PARTNERSHIP PROCESS & COMMERCIAL GUIDE

Shawton ENERGY



WHO ARE SHAWTON ENERGY?

Shawton Energy, part of the Shawton Group founded in 1986, is a family-run business with a strong reputation in the energy sector. Our experienced team delivers renewable energy, project management, and strategic expertise to support projects of all sizes.

We help businesses reduce costs and improve sustainability through funded, zero-capex solar solutions and flexible financing, lowering reliance on the grid and protecting against rising energy prices.

Shawton Energy is owned by AMPYR Distributed Energy (ADE), a rapidly growing UK onsite renewables company that funds, owns, and operates renewable energy assets for businesses. ADE is part of the AGP Group, a global investor and asset manager focused on sustainable real assets across energy, digital infrastructure, and real estate.

Shawton ENERGY

WHY CHOOSE US?

Sustainability Expertise

We specialise in commercial solar and sustainable energy solutions, helping your business move confidently toward net-zero.

Enabled by Technology

Smart monitoring and data-driven optimisation ensure full transparency through an easy-to-use online **portal.**

Integrated In-House Delivery

We manage every stage internally, from site analysis to maintenance, providing a smooth, non-disruptive installation.

Installation & Engineering

Our accredited engineering teams install and manage high-performing systems to ensure maximum energy generation.

FROM INTRODUCTION TO DELIVERY

Every opportunity is different, but our partnership process is designed to provide a clear route from an initial conversation to a deliverable renewable energy project.

1

Opportunity Introduction

You introduce us to a potential customer or project

2

Initial Assessment

We carry out a high-level review to confirm potential.

3

Customer Engagement

We agree the best way to engage with the customer.

4

Feasibility & Modelling

We assess technical feasibility and commercial viability.

5

Proposal & Review

We prepare the proposal, and support the customer review.

6

Development & Approvals

We manage the design, consents, and legals/ approvals.

7

Project Delivery

We oversee the installation, comissioning and handover.

8

Long-Term Operation

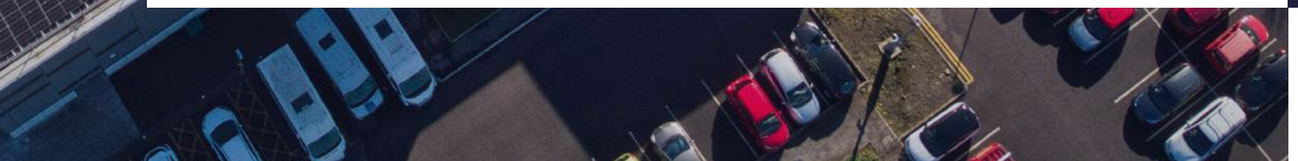
We continue to monitor and support performance through a PPA.



THE PARTNER

Depending on the nature of the relationship, the partner may:

- Identify suitable customers and opportunities
- Make the initial introduction
- Provide relevant customer information
- Provide relevant site information
- Share available energy or operational data
- Facilitate access to the customer or site
- Maintain an active role in the customer relationship
- Support communication throughout the project
- Assist with customer meetings and discussions
- Provide specialist services where agreed



SHAWTON ENERGY

We provide the renewable energy expertise required, including:

- Initial opportunity assessment
- Energy and site analysis
- Technical feasibility
- Commercial modelling
- Funding options
- System design and development
- Grid and project considerations.
- Customer proposal support
- Project delivery
- Long-term operational support where applicable



PROTECTING THE CUSTOMER RELATIONSHIP

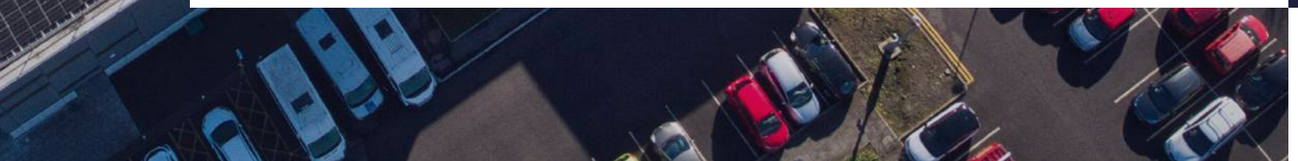
We recognise that partners may have spent years building trusted relationships with their customers. Our role is to add specialist renewable energy expertise to those relationships, not replace or undermine them.

Before any customer engagement begins, we agree how communication will be managed and how involved the partner wishes to remain. This allows Shawton Energy to provide the technical and commercial expertise required while maintaining a clear, collaborative relationship between all parties.

Not every opportunity will progress to a renewable energy project. A site may prove technically unsuitable, the commercial case may not be viable, customer circumstances may change, or an organisation may simply decide not to proceed.

Where an opportunity cannot progress, we provide clear feedback wherever possible so that partners understand the outcome. Importantly, an unsuccessful opportunity does not affect the wider relationship.

Future customers, sites and opportunities can continue to be assessed as they arise.



Customer-First Approach

Keeping the partner's existing relationship at the centre of the process.

Flexible Involvement

Supporting partners whether they want to remain closely involved or a more hands-off role.

No Pressure to Proceed

Assessing opportunities properly before significant time or resource is committed.

Long-Term Opportunity

One project not progressing does not close the door on future customers, sites or opportunities.



WHO WE WORK WITH

At Shawton Energy, we partner with a wide range of professionals and organisations who are driving sustainability, energy savings, and decarbonisation for their clients or properties.

Sustainability & Carbon Consultants

Helping businesses reduce scope 2 emissions and meet Net Zero targets.

Energy Brokers & Consultants

Adding solar PV into wider energy procurement and efficiency strategies

Facilities & Estate Managers

Improving building performance, cutting operational costs, and meeting compliance targerts

ESG & Compliance Officers

Supporting SECR, TCFD and broader ESG reporting frameworks

Property & FM Advisors

Helping landlords and asset owners increase building value and achieve sustainability goals across portfolios

KEY PARTNERSHIPS

Co-op
DoubleTree by Hilton
Kings Cross
Iceland
Carlton Academy Trust
Uniroyal Global
BAE
Travelodge
BMW
Princes Group
Dakota Hotels
DHL
Bannatyne Health Club & Spa
NHS
CBRE
volac

CASE STUDIES

Iceland
10 MWp PPA multi-site rollout
Solar rollout across distribution & retail sites.



Kings Cross
8.6 MWp Solar Farm
Supplying clean power directly to King's Cross estate. Landmark example of off-site corporate PPAs via virtual PPA.



IGC
3 MWp Roof Top Install
Full turn-key solution, under a 25-Year Power Purchase Agreement.



Uniroyal
1 MWp
Installed over a 16 week period, with no disruption to the site.



Carlton Academy
817kWp over 7 sites
Solar deployment delivered with no upfront cost under a PPA.



INSTALLATION HISTORY & PROGRESS

405

Solar Installations delivered over the last 5 Years.

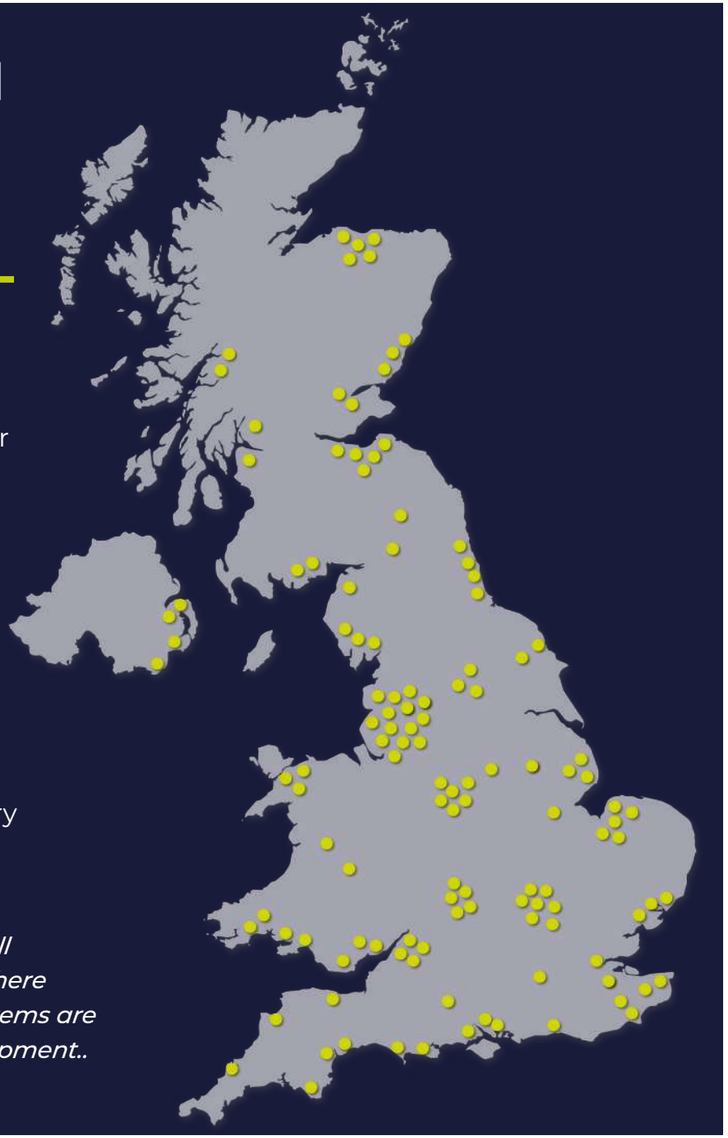
>100 MWp

Of clean energy operational today.

320 MWp

Pipeline launching from January 2026.

See the map on the right for all the locations across the UK where Shawton Energy Solar PV Systems are currently installed or in development..



START THE CONVERSATION

If you have an opportunity you'd like to discuss or want to understand how working with Shawton Energy could fit alongside your existing customer relationships, speak to our partnerships team.

Contact Shawton Energy to discuss your opportunity and agree the next steps.

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01925 794 874

shawtonenergy.co.uk

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