

# Green Invest Limited 2008 Annual General Meeting

*28 November 2008*



*green invest*

# **Group Managing Director's Address 2008 Annual General Meeting**

Vision



***green invest***

Investing in Sustainability

Investing to secure a sustainable world

## Green Invest – suite of environmental companies



[www.greeninvest.com](http://www.greeninvest.com)



[www.nges.com.au](http://www.nges.com.au)



[www.sustainable-footprint.com](http://www.sustainable-footprint.com)



[www.greenplumbers.com.au](http://www.greenplumbers.com.au)

[www.greenplumbersusa.com](http://www.greenplumbersusa.com)

## GNV – environmental services & commodities

- › Listed on ASX 15 Feb 2008
- › \$4.5m raised
- › 3 subsidiary companies  
Nextgen, GreenPlumbers &  
Sustainable Footprint
- › 33.2m shares Market cap \$12m 35c

### › CURRENT DIRECTORS

**DAVID GALBALLY**

**Non-Executive Chairman**

**IAN MCMILLAN**

**Group Managing Director**

**KEN EDWARDS**

**Executive Director**

**ADRIAN PRATT**

**Non-Executive Director**

# Group Progress

- › The combined Group has recorded an operating Loss of \$1.51m to end June 2008.

This was influenced by -

- › One off costs associated with Listing of company in February
  - › Legal, accounting, prospectus, corporate advisory, ASX, board structure etc
- › Investing in Green Plumbers to positioning it for growth
  - › New premises, team hiring, communications, computer, program investments,
  - › Funding the US expansion
  - › Structuring to benefit from new Rudd Government solar initiatives to counter delays to Howard Government water efficiency community grant programs
- › Positioning Nextgen for growth
  - › New premises, computer systems, employees
- › Due diligence on target acquisition companies
  - › Legal , accounting , advisory, funding

# Key Highlights

- › Portfolio of business with leading market positions across the emerging environmental commodities and services value chain
- › Focused on sustainable solutions
- › Scalable business units with international potential
- › Integrated businesses with opportunity to gain synergistic benefits & revenue at each level of the chain
- › Excellent growth prospects
- › Proven and experienced management
- › Good progress in implementing Business Plan

# Group Development

- › Since listing in February 2008 GNV has embarked on implementing the Business Plan focused on building an integrated environmental services and commodities group
  
- › The focus in 2008 has been -
  - › establishing the new company
  - › investing in its capability to grow with new teams and premises
  - › assessing new investment opportunities supporting our growth strategy
  - › establishing the US operations for Green Plumbers
  - › developing the Green Plumbing licensing network and national capability
  - › resourcing Nextgen for growth
  
- › The acquisition of Sustainable Footprint July 2008 - provides a complementary suite of energy and emission auditing, advisory and education services to SMEs, corporate and community organisations.

# Capital Raising

- On 13 August 2008 GNV announced it had commenced raising funds to undertake a significant acquisition and fund the growth of existing businesses
- On 30 September 2008 GNV announced that a convertible note had been issued to investors for \$0.525m
- On 30 September 2008 GNV announced a placement of \$500,000 received from ETU

# The Business Model

**Green Invest is building an integrated environmental services and commodities group with a presence across the 'green value chain'**

## Green Invest businesses targeting sustainability

### GreenPlumbers

- Operates a franchise network of licensed Green Plumbers
- Affiliated with the Master Plumbers Association
- Developing an energy efficiency installation arm
- Provides an attractive route to market for major manufacturers
- Developing an international presence via Green Plumbers USA

### Sustainable Footprint

- Auditing services
- Sustainability and energy efficiency advisory services
- Education

### NextGen

- Environmental and energy commodity brokerage
- Market advisory services
- Asset Advisory (under development)
- OTC trading platform (under development)

Cross-sell of advisory services

Brokerage volumes traded via platform

Originating environmental commodities to be vended through NextGen

Auditing services act as a 'door opener' for value added installation and advisory services



*Green Invest is a leading participant in the emerging and rapidly expanding environmental industry.*

# Green Invest

## Energy

Emission Trading  
Retrofit programs  
Related Technologies  
Energy Assessments



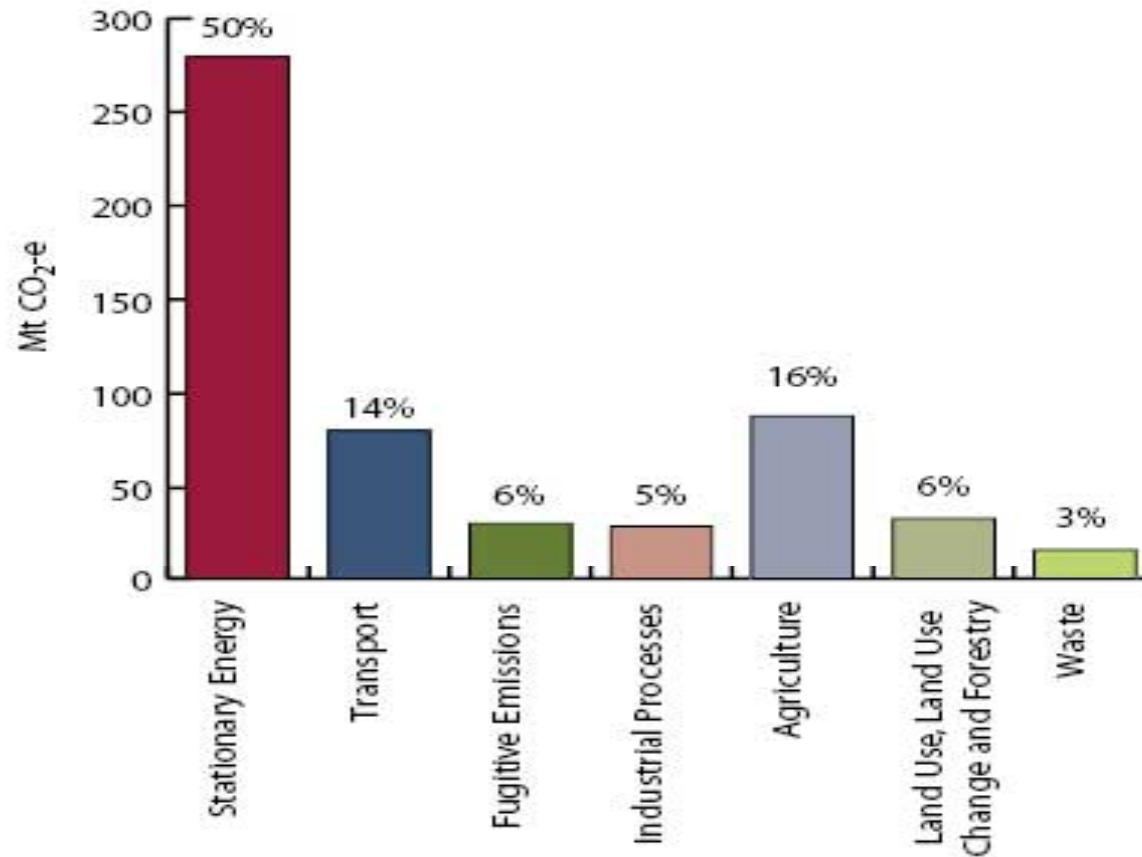
## Water

Conservation  
Retrofit programs  
Related Technologies  
Water Assessments

## Rudd Government ratified Kyoto & introduces Green House Gas reduction schemes

- › **1) The National Greenhouse and Energy Reporting Scheme**
  - › came into effect from 1<sup>st</sup> July 2008.
  - › Corporations must register and report energy consumption / emissions
  - › Now first stage 300 corporations report
  - › second and third stages take effect July 2009 and July 2010 .
  - › By July 2010 up to 900 corporations and corporate groups covered.
- › **2) The Garnaut Climate Change Review**
  - › Target reduction of 10% of 2000 levels by 2020 & \$20/ tonne
  - › Target 60% reduction by 2050
- › **3) Federal Government's emissions trading scheme.**
  - › White paper is due in December 2008.
  - › Trading to commence 2010

## Australia's Greenhouse Gas emissions by sector in 2005



Our Business is focused on providing services across the three areas of a cap and trade emissions program

- 1) The assessment of emissions –



- 2) The upgrade of facilities –



- 3) The trading of carbon credits -

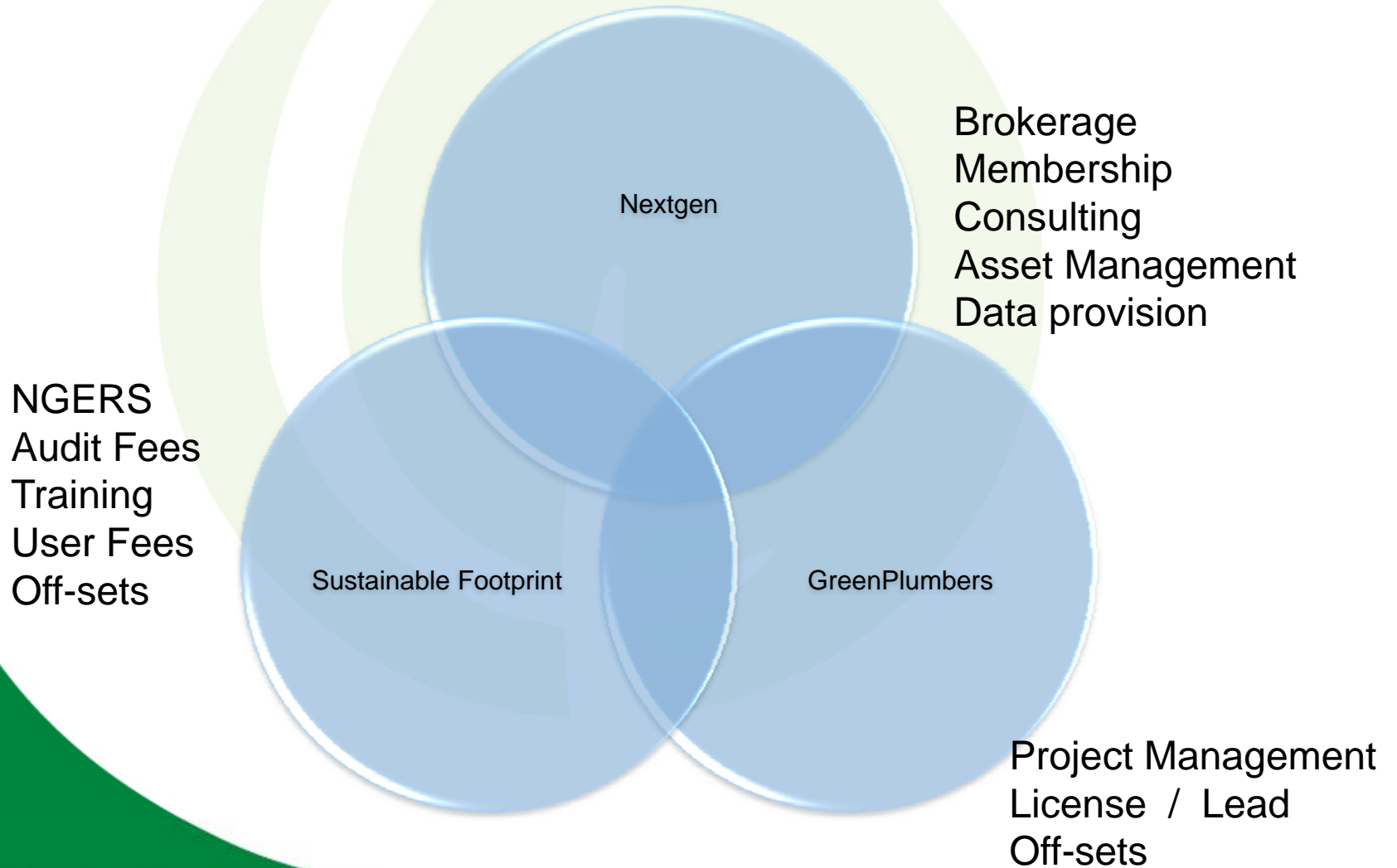


# Overview of Green Invest operations



**GreenPlumbers®**  
CREATING SUSTAINABLE COMMUNITIES

# Revenue Sources in the Group



# NextGen



**Largest broker in Australian environmental commodities**

## Transaction services (Brokerage)

- › domestic energy market ('black' brokerage)
- › carbon and renewable energy assets locally and globally ('green' brokerage)
- › These markets are inextricably linked and expertise in both is required

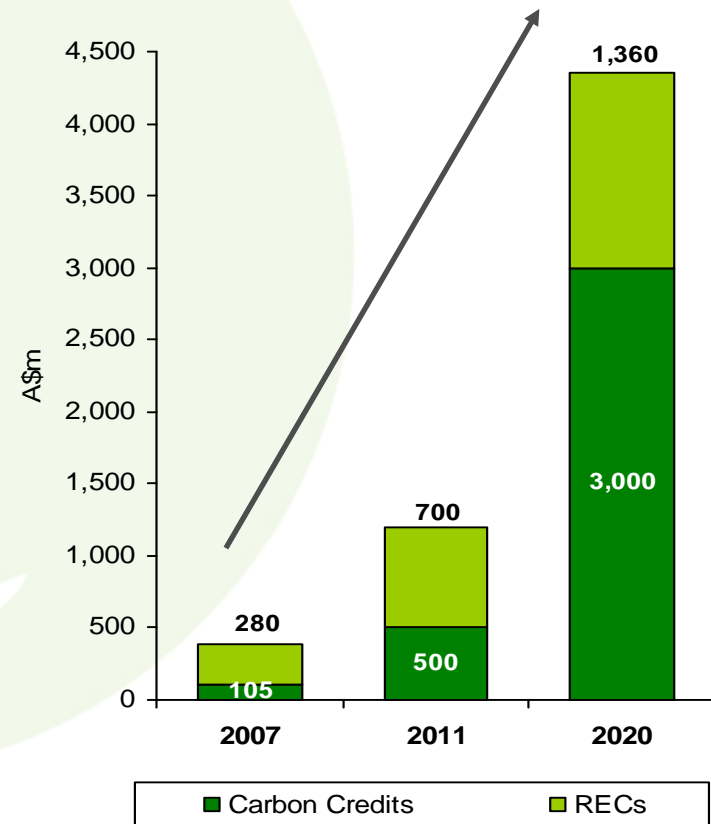
## Advisory services

- › Local and international clients

## Strategically Positioned

- › The value of environmental commodities trade will significantly increase – NextGen is positioned to capture this market

**Forecast Value of Australian Environmental Commodities Traded (A\$m)**



Source: Clean Energy Council and NextGen management estimates

# GreenPlumbers®



- › Business Model
  - › Sale and installation of Green Third Party Products (particularly those generating environmental credits)
  - › Licensing and support of GreenPlumbers National Network
- › Focus
  - › Water Efficiency programs for Government and the community
  - › Manufacturers upgrade installation programs

## GreenPlumbers® USA

- › Business Model
  - › National capability across the USA to train companies in GreenPlumbers® techniques and then offer licenses to key businesses
- › Success
  - › Licensees in ten different states throughout the USA including five of the top ten most populace states
  - › Completed more than 95 workshops and issued 3,100 accreditations in thirty states. Expect to issue 10,000 accreditations in 2009.

# Sustainable Footprint



- › Acquired by Green Invest July 2008
- › Environmental assessment business
  - › Establishes Carbon and water footprint for business, community and Government
- › Being integrated with the current operation
  - › Provides program & operational synergies
  - › Leverage on the national licensed plumber network
  - › Provides clients with a full assessment & installation solution in meeting environmental sustainability obligations
  - › Expertise and programs to be packaged for North America
- › Operates from Melbourne
- › 4 principals with energy and water assessment track record
- › Currently marketing to professional groups, business and community

# Future Direction

1. Build on successful base in US
  - a) Expand GreenPlumbers® USA throughout North America
  - b) Work with Government to expand water efficiency programs
  - c) Launch Sustainable Footprint USA – audits, education, licensing
2. Expanding Nextgen
  - › Capitalise on growing carbon market and no1 position
  - › Assess potential relationships in overseas markets
3. Continue to grow and develop Australian businesses
4. Seek out synergistic acquisitions