

# WOOLWORTHS LIMITED

A.B.N. 88 000 014 675



Rex Lehmann  
SkyCool Pty Ltd  
PO Box 1667  
Hornsby NSW 1635

Dear Rex,

In response to your enquiry regarding our experience to date with your SkyCool product, I can confirm that the results of the comprehensive two year trial that we conducted showed that a SkyCool coated supermarket returned up to 50% reduction in air conditioning power consumption for most of the period compared to an uncoated supermarket. Overall air conditioning power savings amounted to 47%.

This gave us a less than three year payback on the product which we consider to be highly satisfactory.

As you are aware the trial was conducted from July 2002 to June 2004 to encompass the full range of climate conditions on two supermarkets, of similar size and in close proximity within the Sunshine Coast, Queensland.

Additional non quantitative benefits that we see from the SkyCool product are greater longevity from older buildings and more efficient operation of refrigeration and air conditioning plants due a drop in the peak loads as well as total consumption.

From the standpoint of corporate citizenship, we have an objective to reduce our energy consumption; we consider that this product will assist us to achieve our targets. Several additional supermarkets are now benefiting from the coating, and we look forward to implementing SkyCool across our supermarkets nationwide wherever appropriate as a component of new construction and refurbishment.

Yours faithfully,

A handwritten signature in black ink, appearing to read 'I. Giblett'.

Ian Giblett  
Construction Operations Manager  
National Store Construction

