

lightsource bp

**SOLAR
ELECTRICITY
FOR BUSINESS**

Lightsource BP, advancing solar



INTRODUCTION

Lightsource BP is a global leader in the funding, development and long-term management of solar PV projects. Our organisation represents a strategic and powerful partnership which is set to further accelerate the low-carbon transition and boost the growth of solar power worldwide.

Our solar Power Purchase Agreement (PPA), allows businesses to secure a portion of their electricity consumption from solar power at no upfront cost. We will finance, develop, construct and operate a solar farm designed specifically for your business, supported by the PPA. The PPA price can be fixed for the power generated during the agreement term, which provides your business with cost certainty. Our PPA facilitates new renewable generation capacity, resulting in lower carbon emissions.



Why Solar PPAs?

- Solar power is fast becoming the leading, distributed generation solution due to its cost-effectiveness, reliability and speed of deployment.
- Lightsource BP can offer a fully-funded solution whereby the electricity is delivered and billed through a long-term power purchase agreement.
- In an energy market where prices are expected to rise, your business will benefit from low, stable electricity pricing for up to 30 years (subject to RPI).
- The cost of solar energy has come down significantly over recent years making solar generation a viable alternative to traditional retail electricity.

Why Lightsource BP?

- Lightsource BP is a global company with offices worldwide and over 7 years experience in solar development and PPAs. We operate 2GW of solar assets in the UK making us the largest solar operator in Europe.
- Our in-house team will design, develop and deliver a tailored solution in line with the processes and objectives of your business from building the business case, to delivering a reliable source of power.
- We will tailor our bespoke solar solution to meet your needs, considering different approaches to funding, technology, PPA structures, pricing structures, and where beneficial, incorporating energy storage.
- We have already undertaken solar PPAs with many large businesses such as Bentley Motors, Belfast International Airport and Thames Water.
- We take responsibility over the operational risk, ongoing costs for the project and long term maintenance. Our priority is to ensure your business benefits from maximum electricity generation.

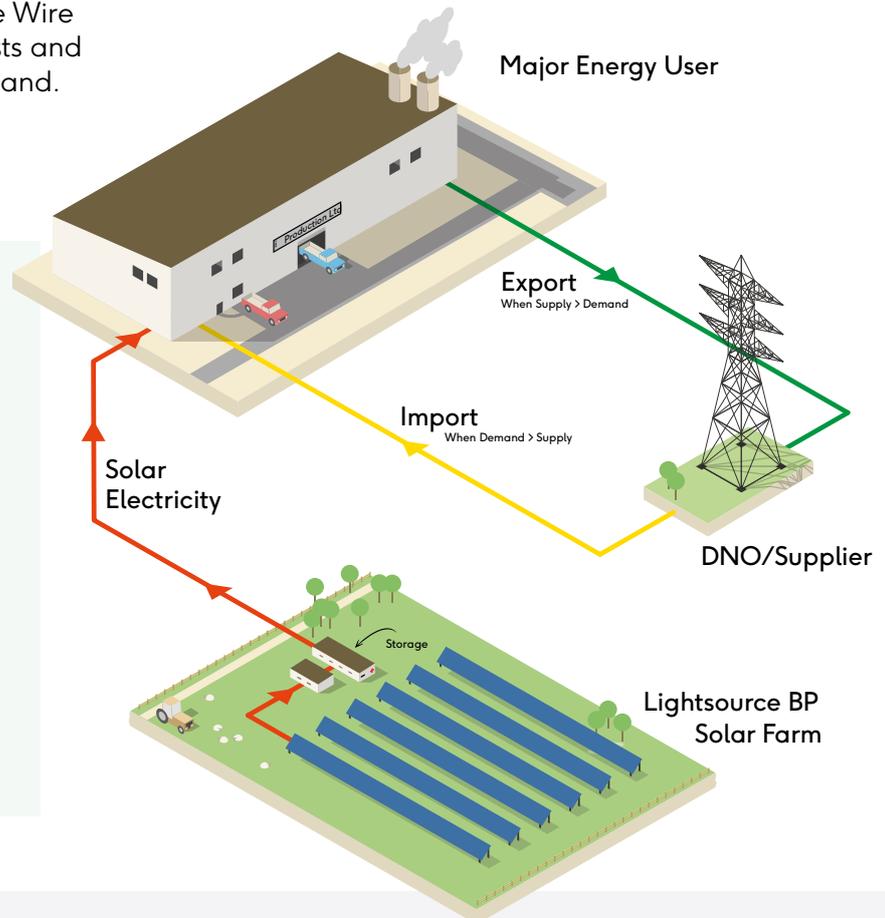
PRIVATE WIRE PPAs

Private Wire PPAs are best suited to businesses with demand concentrated across a few sites. It refers to the direct connection from a solar installation (roof, ground mounted or even floating) to the end user's site, behind the meter via a private wire. Private Wire PPAs allow businesses to procure power on a long term basis directly from a renewable energy generator. There are significant cost savings to be made with Private Wire PPAs, as grid prices rise over time and the PPA rate remains stable. Private Wire PPAs reduce exposure to non-commodity costs and give price certainty on up to 30% of site demand.

In most cases a ground mounted solar installation located within close proximity to the site is the most cost effective solution. Lightsource BP can source 3rd party land to host the solar farm, negating the need to develop an on site project. Roof mounted solar can also be considered. The minimum site demand threshold for a Private Wire PPA is 5,000 MWhs or £500,000 electricity spend per site per annum.

Benefits:

- Operational cost reduction in year one with no disruption to day-to-day business
- Cost certainty on up to 30% of site demand
- Reduced exposure to rising non commodity costs
- Zero capital investment required
- Creation of additional REGO backed renewable generation capacity



Case Study: Powering Thames Water



\$11.5M

USD Lightsource BP funding

20%

electricity demand



Europe's biggest ever floating solar panel array has been installed by Lightsource BP on London's Queen Elizabeth II reservoir as part of Thames Water's ambitious bid to self-generate a third of its own energy by 2020. Drawing on the experience from its in-house team of engineers, planners and project managers, the company oversaw the deployment of more than 61,000 floats and 177 anchors, which provides the floating platform for the solar farm.



SLEEVED PPAs

A Sleeved PPA is suitable for any organisation with a large energy demand, which can be spread across multiple sites. A solar farm is constructed in an optimum location and the energy generated is distributed through the national grid directly to the end-user via a licensed supplier. Our in-house specialists are experienced in structuring and supporting a full range of sleeved PPAs including physical sleeved, back-to-back, virtual and synthetic.

The renewable power is sold to your organisation at a fixed price for 10-15 years. With cost of wholesale power set to rise, there is a strong business case for securing price certainty on a proportion of your power requirements whilst meeting carbon emission objectives.

We have a pipeline of projects suitable for Sleeved PPAs and are prepared to develop new projects to meet your requirements. The scale of the projects varies and we can also support multi-offtaker PPAs, which opens up the opportunity to organisations with an annual energy demand in excess of 25GWh.



Benefits:

- Hedge some of your wholesale price exposure over a 10-15 year term protecting from forecast increases
- PPA not linked to a particular site making portfolio changes more manageable
- Your commitment underpins the development of additional renewable power

