

Distributed Solar Energy Potential for the GCC Markets

Presented at EU GCC Clean Energy Technology Network

Solar Workshop

Muscat, Oman

December 13, 2017

Your Door to Solar Energy

Agenda



- About Yellow Door Energy
- Mature Markets: UAE (Dubai) and Jordan
- Case Studies
- New Markets: Saudi Arabia, Bahrain and Oman

Our vision is to power emerging economies reliably, efficiently and sustainably.



Yellow Door Energy is the leading provider of solar energy solutions in UAE and Jordan.



Parent Company:
300 MWp of
Solar Assets



Operations:
Middle East,
Africa and
South Asia



Service:
Provide Electricity
from Solar Energy



Clients:
Commercial &
Industrial
Businesses



Contract:
Lease-to-Own
Solar
Agreements



Process:
Invest In
Design, Build
Operate
Maintain



Benefits:
Save Energy
Lower Utility Bills
Minimize Risk
Reduce CO2



Progress:
+36 MWp in
UAE and
Jordan

Mature Markets: UAE (Dubai) and Jordan



Getting solar capabilities can be done through two different channels



Investment

Your money



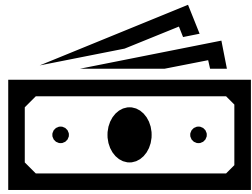
Leasing with Solar utility

A third-party's
money

Challenges in the Life Cycle of a Solar Project

Project Life Cycle

Project Financing



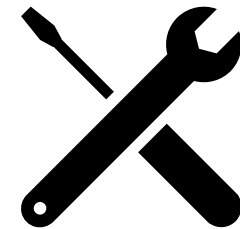
Financial Risk

**Permitting, Design,
Equipment Procurement
and Plant Construction**



Development Risk

**Plant Operations and
Maintenance**



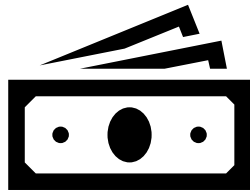
Operational Risk

There are many risks throughout the entire project life cycle. It is recommended to work with an experienced professional.

Solution: Lease-to-Own

Yellow Door Energy manages all these stages and more.

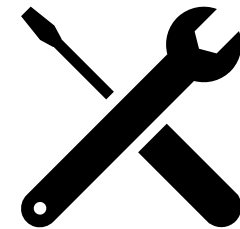
Project Financing



Permitting, Design,
Equipment Procurement
and Plant Construction



Plant Operations and
Maintenance



A **lease-to-own solar agreement** is a 15-to-25-year contract between the customer and Yellow Door Energy, where:

- YDE finances, builds, operates and maintains the plant;
- The customer would pay a monthly electricity bill to YDE;
- The customer owns the solar plant at the end of the lease.

Successful Implementation of a Solar Lease Project



**Yellow Door Energy
Responsibilities**

**1 Assess
Opportunity** **2 Review &
Sign Lease** **3 Design
Procure
Build** **4 Operate
Maintain** **5 Handover**

**Customer
Responsibilities**

**2 Review &
Sign Lease** **4 Pay Monthly
Utility Bill** **5 Take
Ownership**

Yellow Door Energy's responsibilities ensure that the customer has a seamless solar experience.

Lease-to-Own vs. Buy

Lease-to-Own

No upfront costs

No financial, development or operational risks

Only pay for what the system generates

Outsource construction, maintenance and operations to an experienced professional

Own the system at end of lease.

Direct Purchase

High upfront investment

All risk management on non-core activities

Payment regardless of system performance

Management of many stakeholders which are not related to core business

Lease-to-own option is ideal for businesses looking to save money from Day 1, without taking on financial, development or operational risks.

Case Study: 7 MWp Largest Combined Private Solar Park in UAE



YELLOW
DOOR
ENERGY
AN ADENIUM CAPITAL COMPANY



Nestlé signed a 15-year solar lease with Yellow Door Energy. We will build, operate and maintain solar plants at 3 Nestlé facilities and reduce CO2 emissions by 6 million kgs.

Case Study: 6.2 MWp UAE's Largest Solar Car Park



YELLOW
DOOR
ENERGY

AN ADENIUM CAPITAL COMPANY



Over 25,000 solar panels will be installed at Al Nabooda Automobiles' facility. The solar plant will meet 75% of facility's energy needs and reduce CO2 emissions by 6,000 tons.

Case Study: 1 MWp Solar Leasing Project



YELLOW
DOOR
ENERGY
AN ADENIUM CAPITAL COMPANY

Unilever's Personal Care Liquids Plant, Dubai, UAE

1,632,806
kWh
of clean energy

15
years
of risk-free solar

816
tons
of CO₂ offset

Commissioned since August 2017, the Unilever plant now produces 1,632,806 kWh of clean energy and offsets 816 tons of CO₂ annually.

Case Study: 615 kWp Solar Leasing Project



YELLOW
DOOR
ENERGY
AN ADENIUM CAPITAL COMPANY

AMI Middle East's Facility in Dubai, UAE

984,679
kWh
of clean energy

25
years
of risk-free solar

492
tons
of CO₂ offset

AMI Middle East is the first freight forwarder in the UAE to use solar energy. This solar plant signifies their leadership and commitment to sustainability.

Case Study: 205 kWp Solar Leasing Project



الشرق الأوسط للعوازل ذ.م.م.
Middle East Insulation LLC
Quality Cladding Systems



YELLOW
DOOR
ENERGY

AN ADENIUM CAPITAL COMPANY

Middle East Insulation's Facility in Dubai, UAE

347,000
kWh

of clean energy

15
years

of risk-free solar

244
tons

of CO₂ offset

Middle East Insulation is a leading manufacturer of cladding system.
The solar plant signals the company's transition to green manufacturing activities.

Our Projects in Jordan



SAFeway

7.6 MWp
Under Construction



Istiklal Mall
1.8 MWp
Under Construction



Specialty Hospital
2.2 MWp
Under Construction



Jordan Hospital
4.2 MWp
Permitting



Jabri
1.8 MWp
Permitting



Gardens Hospital
2.2 MWp
Permitting



*Amman Airport
Hotel*
400 kWp
Permitting



New Markets: Saudi Arabia, Bahrain and Oman

Our Offer for Saudi Arabia, Bahrain and Oman

- Challenge: Significantly lower utility tariffs compared to mature markets
- Opportunity: Adoption of net metering and feed-in-tariff laws
- When market conditions become favorable, Yellow Door Energy will be able to provide similar offerings for new markets.

In Summary

- Lease-to-own is a hassle-free option for businesses to transition to solar energy.
- We enable the customer to apportion the investment to their core businesses while we take care of their solar energy needs.
- Our projects help lock in the solar energy tariffs against the ever-rising utility tariffs.
- We're keen to grow with the economies in this region.

Thank You!



Mr. Anup Isaac
VP Sales
Yellow Door Energy

Direct Line: +971 50 777 9014
Email: Anup.Isaac@yellowdoorenergy.com
Address: Suite 3303 JBC 1
Jumeirah Lakes Towers
Dubai, UAE

www.yellowdoorenergy.com