

# Intermoco Limited

Annual General Meeting  
27 November 2008

Jeffrey Robertson  
Managing Director/CEO



energy & water  
management

managing

electricity

lighting

gas

water

# Overview

Restructure

Rebuild

Growth

- u Who are we?
  - Energy & water management solutions company
- u What do we offer?
  - We assist our customers to measure, monitor, manage and minimise their energy and water usage



**utiligy**<sup>®</sup>

energy & water  
management

managing

electricity

lighting

gas

water

# Positive segment drivers

- u Environmental
  - Community awareness & pressure
  - Change from fossil fuels to renewable resources
- u Government & Regulatory
  - Garnuat Report
  - Emissions Trading Scheme
  - National Greenhouse & Energy Reporting Act
- u Economic
  - Cost of utilities/resources
  - Usage awareness – dynamic reporting

For personal use only



energy & water  
management

managing

electricity

lighting

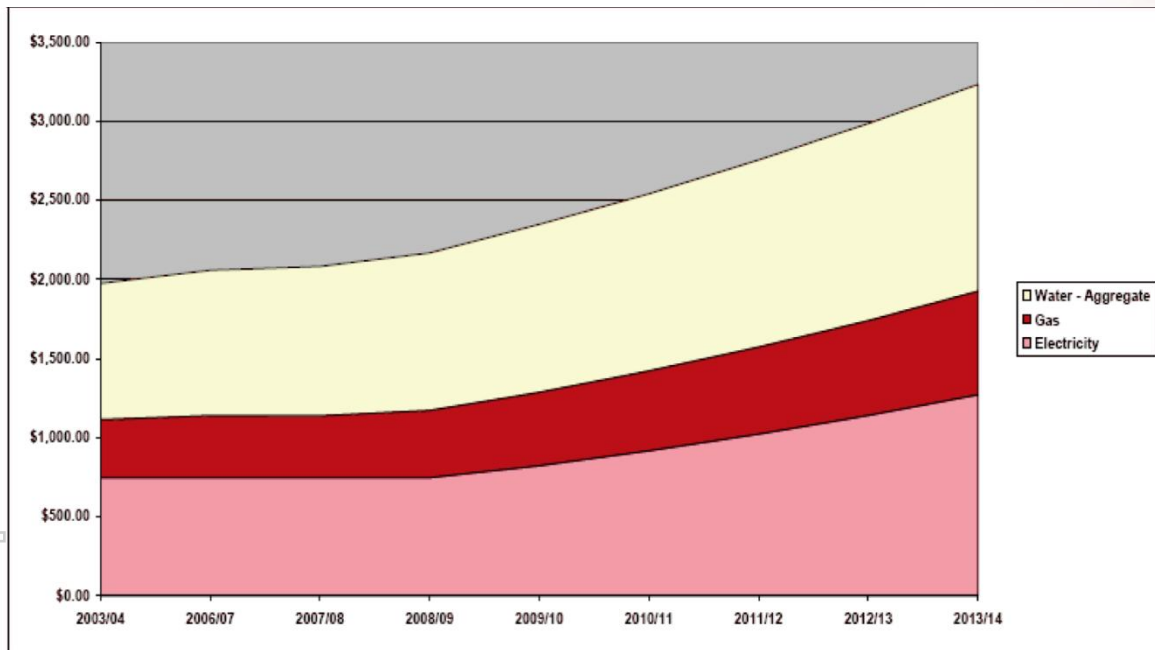
gas

water

# The market opportunity

Increasing utility costs mean energy and water management is imperative for business

Actual and estimated stacked costs for aggregate water, electricity and gas per household



WACOSS – The Rising Cost of Essential Services – June 2008

*It is Utiligy's mission to deliver dynamic energy and water management solutions.*



**utiligy**<sup>®</sup>

energy & water  
management

managing

electricity

lighting

gas

water

# Restructure

- u Management and board reviewed
  - New Chairman – May 08
  - New Board – May 08
  - New MD – May 08
- u Operations restructure
  - Working capital provided through sale of loss making INTS business – Aug 08
  - 100% ownership of Utiligy Pty Ltd - Aug 08
  - Business and products realigned under “Utiligy” Brand – Oct 08

*Operational restructure in final stages*



energy & water  
management

managing

electricity

lighting

gas

water

# Rebuild

- u Rebranding
  - All products marketed under Utiligy brand
- u Customer relationships strengthened
  - Existing contracts renewed and extended
  - New contracts signed
- u Rebuilding capital base
  - Additional capital required to fund growth
  - Various alternatives being explored



energy & water  
management

managing

electricity

lighting

gas

water

# Financial Performance

	FY08 '000	FY07 '000
Total Revenue	3,647	2,374
Total Revenue from continuing operations	2,486	952
Loss from continuing operations	(3,562)	(952)
Loss from discontinued operations*	(9,870)	(1,916)

\* Includes goodwill impairment \$7,830k

- u Cash at Sep 08 - \$1,763k
- u Lead indicators positive
- u Too early for specific profit guidance



energy & water  
management

managing

electricity

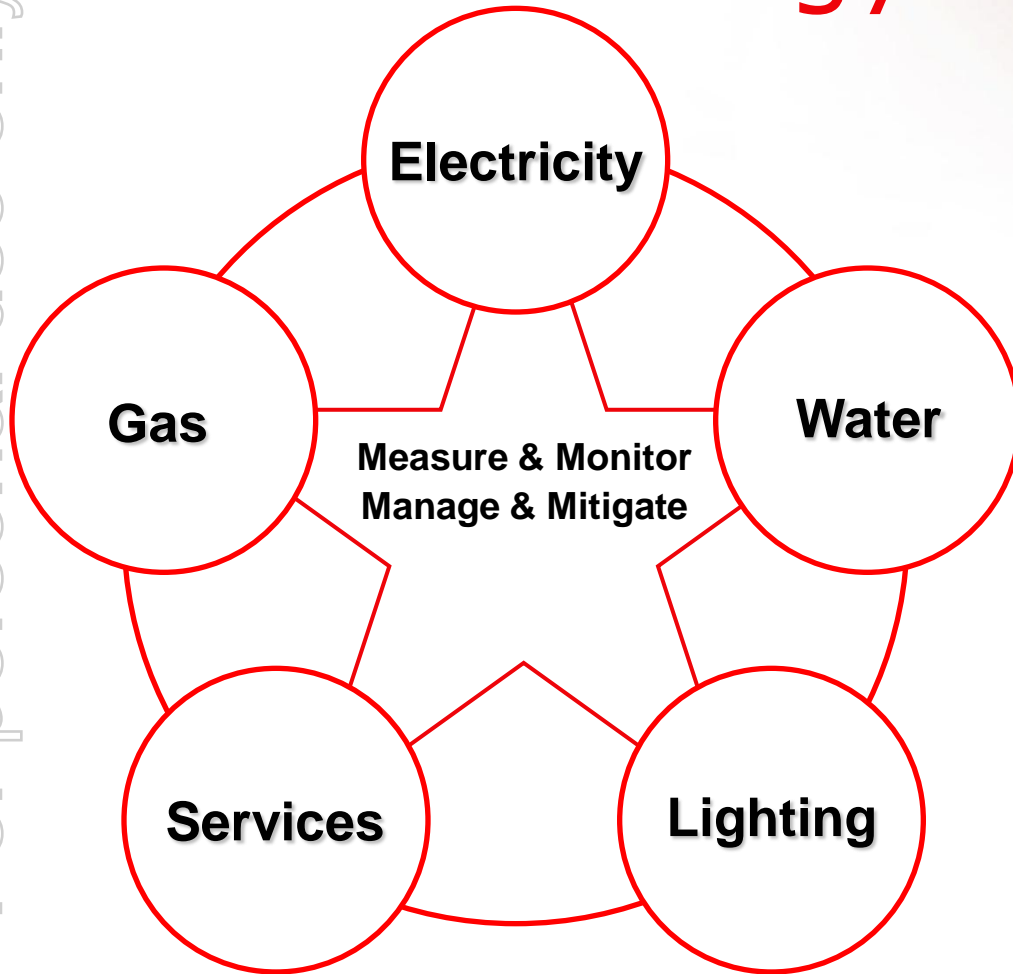
lighting

gas

water

# Intermoco Today under the Utiligy brand

For personal use only



energy & water  
management

managing

electricity

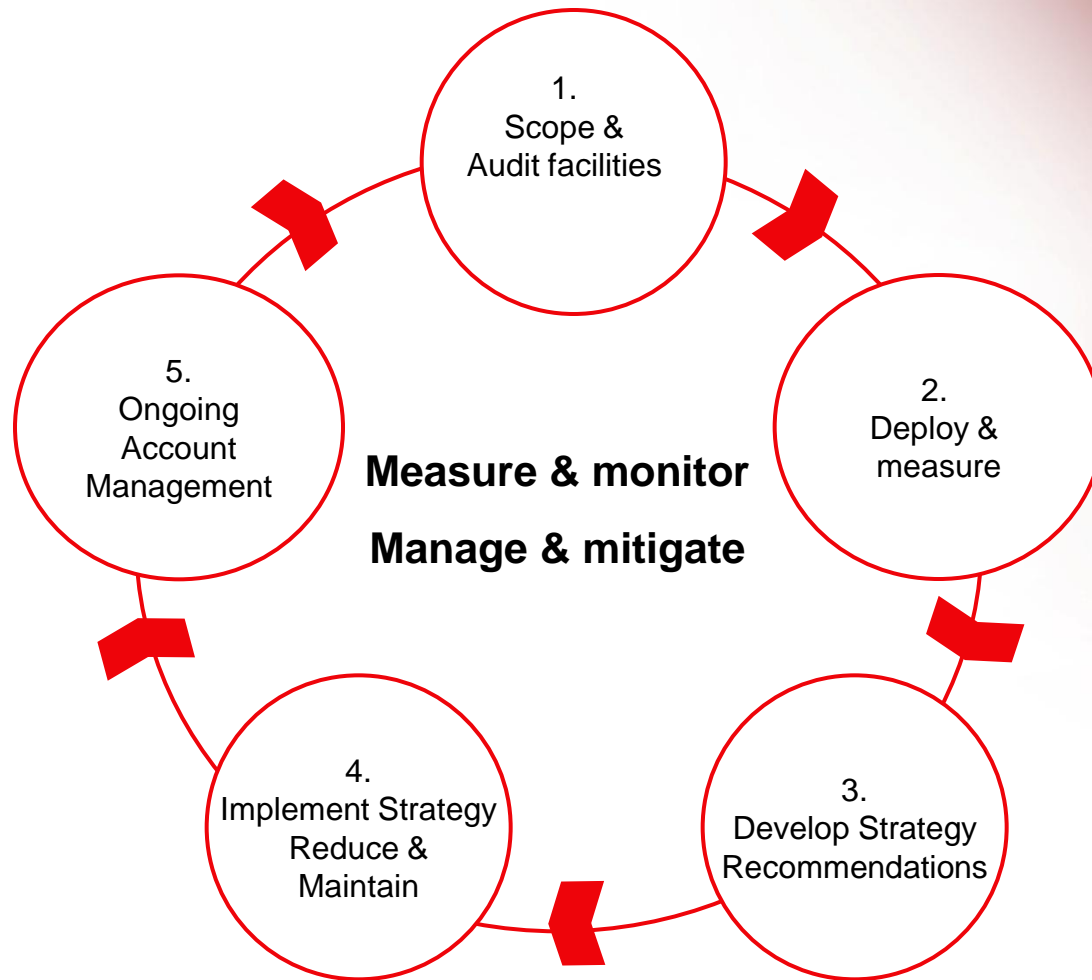
lighting

gas

water

# Energy and Water Management Solutions

For personal use only



energy & water  
management

managing

electricity

lighting

gas

water

# Measure and monitor

- u **Utility sub metering solutions**
  - Electricity, Gas & Water
- u **Utility online software tools**
  - Identify peak demand periods
  - Determine usage across tenanted properties
  - Allows dynamic reporting under government legislative requirements
- u **Dynamic communication**
  - Delivery of real time stats
  - Remote control capabilities
  - Billing systems



energy & water  
management

managing

electricity

lighting

gas

water

# Manage and Mitigate

- u Comprehensive consultancy services
- u Implementation of energy and water solutions
  - AMR water and gas solutions
  - AMR sub-metering electricity solutions
  - Fluoresave technologies (reduction technologies)
  - Ecobulb energy efficient globes (lighting management)
- u Solutions provide 20-40% reduction in energy and water costs
  - Government compliancy
  - COMU (Cost Out Margin Up)
  - Reduction of energy consumption



energy & water  
management

managing

electricity

lighting

gas

water

# Growth Outlook

- u Platform to deliver energy and water management solutions
  - Acquired additional capabilities
  - Targeting corporations, Federal and Local Governments, retailers, developers, manufacturers
- u Demand drivers for our products and services
  - Rising costs of energy and water
  - Need for conservation of finite resources
  - Community pressure to be environmentally friendly
  - Government compliancy
  - Counter-cyclical business
- u Improving sales pipeline
  - 19 trials underway across government, retail and education
  - Increasing level of proposals submitted



energy & water  
management

managing

electricity

lighting

gas

water

# Summary

Restructure

Rebuild

Growth

- u Positive segment drivers
  - Environmental, regulatory, economic
- u Strong market opportunities
  - Increasing cost of utilities
- u Restructure in final stages
- u Rebuilding phase underway
- u Platform for growth
  - Through its Utiligy brand and [innovative products and services], Intermoco is well positioned to deliver dynamic energy and water management solutions



energy & water  
management

managing

electricity

lighting

gas

water

# Disclaimer

The information given in this presentation is of a general nature only and reliance should not be placed on it when making investments decisions concerning Intermoco Limited. No representation is made that information in this presentation is complete and accurate sufficient for an investment decision to be made. Intermoco Limited, its directors and agents disclaim to the maximum extent possible any liability to any persons concerning the contents of this presentation.

For personal use only



energy & water  
management

managing

electricity

lighting

gas

water