



# Decarbonisation Finance Solutions

The Evolution of Sustainable Technology



# The Green Finance Growth Opportunity

## Data-Driven Insights

Across every facet of community, business and Government, the collective journey to achieving Net Zero by 2050 remains the number one priority. UK businesses continue to invest in the development of green technologies, engineered to drive energy efficiencies, and facilitate the transition to Net Zero. With industry in the green economy growing considerably, the UK is at the forefront of the move to a more responsible and sustainable economic model, carving out a place for the UK as a hub for green innovation and technology.

From energy supply to agriculture, construction, offices, and transport, an enormous shift will be needed to facilitate the UK's transition to a Net Zero economy. The UK is already forging ahead in some areas as home to the world's largest offshore wind farms and multiple solar parks. In the latest energy trends report from Government they have quoted,

renewables share of electricity generation was 42.1 per cent in Quarter 2 2023, higher than the same quarter last year (38.7 per cent) and higher than fossil fuels share of generation (38.8 per cent)\*.

The evolution of green technology is only just getting started. With 2020 declared as The Greenest Year on Record by the National Grid, the demand for better technologies and assets that enable us to contribute on the collective road to Net Zero is growing as the years go by. It's estimated, that across England, by 2050, there could be 1.18 million jobs in low-carbon sectors\*\*, generating multiple billions in turnover for the UK economy.

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\* Energy Trends September 2023 ([publishing.service.gov.uk](https://publishing.service.gov.uk))

\*\* Local green jobs - accelerating a sustainable economic recovery  
| Local Government Association



# Our Positive Vision for Technology

We believe finance has the means to transform society, and sustainability is at the heart of our strategy. Technology has now become more essential than ever to the economy, politics, health, and even the environment. It can play a key role in constructing a more sustainable and inclusive economy.

We have a financial strategy that supports your climate and energy transition, that incorporates the complex behaviours and rapid technological advances behind this evolution. We endeavour to help stimulate growth throughout your sales and revenue channels, whilst building customer loyalty.

**Eco35 Installation Partners** has a range of financial products for Green Technology assets that can support your business innovation. This strategy is already our business reality. And leasing or Power Purchase Agreements is the natural solution.





# Investing in Your Future: The Types of Assets we can Finance

**Eco35 Installation Partners** already work with several leading green technology providers, offering asset finance solutions to their customers across the UK including, LED, Solar panels, Battery and Energy storage, ECV charging, Small Wind Turbines, and beyond.

In addition to these, we can provide support across a comprehensive range of energy transition and consumption reduction products, and sustainable finance and e-mobility including, but not limited to:

## Energy Transition Products



Batteries and Energy storage

Biomass/ Methanation

CHP (Combined Heat & Power) / Cogeneration

Fuel Cells

Heat Pumps

H2 station

Small Wind Turbines

Smart Meters

20% Hydrogen Ready Gas Boilers

## Energy Consumption Reduction Products



Air Handling Unit (AHU)

Behind the meter

Boiler Project

Building management system (BMS)

Energy efficiency project

Roof Top Air conditioner



## E-Mobility

E-Bikes

E-Cargo Bikes

# Working with our Customers

More than ever, **Eco35 Energy Solutions** is receiving requests from suppliers in the green technology sector who wish to set up a leasing programme, as many of their customers wish to amortise the upfront cost and conserve cash. We have experience funding green assets and supporting our partner base. Our expertise within this sector has enabled our clients to offer bespoke packages that make the acquisition of assets, associated installation costs, software and warranties much easier and more affordable for their customers.

**Eco35 Installation Partners** specialises in delivering financial solutions local, national and international businesses.





## The Role of Leasing in Achieving Climate Goals

Leasing gives our customers access to the assets they need to invest in but might not have the available capital to acquire. Instead, you can coordinate monthly payments that are structured to fit your budget allowing you to lower your energy costs, reduce environmental impact and help you on your own Net Zero journey, whilst also taking advantage of the associated green tax benefits.

By opening the door to the latest Green Technology equipment, leasing can make your business more competitive and productive in the long term. You'll also enjoy flexible options that might include further upgrades or regular maintenance during your agreement.

We're proud to support businesses just like yours, to finance the real economy, and make growth and innovation happen for all.

## Tailored Solutions for Your Financial Needs

We can support a variety of transaction sizes across a range of finance terms that suit your customers needs, from £1,000 to millions.

In addition, we have a full suite of digital tools that enable you to track and oversee your documents anytime, anywhere. Complemented by support from our dedicated in-house team of experts who are with you for the long-term and who are on hand to address any issues or challenges you might have.

Our teams can discuss the most appropriate solution to fit your business needs.



# PPA Solutions Assisting Your Journey to Net Zero

**Eco35** Energy Solutions is simplifying the transition to Net Zero. We support businesses to reduce their carbon footprint, delivering low cost, reliable energy with no upfront costs.

Businesses are struggling with the cost and complexity of decarbonisation. We're making it simple & profitable to go green now.



**On-site clean  
energy solutions  
for businesses**



**Secure energy  
supply & reduced  
bills from Day 1**



**Quick access  
to funding with  
no upfront costs**



**End-to-end service,  
from design  
to operation**

# Full Spectrum of On-site and Off-site Energy Solutions.

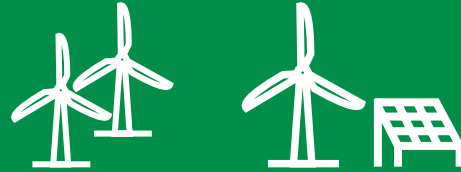


## On-site Solutions

Rooftop or ground-mounted solar, located directly on-site or nearby (typically <3km)

Customer benefits from cost savings from Day 1 with a PPA for on-site generation

On-site solutions also include batteries, EV, wind and other clean energy technologies that compliment your operations



## Utility-scale Renewables

We can provide access to corporate PPAs from large scale renewable generators

**Eco35 Energy Solutions** has a number of both small and large scale renewable projects in development across the UK



**We offer a tailored approach to achieve your clean energy goals.**



# Buying and Maintaining Assets

The cost of buying and maintaining assets often prevents investment.  
We provide funding for hassle-free energy solutions.

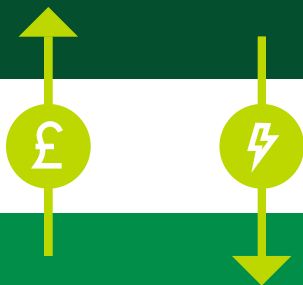


## Eco35 Installation Partners

The PPA provider funds and owns the energy asset, installing it on the customer site

**Eco35** delivers an end-to-end service, from design to operation

**Installer** will be responsible for asset performance including repair and maintenance



## Customer

No upfront capital or balance sheet requirements

No ongoing costs or administration for managing the asset

Buys energy generated on-site via a Power Purchase Agreement (PPA)



## Utility Grid

Customer buys residual energy requirements from existing supplier

# Businesses have Struggled to Cope with Volatile Energy Prices.

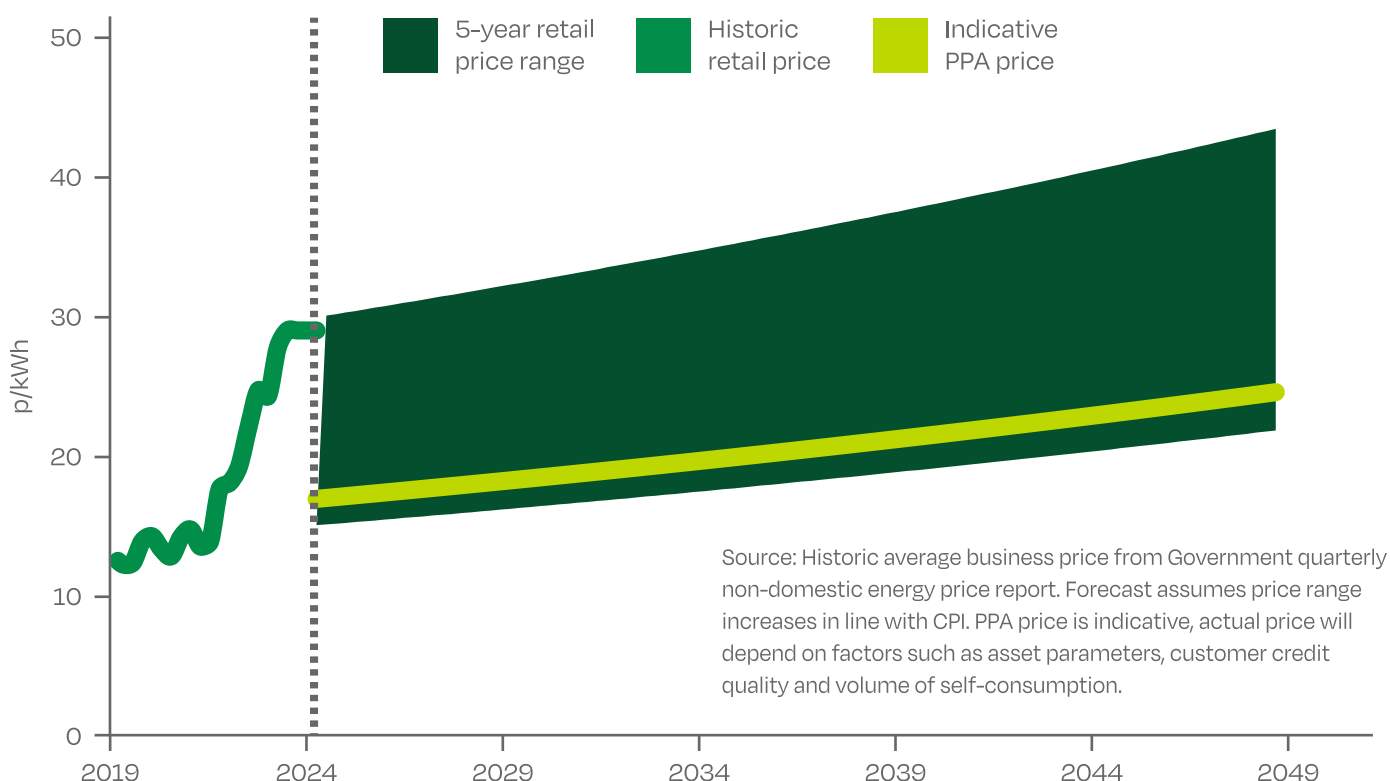
## Our on-site PPAs deliver secure energy at a low fixed price.

On-site generation can deliver savings of over 30% compared to the retail price of energy

This cost reduction is delivered through a Power Purchase Agreement, a long-term contract to supply generation from an on-site asset

PPA prices are fixed in real terms, removing the exposure to volatile global markets

Customers benefit from lower energy bills, paying a low p/kWh rate as soon as the asset is operational with no standing charge or upfront payments



## £100,000 Renewables Project:

12 Month Leasing Plan: £9,151.00

24 Month Leasing Plan: £4,828.00

36 Month Leasing Plan: £3,218.00

48 Month Leasing Plan: £2,511.00

60 Month Leasing Plan: £2,102.00

# A Comprehensive, End-to-End Streamlined Process

We take care of every aspect of your clean energy journey so you can focus on your core business

## Scope

We review site data (energy use, roof space) to understand more about customer requirements.

## Design

We create a robust design using the green technology solution that works best for the customer.

## Survey

We carry out further surveys to confirm project details and ensure necessary consents.

## PPA & Lease

Customer signs Power Purchase Agreement for on-site generation and agrees a Lease for required space.

## Delivery

We provide funding to install the asset, it is often operational within a number of weeks.

## O&M

We operate and maintain the asset ensuring maximum delivery of on-site generation.

## Handover

Ownership of the asset transfers to customer at end of contract, typically after 20-25 years.





To find out more about our Green  
Technology leasing solutions and  
PPA Solutions and how we can help you  
invest in new equipment efficiently,  
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