

from the first two benefits alone! **Imagine the aggregate benefits!**
Benefits of a User-Effective® Building

- Under Floor Air – individual temperature and ventilation control
- Raised Floor – flexible space - adapt quickly, inexpensively to “program churn”
- Daylight Harvesting – increased natural light while sunshades reduce glare
- Noise and Privacy – improved concentration – employee empowerment feature
- Waterless urinals and hands-free fixtures reduce sickness and absenteeism
Align your real estate with your business

• Greater revenue through top-of-market rents
• Faster lease-up relative to market
• Lower re-leasing expenses and vacancy downtime due to higher tenant retention rates
• Lower loan default risk due to financially strong tenants
• Lower operating costs primarily on energy and water
• Lower exposure to energy price volatility and cost escalation
• Lower replacement reserves and reduced maintenance