

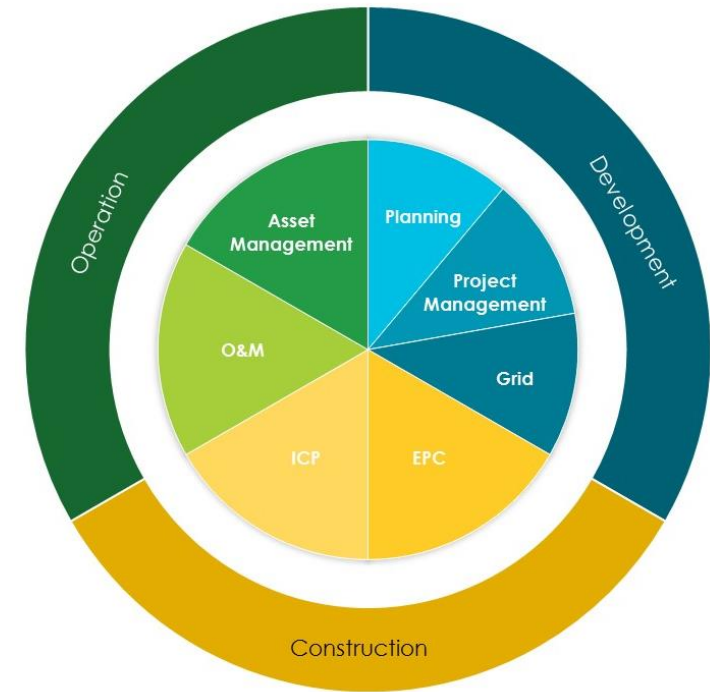
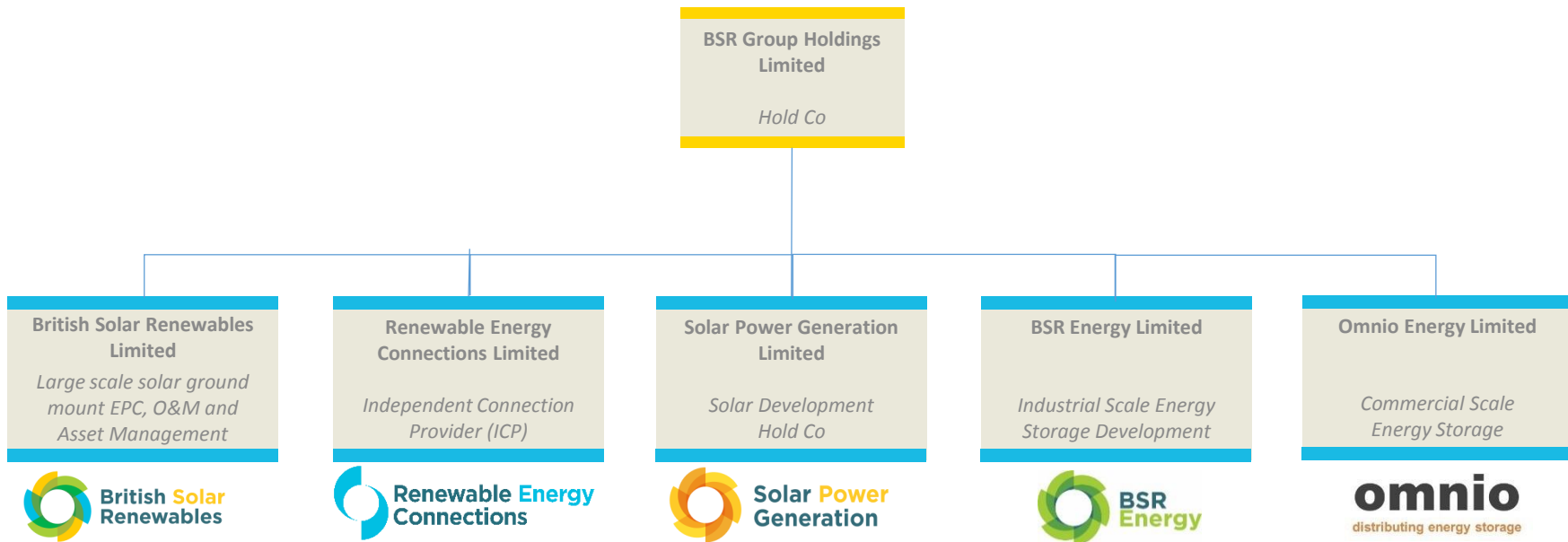


# BSR Group perspectives on post subsidy business models

David Peill, Commercial Director

28 March 2017

BSR has already restructured for a post subsidy business environment



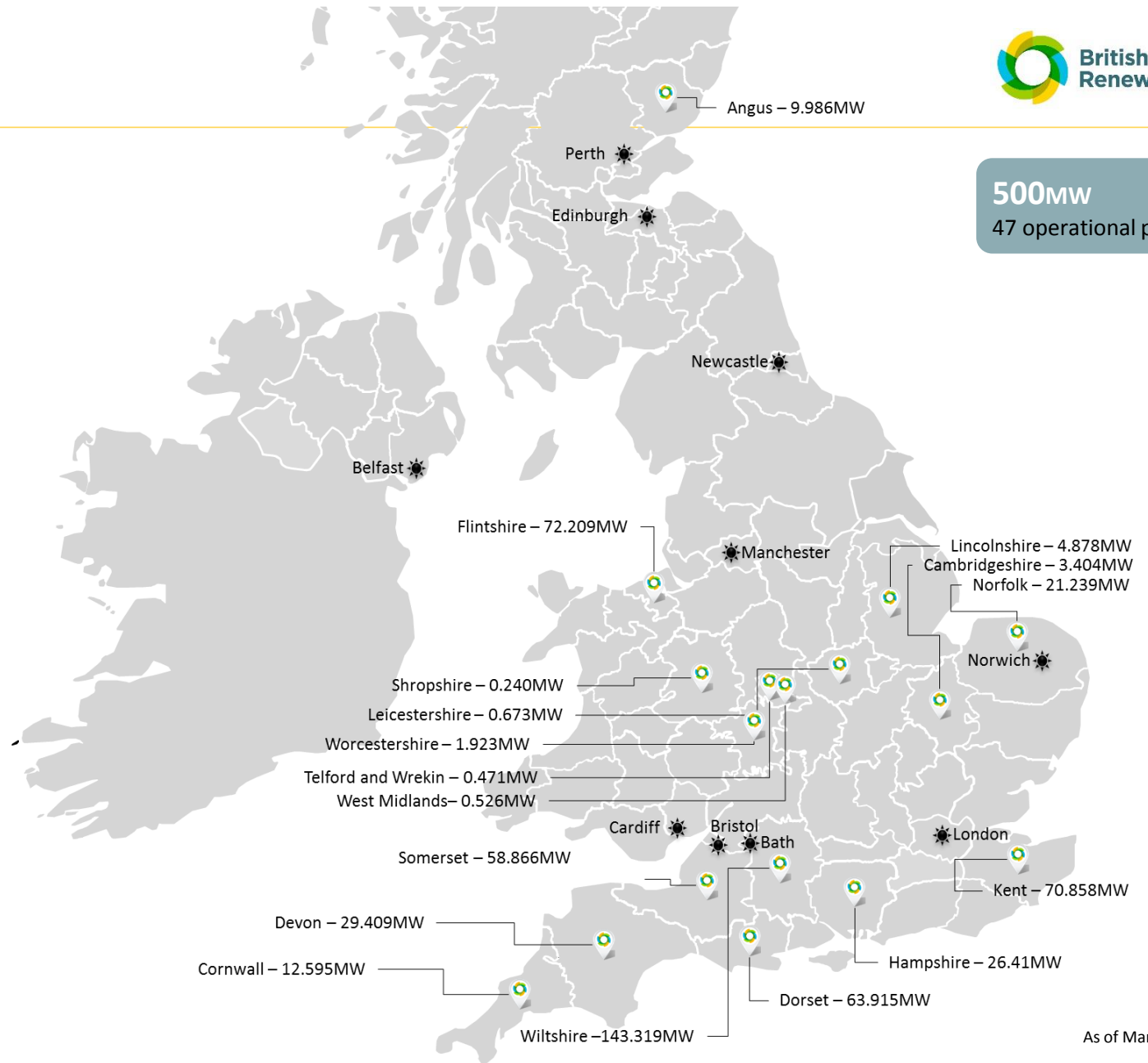
To create value through the development, build, management and operation of renewable energy projects in a safe, ethical and responsible way.

# EPC services



- One of the leading UK EPC contractors with 500MW of ground mounted constructed over the last 4 years
- Constructed the four largest solar parks in the UK
- Strong track record of delivering projects on-time, on-budget and to the highest quality standards
- Seeking to export these skills internationally
- Team already have extensive international development expertise from prior careers

**500MW**  
47 operational parks



As of March 2017

## O&M

- Over 500MW of O&M contracts for over 9 clients
- Now includes a number of parks that our EPC has not constructed
- Focus on transparency, trust, quality and service delivery
- Market leading software being installed across our portfolio enabling real-time monitoring by both our team and clients.
- We are UK-based and UK-trained, with all key personal directly employed by us

## Asset Management

- 150MW of AM services
- Bespoke hands-on service at a cost competitive price
- Long term relationships built on transparency, trust and quality

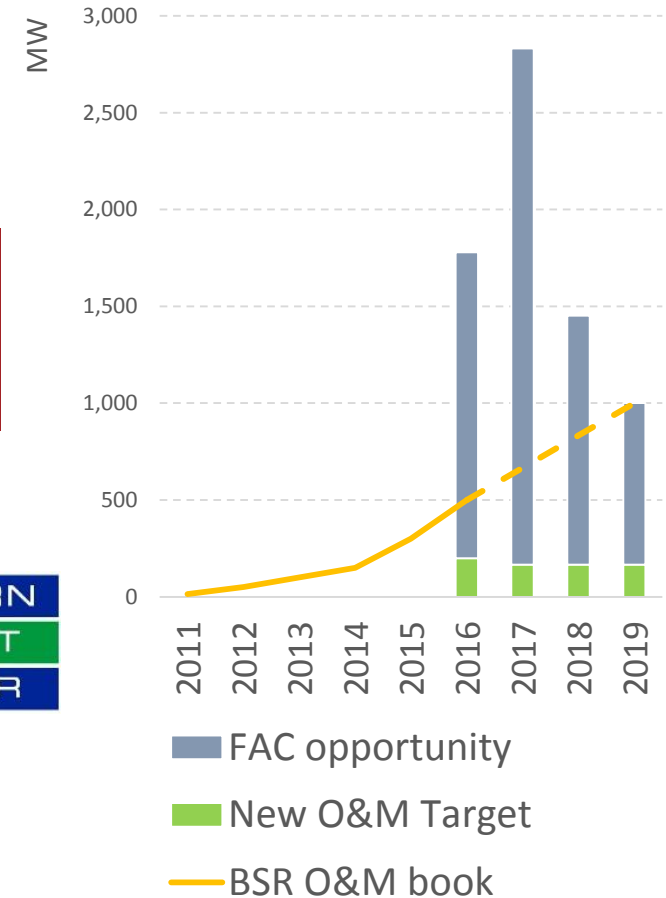
Aim to significantly grow our assets under management



INGENIOUS



TriplePoint

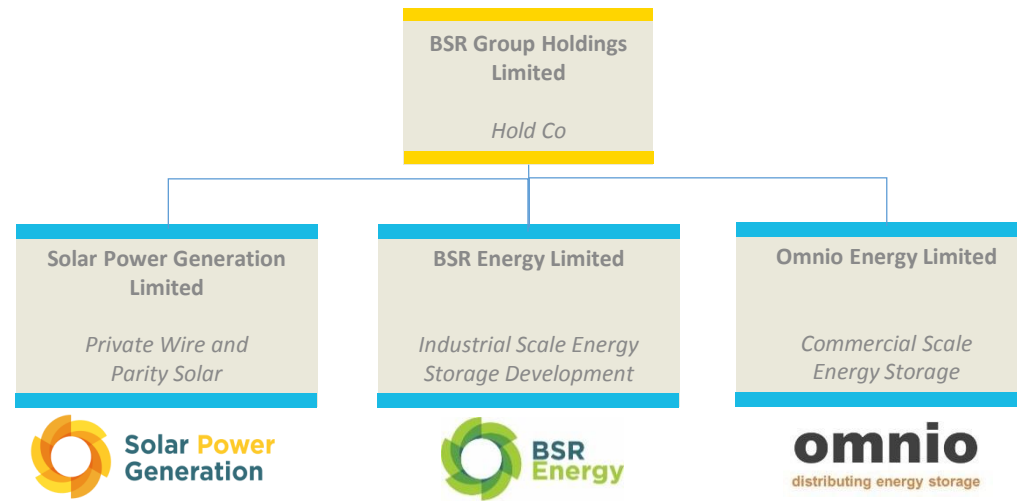


- Created in 2013 to accelerate the connection of our home grown solar parks
- Connected over 600MW of renewable energy projects
- 11kV up to 132kV
- Highly experienced team of in-house electrical designers and SAPs
- NERS accredited and Lloyd's registered
- Undertaken external connection work in recent months
- Aim to develop this business as an independent profit centre, supporting other renewable asset owners in;
  - New Connections
  - Preventative Maintenance
  - Reactive Maintenance





# UK development - solar and energy storage





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