

# MEES SOLUTIONS LIMITED

## SERVICES and SOLUTIONS

June 2023



**MEES Solutions**  
common sense compliance



# CONTEXT

## MEES partnership approach will enable:

- Regulatory compliance through our accredited auditors and thermal modelling approach.
- Cohesive strategies that align various compliance strands in one (as required) which reduces costs, saves you time and ensures no nasty surprises.
- A clear line of sight and implementable plan where any non-compliance or emerging risks are identified, with clear recommendations and proposed solutions that are simulated using software to test their impact so you can be sure of a return on your investment
- Through our partner network, we can provide several finance solutions, including zero CapEx, cash neutral and other bespoke models across a range of sustainable technologies
- Support the transition to a Net Zero property portfolio through carbon reporting, lifecycle costing and advisory on reducing energy use (both operational and embodied emissions) and generating energy through renewables
- End to end solutions, from advisory through to financing and implementation through the use of MEES Solutions partner network

## MEES Expertise

With our partnership approach we will focus on more than just compliance, using our expertise in the following areas to meet the increasing demand for high specification low carbon property portfolios:

- Commercial Energy Performance Certificates (EPCs)
- Minimum Energy Efficiency Standards (MEES) Compliance
- Sustainable Technologies
- Net Zero Carbon
- Energy Saving Opportunity Scheme (ESOS)
- Streamlined Energy and Carbon Reporting (SECR)
- The London Plan
- Display Energy Certificates & Advisory Reports (DEC's)



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ASSESSORS



# HOW WE CAN HELP MAKE THIS HAPPEN

MEES Solutions has partnered with many clients, working with them to provide the direction and achieve their key outcomes of reducing energy use, complying with the MEES regulations, switching to renewable technologies and transitioning to a Net Zero property portfolio. We are incredibly proud of the work we have done with our clients and the positive impact this continues to have on the global Net Zero 2050 agenda. Through every engagement we will bring our tried and tested approach, conducting an initial assessment using a robust thermal modelling software, creating a highly accurate data set of the whole building for the EPC and MEES compliance before using this as a foundation to advise on energy reducing solutions that support the transition to a Net Zero property portfolio.

## 01. Regulatory Compliance

### KEY OUTCOMES

MEES Solutions will assess your property portfolio and help clients improve their building performance so it meets the MEES compliance regulations as a standard.

- Non-domestic Energy Performance Certificate (EPC)
- MEES Compliance
- Simulated energy efficiency recommendations
- Carbon reduction plan

## 02. Strategic Net Zero Plan

### KEY OUTCOMES

MEES Solutions can advise on a range of solutions to reduce energy use and help support the transition to Net Zero property portfolio

- Access a range of financing options for sustainable technologies
- Sustainable technologies advisory (e.g. Solar PV, EV charging), including managing the installation process of renewables.
- Full lifecycle costing, covering both operational and embodied emissions to support a fuller definition of Net Zero.

### UNDERPINNED BY

## 03. Initial Assessment

MEES Solutions will conduct an IESVE Thermal Model to assess your property portfolio to inform the right measures to be MEES compliant and provide the data driven insights to inform the right carbon reduction measures to implement and help support the transition to a Net Zero property portfolio

# Why chose MEES Solutions as your partner?

1

## STRATEGIC PARTNERSHIP APPROACH

**Trusted partner** for specialist energy advisory with over 30 years experience in the industry.

**Extensive experience** with MEES compliance and carbon reduction strategies, including sustainable technologies, financing options and energy and carbon reporting.

**Accredited** Carbon Consultants focused on finding the solution that suits the unique requirements of your business.

2

## COMPLEX ADVISORY AT SCALE

Large scale carbon reduction strategies is our **modus-operandi** at MEES Solutions.

Exceptional **track record** in complex DSM level 5 property portfolios across all building types.

**Highly skilled and experienced** team, all of whom have up to DSM Level 5 non domestic energy assessor certification and other industry recognised **qualifications** e.g. CIBSE, DEC, ESOS, SAP...

3

## OUR PARTNERSHIP NETWORK

**MEES Solutions** has partnered with a number of leading companies in the industry.

Through our partnerships we can provide several **finance solutions**, including zero CapEx, cash neutral and other bespoke models across a range of sustainable technologies.

Our partnerships provide **end to end** solutions, from advisory through to financing and implementation.

4

## ABILITY TO MOBILISE QUICKLY & ACCELERATE IMPROVEMENTS

Ready to **mobilise in [month] 2021**.

A clearly defined **actionable plan** to implement high impact energy efficiency improvements, supported by a longer term strategy.

**Proven accelerators, tested and refined** over numerous client engagements and kept relevant and in-line with market trends and the latest technologies.

We are **straightforward to do business with** and will be able to get to contract quickly.

5

## UK WIDE CAPABILITY ALIGNED TO [CLIENT] NEEDS

With our team of accredited consultants, we can service your property portfolio **UK wide**.

With our teams based across the UK we are flexible, quick to mobilise and can ensure **full coverage** of your portfolio.

We embrace new, changing demands and regulations focusing attention to **optimise costs** and **energy use**.

6

## COMMERCIAL VALUE AND FLEXIBILITY

Highly **competitive rate cards** represent excellent value for money to our clients.

**Commercially flexible** and can offer a number of flexible partnership approaches to align to your property portfolio requirements.

A **clearly defined** fee structure linked to delivery scale and the different solutions MEES compliance can offer.

## OUR OFFERINGS – EPC & MEES COMPLIANCE

### EPCs:

- EPCs rate how energy efficient your building is, using grades from A to G (with 'A' being the most efficient grade).
- Legislation states that a new tenancy (including renewals) can only be granted for buildings with an EPC rating of E or above.
- From April 2023, this will also apply to existing tenancies irrespective when the tenancy started.
- From April 2027 this Minimum rating will change to C or above
- From April 2030 this minimum rating will change to B or above
- Our accredited EPC assessors have completed EPCs across the UK. Working with developers, we are assessing buildings of all scale and type, with experience covering a variety of sectors.
- In addition to meeting your statutory compliance obligations, our EPC assessors typically identify potential additional savings. Where a building is rated below E, our MEES plans provide clear, actionable, and cost-effective methods to improve your rating with guidance on achieving B Rating by 2030.

### Our MEES Expertise:

- Over 20 years experience
- Level 5 Dynamic Simulation software
- 3D Energy Model Thermal Twin – enabling multiple what if scenarios
- Focus on the common sense approach to compliance
- Pragmatic method of tackling energy performance

A non-domestic EPC is required if you build, sell, or rent out a property; or make changes to the number of occupier spaces that requires new or additional heating, air conditioning, or ventilation.

### Our EPC Expertise:

- Non-domestic accredited EPC assessors
- Level 3, 4 and 5 EPCs
- New build EPCs Part L2B Compliance
- EPC reviews
- IESVE & Design Builder: advanced dynamic simulation modelling software

### When is an EPC critical to Minimise Financial RISK:

- **Acquisition** due diligence – rating maybe out of date or incorrect leaving you with unexpected expense to bring property up to minimum standards
- **Refurbishment** – Have refurbishment proposals modelled prior to commencing works to predict rating outcome post works. Avoid significant extra expense.
- **Lease Termination – Dilapidations** If a tenant is allowed to remove HVAC & Lighting installations without assessing the impact on the building EPC rating; landlord may find any dilapidations claims fail due to supersedence rules. Obtain EPC assessment of building as is and after removal.
- **Finance** – Lenders are including MEES compliance as part of there Risk assessments and looking for updated EPCs on review of existing property finance. Ensure you know your rating and have a plan to meet MEES 2030.



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## OUR OFFERINGS – MEES COMPLIANCE

The Minimum Energy Efficiency Standards require privately rented properties to have an EPC rating of E or above for a new tenancy to be granted to new or existing tenants. As of April 2023, all rented properties will be required to meet these standards except for properties that qualify for exemption.

### MEES Compliance:

- Our accredited MEES auditors have helped clients improve their building performance and avoid financial penalties by ensuring that their property portfolios are compliant.
- Your MEES audit will assess how well your property performs against the Minimum Energy Efficiency Standards including checking against level 5, to get passed without need for a MEES plan.
- If we can't get it passed and identify any non-compliance or emerging risks, cost-effective and actionable MEES Plan will be developed with recommended improvements and all proposed solutions will be modelled and simulated using the latest software to test their impact so you can be sure your investment will pay off.

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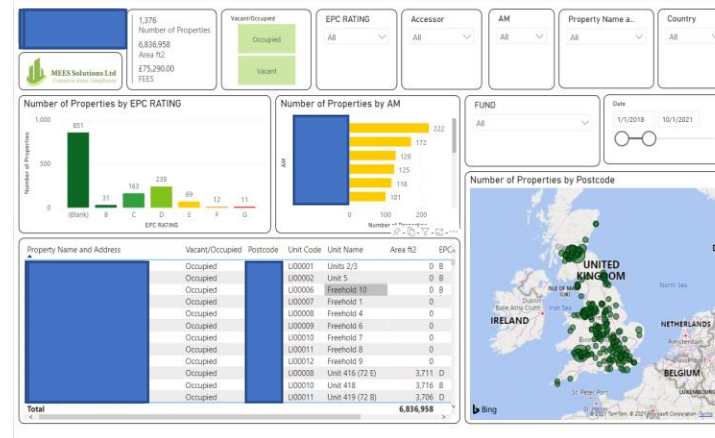
# MEES COMPLIANCE

MEES Compliance energy strategy to cover the buildings in scope, including:

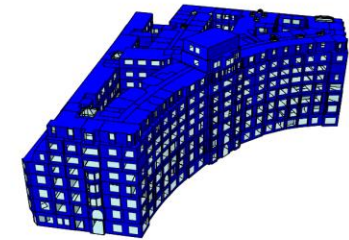
1. Collect DATA on property portfolio to create a dashboard with summary and indicators as required by the client
2. Identify at risk properties and priorities. Agree timelines and fees.
3. Assess whole building DSM Thermal Model of the properties listed above
4. Provide MEES compliance assessment and EPC for the whole buildings
5. Detailed MEES Compliance recommendations

We are flexible in our commercial approach, linked to delivery scale and are very happy to discuss commercial options with you for additional properties within the portfolio.

## EXAMPLE DASHBOARD



## EXAMPLE THERMAL MODEL



## SIMPLE REPORT

### EPC RATING WITH UPGRADES

- Using lighting design specifications of:
- Warehouse 130lm/circuit watt LOR 1.0
  - Other Areas 75 lm/circuit watt LOR 1.0
- The building was remodelled and the EPC rating Improved to B41



- Using lighting design specifications of:
- Warehouse 130lm/circuit watt LOR 1.0
  - Other Areas 75 lm/circuit watt LOR 1.0
- PLUS
- Solar PV 50m<sup>2</sup> on the Front and Rear Roof (East/West)
- The building was remodelled and the EPC rating Improved to A3

## DETAILED REPORT

Step	Works	Rating of individual step	Cost	Actual CO2 saving kgCO <sub>2</sub> /m <sup>2</sup> /year	Risks
1a)	Install LED lighting throughout with a lighting density of 5W/sg m <sup>2</sup> throughout and appropriate lighting controls.	B41	£4,444	16.15	Medium Risk Possible disruption to production whilst works undertaken.
1b)	Install LED lighting throughout with a lighting density of 3W/sg m <sup>2</sup> throughout and appropriate lighting controls.	B33	£4,444	21.17	Medium Risk Possible disruption to production whilst works undertaken.
2)	Upgrade Existing DHW system with point of use no storage.	C65	£4,444	0.07	Low Risk
3)	Remove Gas Warm Air Heaters & Gas Radiant Heaters. Removing Fossil Fuel Systems	C66	£4,444	6.07	Medium Risk Possible disruption to production whilst works undertaken
4)	Steps 1b-3 Combined (3wm <sup>2</sup> Lighting)	A23	£4,444	30.36	Medium Risk Possible disruption to production whilst works undertaken
5)	Steps 1b + 3 Combined -Install a 270kWp Photovoltaic system on the roof (including additional cost for applying silicone roof coating to the roof substrate prior to installing).	A0	£4,444 £0 using PPA	44.07	Medium Risk Structural advice needed to determine suitability of the roof structure to meet the additional weight and roof loading. Specialist advice needed from electrical Engineer and the DNO to ensure sufficient grid capacity of the existing infrastructure. Clarification needed to confirm the available supply.
Cost £/sq m (GIA)			£4,444		
Cost £/sq m (sq ft) (GIA)			£4,444		

## OUR OFFERINGS - DECS

Display Energy Certificates (DECs) are required for buildings of over 250 square metres which are at least partially occupied by a public authority such as a council, school, or health authority; and are frequently visited by the public. DECs are not required for private buildings, however, they can be valuable when identifying and implementing energy performance improvements and educating building occupiers.

### Our DEC Expertise:

- Assessors since 2008 (introduction of DEC legislation)
- Government accredited software
- Comprehensive knowledge of the legislation

### DECs:

- DECs show the energy performance of public buildings, using grades from A to G (with 'A' being the most efficient grade). DECs must be displayed in a prominent place, clearly visible to the public.
- Our accredited DEC assessors have completed DECs across the UK. Working with local authorities, we are assessing buildings of all scale and type.
- Our Advisory Reports contain recommendations based on 20+ years experience, a pragmatic approach to energy performance and knowledge of the industry's most innovative energy technologies.



# OUR OFFERINGS – SUSTAINABLE TECHNOLOGIES

## Sustainable Technologies:

- Landlords and portfolio managers are faced with increasing demand for high specification buildings and the need to meet energy efficiency standards.
- MEES Solutions and its partners can provide several finance solutions, including zero CapEx, cash neutral, and other bespoke models across a range of technologies.
- Our MEES Improvement Package will:
  - Quickly identify areas of improvement
  - Make recommendations based on what's best for you and your building
  - Give you access to financing options
  - Minimise disruption during the installation of recommended products

## Assessment

Our accredited MEES assessor will assess your property to identify and recommend potential energy improvement measures which will reduce energy use and costs.

## Funding

We will present the range of finance options available to you for the proposed energy improvements.

## Installation

We will manage the installation process at a time that is convenient to you and your occupiers, minimising disruption and downtime.

Helping you meet Minimum Energy Efficiency Standards and market demands. Improve your property portfolio to meet new energy standards at little or no cost.

## Our Sustainable Technologies Expertise:

- Meet your MEES obligations with both new-build and retrofit solutions.
- Spread the cost and use energy savings to pay for retrofit energy efficiency measures.
- A range of innovative solutions - LED, solar PV, CHP, air source, ground source, BEMS, EV charging.
- Meet compliance criteria sooner and with less risk.
- Access to finance facilities.



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# OUR OFFERINGS – THE LONDON PLAN

‘Be Lean, Be Clean, Be Green’

## The London Plan:

- Proposed commercial and residential developments located within the London Boroughs have to achieve significant reductions in CO2 emissions by following the ‘Be Lean, Be Clean, Be Green’ Energy Hierarchy.
- If targets are not hit remaining carbon emissions may be offset through a cash in lieu contribution per tonne of CO2 – so it is vital to get these calculated as accurately as possible by experienced Energy Assessors.
- As part of a planning application within London, a detailed London Plan Energy Assessment is required to be undertaken and submitted.

## Our London Plan Expertise:

- MEES Solutions are highly experienced in all aspects of the detailed London Plan Energy Assessment
- Non-Domestic and Domestic energy modelling
- At all levels of the Energy Hierarchy to TM52 and TM59 overheating assessments.



# OUR OFFERINGS – ENERGY SAVING OPPORTUNITY SCHEME

Non-compliant companies are facing fines of up to £90k

## Energy Saving Opportunity Scheme (ESOS):

You will need to comply with ESOS if your organisation has:

- Over 250 members of staff
- A turnover of over £44.1m
- An annual balance sheet of over £37.9m
- Part of a larger organisation which falls into any of the above

## Our ESOS Expertise:

- With a team of experienced Lead Assessors covering Buildings, Industrial and Fleet who have successfully completed ESOS Phase 1 & 2 for a wide range of businesses.
- Our role is to help you prepare for Phase 3, the deadline being December 5th 2023.

## RISKS

- Environment Agency is very active in pursuing non-compliance with fines £10,000+ and enforcement notices. We are assisting in numerous late submissions where fines have been imposed.



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# OUR OFFERINGS – STREAMLINED ENERGY AND CARBON REPORTING

The UK has made it mandatory for over 10,000 large businesses, including charitable organisations, to report their energy and carbon emissions yearly.

## Streamlined Energy and Carbon Reporting (SECR):

You will need to comply with SECR if your organisation has two of the following:

- Over 250 members of staff
- A turnover of over £36m
- An annual balance sheet of over £18m
- Businesses that use 40MWh or less over the reporting period are exempt but will need to include a statement confirming your energy use. Public sector organisations are also exempt.

## Our SECR Expertise:

- Our team is experienced in all aspects of energy use and carbon reporting.



# OUR OFFERINGS – NET ZERO CARBON

Together, operational and embodied emissions over a building's entire lifecycle are known as whole life carbon emissions, and any definition of net zero should reflect the complete picture.

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## Developing and Delivering a Net Zero Strategy

- Traditionally, net zero carbon has been largely understood to apply only to a building's operational energy use and MEES Solutions can assist with measuring and reporting on this.
- Yet for a new commercial building, completed to current standards, emissions from operational energy account for typically just 40%-50% of total lifetime emissions (allowing for grid decarbonisation).
- A fuller definition of net zero must include embodied emissions from materials sourcing and construction, as well as maintenance, repair, replacement, and eventual demolition. Through life cycle costing we can also assist with quantifying and reporting.
- Our team also has experience in identifying and minimizing your Indirect emissions

## Our Net Zero Expertise:

- Direct Emissions
- Indirect Emissions
- Supply Chains
- Carbon Reporting
- Energy reduction strategies
- Renewable technologies advisory and implementation
- TM54 Methodologies

## Risks

- Large Organisations are insisting on suppliers having Net Zero strategies as a condition of working with them. As an SME you should create a NET ZERO policy and strategy to enable you to compete in this changing market.
- Many business will start to look at the buildings they occupy and vacate poorly performing buildings. Leaving landlords with empty space.



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Experts in compliant, high performing,  
sustainable buildings