



Turning Sunbeams into Revenue Streams

Digital Solar provider Matter explores IPO on back of 100 million home rental market

Melbourne, Australia – 7 May, 2016 – Following the release of Digital Solar, a world-first platform for sharing solar in the rental market, Australian tech start-up Matter Technology Limited (“**Matter**” or the “**Company**”) has resolved to explore the prospect of raising capital by way of an Initial Public Offering (“**IPO**”) in order to fund international expansion.

In Australia, 2.4m households live in rented accommodation and as a result miss out on the benefits of low-cost, clean solar power. This is because landlords cannot justify the expense of installing a solar system when the benefit of a reduced energy bill goes to the tenant.

This issue, called the ‘Split Incentive’ problem, exists across the world, and makes for a large addressable market with 5.4m renters in the UK, 17.7m in Germany, 18.6m in Japan and 43m households in the US, all unable to benefit from solar power.

To solve the problem, Matter’s Digital Solar service allows property investors and tenants to share the benefits of solar power. By investing in panels and charging their tenants for daytime electricity at a discount to their grid power, landlords create a new income stream and reduce their tenant’s energy bills. Matter takes care of monitoring the solar asset, automatically invoicing tenants and collecting payments.

Digital Solar is a win/win for tenants and landlords. The service disrupts the traditional home utility relationship by creating an alternative, lower cost daytime electricity supply in the rental market.

Chris Mrakas, Matter CEO and Co-Founder:

“There are at least 100 million untapped rental properties in our target markets that are appropriate for solar and therefore offer enormous potential for this shared solar business model. Matter seeks to significantly enhance its market leadership by expanding Digital Solar from Australia into the rest of the world.”



Our objective is to raise sufficient funds through a potential IPO to scale Digital Solar beginning with key geographies including the USA, Japan and Europe."

The Company was founded in Melbourne in late 2008, and has invested over \$12 million into building its leading "Internet-of-Things" platform, including closing a Series A investment in January 2015 that valued the company at \$25 million.

Matter's technology provides an integrated monitoring and automated billing service for assets like solar panels and battery storage. Co-Founder Simon Barnes said:

"We are proud to be an Australian-based technology innovator. The technology we have created has benefited from high electricity prices, a strong property investment market and low solar costs.

This has created a perfect environment for property investors to provide alternative utility-style services to their tenants on the back of our automated platform.

We now want to leverage our technology globally to help landlords improve their returns and provide solar to the third of society who rent."

It is envisaged that an IPO would be undertaken on the Australian Securities Exchange in the latter part of the 2016 to fund international expansion and will be subject to suitable market conditions.

The Company advises that it has entered into an advisory mandate with Bell Potter in connection with the possible IPO. Bell Potter will assist the Company in exploring the feasibility of an IPO and will subsequently guide the Company through any such IPO process.

*This announcement does not constitute an offer or invitation to subscribe for securities. Any offer resulting from the Company's exploration of an IPO will be made pursuant to a disclosure document issued under the **Corporations Act 2001 (Cth)** and securities will only be able to be acquired by the completion of an application form accompanying that disclosure document.*

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Statistics from:

- Australian Bureau of Statistics
- PwC analysis, English Housing Survey, 2015
- Urban Institute, 2015
- OECD, 2015
- Trading Economics, 2016

Background on Matter:

Matter is an Australian-based technology start-up. We created Digital Solar, an online marketplace that lets property investors and their tenants share solar. Tenants get clean, cheaper energy without the need to invest in solar. And landlords enjoy a new source of income on investment properties by harnessing the cost advantage of distributed solar. Our goal is to provide solar to a third of society who rent ... globally.