

Sydney – 28 March 2012

## FLEXIGROUP PARTNERS WITH LOW CARBON AUSTRALIA ON GREEN ENERGY FINANCE INITIATIVE FOR SMALL BUSINESS

### Highlights

- New partnership announced with Australian Government backed Low Carbon Australia
- Fills gap in small business market for lease financing for energy efficient upgrades of up to \$100,000
- \$13b forecast spend by Australian businesses on energy efficient solutions between 2011-2020<sup>1</sup>
- Latest addition to FlexiGroup's suite of green financing options for Australian businesses to help address rising energy prices

Australian Government backed Low Carbon Australia and FlexiGroup (ASX:FXL) today announced a joint initiative financing package to provide energy efficiency upgrades for Australian small businesses.

Low Carbon Australia and FlexiGroup's Energy Smart Finance program will assist small to medium enterprises to upgrade to the latest in energy efficient technology.

Low Carbon Australia's Chief Executive Officer, Meg McDonald, said businesses were increasingly realising the need to improve their energy efficiency to remain competitive in an economy where electricity costs were continuing to rise.

"However, finding access to initial finance for energy efficiency projects can be difficult. What Low Carbon Australia does is partner with businesses like FlexiGroup to provide solutions for Australian businesses wanting to join the low carbon economy and reduce their operating costs," she said.

"We're proud to work with FlexiGroup on their Energy Smart Finance program to offer lease finance of up to \$100,000 to industrial and commercial businesses."

FlexiGroup's Managing Director and Chief Executive Officer, John DeLano, said that the Energy Smart Finance program is a smart way for commercial and industrial businesses to install energy efficient equipment, such as LED lighting, heating and cooling units.

"This partnership with Low Carbon Australia allows us to deliver a simple financing solution for businesses seeking to introduce efficiency measures without large-scale capital outlay or putting a strain on cash flow".

Mr DeLano said this initiative was consistent with FlexiGroup's strategy of targeting new high-growth market segments, such as the company's ongoing growth in the solar sector through Certegy.

"The overwhelming feedback from both our solar energy consumers and the 200 plus larger solar retailers we service is that the consumer demand for solar energy is driven by the ongoing escalation of power prices."

"We expect to see the same driving force with Low Carbon Australia as small businesses increasingly seek solutions to reduce their energy costs which are becoming a growing burden on their bottom line."

<sup>1</sup> *Commercial Buildings Emissions Reduction Opportunities*, AUSTRALIAN CARBON TRUST & CLIMATEWORKS, December 2010

Industry sources forecast that a total investment of \$13 billion in energy efficiency is required by Australian small and large businesses to deliver least-cost emissions reductions by 2020<sup>1</sup>.

Energy Smart Finance will allow companies to undertake energy efficiency upgrades including:

- Energy efficient lighting and lighting controls
- Energy efficient upgrades to heating, ventilation and air-conditioning systems
- Voltage regulation devices and power factor correction equipment
- Building management system optimisation and replacement
- Real time energy and water monitoring for buildings
- Refrigeration
- Boilers
- Compressed air technologies

Low Carbon Australia is an independent company, set up by the Australian Government in 2010 to provide financial solutions and advice to Australian business, government and the wider community on energy efficiency and moving towards a low carbon economy.

To find out more about the Energy Smart Finance program visit [energysmartfinance.com.au](http://energysmartfinance.com.au) or Low Carbon Australia see [www.lowcarbonaustralia.com.au](http://www.lowcarbonaustralia.com.au)

For more information about FlexiGroup see [www.flexigroup.com.au](http://www.flexigroup.com.au)

-ENDS-

#### Investors / Analysts

David Stevens  
T: 02 8905 2045

Garry McLennan  
T: 02 8905 2163

#### Media

Peter Brookes, Citadel  
T: 0407 911 389

**FLEXIGROUP** 



AON Hewitt  
Best Employers  
of the Year 2011



Australia's  
Contact Centre  
of the Year 2010



International iCMG  
Best IT Architecture  
Award 2010

#### ABOUT FLEXIGROUP

FlexiGroup is a diversified financial services group providing “no interest ever”, leasing, vendor programs, mobile broadband, lay-by and other payment solutions to consumers and businesses.

Through its network of 11,000 merchant, vendor and retail partners the Group has extensive access to three key markets, Business to Consumer, Business to Business and Retail to Consumers (and small business customers).

Performance has been characterised by solid profitable growth as the company has expanded and diversified its business through organic growth, acquisition and product innovation. This diversification strategy has been extended to the large, high growth online market with the 2012 acquisition of Paymate (an online payment processing business).

FlexiGroup operates in Australia, New Zealand and Ireland within a diverse range industries including: home improvement, solar energy, fitness, IT, electrical appliance, navigation systems, trade equipment and point of sale

systems. Services are offered through four business units: Certegy (no interest ever & lay-by), Flexirent (lease), Flexi Commercial (vendor leasing programs) and Blink mobile broadband.

John DeLano joined FlexiGroup in September 2003 as Managing Director. Prior to joining FlexiGroup, John was Managing Director of Avis Australia, and also served in a senior role at Travel Services International in the USA, a publicly listed company.

The Board of FlexiGroup is chaired by Margaret Jackson, former Chairman of Qantas and previously a director of: Australian and New Zealand Banking Corporation, The Broken Hill Proprietary Company Limited and Billabong International Limited. The Board also includes John Skippen, former Finance Director of Harvey Norman Holdings Limited, Rajeev Dhawan, a partner of Equity Partners, and Andrew Abercrombie, a founding director and major shareholder in the company.