

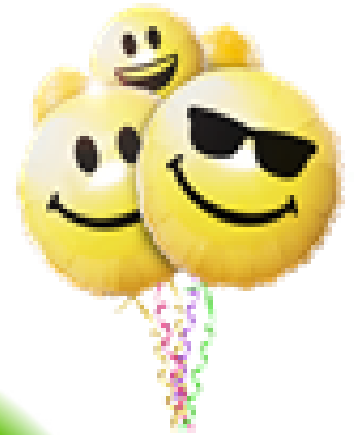
Trustpower presentation to IPAG

7 May 2019

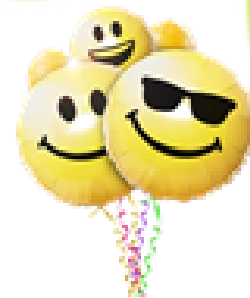
Presenters – Shane Adams and Howard Wood



Solar Buddies

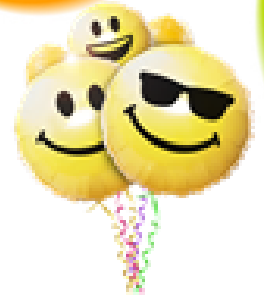


Solar Buddies



- Launched Dec 2017
- IP (trademark/patent) protection ongoing
- Numbers confidential, but experiencing steady organic growth
- Biggest peer-to-peer electricity trading scheme in NZ
- Met a customer need : How to help PV owners -
 - Monetize their surplus PV energy (above 7/8c buyback rate)
 - In an engaging way (via “buddies”)
 - At prices agreed between seller/buyer (eg seller may “donate” at 0c)
 - Without any hassle/costs (billing, regulatory or otherwise)
- Details and FAQs at
 - <https://www.trustpower.co.nz/for-your-home/solar-buddies>

Solar Buddies (cont.)



- No significant barriers within the currently regulatory environment were encountered in developing the current version of product
- Future enhancements may require regulatory changes
 - For example - seller and buyer with different retailers (currently Trustpower must supply both)
 - Splitting Generation and Load at each ICP would not limit solar buddies viability – customer choice prevails
 - Likewise splitting Day and Night etc.
- No special arrangements made with any networks
 - Maintaining a level playing field is important, i.e. no “lobbying”
- Overall imperative: community and household participation in energy trading (facilitated by Trustpower)
 - Recent example : <https://www.energynews.co.nz/news-story/solar/41612/nzs-largest-school-solar-system-open>



Trustpower Customer's Personal Information

Customer Personal Information

- Definition includes both:
 - Obvious information i.e. Name, address, Date of Birth, Contact details
 - Less obvious information: Time at a property, number of properties, consumption or usage data
- Also includes purchase records:
 - Consumption data is the fundamental building block of a customers purchase from a Retailer.
 - The more granular the data, the more you can ascertain lifestyle choices being made by a customer.

Consent

- Informed customer consent is critical
 - Customers must have confidence that their personal information is only shared with third parties to a level that fulfils a specific justifiable purpose
 - The purpose must provide a tangible demonstrable benefit to the customer
- Over time, when collecting personal information, we consider promoting principles such as data minimisation and ensuring a clear purpose definition for the data request will become even more important
 - This is a clear trend in other jurisdictions such as the EU