

## Appendix B: Information required for individual exemption applications

### *General information requirements*

Please provide the following information in your application for the grant of an individual exemption:

- 1 Your legal name. If you are a body corporate or community corporation, please indicate this.

*GoZERO ASSET MANAGEMENT PTY LTD ("GOZERO" or "GAM")*

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

*GoZERO Power or GoZERO Energy*

- 3 Australian Business Number (ABN) or Australian Company Number (ACN).

*ACN 606 456 455 ABN 75 606 456 455*

- 4 Registered postal address for correspondence. We may verify this information with the Australian Securities and Investments Commission (ASIC) or other relevant agency.

*800 Zillmere Road Aspley QLD 4034 (registered office)*

*160 SAMFORD ROAD ENOGGERA QLD 4051 (business address)*

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

*Jonathan Ruddick, Director, 0411 358 530*

*Richard Romanowski, Director, 0412 151 601*

- 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.

*GOZERO intend to become an alternative energy seller as per the AER October 2013 issues paper.*

- 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.

*GOZERO intends to enter into power purchase agreement contracts with customers for the sale of solar electricity generated by its systems with customers in those jurisdictions in which the NCEF has been adopted – NSW, SA, ACT, TAS; and in those jurisdictions where legislation is passed in the future to adopt NCEF.*

- 8 The primary activity of your business (for example, managing a shopping centre).

*Owning, operating and selling power from GOZERO engineered, integrated, monitored and designed solar systems under power purchase agreements with non-residential customers.*

- 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.

*Electricity (generated by photovoltaic solar systems)*

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

*No.*

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

*1 July 2015*

- 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, for example:

- date/s and location/s of previous operations

*J. Ruddick as Managing Director of Tindo Asset Management Pty Ltd*

- form/s of energy sold

*Solar generated electricity under power purchase agreements.*

- scale of operations (that is, the number, size and type of customers)

*<15 commercial customers*

- an explanation of which activities will be conducted in-house and which will be contracted out to third parties.

*Design and engineering of solar systems will be performed “in-house”.*

*Billing will be performed “in-house”.*

*Installation will be performed by a licensed and accredited contractor.*

*Metering will be conducted by an approved MDP under an MDA.*

- 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.

*Never previously held.*

- 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).

N/A

***Particulars relating to the nature and scope of the proposed operations***

To determine whether it is appropriate to exempt you from the requirement to hold a retailer authorisation, we need information on the nature and scope of the operations you propose to conduct. Please answer the following questions:

- 1 Will your customers be your tenants? *Some, yes.*

If so, are they residential or commercial/retail? *Commercial only.*

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? *No.*

- 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.

*NO*

- ~~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).<sup>1</sup>~~

- 4 Will you be onselling 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~~

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<sup>1</sup> For electricity, large customers are customers who consume 100 MWh pa or more in New South Wales, the ACT, Queensland and Victoria, and 160MWh pa in South Australia; and for gas, customers who consume 1TJ pa or more.

~~will this contract apply? If you have formed, or intend to form, a contract, please provide a brief summary of this arrangement.~~

- 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)?

*GoZERO is targeting [confidential] solar generation capacity for the FY15/16 under power purchase agreement contracts. All customers are expected to be commercial. Estimated aggregated annual amount of energy sold is [confidential] doubling each year.*

- ~~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).~~

- ~~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.~~

- 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)?

*Meters that have been pattern approved and verified by the National Measurement Institute under Federal National Trade Measurement laws, i.e. revenue grade meters producing NEM12 data.*

- 10 What accuracy standards apply to the meters? Do the meters comply with Australian Standards? *YES*

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?<sup>2</sup>

*Compliance with all Australian Standards and measurements laws as per the answer in 9 above.*

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

*Read by GOZERO through NEM approved metering per 9 above.*

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

*All customers will be separately metered.*

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<sup>2</sup> For further information, see [www.measurement.gov.au](http://www.measurement.gov.au).

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

*GOZERO will issue bills using its internally developed billing software. Customers will be billed monthly in arrears with bills due for payment 15 days from the end of each month.*

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

*Standard dispute resolution procedures to address any questions / disputes with stages:  
1. The customer and GOZERO will negotiate in good faith and attempt to resolve any disputes within 30 days after receiving written notification from a party as to the dispute in question 2. If the dispute remains unresolved either party may require that a non-binding mediation take place – the mediator appointed by the Law Society for the jurisdiction under which the contract between the customer and GoZERO is governed.*

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

- ~~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?~~

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

**See attached summary.**

**GoZERO Asset Management Pty Ltd**

ACN 606 456 455

ABN 75 606 456 455

GoZERO Solar Power Purchase Agreement  
Summary for AER – application for individual exemption

## Background

GZ Asset Management Pty Ltd ("GAM") was established and is owned by members of Elevare Energy Holdings Pty Ltd ACN 160 907 746 and is an indirect member of the Elevare Energy Group. The purpose of creating an asset management company is to sell solar electricity generated from solar energy and storage systems ("SESS" or "Systems") that are designed, engineered and installed by GoZERO Energy Pty Ltd ("GoZERO"). Systems will be owned and managed by GAM with sales under a SPPA focused primarily on commercial/business customers. On granting of an individual exemption from the Australian Energy Regulator GAM will rely on the exemption when retailing solar electricity under an SPPA to those customers that are within the jurisdictions that have legislated to adopt the NCEF or the National Consumer Electricity Framework (NSW, SA, ACT and TAS). Each GAM System will be designed, engineered and integrated by GoZERO qualified engineers using equipment approved in accordance with Australian Standards and regulations.

Metering and billing of solar electricity generated will be performed by GAM using only pattern approved (by NMI) class 1 revenue grade meters.

With respect to ongoing management of the SESS assets GAM has personnel with significant electricity asset management experience to draw upon, for example, Dr. Bevan Holcombe, who is a former Senior Manager with Energex, having spent some 30 years with Energex. Other relevant experience to draw upon is Jonathan Ruddick, a Director of GAM, having established and developed Tindo Solar's SPPA business - Tindo Asset Management or Tindo Power - in 2013/14.

System design, engineering, installation and ongoing operations and maintenance will be performed by Elevare Energy's commercial arm – GoZERO. GoZERO is an Australian owned and operated company providing tailored energy solutions to commercial, industrial and government clients through the use of proprietary technology: GoPREDICT™, GOSAVE™ and GoZero Energy Management or "GEM". GoZERO is the commercial sales channel of power electronics company Elevare Energy. GoZERO engineers consult with clients nationally to design the optimum energy solution for their needs, providing an alternative to some or all of their power needs by the installation of premium and reliable power systems that combine solar generation, battery storage and power factor correction and predictive modelling to determine the best solution. GoZERO backs its energy solutions with GoSAVE™ - a performance guarantee that provides real time monitoring of system performance against predicted performance and compensation should performance not match expectations.

<b>Strategic Direction and Objectives</b>	<p>GoZERO through GAM intends to offer SPPAs primarily to businesses and organisations in QLD, NSW, ACT and SA and sell electricity subject to approval of an individual retail electricity license exemption granted by the AER.</p> <p>The GoZERO SPPA is a complimentary product to the GoZERO range and is focused on allowing customers the benefits (electricity cost savings) that come with a Solar Energy and Storage System package without the need to own, manage and operate; with the added surety that comes with guaranteed savings under the GoSAVE™ model.</p>
<b>Customer Number Forecasts</b>	confidential
<b>Market Analysis</b>	<p>Given previous GoZERO management experience in the solar PPA market in Australia, GoZERO is confident that there is significant opportunity for its product offering. This confidence is enhanced by the GoZERO offering being the “next generation” of SPPA by including batteries for storage and peak demand shaving in the System package – not just solar panels – and then enhancing this through real time monitoring and control of the System to produce maximum savings that can be guaranteed.</p>
<b>Financial Resources</b>	confidential
<b>Commercial Customers</b>	SPPAs (Solar and Energy Storage Systems under PPA) will be offered to commercial customers only.
<b>Pricing Structure</b>	<p><u>Commercial GoZERO SPPA</u></p> <ul style="list-style-type: none"> <li>• Customers are charged a rate per kW/h of energy produced by the system capped at a minimum production amount for the month.</li> <li>• Contract terms are between 5 and 25 years with renewal options and upfront contributions to System cost available.</li> <li>• Metering and billing will be performed by GAM using NEM approved third party MDP and revenue grade pattern approved meters (e.g. EDM1).</li> <li>• Customers are billed monthly in arrears.</li> <li>• Contract is transferable.</li> <li>• The System is owned, operated, insured and maintained by GoZERO/GAM for the term of the agreement.</li> <li>• At the end of the SPPA the ownership of the system will transfer to the customer or the customer may request to continue the SPPA for another agreeable term.</li> </ul>



<b>Marketing</b>	confidential
<b>Jurisdictions</b>	confidential
<b>Connection and Installation of Solar System</b>	<p>The connection and installation of the solar and energy storage system to the network (including all design, engineering, and connection approvals) will be performed by GoZERO Energy. Installations will be performed by only qualified, accredited and experienced installers.</p> <p>A delay in installation does not cause any costs to accrue to the customer. And should an installation not go ahead the customer is not liable for any costs.</p>
<b>References</b>	<p>GoZERO management and staff have many years of combined professional experience in: (i) solar and battery storage system design, engineering and installation (ii) electricity metering for retail (iii) electricity asset management and (iv) legal regulatory framework experience. Accordingly, GoZERO and GAM management feel the company has sufficient experience and the appropriate personnel to execute the business plan successfully.</p>
<b>Billing</b>	<ul style="list-style-type: none"> <li>Customers will be sent a bill on the first day of the end of each month and billed for electricity monthly in arrears. Bills are due 14 days from the end of the month.</li> <li>Customers will be billed for a minimum amount of electricity that is guaranteed to be delivered by GoZERO from the System.</li> <li>Billing will be in electronic form via email and online download access with a paper bill available for a charge.</li> <li>Customers will be able to access complete and transparent system and billing information through the GoZERO Energy Monitoring (GEM™) portal.</li> </ul>
<b>Customer Failure to Pay</b>	<ul style="list-style-type: none"> <li>Customers failing to pay their bills will be sent a reminder notice on the 15<sup>th</sup> day of the month. This will incur a \$5 fee for missed payment.</li> <li>Customers failing to pay by the last day of the month will have the System turned off remotely through GEM™. A demand notice will then be issued indicating that the System has been deactivated pending payment of overdue charges. Where there is no resolution through a demand notice then arbitration will be attempted and where no resolution is obtained from arbitration then legal action will be taken in the applicable court.</li> <li>GoZERO/GAM has standard dispute resolution procedures to address any questions / disputes with the following stages: <ol style="list-style-type: none"> <li>The customer and GOZERO will negotiate in good faith and attempt to resolve any disputes within 30 days after receiving written notification from a party as to the dispute in question.</li> <li>If the dispute remains unresolved either party may require that a non-binding mediation take place – the mediator appointed by the Law Society for</li> </ol> </li> </ul>

	the jurisdiction under which the contract between the customer and GoZERO is governed.
<b>GoZERO SPPA Termination</b>	The SPPA contract may be terminated and paid out early in accordance with the terms of the agreement.
<b>Personal Property Security Register</b>	Ownership of the solar systems will be registered on the Federal Government's Personal Property Security Register or PPSR with GAM's interest noted on the registration.
<b>Renewable Energy Certificates</b>	Any Renewable Energy Certificates (RECs = STCs or LGCs) generated by a solar system the subject of a GoZERO SPPA or any future similar incentives will remain the property of GAM. Where the system ownership is transferred to the customer then all benefits and obligations from the solar system will be transferred to the new owner which may include an entitlement to any RECs created.
<b>Feed-in tariff and sale of electricity to the retailer/grid from solar system or energy storage</b>	Unless otherwise agreed, any sale of electricity generated by the solar system the subject of the GoZERO SPPA to the customer's electricity retailer will remain the property of the customer and they will be entitled to any moneys from the sale of this electricity. For many systems the network operator will require the installation of zero export limiter. In which case clearly no moneys will be available from the sale of excess solar generation to the grid. Accordingly, Systems will be engineered and sized by GoPREDICT™ to meet the customer's energy needs on the most cost effective basis under a SPPA that requires customers to pay a minimum amount for the expected solar generation each month.

## Key People

### Mr. Jonathan Ruddick

Jonathan Ruddick is a Director of GoZERO Asset Management Pty Ltd and General Manager of GoZERO Energy Pty Ltd. Jonathan has over 5 years' experience at a senior management level in the Australian solar and investment industry and over 16 years' Australian and international experience in asset management and the accounting and legal professions with Deutsche Bank, KPMG, and Andersen in Australia, Tokyo and London.

Qualifications: Lawyer and Chartered Accountant, admitted to the Supreme Court of NSW and member of the Institute of Chartered Accountants Australia (CA), Member of the Australian Institute of Company Directors (MAICD), Bachelor of Commerce and Bachelor of Laws, University of Adelaide and Graduate Diploma of Legal Practice, NSW College of Law.

### Mr. Richard Romanowski

Richard is a Director of GoZERO Asset Management Pty Ltd and Executive Director of GoZERO Energy Pty Ltd. Richard has over 10 years' experience in both running and investing in businesses in the Australian renewable energy and power electronics sectors. Richard is a founding member of Elevare Energy Group and GoZERO Energy. In the past Richard has run his own management consulting business as well as having senior executive experience leading change and commercialisation in various organisations. Richard's previous activities before entering the renewable energy sector included the management of multi-million dollar sales and marketing budgets for the Gold Casket Lottery Corporation and growing sales by over \$200M. Richard is passionate about green, clean technology and applies his experience to helping businesses profit from it.

Qualifications: Bachelor of Commerce (Honours), Marketing and Finance (University of Manitoba, Canada) and Development Program for Managers (Australian Graduate School of Management).

### Dr. Bevan Holcombe

Bevan is a founding member and CEO of the Elevare Energy Group and has extensive experience in all aspects of electricity distribution, utility engineering and management from working in senior engineering and management roles at ENERGEX in Queensland for 30 years. During his time at Energex Bevan worked in network planning, network investigations, protection development, metering, SCADA development, substation design, SCADA design, information technology and communications. More recently he designed ENERGEX's Smart Grid Trials.

Qualifications: Bachelor of Engineering (Electrical) University of Queensland, Doctor of Philosophy (Electrical Engineering), University of Queensland, Certificate of Business Management Queensland University of Technology.