



# SOLAR POWER FOR OUR WORLD

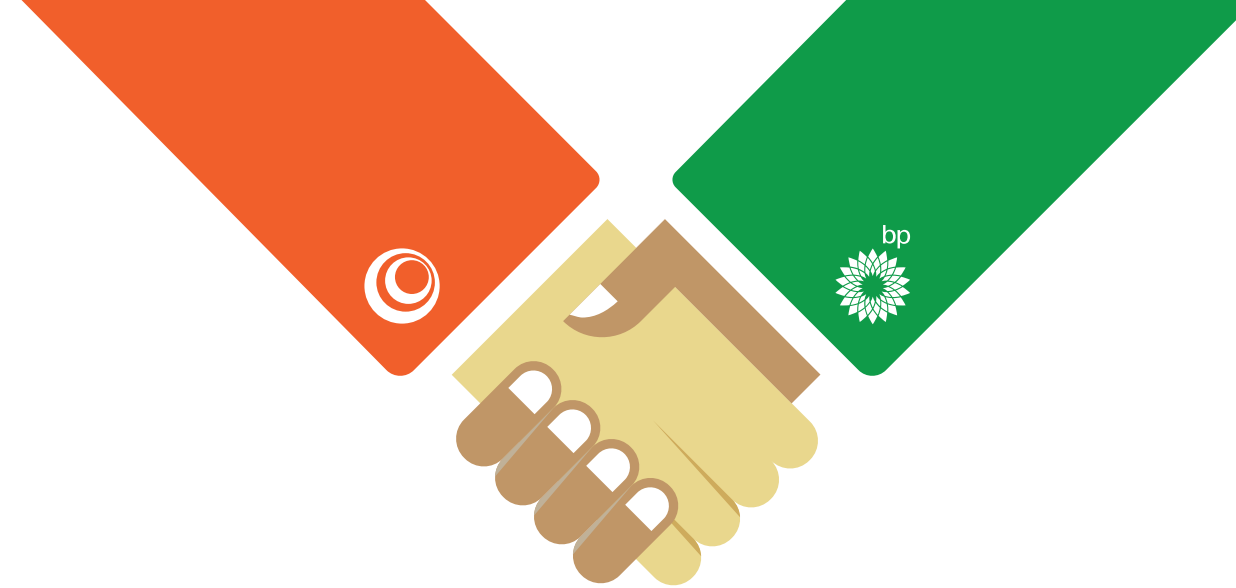
Corporate Teaser, June 2021



## Affordable and sustainable energy

The way that power is consumed globally is changing at great speed. It is clear that the world needs to meet the rising energy demand through smart and sustainable measures, and as a global solar company, we are at the forefront of this momentum. Every day as the sun rises, Lightsource bp delivers sustainable, cost-competitive power alongside predictable financial returns.

Together with our partner bp, we are advancing the low-carbon agendas of investors, utilities, corporations and local communities worldwide through our innovative solar projects. We are taking urgent action to combat climate change and its impacts by offering affordable and clean energy, which aligns with the UN Sustainable Development Goals. Join us as we shape the future of global energy!




## Our partnership with bp


This alliance is inspired by a shared mission: to accelerate the potential of solar globally. By delivering solar and storage projects worldwide, we're addressing the need to provide more energy but with fewer emissions. By combining our industry-leading experience and solar development track record with bp's global scale, reach and relationships, we're able to enact real change on the energy landscape, and work towards securing a low-carbon future for communities across the world.

In April 2019, Lightsource bp received the Advancing Low Carbon Accreditation.

advancing low carbon 



**50:50**  
Joint Venture



**Trusted**  
as bp's solar partner

# Leading solar development for 10 years

## Highlights today:



### 3.5GW

utility scale solar projects  
developed to date



### 15

countries



### 20+ GW

global project development pipeline

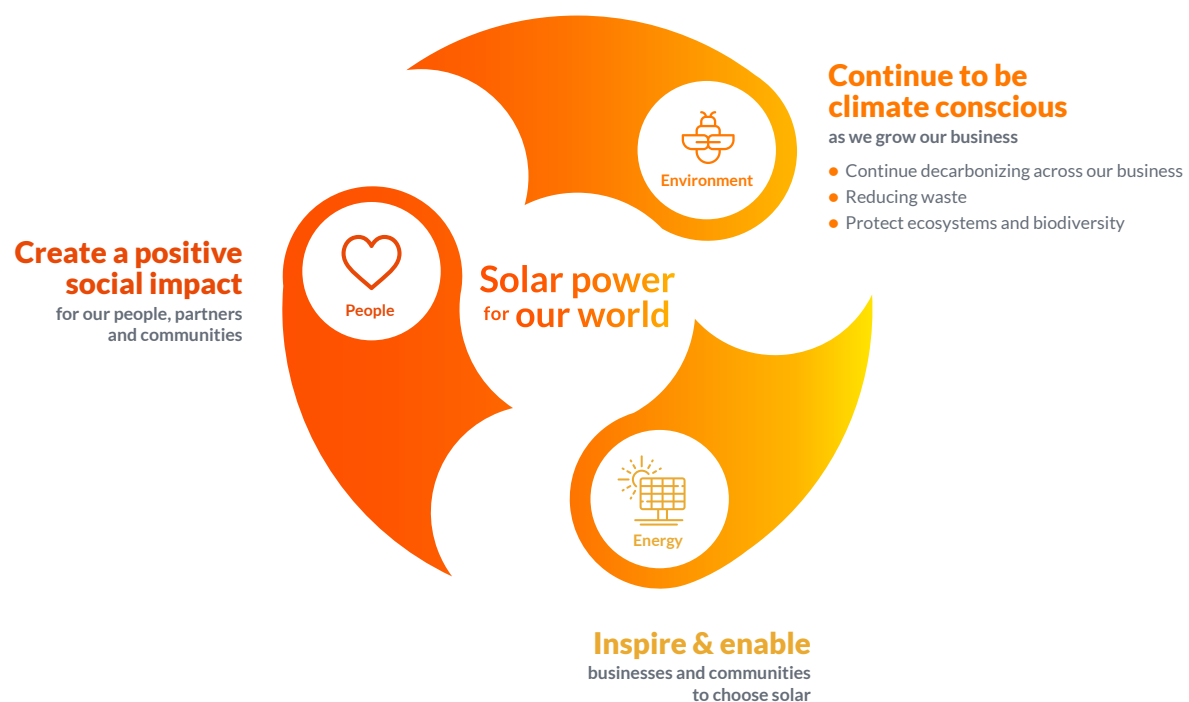


### 500+

team members

...and into the future

## Our sustainability framework:

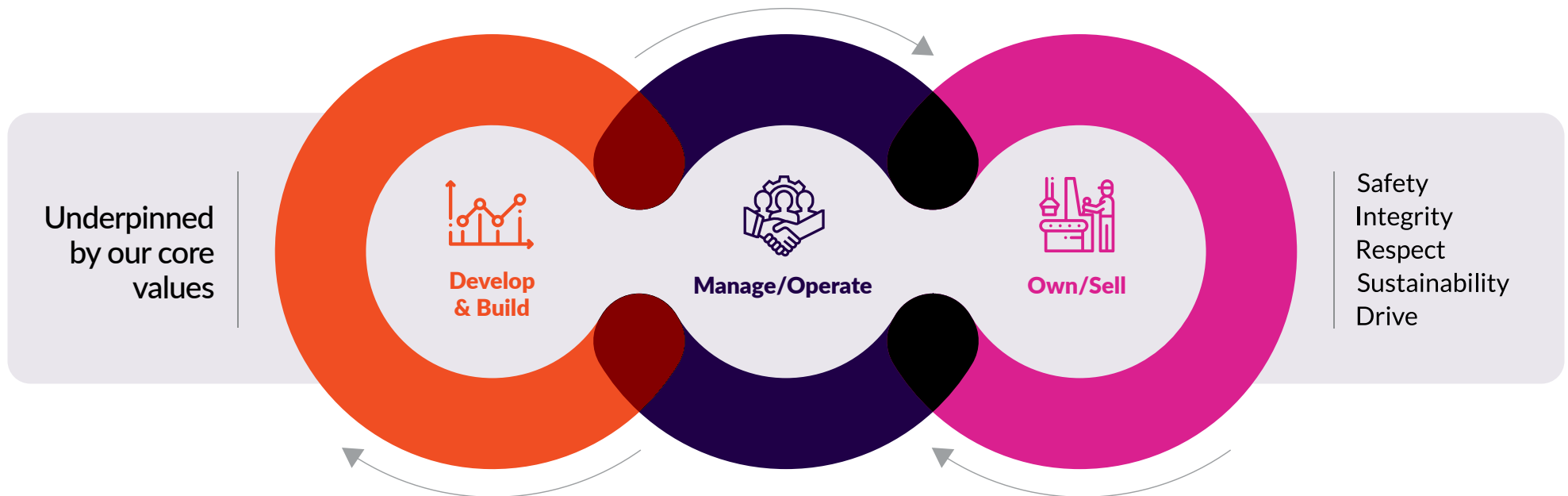




# How we do business

## An end-to-end approach to solar

Enabled by global reach & buying power, innovation, digitalization, automation and Centres of Excellence



Supported by corporate functions to facilitate, govern & monitor

### Develop & Build

- Development (greenfield, co-development, late-stage acquisitions)
- Power Purchase Agreements
- Environmental Planning
- Grid/Interconnections
- Commercial Engineering
- Construction & Project Management

### Manage/Operate

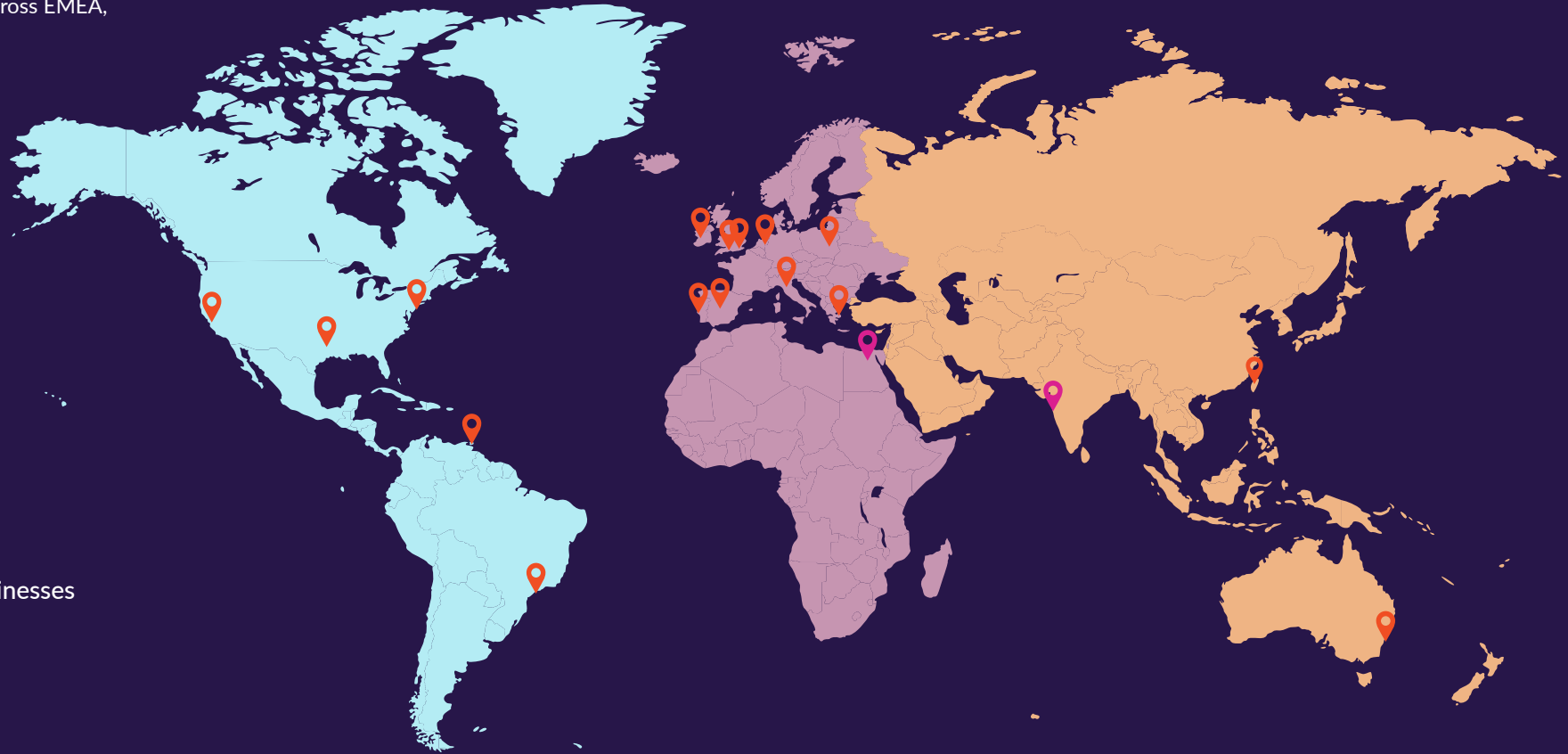
- Asset Management
- Energy Management
- Operations & Maintenance



### Own/Sell

- Operational Asset Performance
- Structured Finance & Modelling
- Investment Management
- Asset Divestment




# A global platform with local impact

Our activities expand across EMEA, APAC and the Americas. These markets feature strong fundamentals to deploy solar and capital at scale.



-  Offices
-  Joint venture businesses

## AMERICAS

-  Brazil
-  United States of America
-  Trinidad & Tobago

## EMEA

-  Greece
-  Netherlands
-  Spain
-  Italy
-  Portugal
-  United Kingdom
-  Republic of Ireland
-  Poland

-  Egypt
- lightsourcebp**  
Powered by Hassan Allam Utilities

## APAC

-  India
-  Australia
-  Taiwan

 **EVERSOURCE CAPITAL**



# Driving sustainable development

30+ years with Lightsource bp

We believe that sustainability and social responsibility are crucial for long-term business success. We are determined to make a difference within the communities we work with and remain accountable to those principals.

## Environmental impact assessments

Careful consideration is given to the way in which our solar projects are constructed. Environmental impact assessments play a key part in ensuring our projects integrate harmoniously into their surroundings.

[Read more >](#)

## Developing a skilled local workforce

Our partnerships typically span over the entire lifecycle of a project, often upwards of 30 years. This long-term commitment ensures we establish a skilled local workforce to maintain our projects for the duration. We are global leaders in solar operations and maintenance.

[Read more >](#)

## Championing biodiversity

We work actively within the agriculture sector and recognize the importance of sustainable land management and the safeguarding of pollinators. Where appropriate we implement measures to encourage biodiversity like planting and seeding. On some projects we even harvest our own solar farm honey!

[Read more >](#)







At Lightsource bp, our people are our strength. We are hugely diverse and passionate about making the world a better place.

Our culture embodies an entrepreneurial spirit and respect for our individuality, and challenges the future of energy innovation.





# Sectors we serve

We believe that everyone should have access to sustainable energy resources. Therefore, our smart energy solutions are tailored to suit the needs of our customers at no upfront cost. Whatever sector we work with, we create sustainable projects that local communities can be proud of.



## Utilities

Large-scale solar projects enable utilities to lower generation costs, de-risk against fuel price fluctuations and reduce emissions.

## Corporations & industry

Businesses can fix their electricity prices long-term and gain cost savings with no upfront capital investment.

## Educational institutions

Long-term fixed price solar energy reduces operating costs, achieves sustainability goals and provides cutting edge educational resources.

## Cities & governments

Solar projects create sustainable, low-carbon environments for local communities, and facilitate regional prosperity through employment and skills training.

## Land & agriculture

Solar provides land owners and farmers with an additional, consistent, long-term income stream. Many projects provide dual-use like grazing and biodiversity benefits.

# Working with utilities

## New energy sources are challenging utilities to innovate

Consumers are now demanding renewable power to supplement their energy needs and to lower costs. By adapting and shifting business models, utilities all over the world are now looking to make a difference in this new energy environment. Solar power is cheap and quick to deploy, making it an ideal way to add new, local and clean generation capacity.

### Our customers

- National utilities
- Municipalities
- Co-operatives
- Water treatments
- Local network providers





# Working with corporations & industry

## Cost-competitive, clean electricity with no upfront capital investment

As the expectations around corporate responsibility increase, and as transparency becomes more prevalent, companies are recognising the need to act on sustainability. Our approach is to create long-term value through Corporate Power Purchase Agreements (PPAs). Procuring renewable generation is a cost effective and more sustainable option for our customers' procurement strategies.

### Our customers

- Airports
- Bio-fuels
- Mining
- Intensive agriculture
- Data centres
- Transport manufacturers
- Plastics & packaging
- Food & beverage
- Heavy industry



# Working with educational institutions

## Bringing renewable energy to the forefront of the next generation

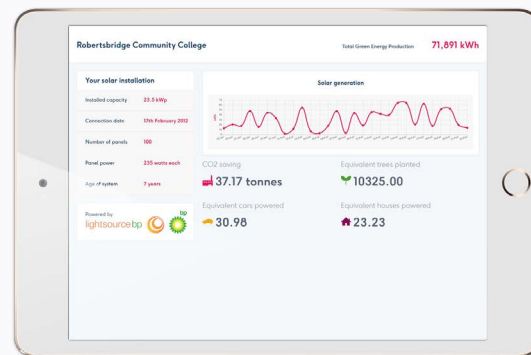
The education sector is a leader in addressing sustainability and climate change issues. Our future generations will guide the world through a remarkable energy transition to smarter and cleaner energy generation. Our solutions require no up-front investment capex and our in-house team take care of the entire project lifecycle, as well as providing educational resources and learning opportunities for students.

### Our customers

- Universities
- Colleges
- Schools
- Institutions

### Educational resources:

We've developed a range of teaching resources for students to learn more about renewable generation and climate change.



Online solar portal for schools



Solar teaching pack

**110**  
schools  
powered



PennState

Safety  
Integrity  
Respect  
Sustainability  
Drive



# Working with cities & governments

## Encouraging clean and sustainable living

Energy production and use is the largest source of global greenhouse-gas (GHG) emissions. We work with cities and governments to address this issue head-on by providing cleaner and smarter energy solutions for local communities. Our projects are operated for over 30 years, creating local economic growth, skills development and job opportunities.

### Our customers

- Local & central governments
- Municipalities
- Security services
- NGOs



Safety  
Integrity  
Respect  
Sustainability  
Drive



# Working with land & agriculture

## Providing access to secure and sustainable long-term income

We recognize that every parcel of land we work with is individual to the landowner and personal to local communities. Our detailed assessments during development ensure that only appropriate land areas are chosen. Where possible we aim to integrate dual-use like grazing or beekeeping.

### Our customers

- Agriculture business
- Landowners
- Rural business
- Estate owners



# Our funding partnerships

## Innovative financing structures

Our business structure and funding put us in an ideal position to help businesses and communities around the world rapidly transition to a low carbon future. We are funded through strategic debt and equity partnerships, which enable us to develop and construct assets efficiently and quickly. Our teams are highly experienced in raising debt in both the bank and institutional markets and demonstrate aptitude in a complex and fast-moving asset finance landscape.

### Our debt financing partners

Over the years we have forged strong relationships with a variety of financial institutions.



### Our project equity partners

Another set of integral funding relationships are those built with our equity partners. These partners recognize the long-term benefit and returns associated with an ownership stake in Lightsource bp-developed projects. These partners have co-invested in our projects taking both majority and minority positions, the largest of which is our partnership with Blackrock.

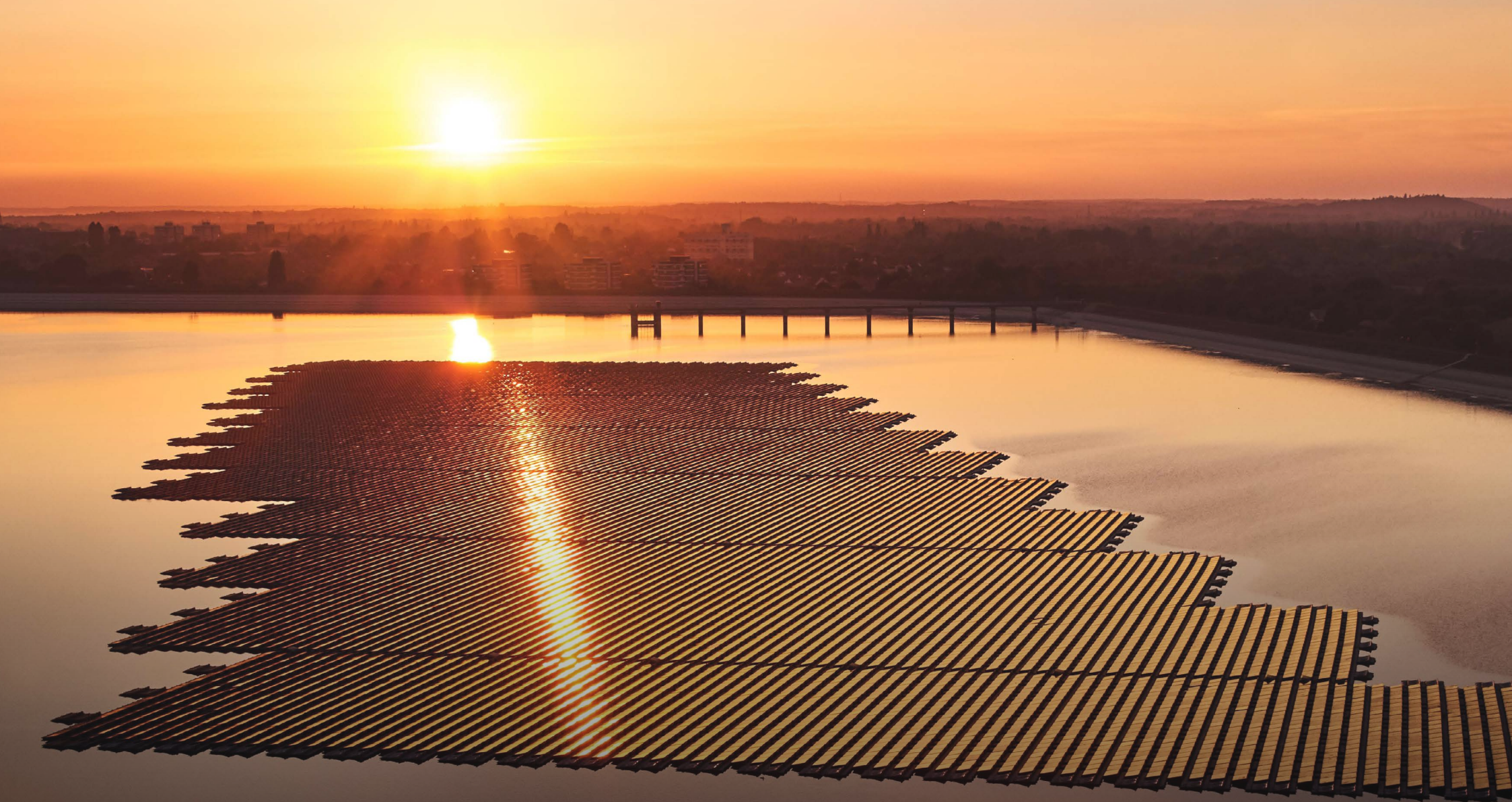


### Our Eversource Limited partners

In April 2018, we teamed up with the Everstone Group, one of India's leading private equity funds, to create a major fund management platform called EverSource Capital. Our first fund, the Green Growth Equity Fund (GGEF) operates under a mandate of investing in green energy infrastructure in India.







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