



Sell Your Solar

Release a debt-free fund



Sell your solar panels today!

Investing in solar was an excellent choice at the time, but do you really want to wait another 20 years to see a return on that investment?

You can now cash in and exchange your solar PV panels for a significant lump sum with the Lightsource Solar Buyback scheme. It's really simple – you sell us your solar panels, we give you cash upfront, and the Feed-in Tariff (FIT) payments for the system are transferred to us.

The panels themselves stay exactly where they are, so you'll still be able to use all the free electricity they generate! No increase in bills, no big carbon footprint, and at the end of the FIT term, the ownership of the panels will return to you.

Once we own your panels, we'll take care of any repairs, replacements and maintenance necessary, so your panels are always in optimum working condition. That's one less thing for you to worry about.



NEXT STEPS

Once an enquiry has been made, you will receive a call from one of our solar specialists, who can be found in the back of this brochure.

Be ready for their call by preparing the following information...

- ✓ Proof of solar system ownership (MCS certificate)
- ✓ Feed in Tariff documentation
- ✓ Current cumulative meter read (kWh)

Frequently asked questions

What is the sales process?

Once we have checked the details of your system, we will send you a formal offer. This will include the final purchase price offer and all the legal documents you need for the lease and the sale. When you've signed and returned all these legal documents, we will notify your energy provider that all FIT payments are to be assigned to us. Once this process is complete, we'll pay you the agreed amount by BACS transfer.

What legal documents do I need to sign?

There will be five documents that will require your signature should you accept our offer:

- The Letter of Authority
- The Lease and Sale Agreement
- The Release Letter
- The Landlord and Tenant Act 1954 Notice
- FiT change of ownership documents

A full explanation of all of these documents will be provided.

What if I have a mortgage?

When we receive a signed copy of your Letter of Authority, we'll get in touch with your mortgage provider to get permission to register a lease of airspace above your property. We won't own any part of your home, just the space above the roof, in which your solar PV system currently sits. Without permission from your mortgage provider, we will not be able to purchase your solar panels.

What do I get in return?

- In most situations you will receive payment for your system in 60 days or less.
- The solar PV system will remain on your property.
- You will still benefit from all electricity generated by the solar PV system free of charge.
- We will maintain the solar PV system at our cost during the FIT term, and cover any necessary repairs and replacements.
- When the FIT term is up, we will transfer ownership of the solar PV system back to you free of charge.

What if I want to sell my home in the future?

Many of our customers have taken advantage of our Buyback process when selling their homes or when planning to do so in the near future. Our initiative allows you to release the capital from your system while still passing on the benefits of the free electricity that your system generates to the new homeowner. What's more, the system will be fully insured and monitored remotely by us, Lightsource, with repairs and maintenance taken care of!

Important information:

- The lease has been carefully designed to comply fully with the guidelines set out by the Council of Mortgage Lenders and to be easily transferable from one homeowner to the next.
- The lease is for the airspace above the roof, and is registered with the Land Registry to the property address (not the property owner) and shows that we have no charge on your property. This allows it to be easily transferred from seller to buyer.

People all over the UK are benefiting from the Lightsource Solar Buyback scheme...



SCOTT RICHFORD - TORQUAY

When Scott sold his solar panels to Lightsource for £15,000, the upfront return on his investment meant he was able to achieve a dream very close to his heart. Several years ago, his best friend Sandra and her partner bought a fish and chip shop in Torquay, which they managed to turn into a fish bar so successful it was about to be entered for a national award.



Sadly, before this could happen Sandra finally succumbed to the cancer she had been fighting for years and Crusoe's Fish Bar was sold. Over the next few years the shop declined in popularity and Scott always wished he could do something to rescue his friend's legacy. Previously a solar salesman himself, Scott



contacted Lightsource and sold his rooftop panels for enough money to buy back the shop and turn the story around. In the first seven weeks of his management, Scott and his team were able to raise Crusoe's food hygiene rating from 1* to 5*. The shop is going from strength to strength and Sandra's dream is alive again.

Visit [sellmysolar.net/case-studies](https://www.sellmysolar.net/case-studies) for more success stories.

Our Solar Specialists



Selwyn Kum South East

Selwyn has several years of experience selling and installing solar PV systems across the South East, utilising his passion and knowledge for renewable energy to bring early returns to customers who've made long-term investments in solar PV systems. He enjoys using his experience to help Lightsource customers get the most out of their solar PV systems, both financially and in terms of electricity generated.

Darrell Hampson East Midlands and North

Darrell has several years of experience selling and installing solar PV systems across the East Midland and North, utilising his passion and knowledge for renewable energy to help customers receive an early return on their solar PV investments. Prior to working for Lightsource, Darrell was the Solar Surveyor for Nottingham City Council, a role which has given him unparalleled knowledge of the industry within that area. Darrell's passion for environmental preservation extends beyond his career, as he does his best to protect the planet, and has recently adopted an African elephant!





Stuart Bathers

West & Wales

Stuart has extensive knowledge of selling solar power to the general public and helping people across the West and in Wales receive an early return from their long term investment. Stuart has worked in renewable energy for the past five years, and prior to joining forces with Lightsource he sold solar panels for A Shade Greener, supplying homeowners across the country with free electricity and lower energy costs.

Giles Birch

Solar Specialist - West Midlands and North

Giles has seven years of experience selling and installing solar PV systems across the West Midland and North, utilising his passion and knowledge for renewable energy to help his customers cut costs and safeguard the environment. Four months ago Giles joined Lightsource. After selling two of his own solar systems to the company he was significantly impressed with the scheme, and wanted to become involved in promoting the initiative to the general public.



CONTACT US

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Buyback Customer Journey

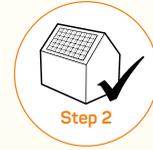


Step 1

DOCUMENTATION CHECKS

Send us the documentation listed in your initial offer letter. Once we check it over we will confirm the details of your offer.

DAY 1



Step 2

CONSENT TO LEASE

We will immediately apply for consent to lease from your mortgage provider (which can take up to 3 weeks). You are under no obligation to proceed with the sale at this point.

DAY 2



Step 3

SIGN & RETURN PACK

If you agree to proceed, we will post you a pack to sign and return. Once we have it, we can get to work on the rest of the process.

DAY 3



Step 4

SURVEY RESULTS & LEGAL CHECKS

We will review the results of our inspection to ensure that your system is performing well.

DAY 12



Step 5

FINAL METER READING

No payment will be received prior to the final meter reading.

DAY 27



Step 6

PAYMENT MADE

As soon as everything is complete, we will make payment via bank transfer. *subject to third party co-operation.

DAY 30*



Step 7

REMEDIAL WORKS

Our team of specialists will swap over your meters and perform any required system maintenance.

DAY 30+



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