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## Organisational Overview

Conservia is a bespoke decarbonisation partner, specialising in designing and delivering scalable sustainable solutions to assist owners with the transition towards a net zero economy. By providing expert guidance and support we assist business in navigating through complexities of the Australian ESG landscape, saving time and costs with financially guaranteed results.

Taking responsibility for the outcomes underpins everything we do, whether we are acting as advisors or taking on the delivery of Energy Performance Contracts. Our clients' commitments become our own. As a leader in the sustainability space, we possess the knowledge and hands-on expertise to understand the requirements and challenges that our customers are facing. We are able to design solutions to fit almost any budget or scope that might be required.

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## Company Details

<b>Company Name</b>	Conservia
<b>ABN</b>	39 058 251 906
<b>Primary Address in Victorian Government</b>	21-29 Miles Street 3170 Mulgrave, VIC
<b>Telephone</b>	(03) 9918 7766
<b>Website</b>	<a href="http://www.conservia.com">www.conservia.com</a>

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## Key Contact 1

<b>Name</b>	Sebastian Furman
<b>Position</b>	Energy Services Director
<b>Phone</b>	(03) 9918 7766
<b>Mobile</b>	0431-381-944
<b>E-mail</b>	<a href="mailto:s.furman@consevia.com">s.furman@consevia.com</a>

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## Key Contact 2

<b>Name</b>	Joe Cugnetto
<b>Position</b>	VIC Client Solution Advisor
<b>Phone</b>	(03) 9918 7766
<b>Mobile</b>	0401-220-519
<b>E-mail</b>	<a href="mailto:j.cugnetto@conservia.com">j.cugnetto@conservia.com</a>

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## Financial Details

<b>Minimum Contract Size</b>	None
<b>Maximum Contract Size</b>	\$20,000,000.00
<b>Public Liability Insurance</b>	\$20,000,000.00
<b>Professional Indemnity Insurance</b>	\$10,000,000.00

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## Accreditations

Conservia is a Member of the Energy Efficiency Council Australia, CIBSE, AIRAH, ASHRAE, Property Council of Australia, FMA, Institution of Engineers Australia, National Electrical Contractors Association and Chamber of Commerce and Industry.

Conservia is an ESCO panel member of NSW Department of Planning, Industry and Environment (formerly of OEH). Conservia was also an ESCO with SA Government Building Energy Efficiency Investment (GBEEI) program.

Conservia is an Accredited person (AP) under Victorian Energy upgrades program (VEU) for project-based activities.

Conservia have Certified Energy Efficiency Specialist (CEES), Certified Energy Efficiency Leader (CEEL), Certified M&V Professionals (CMVP) and NABER and BEEC Accredited Assessors in their team.

## Core Competencies

At Conservia, we specialize in providing tailor-made energy efficiency and decarbonisation solutions that come with guaranteed financial outcomes. We offer end-to-end services, starting from conducting initial audits and developing concept designs, to managing projects and contracts. We assist our clients with scoping, designing, implementing, commissioning, monitoring and verifying (M&V), handover, and maintenance services to ensure

One of our main advantages is that we have in-house expertise and experience in various areas related to energy efficiency and decarbonisation. Our team stays up-to-date with the latest technologies, regulatory requirements, and industry best practices. As a result, we're able to provide customized solutions that meet each client's specific needs.

## Previous & Current EPC Experience

Customer	National Supermarket Operator (3 Stages)	Description / Solutions
Project Cost	\$12m Combined	<p>Conservia partnered with a national supermarket chain to install BMS systems for HVAC equipment across 400+ locations in Australia, replacing existing refrigeration controllers. The project aimed to achieve guaranteed electricity cost savings, reduce maintenance costs, improve stakeholder engagement, and reduce the risk of trips and slips, while most importantly supporting the client's net-zero objective.</p> <p>The project included:</p> <ul style="list-style-type: none"> <li>• A fixed-term contract with a penalty/incentive payments model.</li> <li>• Complex engineering and design of control strategies.</li> <li>• Installation of a new enterprise system.</li> <li>• Comprehensive commissioning and site-specific approaches.</li> <li>• Ongoing tuning and optimization.</li> <li>• Demand response Strategies.</li> <li>• Energy modelling</li> </ul> <p>The project delivered impressive results, including sustained energy reduction, significant kWh and GHG reductions, and low ROI, while maintaining or improving thermal conditions and engagement with stakeholders. Saving verification using M&amp;V methodology were completed by independent third part contractor.</p>
Annual Savings	\$3.1 M	
Payback Period (yrs)	<4 Years	
Date Completed	From 2019 to 2022	

Customer	Charles Sturt University (CSU)	Description / Solutions
Project Cost	\$1.2M	<p>The Energy Performance Contract involved 16 of the highest energy-consuming buildings at CSU's Wagga Wagga and Bathurst campuses, including libraries, laboratories, office buildings, teaching facilities, accommodation buildings, an art centre, and a hall. Conservia was responsible for implementing energy-saving measures such as lighting, HVAC, BMS, building envelope improvements, and DHW systems. The project followed the Energy Efficiency Council's EPC guidelines and the International Performance Measurement and Verification Protocol (IPMVP) M&amp;V guidelines, and included the RFP, DFS, design, EPC implementation, and monitoring and verification stages.</p>
Annual Savings	\$170K	
Payback Period (yrs)	~7 Years	
Date Completed	2016 (M&V up to 2023)	

	The project was expected to save 786,000 kWh of electricity, 2,185 GJ of natural gas, 715 kL of water, and 918 tonnes of GHG emissions annually. However, the actual savings were even higher than projected.
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Customer	Townsville City Council	Description / Solutions
Project Cost	\$950,000	<p>Conservia executed an Energy Performance Contracting project for the Administration Building and Civic Centre of the Townsville City Council. The project involved implementing energy-saving measures such as lighting, HVAC, BMS, and building envelope improvements. It included the RFP, DFS, design, EPC implementation, and monitoring and verification stages, all of which were carried out in compliance with the Energy Efficiency Council's EPC guidelines and the International Performance Measurement and Verification Protocol (IPMVP) M&amp;V guidelines.</p> <p>The project aimed to achieve a total reduction of 1,090 MWh in electricity consumption and 1,205 tonnes of GHG emissions annually. During the contracted period, the project delivered savings that exceeded the initial projections.</p>
Annual Savings	\$185,000	
Payback Period (yrs)	5 Years	
Date Completed	2014	

<b>Edward Maher</b>	<b>Title:</b>	Manager, CSU Green
	<b>Organisation:</b>	Charles Sturt University/ Division of Facilities Management,
	<b>Relationship:</b>	Client
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<b>Alfio Romeo</b>	<b>Title:</b>	Technical Officer - Property Management
	<b>Organisation:</b>	Townsville City Council
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