

# Taking Control of On-Farm Energy Costs

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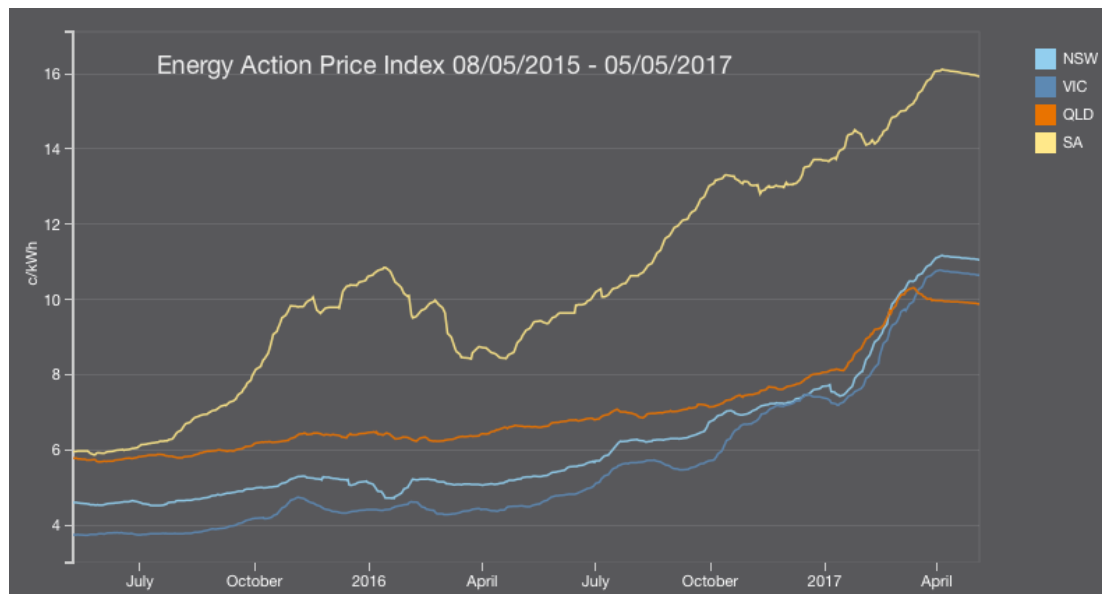
## Verdia Overview

VERDIA

- Verdia is an **energy services** company providing **specialist solar and energy efficiency expertise**.
- Verdia helps **Commercial, Industrial and government clients** to reduce energy costs and take control of the way they manage energy.
- Verdia is uniquely positioned in the market via:
  - A highly experienced **team of energy specialists**
  - **End to end** program and project development, delivery management, finance and asset management
  - **Independence** from equipment and electrical contractors
  - National **delivery platform – partner quality assurance and risk management**
  - An exclusive distribution and finance agreement with the **Westpac Group**
  - **Cash positive, lower cost, flexible financing.**

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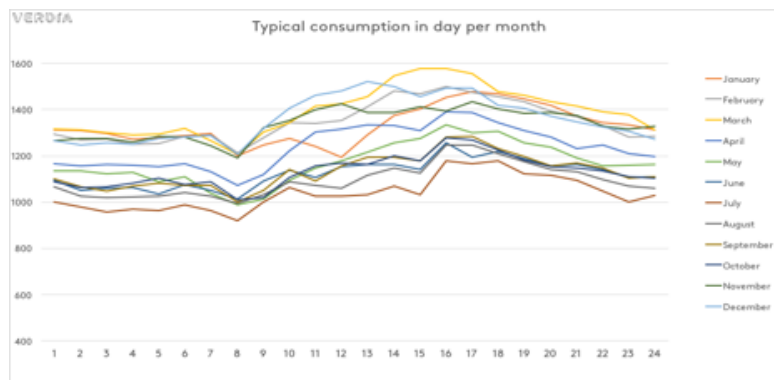
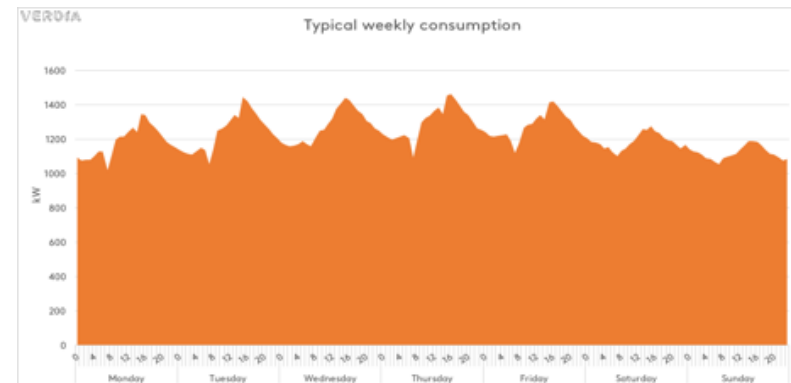
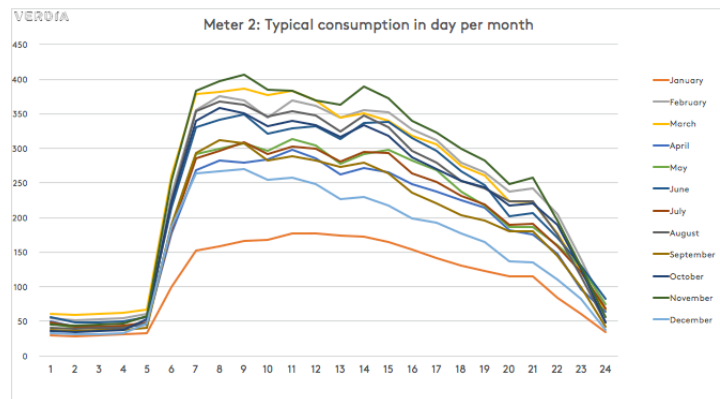
# Energy prices increasing + market reforms slow



Source: (1) <http://www.energyaction.com.au/energy-procurement/energy-action-price-index>

- Over past year, wholesale prices increased in all states:
  - Victoria: +145%
  - NSW: +118%
  - SA: +87%
  - Queensland: +53%
- Prices expected to further increase over coming 24 months
- Wholesale prices now above LCOE of Solar PV, making substitution/ hedge commercially attractive

# Your unique circumstances will determine which solution aligns with your business objectives



	Days	Quantity	Rate	Rate (incl. Energy losses)
<b>Energy Charges</b>				
Peak		15123.22 kWh	\$0.081138 / kWh	\$0.084977/kWh
Off Peak		34628 kWh	\$0.053603 / kWh	\$0.056139/kWh
<b>Sub-total</b>				
<b>Network Charges</b>				
TUOS Energy Charge		18586.02 kWh	\$0.018360/kWh	
DUOS Energy Charge		18586.02 kWh	\$0.002210/kWh	
TUOS Actual Demand		99 kVA	\$1.3150/kVA	
DUOS Actual Demand		99 kVA	\$20.5440/kVA	
TUOS Fixed Charge		31 days	\$1.91000/day	
DUOS Fixed Charge		31 days	\$3.41100/day	
<b>Sub-total</b>				
<b>Renewable Energy Charges</b>				
E&REC - SRES		18586.02 kWh	\$0.003780 / kWh	\$0.003959/kWh
E&REC - LRET		18586.02 kWh	\$0.006880 / kWh	\$0.009091/kWh
<b>Sub-total</b>				
<b>Other Charges</b>				
AEMO Pool Fees		18586.02 kWh	\$0.000350 / kWh	\$0.000365/kWh
AEMO Ancillary Charge		18586.02 kWh	\$0.000500 / kWh	\$0.000521/kWh
Metering Charges		1	\$2.60274/day	
Retail Service Fee		1	\$50.63000/month	
<b>Sub-total</b>				
<b>Total GST</b>				

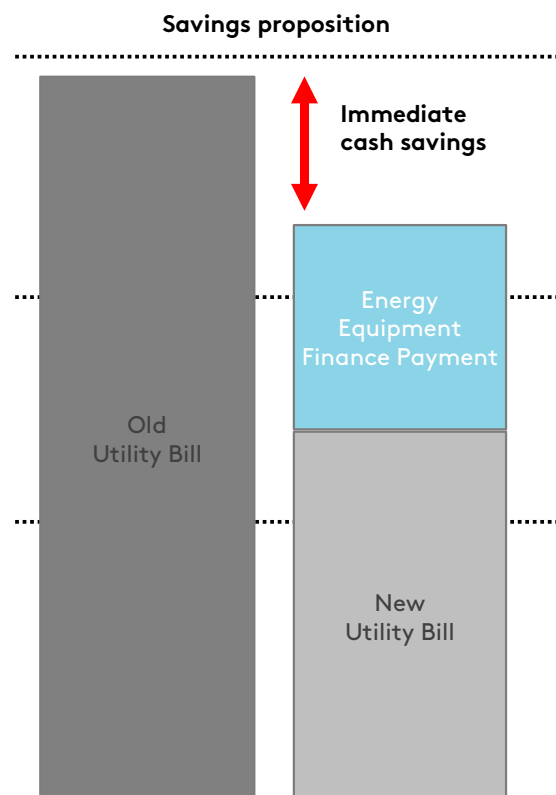
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## Why isn't everyone doing it?

- Lack of in-house resource to identify and drive projects
- Difficulty in selecting the right solution/supplier from a complex and noisy market
- Upfront capital investment required before cost savings can start

## Westpac and Verdia's Energy Efficient Finance Program create immediate cash savings



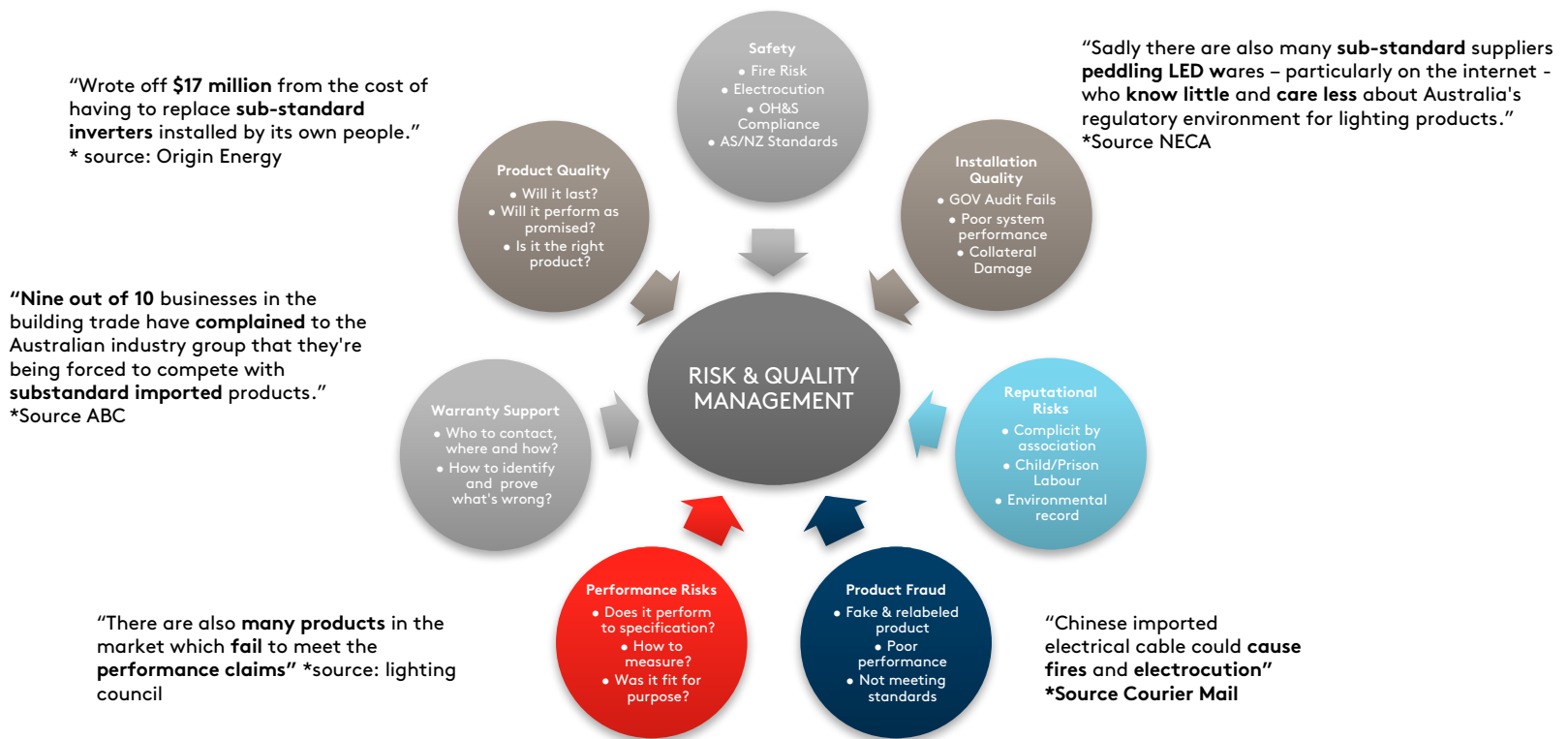
### Immediate savings on energy costs; no Capital expenditure required

- Deliver savings through Energy Efficiency Finance Program;
- Finance structured such that project is cashflow positive from year 1
- Reposition property; Property value uplift
- Long term, low cost asset finance available out to 10 years

# How Verdia is Different

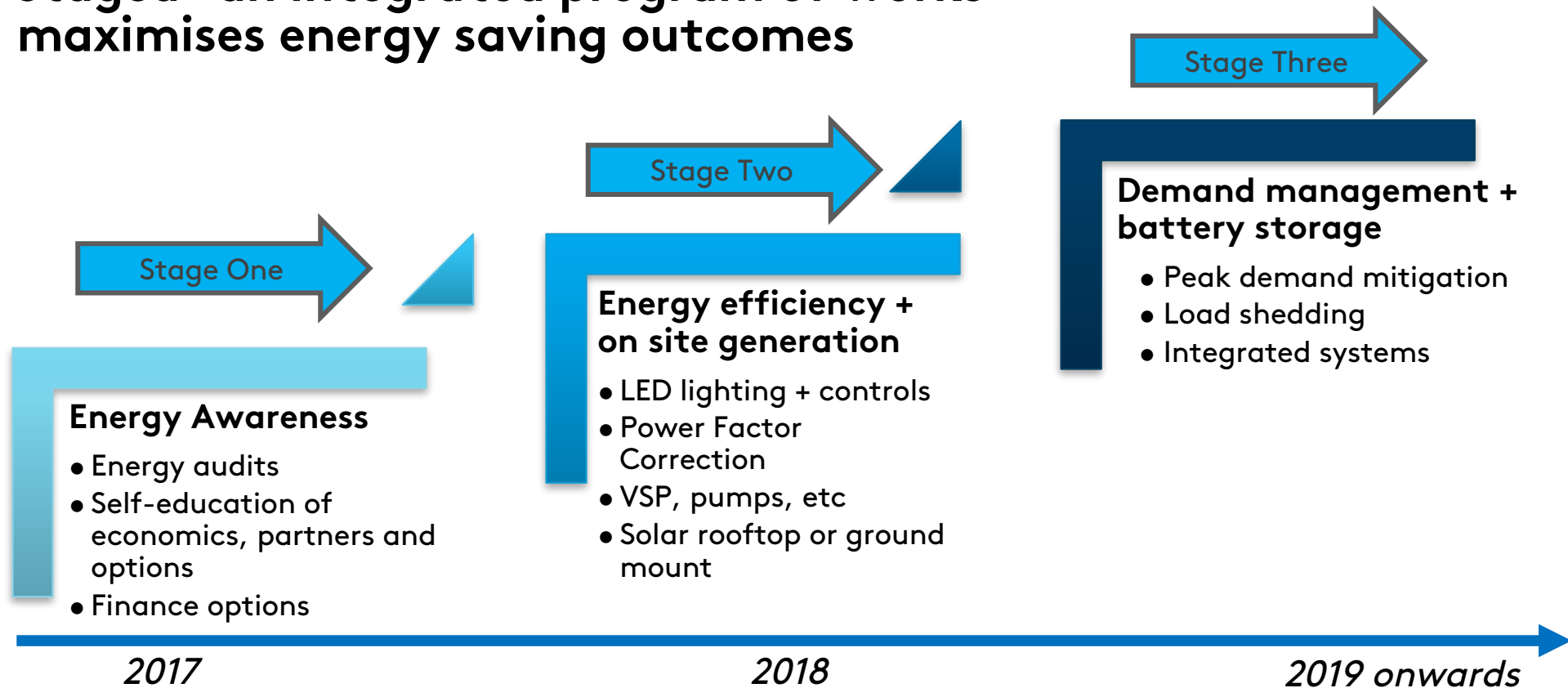
- **Specialist expertise** to scope & develop energy efficient solution, validate savings & business case, procure, deliver and manage assets
  - Making it easy to implement with end-to-end support; no internal resources required
  - National platform of accredited, high quality equipment and installer network
  - Taking risk out of program: across procurement, supply, delivery, quality, program and warranty
- **Multi-technology focus and independence** from equipment manufacturers and electrical contractors
  - Confidence in savings through independent validation
  - Integrated energy solution across different technologies, incl. energy monitoring and management
- **Partnership approach with client**
  - Working on behalf of the client to make a complex process simple
  - Throughout the process, ensuring quality across solutions, equipment and vendors

# Robust framework to manage risk and ensure quality



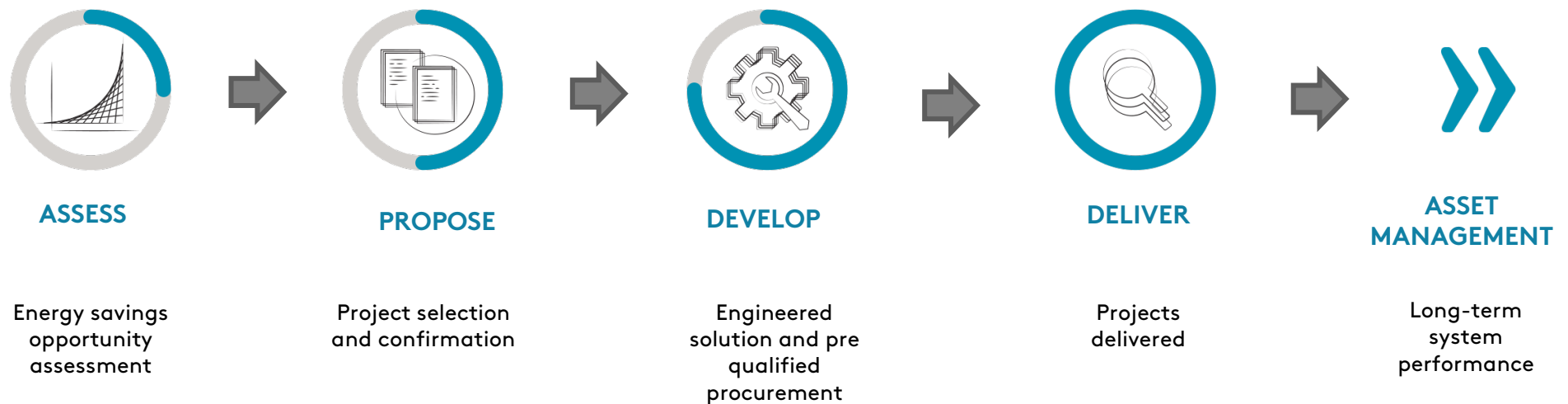


## Preparing for new energy management can be staged- an integrated program of works maximises energy saving outcomes



## Our Value Proposition

Verdia's service offering simplifies implementation of energy solutions and provides clients with confidence in savings and asset quality



# Thank you

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