

A WHOLE-BUILDING PARTNERSHIP

Finance the complete building.

Keep the customer offer whole.

One coordinated package. One accountable journey. A proposed institutional framework for Hybrid HP and whole-building Hybrid PPA.

CONFIDENTIAL DISCUSSION EDITION
Not a credit, investment, tariff or PPA offer.

01

ONE PACKAGE

Fabric, heat, air, generation,
storage and orchestration.

02

ONE RECORD

Survey, as-built evidence,
commissioning and operation.

03

ONE FAIRNESS TEST

Customer benefit, provider
return and community value.

EXECUTIVE PROPOSITION

A single proposition. A disciplined capital case.

The customer receives one joined-up whole-building journey. Financing counterparties may allocate capital and risk internally, without fragmenting the customer offer.

CAPITAL MODELLED

£20.0m

Illustrative 1,000-home cohort at
£20,000 per home.

PROPOSED ENERGY CHARGE

15p/kWh

Eligible metered on-site renewable
electricity only.

PROVIDER ALLOCATION

13p/kWh

Gross proposed energy receipt, not
profit.

COMMUNITY ALLOCATION

2p/kWh

Ring-fenced gross allocation before
administration.

One customer offer

Hybrid HP can use a transparent whole-building payment. Proposed Hybrid PPA can combine eligible energy and an explicit service payment.

One evidence trail

Gateway Pro is the proposed coordination layer. Capital releases follow survey, installation, commissioning and operating evidence.

One bounded start

A representative pathfinder comes before scale. Bill improvement, investor receipts and community funds remain separate.

All financial amounts are illustrative discussion assumptions. No provider is appointed and no facility or customer tariff is committed.

SYSTEM ARCHITECTURE

The value sits between the technologies.

Demand reduction, low-carbon heat, healthy air, generation and storage are designed together. Gateway Pro is proposed to coordinate compatible assets and evidence their operation.

01

FABRIC

Vacuum glazing and measured heat loss

02

HEAT

Heat pump and matched emitters

03

AIR

Ventilation and moisture control

04

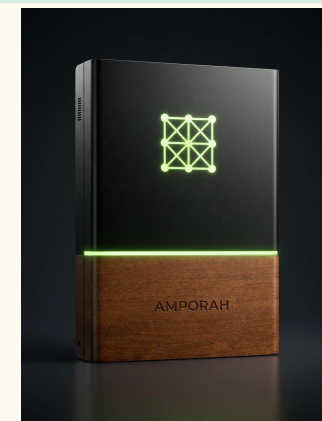
ENERGY

Solar generation and battery storage

05 / ORCHESTRATION

A common operating language.

One surveyed scope. One delivery plan. One as-built record.



Product image: supplied Gateway Pro. Algorithms remain proprietary. Compatibility, certification, resilience, cyber controls and performance require diligence and pilot validation.

FINANCE ARCHITECTURE

Make every pound legible.

Modelled social-housing cohort: 1,000 homes, £20,000 per home, 25 years, 6.50% finance rate, 2,800 eligible kWh per home, £2,450 annual service payment and 1.50% reserve.

ANNUAL DEBT SERVICE £1.62m Level-payment model on £20m capital.	PROVIDER ENERGY £364k 13p x eligible metered energy.	SERVICE RECEIPTS £2.45m Explicit assumed payment, not savings.	ANNUAL RESERVE £300k Illustrative operating/replacement allowance.
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Value stream	What it funds	Underwriting treatment
Eligible local energy	Provider allocation and community fund	Metered and reconciled
Whole-building service	Capital recovery, operations and maintenance	Contracted and credit-tested
Grid / flexibility upside	Potential additional value	£0 in base case until contracted
Customer bill improvement	Affordability and customer value	Avoided spend, not investor cash

FAIR SOCIAL TARIFF

Fairness must survive a falling market.

Proposed 15p/kWh starting charge, with 13p provider and 2p community allocation. Inflation-linked pricing is constrained by a defined like-for-like retail fairness test.

RETAIL BENCHMARK

24.50p

Editable p/kWh comparison.

10% FAIRNESS CEILING

22.05p

Customer charge cannot exceed this example cap.

ALLOCATION BREAK-EVEN

16.67p

Retail p/kWh below which the 10% rule creates a gap.

Market condition	Customer treatment	Financial response
Above contract path	Contract price, subject to fairness cap	Allocations operate as modelled
Near break-even	Fairness test limits the charge	Early-warning review and repricing
Below break-even	Protect the customer price	Reserve, renegotiation or exit rights
Wholesale shock	Review comparable delivered retail costs	Agree risk ownership, tax and charge basis

Historical frequency is not forecast probability. No likelihood is asserted. Grid imports, standing charges, tax and service payments are separate. Never silently divert community funds.

DELIVERY OPERATING SYSTEM

A coordinated production line, tested first.

The supplied ten-person pod proposes a staggered three-day sequence and two completions per working day once established. Throughput remains a pathfinder assumption, not proven capacity.

Stage	External / internal work	Release evidence
Day 1	Roof rails and solar preparation; heating emitters and pipework	Make-safe and work record
Day 2	Heat-pump plant and external works; glazing stage, fill and checks	Pressure and installation records
Day 3	Electrical connection; Gateway Pro, commissioning and resident handover	Certificates and as-built record

PROPOSED POD

10 people

Competence, supervision and named roles.

APPRENTICE PATHWAY

2 to 3

Proposed per pod, validate supervision.

ANNUAL PLANNING

440 homes

230 working days with mobilisation allowance.

LIVE SEQUENCE

6 homes

Staggered workforce assumption.

Mobilisation requires clustered properties, pre-kitted materials, welfare, liaison, supply buffers and agreed responses to no-access, hidden conditions and variations.

HEALTH, SAFETY AND WELFARE

Safety is a capital-release condition.

Occupied homes combine construction risk with resident welfare. Competent-person and legal review must confirm the proposed operating standard before mobilisation.

Control area	Required control	Evidence
Governance	Named CDM duty holders, construction phase plan and design-risk ownership	Appointments and risk register
Task controls	Height, electrical isolation, refrigerant, lifting and asbestos RAMS	Briefings, permits and stop-work log
Public protection	Segregation, safe access, locked waste, WEEE and daily make-safe	Photos and supervisor checks
Resident welfare	Accessible liaison, vulnerability plan and continuity of essentials	Resident plan and handover
Workforce welfare	Welfare unit, competence, supervision and suitable hours	Toolbox and competency records

Daily discipline

Start and midday safety walks, near-miss capture and immediate stop-work authority. Weekly review and Friday make-safe.

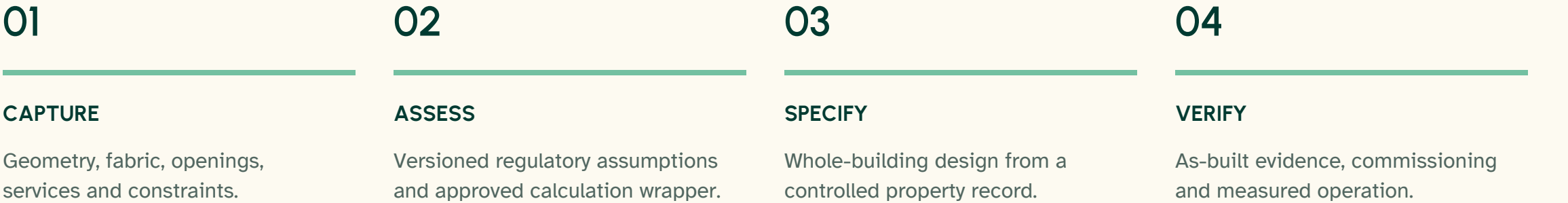
Resident-first acceptance

Maintain heat, power and hot water wherever practicable. Proposed community hub, clean-out and making good. Defects or incomplete evidence block acceptance.

HEM AND DIGITAL EVIDENCE

Better evidence. Less avoidable uncertainty.

The developing Home Energy Model represents 17,520 half-hour periods across a standardised year, including dynamic fabric, weather, heat-pump performance, solar and storage.



Assessment track	Operating track	Bankability benefit
Standardised occupants and weather	Consented real-building data	Comparable baseline and measured variance
Versioned method and approved wrapper	Gateway Pro / GridSync operating record	Provenance and exception visibility
Forecast, not a guarantee	Measured, not automatically causal	Model-to-meter learning for scaling

HEM alignment is not approval. Input mapping, output validation, accepted geometry conversion, assessor/lodgement workflows and independent review remain required. EPCs remain in force.

COMMUNITY VALUE

From allocation to accountable outcomes.

At 2p/kWh on 2.8 million eligible kWh, the modelled gross year-one allocation is £56,000. Administration, eligibility, timing, tax and governance must be agreed before commitment.

GROSS YEAR-ONE ALLOCATION

£56,000

Before administration and programme costs.

TRAINING AMBITION

2 to 3 per pod

Proposed apprenticeships, not promised jobs.

TRANSPARENCY RHYTHM

Quarterly

Proposed receipts, grants and outcomes reporting.

Outcome area	Intended use	Measure / safeguard
Household support	Targeted crisis or comfort support	Independent eligibility; households and duration
Skills	Training, tickets and mentoring	Starts, completions and sustained work
Local employment	Recruitment and progression pathways	Local hires, retention, pay; no double-counting
Community facilities	Relevant local energy or welfare projects	Published awards, beneficiaries and audit trail

RISK ALLOCATION

Every material risk needs an owner.

The facility must not depend on optimistic energy prices, uncontracted income or a single technology claim. Agree mitigation, evidence triggers and remedies before scale.

Risk	Primary owner to agree	Control / scale gate
Property and scope	Breathe / delivery partner	Survey, exclusions, contingency; accepted scope and cost
Technology performance	Supplier / integrator	Warranties, commissioning and validated pilot evidence
Construction and safety	Principal contractor / duty holders	CDM, audits and welfare; no critical findings
Customer and payment	Sponsor / financier	Consent, affordability, credit and executed contracts
Tariff and market	Energy counterparty / SPV	Fairness cap, reserve, reopener and accepted downside case
Operations and cyber	Operator / integrator	Service levels, access, continuity and independent diligence
Community allocation	Independent governance body	Ring-fence, waterfall, constitution and audit

Base underwriting excludes uncontracted flexibility, export value, grants and carbon credits. Add only contracted, evidenced and attributed revenues without double counting.

PARTNER MANDATE MAP

Approach capability, not endorsement.

These organisations publicly describe relevant capabilities. They are research candidates, not confirmed Breathe partners or proof that the proposed structure meets their mandate.

Research candidate	Relevant capability	First-meeting question
SDCL Group	Energy-efficiency infrastructure and energy-as-a-service	Whole-building eligibility, facility size and evidence?
Capitas Finance	Energy-savings agreements and clean-technology finance	Customer segments, term, credit and ownership?
Octopus Energy Generation	Renewable investment and energy partnerships	Behind-the-meter metering and portfolio route?
Amber Infrastructure	Infrastructure and public-sector transition	Social-infrastructure mandate and procurement?
Centrica Business Solutions	Energy performance, generation and operations	Service wrapper, guarantees and integration?

Commercial fit

Can you finance the complete surveyed scope, with one joined-up customer agreement and transparent payment waterfall?

Governance fit

Which evidence releases capital, who owns replacements and tariff risk, and how is community money protected?

PATHFINDER AND NEXT DECISION

Prove the difficult parts before scaling.

A proposed 20 to 50 property pathfinder should be representative, not merely convenient. Agree the measurement protocol and success tests before installation.

01

Define

Cohort, baseline, consent and pre-registered success tests.

02

Survey

Accepted property data, scope, cost and constraints.

03

Deliver

Crew sequence, safety, welfare and as-built evidence.

04

Operate

Comfort, energy, uptime, tariff and service costs.

05

Facility

Independent review and agreed repeatable deployment terms.

THE PARTNER WORKSHOP OUTPUT

Complete-package eligibility and capital structure. A tariff and service-payment waterfall. Fairness protection and reserves. Pilot evidence protocol, decision rights and a term-sheet workplan.

Scale is conditional on independent review, accepted downside economics, delivery assurance and an agreed legal and customer-protection structure.

EVIDENCE REGISTER AND BOUNDARIES

A clear boundary around every claim.

Supplied material informs this discussion framework. Private named-partner terms, margins, exclusivity, pipeline and funding assertions are excluded until independently confirmed and authorised.

Source	Used for	Evidence boundary
HEM and Full Business Case v6.2	17,520 steps and modelling concepts	Supplied; final policy and methods require official confirmation
Two Homes a Day Crew Model v2	Pod, sequence, safety and welfare	Supplied planning assumptions; pathfinder validation required
Housing Association Proposition v2.2	Resident-first gates and scorecard	Supplied; pipeline, funding and returns are not verified
Programme / Delivery Agreement v4.3	Generic coordination and governance	Named commercial assertions excluded
Breathe finance model	Scenario arithmetic and cash separation	Modelled inputs, no agreed provider terms

OFFICIAL REFERENCES FOR DILIGENCE

- UK Government: Home Energy Model consultation
- UK Government: HEM Future Homes Standard assessment
- HSE: Construction (Design and Management) Regulations 2015