

# ***Unlocking Net Zero Fully Funded Low Carbon Technologies***

# ***SMS***, at the heart of the UK energy market for 30 years.



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**2019**

SMS acquires Solo Energy. Virtual power plant with the grid flexibility platform FlexiGrid.

**2022**

SMS acquires n3rgy – to unlock energy data from smart meters, managing privacy, consent and feeding the energy transition.

**2024**

A redesign of Solo Power with the launch of Metis. Full end to end energy transition capability, founded on data and consumer education.

**2025**

Metis capability complete and proven, platform and brand live and scaling across Oxfordshire in 1st of its kind trial.

**2022**

Solo Power launched into housing associations, fully funded solar and storage.

**2023**

Consumer and industry research on the challenges facing the energy transition, home owner, social landlords, tenants and businesses.

**2024**

SMS acquired by KKR, unlocking our ability to scale.



# ***Metis Who we are and what we do***

## **Fully funded, off-balance sheet solution**

No upfront capital costs for housing associations or social landlords.

## **Flexible cost recovery options**

Tenants benefit from reduced electricity bills while enabling sustainable repayment models.

## **Online and offline tenant engagement journeys**

From app-based insights to community outreach — designed to build trust and drive uptake.

## **Integrated low carbon technologies**

Solar PV, battery storage, and heat pumps — all managed through smart controls and data platforms.

## **Strategic partnership approach**

End-to-end support from feasibility and funding to installation and long-term asset management.

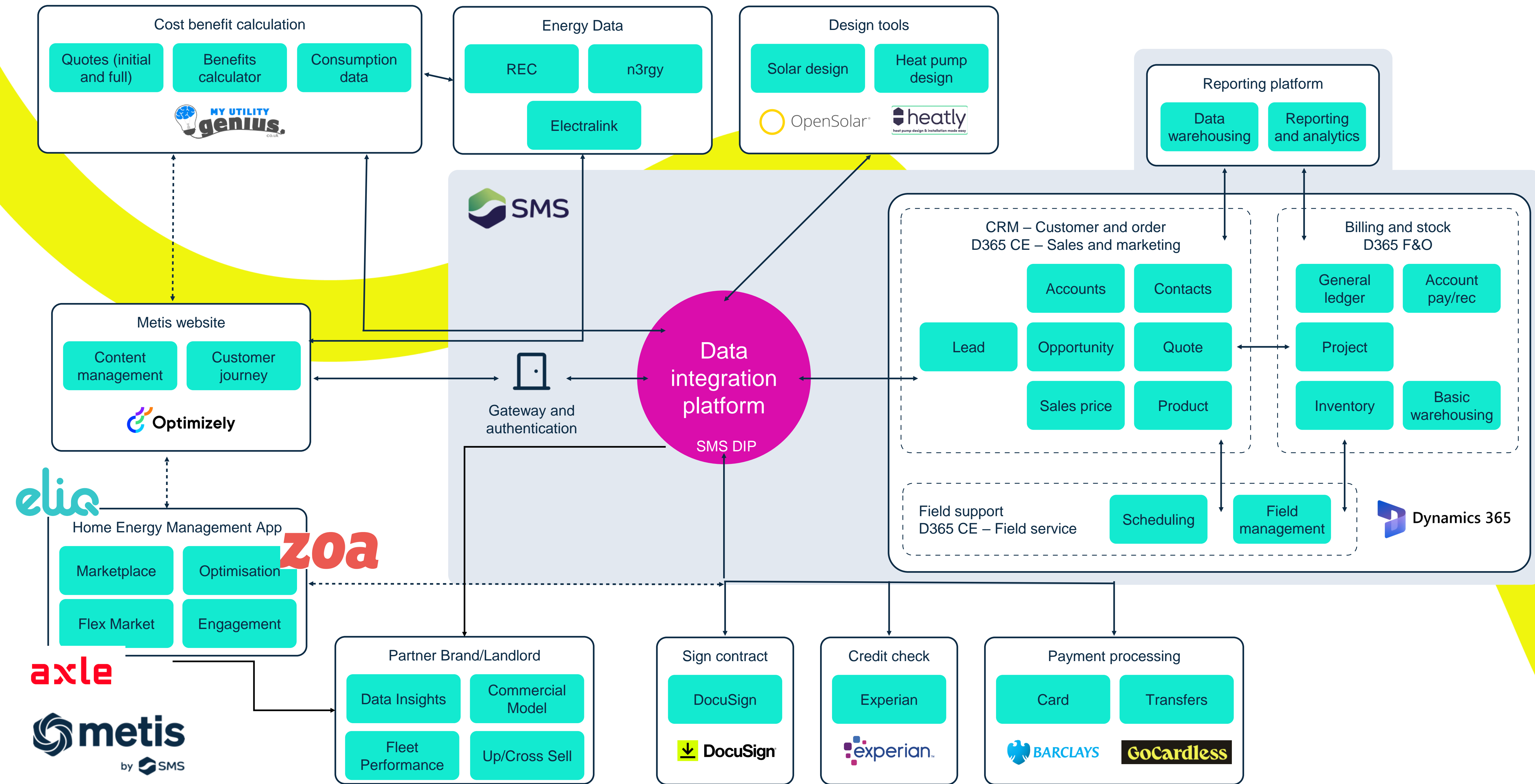
## **New income streams for housing providers**

Export and grid flexibility revenues can be reinvested into core services or used to enhance tenant savings.





# Data Integration Platform (DIP)



***Fully-funded solar  
and battery for  
Social Housing  
providers***



# The Metis *approach*

## 1 Initial portfolio assessment

We assess your portfolio for suitability to have solar and battery installed

We give indicative costs and tenant savings

This informs initial investment approach.



A photograph of two men standing in front of a large array of solar panels. The man on the left is wearing a yellow hard hat and a dark blue work jacket, holding a clipboard. The man on the right is wearing a brown jacket and is writing on the clipboard with a pen. A large yellow curved graphic element is on the left side of the image.

# The Metis *approach*

## 2 Tailored tenant quotations

We work with you to engage tenants and gain consent for their actual energy usage data. We simulate usage data against generation data for each property to give an accurate view of how tenants benefit from solar deployment.



# The Metis *approach*

## 3 Tailored landlord quotations

We provide accurate cost and tenant benefits at a property level.

This can be used to agree an approach to tenant charging mechanisms and savings levels that align with your goals.





# The Metis *approach*

## 4 Safe, quality installations

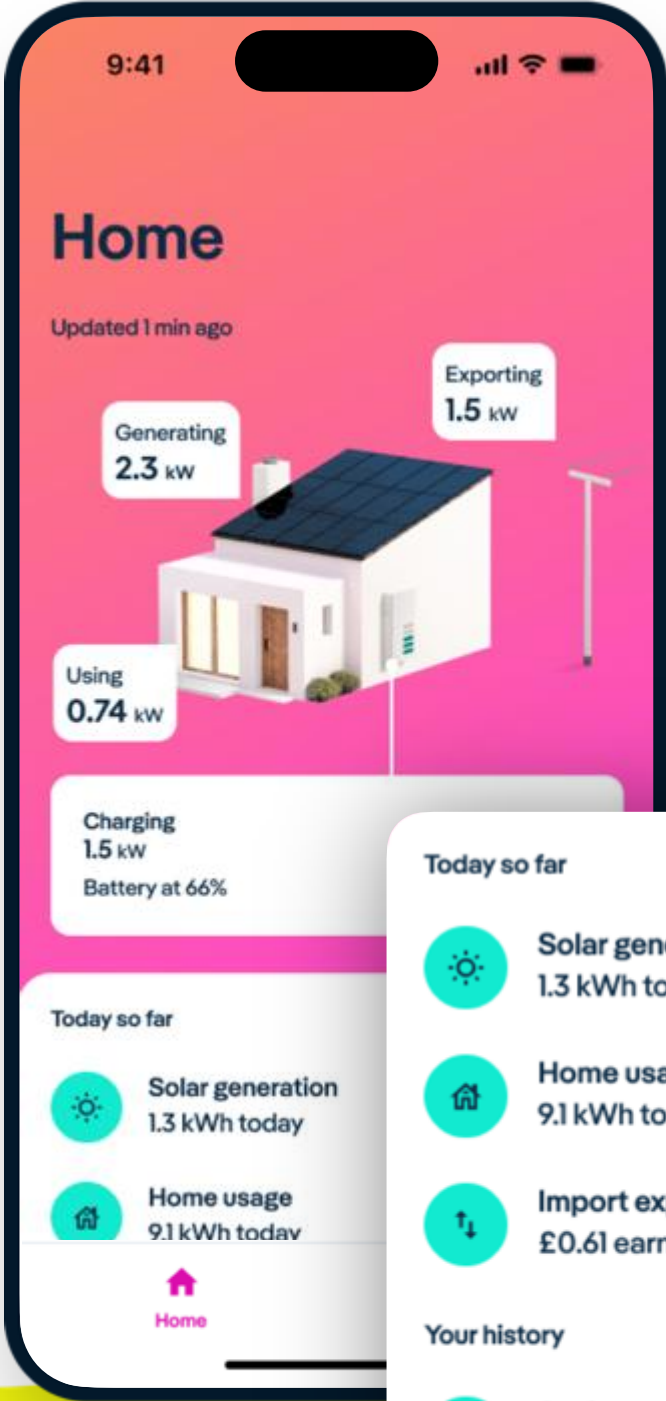
We provide a tenant app and landlord dashboard showing how the assets are performing.

We optimise the assets for tenants, so they unlock all the savings without needing to be tech experts.

Our dedicated customer services and technical support teams are on hand for any queries or problems your tenant has.



# Sample digital tools



Today so far

Solar generation

1.3 kWh today

Home usage

9.1 kWh today

Import export

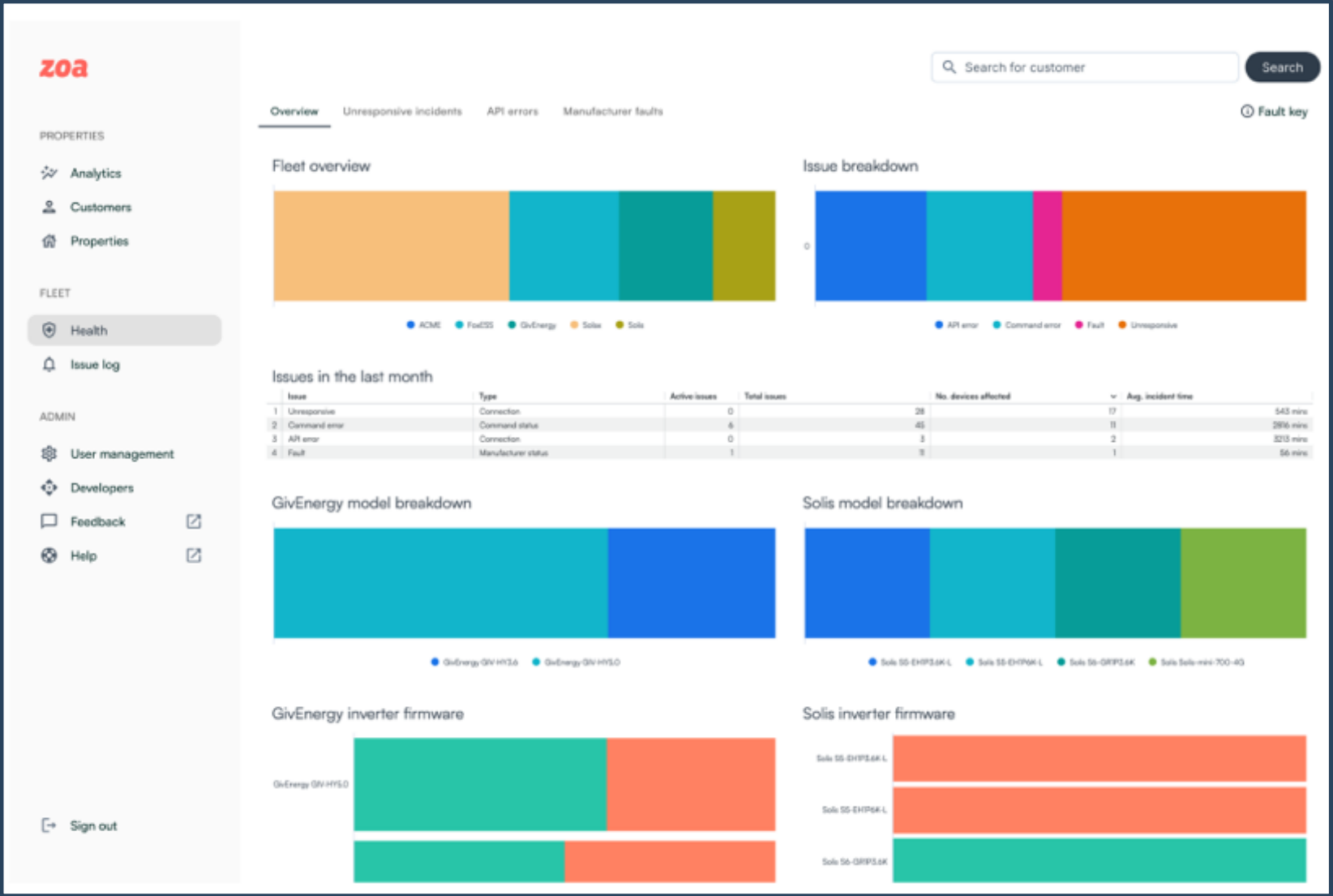
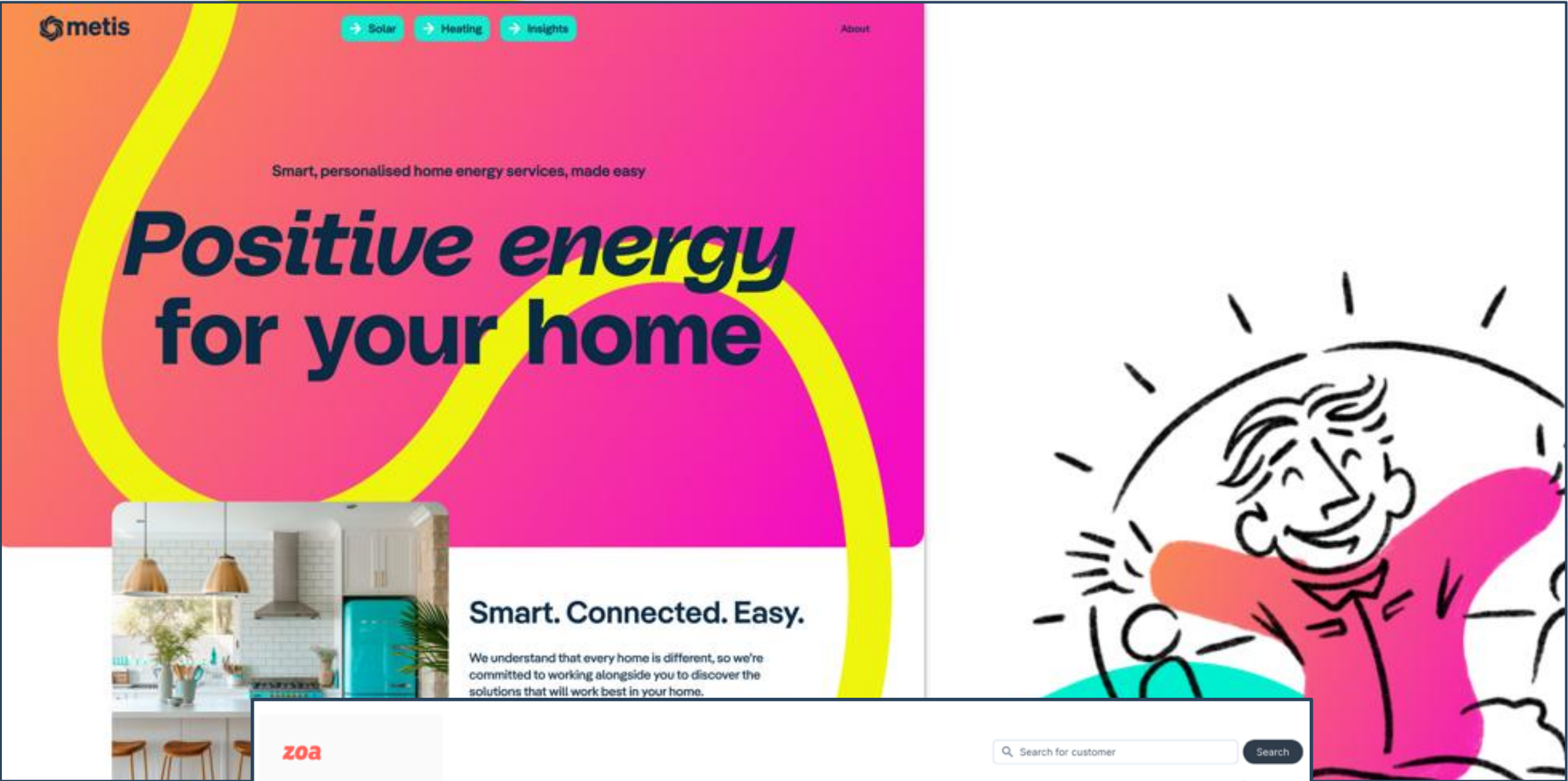
£0.61 earned

Your history

Savings

£349.67

Optimisation history





# The Metis *approach*

## 5 Lifetime Guarantee

We'll monitor the assets and their performance ensuring they are delivering the expected benefit to you and your tenants.

Fully inclusive end of life asset replacement meaning no hidden further capital costs down the line for battery & inverter replacements.





# The Metis *approach*

## 6 Ongoing services

Our expert installation, project management and health and safety teams will ensure safe, quality installations across your estate.

We will agree your preferred approach for tenant liaison and work with your partners for seamless delivery.



# Indicative *Financial Flow*

Example 8 Solar Panel and 5.12kWh Battery System		Impact
Tenant		
	Energy Bill Cost	85% Lower
	Energy Subscription Cost	£53 (per month)
	Net Energy Savings	25% Lower
Landlord (Per Annum)		
	Export Revenue	£65
	Flexibility Revenue	£140
	Energy Subscription Revenue	£636
	Total Revenue	£841
	Cost to Metis	£627
	Total Impact on Landlord	£214





**A success story:**  
***Driving Oxfordshire's***  
***Energy Transition***



# The project...

***Delivering affordable adoption of solar and battery solutions and assessing the impact of energy pricing on buying behaviours***





Our approach

# Unlocking the energy transition in *5 simple steps*



1

## Driving Energy Education

A free 'Energy Saver App', linked to smart meter data, provided insights on energy usage and efficiency measures

2

## Energy Transition Options

Uniquely honest simulations for solar, battery and heat pump adoption showing their impact on energy usage and bills

3

## Flexible Funding Options

Solar and battery offered on a monthly subscription with no upfront costs. Allowing savings from day one

4

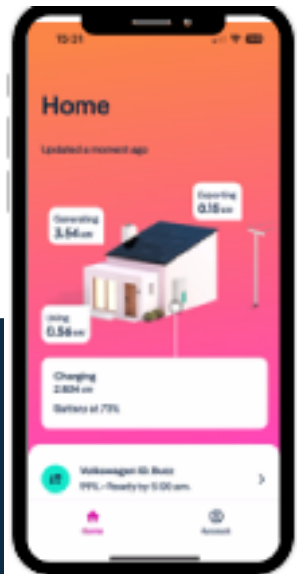
## Fully Managed Installation

We managed all aspects of installations through our in-house teams and strategic partners

5

## Ongoing Asset Management

Optimising assets to each resident's preferences – so they can enjoy all the benefits without being tech experts





# The statistics

## Very high engagement

Residents love the savings and our win-win funding approach

**85%**

Of residents who saw the offer went on to a personal consultation

**65%**

Proceeded from personal consultation to Installation

**Over  
9,600**

App downloads in 9 months, connecting smart meters and gaining energy insights

**300+**

Installations

**£375**

Average annual savings after monthly charge applied



**Get in touch today and unlock  
solutions for your portfolio**

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