

Press Release: Northmore Gordon and Wattly become one

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About this update

This dated news record has been reorganised for clear reading and connected to current guidance.

Publication date: May 31, 2021.

Status note: Present-tense statements, market figures, deadlines and program details in the archived record belong to its publication date. Check current official sources before making a decision.

What this article reported

31st May 2021, Melbourne Australia.

Wattly Pty Ltd, one of the largest Environmental Certificate aggregators, and Northmore Gordon Pty Ltd (NG), a leading energy and carbon consultancy, have combined forces under the Northmore Gordon name. The consolidated business is focused on providing B2B Advisory Services and Environmental Certificates to help large business decarbonise and improve energy performance.

Northmore Gordon was formed in 2009 to join the global effort to reduce emissions of greenhouse gases. In 2012 the directors of NG with two others founded Wattly Pty Ltd to use Cloud and Mobile solutions to help drive energy efficiency, renewable energy adoption, and carbon abatement and support the transition to a low carbon economy.

Wattly focussed its efforts on the energy savings certificate industry and grew to be the largest certificate creator under the VEU for a number of years. In 2017 Wattly acquired NG to help further grow both businesses. For the past four years the businesses have been co-located and worked together whilst retaining separate customer segments and brands.

Wattly's Managing Director (now Group Commercial Director), Hamish McGovern, said -

"this is a natural evolution for us. By combining forces, we can offer customers from both businesses much more, and it really cements our position as the leading business for measurement & verification, as an innovative certificate aggregator, and as leading decarbonisation experts. It enables us to assist our customers to reduce carbon emissions even faster than before".

Craig Morgan (Group Managing Director),

"I am really excited about our offering for the large energy users. We provide all the components for an end-to-end pathway to carbon neutrality from strategy to implementation. Advisory identifies the existing carbon footprint and energy use, helps to identify ways to decarbonise and improve energy performance and advise on how energy certificate programs and carbon offsets to help fund projects. Coupled with this our understanding of the energy supply landscape, we give the customer a seamless offering to navigate this complex journey".

Together the new Northmore Gordon offers the following across Australia and South East Asia:

Advisory services

Carbon Strategy

Strategic Energy Sourcing

Measurement and Verification

Energy Performance

Environmental Certificates

Project Origination

Method Selection (industrial and commercial sectors)

Portfolio Management

Certificate 'bundling' for retailer obligations or offset packages

Forward-selling contracts

Wattly also has experience in registering over 5,000,000 certificates (~tonnes of CO2-e) from over 40,000 energy efficiency, carbon emissions reductions, and renewable energy projects.

Northmore Gordon will continue to provide ESCOs, Contractors and equipment providers with a one-stop-shop for all types of environmental certificate opportunities for specific equipment or project upgrades.

For any finance related questions please contact - certificates@northmoregordon.com

How to use this information now

For current use, confirm the applicable scheme rules, regulator notices, market date and reporting period. Keep historical prices or forecasts separate from present quotes and verified outcomes.

Separate source-reported facts from forecasts, targets and commentary. For a current project, retain the official source, version, effective date, assumptions and decision record in the evidence file.

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What was the strategic rationale behind Northmore Gordon and Wattly combining their businesses?

The merger represented a natural evolution to consolidate complementary capabilities developed since 2009 and 2012 respectively. We brought advisory expertise in carbon strategy, energy performance, and measurement and verification, while Wattly contributed substantial experience as the largest Victorian Energy Upgrades certificate creator, with over 5,000,000 certificates registered from 40,000+ projects. The combined entity could offer large businesses an end-to-end pathway from carbon

footprint assessment through decarbonisation strategy, implementation support, to certificate and offset procurement, positioning the business as a leading provider across measurement, verification, certificate aggregation and decarbonisation consulting across Australia and South East Asia.

How does the combined Northmore Gordon support large energy users seeking to achieve carbon neutrality?

The merged business provides integrated services addressing the complete decarbonisation pathway. Advisory services help organisations establish their current carbon footprint and energy consumption, identify reduction opportunities, and evaluate energy certificate programmes and carbon offsets to fund projects. Combined with strategic energy sourcing expertise and understanding of the energy supply landscape, this creates a seamless offering enabling customers to progress from strategy development through to implementation. This integrated model allows large energy users to access technical assessment, commercial evaluation, funding identification and procurement support within a single engagement.

What experience does Wattly bring to environmental certificate services under the combined Northmore Gordon?

Wattly contributed substantial certificate expertise, having registered over 5,000,000 certificates representing tonnes of CO₂-e from more than 40,000 energy efficiency, carbon emissions reduction, and renewable energy projects. This experience encompasses project origination, method selection across industrial and commercial sectors, portfolio management and certificate bundling for retailer obligations or offset packages. The combined we leverage this credential to support customers in accessing multiple certificate pathways and managing certificate portfolios effectively, while continuing to provide ESCOs, contractors and equipment providers with one-stop certificate advice for specific equipment upgrades and projects.

What advisory services does the combined Northmore Gordon offer to support energy and carbon management?

The consolidated business provides comprehensive advisory services including carbon strategy development, strategic energy sourcing guidance, measurement and verification of energy savings, and energy performance assessment. These services address the core components organisations need to identify opportunities, evaluate economics, secure funding through certificates or other mechanisms, and verify outcomes. By connecting emissions information with engineering, procurement and investment decisions, our advisory offering supports organisations across Australia and South East Asia in developing credible decarbonisation pathways tailored to their circumstances, operational requirements and financial constraints.

How did the relationship between Wattly and Northmore Gordon evolve before the 2021 merger?

Wattly acquired Northmore Gordon in 2017 to accelerate growth of both businesses. For four years following acquisition, the companies remained co-located and worked collaboratively while maintaining separate customer segments and distinct brands. This operational structure allowed each business to preserve its market position and service focus while building relationships and identifying integration opportunities. By 2021, the directors determined the time was appropriate to consolidate under the Northmore Gordon name, recognising that full integration would enable more comprehensive service delivery and strengthen competitive positioning as a leading provider of advisory, certificates and decarbonisation expertise.

What does the combined Northmore Gordon offer ESCOs and contractors regarding environmental certificates?

We continue to provide Energy Service Companies, contractors and equipment providers with a comprehensive one-stop-shop for environmental certificate opportunities across multiple programme

types. The combined business can advise on certificate eligibility for specific equipment upgrades or project types, support method selection, assist with registration and evidence gathering, and manage portfolio administration. This service model enables installers and ESCOs to focus on their core delivery while leveraging our expertise in navigating complex certificate schemes and optimising the financial contribution of environmental instruments to project economics.

What is the scope of Northmore Gordon's geographic operations following the merger?

The combined we provide services across Australia and South East Asia. This geographic footprint reflects the organisation's capability to support businesses in multiple jurisdictions with differing regulatory frameworks, certificate schemes and energy markets. The presence in these regions enables Northmore Gordon to serve multinational organisations, support regional expansion of businesses, and leverage local expertise in energy efficiency, renewable energy and decarbonisation strategies relevant to each jurisdiction's specific environmental and energy policy landscape.

How does Northmore Gordon's combined offering address measurement and verification in the context of environmental certificates?

We position measurement and verification as a core component of our advisory services, essential for both demonstrating actual energy savings and establishing credible evidence for environmental certificate claims. By combining advisory expertise with substantial certificate registration experience across over 40,000 projects, the business understands the specific evidence requirements of different certificate schemes and the practical integration of M&V; planning with project execution. This positioning allows Northmore Gordon to help organisations plan measurement approaches from project inception, establish defensible baselines, and generate evidence suitable for both internal performance tracking and scheme compliance.

What commercial and operational advantages does the merger create for customers seeking decarbonisation solutions?

The merger eliminates the need for businesses to coordinate multiple external providers, creating a single point of accountability for end-to-end decarbonisation support. Customers benefit from seamless service delivery across carbon strategy development, energy auditing, feasibility assessment, procurement guidance, certificate navigation, and performance verification. This integrated model reduces coordination risk, improves information flow between strategy and implementation phases, enables faster decision-making as advisory and certificate specialists collaborate from project inception, and allows the business to tailor funding and certificate strategies to align with specific project economics and risk profiles identified during technical assessment.