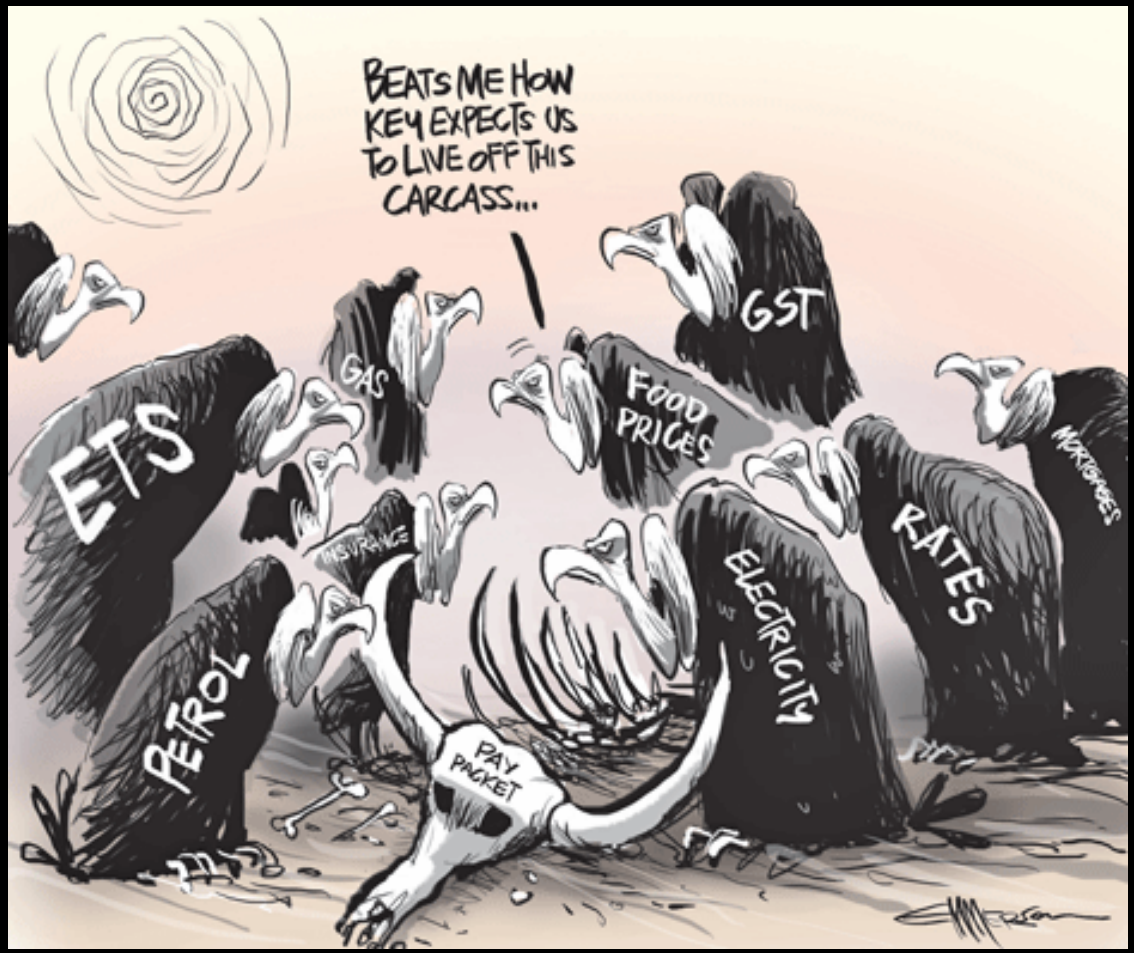
ESP Market Presentation – Monitoring & Targeting Systems



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“Deregulation will deliver choice and lower prices to consumers”

Max Bradford 1990’s

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- 1980s – Ministry of Energy was responsible for the production and supply of electricity
- 1987 – ECNZ was set up as an SOE to improve the delivery however constant government tinkering was problematic,
- 1999 – the electricity industry was deregulated and now we have
  - 17 rules and regulations
  - 9 Governance bodies
  - 11 generation companies
  - 1 transmission company
  - 28 lines companies and
  - 20 Retail companies

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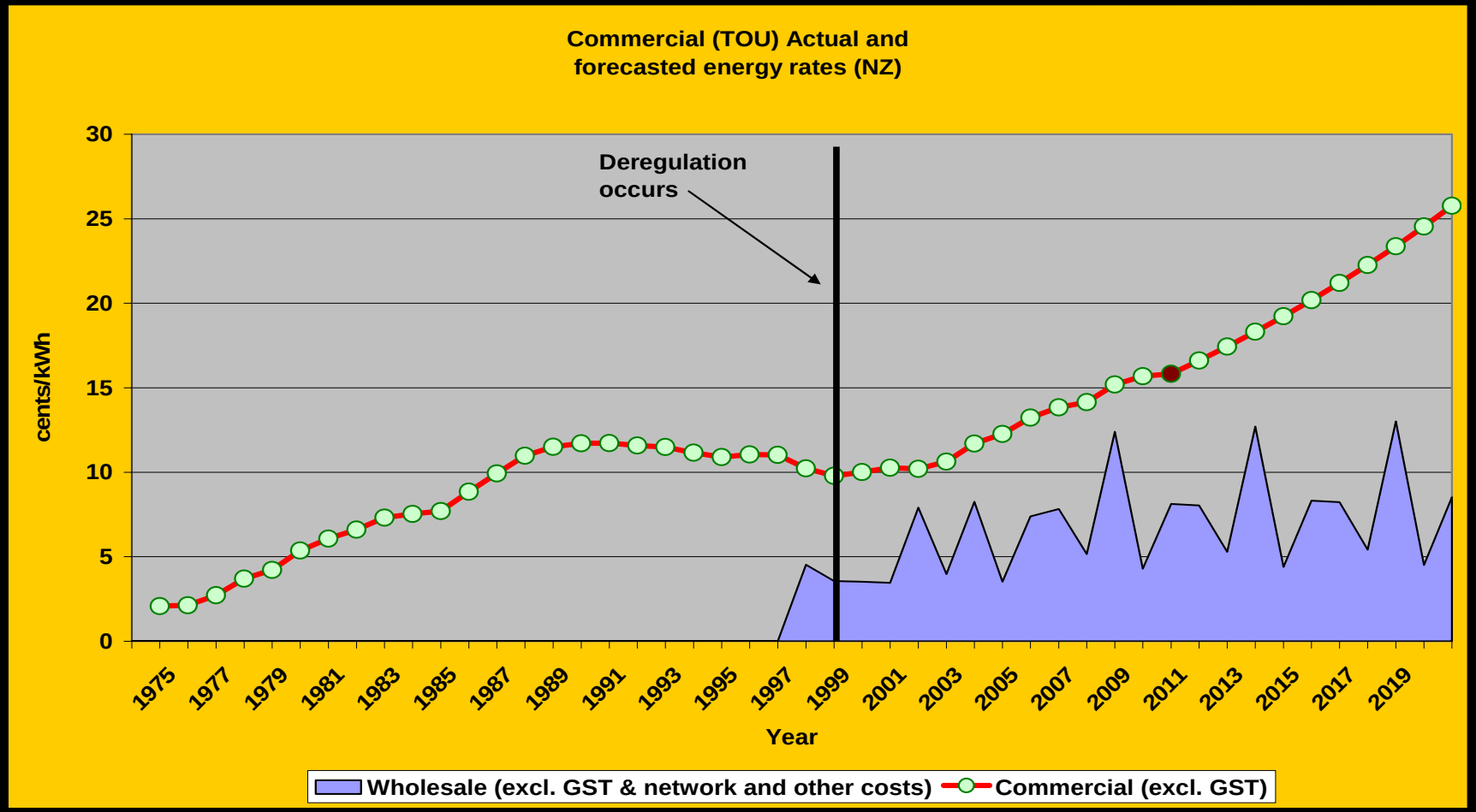

Source : MED

ETS introduction 1 July 2010 – adds 5% to prices as of 1 July 2010

Contact Energy Announcements expects prices to increase by 5% each year to pay for new generation

Additional Cost to the New Zealand Economy when compared with BC Hydro rates

4.32 Billion Dollars per annum

Or approximately $2,646 per household per annum

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"Improving energy efficiency may be the most profitable thing that you can do in the short term. How much you will actually benefit from this opportunity depends on how you approach it."

Donald R. Wulfinghoff, *Energy Efficiency Manual*.

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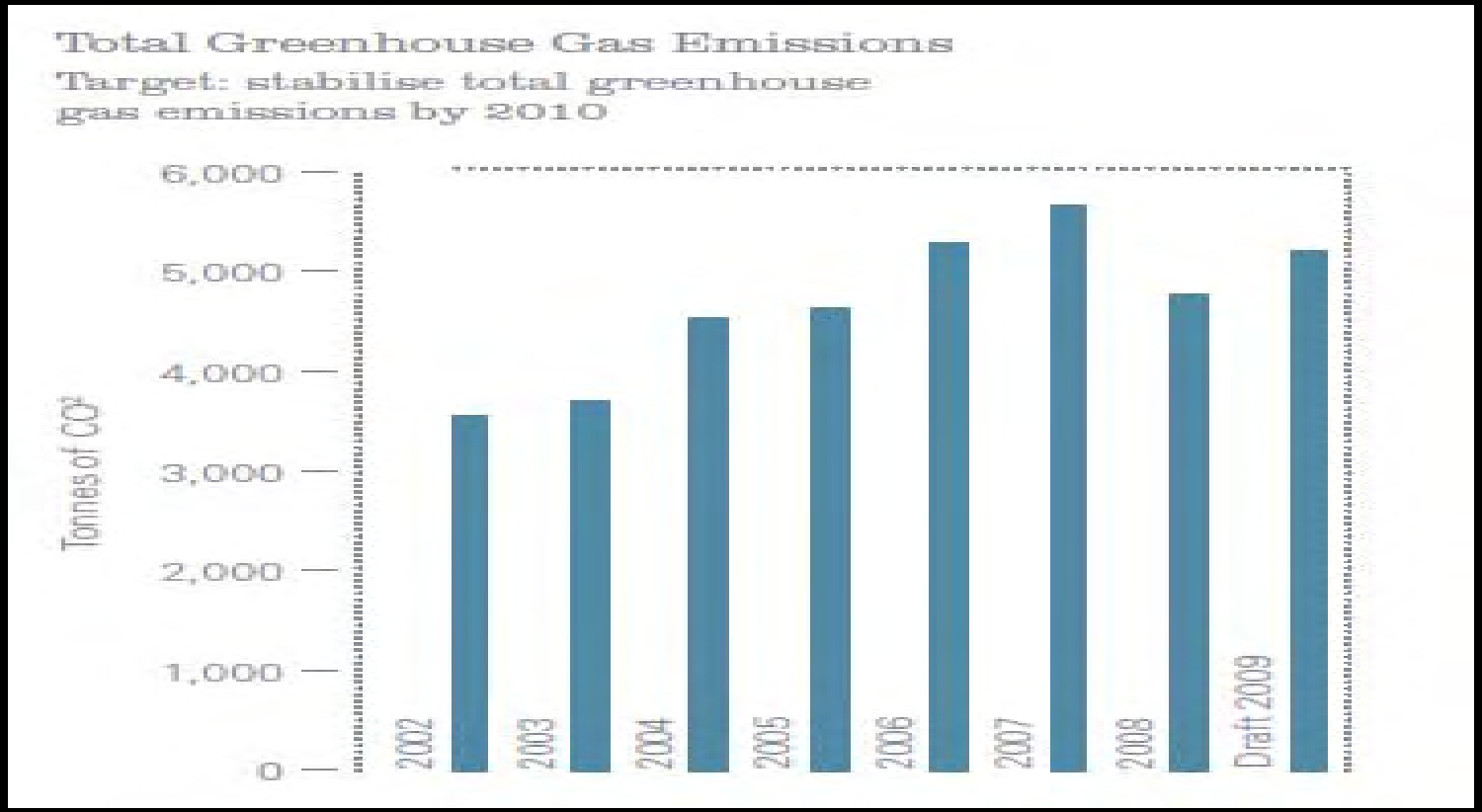
Waitakere City Council Case Study



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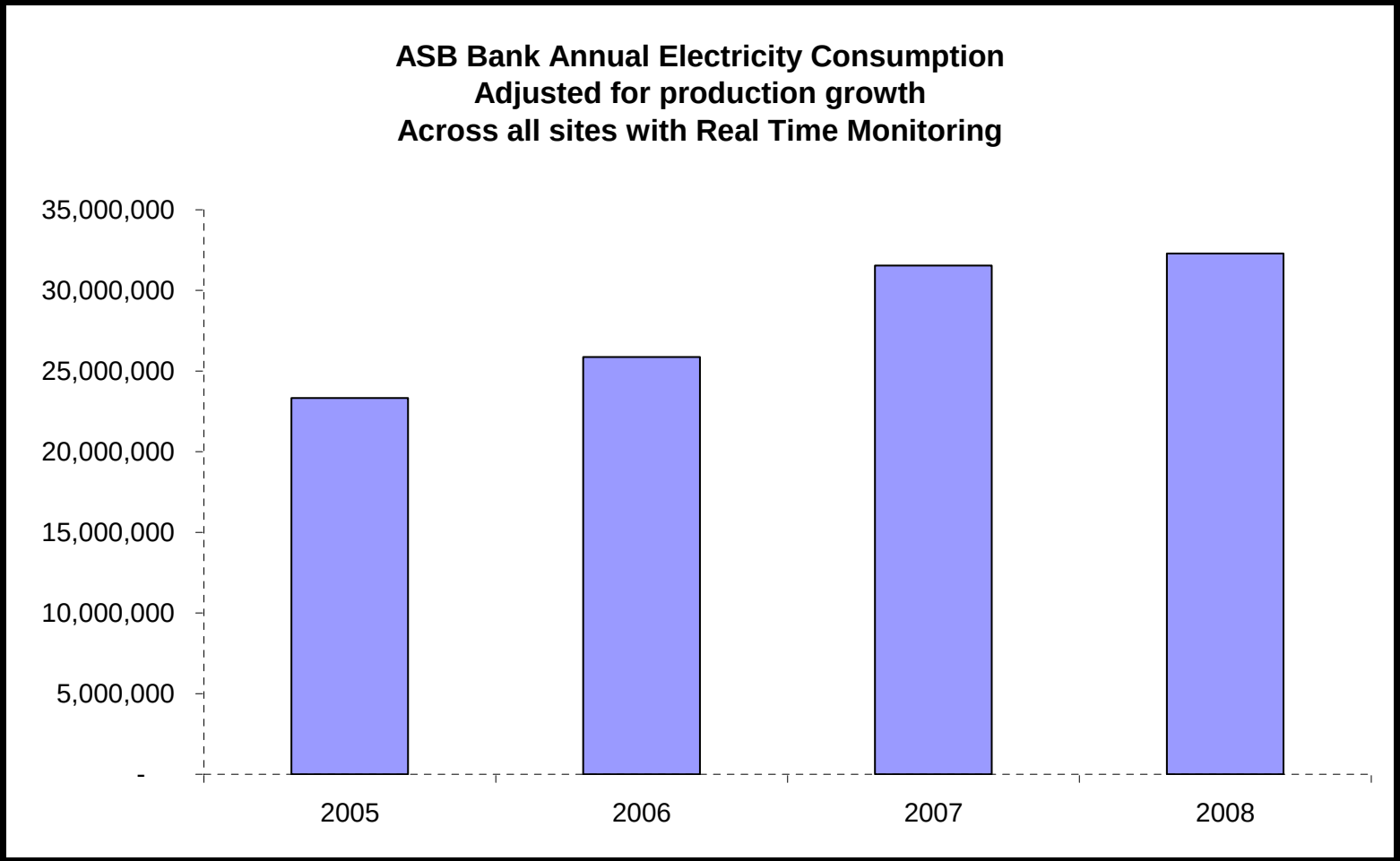

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Real Time Monitoring & Targeting (M & T) can make a difference for New Zealand and help reach our emission reduction targets by 2020.

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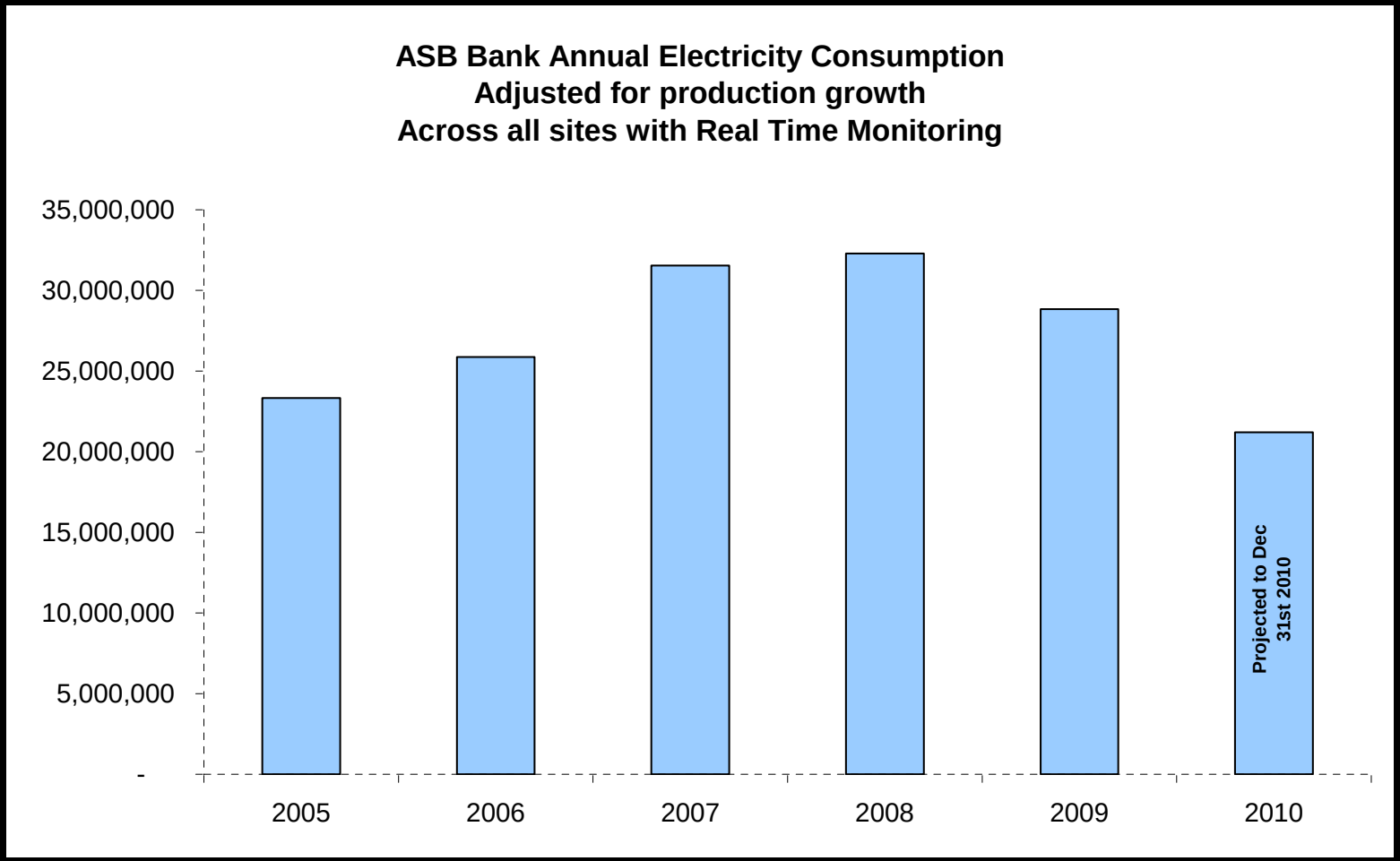

Why Real Time Monitoring & Targeting?

- You cannot manage what you cannot measure
- Pinpoint when and where energy is being used inefficiently
- Allow for targeted utility reduction initiatives
- Project tracking – to measure success of initiates
- Measure GHG emissions

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Real Time

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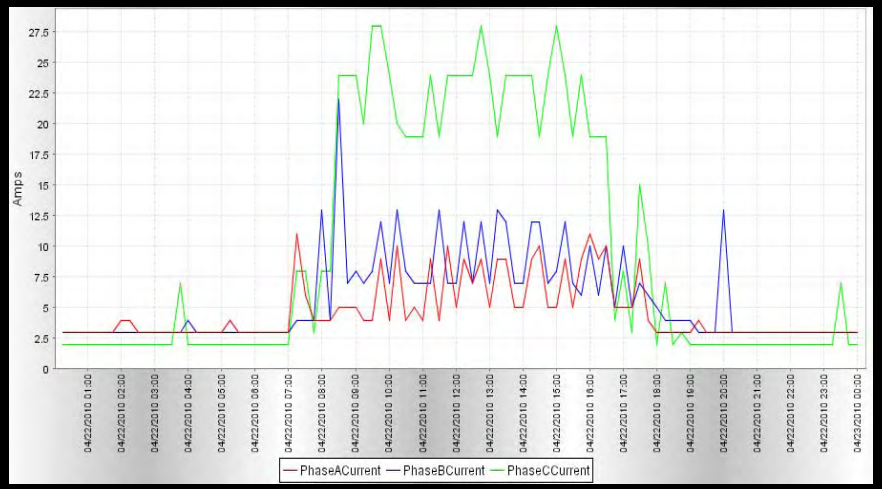
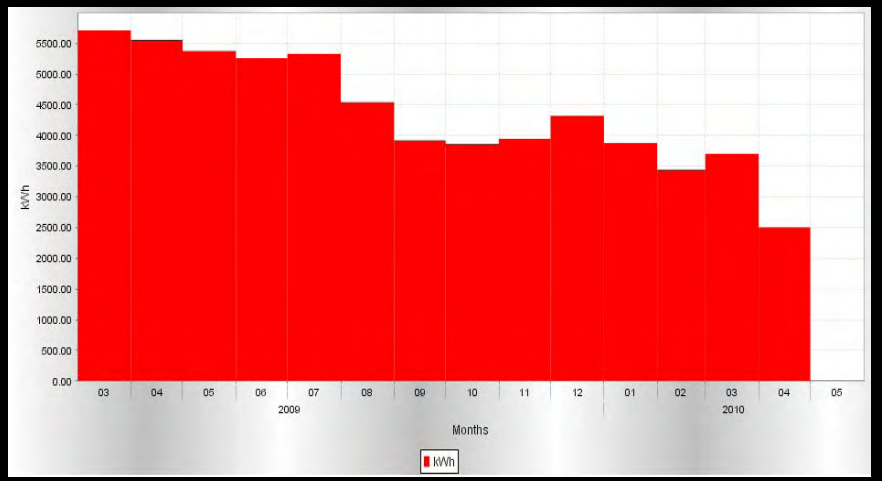
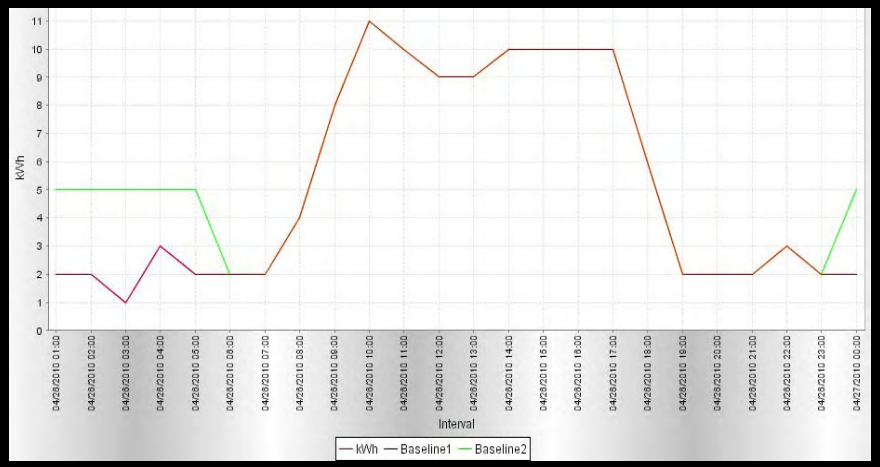
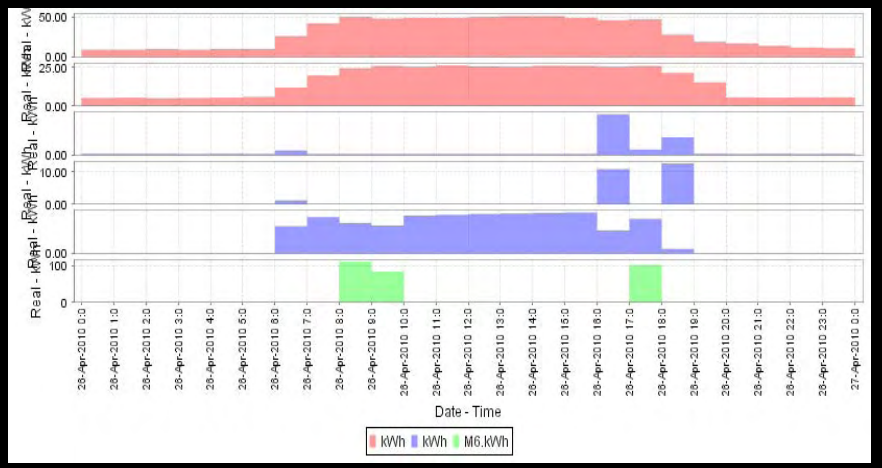
Data Visibility – online and real time









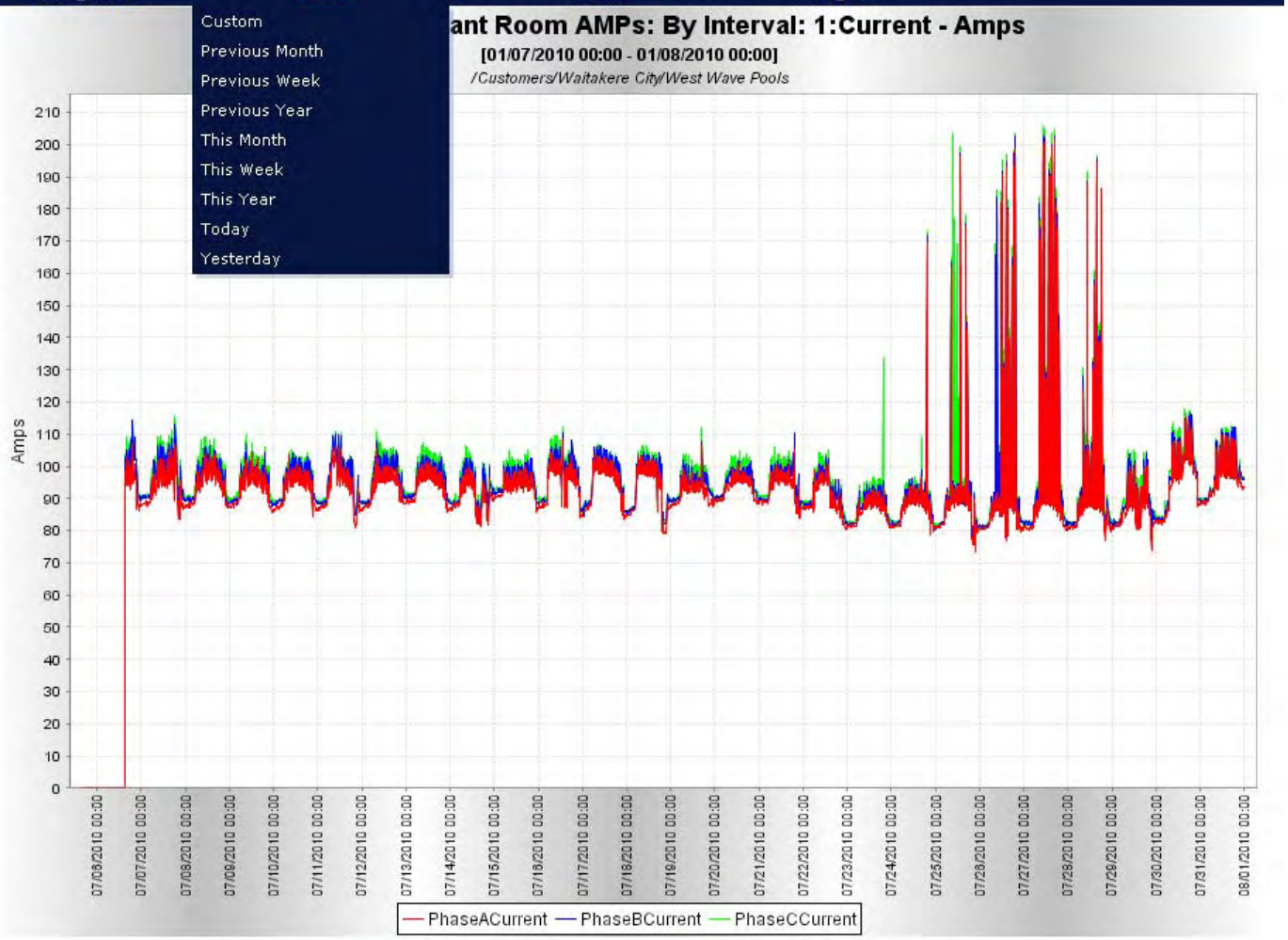
ESP Market Presentation – Monitoring & Targeting Systems

Providing Tomorrow's
Energy Management Solutions, Today.

- Waitakere City
  - Waitakere City
  - West Wave Pools
    - Leisure Centre Plant Room AMPs
      - By Interval
        - 1:Current - Amps
        - 2:Voltage - Volts
        - 3:Report
    - Leisure Centre Plant Room energy
      - By Interval
        - 1:Energy
        - 2:Apparent - kVAh
        - 3:Real - kWh
        - 4:Reactive - kVARh
        - 5:Power Factor
        - 6:Report
      - By Week
      - Monthly
      - Week by Day
    - Main Plant Room AMPs
      - By Interval
        - 1:Current - Amps
        - 2:Voltage - Volts
        - 3:Report
    - Main Plant Room energy
      - By Interval
        - 1:Energy
        - 2:Apparent - kVAh
        - 3:Real - kWh
        - 4:Reactive - kVARh
        - 5:Power Factor
        - 6:Report
      - By Week
      - Monthly
      - Week by Day
    - West Wave HVAC Lights General Powe
    - West Wave High Flow Water
    - West Wave Low Flow Water
    - West Wave Main Incomer

Navigation | Date | Extra | Logout

Custom
Previous Month
Previous Week
Previous Year
This Month
This Week
This Year
Today
Yesterday



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ESP Market Presentation – Monitoring & Targeting Systems

ENERGY IT
Energy Information and Communication Technologies

Providing Tomorrow's
Energy Management Solutions, Today.

- 5:Power Factor
- 6:Report
- By Week
- Monthly
- Week by Day
- Main Plant Room AMPs
  - By Interval
    - 1:Current - Amps
    - 2:Voltage - Volts
    - 3:Report
- Main Plant Room energy
  - By Interval
    - 1:Energy
    - 2:Apparent - kVAh
    - 3:Real - kWh
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- West Wave HVAC Lights General Power
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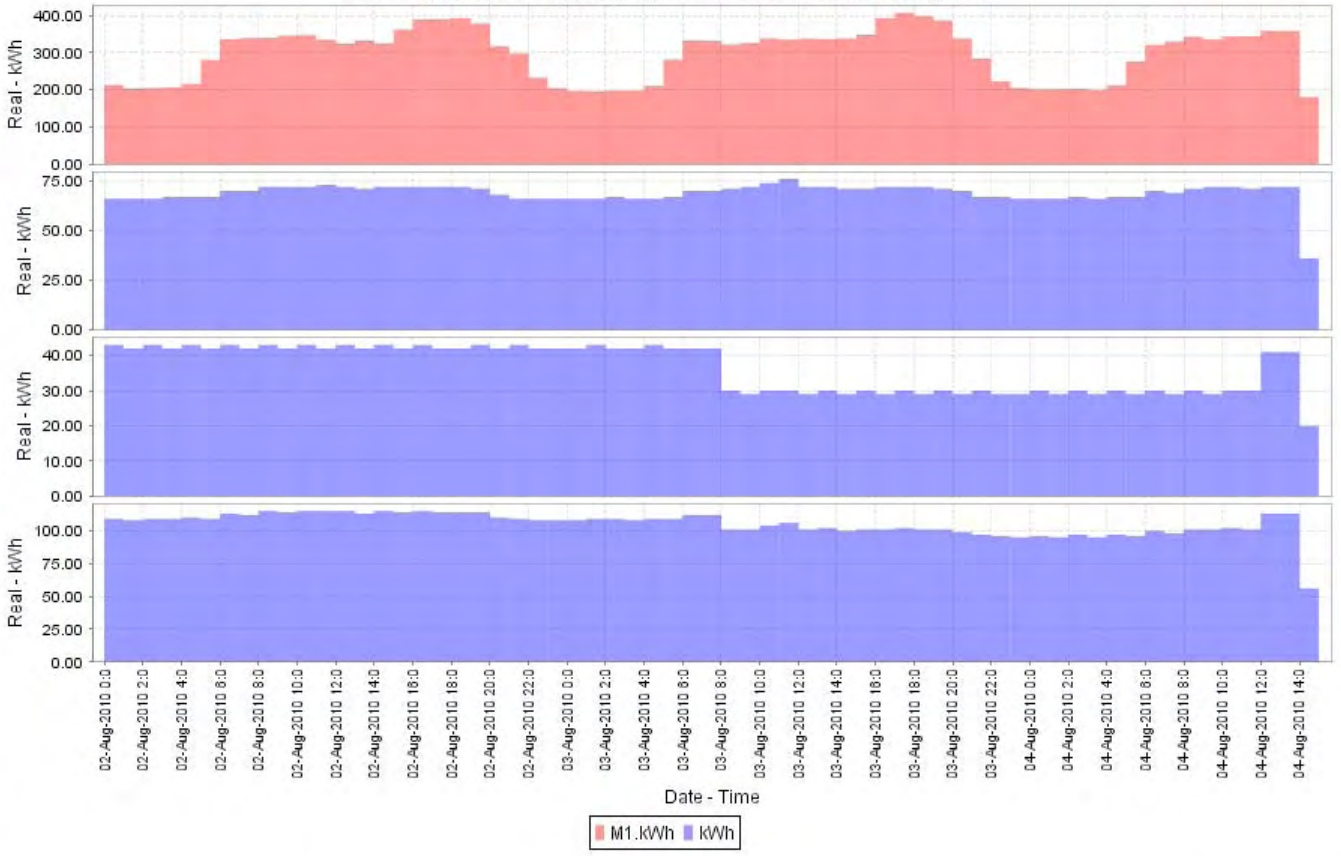
- West Wave Low Flow Water
- West Wave Main Incomer
  - By Interval
    - 1:Energy
    - 2:Apparent - kVAh
    - 3:Real - kWh
    - 4:Reactive - kVARh
    - 5:Power Factor
    - 6:Report
- West Wave Plant Room energy total
  - By Interval
    - 1:Energy
    - 2:Apparent - kVAh
    - 3:Real - kWh
    - 4:Reactive - kVARh
    - 5:Power Factor

Navigation | Date | Extra | Logout

[02/08/2010 00:00 - 09/08/2010 00:00]

M1: /Customers/Waitakere City/West Wave Pools/West Wave Main Incomer
M2: /Customers/Waitakere City/West Wave Pools/Leisure Centre Plant Room energy
M3: /Customers/Waitakere City/West Wave Pools/Main Plant Room energy
M4: /Customers/Waitakere City/West Wave Pools/West Wave Plant Room energy total



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Benefits of M & T Systems

ECONOMIC

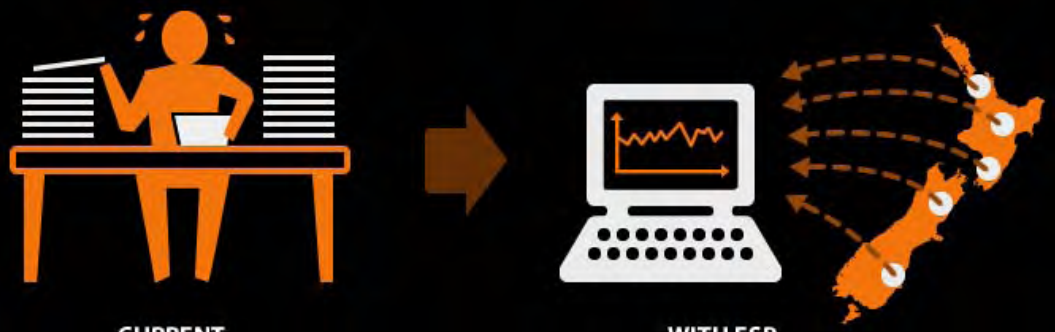
Turn an expense into an income stream.

ENVIRONMENTAL

Sustainable best practice, for a clean green NZ.

FUNCTIONAL

Changing from a reactive system to a real-time one.



CURRENT

Reactive system based on historical data.
Slow to identify problems.

WITH ESP

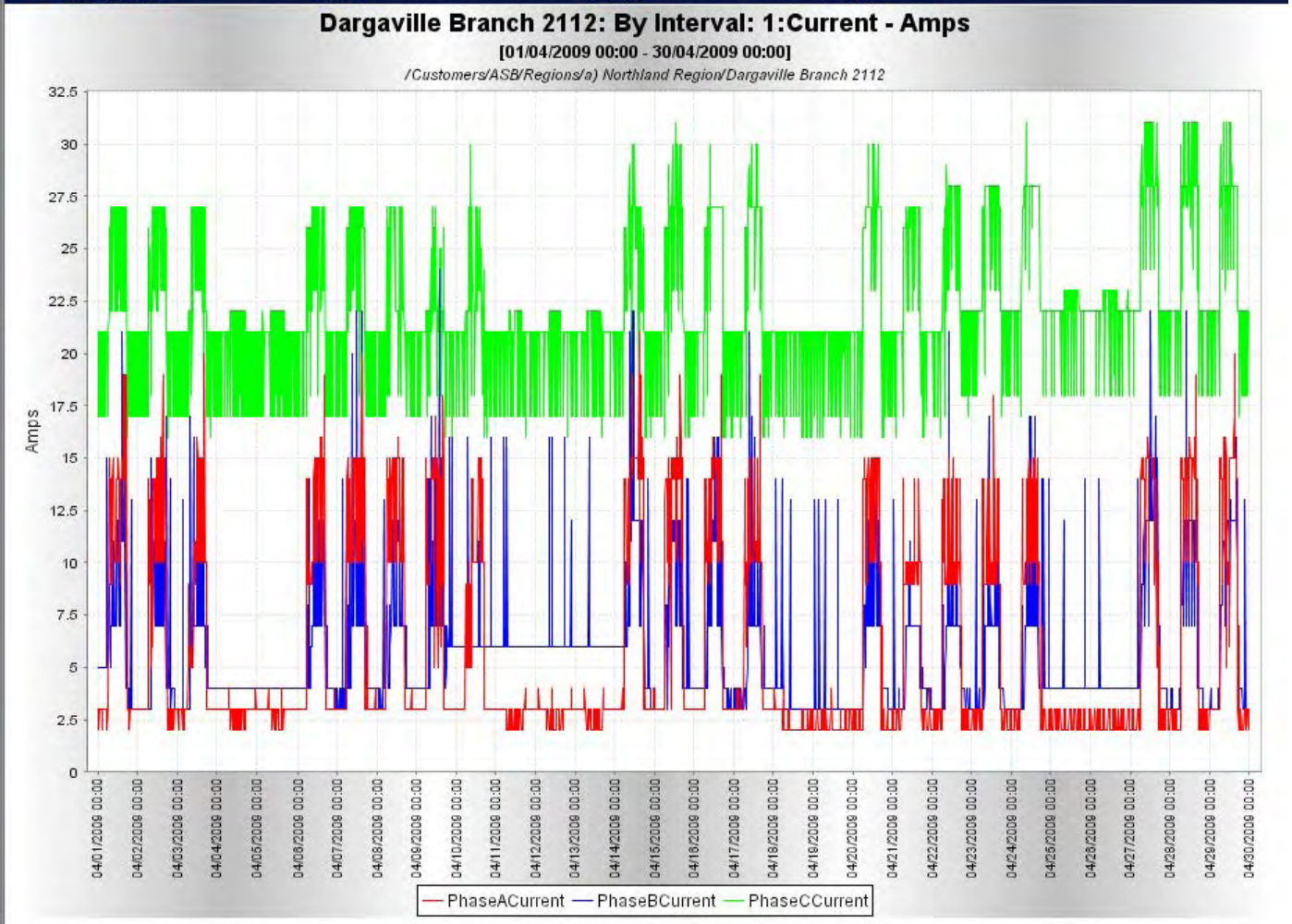
Real-time data, allowing real-time decisions.
Increased savings and improved performance.

ESP Market Presentation – Monitoring & Targeting Systems

Providing Tomorrow's
Energy Management Solutions, Today.

EIServer - ESP New Zealand
- Commissioning
- Configuration
- Customers
- ASB
  - Regions
    - Main Branches_V6 installs
    - a) Northland Region
      - Dargaville Branch 2112
        - Groups
        - Summary Reports
        - Baseline Alarm
        - Dargaville Branch 2112
          - By Interval
            - 1:Current - Amps
            - 2:Voltage - Volts
            - 3:Report
        - Dargaville Branch 2112: Energy
          - By Interval
          - By Week
          - Monthly
          - Week by Day
          - Dargaville Branch
      - Kaikohe Branch 2109
      - Kaitaia Branch 2108
      - Kamo Branch 2107
      - Kerikeri Branch 2110
      - Paihia Branch 2113
      - Report Templates
      - Walton St Branch, Regional & Rural 21
      - Warkworth Branch 1109
      - Wellsford Branch 2105
      - Whangarei Branch 2114
      - Northland League Table
    - b) North Harbour Region
    - c) Central Auckland Region
    - d) East Auckland Region
    - e) West Auckland Region

Navigation | Date | Extra | Logout



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ESP Market Presentation – Monitoring & Targeting Systems

Providing Tomorrow's Energy Management Solutions, Today.

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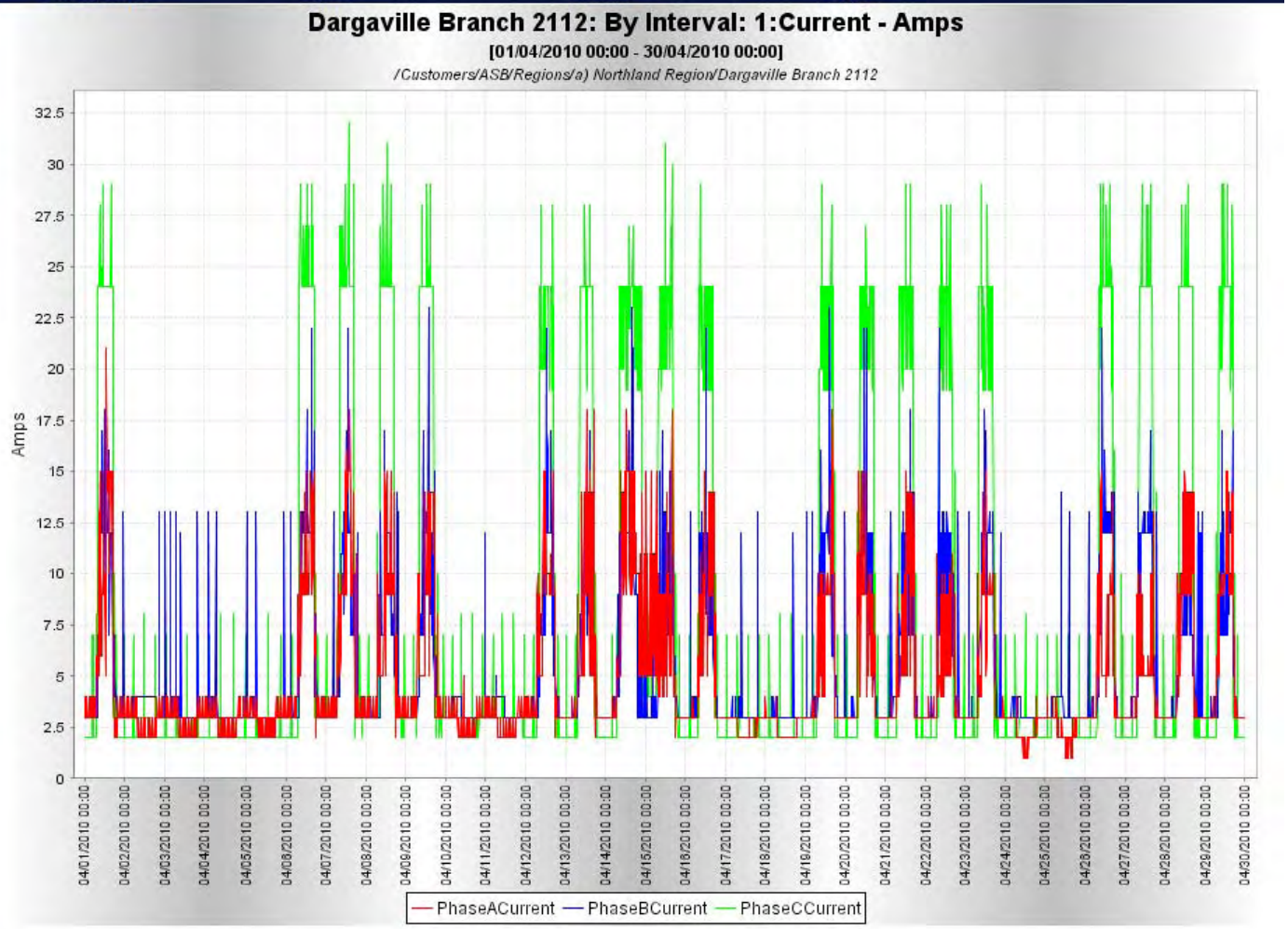

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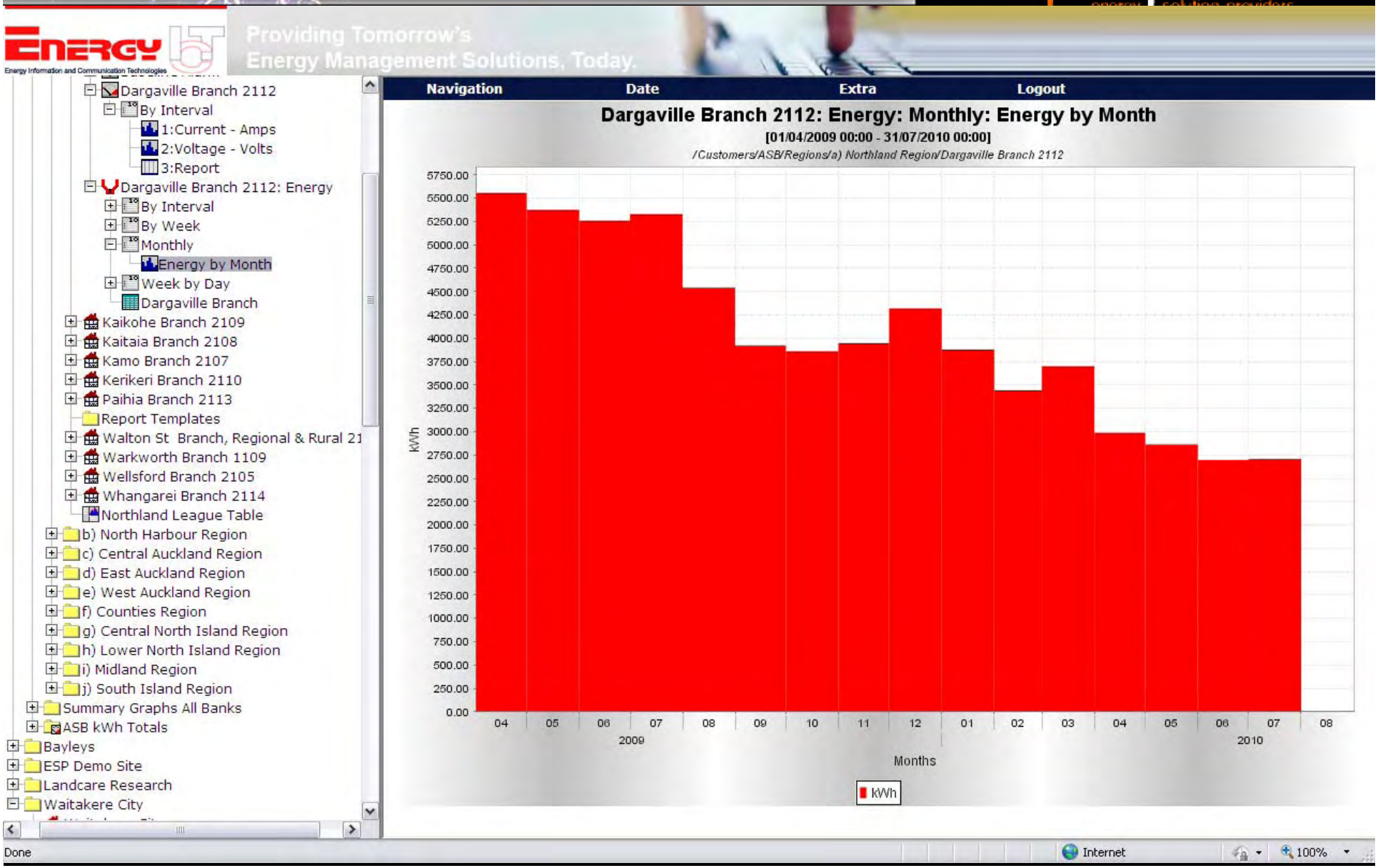

ESP Market Presentation – Monitoring & Targeting Systems

- What will ESP do?
  - Eliminate energy inefficiencies in target businesses
- What is ESP's Core Purpose?
  - To Provide Definable Results, typically this would be;
    - A 25% kWh savings per annum
    - A financial savings of 25% per annum
    - A GHG reduction of 25% per annum (tonnes CO^2e)
- What is the key benefit that ESP will help deliver?
  - An exceptional financial and environmentally sustainable outcome
- Our Promise to you:
  - To provide the tools to empower our business partners
- Our Key Value is:
  - Operational Excellence

ESP Market Presentation – Monitoring & Targeting Systems

- ESP's clients include