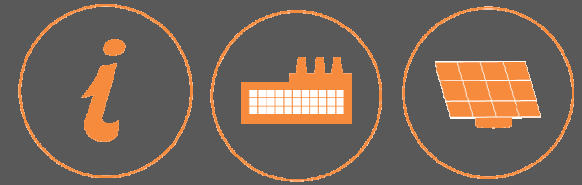




Presented By: Cathal Hennessy (Business Development Manager – Ireland)

Date: 29th Jan 2016

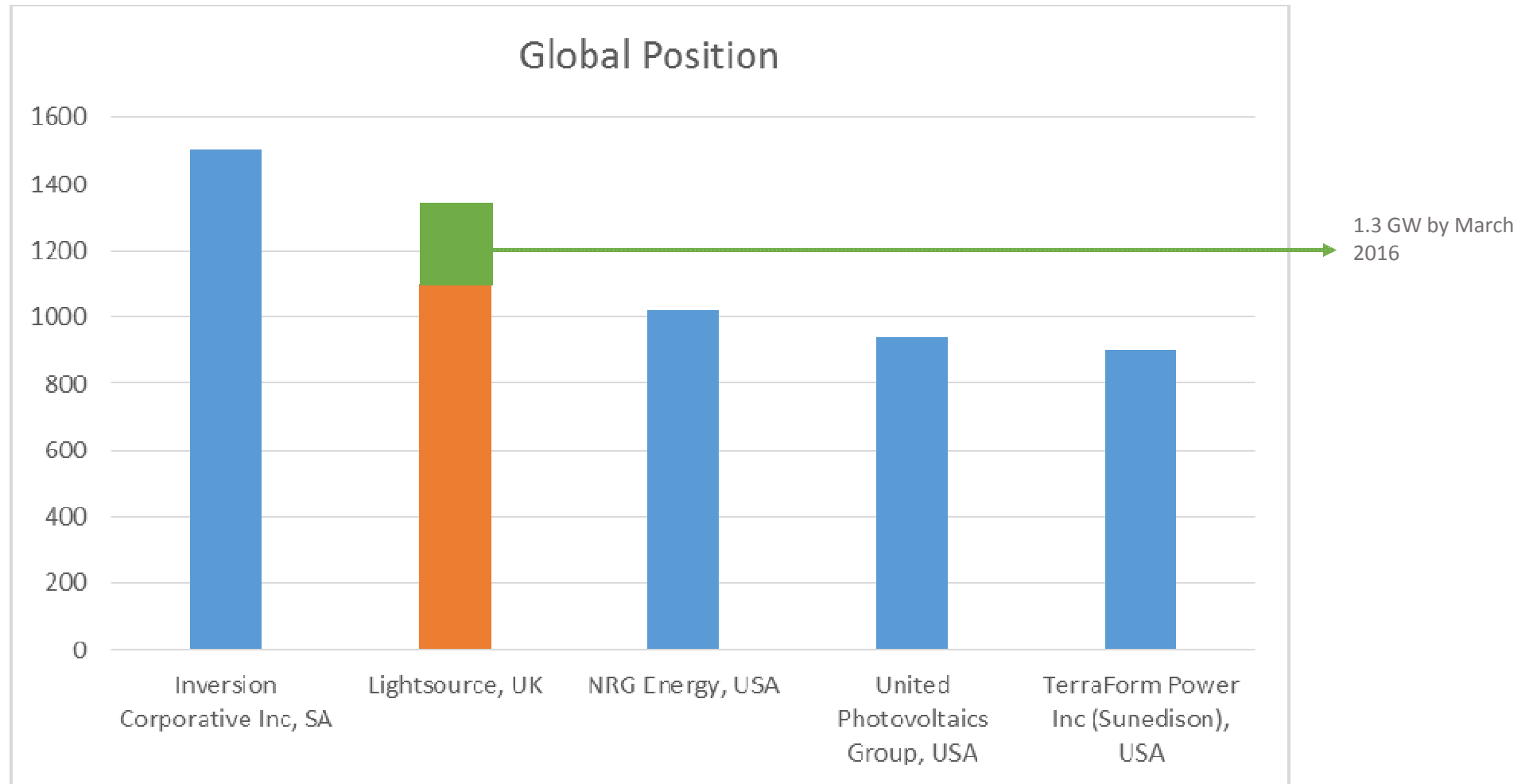
About Lightsource



- Lightsource is Europe's largest utility scale solar PV developer and operator, with full service capability from project development and planning through to operation and maintenance
- By March 2016 Lightsource will have developed 1.3GW of solar PV
- Lightsource also owns/operates an additional 18 MWp in France across 66 sites
- We have deployed over €2.2 Billion to date in just 5 years

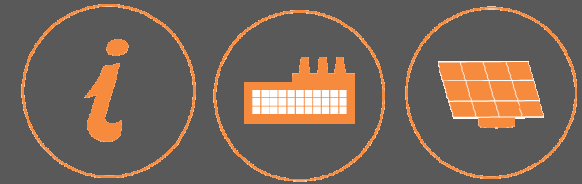


Global Position



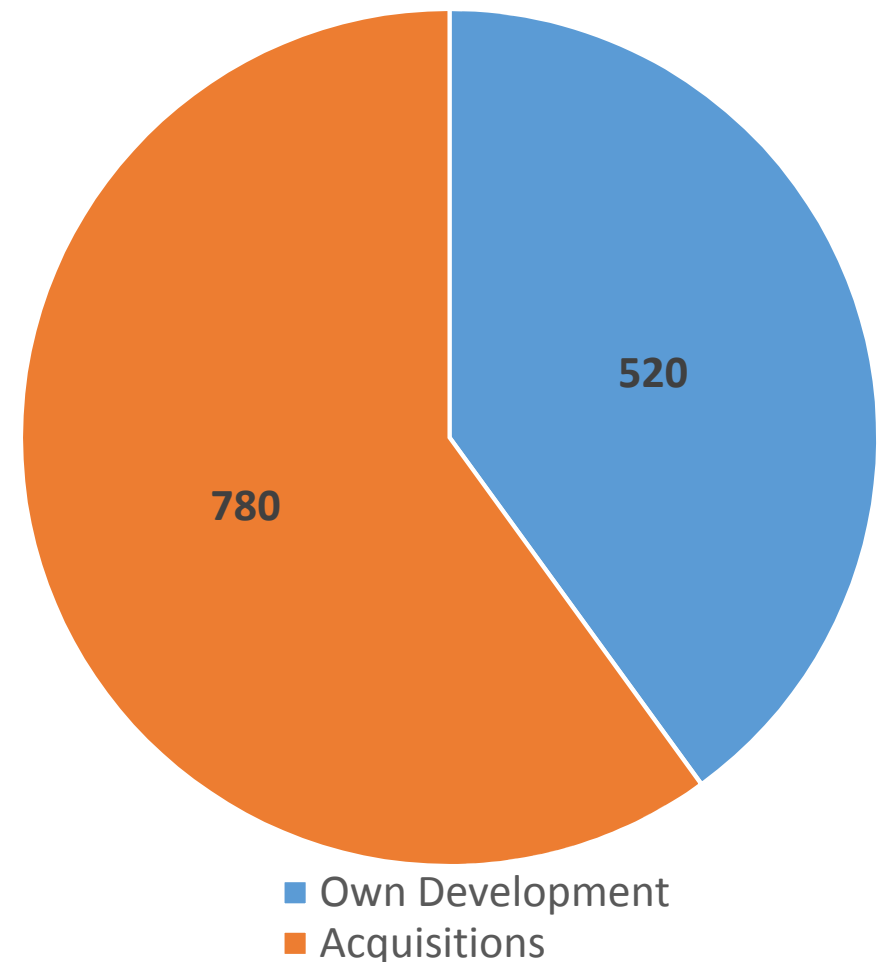
*Source Bloomberg New Energy Finance December 2015, excluding China

Development Breakdown

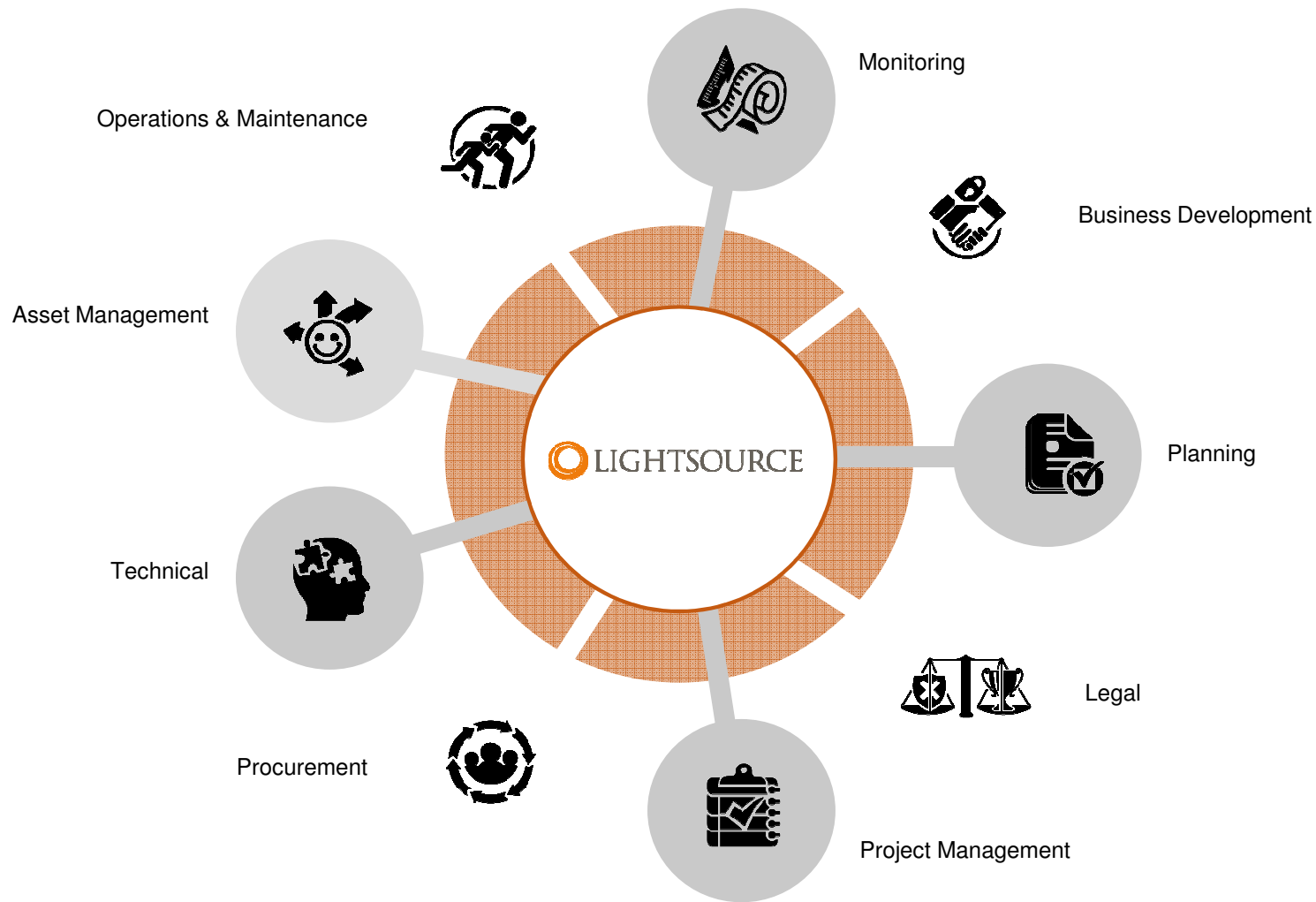
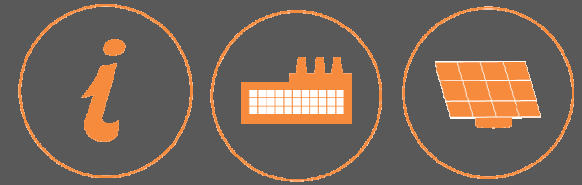


- Approx. 60% of the Lightsource portfolio is from acquired sites at varying stages of development:
 - *Pre-Planning and Grid Offer*
 - *Post Planning*
 - *Post Financial Close / Pre Construction*
 - *Operational Assets*
- 326 sites developed to date

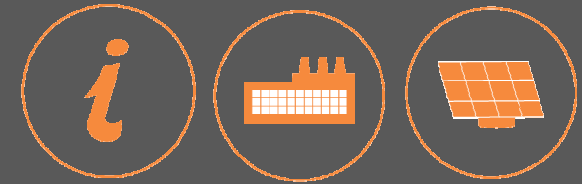
Lightsource MWs Developed



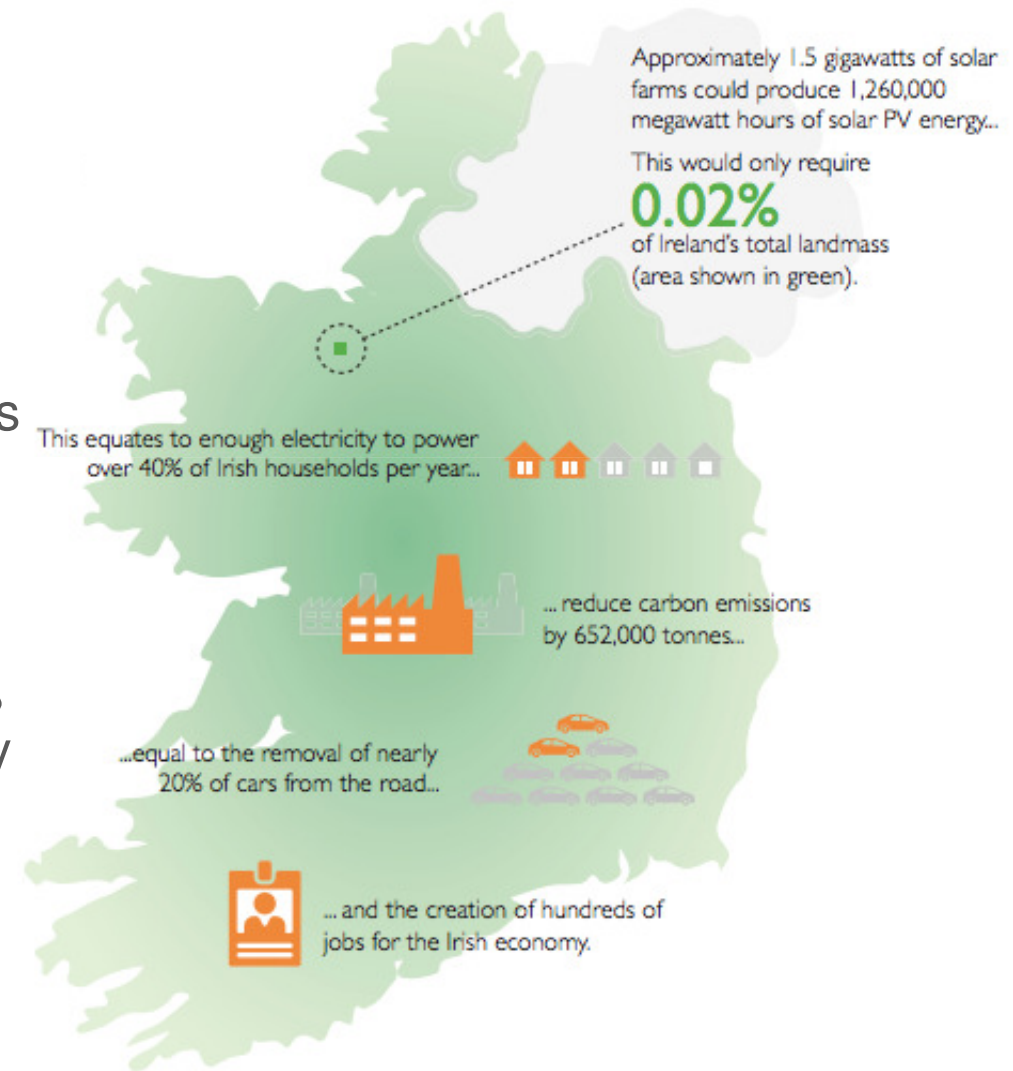
Full Service Capability



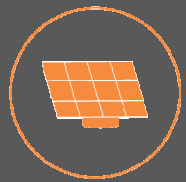
The Opportunity for Solar



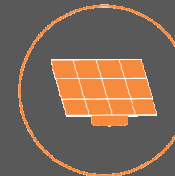
- Ireland has the same if not better solar resource than most of England and Germany.
- Imagine a future where 3%-4% of Ireland's electricity needs are generated by daylight...
- We have estimated that by 2020, over 3% of Ireland's electricity demand could easily be generated by solar PV or 1.5GW installed by 2020.



Driving Innovation



Asset Management



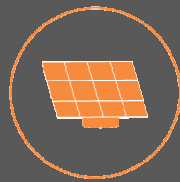
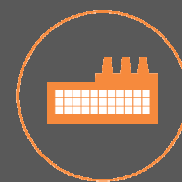
1.1 GW

Under
Management

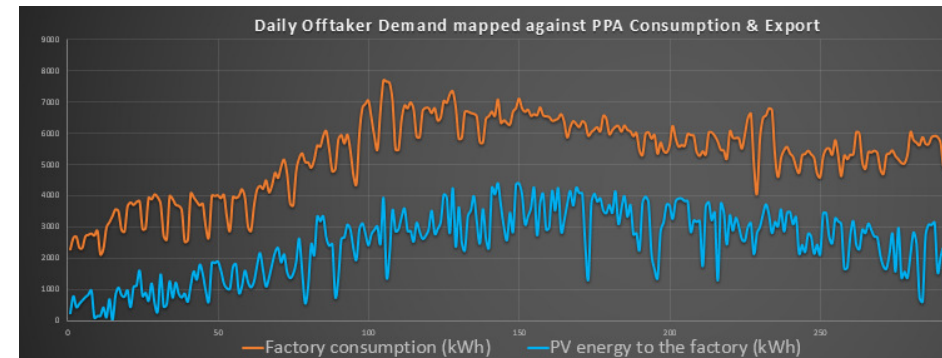
€149M

Portfolio
Turnover

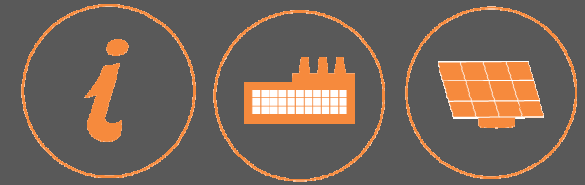
Private Wire PPA (UK and Ireland)



- 20 full time staff focussed on Corporate Clients consuming over 5,000MWh of electricity annually
- Lightsource finances a utility-scale solar park & energy storage solution using 3rd party land or clients lands
- Client has no development risk, no impact on site operations & Lightsource covers Capex costs
- Corporate Client benefits from:
 - Long term, forecastable, low cost power
 - Reduced exposure to a volatile energy market
 - Sustainability credentials

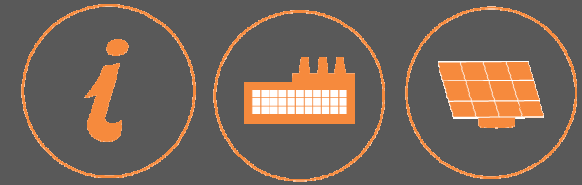


Floating Solar PV



- Utilise reservoirs and lakes for the installation of solar panels
- 6.5 MW floating solar farm to be finished March 2016 – the largest in Europe and second largest worldwide
- Reduces evaporation and algae growth
- Increased efficiency due to cooling effect of water on the system
- Well-situated to power onsite water treatment plants

Large Scale Energy Storage



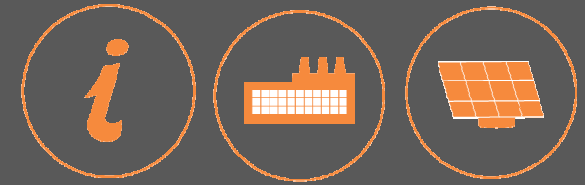
Combining energy storage systems alongside solar PV generation, allows Lightsource to:

- Optimise export for constrained grid connections
- Enhance the performance of our assets
- Provide grid balancing services
- Maximise the export value of our power
- Provide reliable power to PPA consumers

- Lightsource have in-house grid connection, technical and finance expertise that puts us in a world leading position to supply new distribution & transmission system services.



Smart & Connected Homes

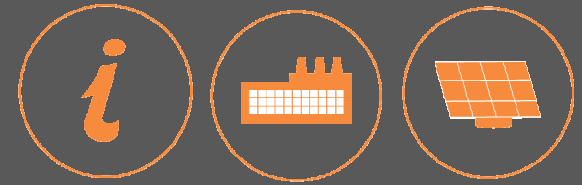


A disruptive approach for the residential sector based on distributed generation and connectivity

- Solar PV with monitoring
- Automated energy efficiency and smart controls
- Energy storage and power flow optimisation
- Demand response programs



Lightsource – Driving Innovation



Why Lightsource do innovation...

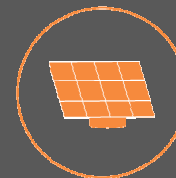
to add value to:

- the projects we purchase / develop
- the c. 380 employees
- the future development pipeline

- Irish solar energy industry has the unique opportunity to capitalise on the experience and innovations from other countries to grow from zero to 4WG by 2022



Contact Us



Contact Us

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