

It's YOUR Energy Company™

EXPLORING ENOVA'S TRANSFORMATIVE INITIATIVES IN THE COMMUNITY ENERGY SECTOR

WHAT IS ENOVA?

Australia's first community owned energy retailing company

Established to

- Assist the community to reduce carbon emissions
- Benefit the community

BACKGROUND TO ENOVA



Developed in response to regional community concerns

- Climate change and
- Coal seam gas mining
- Community demand for more renewable generation

The gap – a community retailer needed

- 2015 Feasibility Study > Business plan
- Retail Licence application + Prospectus
- Capital raised

CAPITAL RAISING



Meet Your New
Energy Supplier:
YOU !

enova COMMUNITY OWNED RENEWABLE ENERGY
It's YOUR Energy Company™

Take the power back at:
enovaenergy.com.au



Meet Your New
Power Broker:
It's YOU !

enova COMMUNITY OWNED RENEWABLE ENERGY
It's YOUR Power Company™

Take the power back at: enova.com.au



- **Capital raise: Late August to December 2015**
- **30+ events in region plus Sydney Brisbane and Newcastle**
- **Story is one of community**
- **1100 investors, 75% from region**
- **\$4m raised**

2016 set up systems > June first customers



Enova Community
Energy Ltd
Holding Company

Enova
Energy Pty
Retail Arm
Energy
Solutions
Arm

Finance arm
(to come)

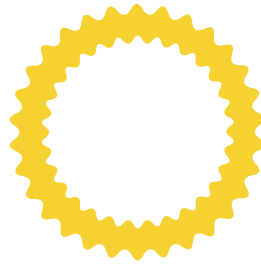
Enova
Community
Ltd
Not for
Profit



HOW DO WE BENEFIT THE COMMUNITY?

- ✓ Retain OPEX and profits in the region
- ✓ Create direct and indirect employment
- ✓ Majority community-owned = majority returns to community
- ✓ Half returns to social benefit projects to assist all to access renewable energy
- ✓ A model and hub for other communities

HOW DO WE REDUCE CARBON EMISSIONS?



Enova's retail licence means

- ✓ Communities can choose where their power will come from
- ✓ Focus on sale of renewable energy
- ✓ Support and facilitate community generation projects
- ✓ Offer best FIT available, encourage more renewable tech on houses, businesses

AND EDUCATION!



HOW WE OPERATE

- Focus on purchasing energy from community scale renewable generators at premium price
- Subsidise additional cost to our customers: renewable energy at “a coffee a week”
- Initially not enough projects in region to supply customers so broader focus
- Progressively grow local supply so communities can see their suppliers

THREE EXAMPLE ANNOUNCEMENTS



Kick starting local renewable generation

Product: Renewable Development Initiative
Contribute 13% of bill to fund to assist develop local community generation

EOI called to supply Enova and its customers with renewable energy

Call for community renewable energy projects we can support by purchasing the energy to meet our customers' needs

MOUs entered into for 3 projects

SolarShare Canberra
Byron Shire Council and COREM
CE4G (Goulburn)

THE TASK AHEAD



- Gain 5 -8k customers over next 2 years and provide them good service
- Demonstrate success of community model in:
 - ✓ acquiring and retaining customers
 - ✓ facilitating community generation
 - ✓ facilitating community benefit projects



Then replicate!

- Our licence allows us to sell across NEM (Vic aside)
- Our back-office systems are scalable
- We can shape relationships /partnerships to meet the needs of other regional communities

Vision

- Communities powering themselves across Australia



ANY QUESTIONS?

WWW.ENOVAENERGY.COM.AU



If we are to avoid the worst of man made climate change we need to urgently move away from the current business model of the large energy companies

Switch to Enova, your energy company

- **Profits DO NOT go back to supporting fossil fuel generation or CSG mining**
- **Profits stay in local communities and reinvested in building community owned renewable generation**

Dedicated to transitioning the region from fossil fuel to local renewable energy

