cyanergy

COMMERCIAL & INDUSTRIAL

ACTIVITIES PROJECT INTRODUCTION

WHY CHOOSE US

Renewable and energy efficiently solutions are becoming a growing industry and a most beneficial one. Like with any other feature of your business, you want to choose only the most experienced and reputable solar companies to collaborate and partner with for many years to come.

Unlike many newer competitors, we offer experience and know-how, a long-term commitment, affordable and honest financing options and guaranteed positive ROI.

1,500+

Number of commercial lighting projects completed.

300,000+

Successfully completed energy upgrade projects across Victoria and NSW.

144+

Number of commercial solar projects completed

CLEAN ENERGY COUNCIL APPROVED SOLAR RETAILER

SUSTAINABLE CERTIFICATION ISO 9001

JAS-ANZ WWW.JAS-ANZ.ORG/REGISTER

energy savings Industry Association

CLEAN ENERGY COUNCIL ACCREDITED DESIGNER

SUSTAINABILITY

At Cyanergy, we are committed to being an excellent Australian citizen. We provide the tools needed to solve Australia's greatest problems of today and prepare for tomorrow.

Our goal is to protect our world's resources; and influence customers to reduce our collective environmental impact through renewable energy and energy efficiency solutions to build a sustainable future.

OUR GUIDING PRINCIPLES

1

Enable our customers to use renewable and energy efficiency solutions to better deliver sustainability solutions. Provide colleagues with the training and resources needed to be environmental stewards.

2

Make customers, suppliers, and distributors aware of our sustainability practices and encourage sustainable management practice adoption and learning.

3

Continue improving the sustainability of our operations by assessing the impact of existing practices, identifying new opportunities, and evaluating our sustainability goals.

4

Comply with all applicable legislation, regulations, and codes of practice and exceed environmental standards where practicable.

We've helped companies like these and many more reduce energy cost, increase overall savings and reduce their carbon footprint.

Cyanergy create, supply, install energy efficient and renewable energy commercial grade solutions throughout Australia.

INCREASE PROFIT

Renewables will give you the leg up on competitors and increase your profit margins. Smarter Energy makes for a healthier business.

REPLACE

Explore low carbon solutions for your energy needs, including renewable energy contracting options, on-site renewable solutions, government energy schemes and investing in new technologies that will lower emissions.

UNLOCK GROWTH

By being less reliant on old school energy sources - and becoming your own producer and supplier of energy - you'll reduce wastage and increase your business' efficiency.

SOLAR

LIGHTING

HEATPUMPS

AIR CONDITIONING

OUR SOLAR PROCESS

Our process begins with the delivery of a customized energy saving system that maximizes energy generation based on the available space and meets energy requirements of the business.

EVALUATION

Evaluate your energy requirements by:

- Discussing your goals in detail
- Examining your site and electricity usage
- Directing incentives and local regulatory codes
- Recommending a solar system that best suits your needs
- Offer the best quote

SITE AUDIT

Site visit and proposal

We visit your site to check the initial details such as roof area, amount of sunlight it gets, electrical systems, and energy consumption. We then present the final proposal, showing exactly how much you can expect to save

FINAL DESIGN

Designing your system

After site assessment, your solar system is finalized that meets your energy needs and engineer a final structural and electrical layout.

INSTALLATION

System installation

Our installers work on the installation plan without disturbing your day-to-day operations. Our team finishes the installation in a timely, safe and resourceful manner. We test the system before going live. Finally, the solar system is live and generating energy. Post-install performance of the system is monitored to ensure maximum efficiency and ROI.

CASE STUDY
Commercial Joinery Company
Dandenong, VIC

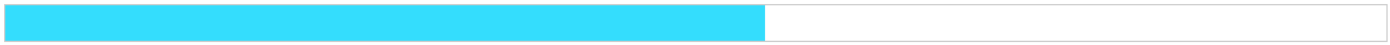
INVESTMENT	PAYBACK PERIOD	MONTHLY SAVINGS	SYSTEM SIZE	GENERATION
$75,000.00	6 Years	$1017.67	99.82KW	127.75 MWh

YEARLY COST BEFORE SOLAR

$29,755.92

YEARLY COST AFTER SOLAR

$14,700.20



Commercial Joinery Company was established in 2006 and is a specialist industry leader delivering joinery services to commercial clients.
With power bills of over $30,000 per year, Commercial Joinery Company asked Cyanergy to propose a suitable commercial solar solution.

Installing a commercial solar system for your business is a straightforward decision. As with all business investment decisions, it is all about the Return On Investment (ROI). When proposing a commercial solar system for a business, Cyanergy examines the current power usage patterns and designs a system that suits their requirements.

Using an advanced satellite-based solar mapping software, Cyanergy maps the solar panels onto the roof. The software takes into account the location, panel model, panel tilt and orientation to produce a report that gives the estimated output of the system allowing us to calculate estimated yearly savings and payback time.

CASE STUDY
Tixana Pty Ltd
Campsie, NSW

INVESTMENT	PAYBACK PERIOD	MONTHLY SAVINGS	SYSTEM SIZE	GENERATION
$44,920.00	38 Months	$907.50	40.33 Kw	51 MWh

YEARLY COST BEFORE SOLAR

$13,520.00

YEARLY COST AFTER SOLAR

$2,630.00

In NSW, Tixana Pty LTD is an Australian-owned food production company that specializes in kosher, gluten-free, and halal snacks. We had the opportunity to collaborate with Tixana, and understand their energy needs, and to provide the right solution.

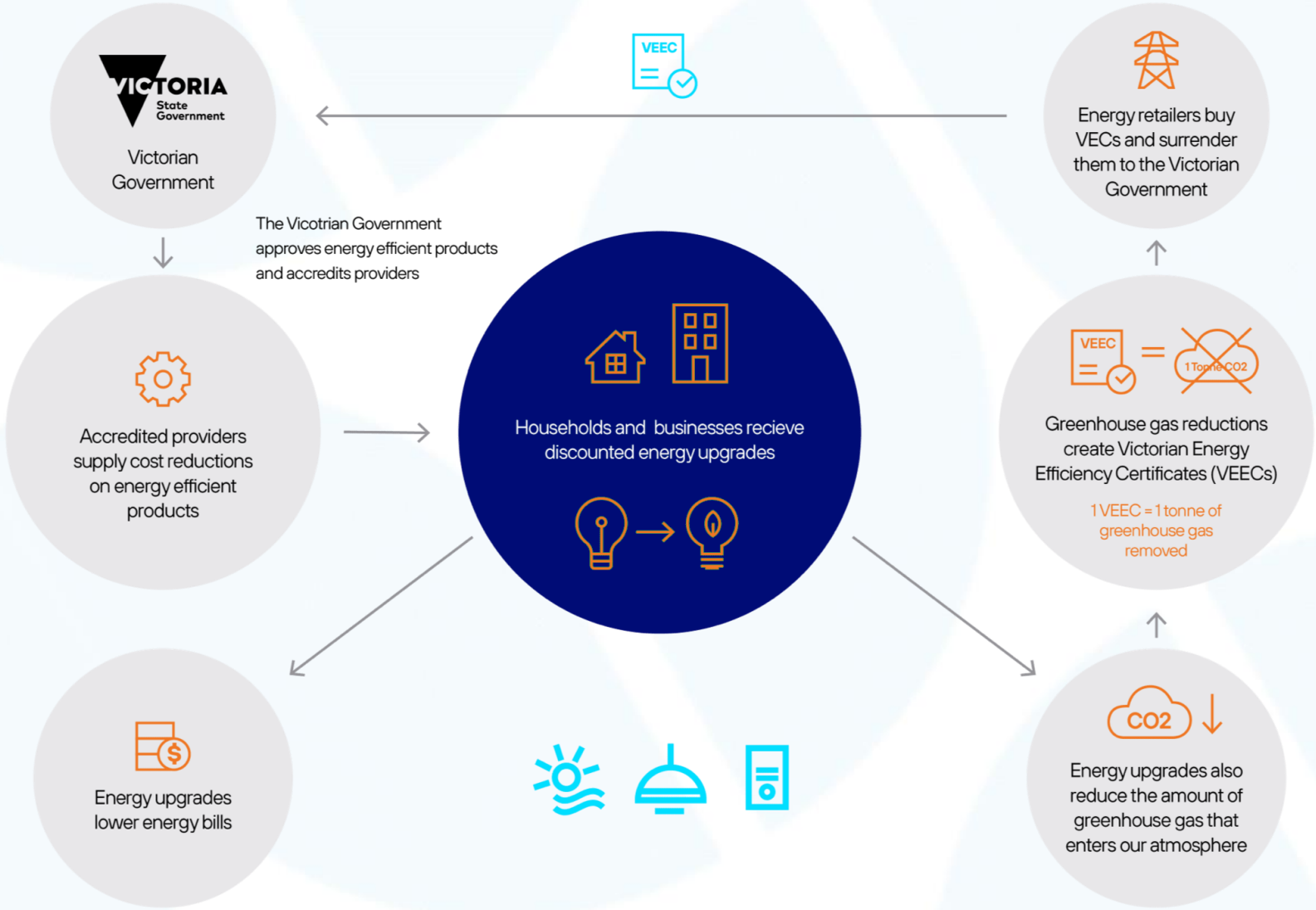
The solution came in the form of a 40.33kW solar system. With a capacity of 370W for each of its 109 solar panels, all of which are from the Tier-1 manufacturer Longi Solar, the facility now has the potential to generate 180kWh of power under ideal circumstances. Tixana produces about 139.824kWh of power with their 40kW solar system, which is unquestionably a fantastic result in NSW conditions. With their enormous food production demands, Tixana can now not only supply power for their facility, but also export some of it back to the grid.

A monitoring setup was also included with the solar installation. The setup is necessary since it gathers and shows real-time data on generation and consumption. The ability to further revamp energy practices and unearth efficiencies in the data is highly beneficial to the company.
After installation, they saved $586.15, or 52%, on their power cost, thanks to solar being a substantial power source for their production facilities. They have reportedly saved up to $10,961 so far from the date of installation.

We Have **Access** To
Energy Upgrade Programs.

To help **businesses access incentives** for large and custom **Victorian & NSW Energy Upgrades projects** that help you save!

HOW DOES IT ALL WORK?



SOLAR (STC and LGC)

THERE ARE TWO SCHEMES THAT WE ARE PRIMARILY DEALING WITH

Renewable Energy Target:

The federal government of Australia introduced Renewable Energy Target - RET- in 2008. Under the RET , there are two schemes that facilitate the large-scale power stations, as well as the owners of small-scale systems, with Large-scale Generation Certificates -LGCs- and Small-scale Technology Certificates -STCs-, respectively.

Victorian Energy Target:

A Victorian Government initiative that encourages investment, employment, and innovation in the energy efficiency space. This can help you save money on upgrade costs, reduce your energy bills, and help the environment by providing access to discounted energy efficient products and services.

RET: DIFFERENT TYPES OF CERTIFICATES

Two Types of Certificates

- Small Scale Technology Certificates (STCs) – Less than 100 kW
- Large Scale Generation Certificates (LGCs) – More than 100 kW

Small-scale Technology Certificates

- Under the Small-scale Renewable Energy Scheme -SRES- of the federal government of Australia, Small-scale Technology Certificates -STCs- can be generated.
- In each quarter of the year, liable entities are legally obliged to buy and surrender a certain number of certificates to the CEC. STCs are provided on the basis of expected power generation of the system in concern, from the date of installation till 2030.
- STCs calculation depends on the following variables:
  - Size of the system
  - Installation Zone
  - Date of installation
- As per the size variable, the bigger the system size, the more energy it will be replacing from non-renewable sources to renewable sources. Therefore, it will generate more STCs.

STC Zones

Zones determine the amount of STCs that can be generated.

Zone	Rating
1	1.622
2	1.536
3	1.382
4	1.185

Solar (STC and LGC) - Process

- Initial Appointment Setting – Customer receives a call from our friendly staff member to give a brief introduction on solar and the benefits. Subsequent appointment booking according to the customer's availability is done.
- Solar Consultation– Our business development managers meet with the customer. They will do a preliminary site assessment, collect information such as electricity bill and interval data request form
- Quote Handover – A custom quote based on the customer's preferred products are handed over to them for the subsequent review and acceptance
- Thorough Site Inspection – Done by CEC accredited designer and installers
- Solar Business Program and Finance Assistance – If the customer is eligible for the Solar for Business Program (VIC) and/or if the customer has opted for finance payments, all assistance is provided to the customer for completing these applications.
- Grid Connection Preapproval - Cyanergy applies for grid connection preapproval to the relevant DNSP
- Scheduling Installation – Upon approval of the customer's solar for business program and/or finance applications, our friendly staff members contact the customer to schedule the installation for their property according to their availability.
- Installation – Our highly qualified CEC approved installers installs the system for your property with additional support from our in-house engineering team.
- Post Installation Checks – The installation will be inspected by an independent electrical safety inspector and furthermore, our compliance team undertakes rigorous quality checks on the installation.
- Grid Connection - Our Operations team members further facilitates the grid connection of the installed system to the customer's respective electricity retailer.
- Ongoing Support – Impeccable after-sales support is provided by our in-house engineering and customer service team members for the installed system post installation.

Large Scale Generation Certificates

- The Large-scale Renewable Energy Target (LRET) incentivises investment in renewable energy power stations, such as wind and solar farms, or hydro-electric power stations, by legislating demand for large-scale generation certificates (LGCs).
- However, the investment in the large-scale generation power plants have been significantly increasing and have exceeded the generation level need to meet RET. This has resulted in shifting demand into future and have brought forward a fall in LGC prices. The solution for this is **Victorian Energy Upgrades scheme.**

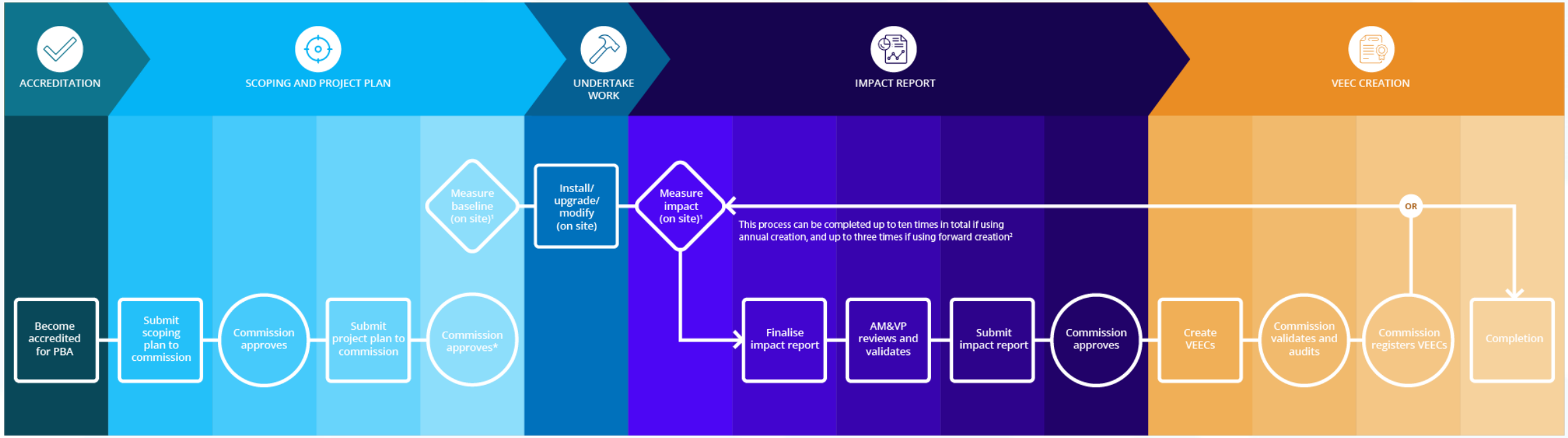
SOLAR (VEEC)

Victorian Energy Upgrades Scheme

- Victorian Energy Upgrades scheme has introduced a new activity under their umbrella called ***Project Based Activities***
- This can tackle the falling prices of LGCs and greatly benefit the customer who is looking for a medium scale to large scale system (>100 kW) by providing greater financial rebates either upfront or on a yearly basis

Our Project based Activities map below

The below map shows what steps we will need to take on your behalf to enable you to save on your upcoming energy project.
Our team of project management will take care of the below, ensuring the process we handle the process from start to finish and you get to enjoy the savings at the end.



1. The baseline and impact measurements must be completed before the end of the stage indicated. These measurements may take up to 24 months. In some special cases, the baseline can be measured after the work is completed.
2. Please refer to our guidance documents for more information on reporting and VEEC creation cycles.

* You can start undertaking work on site before this stage is completed.

□ Indicates something you must do.

◇ Indicates a milestone you must complete.

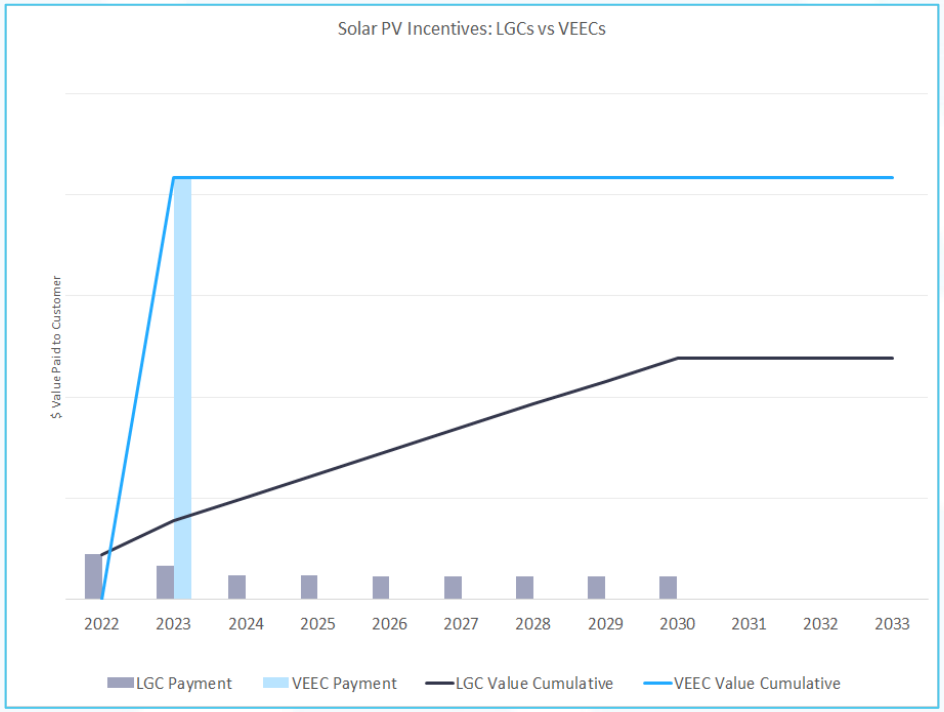
○ Indicates something the commission must do.

Project Based Activities

- Project-based activities or PBA help businesses access incentives for large and custom Victorian Energy Upgrades projects.
- Contrary to the deemed activities, this provides businesses flexibility to access incentives and offset the cost of their energy efficiency improvement projects.
- Relies on site specific measurements to determine a project's baseline and post-activity energy consumption – Meaning emission reductions and incentives are calculate more accurately.
- Bonus: Potentially allow multiple technologies, techniques, upgrades and abatement methods to be combined in one project.

Payback comparison: VEECs vs LGCs

- The incentives for VEECs are far more lucrative than LGCs due to:
  - Significantly shorter payback period due to forward creation as opposed to annual savings of LGCs
  - Declining price trend of LGCs
  - Higher spot price of VEECs
  - Multiple possible avenues: VEECs only or VEECs + STCs



Process

Initial Site Assessment

- Initial Lead Generated
- Collection of all documents
- Preliminary costing done
- Sales presentation
- Confirmation of Upgrade from Customer

Thorough Site Assessment and Data Collection

- Reassess the eligibility and suitability of the premises
- Thorough preliminary check
- Commercial site inspection

Preparation & Approval of Scoping Plan

- Detailing project background, timeline, energy savings and greenhouse gas emissions
- Submission of scoping plan to ESC

Finalised Quote Approval

- Variations to be incorporated
- Customer signs off on the finalised quote

Preparation and Approval of Project Plan

- Project report comprising of detailed description, project boundary, modelling and calculation approach.
- Submission of project plan to ESC

Installation and Decommissioning

- Installation carried out by certified electricians and/or CEC accredited installers
- Customer signs off on the VEEC assignment form

Impact Assessment and Validation

- Post installation checks carried out (Desk and Field Audits).
- Measurement of operating period
- Forward creation by comparing an operating energy model with the baseline energy model.
- Validated by AM&V professional

PROJECT INELIGIBLE IF

Please see below areas that would mean your business would not be eligible for the VEC's program.

- The upgrade works have already commenced – this is a firm requirement of the regulator
- Covid impacts are significant and cannot be adequately modelled or excluded (NB Solar VEECs projects may superimpose baseline and operating periods)
- It is part of a mandatory requirement (e.g. building code compliance)
- It results in or from reduction in service, production or safety levels
- It involves lighting products that are not approved on the ESS/VEU product registers
- Replaced equipment is not disposed of (i.e. cannot be refurbished, re-used or sold)
- Site floor area or production levels change significantly in the 12-18 months before or after upgrade

THANK YOU!

Cyanergy Pty Ltd. | www.cyanergy.com.au

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