

MORE SERVICES THAN YOU MIGHT THINK ...

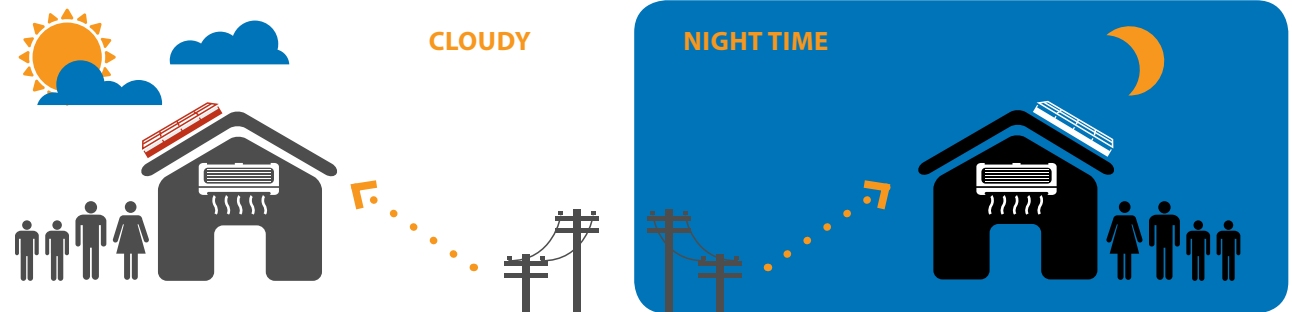
In the future, energy users will have more choices about the source of their energy supply. They may take their energy from the grid, or a combination of onsite sources and the grid. Some may consider leaving the grid entirely.

The grid provides a range of services that are often hidden, but which consumers benefit from.

YOUR GRID - WORTH A CLOSER LOOK.

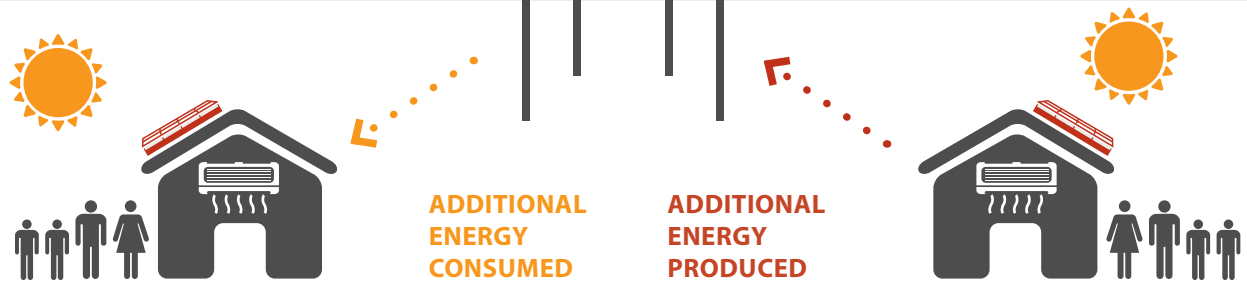
Back up services...

To provide reliable power at night or when it is cloudy.



...and market access...

Enabling consumers to sell their power into the grid.



Plus...

Startup power services supporting appliances like air-conditioners which increase energy load by up to 4 to 5 times when they start.

Balancing services that instantaneously adapt to the customers' changing demand throughout the day – which can be difficult for a rooftop PV that isn't connected to the grid.

Power quality services that protect the safe operation of home appliances.

VALUE OF THE GRID TO SOLAR HOUSEHOLDS...

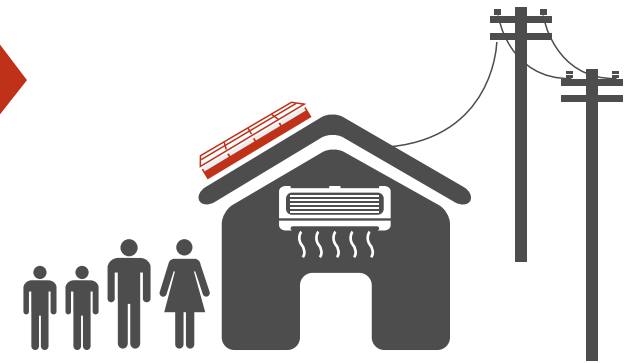
The grid delivers value for solar households

Grid services to solar customers are valued at \$69 per month in benefits, including \$61 in backup energy which would be otherwise unserved and \$8 in export sales to the Grid.

VALUE OF \$69
per month

A solar customer helps to lower the cost of network services, estimated at approximately \$10 per month.

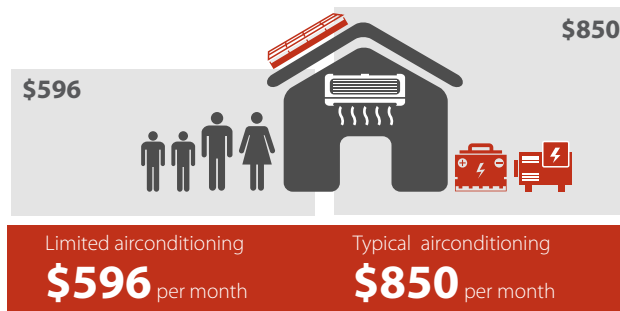
VALUE OF \$10
per month



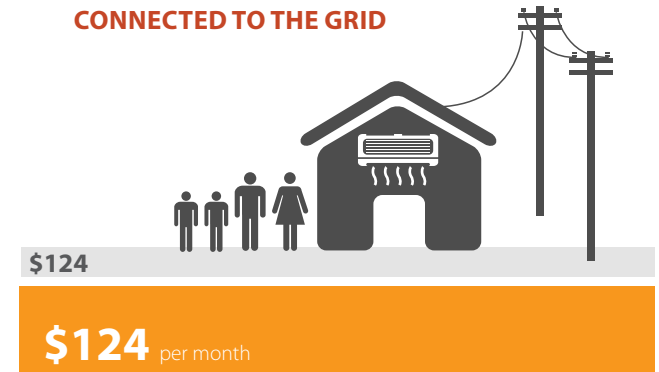
...at a lower cost than DIY

A Grid service continues to provide significant value compared to a stand alone system. For one-fifth of the cost of a stand alone system the Grid supports a full range of customer appliances, allows customers to export excess energy and participate in new markets. To provide an equivalent service, a stand alone system can cost approximately \$56,500 for a home with limited air-conditioning use or \$72,500 for a home with typical air-conditioning use.

STAND ALONE SYSTEM



CONNECTED TO THE GRID



Note: Based on Oakley Greenwood report, Value of a Grid Connection to Distributed Generation Customers, analysing a NSW residential customer