

# Introducing the Green Invest Management Team...



**David Galbally...**The name Galbally is synonymous with the law in Victoria. Frank Galbally was regarded by many as the leading criminal lawyer and trial advocate of his time. He was one of the first solicitors to

practice as an advocate without joining the Victorian Bar, and in all he conducted over 300 murder trials and was famous for an astonishing acquittal rate.

David Galbally has also dedicated his life to the law, having been admitted to practise as a solicitor in 1975 and appointed Queens Counsel in 1996. David also appeared in over a dozen murder trials with his father.

During his career, David has been involved in numerous high profile matters including representing Demiran, charged over the bombing of the Turkish consulate in South Yarra, Alistair Lynch in the AFL drug case and the Mexican banker Carlos Cabal, who was accused of stealing \$700 million from his country.

In 2000, David left the Victorian Bar to take up his current position as a Partner of the firm of Browne & Co, Solicitors and Consultants.

In addition to his experience as an advocate, David sits on the boards of numerous companies, including acting as Chairman of the Royal Children's Hospital's Centre for Hormone Research, Chairman of the Transport Workers Union Superannuation Fund ("TWUSuper Fund") and as a Patron of the Mental Health Council of Australia.

As part of his role as Chairman of the TWUSuper Fund, he has been vitally concerned to ensure consideration is given to sustainable investment by investment managers employed by the Fund.

In mid-2007, David was approached to sit on the Board of Green Invest as Chairman.

David, like the other members of the Green Invest Board, is passionate about sustainability and the implementation of environmental services.

"People of my age and generation, because of what's gone on in the past with respect to the environment, actually have an obligation to our grandchildren to ensure the world environment is protected for them," said David.

"Green Invest is about investing for a sustainable future," said David.

**Ian McMillan...**At the ripe age of 19, Ian McMillan already had strong ambitions to make his mark in the corporate world.

After decades of experience in restructuring large food manufacturing businesses and an extensive board, industry and government record, Ian has now been recently appointed as Group Managing Director of Green Invest Ltd.



Born in the irrigation district of Deniliquin in Southern NSW, Ian's tertiary training was in agriculture at Wagga Wagga. Upon graduating he took his first job with the wildlife division at CSIRO studying dingoes in central Australia, based at Alice Springs.

In the upcoming years, Ian undertook a cadetship in journalism and his career flourished in the media, principally as compere producer in current affairs radio in New South Wales and Tasmania, but also in television.

Ian's time in journalism saw him unravel several remarkable and exciting media scoops, including an interview with Kerry Packer and a chance encounter with MI5 counterintelligence officer and author of 'Spycatcher', Peter Wright.

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## Special points of interest:

- David Galbally's father, Frank Galbally, regarded as one of the leading criminal lawyers of his time
- David has represented several high profile cases in his career, including Alistair Lynch in the AFL drug case
- Ian McMillan comes from a journalism background which involved exciting media scoops such as a chance encounter with MI5 counterintelligence officer and author of 'Spycatcher', Peter Wright

## Green Invest Management Team *Continued...*

*From Page 1—Ian McMillan*

After journalism Ian moved into the corporate world, initially into global conglomerate Mars Corporation, in the positions of External Relations, Marketing and Production.

He then held chief executive positions in several large manufacturing companies, including the Sandhurst division of Coles Myer Ltd and Pauls Ltd.

In 2001 Ian founded his own company ClearGoal Associates, a business change management firm assisting businesses to reach their full potential. With major state and national clients, its focus includes food, agribusiness, government, manufacturing, retail and technology.

In late 2007, Ian investigated the opportunity for the GreenPlumbers organisation, an initiative developed by the Master Plumbers and Mechanical Services Association of Australia (MPMSAA) to encourage plumbers to consider environmental sustainability in their work. He was instrumental in bringing GreenPlumbers into the new corporate entity, Green Invest Ltd, as one of the foundation businesses, together with Nextgen.

“I’ve always had a really strong interest in sustainability and the environment. Over many years I invested in my own sheep and cattle grazing property in developing reclamation works and sustainable agriculture,” said Ian.



*GreenPlumbers - Australian head office in Melbourne's leafy outer-suburb, Scoresby*

“Now with our rapidly changing environment I am excited to be able to drive Green Invest Ltd to achieve significant sustainability benefits for future generations. My personal vision is to now take our knowledge and capabilities to the international market place,” added Ian.

“I am proud to say that the rapid progress of our GreenPlumbers initiative in the US market is already turning our vision into reality...and this is just the beginning,” said Ian.



**Ken Edwards...** With fond memories of sunsets, surfboards and catching that all important break, Ken Edwards has come a long way from the surfing days of his youth to become a world-leading pioneer in the carbon trading market. Founder of Next Generation Energy Solutions (Nextgen), a leading environmental commodity and energy broker, Ken was responsible for brokering the very first environmental carbon credit in Australia, if not the world.

“The potential market for environmental trading is huge. Under the proposal from the Federal Government, it is going to grow by 1000% in the next five to ten years,” said CEO of Nextgen and CEO of Green Invest, Mr Ken Edwards.

“Looking back, I’ve always had an appreciation for the ocean and the environment, making countless journeys up the east coast of Australia in the search of that elusive perfect wave,” added Ken.

Nextgen is an environment commodity and energy brokerage company that Ken founded in 2000, and together with the Melbourne Centre for Financial Services, are keen to bring the Financial Centre back to Melbourne using carbon trading as the catalyst.

Ken moved to Melbourne in 1997, where he worked for CitiPower. It was there that he met his mentors, co founder of Energy Developments Limited Walter Pahor and Pacific Hydro’s Managing Director Jeff Harding.

“Back in the 90s, Walter was already making predictions about the future of the energy and environmental markets. Both were early pioneers in renewable energy,” said Ken.

“That was when the idea came to me that there was a potential to create a business out of the energy market,” added Ken.

In July 1999 Ken left CitiPower and during the next six months established his own company, Nextgen. His inspiration came from the fact that at the time there were energy brokers in Sydney but none in Melbourne.

Nextgen was responsible for brokering the first environmental credit ever in Australia on 15<sup>th</sup> March 2001.

The deal by Nextgen was made even before the renewable energy scheme was launched in Australia on 1<sup>st</sup> April 2001.

“QUOTE HERE FROM KEN ON HIS VISION FOR NEXTGEN”

## GreenPlumbers Soaring in the US

GreenPlumbers USA Licensing Director Megan Lehtonen paid a recent whirlwind visit to Australia in order to gain a better understanding of our country’s water and energy efficiency processes as the GreenPlumbers program rapidly expands across the U.S.

Megan was taken from top to bottom along the east coast of Australia in a “fact finding” education tour and shown first-hand the GreenPlumbers operations and practices, including the Caroma plant and installation programs in South East Queensland.

Late last year, GreenPlumbers signed a landmark agreement with Onni Corporation, to see the commercialisation of the GreenPlumbers program across America. The acceptance of the program marked the first time an Australian business had successfully imported an environmental practice overseas.

Steve Lehtonen, President of Onni (and Megan’s father) said, “We have a built-in advantage in the United States because we are implementing a superior, proven product thanks to our Australian partners.”

## GreenPlumbers Soaring in the US *Continued...*

The agreement built further on the prior arrangement by the Master Plumbers & Mechanical Services Association of Australia (MPMSAA) and the Plumbing-Heating-Cooling Contractors of California (PHCC) in introducing the GreenPlumbers environmental training programs in the USA.

With 438,000 plumbers in the US market, GreenPlumbers have already begun paving its way through the large group, with plans to train 4,000 plumbers in 100 workshops across America this year. In the first five months of the program, they have held 35 workshops, training over 900 plumbers throughout the country. "GreenPlumbers will enter millions of US households through-



*Relatively unheard of by most American homeowners, there are currently only 155,000 rainwater tanks installed throughout the entire United States. Ms. Lehtonen (California, USA) sees that number growing exponentially within the next few years with the help of GreenPlumbers*

out the year and provide the resources to implement environmentally sustainable solutions in water and energy conservation," said Megan.

"Water authorities have traditionally found plumbers and their practices to be ineffective, but the GreenPlumber values are changing the image of the plumber rapidly," added Megan.

Through Megan's guidance, the GreenPlumbers program will partner with water agencies to raise further awareness for the need for water and energy saving practices in the US.

"My visit to Australia has opened my eyes even further to how behind we are in America in terms of water conservation," said Megan.

"This has only further enhanced my determination for GreenPlumbers USA to implement more efficient and preservative routines in our daily lives," added Megan.

## GreenPlumbing 'Army' Successfully Recruits over 6,000 Plumbers

In the battle against global warming, Australia's No.1 environmental products and installation business, GreenPlumbers, have enlisted over 6,200 Aussie plumbers to join their growing 'army'. In Australia, there are currently 70,000 plumbers working for 3,700 plumbing businesses and GreenPlumbers are marching their way through the masses, adding more recruits in their bid to lead the revolutionary forefront.

The 'troops' are now expanding into New Zealand, Canada and the United States of America, with GreenPlumbers USA exploding into the domestic US market of 438,000 plumbers. Launched in late 2007, GreenPlumbers USA has already gained high level community and Government support, including recognition from Californian Governor Arnold Schwarzenegger.

GreenPlumbers is a groundbreaking initiative developed by the Master Plumbers & Mechanical Services Association of Australia (MPMSAA) and its early success in the USA is proving that it is already living up to expectations and generating the anticipated licensing revenue streams.

"Our aim is to build the capacity in our industry for plumbers to speak to customers about more energy and water efficient products," said National Industry Development Manager of MPMSAA, Mr Gary Workman.

"We partner with all levels of government in order to fund our training, so not only are they internationally recognised but they're also free of charge to attend," added Gary.

In 2007 GreenPlumbers joined forces with Nextgen, Australia's No.1 environmental brokering company, to form Green Invest Limited and list on the ASX in February this year.

Earlier this year, Green Invest bought

the commercial business of GreenPlumbers. The MPMSAA is responsible for the training and accreditation while GreenPlumbers has the task of installing water saving solutions to industry, Governments and households.

So how does one become a GreenPlumber?

*Launched in late 2007, GreenPlumbers USA has already gained high level community and Government support, including recognition from Californian Governor Arnold Schwarzenegger.*

Currently GreenPlumbers, in conjunction with MPMSAA, hold over 100 workshops annually in Australia. Initially only with five core units, GreenPlumbers and MPMSAA have in recent times developed five new units for the course that expands more into the speciality areas.

In order to be eligible for the GreenPlumber certification, students are required to complete the five core units and at least one elective. The units cover everything from 'Caring for Our Water' and 'Solar Hot Water', to 'Inspection Reports' and 'Principles in Pumps'.

"We are also in the midst of developing a new photovoltaic (PV) solar program to meet the rising demand for the installation of PV solar," said Gary.

The new program will comprise of both the plumbing and electrical aspects of the installation requirements and will be aimed primarily at plumbing businesses.

"At the moment the Federal Government is offering a rebate program to schools for installing PV systems," said Gary.

"Each school will be entitled to a rebate of up to \$50,000," added Gary.

Gary began in the role of National Industry Development Manager nearly six years ago, when he was the only existing trainer. Today the rapidly growing interest in the GreenPlumbing course has resulted in six other trainers around Australia.



*Californian Governor Arnold Schwarzenegger with Head of GreenPlumbers USA, Steve Lehtonen*

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*Green Invest Limited (ASX:GNV) listed on the ASX in February 2008 and comprises two successful Australian businesses, GreenPlumbers, the country's leading group of environmental plumbers, and Nextgen, the largest carbon trader in Australia.*

*Late in 2007, GreenPlumbers signed a landmark agreement with Onni Corporation to see the commercialisation of the GreenPlumbers program across America, the first time an Australian business has successfully exported an environmental practice overseas.*

*Green Invest's vision is to be the world's leading environmental services and commodities company.*

*For more information on Green Invest, contact Group Managing Director, Mr Ian McMillan — [ianm@greenplumbers.com.au](mailto:ianm@greenplumbers.com.au).*

## Nextgen Leads Renewable Energy Market into the Future

Nextgen, Australia's largest broker of environmental credits, has taken the lead to guide and educate the rest of the country on the "whys and wherefores" of the future of the burgeoning renewable energy market by staging its first ever seminar on renewable energy.

Last June at Nextgen's offices in Collins Street, major energy players such as the Department of Sustainability & Environment and the Energy Users Association of Australia, attended the seminar in order to address issues and queries regarding the REC (Renewable Energy Certificate) creation process, certificate supply and demand, market prices and outlook, and policy and market developments.

"It was an overwhelming success and we plan on having one every quarter," said Environmental and Energy Broker of Nextgen, Mr Ashley Free.

"As far as we know, we are the only ones providing such a high level quality of information and speakers in the current market," added Ashley.

The seminar included information on upcoming projects, the implications of green power and voluntary schemes, as well as the Federal Government's commitment to increase the Mandatory

Renewable Energy Target (MRET) five-fold by 2020.

There were five speakers in total, with three of them from Nextgen – Ashley being one of them, as well as Head of Environmental Products, Fernando Broder, and Environmental Broker, Marco Stella.

Fernando and Marco gave a well-received presentation on the Wholesale Markets Update, and topics addressed included information on Nextgen, 'The Fundamental of RECs', 'Price Chart and Policy History', 'Price Drivers', 'Forward Market' and 'National Emissions Trading Scheme (NETS) VS MRET'.

Ashley presented on Risk Management, with his talk covering topics such as 'Structured Derivatives for Generators and Retailers', 'Scenario Analysis' and 'Interactive Traders Game'.

"Attendants walked away from our seminar better informed and with a clearer understanding of what's driving the renewable energy market today," said Ashley.

"I believe that our seminar opened up and exploited a niche market that will only continue growing," added Ashley.



*Ashley Free, Environmental and Energy Broker, presenting at the Nextgen offices on Risk Management*