



For Immediate Release

---

## **Aircuity Announces Record First Quarter Results**

### *Strong Bookings and Billings Quarter*

**NEWTON, Mass., USA – April 8, 2013** – Aircuity, the smart airside efficiency company, announced today strong bookings and record first quarter billings following a very healthy fourth quarter of 2012. The company reported growth both domestically and abroad across all sectors including new construction, energy retrofit, and energy services (ESCO) business.

Aircuity tallied its second largest first quarter bookings in the company's history, slightly behind the first quarter of 2011. "Typically the first quarter is our slowest of the year, but we have seen a significant amount of activity from our customer base that seems to indicate that projects are moving forward at a faster pace than the last year or two," explained Dan Diehl, vice president of global sales. "This positive momentum goes well beyond our North American customer base; we see positive signs in almost all of our international markets as well." New project bookings were received this quarter from Canada, Spain, the United Kingdom, and even Macau, China.

Bookings for the quarter included new customers acquiring their first Aircuity solution and existing customers expanding their implementation of energy efficiency projects. Notable new clients include the University College of London, the University of Santiago Compostela, and AbbVie Pharmaceutical, while existing customers such as Yale, the University of Connecticut, and the Northwestern School of Medicine expanded their Aircuity deployments during the first three months of the year.

In addition to robust bookings, the company also saw record first quarter billings. "We are very pleased with the number of projects actively underway that have helped make this a great quarter," said Rob Brierley, president and COO. "In addition to our normal releases we have seen a number of projects with very short lead times, which has pushed our shipments to a record high."

Aircuity, a privately held company, does not release specific sales or revenue figures, but indicated that the company was ahead of its 2013 plan. "We are thrilled with the great start to the year," stated Patrick Romich, CEO of Aircuity. "We are coming off a very strong finish to 2012, and it's great to get off to such a strong start in 2013." The company has experienced growth of nearly 70% over the past several years and said it is forecasting continued growth in the coming year.

Aircuity solutions make commercial buildings more energy efficient by optimizing their ventilation rates while providing invaluable insight into a facility's indoor environmental quality. With sustainability and energy reduction initiatives growing and economic indicators improving, Aircuity is confidently poised to expand its business in many of its key markets, including university, healthcare, commercial office, and government.

### **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. Founded in 2000 and headquartered in Newton, MA, Aircuity's solutions have benefitted organizations such as the University of Pennsylvania, Eli Lilly, Masdar City, the Bank of America Tower and the University of California-Irvine. For additional information on the company and its solutions, please visit: <http://www.aircuity.com>.

###

Media Contact:

Sarah Callahan

Marketing Manager

Phone: 617-641-8848

E-mail: [scallahan@aircuity.com](mailto:scallahan@aircuity.com)