



Sunstrata's Agent program

Goal of Program:

To make it profitable to help a large segment of the Australian population living in apartments join the solar revolution.

Right now, less than 1% of Australians who live in apartments can get solar – we can now change this...

How you Benefit from Sunstrata's agent program:

Commission structure:

A referral that leads to a Sunstrata with Solshare system installed by size:

25.0kW and above - \$1500

18.0 to 24.99kW - \$1000

17.99kW and below - \$500

No limits on referrals

Commissions are paid on the day system is turned on.

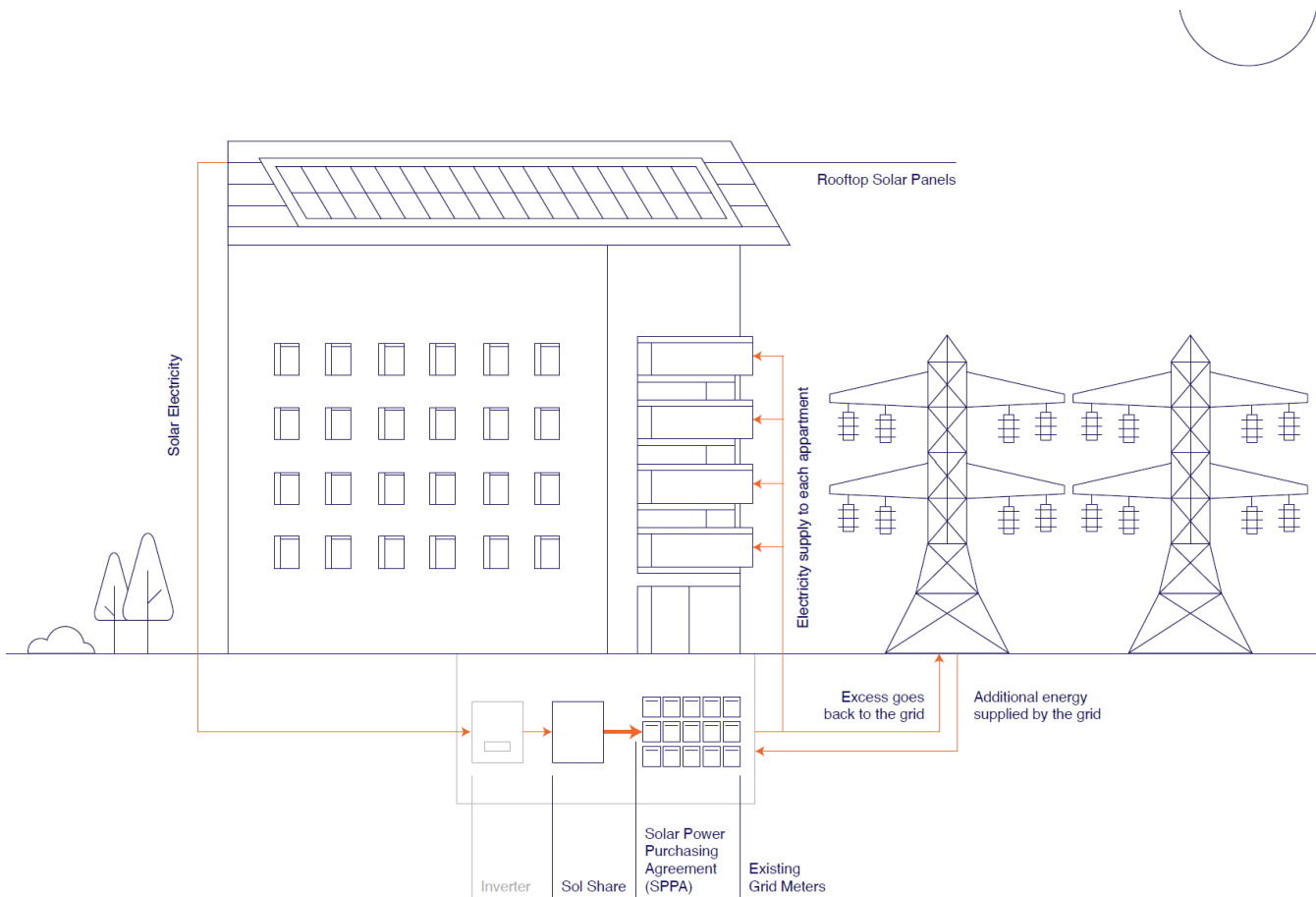


Elevator Pitch to Owner's Corporations

1. **New technology** called SolShare from Allume Energy allows every apartment in the building and the common power bill to save money from a solar installation at the same time.
2. **Zero upfront SPPA (solar power purchasing agreement)** while capex and traditional financing are available, the SPPA has unique benefits tailored for owners' corporations
3. **No administration** Do not worry about the system's performance as it is guaranteed under an SPPA
4. **No warranty costs guaranteed** Under an SPPA, there are no costs for warranty issues guaranteed.
5. **No changes** - under an SPPA, there is no need to change your electricity retailer and no new second electricity bill
6. **No interference** - buy and sell properties, move in and out without interference with the SPPA agreement.
7. **Simple payment** – under an SPPA agreement, you buy the energy from the system, which is billed to the owner's corporation.
8. **Added Value** – adding solar to the building raises the NABERS rating and adds value to the apartments
9. **Investors** – low threshold, no capital required, low cost that is tax deductible
10. **Why Sunstrata** – many decades of combined experience in the industry and PPA partner with projects totalling over \$ 1 billion in value

Efficient Energy Distribution with SolShare: Powering Multiple Units Simultaneously

SolShare revolutionises how energy is distributed in apartment buildings, enabling multiple units to harness clean, renewable solar energy simultaneously. Our innovative system ensures that every resident benefits, including common power consumption from solar power, without individual solar systems for each apartment.



1. Solar Panels on the Rooftop:

- Solar panels mounted on the rooftop of the apartment building. These panels absorb sunlight and convert it into electrical energy, initiating the generation process.

2. Inverter and Smart Technology: Optimizing Energy Flow

Inverter Function:

The inverter is a key component of the SolShare system that performs the critical task of converting the direct current (DC) electricity produced by the solar panels into alternating current (AC). AC is the standard form of electricity used by most appliances and devices in residential buildings.

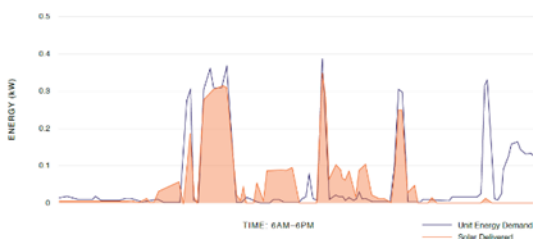


Optimising Energy Flows: SolShare

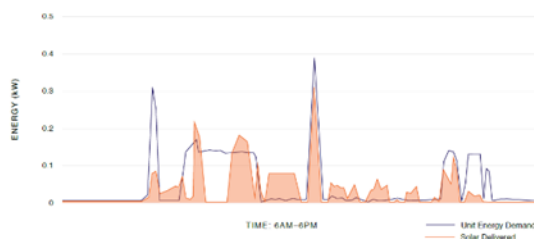
- The smart technology platform, integrated within the SolShare, is designed to monitor several factors continuously.
- **Energy Generation:** Smart technology constantly measures the solar energy generated by rooftop panels. It considers factors like weather conditions, sunlight intensity, and shading to assess the available solar power accurately.
- **Energy Consumption:** Simultaneously, the system monitors the energy consumption patterns of each individual apartment in real time. It tracks usage data for lighting, appliances, heating, cooling, and other electrical devices.
- **Energy Demand and Balance:** By scanning the demand every 200 milliseconds or five times per second, the smart technology calculates the energy demand of each apartment and ensures that the system supplies the necessary energy to meet the demands of residents.
- **Grid Integration:** The smart technology is connected to the grid. It monitors building demand and solar energy production and the fluctuations between the two to automatically determine how much electricity needs to be sourced from the grid to supplement the solar energy during periods of lower solar production.

Delivers more power

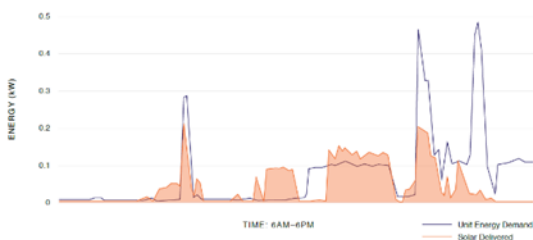
Unit 1 – Energy Demand vs Solar Delivery



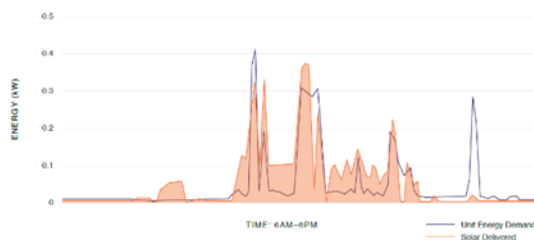
Unit 2 – Energy Demand vs Solar Delivery



Unit 3 – Energy Demand vs Solar Delivery



Unit 4 – Energy Demand vs Solar Delivery





Maximising Self-Consumption:

- The goal of the smart technology within SolShare is to maximise the self-consumption of the solar energy generated within the building. By optimising the energy flow, SolShare ensures that as much of the clean, renewable energy is consumed onsite as possible.



Continuous Monitoring and Adaptation:

- The smart technology in the SolShare system continuously monitors energy generation, consumption patterns, and grid status. It makes real-time adjustments to optimise energy flow, ensuring that residents receive a steady supply of solar energy and that any necessary grid power usage is minimised.

3. Equitable Energy Distribution:

- The smart technology platform in the SolShare system is programmable with two options: demand-driven energy is sent when demand is present, and equitable energy distribution ensures all apartments get the same volume of energy per month.

4. Automated System Maintenance:

- SolShare's advanced technology includes automated system monitoring. The system can identify potential issues or discrepancies, and our technical team, as a result, can promptly resolve them to ensure continuous and optimal energy distribution.

SolShare's innovative setup and smart technology create a seamless energy distribution ecosystem within apartment buildings.

By harnessing solar power collectively, residents can enjoy cost savings, reduce carbon footprints, and contribute to a greener future – all while benefiting from a simple, professional, and sustainable energy solution brought to them by Sunstrata.



How it works – Financially

Paying for a solar system in an apartment block's Owners Corporation involves considering three main options: Capital Expenditure (CAPEX), financing, and Power Purchase Agreements (PPA).

1. CAPEX:

- **Process:** Owners Corporation pays upfront for the solar system installation.
- **Benefits:** Ownership, long-term savings, tax incentives, increased property value.

2. Financing: Solar Green Loans

- **Process:** Owners Corporation secures a loan for solar system costs, repaid over time.
- **Benefits:** Immediate savings, no upfront costs, potential tax benefits, positive cash flow.

3. PPA: Energy terrain

- **Process:** Third-party installs and maintains the solar system; Owners Corporation buys generated electricity.
- **Benefits:** No upfront costs, predictable rates, maintenance handled externally, no ownership hassles.

Choosing the best option depends on the Owners Corporation's financial situation and goals. Consultation with Sunstrata can help determine the ideal approach.



Approval Process

On 16 February 2021, New South Wales passed the *Strata Schemes Management Amendment (Sustainability Infrastructure) Bill 2020* (“**Sustainability Infrastructure Bill**”). The Bill amended the *Strata Schemes Management Act 2015* (NSW) (“**SSMA**”) by reducing the voting threshold required by owners of corporations to approve the financing and installation of sustainability infrastructure within their scheme.

Before approving a sustainability infrastructure resolution, an owner's corporation must consider:

1. cost of the infrastructure, including running costs
3. who will own, install, and maintain the sustainability infrastructure
4. the availability of the infrastructure to all residents.

Ordinarily, changes to the common property of a strata scheme require a motion be passed by a special resolution (where not more than 25% of the votes cast are against that resolution) and registration of a by-law. However, the new provisions introduced by the Sustainability Infrastructure Bill reduce that threshold for sustainability infrastructure resolutions.

The revised approvals process.

Owner’s corporations may pass a special resolution so long as less than 50% of the votes cast are against that resolution.