

Wednesday, 16 December 2015

## **ERM POWER ACQUIRES ENERGY DATA ANALYTICS COMPANY GREENSENSE**

Please find attached a release on the above subject.

A handwritten signature in black ink, appearing to read "Phil Davis".

Phil Davis  
Group General Counsel & Company Secretary  
ERM Power Limited

### **About ERM Power**

ERM Power is an Australian energy company operating electricity sales and generation businesses. Trading as ERM Business Energy and founded in 1980, ERM Power has grown to become the second largest electricity retailer to commercial and industrials in Australia with operations in every State and the Australian Capital Territory. ERM Power also sells electricity in several markets in the United States. The Company has equity interests in 497 megawatts of low emission, gas-fired peaking power stations in Western Australia and Queensland, both of which ERM Power operates.

[www.ermpower.com.au](http://www.ermpower.com.au)

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## ERM POWER ACQUIRES DATA ANALYTICS SOFTWARE COMPANY GREENSENSE

ERM Power Limited (ASX: EPW) today announced it has signed an agreement to acquire Greensense, a data analytics and energy and resource management software company operating across Australia.

Greensense, with offices in Perth and Melbourne, creates software for building performance, energy and resource consumption and sustainability monitoring for businesses and governments.

ERM Power CEO and Managing Director, Jon Stretch, said bringing Greensense into the ERM Power family was an important step in delivering on the company's strategy and growth plans.

"At our AGM we laid out our strategy which is focussed on capital efficiency, diversification and growth, and innovative customer solutions. Efficient capital management allows us to invest in next-generation innovation and technology which goes beyond energy supply to smart visualisation of resource consumption," he said.

"ERM Power provides energy to one in five governments, businesses and industrials in Australia. We have industry-leading customer satisfaction because we've delivered technology which gives big energy users easy access to information on their energy consumption, backed by great service.

"Greensense is the next step in providing a real-time, in- depth view on resource consumption, beyond a customer's ERM Power energy usage, to help our government, commercial and industrial customers better manage energy, water and waste.

"This is not a significant acquisition in terms of cost but importantly, it delivers the software and smarts around which we can build value-added services and energy efficiency solutions.

"It will be earnings accretive from FY17, its first full year of operations within ERM Power. The analytics and reporting is the cornerstone of the Customer Solutions portfolio which we've indicated will comprise about 8% of earnings by 2018."

Greensense Managing Director Fabian Le Gay Brereton said the team was delighted to be joining ERM Power which had an aligned culture of agility and innovation.

"Greensense is a great addition to the ERM Power proposition and together, will lead the way in making energy management solutions a total and accessible package for business and governments," he said.

"In Australia, buildings account for 40% of primary energy use, 12% of water consumption and up to 40% of CO2 emissions. For most organisations there are significant opportunities for savings which we can now demonstrate on a wide scale.

"Importantly for our existing customers, the Greensense brand and team will continue to grow the Greensense View® software service, working with all of our industry partners in the Green Building and Utility industries."

Mr Stretch said the key capabilities of the Greensense platform included acquisition and standardisation of data from a wide range of sources, real-time demand alerting, site usage benchmarking and forecasting.

“This enhances our proposition, supports customer retention and opens new sales and customer base opportunities. It’s a key enabler as energy efficiency technology and products evolve,” he said.

The acquisition is expected to complete in January 2016. The acquisition cost is \$5.25M and will be funded out of cash.

### About Greensense

Founded in 2008, Greensense is an award winning technology business focused on improving the sustainability performance of commercial buildings. A leader in the rapidly developing area of cloud-based, big data and analytics, Greensense software is used by some of Australia’s largest organisations across education, utilities, retail, government and commercial property to drive energy and water efficiency, reduce costs and showcase sustainability achievements.

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[www.ermpower.com.au](http://www.ermpower.com.au)

Michelle Barry

Phone: +61 7 3020 5145   Mobile: +61 402 892 789

Email: [mbarry@ermpower.com.au](mailto:mbarry@ermpower.com.au)