



16<sup>th</sup> April 2014

**Susan Faulbaum**

Director | Retail Markets Branch **Australian Energy Regulator**

GPO Box 922, Adelaide 5001

(08) 8213 3463

Dear **Susan**,

We would like to apply for an exemption for a retailer license and hereby submit our documentation.

Kind Regards

**Felicia WHITING**

Director

GEITS ANZ PTY LTD



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## **1. Corporate Summary**

The following summarizes the Company background and the Proposed offerings to the customers.

### **1.1 Company Background**

GEITS is a sustainable technology and renewable energy integrator operating in the floating solar and waste to energy sectors. The business was founded in 2012 and focuses on providing its clients with opportunities to save money on their energy usage. Our customers are typically councils and any opportunity to save money ultimately is passed to the final customers. This will be the focus through all our projects in Australia.

We offer solutions for councils – commercial customers. We do not offer solutions for the residential market at this time. We procure and use local labor as a first priority to implement our solutions. Our solutions can be both grid and off grid connected.

Apart from selling power to our customers, we also offer water remediation benefits which are offered free of charge. All our projects have a sustainable remit to reduce pollution, preserve the environment, generate power and help keep the water bodies on which our systems are deployed clean.

### **1.2 Proposed Offering to Customers**

GEITS would like to offer its customers a solution wherein they pay for the power they consume through a power purchase agreement [PPA]. The offerings include the following:

1. Focus on commercial customers
2. Charges are based on a set rate/KWH and billed monthly
3. Systems certified by the local approved electrical certifiers
4. The PPA runs for 25 years
5. The PPA generate up to 80% of the total on site demand
6. Customers can cancel the agreement at any time and pay out the value for the system based on a pre determined formulae
7. Customers retain their primary power contract
8. At the end of the period customers can elect to buy the system at a nominal price



9. No upfront capital cost
10. Systems are limited in their capabilities to export energy and mainly satisfy the customer [council] and any high-energy user located in the immediate vicinity.

## 2. Applicant Details

- a. Name: GEITS ANZ PTY LTD
- b. Trading Name: SAME AS ABOVE
- c. ABN: 98 141 145 913
- d. Registered Office: SUITE1, 117 BURWOOD ROAD, BURWOOD  
NSW 2134
- e. Nominated Contact: FELICIA WHITING, Director, Phone:  
0424938020, Felicia.whiting@geitsglobal.com

### 2.1 Reasons for seeking Individual Exemption

- a. We are not on-selling power from the grid but rather generating on site power for on site usage
- b. We operate on the customer's side of the meter and believe that a retailers authorization may not be appropriate and that an individual exemption is better suited
- c. We are offering the systems at no upfront costs but rather as a "pay per use" transaction
- d. It does not fit within the existing exemption categories under the AER "Exempt Selling Guidelines".
- e. The PPA has been designed to be compliant with State and Federal laws and the customers interest are protected by legislation
- f. Customers must have an authorized retailer to be able to enter into a PPA with GEITS.
- g. Systems improve water quality and prevent water evaporation

### 2.2 Address of the Site

Not applicable as GEITS is seeking a multi site exemption



### **2.3 The primary activity of GEITS in respect of the operation of the PPA**

GEITS installs, monitors, operates and maintains the floating solar systems on the customer's property. The system remains the property of GEITS.

### **2.4 The Form of Energy**

- a. The energy is power generated by the floating solar system.
- b. In order to enter into PPA customers must have a current power contract with one of the Utilities through an authorized retailer. The electricity network will remain connected to grid.
- c. The plants themselves may be grid or off grid depending on the customer requirements.

### **2.5 Energy Supply**

GEIS has solutions that allow it to operate in areas where there is no grid connected supply however; GEITS does not propose or favor such a solution due to the intermittent nature of renewable energy

### **2.6 Date of commencing Retail operations**

It is proposed to commence post exemption award.

### **2.7 Mailing address of the site**

Not applicable

### **2.8 Previous experience as an energy retailer**

This is the first time that GEITS has engaged in retail energy operations and the PPA model is relatively new in the Australian market. This model is similar to the ones being used in the European Union.

### **2.9 Current Authorizations /Exemptions**

Not applicable

### **2.10 Arrangements in the event of Failure to Supply**

As the customer will already be connected to grid, this question is not applicable.



### **3. Nature and scope of the proposed operations:**

#### **3.1 Customers.**

Commercial property owners, commercial leaseholders, Councils

#### **3.2 Other services**

GEITS will provide the installation, maintenance and management services for the generation assets.

#### **3.3 What is the total number of dwellings/premises at the site?**

- a. There is no defined site but GEITS customer base is primarily composed of Councils [95%] followed by commercial customers [5%]
- b. GEITS intends to operate in SA during Year 1 followed by other states as soon as we get the compliance and business approvals.

#### **3.4 Will you be on selling energy?**

Not Applicable - GEITS will be producing the energy behind the meter at each individual site.

#### **3.5 If purchasing from an authorized retailer, have you formed, or do you intend to form, a bulk purchase contract with the energy retailer?**

Not Applicable

#### **3.6 What is the estimated aggregate annual amount of energy you are likely to sell and the average expected consumption of customers?**

Not Applicable – This depends on the individual customers as the systems are sized to suit their needs.

#### **3.7 Will your customers be wholly contained within a site owned, controlled or operated by you?**

Not Applicable - Typically our customers will own the property of the installation.



### **3.8 Will each premises/dwelling be separately metered?**

Yes. Each premise will be installed with a meter, separate to the grid power meter, at the time of the installation of the solar power system.

### **3.9 What types of meters will be used?**

GEITS will use remotely read NEM compliant meters, which meet all required standards for the locations. Meters will be remotely read interval meters, these meters will provide live monitoring of the solar system's output. Customers will have access to the metering data via web portal interface. GEITS meters will be behind the customer's grid power meter and will not inhibit the customer's ability to change electricity retailers.

### **3.10 What accuracy standards apply to the meters?**

Proposed metering type will be Class 0.5 NEM-compliant revenue metering and will be in adherence with all applicable codes, rules and regulations, relevant standards, CEC and other industry body's guidelines, authorities requirements and industry best practice. Metering accuracy will be 0.2% for current and power units. Meters will be supplied with a certificate of calibration, and compliant calibration schedules and record will be maintained as required under the National Measurement Act (1960).

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

Meters will be read monthly and billed monthly. Systems will also be remote monitored.

### **3.12 How will you determine energy charges if customers are not separately metered?**

Not Applicable

### **3.13 In what form and how often will customers be billed? Will you be issuing bills yourself or through a billing agent?**

Billing in monthly and undertaken by GEITS



### **3.14 What dispute resolution procedures do you intend to put in place to deal with energy related complaints and issues?**

Within five Business Days of claiming that a Dispute has arisen, a Party must give written notice to the other Parties ('Dispute Notice'). A Dispute Notice must specify the Dispute, including all relevant matters and facts relating to the Dispute; be signed by that Party's Representative; and

#### *Meeting of the Parties' Representatives*

Within 5 Business Days of receipt by the other Parties of a Dispute Notice (or such further period as agreed in writing by the Parties), the Parties' Representatives must meet in a bona fide attempt to resolve the Dispute.

#### *Executive negotiation*

If the Dispute is not resolved within 10 Business Days of receipt by the other Parties of a Dispute Notice (or such further period as agreed in writing by the Parties), the Dispute must be referred to the CEO's of both parties who must meet in a bona fide attempt to resolve the Dispute.

#### *Proceeding with the Obligations*

Each Party must continue to perform their obligations under this Agreement notwithstanding the conduct of any process under this **clause 21**.

#### *Referral to Arbitration*

In the event that the parties cannot reach an agreement within 10 days of the original dispute notice, it can be referred to an independent arbitrator and both parties must abide by the ruling.

### **3.15 What energy rebates or concessions are available for your customers and, if applicable, how can customers claim these?**

Not Applicable

### **3.16 Will you make energy efficiency options available to your customers?**

Not Applicable





**4. Please provide any further information that you consider would assist us to assess your application.**

GEITS aims to increase the consumption of green energy in Australian Councils especially the rural councils. We are aware of the various requirements of the government and agencies in implementing such projects and will ensure that all the guidelines are complied with whilst protecting the rights of the customer. GEITS projects have a water security benefit to councils and improves operations for council owned plants.

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