enLighten Australia

Starting the energy efficiency journey through LED Lighting and Smart Controls.

Jay Leonard – Sales & Marketing Director
Prepared for:

“We don’t just sell an LED fitting, we deliver a total cost of life solution - energy efficiency, better lighting outcomes with significantly lower maintenance costs...”
About Us

- 6 years in operation
- Australian Company
- Design, manufacture & supply
- 1000 installations
- $6 million in annual energy savings for our customers
We work across various spaces and segments..

- Fire Stairs & Plant Rooms
- Car Parks
- Area Lighting
- Industrial Warehousing

Energy reduction measures are an obvious opportunity to reduce operating costs and increase income for other priorities!
LED has become a proven lighting technology

- Consumes less energy, better reliability, less heat, is longer lasting and safer
- By 2020 LED will have over 60% share of the $86 Billion global lighting market
- Continuous improvement in LED technology, drivers and smart controls continue to accelerate adoption globally.

Why LED Lighting?
Typically the highest energy cost for residential strata is in common areas such as corridors, foyers, car parks and fire stairs.

Upgrading to high quality LED luminaires and Smart controls can:

• Save up to 93% in energy over traditional forms of lighting
• Save in maintenance and replacement costs
• Reduce power factor and electricity demand charge
• Improve overall building appeal and cache
• Improve emergency compliance, Safety and risk exposure
• Benefit the overall body corporate not just the individual.

With ROI’s of 1-3 years & attractive Government rebates, upgrading to LED offers a compelling argument for prioritisation at body corporate level.
Things to consider?

There are many Suppliers offering LED Battens, Tubes and Bunker Style products.

- LED quality, Driver quality and heat management all determine product life, cheaper the fitting generally lower the quality and shorter the life.
  - LED Standard Fittings $100 - $270
  - LED Emergency Fittings $175 - $350
- Consider the **Total cost of ownership and ROI over 5 - 10 years** not just 3 years which is a standard practice by lower cost LED Suppliers – you may have to change emergency fittings and standards twice vs a good quality fitting.
- LED lighting alone will get you up to 50% in energy reduction – **Smart controls can get you another 30-40% in savings** (Motion, Light Harvesting, Timed)
- Look for reputable Products, suppliers or contractors – ask for case studies, client list, product recommendations and supporting documentation.
- What local support and warranty are they offering, watch out for companies in business for a short period offering extended warranties.
- Consider rental options for your LED lighting freeing up your Sinking fund for other priorities
The Lighting upgrade process?

- Audit lighting in common areas, review and understand your Energy bill

- Understand compliance to AS1680 minimum standards that apply to the level of lighting required in common areas or Car Parks AS 2293

- Contact lighting supplier or Contractor for audit, ROI and quote

- Request a Fitting sample to trial in an area used frequently to identify suitability – Make sure lighting levels and sensing operates as promised

- Have the supplier representative explain or present the ROI in detail to committee, particularly if there is significant differences between quotes

- Ensure Installer is qualified and recycling of old fittings is undertaken. More reputable companies will be members of bodies such as Flourocycle etc.

- Make sure once fittings are installed and commissioned they are maintained and cleaned annually
Case Study: Riviera Apartments, Chiswick
Undercover car park, fire stair, garbage room & internal corridor lighting upgrade

Project Overview
Originally developed by Meriton in 2005, the Owner’s Corporation of a Sydney harbourside residential apartment complex comprising 17 buildings upgrades lighting to save on electricity costs and stem maintenance cost spikes of its aging emergency lighting in common areas.

Site electricians A1 Sparky led by Alessandro Mattiolo and Building Manager David Ranieri conducted a thorough market assessment of LED lighting products over 4 years before the Owners Corporation approved the common area lighting upgrades of the Riviera Apartments with enLighten’s new Chamaeleon III and decorative arctic white oyster light.

The cost of maintaining the existing T8 fluorescent batten lighting was spiking at $20K per year, due to the age of the light fittings and the labour intensity of fault finding to isolate failed individual lights on the lighting circuit. Approximately 10% of all emergency fittings were failing each 6 monthly battery discharge test.

“We went with the Chamaeleon light over lower cost options due to the maintenance features. Our ability to carry spares and have an on-site handyman replace the light fittings or emergency battery without having to disconnect the power was a great tick for us & a future proofing of the lighting system.

We researched the company & had confidence in their Australian presence as the manufacturer, that they would be around to service/support our investment in the long term.”

David Ranieri
On-Site Manager

- **FAST FACTS**
  - **Project Payback:**
    - ROI: 2.8 years
  - **Savings:**
    - Energy Saved: 85%
    - Electricity Saved: 479,480 kWh pa
    - Total Energy & Maintenance Savings over 10 years: $1,558,969
    - Average Per Fitting Energy & Maintenance Savings over 10 years: $106 pa

www.enlighten.com.au
1800 365 444
The Solution

In internal corridors and lift lobbies, the new Chamaeleon decorative oyster with integrated microwave motion sensor replaced circular fluorescent and twin bayonet CFL fittings, which were 60W.

In the undercover car parks, garbage rooms and fire stairs, the new Chamaeleon III fitting was installed to replace single and twin T8 fluorescent battens.

The feedback from the residents has been very positive.
The enLighten product Difference.
Products designed to maximise savings and reduce total cost of ownership

10 Year Warranty on Body (Futureproof)
- IK10 Rated Diffuser
- Powder Coated Anodised Body
- Vandal Resistant
- LED’s, Driver all replaceable

Smart Connect Base
- Reduces Installation time by up to 50%
- Maintenance without isolating Power
- Future Proofed making replacement click in click out.

Integrated Motion Sensor
- Patented Dual circuit Sensor
- up to 8 Metres detection
- Gradual Light transition from Standby lighting to Full light output

Self Test with LED Indicators
- Automatic Monthly Self Test
- Reduces cost of emergency compliance
- Reliable and Cost effective alternative to Monitored options

App Controlled
- IK10 Rated Diffuser
- Powder Coated Anodised Body
- Vandal Resistant

Highest Performance LEDs & Driver
- Lumiled LED’s
- Meanwell Drivers

Easy Access Battery Draw
- Easy Battery Changeover
- No need to change fitting over 10 Years
Our Offer to OCN members

- enLighten would like the chance to work with the OCN moving forward

- We would be happy to offer free Auditing and Quotes for your Members

- A Return on Investment proposal outlining both Energy and Maintenance savings over 5 -10 years

- If the Strata orders within a 2 Month period from date of proposal we will offer a 10% Discount of the total project cost
Questions
1000 Installations worth of experience across Car parks, Industrial and Commercial Buildings......
Why enLighten.....

We deliver proven lighting outcomes and energy savings of up to 93% together with leading reliability and maintenance savings within the built environment. That’s our Passion and commitment!

- Australian award winning design and innovation
- Proven track record with over 1000 Commercial installations including some of Australia's biggest commercial buildings and Government portfolios
- Products built with Australian conditions and total cost of ownership in mind including long term maintenance and performance.
- Experienced In-house Lighting Design, Audit and Installation capability with a deep understanding of the built environment and lighting compliance
- Local technical service, repairs and comprehensive warranty support
Chamaeleon II – Features you know work

Integrated microwave sensor triggers gradual transition between full and standby light output

Smart Connect base and battery draw saves time & money in installation and maintenance
We have designed Chamaeleon III with total cost of ownership in mind.

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<tr>
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<th>Chamaeleon III</th>
<th>21W LED Batten</th>
<th>Monitored LED Batten</th>
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<tbody>
<tr>
<td>Luminaire &amp; Install - Initial</td>
<td>$ 67,500.00</td>
<td>$ 39,000.00</td>
<td>$ 84,000.00</td>
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<tr>
<td>Maintenance Cost - 10 Years</td>
<td>$ 29,250.00</td>
<td>$ 108,000.00</td>
<td>$ 155,000.00</td>
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<tr>
<td>Energy Cost over - 10 Years</td>
<td>$ 18,135.00</td>
<td>$ 138,450.00</td>
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<tr>
<td><strong>10 Year total cost</strong></td>
<td><strong>$ 114,885.00</strong></td>
<td><strong>$ 285,450.00</strong></td>
<td><strong>$ 394,000.00</strong></td>
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<td><strong>Includes Energy</strong></td>
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<tr>
<td><strong>10 Year total cost per fitting</strong></td>
<td>$ 765.90</td>
<td>$ 1,903.00</td>
<td>$ 2,252.60</td>
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*Our Smart design features, Self Test and integrated smart controls ensure cost of ownership over 5 -10 years can be significantly lower than other LED options*
We look forward to helping you save money!