



# DISTRIBUTED SOLAR: RENEWABLES VERTICALLY INTEGRATED UTILITY

Dr. Tymur Khusainov

# TYMUR KHUSAINOV: SUSTAINABLE INVESTMENTS AND ENERGY TRANSITION IN UBS AND EY. WORKED WITH EUROPEAN COMMISSION. MD IN A MAJOR EUROPEAN BANK



## Sustainability business leadership

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## Background

- Management consultant with experience in Finance, Energy, Transport, Agribusiness, and Government
- Sustainable & impact investments, energy transition and net-zero. Advise on TPT, TCFD, SFDR, SDR and CSRD regulations.
- Senior leadership positions responsible for M&A, profitability, cost reduction, products, and growth at multi-regional environment
- Guest lecturer on Climate and Sustainability at Imperial College Business School, London

## Qualifications

- PhD in Applied Mathematics; M. Sc. of Business Administration

## Sustainability & Impact

- Advised on Transport sector, ICE to EV transition and climate change at the leading UK bank.
- Consulted on Oil & gas strategic response among US majors, European IOC and NOC for the global bank.
- Consulted on climate-linked products and sustainability strategy at global British-HQ bank.
- Managed industry decarbonisation proposition, £260M business case, GTM plans, EMEIA sales and commercial model. Beverages, Retail, Energy.
- Sustainable investments, decarbonisation, impact and ESG maturity assessment for Private Equity.

## Strategy & Growth

- Directed €700k research on cross-border clients and financial regulations for the European Commission.
- Directed \$3M profitability and growth program for the 25 regions/1000 branch Austria-HQ bank.

## Skills

- Renewable energy
  - Automotive & EV transition
  - Sustainable infrastructure
  - Social impact
  - Biodiversity
  - Sustainable & Impact investing
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- [Leadership](#)
  - [Partnerships & Collaboration](#)
  - [Governance](#)

# OBJECTIVE - COLLABORATION

## Goal

Establish community solar model platform focused on developing, building and operating small-scale self-consumption distributed solar projects across the United Kingdom by targeting the owners of social housing, commercial real estate and farm / non-farm land.

Customers then benefit from long-term fixed price electricity contracts, giving them access to electricity at rates far below the merchant prices available in the United Kingdom today, while enhancing their energy independence.

## Looking for:

- *Pilot-ready emerging energy storage technologies* and battery systems
- Operationalising and *piloting battery and critical minerals recycling* technologies
- Operationalising *digital tools for value chain transparency in critical minerals* and energy storage technologies

# COMMUNITY SOLAR MODEL

1. Ability to sell power to individual and corporate customers at retail rates enable higher revenue stream than typical corporate PPA on a rooftop.

2. Ability to scale. You can invest in distributed ground-mounted systems for less than traditional roof-top corporate systems, selling to customers at a better price.

3. Able to assemble highly diversified customer base. Community solar selling to hundreds of retail customers or multiple corporates diversifying your credit risk.

a) Bank financing is relatively available and stable

b) Regulatory programme well understood

## *Coming challenges*

- Additional capital with lower return objective is starting to move to the market (diminishing return for everybody).
- Other usual challenges: permitting, interconnecting, billing and servicing customers (so we need *customer acquisition and servicing platform*).

# NEEDS

Patient capital to build the scale

Expertise required to understand contract structures acceptable to off-takers and finance providers

Able to manage market risks (on power markets)

Have relationships with debt providers and perspective buyers in order to refinance and boost return (in addition to investors skill set)

Construction and operational know-how to support partners in delivering value

# RISKS & ISSUES

The firm need to be able to manage customer relationships and risks (not a small task).

**Solution:** create vertically integrated solar and battery utilities

*Plus geothermal energy station can be added to function both as an energy storage solution and baseline generator.*

Margins are raising even in high interest rate environment (prices are inflated faster then cost of solar energy equipment).

Investments in an entity that combines *solar power plant development team* (technical team) and *project pipeline* (recruiting landlords for solar installations) with a *green customers portfolio* (consumers willing to procure green energy) as well as *customer acquisition team* (steady customers flow) and *management teams* (finance and investments).

The result will be vertically integrated company all the way from the solar power plant to the customer.

# CONCEPTUAL BUSINESS STRUCTURE

## Behind-the-meter

### Community photovoltaic installations

Community PV project 1

Community PV project 2

Community PV project 3

- Farm / non-farm land
- Social housing roof tops
- Industry roof-tops

Community PPA

### District-level battery installations

Battery Station A

Battery Station B

Battery Station C

- High unit costs
- Easy to scale

Local energy distribution

### Area-level geothermal installations

Geothermal I

Geothermal II

Geothermal III

- Lower unit costs
- Need scale to operate
- Appropriate location

Industry PPA

Photovoltaic & battery  
Operations Team

Operations Teams

Geothermal Operations  
Team

Market Risk Team

Customer Service Team

Investments Management  
Team