

GREENSYNC

WATER AUTHORITY DISCUSSION

CUSTOMERS AND PARTNERS

T&D Networks



Energy Retailers



Battery Storage



Precincts



C&I



GREENSYNC

WATER UTILITIES ARE IDEALLY SUITED TO PARTICIPATE

- **Discretionary Load**

- Large electrical assets which can be run using flexible schedules



- **Back-up Generation**

- Diesel plant which can participate

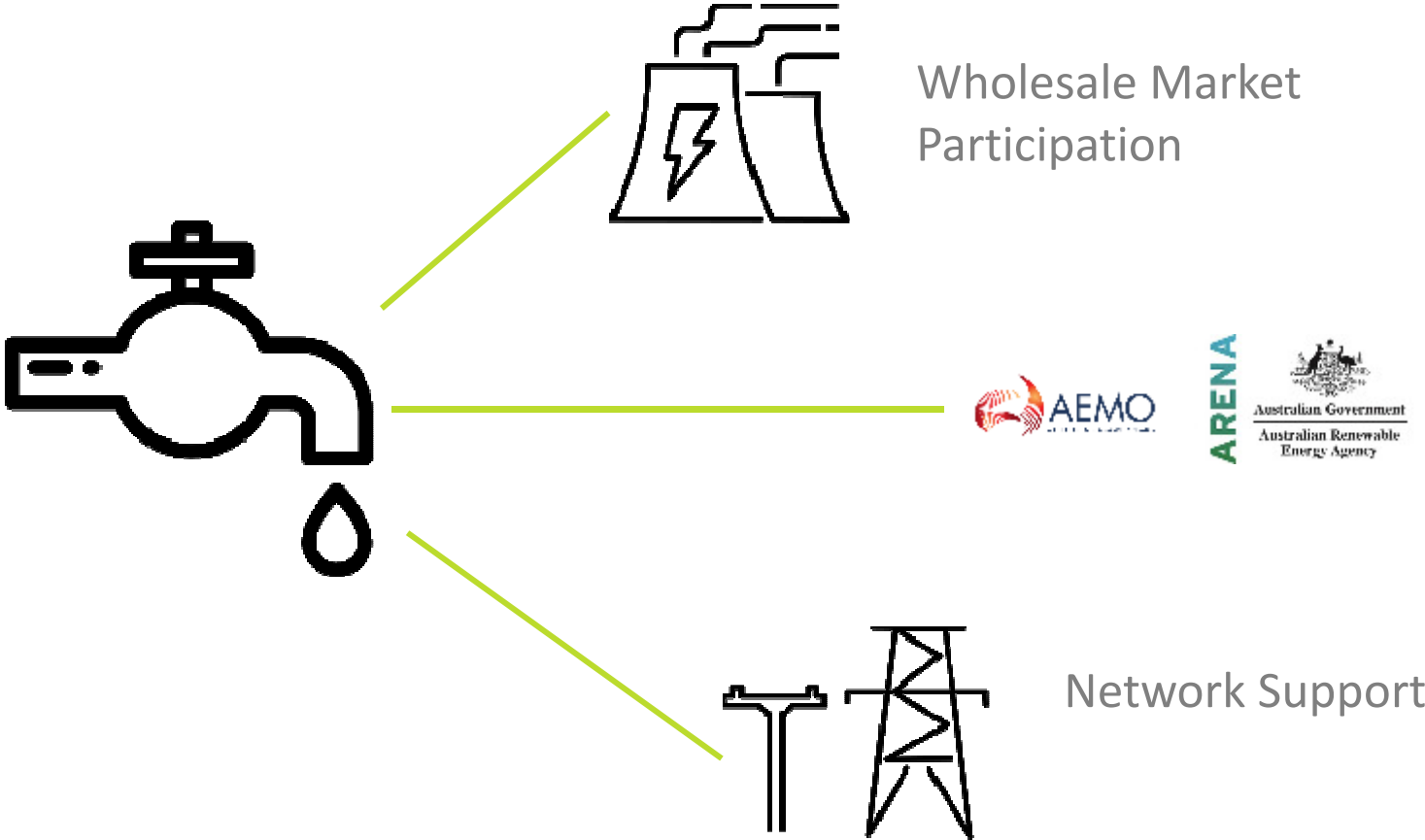


- **Control Systems in place**

- Centralised control systems lower the cost of integration and automation

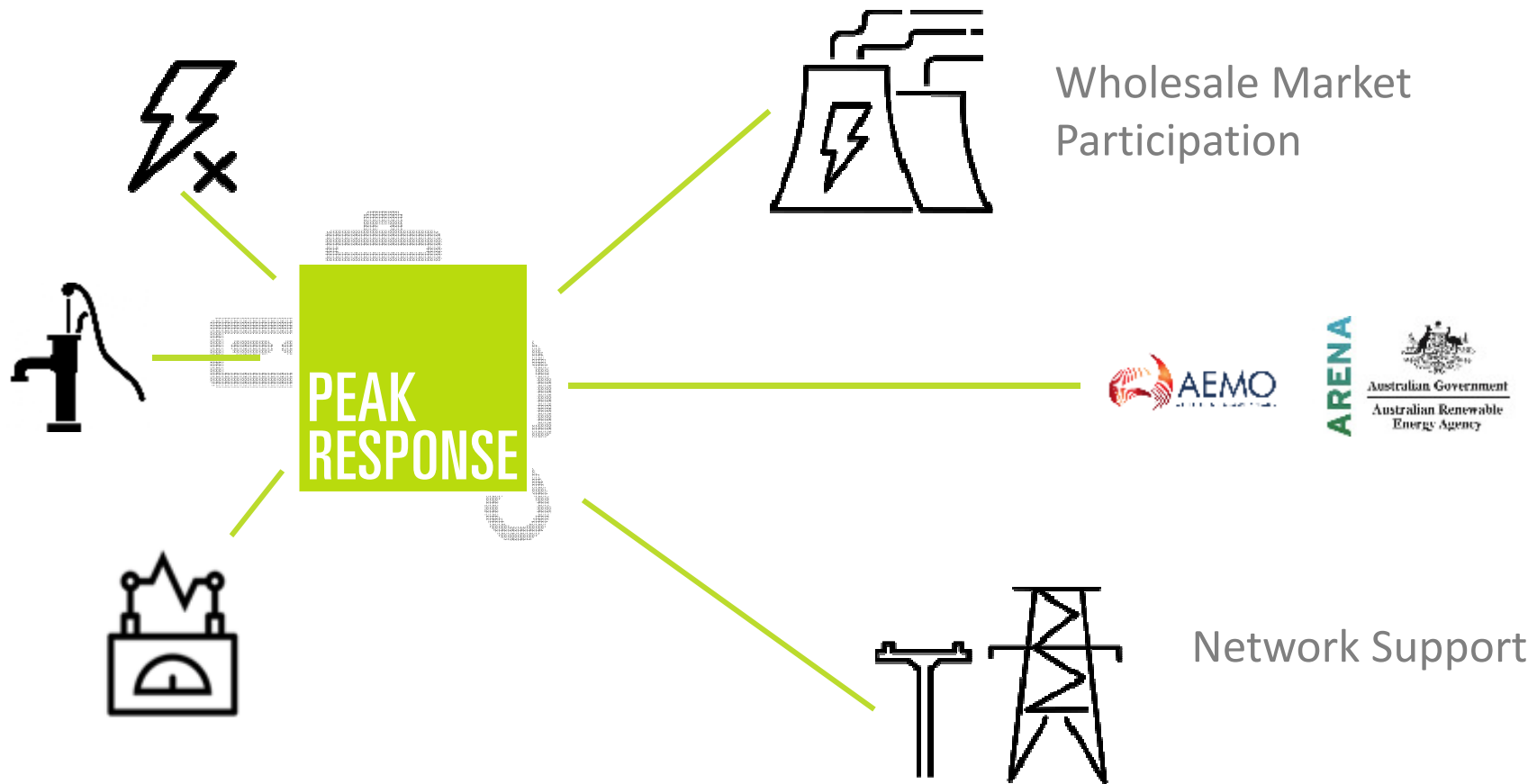


SIGNIFICANT OPPORTUNITY

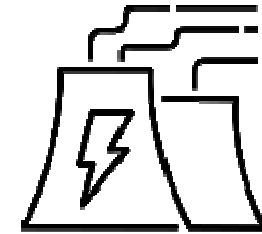


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SINGLE INTEGRATION: MULTIPLE BENEFITS



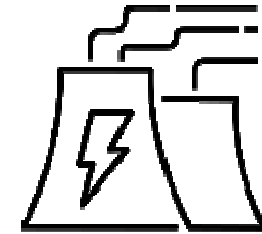
WHOLESALE MARKET PARTICIPATION



Two approaches:

- **Direct**
 - Where wholesale strategy is in place
 - Acts as a physical hedge to complement financial products
- **via Retailer**
 - Offer your assets to a Retailer so that they may use them as a physical hedge

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CY18 CAPS worth \$110K per MW per annum
Retailers will offer reduced pricing in exchange
for automated curtailments

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CASE STUDY

KYNDALYN PARK



CLIENT **KYNDALYN PARK**

PRODUCT **PEAKRESPONSE™**

INSTALL DATE **APRIL 2016**

PRECINCT SIZE **3MVA**

LENGTH OF SERVICES CONTRACT **3 YEARS +**

HARDWARE UNITS **3**

CONTROL POINTS **2**

Kyndalyn Park is a great example of a savvy business that knows there are financial benefits to engaging directly with the wholesale electricity market.

GreenSync has teamed up with an energy retailer to deliver a retail electricity and peak demand management solution for the agricultural processing and irrigation facility, located in rural Victoria.

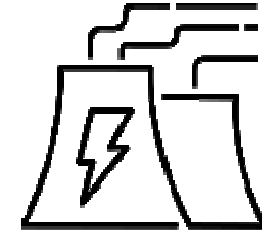
GreenSync provides Kyndalyn Park a response mechanism via its software platform, that advises of energy prices in

30 minute intervals. Using its existing generation capacity, Kyndalyn Park switches from grid to back up generation when prices are high, (a strategy known as tariff arbitrage) and procures wholesale electricity based on market prices.

Given the need to run generators regularly, monetising the use of a back up generator is a smart way of deriving value from an asset that often sits idle.

GREENSYNC

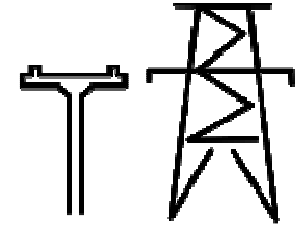
WHOLESALE MARKET PARTICIPATION



Another example:

- Large commercial user in South Australia
 - 10MW of load
 - 3MW of generation
- Three Peak Response Units used to automate generation assets
- Average savings \$21.9k per month
 - Largest month \$118k

NETWORK SUPPORT



Two benefits streams:

- **Demand charge management**
 - Reduce monthly energy bills

- **Network support programs**
 - Lower Mornington Peninsula
 - AusNet Critical Peak Day
 - Flemington
 - Others evolving

We will keep you
informed of
upcoming
opportunities



CASE STUDY

TURI FOODS



CLIENT **TURI FOODS**

PRODUCT **PEAKRESPONSE™**

INSTALL DATE **NOVEMBER 2015**

PRECINCT SIZE **600 KVA**

LENGTH OF SERVICES CONTRACT **3 YEARS +**

EXPECTED BENEFIT **\$100K (3 YEARS)**

HARDWARE UNITS **3**

CONTROL POINTS **2**

Energy security is a key priority for Turi Foods, a broiler farm located on the fringe of Melbourne. The opportunity to participate in demand response was readily embraced by Turi Foods as a way to both support the local electricity grid and earn payments for peak time electricity curtailment.

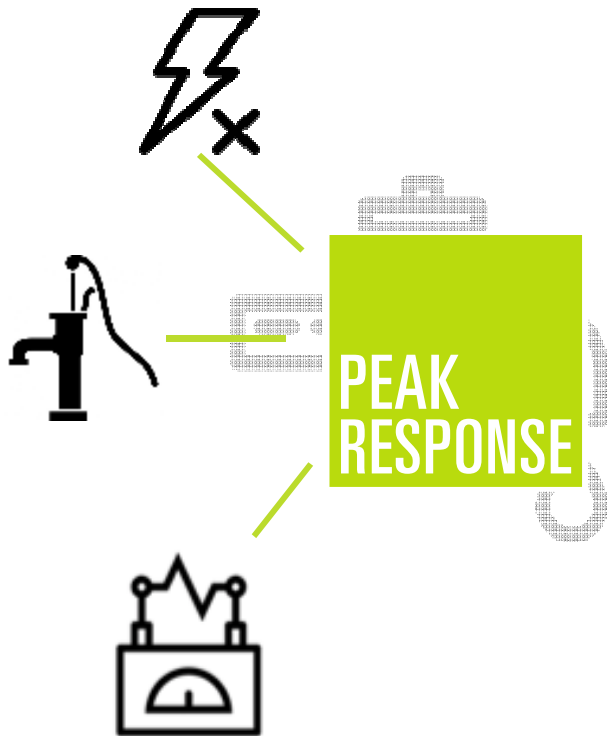
"In our business it pays to be proactive rather than reactive when it comes to energy security. Demand response allows us to protect against loss of power and mitigate risk".

Ross Thomas, Operations Manager

GreenSync's PeakResponse™ solution has enabled Turi Foods to participate in two programs initiated by distribution company, AusNet Services. Turi Foods has undertaken optional curtailment a few times a year in exchange for payments and has also curtailed its electricity consumption on specific critical peak demand days as a way of eliminating its annual demand charges. PeakResponse™ facilitates Turi Foods' participation in load drops via remote automation of its standby generator.

GREENSYNC

INTEGRATES WITH BUSINESS PROCESS



- Our automation platform gives you control of your assets so you can best monetise them
- Turnkey – end to end solution
- Training, maintenance and support
- Works with your existing business processes

GREENSYNC

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