

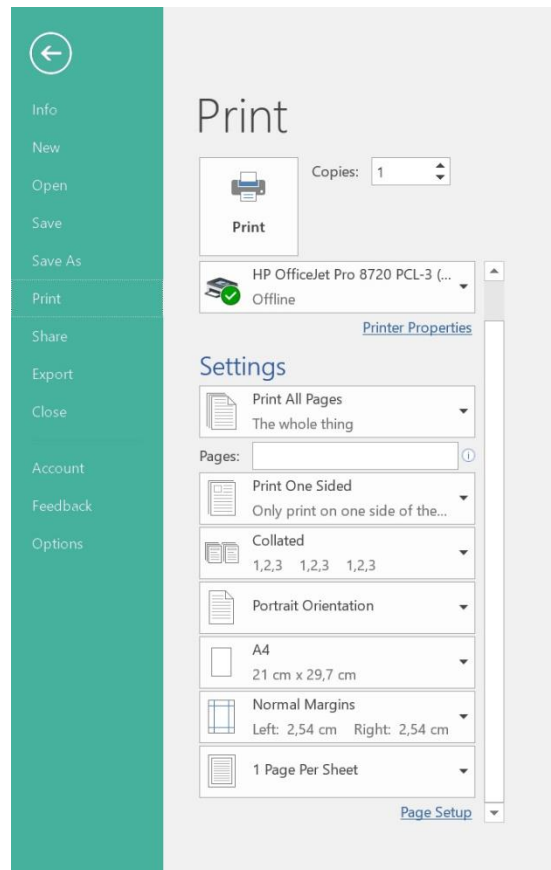
CASE

TENDER SOLAR PROJECT



April 2018

PRINTING THIS DOCUMENT



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COMPANY DESCRIPTION



- Company active in household products
- Yearly consumption of 30.000 MWh on the site where the solar project will be developed
- Nearly 7000 solar panels on more than 22.000m²
- Solar project will cover 6 to 7% of the yearly consumption
- Hedged electricity price for 2018: 70 €/MWh (all-in: commodity & non-commodity)

TENDER PROCESS

- Offers of 10 different suppliers
- 3 different rounds
- Contract period of 15 years because return on investment was better than on 10 years



CONDITIONS OBTAINED

- **No residual value after contract duration:**
 - When the contract ends* the company can keep the installation without any cost. Of course, the solar panels do need to have maintenance periodically. For this they can still rely on the supplier afterwards if they wish.
- **Low indexation of 1,5% (fixed!)**
 - Other parties: 2% or linked to the consumer index
- **Dismantling cost = € 0**
 - Second best offer: € 56.000, other parties: € 60.000 – € 70.000
- **All-in guarantee for 15 years**

*solar panel lifetime = 30 years

COSTS

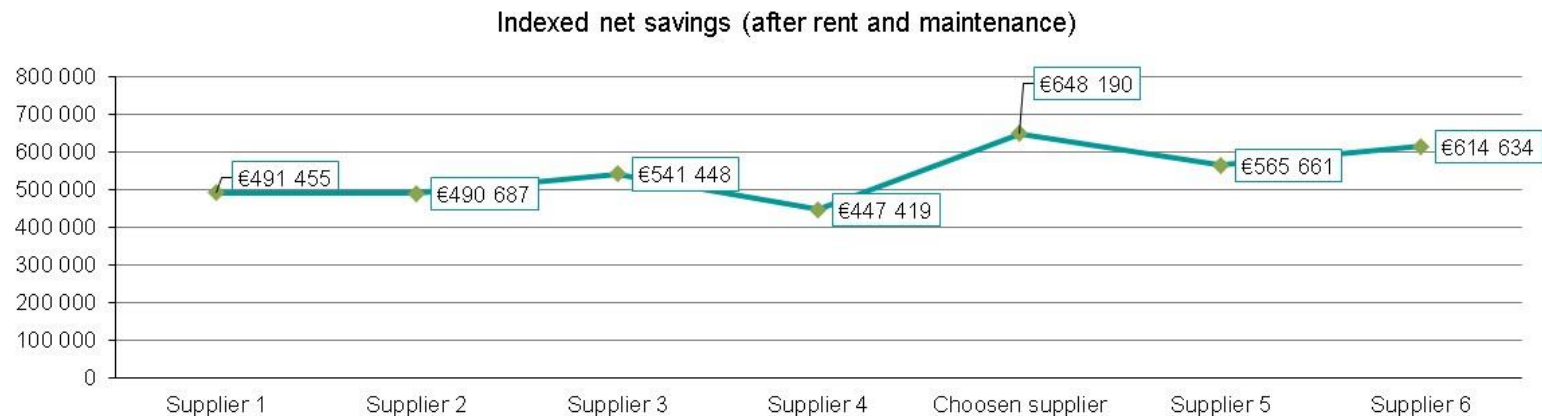
- 49 €/MWh which will be indexed by 1,5% yearly.
- As the profitability of solar panels decreased gradually, the average cost over 15 year is 54 €/MWh.

Indexed costs (without taxes)



SAVINGS OVER 15 YEAR

- (grid fees and taxes cost – solar energy cost) x MWh
- € 2 050 000 – € 1 400 000 = € 650 000 savings over a period of 15 years
- Projection of savings based on electricity prices increasing by 2% per year



SUSTAINABILITY

- 15.000 tonne less carbon emissions on 30 year



MORE INFORMATION?

- Contact your consultant to find out more about our sustainability services or have a look at our website: <https://www.eecc.eu/sustainable-energy-management>

