

## Community-based solar installation company aims to bring free solar panels to 100,000 UK families

### Engensa initiative also to benefit community buildings

Press Release: London, 9 December 2010

With record energy bills predicted for 2011 and the cold spell squeezing families further, Engensa - an entrepreneurial solar energy company - is kicking off a drive to bring free solar panels to 100,000 families in the UK over the next ten years.

The campaign is being launched under a ground-breaking, community-based free solar electricity scheme called SunRoof. The first homes to benefit from the SunRoof programme will be in Berkshire, Buckinghamshire and Oxfordshire with the scheme set to expand to five neighbouring counties in the first half of 2011.

Under the SunRoof scheme, Engensa will install, monitor and maintain the solar installations at absolutely no cost to the homeowner. The scheme allows families to use all of the electricity generated (*enough to power their fridge, washing machine, dishwasher, oven and TV\**) without paying a penny as well as cutting 50% of their carbon emissions by switching to a renewable source.

Engensa's CEO Toby Darbyshire comments:

*"Solar is a brilliant investment for families across the UK, but not everyone who owns their own home has the money to invest. We are launching the SunRoof free solar scheme to make sure as many families as possible can benefit from dramatic cuts in their electricity bills and from the satisfaction of turning their home green."*

The scheme, based on the UK's new Feed-in Tariff, will save the average home up to £300\* in electricity costs each year - depending on the size and aspect of their roof - and will also create up to 200 long-term jobs in communities across the country.

SunRoof customers can look forward to an outstanding level of service. Engensa co-founder and Chief Technology Officer Dr Toby Ferenczi is adamant that, unlike most solar installation firms, Engensa will not outsource any part of its business. The company hires, trains, and installs locally and is currently the only in-house installation company to offer both a premium paid-for solar product and free solar.

Ferenczi said: *"It's a real privilege to be allowed to work on people's homes and employing and training our own people is the only way we can consistently provide outstanding service to our customers. It also allows us to fulfil the promise of the Feed-in Tariff and create green jobs in the communities we work in."*



Community buildings to get solar power:

To celebrate the launch, Engensa is asking customers to nominate a community building to receive a free solar panel installation worth £35,000. The building could be a village hall or scout hut for example, must have a good sized south-facing, sloped roof, and should be actively used by the community.

Nominations for community buildings are invited before Christmas, with the winner to be announced in January 2011.

- ENDS -

Notes :

Engensa was founded in 2009 with the mission to provide homeowners across Britain with their own, sustainable and profitable source of power, and in the process, create jobs in the local community.

An established solar provider, backed by Ben and Alex Goldsmith, Engensa has been installing solar panels on homes for 12 months for customers with suitable south-facing roofs and in doing so has met a large number of homeowners without the ability to invest.

The SunRoof scheme is free because Engensa borrows money to fund the installations. Engensa then pays back the money over 25 years via the Feed-in Tariff, a scheme set up by the government in April 2010 to drive uptake of renewable energy technologies and stimulate local economies. More information at [http://www.engensa.co.uk/feed\\_in\\_tariffs.html](http://www.engensa.co.uk/feed_in_tariffs.html)

Engensa was set up by ethical entrepreneurs, Toby Darbyshire and Toby Ferenczi. The pair left highly paid jobs at Bain and General Electric after seeing the distress created by the credit crunch and decided to do something to benefit the wider society.

The multi-million pound scheme is funded by Albion Ventures LLP. Engensa sought out Albion Ventures, a venture capital trust manager that invests money raised from private individuals in the form of venture capital trusts (VCTs) into expanding businesses in the UK. This is Albion's second investment this year into a renewable energy project, following its investment into a waste to energy plant based in Perthshire Scotland this summer. By selecting Albion as its funding partner, Engensa is ensuring that the financial returns for the scheme will also flow back into the hands of members of the public rather than a foreign investment company or one of the big utilities.

Michael Kaplan, Partner at Albion comments:

*"We're delighted to have found the right partners in Engensa after many months of due diligence. We were instantly struck by both their depth of experience as well as their absolute commitment to driving forward the green economy in the UK. We very much look forward to seeing our investment at work generating green energy."*

*\* Our smallest 2.6 kWp system (comprising 14 x 185w peak panels) will generate 2,200 kWh a year based on the government's SAP2009 estimates. Assuming only 50% of this is used at home, with the remainder exported, 1,100 kWh a year will power:*

- An A++ spec fridge consuming 206 kWh a year*
- A 1200W EU A rated washing machine doing 20 washes a month consuming 130 kWh a year*
- A 130W LCD 34 inch TV running for 120 hours a month consuming 186 kWh a year*
- A 5000W electric oven used for 15 hours a month consuming 450 kWh a year*
- A 1000W dishwasher used for 20 hours a month consuming 120 kWh a year*

*The remaining 50% will power the same reductions in someone else's home.*

*In estimating annual savings, we assume an average domestic electricity price of 13p per kWh:*

*A 2.6 kWp system generating 2,200 kWh would be worth £286 a year if 100% was used in the home, £215 if 75% was used in the home, and £143 if 50% was used in the home.*

*A 3.3 kWp system generating 2,800 kWh would be worth £364 a year if 100% was used in the home, £273 if 75% was used in the home, and £182 if 50% was used in the home.*