Webinar

How can BESS and solar fight food inflation?

Alight®

Alight®

Alight is a leading **solar-as-a-service partner for corporate and industrial customers across Europe.**

Alight is an IPP (independent power producer) and developer that finance, build and operate solar installations that generates renewable energy.

Independent from the old energy industry, a **100% focus on solar and storage**

+70	+500	+2.5 GW	+80		
Solar plants under mgmt or construction	MW of solar under mgmt or construction	Offsite projects under development	Team members across EU	Support Global Compact	SolarPower Europe, RE-Source, Solar Energy UK

Why your energy mix is now a board room issue

Energy prices are a key driver for UK food inflation

- UK food inflation is set to rise to 5.7% by December 2025
- Energy accounts for one third of the rise since 2022
- Increased price volatility and uncertainties in grid infrastructure adds uncertainty

But it's not just about cost...

- Customers increasingly demand visible action on sustainability
- Geopolitical risks are highlighting the need for greater resilience in energy supply

The energy market is evolving

Increased volatility driven by gas prices and intermittent generation

Government support for quicker planning and grid connection timelines

Cost of BESS has dropped by 50% over the last two years

Addition of energy storage **increasing complexity** of solutions

Lots of opportunity, but complex choices

PPA or capex?

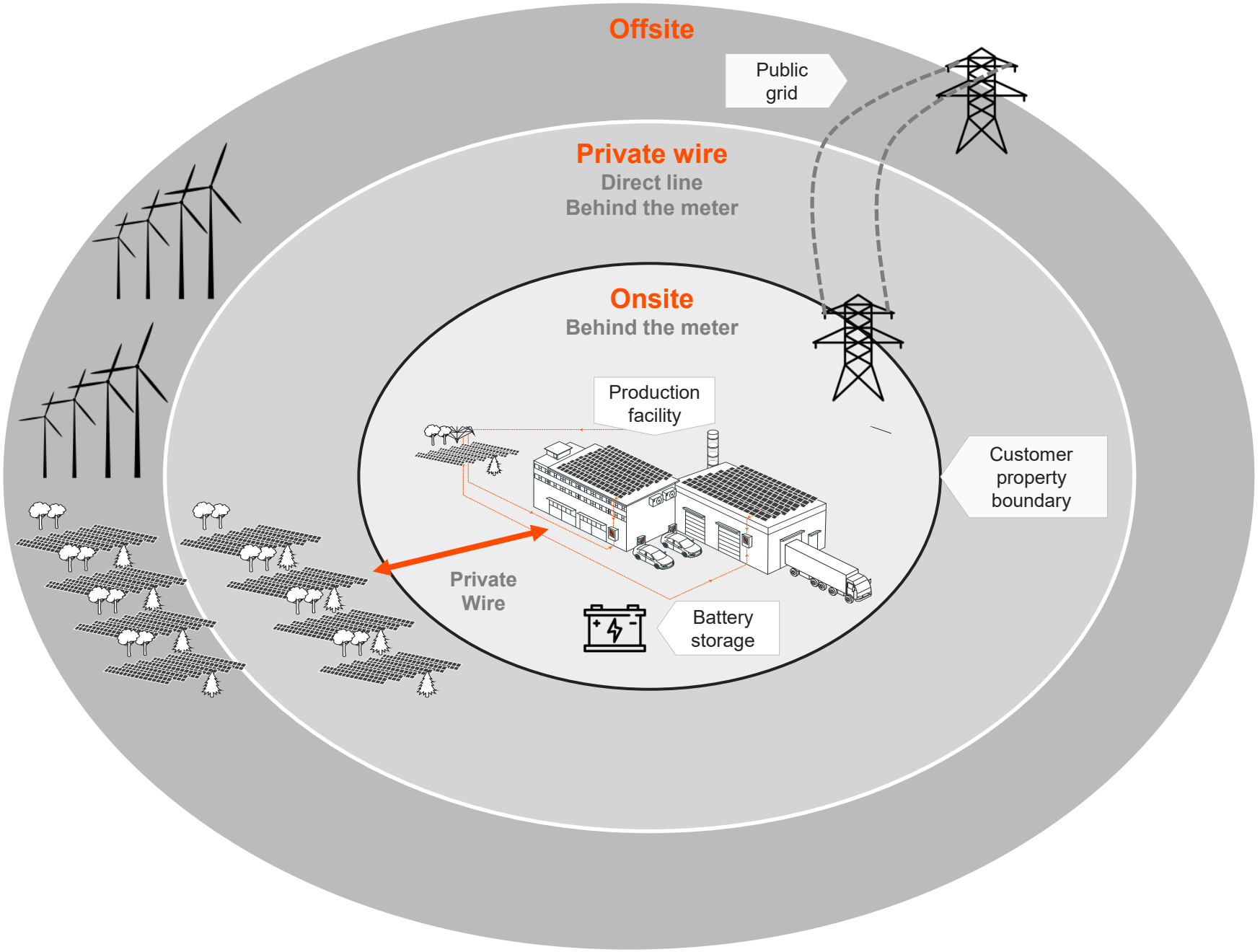
Onsite or near-site?

When does it makes sense to add BESS?

Which revenue streams can you unlock?

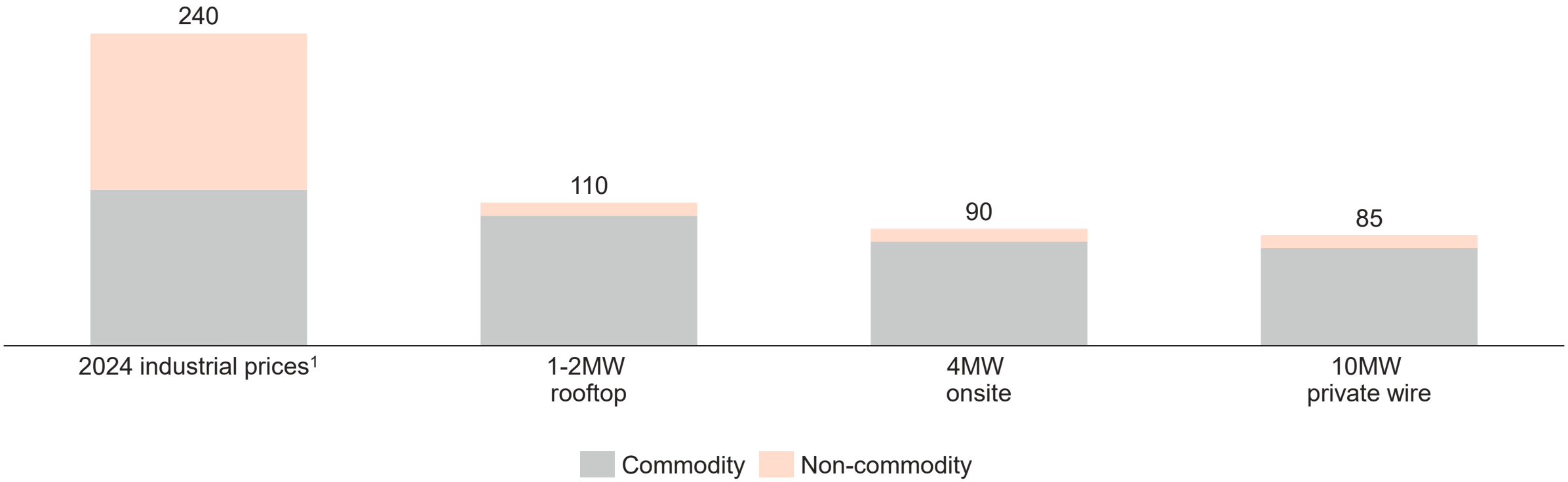
Lowest price or highest savings?

Your options for sourcing renewable energy



The savings case for behind-the-meter solar

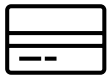
Industrial prices vs. 15-year PPA* (£/MWh)



*Variable - based on example projects
[1]Department for Business and Trade

Two main models for funding your project

PPA or CAPEX

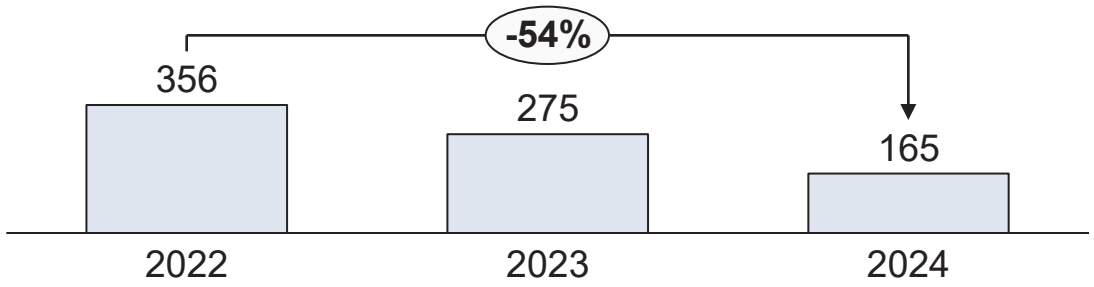
		POWER PURCHASE AGREEMENT (PPA) (Opex)	BUILD AND OWN (Capex)
Investment		No investment required	100 % by customer
Payment model		Per kWh	System purchase, O&M and upgrades
Tenor		10+ years	Multiple contracts with varying tenor
Pay-back		Savings day 1 (0 days)	+10 years
Risk		Supplier bears risk and is incentivized to maximize performance	Borne by customer

Behind-the-meter battery adoption has lagged utility-scale, but two key factors have improved its economic viability

1

Over **50% reduction in the price** of battery energy storage systems over the last two years

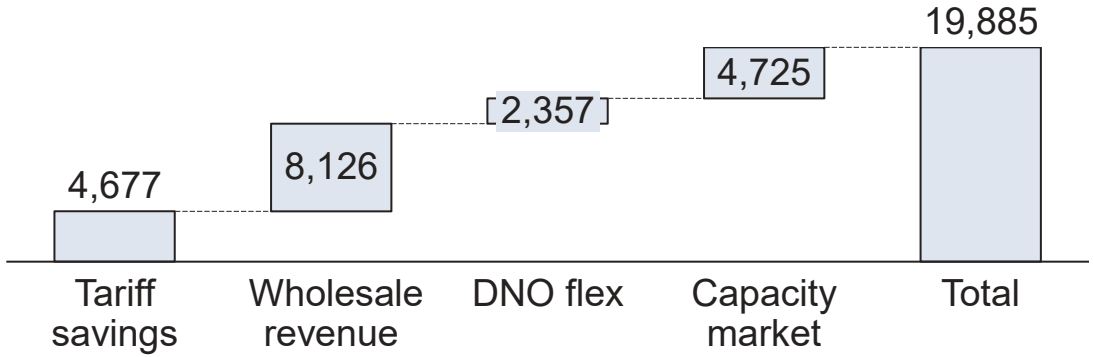
Prices for turnkey energy storage systems (Real 2024 $/kWh)[1]



2

Multiple value stacks can now be accessed with behind-the-meter batteries

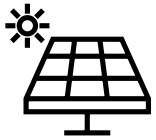
Example annual value from 500kWh/250kW battery storage (£)[2]



Sources: [1]BNEF, [2]Economics for a UK supermarket

To unlock the value stack you need to understand your tariff optimization opportunities

Tariff optimization
behind-the-meter opportunities



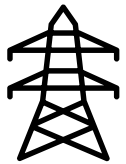
Solar self-consumption

Time of use arbitrage

ToU levy reductions (e.g. capacity markets)

Capacity or demand charge reduction

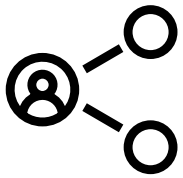
Demand reduction during critical peaks (e.g. the triads)



Network tariff optimization (e.g. swapping residual bands)

Market participation
front-of-the-meter opportunities

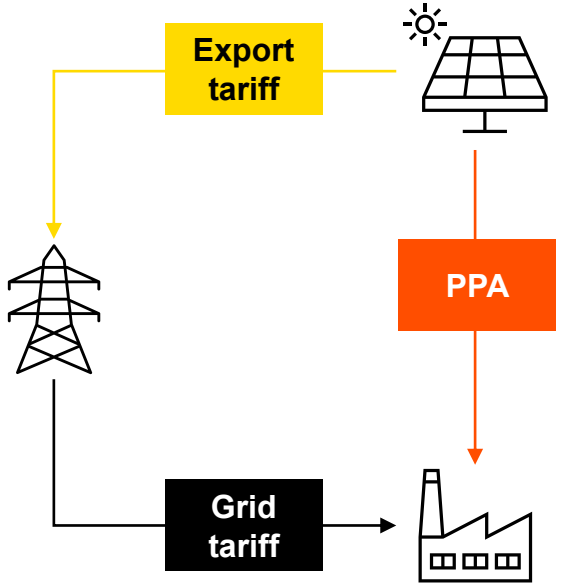
Capacity market participation



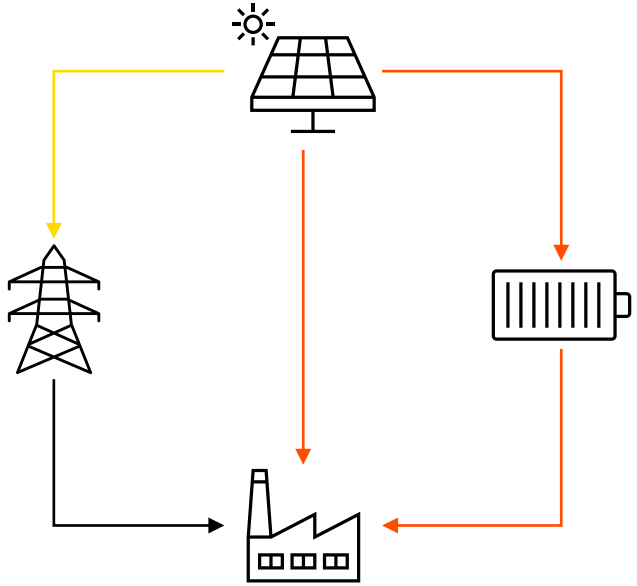
Electricity market participation (e.g. P15)

There are two distinct dispatch strategies when integrating batteries with solar behind-the-meter

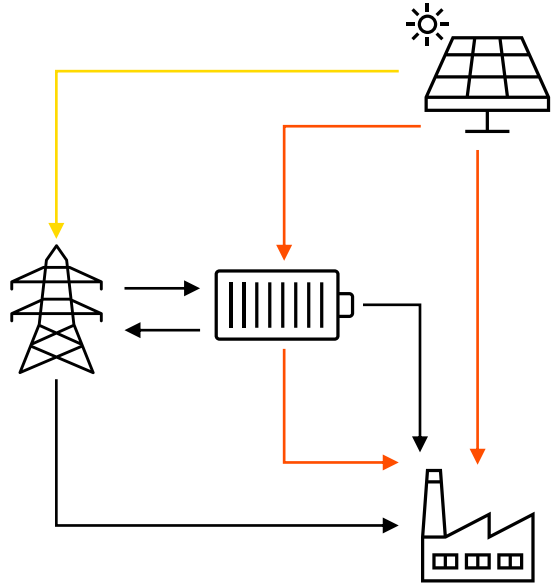
Solar-only PPA



Solar + BESS: tariff optimisation



Solar + BESS: full market access



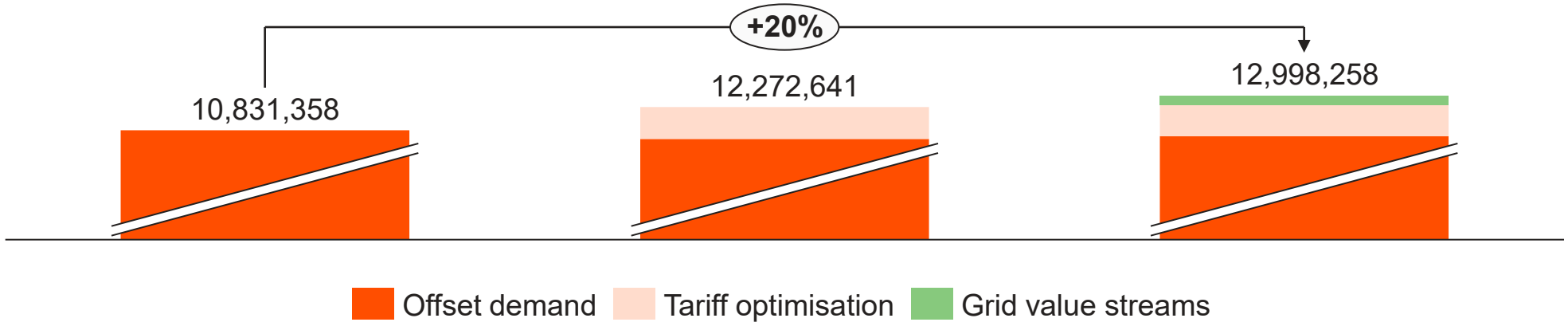
Secure savings – low complexity

Higher upside – high complexity

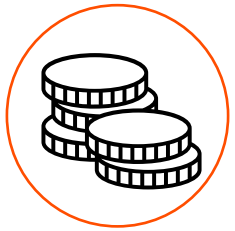
One industrial business we are working with identified up to 20% increased value through increasing solar capacity and adding BESS

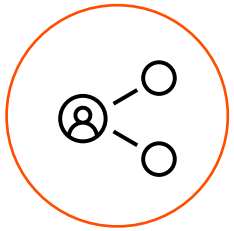
	Solar-only	Solar + BESS: tariff only	Solar + BESS: full value stack
Solar capacity	7 MWp	8.5 MWp	8 MWp
BESS sizing	-	2MW / 4MWh	2MW / 4MWh

Project net value (GBP)



Industrials have several options for how to fund and operate a battery storage system





	Capex investment	Battery lease	Risk-sharing
Funding model	▸ Site designs, installs and funds the battery	▸ Developer designs, installs and funds the battery	▸ Developer designs, installs and funds the battery
Revenue model	▸ Site receives all benefits from the battery	▸ Site receives all benefits from the battery ▸ Developer receives monthly lease payment	▸ Developer and site split the benefits from the battery
Operating model	▸ Site takes responsibility for dispatch strategy	▸ Site takes responsibility for dispatch strategy	▸ Developer takes responsibility for dispatch strategy

How to get started…

What is a “good site” for solar?

- Consumption
- Available surface
- Owner of building
- Insurance

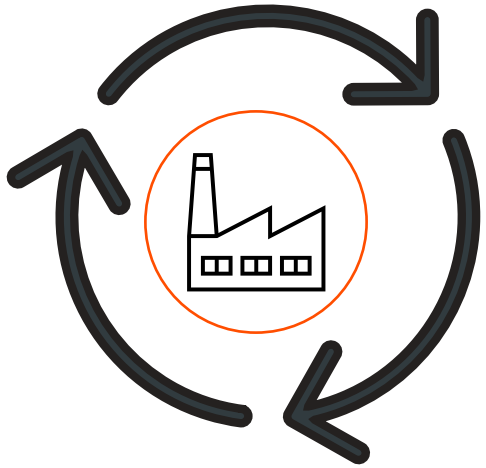
What makes a good case for BESS?

- Level of export
- Tariff structure

Stakeholder alignment key to success

Internal

- Procurement
- Site team
- HSE / Risk / Insurance
- Legal
- Finance
- Sustainability
- …



External

- Grid
- Planning
- Landowner or land-lord
- …

What does the process look like?

Define business case potential

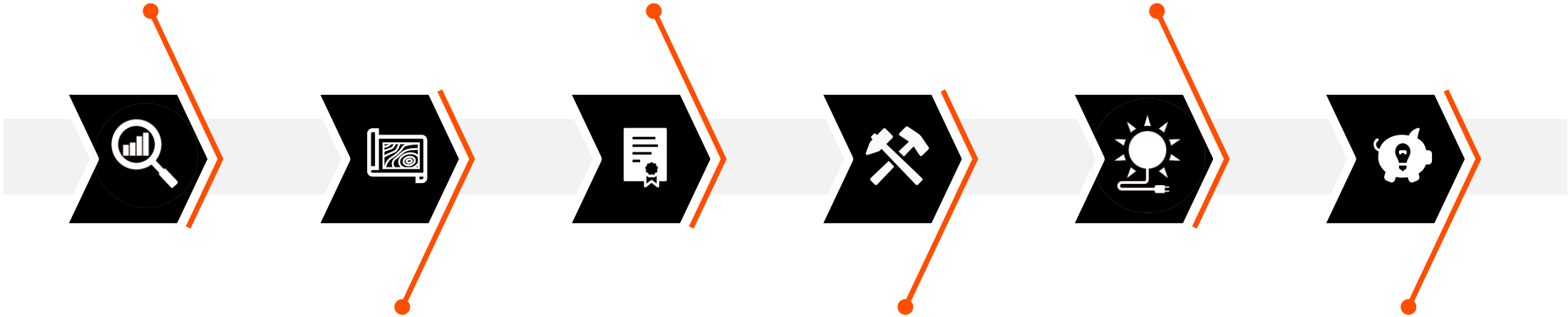
Sign development exclusivity

Sign HoT and land lease

Signing the Heads of Terms and land lease

Let the sun shine

Start of electricity production



Scan adjacent land*

Scan relevant land areas, approach landowner(s) and negotiate land lease

Development, PPA & construction

Finalise permitting, PPA and initiate construction

Generate value

- ✓ Financial savings
- ✓ Financial hedge
- ✓ Additional green electricity
- ✓ Inspiring communication

Next step

Discover what solar can do for your sites

- Exclusive offer for FDF members
- Bespoke solar & BESS assessment for your UK sites (worth up to £10k)
- Delivered by our specialist team with 50+ years' experience and 500 MW under management

What we need from you:

- Hourly consumption data
- Tariff structure
- Site coordinates

What we deliver:

- Indicative design
- Business case
- Potential private wire options


Q&A
Alight


Thank you!
Alight