

ENGAGEMENT COMMITMENT

KNOWN OUTCOMES - REDUCED RISK

Sustainable Savings Holistic Utility Solutions are highly engineered, requiring a significant amount of modeling and design. This provides customers some comfort of knowing the outcome before it happens.

However to ensure Pangolin does not over invest prior to customers commitment, an Engagement Commitment approach is followed.

For customers genuinely looking for a solution Pangolin first provides a key benchmark, in the form of a minimum achievable.

Sustainable Savings will commit to achieving this key benchmark – if it does not achieve this the customer does not need to proceed with the solution nor pay for Pangolin's engineering work. If Pangolin meets or exceeds this benchmark the customer has two options:

A. Proceed with solution

Where Engagement Commitment fee is wiped; or

B. Not go ahead with the solution

Where by the Engagement Commitment fee is paid by customer

BASELINE		MEASURE	
Current Annual Electricity Cost	\$	Per Year (ex-GST)	
Business ROI Hurdle Key Minimum achievable benchmark	%		Payback Years
SCENARIOS	INVESTMENT	PAYBACK CAP	
1. 25% Bill Reduction	\$	Years	
2. 50% Bill Reduction	\$	Years	
3. 75% Bill Reduction	\$	Years	

CASH FLOW POSITIVE

From misfortune comes an opportunity. SA's excessively high power prices creates an opportunity for a Holistic Utility Solution to fully fund itself.

Only a few years ago such solutions would have taken 7 to 10 years to pay for themselves. Now this can be done in less than 5 years ... some of our customers are achieving paybacks of under 4 years.

To give customers solution confidence, Pangolin provides a CASH FLOW POSITIVE GUARANTEE over a specified term. Should the solution cost \$1 (or more) greater than the savings generated, Pangolin will pay the difference.

