



For Immediate Release

Aircuity “Airside Efficiency” Programs Achieving Widespread Adoption

Customer deployments are accelerating and growing in scope

NEWTON, Mass., USA – February 4, 2014 – Aircuity, the smart airside efficiency company, announced today that customer adoption and deployment rates for its airside efficiency solutions have reached an all time high as customers increasingly turn to ventilation optimization projects as a core strategy to meet energy and carbon reduction goals.

“2013 marks a true watershed moment for Aircuity,” explained Dan Diehl, CEO of Aircuity. “We have sold more than 500 systems across 5 continents, 11 countries, and 39 states in the U.S. We have been installed in research facilities, universities, pharmaceutical buildings, K-12 schools, arenas, casinos, libraries, courthouses, hospitals and sky scrapers; more than 50 million square feet of space is currently being monitored by Aircuity systems. We have helped new buildings achieve LEED® Gold & Platinum status, and we have taken existing LEED Gold/Platinum facilities and significantly increased their energy savings through retrofit projects. As we anticipated, our customers are rapidly moving from installing a single system in one facility to incorporating Aircuity into an “Airside Efficiency Program” across their entire portfolio of facilities. While I’m thrilled that we achieved another record year of sales and revenue in 2013, I’m even more excited about what we see in terms of growth for the foreseeable future across most of our key vertical markets.”

Aircuity’s centralized demand control ventilation (CDCV) solution monitors the indoor environmental quality (IEQ) of commercial buildings and provides “smart signals” to building HVAC controls to optimize the ventilation of those facilities. Due to the fact that most buildings are typically over-ventilated, significant energy savings ranging from 15% - 60% can be achieved while maintaining a safe, productive and comfortable environment for building occupants. Aircuity customers save money by reducing their energy consumption, while making a positive impact on the environment as well. Aircuity estimates that their installed systems now account for a reduction of 183 thousand metric tons of CO2 emissions annually. This is the equivalent of taking 35,000 cars off the road and is the same amount of emissions generated by 16,000 American households. Energy efficiency also saves money; Aircuity conservatively estimates that this installed base is generating more than \$35M in annual energy cost savings for their customers.

“People have been looking for widespread energy efficiency measures beyond lighting, and we believe that ‘Airside Efficiency’ is that next big thing for many commercial building owners,” said Chuck McKinney, vice president of Marketing. “Most building owners know that HVAC energy consumption is the largest subcomponent of their building energy consumption, and we can show how Aircuity solutions can help them address this energy waste. As a result, we see the size of our projects consistently growing, and we see customers moving to implement Aircuity across their entire portfolio of facilities.”

McKinney pointed out the growing number of “Airside Efficiency” incentive programs being offered by utility companies as further proof of a market shift in this direction. “More than 120 utilities offer significant incentives to implement this type of energy conservation measure, reducing the ROI of Aircuity commercial office projects to less than a five year simple payback and reducing some laboratory projects to less than a one year simple payback.”

Aircuity indicated that it expected to make some “very significant” product and customer announcements in the first half of 2014 that would further illustrate the broader market adoption. “We have advanced our monitoring and reporting capabilities to improve our performance in a number of applications, and we are implementing new techniques and products to make our solution more cost effective, further improving the ROI of our solutions,” said Eric Desrochers, vice president of Engineering and chief technology officer. “Customers deploying Aircuity solutions are not only realizing tremendous energy savings, they are exploiting the benefits of actionable information to better manage their facility, conduct ongoing commissioning, track airside energy use, and improve lab management and safety”.

The company plans to formally announce new monitoring capabilities later in the first quarter, along with enhanced system capability that will further improve the ROI in labs and commercial office environments.

About Aircuity

Aircuity is the smart airside efficiency company providing building owners with sustained energy savings through its intelligent measurement solutions. By combining real-time sensing and continuous analysis of indoor environments, the company has helped commercial, institutional and lab building owners lower operating costs, improve safety and become more energy efficient. Aircuity's solutions have benefited hundreds of organizations such as the University of Pennsylvania, Eli Lilly, Ohio State University, Bank of America Tower at One Bryant Park, Beth Israel Deaconess Medical Center and the University of California-Irvine. For additional information on the company and its solutions, please visit: <http://www.aircuity.com>.

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