



**SUSTAINABLE
MELBOURNE
FUND**

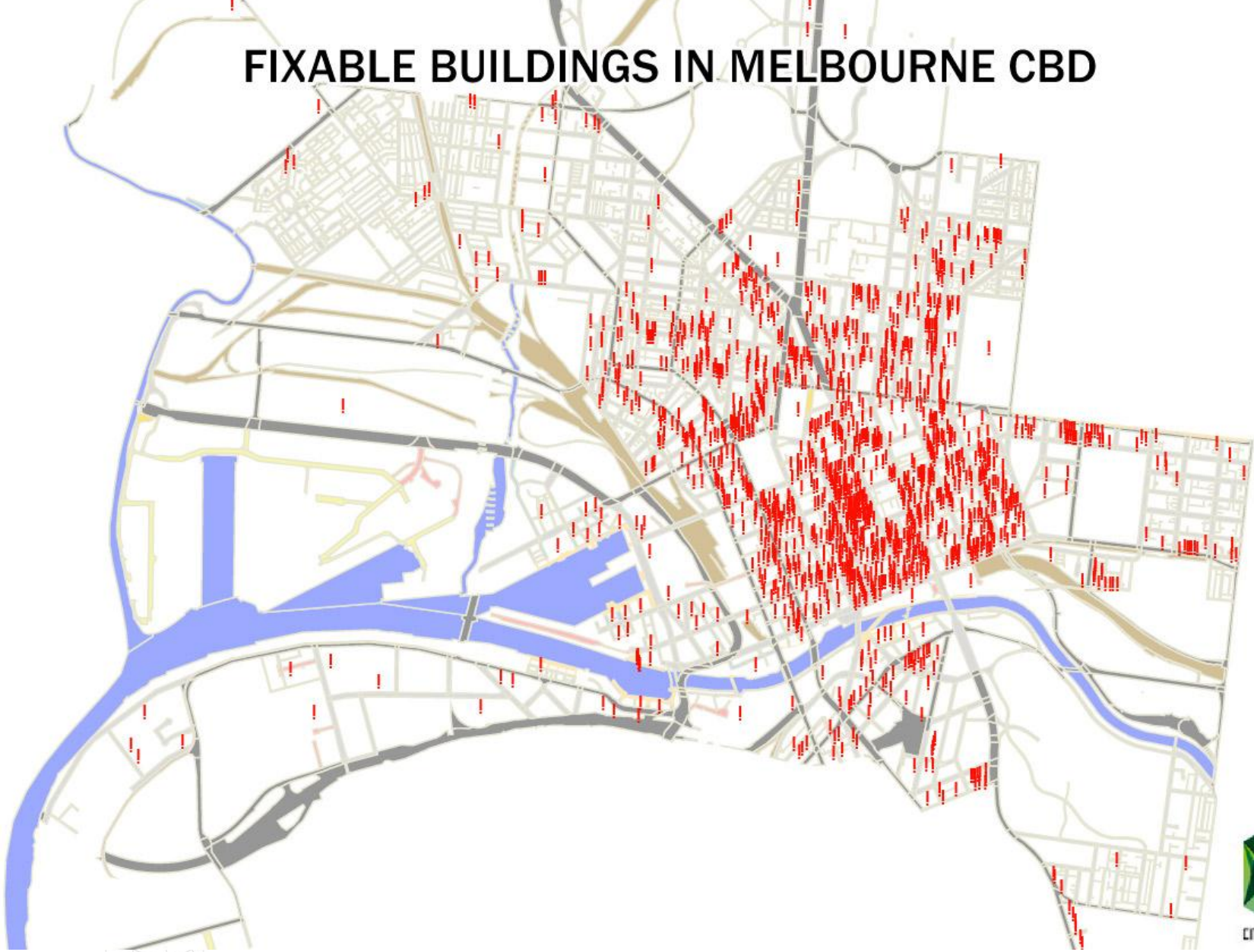
Energy Saver Incentive Breakfast Seminar
Retrofit funding – lighting upgrades

Scott Bocskay, Chief Executive

About SMF

- \$6.4 million invested in building upgrades
- Australia's first of its kind
- A further \$8.4 million invested in sustainability projects
- Assist customers to identify commercial opportunities in sustainability

FIXABLE BUILDINGS IN MELBOURNE CBD



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What problem does an EUA solve?



Who can get an EUA?

- Building owners and tenants
- Commercial property only (industrial, commercial and retail included)
- Must be in municipality of Melbourne
- Must pay rates (and be current on them)
- Projects to be “nailed down”
- Facility managers can facilitate conversation with building owner and/or tenant

EUA key benefits – building owners

Benefits for building owners	How is this achieved?
Access to capital, improved cash flow outcomes for projects	With more attractive finance terms than other lenders (low % and up to 20 year repayment period)
Create new revenue stream	EUC able to be paid by tenants
Improves building efficiency and asset value	Improved tenancy space, significantly reduced energy bills. New long term revenue streams.
Finance “stays with the property” upon sale	EUA mitigates risk by attaching debt to the property, not the owner.

EUA key benefits - tenants

Building tenants	How is this achieved?
No capital required under an EUA	Able to negotiate contributions from tenants, off balance sheet
Repayments offset by savings on utility bills	A full lighting upgrade alone could save up to 70% on annual electricity costs
Better tenancy space at zero cost	Better lighting improves the tenancy space and workplace productivity with no CAPEX
Hedges against future energy price rises	OPEX savings ensure impacts of rising energy prices are reduced

So what can an EUA pay for?

- Lighting upgrades
 - Quality
 - Performance
 - Reduced future liabilities for building owners
 - Productivity gains for tenancy space
- End of life plant equipment (boilers, chillers)
- Water upgrades
- And much, much more...



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