



ROOF ○○○
ATRATO ONSITE ENERGY

Maximising Solar Power for Sustainable Brewing

Today's presenter

Tim Roebuck

Role	Senior Commercial Manager
Past role	Engineering Consultancy
Area of Expertise	Energy cost savings
First solar project	(2016) The Griffin Brewery
Size	50 kWp
Favourite brewery	The Brew Forest, Hampshire
Favourite beer type	Hazy IPA



Independent power producer

Capex free solar

Fully funded for C&I
customers through
PPA

£265m

Deployed since
November 2021

271 MWp

Solar PV under
management

Full scope delivery

Responsibility for
development
design, installation
and O&M

Permanent capital vehicle

Long Term
investment
focused

£1bn

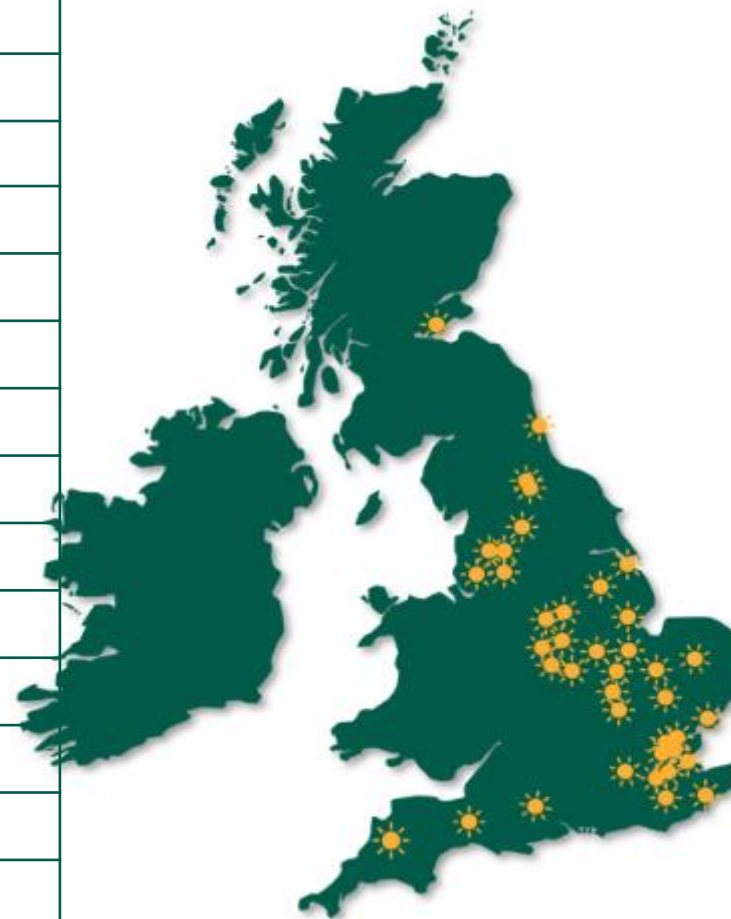
Deployment
target by 2030



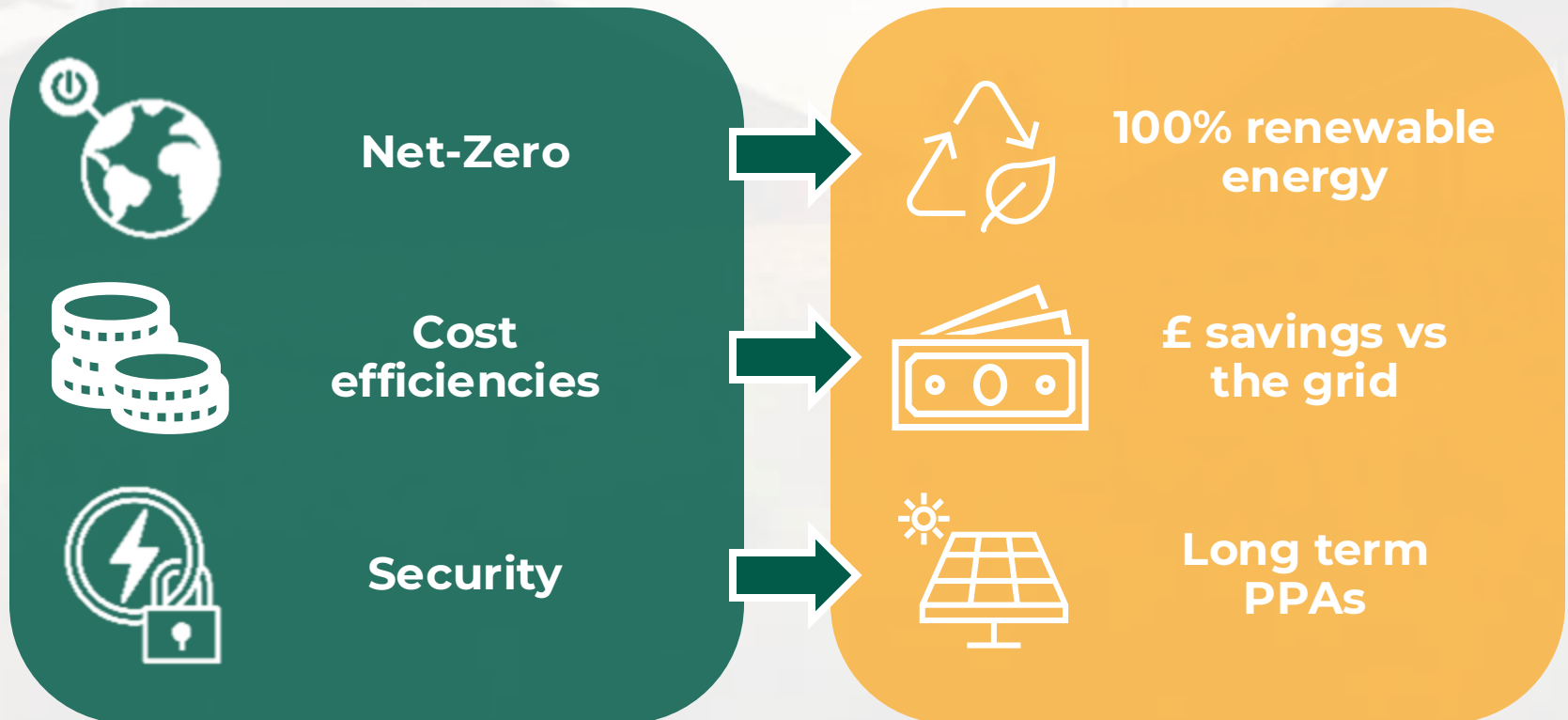
On 7 November 2024, the asset portfolio of Atrato Onsite Energy plc was acquired by Brookfield and RAIM Apollo. The Atrato renewable energy team has now transferred across to the new business to continue managing the portfolio and serving our customers. All our operations are continuing as usual, and we welcome any enquiries relating to new solar PV installations. The company is undergoing a full rebrand and we look forward to announcing our new identity in due course.

Client portfolio

Client	Industry	Installation Type	Capacity MW
	 Retail	Rooftop	12
	 Water Utility	Ground mount	14
 Residential	 Residential	Rooftop	42
	 Utility	Ground mount	2
	 Automotive	Rooftop	3
	 Food & Drink	Ground mount	28
	 Aerospace	Rooftop	1
	 Food & Drink	Rooftop	1
	 Retail	Rooftop	6
	 Automotive	Ground mount	20
	 Pharmaceutical	Rooftop	1
	 Retail	Rooftop	9
	 Automotive	Rooftop	5
	 Utility	Ground mount	59
	 Food & Drink	Ground mount	4



Defining your solar strategy



Onsite PPAs

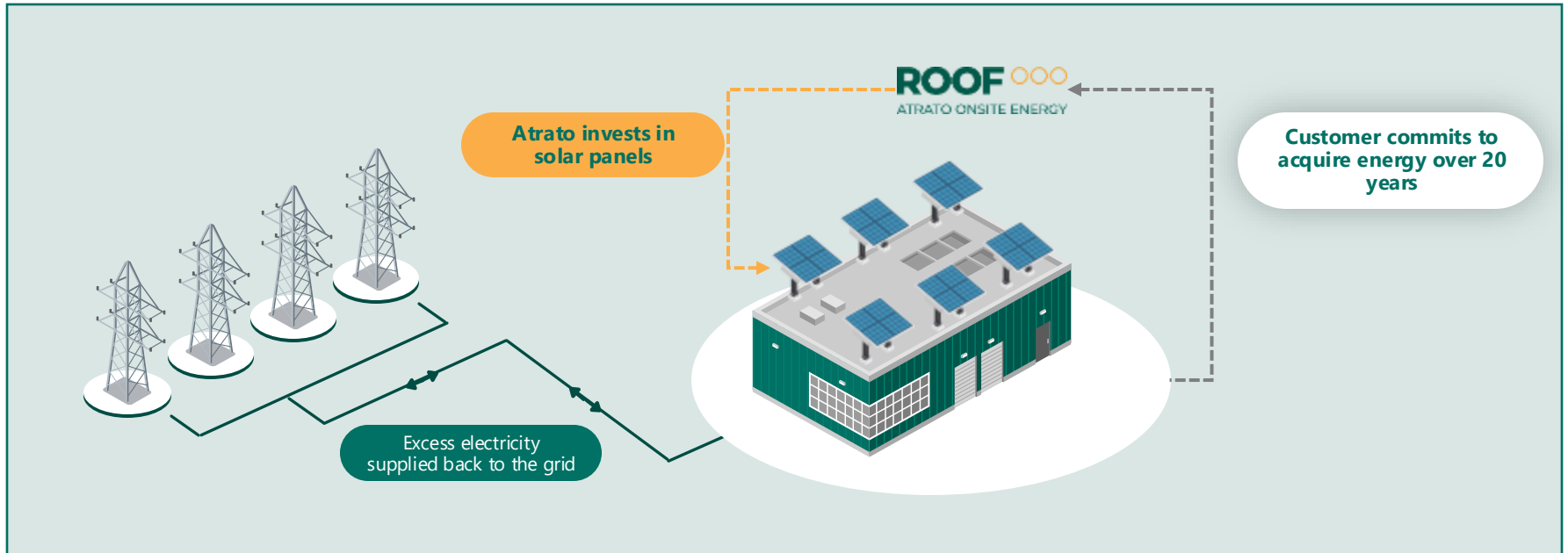


**Direct
private wire
connection**

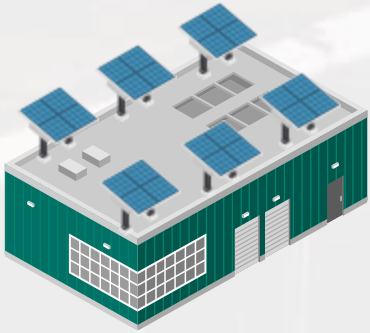
Offsite PPAs



**Sleeved
via grid**



Onsite PPA pricing



Project Example

System size	2MWp
Roof Size	16,000m2
System cost	£1.3m
PPA length	20 years
System then gifted to offtaker	

Energy price per kWh

30p

25p

20p

15p

10p

5p

0p

- Wholesale Energy Cost
- Network Costs
- Environmental Policies
- VAT
- EBIT Allowance
- Payment Management



Typical current grid connected cost ~25p

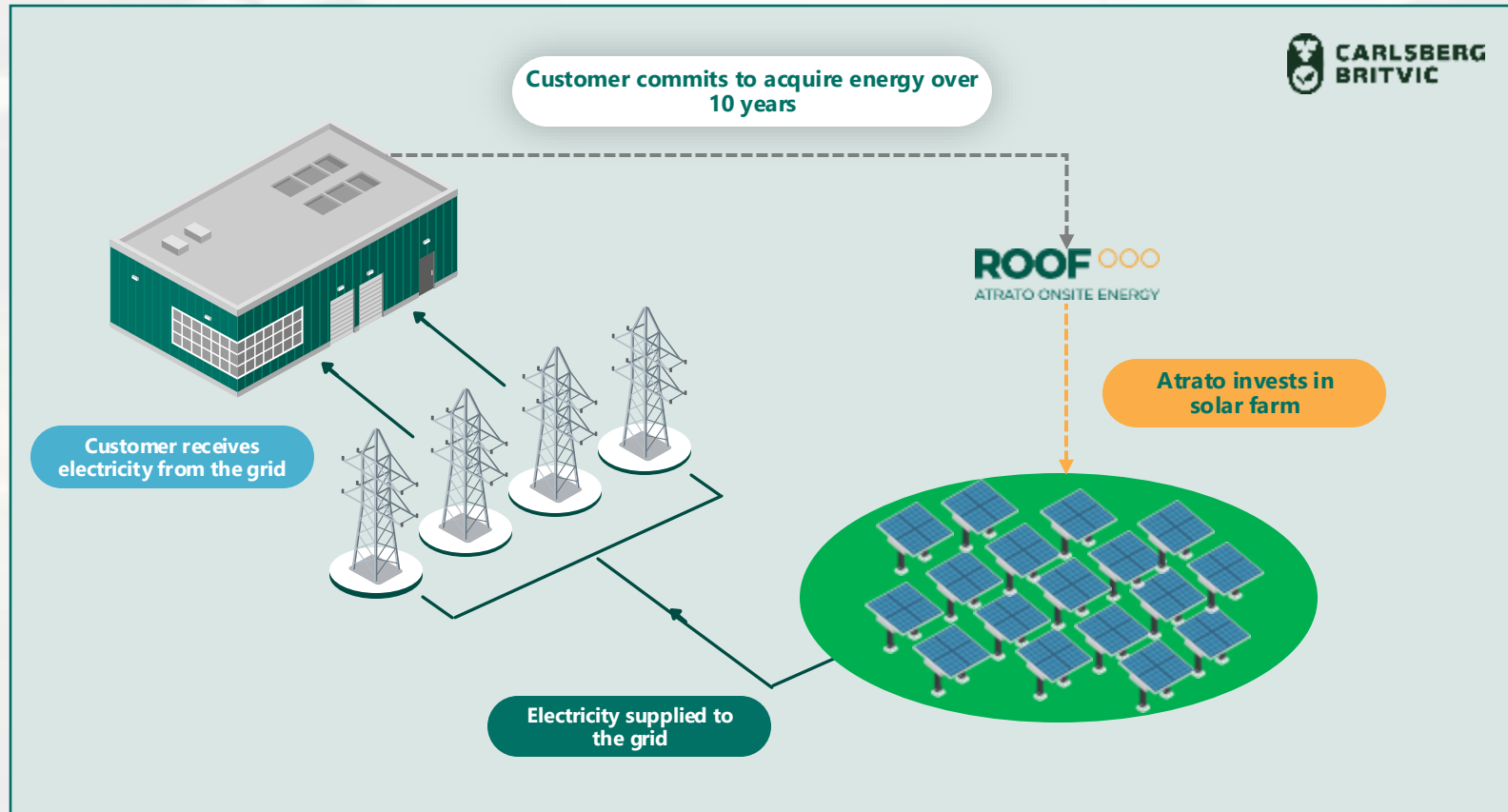
Grid, policy and supplier costs

Atrato PPA ~10p

Wholesale energy cost

- Supplier Opex
- Headroom

Offsite Solar - Sleeved



Typical Atrato offsite PPA = ~7p + non commodity costs

Saputo
Dairy UK

 **MARSTON'S**



**CARLSBERG
BRITVIC**

- Davidstow Creamery
- Private wire BtM into site
- c£4m Investment
- 5MWp total capacity
- 5.25GWh electricity generated p.a
- 30-year PPA
- Energised in 2021
- 100% corporate offtake to Saputo
- Delivers 10% of the creamery's electricity consumption
- Installed on owned land
- 1,389 homes powered per year (equivalent)
- c.1,400 tonnes of CO₂e avoided p.a
- c**£600k** savings annual savings



£5.4m pub rooftop investment

Status		No. sites	Community based pubs	
Operational sites		10	Target size	30kWp
Under installation		10	Est build time	3 weeks
In design		10	Energy demand savings	20%
Additional framework sites		120	Yr1 CO2e savings	600t
Total sites:		150	Car equivalent impact	430
Total solar capacity:		c. 6MW	Net zero target	2030
Term		25 Years	Project completion	Mar 2026
Type		Take or Pay	Supporting Partner	Two Blue Solar



Ground mount sleeved PPA

- London Road Solar PV Plant
- £27m Investment
- 28MW total capacity
- 33GWh electricity generated p.a.
- Energised in February 2024
- Provides 40% of group total electricity

Key features

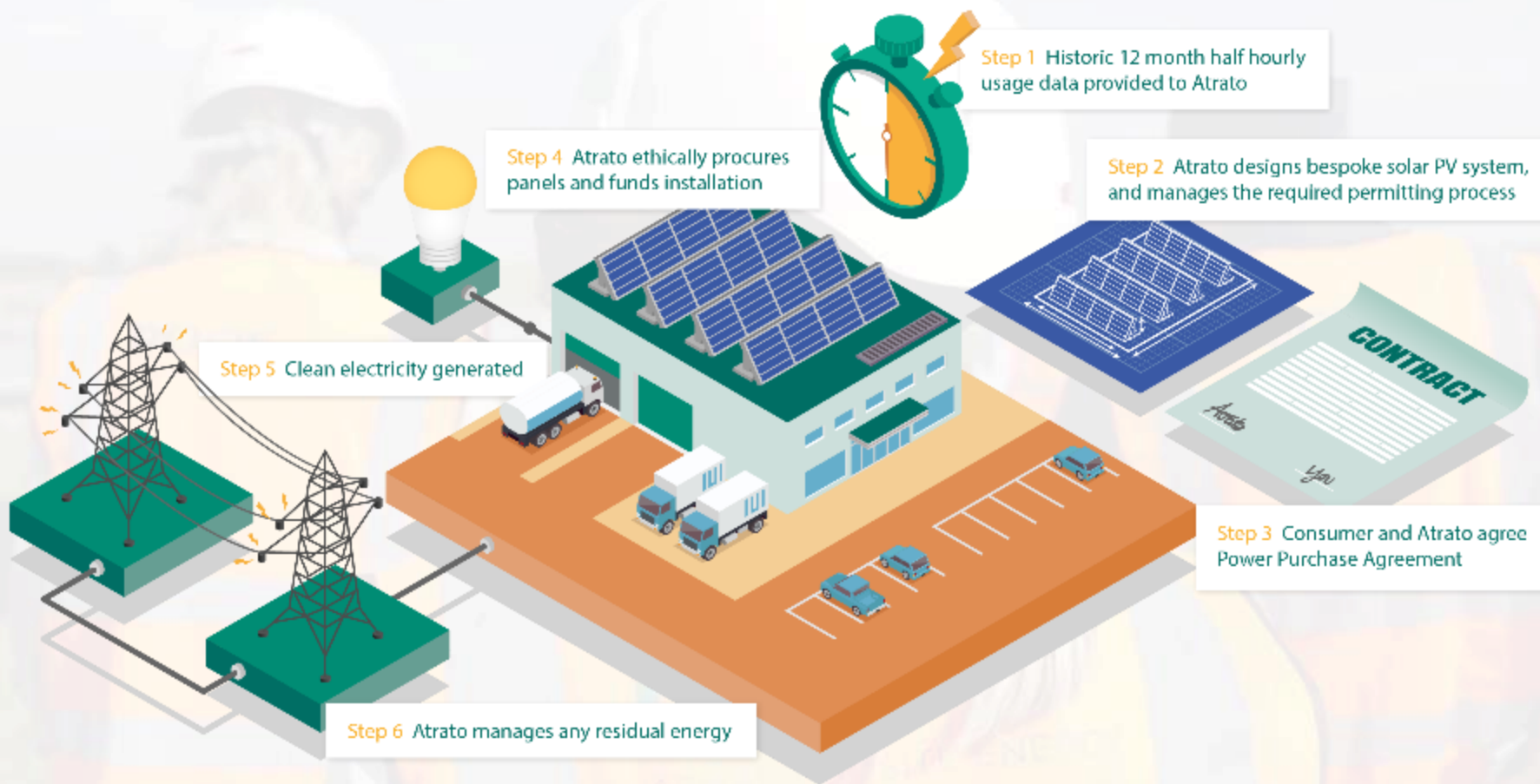
- 100% corporate offtake to Britvic
- 10-year fixed price PPA
- Additionality benefit
- Next Tracker East / West
- c.6,450 tonnes of CO₂e avoided p.a.
- 260k equivalent new trees p.a.



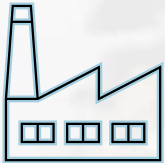
Taking the next step



Taking the next step

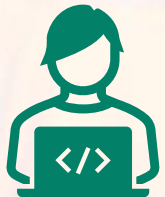


Desktop analysis



HH Electrical Data

- Offtaker to provide minimum 1 year
- Provide SLD's and any additional onsite consumptions
- Roof / land detail



Desktop System Design

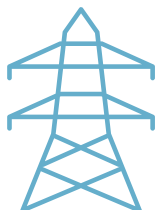
- Measurement and design of identified area
- Cable route runs
- Capex pricing and design via PV Syst



PPA Price Guide

- Capex price and O&M costs inputted
- Term and indexation considerations
- Additional technologies

Devex commitment – funded at our risk



Grid Application

- Updated Preliminary Layout
- PV System SLD including interconnection
- Grid application submission



Site Surveys

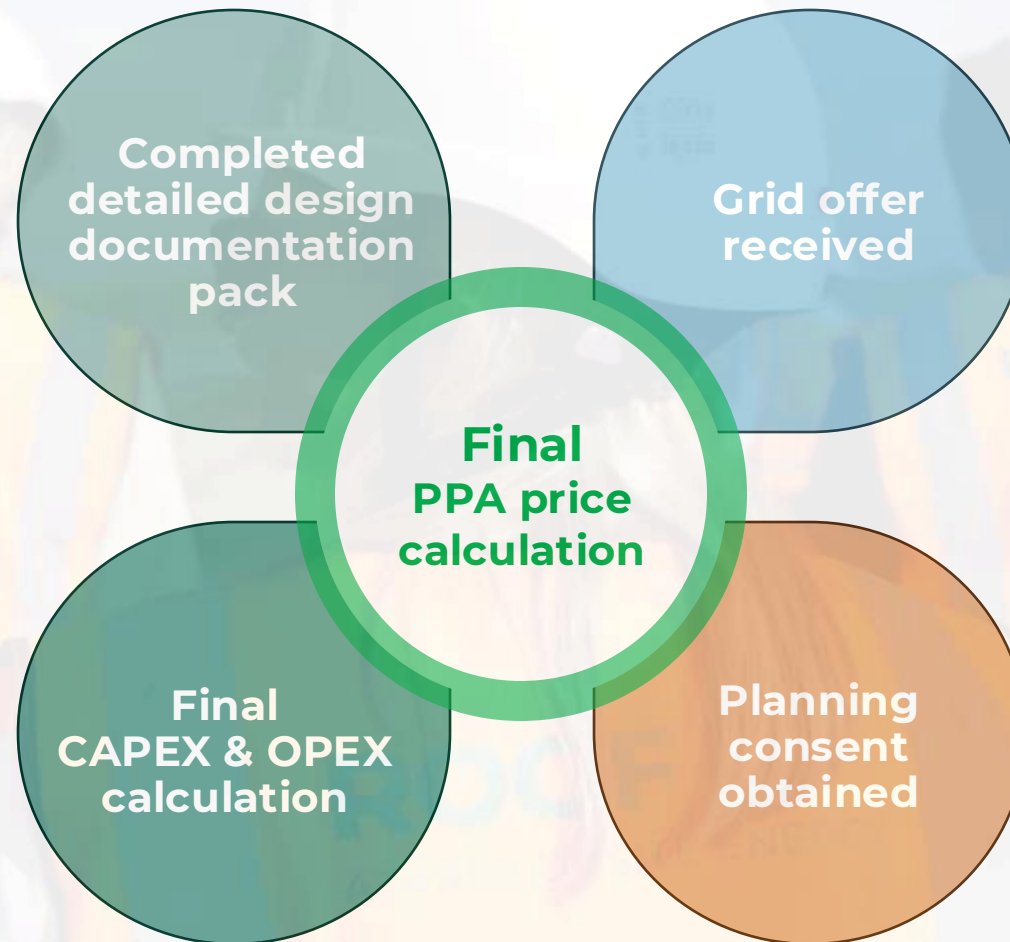
- Drone and general fit for purpose
- H&S and asbestos (if required)
- Electrical
- Structural and roof deck condition



Planning

- Permitted Development notification
- Planning documentation (if required)
- Full Planning Application (if applicable)

Detailed design and final PPA price agreement



Our Procurement Policy



**100%
ethical**

Solar PV module
procurement
policy



**Segregated
supply chain**



**Traceability
of panels**

**Certificates
of origin**
guarantee no
exposure to
Xinjiang



**CO2 of
supply chain
tracked**

Why Atrato?



TRACK RECORD

EXPERIENCED RENEWABLE ENERGY PROFESSIONALS

Multiple renewable energy rooftop and ground mount private wire installations completed in the UK



PERMANENT CAPITAL

BUY & HOLD STRATEGY

Our strategy is be a long-term partner for our clients. We are a buy and hold investor in renewable energy



ENERGY COST SAVING

HIGHLY ATTRACTIVE ELECTRICITY PRICING

Atrato Onsite Energy's green energy solution offers a material saving vs the current cost of electricity from the grid



FULL SCOPE SERVICE

THE RENEWABLE ENERGY TEAM WILL HANDLE EVERYTHING!

Atrato Onsite Energy provide a turn-key solution to green your buildings and handle all maintenance once installed

Thank you

Tim Roebuck

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