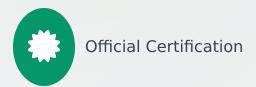
## The Value of NABERS Accreditation

Enhancing Our Competitive Edge in Building Sustainability







Sustainability Focus

## **Benefits of NABERS Accreditation**

How can LPA Technology benefit from having a NABERS-accredited employee?



#### **Competitive Differentiation**

Positions LPA Technology as a trusted expert in building sustainability and energy performance, setting us apart from competitors who offer only hardware solutions.



#### **Enhanced Credibility**

NABERS accreditation strengthens our reputation in the market as a serious player in building sustainability, not just an EMS vendor.



#### **New Business Opportunities**

Opens doors to new revenue streams and business partnerships with architects, developers, and sustainability consultants who need accredited assessors.

## **Services We Can Provide**

What services can an in-house NABERS-accredited assessor deliver?



# **NABERS Energy Star Ratings Assessments**

Conduct official NABERS Energy assessments for commercial buildings and residential apartment complexes

Core assessment service that validates building performance



# **Pre-assessment Consultation**

Advise clients on how to improve their building performance before formal assessment

Direct pathway to LPA's monitoring solutions



# **Post-Assessment Recommendations**

Offer tailored energy-saving strategies including EMS optimization, metering upgrades, and automation improvements

Directly aligns with LPA's core product offerings

## **New Market Opportunities**

Which markets can open up with NABERS accreditation?



#### **Commercial Building Sector**

Access to property managers and owners seeking to improve energy efficiency ratings for compliance and competitive advantage in the commercial real estate market.



# **Residential Apartment Complexes**

Expand into the growing residential sector where energy efficiency ratings are becoming increasingly important for property value and tenant attraction.



# **Integrated Solutions Partnerships**

Partner with architects, developers, and consultants who require accredited assessors for their projects, creating a network of referral opportunities.



#### **Government Grant Programs**

Access to government-funded projects and grants specifically requiring NABERS accredited assessors for energy efficiency and sustainability initiatives.

NABERS accreditation positions LPA Technology at the intersection of performance measurement and optimization

## **Revenue Opportunities**

What are the financial benefits of NABERS accreditation?



#### **Direct Revenue from NABERS Assessments**

Generate income through official NABERS assessments for different building types and sizes.

Commercial buildings Apartment complexes



#### **Consulting Revenue**

Offer pre- and post-assessment consulting services on hourly or daily rates.



#### **Cross-selling LPA Products & Services**

Leverage assessment findings to recommend LPA's EMS solutions, metering upgrades, and automation improvements.



#### **Retainer-Based Advisory Agreements**

Establish long-term relationships with property portfolios through ongoing sustainability advisory services.

Recurring revenue streams

#### **NABERS Assessment Fee Structure Examples**

**Apartment Building Energy Rating** 

AU\$2,620 - \$8,160

Office (>2000m<sup>2</sup>) **Energy Rating** 

AU\$3,460 - \$8,460

**Energy Consulting** Level 2 Audit

**AU\$5,000 - \$15,000** 

Improving from 3-star to 5-star NABERS rating can save clients approximately AU\$90,000 per annum in energy costs

### **Pros and Cons**

### Evaluating the value of NABERS accreditation



- **Credibility & Competitive Edge** Positions LPA as a serious player in building sustainability
- New Business Line Assessment services become a standalone revenue stream
- **Lead Generation** Assessments act as gateway to deeper client relationships
- Alignment with ESG Trends Helps align with global sustainability reporting trends
- **Enhanced Client Value** Provides insights, strategy, and outcomes beyond hardware

## Challenges

- **Resource Allocation** May be viewed as "another project" alongside existing resource-intensive initiatives
- Marketing Requirements Requires dedicated promotion to gain internal and external traction
- **Slow Start** Building awareness and pipeline takes time; immediate ROI may not match hardware sales

### Strategic Recommendation

NABERS accreditation should be viewed as a strategic differentiator that complements existing LPA offerings. It positions us at the intersection of performance measurement and optimization, allowing LPA to evolve from vendor to trusted advisor in building sustainability.