

Total Efficiency



Solar PV Installation Offer



# The Total Efficiency Offer



Adopting the right strategy

The offer capitalises on the FiT regime and looks to retrofit PV Panels onto the roof spaces of commercial property owners



Achieving certainty

The PV Panels are covered by the manufacturers warranty. The installation is performed by a major contractor who then conducts the O&M of the PV System and provides a performance warranty on the installation.



Realising value through sustainability

Depending on the roof area available, the energy generated is classed as renewable and aligns with the CSR agenda for property owners.



Unlocking value from built assets

The PV System help provide certainty on the OpEx of the building and can form part of a BREEAM / LEED certification process.

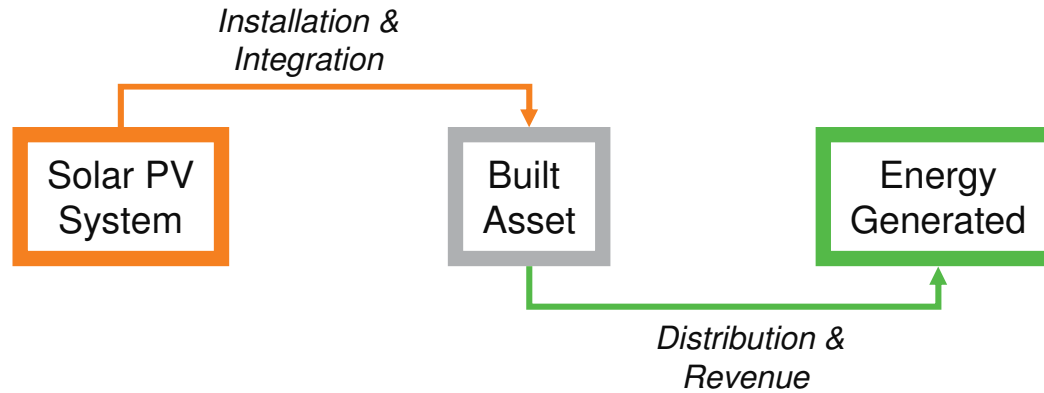


Doing more with less

The offer requires no capital commitment from the property owner. All that is required is a 25 roof lease and access to said roof space



# Model Breakdown



**SPV Systems Inputs:**

- Fully funded PV System
- Full Turn Key Installation
- Performance Warranty
- Interface Insurances

**Property Owner Inputs:**

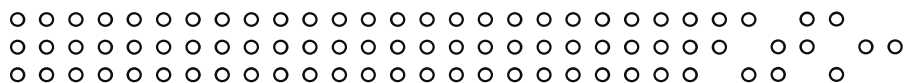
- Access to & lease of roof

**Property Owner Benefits:**

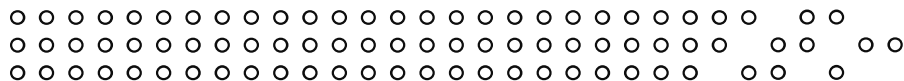
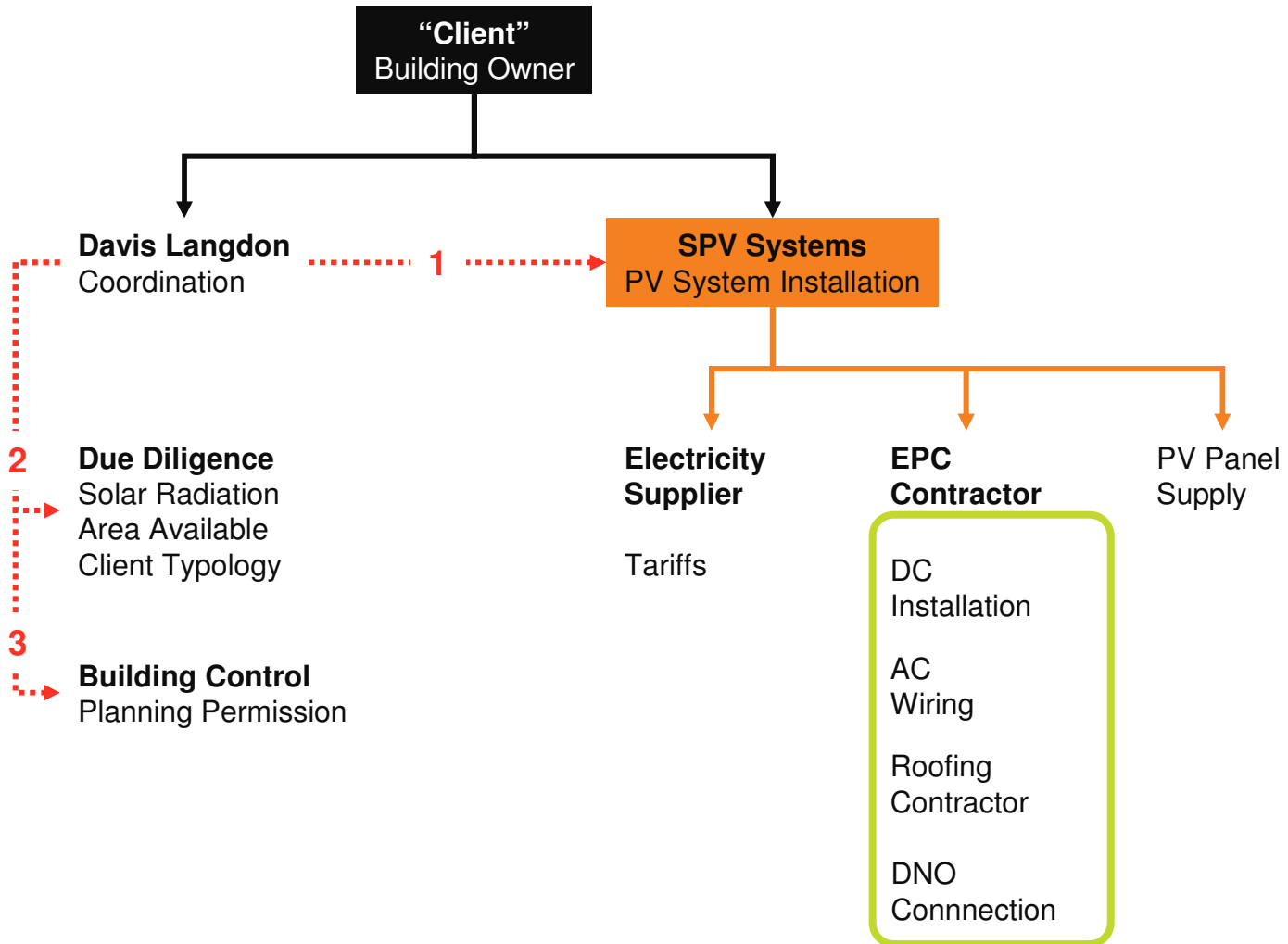
- Revenue from Energy
- Reduction in Imported Electricity
- EPC Grade of Building
- BREEAM Rating of Building
- Improved Asset Value
- Fulfills CSR Agenda

**NOTE:**

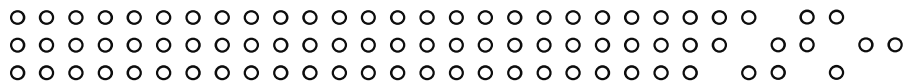
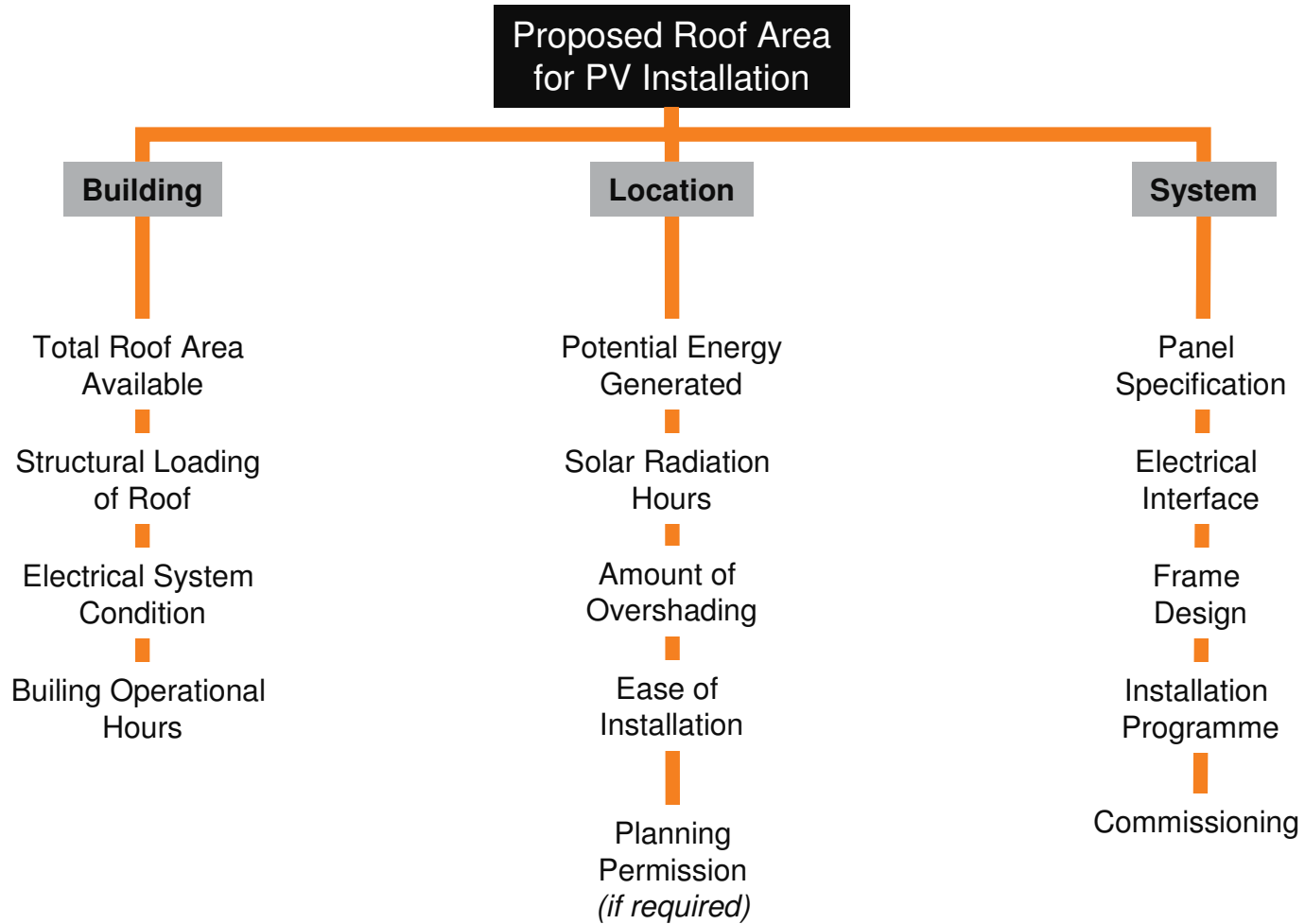
The model we propose is inherently tied to the number of hours of solar radiation available in the location of the proposed roof. As such the model is subject to change depending on the solar radiation levels available.



# Organigram Retrofitting



# Roof Space Requirements



# Value Chain & Risks



## Risks

- Solar Radiation level
- Lack of sufficient roof area
- Lack of access to roofs
- Roof Structure Weakness
- Insufficient Energy Generated
- Planning Constraints

## Mitigation

- Covered in Due Diligence Conducted

## Risks

- Lack of Sufficient Leverage
- Panel Installation rates volatility
- Panel Purchase price volatility

## Mitigation

- Finance organised at attractive leverage
- Price fixed direct with manufacturer

## Risks

- Lack of access to roofs
- Lack of sufficient roof area
- 25 year lease structure

## Mitigation

- Covered in Due Diligence Conducted
- Negotiated with owner

## Risks

- Power infrastructure liability (Wiring)
- Roof structure integrity (waterproof)
- System interfaces liability (inverters)
- PV Lifespan

## Mitigation

- Verified in PV system design
- Performance warranty from EPC Contactor

## Risks

- Integration with current FM contract
- O&M liability for PV System
- Performance Monitoring
- Warranty Scope & Ownership

## Mitigation

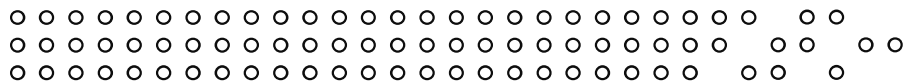
- Covered by O&M obligation of EPC Contractor

## Risks

- Lack of Tenant/ Void periods
- PPA compromised: Insufficient energy generated over year

## Mitigation

- PV system designed with significant resilience



## Next Steps

Should the proposition detailed here be of interest, the following steps are required:

1. Initial discussions with SPV Systems detailing viability, concerns and timeframes.
2. Agreement to a pilot site. Requires identification of site and initial due diligence conducted.
3. Pilot site verified and timescale for installation agreed.
4. Installation designed, contractor mobilised and roof access granted.
5. Pilot Installation completed. Operational data monitored for fixed period.
6. Operational data verified.

If the pilot is deemed a success we would look to expand the installation programme across a portfolio in a specific region where the roof criteria and solar radiation levels meet performance requirements.

For further details regarding the proposition please contact:

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