



SMART
COMMERCIAL
SOLAR

CAPABILITY STATEMENT

2023

ProviCo

WE ARE SMART COMMERCIAL SOLAR

It is a pleasure to speak with our clients directly, so if you're reading this document I just want to say thank you for taking the time to learn more about our company. This is the beginning of what I hope is a very fruitful relationship.

SMART COMMERCIAL SOLAR EXISTS TO HELP OUR CUSTOMERS REACH ENERGY INDEPENDENCE. WE DELIVER THIS THROUGH 3 MAIN AREAS.

01 PROVIDING OUR CUSTOMER WITH THE FREEDOM OF CHOICE

We do this by first taking an active interest in the businesses we work with. We take the time to learn about our customers' entire energy situation, present deep analyses into their consumption patterns and work together on designing a solution, whether it's financial or environmental.

02 GROWING AND DEVELOPING THE BEST TEAM IN THE INDUSTRY

We seek to find the smartest individuals and continue to develop them to reach their potential. Our team underpins our ability to innovate and grow, so Smart seeks to find energetic people who bring creativity and sophistication to our operation.

03 INNOVATING AND GROWING A SUSTAINABLE BUSINESS

For our business to deliver on our promise to our customer and the individuals within our team, we need to look to the future and develop new solutions and grow new market segments with an open and humble perspective.



Welcome and thank you for working with Smart Commercial Solar.

At Smart Commercial Solar, we understand that our success lies in the success of our clients.

Since 2012 our purpose has been centred around improving our clients' businesses. We recognised early on that energy, as one of the most critical inputs to any business, held the key to unlocking significant improvements, cost reductions and environmental benefits. Little did we anticipate the profound technological and market changes that would occur during this time and no doubt significantly into the future! Nonetheless, we remained steadfast in our commitment to delivering quality, innovative "energy over time" that offer your business reliable sustainability and economic benefits.

While the landscape evolved, many of our competitors have come, gone, or sold out. However, we have consistently grown stronger, expanded our expertise, and earned the distinction of being Australia's most trusted commercial energy solutions provider. Our unwavering dedication to our core values and key strengths has enabled us to endure and thrive in this ever-changing industry.

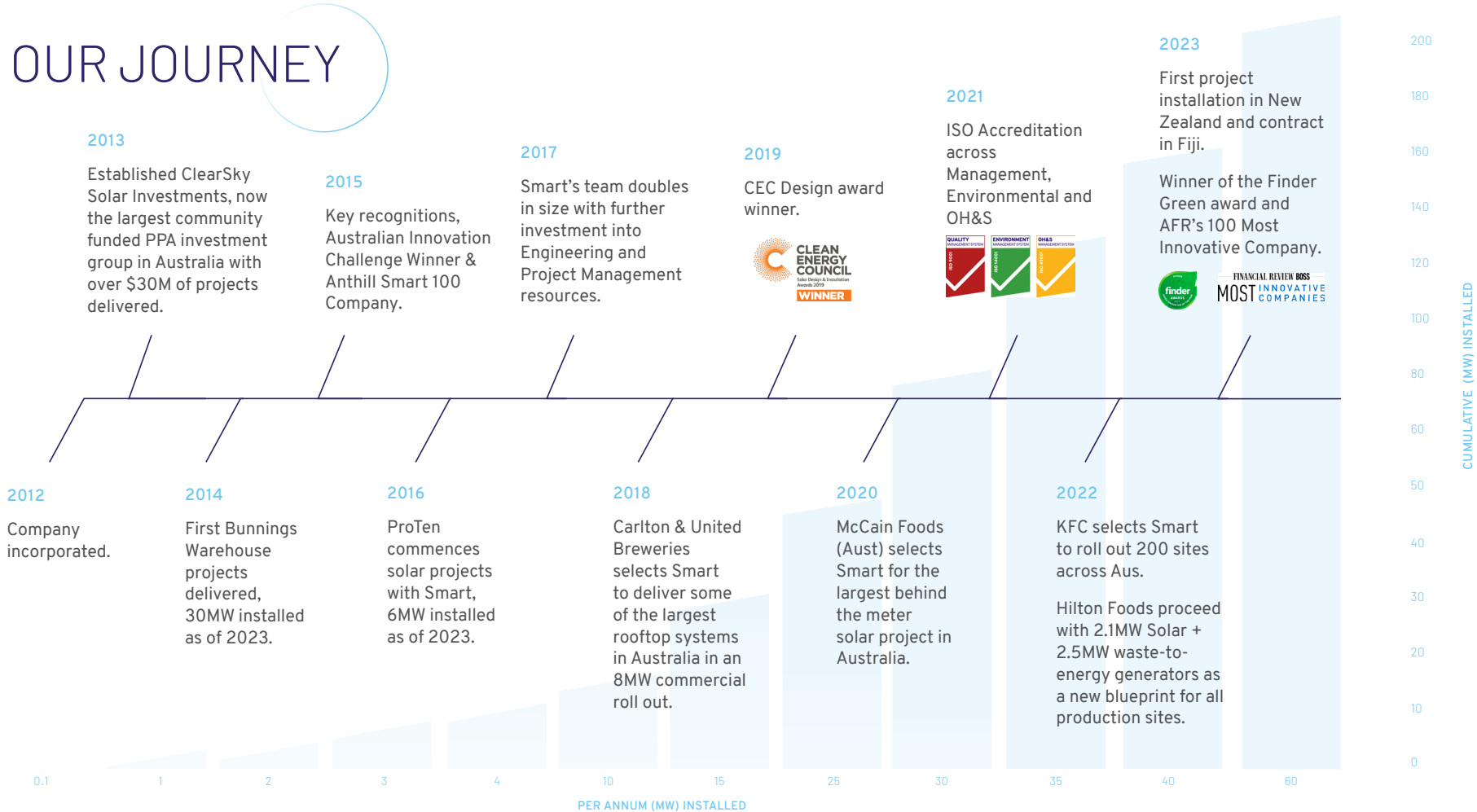
As you explore this document, you will discover a remarkable company filled with exceptional individuals - a team of highly skilled professionals eager to assist you and your business. Our focus extends beyond transactions. We aim to build lasting relationships where mutual evolution, learning, and success are fostered. Some clients may prefer a purely transactional approach, but we never lose interest in the solutions we have installed over the years. We remain committed to operating and maintaining our past projects, ensuring ongoing benefits for our customers.

Thank you once again for choosing Smart Commercial Solar. We are excited about the opportunity to partner with you on this journey of growth, innovation, and shared prosperity.

A handwritten signature in blue ink, appearing to read 'Huon'.

Huon Hoogesteger
Founder and Managing Director

OUR JOURNEY



ABOUT US

KEY STATS

SOLAR CAPACITY INSTALLED

180MW

ALTERNATE GENERATION (WTE/BIO DIESEL)

10MVA

PPAS UNDER MANAGEMENT

\$70M

STORAGE CAPACITY INSTALLED

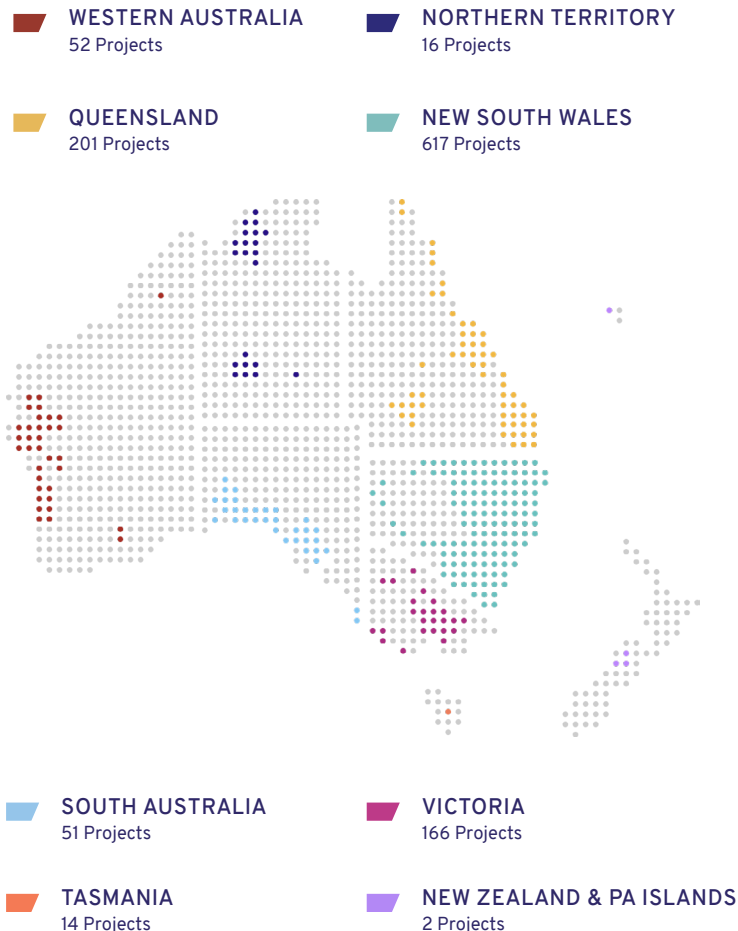
18MW

VALUE OF PROJECTS DEPLOYED TO DATE

\$220M

ASSETS UNDER MANAGEMENT

1117



OUR CLIENTS

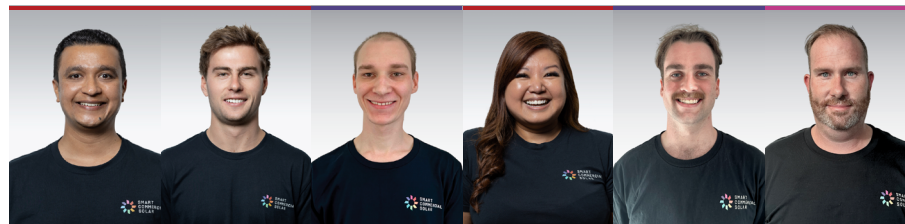
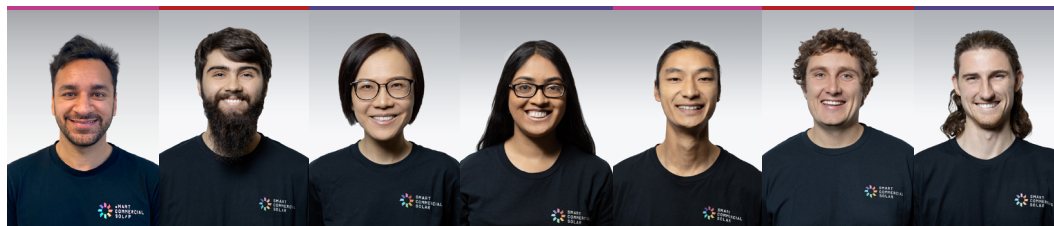
WE WORK WITH



ABOUT US

OUR PEOPLE

We have assembled a team of engineers, consultants and creatives from varying backgrounds who work together to deliver impressive solutions.



- ENGINEERING
- SERVICE & SOLUTIONS
- PROJECTS
- SALES
- OPERATIONS
- FINANCE
- MARKETING
- PEOPLE & CULTURE

ABOUT US

OUR PEOPLE



ENGINEERING

SERVICE & SOLUTIONS

PROJECTS

SALES

OPERATIONS

FINANCE

MARKETING

PEOPLE & CULTURE

ABOUT US

KEY PERSONNEL



HUON HOOGESTEGER
MANAGING DIRECTOR

Huon has a passion for developing teams that drive innovation. With vision, he is able to manage and execute challenging projects. Huon strives for growth, for himself and the company.



MAX STENNING
EXECUTIVE GENERAL MANAGER
MBA

Max has over 10 years of solar experience, developing multiple industry-first projects, raising capital for large corporate behind-the-meter PPAs and leading a motivated team.



JON VLATKO
CHIEF SALES OFFICER

Jon's skills in customer relationships and mentorship make him the driving force behind our impressive sales team.



KATHRYN HOOGESTEGER
HEAD OF ACCOUNTS

With over 10 years experience in finance and accounting, Kathryn's expertise is driving a profitable business.



KEALY DAY
HEAD OF SOLUTIONS & SERVICE
BEng, Renewables

Kealy leads a team of engineers and analysts working on innovative solutions and strong fleet performance.



JOHN PATTERSON
CHIEF FINANCIAL OFFICER
CA, AICD

John is pivotal in the growth and change that Smart is achieving. John makes sure we can grow and deliver on our promises sustainably.



ANASTASI KOTOROS
HEAD OF PEOPLE & CULTURE
BPsych, BA Phil

Anastasi is committed to fostering Smart's company culture, driving employee and customer satisfaction.



CASE STUDY

BUNNINGS WAREHOUSE

Smart's longest ongoing client

LOCATION

118 Sites Nationally

INDUSTRY

Hardware Retail

SOLUTION

30MW Rooftop Solar + 500kWh BESS

A circular inset image showing a close-up of solar panel installation equipment, including a metal frame and a solar panel, with a worker visible in the background.

30MW

During roll outs, managing up to 40 sites at various level of installation at any one time

An aerial photograph of a large-scale solar farm under construction. The image shows rows of solar panels being installed on a flat, open landscape. A prominent red and white crane is positioned in the center, with its long boom extending upwards. Several workers in safety gear are visible on the site, and a yellow excavator is working in the foreground. The background features a line of trees and a large, light-colored earthen embankment or quarry. The entire image is overlaid with a semi-transparent blue filter and decorative geometric patterns on the right side.

FEASIBILITY

DELIVERY

INSTALLATION & SAFETY

SERVICE

CAPABILITIES

Through sophisticated engineering and delivery processes we are capable of building high performance energy assets with long lasting environmental and economic benefits.



CAPABILITIES

FEASIBILITY

Smart's analysis team consists of experts in engineering, solar PV and finance and bring this expertise together in order to understand and model the most complex of business cases. The entirety of Smart's analysis team are alumni of UNSW with qualifications in electrical and mechanical engineering, solar PV engineering and finance.

Smart's analysis team have produced energy data analysis and feasibility reports from as simple as a 10kW rooftop solar projects through to 7.5MW ground mounted - single-axis tracker projects all the way through to hybrid solar, battery and generator solutions which have then been delivered by Smart's Projects team.

The analysis team is the heart of the process and plays a pivotal role in providing customers with the tools they need to make informed decisions on the investments they are considering.

Smart continues to invest in R&D for the continual improvement of its analysis tools and models to ensure the business keeps up with current market demands and opportunities for customers to take advantage of.

01

ENERGY DATA ANALYSIS

We develop a clear understanding of your energy behaviours, requirements and billing.

02

SOLAR FEASIBILITY STUDY

We assess the financial benefits of solar or storage for your business.

03

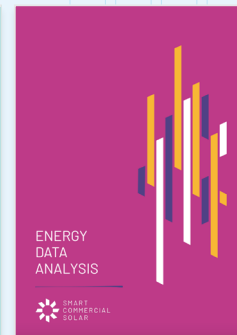
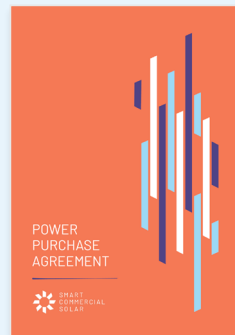
PRE-SALE ENGINEERING

Our team inspects your site to engineer a best-fit solution.

04

SALES AND FINANCE

We present a financing option tailored to your needs.





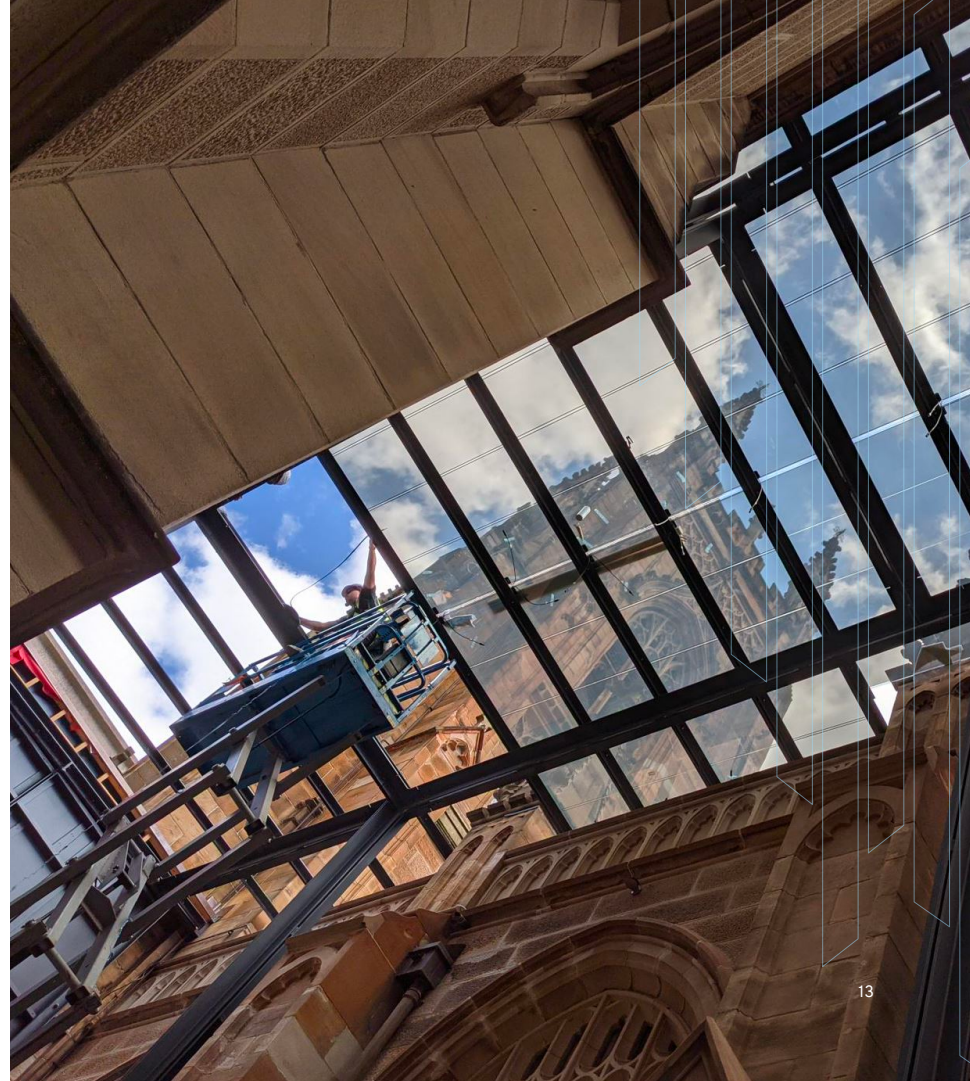
CAPABILITIES

DELIVERY

Smart has delivered projects from 10 kW up to 7.5 MW across all different applications. These include; rooftop, ground mount (fixed tilt), ground mount (trackers), ground mount (redeployable) lightweight rooftop, Car shade, BIPV, off grid and hybrid on grid.

This has resulted in a team that has experience in delivering every application possible for behind-the-meter projects. Some of the projects delivered include industry firsts and the largest projects behind the meter in Australia for which Smart has been formally recognised by industry as finalists and award winners with the Clean Energy Council.

Smart continues to deliver many industry firsts and to work with customers on solutions to not only offset daytime energy with solar, but achieve 100% self sustainability through other technologies such as storage, generators and biomass/ biogas. Smart is at the forefront of this opportunity and is rolling out solutions like this to customers who are motivated to achieve these financial and sustainability goals.





CASE STUDY

MCCAIN FOODS

Smart's largest single site installation.

LOCATION

Ballarat, Victoria

INDUSTRY

Food Manufacturing

SOLUTION

7.5MW Solar + 1.2MW Co-gen

20Year PPA



8.7MW

Single-axis tracker ground mounted, solar car shade, bespoke truck flyover



CAPABILITIES

INSTALLATION & SAFETY

Safety is front and centre in everything we do at Smart Commercial Solar. We have worked in some of the most demanding environments and under the strictest conditions with regard to WHSE requirements, and have built robust safety processes off the back of these projects.

Smart's project management team put together site specific safety management plans on every project and our contractors are carefully vetted to ensure compliance with our high safety standards. Work will not commence until all licenses and tickets have been vetted, pre-start risk assessments and checklists are complete and all personnel have been suitably inducted and are aware of their WHSE obligations. SWMS are reviewed in line with industry standards and records are kept

up to date for every project. We uphold these processes from the smallest of installations to large scale C&I projects.





CAPABILITIES SERVICE

Smart continues to monitor and maintain over 1,000 commercial sites, with our in-house service team managing a fleet of over 100MW of system capacity. As investment in our Service team has grown, we have seen under-performance in our fleet drop to levels below 5%. Over the next 12 months our service fleet will grow by a further 40MW and we will continue to optimise our systems to outperform their targets.

Our service team will continue to drive system improvements through auditing, reporting, technical support, proactive and reactive maintenance services. Our strong network of national and local contractors ensures we can resolve issues quickly and attend site no matter where our customer is located. We maintain metro and rural areas with the same level of service, which is all backed by performance guarantees and warranties. As a result, our current fleet is performing at 95% of its forecasted generation and delivered more than \$50M in energy savings.

With our experience and learnings, Smart has realised that there is a gap in the market where our competitors' customers are not being looked after. As of 2020, Smart has started offering external customers monitoring, servicing and reporting called Smart Energy Care with an additional 4MW of external customers being serviced.

01

TECHNICAL SUPPORT

Expert advice and support via our in-house technical team.

02

REPORTING

Monthly reports that track generation, savings and faults so you don't have to.

03

REACTIVE MAINTENANCE

For smaller systems that only need minimal intervention to maintain high yields.

04

PROACTIVE MAINTENANCE

For large systems that require routine inspections and cleans to maintain strict performance targets.

05

PERFORMANCE OPTIMISATION

Technology and tariff audits that can lead to further energy savings.





CASE STUDY

KFC

Smart's largest commercial roll out

LOCATION

250 Sites Nationwide

INDUSTRY

Restaurant Franchise

SOLUTION

5MW Rooftop Solar



5MW

Managing landlord approvals across 250 sites to deliver systems within strict deadlines



ROOFTOP

GROUND MOUNT

SOLAR CAR SHADE

BUILDING INTEGRATED

SOLUTIONS

We deliver more than just solar systems – we design energy solutions. By working with our clients on energy procurement, efficiency, generation and storage projects, we deliver smarter solutions.



SOLUTIONS

ROOFTOP

Rooftop solar has exploded into a \$3.5B market and become the most popular installation method in Australia. For businesses with large, vacant roofs it presents an opportunity to convert an unused space into a source of revenue.

Smart Commercial Solar has installed over 1000 rooftop solar systems using multiple interfacing methods to suit metal, concrete or high-rise roofs. We solve complex roof situations with in-house engineering resources and a deep understanding of products. This has resulted in award winning solar systems and delivering projects other companies couldn't.

Our team thinks outside the box and leverages a deep understanding of our products to design a solution. For buildings with poor structural integrity we have designed alternate layouts and even used lightweight panels to meet the requirements of the engineer, whilst still delivering the appropriate system size for the client.

TOTAL CAPACITY INSTALLED

100MW

LARGEST SYSTEM

3.2MW

AVERAGE INSTALL TIME

5 Days/100kW



CASE STUDY

DARRELL LEA

Smart's sweetest project

LOCATION

Ingleburn, NSW

INDUSTRY

Food Manufacturing

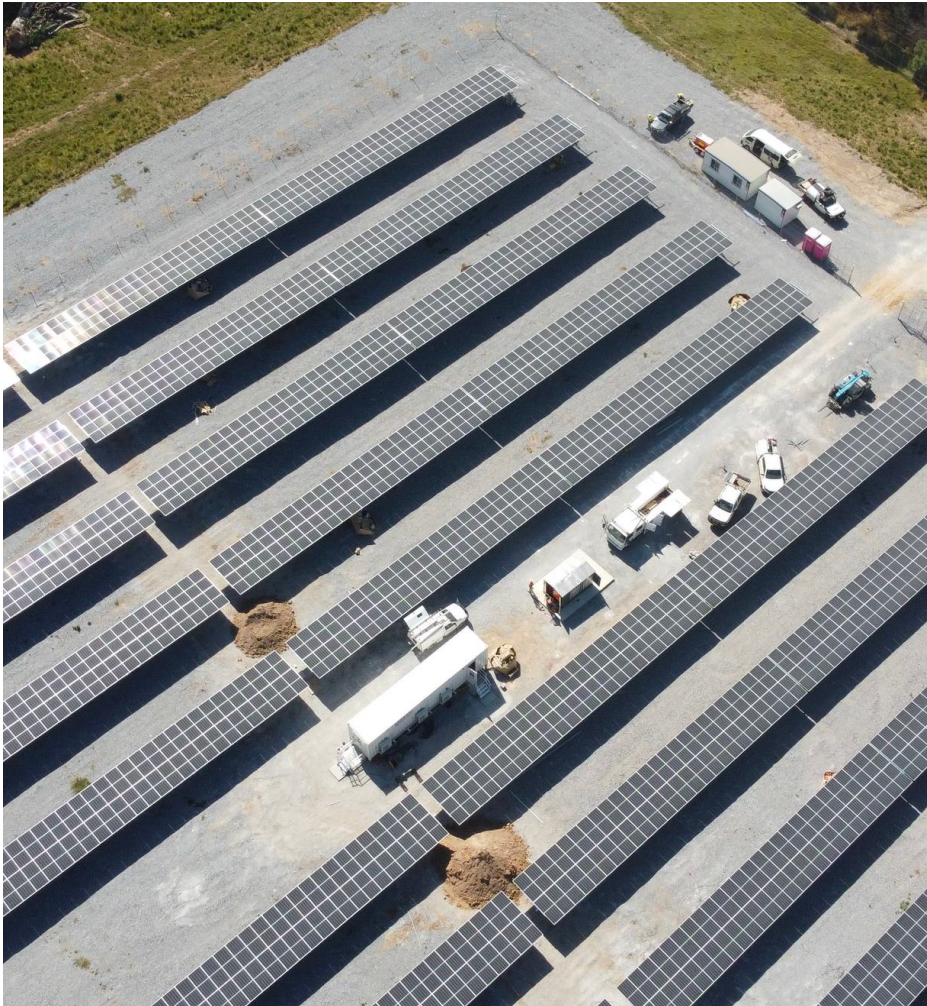
SOLUTION

1.47MW Rooftop



Delivered systems with strict guidelines and precision to ensure employee safety on an operational 24/7 site

1.47MW



SOLUTIONS

GROUND MOUNT

Ground mount systems expand the possibilities of what solar can do. Smart Commercial Solar have installed 40MW+ of ground mounted solar for our large customers who seek to maximise their on-site solar generation.

Our aim is to increase the yield of our systems, driving down the cost of PPAs and shortening ROI for our customers. This pursuit is driven by expert engineering and strong relationships with manufacturers.

Our customers trust us to deliver innovative ground mount systems like dual axis trackers (North Sydney Coal Loader), single axis trackers (McCain Foods), fixed tilt ground mount (ProTen) and 5B Maverick (BOC, Impact International) from 150kW to 7.5MW on a single site.

TOTAL CAPACITY INSTALLED

80MW

LARGEST SYSTEM

7.5MW

AVERAGE INSTALL TIME

3 Days/100kW



GRAYMONT

CASE STUDY

GRAYMONT

Smart's project delivered to the highest technical standards

LOCATION

Galong, NSW

INDUSTRY

Mining

SOLUTION

1MW Ground Mount Solar using Bi-Facial Modules & Tigo Optimisers



This is the first compliant solar installation at an operational mine/ site in NSW using a specific combination of components and PLC controller integrated using multiple communication protocols.

1MW



SOLUTIONS

SOLAR CAR SHADE

A solar car shade is a functional extension of solar. Where solar was previously seen as something to retrofit, integrating solar into a car shade structure provides multiple benefits in a single form.

Solar car shades out-last other forms of car shade structures whilst delivering energy to adjacent buildings. The structures are modular and can be scaled to suit any size car park.

Smart Commercial Solar delivered one of the first commercial scale car shade projects in Australia in 2014. The landmark 45kW project 2 years later became the first EV charger station on the Pacific Highway. Since then our team have delivered over 2MW of Smart Space projects with an increased complexity and innovation in technology.

TOTAL CAPACITY INSTALLED

6MW

LARGEST SYSTEM

750kW

AVERAGE INSTALL TIME

10 Days/100kW



CASE STUDY

LIVERPOOL HOSPITAL

Smart's most complicated solar car shade design

LOCATION

Liverpool, NSW

INDUSTRY

Hospital

SOLUTION

463kW Solar Car Shade



A successful tender bid requiring careful engineering to manage a multi story car park and weight loads.

463kW



SOLUTIONS

BUILDING INTEGRATED

Building integrated solar is where architectural design and solar energy transform a space. Solar modules are built from high strength glass and come in varying translucencies, offering a replacement roof and finishing material that is beautiful, renewable and energised. Completely bespoke and undeniably unique, we can assist in the design and engineering of a building integrated solution for your project. Notable Smart Spaces include the North Sydney Coal Loader, which was the first project in Australia to use custom built Onyx translucent panels, which were the largest custom built solar panels in the world. As well as St Andrews Cathedral which is home to an atrium glazed using bespoke Onyx thin film solar panels, generating electricity whilst allowing 70% of the light to flow into one of the oldest heritage sites in Sydney.

Our team are capable of overseeing an entire Smart Space upgrade including construction, lighting, CCTV and EV Charge stations, to deliver a true turnkey solution to the customer. Smart's expertise in structuring PPAs also applies to Smart Spaces, simplifying the process and avoiding CapEx for what can be a considerable construction project.

TOTAL CAPACITY INSTALLED

2MW

LARGEST SYSTEM

20kW



CASE STUDY

ST ANDREWS CATHEDRAL

Smart's most delicate install

LOCATION

Sydney, CBD

INDUSTRY

Place of Worship

SOLUTION

2kW custom built solar panels



Custom designed panels,
imported from Spain,
heritage listed site

2kW



SOLUTIONS

STORAGE

The next major step in the renewable energy industry will be advancement and rapid uptake of storage. Storage solves every problem that a renewable energy economy creates; absorbing energy from the grid when there is abundance and deploying very quickly when there is a shortfall. It can be used to meet on site needs as well as offsite moments of peak costs and demand. For the grid to evolve to 100% renewable energy, storage must play a large role.

Smart Commercial Solar has extensive experience delivering storage projects. Our data driven approach has produced a highly sophisticated storage modelling tool that allows us to design for all parameters, for any type of storage application.

Our team have worked with various storage technologies including lithium-ion, lead-acid and even nickel ion. Storage projects demand a deep understanding of product to engineer and design optimised solutions, however our aim is always to deliver storage projects that are financially attractive.

2023 represents a pivotal moment for storage. In a landmark deal, we've been able to take a large C&I customer 100% off grid under a PPA that is 15% cheaper than their cost of power. This is an exciting industry development as it shows how close we are to reaching financial viability for storage at large scale.

TOTAL CAPACITY INSTALLED

18MW

LARGEST SYSTEM

4.4MW

CASE STUDY

FRASER'S PROPERTY INDUSTRIAL

Smart's most complex technology mix

LOCATION

3 Sites in NSW and VIC

INDUSTRY

C&I Property Developer

SOLUTION

2.25MW Rooftop Solar + 700kWh Battery
Storage + 750kVA BioDiesel Genset



2.25MW

Hybrid control of all generators, participating in wholesale market, demand response and FCAS market

ALTERNATE GENERATION SOLUTIONS

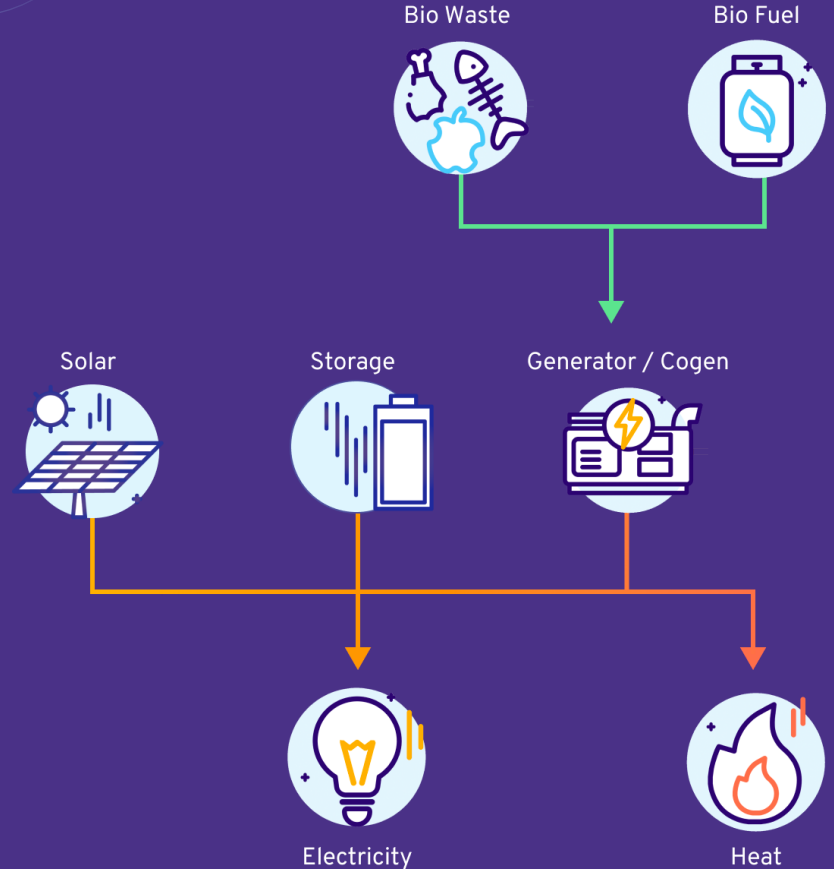
ACHIEVING ENERGY INDEPENDENCE

For Smart to achieve our company mission - helping our customers become energy independent - our business must diversify into other energy products. The goal here is two-fold:

- A. what technology combination will result in further energy independence; and
- B. deliver the strongest economic return for the customer.

Since 2017 our R&D has looked to waste-to-energy generators that take biological waste and convert it into usable electricity and heat on site. This has led to the successful acquisition of a large scale BioGas project. The digester will take 53t of waste per day and turn it into 21,000m3 of gas to run 2.7MW of turbines to create energy and heat. The result takes our customer 100% off piped natural gas and grid electricity.

Our R&D also considers the application of synthetic fuel products like biodiesel, which takes plastic and organic waste and converts it to usable fuel for combustion generators. We consider the embodied emissions of every technology when assessing its renewable merits, and in some situations a biodiesel generator is necessary in the migration away from coal based grid electricity.

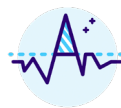


OPTIMISATION AND ENERGY SERVICES



POWER FACTOR CORRECTION

Smart will review a site's interval data to understand power factor and how it may be impacted with the installation of certain technologies. We can correct the power factor by installing PFC devices or utilizing our solar inverters. Smart were the first solar EPC in Australia to use solar inverters as PFC devices.



DEMAND MANAGEMENT

Customers can take advantage of untapped revenue streams by being flexible with their loads at certain times, without having a material impact on their business. Smart can undertake a study of a site to understand loads that could potentially be controlled to react to grid events when there is significant demand.



GRID SUPPORT SERVICES

Smart look to install dispatchable generation sources in order to provide customers with the opportunity to participate in grid support services such as FCAS and wholesale market arbitrage. Customers can generate significant revenues by participating in these markets. This makes the financial feasibility of battery storage and other generation sources more attractive.



EMBEDDED NETWORKS

Embedded Networks simplify the customer experience and distribute solar through multi-metered sites without splitting the system. Smart can assist in turning a multi-tenanted site into a private electricity network, which in turn creates a new revenue stream for a landlord and provides tenants with a cheaper source of electricity.



CASE STUDY

PROTEN

Smart's largest ground-mount rollout

LOCATION

30 Sites across NSW, SA & WA

INDUSTRY

Poultry Farm


SOLUTION

6MW Ground-mount solar +
Power Factor Correction



6MW

Navigating strict
contamination protocols,
0% tolerance on downtime
or operational risk



POWER PURCHASE AGREEMENTS

THE SIMPLEST WAY TO INSTALL SOLAR FOR YOUR BUSINESS.

Our team has delivered PPA's for some of Australia's largest businesses.



POWER PURCHASE AGREEMENTS

SOLAR SIMPLIFIED

Smart Commercial Solar have delivered and manage over 40 MW of PPA's across the country. From 10 kW up to 7.5 MW. This equates to a value of \$50M in projects. We've been delivering PPA's since 2013, much longer than anyone in the commercial space.

We have been successful in deploying PPAs because we understand the requirements from investment funds who must complete strict due diligence before releasing funds to build projects. This creates a smooth process for our customer and the funder.

Smart has developed a strong suite of contract documents which provides

a customer security and clearly outlines the obligations of both sides. Our contract documents and technical ability have been rubber stamped by the likes of DNV GL. We have been able to assist funders in securing senior debt finance through major institutions which has required significant time and cash investment, to ensure technical and commercial aspects are to the standard these institutions require. This is key to secure low cost funding and delivering competitive solutions to customers.

Smart actively monitor and maintain all of our PPA projects. We conduct both proactive and reactive maintenance in order for projects to meet both the savings forecasted for customers and the returns expected by project funders.



PPAS UNDER MANAGEMENT

55MW

VALUE OF PROJECTS DEPLOYED

\$50M

LARGEST PPA DEVELOPED

8.1MW



CASE STUDY

CARLTON & UNITED BREWERIES

Smart's largest commercial fixed price PPA

LOCATION

3 Projects - Yatala, Abbotsford, Wulkuraka

INDUSTRY

Industrial Brewery

SOLUTION

3.1MW, 1.75MW, 1.5MW

20 Year Fixed Price PPA



6.35MW

Yatala is the 5th largest rooftop system in Aus

A light blue circle is positioned on the white background, partially overlapping the dark blue vertical bar on the right side of the page.

THANK YOU FOR YOUR
TIME AND ENERGY

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