



**Bright Source**  
Smart Solutions

## PPA (Power Purchase Agreements)

Capital-Free Solar Infrastructure Solution



# Why Bright Source?

Bright Source in association with Green Peak Energy provides substantial savings to most businesses by reducing their reliance of grid-sourced energy through utilising our capital-free solar infrastructure solution that requires no capital outlay cost from the business thus, removing the risk and or the costs associated with.

- ✓ Owning
- ✓ Installing
- ✓ Managing
- ✓ Maintaining
- ✓ Insuring
- ✓ Upgrading when beneficially relevant

## EPC Services (Engineering, Procurement & Construction)

**Engineering** disciplines Permitting, Civil, Structural, Electrical, High Voltage to provide efficient, reliable, and bankable solutions to our customers.

Our **Procurement** Team has extensive relations with industry's leading suppliers; ensuring access to materials to minimize supply risk while providing competitively pricing while meeting deadlines.

Our **Construction** partners works closely together to ensure all compliance is met throughout projects in order to minimise risk and maximise safety, quality, and schedule control.

## Managing Investment, Risk & Customer Service

### Investment & Risk Management:

Our investment partners ensure a well-planned risk analysis model to guarantee all NPV models are always met in order to achieve high-service continuity for clients while remaining profitable.

### Customer Satisfaction:

Our Customer Service team works closely with our monitoring systems personnel to make sure all potential problems are minimized before during and or after every event in order to reduce downtime cost for our clients and for our company.

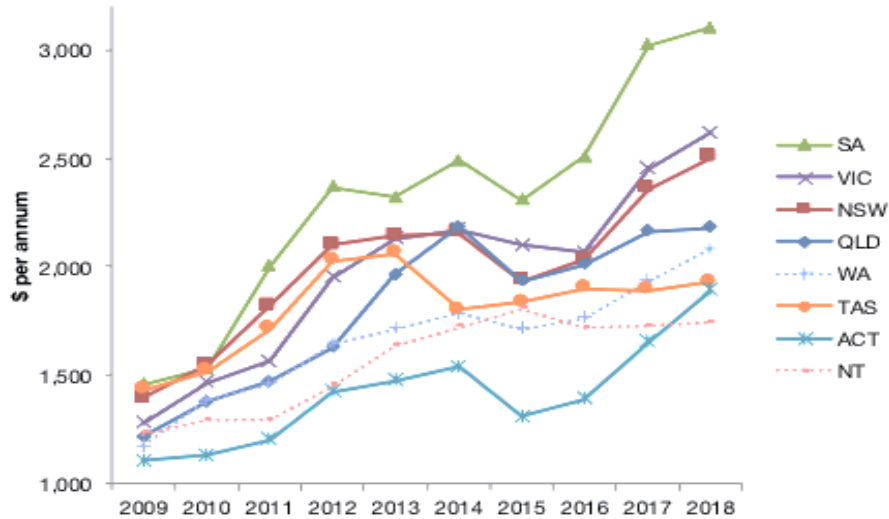
## Industry Experience & Competitive Pricing

Bright Source Solar Renewable experience has over 10 years of Industrial grade PV Solar EPC. We are passionate about our value proposition as the next chapter in renewable solar. We achieve this through:

- **Project Team:** Placing the right experience in the right position
- **Procurement:** Long-standing personal relationships with Tier I equipment partners
- **Construction:** Manage 100% of the project work
- **Process:** Efficient and constantly updated processes through project metrics

# The Opportunity

## Electricity Prices

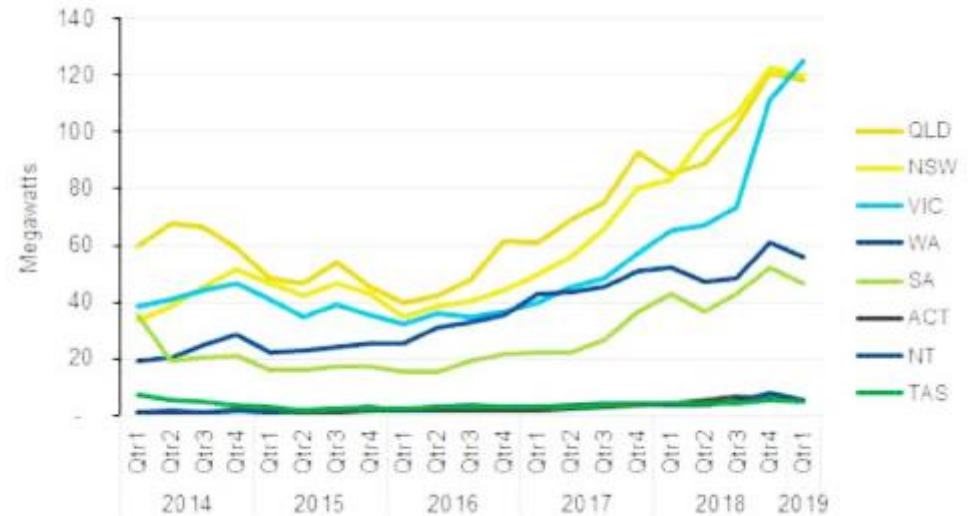


Electricity Price Increase

Despite the fact the solar industry has grown exponentially in Australia over the last 5 years, we still see majority of companies considering financing the acquisition of a solar system instead reinvesting the operating profits back in their business to improve their ROI.

This 'gap' represents a significant number of companies that wish to consider solar to reduce the energy operating expense but for one reason or another but are unable to do so.

## Solar Demand



Solar Installations

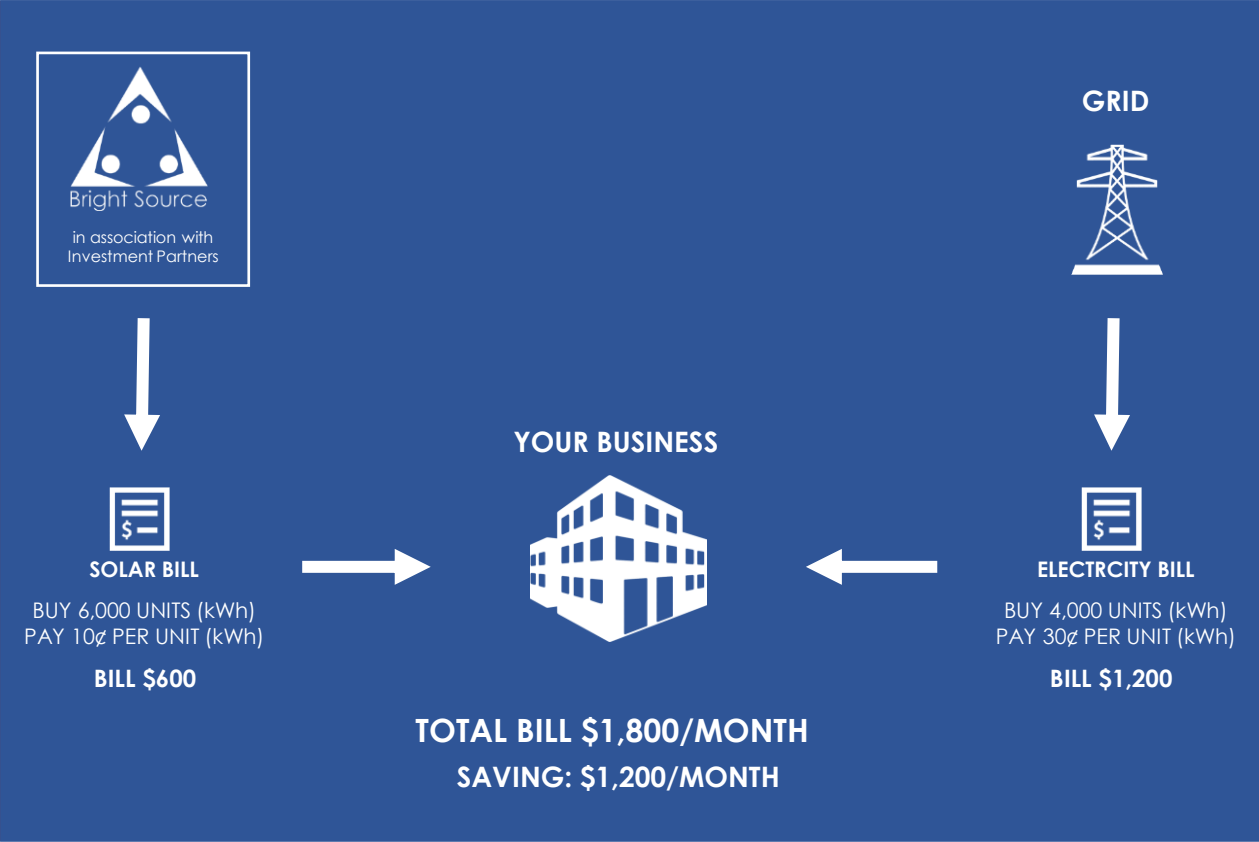
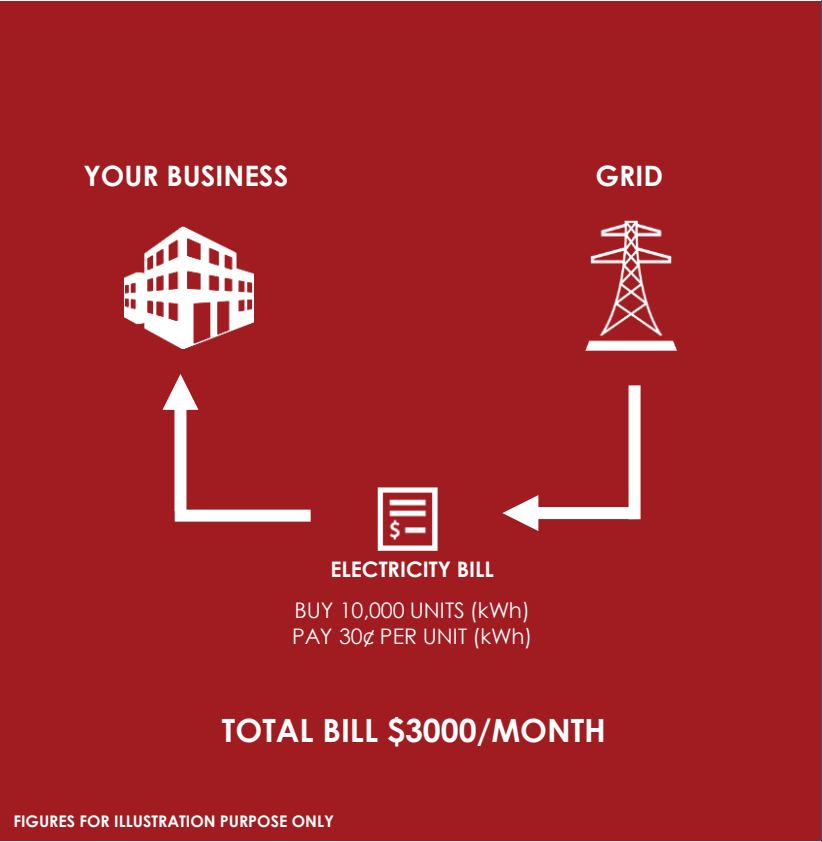
**68,000**      **500 MW**  
 COMMERCIAL SYSTEMS    10-100 kW SYSTEMS

**2018**  
 IN JUST ONE YEAR

# Capital Free Solar Solution Explained



## CAPITAL-FREE SOLAR SOLUTION



Current monthly expense of \$3,000 per month

Saving of \$1,200 per month with no capital outlay

# Case Study – 100kW System

## Executive Summary -


Bright Source have completed the analysis of the site has the potential to deliver significant benefits across key areas. opportunity provided. This

- Solar installation capacity of approximately **98 kW**
- Total savings for Year One from solar are projected to be approx. **\$ 14,351**
- Total estimated 10 Year savings from solar of over **\$ 164,495**
- PPA price of **11c/kWh** compared to current peak energy rates of up to **24c/kWh**
- Carbon offset for Year One of **150 tonnes** or the equivalent of almost **590,225** kilometre average passenger vehicle
- Delivers a strong Corporate Social Responsibility messaging to the wider community
- Empowers the facility to become 'future ready' for emerging technology and a changing environment
- Enables the company to replace approximately **24%** of grid-sourced electricity with solar

## Solar PPA Proposal - 98 kW System


Your Peak Rate\*

**24c**



PPA Rate

**11c**




.....

Details

Current energy usage (kWh/year)	\$13,756
Solar as % of overall energy	24%
Savings year one (excludes export revenue)	\$ 14,351
Savings over ten years (excludes export revenue)	\$ 164,495
Revenue from solar export year one	\$ 1,515
Total Benefit Year one (excludes savings and export revenue)	\$ 15,866

---

Consumption & Generation Profile





- ✓ Deliver a strong corporate social responsibility message to the community
  - ✓ Purchase energy that is **54% cheaper** than your current peak rate
  - ✓ Replace **24%** of your grid-sourced energy with solar
  - ✓ Offset **150 tonnes** of CO<sub>2</sub> in the systems first year of operation
- This snapshot is based on a desktop study and the figures shown are subject to change. All figures exclude GST. Assumes a Feed-in Tariff (FIT) of 11c/kWh for exported power. \*Includes retail, network, ADMS, environmental fees.

# Financing VS Capital-Free

(Cost Difference Over 10 years)



Cost heads	Financing		Capital-Free Solution	
	Not Included	Included	Not Included	Included
1. Cost of Acquisition & Finance		✓		✓
2. Installation		✓		✓
3. Commissioning		✓		✓
4. Maintenance	✗			✓
5. Management	✗			✓
6. Insurance	✗			✓
7. Upgrades	✗			✓
8. Natural Disasters	✗			✓
9. Recurring Roof Rental	✗			✓
10. Increased Property Value	✗			✓

# Operational Charges – 100kW System

(Est. Cost of ownership valued at \$1/watt x 100kW = \$100,000)

(Est Unit Produced = 1.3MWh , Est. Unit Rate = 13.3¢)

Cost Heads	Occurrence	% - Value	\$ - Value	Cost over 10 years
Acquisition & Interest	per year x 7	5%	\$17,500	\$123,000
Management	per year	3%	\$3000	\$30,000
Maintenance				
Insurance				
Part Replacement- Post Warranty	after 10 years	20%	\$20,000	\$20,000
Technology Upgrades	After 10-15 years	TBA	TBA	TBA
Natural Causes	Unpredictable	TBA	TBA	TBA
			<b>Total</b>	<b>\$173,000</b>

# Our Value Proposition

(Over 30 years)



1	<b>Provide you Fixed rates</b> (of up to 50% below the grid source energy rate and sometime even higher)
2	<b>EPC – Designing, Installation and Commissioning</b> (Engineering, Procurement & Construction)
3	<b>Maintenance, Management &amp; Insurance</b> (24/7 for duration of agreement)
4	<b>Free Technology Updates when beneficially relevant</b> (Increase efficiency per sqm once solar panel technology advances)
5	<b>Roof Rental</b> (Recurring \$\$\$ based on Tenant's kWh usage for duration of agreement)



# Benefits to Stakeholders



Capital-Free Solar Infrastructure Investment is a unique rare example of a deal where everybody wins

## TENANT

- ✓ No Capital outlay and or recurring maintenance and insurance costs
- ✓ Direct Financial Benefit
  - at 5% Cap rate each \$1 roof rental we pay adds \$20 in value to your building
- ✓ Property Value Increase (3-9%)
- ✓ Increase Tenant Demand
  - And/or Attract High Quality Tenant
- ✓ Increase Green Credentials of building
- ✓ Future Proof
  - environmentally friendly properties
- ✓ Low Risk

## LANDLORD

- ✓ Substantial Savings
  - (by reducing reliance of grid-source energy)
- ✓ Zero Capital and Maintenance Costs
- ✓ Removal of Risk and cost associated with
  - Owning
  - Managing
  - Maintaining
  - Insuring
- ✓ Upgrading (When beneficial)
- ✓ Green credential for the business
- ✓ Locked in rates for 30 years

Engage with



**Bright Source**  
Smart Solutions

## **OUR LOCATIONS**

### **Head Office:**

2/42 Sabre Drive, Port Melbourne. VIC  
3207

1300 263 077

[sales@brightsource.com.au](mailto:sales@brightsource.com.au)

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

