

**Certas Energy
Renewables Division**

POWER

UP

**It's time to POWER UP
renewables for our
customers and our people.**

WHY SOLAR **WHY NOW**

Commercial customers are under pressure to cut energy costs and emissions

Rooftop solar can offer fast ROI, energy independence and a lower carbon footprint

We've acquired a market leader in solar installations, Centerco – now it's time to unlock value!

**Talk about our vision for
meaningful change**



YOUR ROLE

YOUR CUSTOMER

You are our customers' trusted advisor

**Now, you can bring more than fuel –
you can offer a clean energy future**

**A simple referral can make a major
impact on the customer and your
rewards**

ENGAGE

Does your customer use more than **60,000 KWH of electricity** annually?

Spend in the region of **£15,000 on electricity** per year?

Looking to lower operational cost through clean energy?

Spot your energy intensive customers.

EMPOWER

Have a **consultative conversation** with your customer.

Understand their operations, ask about **roof space, electricity usage, sustainability and ESG goals.**

You don't need to sell the solution, **just open the door.**

EARN

Refer to the solar sales team.

Fill in the form to introduce and let the **Specialist Solar Sales Team** support your customer through the rest.

From a simple introduction, to prequalified booked appointment followed by a successful install, **you'll receive commission at each stage.**



Powering sustainable business growth with solar energy

- 1 Since their launch in 2014, Centreco have empowered hundreds of UK businesses with **cutting-edge solar energy systems, collectively saving millions of pounds** in electricity costs.
- 2 Centreco on-site generation installations have lead to **significant carbon reductions**, outperforming those businesses relying on traditional grid supplied energy sources.
- 3 Centreco specialise in providing high-quality, commercial solar PV solutions through our **in-house, end-to-end service, tailored to your own unique energy demands**.
- 4 Centreco focus only on the business market, we lead in ensuring organisations across a **diverse range of commercial and industrial sectors** get the optimum solar energy system.



WHAT WE OFFER

SOLAR ENERGY

- **Trusted Solar Partner -**
Leading provider (via Centreco) of high-quality Solar PV to businesses in the UK.
- **Full End-to-End Service End to end service -**
Inhouse experts at every stage of the customer journey.
- **No upfront costs -**
Flexible finance options tailored to each customer, enabling immediate energy savings with zero capital investment.
- **Premium Solar Technology -**
Tier One panels, with 25-year performance warranties.

PRODUCTS & SERVICES

- **Tailored Solar Systems –**
Designed for each site's needs
- **End-to-End Delivery –**
Fully managed by in-house experts
- **Flexible Finance –**
Buy, lease, or pay-as-you-save
- **All-In Pricing –**
One fixed cost, no surprises
- **Smart Monitoring –**
Real-time system performance
- **Ongoing Support –**
Maintenance and fast-response repairs

CUSTOMER BENEFITS

- **Save on Energy Bills -**
Reduce reliance on the grid and lowering energy costs from day one.
- **Cut Carbon Emissions -**
Helping businesses meet their net-zero and sustainability targets.
- **Stabilise Energy Costs -**
Offers long-term price certainty by protecting businesses from future spikes in electricity rates.
- **Boost Property & Brand Value -**
Enhance property value and demonstrate strong ESG performance

OBJECTION HANDLING



“The roof is asbestos or not suitable for installation.”

- If the roof is asbestos or fragile fibre cement, we only proceed with installation if over-cladding is included in the project.
- This means we fully net, insulate, and re-clad the roof with metal sheeting - safely encapsulating the existing structure.
- This qualifies for project financing - the solar array can pay for the new roof and itself over time.
- **Solution: What seems like a barrier can be an opportunity: upgrade the roof without upfront capital and unlock long-term savings.**



“We can’t afford it right now.”

- Solar doesn’t require a large upfront investment. We offer flexible finance options that allow businesses to pay for the system **using** the savings it generates.
- Most installations deliver payback in **2–5 years**, with some achieving ROI in under 12 months.
- **Solution: With zero upfront cost and flexible finance, the system pays for itself through energy savings - often making the business cash positive from month two.**



“It’s the wrong time of year to look at solar.”

- The full solar process — from consultation to installation — typically takes 6–7 months.
- Starting discussions in winter, when energy usage is high, positions the business perfectly for an installation in summer when solar generation is at its peak.
- **Solution: Use this timing to your advantage: even if the customer isn’t ready to install now, it’s the ideal time to run the numbers and plan.**



“The customer doesn’t own the building..”

- This is common — around 70% of UK commercial properties are leasehold.
- Many landlords welcome solar, as it increases the value of their property, while tenants on long-term leases still benefit from reduced energy costs.
- In some cases, **costs can be shared** between landlord and tenant, making it a mutually beneficial investment.
- **Solution: We can support both parties in navigating permissions and agreements.**

A large yellow magnifying glass graphic is positioned on the left side of the slide, with its handle pointing towards the bottom right. The lens of the magnifying glass is focused on the text "WHAT MAKES A GOOD REFERRAL?".

WHAT MAKES A GOOD REFERRAL?

ENERGY INTENSIVE BUSINESSES

**Commercial Sectors - Manufacturing and Production
Fabrication & Engineering, Industrial, Refrigeration, Food
& Drink, Agriculture**

Commercial landlords/ Business Owners

Established businesses with long term perspectives

**Businesses and industries focused on sustainability and
ESG goals**

Single site or large multi-site operations

**A business that uses more than 60,000 KWH of
electricity annually, being a spend in the region of
£15,000**

Average UK household:



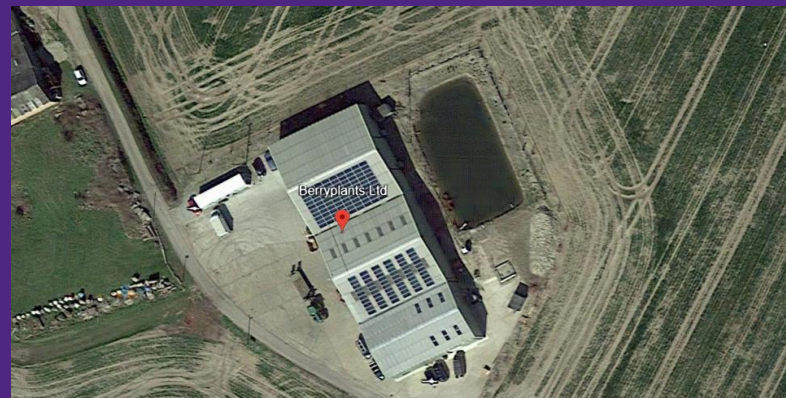
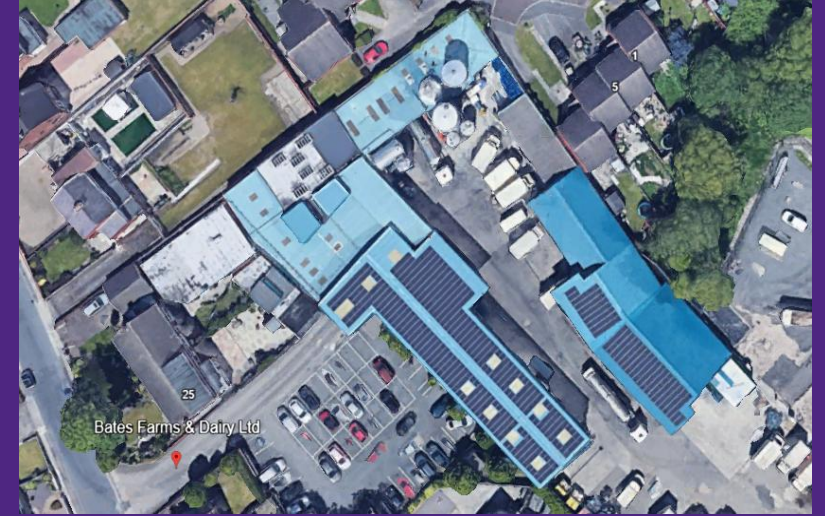
Uses about **2,900–3,600 kWh/year**



**60,000 kWh/year =
equivalent to 16–20 average UK homes**

WHAT MAKES A GOOD REFERRAL?

Examples



WHAT MAKES A GOOD REFERRAL?

James Hargreaves Case Study



HOW IT WORKS

1

Introduction Referral

Introduction

Spot the opportunity and make the introduction

£5 Complete the form

£10 Complete the form + electric bill

2

Set an appointment

Introduction + Appointment

Have a consultative conversation with your customer and set an appointment for the Solar Sales team

£25 Complete the form + electric bill + appointment

3

Install

Install

When the project progresses to install, dependent on the solar energy system size, you will receive

50kW to 100kW
£100

100kW to 250kW
£200

250kW to 500kW
£300

500kW +
£500

+

P&L Benefit

All solar energy installs that are referred to Centreco from Certas Energy will receive 5% of the project costs in recognition of the referral from that business unit.

Subject to terms and conditions and meeting prequalification criteria at each stage of the sales cycle.

THE PROCESS



CUSTOMER CONVERSATION

Have a consultative conversation either refer straight over via the form without or with an electric bill or book an appointment for the solar sales team to follow up directly with your customer and keep you informed.



REFERAL TO SOLAR SALES TEAM

The Solar Sales team will contact your customer and assess the opportunity and inform you of the outcome.

Referrals meeting the prequalification criteria will be paid up to £25.



REFERAL STATUS CONFIRMED

The Solar Sales team will update the status of the referral in their sales pipeline reporting weekly.



LINE MANAGER INFORMED

The Solar Sales team will update your Line Manager with the referral commission requirements monthly.



COMMISSION PAID

Commission payments will be in line with current commission payment structures.



INSTALL COMPLETE

Dependent of the size of the system you will receive the final payment between £100 - £500 on commencement of install. Your Line Manager will receive a status update.

Your business unit will receive 5% of the value of the project.

TOOLS, TRAINING

[Renewables Resource Hub](#)



[Training Video – Form](#)

[Success Stories](#)

[Solar 'The Basics'](#)

Sales Scripts
– COMING SOON

Sales Support Emails
– COMING SOON

Explore the resources and attend the training to access sales guides and talking points to support your conversations.

Talk with the central **Commercial Solar Sales team who** provide expert knowledge to our customers to size up the right solar array system to meet their business operational needs.

POWER UP

**Solar isn't just about panels –
it's about progress. You have
the power to lead the change**