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(Incorporated in Victoria)
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Solar Purchase Offer Confirmation – SW Victoria: Ver April 9, 2019

VALID FOR ALL SYSTEMS WHERE DEPOSITS ARE RECEIVED BEFORE June 30, 2019

We are pleased to send you this Offer Document which reflects current system pricing for Solar Purchases for the Southwest Victoria region.

KPE provides internationally recognised quality products with competitive prices by passing through significant savings in component costs that have been negotiated with the suppliers.

Please read this letter and the accompanying Terms and Conditions carefully.

The process we ask solar customers to follow is as detailed here:

- *To confirm your interest in making a purchase insert the system size you are interested in (not a binding nomination), complete the details on the attached “Customer Details” document, sign it and return it to Keppel Prince **along with a copy of your latest Electricity Bill and a \$250 deposit***
- *KPE will then:*
 - *Contact your electricity distributor to confirm your ability to connect a solar PV system to the Electricity Network. Pre-approval should only take 2-3 days;*
 - *Model solar systems on your home based on the past 12 months’ consumption patterns and climate data for the area; and*
 - *Contact you to arrange a site design visit to assess your property to confirm that roof space is available for the recommended system size and determine any extra costs above the standard system prices due to the particular circumstances of your property;*
- *You can confirm the final system size you require during the design visit & discussion.*
- *Our target is that within 2 weeks of the site visit KPE will issue a formal Solar Quotation detailing any changes to the standard system prices (below) and a nominated installation date;*
- *Your Installation Credit is generated via a number of Small-scale Renewable Energy Scheme (SRES) credits which are allocated to your system depending on its size and geographic location. These SRES credits are then sold to liable entities on a tradable market system. KPE will manage the sale of your SRES credits to the market if you agree to assign them to KPE. This assignment effectively becomes your Installation Credit.*
- *The Victorian Government Solar Rebate is for households with incomes less than \$180,000p.a. and a valuation less than \$3 million. At this stage anyone claiming the rebate can apply to Solar Victoria either before or after the system is installed. The rebate provides up to \$2,225 towards the cost of any solar systems (50% of cost to a max of \$2,225). SolarVictoria pays the rebate to you directly after you’ve paid the full system cost to KPE and the system has been installed.*
- *If you decide not to accept the quotation for any reason, KPE will refund your deposit within 7 days of you notifying us in writing of your decision to not continue. Include your bank details for an E.F.T. refund*
- *The remainder of your system net cost (assuming you choose to assign your SRES credits to KPE) must be paid as per the timing detailed on the KPE Solar Quotation. We require this payment in advance of installation.*
- *There is a cooling off period until 3 days after the date you make your payment - during which time you can decide to pull out of the purchase. If you take this decision:*

- KPE will refund your payment and deposit within 7 days of you notifying us in writing of your decision to not continue. Include your bank details for an E.F.T. refund
- If you continue with your purchase, on the day the system is installed you will need to be available to sign-off documents that will:
 - Certify that the installation has been completed; and,
 - Assign the right to the creation of SRES credits for your system to KPE.
 - Failure to sign those documents may stop or slow the generation of SRES credits for your system and may result in either you being charged an administrative fee or becoming liable for the Gross System Cost and being responsible for sale of the SRES credits yourself.
 - If you are a GST registered company, you are required to supply KPE with a Tax invoice for the amount of the SRES credits.
- Installations programs may be affected by shipping delays and/or bad weather. KPE will make all reasonable efforts to keep you informed about possible delays to your scheduled installation date.
- Once the system has been installed KPE's installation contractor will notify Powercor, who will then contact your nominated electricity retailer and arrange to configure your smart meter if required;

SYSTEM COSTS

For all new system orders before June 30, 2019. Prices (incl GST) for an "ideal installation" (panels installed onto a north facing metal roof with a pitch of 20 degrees or greater) are as follows:

Nominal Size	4410W-S Dual MPPT	6300W-D Dual MPPT	6300W-S Dual MPPT	6930W-D Battery Hybrid	6615W-S Battery Hybrid
Actual Panel Capacity	14 x 315W Panels 4300W SOLIS 1P5K-4G Double MPPT inverter	20 x 315W Panels 6200W DELTA RPI H5A or DELTA FLEX H5A Double MPPT inverters	20 x 310W Panels 6200W SOLIS 1P5K-4G Double MPPT inverter	22 x 315W Panels 6930W DELTA E5 Hybrid Inverter Delta BX6 kWh battery	21 x 315W Panels 6615W SOLIS RHI Hybrid Inverter BYD 5 kWh battery
System incl. design & installation	\$7,907.00	\$10,243.00	\$9,793.00	\$17,628.00	\$16,375.00
SRES Credit (\$37.00 inc GST)	-\$2,257.00	-\$3,293.00	-\$3,293.00	-\$3,478.00	-\$3,440.00
Net Cost to buyers	\$5,650.00	\$6,950.00	\$6,500.00	\$14,150.00	\$12,935.00
With VicGov \$2,225 rebate	\$3,425.00	\$4,725.00	\$4,275.00	\$11,925.00	\$10,710.00

The following are cost extras which you might expect in the final quotation where your installation is different to the ideal due to roof size, type orientation etc:

1. Tiled Roof: an extra \$25 per panel;
2. Where available roof is pitched less than 20°, and you choose a tilted mounting frame: an extra \$25 per panel;
3. For ground array systems mounted on tilt legs onto foundations supplied by the system owner; an extra \$400 for a 3000W system, \$540 for a 4000W system and \$620 for a 5000W system;
4. DC cabling runs from the panel array to inverter greater than 20m; \$30 per extra metre;
5. AC cabling runs from inverter to switchboard greater than 1m; \$100 plus \$10 per extra metre. This assumes cable runs within the building having solar PV installed. Owners will be responsible for any trenching costs if the preferred installation requires underground cabling from the solar system to switch or meter boards;

6. Extra access/installation costs for high shed roofs, double story buildings and/or roofs so steep as to require use of harnesses: an extra \$22 per panel;
7. Split array costs of \$200 may apply per system where panels have to be installed onto more than one roof space, requiring extra install time and materials.

Prospective purchases should also note the following points:

- a) *The SRES Credit is based on the open market trading of SRES credits (STC's). The rate detailed above reflects current market conditions. Once you confirm your purchase, KPE will hold the rate noted above whatever movements there are in the market (the maximum possible rate is the Government's nominated "floor" price of \$40/STC).*
- b) *Owners are responsible for any Powercor charges if changes to your power meter are required after you install solar PV. These might include either a charge to visit your address and re-configure an existing smart meter, or a charge to remotely reprogram an existing smart meter to accept solar PV back to the grid.*
- c) *You should also contact your normal electrician and ensure that your wiring system is capable of accepting the power that will be generated by your proposed system. All offers from KPE are based on our installers being able connect the solar system to your switchboard without complications or upgrades.*
- d) *The solar system will add a roof loading of approximately 13kg/sq.m. to your roof structure. It is your responsibility to ensure the roof is capable of carrying the system. Your builder or a building surveyor should be able to assist you if you have any concerns in this respect.*
- e) *Due to unacceptable waterproofing and installation risks, KPE does not install solar PV systems onto slate roofs.*
- f) *KPE's installation electricians will not install any systems where the installation would require them to drill, cut or break asbestos pipes or sheets.*
 - a. *It is your responsibility to ensure asbestos is not an issue. If the presence of asbestos does become known after installation is underway, KPE may terminate the agreement and withhold reasonable costs incurred to that point from your refund.*
- g) *Once your system is installed, as noted above, KPE's installation contractor will send appropriate paperwork to your electricity retailer to trigger Powercor to issue a work order to modify your smart meter as/if required.*

HOWEVER, YOU must contact your electrical retailer (the company that sends you your power bills) and organise a Feed-in-Tariff contract with them so that you get paid for any power your system sends to the grid.

As detailed earlier, if you now wish to confirm your Solar Purchase, please fill out and return the contact details form (also attached to this email), and pay the \$250 Deposit to KPE.

Regards,

Mike Noske
Program Manager

KPE Contacts:

Mike Noske: E: mike.noske@keppelprince.com.au P: 03 5523 8838 M: 0427 235 436

John Lippelgoes: E: john.lippelgoes@keppelprince.com.au P 03 5523 8872 M: 0404 800 260

Keppel Prince Engineering uses:

Delta Energy Systems inverters (www.delta-es.com.au) and
Solis inverters (www.ginlong.com)

JA Solar solar panels (www.jasolar.com),
LONGi Solar PERC Panels (www.en.longi-solar.com)
and Zhongli Talesun (www.talesun.com)

Clenergy Mounting Systems (www.clenergy.com.au),
Hobergy Mounting Systems (www.hobergy.com)
and Xiamen Antai Solar Co. Ltd. Mounting systems (www.antisolar.com)

Keppel Prince Bank Details

A/C Name: Keppel Prince Engineering
Bank: NAB Portland
BSB: 083-841
A/C: 119 572 356
Reference: **Your Name**