



# Greensmart Eco Capital Ltd.

## “Making Energy Green Again”

From Smart Buildings to Smarter Economics



### Executive Vision

Greensmart is reinventing how real estate assets are financed, built, and operated. At the heart of this model is **Portfolio Zero** — a platform that fuses **zero upfront cost infrastructure**, **AI-optimized energy systems**, and **condo buyer affordability** into a single offering. It’s not just about smart buildings — it’s about smart economics.



### The Problem

- Escalating CapEx makes projects financially unviable
- Condo buyers struggle to qualify amidst high interest rates
- Developers need faster pre-sales and reduced equity exposure
- Condo corps face deferred maintenance and rising energy costs
- ESG mandates outpace retrofits and capital capacity



### Greensmart’s Answer

Greensmart delivers:

- ⚡ Fully financed infrastructure through a 10-year lease-to-own model
- 📊 A \$40M developer burden reduced to **\$29M** via strategic procurement
- 🏠 High-performance buildings powered by AI, solar, and heat pumps
- 📄 Tax-forward structures and rebate optimization
- 🧠 Infrastructure embedded with intelligence and long-term ROI



### CapEx Reimagined: The \$11M Savings Strategy

Instead of developers purchasing infrastructure at a 20–30% markup, the **condo corporation procures** key components directly:

Item	Procured By	Savings Driver
Windows & Framing	Condo Corp	Volume pricing, factory-direct
Plumbing & Electrical	Condo Corp	GC bypass, ESG-linked credits
Elevators	Condo Corp	Lifecycle bundling
Smart Building Stack	Condo Corp	Greensmart orchestration lease






Net developer CapEx drops from **\$40M to \$29M** — enabling unit discounts, faster sales, and more accessible mortgage structures.






## Portfolio Zero: The Lease-to-Own Engine




### For Developers:

-  Lower equity requirements
-  Units priced to hit pre-sale targets
-  Margin preserved, even with discounted sales

### For Buyers:

-  20–25% lower unit pricing
-  Unlocking RRSP contributions
-  Reduced down payments

### For Condo Corps:

-  Ownership of high-performance assets
-  Guaranteed energy savings
-  Turnkey management platform



## Greensmart Tech Stack

Featured on [www.greensmart.ltd](http://www.greensmart.ltd), a tech offering that is robust and future-proof, financially engineered to answer the needs of today's market. A complete smart building solution bringing together cutting-edge IoT technology and intelligent building controls to create spaces that are more efficient, comfortable, and kind to the planet.



### BMS Intel

- AI-based building orchestration
- Dynamic load balancing and predictive maintenance
- Centralizes control of all building systems—HVAC, lighting, security, energy, and environmental quality.



### Teko Coolshift

- Supercritical CO<sub>2</sub> heat pumps
- Up to **93% CO<sub>2</sub> reduction**, 60–80% energy savings
- PFAS-free refrigerants



### Penteon

- Open-source IoT backbone
- Flow optimization, security, submetering
- Integrates HVAC, fire, solar, and EV systems



## Time-of-Use Optimization

- Battery + solar combo reduces peak energy rates
- Smart scheduling with TOU tariffs
- Up to **\$1,500/unit/year** in savings
- Seamless EV charger integration



## Financial Architecture

### Element

### Value Delivered

Government Rebates Up to 50% upfront reduction

Energy Payback <12 months via TOU and Eco Energy stack

Lease Income Recurring cash flow to Greensmart

Tax Optimization Accelerated depreciation (10:1 ratio)

Condo Affordability 20–25% discount without margin loss



## Environmental Impact

- Real-time air quality optimization
- No “forever chemicals” (PFAS, HFCs)
- Meets **LEED**, **WELL**, and **Net-Zero** criteria
- Up to **93% reduction** in HVAC emissions



## Strategic Integration








Greensmart is the only platform that:

- Connects **project finance**, **smart infrastructure**, and **buyer qualification**
- Delivers **performance contracts** across HVAC, solar, and utility layers
- Generates value across:
  - Procurement
  - Operational cost
  - Tax structure
  - ESG alignment



## A Note on Data Centers


While not central to this condo play, Greensmart’s data center portfolio provides the synergy between data center development, distributed energy systems, and building automation: The integration of energy services agreements into multi-residential projects. Tapping into LNG and Cogen while repurposing sawmills and creating ancillary benefits (like greenhouses and aquaculture) not just developing infrastructure; we are reviving dormant industrial assets, layering in sustainability, and delivering meaningful economic benefits to entire communities. Adding a regenerative layer that shows the ingenuity that transforms regions.

-  **Circular Heat Recovery:** Monetize waste heat from the hyperscale sites by piping to district heating loops, further integrating fish farms and greenhouse clusters.
  -  **Strata Partner Package:** Offer developers bundled financing, energy guarantees, and reduced pre-sales costs making our model the perfect solution.
  -  **Brownfield to Smart Greenfield Initiative:** Our site conversions are a regional stimulus program — with potential for government support, ESG funding, and media traction.
  -  **GTA Outreach:** Targeting the condo boards and REITs in the Greater Toronto Area with proving that 25% utility cuts aren't just theory.
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-  A home for building analytics and ESG reporting
  -  Cross-sector heat recovery and carbon reuse
  -  Backbone for portfolio-wide optimization

This infrastructure supports **long-term control and monetization** of smart condo performance — turning data into dividends.

## Leadership & Contact

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## Final Statement

*“Greensmart bridges capital, carbon, and communities. With no upfront cost and intelligent systems under the hood, our buildings aren’t just smarter — they’re economically unstoppable.”*