

ASX/Media Release

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Major Strategic Alliance with L&H Group - Australia's leading electrical wholesaler

Highlights

- **Key strategic alliance to market and sell GO energy's retail energy and solar products and services - GO energy is Solco's energy retail business.**
- **Strategic Alliance will include co-branding GO energy products and services via L&H's distribution capability to 30,000 L&H customers.**
- **Designed to grow GO energy's expanding retail energy footprint.**
- **Includes agreement for GO energy to install 1.1MW in Solar PPAs on 45 L&H sites – roll-out underway.**
- **Also includes new, co-branded STC trading service using Solco's CO2markets market leading STC trading platform.**

Solco Limited (ASX: SOO) (**Solco**, the Company) is pleased to announce that its energy retail business, GoEnergy Pty Ltd (GO energy), has entered into a key Strategic Alliance with L&H Group (Solar + Solutions) to market and sell GO energy's energy and solar products and services.

The Strategic Alliance is between GO energy and Solar + Solutions, a wholly owned subsidiary of L&H. Solar + Solutions is an Australian and New Zealand-focused B2B Solar Distributor. L&H is part of the Sonepar group of companies, one of the world's largest electrical B2B distributors with operations in 41 countries and more than 40,000 employees. In Australia, it has access to 30,000 commercial accounts.

Under the Strategic Alliance, the groups' have entered into a partnering program which will include L&H co-branding GO energy products and services via L&H's vast distribution capability, plus joint-marketing initiatives, to grow GO energy's expanding retail energy and solar footprint.

The Strategic Alliance acknowledges that traditional energy retailing models are undergoing a transformation, as customers seek to actively participate in their energy choices, including the make-up of their energy mix by utilising renewable energy alternatives.

1.1MW in Solar PPAs

GO energy is pleased to advise that as part of the Strategic Alliance with L&H, it has entered into an agreement to contract 1.1MW in Solar Power Plant Agreements (PPAs) to L&H, to be deployed across 45 L&H office sites and other premises.

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The roll-out under these Solar PPAs is currently underway. GO energy is delighted that L&H has sort to participate in the Strategic Alliance between the two groups in such a demonstrable and tangible manner. From an L&H perspective, It confirms Sonepar's commitment to the promotion of clean technologies as part of its general corporate and social responsibility mandate, and it confirms GO energy as a leading enabler of this vision.

Co-branded STC Trading Platform

Also, as part of the Strategic Alliance, a new co-branded trading service for Small-scale Technology Certificates (STCs) has been introduced. It utilises the STC trading platform developed by CO2markets, and makes it available to Solar + Solutions clients. CO2markets is a leader in the STC trading space.

People wanting to use the service are able to register on-line via the STC Trading tab on the Solar + Solutions website and also via the CO2markets Installer App (iPhone and Android devices). They will benefit from industry leading STC pricing and flexible payment options.

Solco CEO Adam Pearce said:

"We are pleased and excited to enter into this Strategic Alliance with L&H Group and its Solar + Solutions business. With their long term pedigree and experience we see L&H as an ideal partner for the Company. We look forward to working closely with them to help grow our retail energy footprint and enable customers' to consume energy more sustainably and adopt new 'clean' technologies."

Claude Picinali, General Manager Solar + Solutions said:

"We are extremely excited to continue to offer market leading programs like GO energy Power Plant Agreements and the CO2markets STC trading platform. The Strategic Alliance between L&H Group, through Solar + Solutions, and GO energy continues to deliver value-add business initiatives to our customers Australia wide."

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About Solco

Solco Limited (ASX: SOO) is an independent, ASX-listed clean tech energy retailer. Its subsidiary, GoEnergy Pty Ltd holds energy retail licenses in New South Wales, Victoria, Australian Capital Territory, Queensland and Tasmania. Solco provides business customers with an innovative approach to reduce energy costs through a combination of solar-based power plant agreements, energy efficiency products and grid energy solutions.

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About L&H Group

L&H Group was founded in 1886 and has grown to become Australia's leading industrial supplier of electrical, lighting, heating and cooling, and ventilation components. Lawrence & Hanson Electrical Wholesalers are Australia's leading distributor of electrical materials, products and services to the contractor and industrial electrical markets. It has 160 branches across metropolitan and regional Australia. L&H Group is part of the larger global Sonepar group of companies, a French, family-owned business, which is the world's largest electrical B2B distributor.



Image: Sonepar Pacific president pacific strategic operating area Matthieu Raffestin, Solco CEO Adam Pearce and Solar + Solutions general manager Claude Picinali on the occasion of entering into the L&H Strategic Alliance.

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