



Tax concession invested in green technology

In the past year, *EP&T Global* has saved its customers more than \$10 million in electricity, gas and water costs, according to the company's founder and CEO Keith Gunaratne.

"At the same time, we've also reduced our customers' greenhouse gas emissions by more than 60,000 tonnes and saved 500 million litres of water," Keith said.

"Our company is an energy conservation and environmental solutions leader.

"We've developed unique technologies that building and shopping centre owners can use to monitor and report on the electricity, gas and water they use, and the amount of waste they create.

"Then the owners can use this information to operate their buildings more efficiently.

"We combine this accurate live data with the algorithms and intelligence we have built up over the years.

"It helps property owners identify wastage and opportunities to save money."

Keith said that without his system, an engineer would have to spend more than 150 hours a month to accurately understand how utilities were used in a large building.

"Using our system, it only takes an engineer five hours a month to do the same work.

"We looked at how we could help clients be environmentally, financially and socially responsible, and we've done this by ensuring our offer is palatable to CEOs."

Keith said the Australian Government's *R&D Tax Concession* had helped the company grow since it opened for business in 1993.

"When we started out it was just two people, and receiving the concession helped us employ a third and then a fourth person."

The company, based in Sydney, now employs 40 engineers and counts companies in the United Kingdom and Dubai among its customers.

"Every dollar in the concession is very valuable when you're small," Keith said.



More and more commercial buildings are using *EP&T Global's* technology to cut back on their electricity, gas and water costs.

“The tax concession is fantastic. It’s practical and easy to manage. There’s hardly any red tape and that means it’s not costly to administer.”

“We squeezed the efficiency out, and every dollar has helped us invest more in our product to build one of the most advanced monitoring technologies in the world.

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Keith said that one of the most satisfying parts of his job was seeing his technology become widely accepted in the market.

Big savings

“In the building sector we’re seeing a real market transformation.

“The owners are making big savings on their utilities by cutting their operating costs.

“It started when one of Australia’s major commercial property owners adopted our technology.

“They saved so much money that now most of Australia’s major owners use our system.

“Word of mouth is the only advertising we do and we encourage our new clients to talk to existing clients.”

Keith said one of his customers was named No. 1 on the Dow Jones World Sustainability Index in 2007.

The index tracks the financial performance of the leading sustainability driven companies world wide.

“This is a wonderful story to tell. We’ve saved money for businesses, we’ve created jobs and we’ve helped mitigate climate change for our children and grandchildren.

“We need to make sure we don’t pass the tipping point on climate change.”

Contact: www.eptglobal.com



Gas, water and electricity consumption is recorded by EP&T Global’s intelligent monitor (above). The information is then stored and transmitted by the company’s EDGE Memory Module (below).



R&D Tax Concession

The *R&D Tax Concession* allows companies to deduct 125% of their research and development expenditure when lodging their tax returns.

Companies need to register their activities with AusIndustry each year to claim a concession.

AusIndustry is the Australian Government’s principal business program delivery division in the Department of Innovation, Industry, Science and Research.

AusIndustry delivers a range of more than 30 business programs – including innovation grants, tax and duty concessions, small business development, industry support and venture capital – worth about \$2 billion to more than 10,000 businesses and about 100,000 individuals every year.

Visit www.ausindustry.gov.au, call 13 28 46 or email hotline@ausindustry.gov.au for more information.