

Accelerating The Energy Transition

Empowering organisations
to realize their net zero
ambitions

Who We Are



Headquartered in Singapore and jointly incubated by Schneider Electric and Singapore Economic Development Board, NaviX Solutions is a first-to-market provider of **cleaner, greener and smarter Infrastructure as-a-Service** ("IaaS"), enabling decarbonization and accelerating the energy transition.



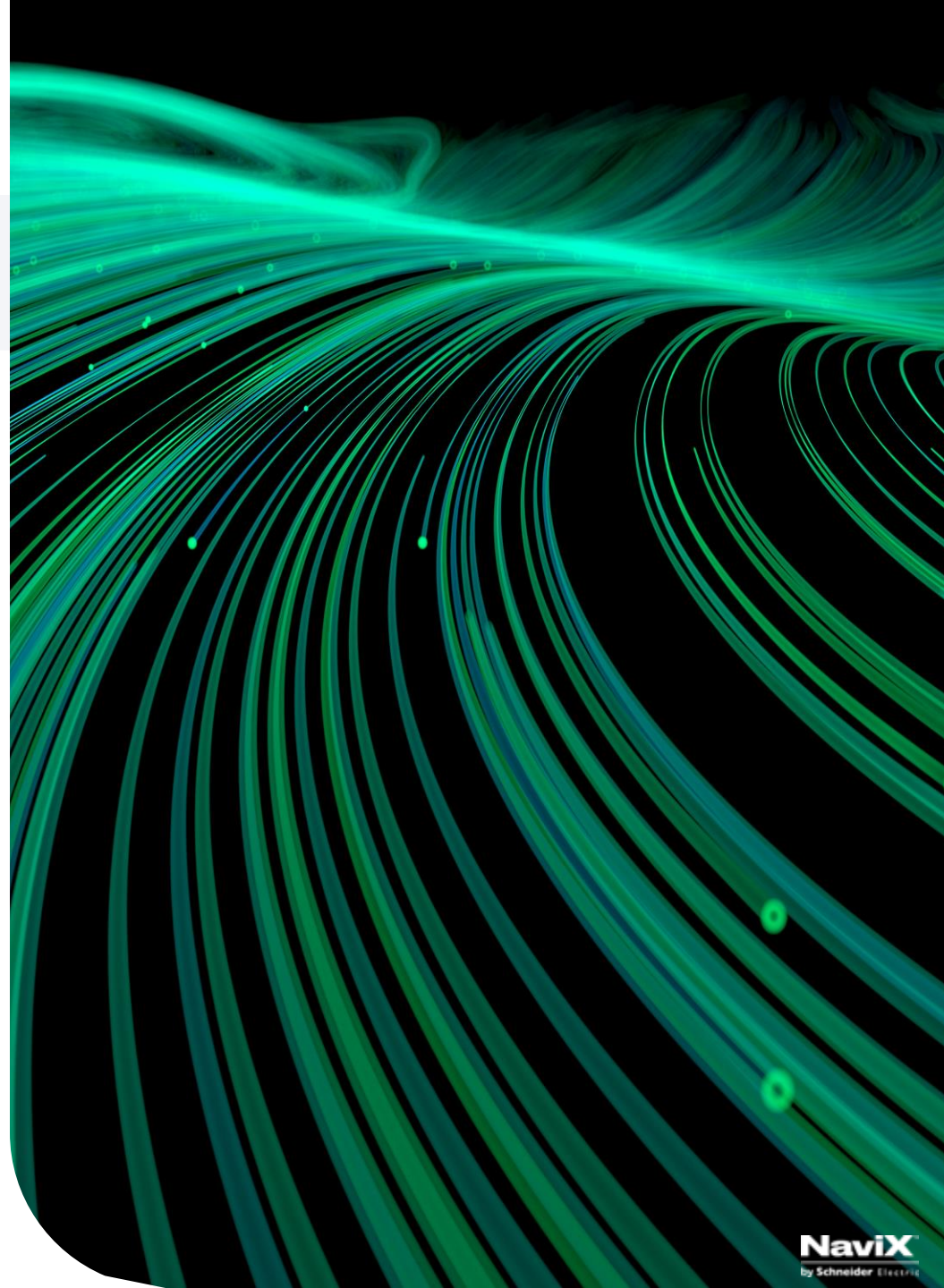
Climate-driven innovation and digital transformation with Schneider Electric's EcoStruxure™ software solutions



Enable next-gen critical infrastructures with Schneider Electric's versatile and robust range of green premium hardware products



Option for companies to stay flexible and agile by shifting from CAPEX to OPEX



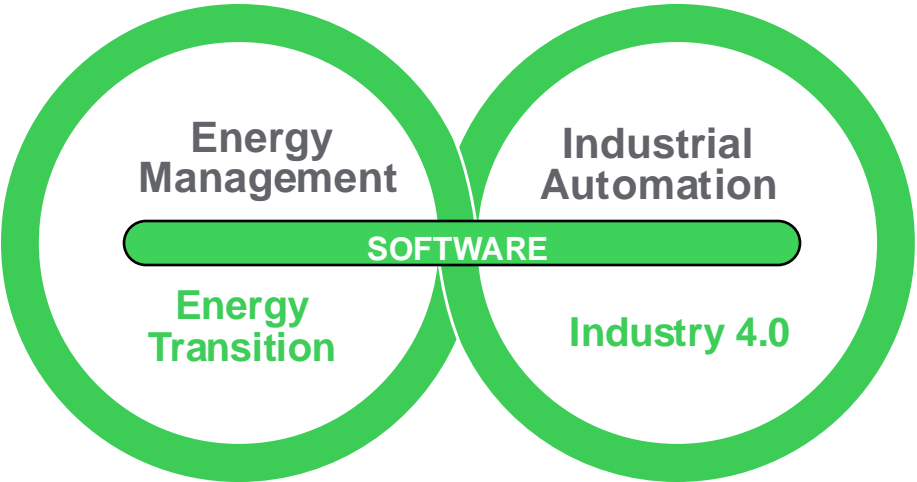
Schneider Electric: Industry Leader with Market Cap of €136bn

€36bn

Group FY 2023 revenues

135k+

Employees in
over 100 countries



Two
Businesses



BALANCED

Revenues
(by Group)



End
Markets







Revenues
(by Geography)






We Build, Own and Maintain mission-critical M&E infrastructure

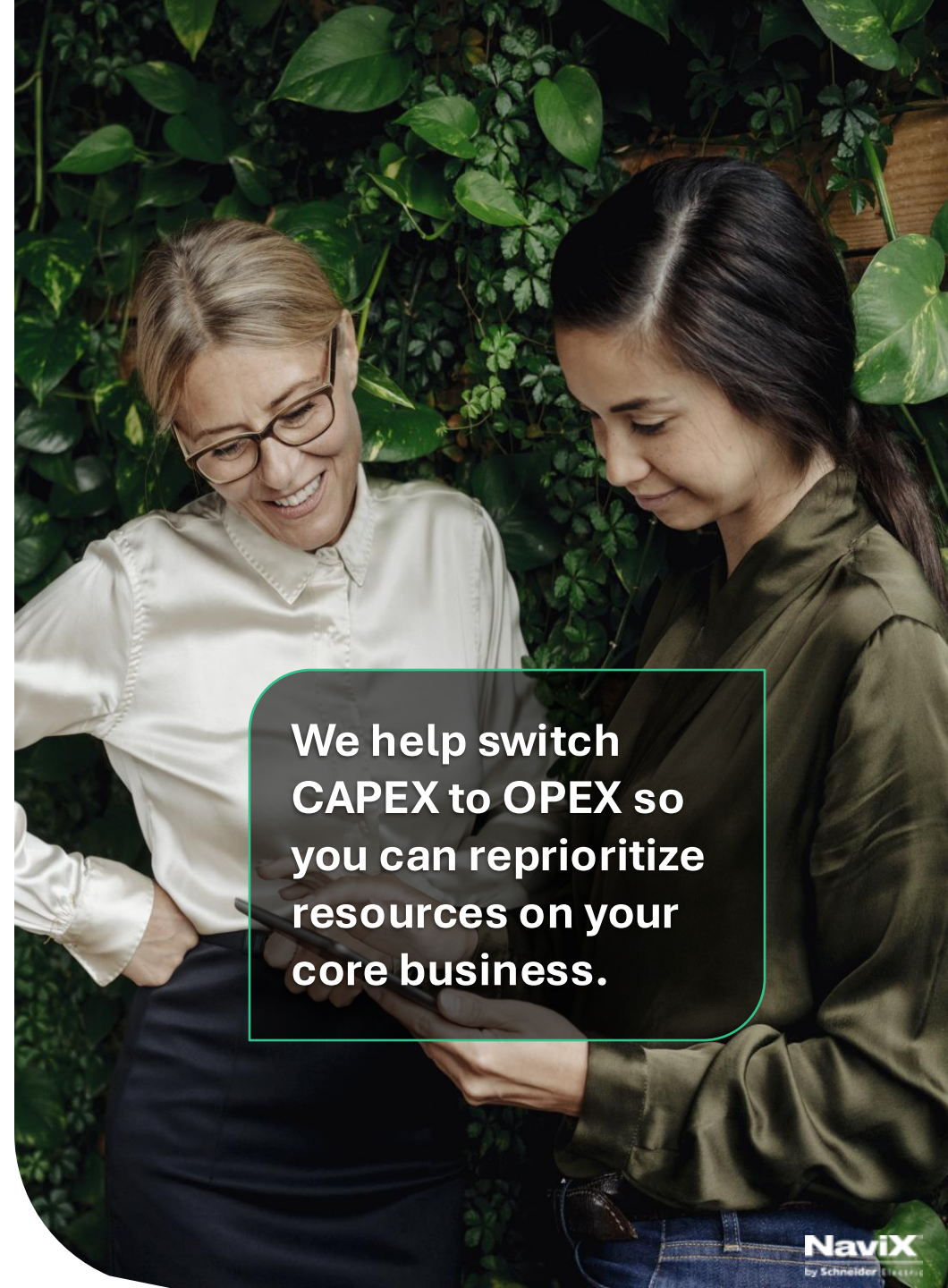
Sustainable Business Continuity and Optimal Uptime with NaviX's Infrastructure as-a-Service

What we offer

-  Zero CAPEX upfront
-  Fixed monthly payments through mid to long term contracts
-  Full lifecycle management of assets
-  One-stop solution

What you can look forward to










-  Improve cost effectiveness for operations
-  Accelerate Returns-On-Investment (ROI)
-  Maximise energy efficiency



We help switch
CAPEX to OPEX so
you can reprioritize
resources on your
core business.



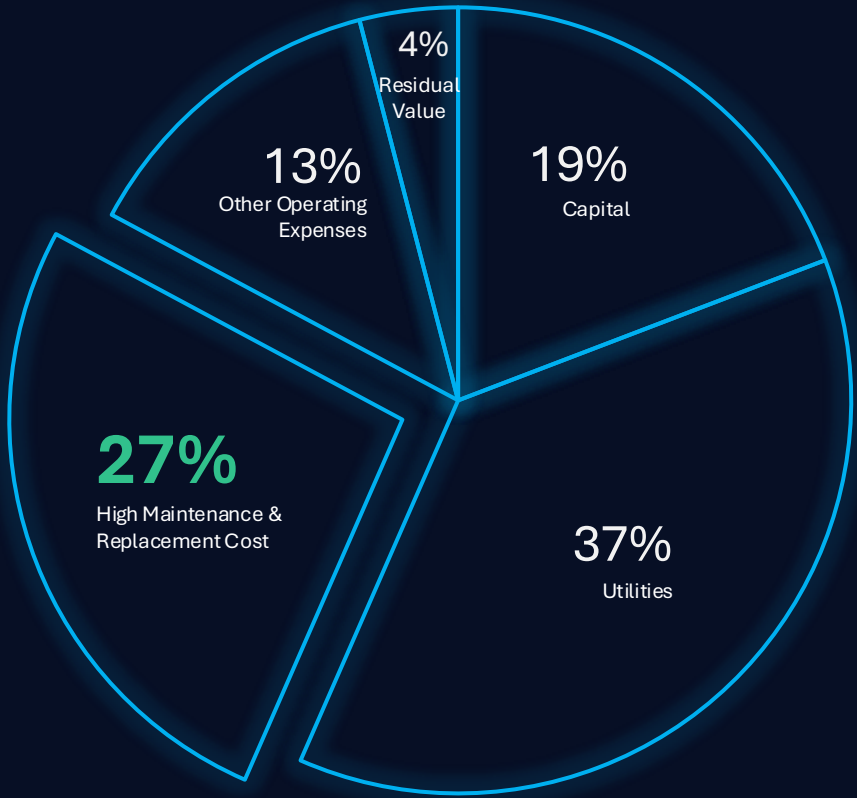
**Why businesses
switch to OPEX for
infrastructure
investments**

 NaviX IaaS		
	CAPEX Investment	OPEX Investment
Affected by rising equipment cost / man hour cost	More Expensive	Locked-In Fixed Price
Large Downpayment	Required	No large downpayment needed (Free up funds)
Investment Value	Depreciating asset	Free up funds for other projects / investments
Routine Servicing	 Additional cost	 Covered
24/7 Monitoring	 Additional cost	 Covered
Flexible Ownership Option		
Replacement		

The CAPEX is just the tip of the iceberg



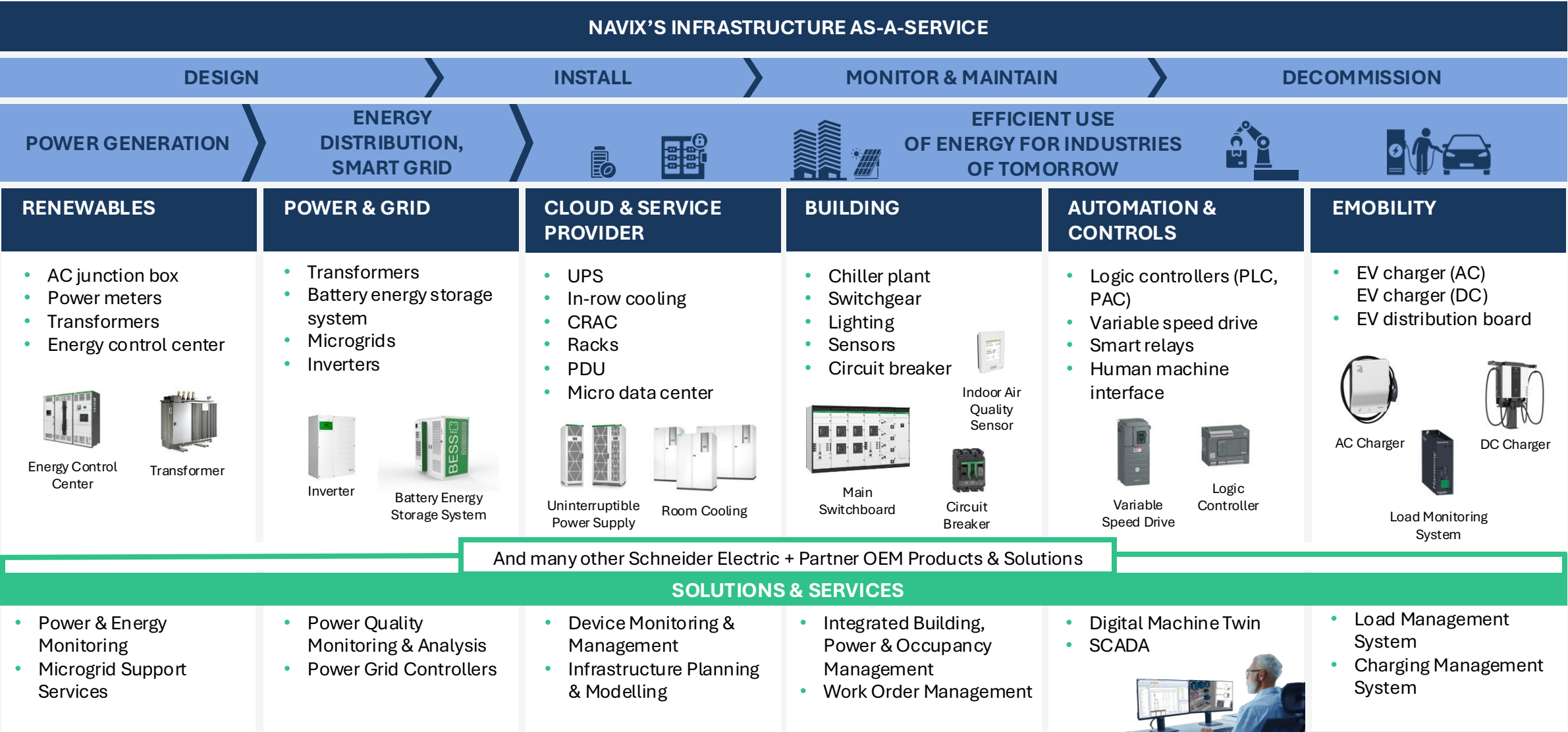
HVAC Equipment Life Cycle Cost (20 years)



Source: IES, HVAC system Lifecycle Cost for an Office Building

Your One-stop Solution Provider

Direct Partnership with OEMs



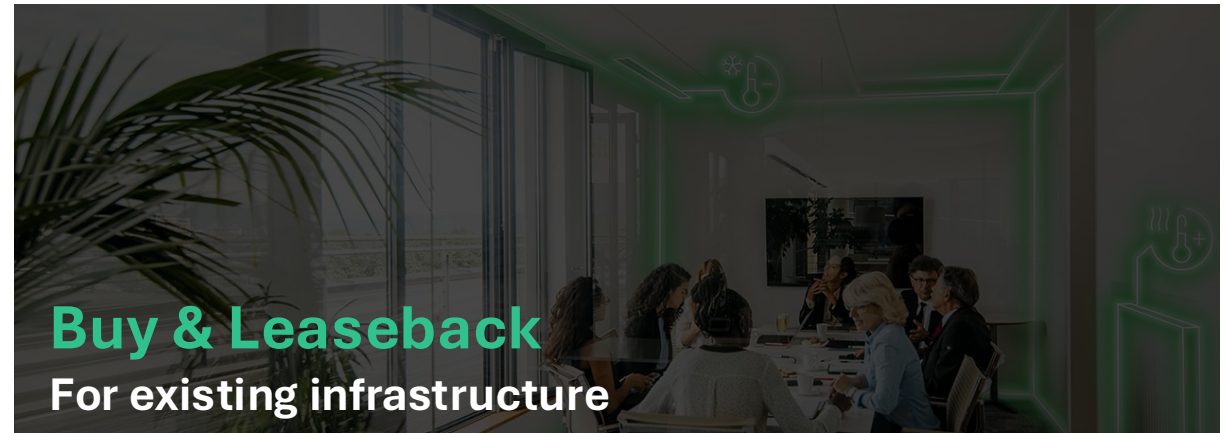
IaaS for Different Commercial Needs

Bespoke & Tailored Solutions



Zero CAPEX upfront
For greenfield & brownfield

- Design and build M&E systems
- Integrate with third party solutions
- Build, Own and Maintain



Buy & Leaseback
For existing infrastructure

- Assess condition of equipment
- Take-over, Own and Maintain

Commercial Model

- **Fixed** monthly payments to NaviX after commissioning
- Asset ownership can be passed back to client at the end of the contract period
- NaviX to buy asset from client
- Asset leased back to client for **fixed** monthly payments to NaviX during contract period

Benefits

- Energy efficient systems built to customer's requirements
- **Maintenance of equipment covered throughout contract period**, allowing for optimal operation of equipment
- Asset health monitoring, improvements and upgrades where required
- Refinancing of assets to **free up capital** to reinvest back to core business
- Maintenance and replacement of equipment included

Discover the Benefits with NaviX

Stay Agile & Adapt to Rapid Market Changes

Financial Agility

- No upfront capital expenditure, moving from CAPEX to OPEX
- Fixed OPEX payments
- Asset transfer options available mid or post contract

Operational Performance

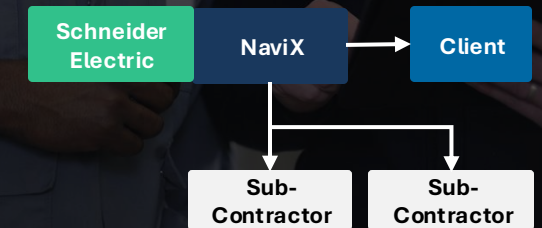
- Real-time monitoring of assets
- Leading-edge and sustainable energy-efficient technology
- Proactive maintenance

Asset-light Model

- Full lifecycle management
- Customers refocus attention on core business activities
- Transit into flexible service-based approach

Simplified Value Chain

- Single point of accountability
- Enjoy outcomes directly from OEM



Project Reference

Secure power + other services for retail data center

The Challenge

- Aging infrastructure with lack of support and replacement parts
- Power reliability and energy efficiency challenges
- Lack of strategic partner to age data center effectively
- Challenges of multi-vendor engagement for asset management
- Lack of data center solution specialist to right size the M&E infrastructure based on new IT infrastructure set-up

The NaviX Advantage

By proposing a holistic solution which addresses the needs of organization.

- **Connected Products:** 2 x Easy series UPS (2N), 2 x Uniflair CRACs (N+1), 1 x FM200 fire suppression system, 1 x Water Detection System, 1 x Environmental Monitoring System
- **Environment Monitoring System:** Monitoring for third parties' products such as Fire Suppression System, water detection system, temperature and humidity sensors
- **Single point of contact for project, operation and asset management**
- **Dashboard Analytics:** Continuous optimization of the equipment through real time monitoring and analytics

The Result

- NaviX has become an integral pipeline in communicating with multiple vendors
- Proactive maintenance and full lifecycle management



NaviX enables retail company to refocus resources back to their core business

Edge
Control

EcoStruxure™ IT Expert



Schneider
Electric's
Connected
Products

UPS

CRAC



Project Reference

Secure power + other services for Government Agency

The Challenge

- Aging infrastructure with lack of support and replacement parts
- Power reliability and energy efficiency challenges
- Scalable solution for future expansion

The NaviX Advantage

By proposing a holistic solution which addresses the needs of organization.

- **Connected Products:** 10x Uninterruptible Power Supply (UPS)
- **Monitoring System:** Monitoring of connected products in real-time via Schneider's EcoStruxure™ Platform to help infrastructure managers make data-driven decisions in their day-to-day operations
- **Single point of contact for project, operation and asset management**

What the Customer Say

“

Running the UPS as a service with NaviX helps us to free our existing manpower to handle other IT jobs with the knowledge that the service is well taken care off by professionals that know the job well. 👍

Infrastructure Lead

”



NaviX enables government agency to tackle power reliability and energy efficiency challenges.

Edge
Control

EcoStruxure™ IT Expert



Schneider
Electric's
Connected
Products

UPS



Project Reference

Mechanical & Electrical System for an Indoor Farm

The Challenge

- Greenfield development of one of world's largest indoor farms
- Challenges for multi-vendor engagement for project construction and quality control
- Need to refocus capital into direct business-related technologies and equipment
- Need for expertise in operating critical M&E equipment that affects production
- Monitor, analyse and optimise the efficiency of plant operations

The NaviX Advantage

By proposing a holistic solution which addresses the needs of organization.

- **Connected Products:** HT Switchgear, MSB and EMSB, Transformers, 1 x 400kVA Generator, 3 x 500RT Chillers, AHUs & FCUs
- **Building Management System:** EcoStruxure™ Building Operation (EBO) system to monitor and control all M&E equipment
- **Single point of contact for project, operation and asset management**
- **Dashboard Analytics:** Continuous optimization of the equipment through real time monitoring and analytics

The Result

- NaviX has become an integral pipeline in communicating with multiple vendors
- Proactive maintenance and full lifecycle management



NaviX powers one of world's largest indoor farms through Infrastructure as-a-Service

Edge
Control

EcoStruxure™ Building Operation



Schneider
Electric's
Connected
Products

HT Switchgear

MSB



Project Reference

EV Charging Infrastructure

Most public Electric Vehicle Charging Infrastructure (EVCI) are invested and operated by Charge Point Operators (CPOs), with approval from the Land Transport Authority (LTA) in Singapore. CPOs provide Charging as-a-Service to the members of public, incurring a fixed tariff per kWh consumed by the end user. As the rate EVCI deployment are ahead of the adoption of EV, CPOs see a longer runway to realise their returns on investment.

The Challenge

Client needs to recoup capital to execute more EV charger projects, especially for 2024 when Schneider Electric launches its DC chargers.

The NaviX Advantage

By proposing a Buy & Leaseback model, client is able to refocus their resources and capital on their operations and growth. This project is intended to serve as a trial initiative that will attract more opportunities in the future, as client is anticipating more EV chargers projects and is preparing for the upcoming DC chargers demand in 2024.

- **Connected Products:** 8 x 22kW AC chargers & 2 x 200A DB
- Bi-annual inspection and maintenance of EV Charging Infrastructure asset according to TR25

The Result

- Enable client to continue expansion of business
- Improve client's balance sheet
- Limits volatility risks of owning the asset



**NaviX provides Buy & Leaseback
for Singapore's leading Charge
Point Operator**

Schneider
Electric's
Connected
Products

EVlink™ Smart
Wallbox



Case Study on Total Cost of Ownership

Gain Financial Agility & Savings, Hassle-free

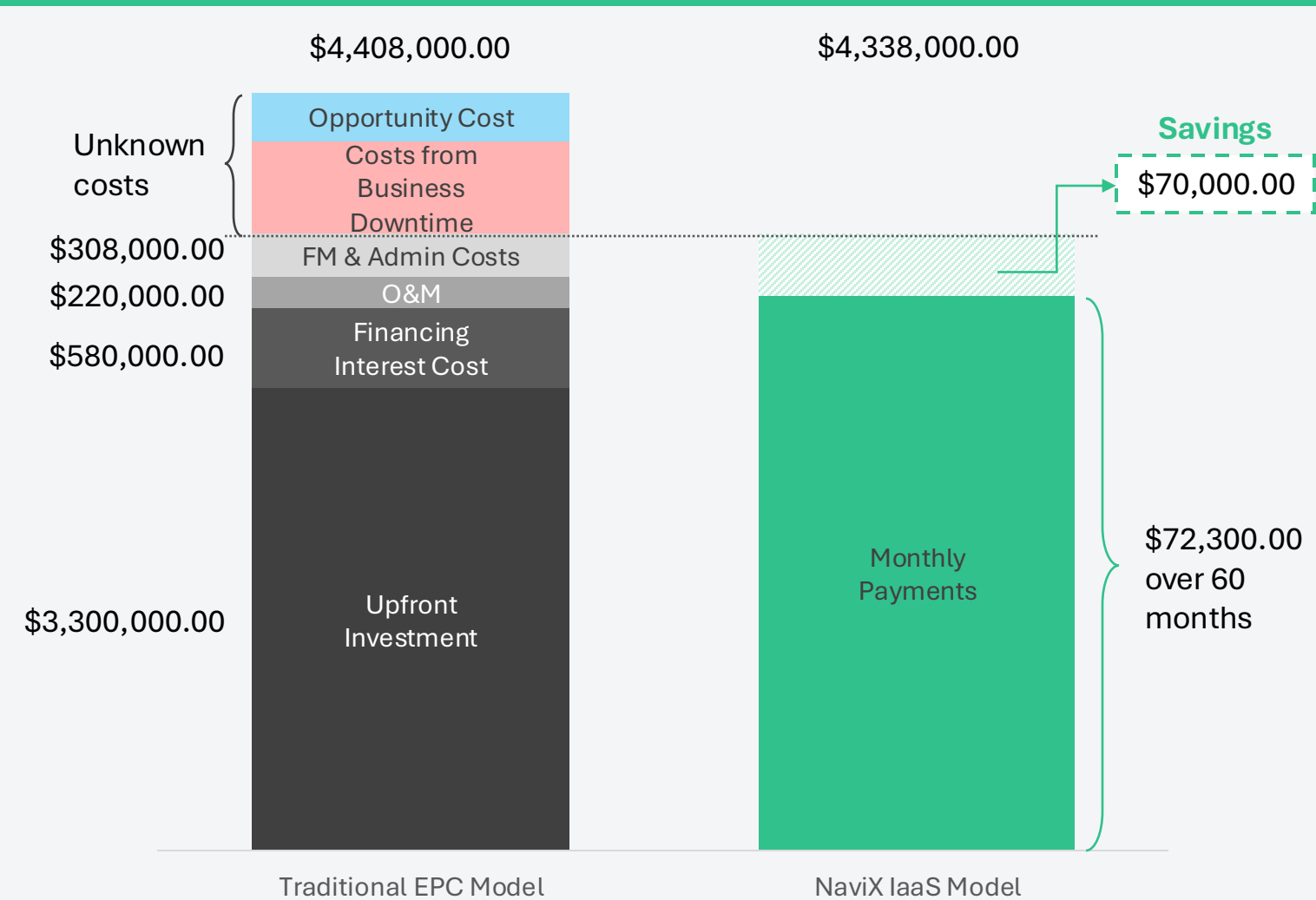
Project Scope

- Supply & installation of electrical infrastructure consisting of transformers, switchgear, HT & LV equipment
- Operations & maintenance covered during contract tenor
- Contract tenor: 60 months

Outcomes

- Savings on TCO
- Predictable spending
- Single contact for accountability

Comparison of Total Cost of Ownership (TCO)



Towards Net Zero

As a trusted **partner in sustainability transformation**, our company is dedicated to accelerating businesses in their net zero ambitions, providing innovative solutions that drive the transition to a sustainable and carbon-neutral future.

At NaviX Solutions, we understand the urgent need to address climate change and fast-track the global **energy transition**. Our mission is to **empower companies to become leaders in sustainability**, making a positive impact on the environment and society while achieving their **net zero goals**.

Together, we strive to build **a greener, cleaner, smarter** and more resilient world for current and future generations.



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