General Information Requirements for

Individual Exemption

**1. *Your legal name.***

Excel Solar Pty Ltd

**2. *Your trading name if different to your legal name.***

N/A

**3. *Australian Business Number (ABN).***

ABN: 87 132 010 667

**4. *Registered postal address for correspondence.***

Excel Solar Pty Ltd

PO Box 6569

Toowoomba QLD 4350

**5. *Nominated contact person, including their position in the organisation and contact details.***

Terence Ian Davis

Managing Director

Mob: 0438 007 764

terry.davis@excelsolar.com.au

**6. *Why you are seeking an individual exemption, and why you believe that an exemption (rather than a retailer authorisation) is appropriate to your circumstances.***

Excel Solar is not seeking to become a traditional energy retailer and is only seeking to sell energy that it sources from solar power installations that it owns.

Excel Solar will not be supplying all of the electricity needed by each of its customers, rather the solar power and battery energy supplied will only offset a part of the customer’s electricity needs that they currently source from their energy retailer. The customer will remain connected to the electricity grid and will continue to have a relationship with their existing electricity retailer post the installation of a solar PPA by Excel Solar. This is in addition to their existing arrangements/agreements with the existing electricity provider.

If the solar installation ceases to generate electricity due to a fault (or at night), this will not result in any disruption to the customer’s electricity needs as the electricity needs of the customer will be met by their existing electricity retailer.

Excel Solar will be supplying and installing PV arrays and battery storage on commercial business’ and buildings as well as Government buildings and industrial applications.

Excel Solar will only be selling energy to the customer at the location of the solar installation.

Excel Solar believes that the grant of an individual exemption for selling energy under a solar PPA would be more appropriate given its plan to operate in the limited jurisdiction of QLD with a small number of customers. The exemption is for electricity generated by a solar PV array situated on a building or ground mounted application at the clients site.

**7. *The address of the site at which you intend to sell energy, including a map of the site and a brief description of this site and its current and future use/s***

N/A

**8. *The primary activity of your business.***

Excel Solar’s primary activity is the sale and installation of on-grid or off-grid solar PV systems with or without battery storage.

Excel Solar will also own and operate small scale solar installations and to sell the electricity generated to the customer located at their property.

Excel Solar also sells LED lighting equipment, solar hot water and heat pumps to commercial customers.

Excel Solar are a QLD licenced electrical contractor – Licence No: 69582

**9. *The form of energy for which you are seeking the individual exemption (electricity or gas). For electricity, please state whether the network you propose to sell is directly or indirectly connected to the main grid or is (or will be) an off-grid network.***

Excel Solar is seeking an individual exemption to sell electricity generated from a solar installation owned by Excel Solar to the customer located on that property. The customer will remain connected to the main grid after the installation of the solar equipment. The customer will maintain a relationship with their traditional electrical retailer.

**10. *Are you establishing, or have you established, energy supply in an area where there are no other viable energy supply arrangements available***

N/A

**11. *The date from which you intend to commence selling energy.***

Excel Solar intends to start selling energy (PPA) as soon as practicable after approval of an individual exemption.

**12. *Mailing addresses for premises at the site (where applicable). We may use this information to ensure that potential customers are able to participate in our consultation process.***

N/A

***13. Details of any experience in selling energy***

Excel Solar has been active in the solar industry since 2007 and has extensive experience and knowledge of solar electricity generation. Excel Power, our sister company, have been operating as electrical contractors since 1993.

Excel Solar does not currently have experience in its own right in the sale of energy, however it has experience in the sale of solar PPA’s through its engagement with other solar PPA entities SunEdison and GoEnergy.

***14. Whether you currently hold, or have previously held or been subject to, an energy selling exemption or a retail licence (retailer authorisation) in any state or territory. If so, please provide details.***

Excel Solar do not and have never previously held a retail energy licence or been authorised or subject to a selling exemption in any state or territory.

**15. *What arrangements you have made in the event that you can no longer continue supplying energy (e.g., has the retailer that sells to you agreed that they will service the customers).***

In the event that Excel Solar can or will no longer supply solar energy to a commercial customer, Excel Solar customers will still be able to source all of their required energy needs from the existing utility. The client will always remain connected to the main grid and have a relationship with an electricity retailer.

Particulars relating to the nature and scope of the proposed operations

**1. *Will your customers be your tenants? If so, are they residential or commercial/retail? Are they covered by residential or retail tenancy, or other legislation governing accommodation that is a person’s principal place of residence (for example, retirement village legislation, residential parks or manufactured home estates legislation) in your state or territory?***

N/A - Our customer will not be tenants of Excel Solar.

**2. *Are you providing other services (for example, accommodation/leasing of property) to persons on the site who you intend to sell energy to? Or will your only commercial relationship to persons on the site be the sale of energy? If you are providing other services, please specify what these services are, and the contractual or leasing arrangements under which these services are being provided.***

Excel Solar sells electrical products and services to end customers. Excel Solar intends to provide solar PPA (sale of energy) to the commercial customer if this exemption is granted.

**3. *What is the total number of dwellings/premises at the site? Please provide a breakdown between residential and business customers (and whether they are small or large as defined for the jurisdiction in which you intend to operate).***

N/A

**4. *Will you be on selling energy (that is, selling energy purchased from an authorised retailer) or purchasing it directly from the wholesale market?***

No.

**5. *If purchasing from an authorised retailer, have you formed, or do you intend to form, a bulk purchase contract with the energy retailer, and how far into the future does this, or will this, contract apply? If you have formed, or intend to form, a contract, please provide a brief summary of this arrangement.***

N/A

***6. What is the estimated aggregate annual amount of energy you are likely to sell (kilowatt hours or megawatt hours for electricity and mega joules or gigajoules for gas) and the average expected consumption of customers for each type of customer you service (that is, residential customers and retail or commercial customers)?***

Excel Solar intends to sell solar PPA energy to the following type of customers within Queensland.

Type 1 – 30kW to 100kW or 43800 Kwh pa to 146MW pa

Type 2 – 100 tw to 500 tw or > 146Mwpn to 730 Mwpa

Our customers will be SME and commercial customers.

We do not intend to sell Solar PPA energy to residential customers.

**7. *Will your customers be wholly contained within a site owned, controlled or operated by you? (For the purposes of this question, a body corporate may be taken to ‘operate’ premises it oversees).***

No.

**8. *Will each premises/dwelling be separately metered? If the application is for a new development or a redevelopment and customers will not be separately metered, please explain why not.***

Yes. Each site will be separately metered by the existing electricity retailer as well as by Excel Solar. This will be via real time meters, E1 single phase, E2 single phase dual element, E3 poly phase with cyclometer displays, all types of approved Class 1 accrual meters.

***9. What types of meters will be used? For example, basic/accumulation meters, manually read interval meters or remotely read interval meters? Will these meters allow your customers to change retailers (i.e. not source their energy from you)?***

Excel Solar installations will be individually metered. These Class 1 meters will record the solar energy consumption on site, the solar generations and any exported to the Utility grid. Excel Solar will use manually read and remotely read meters.

Excel Solar will not prevent the customer changing electricity retailer.

**10. *What accuracy standards apply to the meters? Do the meters comply with Australian Standards? If so, specify which Standard or Standards. For electricity meters, will the meters comply with National Measurement Act 1960 (Cth) requirements for electricity meters installed from 1 January 2013?***

All meters will be Class 1 or greater accuracy and will comply with Australian Standard AS62053-21. These meters will comply with the National Measurement AC 1960 (Cth) installed from the 7 January 2013.

**11. *If customer dwellings/premises are separately metered, how often do you propose the meters to be read and by whom?***

Meter will be read either monthly or quarterly.

This will apply to manual and remote readings.

Customers may at times read and supply a photograph of the meter reading to Excel Solar to confirm meter readings if required.

***12. How will you determine energy charges if customers are not separately metered?***

N/A. All customers are metered.

**13. *In what form and how often will customers be billed? Will you be issuing bills yourself or through a billing agent?***

Customer bill will happen via electronic portal and or email. Billing between the parties will be agreed upon, with customer consultation.

Billing is monthly or quarterly.

Billing will be issued and prepared by Excel Solar.

**14. *What dispute resolution procedures do you intend to put in place to deal with energy related complaints and issues?***

Should a dispute arise with a customer, Excel Solar will seek to resolve the dispute directly with the customer in the first instance. In addition to resolving the dispute the customer will have the following options available:

* Terminating the solar PPA Agreement, while observing the mutually agreed costs associated with termination with their contract.
* Purchase of the solar equipment at a price specified in the solar PPA Agreement, which depreciates over time.
* Transfer of the solar PPA Agreement in the event of the sale of the property.

Excel Solar will seek to resolve any disputes that arise within 21 days of being contacted by the customer with a complaint.

However if all good faith efforts fail to resolve the dispute with the customer, the customer is protected by Australian Consumer Law and may contact the Energy Ombudsman to review any concerns and review Excel Solar’s attempts to resolve those concerns.

Where a customer is late paying an invoice, Excel Solar shall implement the following process:

1. Excel Solar will send a reminder electronic letter advising the customer that their payment is overdue.
2. If no response is received within 14 days, a final reminder letter will be sent.
3. If no response is received within 14 days of the final reminder letter than Excel Solar will contact the customer by telephone to ensure the customer is aware of the overdue payment and to discuss the timing of the overdue payment.
4. a residential customer identifies that they are experiencing financial hardship, Excel Solar will grant the customer flexible repayment terms in an effort to accommodate their financial limitations. The flexible repayment period may extend for a period of 30 additional days, depending upon the circumstances.

**15. *What energy rebates or concessions are available for your customers and, if applicable, how can customers claim these?***

N/A

**16. *Will you make energy efficiency options available to your customers? Will your network incorporate solar or other generation options for sustainability purposes? If so, will you use gross or net metering?***

Excel Solar generation is via solar. Some energy may be stored into a battery bank for later customers use.

Generation is still via the solar array.

Nett metering will be deployed, however zero feed and grid protection will prevent energy being fed to the grid.

***17. Please provide any further information that you consider would assist us to assess your application.***

Excel Solar have the following existing licences:

* Queensland Licence
* CEC Licence
* MB Membership
* Queensland Plumber Licence
* Existing CRM, business procedures and OH&S policies
* Supply Connect H Number

Our purpose is to reduce energy demand and energy load on the utility for our end customer via Solar Renewable choices.

Additional Questions

**1. *Do you have any experience in the energy industry? Please provide a brief description*.**

Excel Solar Pty Ltd is an exciting Australian company that designs, sells, supplies and installs solar on-grid and off-grid based power connection systems. Our photovoltaic (PV) systems are suitable for large, medium and micro scale sites. The energy generated is used for internal consumption or for energy production with the excess sold back to power providers. Considering environmental change and the increasing cost of purchased energy, the benefits from solar energy are significant and rewarding to the end user, the environment, governments, Australia and indeed the world. Our dedicated staff are experts in the solar field, holding accreditation from the Clean Energy Council (CEC). This helps ensure quality workmanship and all our products are backed by local, national and international warranties. With extensive expertise in electrics, clean energy, solar renewable and electrical documentation, Excel Solar has the capacity and resources locally to undertake large scale or micro photovoltaic projects in a professional and timely manner. We truly are an Engineering, Procurement and Construction (ePC) company.

We are affiliated with a number of Product Partners:

CNPV

Selectronic

Stiebel Eltron

Solar Edge

Fronius

Radox

REFUsol

General Licences and Certificates are held by varied staff in numerous fields

Excel Solar are also holders and members of The Electrical Contractors Association (ECA)

Our company holds the Level of Master Electricians

Excel Solar is a member of Safety Connect – OH&S and Safety Management.

Third Party audited by ECA.

Excel Solar’s vision is to be amongst the most admired and respected PV solar companies in Australia.

Our mission at Excel Solar is to deliver a service or product, on time, to budget and within the client’s budget and expectations, while maintaining a corporate accountability with the community and the environment.

**2. *What is your strategic direction and what are your objectives? Please describe your business model in some detail, noting jurisdictions where you will be operating, and customer number forecasts for the first 3 years.***

1. Excel Solar strategy under this application is to deploy more renewable and energy storage into the market.

2. By offering PPA to end client, client is able to better afford these renewable technologies.

3. Excel Solar, within Queensland, plan to build and attract customers with long term savings.

4. A significant reduction on emissions are also a consideration after a customer enters a Solar PPA with Excel Solar.

5. Excel Solar will focus on Queensland where we are based. Excel Solar’s initial target for the first 12 months is to install 300kw of solar equipment. Assuming an average system size of 20kw, this would result in a total of 15 customers. However, if costs and market uptake remain conducive, Excel Solar will seek to expand its portfolio of customers.

**4. *Are there related companies and what is their function? Do you intend to transfer any functions to any other related companies and, if so, what are they?***

Related companies are as follows:

Excel Power – Licenced Electrical Contractor

Midnight Energy – R&D and battery storage integrator

Excel Solar do not intend to track any function for these related companies.

**5. *Do you intend to sell to commercial or residential customers, and what size systems will you install?***

Only to commercial customers.

**6. *Do you intend to use fixed term contracts and, if so, how long will they be?***

Excel Solar does not intend to use fixed term contracts. It intends to use contracts that are ongoing, in which a customer may elect to terminate or elect to purchase the solar equipment.

However, where a customer elects to terminate the solar PPA Agreement before a mutually agreed date, a cost recovery fee may apply.

**7. *Under what circumstances can the customer terminate the agreement and at what cost?***

The customer may terminate the solar PPA agreement at any time. Where this termination occurs before a mutually agreed date (and the customer does not elect to purchase the equipment) the customer may be charged a cost recovery fee.

**8. *What happens when the contract ends? Who owns the system?***

Excel Solar retains ownership of the equipment and system, unless the customer elects to purchase the solar system.

The contracts end in 10 years to 15 years.

The purchase price is set out in the PPA agreement.

***Further relevant information***

When a customer sells the building, and a new owner does not want to take up the Excel Solar option or when a long term tenant vacates the premises, Excel Solar will reclaim or recover our equipment at this time.

Excel Solar will always own, service and repair the equipment as required.

***Conclusion***

Excel Solar’s intention is to sell solar energy via technology and equipment to the end customer. Excel Solar will ensure upkeep and maintenance of the system. Excel Solar believe that an individual exemption should be approved for this provided service and business.