



Resalta™

On-site renewable electricity for corporates – Solar PV

September 2022

Resalta in numbers

5

A leading energy services company present in 5 countries in Central and Southeastern Europe

65+

Experts from different fields with many years of valuable and varied experience

190+

Companies, cities and municipalities we have helped achieve financial and energy savings

70,000

tons of CO₂ emissions avoided through over 240 successfully implemented energy projects

€78m

Assets under management

260+

Successfully implemented energy projects

Take control of energy with Solar power

As a business, you're under pressure to **control costs** and to meet **sustainability goals** – while maintaining access to the energy you need to power your organisation. Amid rising energy demand, the need for a reliable, clean energy source is clear. **Reliance on fossil fuels is no longer a viable option.**

How Solar can help your business

- One of the answers to improve energy performance and reducing reliance on the grid is **Solar PV**.
- Renewable on-site energy source can help you take control of your **operating costs** while reducing your **carbon footprint**.
- With a Solar photovoltaic (PV) solution, you can harvest energy from the sun, generate renewable electricity and have a **long-term fixed price** of part of your energy needs.

30 %

Solar can typically offset 30% of your grid consumption with clean power

15 %

Solar can lower your electricity costs by as much as 15%

Key risks related to solar PV projects

Design Risk – we are designing the power plant as if it would be designed for Resalta. This is related to the Production Risk we are taking on in some models

Construction Risk – in the construction phase, we take all the risks induced by the need to coordinate different stakeholders in the process of Construction

Production Risk – Where we offer variable payment, we take over the production Risk. Where the payments depend on predicted production, we are willing to take the same assumptions in terms of production as are set in fixed payments

Faulty Equipment Risk – we are motivated to have an efficient faulty equipment replacement procedure in order to produce max energy.

Regulatory Risk – We are dealing with all the permits and licences; however, Client cooperation is needed

Price Fluctuation Risk – with the fixed price, you are hedged against the price fluctuation.

Your solar energy pathway

In Resalta, we support you every step of your journey – from understanding your goals to optimising the operation of your Solar system.



Planing and designing your solar solution

After a site visit, we engineer a detailed structural and electrical design customised to your site and energy needs. We design a system layout, schematic and generation estimate to determine just how much money you could save depends on the suitability of your site.

As part of planning your solution we will:

- Discuss your goals and requirements
- Review your site and electricity usage
- Perform a pricing and benefits analysis
- Present a short proposal

Evaluating your energy bill

The first part of our Solar evaluation process is to analyse your energy consumption and spend over the course of the past several electricity bills from the utility company. This information is used to design a Solar system that will deliver electricity savings by offsetting a certain percentage of your grid consumption with Solar power instead. This percentage will vary from site to site and depends on several factors:

- System size installed and installation area
- Amount of sunshine your site receives
- Your energy consumption

This analysis of your energy consumption and spend will not only allow us to design a Solar system specific to your site's needs, but also determine if there are any energy efficiency measures you can take for even further optimisation.

Developing a Cost-Benefit Analysis

Developing a bankable Solar solution

After the analysis of your site viability, utility bill, and energy usage, our Solar system designers and engineers tailor your system.

You will receive a proposed design of your system that showcases estimated system production, the system size, and components that comprise the system. Our team accurately measures the available Solar resource at your facility and custom-designs your system – as a result, you will know exactly what your system is expected to produce. You can be assured of maximum return on investment and will be able to accurately forecast your energy spend.

Your designed system:

1. Maximises your available space for Solar
2. Maximises energy production based on your available sunlight
3. Uses best-quality Tier 1 components that are guaranteed to perform

Solar as a Rent Business Model - The benefits for your business

- Security of renewable, zero carbon electricity
- Immediate positive cash flow from energy savings
- No upfront capital costs
- Preservation of debt capacity
- Fixed power price during SaaS contract
- No technology or maintenance risk for consumer
- Proven technology from trusted suppliers
- Turnkey approach with ongoing project management
- Quick installation with minimal client disruption
- Ongoing maintenance and monitoring



Solar as a Rent Business Model

The Solar as a Rent Business model is based on the construction of a dedicated solar power plant at your Company's site, which is mainly intended to cover your Company's needs for own consumption. Your Company obtains the right to use the Power Plant. The monthly Rent is calculated based on actual monthly production of the Power Plant and the price of electricity agreed in the Contract.

After the end of the Contract Term, Resalta transfers the Power Plant ownership to your Company.

Resalta takes over the following obligations:

- Resalta designs the optimal size of Solar Power Plant and uses a standard model that predicts the Power Plants production profile;
- Resalta builds a Solar Power Plant on your Companies roof;
- Resalta rents the Solar Power Plant for the production of renewable electricity to your Company;
- Resalta deals with the insurance, maintenance and operation of the Solar Power Plant during the rent term;
- Your Company uses the solar power plant for the production of renewable energy for self-consumption (without grid injection);
- Your Company pays a monthly rent for the solar power plant use;
- The Rent is calculated on the actual monthly production factor of the Solar Power Plant in the rent term and the electricity price agreed in the Contract. Therefore, the electricity price is fixed for the whole Rent period.

Delivering a full service solution – support in every step in the process

At Resalta, every Solar installation is customised to our customer's business needs – optimising the return on your investment. We have extensive experience in designing and engineering custom Solar solutions that maximise energy production and deliver savings.

End-to-end solution

To optimise your solution, we offer an end-to-end Solar journey. This starts with a review of your goals to confirm that Solar is an appropriate on-site energy solution for your business – from solution development to proposal to construction. Along the way, we maximise the cost-efficiency of the proposed Solar system – from designing a solution that optimises space usage and production, and that uses only high-quality Tier 1 equipment.

Future performance

Once your Solar solution is installed and operational, you can visualise and monitor energy consumption and usage through Energy Management System that gives you complete visibility into power generation, savings and performance.

Worry-free investment

Our specialised O&M team ensures that your Solar system is always up and running at optimal conditions. Our in-house Solar O&M team continually monitors your Solar system and addresses issues promptly, in order to ensure that all Solar system guarantees are always met. We offer unique and industry-leading warranties and guarantees, with up to 15-year workmanship warranty; production, performance and availability guarantees; and monitoring service.

Resalta™

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Thank you for your attention!

Resalta Energy SRL
Calea Dorobanti 237
Bucuresti
Romania
Info.ro@resalta.com

resalta.com

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