



GRIDSERVE

APSE Northern Ireland

Hybrid Solar and Electric Forecourts<sup>®</sup>





We are experienced sustainable energy professionals with roots that started with some of the world's first commercial deployments of solar energy and energy storage solutions over 40-years ago, in the deserts of Saudi Arabia to provide critical power for cathodic protection of the oil pipelines.

In recent years our 30+ person team have been responsible for the development, construction, and operation of more than a gigawatt of solar energy and energy storage solutions, including connecting over 100 utility-scale sustainable energy projects to the UK grid in the last five years alone.

With a wealth of experience behind us, and almost unlimited opportunities in-front of us, we do not require artificial subsidies of any form and are rapidly building a truly sustainable international energy business.



*Jerry Stokes*  
Executive Chairman



*Toddington Harper*  
CEO



*Heston Harper*  
CEO - APAC



*Jeremy Cross*  
Chief Commercial Officer



*Mark Henderson*  
Chief Investment Officer



*Raoul Tuftnell*  
Chief Development Officer



*Shazia Khokhar*  
Chief HR Officer



*Michael Vassakis*  
Head of Engineering



# Cutting edge sustainable energy solutions for critical power infrastructure

## Solar Farms

Energy grids are adjusting to a low carbon world. **GRIDSERVE** has the products and know-how to put renewable energy at the heart of infrastructure.

[+ Learn More](#)

## EV Charging

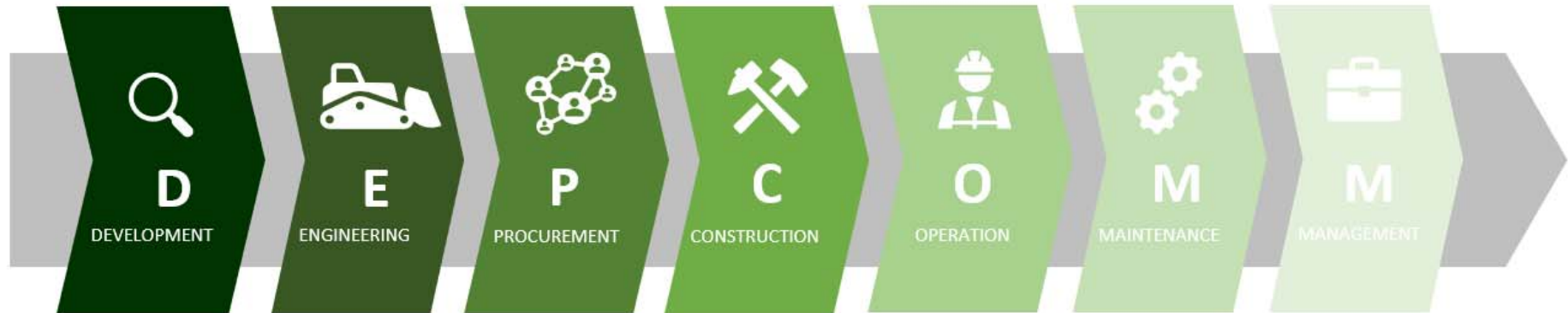
'Electric Forecourts®' make charging an electric vehicle as simple as refuelling. **GRIDSERVE** is in the driving seat of the electric vehicle revolution.

[+ Learn More](#)

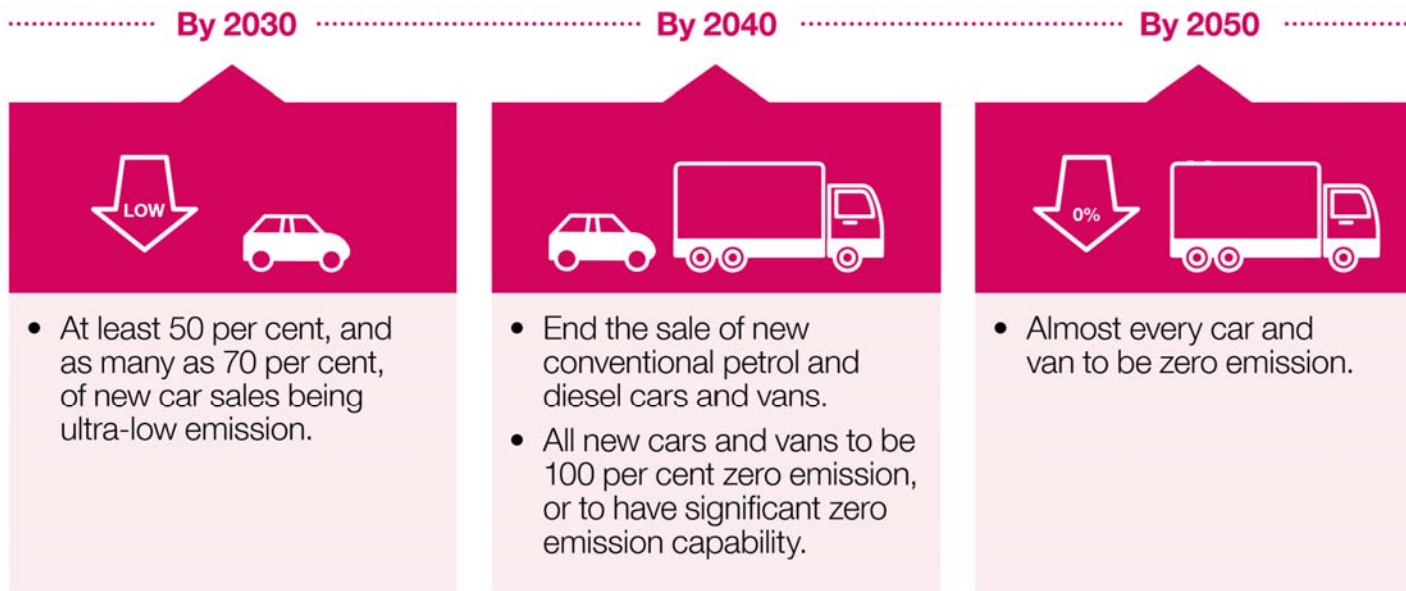
## Telecom

Remote and off-grid power solutions for telecom towers don't have to be complex or expensive. **GRIDSERVE's** solution delivers the lowest total cost of ownership.

[+ Learn More](#)



## ┆ When will the tipping point for EVs arrive?

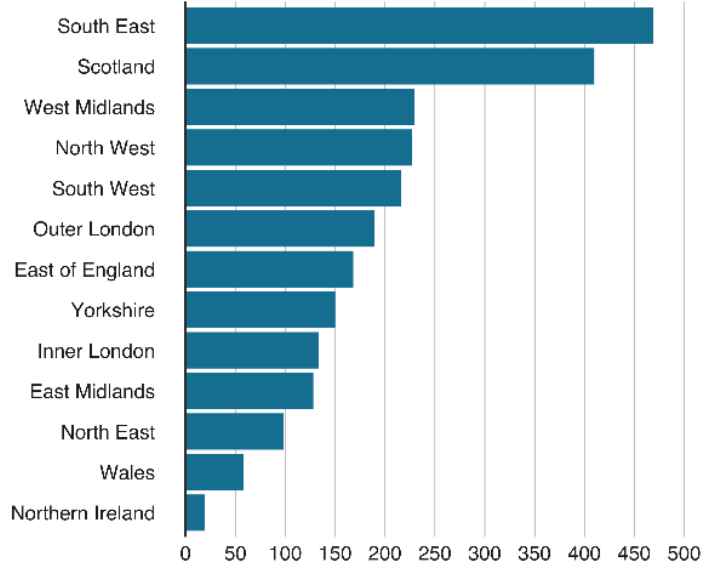


National Grid ESO – Future Energy Scenarios 2019



# Electric Forecourts® - NI Already behind?

## Rapid charging points

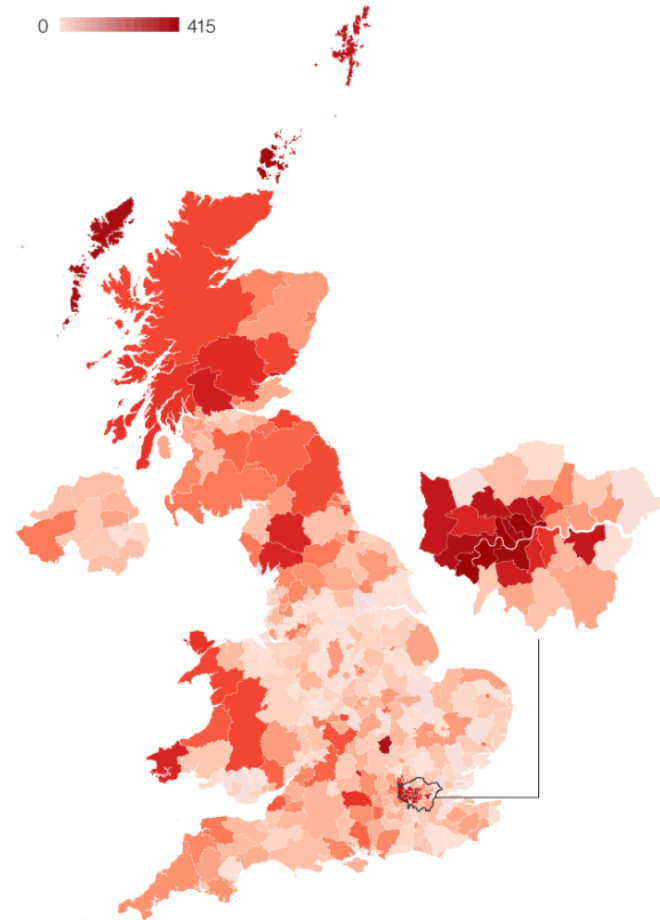


Source: Department for Transport



## Electric car charging points per 100,000 people

0 415



Source: Department for Transport





GRIDSERVE Electric Forecourts® are designed for the modern age and will make owning and operating an electric vehicle an enjoyable, ultra-convenient and stress-free experience.





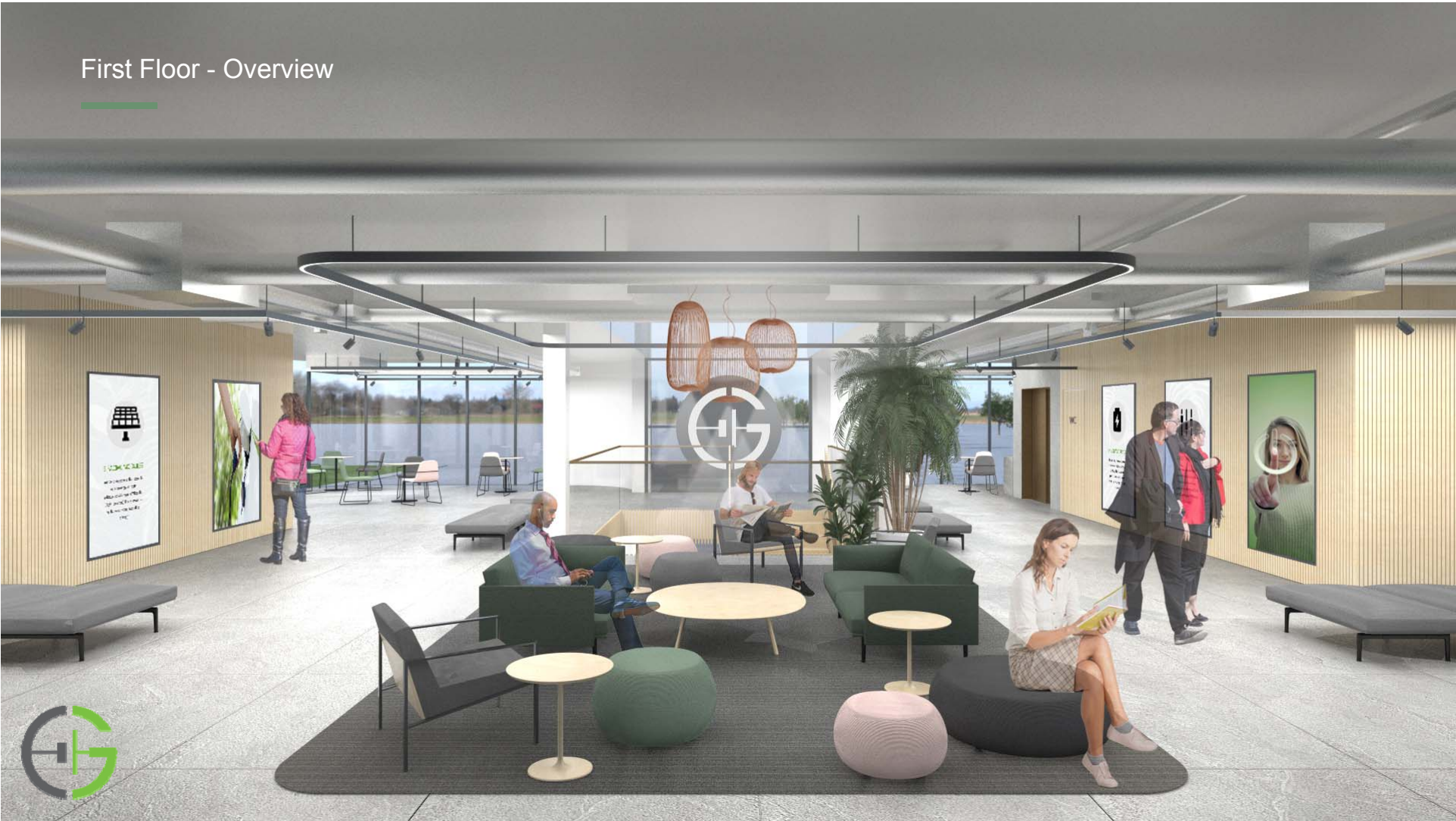
During their charging time, drivers will be able to take advantage of a range of facilities including a coffee shop and an airport-style lounge with high-speed internet.







First Floor - Overview



First Floor - Lounge



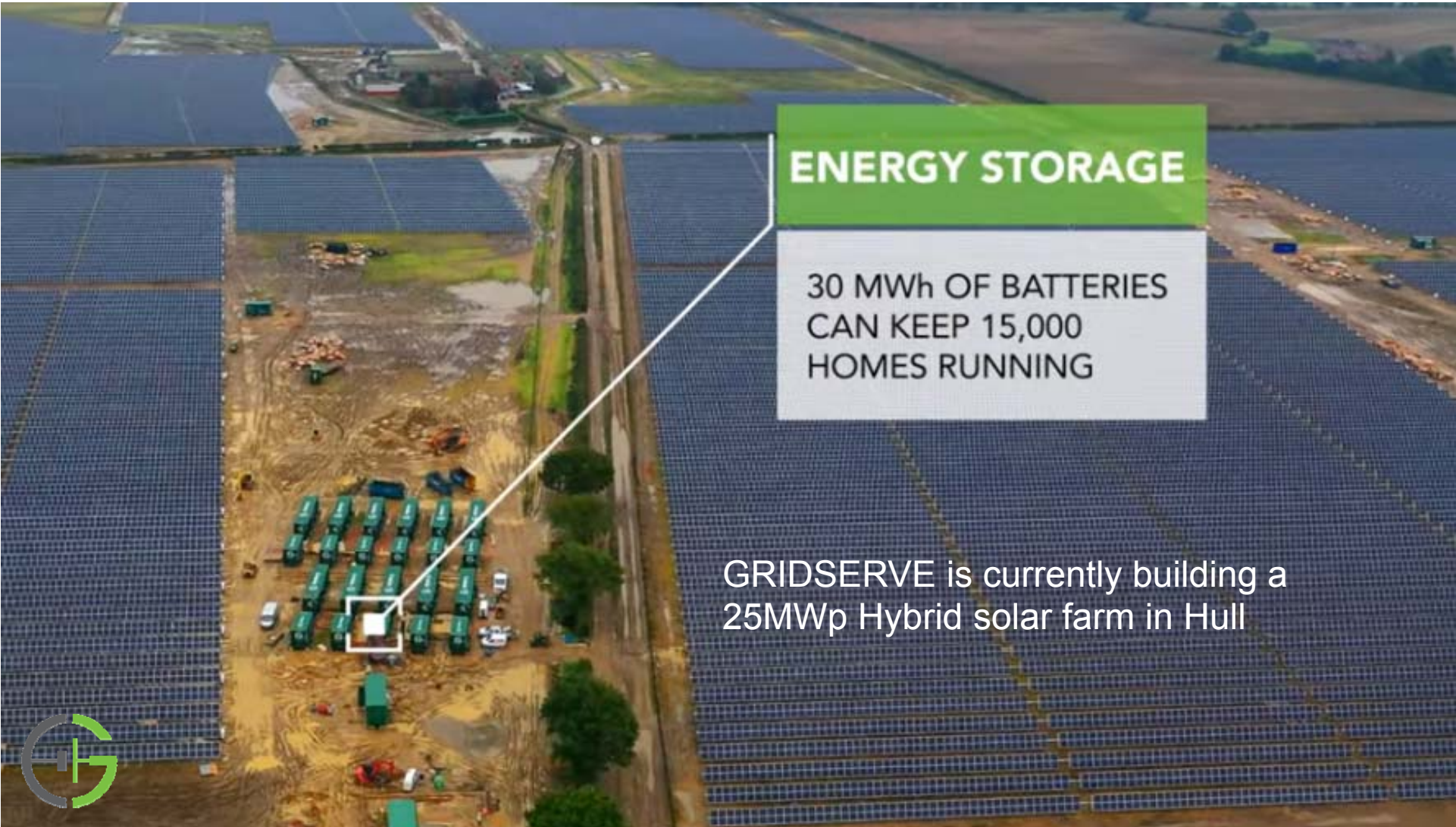


GRIDSERVE has just completed the 35MWp York Hybrid Solar Project. GRIDSERVE developed, financed, project manages construction and will operate the site in-house.

## SOLAR POWER

OVER 90,000 BIFACIAL SOLAR PANELS TRACK THE SUN EVERY DAY



An aerial photograph of a large-scale solar farm under construction. The image shows rows of solar panels being installed across a field. In the center, a dirt area contains several green battery storage units. A white callout box with a green header and white body points to this area. The background shows a mix of agricultural fields and some industrial structures.

## ENERGY STORAGE

30 MWh OF BATTERIES  
CAN KEEP 15,000  
HOMES RUNNING

GRIDSERVE is currently building a  
25MWp Hybrid solar farm in Hull

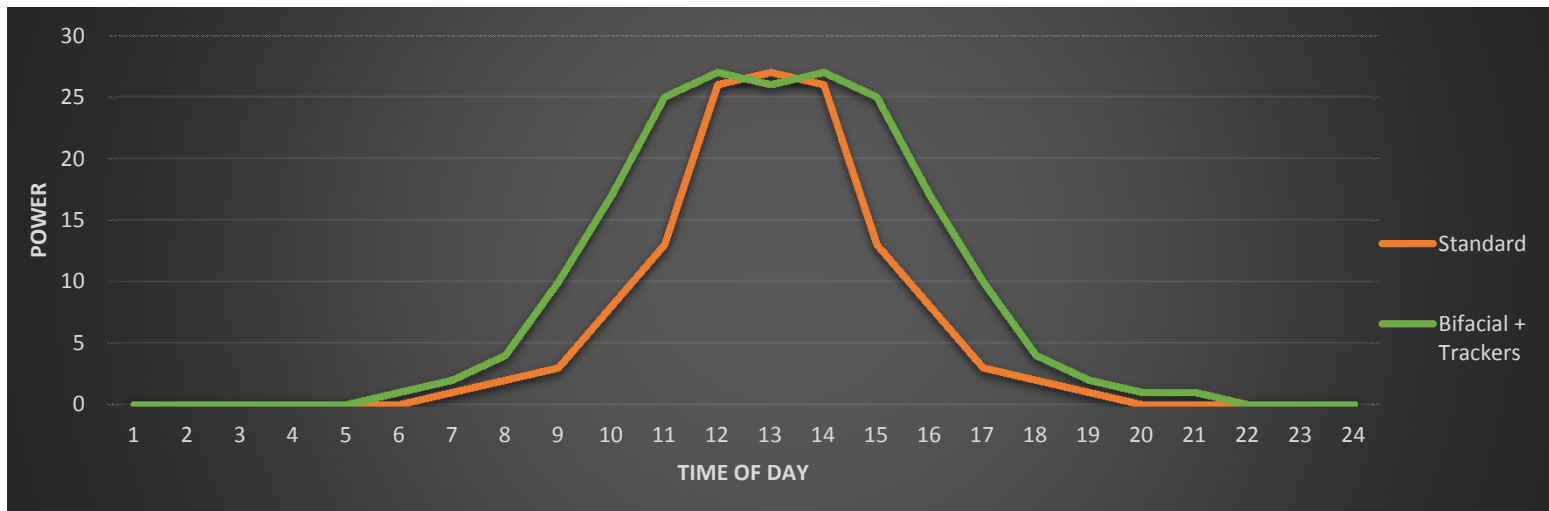


## Next Generation Panels

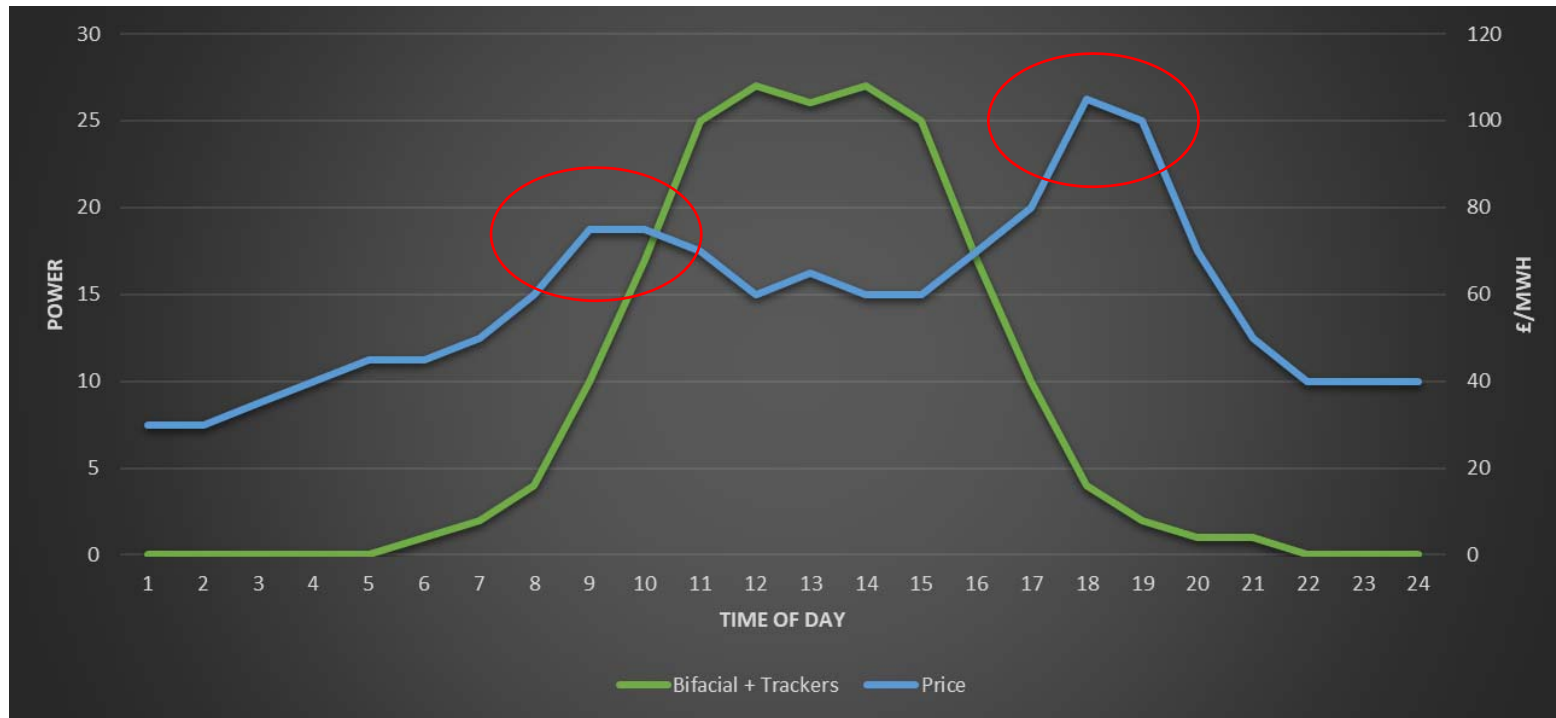
Bifacial Solar Panels provide up to 20% Extra Energy Generation when combined with the NexTracker mounting structure



# Next Generation Trackers



# Next Generation Batteries





Next Generation Partners

**“Sleeving” Contract**

Power Purchase From

Solar

Supply To Council

WARRINGTON

Borough Council



Schools  
Offices

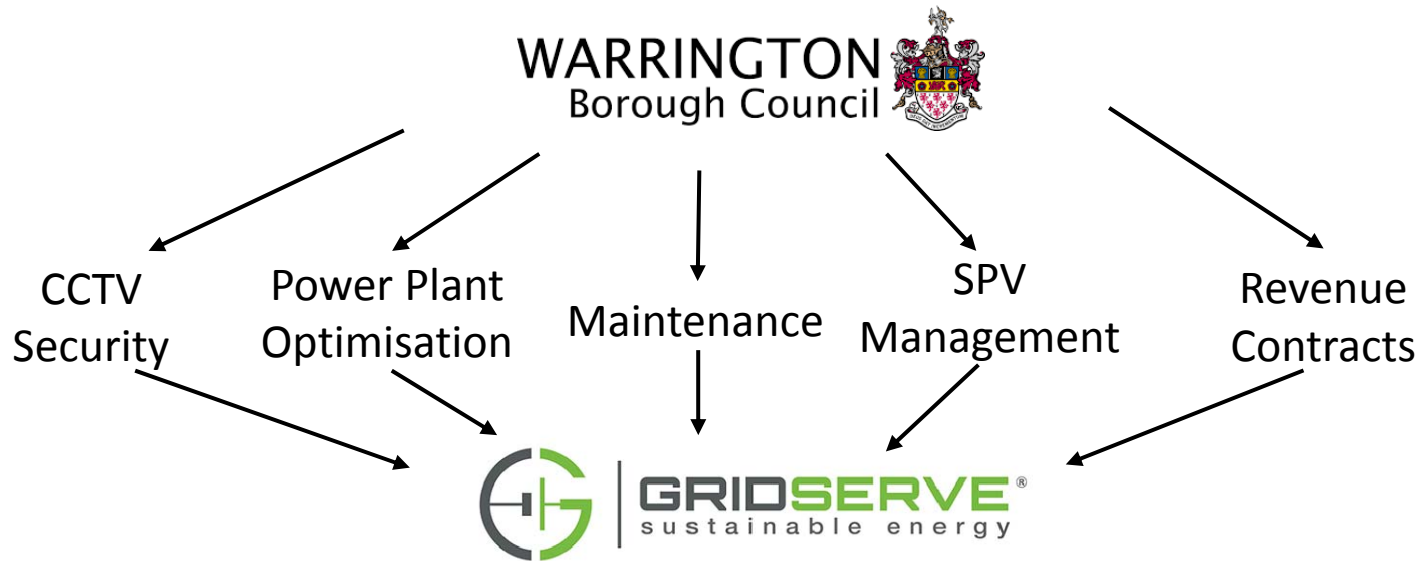
Street Lights

PWLB Borrowing at  
~3%

Purchasing site at  
completion



# Long Term Stability



## Long Term Return

Leader of Warrington Borough Council, Cllr Russ Bowden said: 'This deal is good news for Warrington residents and good news for the environment. The solar farms will secure our energy supply, give us control over our energy prices, contribute to reducing fuel poverty and generate an estimated operating surplus of £150m over 30 years that can be invested back into the most important frontline services.'



# Long Term Sanctuary



## ┆ Opportunities with GRIDSERVE

### Bonds

- ✓ Bond investments for Hybrid Solar and Electric Forecourts
- ✓ 6% Return
- ✓ £2m +

PPA...!

### Equity

- ✓ Own Hybrid Solar projects directly through SPA
- ✓ £12-£60m
- ✓ 4 opportunities for 2020

### Land

- ✓ Landlord for Hybrid Solar and Forecourts
- ✓ Park & Ride Integration
- ✓ Council Destination Charging





Thank you for your  
attention

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