



Enabling the transition  
to net zero





# Our mission

To accelerate the transition to a sustainable, low-carbon future by enabling investment in renewables, storage and energy efficiency.





# Contents

- 04 Our history
- 05 Innovation
- 06 Project development
- 08 Consultancy
- 10 Engineering, Procurement,  
Construction (EPC)
- 12 Operations & Maintenance (O&M)
- 14 Anesco analytical capability
- 15 Managed Service Accounting
- 16 Revenue optimisation
- 18 Energy Company Obligation (ECO)
- 20 Our people
- 21 Health, safety & environment
- 22 Case studies



# Our history

We're proud to think differently. From humble beginnings, back in 2010, Anesco has grown to become one of the UK's largest providers of solar and battery storage and continues to play a major part in the UK's commitment to reaching net zero.

Anesco entered the renewables industry to lead it, with an ambitious growth strategy and a deep understanding of the legal, commercial and legislative landscapes.

Our focus has always been to provide services to investors that enable investment in low carbon technologies. By optimising across the value chain, we have helped our clients achieve industry leading returns on their investments. Our high performing solar and battery assets accelerate return on investment for our stakeholders and clients.

Less than a year after being incorporated, we were awarded a contract to construct the largest solar farm in Dorset. Since then, sustained growth

has been the result of our global approach to innovation and we have consistently been first to market with new technologies.

In September 2014, we made history by connecting the UK's first utility-scale battery storage unit. Six months later going on to install the largest optimised solar farm in Europe. Then in 2017, we unveiled Clayhill, the UK's first subsidy-free solar farm, a landmark achievement for the industry.

To date, we have constructed 105 solar farms, which have a combined capacity of 525MW, while the assets we have built and maintain are generating more than 1.1GW of renewable energy.



# Innovation

## First to deliver: An ambition for innovation

A history of firsts:

- First to develop a subsidy-free solar farm
- First to install commercially funded utility-scale battery storage units
- First to retrofit energy storage to existing solar farms
- First to deliver commercial fully funded solar in the UK
- First to deliver residential fully funded solar in the UK

Numbers that count:

24,000

Our in-house O&M team monitors over 24,000 assets, which combined generate 1.1GW of energy

105

We have designed and built 105 ground mount solar farms, which are generating over 525MW of renewable energy

350,000

We've raised over 350,000 people out of fuel poverty

1.25M

1.25 million tonnes of CO<sub>2</sub> has been saved thanks to the energy saving measures we've deployed and managed

150MW

A leader in energy storage, we have delivered 150MW of energy storage capacity across 33 sites

# Project development

From grid connections to planning applications, feasibility and technical design, our development team helps to accelerate the cleantech build process and is behind many of the UK's highest performing solar and storage assets.

Renewable energy projects are typically very complex. From utility scale solar and storage installations, to multi-site, multi-measure behind the meter schemes, our development service covers every aspect of a highly involved process – from pre-construction works, planning and condition discharges, to design, grid connection and consents.

Working closely alongside our EPC, O&M and Asset Optimisation teams and boasting a strong track record of success, our expert team delivers outstanding technical and structural designs that ensure the maximum long-term yield and return on investment is achieved.

From helping clients find suitable land for development, to conducting

feasibility studies and obtaining planning permission, we offer a complete turnkey solution.

**Our development service includes:**

- Feasibility studies
- Grid connection applications and studies
- Planning application surveys, i.e. ecological and flood risk assessments
- Submission and management of planning applications
- Planning amendments and condition discharge applications
- Licenses and consents
- Topographical and geotechnical surveys
- Design and engineering studies
- Ensuring adherence to H&S standards





### Track record of success

Our award winning team has executed the successful design and development of more than 105 high performing ground mount solar farms, located in both the UK and Europe.

Further demonstrating our industry-leading expertise, in 2017 our team successfully re-engineered the development process to achieve the UK's first subsidy-free solar farm. We were also first to introduce utility-scale energy storage to the UK and first to co-locate energy storage with existing solar sites while retaining ROC payments.

### Benefits

- A complete turnkey solution
- High performing utility scale and behind the meter solutions
- Award winning technical and structural design
- UK and European coverage



By December 2020 we had connected storage capacity totalling 150MW, and we have a further 250MW of battery storage opportunities in the pipeline for construction in 2021/22.



# Consultancy services

Interest in renewable energy developments is soaring, among investors, private and public sector organisations alike. Our specialist consultancy services are a vital ingredient in project success, optimising asset performance and ROI.

For any renewables project to succeed the financials need to add up.

Investors and lenders want an understanding of the technologies, greater certainty over revenue streams and to know that key IRR objectives could be achieved. They also want reassurance that risk has been minimised and to have confidence that a project will be designed, managed and delivered by a team with a proven track record of success.

Our specialist team has been at the forefront of the UK's renewables industry since the day the company was founded

and continue to break new ground at every turn.

Using their extensive knowledge and experience in taking renewables developments forward from feasibility, design and planning through to development and ongoing management, our team's technical, analytical and commercial expertise is backed by a proven track record of success.

We are responsible for a number of the UK's largest and most complex renewable energy developments, many of which are among the top performing in the UK.

## Benefits

- Maximise asset performance, ROI and IRR
- Optimise your energy strategy
- Greater understanding of revenue streams for investors and lenders
- Benefit from advanced technical, regulatory and policy knowledge
- Capitalise on strong relationships with Ofgem, National Grid and the DNO's
- Reduce energy costs and carbon emissions
- Retain RO incentives when adding storage





Our experience spans a broad range of sectors and industries, including hospitality, manufacturing, utilities and infrastructure, wholesale and logistics, fitness and leisure, retail, education and housing.

Whether we're optimising utility-scale ground mount solar PV and battery storage projects, or developing significant rooftop solar PV portfolios, covering multiple

locations and specifications, we have helped hundreds of clients and investors to realise their renewable energy ambitions.

From Whitbread and its chain of Premier Inn hotels, to Kingfisher Group, and projects for Screwfix and B&Q, and numerous local authorities, we're proud to have a strong and successful track record behind us.

Our consultancy service covers all areas of renewable energy development and asset management. This includes:

- Due diligence assessments
- Development – planning, DNO applications and consents
- Project support
- Forecasting and modelling
- Assistance with market entry
- Policy and regulatory advice
- Feasibility reports
- Technical assessor roles
- Asset management and portfolio optimisation

# Engineering Procurement & Construction (EPC)

As a leading Engineering, Procurement, Construction (EPC) contractor working within the renewable energy sector, at Anesco we ensure every project we undertake is executed safely, on time and to budget – no matter how complex.

## Experience that counts

- 750MW of utility scale projects constructed to date
- Experience managing utility scale solar projects in mainland Europe
- Constructed 30% of the UK storage capacity
- Designed and constructed the UK's first solar farm free of subsidies
- First to co-locate utility scale storage and solar in the UK

For more than a decade, we have managed large scale solar, storage and energy efficiency projects for investors and commercial clients based across the UK. In 2020, our expanding global footprint saw us deliver our first projects in mainland Europe.

With a reputation for constructing high performing and reliable renewable energy projects and having won many framework agreements and numerous approvals, we're proud to be an EPC contractor of choice, with many clients returning to us again and again.

Robust project management and teamwork sits at the heart of every build and our specialist team works closely with clients during all phases of

the construction process, including agreeing how performance on site will be monitored and measured.

Safety is a core company value and we have been awarded 8 consecutive RoSPA Gold Awards for our approach to safety and the prevention of accidents and ill health.

Acting responsibly and supporting the local communities in which we operate is also very important to us and we are committed to using locally based teams and suppliers, to help generate employment and stimulate local economies. Community engagement forms a key part of our development process, along with enhancing biodiversity for the benefit of at-risk species and wildlife.





# A complete solution

By partnering with Anesco you can be assured of a true lifecycle from initial concept through to construction and ongoing maintenance services.

From our outstanding technical design, planning and development, to project delivery by our experienced and reliable EPC team, monitoring and maintenance by our industry-leading O&M service and ongoing asset optimisation, we ensure clients achieve the optimal return on their investment.

## Why work with us:

- A decade of experience in the design and development of high performing assets
- Industry-leading EPC services delivered as part of a full lifecycle solution
- Robust supply chain relationships
- Strong safety record including 8 consecutive RoSPA Gold Awards
- A commitment to using locally based teams and suppliers and to supporting the communities in which we operate
- Experience in managing developments in the UK and Europe





# Operations & Maintenance (O&M)

Anesco is one of the UK's largest providers of operations and maintenance (O&M) for solar and battery storage assets, dedicated to optimising performance, maximising return on investment and minimising risk.

Our highly experienced O&M team is proud to have more than 24,000 assets under management, which are together generating over 1.1GW of renewable energy.

From utility-scale generation and energy storage sites, through to large commercial buildings and residential properties within blue chip client portfolios, we support clients to achieve the best possible return on their investment.

Our fully integrated O&M system is operated in-house and performs an extensive range of services including planned and preventative maintenance, Landscaping, Ecology Management Plans (LEMP), high voltage maintenance under our own internal Distribution Safety Rules (DSR), through

to providing Managed Service Agreements (MSA), that encompass handling administration for FITs, ROC and RHI schemes.

Anesco has strong relationships with the District Network Operators (DNO), robust service level agreements that incorporate strict response times, standardised equipment, and a large buffer stock of spare parts, that combined minimise the risk of equipment and component failure that can ultimately lead to a loss in revenue.

As part of our onboarding process, we perform a comprehensive health check to assess the performance of the system, whilst at the same time remedying any faults that we find. Onboarding in this way also identifies opportunities to maximise revenue streams.

- Performance monitoring
- Predictive and preventative maintenance
- Asset enhancement and repowering



**Solar O&M**  
**Best Practices Mark**  
[solarbestpractices.com](https://solarbestpractices.com)



For added peace of mind we provide system availability and PR guarantees that ultimately hold Anesco accountable for a system underperforming.

Together, our team of highly trained regional engineers, and our specialist technical and support teams, based out of our National Operations Centre in Reading, work to deliver a streamlined and agile service for all renewable energy assets under our care.

**Services include:**

- 24/7 remote monitoring
- Incident management and troubleshooting
- Dynamic resource planning and scheduling
- Localised engineering resource
- Root cause analysis
- Parts and warranty management
- CCTV & security
- Performance management
- Contract management (manager, administrator and analyst)



Managing over  
24,000 systems



Generating  
in excess 1.1GW  
of clean energy



# Anesco analytical capability

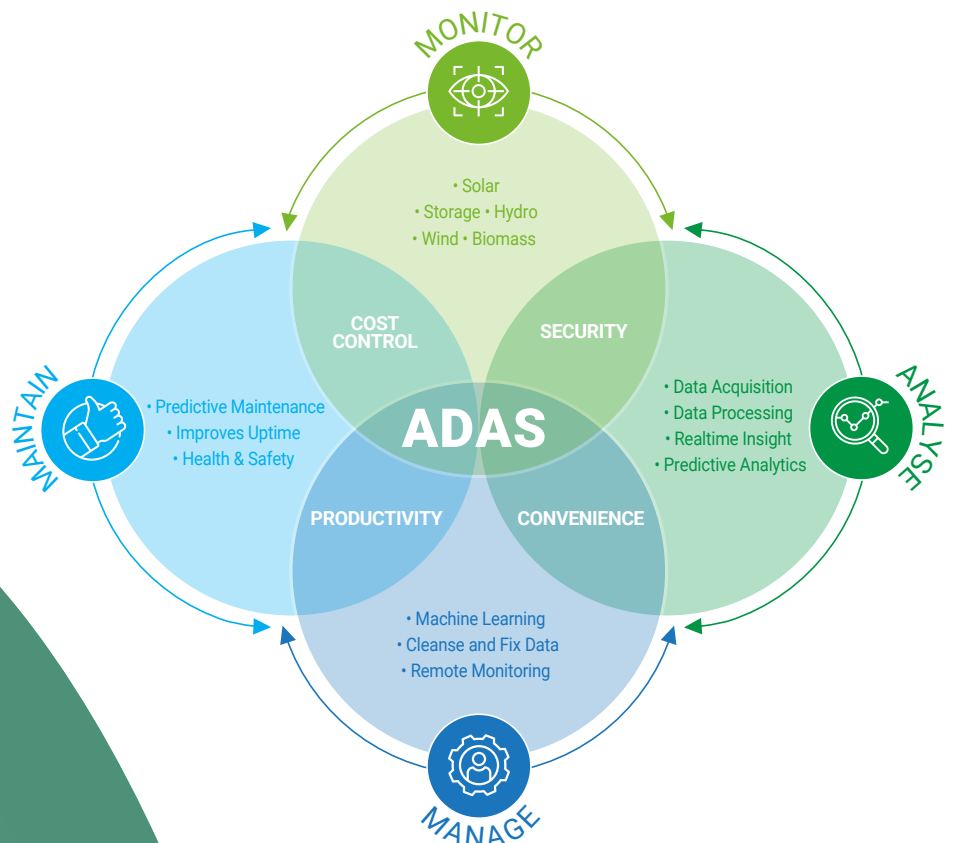
Harness the power of accurate data. Developed by Anesco for the renewables industry, ADAS (Anesco Data Acquisition System) is a powerful all-in-one cloud based platform that utilises real time data acquisition, processing, analytics and reporting to drive business growth and support a low carbon world.

ADAS allows for multiple renewable energy assets and technologies, including solar, storage, hydro, biomass and wind to be efficiently monitored, managed, and optimised through a single platform.

Working to the highest IT security standards, ADAS gives a reliable real time insight into asset availability and performance through customisable desktop and mobile dashboards. It is easy to set and view key performance indicators for individual assets, analyse energy production forecasts and availability, even identify where revenue is being lost.

As a critical tool, it provides asset owners, asset managers and investors, with superior business intelligence that facilitates informed decision making, safe in the knowledge that the performance of their assets is being optimised and the best possible return on investment secured.

The platform seamlessly integrates into the Anesco operations and maintenance workflow management system, to accelerate preventative and corrective maintenance plans and react immediately to performance degradation.



## Benefits:

- Full visibility of system performance
- Connect and monitor plants in real-time
- Connect third party apps including weather, ERP and databases
- Reduce downtime and costs
- Increase return on investment



# Managed Service Accounting

Our Managed Services function can take the strain off customers, when it comes to key financial responsibilities and reporting.

**Services include:**

- Monthly management information
- Detailed profit and loss information
- Balance sheet management
- Analysis of performance to budget
- Monthly bank reconciliations
- Management of revenue streams
- Filing and VAT administration
- Financial year end reporting
- Bank covenant reporting
- Assisting with payments and the payment cycle

Anesco has a dedicated and highly experienced managed service accounting team that will supply accurate and timely monthly management information and reporting to our clients. The information we provide is detailed and includes profit and loss reporting, the management and preparation of balance sheets and the analysis of asset performance to budget.

As part of this extensive range of services we also provide the management of the revenue streams that are associated with renewable energy assets and portfolios, these include both the Feed in Tariff (FiT) and the Renewable Obligation Certificate (ROC) and the Renewable Heat Incentive (RHI), whilst fully managing Levy Exemption Certificates and Power Purchase Agreements.



# Revenue optimisation

Anesco's data-driven optimisation and trading service for storage and renewable assets, is fuelling green investment in the UK power sector and accelerating the transition to net zero.

Energy markets are complex, but ensuring assets are delivering at their maximum potential is easy, thanks to our revenue optimisation service.

Using bespoke models and software that has been developed in-house, we can forecast the short-term revenue potential of each market and enter in and out of services, making trading decisions based on risk profiles, asset characteristics, maintenance schedules, and opportunity costs.

We consistently achieve top quartile financial performance from our assets across

the various markets, with our proprietary ancillary service trading methodology delivering the majority of the income. We also continually benchmark ourselves against the competition and ensure that we are leading the way in monetising storage assets in the UK.

Our focus is on maximising returns whilst also considering the health and long-term revenue potential of the assets. Combined with our industry leading O&M services, we provide an efficient and effective all-in-one maintenance and revenue optimisation solution.

## Our service includes:

- Control system integration
- Real-time reporting of asset performance
- Full access to all relevant markets (day-ahead, within-day, Balancing Mechanism, and ancillary services)
- Trade strategy and execution in line with asset and owner requirements
- Asset performance reporting
- Frequent customer feedback and knowledge sharing
- Settlement and accounting services, where required



**A third of UK businesses now generate their own power, with solar being the most popular renewable technology.**





The global energy storage market is predicted to grow to more than 240GW by 2030.

## Asset maintenance & optimisation

Our revenue optimisation team works closely alongside our O&M function, to offer a complete solution for our customers under one roof.

By working with one provider in this way, our customers benefit from a highly efficient and coordinated approach to the maintenance and optimisation of their assets, ensuring the assets are in peak condition and that no revenue is missed from suboptimal maintenance scheduling.

All this is strengthened by our vast experience and strong track record in designing, building and maintaining high performing assets. This includes installing the UK's first unity-scale battery storage unit and developing the first subsidy-free solar farm in the country.

### Benefits

- All-in-one-solution for asset maintenance and optimisation
- In-house capability developed specifically for storage assets
- Proven track record in securing market-leading revenue
- Strongly data-driven approach, enables instant reaction to changing market dynamics
- Comprehensive market and revenue forecasting and real-time reporting
- Transparent and extensive asset performance analytics and competitor benchmarking



# Energy Company Obligation (ECO)

The Energy Company Obligation (ECO) is placed on all large energy suppliers by the Government and requires them to help reduce carbon emissions and tackle fuel poverty by improving the energy efficiency of some of the country's most vulnerable households.

As one of UK's largest providers of ECO services, at Anesco we work with all major utilities and have built up a comprehensive network of installers across the UK.

Under ECO, energy suppliers are required to deliver a range of energy saving measures. These measures are designed

to reduce the carbon emissions and energy expenditure of a property. Each energy supplier has individual targets that must be met, these targets are based on their share of the domestic gas and electricity market, and Anesco works closely with the energy suppliers to achieve their energy company obligation.





**Measures covered by the scheme, include:**

- Cavity wall insulation
- Loft insulation
- External wall insulation
- Efficient gas boilers
- Heating controls
- Non-gas (oil boilers, storage heaters etc) heating measures

Anesco's ECO team acts as a managing agent to help energy suppliers meet the legal obligation of the scheme, as set out by the regulator OFGEM.

For our supply chain, we provide a route to ECO funding, prompt payment terms and a support infrastructure that simplifies compliance.



**The ECO3 scheme  
is set to run until  
March 2022 at an  
estimated cost of  
£640m per annum.**

**£350m**

To date, we have achieved £350m in lifetime energy savings and helped raise over 350,000 people out of fuel poverty.

**1.25m**

This has also seen a reduction in carbon emissions of 1.25 million tons.

# Our people

## Empowering people

People are at the heart of Anesco and we're dedicated to forming long term partnerships which generate real value; from being a trusted partner to our customers and supply chain, to supporting our team members to reach their full potential, and the commitment we make to the local communities in which we operate.

We're proud to be an Investors in People Gold standard organisation and believe that our greatest asset is our people. It is their ambition, experience and drive for excellence that lies at the heart of our success.

We apply our unrivalled knowledge and expertise to deliver outstanding projects. From consistently being first to market with new innovations, to helping our customers transform their energy use and carbon emissions for the benefit of generations to come – we're passionate about making a difference.



**INVESTORS  
IN PEOPLE**





# Health, safety & environment

When it comes to our sites and the delivery of our projects, safety and environmental responsibility is of the utmost importance.

## Safety record

We aim for excellence and we have put management processes in place that are designed to provide a strong framework for managing risk. All our processes are aligned with international standards for quality management (ISO 9001), environmental management (ISO 14001) and health and safety management (ISO45001).

### Zero AFR

We're very proud of our zero Accident Frequency Rate (AFR). It reflects that we have delivered over 3.6million working hours on site, with zero time lost due to injury.

### Zero TRIF

We have maintained an outstanding internationally recognised TRIF rate (Total Recordable Injury Frequency) of zero.

### RoSPA

Anesco has been awarded the prestigious RoSPA Gold Medal Award for eight consecutive years, in recognition of our stringent health and safety practices.

## Accreditations & Certifications

### Certified to ISO 9001:2015

An internationally recognised standard for the quality management of businesses.

### Certified to ISO 14001:2015

An internationally recognised standard for controlling and improving a company's environmental performance.

### Certified to ISO45001:2018

An internationally recognised standard for health and safety management systems.

### RoSPA Gold Medal Award

For occupational health and safety.

### NICEIC Approved Contractor

This confirms Anesco to be a competent contractor, having been assessed against a specific set of competency requirements, in particular the national electrical standard BS 7671 (18th Edition).

### Microgeneration Certification Scheme (MCS)

A nationally recognised quality assurance scheme.

### CHAS accredited

Anesco is accredited through the Contractor's Health and Safety Assessment Scheme (CHAS), demonstrating our compliance with health and safety law.

### Achilles qualified

Improving business performance by raising standards.



## Project summary:

- 81MW solar assets under management
- Solar plant performance maximised
- Total wrap around solution

# Case studies

## Alpha Real Renewables

Investment group Alpha Real Renewables first approached Anesco in 2016, seeking operations and maintenance (O&M) support for five solar farms, with a combined capacity of 6MW.

As a result of this successful partnership and regarding Anesco as a highly competent counterparty, the portfolio has since been extended. An additional four large solar farms have been added, meaning a considerable 81MW of solar assets

are now under the care of Anesco's specialist team.

Anesco is maintaining the solar assets, providing a total wrap around solution that focuses on optimising performance and ensuring the maximum yield is achieved.

*"Anesco is a very competent counterparty, providing the stability and capability we are looking for, while crucially helping to maximise the availability and performance of our solar plants."*

**Manager, Alpha Real Renewables**

## Premier Inn

Premier Inn is the UK's largest hotel chain. The team approached Anesco for help in rolling out a portfolio of rooftop solar installations at sites across the UK.

Anesco began by conducting a desktop study of the chain's entire portfolio, to assess which sites would be feasible and the most beneficial for solar to be fitted. It was important that any installations achieved the maximum benefit for the minimum cost. Bespoke

schemes were then designed for all suitable sites.

To date, a total of 238 solar schemes have been installed, generating more than 4.3MW of renewable energy for Premier Inn, while saving almost 1,300 tonnes of carbon annually.

*"Our relationship with Anesco is best described as a valued partnership and we maintain a strong ongoing relationship. I would highly recommend them, especially in terms of their ability to take on a project and how quickly they can deliver."*

**Energy Manager, Premier Inn**

## Project summary:

- 238 rooftop solar schemes installed
- 4.3MW renewable energy generated for Premier Inn
- 1,300 tonnes of carbon saved annually





## Project summary:

- Nine solar farms built with a total capacity 45MW
- Co-located battery storage totalling 7.1MWh
- Rooftop solar schemes installed on five barns
- Renewable asset maintenance and optimisation provided

## Drayton Manor Farm

The owners of Drayton Manor Farm, a large agricultural holding based in Stratford-upon-Avon, approached Anesco with an interest in developing solar and other renewable technologies on site.

Following a feasibility study, the team at Anesco designed, constructed and secured grid connectivity for nine 5MW ground mount solar farms, each connected to a purpose-built 66kV sub-station. The whole project being completed in just 30 weeks.

In 2016, Anesco was then appointed to co-locate battery storage units totalling 7.1 MWh on six of the solar farms. Alongside this, Anesco fitted five former barns with rooftop solar arrays, with a combined capacity of 418.2KW. The

renewable energy generated being made available for use by the farm, helping to reduce energy expenditure and carbon emissions.

In total, Drayton Manor Farm is now generating 52.5MW of clean energy on site.

The entire development is being looked after by Anesco's Operations & Maintenance team. Along with proactively maintaining and optimising the performance of the nine solar farms and five rooftop solar installations, the team also provides grounds maintenance

and year-round 24/7 site security.

*"From the early discussions with Anesco it became clear why they are so well respected in the renewables arena. They are incredibly easy to work with and at every stage of the process, from design and build through to the ongoing optimisation and maintenance of the sites, they have continued to display an outstanding passion, knowledge and commitment to delivering the very best outcome."*

**Owner, Drayton Manor Farm**





**0845 894 4444**

**[www.anesco.co.uk](http://www.anesco.co.uk)**

**Anesco Ltd**

The Green, Easter Park  
Benyon Road, Reading RG7 2PQ

The information contained herein is of a general nature, is not intended to address the circumstances of any particular individual or entity, and is subject to change without prior notification. Although we endeavour to provide accurate and timely information, no warranty or representation, whether express or implied, is given by or on behalf of Anesco Limited or its respective affiliates, directors, officers, employees, agents, or consultants ("Representatives") as to the accuracy, completeness, fairness or sufficiency of the information contained herein. No information set out or referred to in this document shall form the basis of any contract. Neither Anesco, nor any of its Representatives shall be liable for any direct, indirect or consequential loss or damage suffered by any person as a result of relying on any information, opinions or statements in, or omissions from, this document. Anesco Limited is not authorised or regulated by the Financial Services Authority. Nothing in this document is to be understood as financial, investment or legal advice, and all information contained herein should be independently verified by the recipient. No part of this document can be modified/adapted or copied in whole or in part without the prior written permission of Anesco Limited. © Anesco Limited 2018. All rights reserved. The Anesco name, logos, "Amazing Energy" and "AnescoMeter" are registered trademarks or trademarks of Anesco Limited.

