



BELMAY PTY LTD

PO Box 677

Renmark SA 5341

ABN: 48165606986

General Information Requirements

- 1 **Your Legal Name.**
Belmay Pty Ltd.
- 2 **Your Trading Name if different to your legal name.**
Trading as Belmay Pty Ltd.
- 3 **Australian Business Number (ABN) or Australian Company Name (ACN).**
48 105 606 986
- 4 **Registered postal address for correspondence. We may verify this information with the Australian Securities and Investments Commission (ASIC) or other relevant agency.**
PO Box 677 Renmark SA 5341
- 5 **Nominated contact person, including their position in the organisation and contact details.**
Mark Yates
0417865178
mark@yateselectrical.com
- 6 **Why you are seeking an individual exemption, and why you believe that an exemption (rather than a retailer authorisation) is appropriate to your circumstances.**
We are seeking an individual exemption rather than a retailer authorisation as our model does not fit under the traditional retailer or retail exemption categories.

Belmay Pty Ltd offers Solar Power Purchase Agreements (SPPA's) to commercial and industrial customers.

The SPPA's will allow customers to benefit from producing onsite power with no up-front costs and therefore receive lower cost electricity. (compare to that from traditional retailers)

Belmay Pty Ltd role will be as a supplementary source of electricity to consumers, we will not be the primary supplier of electricity. We will not be guaranteeing supply as any contract with us is in addition to a supply arrangement with a retailer and loss of supply from us does not remove the customer's access to electricity.



BELMAY PTY LTD

PO Box 677

Renmark SA 5341

ABN: 48165606986

General Information Requirements

- 7 The address of the site at which you intend to sell energy, including a map of the site and a brief description of this site and its current and future use/s.**
Belmay Pty Ltd intends to sell energy at various locations, therefore an address and map is not applicable.
- 8 The primary activity of your business (for example, managing a shopping centre).**
Commercial and Industrial Solar (PV)
- 9 The form of energy for which you are seeking the individual exemption (electricity or gas). For electricity please state whether the network you propose to sell is directly or indirectly connected to the main grid or is (or will be) an off grid network.**
Belmay Pty Ltd is seeking an individual exemption for electricity which will be directly connected to the main grid.
- 10 Are you establishing, or have you established energy supply in an area where there are no other viable energy supply arrangements available.**
No. Belmay will only be servicing areas where grid supply electricity is currently available.
- 11 The date from which you intend to commence selling energy.**
Belmay Pty Ltd intends to sell energy generated from the SPPA's within 3 months, subject to approval of this application process.
- 12 Mailing addresses for premises at the site (where applicable). We may use this information to ensure that potential customers are able to participate in our consultation process.**
Belmay Pty Ltd intends to sell energy to a range of customers at a variety of sites, most of which remain unknown at this time.
- 13 Details of any experience in selling energy, for example.**
Belmay Pty Ltd has operated in South Australia since 4th September 2011. At this stage we have sold PV Solar systems to the commercial and residential market throughout South Australia.

 - **Date/s and Location/s of Previous Operations**
Belmay has supplied residential and commercial customers a wide variety of PV solar Systems throughout South Australia



BELMAY PTY LTD

PO Box 677

Renmark SA 5341

ABN: 48165606986

General Information Requirements

- Form/s of Energy Sold
PV Solar generated power only.
- Scale of operations (that is, the number, size and type of customers)
Belmay Pty Ltd supplies commercial & industrial customers. Typically PV Solar systems ranging from 5kw to 99kw
- An explanation of which activities will be conducted in-house and which will be contracted out to third parties.
Belmay Pty Ltd will conduct all activities concerning SPPA's in house, including maintenance, meter reading and billing.

14 **Whether you currently hold, or have previously held or been subject to, an energy selling exemption or a retail licence (retailer authorisation) in any state or territory, If so please provide details.**

Belmay Pty Ltd does not currently hold any electricity retail licenses.

15 **What arrangements you have made in the event that you can no longer continue supplying energy**

(e.g., has the retailer that sells to you agreed that they will service the customers)

Belmay Pty Ltd will provide an ancillary/supplementary supply of electricity only. Primary supply, along with all of its related obligations, will continue to be provided by the customer's authorised primary electricity Retailer.



BELMAY PTY LTD

PO Box 677

Renmark SA 5341

ABN: 48165606986

Particulars relating to the nature and scope of the proposed operations

To determine whether it is appropriate to exempt you from the requirement to hold a retailer authorisation, we need information on the nature and scope of the operations you propose to conduct. Please answer the following questions:

- 1 Will your customers be your tenants? If so, are they residential or commercial/retail? Are they covered by residential or retail tenancy, or other legislation governing accommodation that is a person's principal place of resident (for example, retirement village legislation, residential parks or manufactured home estates legislation) in your state or territory?**

Not applicable. Belmay Pty Lt does not presently anticipate selling power through SPPA to residential properties.

- 2 Are you providing other services (for example, accommodation/leasing of property) to persons on the site who you intend to sell energy to? Or will your only commercial relationship to persons on the site be the sale of energy? If you are providing other services, please specify what these services are, and the contractual or leasing arrangements under which these services are being provided.**

Belmay Pty Ltd scope of services will be limited to the installation, operation and maintenance of its solar systems and the sale of energy therefrom. Such services will be offered to both business/commercial customers.

- 3 What is the total number of dwellings/premises at the site? Please provide a breakdown between residential and business customers (and whether they are small or large as demand for the jurisdiction in which you intend to operate..**

Belmay Pty Ltd intends selling to business customers which are in commercial or industrial industries.

- 4 Will you be on selling energy (that is, selling energy purchased from an authorised retailer) or purchasing it directly from the wholesale market?**

No. Only power that has been generated from our PV Solar systems.



BELMAY PTY LTD

PO Box 677

Renmark SA 5341

ABN: 48165606986

Particulars relating to the nature and scope of the proposed operations

- 5 **If purchasing from an authorised retailer, have you formed, or do you intend to form, a bulk purchase contract with the energy retailer, and how far into the future does this, or will this, contract apply? If you have formed, or intend to form, a contract, please provide a brief summary of this arrangement.**

The customers will continue to have an existing separate contract with their primary electricity retailer. Belmay Pty Ltd will purely be providing electricity to the customer on a supplementary basis. Belmay Pty Ltd business model does not anticipate, at this point in time, providing conventional electricity generation from a traditional electricity Retailer.

- 6 **What is the estimated aggregate annual amount of energy you are likely to sell (kilowatt hours or megawatt hours for electricity and mega joules or gigajoules for gas) and the average expected consumption for each type of customer you service (that is, residential customers and retail or commercial customers)?**

In general, the aggregated annual amount of energy that Belmay Pty Ltd is expecting to sell will depend on the size of the solar system, and its efficiency. Each of these parameters will be site-specific and will vary for every customer. The average size of the solar system is expected to be in the range of 10 kilowatts to 99 kilowatts.

- 7 **Will your customers be wholly contained within a site owned, controlled or operated by you? (For the purposes of this questions, a body corporate may be taken to "operate" premises it oversees).**

No. Belmay Pty Ltd will not own or control any of the sites of our customers.

- 8 **Will each premises/dwelling be separately metered? If the application is for a new development or a redevelopment and customers will not be separately metered, please explain why not.**

Yes each property will be separately metered for electricity supplied by the network / grid and our solar systems.



BELMAY PTY LTD

PO Box 677

Renmark SA 5341

ABN: 48165606986

Particulars relating to the nature and scope of the proposed operations

- 9 **What types of meters will be used? For example, basic/accumulation meters, manually read interval meters or remotely read interval meters? Will these meters allow your customers to change retailers (i.e. not source their energy from you)?**

Belmay Pty Ltd will use the EDMJ range of smart meters, EDMJ is one of the leading smart energy solution providers in the world. The meters installed by Belmay Pty Ltd have no impact on the customer wanting to change retailers.

- 10 **What accuracy standards apply to the meters? Do the meters comply with Australian standards? If so, specify which standard or standards. For electricity meters, will the meters comply with National Measurement Act 1960 (Cth) requirements for electricity meters installed from 1 January 2013?**

All EDMJ meters are manufactured with a high level of quality and functionality, and meet IEC compliance.

EDMJ meters are Pattern approved under the National measurement Institute (NMI) and are suitable for billing requirements. In addition to being Pattern approved all EDMJ meters are individually NATA calibrated (National Association of Testing Authorities) and come with NATA endorsed test certificates.

Class 1 EDMJ meters will be used, they will comply with the National Measurement Act 1960 (Cth) requirements for electrical meters installed.

- 11 **If customer dwellings/premises are separately metered, how often do you propose the meters to be read and by whom?**

We propose the meters to be read monthly and sophisticated data loggers will also be installed to provide total transparency for customers and Belmay Pty Ltd.



BELMAY PTY LTD

PO Box 677

Renmark SA 5341

ABN: 48165606986

Particulars relating to the nature and scope of the proposed operations

- 12 **How will you determine energy charges if customers are not separately metered?**
All customers will be separately metered for their grid and SPPA consumption with each energy supplier being separately responsible for their respective charges and billing processes.
- 13 **In what form and how often will customers be billed? Will you be issuing bills yourself or through a billing agent?**
Customers will be billed in accordance with their SPPA contracts. Belmay Pty Ltd will suggest to its customers that billing take place at the end of every month. Due date will not be less than 13 days. Reminder notices will allow another 6 days to pay.
- 14 **What dispute resolution procedure do you intend to put in place to deal with energy related complaints and issues?**
Belmay Pty Ltd customers may make a complaint via email or phone. Upon receipt of the complaint we will acknowledge the query or complaint within 10 business days and respond to the query or complaint by addressing the matters within 20 business days. The time we spend investigating the complaint will be determined by its seriousness and complexity.
- If a customer is not happy with how their complaint has been resolved, they may refer the complaint to the Office of Fair Trading. Belmay Pty Ltd will keep a record of all complaints and the time taken to resolve or close the case.
- 15 **What energy rebates or concessions are available for your customers and, if applicable how can customers claim these?**
Belmay Pty Ltd will not be offering its customer any rebates or concessions. Any Financial incentives or rebates that are derived from our solar systems will be retained by us as the systems will continue to be our property. As such, any and all 'green' energy certificates and rebates (eg. STC's, LGC's) generated by our solar systems will remain our property for our exclusive benefit unless otherwise agreed with the end customer. That being said, our retention of such incentives / rebates will permit us to offer a fully maintained solar system at no upfront cost to the customer and at more competitive tariffs under our SPPAs. In addition, any income derived from sales of exported electricity will normally be paid directly to the end customer via their traditional retailer except in certain exceptional instances.



BELMAY PTY LTD

PO Box 677
Renmark SA 5341
ABN: 48165606986

Particulars relating to the nature and scope of the proposed operations

- 16 **What is your strategic direction and what are your objectives?**
Please describe your business model in some detail, noting jurisdictions where you will be operating, and customer number forecasts for the first 3 years.
Belmay Pty Ltd aims to provide solar installations for large energy users for zero capital, we aim to establish long term SPPA with these customers and on sell the energy generated on site, we will predominately be operating in South Australia and will be aiming to install on average of 3-5 customers per annum.
- 17 **What is your pricing structure - will you charge for energy only or are there other fees? Will you charge only for energy consumed or all energy generated?**
We will only charge for the energy generated on site all other fees will be passed on by the customers retailer. We will not be charging for the energy consumed.
- 18 **Are there related companies and what is their function? Do you intend to transfer any functions to any other related companies and, if so, what are they?**
No. Belmay Pty Ltd will manage everything.
- 19 **Do you intend to use fixed term contracts and, if so, how long will they be?**
We intend to establish contract between 10 and 15 years depending on the agreement.
- 20 **Under what circumstances can the customer terminate the agreement and at what cost?**
At any stage, we will provide the customer with a fixed price for the system and a depreciation of 10% per annum will apply the customer will be able to purchase the system outright at any stage during the contract
- 21 **What happens when the contract ends? Who owns the system?**
After the contract is completed the ownership of the system will transfer to the customer.