



nu-tility

[nu-tility.com](http://nu-tility.com)

# nu-tility Individual Exemption (SPPA) Application (Redacted)

Issue 1

Date  
22 September 2015



wind



solar



full ev offering



PPA



backup  
generation



retail  
electricity



asset  
management



engineering



smart  
metering



hybrid  
pv-thermal



Geothermal  
HVAC



LED  
Lighting



battery  
storage



microgrid



remote  
communities



data

## General Information Requirements

- 1) Your legal name. If you are a body corporate or community corporation, please indicate this.**

nu-tility Pty Ltd

- 2) Your trading name if different to your legal name**

nu-tility

- 3) Australian Business Number (ABN) or Australian Company Name (ACN).**

ABN 82 165 353 971

- 4) Registered postal address for correspondence. We may verify this information with the Australian Securities and Investments Commission (ASIC) or other relevant agency.**

Suite 7, Lvl 1, 277-283 Condamine St  
Manly Vale, NSW  
2093

- 5) Nominated contact person, including their position in the organisation and contact details.**

Name: Toby Greenane  
Position: Managing Director  
Mobile: 0404 148 860  
Email: toby.greenane@nu-tility.com

- 6) Why are you seeking an individual exemption, and why do you believe that an exemption (rather than a retailer authorisation) is appropriate to your circumstances.**

nu-tility's business model would be to provide solar power systems to businesses under a Solar Power Purchase Agreement (SPPA). nu-tility seeks an exemption on the basis that we don't fall into the definition of a 'retailer' of electricity.

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nu-tility will only offset part of the energy being supplied by the customers energy retailer. nu-tility will not influence the contractual arrangement between the customer and the energy retailer.

- 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 uses/s.**

Australia wide.

- 8) The primary activity of your business (for example, managing a shopping centre).**

nu-tility is an integrated energy company assisting its clients with engineering driven technology and energy solutions.

- 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) and off grid network.**

Electricity generated from rooftop solar. All sites will have grid connection.

- 10) Are you establishing, or have you established, energy supply in an area where there are no other viable energy supply arrangements available.**

Not applicable. All customers will have an existing contract and therefore grid connection with a retailer

- 11) The date from which you intend to commence selling energy.**

As soon as possible.

- 12) Mailing address for the premises at the site (where applicable). We may use this information to ensure that potential customers are able to participate in our consultation process.**

Not applicable.

- 13) Previous experience selling energy.**

The directors of nu-tility come from a background of selling solar through a distribution network across Australia. This includes, but is not limited to, accrediting new products, full supply chain management, and direct residential and commercial solar system sales. Prior to this, they both worked as Investment Bankers. They are both familiar with a wide variety of commercial businesses and how they're best run.

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

utility does not hold, nor has ever held an energy selling license or exemption in any state or territory.

- 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).**

Not applicable. The customer will have a separate, primary energy supply contract in place with an energy retailer of their choice.

**Particulars relating to the nature and scope of the proposed operations**

- 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 residence (for example, retirement village legislation, residential parks or manufactured home estates legislation) in your territory?**

Not applicable.

- 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.**

Not applicable.

- 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 defined for the jurisdiction in which you intend to operate).**

Not applicable as systems will be installed across many areas.

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

Not applicable

- 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 that arrangement.**

Not applicable

- 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 of customers for each type of customer you service (that is, residential customers and retail or commercial customers)?**

Not applicable

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

Not applicable

- 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.**

Dwellings will have their own meters and in addition, if monitoring of output is required for systems greater than 100kW to claim LCG's, then a Class 1 meter will be installed. In further to these requirements, web based meters will be installed.

- 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)?**

nu-tility will install NMI Pattern approved, remotely read, interval meters. nu-tility is speaking with leading meter manufacturers (i.e. Landis + Gyr) regarding supply of meters for PPA's.

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

The meters will comply with all relevant and published Australian Standards that apply. All meters are Class 1 and compliant with AS/62052.11 and AS/ 60253.21.

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

Installed systems will be constantly monitored over the internet and reports sent via email will provide daily, monthly and quarterly data (which will feed into our billing system) of the kWh consumption and billed, most likely, on a monthly basis.

- 12) How will you determine energy charges if customers are not separately metered?**

Not applicable.

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

nu-tility will send electronic/postal bills on a monthly basis.

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

nu-tility's customers may raise a complaint with nu-tility either via email or via nu-tility's helpline number. nu-tility will respond promptly and within frameworks required by the Australian Consumer and Competition Commission (ACCC).

All complaints will be referred to the most appropriate person within nu-tility and will be dealt with in an unbiased, objective manner with a fair and reasonable outcome for both parties always being the primary objective.

nu-tility have Hardship Policies available in the event customers experience financial difficulty.

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

Not applicable.

- 16) Will you make energy efficiency options available to your customers? Will your network incorporate solar other generation options for sustainability purposes? If so, will you use gross or net metering?**

Not applicable.

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

nu-tility will not be the primary supplier of electricity to the site/client, nor will nu-tility interfere with that supply agreement.

**Further information on nu-tility's SPPA model:**

- 1) Do you have any experience in the energy industry? Please provide a brief description.**

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- 2) 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.**

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- 3) What is your pricing structure – will you charge for energy only or are there other fees? Will you charge only for energy consumed or energy generated?**

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- 4) Are there related companies and what is their function? Do you intend to transfer any functions to any other companies, and if so, what are they?**



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**5) Do you intend to sell to commercial or residential customers, and what size systems will you install?**

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**6) How will your pricing structure work – is the customer charged only for their consumption or are there other fees?**

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**7) Do you intend to use fixed term contracts and, if so, how long will they be?**

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**8) Under what circumstances can the customer terminate the contract and at what cost?**

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**9) What happens when the contract ends? Who owns the system?**

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