

# SOLAR POWER FOR THE BUSINESS MARKET



# WELCOME TO CENTRECO

Centreco is a company focused on delivering the benefits of solar power to the business market. We offer a full service, from review to design, financing, installation, administration and monitoring of solar systems to commercial property owners and landlords throughout the UK.

Centreco offers an all-inclusive service which harnesses the full benefits of solar energy for your business. Our objective is to help companies take advantage of solar power and to offer a one-stop-shop solution for accessing the benefits of solar energy generation systems.

## THE BENEFITS OF USING SOLAR ENERGY

The return on capital invested in a solar system can offer very substantial returns to a business.

**Harnessing solar power for commercial enterprises in the United Kingdom will deliver the following key benefits:**

- Deliver no-cost electricity to a business site
- Generate income through government backed eco-tariffs
- Generate income through export of surplus electricity to the grid
- Offer new income sources to commercial landlords

The financial benefits can be maximised by accessing a Centreco structured funding package applicable to commercial solar systems, which means net capital outlay is kept to a minimum, often nil, meaning return on capital employed is optimised and cash flow implications are positive.

**Systems – which are generally roof-mounted - offer returns for a minimum of twenty-five years and there are significant additional upsides for companies, including:**

- Adding value to a property asset
- Improved energy ratings
- Tax efficient structures
- Improving eco credentials – environmentally responsible action

## THE BENEFITS OF USING CENTRECO

Centreco offer a fully integrated solar energy management service from initial review of a perspective commercial property, through to the design, approval, build, installation, administration and monitoring of the solar system.

We can offer business advice on maximising the benefits from a solar system and will facilitate financing structures that offer first-class returns on a solar system investment with very attractive cash flow benefits being delivered from our funding options.

We will bring a system through to the initial site design and financial modelling at no cost to a commercial property owner. We will work with our client to deliver a highly efficient tier one operating system – we use in-house build and installation resources to ensure continuity and quality throughout the project.

We will administer the process of system acceptance into the grid and the related certification processes. We can provide a full monitoring service, utilising exceptional equipment and offering performance guarantees.

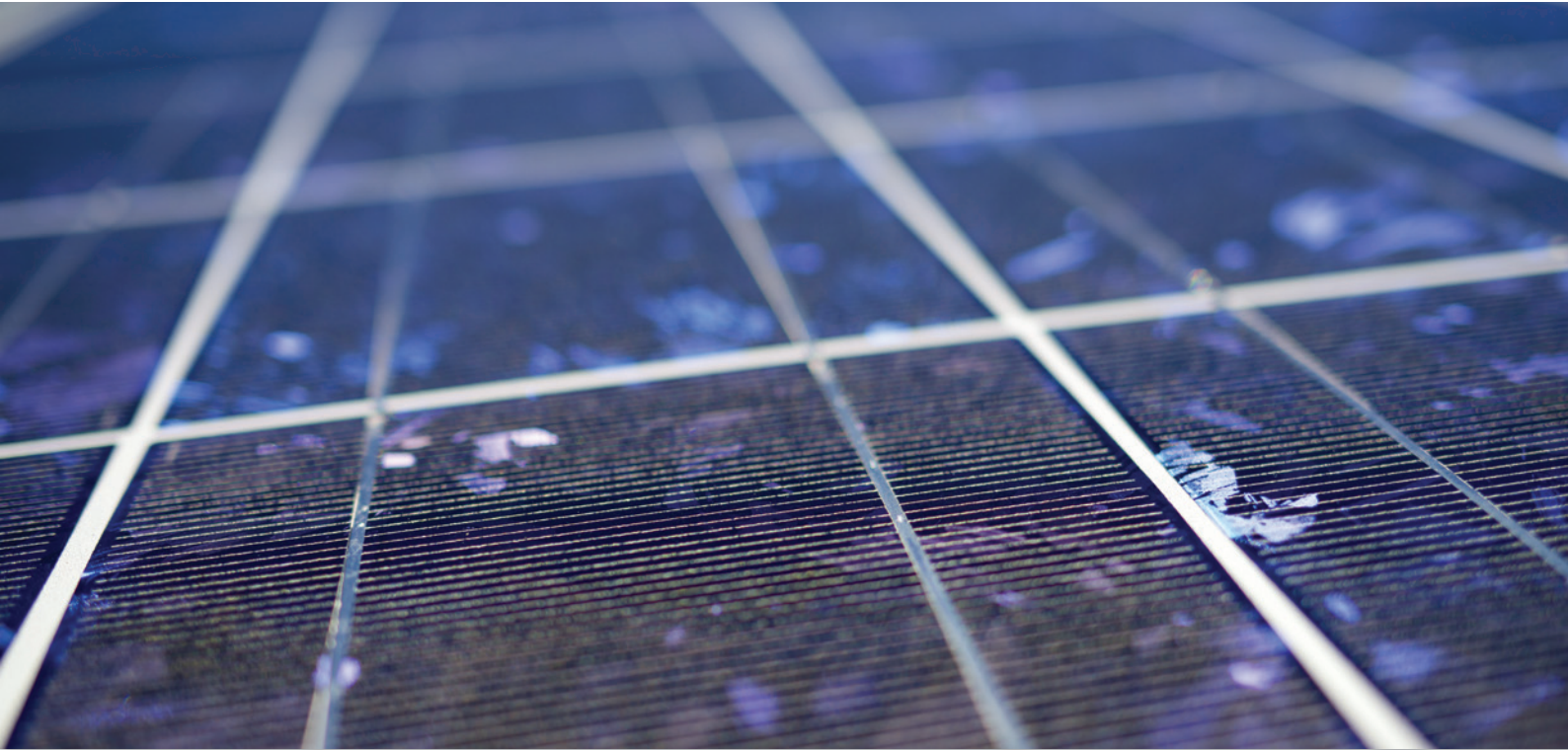
Centreco's service is aimed purely at the commercial sector; we target the delivery of the business and environmental benefits of solar energy.

We are a professional NAPIT accredited company who thrive on delivering high quality solar systems and premium financial returns for our clients.



# SOLAR ENERGY

A solar photo-voltaic system offers a very attractive pay-back and a long term income stream for a business



## A SOLAR PV SYSTEM

Modern solar systems convert daylight into energy.

A solar photo voltaic system - Solar System or Solar PV System – will use a series of solar modules – panels – which utilise specialist technology to convert photons from daylight into electricity in direct current – DC form.

An inverter will convert this direct current into an alternating current – AC form, for use in the building.

A common misconception is that a solar system requires extensive sunshine to work efficiently and their use is confined to southern European countries or across other hot international climates. This is not the case; today's systems work extremely effectively in the climate of north-western Europe. They are designed to maximise output from the U.K. day light patterns and U.K. climactic conditions.

Electricity generated by the system will always be used in preference to a site's standard electricity supply and any solar generated electricity not used by a client will be returned to the grid via the network supply cable.

As a result, a solar system will supply no-cost electricity to a site, will generate return from energy returned to the grid and such is the positive environmental impact of solar energy, a client will additionally enjoy a further U.K. government-backed concession – the feed-in tariff – over a 20 year period.

The combination of these elements means that the return on investment in a solar photo voltaic system offers a very attractive pay-back and a long term income stream for a business.

# SOLAR ENERGY FOR A COMMERCIAL PROPERTY

Centreco offer the ultimate solar energy package for businesses in the UK



The benefits of solar energy can be accessed by most property owners in the United Kingdom. However, most advantage can be gained in the business sector, as property roofs tend to be larger and therefore the energy generated is higher; businesses generally use more electricity and therefore the energy savings are greater.

Centreco exclusively focus on the business market, providing both the solar energy system and access to financing solutions that maximise the commercial benefits for our clients.

With options including access to solar investment, acquisition and leasing schemes offering efficient capital structures, further incentives and tax advice are available through

Centreco. We will work alongside our client's financial management to ensure maximum commercial benefits are delivered from our systems.

The systems we recommend are generally roof mounted, however some ground mounted systems can apply in certain scenarios. Roof mounted systems do not require planning consent.

This means that if you are an owner or a long leaseholder of a factory, warehouse, industrial premises, manufacturing premises, farms, offices, retail units, leisure units or trading units, you can benefit from the Centreco proposition.

# SOLAR ENERGY FOR A COMMERCIAL LANDLORD

Centreco have developed a dedicated package for commercial landlords

Centreco have developed a dedicated package for commercial landlords; owners of tenanted commercial properties can take extra advantage of solar systems and offer their tenants efficient electricity supply and competitive rates.

## FINANCIAL BENEFITS

By installing a solar system, a landlord gets the benefits of the government-backed feed in-tariff, the electricity exported to the grid and has the facility to charge tenants for the electricity used and generated by the system.

This income offers a very attractive return on capital opportunity for commercial landlords and, when coupled with a Centreco structured finance package, can mean these returns are accessible with no or limited cash outlay.

## SIGNIFICANT VALUE TO PORTFOLIO

With the increased value a solar system can add to a property, coupled with the above income, the environmental advantages and the added value service being provided to tenants, solar systems are particularly beneficial to the landlord market.

## TURNKEY SOLUTION

Centreco have developed a bespoke package which allows landlords to access these benefits. We will audit, design and structure a solar system, manage the build and installation to deliver a tier one working system for the property owner. We will advise of the electricity supply agreements to tenants and will recommend billing rates and the billing process as necessary.

## MONITORING

In addition, Centreco will set up a monitoring system allowing landlords to both monitor the efficiency of the system and, importantly, establish the level of usage of the solar generated electricity by their tenants.

Centreco can provide this detail to landlords allowing the invoicing of this usage at the agreed rate to the tenant. In addition, Centreco can provide a billing service on behalf of the landlord.

Centreco provide a fully integrated solar energy service to landlords. The financial opportunities for landlords from a solar installation are first-class and the benefits can be accessed easily with Centreco's support.



# CENTRECO SOLUTIONS

Centreco will deliver a fully commissioned, approved and warranted system for a client



## **YIELD REPORTS & FORECAST**

Centreco will model a system for a client based on the specific conditions applicable to a site's orientation, climate and daylight patterns based on 20-year average data analysis for that precise location.

The model will specify the forecast energy outputs based on industry performance criteria and the power conversion performance of the most efficient tier one solar panels and inverter equipment.

This analysis will show the electricity saving; the network returns and the benefits of the feed-in tariff, modelled against the cost of the system, both as a capital purchase and against a client specific funding structure, which optimises cash flow and maximises returns.

From Centreco's experience, it is more likely that a working system will exceed the forecast model and returns will be better as a result. A client can take comfort from the background work done by Centreco in every system design and power modelling and, in practice, can rely on

the equipment performance warranties and Centreco's workmanship guarantees.

## **QUALITY AND ROBUST PRODUCT**

A typical solar system will operate for well in excess of 30 years, performance guarantees stay in place for 25 years and the feed-in tariff is underwritten by the UK government for 20 years.

## **ACCESSIBLE FUNDING**

A solar photovoltaic system represents a shrewd long term business investment; it offers immediate benefits and the funding structures available mean a system is accessible to virtually every commercial property owner in the United Kingdom.

Centreco will take responsibility for navigating a client through to maximising the benefits of a solar system and will deliver a fully commissioned, approved and warranted system for a client. Centreco will handle the full process and can provide the necessary monitoring and reporting on a system's performance to ensure full peace of mind for a client through the life of the system.

# THE CENTRECO SERVICE

Centreco offer the most complete solar package for UK Commercial property owners

Centreco have many years of experience in the solar market. We offer a consultative approach and will engage with a business in order to maximise the advantages of accessing solar energy from their site, working side by side at every step of the process.

## SYSTEM PROPOSAL

Centreco will carry out an energy review, followed by the outline design and a presentation of the system economics. We will undertake network acceptance for our client's proposed system and we will undertake the necessary structural and energy surveys required. We will prepare a final design and financial proposal based on the feedback from these findings. Our aim is to provide our client with premium returns.

## PROJECT FUNDING

Centreco will propose the most efficient funding structures for the purchase of the proposed solar system – this can take the form of various lease to own structures, access to specialist eco funds and straight forward capital asset purchase schemes, with the alternative of cash purchase always available if a client wishes to.

In any instance, Centreco will provide a final financial plan for the system and its operation, structured on a bespoke basis to suit each client.

## NETWORK ACCEPTANCE

Centreco will complete the installation and will ensure the administration of the system's installation to gain the

necessary acceptances onto the national grid and deliver both the tariff and network benefits accordingly.

## TURNKEY INSTALLATION

Once agreed, Centreco will facilitate the build and installation of the system, delivered through its own in-house resources. We will use only tier one equipment backed by exceptional performance and manufacture warranties.

## MAINTENANCE & MONITORING

Centreco can offer a service package which monitors the systems performance post installation, allowing maximum efficiency and action to be rectified in case of system damage or in the unlikely event of malfunction.

## SYSTEM PRODUCTION & ANALYTICS

Centreco can provide full system analytics for client peace of mind and can offer a usage and administration service where commercial landlords are billing their tenants for energy used from their system.

Centreco will bring a system through to the initial site design and financial modelling at no cost to a commercial property owner. Our initial consultation phase is free and there is no obligation to install a system until a client has the certainty that the system will be accepted into the grid as specified and that all surveys and energy checks have been conducted positively.





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