GREENSYNC

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Our mission is to optimise electricity grids to enable over 80% renewables

reduced capital investment in

INFRASTRUCTURE

customers are owning and operating their

ELECTRICITY INFRASTRUCTURE

customers are taking control of

GRID COSTS

Overview

HIGHV

SOFTWARE-AS-A-SERVICE

PORTFOLIO CM

MICRO EM

PEAK RESPONSE

PORTFOLIO VPP

Retailer App

DNSP App

CONTROL

Trading algorithms
Load predictors
Control algorithms

HIGHV

COLLABORATION

Bilateral Contracts
Settlements
Marketplaces

RESOURCES

Resource Enrolment

HIGHV

Create and launch a new product

Choose Hardware

Script Behaviour

```
Strategy called "Reactive Peak Shaving Example"

Threshold is 10 kVA

If the apparent power > Threshold then
        switch to "drop level 1" for maximum 40 minutes,
otherwise
if the apparent power >  Threshold and switch is "drop level 1" then
        switch to "drop level 2" for maximum 20 minutes,
otherwise
        switch is restored

Strategy end
```

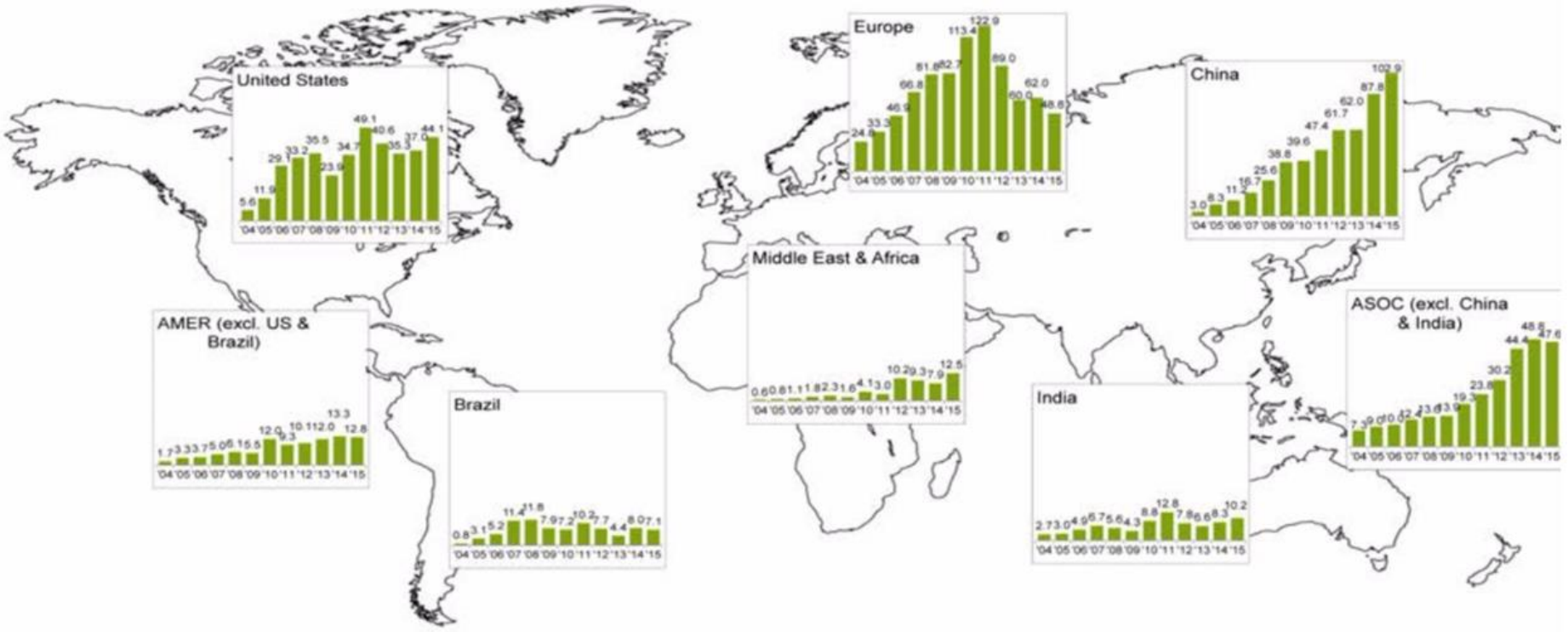
Set up Business Model

Leverage your Brand

Asian Market

FASTEST REGIONAL GROWTH

New Renewable Investment 2004-15 $bn



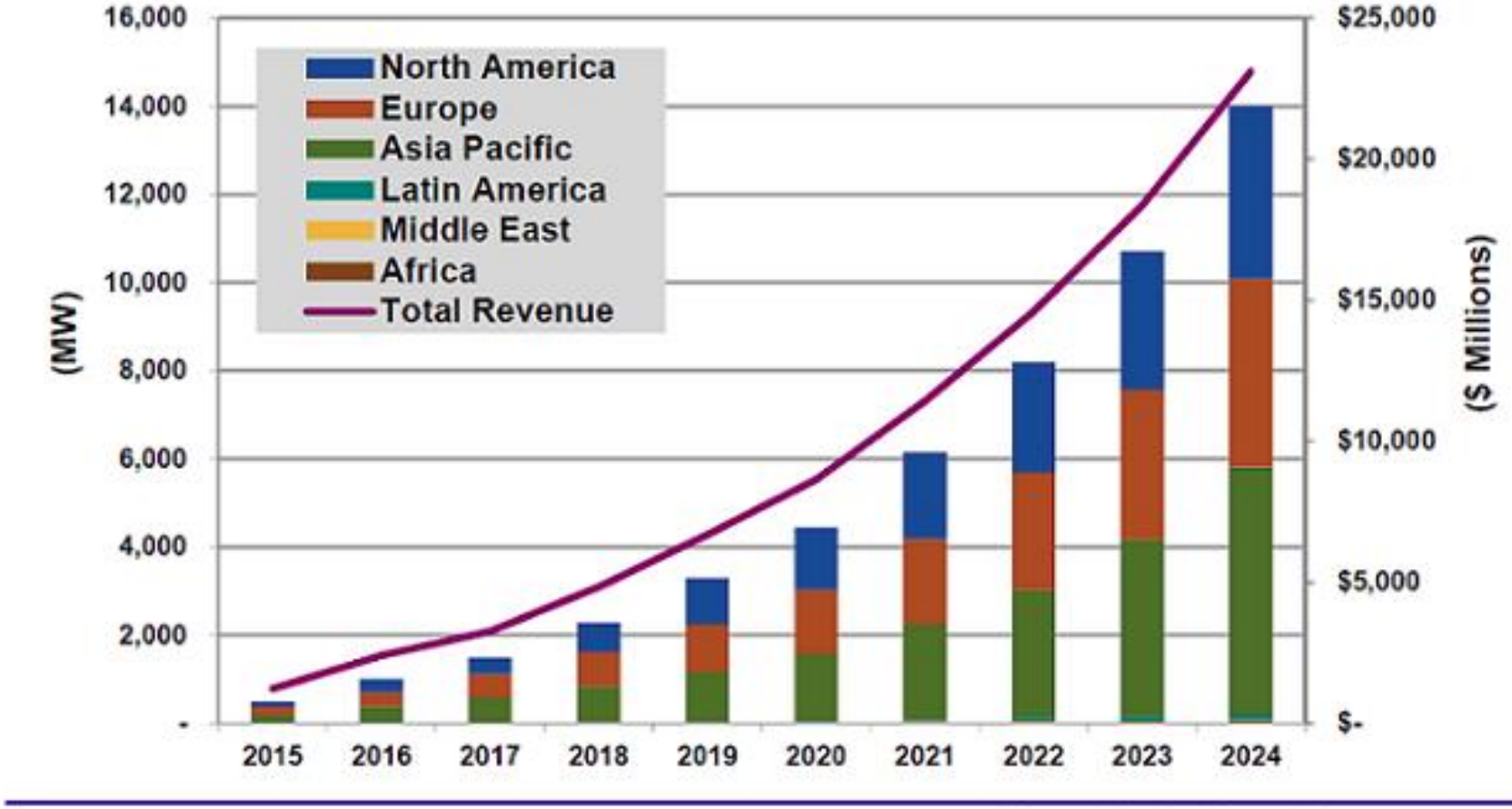
New investment volume adjusts for re-invested equity. Total values include estimates for undisclosed deals.

Source: UNEP, Bloomberg New Energy Finance

Market growth forecasts for

ASIA PACIFIC

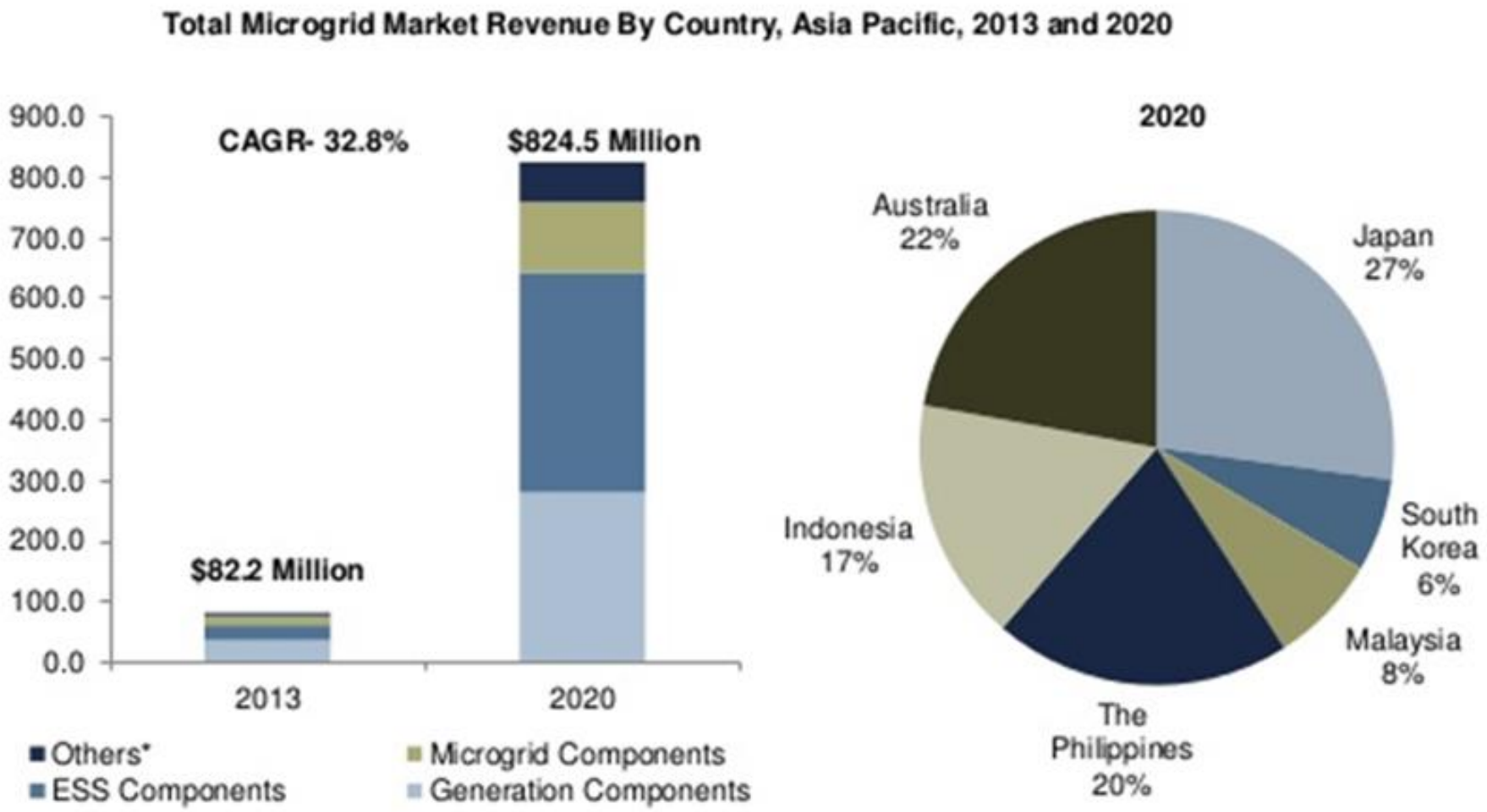
SOLAR PV AND STORAGE GROWTH



(Source: Navigant Research)

Market growth forecasts for

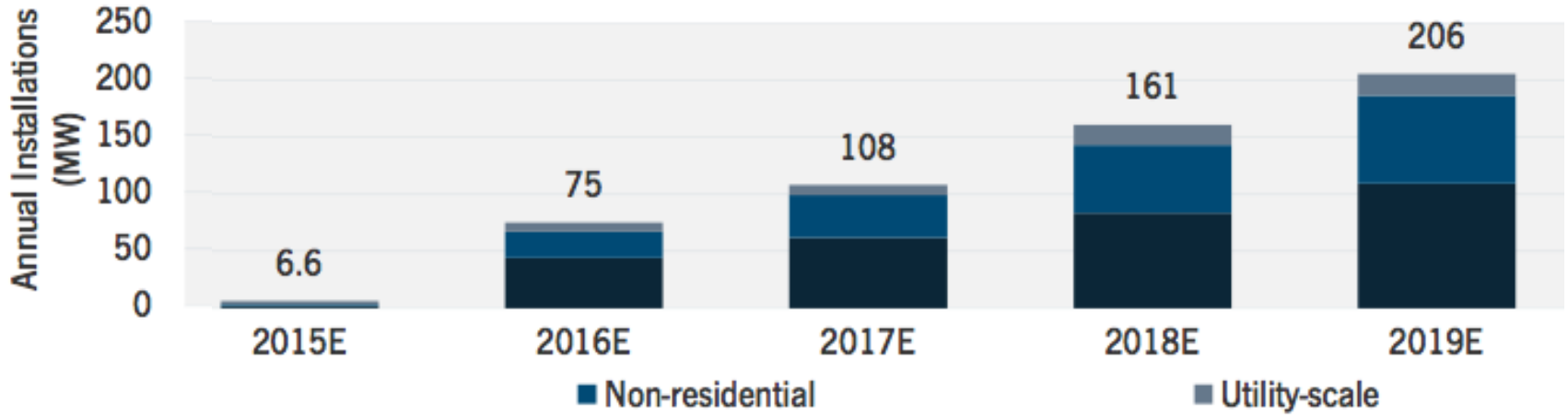
ASIA PACIFIC



Australian

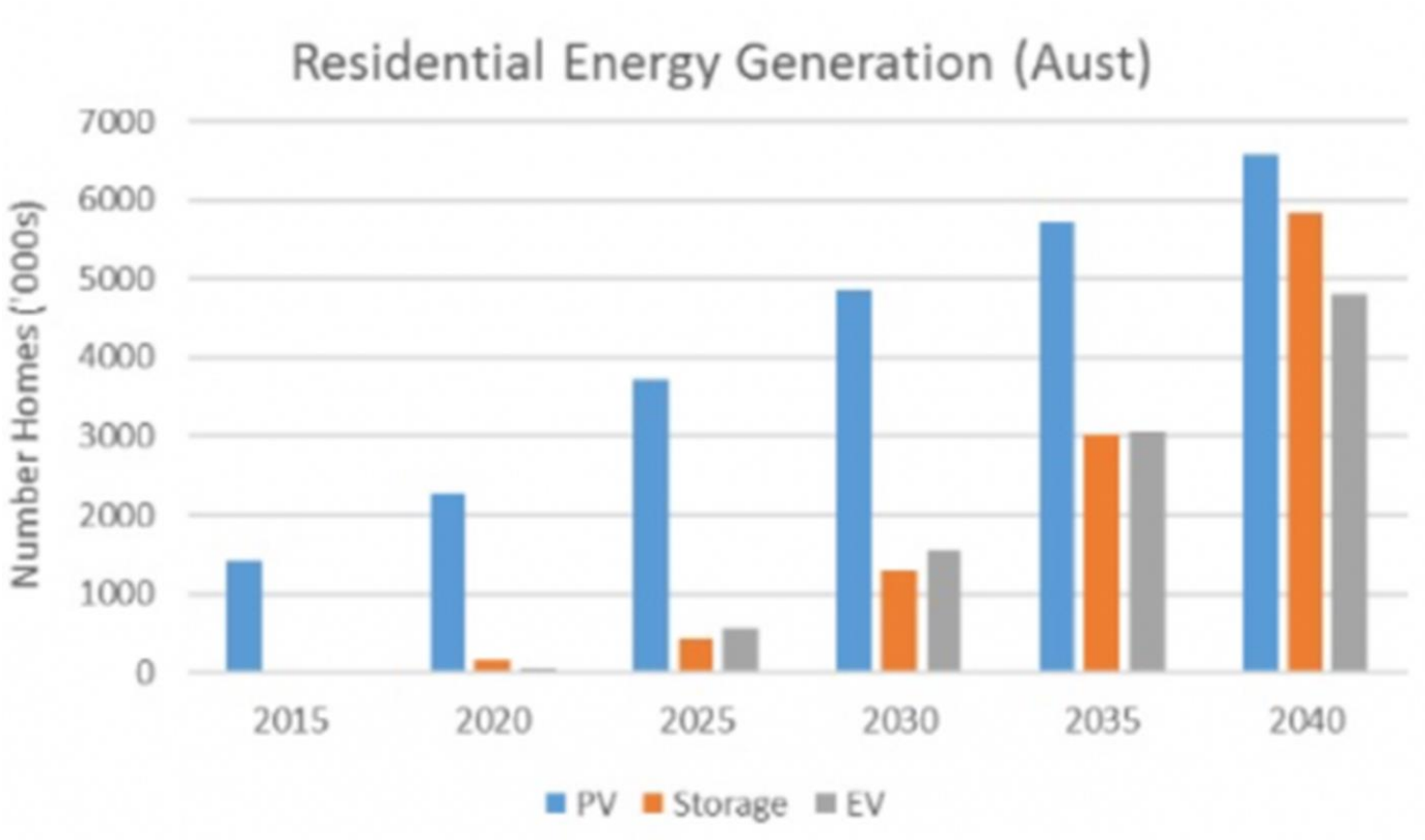
BATTERY STORAGE MARKET

Australian Storage market forecast (GreentechMedia 2015)



Australian Residential

GENERATION+STORAGE MARKET



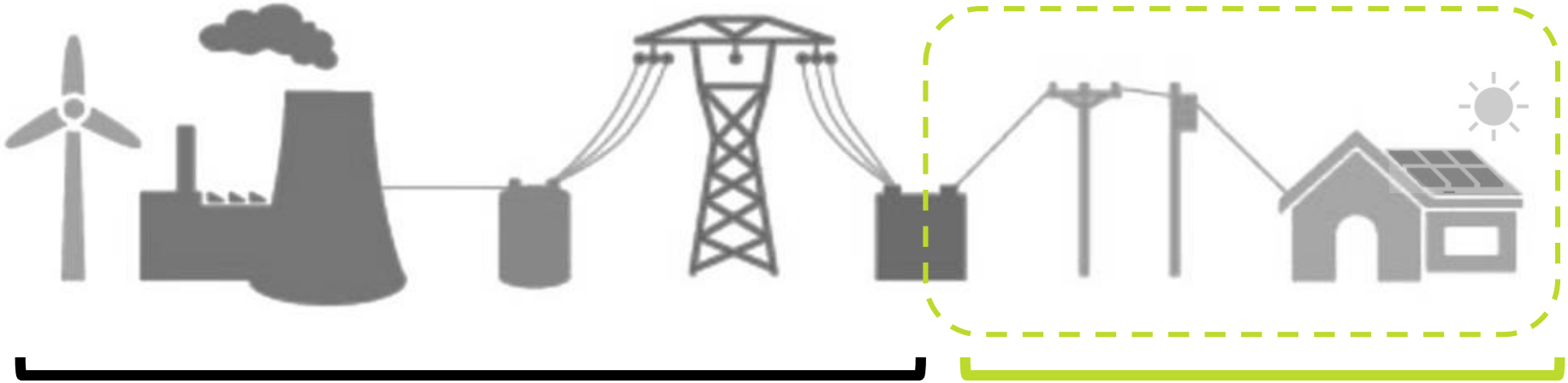
Who will manage future DERs?

REQUIREMENT FOR DSO

Generation Operator

Transmission Network Operator

Distribution Network Operator

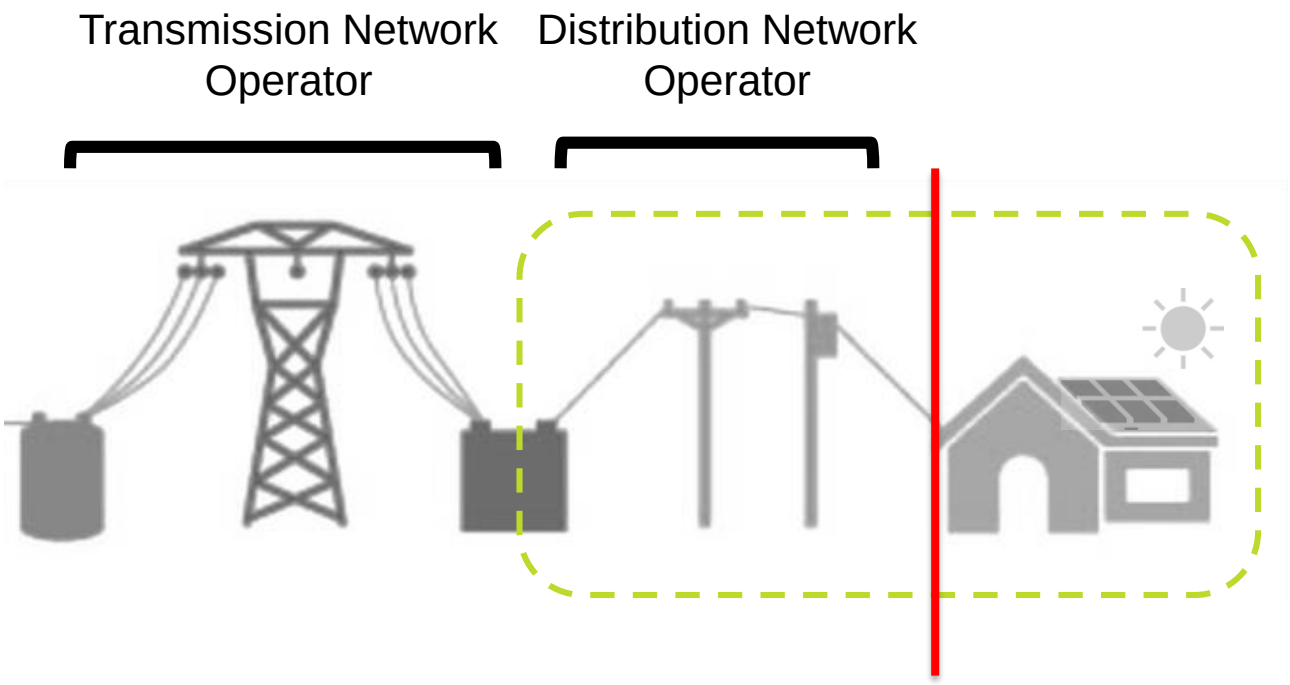


System Operator
(Generation + Transmission)

Distribution System Operator
(Generation + Distribution)

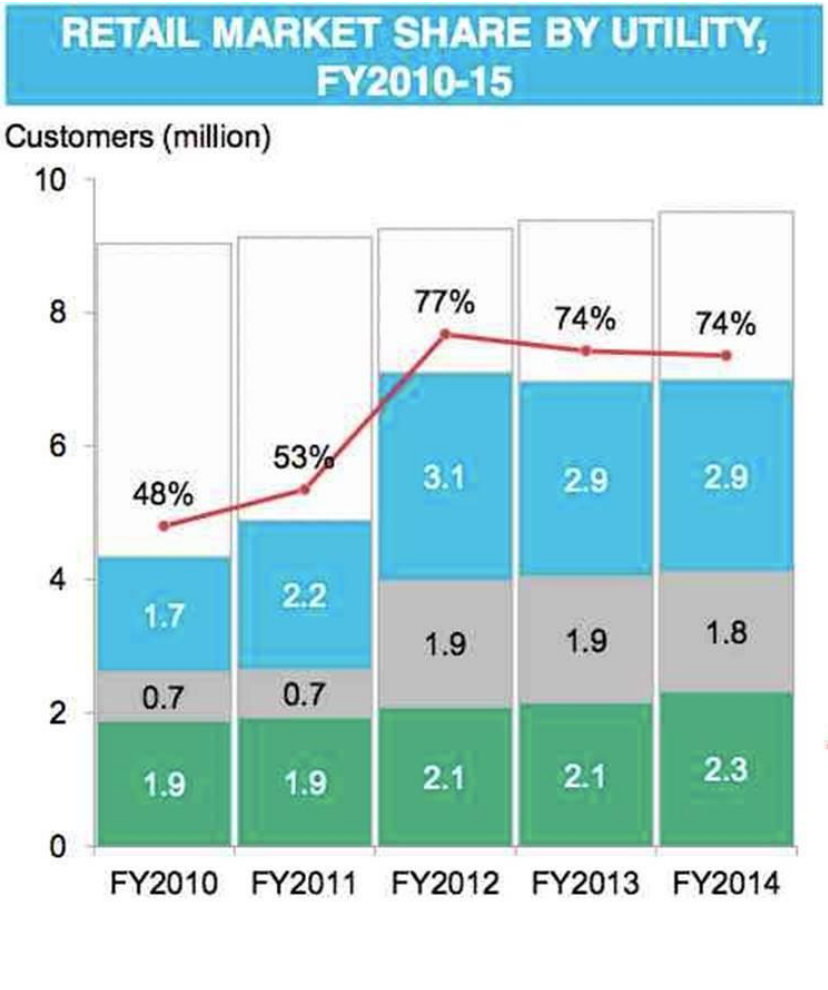
Who will own future DERs?

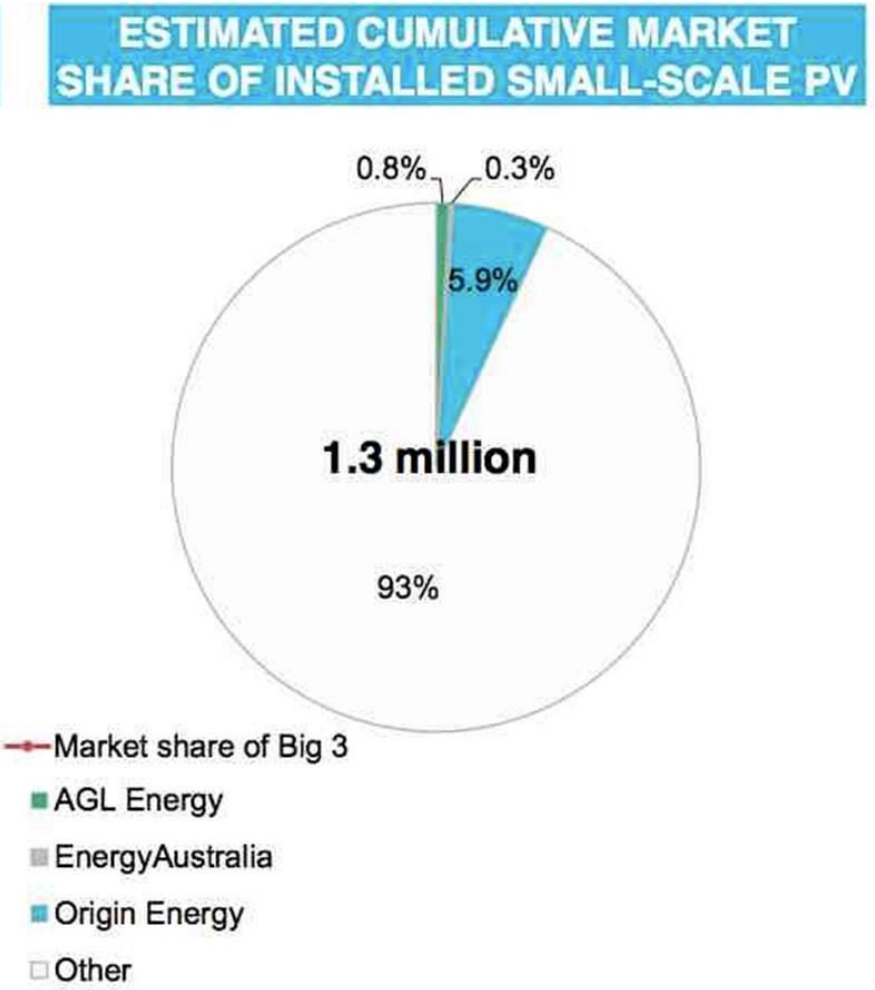
DNSPs or TNSPs



Who will own future DERs?

RETAILERS

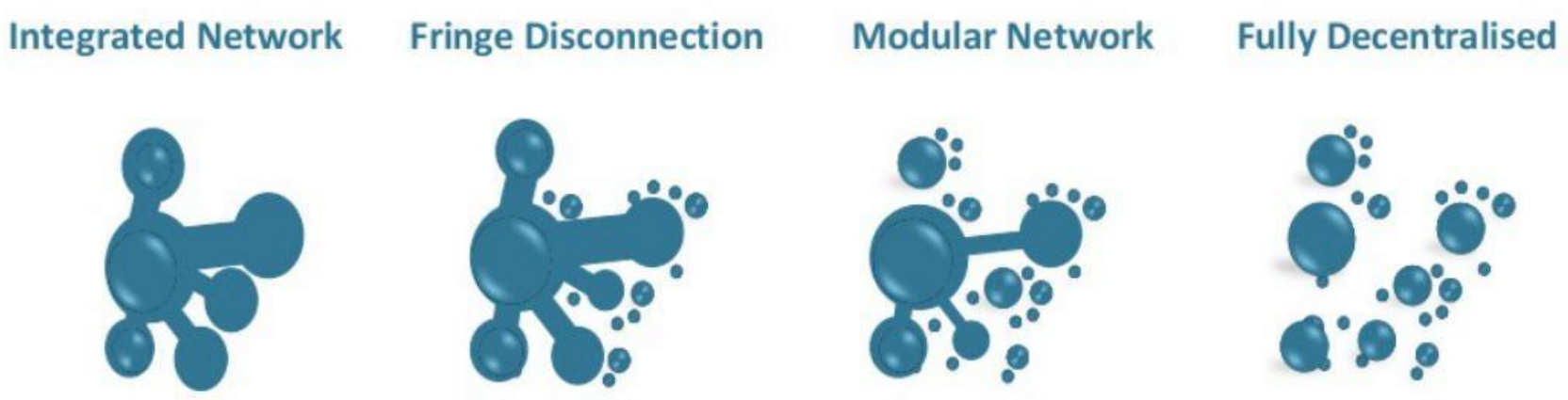




Note: data displayed for NEM-connected generators and electricity customers only (not natural gas).
EnergyAustralia data displayed for calendar year ending in noted financial year (due to reporting inconsistencies). Source: Bloomberg New Energy Finance, Company filings.

Who will own future DERs?

DNSPs or TNSPs



westernpower

Who will own future DERs?

DEVELOPERS

Brookfield

flow
systems

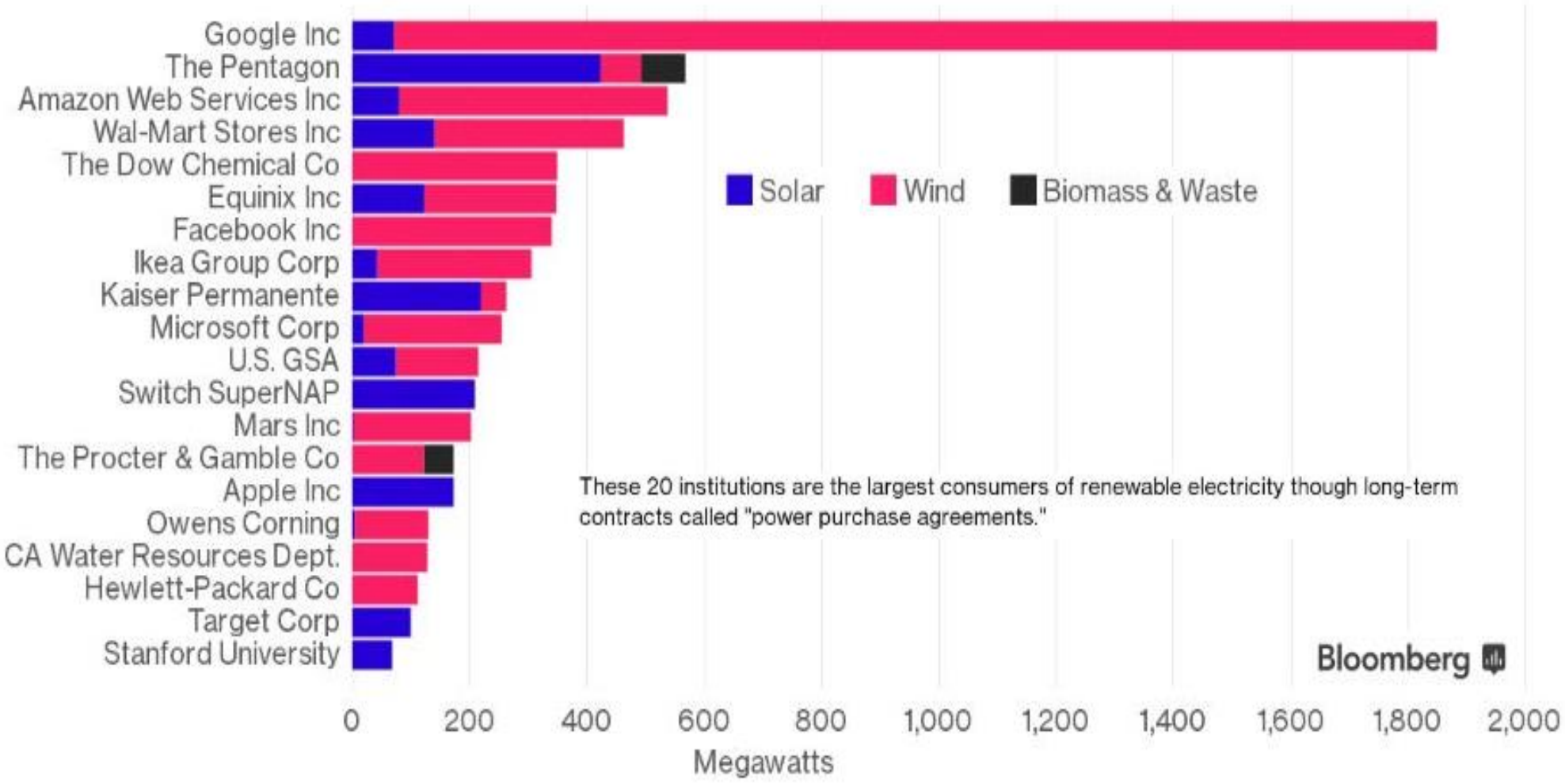
Westfield

Who will own future DERs?

TECHNOLOGY COMPANY

Who will own future DERs?

Google



Who will own future DERs?

GOOGLE

works with nest

electric Ireland | nest

DM Incentives and Processes

THE GOOD AND THE BAD

- RITs by some networks
- DMIS/A by some
- REPEX capture
- Progressive DBs

- $4.8m projects
- “you assume we want to spend our DMIS”
- Self-spend of DMIS
- DMIS on obvious or facile projects
- Refusal to provide information
- Evaporating RITs

DM Incentives and Processes

SUGGESTIONS

- RIT Lite ($0.5m - $5m)
- Faster full RIT
- Best practise standards for RITs
- Lock in forecasts (can’t change supply side program so why a demand side one?)
- More access to collected data
- Speed, speed, speed

Who caught an UBER to this workshop?

EFFECT OF INCENTIVES & REGULATION

GREENSYNC

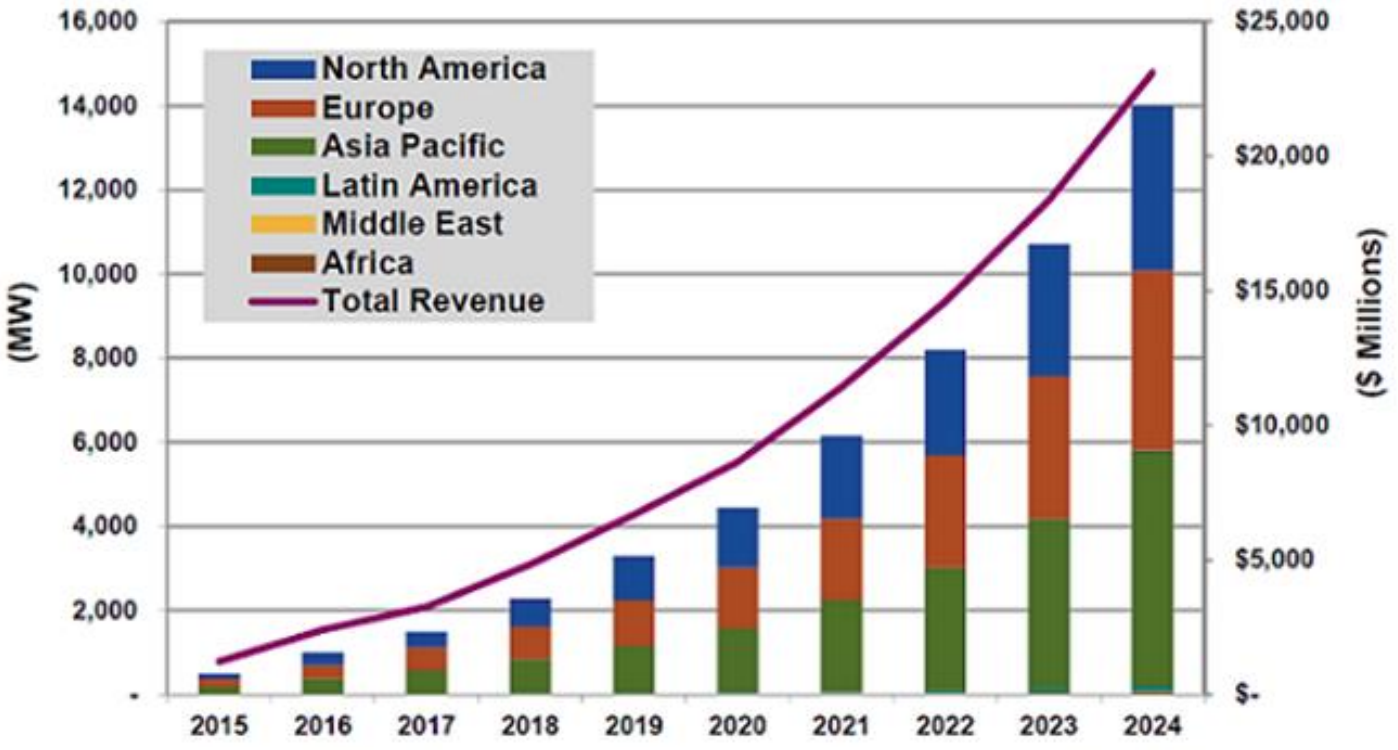
REGULATORY SUPPORT

Key Types Of Regulations	Australia	Japan	South Korea	Indonesia	The Philippines	Malaysia
Government budget for Microgrid projects	✗	✓	✗	✗	✓	✓
Rural Electrification Assistance	✗	✗	✗	✓	✓	✓
Feed-in Tariff	✓	✓	✗	✓	✓	✓
Renewable Energy Target	✓	✓	✓	✓	✓	✓
Micro grid test-bed projects	✓	✓	✓	✓	✓	✓
Incentive Scheme for RE or ESS projects	✓	✓	✓	✓	✓	✓

Source: Frost & Sullivan

NANOGRIDS

Chart 1.1 Total Solar PV plus Energy Storage Nanogrid Capacity and Revenue by Region, World Markets: 2015-2024



(Source: Navigant Research)