

Step 1 – Company's analysis

Activities carried out on the high-school site (figures for 2023):

- Education: 520 students and apprentices.
- Accommodation: 233 boarders.
- 64 teachers and administrative staff.

Customer segments and value proposition:

- Customer segments or stakeholders: students and their parents; the French state; teachers and administrative staff; companies (future employers); the community.
- Value proposition: "We train professionals capable of meeting the present and future challenges of their professional lives, the citizens of tomorrow, while respecting the values of the Gospel". 88% exam pass rate.

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Step 1 – Project scope

Current situation and weaknesses :

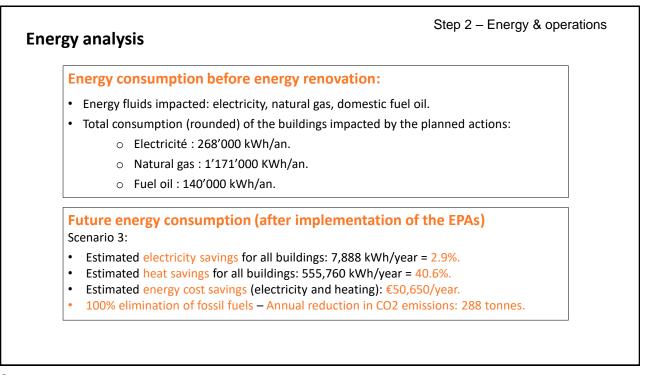
- The school aims to be a centre of excellence and attractiveness in a context of demographic decline.
- Comfortable and safe buildings are essential for teaching and learning, but the main buildings are 50 years old.
- Some classrooms and workspaces are dilapidated: poor thermal comfort and air quality create poor learning conditions (inadequate ventilation of classrooms, high CO2 levels causing drowsiness, humidity). Increasingly high outside temperatures in spring and autumn exacerbate the risks.
- The non-insulated dormitories under the roofs do not provide good thermal comfort, a situation that is likely to worsen in spring (due to rising outside temperatures) and penalise the ancillary activity of seasonal rentals.
- The energy performance is poor (1.5 GWh/year, 10,000 m2 of buildings).
- 80% of the energy consumed is of fossil origin (gas, fuel oil), with associated CO2 emissions and energy
 price risks.

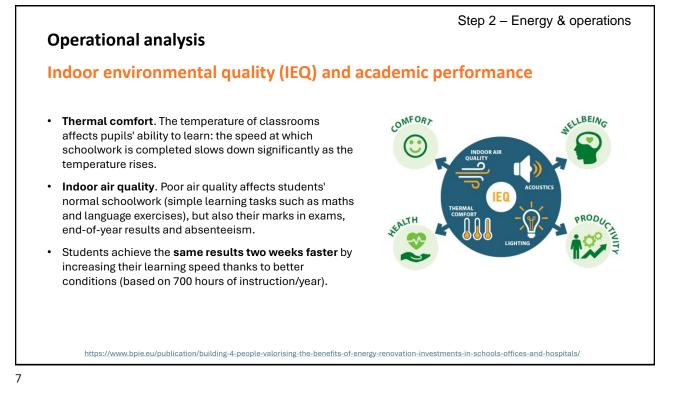
Step 1 – Project scope

Future situation considered and advantages :

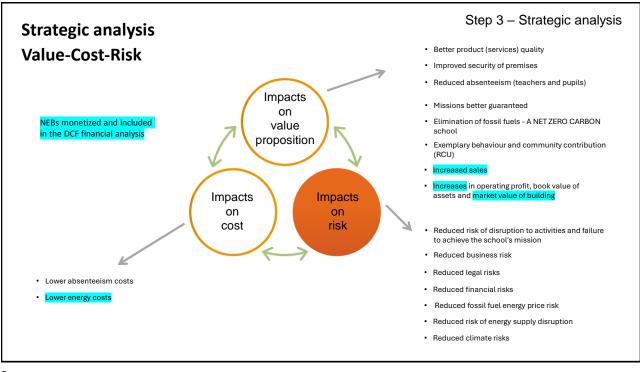
- Entire site: heat supply via urban heating network (powered by renewable energy); building management system (BMS) for improved monitoring and control of technical equipment.
- **Buildings** for **Education** (E-G-K+I), **Accommodation** (A-B-D), **Sports** (C): external insulation of the facades and internal insulation of the attics; replacement of windows; dual-flow mechanical ventilation; relamping (E-G-K-I).
- Improved teaching and accommodation conditions. Buildings capable of coping with increasingly frequent heat waves, not only in summer but also in mid-season, enabling the school to be more resilient in its missions.
- 50% reduction in fossil fuel consumption and almost 100% reduction in CO2 emissions.

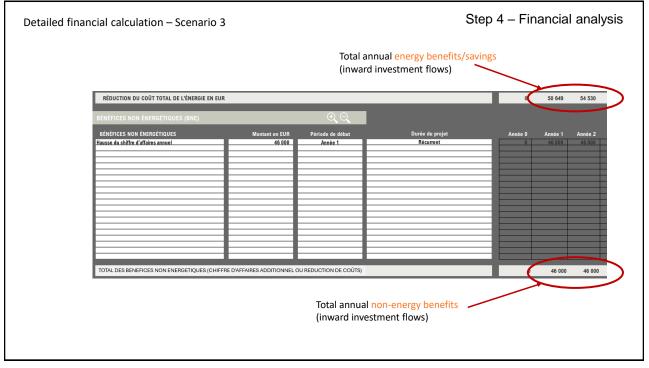


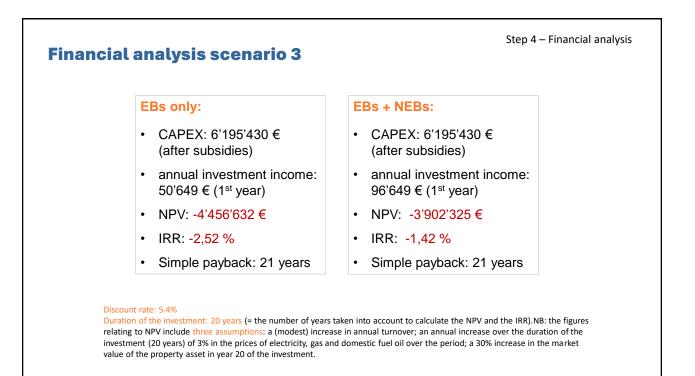




Operational analysis	Step 2 – Energy & operations
Impact of energy performance improvement ac on operational excellence:	tions THE 4 DIMENSIONS of OPERATIONAL EXCELLENCE
• Safety: Better health for learners and teachers thanks to better (hot/cold) and better indoor air quality (ventilation).	thermal comfort Safety
 Quality: Improvement of the quality of teaching and accommoda (thermal comfort, visual comfort, acoustic comfort, indoor air quality) 	Quanty
 Costs: Avoided future investment costs (due to increasing obsol decreasing subsidies) and lower energy costs. 	escence, Costs
 Time: Faster acquisition of knowledge and skills; more time for t faster learning and reduced absenteeism. 	teaching thanks to Time







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Step 5 – Conclusions

Why this project deserves to happen (even if not profitable):

- Thanks to significant improvements in the quality, comfort and safety of teaching and accommodation conditions, the school's value proposition is strengthened for all its customers and stakeholders.
- Increased turnover; reduction in operating costs (energy, absenteeism).
- Operating profit (OP) and market value of property assets increase.
- Reduction of major risks: Business continuity, commercial, health, legal, financial, energy and climate.
- The school, modernised and strengthened, is able to fulfil its missions, play its role in the local community (RCU) and meet the expectations of its clients and shareholders in the long term.

If the project is not realised: The building becomes obsolete and the associated financial risks continue to increase; the initial investment is higher and the subsidies decrease. The value proposition for all stakeholders is at risk of erosion and other risks increase.