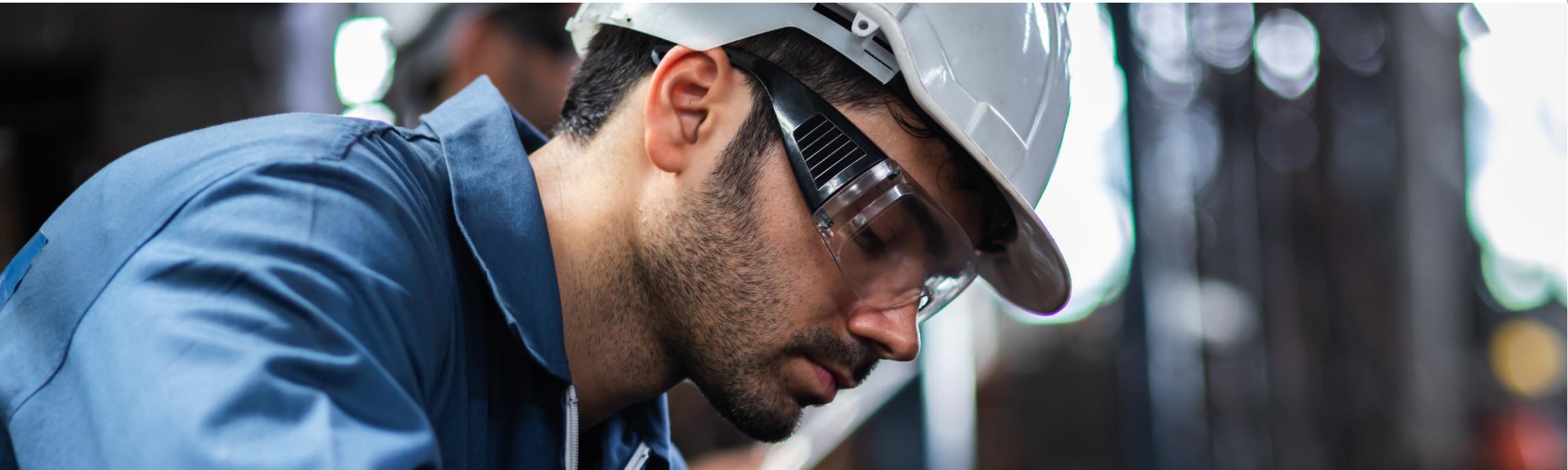




The Future of Heating in Housing

Parth Mehta, BD Director South

21st October 2021



EQUANS Group – Empowering Transitions



EQUANS is a new brand launched to manage the majority of ENGIE’s services-led activity in a number of countries including the UK & Ireland.

Acting to build an efficient, safe and connected world, EQUANS provides its technological expertise and tailor-made services, serving the world major transitions, for people **now** and in the **future**.

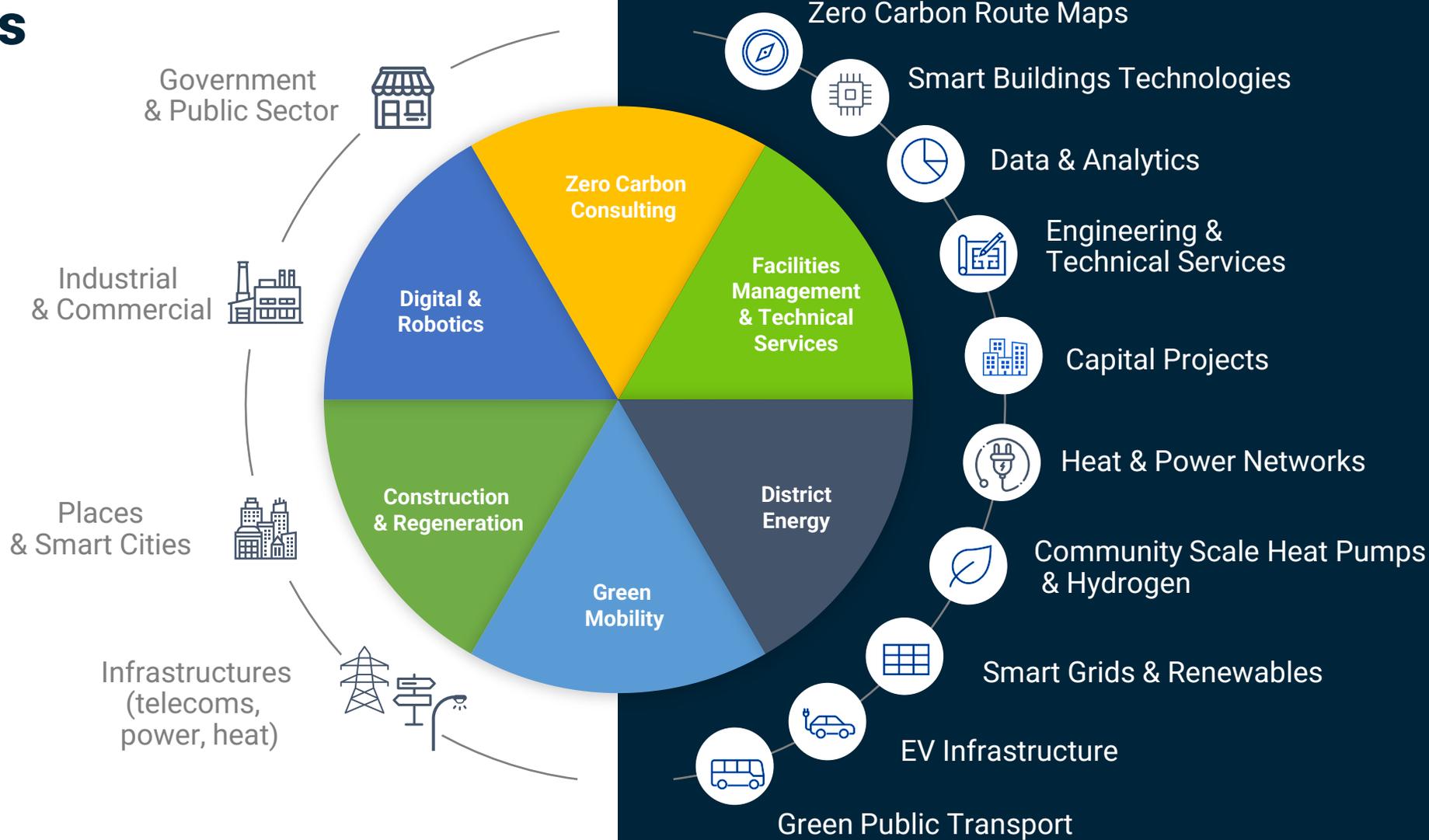
EQUANS Group – At a Glance



EQUANS is a market leader in the sector with 74,000 employees, leveraging 200 years of expertise. With revenues of €12 billion, EQUANS is present in 17 countries - mostly across Europe, but also with significant interests in North America, Latin America and Australasia.



Our Capabilities and Sectors



District Energy - Major schemes in the UK

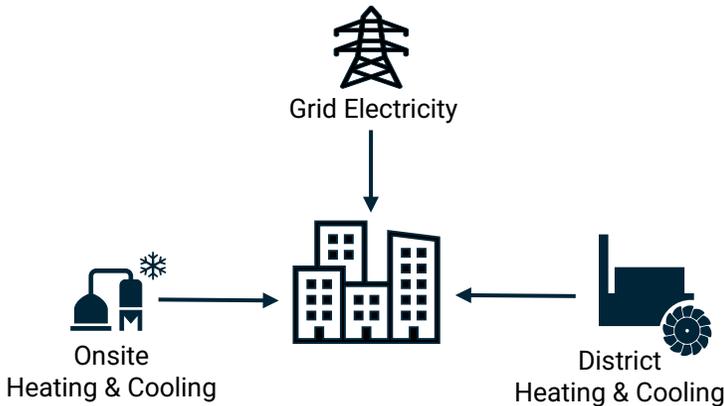


- **30 years'** experience with **10** major schemes and **200** people across the UK.
- A total of **600MW** of peak capacity generation managed in the UK with **£500m** of assets under our lifecycle responsibility.
- Schemes uptime of **99.8%**.
- Operate **14** housing led ESCo schemes and directly serving **10,000** residential customers in London.
- Benchmark from our pseudo regulated scheme at Olympic Park ensures **high customer service standards and competitive tariffs**.
- One of the largest DHN **decarbonisation** initiative in the UK with plans to be Net Zero.

Changing Landscape

Historical

Natural Gas Systems



Market Demand for Low Carbon Solution

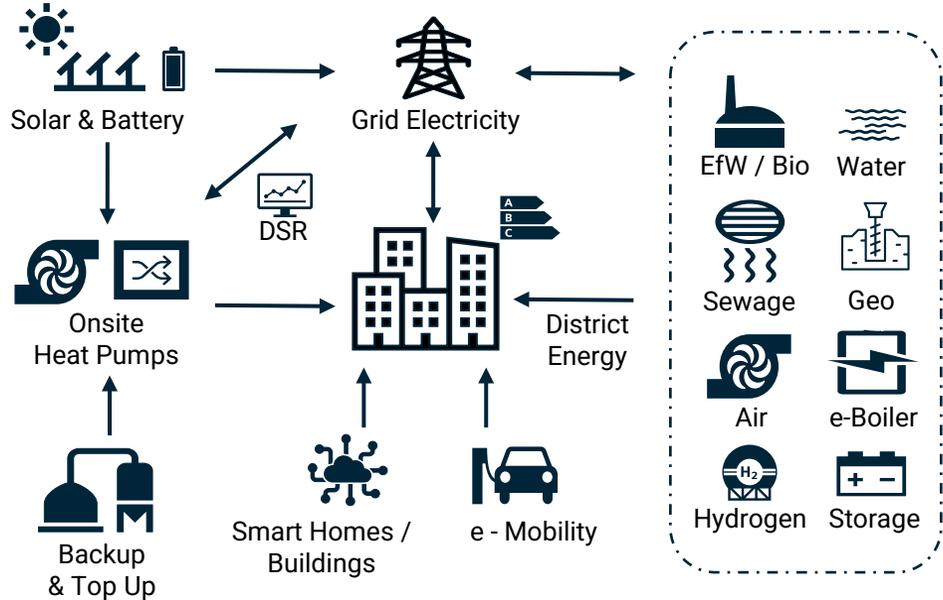
Technology Innovation

Policy & Regulation

Central, natural gas based, high temperature, focused on safe, reliable and affordable energy

Emerging

Low Carbon Systems



Distributed, cleaner, digital, flexible and responsive, interconnected and hybrid energy system

Perfect Storm

Housing Developers / Associations Challenges



**Customer
Expectations**



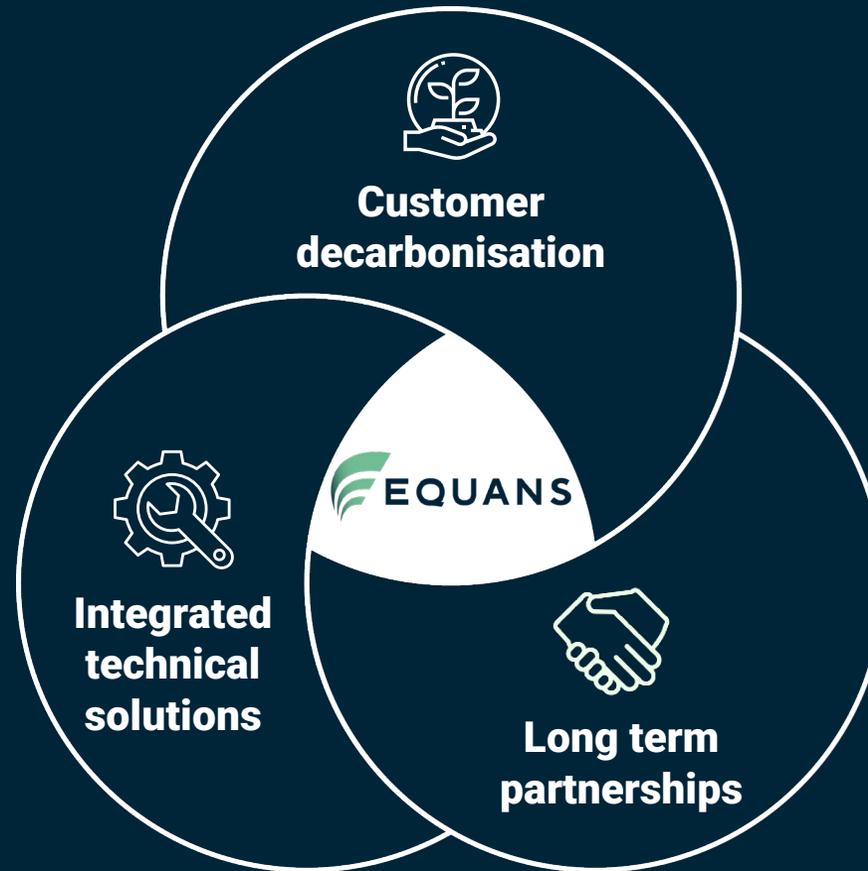
**Market
Conditions**



- **Affordability**
- **Reliability**
- **Convenience**
- **Lower Carbon Impact**

- **Policy & Regulations**
- **Competition**
- **Cost**
- **Innovation**

Empowering transitions



London Borough of Enfield

EQUANS was appointed to deliver England's largest at the time shared ground source heat pump system by Enfield Council. This revolutionary project is being carried out in partnership with contractor Kensa, which specialises in Ground Source Heat Pump (GSHP) Energy systems and will serve eight blocks of flats across two estates.

More than 400 residents will benefit from geothermal energy to heat their homes, which has virtually no impact on the environment, with an expected 30-50% savings on their heating bills each year. GSHP is an environmentally friendly and cost-effective system, having exceptionally low servicing and maintenance costs and the assurance of providing reliable service long into the future

Design and Build

5th Generation Ambient Loop Heat Network

100-year borehole guarantee

Funding secured on behalf of the council for **ECO** and **RHI**

30-50% energy cost reduction

400 residential Customers, **8** blocks



East London Energy

The Queen Elizabeth Olympic Park and Stratford City District Energy Scheme is operated and maintained by EQUANS East London Energy Ltd (ELE). ELE plays a key role in London's climate change strategy and in meeting the Mayor of London's vision for sustainable development.

In 2008, EQUANS was awarded a 40-year concession to design, finance and build the energy centres and network on behalf of the Olympic Delivery Authority and Stratford City Developments Ltd; providing a source of low carbon heating, hot and chilled water to the Olympic Park and the surrounding area.

**Design, build, finance,
operate and maintain**

**Two integrated, low-carbon
energy centres**

**A key element of the
Olympic legacy**

20+ km of distribution
pipework

12GWh of heat from
biomass

>8,000 residential
customers



