



13<sup>th</sup> January 2020

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### **ELECTRICITY RETAIL LICENCE APPLICATION – FUTUREGRID ENERGY**

To Alex and the ERA licencing team,

Pursuant to section 10 of the *Electricity Industry Act 2004 (WA)*, please find herewith an application for an electricity retail licence to allow Future Grid Energy Pty Ltd (FutureGrid) to supply electricity to small and large-use business customers connected to the South-West Interconnected System (SWIS).

FutureGrid requests that the Economic Regulation Authority approve this application as soon as is reasonably possible. Given that FutureGrid already are progressing discussions to put a power purchase agreement (PPA) in place to on-sell renewable energy into the WA electricity market (subject to the approval of this licence), it is important that we are able to expand our scope to supply to contestable business customers on the SWIS, which is the primary focus of our business.

By granting this licence, it will allow FutureGrid to assist its customers by decreasing their energy consumption costs, and to continue discussions with key industry groups such as Western Power, AEMO, and the Department of Energy (WA), as well as a selection of key commercial partners on improving the network's capability to allow more, localised renewable energy, which provide positive externalities to the entire SWIS. Further to this, it will promote greater competition in the WA energy market which will ultimately decrease costs to the end-user, improve on the grid's emission intensity and promote the uptake of innovative renewable energy solutions, as this is a key focus of FutureGrid.



Once this licence is granted, it will also allow FutureGrid to increase the number of permanently employed staff. We expect to be able to create roles for at least two more permanent employees within three months of approval of this licence, and at least one more within a year.

FutureGrid is a WA owned and operated company who plan to supply electricity to business customers on the SWIS, as well as working directly with our customers to find ways of saving money through sustainable and innovative energy management strategies, which improve the reliability of the SWIS.

Some of the information provided in this submission is commercial in confidence. Where this is the case, appendixes have been labelled **Confidential** in the *List of Appendixes* below, and with 'CONFIDENTIAL' at the end of the soft-copy file name. As this document also contains some confidential information, the confidential information has been highlighted as such in the official version for viewing by the ERA only, and has been redacted in a separate public version as follows:

[REDACTED]

If you have any questions or requests for more information, please contact me on [REDACTED]  
[REDACTED]

Best Regards,

A handwritten signature in blue ink that reads "Shannon Hewitt".

Shannon Hewitt  
FutureGrid Energy  
Director and CEO  
0449 999 288

[REDACTED]



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In addition to the Appendixes listed above, this application includes the following documents:

- \_FutureGrid Energy ERL Application **Confidential**;
- \_FutureGrid Energy ERL Application – Public (*This document*); and
- \_Customer Contracts Regulations Notes **Confidential** (a copy of the *Electricity Industry (Customer Contracts) Regulations 2005* with notes in Part 2 and Part 3 to show the ERA where we have addressed the point in our Standard Form Contract.)

FutureGrid Energy acknowledges the traditional custodians of lands throughout Australia and their continuing connection to the land, waters and community. We pay our respects to all members of the Aboriginal communities and their cultures; and to Elders past, present and emerging.

## 4.1 Application Summary

### *4.1.1 Identification of the applicant and a description of the applicant's structure and key organisational relationships.*

Future Grid Energy Pty Ltd:

- is a proprietary limited private company incorporated in Australia;
- has no operations or associated businesses in countries other than Australia;
- is a subsidiary of two Australian owned companies: BSC Solar Pty Ltd, and SEMAC Energy Pty Ltd
- has no subsidiary companies; and
- has no other associated and/or controlled entities

Directors:       Shannon Hewitt  
                      David Martin  
                      Karl (Mark) Imrie

### *4.1.2 A description of the proposed licensed service(s).*

FutureGrid will service contestable business energy users within the SWIS through bespoke electricity solutions, including:

- the purchase of electricity generated by large scale renewable energy power stations incorporating energy storage technologies to then be sold onto the WEM (Wholesale Electricity Market);
- the purchase of electricity generated by customers who own and operate small scale, behind-the-meter power plants, to then be sold onto the WEM;
- the export of electricity from the WEM as required by our customers; and
- assistance with managing the electricity consumption profiles of customers to align with the supply and demand factors affecting the WEM.

### *4.1.3 A description of any service infrastructure/works involved.*

FutureGrid will utilise infrastructure owned and operated by Western Power, and FutureGrid's suppliers and customers. FutureGrid does not intend to build, own, or operate its own infrastructure at this stage. Were this to change, FutureGrid will engage the ERA to support the acquisition of the relevant licences.

#### *4.1.4 A description of the supply area(s) for the proposed licensed services.*

Supply will be available to all contestable business customers on the SWIS.

#### *4.1.5 Information about the status of other essential regulatory approvals required to commence operation under the licence.*

FutureGrid does not currently hold any licences relevant to this application, however, we are in the process of, or intent on, applying for the following licences during the consultation phase of this licence application:

- Generation licence for a renewable energy power station with nameplate capacity greater than 30MW; and
- Electricity retail licence in the National Energy Market (Queensland, New South Wales, Canberra, Tasmania, and South Australia).
- We have commenced the process with Western Power relating to an Electricity Transfer Access Contract.
- We have commenced the process with AEMO to register as a market participant.

#### *4.1.6 Information about why grant of a licence would not be contrary to the public interest*

The granting of an electricity retail licence to FutureGrid will serve to benefit the public interest by decreasing costs to the consumer by increasing competition in the WEM, and by decreasing the overall carbon intensity of the WEM by actively encouraging, and seeking out, renewable energy generation projects.

There is no reason why the grant of a licence would be contrary to the public interest.

## 4.2 Corporate Information

### *4.2.1 A description of the licence applicant, including:*

#### *a) The legal name and the trading name of the applicant, and the ABN or ACN.*

Applicant: Future Grid Energy Pty Ltd t/a FutureGrid Energy  
ACN: 636 711 594  
ABN: 78 636 711 594

#### *b) The applicant's registered office address, contact details, principal place of business (if different from the registered office), and the name and contact details of the primary contact person whom the ERA can contact about the application.*

Address: Level 2, 11 Mounts Bay Road, Perth WA 6000

FutureGrid Energy | ABN 78 636 711 594  
Level 2, 11 Mounts Bay Rd, Perth WA 6000 | 1300 140 581 | info@futuregrid.net.au



Postal Address: Level 2, 11 Mounts Bay Road, Perth WA 6000  
Phone: 1300 140 581  
Fax: 08 6164 2417  
Email: info@futuregrid.net.au

Primary Contact: Shannon Hewitt  
CEO

[REDACTED]  
[REDACTED]

*c) The applicant's profile, including the date it was founded, its history, the number of employees and a description of the applicant's core activities.*

FutureGrid was incorporated on 10<sup>th</sup> October 2019.

FutureGrid currently has four employees in total.

The core activities are to service contestable electricity customers within the SWIS through bespoke electricity solutions, and to establish itself as the market participant for large-scale renewable energy generation projects, of which, there are already agreements in place.

*d) Type of company.*

FutureGrid is a private company limited by share capital, incorporated in Australia.

*e) A list of all company directors, partners or principals.*

Directors:

Shannon Hewitt	[REDACTED]	[REDACTED]
Karl (Mark) Imrie	[REDACTED]	[REDACTED]
David Martin	[REDACTED]	[REDACTED]

*f) A description of company ownership such as the proportions of equity held by the individuals involved in the company.*

FutureGrid is a joint venture between BSC Solar Pty Ltd and SEMAC Energy Pty Ltd.

- BSC Solar Pty Ltd t/a BSC Solar

ACN: 612 054 145

ABN: 44 612 054 145

- SEMAC Energy Pty Ltd

ACN: 633 841 282

ABN: 29 119 703 645

- g) Copies of any relevant articles of association and company registration details for the applicant and any associated or controlled entities.*

Copies of the certificate of company registrations for FutureGrid, BSC Solar, and SEMAC Energy are included as *Appendix C.i*, *C.ii.a*, and *C.iii* respectively, and *Appendix C.ii.b*, which is the change of name confirmation for BSC Solar.

*4.2.2 A list of any associated and/or controlled entities including, where relevant, any parent companies and a description of the degree of control exercised by any associated entity, and how the associated entity exercises that control.*

FutureGrid has established a Board of Directors comprising of Shannon Hewitt, Mark Imrie, and Dave Martin. The board operates independently of its parent company and any other company or organisation which may be associated by the board members.

The Chief Executive Officer, under the directive of the Board, has full control and responsibilities for the business's operations.

Semac Energy has no other associated or controlled entities.

BSC Solar has the following associated entities, neither of which have any control over, or direct association with FutureGrid Energy. Both of the companies below are new entities.

- BSC Energy Pty Ltd; ACN 636 794 833
- BSC Energy Holdings Pty Ltd; ACN 636 707 376

The extent of control which Semac Energy and BSC Solar have over FutureGrid Energy is limited to the allocation of board members. The board of FutureGrid Energy consists of 3 members: one is allocated by Semac Energy, one is allocated by BSC Solar, and one is appointed as a consensus of BSC Solar and Semac Energy. The CEO reports directly to the board of FutureGrid Energy.

*4.2.3 A statutory declaration from the company directors, partners or principals of the company declaring that they have not been or would not be disqualified from managing corporations by any provision of the Corporations Act 2001 (Cwlth).*

Statutory declarations for the three Directors are included as *Appendix D*.

*4.2.4 A declaration certifying that the information provided in the application is correct (included in Appendix 1 of this guideline).*

Provided at the end of this document as *Appendix 1*.





### 4.3 Financial Information

*4.3.1 The most recent audited general purpose financial report for the applicant (with accounts) that complies with the applicable Australian Accounting Standards Board Standards, including the auditor’s report.*

FutureGrid has no financial reports, as it is a newly established private company with ongoing operations of less than twelve months.

*4.3.2 New companies that cannot provide financial reports should provide financial information (such as interim accounts) to demonstrate that they have sufficient financial resources to cover its’ potential financial exposure.*

Please see *Appendix H - Funding Agreement (CONFIDENTIAL)*, and note the information at point 6.

A current bank statement is included as *Appendix E (CONFIDENTIAL)*.

*4.3.3 If the applicant is a subsidiary company, audited general purpose financial reports for the parent company(s), covering the past three years.*

SEMAC Energy Pty Ltd is a new entity, and does not have any financial reports.

BSC Solar does not have audited reports as they sit below the required threshold. Special Purpose Financial reports for the past three financial years are included as *Appendix F (CONFIDENTIAL)*.

Notes on [REDACTED] (CONFIDENTIAL):

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

*4.3.4 A copy of any other document, record or information that the applicant has been required to submit to ASIC under chapter 2M of the Corporations Act 2001 (Cwlth) during the three years prior to the date the application is lodged with the ERA.*

As a newly established private company, no document, record or information has been submitted to ASIC under chapter 2M of the Corporations Act 2001 (Cwlth).

*4.3.5 A written declaration from an independent auditor, or the applicant's principal financial institution.*

A written declaration from FutureGrid's principal financial institution is included as *Appendix G*.

*4.3.6 Information about any risks to the applicant's financial position (such as any potential contingent liabilities, or any pending litigation).*

We are not aware of any risks to the company's financial position. FutureGrid does not have any contingent liabilities, nor is it involved in any litigation as a plaintiff or defendant.

## Financing

*4.3.7 Evidence that the applicant is able to finance the assets and investment necessary to undertake the activities to which the licence relates, including:*

- a) Details of the type of funding or financial support, including any secured funding, mezzanine debt, vendor finance, venture capital or bank guarantees.*

FutureGrid has no mezzanine debt, vendor finance, venture capital or bank guarantees.

Please see our bank statement at *Appendix E (CONFIDENTIAL)*.

- b) A description of the relevant facility(s), including supporting evidence of credit lines and terms (to maturity), repayment schedules and any financial covenants associated with the facility(s).*

FutureGrid has no debt obligations or loans at this stage.

- c) A description and copies of any contractual arrangements that define relationships between the licence applicant and any related entities including in relation to shared resources, guarantees, revenue flows, obligations and/or responsibilities*



Please see the Funding Agreement at *Appendix H (CONFIDENTIAL)*, whereby BSC Solar has guaranteed to cover any costs for FutureGrid during the first five years of operation, should FutureGrid not be able to meet their obligation. This agreement is there to protect FutureGrid’s customers, suppliers, business partners, industry associations, and staff in the event that FutureGrid cannot meet its financial obligations.

Please also see *Appendix I (CONFIDENTIAL)*, which is the Strategic Agreement between [REDACTED] and BSC Solar to build [REDACTED] in Australia. This has been provided to give the ERA the confidence that the projects will go ahead, and that FutureGrid will have the revenue stream to fund its business operations over the next five years, regardless of the financial agreements in place with our parent company. [REDACTED] financial statement is included to show the ERA that they have the financial capacity to fund the renewable energy projects. Their annual profit before tax for 2018 is [REDACTED], and is included as *Appendix O (CONFIDENTIAL)*.

## Financial projections

### *4.3.8 A description of the intended services, related business activities and the market(s) for the proposed licensed services.*

On the retail side, FutureGrid will service contestable business customers on the SWIS, through bespoke electricity offerings, which include:

- The purchase of electricity from the WEM for consumption by our customers
- The purchase of electricity from our customers who own and operate generation assets behind their meter, for on-sale onto the WEM
- Providing assistance to customers for their load management, particularly load smoothing and demand side management to lower their energy costs and improve grid stability (although we will not be participating in the DSM market)
- Solar and/or battery offerings

Our wholesale services include:

- Energy arbitrage to flatten the SWIS’s demand curve
- Frequency control (ancillary services) to improve grid stability
- Additional analysis to assist Western Power and AEMO with the benefits our battery can bring to the network
- Trading electricity to and from the WEM, including participation in the balancing market, short-term energy market (STEM), and bilateral contracts.

*4.3.9 A detailed financial model in a working spreadsheet with projected revenue and expenditure for each of the proposed services for at least five years, or over the life of the project to demonstrate the financial security and feasibility for the proposed licensed activities.*

A detailed financial model in a working spreadsheet is included as *Appendix J.i (CONFIDENTIAL)*.

A 5-year financial summary is included as a pdf as *Appendix J.ii (CONFIDENTIAL)*.

*4.3.10 Supporting evidence for all key assumptions, and identification of key risks, and relevant risk management strategies or measures.*

Evidence for all key assumptions are included on the *Assumptions* and *Further info* tabs in our confidential 5-year financial forecast spreadsheet as *Appendix J.i (CONFIDENTIAL)*.

Identification of key risks and relevant risk management strategies are included in the Risk Register in our risk management plan as *Appendix K (CONFIDENTIAL)*.

## Financial policies

*4.3.11 Copies of the applicant's financial policies, including accounting policies, internal and external auditing policies, risk management policies and internal control procedures.*

See: *Appendix L – Financial Policy and Procedure (CONFIDENTIAL)*

*Appendix K – Risk Management Plan (CONFIDENTIAL)*

*4.3.12 The pricing policies, methods, procedures or principles that the applicant proposes to apply in determining its prices or charges.*

Pricing policies, methods and procedures will be updated from time to time to meet the specific requirements of each retail customer.

All bundled prices will be based on our analysis of all regulatory charges and wholesale energy price forecasts based on the customer's historical energy consumption.

## 4.4 Technical information

### Assets

*4.4.1 A description of the physical environment of the proposed activity including all land and areas affected by the proposed application.*

We plan to retail electricity to contestable business customers on the SWIS. A map of the SWIS is included as *Appendix M*.

*4.4.2 A description of any infrastructure and interconnected infrastructure systems used for the delivery of licensed services. Where applicable, information about supply connection to networks or customers, including details of the network connection and actual or estimated number of customers by type.*

FutureGrid has initiated the process of obtaining an Electricity Transfer Access Contract with Western Power. We do not intend to supply electricity to any customer outside of the SWIS.

*4.4.3 A detailed construction schedule of any proposed construction activities including proposed commencement and completion dates of the construction activities and commissioning of works. Construction activities must specify the location of any areas temporarily or permanently affected by the activities.*

Not Applicable.

*4.4.4 A description of any actual or proposed metering arrangements for the proposed service(s), including:*

*a) Forecasts of annual maximum demand for each of the next five years*

Year	2020	2021	2022	2023	2024
Peak Demand (MVA)	0.0	5.0	20.0	55.0	70.0

*b) Agreements with network service providers.*

We have initiated the process with Western Power to obtain an Electricity Transfer Access Contract.

*c) Agreements with metering agents.*

d) We have initiated the process with Western Power to obtain an Electricity Transfer Access Contract.

*e) Arrangements for dealing with metering complaints and queries.*

Given the size of FutureGrid, all complaints are immediately escalated to the CEO. We advertise our metering complaints process to our customers via our Standard Form Contract and Non-Standard Form Contract in accordance with the *Code of Conduct for the Supply of Electricity to Small Use Customers 2018*.

*4.4.5 A detailed description of the asset management system, including:*

*a) The measures to be taken for the proper maintenance of assets used in the provision of the electricity supply, gas supply or water services, and for undertaking maintenance and operation of any works.*

Not applicable, as we do not have any assets in relation to this licence application.

*b) The existing or proposed asset registers, risk assessments, asset management plans, quality management systems, construction standards, maintenance manuals/plans/schedules, asset management information systems and data management.*

Not applicable, as we do not have any assets in relation to this licence application.

*Sections 4.4.6, 4.4.7 and 4.4.8 have been omitted from this application, as it relates to gas and water licence applications.*

## Customer Contracts - Electricity

*4.4.9 Electricity retail licence applicants (electricity retail licence or integrated regional licence for retail services) proposing to sell electricity to small use customers are required to submit a copy of the proposed standard form contract.*

FutureGrid's Standard Form Contract is included in this submission as *Appendix A*.

*Sections 4.4.10, 4.4.11, 4.4.12 and 4.4.13 have been omitted from this application, as it relates to gas and water licence applications.*

## Customer Information

*4.4.14 Evidence of compliance with relevant supply industry methods, quality standards and codes such as compliance with relevant consumer protection arrangements including:*

*a) A description of how the applicant will manage customer accounts.*

Two full-time positions in the company will be created within one year of this licence being granted, being one Account Manager, and one Office Manager. The account manager will predominately be the face of the company for all 'non-key' accounts, and will have the responsibility of addressing all queries and complaints, and immediately escalating all complaints to the CEO. Key accounts (ie: large projects, customers with embedded generation, annual spend is greater than \$1 million, etc) will continue to be managed by the CEO, and the CEO will manage all accounts prior to the appointment of a qualified Account Manager.

All FutureGrid staff will have training on the regulatory requirements relating to customers, with particular attention on the small-use customers as per the *Code*.

At the time of submitting an energy proposal, each small-use customer will receive a copy of our *Small-Use Customer Information Pack* (included as *Appendix B*) which outlines their rights, and our responsibilities.

All communications are noted in a CRM system, and each customer has a specific folder on our online file storage system (OneDrive) for all paperwork, record keeping and regulatory requirements (Verifiable Consent, etc).

*b) A description of customer information policies (e.g. tariffs, fees and charges), customer consultation processes, account enquiries processes, payment arrangements and hardship policies and procedures, complaints and dispute resolution processes, account termination procedures and customer performance measures.*

All this information is stated in each of our Standard Form Contract, and Non-Standard Form Contract in conjunction with our Small-Use Customer Information Pack.

All rates are clearly stated on the Customer Schedule (standard form) and the Electricity Supply Agreement (non-standard form).

*c) A description of the customer information management systems used by the applicant, including any billing systems.*

We use Salesforce as our Customer Information Management System to record communication and to store soft copies of paperwork, including invoices and consent to access the customer's interval data. We also use Microsoft's cloud-based platform, OneDrive, as our primary information storage system, with back up on an external hard drive.

We currently use Microsoft Excel as a billing system.

*Sections 4.4.14(d) and 4.4.14(e) have been omitted from this application, as it relates to gas and water licence applications.*

*4.4.15 Evidence of a commitment to remain or become a member of an approved Energy and Water Ombudsman Scheme and adhere to any decisions of an Energy and Water Ombudsman Scheme, where the applicant applies for:*

*a) an electricity retail, distribution or integrated regional (for retail or distribution services) licence who intend to supply electricity to small use customers*

FutureGrid commits to become a member of the energy and water ombudsman scheme (WA). Receipt of our application to join the scheme is attached as *Appendix N*.

## Relevant experience

*4.4.16 A description of the applicant's prior experience and/or appropriate training related to the nature of the proposed activity, including a list of the key personnel used to install and/or operate*

*and/or maintain the supply of electricity, gas or water services with a summary of the key qualifications of the key personnel.*

Shannon Hewitt is a Director, and the CEO of FutureGrid. He has previously worked for three electricity retailers (Perth Energy, AER Retail, and CleanTech Energy) who hold licenses to supply electricity to large and small-use customers on the SWIS, and has completed ongoing training relating to the WA energy market and the supply of electricity to small-use customers. Shannon was the General Manager at CleanTech Energy, and personally created and implemented the policies and procedures so that the ERA could amend their electricity retail licence to allow them to supply electricity to small-use business customers. As General Manager, it was his responsibility to ensure his staff had the required training, and ensuring they follow his guidelines, as well as all aspects of ongoing regulatory and compliance obligations, contract creation and analysis, customer management, and all other aspects of the business. Shannon has a degree in Sustainable Energy Management from Murdoch University, and has an excellent track record with compliance obligations in the WA energy regulatory space. Shannon has over ten years' experience in key account management and has the innovative mindset required to ensure the success of bespoke renewable energy projects, and of FutureGrid.

Dave Martin is a Director at FutureGrid. Dave is an energy system expert with 20 years' experience in successful leadership, development, operation and financial management of energy utilities, energy services companies and leading-edge energy technology companies in regulated and unregulated energy markets. Dave is a co-founder and non-executive director of Power Ledger, which has taken him all over the world to learn valuable and innovative energy management techniques from governments, network operators, and big business. His previous roles include General Manager at Horizon Power, and Manager Public Affairs at Western Power. Dave has an excellent knowledge of the regulatory and compliance requirements of an electricity retailer in WA, and of Western Power's processes and requirements, as well as all the knowledge and experience required for a successful start-up company.

Karl (Mark) Imrie is a Director of FutureGrid. Mark has four years in project management in the WA renewable energy (generation) sector, and over ten years in corporate finance, including senior roles at GE Finance, Bankwest, and BSC Solar. Mark is a co-founder of BSC Solar, a successful WA based renewable energy project management design company. Mark's role is predominately to oversee the finances of FutureGrid (although not as our accountant), particularly on the regulatory and reporting requirements, and to source new renewable energy generation opportunities. Mark has overseen the successful growth of start-up companies, including BSC Solar, MKI Solutions, and Crackerjack Digital, and he has the knowledge and financial acumen required to ensure the ongoing success of FutureGrid.

We also have a CA qualified accountant as our Accountant and CFO.



*4.4.17 Where the applicant relies on contractors, please provide evidence of agreements to provide services, please provide:*

FutureGrid does not, and is not, planning to rely on subcontractors.

## Other equivalent licences

*4.4.18 A description of any licences or approvals held by the applicant, its' associated or controlled entities under the law of another State or Territory, to supply electricity, gas or water, including a signed statutory declaration detailing any:*

*a) Interstate licence(s).*

FutureGrid does not have any interstate licences, however, we do plan to apply for electricity retail licences to supply electricity to interstate markets. When (if) this occurs, FutureGrid's WA operations will not rely on, or subsidise, any interstate operations.

*b) Regulatory action taken by a regulator in another jurisdiction in relation to the applicant, or its associated or controlled entities, including (i, ii, & iii):*

Not Applicable, as FutureGrid does not have any interstate licences.

## Other regulatory approvals

*4.4.19 A description and written evidence of the status of applications for environmental, planning and health approvals, permits or licences.*

Not Applicable. FutureGrid does not hold, and has not applied for, any such licences.

## 4.5 Public interest information

*4.5.1 Information about relevant factors to support that grant of licence would not be contrary to the public interest*

FutureGrid is not aware of any information which could suggest that the granting of this licence would be contrary to the public interest.

Following the allocation of this electricity retail licence, FutureGrid will benefit the public's interest by:

- increasing competition in the WEM will help to push retail electricity prices down across the board, therefore, saving WA businesses money;
- increasing the amount of renewable energy in the WA energy market will decrease pollution and greenhouse gas emissions. The combination of this will improve the natural environment,

leading to improvements in health, ecosystem conservation and regeneration, and climate change mitigation;

- assist Australia’s legislated goal to reduce total greenhouse gas emissions of between 26 and 28 per cent on 2005 levels by 2030 (Australian Government, 2015) by increasing the demand for renewable energy (from a market participant perspective);
- create jobs in the renewable energy industry, and assist workers in the fossil fuel industry to transition to the next booming industry. Renewable energy investment creates more jobs than fossil fuel investment (Dr Graham Sinden and Zoë Leffler, 2016);
- ensuring that investors in the renewable energy industry have a relatively easier pathway when applying for grid connection and financial closure for their projects. The pure fact that we are willing to speak with new investors, and offer free advice to them, will assist them with their plans to connect reliable renewable energy with energy storage capacity;
- assisting rural communities in bringing more localised, clean energy with storage helps protect them against blackouts, particularly during extreme weather events (fire, wind, etc).

The granting of an electricity retail licence to FutureGrid will serve to benefit the public interest by decreasing costs to the consumer by increasing competition in the WEM, and by decreasing the overall carbon intensity of the WEM by actively encouraging, and seeking out, renewable energy generation and energy storage projects.

## 4.6 Licence Supply and Operating Areas

*4.6.1 A description of the proposed supply or operating area detailed enough to develop a licence supply or operating area. Any map(s) should:*

*a) Identify the location of any infrastructure and cadastral boundaries*

We intend to sell electricity to contestable business customers on the SWIS. A map of the area is included as *Appendix M*.

## Works Cited

Australian Government. (2015). *Australia's 2030 climate change target*. Canberra: Commonwealth of Australia.

Dr Graham Sinden and Zoë Leffler. (2016). *Renewable Energy Jobs: Future Growth in Australia by Ernst & Young and the Climate Council of Australia*. Potts Point: Climate Council of Australia Ltd.