



ASX/Media Release

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Ecosave Australia Secures 4 New Client Contracts

The Australian operations of Ecosave Holdings Ltd has signed 4 new client contracts. Three of the contracts are Ecosave Service Agreements (ESAs), adding A\$360k per year to Ecosave's annuity revenue. The contracts include Ecosave's first New Zealand based ESA.

The fourth contract secured is Ecosave's third Victorian Government Energy Performance Contract (EPC) to proceed to implementation, worth A\$2.9M.

Ecosave has developed and successfully launched a ground-breaking new contract structure called the Ecosave Service Agreement. ESAs provide clients with an alternative to traditional capital funding of energy efficiency upgrades. They also have the potential to shift Ecosave's business model away from one-off project revenues, toward annuity income streams.

The ESA delivery model allows clients to fund energy efficiency building upgrades over the long-term as an operating expense. Under an ESA, Ecosave delivers building upgrades and ongoing services that are funded from the energy savings delivered by the ESA. The client benefits from building upgrades and reduced operating expenses, without the need to invest their own capital or take on debt.

Contacts

Ecosave: Marcelo Rouco CEO 1300 55 77 64

Rushe & Co: Martin Rushe: martin.rushe@rushe.com

Sydney

Unit 4
42 Carrington Road
Castle Hill NSW 2154

Melbourne

Unit 3
34 Redland Dr
Mitcham VIC 3132

Brisbane

Unit 23A
1 Park Road
Milton QLD 4064

Philadelphia

115 Sinclair Road
Bristol PA 19007

Auckland

Level 27
188 Quay Street
Auckland 1010