



Planet Blue Energy

Company Profile



Presentation Overview



- Who We Are
- Benefits of Solar PV
- Our Approach
- Customer Journey
- Appendix – Solar PV components



Planet Blue Energy HQ at the Guinness Enterprise Centre



Who We Are

- Planet Blue Energy is wholly owned by Astatine, a leader in renewable energy solutions to the commercial and industrial Sectors
- Astatine was established in 2020 and is headed up a management team with decades of proven track record in energy related projects
- Astatine are Ireland's leading supplier of industrial scale Heat and PV installations
- Astatine's technical expertise and resources are available to Planet Blue Energy and its customers
- Planet Blue leverages Astatine's supply chain to provide Planet Blue Customers with superior quality, product & pricing
- Astatine has installed 27,000 solar panels to date



Astatine 5MW Dale Farm Installation



Astatine 120KW Wicklow Wolf Installation

Planet Blue Energy – Key Personnel

Planet Blue Energy was established in April 2023

Targeting the Residential, Agricultural and SME Sectors

HQ Personnel

Gerard O’Keeffe - CEO

Frans Muller – Head of Operations

Leanne Kearney – Installations Planning

Anthony Scully – SHEQ Manager

Emer O’Reilly – Performance Analyst

Esther Greene – Lead Administrator

Kevin Thomas – Head of Sales

Deima Sutkeviciute – Marketing Manager

Astatine Shared Services

Finance

HR

Procurement

Engineering and design



Our Vision & Mission Statement

Our Vision: To lead the solar energy revolution by delivering innovative solutions that power sustainability, foster energy independence, drive down energy costs and decarbonise communities on the island of Ireland.

Our Mission: At Planet Blue Energy, we are dedicated to harnessing the potential of solar energy to create a brighter, greener future. Through cutting-edge technology, unwavering commitment to quality and a collaborative approach with our customers, we strive to:

1. Reduce our customers' carbon footprint
2. Empower individuals and businesses to achieve energy independence
3. Drive down energy costs for our customers
4. Cultivate a culture of excellence, teamwork and inclusivity
5. Set the standard for innovation, reliability and customer satisfaction in the Solar PV sector.

Why Customers Choose Us

When embarking on projects of a 25 - 30 year life cycle it is important to choose experienced professionals that get the installation right, first time, every time.

Quality, Reliability, Proactive Service and Maintenance, Seamless installation and a Partner who supports you every step of the way.

Quality

We trust only the best equipment with leading warranty cover. Our installers are also the best in class.

Service

We provide on-going maintenance and advice on how to maximise the performance of your system so that we're with you for the lifetime of your panels and beyond.

Value for Money

We supply the highest performing panels at prices that can't be beaten.

Planet Blue Energy Differentiators

- Our focus is on the Residential, Agricultural and Light Commercial sectors but our origins are in the large commercial sector so we have a total focus on:
 - Tier 1 materials
 - Design standards
 - Quality and reliability (QMS)
 - Health and Safety standards and procedures
 - Strict deadlines and timeliness
 - Professionalism
 - Customer care
 - Maintenance and repair and warranties
- We benefit from the bulk buying power of Astatine
- We draw on the engineering expertise of Astatine
- We complete installations within 4 weeks of signed order date
- Strong IT and systems support – Inventory Management, Installation Planning, Customer Support

Testimonials

Excellent service throughout from start to finish. Works started & completed on time and...

Brian Hanrahan



Planet Blue installed the recent solar system in our home and I would like to commend the...

Pat Kenny - Greystones



Delighted with the Solar Installation service provided by Planet Blue Energy. From initial...

Brendan





Benefits of Solar PV

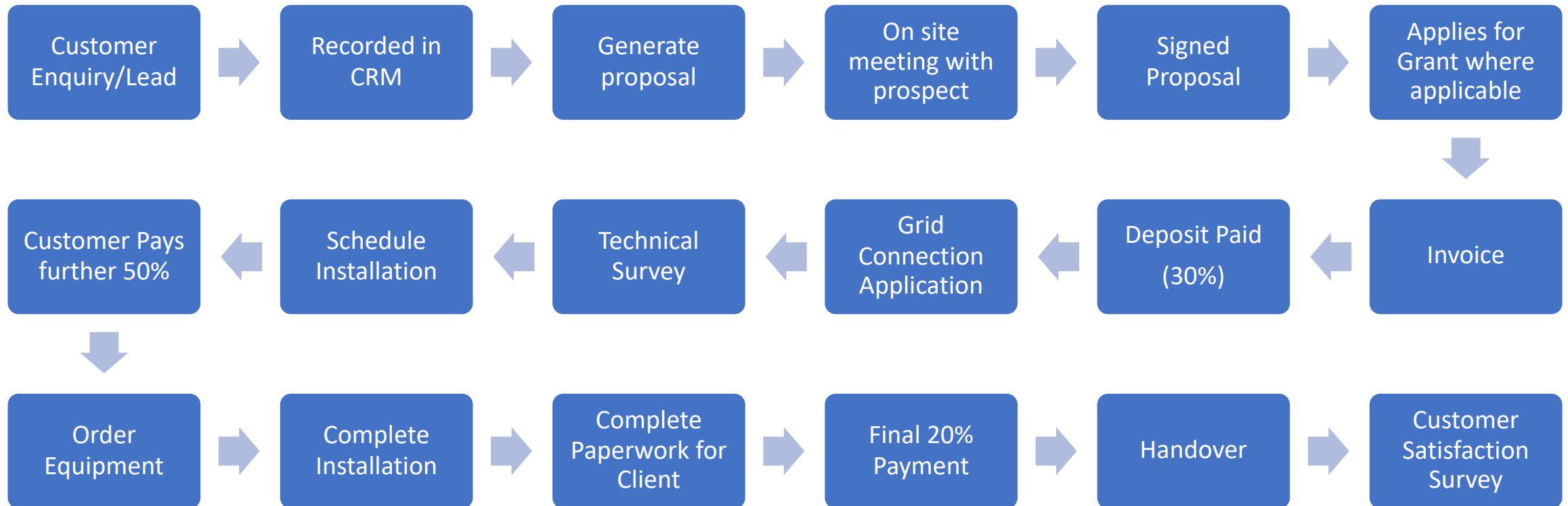
Benefits of Solar PV

- **Reduced energy costs:** Solar PV systems can significantly lower electricity bills for our customers by generating clean, renewable energy from sunlight.
- **Long-term savings:** Once installed, solar panels require minimal maintenance and have a lifespan of 25 years or more, providing long-term cost savings compared to traditional energy sources.
- **Reliable energy source:** Solar energy is abundant and predictable, providing a reliable source of electricity, even in remote or off-grid locations.
- **Environmental benefits:** By harnessing solar energy, customers can reduce their carbon footprint and contribute to environmental sustainability by lowering greenhouse gas emissions.
- **Energy independence:** Solar PV systems enable customers to become more self-sufficient by generating their own electricity, reducing reliance on the grid and volatile energy markets.



Customer Journey

Customer Journey with Planet Blue Energy



Our Approach

- We are our customers' solar energy Partner
- We take a consultative approach with our customers, advising them on the best solar PV solution to meet their needs
- We meet with our customers at their home and talk them through our proposal and discuss options with them – number of panels, batteries, hot water diverter, electric vehicle charger, etc.
- We explain the entire process from initial consultation through to implementation and future maintenance and support
- We are here for the long term, to support our customers over the 25 – 30 year warranty period of the solar PV installation and beyond.

Thanks for Listening!

Contact:

Gerard O'Keeffe

CEO - Planet Blue Energy

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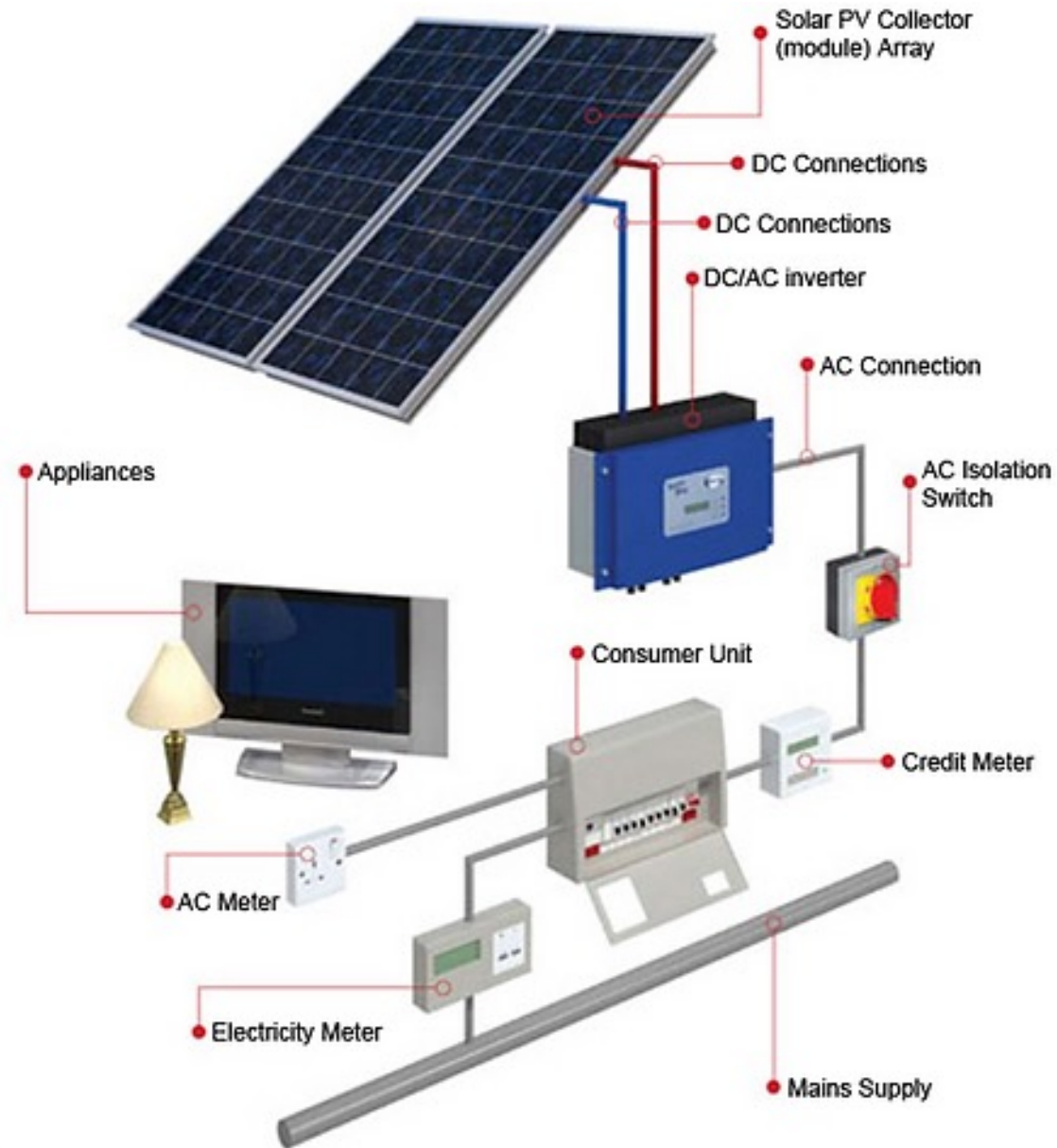
Email:

gerard.okeeffe@planetblueenergy.com



Appendix –
Solar PV components

Standard Installation



Main Components

Panels



Characteristics

- Manufacturer: JA Solar
- Tier 1 panel
- 435Wp
- All black – visually striking
- Bi-facial
- 25 year warranty
- 1% 1st Year degradation
- 0.4% annual degradation over 30 years

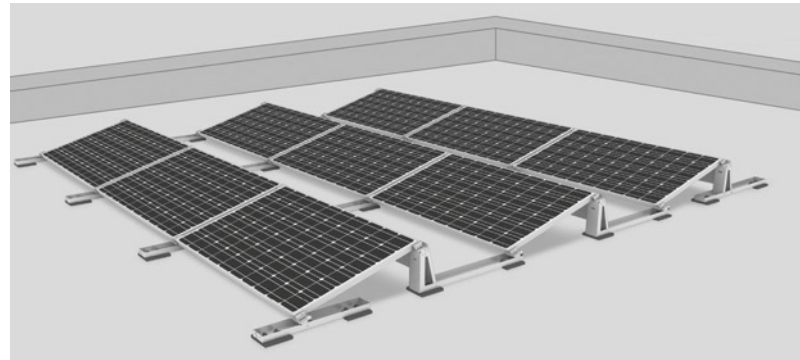
JA SOLAR

Main Components

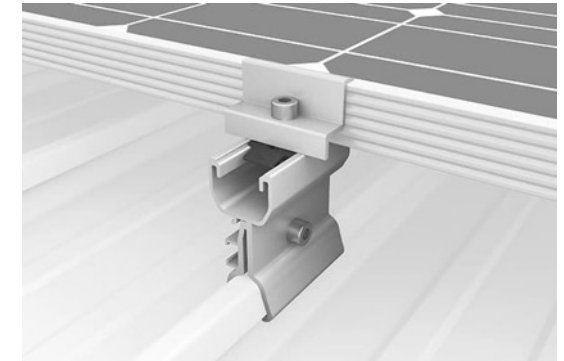
Mounting System (Ref: K2 Mounting Systems)



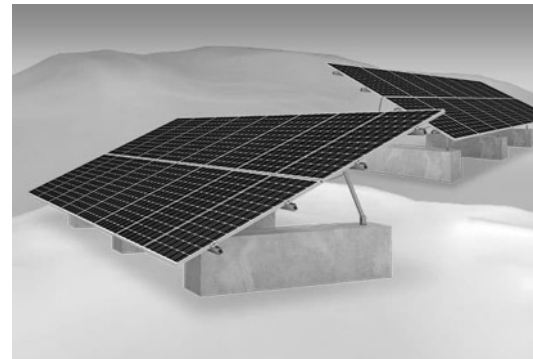
Pitched Roof



Flat Roof



Trapezoidal Roof



Ground Mount

Main Components

Fire Safety Switch



Function

- If loss of AC power, breaks the supply from the panels
- Safety feature to protect in case of a fire for example
- Typically 4 / 10 / 20 pole units (each PV string will have two poles, +/-)

Main Components

Inverter



Function

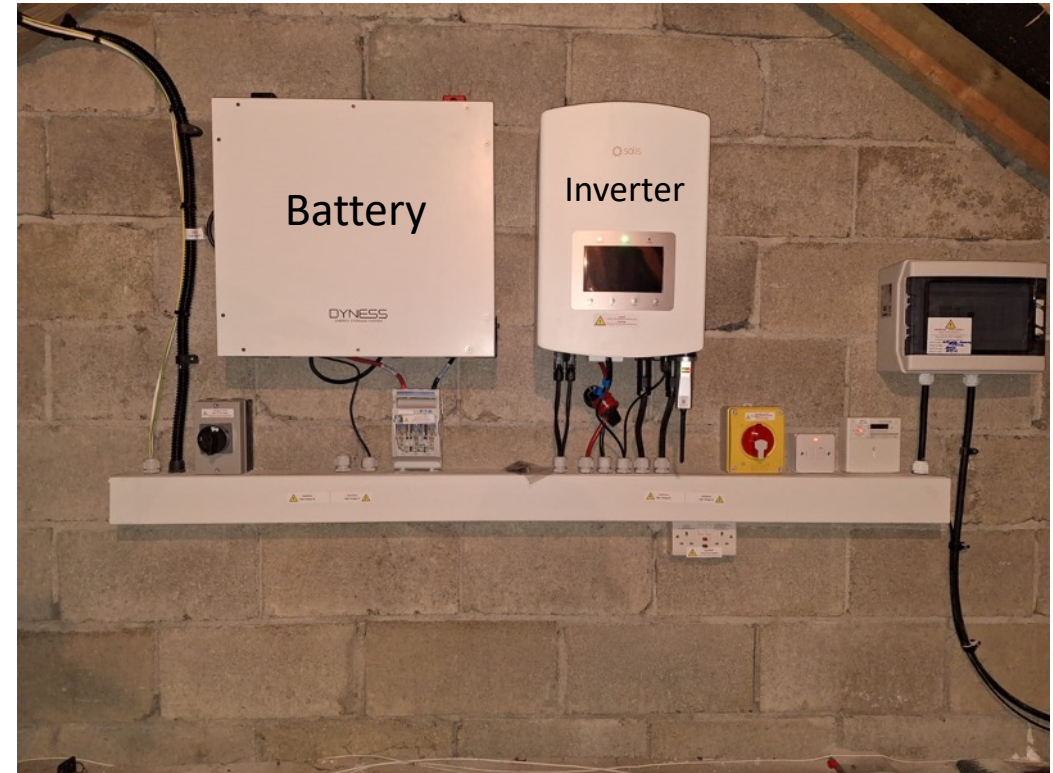
- Converts DC power to AC
- Range of sizes depending on number of panels installed
- “Hybrid” models accommodate batteries
- Residential units will typically accommodate two PV strings
- Main manufacturer we use: Solis

Optional Items

Battery

Function

- Store surplus power
- Maximises “own use” of PV generated electricity and avoids export
- Can also charge at night on cheaper electricity and used to run part of your load during the day ... shifting your load from day to night!
- Requires hybrid inverter
- Range of sizes. Photo shows 5.12KWh from Dyness.



Optional Items

Car Charger



Function

- Charges EV
- 7KW x 1ph / 22KW x 3ph
- Tethered or Untethered / Black or White
- Zappi from myenergi

Optional Items

HW Divert

Function

- Diverts surplus power back into the house i.e. to the hot water immersion, displacing hot water made from electricity, gas or oil.
- Requires a sensor before meter. Wireless “Harvi” option preferred.
- “Eddi” from myenergi



Optimisers



Function

- Optimises a PV string
- Not required on all panels ... only those that might affect the performance of whole string (e.g. shaded by tree)
- Picture shows optimiser from Tigo