



# POWER PURCHASE AGREEMENT

Empowering Sustainable Business Leaders



[www.healmenergy.com.au](http://www.healmenergy.com.au)





## Providing businesses a way to reduce their cost of energy

Australia has one of the highest costs of power in the world and short of reducing the quantity of power used by investing in equipment, lighting and other energy saving devices, there is little businesses can do to reduce their ongoing cost of electricity.

A small number of businesses have invested in a solar & storage system, however, for most businesses, capital is better used investing in new equipment or funding ambitious growth objectives.

With no financial investment required of our customers, we install a renewable energy system onto a commercial or industrial property rooftop or car park and provide the renewable electricity it generates directly to the occupier at significantly discounted rates.

The benefit of this can either be a significant discount to the cost of the electricity for the occupier of the premise, or we share the revenue it generates with the landlord if the premise is being leased, or perhaps a bit of both.

## No Financial Investment Required

Our Power Purchase Agreement provides businesses, developers and landlords a way to financially benefit from renewable energy without investing any capital.

## Enabling Business Sustainability

We provide businesses the opportunity to significantly reduce their electricity costs and carbon footprint by switching to renewable energy.



## Our Approach

Our aim is to enable Australian businesses make the transition from fossil fuel generated power to clean sustainable energy by removing the hurdles normally associated with investing in renewable energy.

The team at Healm Energy have over 50 years of renewables and construction experience. We assist organisations to transition from using fossil fuel power to clean, cheaper renewable energy with no investment required.

# Power Purchase Agreement

**With no financial investment required, we will install a renewable energy system onto your premises and sell the electricity the system generates directly to you.**

As renewable energy is cheaper to produce than fossil fuel power, the energy generated is supplied to you at a cheaper rate than the power currently supplied by your retailer.

We include a state-of-the-art metering and billing system that monitors the renewable energy produced and supplied to the occupiers of the premises. In the case of a multi-tenancy building such as a shopping centre, we will bill each business individually for the renewable energy they consume.

There is no requirement for you to leave your existing electricity retailer, we will bill you for the renewable energy you consume from the system and your retailer will bill you for the power you consume from the grid.

You will enter into a Power Purchase Agreement with Healm Energy which is a contract covering all the terms and conditions of the installation and supply of electricity from the renewable energy system.

## FINANCIAL BENEFIT FOR OWNER OCCUPIERS



Owner occupiers will purchase the renewable energy they consume from the renewable energy system at up to 25% less than they currently pay for the power they purchase from their retailer and will receive the benefit of any power back-up provided.

## FINANCIAL BENEFIT FOR LANDLORDS



Where the property is owned by a landlord and the occupier or occupiers are leasing the premise, at the landlords discretion the savings made from the supply of renewable energy may be shared with the occupier or the landlord may wish to receive the saving as a revenue stream or a bit of both.



### No Financial Investment

The renewable energy system installed on our customers premises is funded by Healm Energy with no financial investment required of the customer



### 25% Electricity Savings

Customers will pay up to 25% less for the electricity they consume from the renewable energy system installed on their premises



### Emergency Battery Back-Up

The renewable energy systems are designed to supply our customers with emergency electricity during the event of a power outage from the grid. This is especially beneficial for organisations who suffer significant loss of revenue from power outages such as cold storage facilities and gaming venues



### Landlord Revenue Sharing

Landlords with commercial property may add value to their assets by installing a Renewable Energy System through our Power Purchase Agreement providing long term ongoing revenue



### Energy Price Guarantee

The price of electricity in Australia has increased on average by 113% over the last 10 years! Our Power Purchase Agreement locks in the energy pricing for a period of up to 25 years, that insulates you from the ever-increasing cost of electricity



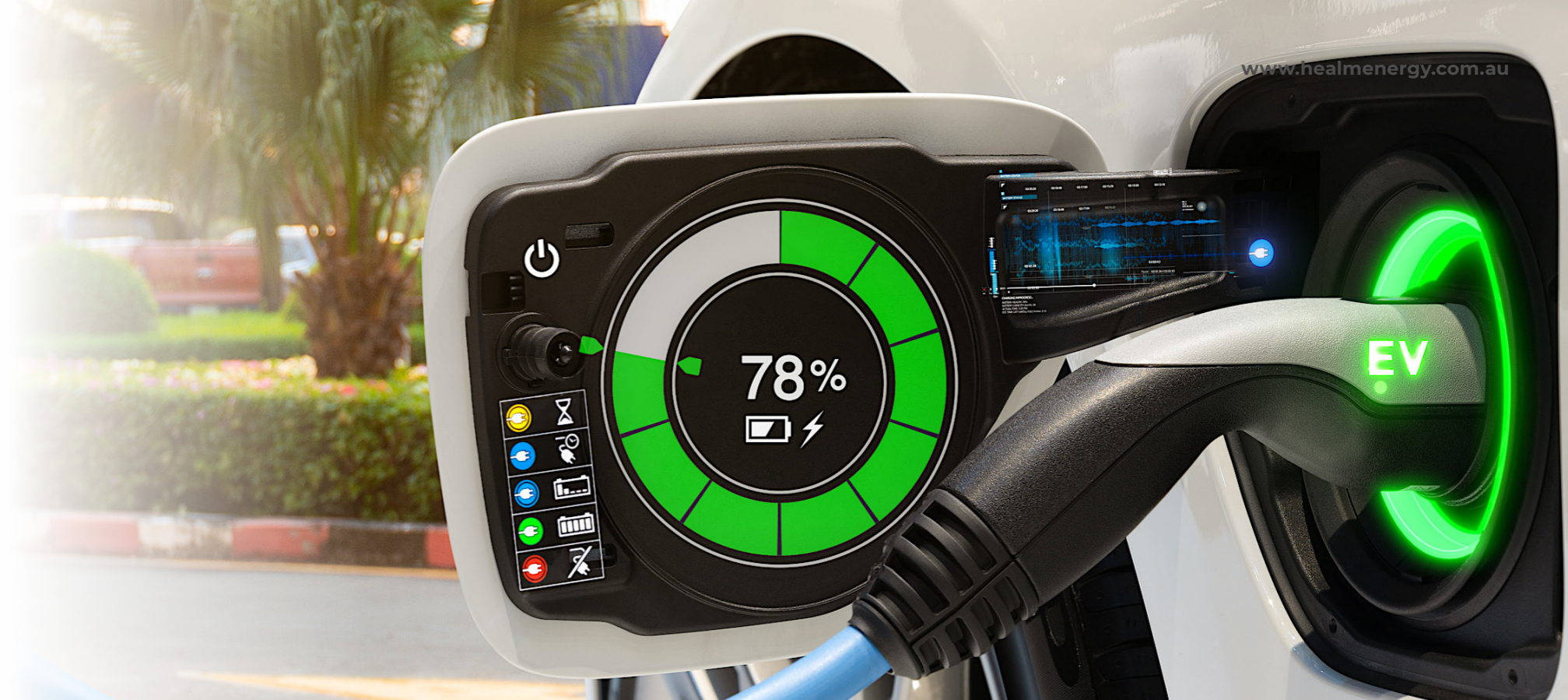
### Demonstrate Sustainability

Organisations that transition to renewable energy can position themselves as environmentally sustainable and improve their Corporate Social Responsibility profile. This can result in a competitive difference that helps them differentiate from their competitors and attract talented people

## Tailor an agreement that best suits your needs

Our Power Purchase Agreement allows you to tailor an offering that best suits your needs. If you consume more electricity than your roof space can generate, we provide an option to install a solar system over your carpark. This also offers great infrastructure to provide electric vehicle charging to your staff, customers and partners.

These options can be included in your Power Purchase Agreement with no financial investment required, it is incorporated into the cost of electricity you consume from the renewable energy system.



## Solar Carpark

Solar Carparks are a great way to increase capacity should your rooftop space be insufficient to generate the required power, they also demonstrate commitment to sustainability to customers, partners and staff.

With no capital investment, you may include the installation of a Solar Carpark with your Power Purchase Agreement and purchase the electricity the carpark system generates.

## Electric Vehicle Charging

The Solar Carpark provides the ideal infrastructure to install EV charging stations for use by your company's staff or if installed within a shopping centre by the centre's customers.

Our customers may choose to tailor their Power Purchase Agreement to provide staff with discounted or free charging when using EV charging stations, or a shopping center may offer free charging on low foot traffic days such as "free charge Tuesdays".

## Digital Signage

We offer the installation of digital signage within your premises that displays the volume of renewable electricity generated on site. The information displayed shows a number of comparisons such as the equivalent number of trees it took to capture the carbon emitted prior to installation, or the number of houses the system would power in real time.

***“By removing traditional hurdles businesses have when looking to invest in renewable energy, Healme Energy can help a significant portion of businesses transition from using dirty grid power to clean and sustainable energy”***



## Value for Landlords and Property Developers

Entering into a Power Purchase Agreement enables landlords and developers to generate an additional revenue stream that leverages their existing property assets. The renewable energy system generates electricity that is sold directly to their tenants providing them with lower energy costs, energy reliability and the ability to gain green environmental credentials. The generation and consumption of clean energy within the building will increase the buildings NABERS score, this will assist to attract higher value tenants and increased rental yields.



### No Up-Front Costs

The renewable energy system is funded and installed by Healm Energy. There is no financial investment required from our customers to get onboard!



### No Risk or Liability

We have state-of-the-art monitoring systems and are responsible for the ongoing maintenance and uptime of the system. We also provide all metering and billing services to tenants.



### Revenue Stream

Landlords with commercial property may add value to their assets by installing a renewable energy system that provides ongoing revenue for up to 25 years.

1

### Tenants with low power usage

Some businesses with large roof spaces may use relatively little power, currently, a system would be installed to meet the power needs of the occupier only covering a small amount of the roof space. By doing so, the landlord would miss out on significant potential revenue.

2

### The aim is to maximise revenue

We will populate your entire roofspace as our meshed network gives us the ability to transfer the excess power unused by the occupier to another business on our meshed network. This ensures we maximise the landlords revenue.

3

### The Healm Energy meshed network is the solution

Once the electricity grid is configured, our meshed network provides the ability to utilise all available roof space and maximise the potential revenue for both the landlord and Healm Energy.

## Track your Revenue and System Performance

We provide complete transparency with the Power Tracker App. You can view in real-time each renewable energy system operation at all locations and view the financial performance daily, monthly and since the commencement of your Power Purchase Agreement.



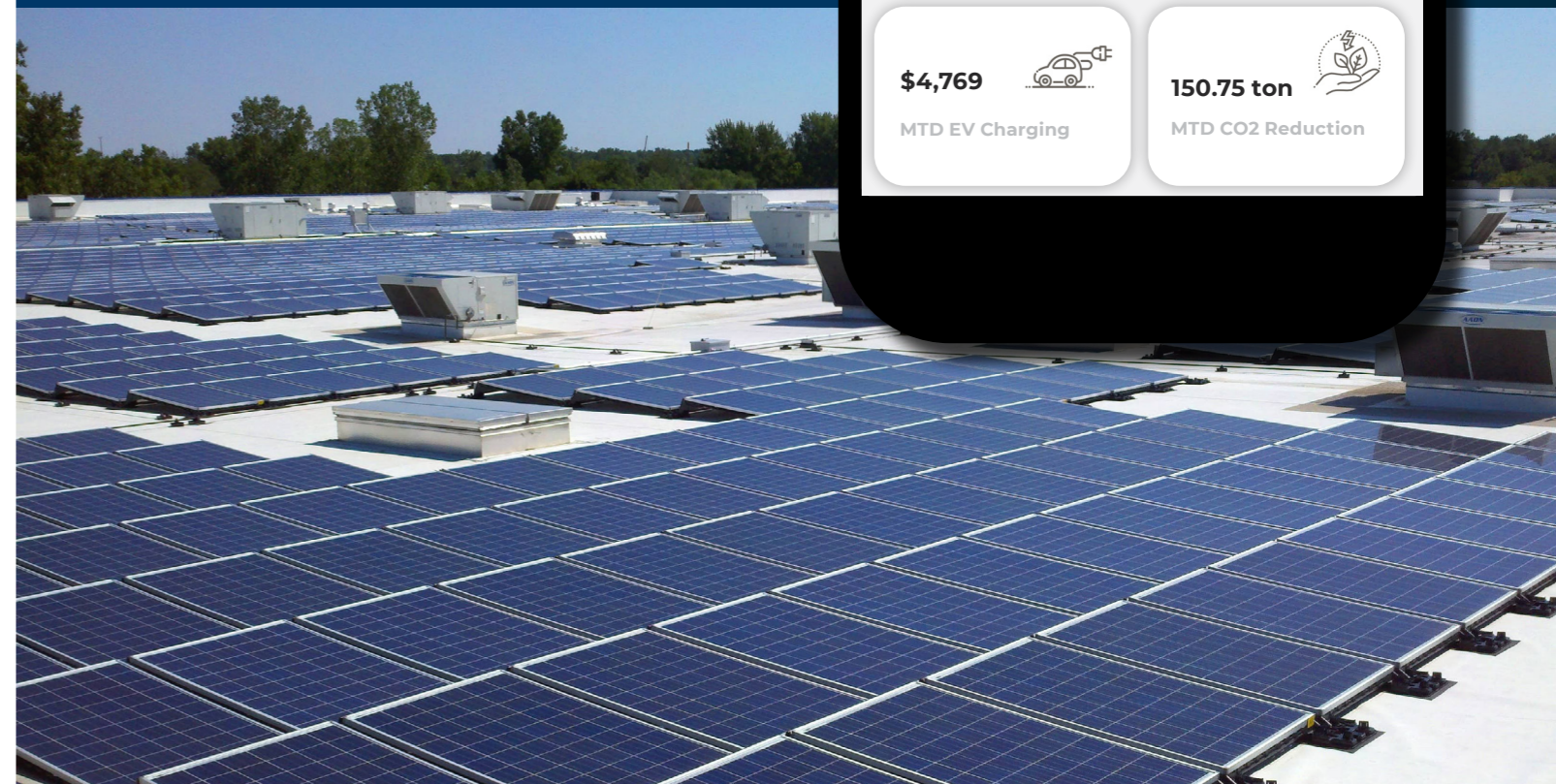
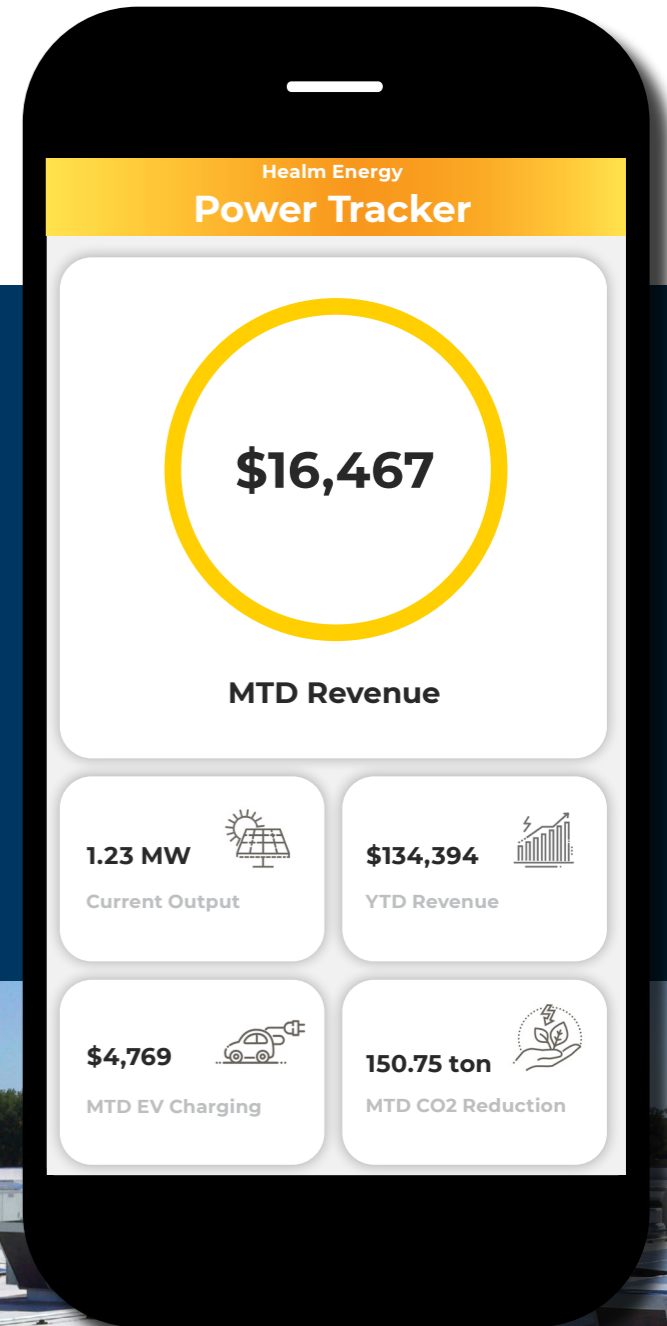
Track each revenue stream daily



Monitor the Renewable Energy Systems performance

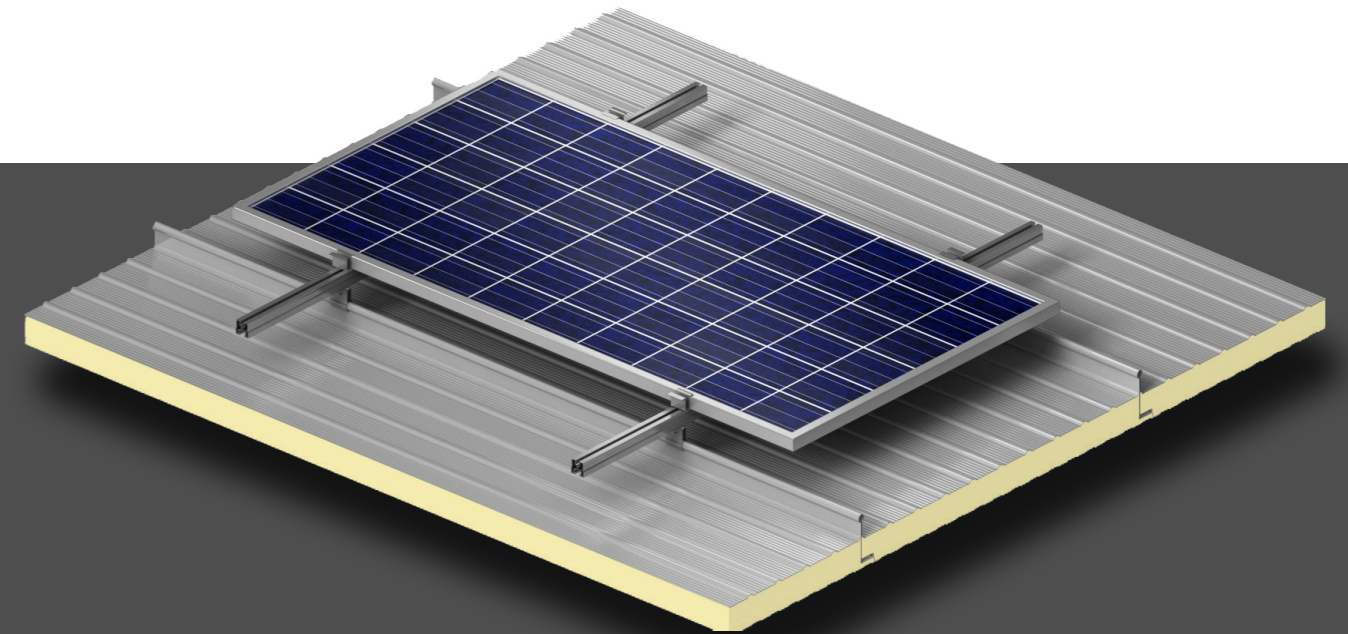


Understand your positive impact on environmental sustainability



## Solar array fixtures are specifically designed to eliminate the risk of water leaks

Commercial and industrial roof spaces are largely made up of klip-lok roof designs. Klip-lok fasteners are concealed eliminating the requirement for screw-fixing that penetrate the roof surface that reduces the source of leakage and corrosion over time. Klip-lok solar clamps fix to the rails of the klip-lok roof profile removing the need to penetrate the roof significantly reducing the risk of water leaks over time. The penetrations into the roof space for solar DC cabling is managed through a TopHat and rubber boot flashing that provides the best insurance against water leaks for the life of the installed solar array.



## Solar arrays decrease roof thermal conditions

A 2011 study at the University of California, San Diego demonstrated that during the day the roof surface temperature under a solar array was up to 38% cooler than the roof being directly exposed to the sun. It also showed at night the ceiling under the solar panels were warmer than for the exposed roof demonstrating the insulating properties of solar panels.



## The Customer Experience

Throughout your engagement with Healm Energy, you the customer are the center of everything we do. By navigating through the process to understand your requirements we develop a collaborative relationship that results in the best value for you, our customer.

All our people are purely customer focused and we pride ourselves on our communication and commitment to customer service.

Upon commencement of the agreement, you are assigned a personal Project Manager that is laser focused, ensuring the installation and commissioning is carried out professionally and efficiently with minimal disruption to your business activities.

We ensure any downtime required for installation and maintenance (which is minimal) is scheduled around your business activities resulting in minimal disruption.

## Management of Installation

Careful consideration is given to our customers business operations throughout installation and commissioning. The storage and location of materials throughout the installation is carefully planned with you and any interruption to your power supply during connection is managed to ensure there is minimal impact to your daily operations.

## Educating our Customers

We conduct a professional consultation with you to ensure we understand your electricity usage profile. The system can be designed many ways and will be tailored to suit your individual usage profile. Understanding your usage profile will ensure we maximise all available savings and revenues.

## Approvals and Certifications

All system approvals and certifications are obtained before the Power Purchase Agreement settles. In the event an approval or certification cannot be acquired the agreement cools off ensuring no commitment is required.

### Phase 1

#### OBTAIN ELECTRICITY INFORMATION

We collaborate with our customers to understand their power usage profile, customer requirements and obtain the electricity bills and meter data for analysis

### Phase 3

#### PRESENT POTENTIAL SAVINGS

We present the potential saving options, including additional components such as solar carpark and EV charging. Final concept is agreed and the PPA is signed

### Phase 5

#### INSTALLATION AND COMMISSIONING

Installation and commissioning of the renewable energy system is carried out in collaboration with the customer ensuring minimal disruption to business operations

#### ANALYSIS OF ELECTRICITY DATA

An analysis is performed to understand the requirements and design of the renewable energy system

### Phase 2

#### APPROVALS AND CERTIFICATIONS

The application for the Renewable Energy System to be installed on the electricity network is submitted and a structural engineering certification is completed

### Phase 4

#### GENERATE SAVINGS AND REVENUE

Once the Renewable Energy System is installed and commissioned, the customer instantly begins to benefit from consuming renewable energy

### Phase 6



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