



ZERO-COST ENERGY SAVINGS

Lighting As A Service Retrofit Project

Busselton Toyota



Case Study | May 2017

Project Summary

\$0

Client Capital
Investment

\$7,727

Net Client
Benefit p.a

47,032

Energy Reduction
(kWh p.a.)

72%

Energy Reduction
(%)

\$12,699

Energy Cost
Savings p.a.

\$2,180

Maintenance Cost
Savings p.a.

64

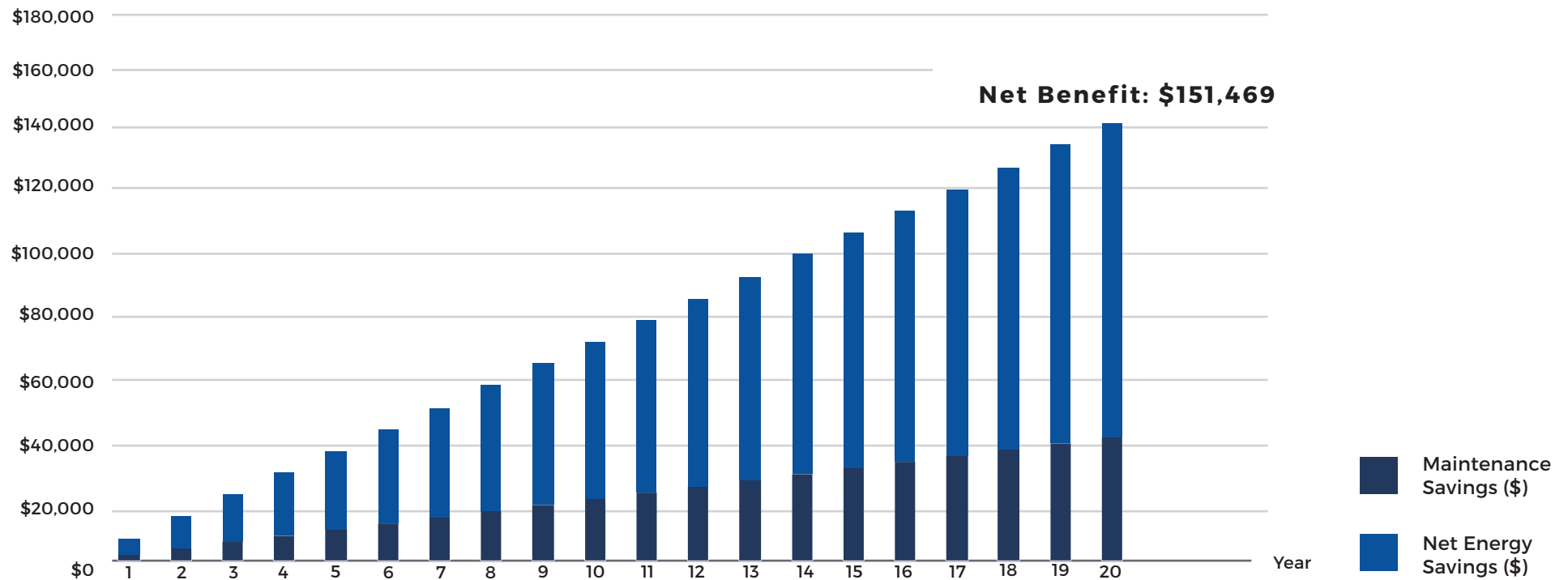
MT of CO₂ Saved p.a.

Project Summary

Busselton Toyota



Busselton Toyota is the most successful car dealership in the South West of Western Australia, due in no small part to Dealer Principal, Laurie Saltarini's commitment to customer service: "I think the secret to our business is customer focus and I try to lead by example. We really concentrate on making our customers as comfortable and satisfied as possible." This positive, customer-centric attitude has resulted in Busselton Toyota winning the 'President's Award' for 18 years in a row!



Summary of Savings



Energy Reduction

Total energy consumed has been **reduced by 47,032 kWh per year, a saving of 72%** on previous consumption.



CO₂ Savings

The project will deliver a reduction in CO₂ emissions of more than **64 MT** per year.

That's equal to taking **14 cars** off the road, or planting **1,659 trees** every year.



Net Financial Benefit Over 19 Years

Over the estimated life of the solutions deployed and based on current electricity charges, this project will deliver around **\$1,51449.2** in net financial benefit to the client.



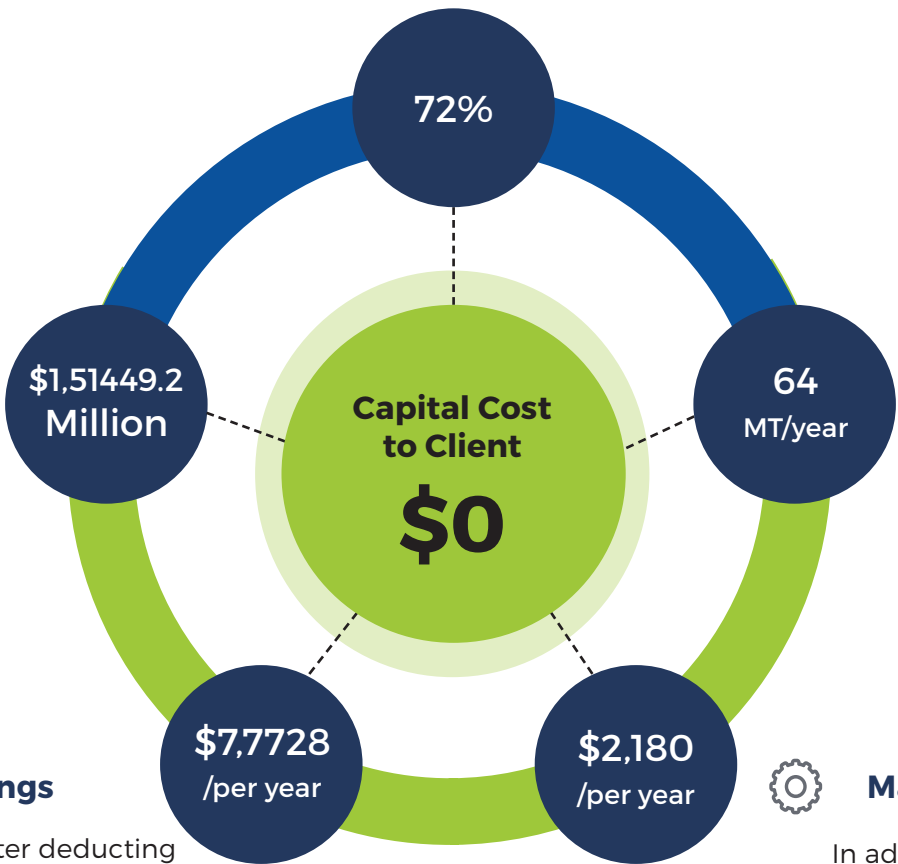
Net Cost Savings

Total net cost savings after deducting Vista Energy's service fee will be around **\$644 per month, or \$7,728 every year.**



Maintenance Cost Savings

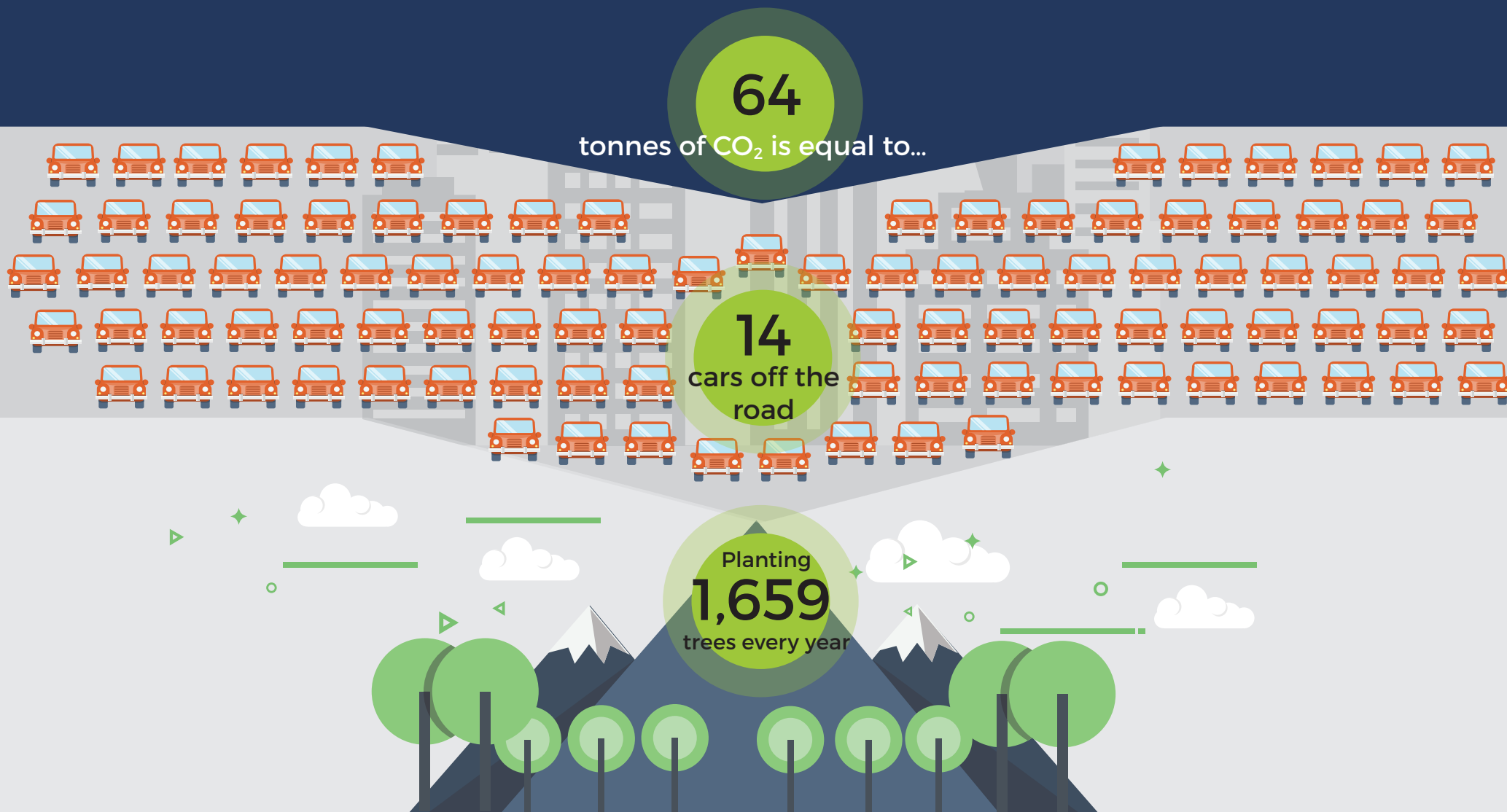
In addition to energy cost savings, the project will also deliver an estimated maintenance cost saving of around **\$2,180 per year.**



*Source of Calculations:
<https://www.epa.gov/energy/greenhousegas-equivalencies-calculator>

Environmental Benefits

The change to LED lighting solutions will reduce CO₂ output by around **64 tonnes per annum**.
That's equal to taking **14 cars off the road**, or **planting 1,659 trees** every year...





We're not big on 'blowing our own trumpet', but it's true to say: we're proud of what we do and what we've been able to achieve since we launched in 2011. You may not know a lot about our history, so allow us to gloat just a little!

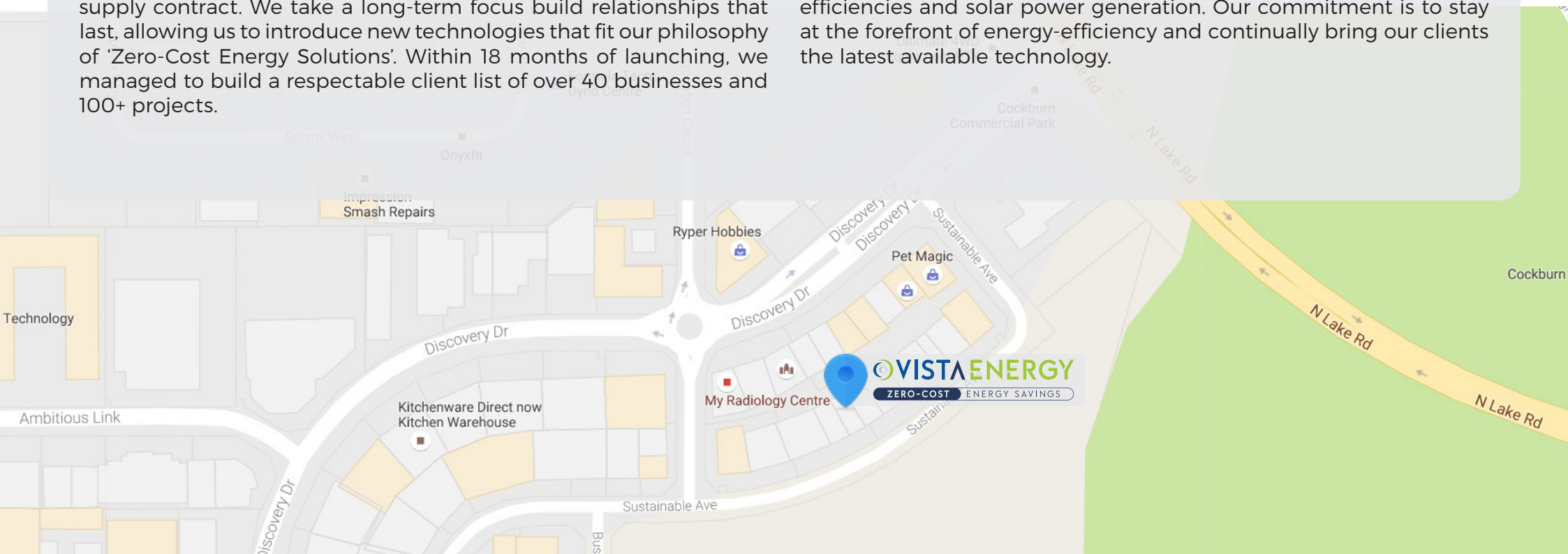
Vista Energy is Australia's leading 'energy management' company, delivering energy-efficiency solutions to clients throughout Australia.

Our mission is to remove the capital barrier businesses face when deploying the very best, low-emissions technologies. We strive to partner with our clients to achieve win-win financial outcomes and a lower carbon footprint.

Our commercial relationships extend beyond a simple product supply contract. We take a long-term focus build relationships that last, allowing us to introduce new technologies that fit our philosophy of 'Zero-Cost Energy Solutions'. Within 18 months of launching, we managed to build a respectable client list of over 40 businesses and 100+ projects.

Today, Vista Energy employs a core staff of 10 and is ably supported by teams of installers in Brisbane, Sydney, Melbourne, Adelaide and Perth. We have more than 100 clients and over 200 projects up and running and our clients include publicly listed companies, educational institutions, national retail chains and heavy industry manufacturers.

Over the last 18 months, we've extended our service capability from a core expertise in lighting to voltage optimisation, refrigeration efficiencies and solar power generation. Our commitment is to stay at the forefront of energy-efficiency and continually bring our clients the latest available technology.



Proudly Saving...



ZERO-COST ENERGY SAVINGS

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