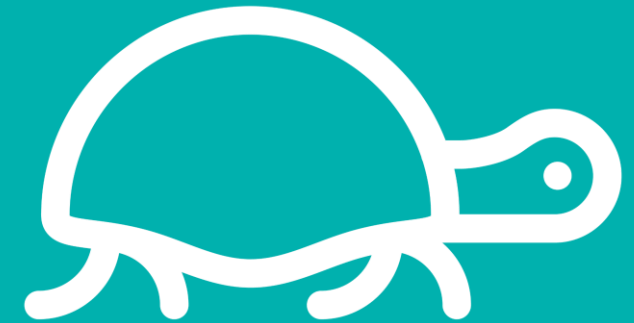


# ASSET CASE STUDY: ROOFTOP SOLAR



**Gravis**

## PRESENTER



### **Bianca McMillan**

Associate Director

Bianca is an associate director at Gravis focused on the Net Zero strategy and supporting GCP Infrastructure Investments Ltd.

She joined from ENGIE where she was part of the Acquisitions, Investment and Financial Advisory team focused on energy assets based in the UK and Ireland. Prior to this, Bianca worked at Fenchurch Advisory Partners, a boutique investment bank, where she advised financial institutions. She also spent three years at EY working as an auditor.

Bianca has a master's degree in Engineering from the University of Cambridge and is a qualified accountant.

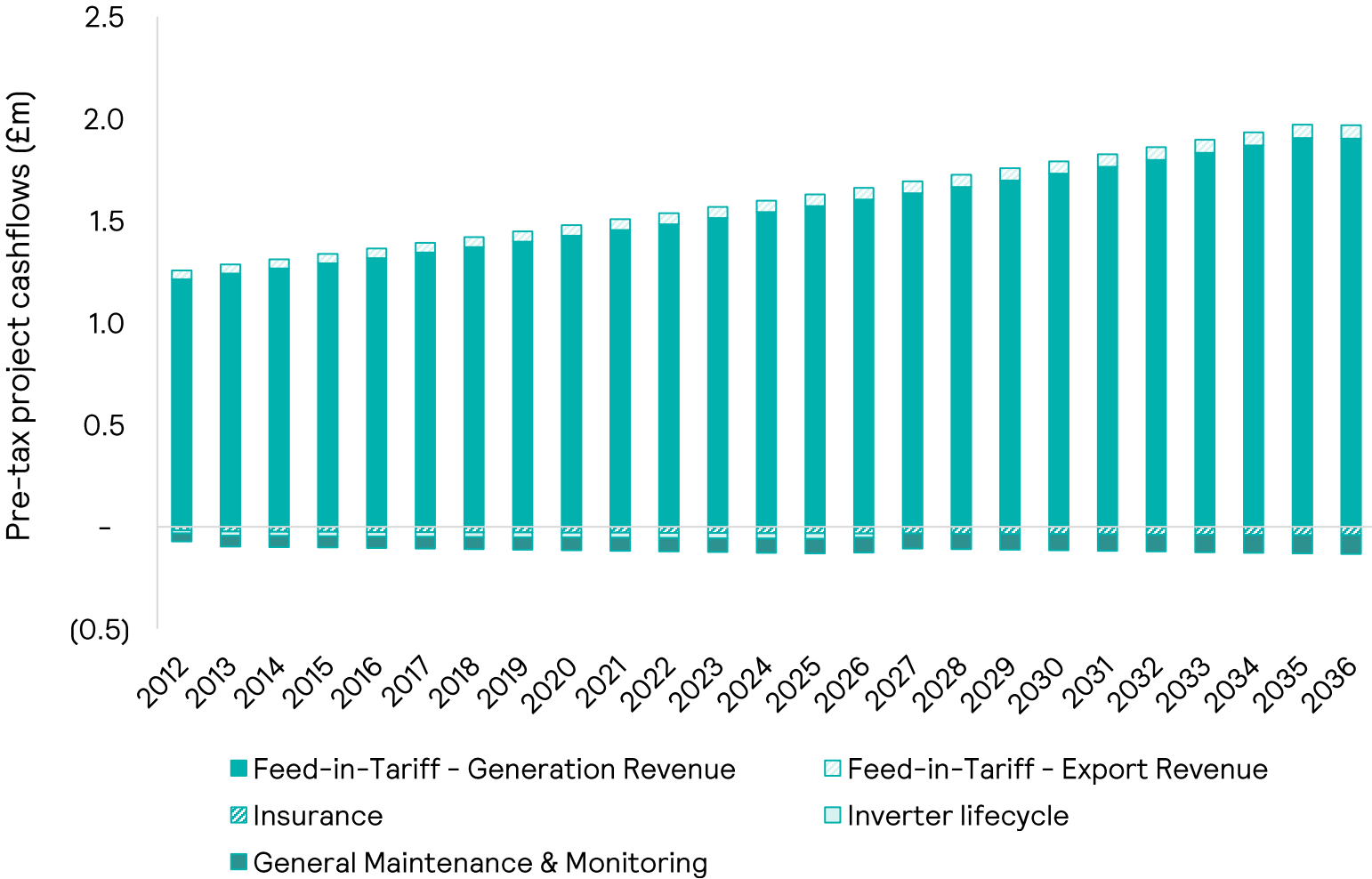


## ROOFTOP SOLAR PORTFOLIO – INTRODUCTION

- GCP Infrastructure Investments became the **first significant backer** of domestic rooftop solar projects in the UK through its loan to A Shade Greener (“ASG”).
- Between 2011 and 2015, GCPIIL made a series of senior loans to fund a portfolio of c. 50,000 UK-based domestic rooftop solar photovoltaic panels.
- The senior loan notes were serviced from the Feed-in-Tariff (“FiT”), providing long-term, predictable, public sector-backed and inflation-linked cashflows.
- By entering the rooftop solar sector early, the Company was able to secure an interest rate of 9.20% on a senior secured basis.
- Between 2016 and 2017, GCPIIL successfully refinanced the portfolio, introducing senior lenders, **Aviva** and **Blackrock**.

**Key example of entering sectors early, securing elevated returns and refinancing to recycle capital into other sectors.**

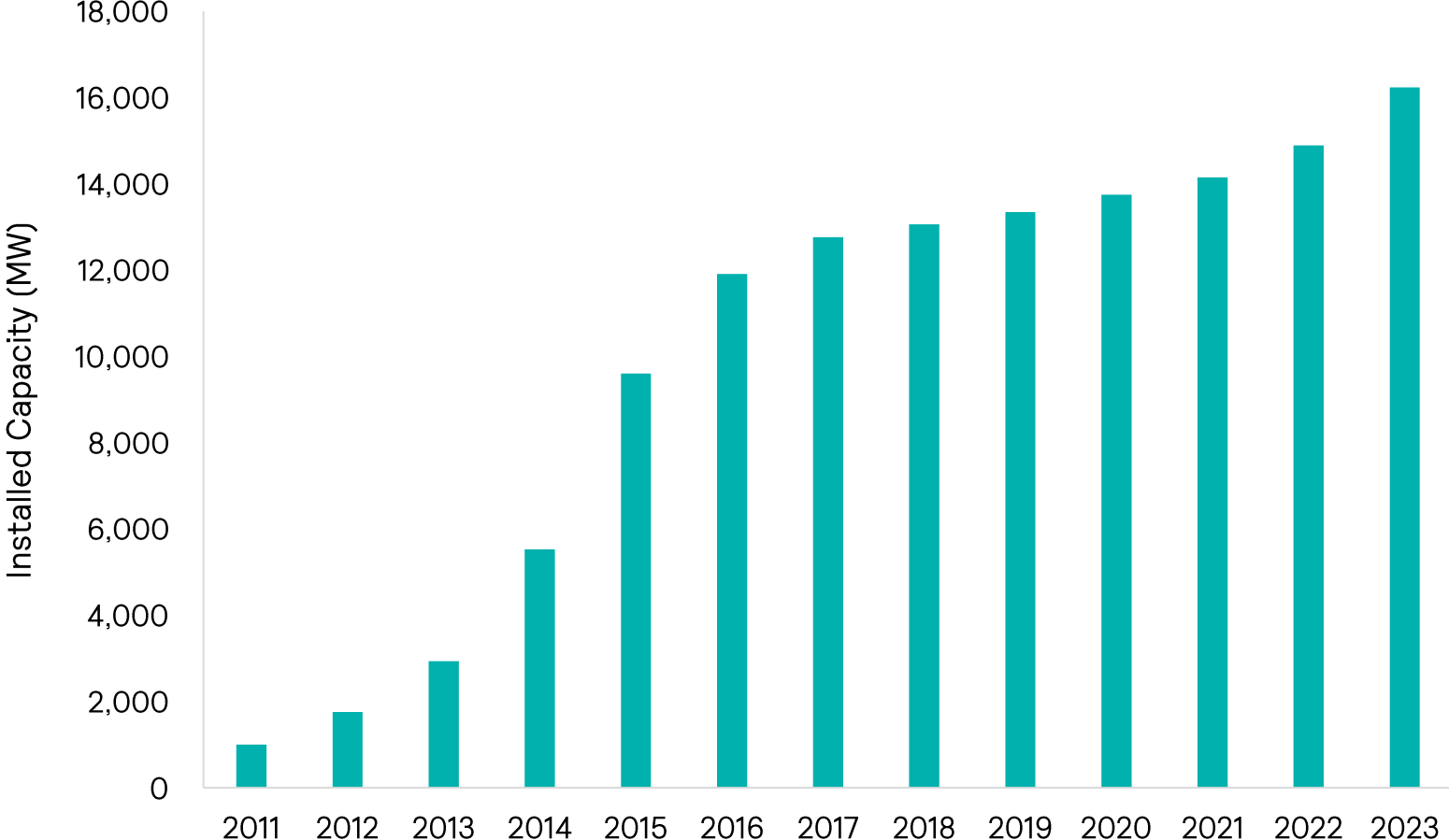
# ROOFTOP SOLAR PORTFOLIO – CHARACTERISTICS



- Feed-in-Tariff provides contracted, inflation-linked revenues over **25-years**
- Simple technology, with minimal operational costs
- A Shade Greener (“ASG”) provides all maintenance services to the projects

Source(s): Gravis analysis

# ROOFTOP SOLAR PORTFOLIO – UK SOLAR CAPACITY



- GCP entered the solar market early, when only 1,000MW of capacity was installed in the UK
- Since then, installed capacity has grown by 16x
- At the point of refinancing the rooftop solar portfolio, installed capacity had grown to 12,000MW

Source(s): Digest of UK Energy Statistics (DUKES) produced by the Department for Energy Security & Net Zero (DESNZ); Published 30th July 2024

# ROOFTOP SOLAR PORTFOLIO – REFINANCE

## Initial Investment

<b>Investment Date:</b>	October 2011
<b>Seniority:</b>	Senior
<b>Initial Commitment:</b>	Up to £15m (up to 1,500 domestic installations)
<b>Rate:</b>	9.20%
<b>Repayment Date:</b>	Jan 2036

## Refinancing

<b>Refinancing Date:</b>	Apr 2016	Nov 2017
<b>Seniority:</b>	Subordinated	Subordinated
<b>Initial Commitment:</b>	£24m	£28m
<b>Valuation (% of Portfolio)<sup>1</sup>:</b>	£25.5m (2.7%) (4,982 installations)	£35.4m (3.7%) (13,525 installations)
<b>Rate (GCP):</b>	9.00%	13.06%
<b>Repayment Date:</b>	Jan 2036	Apr 2035
<b>Senior Lender:</b>	Aviva	Blackrock

Note(s): <sup>1</sup> Based on valuation as at 30 September 2024.

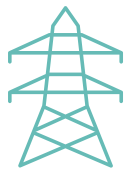
GCP INFRA



**49,642**  
installations



**c. 53,000**  
Homes powered



**184MW**  
Generating capacity

