What do we do?

<table>
<thead>
<tr>
<th>FEASIBILITY</th>
<th>FINANCE</th>
<th>DESIGN</th>
<th>BUILD</th>
<th>OPERATION &amp; MAINTENANCE</th>
<th>BILLING &amp; CUSTOMER SERVICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Early project evaluation and due diligence for project investment.</td>
<td>Invests as partner (varying stakes) or sole entity (concession).</td>
<td>Energy modelling, design optimisation, management services</td>
<td>Oversee or manage build and commissioning</td>
<td>All plant and platforms. Includes performance, availability and replacement.</td>
<td>Responsibility for full customer service for all types of customer 24/7/365.</td>
</tr>
</tbody>
</table>

Investment | Risk | Development Partner
Smart City Vision

The Reality


Silos prevail – Breaking down silos requires:
- Vision from the top, which needs...
- An understanding of the financial benefits of joined up thinking.
- Standalone Fibre roll out
- Standalone LED procurement
- Standalone EV procurement
- Standalone Energy procurement
- Standalone Smart City procurement
So how about Smart City partnerships...

A long term partnership which allows a solid platform, upon which each partner can bring their respective strengths:

- Investment
- Project delivery
- Smart Platforms
- Asset management
- Ensuring project performance
- Heat and electricity loads
- Planning powers
- Fulfilling policy/masterplan vision
- Relationship with end users
How could it work...

Partnership solutions for public sector organisations developing heat networks

We are seeking to co-invest in heat networks with public sector organisations, such as local authorities, to

We are seeking to co-invest in heat networks with public sector organisations, such as local authorities, to develop and manage heat networks.

- Design
- Capital Investment
- Asset Management & Performance Optimisation
- Partnership
- Commission and Operate
- Development
- Resource Control
- Tariff & IRR
- Customer Service
## What are we looking for?

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Timing</strong></td>
<td>Early feasibility stage or later (but not too late)</td>
</tr>
<tr>
<td>IRR</td>
<td>Higher than local authority levels but linked to project specific risk. Early engagement will sound this out.</td>
</tr>
<tr>
<td>Risk profile</td>
<td>Core energy loads owned by as few entities as possible (but so does everyone else!). The key is strategic growth.</td>
</tr>
<tr>
<td>Long Term Agreements</td>
<td>25 years + (depends on project type)</td>
</tr>
<tr>
<td>Pace</td>
<td>To develop project delivery models that can be navigated through easily, especially if we’re going to get funding spent.</td>
</tr>
</tbody>
</table>
Thanks for listening

Enjoy the day!

Get in touch:

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