

## Press release

# Landlord-to-tenant electricity from PV systems finally finds its appeal

- **Simple approach to supplying apartment buildings with PV electricity from their own roof**
- **Profitable solution for tenants, landlords and investors**
- **Electricity prices stay low; returns are high**

**Frankfurt am Main / Remscheid, 12 March 2019** – Vaillant presents a proposal for realising landlord-to-tenant electricity projects in the housing industry for the first time at the ISH 2019 in Frankfurt am Main. The proposal allows apartment building owners and their tenants to benefit from the many advantages offered by a photovoltaic system (PV system) installed on the building. In the past, these types of projects struggled to get off the ground due to administrative hurdles as, from a legal perspective, the landlord is viewed as an energy provider if they supply electricity to tenants. Together with landlord-to-tenant electricity specialist prosumergy, Vaillant is countering this problem with its new landlord-to-tenant electricity service.

Once a PV system is installed, prosumergy will take care of planning and energy management on behalf of the landlord. In doing so, prosumergy will be seen as the sole electricity supplier, providing tenants with photovoltaic electricity from their own roof and green electricity from the grid. Tenants can therefore reap the rewards of electricity prices that stay low. No second electricity contract with another electricity supplier is required. On request, prosumergy will also install its own digital electricity meter infrastructure in the building that can be read remotely. Electricity can then be billed with utmost precision without the need for tedious manual meter readings, even when there's a change of tenant. This makes it much more convenient for tenants, landlords and property managers alike.

The building owners can either lease their roof space or invest in the PV system themselves. Investors in the project have the option to lease out the system or sell the solar power. This

promises attractive returns that go beyond the alternative feed-in compensation. If landlords and housing associations install PV systems, resulting in an increased building standard in accordance with the German Energy Saving Ordinance (EnEV), they will be eligible to benefit from KfW (German Reconstruction Loan Corporation) loans at reduced rates of interest.

“Home builders and apartment building owners can generate new revenue with the landlord-to-tenant electricity model while tenants benefit from low electricity prices. There is nothing like this in the market,” says Sebastian Albert, Head of Product and Service Management at Vaillant Germany. All projects are realised based on a carefully planned PV system as well as a simulation of the power usage profile and a substantiated assessment of the project’s profitability. An indication of overall savings potential for the tenants rounds off the overall package.

Vaillant installers can count on Greenergetic to help them plan and design the PV system. Together with cooperation partner Greenergetic, Vaillant is offering its installers a new full service to help plan, install and commission photovoltaic and battery storage systems. This allows Vaillant installers to profit from the photovoltaic market without having to invest in new staff or additional electrotechnical know-how themselves.

**Want to know more? Take a look at our online ISH 2019 feature aimed specifically at journalists at [www.vaillant-group.com](http://www.vaillant-group.com), where you can find extensive multimedia press materials.**

### For your Twitter Channel

#ISH2019: #Vaillant and #prosumergy offer landlord-to-tenant electricity projects in the housing industry. A benefit for home builders, apartment building owners and their tenants.



### For your Facebook Channel

Vaillant and prosumergy offer landlord-to-tenant electricity projects in the housing industry. A benefit for home builders, apartment building owners and their tenants.



## Press picture



Caption:

Vaillant presents a proposal for the easy implementation of landlord-to-tenant electricity projects in the housing industry for the first time at the ISH 2019 in Frankfurt am Main.

Image: Vaillant

### About Vaillant

Vaillant offers its customers worldwide eco-friendly, energy-saving heating and ventilation systems that make increasing use of renewable energies. Its product portfolio encompasses solar-thermal and photovoltaic systems, heat pumps, ventilation systems for low-energy buildings, split air-conditioning units, high-efficiency heating systems using fossil fuels, and intelligent controls.

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