

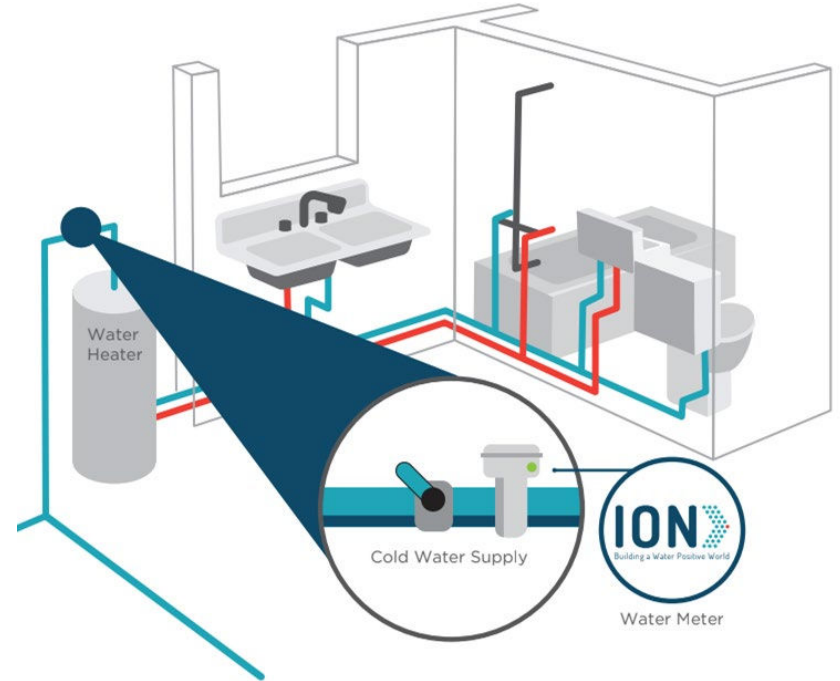


Water Optimization in Affordable Housing



How ION Works

- Our water optimization platform provides unit-level, real-time, actionable water performance data via smart sensors
- ION installs water sensors in EVERY unit of a property
- **Normal Consumption or Leak**
- Generates automated work orders so site personnel can stop water loss before it impacts a property's bottom line
- Saves time and resources of site staff in addition to utility costs





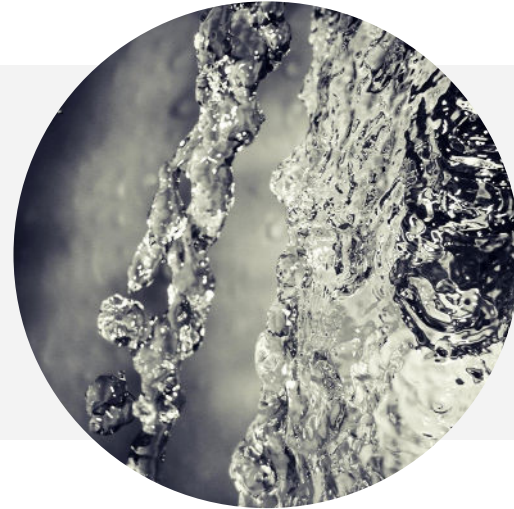
Affordable Water Performance



Under

ION Average Consumption
Gallons per Bedroom per Day (GBD)

50

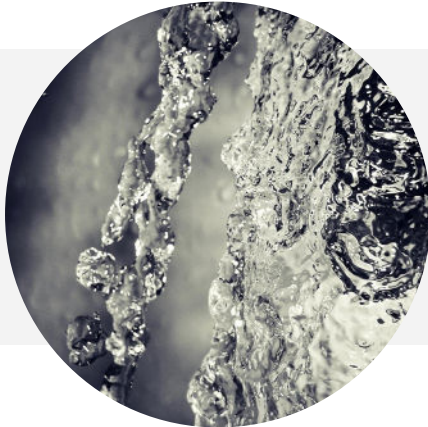


Over 100

Affordable Housing Average
Gallons per Bedroom per Day (GBD)



Cost of Water Waste



200B

Excess Gallons



\$3B

Excess Expense



800K

Excess Tons CO₂e



But we install efficient fixtures...

1 **Low Flow Does NOT Equal Low Leaks**

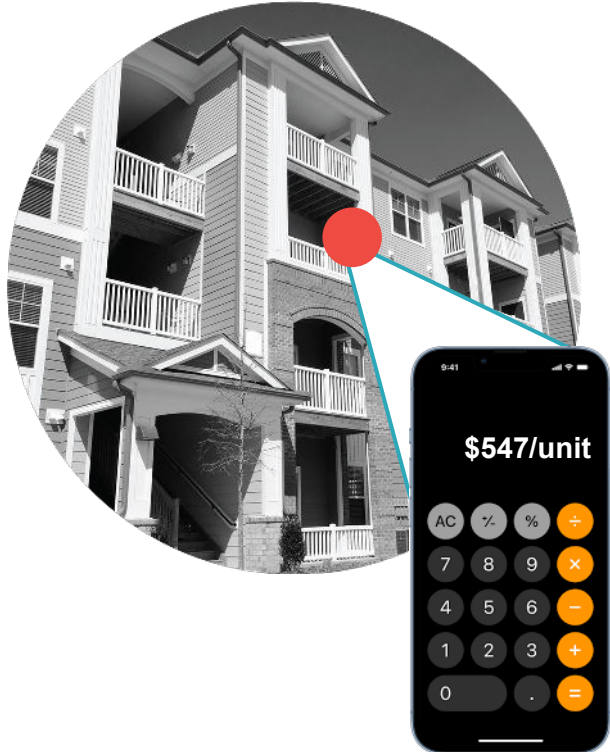
Newer and more **efficient plumbing fixtures still leak** and wasted water can be catastrophic

2 **Budget Compliance Does NOT Equal Optimized Performance**

The industry comps used to develop water and sewer proforma are using **2-3X** the water they should be



ION Impact Opportunity



- Number of bedrooms at your property or portfolio (average is two bedrooms per unit)
- Multiplied by 50 (average wasted gallons of water per bedroom every day)
- Multiplied by 365 days
- Multiplied by \$.015, the national average cost of water and sewer per gallon

Total = estimated annual wasted expense

Average annual cash-flow generation = \$547/unit



Impact of Water Optimization

Existing Water Performance of Top 25 Affordable Developers (Prior to Using ION)

| Units | Bedrooms | Existing GBD |
|--------|----------|--------------|
| 10,752 | 22,578 | 102 |

VS

Existing Water Performance of Top 25 Affordable Developers (Utilizing ION)

| Units | Bedrooms | ION GBD |
|--------|----------|---------|
| 27,987 | 56,089 | 43 |

- Wasting over **1.2 billion gallons of water** every year compared to Dominion and Kittle
- Emitting an additional **4,900 tons of CO2e** every year
- Over **\$18M of NOI** literally goes down the drains every year





Impact of Water Optimization

Standard Communities - Osprey Place

- No pre-existing sensors or monitoring
- 109 units - 289 bedrooms
- 82 GBD @ \$0.012 / Gallon
- \$103,797 per year expense

Small Ridge Development - New Town

- No pre-existing sensors or monitoring
- 123 toilets
- 19K gallons per day - 155 GTD @ \$0.012 / Gallon
- \$83,220 per year expense

Kittle Property Group - Bradford Gwinnett - Sale

- No pre-existing sensors or monitoring
- Identified high consumption compared to ION properties
- Over 100 GBD

Dominium - Crossing at Cape Coral - Acquisition

- ION assessment for previous owner
- 110 GBD
- Decided not to implement prior to sale

VS
ION

Standard Communities - Osprey Place

- ION SPOE installation
- 37 GBD @ \$0.012 - Gallon
- 55% Consumption Reduction
- \$56,962 Annual Savings

Small Ridge Development - New Town

- ION toilet only installation
- 3K gallons per day - 24 GTD @ \$0.012 / Gallon
- 84% Consumption Reduction
- \$70,080 annual savings

Kittle Property Group - Bradford Gwinnett - Sale

- 50% Reduction in consumption + expense
- Two months of data in lead up to sale
- \$2.8M increase in sales price

Dominium - Crossing at Cape Coral - Acquisition

- ION is basis of design and platform was installed
- Within 30 days consumption reduced to 42 GBD
- \$16K per month savings = \$3.2M Value Add Transaction



The Benefits of Water Optimization

**Increased
Debt Capacity**

**Optimized &
Maintainable
Proforma**

**Resident
Impact**

**Increased
Operating
Income**

**Property
Valuation**

**Value Add
Acquisition &
Exit Value**



Building a Water Positive World

MISSION: Stop the waste of water in the affordable housing market so that savings can be repurposed to benefit affordable communities and our environment.

OPTIMIZATION: Platform allows affordable developers to reduce and maintain water consumption and costs by as much as 70 percent compared to industry averages.

IMPACT: Development and acquisition debt capacity, operating income, property valuation, and ESG initiatives.

ION WATER - A Smarter Way to Manage Water.

THANK YOU



Building a Water Positive World

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