



SOLÉCO
ENERGY

**Enabling the solar revolution for
Caribbean and Latin American businesses**



The challenge of rising energy costs



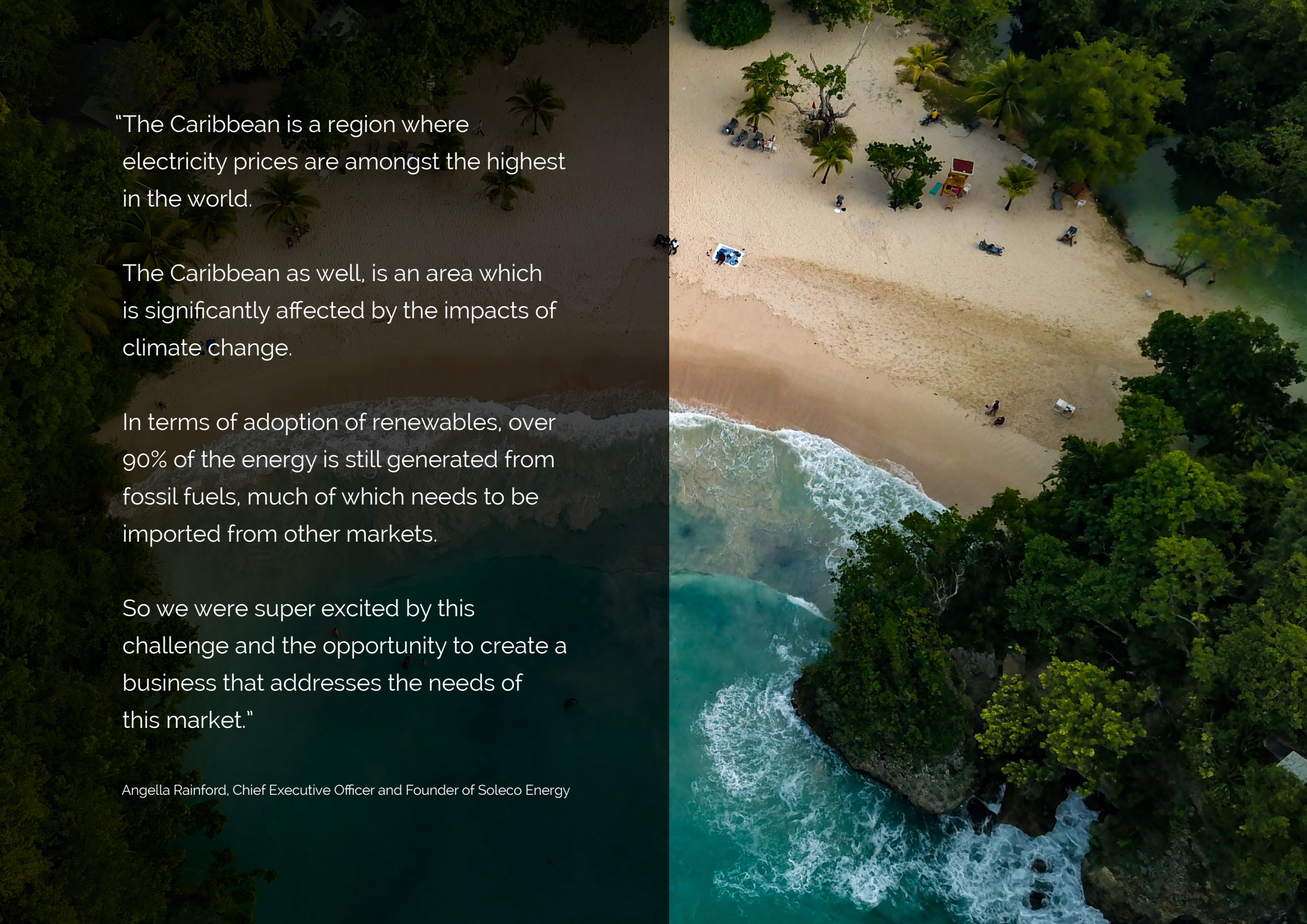
Caribbean and Latin American businesses face the huge challenge of rising energy costs and unreliable energy grids.

At Soleco, we have created a unique turnkey solution which enables large businesses like yours, to gain the benefits of solar energy, with zero upfront costs.

This brochure is intended to give you an introduction to all of the benefits Soleco can bring to your business.

To find out more, you can visit our website: www.soleco-energy.com or contact us for a free assessment: contactus@soleco-energy.com



An aerial photograph of a tropical beach. The top half shows a sandy beach with several palm trees and people. The bottom half shows the turquoise ocean with white waves crashing against a rocky shore. The image is split vertically, with the left side being darker and containing text, and the right side being lighter and showing the beach and ocean.

“The Caribbean is a region where electricity prices are amongst the highest in the world.

The Caribbean as well, is an area which is significantly affected by the impacts of climate change.

In terms of adoption of renewables, over 90% of the energy is still generated from fossil fuels, much of which needs to be imported from other markets.

So we were super excited by this challenge and the opportunity to create a business that addresses the needs of this market.”

Angella Rainford, Chief Executive Officer and Founder of Soleco Energy

A **unique opportunity** to bring renewable energy into your business

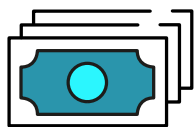


Solar energy is an ideal solution for Caribbean businesses, offering reliable, cost-effective power, reducing local country dependency on imported fuels, and supporting sustainable growth.

Soleco's solar lease model allows for companies to have day 1 savings, by having a guaranteed performance of the solar system without the significant upfront investment and risk that can be associated with commercial installations.

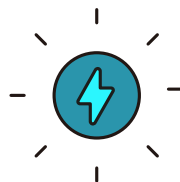
Leveraging solar power makes good business sense

Businesses can reduce operational costs, improve energy security and improve environmental credentials.



Reduce energy costs

Solar panels can reduce electricity bills by up to a half. Once installed, solar panels also require minimal maintenance.



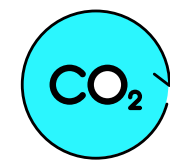
Energy resilience

Solar panels help businesses become more energy independent, especially when solar systems are paired with a battery storage system. This means less reliance on the grid energy.



Improved public image

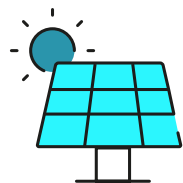
Using solar power aligns with corporate responsibility and ESG objectives. Solar installations provide jobs in local communities for solar design engineering, installation build and operational maintenance.



Reduced carbon footprint

Solar energy is a clean, emission-free energy source that can help businesses reduce their environmental impact.

We have the **perfect environment** to harness the benefits of solar energy



Sunshine

The Caribbean's abundant sunshine provides consistent, year-round solar energy, ideal for powering large-scale businesses.

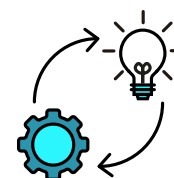
Solar is a limitless energy source.



Storm resilience

Decentralized solar power offers a resilient energy source, ensuring faster recovery for businesses and communities after storms.

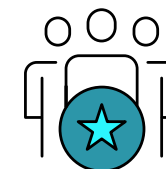
Soleco Energy's solar installations are also covered by insurance for storm damage.



Flexible installations

Solar systems can be tailored to various locations, from rooftops to large fields, offering flexibility for industrial-scale installations.

Systems can also be merged with other energy sources for hybrid energy delivery.



Local community

Expanding the solar energy sector creates job opportunities and boosts economic development in local Caribbean communities.

Solar energy reduces costs, strengthens the economy, and fosters sustainable growth for both current and future generations.

Soleco Energy is an enabler for the solar revolution, by making it easier for large industrial and commercial businesses to transition to renewable energy.

With our turnkey solution, there are no upfront costs to you. Soleco Energy manages everything from planning, to installation and the operational maintenance of the solar energy asset.



Our **end-to-end** approach includes:

Seamless integration

- Full coordination with customer operations during construction
- Guaranteed continuous power supply of critical loads during interconnection
- Fully committed on-site team

Guaranteed performance

- 24/7 monitoring
- Fully comprehensive Operations & Maintenance (O&M)
- PV Health checks
- Firmware updates
- Performance reports

100% managed solution

- Finance
- Permits and licensing
- Engineering, procurement and construction
- O&M
- Insurance

Payment plan options

	Day One Purchase	Short-term Lease (5 years)	Mid-term Lease (10 years)	Long-term Lease (Up to 20 years)
Upfront Payment	Total Cost of Installation	Zero or Client to specify	Zero or Client to specify	Zero or Client to specify
Monthly Cost	<ul style="list-style-type: none"> • Based on suite of client service requirements: <ul style="list-style-type: none"> - Operations & Maintenance (O&M) - Insurance - Monitoring ISP: Starlink 	<ul style="list-style-type: none"> • Monthly Lease (inclusive of O&M, insurance, and asset management) 	<ul style="list-style-type: none"> • Monthly Lease (inclusive of O&M, insurance, and asset management) 	<ul style="list-style-type: none"> • Monthly Lease (inclusive of O&M, insurance, and asset management)
Ownership	<ul style="list-style-type: none"> • Immediate 	<ul style="list-style-type: none"> • Year 6 	<ul style="list-style-type: none"> • Year 11 	<ul style="list-style-type: none"> • Year 20 or earlier if purchase option is exercised
Warranties	<ul style="list-style-type: none"> • 1 year warranty on installation • Up to 20 years warranty on equipment 	<ul style="list-style-type: none"> • 5 years warranty on installation • Up to 20 years warranty on equipment 	<ul style="list-style-type: none"> • 10 years warranty on installation • Up to 20 years warranty on equipment 	<ul style="list-style-type: none"> • Up to 20 years warranty on installation • Up to 20 years warranty on equipment



Summary **comparison** of payment plan options

What's included	Ownership	Leasing Options
Preventive Maintenance*	✓	✓
Firmware Updates*	✓	✓
PV Health Checks*	✓	✓
24/7 Monitoring*	✓	✓
Starlink Satellite	✗	✓
Corrective Maintenance	✗	✓
Insurance	✗	✓
Installation Extended Warranty	✗	✓
Equipment Extended Warranty	✓	✓
Insurance and Warranty Claims	✗	✓

*Included under Soleco O&M scope.

There's **all to gain** and nothing to lose

30-50% savings

Average day one savings on electricity displaced with solar energy.

Fully Financed

Zero payments upfront.

Renewable

100% energy renewable source. Good for our planet.

Quality

20 year operation and maintenance warranty for high performance and reliability.

Asset ownership

100% asset ownership at the end of the agreed lease period.

CO2

Our flexible installations options, will reduce your business carbon footprint.

ESG

Good for your business ESG credentials and stakeholder audiences.



Our solution is the most **cost-effective** approach to meet your self-generation energy targets



- Our interests are fully aligned with yours, as we seek to foster long-term relationships
- We offer zero money down financing options
- The monthly equipment rental cost is comprehensive, including: capital investment required to construct the plant, the full operation and maintenance costing and asset management of the plant and insurance
- We bill monthly once the plant is operational
- We manage the implementation of the project, thereby enabling you and your team to focus on your core business operations



Just **six simple steps** to get you up and running with solar energy



Step 1

Contact us for an initial assessment. We will complete the preliminary design and provide the savings estimate at no cost to you.



Step 2

Sign a joint development agreement and we will finalize the engineering and design work.



Step 3

Accept our finalized equipment lease proposal and sign a solar equipment lease contract.



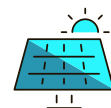
Step 4

We cover the upfront cost of the installation + we manage all stages of the permitting, design, engineering, and installation. You can relax and focus on your core business.



Step 5

You pay an agreed monthly sum and enjoy low cost clean solar energy at your site.



Step 6

At the end of the lease contract term, you continue to self-generate energy without any further lease payments. You can take ownership of your solar asset.

Going forward

Continue to enjoy clean cost-effective energy! With significant savings in the near term - and even greater savings potential in the long-run.

We operate across the Caribbean, delivering our unique turnkey solar energy solution.

We can provide a free assessment of your company's solar opportunity. This will confirm the potential energy cost savings for your business.



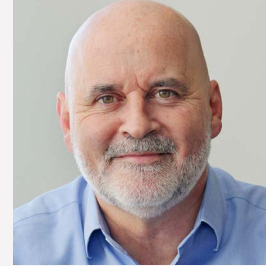
Meet the team



Angella Rainford

Chief Executive Officer and Founder

Angella Rainford is the founder of Soleco and Rekamniar Frontier Ventures, co-developer of the largest solar plant in Jamaica (51 MWp).



Stephen West

Chief Financial Officer & Senior Advisor

Stephen West is a private equity fund specialist and Senior Advisor/CFO at Soleco Energy.



Jaime Vidalot

Operations Manager

Jaime Vidalot has experience as a site construction manager for Grupotec Renewables and an O&M manager in the UK, Latin America, and the Caribbean.



Sam Rusbridge

Technical Specialist

Sam Rusbridge has over 15 years of experience in renewable energy, focusing on solar PV and energy storage. He has managed technical due diligence for ~1GW of solar projects globally and advised on £500 million of rooftop PV projects.



Wafy Boubaker

Project Finance Specialist

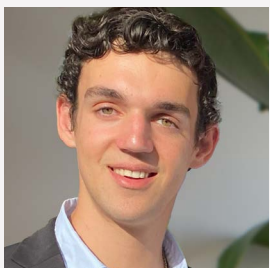
Wafy Boubaker is a financial advisor at Soleco Energy, with six years of experience in M&A and project finance in the power and energy sector.



Sheldon Wynter

Project Development Associate

Sheldon Wynter, is the Project Development Associate at Soleco Energy. With nine years experience in project engineering and management, he previously worked at Total Jamaica Ltd, completing multi-million-dollar projects, including Jamaica's first solar-powered service station.




Frank Hart

Project Development Analyst

Frank Hart is a financial and project development analyst at Soleco Energy, with previous training under the project development team at Silicon Ranch, a leading U.S. utility-scale solar company.

Case study Paradise Park





At the time of development, the Paradise Park Solar Farm delivered to Jamaica's national utility, the Jamaica Public Service Company Limited, the lowest cost electrical energy ever produced in Jamaica - with a base tariff of USD 85/MWh - through a 20-year power purchase agreement.

Objectives:

- Provide affordable energy to the people of Jamaica
- Reduce fossil fuel consumption in the country and reduce carbon emissions
- Reduce Jamaica's use of foreign currency to purchase imported fossil fuel for energy generation
- Diversify the country's energy mix

Challenges:

- Limited local expertise in construction of solar farms
- Coastal location, in a rural location
- Wet terrain

Solution:

- Collaborative effort between an international EPC and local subcontractors
- Local training programs implemented with support from USAID and the Clinton Foundation throughout the local community
- Reinforced design to address highly corrosive environment and storm risk
- Plant built in 13 distinct PV fields to work with the flow of natural waterways in order to reduce environmental impact and to facilitate plant maintenance and sustainability

Some of our projects



Newport Mills

- The largest Rooftop Commercial and Industrial (C&I) installation in Jamaica
- 500kWp PV System



Freetown

- The largest ground mount C&I installation in Jamaica
- 1000kWp PV System



Old Harbour

- A rooftop C&I installation in Jamaica
- 183kWp PV System



Linstead

- A ground mount C&I installation in Jamaica
- 300kWp PV System



CLIENT TESTIMONIAL

“We reviewed proposals from over 12 different solar companies. No one made us feel more comfortable than when we talked to Soleco Energy.

We appreciated their transparency and communication; and knew that we could do something special together.”

Matthew Lyn, CEO, CB Group



We are the largest solar developer in Jamaica.



OUR STRATEGIC FINANCIAL PARTNERS ARE:



IDB Invest

Fully committed financing from IDB Invest.



Rubis Caribbean

Strategic investment into Soleco as a diversification into sustainable energy solutions.



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