LET'S CREATE ENERGY WE CAN FEEL GOOD ABOUT FOR OXFORDSHIRE AND THE UK
<table>
<thead>
<tr>
<th>Time</th>
<th>Agenda Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>6pm</td>
<td>Welcome and Introductions – Sam Clarke, Chair</td>
</tr>
<tr>
<td>6.10pm</td>
<td>Building our Renewables Portfolio – Adriano Figueiredo, Operations Director</td>
</tr>
<tr>
<td>6.20pm</td>
<td>Finance Reports for The Low Carbon Hub IPS Limited and The Low Carbon Hub CIC – Luke Marion, Treasurer</td>
</tr>
<tr>
<td>6.30pm</td>
<td>Delivering Community Benefit – Liz Reason, Communities Director</td>
</tr>
<tr>
<td>6.35pm</td>
<td>Future Plans – Barbara Hammond, CEO</td>
</tr>
<tr>
<td>6.45pm</td>
<td>Questions for the Directors</td>
</tr>
<tr>
<td>7.00pm</td>
<td>Annual General Meeting of The Low Carbon Hub IPS Limited</td>
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<tr>
<td>7.20pm</td>
<td>Annual General Meeting for Low Carbon Hub CIC Limited</td>
</tr>
<tr>
<td>7.40pm</td>
<td>Drinks</td>
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</table>
How is the Low Carbon Hub structured?

- HUB CIC
- MISSION
- HUB IPS
- SANDFORD HYDRO
We develop community-owned renewable energy in Oxfordshire and re-invest 100% of our own surplus in our mission to create an energy system we can all feel good about.
Our structure

Our mission

Low Carbon Hub CIC
- Sue Halliwell Independent Director
- Liz Reason Communities Director

Sam Clarke (Chair)
Luke Marion (Treasurer)
Barbara Hammond
Adriano Figueiredo
Tom Haines
Tim Sadler
Shared Directors

Sandford Hydro Ltd
- Steve Drummond Independent Director

Low Carbon Hub IPS

Communities Director
Sue Halliwell
Independent Director
Liz Reason

Our mission

Image: Our structure diagram with directors listed.
Members

IPS Investors by Share Class:

- Solar PV 2013 – 10
- Solar PV 2014 – 347
- Solar PV 2016 – 242
- Hydro 2016 – 252
- CIC Shareholders – 27

647 INVESTOR MEMBERS
Who help finance the upfront costs of our projects and whose investments bring energy into community ownership.
...of which 190 have multiple shareholdings

27 COMMUNITY SHAREHOLDERS
Low carbon community groups who share our aims and have a stake in us.
<table>
<thead>
<tr>
<th>Financial Year</th>
<th>Solar 2014</th>
<th>Solar 2016</th>
<th>Sandford Hydro</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014-15</td>
<td>No payment – year 0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015-16</td>
<td>Grace year – year 1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016-17</td>
<td>1\textsuperscript{st} interest calculated on the outturn of year 2</td>
<td>No payment – year 0</td>
<td>No payment – year 0</td>
</tr>
<tr>
<td>2017-18</td>
<td>2\textsuperscript{nd} interest calculated on the outturn of year 3</td>
<td>Grace year – year 1</td>
<td>Grace year – year 1</td>
</tr>
<tr>
<td>2018-19</td>
<td>3\textsuperscript{rd} interest and first capital repayment calculated on the outturn of year 4</td>
<td>1\textsuperscript{st} interest calculated on the outturn of year 2</td>
<td>1\textsuperscript{st} interest calculated on the outturn of year 2</td>
</tr>
<tr>
<td>Final year</td>
<td>Financial year 2034–2035</td>
<td>Financial year 2036–2037</td>
<td>Financial year 2037–2038</td>
</tr>
</tbody>
</table>
Staff team

Barbara Hammond
CEO

Adriano Figueiredo
Operations Director

Saskya Huggins

Rachel Boyes-Watson

Kurt Walker

James Ochiltree

Fernando Toniolo

Alison Grunewald

Kat Luddecke

Beth McAllister
Building our Renewables Portfolio
Adriano Figueiredo, Operations Director
Building our renewables portfolio

Growth in installed generation capacity:

- 2012/13: 0.02MW
- 2013/14: 0.16MW
- 2014/15: 0.87MW
- 2015/16: 1.52MW
- 2016/17: 3.1MW

We’ve been **doubling our capacity** to generate renewable electricity year on year.
Our Community Energy sites

36 RENEWABLE ENERGY INSTALLATIONS
3.1 MW INSTALLED CAPACITY
POWER 853 TYPICAL HOMES²
GENERATE 2,643,140 KWH GREEN ELECTRICITY
Who we work with

- 31 host organisations
- 27 CIC community shareholders
- 3 preferred installers
- Many project partners
New installations 2016–17

6 Schools
2 Businesses

Turning Moment

• First installation post-FIT reduction.

• Businesses paying a premium for renewable electricity generated on their roof.
What next...

- Continue solar PV with local schools
- Large rooftop PV with local businesses
- Energy efficiency
- Smart micro-grids
Sandford Hydro update

- Construction completed Aug. 2017
- Currently removing the temporary road and reinstating the meadows
- Ready to generate
- Some numbers:
  - 1.6 GWh annual generation
  - Powers the equivalent of 500 homes
- 60% increase in Low Carbon Hub total generation
Financial Performance
Financial Performance

The Low Carbon Hub IPS Limited

Luke Marion, Treasurer
Building our scale - income

- Turnover grew 66% this year and reached £263k.
- In a going average year installations expected to produce income of £750k.
- Income from FIT and electricity sales indexes with inflation.
Building our scale – asset base

• Concerted effort to complete solar PV projects ahead of the September 2016 FIT deadline saw major activity in H1 of the year.

• Almost £4m was added to fixed assets this year – including £1.7m in PV arrays – bringing the net fixed asset value to almost £6m.

• Sandford asset (WIP at year end) was £2.5m.
How is the IPS funded?

As at year end – total £7.86m capital, of which £6.16m drawn down.
Our funding policy

• Aim to eliminate all debt (other than Charity Bank debt in Sandford Hydro)
• New debt or bonds if required should be at less than 5%
• The debt:equity ratio should not be more than 50:50
• Operating surplus grew 46% this year to £175k.

• In a going average year installations expected to produce cash surpluses of c.£540k.

• Surpluses used to pay interest to debt providers and investors and to fund community benefit.

• We record accounting losses due to depreciation on our installations – this is based on the accounting principle of businesses needing to replace assets.
How we use our income...

Income £263k

- Admin fees £88k
- Operating surplus £175k

- Of which £56k paid to LCH CIC for O&M support
- Investor interest £102k
- Loan interest £21k

Community benefit £48k
...to deliver benefits for our hosts...

SAVINGS ON ELECTRICITY BILLS BY HOSTS

£1,613,352

£38,318

£69,667

2016/17
Cumulative to date
Lifetime anticipated benefits
...our investors...

INTEREST TO INVESTORS

- **£2,095,797**
- **£102,330**
- **£102,330**

- **2016/17**
- Cumulative to date
- Lifetime anticipated benefits
...and our community

**COMMUNITY BENEFIT INCOME**

- **2016/17**: £48,496
- **Cumulative to date**: £156,626
- **Lifetime anticipated benefits**: £1,564,795

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5 Community benefit donation from Low Carbon Hub IPS Ltd to Low Carbon Hub CIC
Financial Performance

The Low Carbon Hub CIC

Luke Marion, Treasurer
How is the CIC funded?

- Project management fees for IPS projects
- O&M fees for IPS projects
- Community benefit donations from IPS surpluses
- Other grants

Staff, office and project delivery costs (e.g. consultants)

Community benefit helpdesk & grants
CIC financial results 2016/17

Turnover £491k  (3%)  
- £432k IPS project related
- £59k grants

Costs £511k  (2.5%)  
- Staff right-sizing necessary post-FiT
- Community grants funding £155k

Loss (£20k)  PY loss £17k  
- Retained profit funds £127k at year end
Delivering Community Benefit
Liz Reason
Delivering Community Benefit

£48,497 donation from IPS to CIC in 2016/17

To support low carbon community energy activity that:

• cuts Oxfordshire’s carbon footprint
• contributes to the creation of a decentralised and locally owned renewable energy system.
Delivering Community Benefit

Community Grants
11 small grants of £500
2 large grants supporting community-led domestic energy efficiency projects

Helpdesk
289 hours of support
60 requests for advice
Delivering Community Benefit

2016/17
£154,944

- £89,167: Grants and loans supporting social enterprises
- £25,577: Innovation, investing in new ideas
- £23,965: Grants to low carbon community groups
- £12,268: Helpdesk support, advice and information
- £3,163: Strategy development
- £804: Shared surplus with GreenTEA (arising from two PV arrays in Eynsham)
Delivering Community Benefit

Image of Sandford hydro - Our largest single spend on community benefit was in support of the fish pass - 400 years - concrete and naturalised - first of its kind in England
Delivering Community Benefit - Liz Reason

Image of Sandford Hydro - Our largest single spend on community benefit was in support of the fish pass - 400 years - concrete and naturalised - first of its kind in England

Looking Forward
Barbara Hammond, CEO

CHANGE STARTS WITH PEOPLE — IS THERE ENERGY IN YOUR NETWORK?
Business Plan 2017–20: Looking forward

Number of installations
- As of March 2017: 36
- Target by March 2020: 51

Installed Capacity
- As of March 2017: 3.1 MW
- Target by March 2020: 6.1MW plus 440 kWe

Annual generation
- As of March 2017: 2,643 MWh
- Target by March 2020: 6,800 MWh

Annual CO₂ savings
- As of March 2017: 1188 tonnes
- Target by March 2020: 3,000 tonnes

Enough to power
- As of March 2017: 853 homes
- Target by March 2020: 2,200 homes

Or provide
- As of March 2017: 166 people’s share
- Target by March 2020: 425 people’s share
### Business Plan 2017–20: Looking forward

#### PROSPERITY

<table>
<thead>
<tr>
<th>Category</th>
<th>As of March 2017</th>
<th>Target by March 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment raised</td>
<td>£ 3.459 million</td>
<td>£ 8 million</td>
</tr>
<tr>
<td>Interest to investors (lifetime)</td>
<td>£ 2.096 million</td>
<td>£ 6 million</td>
</tr>
<tr>
<td>Discount to hosts (lifetime)</td>
<td>£ 1.613 million</td>
<td>£ 2 million</td>
</tr>
<tr>
<td>Community benefit (lifetime)</td>
<td>£ 1.565 million</td>
<td>£ 3.5 million</td>
</tr>
</tbody>
</table>
# Business Plan 2017–20: Looking forward

## PEOPLE

<table>
<thead>
<tr>
<th></th>
<th>As of March 2017</th>
<th>Target by March 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investor Members</td>
<td>647</td>
<td>1600</td>
</tr>
<tr>
<td>Community shareholders</td>
<td>27</td>
<td>35</td>
</tr>
<tr>
<td>Host organisations</td>
<td>31</td>
<td>46</td>
</tr>
<tr>
<td>Project partners</td>
<td>72</td>
<td>100</td>
</tr>
<tr>
<td>Facebook followers</td>
<td>317</td>
<td>600</td>
</tr>
<tr>
<td>Twitter followers</td>
<td>2275</td>
<td>3000</td>
</tr>
<tr>
<td>Newsletter recipients</td>
<td>2953</td>
<td>5000</td>
</tr>
</tbody>
</table>
‘How are we doing?’ survey

PERCEPTION

I don't have much idea of the performance of my investments or the projects they are funding.

A good flow of projects please!

Powering down for households

An annual reminder of the state of our individual investments

Clear infographics and reports on the difference made by Low Carbon Hub

Listen

Congratulations! Keep up the good work!
Business Plan 2017–20: Looking forward

Catalysing innovation

£1.15 BILLION per year in sales
8,800 jobs
570 businesses
7% of the local economy
Business Plan 2017-20: Looking forward

Catalysing innovation: OxFutures

- OxFutures: Growing Oxfordshire’s Low Carbon Economy
- £3.2m over 3 years
- GreenLab: describing the new energy system
- GreenTech: networking low carbon businesses
- GreenFund: supporting the development of new business ideas
Business Plan 2017–20: Looking forward

ERDF Partners:

European Union
European Regional Development Fund

OxFutures

low carbon hub

Oxford City Council

Oxford Brookes University

Cherwell District Council

Bioregional

University of Oxford
Questions?
Annual General Meeting of The Low Carbon Hub IPS Limited

Annual General Meeting for Low Carbon Hub CIC Limited