

DELTALINQS ENERGY FORUM

Sustainability in the Rotterdam area with Solar



INTRODUCTION ZON EXPLOITATIE NEDERLAND HOLDING B.V.

- ZEN develops, builds, finances and runs larger PV/ solar installations on roofs that are themselves;
- Emerged from Horizon Energy B.V. that had the same model since 2009 for larger farmers in the Netherlands; we were the first company with this German model
- Horizon has been sold at the end of 2012 to a Dutch utility, and then all projects, development and finance in these projects stopped;
- ZEN established with the same model, however much larger projects (much companies are food and agri related);
- Lots of practical experience in the Netherlands, Germany and looking at other markets
- Strong network and references
- “Every new build installation needs to be better than the one before”.

BUSINESS MODEL ZON EXPLOITATIE

- We develop the installation: we look what is technical (im)possible for this location (gridconnection, consumption, quality roof, asbestos, shadow, other issues)
- External check if the roof can capture the installation (around kilo/ m²); other issues on roof; this happens after a roof check (2 checks: preliminary and final)
- After and during time of subsidy traject we get the finance in place for the portfolio of projects and set up the proper structure
- After receiving we build the installation after several checks and discussions with the roof owner; contracts for roof (“Building Rights”) and supply contract for electricity will be signed
- After the installation will be finished the electricity will be supplied to the roofowner and measured over a meter
- Yearly maintenance; constantly active monitoring if all works properly
- The installation will be placed for 15+1=16 years
- No problems with your business (“we arrange all”).

MAIN ADVANTAGES DELTALINQS PARTNERS

- Making the company and building sustainable without any investment
- Savings on the electricity costs
- Savings of the CO2 balance of the company
- Increasing of building value (BREEAM)
- Without investment coming in line with MJA and other obligations regarding ECSLA
- Strong marketing case to customers without any investment
- Other advantages.

PRACTICAL CASE – HOW DOES THE MODEL WORKS:

- Size of roof; potential eventually of land
- Technical (im)possibilities on the roof
- Check roof structure and other technical issues (or not)
- Yearly and seasonal consumption of electricity (load curve)
- Grid connection
- Available trafo capacity
- Other technical and operational issues
- Maintenance
- Monitoring.

EXAMPLE OF COLD STORE (April 2016)

