



ADDRESSING EMISSIONS & ENERGY COSTS WITH SOLAR & STORAGE



AUSTRALIAN OLIVE ASSOCIATION

ADDRESSING EMISSIONS & ENERGY COSTS WITH SOLAR & STORAGE

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OUR MISSION

WE'RE HERE TO HELP OUR CUSTOMERS BECOME ENERGY INDEPENDENT

1,900

Projects Installed APAC

\$220M

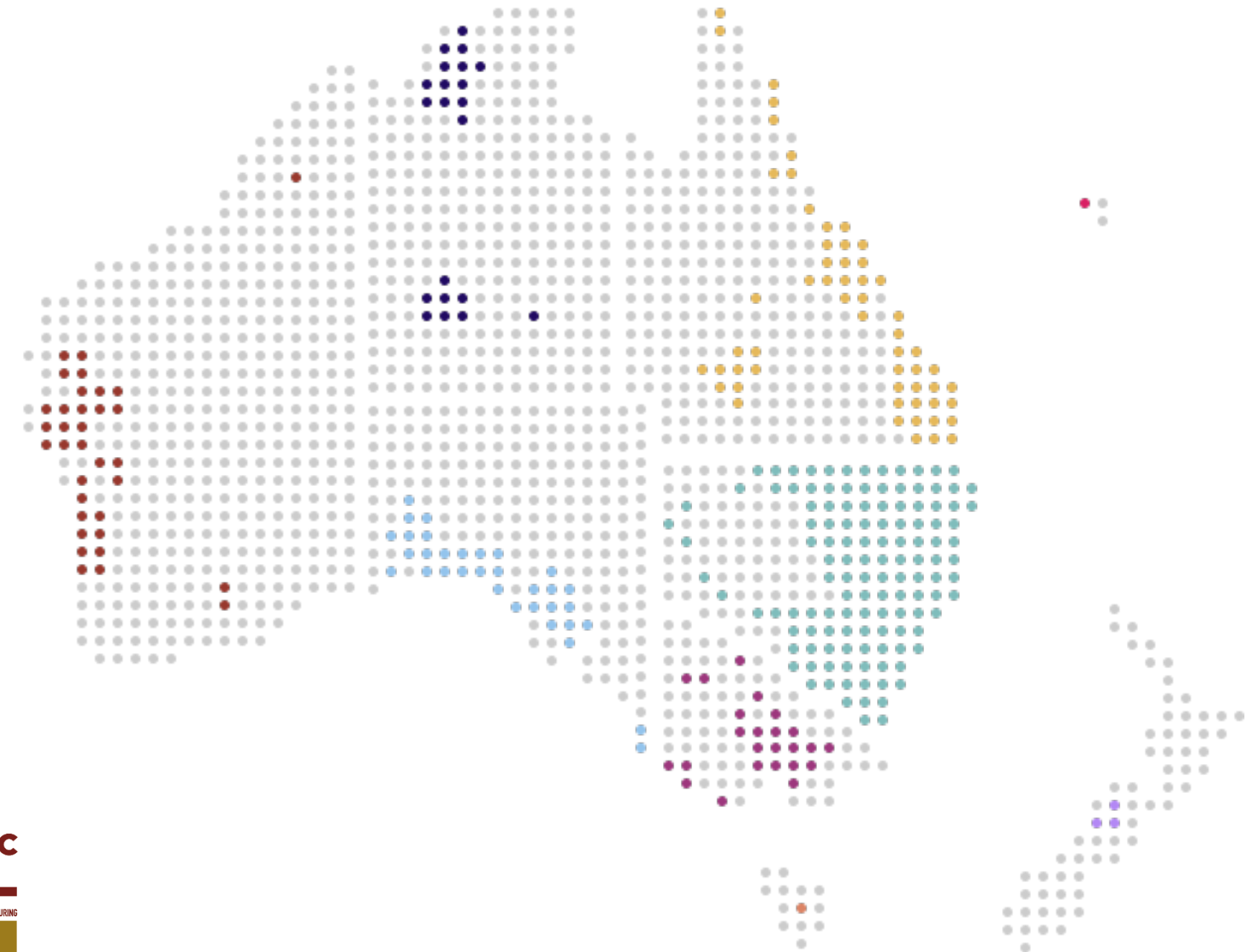
Value of Projects Deployed to Date

190MW

Solar Capacity Installed

\$80M

PPAs Under Management





Sustainability & the Olive Industry



OLIVE & ENERGY INDUSTRY

TRENDS & THREATS

01

Energy costs for cultivation and production

02

Managing industry **supply chains**

03

Integrating **environment, social and governance (ESG)** initiatives into the sector

04

Innovation in utilization of passive assets

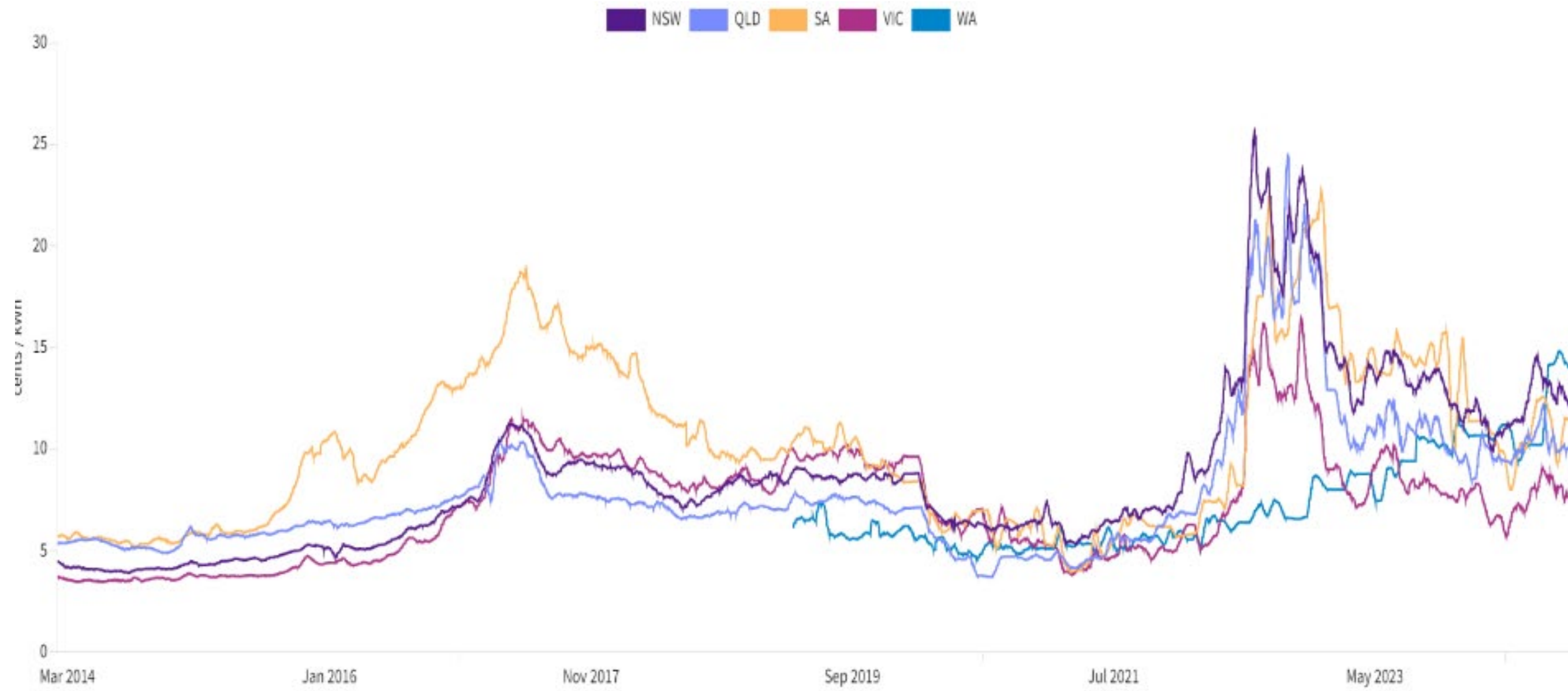
05

Cultivating a **point of difference** beyond the product



ENERGY COSTS

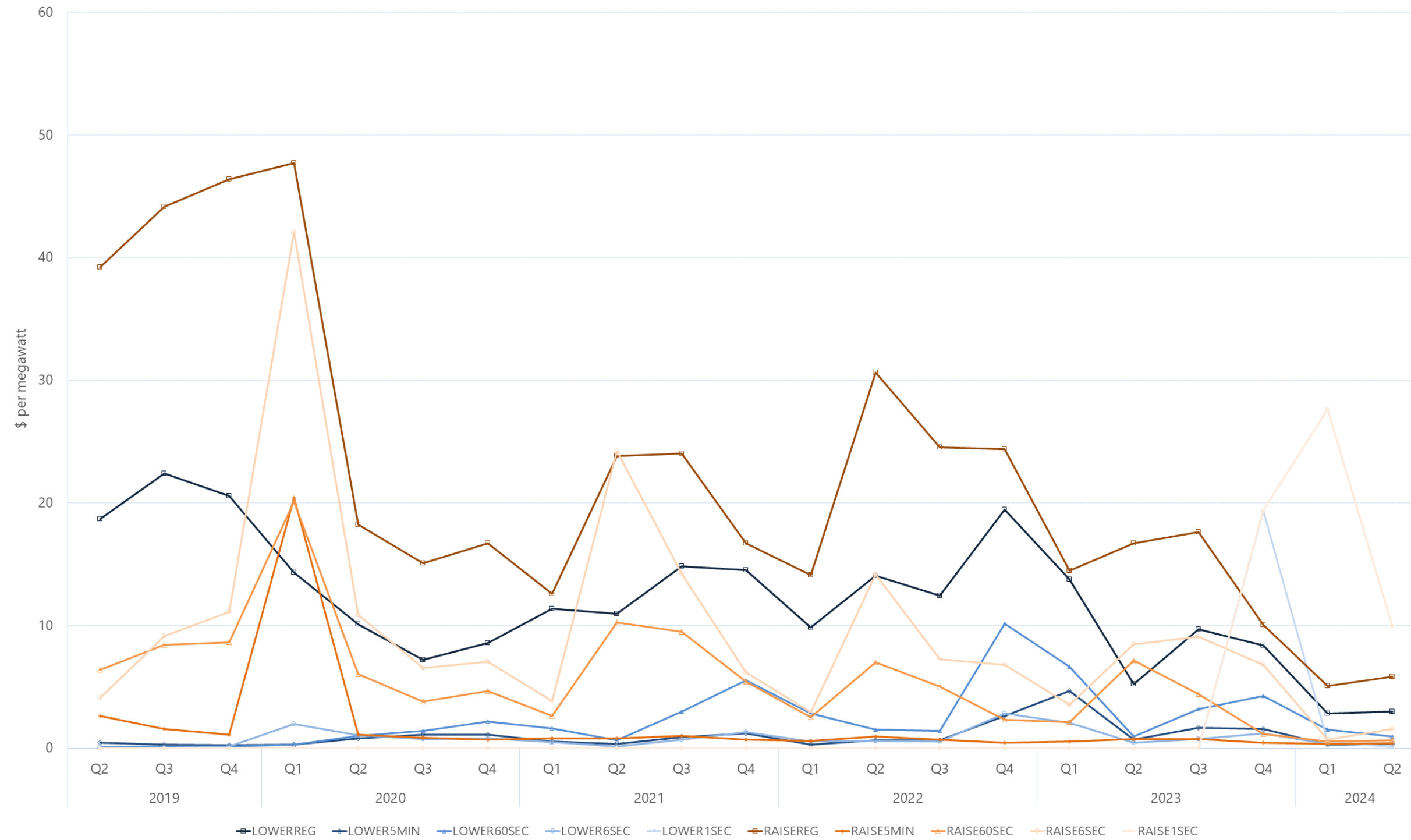
PRICE INCREASES FOR ENERGY





ENERGY COSTS

SYSTEM VOLATILITY AND OPPORTUNITY





ESG

MANDATORY CLIMATE REPORTING

First annual reporting periods starting on or after	Entities that meet at least two of the below thresholds:			NGER Reporters	Asset Owners (eg. management investment schemes and superannuation funds)
	Consolidated revenue	EOFY consolidated gross assets	EOFY employees		
1 January 2025 Group 1	\$500 million or more	\$1 billion or more	500 or more	Above NGER publication threshold	N/A
1 July 2026 Group 2	\$200 million or more	\$500 million or more	250 or more	All other NGER reporters	\$5 billion assets under management or more
1 July 2027 Group 3	\$50 million or more	\$25 million or more	100 or more	N/A	N/A



“Scope 3 supplier engagement target: 75% of suppliers, by spend, covering purchased goods and services, and upstream transportation and distribution, will have science-based emissions reduction targets by the end of FY27.”

2024 SUSTAINABILITY REPORT

Coles Group





How Solar and Storage Address These Issues

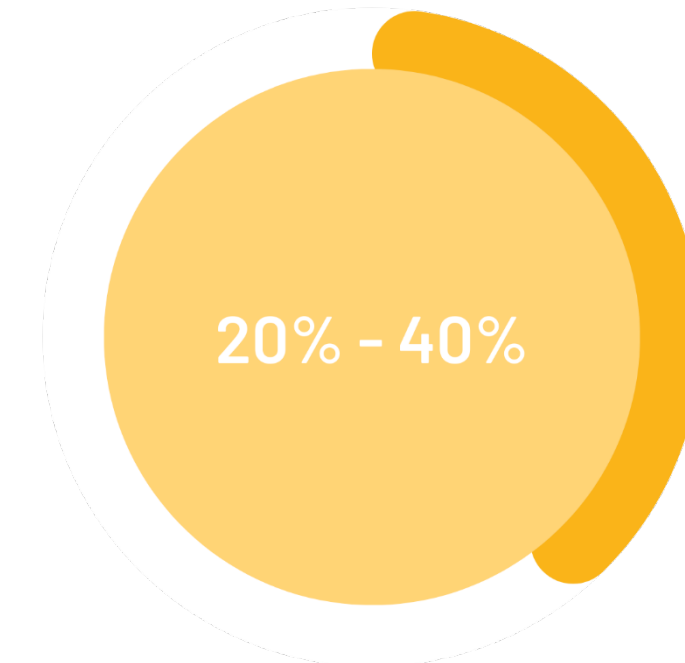




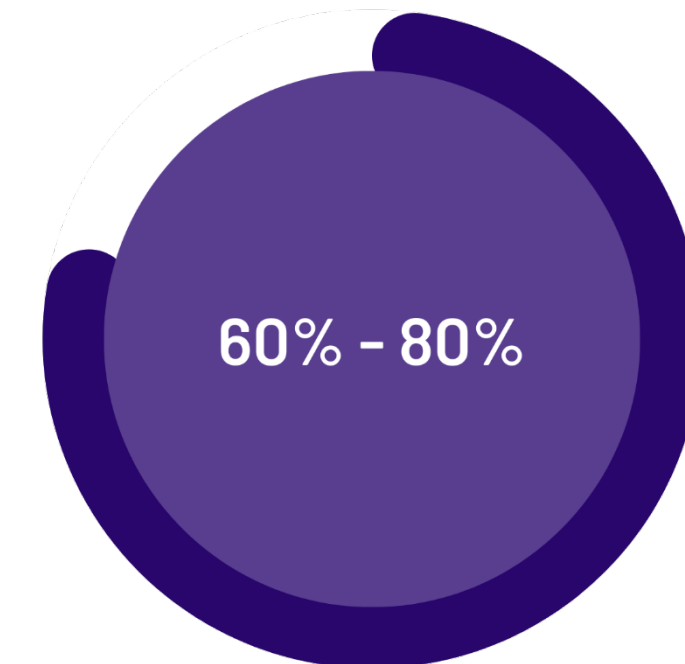
ENERGY COSTS

REDUCING GRID CONSUMPTION

- Reduce **energy cost**
- Develop energy **independence**
- Reduce exposure to **grid instability**
- Take **long term control** of costs



REGULAR
SOLAR OFFSET



SOLAR OFFSET
WITH C&I STORAGE



GRID SERVICES

DEMAND RESPONSE BATTERIES

2017-2021 in NSW

▶ **\$100k**

Median annual revenue modelled
from 500kVA

▶ **10 years**

Warranted lifespan

▶ **200%**

Potential upside in modelled
revenue





ESG

SCOPE 1, 2, AND 3 EMISSIONS

Solar & storage can impact Scope 1, 2 and 3 emissions.

Machinery fuel use

Replace diesel generators with solar & storage solutions, replace diesel irrigation pumps with solar equivalents, replace diesel tractors equipment and machinery with electric.

Purchased electricity

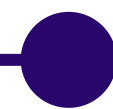
Replace 20-80% of grid electricity with solar and storage.

Employee commutes + company vehicles

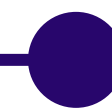
EV chargers, indirect emissions from the transportation, refinement and processing of fossil fuels used on site → replace fossil fuels as per Scope 1.



SCOPE 1



SCOPE 2



SCOPE 3



What's New in the Commercial Clean Energy Landscape?



CLEAN ENERGY INDUSTRY

TRENDS & INNOVATION

01

More data, more **sophistication**, improved **technology**

02

Battery storage presents new opportunities for savings & stability

03

Decrease in feed-in tariff value + export charges may apply from July 2025

04

VEECS, STCs and **LGCs** can offset system costs substantially

05

Power Purchase Agreements (PPAs) provide solar at \$0 upfront for businesses

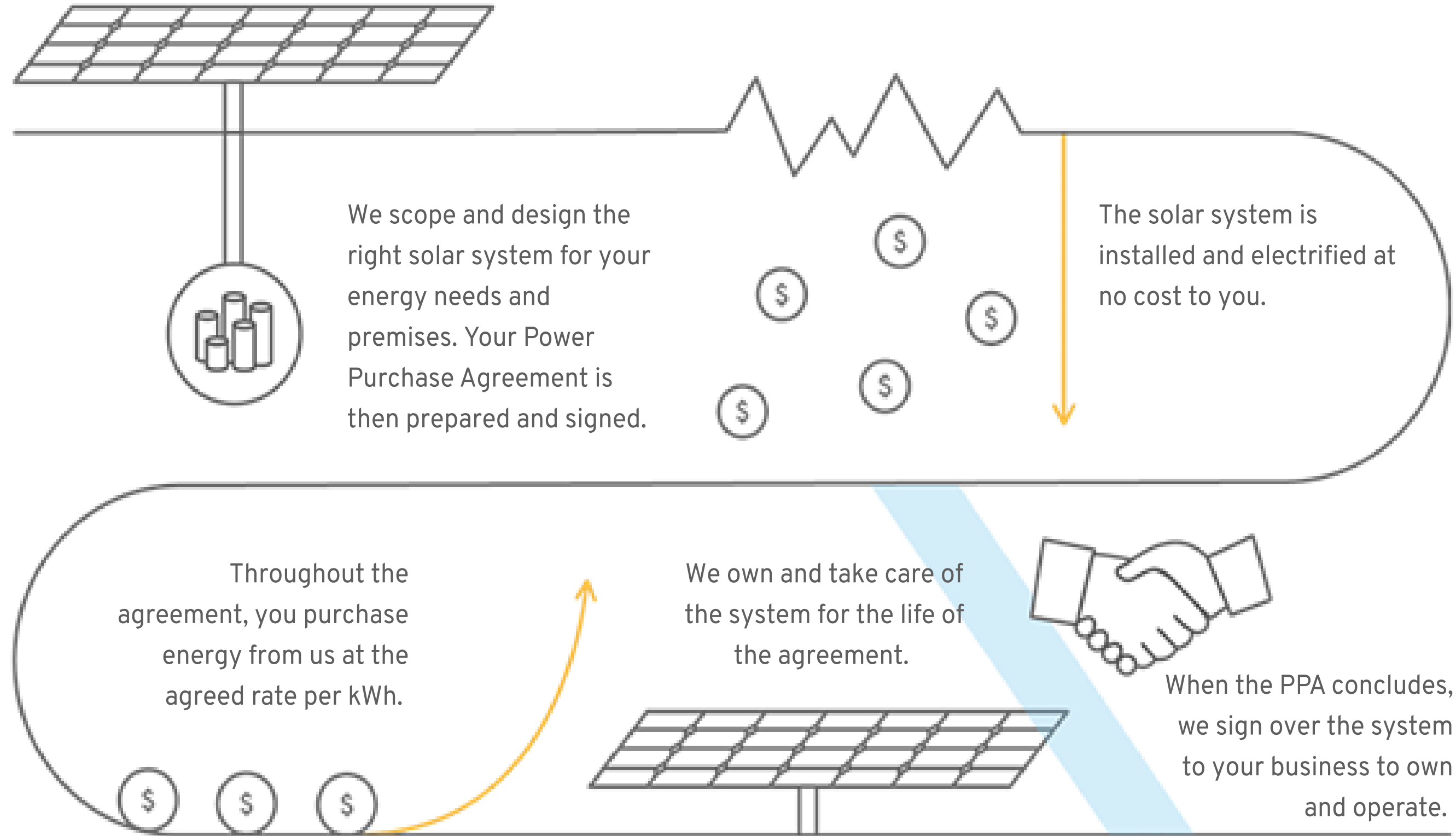
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Commercial EV Charger installations increasing every month



SOLUTIONS

PPAs: HOW DO THEY WORK?





SOLUTIONS

STORAGE OPPORTUNITIES

01

The enablement of **more solar**

02

Grid support services & unlocking revenue streams

03

Sophisticated **financing**

04

Enable customers to reach **net-zero targets**



OPPORTUNITIES

ENERGY INDEPENDENCE

WHY NOW?

Predicted increase
in energy market
volatility

Higher chance of
brownouts / blackouts
which can be financially
disastrous

Likelihood of
increased energy
prices in the
future

No financial benefit in
feeding excess energy
into the grid during the
day





WHAT ELSE IS NEW?

EV CHARGERS

IN 2023...

161%

Rise in EV sales

87,217

Vehicles sold nationwide

500k+

Australians interested in EVs
as their next vehicle



*On-site chargers help staff **satisfaction**,
retention and enhance visitor **experience***



WHAT ELSE IS NEW?

SOLAR CAR SHADES



Durable **visual value**



Protection from the elements



Reductions in carbon **emissions** and **energy costs**



Enhanced everyday experience for staff and customers



*An **innovative** and **sustainable** way for businesses to optimise their carparks*



Case Studies from the Industry & Beyond



SMART CASE STUDY

TAMBURLAINE ORGANIC WINES



SOLUTION

70kW Rooftop Solar



53.4%

ENERGY REDUCTION



\$160,000

ANNUAL SAVINGS

A testament to the potential of renewable energy in reducing operational costs and supporting long-term business sustainability.



THANK YOU FOR YOUR TIME AND ENERGY

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