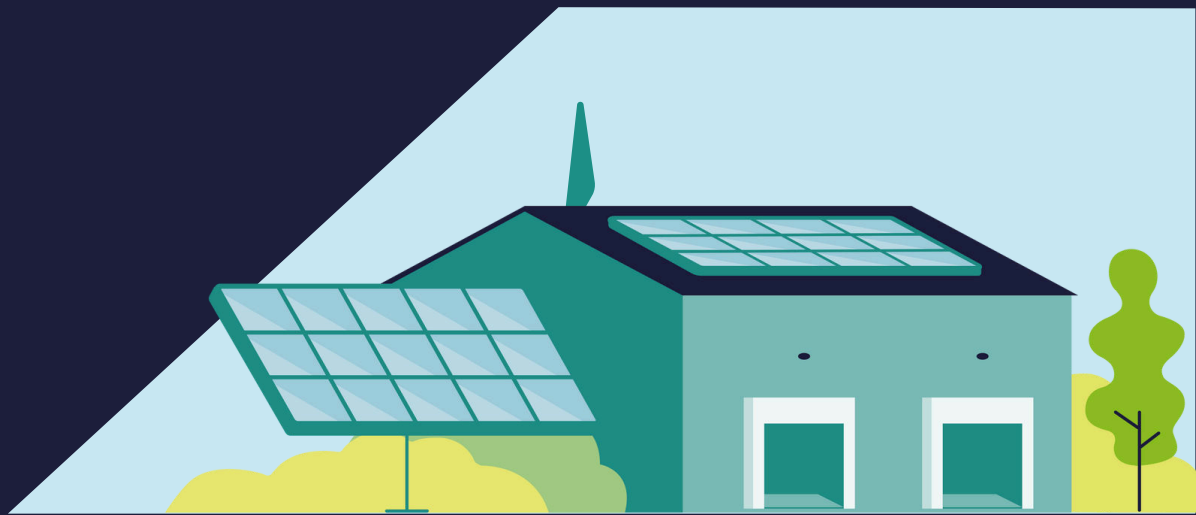




Shawton
ENERGY

Solar Solutions for Multi Site Retail Businesses



Shawton Energy helps retail businesses like yours to harness solar power with the installation of high-quality Solar PV solutions, utilising your existing footprint - roof, grounds & car parks.

Why choose solar?

With electricity prices increasing year on year, the retail industry is continuing to look for ways to reduce energy demand but also source their energy from other sources. Solar PV systems offer electricity at a fraction of the cost of grid-supplied electricity, providing a significant saving. These savings can then be invested in other areas of your business that will drive profits and growth. It is also the number one solution that reduces your carbon footprint significantly.



Reduce your electricity bills by up to 30% subject to the size of the project and your power demand



Solar power can produce substantial savings, long terms for your retail business making you more competitive in the marketplace.



Significant reductions in carbon usage which feeds into your ESG/CSR objectives



A large proportion of your energy demand is 100% renewable energy produced on site



It will evidence to your customers your commitment to driving to a Net Zero Carbon future



It will make your property more desirable if looking to sell in the future



Ensuring your retail site is more sustainable and has a lower carbon footprint than your competitors will attract a customer base who is increasingly choosing their retail purchases based on their ESG credentials and low carbon footprint. Solar contributes to this by substantially reducing your carbon usage.



Accessing Cheaper & Greener Energy

Reducing energy costs and reducing your carbon footprint

In today's rapidly evolving retail landscape, the pursuit of sustainability isn't just something you should talk about— it's something you should be strategically delivering on. As organisations across the world strive to minimise their environmental impact and enhance operational efficiency, Shawton Energy stands at the forefront, offering innovative solutions to address these pressing challenges – all with zero upfront investment.

At Shawton Energy, we're dedicated to empowering businesses in the retail sector to achieve their sustainability goals while optimising cost-efficiency and operational resilience. With decades of experience in the energy sector and a deep commitment to innovation, we can support you on your path to Net Zero

We're your trusted partner in navigating the transition to a greener, more sustainable future. We design, build, install, maintain and operate solar systems for our customers , and if needed, at no upfront cost or ongoing opex, providing cheaper and greener energy at a cheaper price than you can access off of the grid.



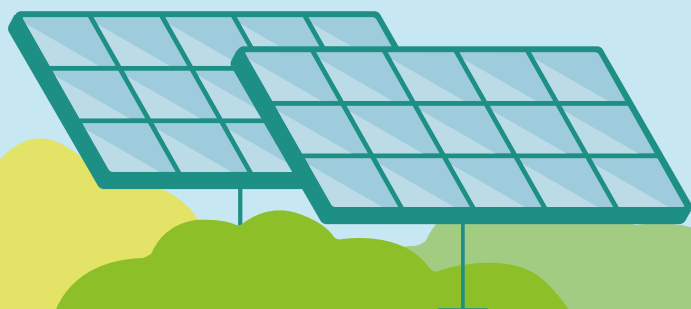
Our Experience in the Retail Sector

By delivering complex solutions for over 25 years, Shawton Energy is well-placed to deliver solar solutions for a variety of sectors. However, the retail sector has been an especially successful area due to its complexity of building portfolios and having to engage at multi levels throughout the organisation and also their landlords and property agents.

Being well-structured and resourced, we are able to organise a solar roll-out to a complex portfolio with relative ease.

By working with retail businesses we are able to break a property portfolio down to identify the low-hanging fruit but also tackle some of the harder tranches of properties either through a customer funded process or through our fully funded, Power Purchase agreement, funding solution.

Through consultation, careful consideration and expert design we are able to deliver exceptional solar solutions that can allow a retail business to lower their energy spend, reduce their carbon footprint and improve their brand image.



Projects we have delivered in the Retail Sector

By working as a long-term partner with our customers, our solar roll-outs are transforming various well known brands in the UK marketplace. By breaking property portfolios into manageable chunks we are able to deliver considerable cost-savings and huge decreases in their carbon usage ensuring business objectives are met.

Bannatyne Health Club & Spa

Working directly with Duncan Bannatyne and his senior leadership team directly, we identified 38 sites in their portfolio that would be suited to a solar solution. Their main priority was to reduce spend due to their high energy demand in their sites with heated pools, but they also recognised their customer base was increasingly looking for providers who take their carbon footprint seriously.

By working across their owned property portfolio, one of their main property agents and a further 12 individual landlords, we put together a Solar Solution that was fully funded by Shawton Energy. The roll-out commenced in early 2024 and is due to be completed in Autumn 24.

With more than 4MWp of solar installed it is expected to save them more than 950 tonnes of carbon in the first year and more than £700k of energy savings in the first year with a potential to save them over £20m in energy savings across the 25-year contract term.

HUWS GRAY

Huws Gray approached us in 2023 to look at a regional part of their property portfolio to see if it was suitable for solar based on their energy demand profile.

We put together a proposal that covered 41 of their owned retail locations through a fully funded PPA solution. By working with their senior leadership team, this was signed off in early 2024 and the roll-out is expected to be completed by summer 2024.

We are now working across 3 further regions and a further 140 identified sites, which include owned properties as well as leased properties. This is expected to be signed off by Autumn 2024.

The initial roll-out across the 41 sites totals 3.1MWp of solar which will save them more than 700 tonnes of carbon annually and year one savings of more than £500k.

Their key objective are to reduce their energy spend for the long term, and that is starting to be delivered.

Shawton Energy Fully Funded PPA Solution

Projects we have delivered in the Retail Sector

As a long-term energy partner we work with businesses for years to come. Regardless of how the project is funded, we feel the ongoing support and roll-out of projects needs our long-term support and through operation and maintenance as well as expert customer support, Shawton Energy supports our customers for the long-term.



STARBUCKS®

Initially working with one franchise owner who had 12 retail sites we have now delivered a number of small solar projects to help reduce their energy and reduce carbon and increase their 'green' credentials to their customers.

Through a successful roll-out we are now working with a further 8 Franchise owners to deliver solar solutions across their portfolio and by the end of 2024 we expect to have installed more than 2MWp of projects across 28 locations.

This is expected to reduce their carbon by almost 400 tonnes and also provide the brand with, £300k of energy savings in their first year.

Based on a forecast of energy prices the return of investment for the self-funding of these projects is expected to be 4.8 years and with the solution having a life of 30 plus years, Starbucks will experience substantial savings across just a small part of their estate.

We envisage engaging with more franchisees throughout 2025.

CBRE

We have now installed a number of CBRE funded projects across their managed estate. Totalling more than 1.8MWp across 12 sites, this has led to CBRE now placing us on their framework due to the work we have completed. They have identified a further 200 sites that could support solar, and we are working with them in 2024 to further analyse and refine those sites, with a significant roll out expected in 2025.



3 of the sites brought to us from CBRE are DHL Distribution sites. Through analysis of the energy demand, grid connection capability as well as roof size, we developed and delivered 900kWp across those sites to help reduce their energy demand and cost and also reduce their carbon usage to help with their newly published sustainability plan. We worked closely with both CBRE and the site teams at DHL and due to the success we expect further sites to follow in 2024/25.

Customer Funded Solar Solution

Projects we have delivered in the Retail Sector

Working in the retail sector has allowed us to create a well-used and slick process to ensure we can deliver clear and precise proposals to be considered within our customer's senior leadership teams. We support throughout the process and can support in all internal meetings.



We have now worked alongside various BMW dealerships in the north-west of England to deliver solar roll-outs at their new showrooms.

With the large push for electric cars under the brand, BMW are keen to be seen as a sustainable and green business, and therefore solar was a key way to demonstrate that. Although energy savings were useful, their main driver was to reduce their carbon footprint and claim to their customers that when charging at their site they were enjoying renewable energy.

Through our fully-funded solution, 8 dealerships are now enjoying renewable energy with no upfront investment and across the property portfolio have more than 1MWp of solar, saving them more 200 tonnes of carbon annually and expect to save more than £200k in year one.

We are currently working with a further 8 dealerships in the area across other brands to deliver solar.



We were invited to put a submission into Co-Op's national solar tender in 2023 alongside 14 other solar providers. In late 2023, Shawton Energy were informed that we, alongside one other provider, were selected to support, fund and deliver a solar roll-out across their portfolio of 2,800 sites.

Throughout 2024 we have worked closely with Co-Op to analyse their sites to identify the first tranche of roll-out sites due to begin in 2025 based on a schedule provided by one of the largest food retailers in the UK.

Totalling more than 12MWp of solar across 120 sites, both selected providers will work with Co-Op to further prioritise which sites are to be delivered in the first half of 2025.

The majority of the sites are Co-Op owned, but some larger sites that are leased have been brought into the initial roll-out due to the significant cost savings available.

Shawton Energy Fully Funded PPA Solution



Our co-ownership and partnership with Lazard Asset Management

In 2023, Lazard Investments approached Shawton Energy to acquire 50% of the business with the sole purpose to invest their large funds into Industrial and Commercial solar projects. Both of our organisations work hand in hand to deliver exceptional service to our customers.

Since we joined forces, we have invested more than £50 million into renewable projects in the UK with a further £200m ear-marked for investment over the next 3-years.

Who are Lazard Asset Management?

Established in 1848, Lazard has long held a preeminent position in the global financial marketplace. LAM is a subsidiary and asset management arm of Lazard Frères & Co. LLC ("LF&Co."). The ultimate parent company of LF&Co., Lazard Ltd., is publicly traded on the New York Stock Exchange.

Today, LAM represents approximately half of the Lazard's revenue. LAM has been managing assets on behalf of third parties for more than 30 years and manages approximately \$232 billion of client assets.

With over 375 investment professionals and offices in 25+ cities across 19 countries, LAM offers investors an array of traditional and alternative investment solutions, including both fundamental and quantitative active equities (global, regional, emerging markets and thematic), fixed income (including financial debt and convertibles), listed alternatives (including listed infrastructure and commodities), hedge funds and private markets products such as Sustainable Private Infrastructure. LAM currently manages over \$15bn of in listed infrastructure and real assets strategies.



Shawton Energy's aim over the next 5 years, with the support of Lazard, is to become the UK's partner of choice for businesses when considering rolling out solar solutions on their premises - either through funding it themselves or if they need support funding the projects.

With our experience and understanding of the processes needed to throughout the process, our customers use us to deliver projects that are not only supporting their carbon and financial objectives but also the UK's Net Zero objectives.

Our team have over 100 years of combined experience in the solar arena and can support all businesses on their journey to cheaper and greener energy. Their tireless energy means that Shawton Energy does all the hard work when considering, developing and delivering these projects whilst our customers can focus on their own business needs.



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