

## Intermoco establishes strategic partnership with RVA – Negotiating initial \$4.2m Embedded Network contracts

- Strengthens visibility in growing retirement sector - signs Strategic Agreement with Retirement Village Association of Australia (“RVA”)
- Growing stable of strategic partners strengthen project pipeline - RVA represent over 800 village and associated members across Australia
- Increasing demand from village operators – INT finalizing initial contract negotiations for ~\$4.2 million agreement over 5 years
- Range of additional Embedded Network Service contract opportunities at advanced stage - residential and commercial property developments

**BRISBANE: 27 October, 2010.** Utilities management provider, Intermoco Limited (ASX: INT), today announced it has signed a Strategic Agreement with the Retirement Village Association of Australia (RVA). The agreement marks the establishment of a strategic partnership between Intermoco and RVA, with initial contracts currently in the final stages of completion.

The RVA is Australia’s peak body for the retirement village industry. With in excess 800 village and associate members nationally, the RVA plays a critical role in the ongoing growth and sustainability of the retirement village industry.

The RVA operates from five regional offices located in Brisbane, Sydney, Melbourne, Adelaide and Perth providing a strong national footprint. The RVA member base consists of retirement village operators, managers, owners, developers, investors and industry specialists across Australia.

Under the terms of the Strategic Agreement, the RVA will offer its membership base Intermoco Connect, which comprises the provision and management of Electricity, Voice and Data Services. The provision of these critical utilities will allow RVA members to benefit from accompanying annuity streams through a revenue sharing agreement that is standard under the terms of past agreements entered into by Intermoco.

Speaking from Queensland where the retirement village's industry leading conference, AdvantAge10, is being held with Intermoco in attendance, CEO Mr Ian Kiddle said: “We see the Retirement Industry as a huge growth opportunity for Intermoco that is mutually beneficial for the retirees, the Village Operators and Intermoco.

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“The Company has aggressively pursued its objective to establish key strategic partnerships that will provide myriad future project opportunities, and the RVA’s membership base is a prime example of a strong target segment.

“We are currently finalizing contracts for two significant operators with 12 Retirement Villages in Queensland, South Australia and New South Wales. The initial contracts which are expected to be signed in the next 2- 4 weeks will generate over \$800K per annum along with up front revenues associated with capital expenditure of over \$200K. Both of the contracts will be for initial terms of 5 years”

“Already the partnership with the RVA is providing benefits following a signed contract with Ravida Properties Pty Ltd, a smaller retirement property in the suburb of Surry Hills in Victoria which adds to another residential development recently signed with BKL Nominees for a residential development in Box Hill, Victoria.

“There are currently another six new developers with nine developments expected to be signed before Christmas, which demonstrates the level of consistently growing demand for Intermoco Connect in a range of property segments,” Mr. Kiddle added.

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**About Intermoco Limited**

Intermoco is an Australian public company listed on the Australian Stock Exchange (ASX: INT) based in Melbourne. The company is a leading provider of water, energy voice and data management solutions with a focus on the provision of embedded networks. Intermoco (under the former Utiligy brand) provides a world class end-to-end internet-enabled energy metering and resource management solution to utilities, corporations, local councils and government departments to help them monitor, manage and minimise their consumption of electricity, gas and water.

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A large, light grey, stylized logo consisting of the letters "INT" in a bold, blocky font.