



Yarra Energy Foundation:

Our role in the program



Yarra Energy Foundation – Who we are:

Yarra Energy Foundation (YEF) is an independent, not-for-profit organisation that exists to engage and inspire people to take practical steps towards a low-carbon future.

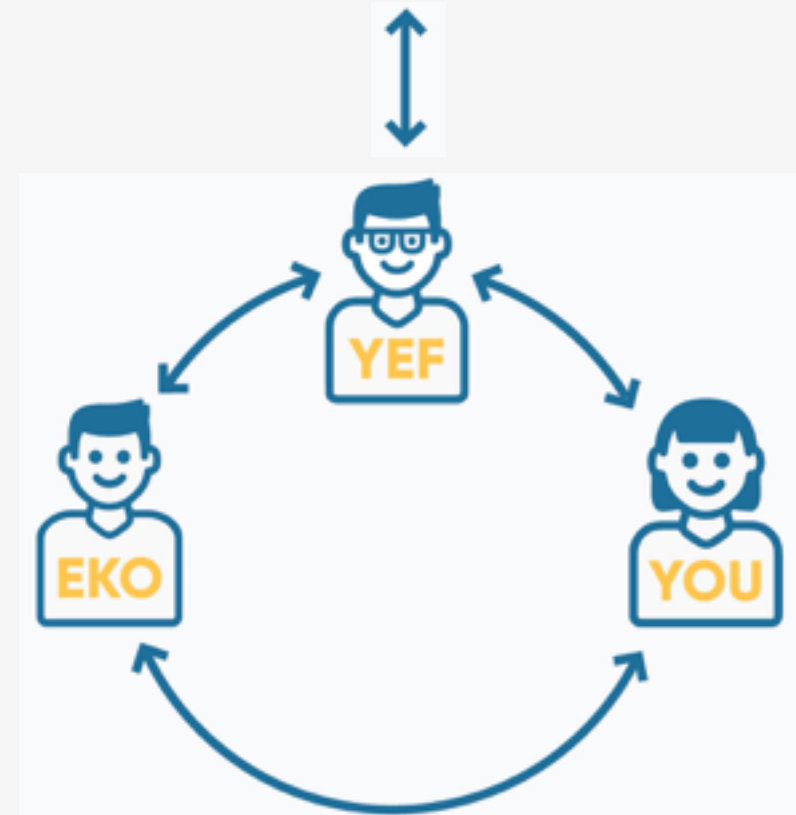


Yarra Energy Foundation – Our role in the program:



We act as the link between City of Port Phillip and the solar provider. Our role is to support you throughout the program.

As independent energy experts, we are here to ensure participants receive the best service, quality and price for their rooftop solar installation.





Why did YEF select eko energy?

YEF was responsible for a rigorous procurement process to select a solar provider for the Port Phillip Solar Program. eko energy was successful, for numerous reasons:

- Regarded as a leader in this space, with a strong history of over 200 successful Solar Programs across Australia
- A highly competitive and fair pricing structure
- Strong customer service record
- Use of high-quality Tier 1 products, with warranties on all parts serviced in Australia
- Clean Energy Council Approved Solar Retailer



Rebates and Incentives

City of Port Phillip Low Income Solar Incentive

1. If you have a pensioner concession on your most recent rates notice...

2. An additional \$1000 rebate is available

3. Check the box on the registration form, and ...

4. Talk to YEF

State Government Solar Victoria Rebate

1. If you have the following ...

2. Property Valued at less than \$3 million

3. Combined household income of less than \$180,000

4. Are the owner-occupier and do not have an existing system, then...

5. You can receive up to \$2,225 rebate off your Solar PV system



Talk to YEF about rental properties and Solar Vic's no interest loan option



Heritage Overlay



A Heritage Overlay does not necessarily prevent you from installing rooftop Solar Panels.

A Planning Permit is required if the panels will be visible from the street (other than a lane) or a park. However, Council will waive the permit fees and will process the application minimising paperwork requirements and processing time.

A Planning Officer will assess your application with advice from Council's Heritage Advisor they may suggest changes to the sizing or placement of the proposed system.

To find out whether your property is affected by a Heritage Overlay check

<http://www.portphillip.vic.gov.au/map-planning.htm>



How will YEF support me through the program?

YEF will support participants by making the Port Phillip Solar Program as simple and transparent as possible.

You can contact us at any time with any questions you may have, or to talk through options that been presented to you by eko energy.

Our Advice is expert and independent.

1300 866 634



portphillipsolar.org.au

yef.org.au

portphillipsolar.org.au

AGENDA

- About eko energy
- How solar power works
- How batteries work
- Is my home right for solar / batteries ?
- Why install solar / batteries now
- Benefits of solar & batteries
- Products & Pricing
- Next Steps & Questions
- The number of STCs available will reduce by a further 6.5% in January 2020 and a further 6.5% every year after that
- Start saving money AND carbon emissions

ABOUT US – eko energy is part of Echo Group

- ✓ **LONGEVITY** Echo Group, trading as eko energy, recently entered into a long-term partnership with EnergyAustralia, cemented by the leading retailer, taking a 49% share. This gives our customers peace of mind and assurance that we are going to be a strong, stable partner for them now and long into the future
- ✓ **CONFIDENCE** Yarra/YEF due diligence. Clean Energy Council Approved Retailer and in-house Accredited Installers. >200 bulk buys completed
- ✓ **PRICE** Bulk buy pricing underwritten by volume as one of Australia's #3 solar businesses. Direct buying power.

How Does Solar Power Work?



1 Solar panels convert sunlight to DC current



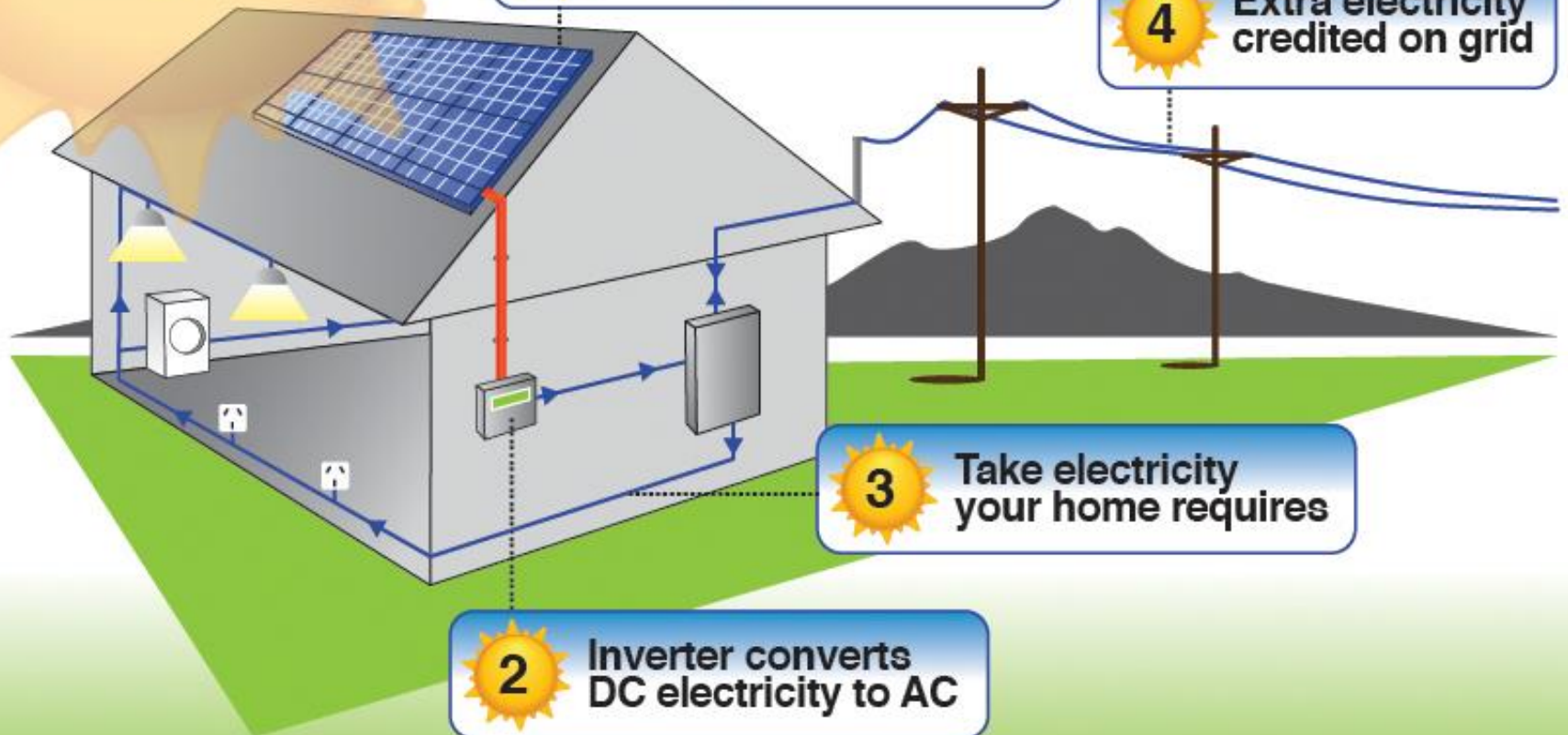
4 Extra electricity credited on grid



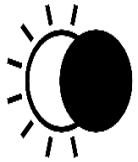
3 Take electricity your home requires



2 Inverter converts DC electricity to AC



Is my home right for Solar / Batteries?



Space & Shading



Roof Strength &
Pitch



Financials &
Costing



System Size



Low Light &
Night



Meters &
Switchboards



Warranties



Upgrade



Think Long Term

Why install Solar PV now?

- Electricity prices continue to rise. Recent Power Station Disruptions. Brownouts & Blackouts.
- Victorian State subsidy of up to \$2,225 off, plus \$2,225 interest free.
- The amount of solar installations are surging and federal government subsidies (STCs) are being phased out.
- The number of STCs available will reduce by a further 6.5% in January 2020 and a further 6.5% every year after that.
- Start saving money now & add an asset to your home
- City of Port Phillip – Pensioner Concession Rebate (\$1000 – Check your rates notice to see if you're eligible)

Benefits of Solar and Batteries

- Clean energy from the sun
- Cheaper than grid energy - inclusive of funding
- Lock in electricity prices for up to 25 years
- Offering **Energy Solutions That Pay For Themselves** model with little to no upfront costs
- Save approximately 1.3kg CO₂ with every kWh of electricity saved
- Federal and State Government solar subsidies can contribute up to 50% of the cost of your system
- Battery Backup Power
- City of Port Phillip Rebate – More than 50% of system cost

PRODUCTS – Solar Panels

- Trina, Q Cells & SunPower Panels
- Mono & Poly Crystalline Silicon Cell technology
- ALL Panels supplied are CEC approved Tier 1 manufacturer



Q CELLS

Trinasolar

SUNPOWER®

ekoenergy™

Solis Inverter

- Chinese company, value inverter with excellent history in Australia
- 10 year warranty & CEC Approved
- Basic monitoring
- Good entry level inverter, budget conscience investment



Fronius Inverters

- Austrian, top of the range inverter
- 10 year warranty & CEC Approved
- Comprehensive web app monitoring and reporting
- Built in WiFi
- Well respected by the installer community



Solar Edge (micro-inverter/optimiser)

- 12yr Inverter & 25yr Optimiser Warranty
- Each panel operates independently
- Ideal for those that want panel level monitoring & detailed analysis of how well their system is performing
- Optimal solution for shaded areas



Redback Hybrid Inverter/Battery

- Streamlined all-in-one design
- 5kW solar output
- Expandable battery storage
- Uninterrupted backup power
- Updates that get smarter
- Monitor with the MYRedback app



REDBACK
TECHNOLOGIES

ekoenergy[™]

What's right for you?

INDICATIVE **STANDARD** SOLAR ONLY BULK BUY PRICE (inc. GST)^

System Size (kW)	Solis	Fronius	SolarEdge
2.2	\$3,570	\$4,320	\$4,516
4.4	\$5,010	\$5,770	\$6,368
6.6	\$6,355	\$7,220	\$8,207

Solar & Battery Pricing

INDICATIVE **STANDARD** SOLAR/BATTERY ONLY BULK BUY PRICE (inc. GST)^

System Size (kW)	Redback Solution
5.5 kW & 4.8 kWh Battery	\$12,854.34
5.5 kW & 7.2 kWh Battery	\$14,167.25
5.5 kW & 9.6 kWh Battery	\$15,480.15
6.6 kW & 4.8 kWh Battery	\$13,371.99
6.6 kW & 7.2 kWh Battery	\$14,684.89
6.6 kW & 9.6 kWh Battery	\$15,997.79

Next steps ...

Complete the EOI form at the back of the room OR speak with YEF or eko today



We will contact you to discuss your options



We'll need a copy of your electricity bill & make an appointment for a site assessment



We'll provide you with a no-obligation quote including cost & emissions savings and finance options



We'll follow up with answers to your questions or give YEF a call.

Thank you!

Questions?

ekoenergy™

