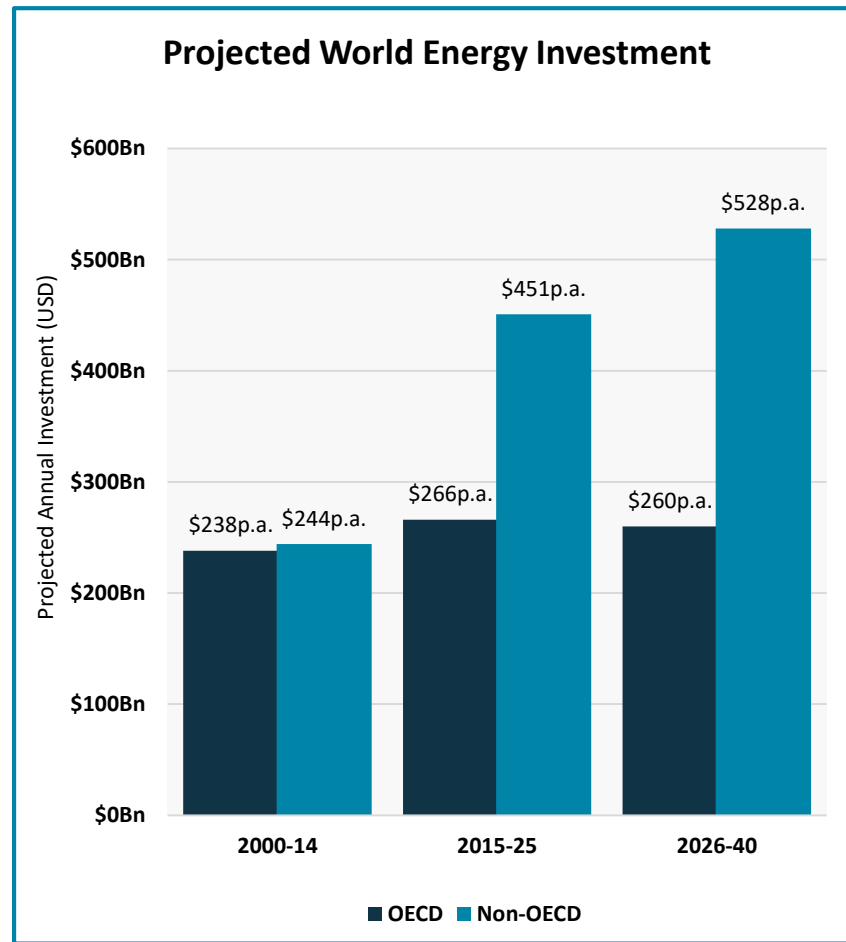
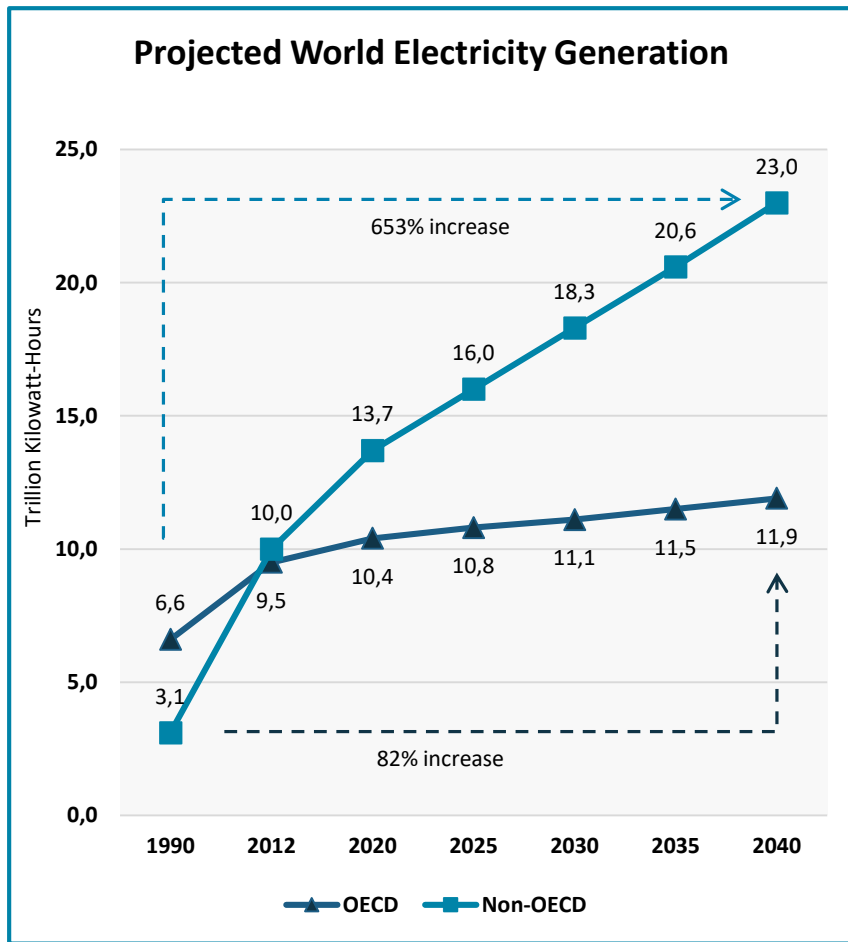




# Introduction for Brazil Young Leaders Forum

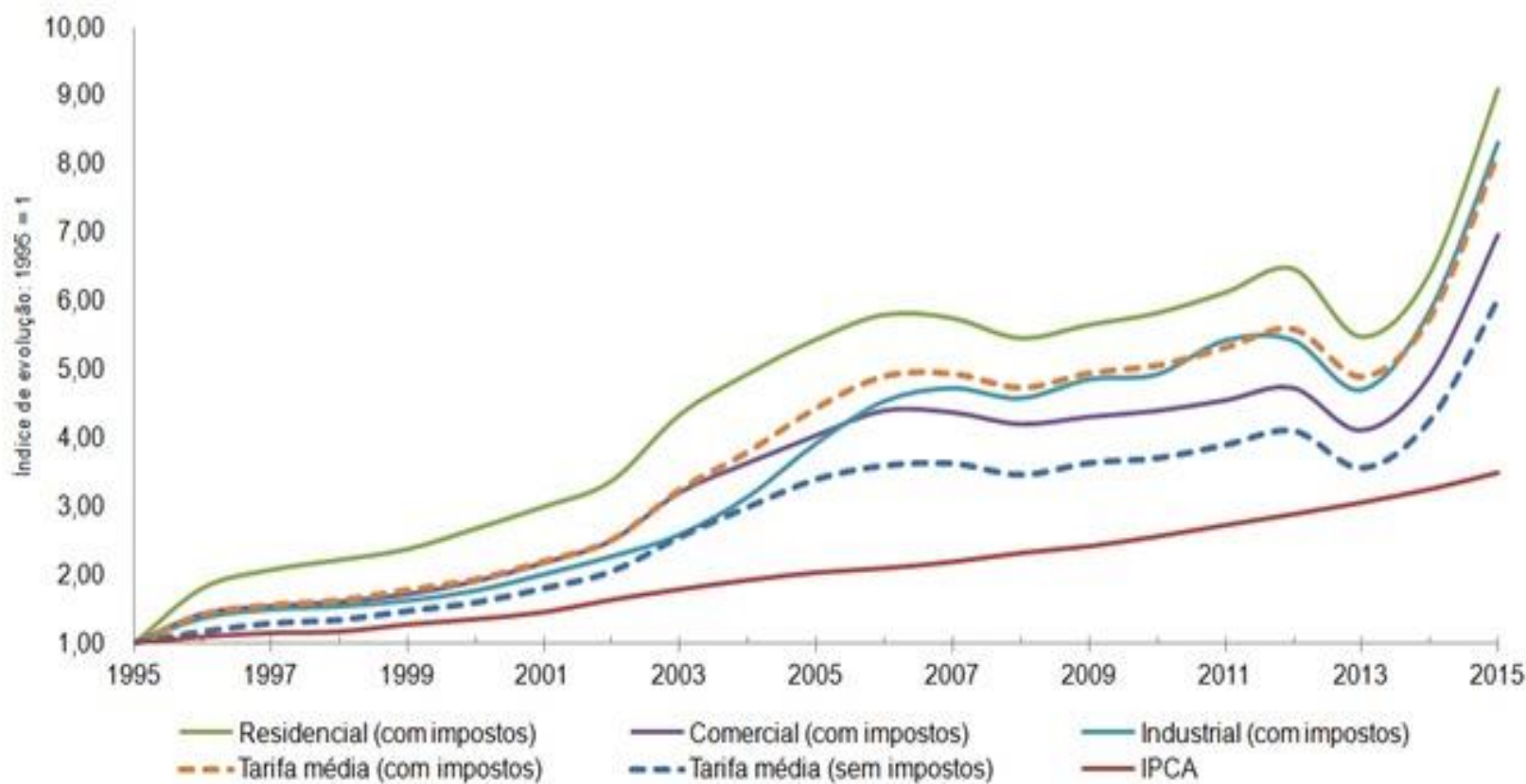
October 2016

# ANNUAL ENERGY INVESTMENT IN NON-OECD COUNTRIES NEEDS TO DOUBLE IN THE NEXT 5-10 YEARS TO MEET DEMAND



Source: International Energy Agency, World Energy Outlook 2015

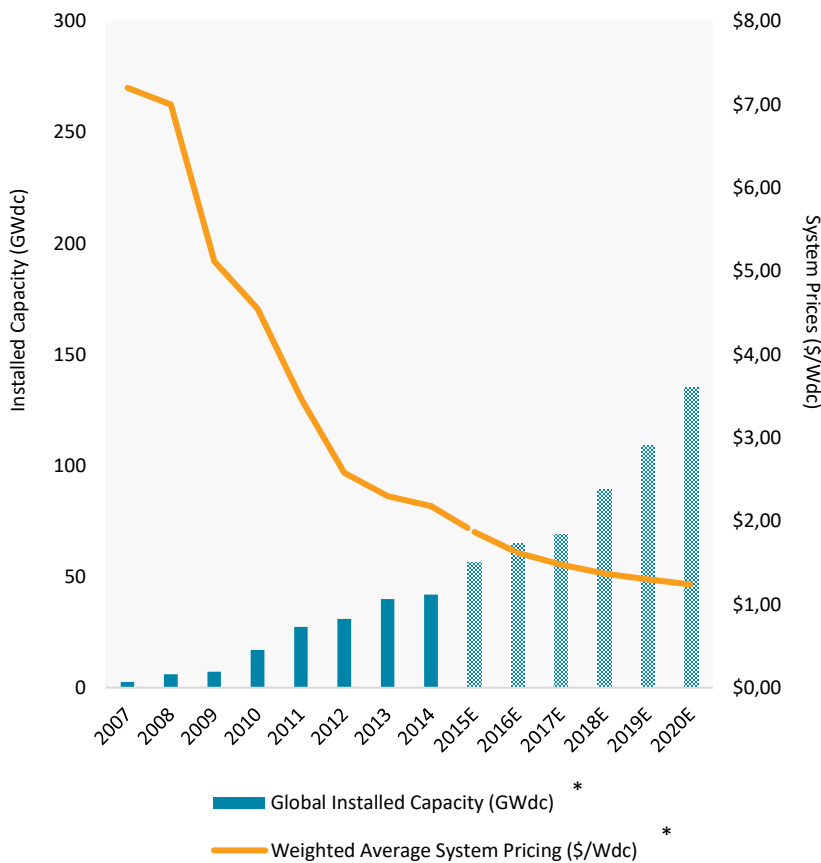
## ENERGY PRICES IN BRAZIL HAVE BEEN RISING MUCH FASTER THAN INFLATION



Fonte: ANEEL / IBGE / IEE-USP

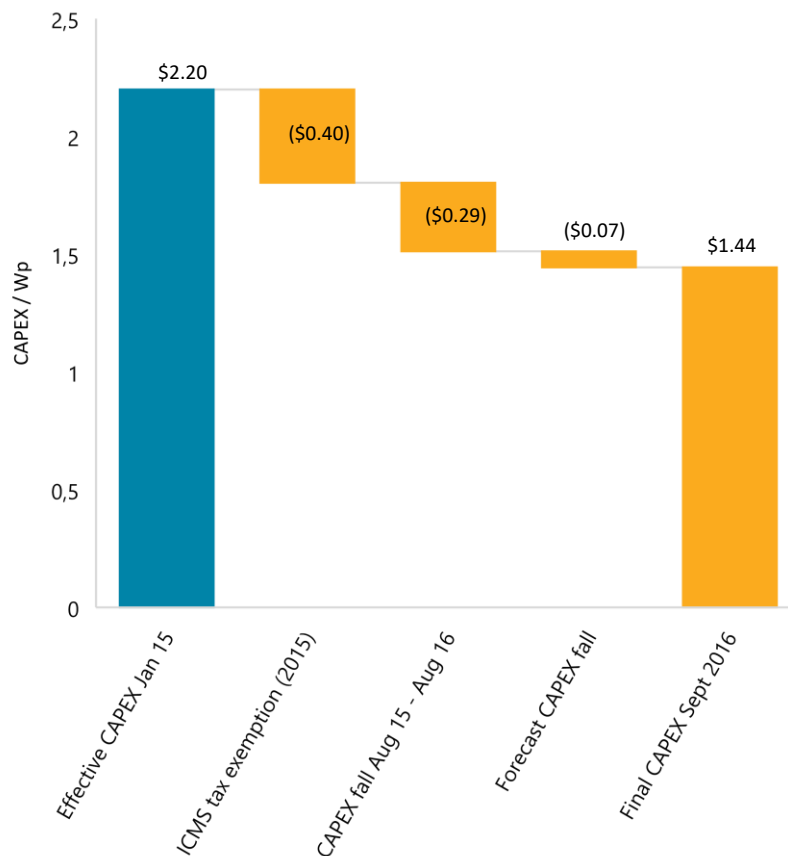
# SOLAR PRICES ARE FALLING RAPIDLY, CREATING A NEW MARKET OPPORTUNITY FOR SOLAR

## Solar prices continue to fall as installed capacity increases



## Policy and tax changes are improving project economics even further

Actual data from live project (Brazil)\*\*



\*Sources: Green Tech Media, Clean Edge and Mercom Capital Group

\*\* Actual data from live project in Brazil, assuming constant FX @ August 2016

# FARO ENERGY SPECIALISES IN PROVIDING FINANCED SOLUTIONS FOR COMMERCIAL AND INDUSTRIAL SOLAR

## Utility



10 MW +

Large scale solar farms supplying power to the grid

Highly competitive, low prices and auction-based market, with long and expensive development cycles

## Commercial and Industrial



100 kW – 5 MW

Onsite solar supplying power at the point of use to large energy users

Rapidly growing market with low competition and first-mover advantage opportunity

## Residential



< 100 kW

Rooftop solar supplying power to households at the point of use

Huge future potential, but requires extensive installer network and consumer finance programmes

## FARO'S BUSINESS MODEL ENABLES CLIENTS TO SWITCH TO SOLAR WITHOUT UPFRONT COST

**Faro builds, owns, and operates solar systems. Clients pay for the energy as they use it.**

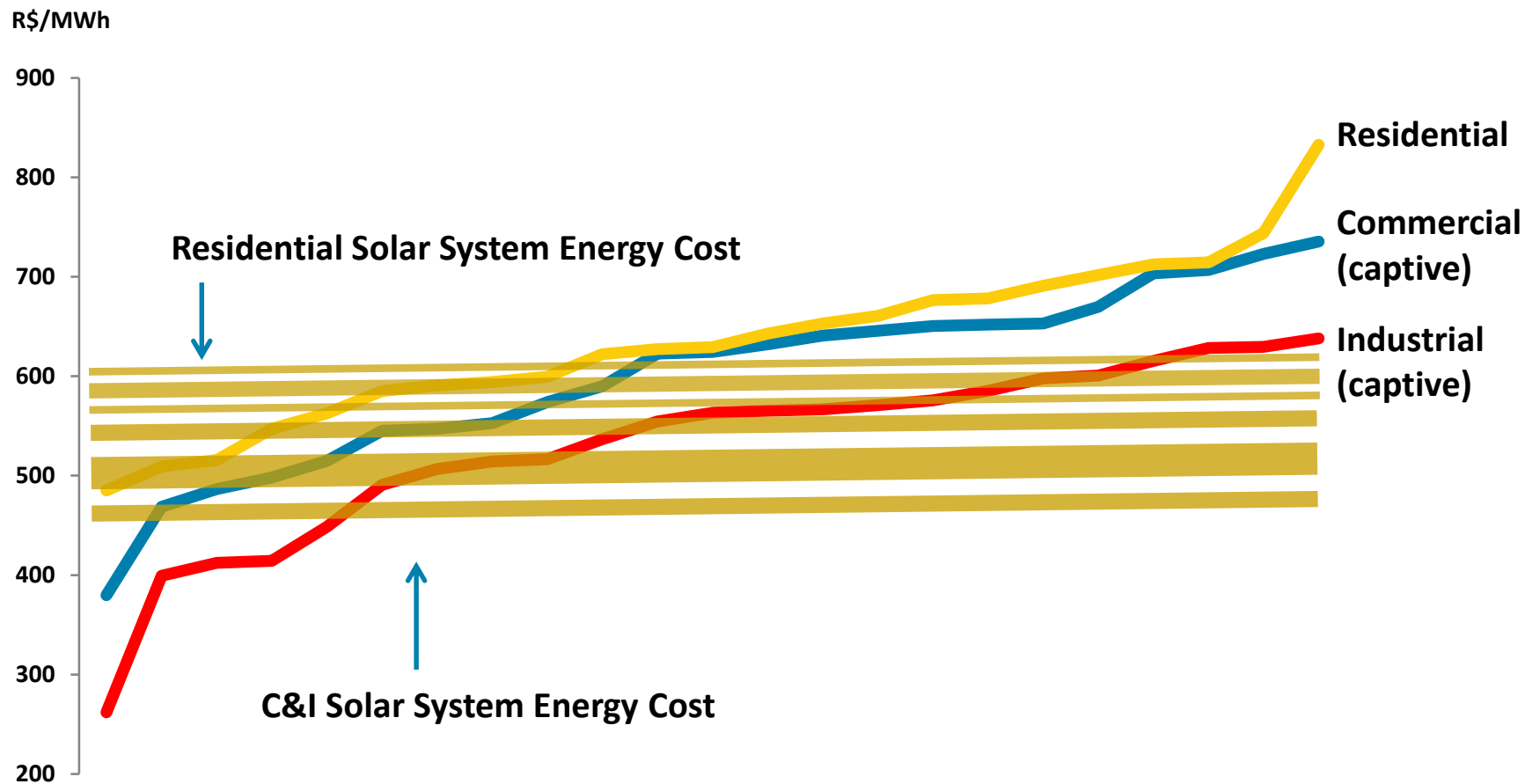
Faro's clients benefit from:

- › reduced energy bills
- › stable energy costs
- › reduced grid dependency
- › zero technology risk
- › no upfront costs



# SOLAR DISTRIBUTED GENERATION IS COMPETITIVE FOR MOST CAPTIVE CONSUMERS

Energy price (with taxes) for captive consumers in Brazil (ANEEL June 2015)





## EXAMPLE PROJECT: ROOFTOP OF NEW RIO AQUARIUM

### AquaRio: Project summary

- Biggest marine aquarium in South America, with 28 tanks, more than 4.5 million litres of water and 8000 animals of more than 350 species
- 640kWp Solar PV system, representing 20% of the consumption of the aquarium, installed on the roof. One of the biggest rooftop systems in Brazil.
- 20 year contract, adjusted by IPCA.
- Starting construction January 2017; should be operational ~March 2017





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