

# COMMERCIAL SOLAR PV



SOLAR ENERGY TO REDUCE ELECTRICITY COSTS. FOR FREE.



# WE HELP BUSINESSES UTILISE THE BENEFITS OF SOLAR ENERGY TO REDUCE ELECTRICITY COSTS. FOR FREE.

REI funds, develops, monitors and manages an estate of commercial and residential electricity generating solar PV systems across the UK. Our team have managed over 1,000 installations.

We help businesses achieve long-term reductions to their ever increasing electricity costs by enabling them to generate their own clean, green electricity from solar energy, without any requirement for capital investment.

## HOW IT WORKS

- 1 You agree to lease the airspace above your roof for 20 years.
- 2 We install a solar PV system onto your roof, free of charge.\*
- 3 We monitor, maintain and insure the system for 20 years, at no cost to you.

\*We receive a payment from the Government under the Feed-in Tariff Scheme that was established to incentivise the deployment of renewable energy technologies

## HOW YOU BENEFIT

Funding option	FREE	COMBINED
Capital investment	Zero	Typically 25% of the installation cost
Solar PV electricity	Typically 50% of your current grid tariff for 20 years; free thereafter	Free for the lifetime of the system
Monitoring, maintenance & insurance	Undertaken free of charge for 20 years	Undertaken free of charge for 20 years
Return on investment	n/a	c.25%-30%

"We are focused on being environmentally friendly so the time seemed right to take advantage of REI's Solar Power Purchase Scheme"

John Hendy,  
Systems & Resources Director

## CASE STUDY HENDY GROUP

The cutting-edge solar power system was fitted free of charge on the roof of the Hendy Group's Van and Truck Centre in Chandler's Ford, near Southampton.

John Hendy, Systems and Resources Director at the Hendy Group, said: "As a company we have been keen to adopt innovative technology over the years.

"We are also focused on being environmentally friendly so the time seemed right to take advantage of REI's fully funded Solar Power Purchase Scheme.

It is still early days but we are very pleased and are looking to introduce it at our other sites."

Solar PV converts sunlight into electricity.

The solar PV system at Hendy's Van and Truck Centre on the Chandler's Ford Industrial Estate is one of a large number of systems being rolled out nationwide by REI under its new Solar Power Purchase Scheme.

"Our business will benefit from the PV system through much reduced electricity bills and is able to preserve its own capital to invest in its core business activities."

The Hendy Group is based in Chandler's Ford but has dealerships at locations across the south, including Southampton, Portsmouth, Fareham, Eastleigh, Chichester, Winchester and Exeter.

### SYSTEM SPECIFICATION

Size of system: 50kWp

Equipment: Canadian Solar

Forecast Output: 46,890kWh/annum

Carbon saving: 18.8 tonnes CO2e/annum

Forecast 20-year saving: £114,000

# TYPICAL FUNDING SCHEME RETURNS

## FREE

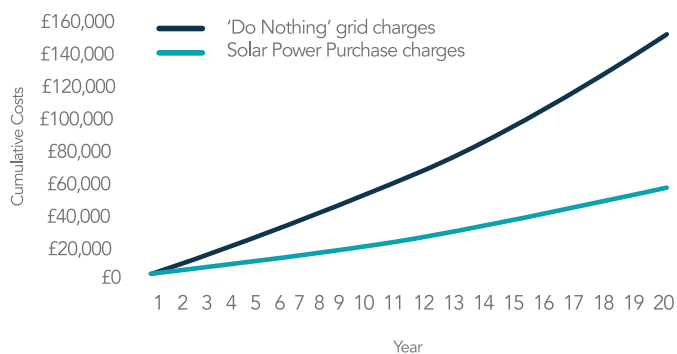
REI funds the entire installation of a solar PV system and you receive heavily discounted

solar PV electricity. After 20 years, ownership of the system transfers to you and you enjoy 100% free solar electricity for the remaining lifetime of the system (c.15 years).

### BOTTOM LINE SAVINGS ON ENERGY COSTS

A typical installation will deliver our clients savings on their electricity bill of £2,400 in year 1 and £132,000 over 20 years\*

### 'DO NOTHING' VERSUS SOLAR POWER



\*Based on a 50kWp system, 80% on-site usage, 11.6p/kWh electricity tariff, 5p/kWh solar PPA tariff, 2.5% RPI and 7.6% for electricity price inflation.

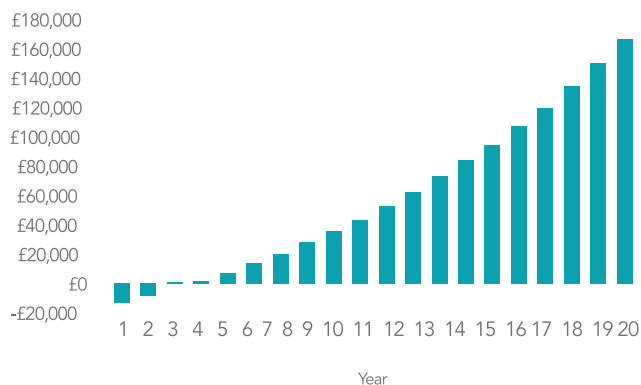
## COMBINED

REI funds the entire installation of a solar PV system and you invest a fixed sum to receive 100% free solar PV electricity for the lifetime of the system (c. 35 years).

### RETURN ON INVESTMENT

A typical installation with an investment of £15,000 will deliver a return on investment of £165,000 after 20 years, with an estimated payback of just over 3 years\*

### INVESTMENT RETURN FORECAST



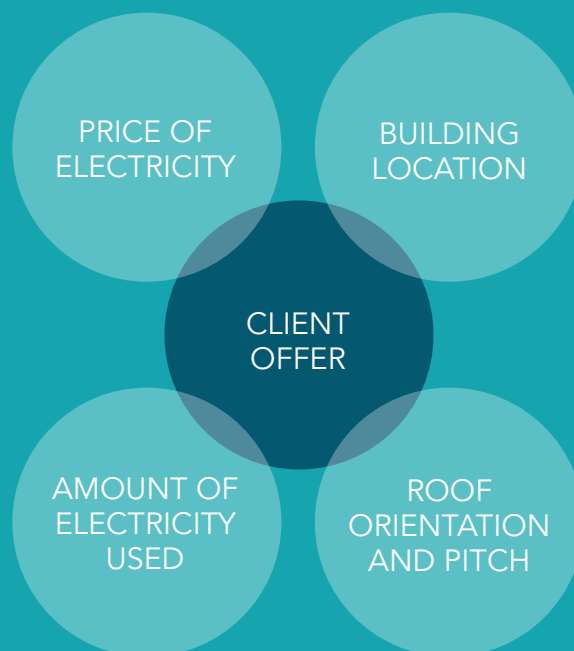
\*Based on 50kWp system, 80% on-site usage, 11.6p/kWh electricity tariff and 7.6% for electricity price inflation.

TAG LINE HERE



# KEEPING THE PROCESS SIMPLE, TRANSPARENT AND HASSLE-FREE

- 1 We assess the potential of your roof and gather data regarding your current electricity usage and pricing.
- 2 We propose two options:
  - Free - bringing you instant savings to your electricity bill
  - Combined - your capital investment will deliver free solar PV electricity for the lifetime of the system
- 3 You agree to lease the airspace above your roof to us
- 4 We install the solar PV system
- 5 You enjoy reduced electricity bills for 20 years with no maintenance costs and no worry about the operation of the system
- 6 After 20 years, ownership of the system transfers to you to enjoy free solar PV electricity for the remainder of the system life - c. another 15 years

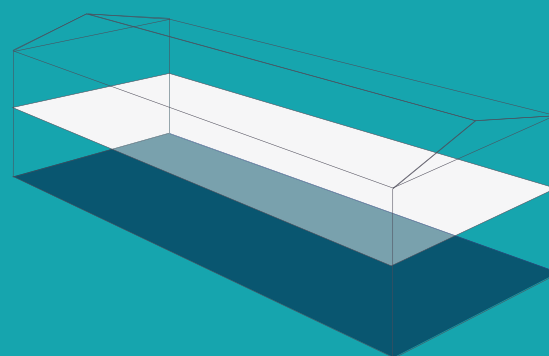


## IS YOUR BUILDING SUITABLE?

To achieve the maximum electricity bill savings, your building should have an unshaded roof that is structurally sound and in a good state of repair. Both pitched and flat roofs are suitable but pitched roofs facing between South East and South West are ideal.

Typical solar PV systems installed under this scheme are sized between 20 and 250 kilowatts (kWp), equating to the installation of 80 to 1,000 solar PV panels.

Use the building sizing guide to estimate the potential capacity of your building.



Building footprint (for pitched or flat roofs)		Number of panels	System size
450 m2	4,800 FT2	100	25 kWp
850 m2	9,200 FT2	200	50 kWp
1,600 m2	17,200 FT2	400	100 kWp
3,600 m2	39,000 FT2	1,000	250 KWP

"The installation was very quick and there was no disruption at all"

Jonathan Spencer, Owner, The Hampshire Golf Club

## CASE STUDY HAMPSHIRE GOLF CLUB

The Hampshire Golf Club is set in 240 acres of countryside in the Test Valley, near Andover. Faced with increasing electricity costs, the club decided to install a 30kWp system across the driving range shelter and greenkeeper's workshop under REI's fully funded Solar Power Purchase Scheme.

The system is currently generating 30% of the club's electricity demand. This power is provided

to the club at a significant discount compared to their normal grid tariff, leading to instant meaningful savings on electricity costs, without any capital investment whatsoever.

Jonathan Spencer, owner at The Hampshire Golf Club highlighted, "One of the main advantages of this innovative scheme is that REI invested in the solar technology on our behalf.

We will benefit financially from the PV system and have been able to preserve our own capital to spend on our core business activities."

After 20 years, the club will take ownership of the system with free solar energy for the remaining life of the equipment - typically another 15 years.

"The REI team were extremely helpful. The installation itself was very quick and there was no disruption at all to the club, golfers or staff."

### SYSTEM SPECIFICATION

Size of system: 30kWp

Equipment: Canadian Solar

Forecast Output: 27,279kWh/annum

Carbon saving: 12.1 tonnes CO2e/annum

Forecast 20-year saving: £86,140

## YOUR ROOF IN SAFE HANDS

When our clients commission a solar PV system from REI, we recognise that they are trusting us with one of their major business assets; the roof on their building.

Our accredited installation partners have significant demonstrable experience installing solar PV systems across the UK and Europe. Collectively our partners have designed, installed and now operate high performance solar PV systems in all environments, on all roof types and across a wide range of public and private sector clients.

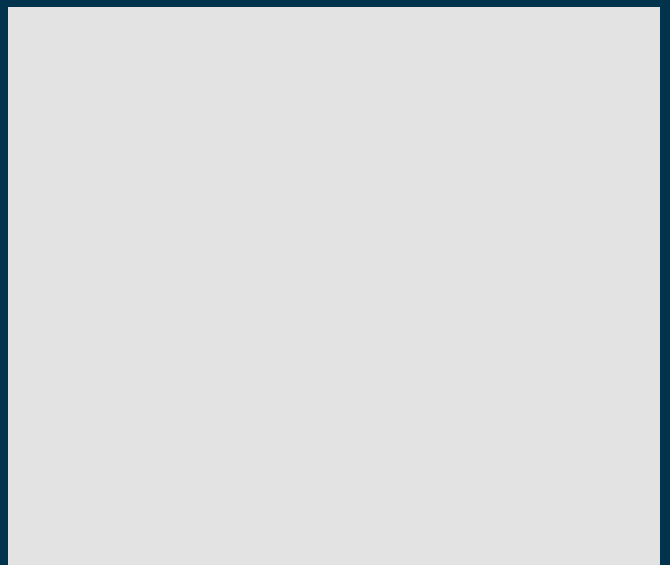
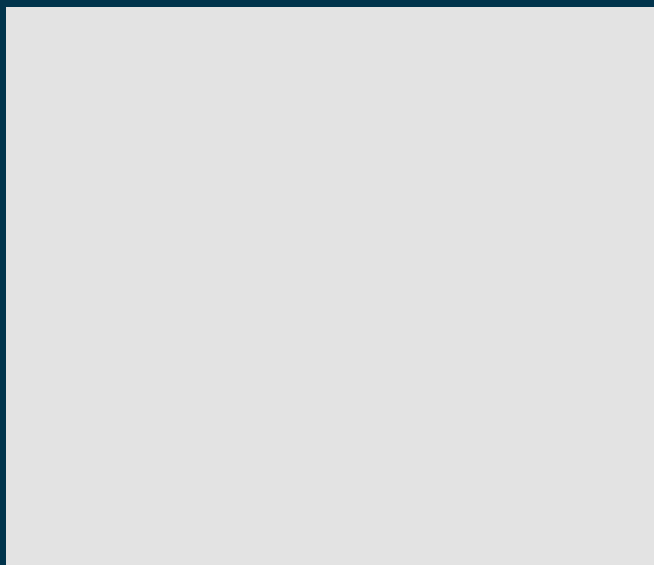
We own and operate our solar PV systems for 20 years, so it is in our interest to install high quality products and components. All the equipment is supported by robust product warranties and performance guarantees provided by leading manufacturers.

## START SAVING TODAY

Government data indicates that average electricity prices in the industrial sector are rising by 7.6% per annum\*. That equates to your bill doubling every 10 years. As fossil fuels become harder and harder to source, even the most conservative observers do not expect this trend to improve in the future.

You could join over 8,500 businesses in the UK who have already taken a stand against rising energy prices by generating their own zero-carbon electricity with solar PV.

\*Data provided by the UK Department of Energy & Climate Change (DECC), Quarterly Energy Prices



## YOUR QUESTIONS ANSWERED

### Q THERE IS A LEGAL CHARGE ON THE PROPERTY. DO I HAVE TO TELL THE BANK AND WILL THEY APPROVE THE INSTALLATION?

Yes, you must consult with any lender who has a legal charge over the property before agreeing to install a solar PV system, but in our experience most lenders are becoming familiar with the installation of these systems and understand what's involved. We can deal with this on your behalf.

### Q WHAT HAPPENS IF WE SELL OUR PROPERTY?

If you sell your property after installing a solar PV system within the 20-year term, the lease of the roof space is transferred to the new landlord automatically. REI will sign a new Solar Power Purchase Agreement with the new owner in order that they may then continue to enjoy the benefits of the discounted, clean, green electricity it generates.

### Q HOW WILL THIS SYSTEM AFFECT MY INSURANCE COSTS & COVER?

REI insures the solar PV equipment itself. The system installation should not affect your building insurance cover. However you will need to notify your insurer that you are having the system installed.

### Q HOW CAN I BE SURE THAT WE WILL BE CHARGED ACCURATELY FOR THE SOLAR ELECTRICITY WE USE?

Our remote monitoring meters are fully accredited (MID Class 1 & Ofgem approved) products that accurately record consumption. Our clients have access to their own live generation data so they can see what solar PV electricity has been generated and how much has been consumed on site. Your grid consumption is also recorded.

### Q DOES MY BUILDING NEED TO MEET A CERTAIN ENERGY EFFICIENCY REQUIREMENT?

Yes. Normally your building must achieve an Energy Performance Rating of D or higher in order for REI to claim the Feed-in Tariff. The solar PV system we propose can be included in this assessment, so even if you have a rating of E or lower at present, a solar PV system may help bring you up to a D rating. REI will carry out an EPC assessment free of charge if required.

By 2018 it will be illegal to lease a property with a rating lower than E, so we recommend all property owners start to consider how they can improve the performance of their buildings and a solar PV system may be one such improvement.

### Q WHAT HAPPENS IF THE SYSTEM BREAKS DOWN OR DEVELOPS A FAULT?

Our remote monitoring equipment will alert us to a fault immediately and it is our responsibility to resolve the problem under the terms of the lease. To minimise the risk of any such issues, we only specify and install high quality equipment supported by long term warranties and guarantees.

### Q IF I WISH TO RE-DEVELOP MY BUILDING CAN I BREAK THE LEASE AND HAVE THE SYSTEM REMOVED?

It is permitted to break the lease during the course of the 20 year term, subject to the repayment of an agreed value; details of which are calculated on an individual basis for each property and are included in each lease.

### Q WHAT HAPPENS IF WE NEED TO REPAIR OUR ROOF DURING THE TERM OF THE LEASE?

If your repair necessitates the removal of part or all of the solar PV system, we will undertake the removal and reinstatement at our cost. The repair work to your roof is undertaken by you at your expense.





#### WESTERN OFFICE

25 Steadings Business Centre  
Church Road  
Maisemore  
Gloucestershire GL2 8EY  
Western Office: 01452 227022

#### LONDON OFFICE

9 Propeller Park  
NCR Business Centre  
Great Central Way  
London NW10 0AB  
London Office: 03333 208 061

#### SOUTH WEST OFFICE

Attwells Farm  
Exwick Lane  
Exeter  
EX4 2JE  
South West Office: 01392 346114



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