



Resalta™

**On-site renewable electricity for
corporates
Solar as a Rent financing option**

March 2022

About RESALTA

We help clients improve their energy efficiency and decarbonize their operations, lowering their environmental impact.

We offer **integrated energy services** and **renewable energy sources**.

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

Resalta won Best Energy Service Project in 2019 for the City of Ljubljana energy retrofit project



A leading energy services company in Central and Southeastern Europe, present on 8 markets.



Rooftop Solar

Whats holding the market back?

General sense of “hassle”

- Need for customers to evaluate technical, financial and environmental details
- Lack of inhouse competence and experience
- Many stakeholders involved : site manager, corporate HQ, real estate owner
- Often several consultants involved
- Fast-moving technology frontier with battery and digital

And increasingly important to get it right

- More focus on environmental goals
- More focus on security of supply (with battery storage)
- Critical to ensure reliable long-term power production
- Often ambitious plans for roll-out across all sites

System design

Permitting

Hardware procurement

Engineering construction

Low-cost financing

Insurance

Operations & maint.

Legal compliance

Data flow management

Storage integration

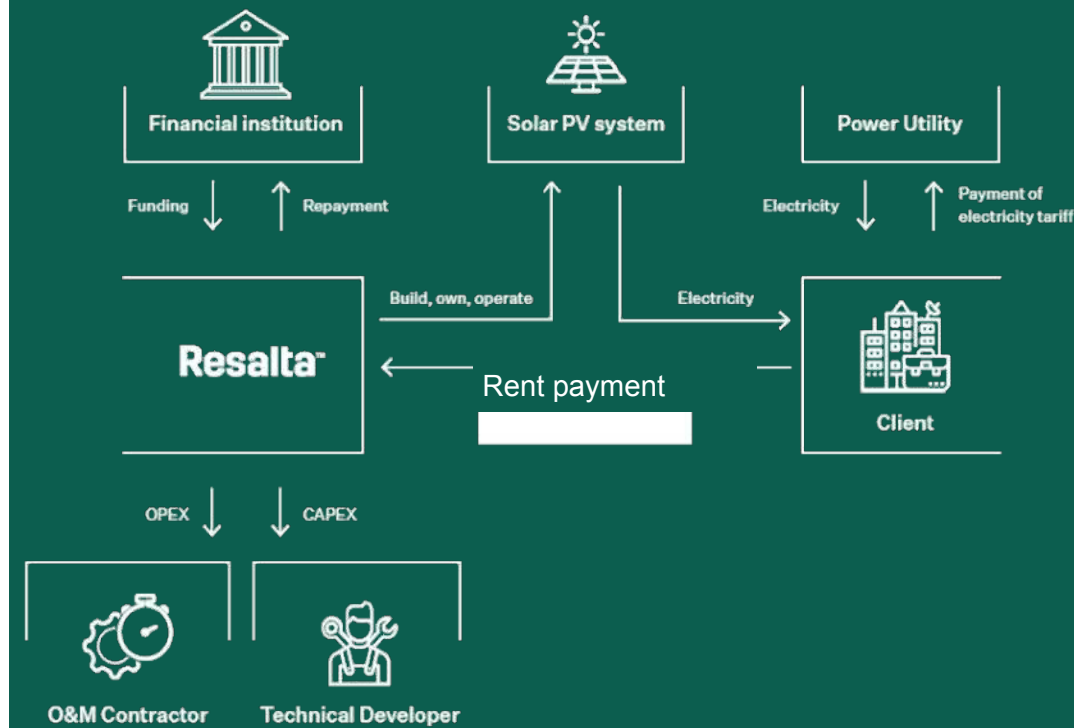
Customer support



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



30 %

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

20 %

Solar can lower your electricity costs by as much as 20%

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 invest and 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 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.