



Exclusive QHA Member Electricity Offer

Find out about our electricity offer
for QHA members

In an environment of significantly increased electricity prices, QHA is excited to offer a long-term electricity offer to QHA members to help reduce power prices, provide long term energy certainty and support development of renewable energy.



Our 6-year Retail PPA Electricity Offer for QHA members

QHA is pleased to present an offer negotiated with Iberdrola Australia to supply competitively-priced electricity on a long-term basis to QHA members.

With the cost of wholesale electricity prices rising significantly over the past few years, QHA recognises the significant impact that this cost increase places on members. As well as the need for cheaper prices, we also recognise that members are seeking long-term price certainty, to provide protection against any future wholesale electricity price increases.

Accordingly, QHA have worked with Iberdrola to develop a special offer tailored to the needs of hotels. By aggregating the load of participating members, Iberdrola is able to make an offer available on terms that would normally be only accessible by very large industrial energy consumers.

Iberdrola's offer is underpinned by the development of the Broadsound Solar Farm and Battery Energy Storage System (BESS) in QLD. Electricity from this project, as well as our portfolio of wind, solar and flexible, fast-start generation assets connected via the grid, will supply participating members.

QHA are delighted to partner with Iberdrola for this offer and look forward to supporting the hospitality industry as a reliable partner providing lower cost, clean energy.

Details of the Offer

Term

The offer is for a 6-year contract, available from 1 January 2025 through to 31 December 2030. If your contract expires after 1 January 2025, you can sign now to join the Retail PPA Electricity offer and start when your current contract expires.

Pricing

We will provide you with a quote for a fixed electricity rate (across peak, shoulder and off-peak times) for the full 6-year term, escalating at 3% per annum. If you are eligible for the offer, your rate is not dependent on the size of your venue. Price may vary marginally between quotes based on external fluctuations in the wholesale price when you request a quote and on your consumption profile.

100% Renewable Option

Members will be offered the option of going 100% renewable. This means that we will allocate LGCs for all of your load and surrender them, enabling you to claim that you are 100% renewable.

Network and Market Charges

Network and other market charges are regulated by the Government and will be unchanged from your current contract (or any other offer you may receive).

Iberdrola Australia: The Utility of the Future

By combining intermittent renewables with fast-start firming assets, we offer our customers reliable and competitively priced clean energy.

We generate and source renewable energy

We generate renewable energy from our fleet of owned wind and solar farms. With a total of 1GW of nameplate capacity, it is one of the largest renewable energy fleets in Australia.

We also source renewable energy from third parties where we contract to purchase their output under long term Power Purchase Agreements. This diversifies our supply and enables us to serve a growing customer base.

We provide reliable and competitively priced energy

By combining a diversified fleet of renewable generators with a portfolio of flexible, fast-start assets, we can provide customers with firm supplies of clean energy in a way that minimises their bills.

As more than 95% of our generation is renewable and because we can still serve customers on demand, our model has been called 'the utility of the future.'

We add value by firming

Because renewable energy is inherently intermittent, and because customers need electricity on demand, flexible, fast-start assets are needed to manage intermittency risks. Our firming portfolio comprises Smithfield OCGT, a 123MW gas peaker in NSW, the Lake Bonney Battery, a 25MW/52MWh battery in SA, the South Australia Gas Turbines with 120MW of dual-fuel peaking capacity in SA, and the Wallgrove Grid Battery.



Electricity Procurement Form

To be signed and returned (one per venue)

I/we provide authority to the QHA (ABN: 54 878 166 941) to request and obtain our 12-month interval data via email inquiry. I/we also provide authority for the QHA to obtain quotations from the necessary supply, transmission and distribution providers for the below listed company. Electricity suppliers shall not withhold any necessary information that will hinder the QHA facilitating us in the transfer of electricity suppliers.

This Letter of Authority does not allow the QHA to sign or agree any contracts without prior written consent, nor does it allow the AHA NSW to terminate existing contracts without further signed documentation from the registered company below.

Please print, sign, date and scan with recent energy bill (all pages 1-3 or both sides) for each premise to: Communications@qha.org.au

Company Name:

ABN:

Contract Expiry Date:

NMI (on your bill):

Company Address:

Phone Number:

Email:

Authorised By: _____

Position: _____

Signed: _____

Date: _____

I confirm that I am authorised to provide this letter on behalf of the account holder for each site listed in the attachment.

This letter of authority is valid for 12 months from the signed date.

Q&A on the QHA Electricity Offer

1. How do I know if I am eligible to participate in the Retail PPA offer from Iberdrola Australia?

You must be classified as a 'Large market' customer, consuming over 150 MWh / 150,000 kwh per annum.

To help you determine this you can review your current electricity invoice for the following;

1. Monthly consumption should be on average higher than 12.5 MWh / 12,500 kwh, &
2. You should have an 'unbundled' electricity invoice, that splits out your electricity, environmental and network charges as separate line items from each other (see sample below)

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NMI	CCCCCCC11
Site Address	Example St, State, Postcode
Period	01/02/2021 - 28/02/2021 (28 days)

Network Provider	AusGrid
Faults/Emergency	13 13 88
Network Tariff	EA310

Detailed Charges

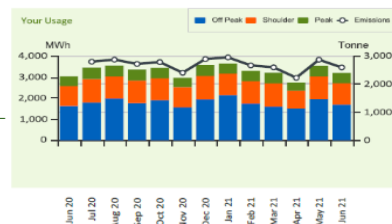
	Quantity	Unit	x	Rate	Unit	x	Multiplier	=	Amount
Energy Charges									
Off Peak Energy	56.250	MWh		64.9800	\$/MWh		1.062155		\$3,882.30
Peak Energy	16.161	MWh		78.2600	\$/MWh		1.062155		\$1,343.39
Peak Energy	34.773	MWh		78.2600	\$/MWh		1.062155		\$2,890.44
Environmental Charges									
ESS Certificates (8.50%)	9.515	MWh		28.5000	\$/Cert				\$271.18
LRET Certificates (19.31%)	21.616	MWh		34.0000	\$/Cert				\$734.95
SRET Certificates (28.40%)	27.314	MWh		38.5000	\$/Cert				\$1,051.59
Network Charges									
Capacity kVA	265.000	kVA		33.5489	c/kVA/Day				\$2,489.33
Network Access Charge	28.000	Day		2551.0350	c/Day				\$714.29
NUOS Adjustment January	1.000			-1359.2100	\$				-\$1,359.21
Off Peak Energy	56,249.920	kWh		0.8729	c/kWh				\$491.01
Peak Energy	20,395.728	kWh		4.7561	c/kWh				\$970.04
Shoulder Energy	30,538.032	kWh		1.8300	c/kWh				\$558.85
AEMO Market Fees and Charges									
Pool Charges NSW *	107.184	MWh		0.2049	\$/MWh		1.062155		\$23.33
Ancillary Fees	107.184	MWh		0.3700	\$/MWh		1.062155		\$42.12
Metering & Service Charges									
Metering Charge (x2.00)	28.000	days		2.0815	\$/Day				\$58.28
Subtotal									\$14,161.89
GST									\$1,411.97
Total									\$15,573.86

Payment Details Direct Deposit

Account Name Iberdrola Australia Energy Markets Pty Ltd
 Account Number 00000000
 BSB 000-000

*Exclusive of GST

Consumption volumes for Network Tariffs are based on Pre DLF & MLF volumes at NEM time
 MLF=1.01700 DLF=1.0440 TLF= MLF x DLF



Q&A on the QHA Electricity Offer

Please contact your QHA representative if you would like assistance with this Offer.

2. How do I obtain a quote from Iberdrola Australia?

Request a quote under the PPA from Iberdrola Australia by submitting:

- A copy of a recent electricity bill, and
- A copy of a completed Power Procurement form (page 4)

To participate, you must request a quote by mid October.

Send your documents to communications@qha.org.au or call (07) 3221 6999

3. How do I accept an offer?

QHA member to return signed agreement to info@qha.org.au

4. If I obtain a quote, am I bound to proceed with the offer?

No. If you obtain a quote but do not wish to proceed, you are not bound to accept the offer.

5. Who is eligible for the AHA offer from Iberdrola Australia?

All QHA members and affiliates whose annual consumption is more than 150MWh per annum are eligible to receive a quote from Iberdrola Australia.

If your consumption falls under this threshold, speak to your QHA representative about alternative opportunities.

6. Why has the QHA chosen to partner with Iberdrola Australia for this offer?

To arrive at the Offer, the QHA oversaw a competitive process from multiple electricity generators and retailers. Iberdrola Australia were selected as providing the most attractive solution with respect to the combination of price, generation, supply and commercial terms. The QHA does receive a commission from Iberdrola Australia (included in the quoted price) due to our costs in putting the offer together.

7. What if my current electricity contract expires after 31st December 2024?

If your existing contract expires after 31 December 2024, you can sign up to the Offer now and roll over to the Offer once your existing contract expires.

Q&A on the QHA Electricity Offer

8. Is the price fixed for the full 6-year term?

Yes. The Retail PPA price is locked in, with a fixed 3% increase annually from contract year 2. The fixed rate is the same price across the peak and off-peak time periods

9. I normally enter into 2-, 3- or 4-year contracts. Why is this a 6-year contract?

In order to obtain a retail price for members that is around or below the wholesale electricity price, the QHA has sought to negotiate directly with the owners of new renewable electricity generators (such as solar and wind farm owners), who are willing to negotiate a fixed price for customers for a long time period (a Retail Power Purchase Agreement, explained further below).

A 6-year Retail PPA contract provides Iberdrola Australia with a known framework for pricing and supply of your electricity and in turn enables them to present a competitive offer.

This Offer supports the development of the Broadsound Solar Farm and Battery Energy Storage System (BESS) which will be located in Clarke Creek in Central Queensland's Renewable Energy Zone, approximately 150km northwest of Rockhampton.

10. What is a Retail Power Purchase Agreement?

A Retail Power Purchase Agreement (RPPA) is a mid to long-term agreement between large energy users to buy electricity from the owners of renewable electricity generation (such as solar and wind farms). Whilst most traditional PPAs are for terms exceeding 10yrs, the RPPA allows the Customer to contract for a more familiar and shorter term, whilst also providing coverage for any exposure to the volatile spot market (i.e. high market prices that generally arise when the sun doesn't shine, or the wind doesn't blow).

For the electricity user, they are able to obtain electricity prices that are often below the more short term 'Spot' or wholesale energy price. They are also able to lock in a price for a medium to long term, providing protection against market price fluctuation in the future.

The QHA has drawn upon the commercial structure of a Retail PPA, with Iberdrola Australia using the QHA member customers to support the new Broadsound Solar Farm and BESS. This retail offer is fully 'firmed' by Iberdrola Australia, meaning that QHA members are not exposed to any price fluctuations in the market when the Broadsound Solar Farm is not generating electricity.

Q&A on the QHA Electricity Offer

11. What is the difference between a flat price and time of use pricing?

Historically you may have been charged for Peak and Off-Peak periods by your current retailer. This offer is based on a Flat price meaning the same rate is applied across all periods of the day for energy consumed.

12. What are metering charges and what is the process to choose a metering provider?

Metering charges are applied monthly and cover the costs of metering services by the nominated Metering Coordinator for your site. If you don't have a direct metering agreement (DMA) with a specific provider, Iberdrola Australia will pass through metering charges on your invoice.

13. What happens after I sign up?

Iberdrola Australia will forward a welcome pack providing an overview of next steps on the invoicing process and if any additional information is required regarding payment details and onboarding.