

marketintelligence

Origin-WME Energy Benchmarking Survey 2009



Setting the energy benchmark

Origin is a major Australasian integrated energy company involved in natural gas and oil exploration and production, energy and energy services retailing and power generation. As a leader in sustainability and climate change solutions, Origin is Australia's number one green energy provider.

Origin Solutions is a part of the Origin Energy Group and is a preferred partner to Australian businesses in end to end energy management and sustainability solutions.

Origin Solutions helps simplify your energy management requirements by project managing your solution from beginning to end. From the initial analysis and scoping of your requirements, sourcing the best suppliers and delivering the outcome at an affordable price.

Our objective is to help you save energy and costs, maximise the performance of your plant and machinery, and source the most suitable solutions for your specific business needs, taking the complexity out of energy management.

Operating nationally, we serve a wide range of industry sectors that have a common need for energy management and sustainability solutions.

There are many ways Origin Solutions can work with businesses to help better manage energy from every aspect, from Energy Auditing and Power Factor Correction to Compressed Air Services and Cogeneration & Trigenation capabilities.



Setting the energy benchmark

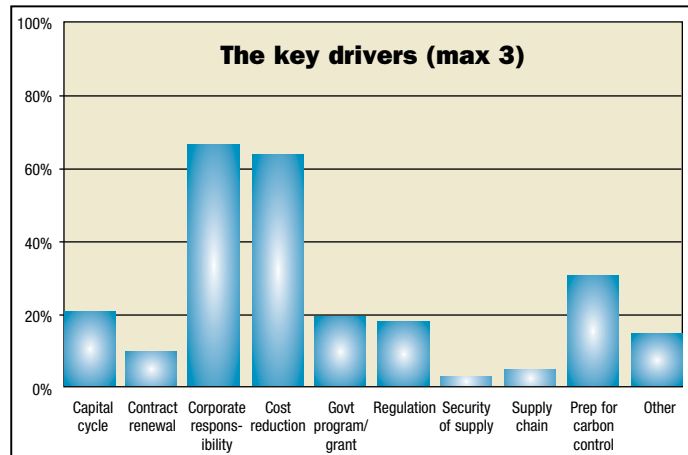
In August WME ran an online survey digging into energy use and management in Australian business. Some 314 companies responded – here's their results.

There's no such thing as typical energy management, reveals the inaugural Origin-WME Energy Benchmarking Survey. Aspects such as responsibilities, opportunities and 5-year forecasts were closely correlated to industry and to company size, but even within similar sectors it found major differences.

Some are an obvious factor of internal resources and regulator focus, but others stem from a time when energy was simply a low cost utility and not the key to climate change.

Despite the linkage between energy and emissions at the policy level, there is still a split at the company level. While 71 per cent of respondents said their organisation has an energy policy and an impressive 78 per cent have taken steps to improve energy management in the last two years, only 51 per cent have in place a carbon inventory and plan.

Perhaps that's a no brainer given the skew of emissions trading to the top end of town, but what is more surprising is by far the two key drivers to tackle energy use are corporate social responsibility and



cost savings. Carbon controls rank a distant third. That also explains the most popular projects, which are efficiency enhancement, staff education and energy metering and control systems. All three play into the cost and image issues that top the list of drivers.

There was disparity between sectors. Food and local government were most interested in on-site energy generation; property management favours lighting and HVAC; smaller firms tended to do more around staff engagement.

Large companies spending more than \$1 million a year on energy were more

likely than others to favour technology upgrades and strategy development. They also tended to be more pessimistic about price movements over the next five years.

Across the survey almost half tipped an 11-25 per cent increase, but the big users skewing slightly towards a 26-50 per cent increase. Given the new renewable energy target and the multi-billion investment required nationally for new and upgraded

generation, perhaps the top figure is more realistic.

There was overwhelming support for tax deductions or rebates on energy efficiency investment as the best way to drive conservation, though plenty suggested grants. Among the other suggestions, specific regulation with penalties and rewards, such as a "scaled and timed rebate based on savings delivered".

In the next two pages we've drilled down into specific issues and sectors. We hope you find it useful in benchmarking your own organisation and planning for the future.

WME

There are many ways
Origin Solutions can
work with your business
including:

- Energy Auditing
- Power Factor Correction
- Lighting Services
- Compressed Air Services
- NABERS rating
- Carbon Audits
- Cogeneration and Trigeneration
- Serviced Hot Water

Together we can
make a difference.™

Origin Solutions takes the complexity out of energy management

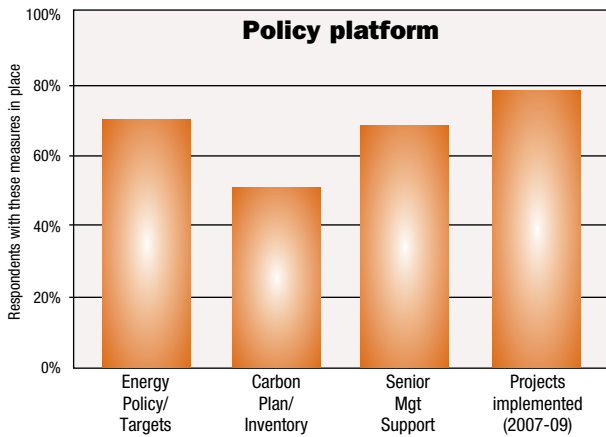
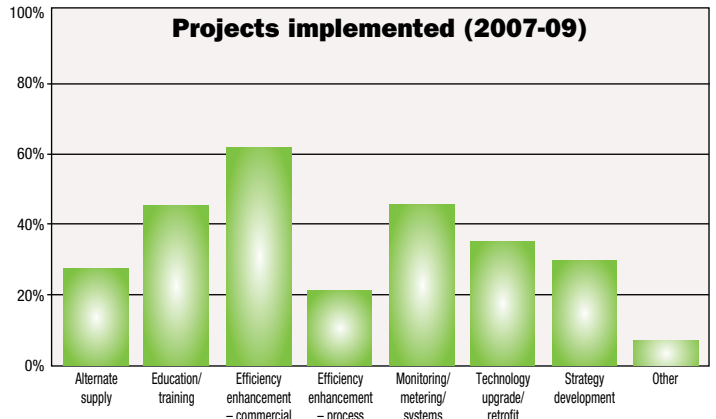
At Origin Solutions we can help you simplify your energy management requirements by project managing your solution from beginning to end.

For further information about energy management and sustainability solutions call 13 23 34 or email originsolutions@originenergy.com.au

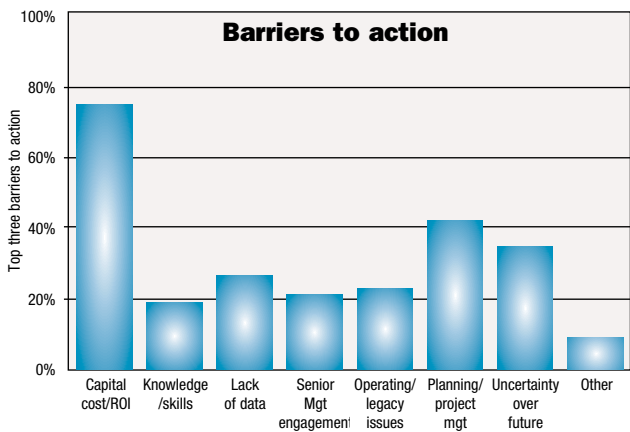
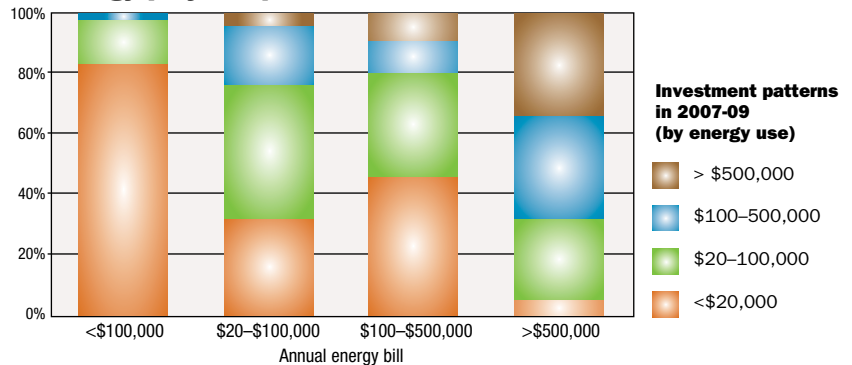


Energy management by the numbers

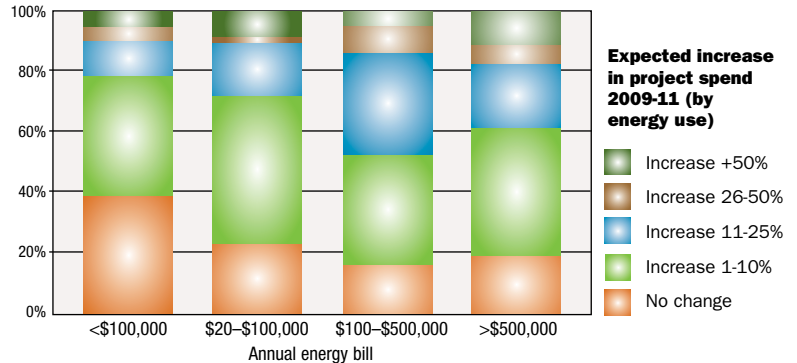
Future uncertainty is not the key driver or barrier to investment. Spreadsheets remain the data tool of choice. Tax breaks would be the best incentive. Get inside the results.



Energy project spend



Forward forecasts



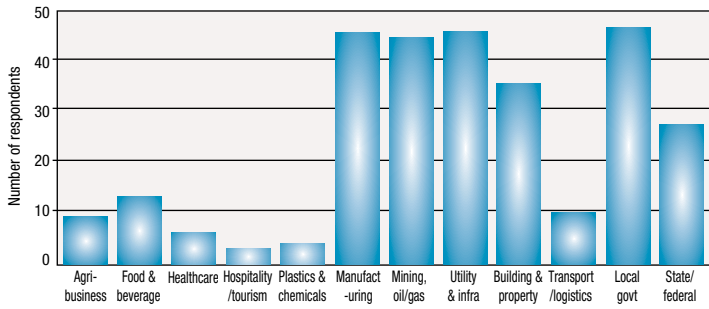
Origin Solutions provides affordable, quality energy management solutions

At Origin Solutions our technical experts work with you to deliver energy solutions to meet your business needs.

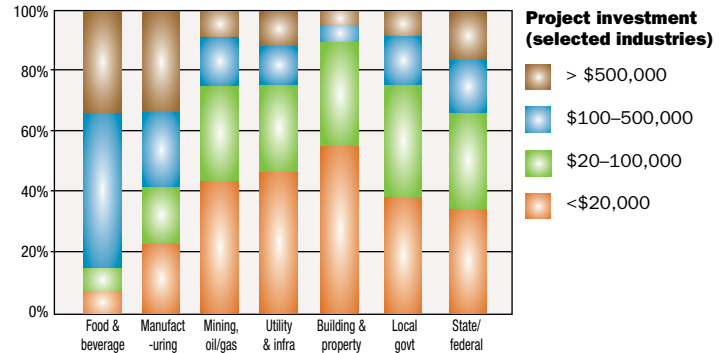
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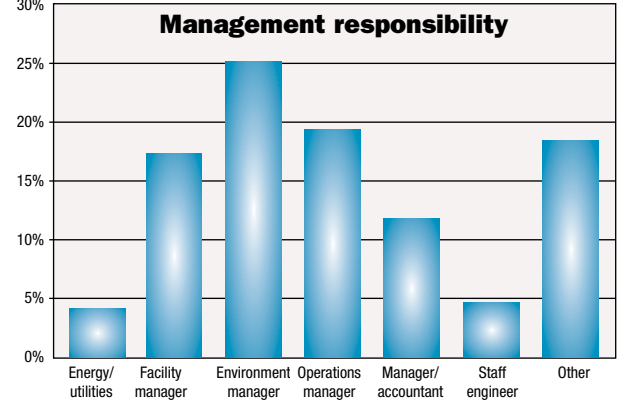
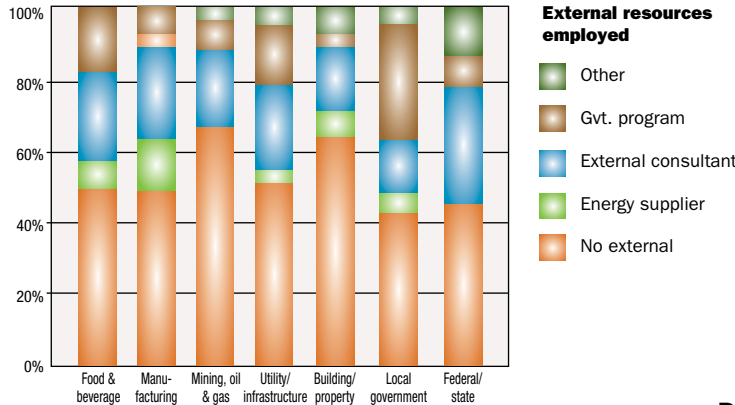
Survey breakdown



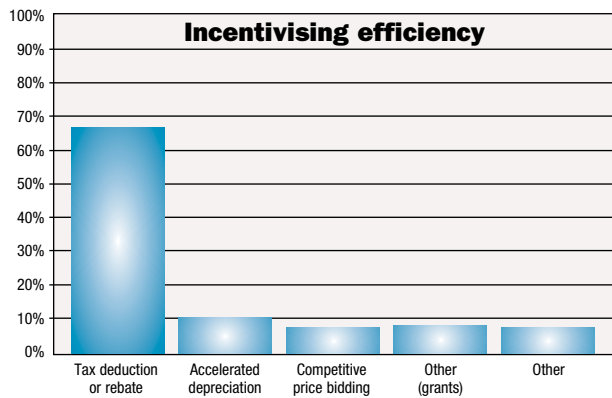
Spending by sector (2007-09)



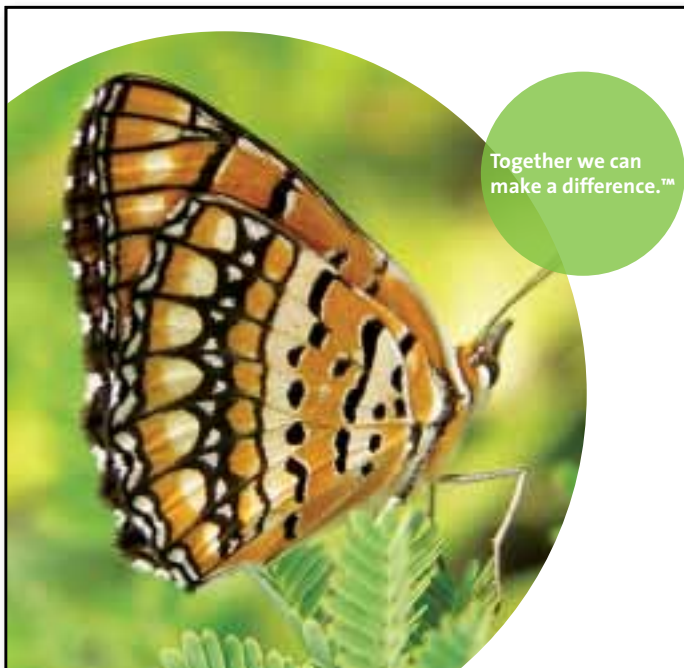
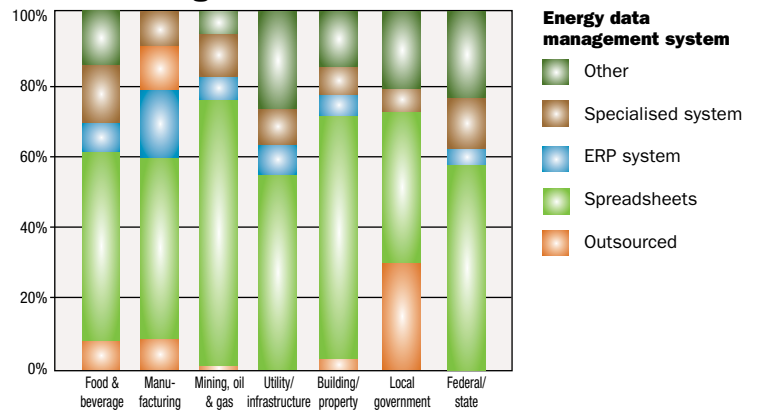
Project assistance



Incentivising efficiency



Data management



Origin Solutions brings sustainability solutions to life

At Origin Solutions we can assist you in saving costs, while planning and implementing solutions that align with your sustainability objectives.

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