

# LED Lighting

<b>About the Asset</b>	<ul style="list-style-type: none"> <li>- Uses solid state electronics to generate light as opposed to filament or fluorescence (CFL)</li> <li>- Consists of electronics (Diode) along with a Driver and Modular assembly to encase the electronics</li> </ul>
<b>Life expectancy</b>	<ul style="list-style-type: none"> <li>- 30,000 to 70,000 hours (3 to 8 years on average), vast majority at 50,000 hours (5 years)</li> <li>- Industry standard product warranty offered : 5 years</li> <li>- LED's have a low failure rate – 0.2% for every 1000 hours (for well established manufacturers)</li> </ul>
<b>Asset criticality</b>	<ul style="list-style-type: none"> <li>- Asset will typically remain on site provided the site is still operational</li> </ul>
<b>Maintenance</b>	<ul style="list-style-type: none"> <li>- LED's reduce the ongoing maintenance costs for a facility due to lower failure rates as compared to incandescent lights</li> </ul>
<b>Subsidies / Support</b>	<ul style="list-style-type: none"> <li>- In the UK, Enhanced Capital Allowances (ECA) – 100% first year capital allowances on investments in energy-saving equipment</li> </ul>
<b>Customer Profile &amp; Benefits for the customer</b>	<ul style="list-style-type: none"> <li>- Industrial &amp; Commercial (large energy consuming organisations)</li> <li>- Sites with 24/7 operations provide better returns for Customer</li> <li>- LED Lights cost roughly twice that of an equivalent incandescent light, however they use 80% less energy</li> <li>- The energy savings have a typical payback period of 2-3 years. This excludes the maintenance savings and replacement costs</li> </ul>

## Interested in learning more?

Genesis Capital lease finance solutions in the UK for LED lighting please contact us.

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Genesis Capital can finance both hard (assets) & soft (installation) cost

# Biomass Boilers

<b>About the Asset</b>	<ul style="list-style-type: none"> <li>- Biomass boilers supply heat utilising biomass as fuel. They are a substitute for conventional gas or oil boilers, particularly when there is no gas grid connection</li> </ul>
<b>Life expectancy</b>	<ul style="list-style-type: none"> <li>- Generically, 15 – 20 years. Technology in existence for 100+ years.</li> <li>- Boilers generally stay in place for 15+ years</li> <li>- Warranties up to 5 years, but longer with accompanying maintenance contracts</li> </ul>
<b>Asset criticality</b>	<ul style="list-style-type: none"> <li>- Biomass boilers tend to remain in place as long as a site is in use</li> <li>- For sites not connected to the gas grid, a biomass boiler is highly critical</li> </ul>
<b>Maintenance</b>	<ul style="list-style-type: none"> <li>- Higher maintenance is required compared to a conventional gas boiler</li> <li>- Maintenance costs between £5k - £15k per annum and consists of parts replacement, fuel management and quality checks</li> </ul>
<b>Input fuel</b>	<ul style="list-style-type: none"> <li>- Wood Chip, Wood Pellet, Straw Bale, Waste,</li> <li>- The supply of these fuels is a well developed market in the UK</li> <li>- Wood pellets are the most common type of fuel and are slightly cheaper on a kWh basis than gas (from mains) and 20-30% cheaper than oil</li> </ul>
<b>Subsidies / Support</b>	<ul style="list-style-type: none"> <li>- In the UK, OFGEM pays a 20 year (indexed) income stream called the Renewable Heat Incentive ("RHI")</li> <li>- The RHI is paid on a kWh basis for heat generated by the boiler and enable wood pellets to become a materially cheaper fuel source</li> <li>- The RHI is registered to the boiler, hence a new owner of the boiler will be eligible for these payments</li> </ul>
<b>Customer Profile &amp; Benefits for the customer</b>	<ul style="list-style-type: none"> <li>- Hotels, Leisure centres, Poultry Farms, Distilleries, Retail, Local heating schemes</li> <li>- Biomass boilers cost 2x more than a conventional gas boiler, however the savings and subsidy generate payback periods of around 7 years</li> </ul>

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Genesis Capital lease finance solutions in the UK for biomass boilers please contact us.

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# Solar PV

<b>About the Asset</b>	<ul style="list-style-type: none"> <li>- Solar Photovoltaic “PV” panels absorb and convert sunlight into electricity. An inverter then converts this DC current into usable AC power</li> <li>- Solar systems can be roof or ground mounted</li> </ul>
<b>Life expectancy</b>	<ul style="list-style-type: none"> <li>- 25 - 30 years - warranted life</li> <li>- Technology has been around since 1950 with evidence of panels performing for over 25 years</li> </ul>
<b>Asset criticality</b>	<ul style="list-style-type: none"> <li>- Solar PV is not critical to a building’s function</li> <li>- Due to the free power and long term subsidy support in the UK, owners have commercial incentive to retain the equipment</li> </ul>
<b>Maintenance</b>	<ul style="list-style-type: none"> <li>- There are no moving parts in a solar system and hence maintenance requirement is minimal</li> <li>- Maintenance usually involves cleaning the panels &amp; checking connections &amp; inverters once a year</li> </ul>
<b>Subsidies / Support</b>	<ul style="list-style-type: none"> <li>- In the UK, OFGEM pays a 20 year (indexed) Feed-in-Tariff for solar systems as they generate electricity</li> <li>- Subsidies have reduced significantly, but increased grid electricity prices play a significant role in the economics for a new solar systems</li> </ul>
<b>Customer Profile &amp; Benefits for the customer</b>	<ul style="list-style-type: none"> <li>- Hotels, Leisure centres, Poultry Farms, Distilleries, Retail, Local heating schemes</li> <li>- The FiT payments and power savings offer a payback period between 10-12 years. This is expected to fall due to decreasing panel prices</li> <li>- In some situations, the site owner can sell power back to the grid</li> </ul>

## Interested in learning more?

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# CHPs

<b>About the Asset</b>	<ul style="list-style-type: none"> <li>- A “Combined Heat and Power” (CHP) engine captures the heat released in the generation of power and directs it for use as steam or hot water</li> <li>- A conventional gas engine has an average fuel efficiency of 33% while CHP engines offer total</li> </ul>
<b>Life expectancy</b>	- Depending primarily on maintenance and use, CHPs typically last between 15 – 20 years
<b>Asset criticality</b>	- CHPs once installed become the primary means of heat and power for a site. The heat is often involved in the core purpose of the site (e.g. hospitals, manufacturing)
<b>Maintenance</b>	<ul style="list-style-type: none"> <li>- Specialist contractors offer 10-15 year contracts (8000 hours Per Annum)</li> <li>- Maintenance costs vary with the engine size and utilisation profile</li> </ul>
<b>Input fuel</b>	- Natural Gas (mains connected)
<b>Subsidies / Support</b>	- No subsidies available for CHPs in the UK
<b>Customer Profile &amp; Benefits for the customer</b>	<ul style="list-style-type: none"> <li>- Hotels, Leisure centres, Manufacturers, Distilleries, District Heating</li> <li>- Through fuel and power savings, CHPs offer payback periods around 6 - 8 years depending on usage levels</li> <li>- The user also saves on non-energy costs covering network maintenance costs included in electricity bills</li> </ul>

## Interested in learning more?

Genesis Capital lease finance solutions in the UK for CHPs please contact us.

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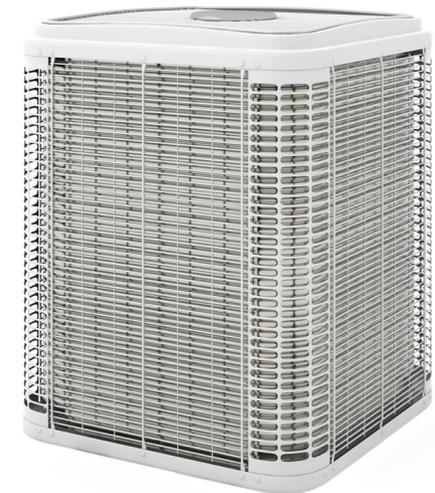
# Heating Ventilation & Air Conditioning (HVAC)

<b>About the Asset</b>	<ul style="list-style-type: none"> <li>- A heat pump is a device that transfers heat by absorbing heat from a cold space and releasing it in a warmer space. They are typically used in Heating, Ventilation &amp; Air Conditioning (“HVAC”) applications</li> <li>- Heat Pumps can be used for both cooling and heating, examples of heat pumps include: Air Conditioners and Freezers</li> </ul>
<b>Life expectancy</b>	<ul style="list-style-type: none"> <li>- Depending primarily on the maintenance, the type and use of the HVAC system, they can last up to 15 years</li> </ul>
<b>Asset criticality</b>	<ul style="list-style-type: none"> <li>- HVAC systems comprise the source of heating or cooling for a building</li> <li>- Lack of temperature control can disrupt manufacturing processes and render environments uninhabitable</li> </ul>
<b>Maintenance</b>	<ul style="list-style-type: none"> <li>- Usually managed by the building maintenance teams – well established assets with several maintenance providers</li> <li>- Assets are difficult to extract as they are usually installed in the basement of most buildings</li> </ul>
<b>Input fuel</b>	<ul style="list-style-type: none"> <li>- Electricity</li> </ul>
<b>Subsidies / Support</b>	<ul style="list-style-type: none"> <li>- Renewable Heat Incentive (“RHI”) is paid for water, air and ground source heat pumps</li> </ul>
<b>Customer Profile &amp; Benefits for the customer</b>	<ul style="list-style-type: none"> <li>- Hotels, Office buildings, manufacturing plants</li> <li>- Energy savings (no gas), temperature control and 20 year RHI income stream</li> </ul>

## Interested in learning more?

Genesis Capital lease finance solutions in the UK for HVAC systems please contact us.

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