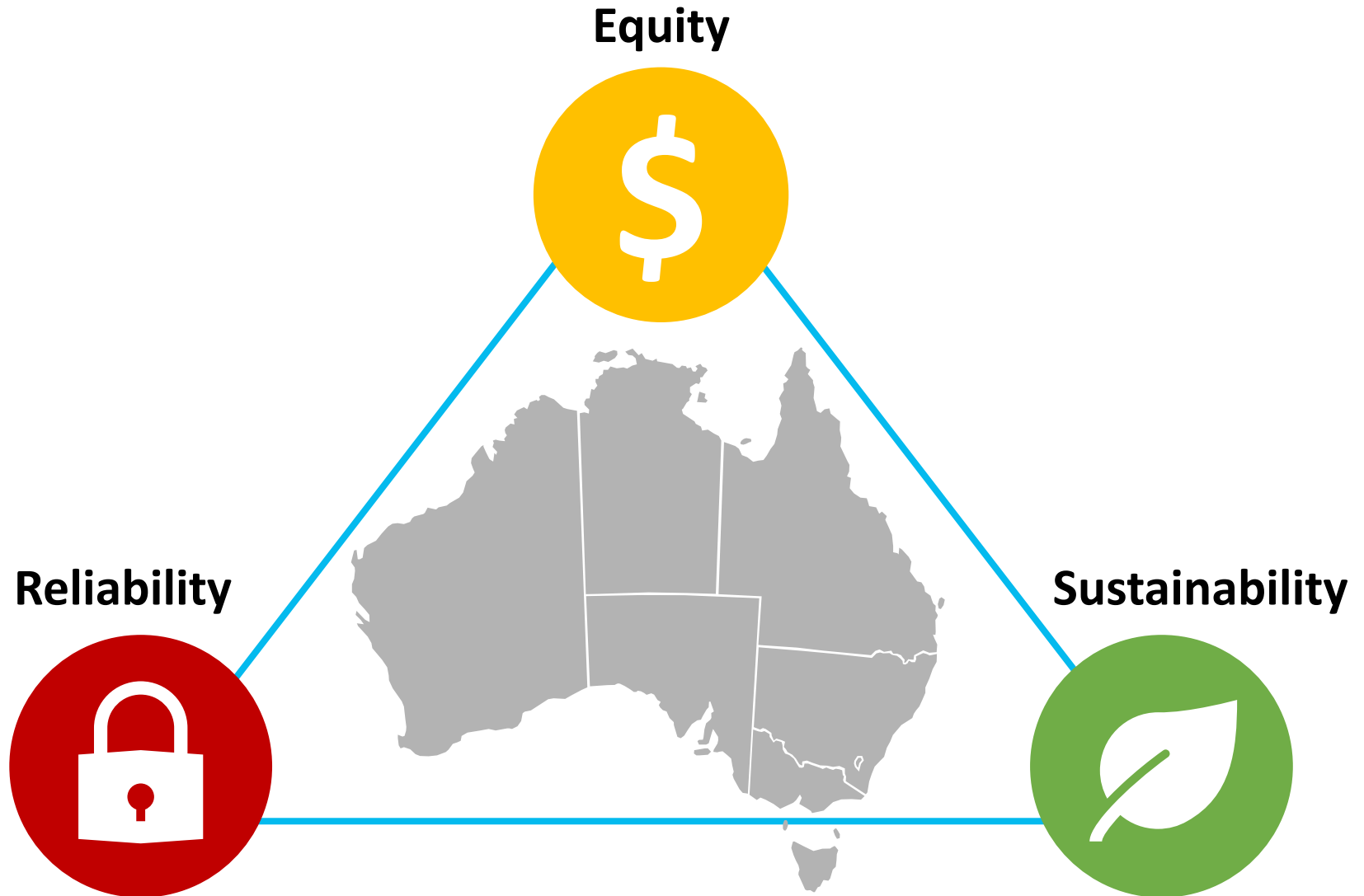


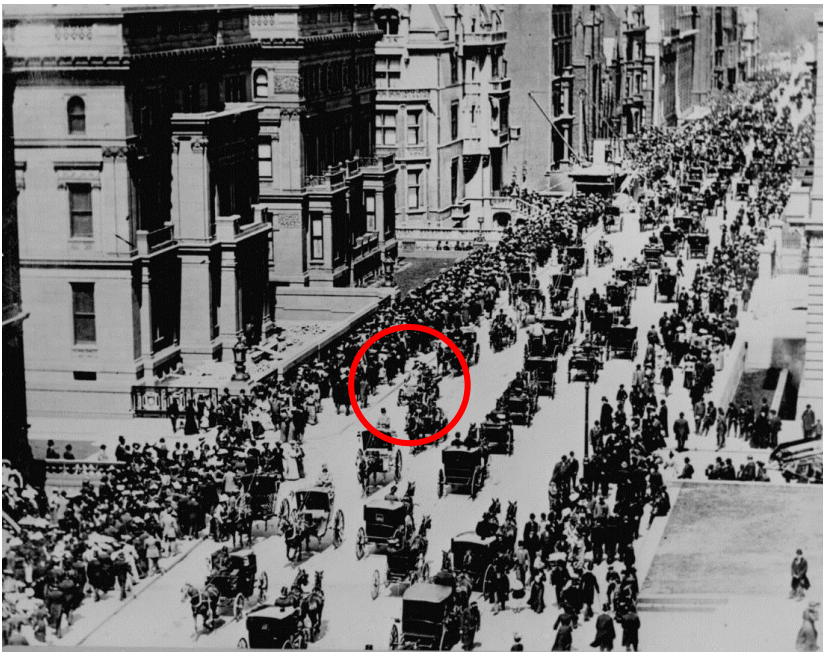
THE GLOBAL ENERGY TRILEMMA: LESSONS FROM THE AUSTRALIAN EXPERIENCE



DISRUPTION ALWAYS HAPPENS FASTER THAN YOU THINK

2

5th Avenue 1903 – Spot the car



Source: George Grantham Bain Collection

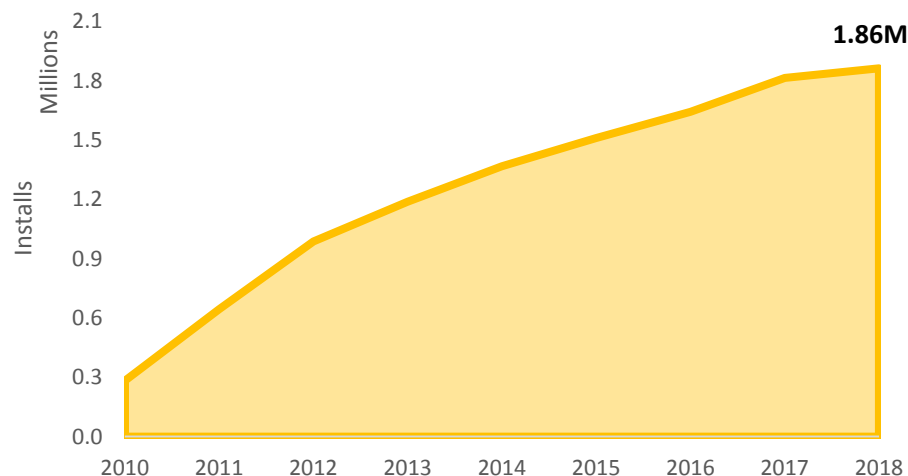
5th Avenue 1913 – Spot the horse



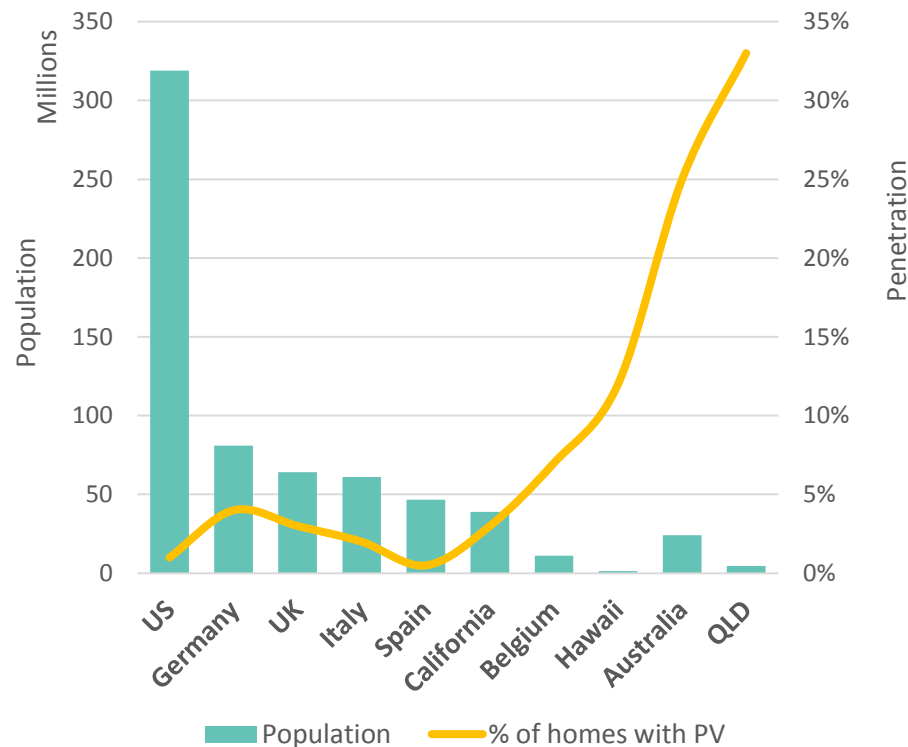
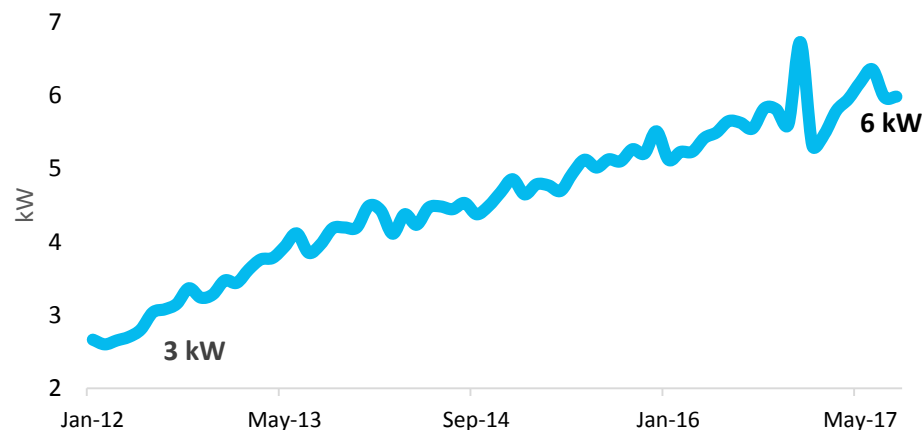
SOLAR IS OUTPACING EXPECTATIONS IN COST AND ADOPTION



AUS - Solar Installs (small systems)



AUS - Average Solar Size (5 years)



“Australians spent **\$4B** on renewables in 2016”



“Australian renewable investment skyrockets to **\$8.5B** in 2017”

Climate-changed

California Becomes First State to Order Solar on New Homes





The Sydney Morning Herald

Electricity prices jump 12 per cent, six times
the average pay rise

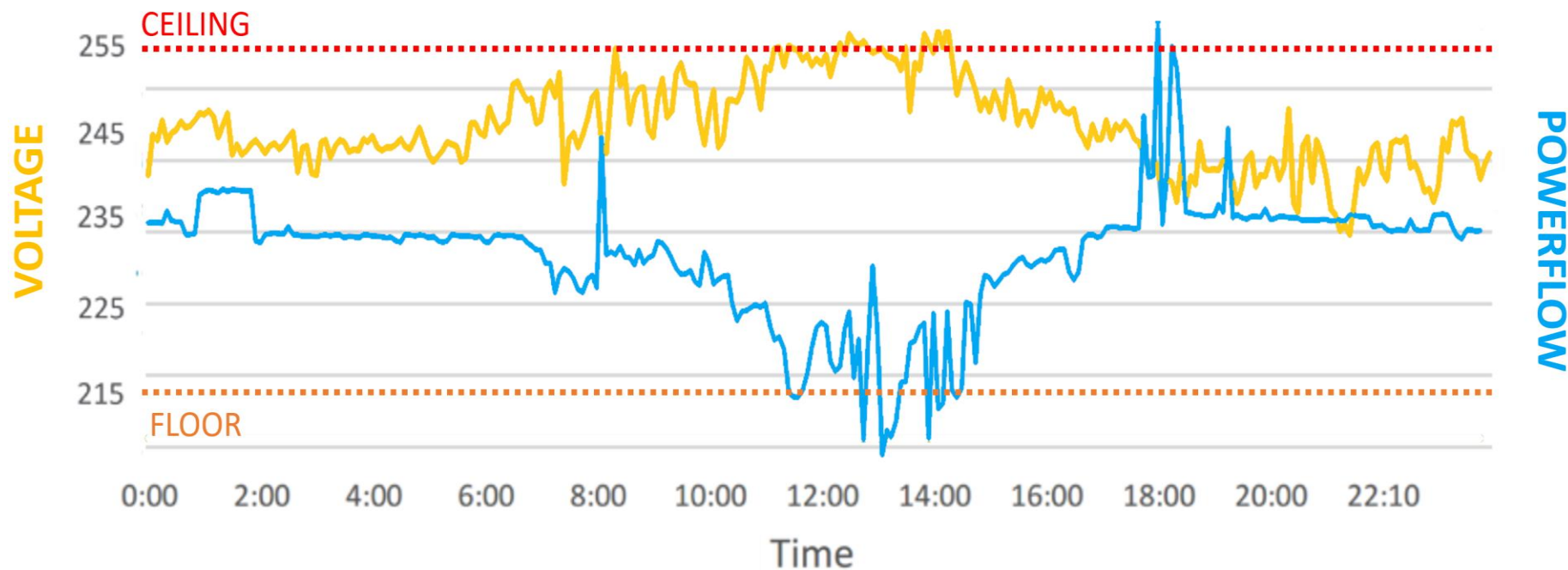
ABC

South Australian Blackout: Costs businesses
\$387M, summer outages on the way

The West Australian

Rooftop solar poses blackout threat to main
power grid

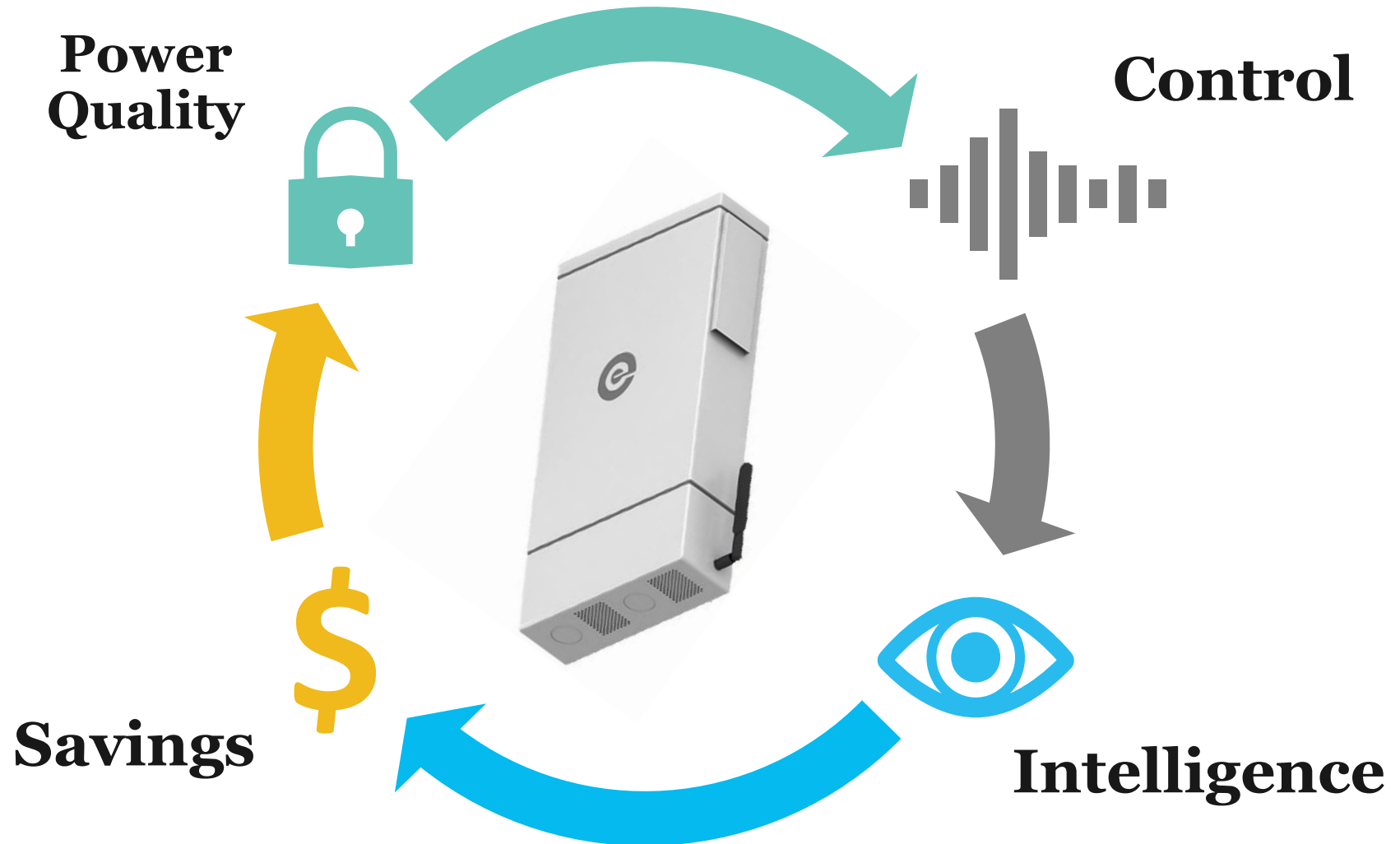
TWO-WAY POWERFLOWS CAUSE MAJOR VOLTAGE ISSUES



Source: QLD Department of Energy, 2017. Regulatory Impact Statement – Voltage Limit Review.

EdgeIQ SMART ENERGY SAVINGS

7



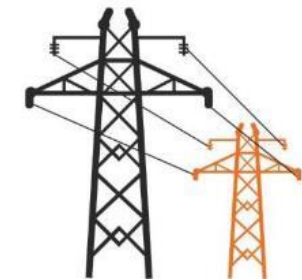
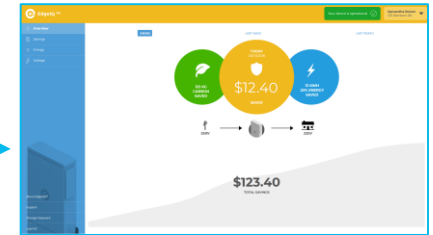
EdgeIQ: AC-AC VOLTAGE REGULATION FOR HOMES AND SMALL BUSINESSES



Network Monitoring, Diagnostics and Analytics



Customer Energy Management App



Grid: Up to 265V



EdgeIQ



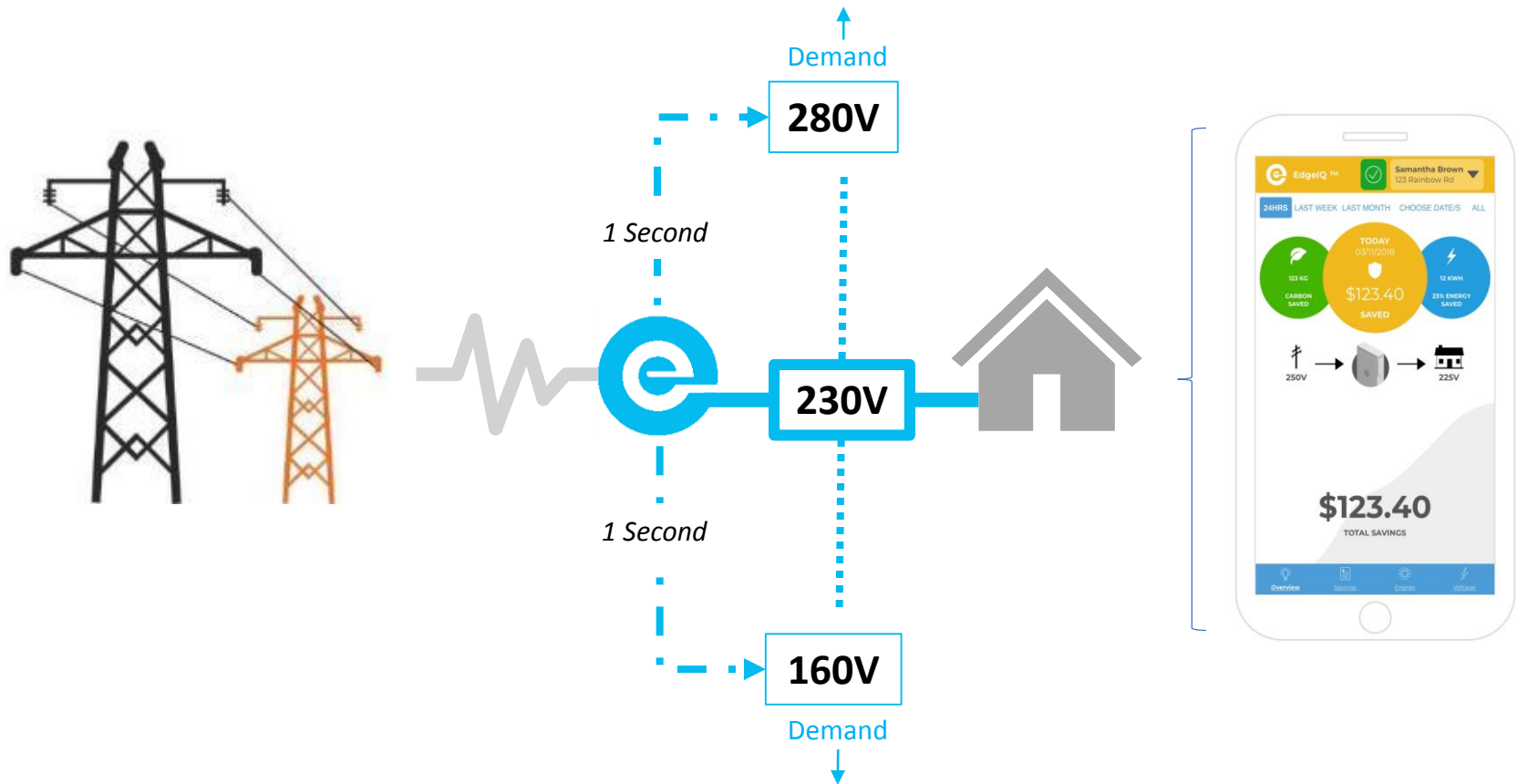
Meter



230V
(remotely configurable)

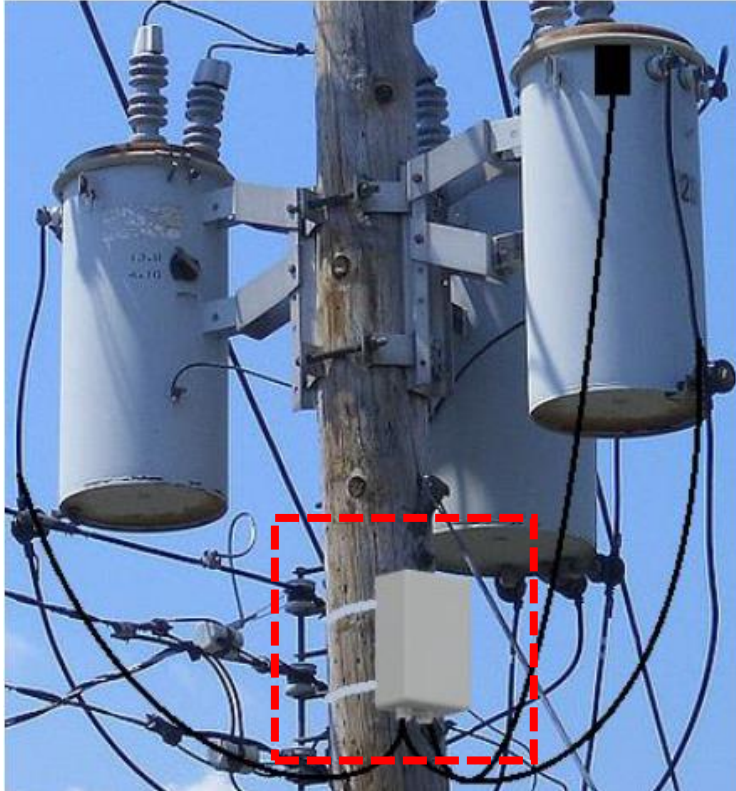
- NETWORK VISIBILITY AND CONTROL
- NO CUSTOMER BEHAVIOUR CHANGE
- CLEAR, QUANTIFIABLE SAVINGS

CUSTOMER SAVINGS AND GRID SECURITY



- 10-15% KWH AND CO2 SAVINGS FOR CUSTOMERS
- REAL TIME POWER QUALITY VISIBILITY AND CONTROL OF VOLTAGE
- PEAK DEMAND MANAGEMENT AND VOLTAGE/FREQUENCY CONTROL

eSensor EXTENDS EDGE PLATFORM FOR NETWORK SAVINGS AND CONTROL



eSensor

- Low cost, durable transformer monitoring system for existing and new transformers
- Monitors power quality, potential failure, theft detection across network
- Preventative maintenance
- Links with EdgeIQ to provide platform for full visibility and control of voltage across LV network
- Current 400 site trial with Meralco; increasing to 75,000 transformer sites in Q4

EdgeIQ - SOLVING THE TRILEMMA

NETWORK

REDUCED
NETWORK COSTS



CARBON
REDUCTION



DEMAND
+ FREQUENCY
MANAGEMENT



GRID INTELLIGENCE
THEFT PROTECTION



NETWORK CUSTOMER

10-15% ENERGY SAVINGS



10% CO2
REDUCTION



HOUSEHOLD
PROTECTION



VISIBILITY &
INTELLIGENCE



EDGE LEADING GLOBAL TEAM DELIVERS UNIQUE SOLUTIONS AT LOW COST

12



RICHARD McINDOE

CEO / EXECUTIVE CHAIRMAN

Built CLP International into largest IPP investor in Asia; built Energy Australia to big 3 energy companies in Australia



NEAL STEWART

CTO / EXECUTIVE BOARD MEMBER

Built Astec to #1 global supplier power electronics to PC industry



NATHAN VINCE

FLEXTRONICS / APPOINTED BOARD MEMBER

*Top 2 global OEM manufacturer
Over 100 global manufacturing facilities*

PATENTS AND IP



Over 20 global patents

RECOGNITION

Winner

Asian
Utility Week

Runner-up

Australian
Utility Week

MARKET PARTNERS

Utilities



Technology

