

March 2016

Solari Energy gains the Exclusive Distribution for Tellco-Europe products

Solari Energy is pleased to announce they have been chosen as the Exclusive Distributor for the Tellco-Europe range of LED and solar lights for Australia, New Zealand and the Pacific Islands.

This decision has been made after a considerable time in discussion and market testing to make sure the range is well suited to Australia and the other regions. Solari has worked with a number of land developers and Local Councils to ensure the product range is suited to Australian needs and conditions.

Solari CEO sees it this way: 'We have been looking to expand our business in this direction for some time. As part of finding correct product we have investigated a large number of companies to make sure the culture match between suppliers and ourselves is well suited, product meets our quality standards and is Tier 1, and to ensure a solid and harmonious working relationship can exist between the two companies. In Tellco-Europe we found what we are looking for and the team is really looking forward to this opportunity.'

The range covers all commercial and industrial lighting, street lighting with a superb range of retrofitting luminaires, and solar street and park lights. Solari will OEM the solar street and park lights locally to make full use of their solar supply, design and storage capabilities.

This distributorship moves Solari further toward a well-rounded sustainability company that assists people, companies and communities to enjoy an improved lifestyle without the environment damage that has happened in the past.

Solari is very pleased to be associated with Tellco-Europe and looks forward to further business together.

March 2016

Expansion of the Solari Energy Sales team

Solari Energy, a Brisbane based solar, water and lighting company based in Brisbane, Australia, and with a full Asia Pacific focus is pleased to announce a new sales approach to commercial solar opportunities within Australia.

Solari is joining forces with the carbon Marketing Group, who will supply sales teams across the country targeting solar sales in the 10kW to 100kW range in the main. At 100kW a sales process needs to change due to different incentives, and this initiative is to build substantial and profitable sales below 100kW as the focus.

Commencing on Monday 21st March, training will be given to the first of the sales people and this will continue as needed as the teams are built across the nation. Solari expects that within 4-6 weeks noticeable improvements in commercial solar sales results will occur.

In preparation for this move Solari has been expanding its install base with accredited CEC solar installers. These will be in various places around the country and able to meet the expected increased need. All Solari installers are QA qualified.

This initiative is in response to the changing marketplace in Australia and is expected to drive significant commercial results.

June 2014

Solari Energy bringing forward its wider business plans.

In response to the damage that is being done to the solar industry by the current Federal Government, Solari has decided to commence the work to bring other divisions into the company to ensure the survivability of the company.

‘These are dangerous time’ said Doug Fletcher, CEO of Solari Energy. ‘We have a Government in Canberra which is deliberately trying to ruin the renewable energy industry in Australia. Why they want to do this is not known and cannot be understood in any measure of common sense. This Government has bought sovereign risk to hundreds if not thousands of Australian businesses, yet claims to be governing for the good of the business community amongst others.

From our viewpoint they have completely lost our trust and we don’t want to be going the way of other businesses and need to close our doors. We will fight through what is going to be a hard time and one of our responses is to bring our expansion business plans forward to allow the company to work in other industries.’

As a result of this decision Solari will commence work on both its water and lighting divisions to determine what products and services should be bought to market. Solari expects this will take some time to complete as the company has no interest in bringing to market any product that is not of the highest quality.

Solari expects its solar EPC business to slow down considerably in the coming months and wants to assure its suppliers, customers and other the company is here for the long term and will work though these externally caused difficulties

August 2014

Selection of Suitable Lighting Products Begins

In keeping with the decision to expand into other market verticals Solari has commenced its study of lighting products to determine which range of products will be included for sale.

This is a major undertaking as there are multiple options available in product manufacturers, most claiming to be Tier 1, and many not able to substantiate that claim. Solari’s task is to start weeding out those who cannot meet the company’s stringent quality requirements and begin the task of

shortening the list to a few who will then be further investigated before final product choice is made.

Solari believes this could take a full 12 month period to work through the long list of options and has dedicated staff to this task. This includes visits to manufacturing facilities in various countries, gaining evidence that what we are told is actually happening in manufacture, and working back through supply lines to get comfortable with the final product.

David Glover, who heads up this taskforce, says 'We can't afford to have this wrong. There is too much at stake and if we allow any poor quality to slip through then as a company we will suffer from that mistake for a long time. Much better to spend time and resources now to ensure we have things right for when we finally go to market.'

If you are travelling around the major manufacturing centres of the world you may come across one of our dedicated team members checking and rechecking and if you do please make yourself known to them as a friend of Solari Energy

September 2014

Solari Energy Wins a Contract to Construct Part of Mugga Lane Solar Farm

Mugga Lane is a new solar farm to be constructed in the Australian Capital Territory and over the last few months went to market for contractors to build part or all of the project.

Solari Energy tendered for a number of sections in the tender. We have been advised we were not successful in all the areas we tendered however have won the tender for racking and electrical cabling.

Solari is very pleased to have won this won and am excited to build these components when the project is ready for construction.

October 2014

Done It Again! Bought Power to PNG Remote Community

Following on from our previous work with OK Tedi Mine Limited and OK Tedi Development Foundation where power was supplied to communities in the Western Province of Papua New Guinea, once again Solari Energy, by working with Ok Tedi, has been able to supply yet another community with a reliable solar power source inclusive of energy storage.

'Well done Solari' was the comment made by Ian Strachan who is in charge of the Electrical Division of OK Tedi Mines. "Another amazing result and we congratulate your team on the quality of product, and the effort taken to get the product safely to PNG. Once again the design is exactly what is needed.'

Whilst Solari designed the system, supplied all product and shipped to the Fly River Port in the Western province, it is also congratulations to the Ok Tedi team for their willingness to work in extremely remote locations with all the attendant difficulties.

Ian Strachan again 'This is very, very remote. The only way in with the products and personnel is by helicopter. We need everything to be well tested and able to be assembled with minimal effort and in some cases low levels of knowledge. Another very happy community.'

Solari is proud to be able to assist remote communities obtain reliable power and in some cases power for the very first time. The company looks forward to working with OK Tedi on further projects in the future.

November 2014

Solari Energy Asked To Develop Solar Power for Water Aerators

Reparator and PBQ Technologies, both Toowoomba Queensland based businesses, and involved in water aeration has chosen Solari energy to develop the solar power and energy storage systems required to power their WaterWise water aerator.

This aerator is mainly used in aquaculture and as fish farming needs to be able to control the amount of dissolved oxygen in the water, the unit is a very important piece of machinery in the management of the health and yield of the fish.

Both Reparator and PBQ Technologies chose Solari to design, supply and commission based on Solari's experience in remote locations with remote area power systems. Solari is known in the Australian solar industry for its ability and success in remote and difficult places. This industry feedback was a prime consideration in Solari being chosen over other companies.

'We don't know where this will lead' says Geoff Hill of Solari Energy. Geoff was the team member who worked with PBQ and Reparator in developing the project and working through the possibilities. 'We are excited to be able to work with new products and in a different industry and believe we can bring significant value to the customer by working together.'

Geoff will find out a bit more in the near future as he will be visiting a number of aquaculture farms to better understand their power requirements over multiple pond situations.

This is yet another innovative opportunity that will develop out in time to be a significant business line.

December 2014

Well Earned Christmas Break and Recharge for the Year Ahead

Solari Energy will be closing for the Christmas break on the 24th December and reopening again on the 5th January next year.

Should assistance be needed with any Solari project during this time we invite all customers to contact your Solari team member on their mobile phone who will be able to assist you as needed. Please understand it may take a little longer to respond than normal if the call is during any of the public holidays.

All of us at Solari wish our many customers, suppliers, team member families and those who follow us a safe happy Christmas and New Year and we look forward to serving you well during 2015. Thank you for your patronage and support. Enjoy the holiday break.

January 2015

Solari Energy Well Placed for the Challenges Ahead

Anyone following the Australian solar industry will immediately see there are many challenges to be overcome during 2015 for both the long term survival of the industry and of the many companies within the industry.

‘We are seeing reductions in commercial solar of around 70%’ says Doug Fletcher CEO of Solari Energy. ‘We saw hard times coming some months ago, but I don’t think anyone expected or planned for this level of reduction. I am so glad we took the direction we did mid-way through 2014 to expand our operations into other markets. These things take time. Whilst we can’t yet see the value of this expense and work there is no doubt our direction will be good for the business long term. We need to further batten down the hatches and keep our focus on the direction we are going. I think 2015 will be a difficult year all through for the Australian solar industry. Rest assured we will be there at the end and will emerge from this difficult time a stronger and more robust business.’

Solari is working to bring on their water and lighting divisions, plus it is working hard through the Pacific Islands for opportunities in its solar division to overcome the Government caused problem in their home base.

Doug Fletcher again ‘Just watch this space. While others continue to fall around us, we remain steadfast and firm and I am sure 12 months or so from now we will be talking about better days than we are working through at this time.’

Right now the team dedicated to the choice of lighting products is preparing their report on their findings and this will be available in February for the Solari management for further decision making. This is only one of the initiatives taken to ensure longevity and profitability for the future.

February 2015

Reparator Choses Solari Energy as One of Two Australian Distributors

Reparator, a supplier of a range of unique water aeration, filtration and associated water products has reached agreement with Solari Energy where Solari will include the range of water products in their product range. Solari is not restricted in any geographical area but will concentrate mainly along the Eastern Seaboard in these early stages.

Peter Caswell, Chairman, Reparator, states that the close working relationship that has built between the two companies as Solari has worked with them on solar power systems for their products has been a factor in offering a distributorship. 'Solari are good to work with. They are innovative, willing to work in difficult and challenging situations, have a deep knowledge of the solar industry, good networks and we find them honest and fair in all their dealings,' says Caswell.

Geoff Hill, who championed the relationship from the Solari side, is very pleased with the decision. 'I knew all along this was to be a great opportunity. It fits with the new direction of Solari – moving into other verticals and looking for opportunities where we can incorporate solar power and energy storage into a bundle of products. I have been selling for over 40 years and have a nose for successful fits based on experience. My nose always told me this was good. This is such a good opportunity I wish I was really young again!!'

Doug Fletcher, CEO of Solari Energy, sees it this way. 'We set out back in 2014 to start developing into new areas to safeguard and secure the company. Already we have worked with Reparator and find their team excellent to work with and we see the uniqueness of their products. I had a good look around at competitive water industry products and as we wanted to move into the industry as part of our overall business plan, it is good sense to tighten the relationship and open our sales lines and abilities to Reparator.'

Both Solari and Reparator believe there is a period of six to eight months of further product development to complete before any real marketing can start. In the meantime Solari intends to prime the market for sales of both water and solar products and look for opportunities where both are needed.

By working together on this activity Solari believes it will be in an improved position when products are market ready.

March 2015

Solar Sales Remain Challenging; Lighting Supplies List Down to Three

Unfortunately we need to report that commercial solar sales remain challenging and in the current market state are almost non-existent. Solari has investigated if the company should move into the residential solar space and rejected this possibility, based on the very low margins in residential solar and the findings that most 'Mums and Dads' do not understand quality and value and as such most sales are based on price.

Solari does not see value in spending resource in that area and as such will continue to sell what it can within the commercial solar market.

Solari has a number of large scale solar systems in its sales pipeline and at this time will continue to work these forward. These are all, long term and it is not expected these will generate any income for the company until late 2017 at the earliest. Still there is work to be done and this is a good time to work through these opportunities and advance them as far as possible.

The good news at this time is Solari has worked down the list of potential lighting suppliers to the final three. From here deep due diligence will commence on these three suppliers to determine who Solari wishes to have as their supplier for the future. This work will also include the possibility of exclusive distributorships.

We expect this will still take a number of months to complete and once finished will provide a clear direction forward in this area.

April 2015

May 2015

June 2015

Finally – A Decision on the Renewable Energy Target

After years of indecision Australia has a new Renewable Energy Target (RET). The Abbot led Federal Government has caused enormous damage to the industry through its deliberate move to remove the RET and thankfully they did not get their own way.

Whilst the Small Scale Scheme was not affected during the last 18 months, activity in this scheme was also greatly reduced due to uncertainty. This uncertainty will not start to lift until the issue is settled.

Amending legislation to implement the Government's reforms to the Renewable Energy Target (RET) was agreed to by the Australian Parliament on 23 June 2015.

The package of reforms includes measures that will provide certainty to industry, encourage further investment in renewable energy and better reflect market conditions.

The Government is also considering options to enhance the uptake of large-scale solar technology, other renewable energy technologies and energy efficiency.

Since January 2011 the RET scheme has operated in two parts—the Small-scale Renewable Energy Scheme (SRES) and the Large-scale Renewable Energy Target (LRET).

The LRET creates a financial incentive for the establishment or expansion of renewable energy power stations, such as wind and solar farms or hydro-electric power stations. It does this by

legislating demand for Large-scale Generation Certificates (LGCs). One LGC can be created for each megawatt-hour of eligible renewable electricity produced by an accredited renewable power station. LGCs can be sold to entities (mainly electricity retailers) who surrender them annually to the Clean Energy Regulator to demonstrate their compliance with the RET scheme's annual targets. The revenue earned by the power station for the sale of LGCs is additional to that received for the sale of the electricity generated.

The LRET includes legislated annual targets which will require significant investment in new renewable energy generation capacity in coming years. The large-scale targets ramp up until 2020 when the target will be 33,000 gigawatt-hours of renewable electricity generation.

Solari believes this is the step needed to allow the industry to move forward. Whilst the company does not agree with the reduced target it does applaud the opportunity to get solar sales happening once again.

July 2015

August 2015

September 17th 2015

New Prime Minister Changes Approach to Renewable Energy

In one day after Australia welcomed in its new Prime Minister a change can be found in the renewable energy industry across the country.

There is a different talk happening already from Canberra. Suddenly we are hearing how Australia needs renewable energy and how the new Government will be working to bring in industry certainty and stop the losses in the industry.

Solari encourages the Government to change the renewable energy policies to allow for better investment and surety on large scale projects which have to a real degree been dormant over the past 18 months.

'I believe we are seeing the change needed to allow our solar sales to increase and expect to start to see the benefits in the next four to six months' says Doug Fletcher, CEO of Solari Energy. 'I believe the worst is behind us now. Finally some sense from Canberra. I look forward to the day when Solari can once again be in a continual state of growth. Whilst we have not stopped during the difficult times we have worked though, and have in fact greatly increased our sales pipeline, I really look forward to seeing these opportunities convert to built projects and improved bottom line results.'

Solari believes that it won't take long to see the results of this change and expects results to be seen before year end.

October 2015

Change is in the Air – Solar Projects Being Signed.

Solari is pleased to announce that a number of commercial solar projects have committed to being built following the removal of uncertainty surrounding the RET and the new positive talk around the country on solar and renewable energy.

A direct result of this change in the market can be seen with a Golf Club in Victoria rapidly signing their proposal for Solari to build a combined rooftop and ground mount system

Under the watchful eye of Leigh Hancock, Project Estimator for Solari based in Melbourne, this project has been sitting for a while and Leigh is excited to finally see it moving forward. Leigh says 'I like this project. It is challenging, complex and forces me to work on the edge to get it completed on time. The customer is so good to work with and we know there is further solar work to be built in the future as the club expands.'

The Solari team has become excited as these projects have started to be signed. Nothing like success to get salespeople moving! There is a different buzz around the office and a spring in the step.

'I didn't expect the change to come in quite so soon' is the comment made by Doug Fletcher CEO of Solari Energy.

Solari believes this is just the start of a new market dynamic and is poised and ready to ride the waves of success forward

November 2015

Golf Club Finished - Museum Started

Whilst the golf club in north western Victoria now has their combined rooftop and ground mount system commissioned and providing power for the centre, Solari is happy to report we are starting work on an iconic Museum in Ballarat in Victoria.

Both of these systems are around the 80kW mark and as such are reasonable sized systems right in the area Solari wants to build projects. There are many opportunities in the 30-100kW range that require the skills and value Solari can bring to a project. This new project is a very good project to win.

This project is challenging. There are multiple rooftops to be considered, the need to make sure the solar panels are not seen from the street, neighbours to be satisfied that the build won't affect them in any way, and a business that will be open every day the work is happening.

And to prove Solari is up to the task our local installer has his teams working week days and weekends to get the system built and commissioned by Christmas. This is a big ask and all involved are sure it can be met.

Solari is very pleased to be able to build this system on a national landmark and looks forward to final commissioning of the project.

December 2015

Solari Brings Solar Design Capabilities Back In-house

Proof of the growing business and improved conditions in the marketplace Solari Energy has now bought solar design capabilities back in-house which increases our ability to be responsive to our customer demands.

Unfortunately while the company battled through the difficulties of 2014 and into 2015, one of the casualties of the time was the engineering and design in-house capabilities. Solari had no choice but to let these capabilities go and reverted to contract as required.

It is with pleasure we bring design capabilities back by increasing our team. We welcome Michael Farrugia to our new expanding team. Michael is an accredited on and off-grid design technician as well as an accredited solar installer. This means we can once again be fast in our response to design needs and no longer need to seek these skills outside the company.

Michael comes with extensive experience. He has operated his own solar company where sales, design and installation all came under his control. Michael has also spent 18 months with a large solar panel manufacturer which has given him a well-rounded view of the industry.

'I said a few months back the worst was behind us. This is proof of this as we start to rebuild our team again' says the Solari CEO.

Solari expects to make further announcements in the months ahead giving more positive news in these areas.

January 2016

The Year Starts With a Master Distributorship Granted

The year has hardly even started and Solari has been granted the Master Distributorship for the Reparator water products.

This is for the Asia Pacific region and includes aerators, filtration systems of different kinds, filter media, RO units and a growing range to complement the existing products and open further opportunity for solar power system in combination with the water products.

This move means Solari will now take control of all sales and marketing activities of the Reparator supplied range and will place a number of resellers into the Solari sales team to further sell these products and service across the region. Solari intends to build the reseller network in Australia before venturing out to other countries.

At the same time this good news was given to the company, Solari was also informed it has won a contract to build a solar powered drinking water containerised system for one of Queensland's Local Councils. This project, worth \$500,000.00 will commence in July 2016.

All of this proves the value of the decision made in 2014 to expand the company into other market verticals and not rely on commercial and large scale solar. Whilst the road to here has been hard and expensive Solari believes over the next 12 months this move will be reflected in improved market share and profits and looks forward to what lies ahead.

February 2016

Over \$400,000.00 Worth of Solar Proposals Included in the Month Follows over \$9 Million recently

This month has seen Solari work on 21 remote small solar systems, some with energy storage, with all of these being on not for profit organisation buildings. Such groups as knitting clubs, Men's Sheds, Rowing Clubs – a host of small clubs who would normally never be able to afford a solar system.

This came about through Solari discussing with the Queensland Government the options available to these small not for profit groups and ways they would be able to reduce their energy costs and through this saving be able to do more for their communities. The Queensland Government advised of a grant funding round made available immediately and for us to work with the clubs to design, cost and submit the necessary applications.

This we did and all applications were submitted on time at the end of the month. It is a waiting period now as it may take up to 5 months to have the funds released for the builds.

It follows a lot of activity in the solar industry of late. Recently we presented over \$9 Million worth of proposals roughly 50% solar to water projects. The month we presented this \$9 Million worth is the largest month ever for Solari when it comes to the value of proposals.

With the solar proposals, which are all for builds in remote Aboriginal communities in the Northern Territory, we expect to know if we have won these within the next 4-5 weeks. Solari is comfortable their proposal is solid and well-priced and would be a very competitive proposal. Now a wait and see situation.

Our solar focus is twofold at the moment. We have a number of Local Councils who are interested in us building around 5mW size solar farms – which are longer term – and smaller sized systems up to 100kW which are much shorter in timeline. Certainly keeps the sales pipeline active.

Solari is working hard to bring a number of these proposals through to completed projects as fast as is possible.