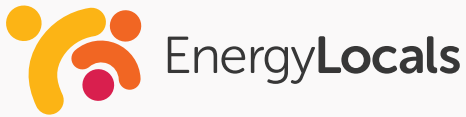




Capability Statement

energylocals.com.au





At Energy Locals, we supply you with fair, affordable, and clean energy solutions.

And the benefits are clear – for everyone.

For developers, our goal is to help you deliver your project on time and on budget. Our solutions will see your apartments sell themselves by enabling you to offer your buyers a premium lifestyle that lives and breathes sustainability. All at fair prices and full transparency.

For owners corporations and strata managers, you'll love the hassle-free nature of our service. We don't install equipment and run away. We care for and maintain it too, ongoing.

And for tenants? You get to be a part of the world's transition to sustainable energy. Without a premium. Without delay.

To top it all off you and your tenants can expect quality local customer service.

The bottom line? Fair pricing.
Ethical energy. Five-star support.
No ifs or buts about it.





About our business

We're an award-winning Australian retailer that has expanded from delivering clean energy solutions for residential and commercial customers, to doing the same for apartment buildings and developments.

Challenging the status quo

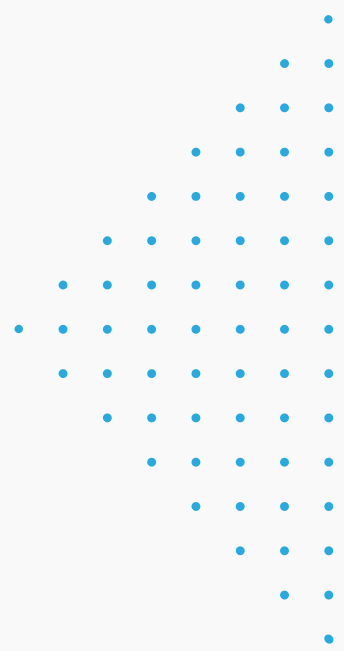
Since 2017, we've been working hard to challenge the traditional energy model, because we think it's broken.

How? By supplying energy that's cheaper, cleaner and fairer than the competition.

We're committed to transparency and giving building developers a smarter, more ethical way of doing things.

And we believe we can and must do something about the climate crisis. That's why our team is fiercely passionate about doing what we can to protect the health of our planet.

Director - New Business



What working with us looks like

By partnering with us you'll be working with a company whose values are centred around making your vision a success.

Our values are all about you



Partner obsessed

We pride ourselves on providing the best service we can to you and your tenants and we'll go out of our way to achieve it.



Hungry for success

We're action oriented and eager to find smart ways that help you grow and overcome obstacles that get in your way.



Commercially grounded

We make pragmatic decisions to give you the fairest prices and provide cost-effective solutions that work for you.



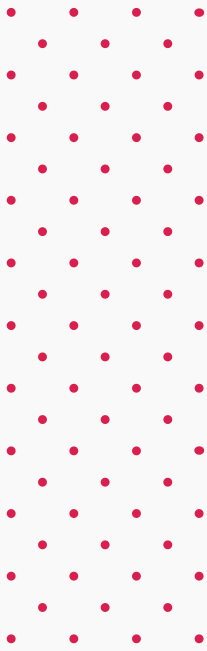
Put teamwork first

Our team work as one, so if there's an opportunity or challenge we come together to make sure you get the best outcome.



Communicate with clarity

We cut to the chase. We give you full transparency so you don't have to worry about any BS.



What we do for you

We work with you to bring your ideas to life, so that you can build modern, in-demand developments – that are powered by affordable, clean energy.

We're proud of what we do. Just look at our solutions and services below.

Our services at a glance



Smart, clean energy for new developments

We work with developers to install solar panels, energy storage batteries, smart meters, centralised hot water and other smart energy solutions.



Renewable power for existing multi-dwelling buildings

We also install solar panels and storage solutions on existing properties to give customers access to renewable power. With no upfront cost.



Retail energy as a service

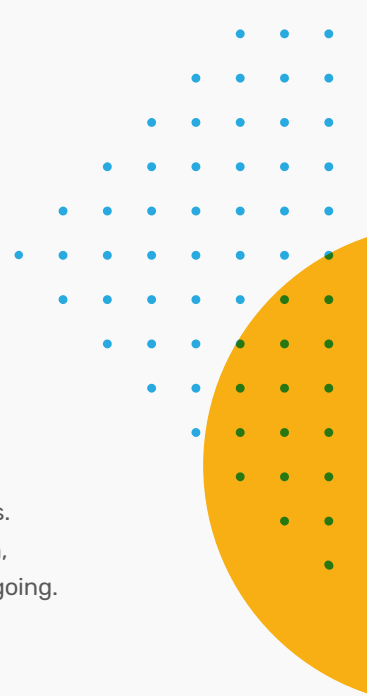
We provide energy retail services to organisations by working with partners such as Tesla, Sonnen, and RACV.



Renewable power for commercial and industrial customers

We can retrofit your building with smart solutions, so you leverage the benefits of renewable power, reduce costs – and lower your carbon footprint.





Our suite of solutions



Community energy networks

We facilitate the on-selling of electricity to residents in multi-tenanted developments. We also create smart communities with energy-saving strategies such as generation, storage and EV chargers onsite. As part of our service, we also manage networks ongoing.



Solar PV

Install solar panels, so that you can harness solar power to lower your energy bills, reduce reliance on the grid – and be more environmental-friendly.



Battery storage

Install tier one batteries, so you can use stored clean energy during peak hours to reduce energy bills. What's more, our batteries can be used to power essential services throughout the buildings when blackouts occur.



Electric vehicle charging stations

Future-proof your developments by installing electric vehicle charging stations.



Hot water & gas networks

Provide your residents with an uninterrupted supply of hot water and gas, with individual billing.



Smart metering

Install smart metering, so your residents have visibility over their usage via our online portal and tier one metering solutions. This empowers them to control how and when they use their energy



IP building services

We partner with equipment suppliers and installers – offering a complete package for our clients and their developments.



Fibre & MATV solutions

We partner with private fibre network providers to offer a complete solution for our clients and their developments.

Check out our superpowers

We're famous for a lot more than the solutions we deliver. We're all about making energy as fair and hassle-free in every way we can.

Here are a few more things we're proud of.



Simple rates

We offer simple competitive tariffs that make comparing prices easy. The best part, we're all about fair energy so you never have to worry about getting ripped off.



Local support

Whenever you get in touch, you'll always speak with a helpful and friendly member of our Australian team.



100% Australian based

We're proudly Australian based and operated, so you can rest easy knowing our team have the local knowledge required to build superior living communities.



Committed to clean energy

Looking for a clean energy provider that loves what they do?

We're committed to sustainable energy because we believe we can and must make a difference to save the planet.

Green and we mean it

We're building a sustainable energy future because it's the right thing to do. But it's always nice to be recognised for it...

One of the top-rated green energy providers

We're rated 4.5 green energy stars in the 2022 Greenpeace Green Electricity Guide, a comprehensive report of Australian energy retailers.



Green energy retailer of the year

We've been awarded the Green Energy Retailer of the Year by Finder in 2023. This is the third time we've won following 2021 and 2020 for our innovative energy storage initiatives that reduce emissions.



Green excellence for developments

We were recognised by Canstar Blue for our ground-breaking energy storage solution that involved the most Tesla Powerwalls installed in an Australian residential building.



Award-winning customer satisfaction

Who says nice guys finish last? Our Aussie-based team is obsessed with providing customer with the best energy experience, and we have hundreds of 5-star reviews and a Product Review award to show for it.



The Energy Locals way

Energy Locals is redefining how people build, manage and live in apartments – with fair, affordable, award-winning energy.

Here's how we make your life easier and your residents happier.



Developers

We help you create communities that offer a premium lifestyle that's powered by clean, cost-effective energy.

Focused on building a cleaner, safer and better world, we integrate tech solutions to help you reduce your carbon footprint, save costs – and deliver a seamless service to your buyers.

With our portfolio of services you get:

- Battery technology to help with blackouts
- Fair, transparent pricing
- Quality and reliable solutions
- Future-proof clean energy technology
- Local support every step of the way



Owners Corporations and Strata Managers

We give you a licence to stress less. Our team will keep your equipment and meters running like a dream all year round – while you enjoy fair energy prices.

Thanks to our hassle-free service, you get:

- Competitive common area energy rates
- Reduced strata levies and sinking fund allocations
- Dedicated local account management
- Clear, simple bills
- Real-time dashboard to monitor consumption and generation
- Seamless support and maintenance
- Good old-fashioned local customer service



Residents

We empower you to live your best life and contribute to a sustainable, cleaner energy future.

You'll get:

- Complete transparency on your power usage (via our real-time online dashboards)
- Competitive energy rates
- No lock-in contracts
- Clear, simple bills
- Real-time dashboard to monitor consumption and generation
- Seamless support and maintenance
- Good old-fashioned customer service
- Dedicated local account management



And...you can bank on a seamless process

Our account managers will take care of all the complicated stuff and keep you constantly updated, so you can focus on bringing your dream development to life.

And when it's time for your residents to move in – we'll roll out the red carpet. We do this by answering each and every question, slipping a 'Welcome Home' brochure under each door, and showing residents how to sign up and track their activity in our customer portal.

Our client stories

We've got a few wins under our belts. In fact, hundreds of developments and tens of thousands of homes trust us with their energy needs.

Ground-breaking solar and battery solutions go live!

Boasting beautiful views, plenty of parks and a selection of schools, Schofields is an attractive suburb for many families in NSW. And, thanks to a modern, eco-friendly Bottlebrush apartment complex – it's getting even better.

Finding the perfect balance

Living a dream lifestyle while contributing to a sustainable future has always been a challenge. And sadly, many apartment owners find themselves with no choice but to accept nasty contracts from the big providers.

That's why Energy Locals and ALAND teamed up to do something truly special – by building a development powered by solar PV and battery storage.

An eco-friendly solution

Energy Locals designed and installed 201kW of solar PV and 24 Tesla Powerwalls across the Bottlebrush site. This ensures that all solar energy captured is stored on location and can be used to offset common area energy usage. The Powerwalls themselves also discharge during peak times to reduce the amount of energy from the grid.

As a result, nearly half the development's required energy needed comes from a carbon-free source.

And apartment owners have truly affordable, convenient renewable energy for their homes.



A sustainable touch for a modern apartment community

Newcastle's EastEnd apartment precinct is truly impressive.

With coastal views, luxury interiors and enticing shops just a stroll away – it leaves little to be desired. The icing on top? Residents can enjoy affordable clean energy, too.



Supporting the needs of apartment owners

Apartment owners have been at the mercy of outdated, harmful shared energy networks for way too long – many failing to provide a clean option for the environmentally conscious.

And with larger complexes, this problem typically grows, becoming even more of a concern.

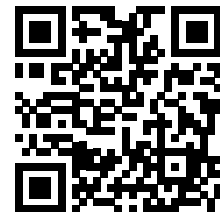
Giving residents the power to go green

Energy Locals worked hard to support developers in bringing the ambitious East End vision to life.

We did this by installing renewable energy technologies such as solar PV.

This provides owners with a clean energy alternative, ensuring they can choose to enjoy their luxury, beachside lifestyle – while putting the planet first.

For more projects and case studies visit our website:
energylocals.com.au



Putting names to faces

We're a friendly bunch at Energy Locals. Say hello to our people so you know exactly who you'll be working with.



Adrian Merrick

Founder of Energy Locals & CEO

With over 20 years in the energy sector, Adrian wanted to challenge the status quo and provide a fairer, greener service to customers.

By founding Energy Locals in 2017, he did exactly that. And, he hasn't looked back since.



Luke Melisi

Chief Operations Officer

Luke brings more than 15 years of experience to our partnerships team. He's worked across large customer-facing businesses in the UK and Australia, and loves nurturing ongoing business relationships.



Sean Thomson

Chief Financial Officer

Sean has over 15 years of experience in the services and retail industry, excelling in various roles encompassing operations and finance. He made a seamless transition into the dynamic world of energy in 2016 and has embraced the ever changing, fast-paced challenges of energy retail.



Lee Kolbe

General Counsel

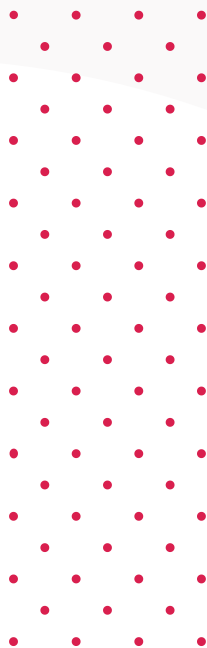
Having worked across a variety of industries, Lee recognises that there is no one-size-fits-all approach when it comes to legal and compliance and is passionate about partnering with our team to navigate the complex legal landscape that is energy law.



Sally Pollard

General Manager - Strata Energy Services

Sally has over 18 years of HR experience and is passionate about all things people and ensuring the team have a positive, lasting relationship with the business.





Julian Duggan

Principal, Community Energy Networks

Julian co-founded Energy Trade in 2013 and has over 10 years of industry experience. He's passionate about delivering cutting-edge renewable energy solutions to communities across Australia.



Darren Read

Principal, Community Energy Networks

With over 20 years' experience under his belt, Darren co-founded Energy Trade with the goal of making green energy more accessible for developers. Today, he leads a client-focused sales team that is eager to create the best sustainable energy solution for each and every client.



Louise McSweeney

Head of Distributed Energy Resources

Louise is the Head of DER for Energy Locals with 20 years of experience commercialising new technology solutions in start-up and innovation environments in New Zealand, Europe, and Australian markets. Louise has led multi-million-dollar renewable projects and has extensive experience in portfolio and business development, strategy, and business improvement.



Irwin Proud

Head of Technology

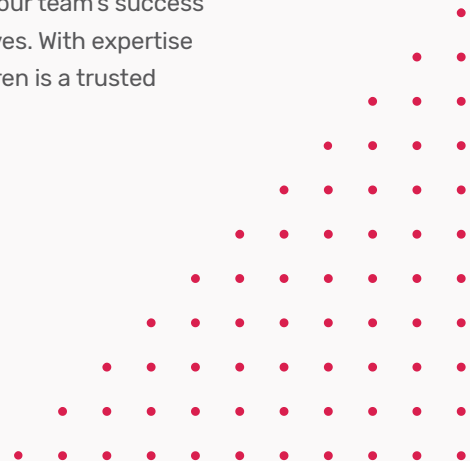
Irwin is a dynamic technology leader with a proven track record in steering digital transformation, optimizing business outcomes, and fostering innovation. Irwin oversees key technology teams, develops strategies aligning with our business goals, and excels in cybersecurity, data governance, and vendor management. He is passionate about using technology to drive our organisation forward.



Karen Mintoff

People, Culture & Talent Business Partner

Karen is a passionate Human Resources professional. She excels at building positive workplace relationships and proactively supports our team's success by clearly aligning their purpose with our strategic objectives. With expertise across the energy, manufacturing and finance sectors, Karen is a trusted advisor to the whole team at Energy Locals.





We're up close and personal with the industry's best

We work hard to provide the highest level of service possible. But we have some help along the way – thanks to the first-class suppliers, partners and associations by our side.

TESLA

sonnen

enosì

beatenergy.

RACV

ioenergy

IndigoPower

CO
POWER





Meet our parent company, Quinbrook

We're proudly backed by Quinbrook Infrastructure Partners – a specialist investment manager focused exclusively on lower carbon and renewable energy infrastructure.

Working across the US, UK and Australia, they're the reason we're able to provide you with cleaner energy solutions.

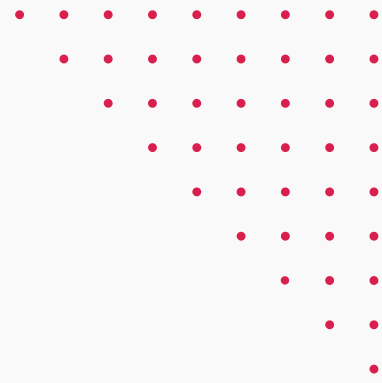
Facts, figures – and context

Quinbrook is led and managed by a team of power industry professionals who have collectively invested over US\$17 billion in energy infrastructure assets since the early 1990s.

The team at Quinbrook has made investments in a range of companies and projects spanning wind power, solar PV, battery storage, embedded networks and virtual power plants.

In fact, they successfully established one of the first institutional investment funds for solar power in the US. This was acclaimed as the world's largest renewables infrastructure fund (2012).





The power of Quinbrook

In NSW, we source sustainable energy from Quinbrook's Cape Byron Power Plant.

This site consists of two 30MW biomass-fired power stations, which produce electricity from sugar cane milling waste and wood residue, resulting in an emissions intensity of only 0.03 tonnes CO₂/MWh.

Together, they form one of Australia's largest renewable baseload power generators.

Our partnership with the South Australian Government

Through Energy Locals, Quinbrook partnered with the South Australian Government and Tesla to create the world's largest virtual power plant.

From this, the state government is developing a community of 50K+ homes with solar and battery systems boasting 250MW capacity and 24/7 access.



Quinbrook Key Achievements



Winner of the Infrastructure Investor's Equity Fundraising award (Asia-Pacific) in 2019



Developed and owns the largest solar and battery storage project in US history



Has plans to build the largest battery storage installation in Australia as part of \$2.5b Supernode data storage project



Get in touch

Want to find out more about how we can support you and your residents?
Contact the team at Energy Locals today.

P 1300 001 255

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