

# Commercial Solar Solutions

Making watts while the sun shines.



**Meridian.**

The Power to  
Make a Difference.

### What we stand for.

At Meridian, all the electricity we generate comes from 100% renewable sources – wind, water and sun.

And we're committed to doing good things with our energy. To do right by people and right by the environment.

That's why we're so passionate about solar power. It's completely clean, and we can enjoy that renewable energy for as long as the sun comes up (which should happen for the next few billion years at least).

The government has ambitious targets to grow the amount of renewable energy in New Zealand. It's a big ask, but there are roofs across the country that can help us get there.

We're here to help you make good use of them.



## Why Meridian?

**Renewable energy is our bread and butter.**

We've got a fair bit of experience under our belt - so we're in a prime place to help you generate your own for years to come.

**We're a safe pair of hands,** here to help make sure solar works for your business. We've got the expertise to manage the entire process for you, to ensure your system is bespoke, high quality and fit for purpose.

**One size doesn't fit all.** We've got solar solutions to meet different needs, so we can find the right fit for your business and balance sheet.

**Our track record speaks for itself.** From helping the Kingdom of Tonga generate from solar in 2012 to installing some of New Zealand's largest solar arrays more recently, we're a proven provider.



## Why solar?

Good for business. Good for the planet.

**Clean up your carbon footprint.** By powering your business in part with sun, you'll reduce your greenhouse gas emissions. Solar can help support your business' sustainability objectives.

**Know your spend.** Solar installations provide long term budget certainty with less exposure to fluctuating electricity prices and can lower operating expenses through reduced energy and network charges.

**Lead the way to a renewable energy future.** Join the movement towards the country's ambitious renewable energy targets.

**Walk the talk.** Commercial solar is a tangible and measurable commitment to the environment. It's out there for your customers and the market to see – giving a sunny boost to your reputation.



## Is solar fit for you?

There are heaps of factors to consider – so we're here to work through them with you.

We'll help you find out by working together on a business case, then completing a detailed solar energy assessment to identify your business' best options.

That'll give you an idea of how much you'll need to invest, what kind of payback you're looking at, and a rough timeline of when we can make it happen. You'll get all this before you agree to proceed – so you can take it back to the business and ultimately decide whether going solar is your way forward.



Kiwi Property  
Northlands Mall (Christchurch)  
Solar Power Purchase Agreement - 185kWp

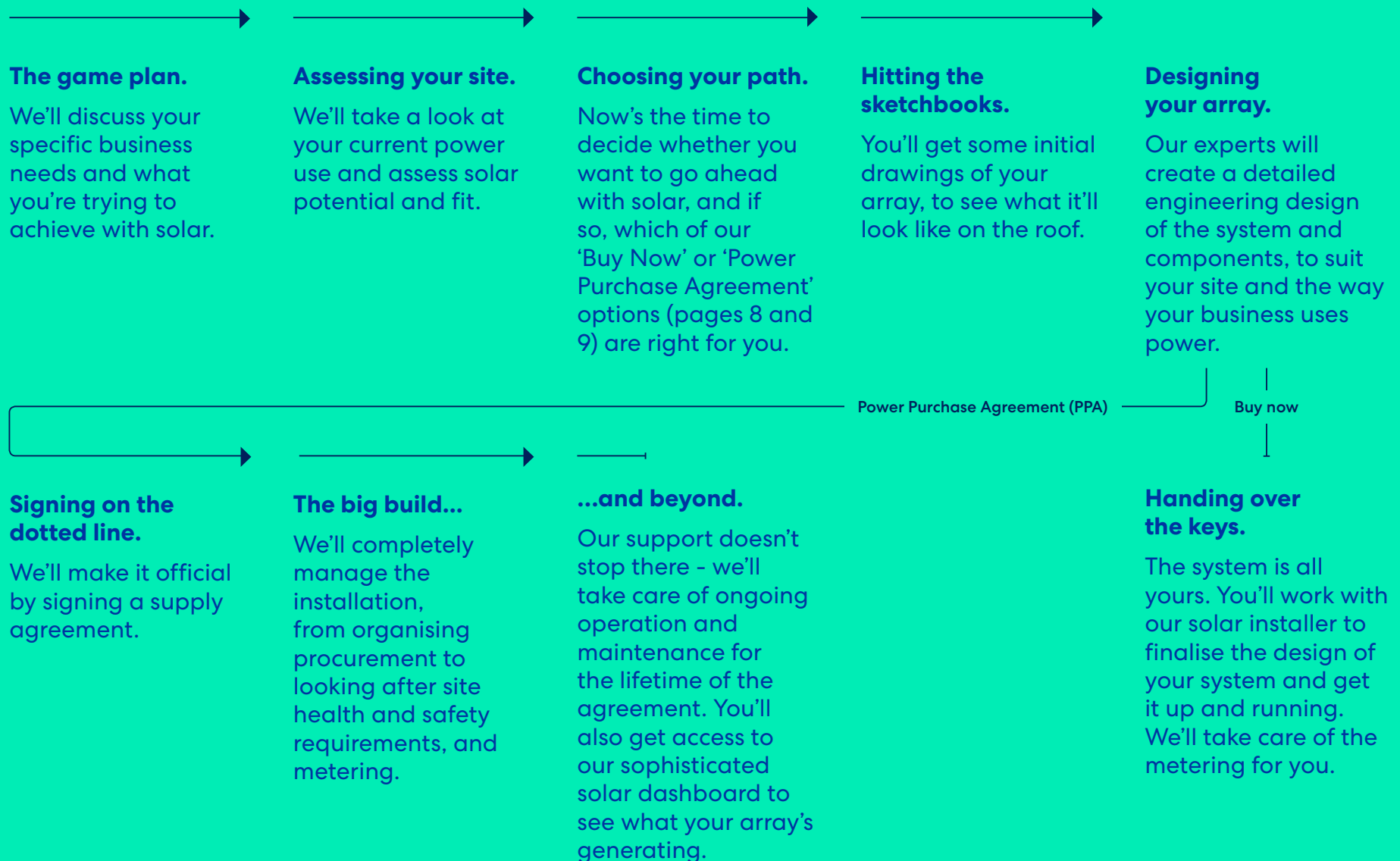
“

This programme is important to Kiwi Property and our commitment to the environment, as it builds on our existing on-site solar installation, at grid-competitive prices. It will also lower our carbon footprint and contribute directly to the growth of renewables in New Zealand.

”

Linda Trainer  
General Manager - Asset Management  
Kiwi Property

## The process



Lincoln University (Christchurch)  
Solar Power Purchase Agreement – 102kWp

“

Meridian’s flexible commercial solar terms have helped Lincoln University move ahead with our first solar project on our Te Kete Ika building. It’s part of our wider sustainability goals and the start of a larger rollout of onsite renewable energy.

”

Phil O’Callaghan  
Chief Operating Officer  
Lincoln University



## Solar Buy Now

For businesses who want to own and operate their solar system.

This is the option for businesses who want to own and operate their solar system. We can get you underway with a detailed solar assessment to give you the information you need to decide if solar is right for you. If it is, we'll help size a solar system to meet your business needs, building infrastructure and energy load. You'll get access to a competitive, all-inclusive quote you can rely on.

We can buy any surplus solar generation exported back into the grid at a competitive nominated rate (c/kWh).

## Benefits

- ✓ **It's all yours.** Your business has complete ownership and control over the system. Once it's paid for, the energy it generates for its life is yours.
- ✓ **Make the most of our buying power.** We work with our solar installation partner on many large commercial solar installs which means we have access to competitive prices. By working with us, so do you.
- ✓ **Finding the right fit.** We help to ensure the system you're getting is optimised based on the needs of your site, your consumption and your business goals.
- ✓ **Long term assurance.** You'll have access to high-quality products and warranties we have for our own solar installations.

## Solar Power Purchase Agreement

Solar through monthly payments, for businesses who want no upfront capital costs.

This a low risk and simple way for commercial businesses to enjoy the benefit of solar power. With a Meridian Power Purchase Agreement (PPA), we'll design, install and maintain a solar system for you.

Your business won't need to put any upfront capital cost towards the solar system. Instead, we'll sell the power generated back to you at an agreed c/kWh rate for the lifetime of the agreement. After that, you'll be the proud new owner of your solar array. A solar PPA is invoiced monthly like your regular power bill, so it doesn't tie up capital you could use for your core business activities.

## Benefits

- ✓ **No upfront cost.** Zip. Zilch. Nil. Nada. We cover the cost of the system and all its components - so you save your valuable business capital.
- ✓ **Lock in your future energy spend.** With a PPA, you'll lock in the solar portion of your energy costs – protecting your business from electricity price volatility.
- ✓ **No risky business.** If the system doesn't produce energy, you don't have to pay. That means you're not at risk if the solar system goes down (in the case of severe weather damage or a transmission outage).
- ✓ **Sit back and relax.** Even after the system is installed, we'll take care of all the ongoing operation and maintenance for the life of the PPA (and we'll pay for it, too).



Auckland Museum (Auckland)  
Solar Buy Now

“

Meridian are proactive in bringing new ideas and technologies to us. We've enjoyed their technical advice over the years which has certainly helped us regarding the solar panels in particular.

”

Les Fleming  
Director Corporate Services  
and Chief Financial Officer  
Auckland Museum





**Sound good?**

**We're glad to hear it. It's a decision that'll benefit not only your business, but your community, country and the planet. Harnessing the power of the sun to generate renewable energy is an important step towards combatting climate change.**

**Let's talk.**

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