

## INTEGRATED SOLUTIONS

# Energy and Water Efficiency



We are a proven provider of turnkey energy management and reduction solutions across Australia and New Zealand. We help our clients in the commercial and industrial sectors reduce emissions and save money on their energy costs.

### WHAT DO WE DO THAT'S DIFFERENT?

Our multi-disciplined and experienced team provide a comprehensive service that adds real value by:

- Delivering a large range of immediate and long term cost reduction initiatives.
- Creating integrated energy saving solutions that cover every aspect from audits, data analysis, design, supply, installation, commissioning, measurement and verification and ongoing maintenance and testing.
- Providing innovative financing methods through off balance sheet packaging that is self-funded by the immediate energy savings, and by de-risking asset ownership through the provision of ongoing maintenance and operational performance guarantees for the period of the service agreement.

### IMMEDIATE AND SUSTAINABLE SOLUTIONS

We deliver significant cost reductions through a broad spectrum of areas including:

- Upgrading lighting to LED & smart technologies
  - Car parks
  - High/low bays
  - Flood /sporting lights
  - Street lighting
  - Interior: office/ commercial
- Recommissioning of existing assets
- Heating/cooling efficiencies
- Steam/compressed air efficiencies
- Generation of hot/ cold water
- Air conditioning
- Voltage regulation
- Energy management systems
- Building management systems
- PV solar generation
- Gas turbine
- Co/tri generation
- Shade sails
- Pump efficiencies
- Building wrap efficiencies
- Smart metering
- SmartPipe™



## UNDERSTANDING YOUR ENERGY PROFILE

Every client has a different energy usage profile. We recognise the importance of understanding your business and the environment it operates in, to accurately categorize and quantify usage. We will match a suitable energy efficient solution to meet your individual needs.

To help us analyse your facility's energy usage, we ask you to provide:

- Current asset register
- As built drawings
- Energy bills
- BMS programming

If this information is not available, we can do an onsite audit.

## IMPACT

Working with your onsite teams, we will develop a detailed synopsis of your site to:

- identify recommendations for immediate and ongoing maintenance cost reductions on energy and water
- estimates on project investment
- ROI duration.

Energy reduction initiatives can qualify for state and/or federal government carbon reduction incentives. We manage all aspects of the energy efficiency program, ensuring the best possible outcome for your business.

## FUNDING SOLUTIONS

Our finance partners provide funding solutions in the form of an Energy Service Agreement (ESA). An ESA can be structured as a full service agreement through off balance sheet financing and addresses changing IASB accounting standards around the treatment of leases and IFRIC4. The predetermined energy savings cover ESA payment.

Under the service agreement the finance partner owns the energy efficient assets and we are responsible for the maintenance, meaning the client has no responsibility for equipment risk and maintenance. ESA payments are fully tax deductible.

## CONTACT US

For more on how we can help you with long term energy and maintenance reduction initiatives please contact

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Spotless is a leading provider of integrated facilities services in Australia and New Zealand. Spotless' 36,000 people deliver millions of service hours a year across more than 100 services that are essential to our customers. Our clients are from a diverse range of industry sectors including business and industry; defence; education; government; healthcare; aged care; leisure, sports and entertainment; airports and resources. Apart from Spotless, we are known as AE Smith, Alliance, Asset Services, Ensign, EPICURE, Clean Event, Clean Domain, Mustard, Nuvo, Skilltech, Taylors, TGS, UAM and UASG. Spotless has a revenue close to \$3.2B in the period ending 30 June 2016. Spotless is publicly listed on the Australian Stock Exchange (ASX: SPO) and headquartered in Melbourne.

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