

GTL Renewable

Solar Power Purchase Agreement

License Exemption Application

May 2018

Application for Solar Power Purchase Agreement License Exemption

1. APPLICANT DETAILS

Legal Name	GTL Renewable Pty Ltd
Trading Name	N/A
Registered Office	15/145 Sydney St, New Farm QLD 4005
Principle place of business	Level 1, 530 Botany Rd, Alexandria NSW 2015

2. CONTACT DETAILS

Name of Primary Contact	YUNLU GUO
Postal Address	Level 1, 530 Botany Rd, Alexandria NSW 2015
Mobile Phone	0432445980
Email	lucas.g@gtlrenewable.com.au

3. COMPANY STRUCTURE

ABN	92 605 007 350
Legal Structure	Private Corporation
Shareholding Structure	Appendix C4
Company Director	Yunlu Guo, Jianyu Tao
Description of Primary Business Activities	Appendix C1
Associated Entities	N/A

4. Business Requirements

Brief description of the business model, including forecasted type (commercial and residential) and number of customers	Appendix C2
Details of experience in selling energy products and services	Appendix C3

Appendix-B Exemption application checklist

Application summary

Information required	Information provided	Application reference
A version of the application suitable for publication on the Department of Treasury website	<input checked="" type="checkbox"/>	Doc Page 1 - 2

Corporate information

Information required	Information provided	Application reference
An overview of the applicant's corporate structure.	<input checked="" type="checkbox"/>	Doc Page 1
Identity information, including legal and trading name (if relevant) and ABN or ACN.	<input checked="" type="checkbox"/>	Doc Page 1
Registered postal address and contact details of the applicant.	<input checked="" type="checkbox"/>	Doc Page 1
Name and contact details of the applicant's main contact person.	<input checked="" type="checkbox"/>	Doc Page 1
An overview of the applicant company's profile and a description of the company's main business activities.	<input checked="" type="checkbox"/>	Doc C1 Page 5
Description of the company type (public, private, joint venture, other body corporate, partnership, sole trader or other entity).	<input checked="" type="checkbox"/>	Doc Page 1
A list of associated or controlled entities, including the degree of control exercised.	<input checked="" type="checkbox"/>	Doc C4 Page 6

Information required	Information provided	Application reference
A description of the applicant's business model, including forecasts for the number of customers expected to be serviced under a solar PPA over the next three (3) years.	<input checked="" type="checkbox"/>	Doc C2 Page 5

Financial information

Information required	Information provided	Application reference
A written declaration from the applicant attesting to the applicant's financial solvency.	<input checked="" type="checkbox"/>	Doc C5 Page 7

Disclosure statement

Information required	Information provided	Application reference
A copy of the applicant's proposed solar PPA Disclosure Statement.	<input checked="" type="checkbox"/>	Doc D Page 8

Relevant experience

Information required	Information provided	Application reference
A description of the applicant's previous experience selling energy or solar PPA products.	<input checked="" type="checkbox"/>	Doc C3 Page 5

Appendix-C Responses**C1. Description of Primary Business Activities**

GTL Renewable is an Australian company that provides solar and storage solutions to residential and SME customers under Solar Power Purchase Agreements ("SPPA"). The systems normally range from 3KW to 30KW, with 5kWh to 20kWh energy storage system. Our office is based in Sydney, and our installed systems are over South Australia, Victoria, New South Wales and Queensland.

C2. Brief Description of the Business Model

GTL is going to offer SPPAs to residential and SME customers in WA. There will not be any upfront capital cost for the customers. Over the agreement period, GTL bills customers for the production of the systems.

Storage now is a mature technology, and it is proven that end users can save money with storage systems. GTL aims at helping customers that do not want to purchase the system upfront or want strong guarantee of the solar and storage products.

C3. Experience in Selling Energy Products and Services

GTL Renewable is selling same product packages in other states since 2016. Until today, our total generation has been over 8496.1 MWh, and over 1096 kWh energy storage systems have been installed.

C3-1 Details of whether the applicant holds, or has previously held or been subjected to, an energy selling retail licence, licence exemption or retailer authorisation in any Australian State or Territory, including Western Australia.

GTL Renewable holds a retail exemption in NSW,SA,ACT,QLD and TAS, which was approved by AER in April, 2016. (Reference: AER - R0451/16).

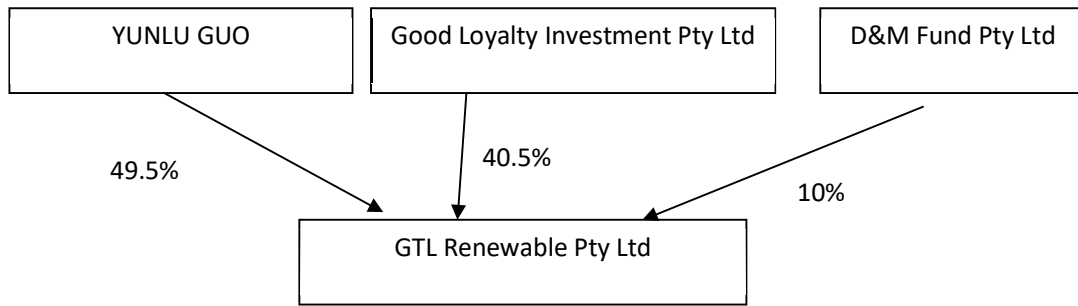
C3-2 Details about any breaches of those licences, exemptions or authorisations, where a penalty or enforcement order was applied.

N/A

C3-3 Details of any current or ongoing investigations about an alleged breach of a licence, exemption or authorisation.

N/A

C4. Corporate Structure



C5: Solvency Declaration

Government of Western Australia

Department of Finance

Public Utilities Office

15-May-2018

Dear Sir/Madam

I, Yunlu Guo, declare that:

- an administrator, receiver or insolvency official has not been appointed to control any or part of the business or its property;
- no application or resolution has been passed or steps taken to wind up the company; and,
- the company is not aware of any other factors that may impede its ability to finance and service SPPA customers under the proposed business model.

Yours sincerely,



Yunlu Guo

Managing Director

Appendix-D Statement to governor – public interest

GTL accelerates transition for residential and SMEs in WA to clean and renewable power, which helps reduce the carbon emission for business and local communities.

GTL's SPPA provides fixed charges which gives customers more certainty on electricity expenses. This will help ensure energy costs are affordable and predictable, so that customers will be able to plan their cashflow without being significantly affected by electricity tariff increment.

GTL will recruit local installers to do the installation and necessary maintenance, which means more jobs will be created. Besides, this direct investment into homes and businesses will also benefit local economy too.

SPPA will offer an alternative for customers buying power from their retailer only, and over time it can bring competition into the electricity markets, which is important to keep the market health and sustainable in long term.

Overall, granting GTL this exemption provides both economic and environmental benefits for local customers and businesses.