



Statkraft

PURE ENERGY



How to make
significant savings
and reduce CO₂
emissions

**SAVE
MONEY
SAVE
CARBON**

STATKRAFT

BORN IN RENEWABLES



Founded in **1895**, Statkraft is **Europe's largest** renewable energy generator



Norwegian **State owned** utility with an unmatched provenance among energy providers



A **global player** in sustainable **clean energy** with **12 GW** of assets and **66 TWh** per annum



The UK's **leading PPA provider**

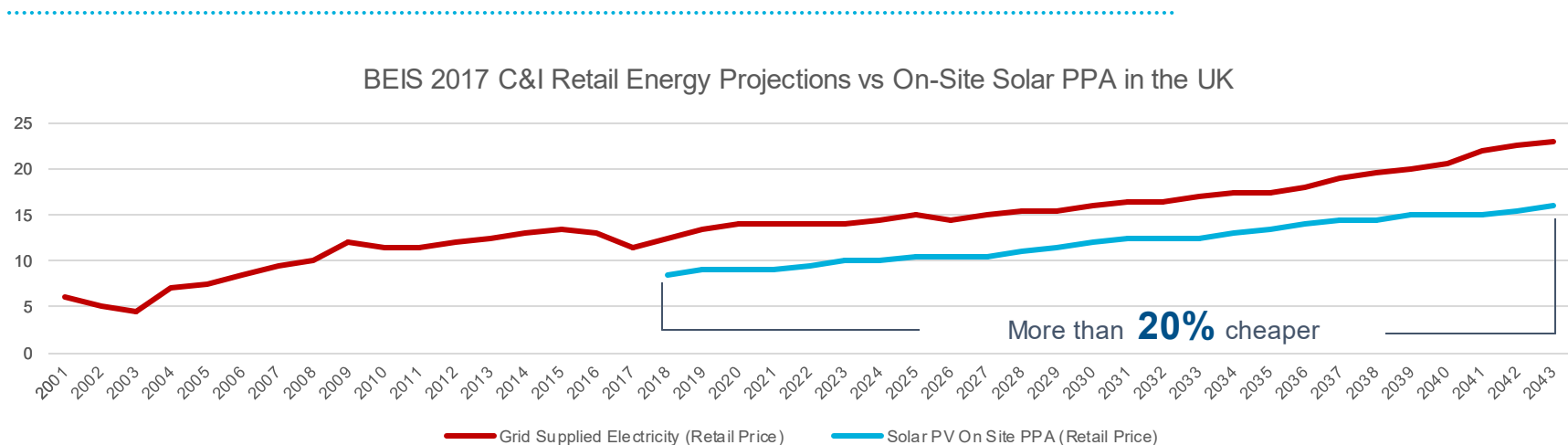


A safe and secure pair of hands, with
**INDUSTRY LEADING
A- CREDIT RATING**
is ready to be your long-term partner

UK RETAIL ENERGY MARKET

The forecasted increase in delivered grid prices according to BEIS, for large consumers of electricity in the UK:

- 1) Prices have actually **risen** from **2001-2017** on average by **5% per annum**
- 2) In fact, **doubling since 2001** from £57 MWh to £113 MWh



Source: BEIS 2017 Updated Energy & Emissions Projections

ON-SITE SOLAR IS THE ANSWER

Solar enables you to make **Day One Savings**, at the same time as securing predictable **long-term price certainty**.



Save Money, whilst reducing carbon emissions



Meet your CSR requirements (REGO's, ESOS and EPC ratings)



Hedge against future grid price fluctuations



All while putting unused rooftop space to good use



UK SOLAR MARKET - OPPORTUNITY

Solar PV is arguably the most environmentally friendly, clean and universally applicable form of on-site power generation.

Only **16%** equates to circa.
20GWp of potential.

(According to MP Greg Barker from The Department for Business, Energy and Industrial Strategy 'BEIS')

250,000 hectares of south facing commercial roof space in the UK. If utilised this could provide approximately **50%** of the UK's electricity demand."

(According to BRE (2016) Solar PV on commercial buildings: a guide for owners and developers, (K. Arora, S. Diu, J. Roper and G. Hartnell).



UK SOLAR MARKET - REALITY

**Commercial Rooftops
to date remain the most
underutilised segment.**

**13GW total installed solar in the
UK as of March 2019**

- 45% of which is from only 465 individual solar farms
- 20% is from residential solar systems
- <10% is on commercial roof-tops

.....

**<1% is third party
funded commercial
roof-top Solar.**

WHY IS THE UK SOLAR MARKET LIKE THIS?

Some of the main issues:

Business:

- Non-core business
- Hassle and internal resources
- Doesn't meet payback criteria
- Long term allocation of capital
- Even with third party funding:
 - Under IFRS 16
 - Liability/Debt On Balance-sheet
 - High legal fees

WHY IS THE UK SOLAR MARKET LIKE THIS?

Some of the main issues:

Property Issues:

- Lease/sub-lease of roof-space
- Property ownership
- Conflicted interests between Landlords and Tenants
- Third party registration at the Land Registry
- Mortgage consents required
- Business rates concerns on premises
- Scalability not possible as too many stakeholders

ORIGINAL THINKING, UNIQUE SOLUTIONS





Statkraft
PURE ENERGY

SOLAR BY STATKRAFT

YOUR POWER, OUR RESPONSIBILITY

INNOVATION BEYOND TECHNOLOGY



STATKRAFT SOLAR SOLUTION

- + No Lease
- + Landlord/Tenant Aligned
- + Off Balance-Sheet
- + Fitting
- + Framework Approach

Statkraft Solar Solution: A TRUE PARTNERSHIP IN ON-SITE CLEAN ENERGY

- Turn-key, fully managed, frictionless solution
- A national energy provider with A- credit
- Traditional landlord/tenant interests are aligned
- EPC rating of every property is improved
- Business rates of premises are unaffected

CREATES POSITIVE IMPACT ON YOUR P&L



**100% OFF
BALANCE
SHEET**

Zero adverse
accounting effect



**REDUCED
ENERGY
COSTS**

Improving business
performance

DELIVERS THE BEST OF BOTH WORLDS

GREAT FOR THE PLANET

- Clean energy, reduced CO₂
- A positive, progressive commercial decision
- Enhances your business proposition
- Subsidy-free

GREAT FOR THE BUSINESS

- Money saving from day one
- Energy security
- Effective cost controls and management
- Long term price certainty
- Supports wider business objectives

“

Statkraft supports a global transition towards a low-carbon economy by offering **renewable and sustainable energy solutions**. Renewable energy is key to **combat climate change reduce your CO₂** and **Statkraft** is part of the **solution** to a cleaner future.

PROVIDING PURE ENERGY

SAVE MONEY

Electricity supplied at
a discount to Grid

OFF BALANCE SHEET

Make a real saving with
no adverse accounting
impact for your
business

TURN-KEY SOLUTION

Fully Funded by
Statkraft, covering
the capital outlay

HASSLE FREE

Installed, operated,
maintained & insured
by Statkraft

ON-SITE GENERATION

Secure,
Stable Power Supply

ZERO CARBON

Meet environmental
quotas



Q&A



Statkraft
PURE ENERGY

SOLAR BY STATKRAFT

YOUR POWER, OUR RESPONSIBILITY