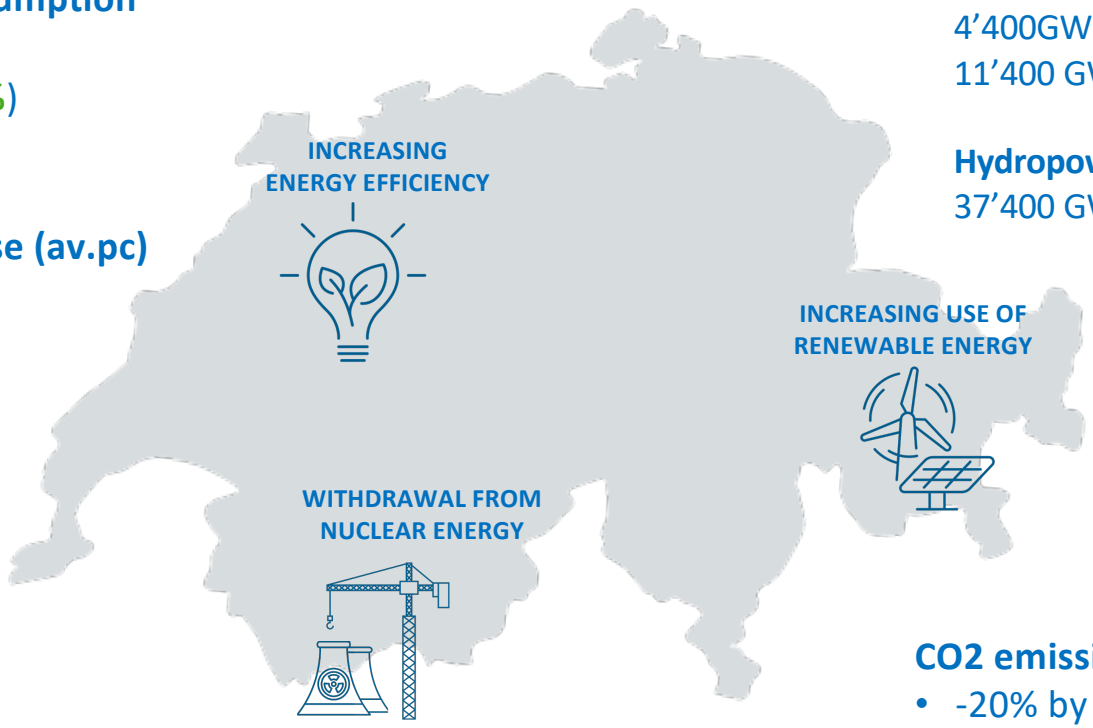
Switzerland's Energy Transformation

Reduce energy consumption (average pc)
-16% in 2020 (**-20.8%**)
-43% in 2035

Reduce electricity use (av.pc)
-3% in 2020 (**-10.4%**)
-13% in 2035



RE – non hydropower
4'400GWh in 2020 (**4'712 GWh**)
11'400 GWh in 2035

Hydropower
37'400 GWh in 2035 (**36'526 GWh @2020**)

CO2 emissions and targets
- -20% by 2020 (**-19%**)
- Most intense sectors: Transport, Industry, Buildings
- Buildings: 40% Energy consumption
  25% CO2 emissions

Longer-term electrification of the energy system
Gap of 37 TWh by 2050

Innovation

Technology

Business models

SERVITISATION

- Pay-per-use model, where customers pay per the output or outcome of an equipment rather than buying the equipment itself.
- Provider owns equipment and is responsible for maintenance and operational expenses.

- No up-front investment.
- Transfer of performance risk.
- CAPEX to OPEX.
- Invest capital in core business.

- Promotes the use/deployment of most efficient technologies.
- System thinking (e.g., R&D, AI, maximize business opportunities).
- Bild long-term relationship with users.

- Opportunity to place green funding
- Become front-runner to finance servitisation models (new trend)
- Investing in assets generating cashflows.

- Aligns incentives for the adoption of EE technologies (e.g., owner/tenant).
- Aligns incentives for efficient production and efficient consumption.
- Supports the transition to the Circular Economy.
- Applicable to many RE & EE solutions:
  Solar, Cooling, Heating, Storage, Lighting.

Servitisation for a large real estate complex in India.

Context: Real estate complex comprising of a retail center, a school, offices and community spaces requiring clean air conditioning.

Solution: High efficiency HVAC system of 700TR, 100% powered by solar energy and a closed water chilled system. Monthly payments are covered by the client upon consumption. Digital solutions have been incorporated so that the air conditioning functions only when required and when spaces are occupied.
Benefits: Both client and final users enjoy a high-quality air-conditioning system, while focusing on their core-business and avoiding capital expenditures.

- Improved energy efficiency by more than 35%.
- Hassle free for the client.
- 100% renewable powered.

"**Working with KAER allowed us to guarantee clean air for all our customers. They're able to provide unmatchable levels of service with a system that is 100% run on solar energy**."

Deepak Kumar, Managing Director, Elpro International Ltd.

CaaS

Cooling as a Service

Refresh the planet

Plugging a new energy model

SET **ALLIANCE**

CaaS

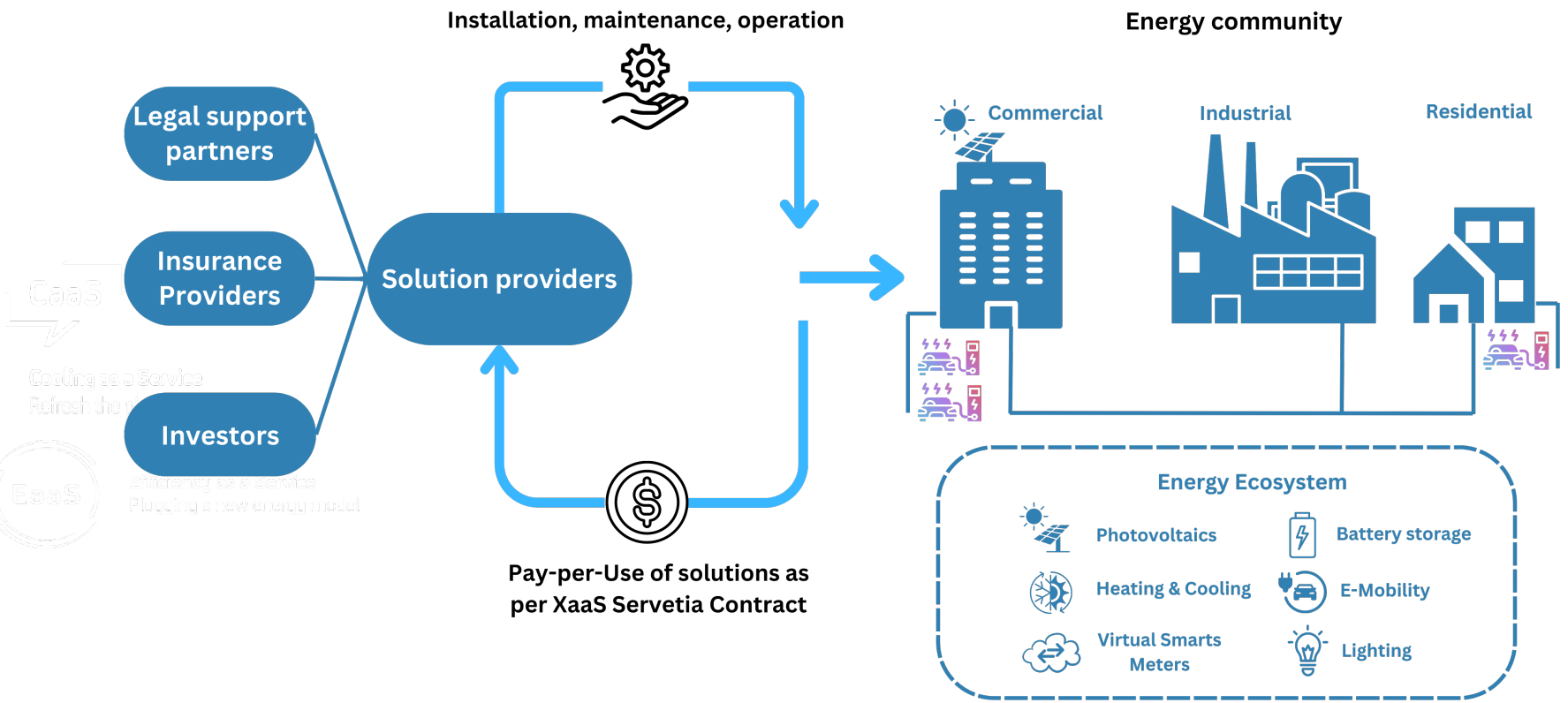
Cooling as a Service
Refresh the planet

EaaS

Efficiency as a Service
Plugging a new energy model

SET **ALLIANCE**

servetia - The model



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Interested parties:

- Technology providers
- Users
- Financiers
- MRV SaaS
- etc.