



# media release

4 June, 2004

## **AGL wins Energy Defence contracts**

The Australian Gas Light Company (AGL) has today announced it has signed multi-year contracts with a total value of around \$50 million with the Commonwealth Department of Defence across the states of Victoria, ACT and New South Wales.

AGL won the contracts to sell electricity to the Department of Defence, beginning 1 July 2004, through a competitive tender process, which included submissions from several other energy retailers.

AGL Managing Director, Greg Martin said he was particularly pleased with the two stage tender process, which not only focused on the delivery of competitive pricing, but also additional value delivered over the term of the contract.

"AGL is an expert in developing tailored energy solutions that focus on how energy is used, not just the price it is purchased for," Mr Martin said.

Mr Martin added that large volume users, such as the Department of Defence, were able to benefit from this approach, maximising the savings offered by AGL over the life of the contract.

"AGL was not only able to provide a competitive price for the Department of Defence, but also demonstrated measurable customer value through our innovative approach to managing energy efficiency."

AGL's sales growth is underpinned by its business strategy to support more customers to use less, saving on the overall cost of energy needs.

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