



NEWSLETTER

Winter 2022/23

In This Issue:

- Earthmill acquire Natural Generation*
- Improved turbine communication with EMnify sim cards*
- Earthmill strive for ISO 45001 for Health & Safety standards*



“Selling your wind turbine to Arena Capital Partners releases tied up capital that can be used to buy machinery or fund projects on the farm such as building holiday lets...”



Want to release capital tied up in your wind turbine?

Earthmill Maintenance's parent company Arena Capital Partners Ltd are actively seeking to buy turbines having successfully raised funds to grow their fleet to 100 turbines. If you are interested in selling your turbine, get in touch today.



ARENA CAPITAL PARTNERS LTD.

Call today:

01937 581011

Arena Capital Partners Ltd is the parent company of Earthmill Maintenance Ltd.

Foreword...

Welcome to the Winter 2022/23 edition of the Earthmill Maintenance Ltd newsletter.

Recently, Earthmill completed the acquisition of Natural Generation.

Growing the business this way gives us strength in depth across the whole country and strengthens our supply chain for spare parts. This means we can continue to provide exceptional customer service as we expand our operation.

I'd like to congratulate David Broadbank who has become a director of Earthmill Maintenance following the acquisition.

It's been a busy year and we are all looking forward to the Christmas break. I'd like to wish you all a merry Christmas and a happy new year. We look forward to working with you in 2023.



Steve Milner, Managing Director



Contents...



Earthmill Maintenance and Industry News

Earthmill acquire Natural Generation **2**

PPA prices slide **3**

Earthmill strive for ISO 45001 health & safety accreditation **3**

EMnify sim card roll out to improve comms **4**

Earthmill hire youngest and first female technicians **5**

Interview: Selling my turbine to Arena Capital Partners **6**



Earthmill Maintenance acquire Natural Generation



Congratulations to Dave Broadbank who has become a Director at Earthmill Maintenance following the acquisition of Natural Generation.

Earthmill Maintenance has completed the acquisition of Natural Generation, a specialist in operations and maintenance of distributed wind turbines and solar farms with a view to integrate the two companies over the next year to operate under the Earthmill brand.

'Nat Gen' started life in 2006 as a small wind and solar installer and developed into a successful SME business installing turbines, solar PV and other renewable energy technologies. It grew to operate a substantial fleet of over 500 wind turbines and 25MW of solar nationwide.

Earthmill director David Broadbank commented on the announcement, "By combining our resource with Natural Generation, we can run more efficiently and reduce our carbon footprint through reduced travel times.

"The merger is great news for all our customers, both old and new. In these uncertain times, when costs and lead times are increasing, the additional resource within the procurement team will be working to mitigate these challenges to ensure a robust supply chain."

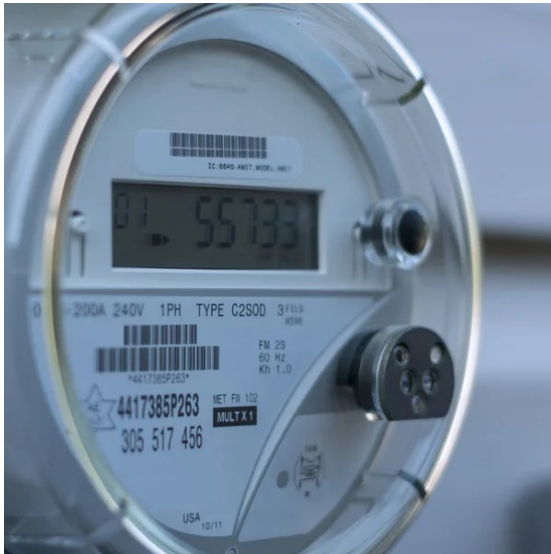
Combined, the companies will maintain the UK's largest distributed wind fleet with over

800 turbines. The move cements Earthmill as the world's leading O&M provider for Endurance Wind Power turbines as well as maintaining a significant fleet of Northern Power, WTN, Windflow and Vestas turbines. It will also see Earthmill Maintenance move into the Solar PV market for the first time since the company was established in 2009.

Mr Broadbank added, "the number of field engineers in our team has more than doubled. Engineers will be based out of new facilities in the Southwest, Wales and Scotland in addition to our Yorkshire headquarters. An Earthmill engineer will never be far away.

"Both Earthmill and Natural Generation have invested heavily over the years into a large stock holding to facilitate faster repairs. Pooling our stock means even greater parts availability within the group which will be distributed across the four locations."

Customers of both companies are advised that there will be no immediate changes to the day-to-day operations, turbines will continue to be monitored by the same teams as before and all contact details remain the same.



Export prices slide but still unpredictable

Covid-19 and Russia's invasion of Ukraine led to spiraling energy prices and a hike in export prices over the last 2 years. Some turbine owners locked in on offers as high as 40 pence per kilowatt hour.

Now there are signs that the market may be settling. At the time of writing, offers have been around the 14 pence per kilowatt hour and have remained around that level for the past three weeks.

Earthmill's Oliver Thorp commented "whilst there does seem to be a bit more stability in the market at present, we can never say for sure what the market is going to do next.

"PPA prices are governed by gas prices as this is the most expensive form of energy production. While the cold snap this December has fueled demand for energy, the supplies around Europe's gas terminals are at record highs. The knock-on effect of this is export prices remaining relatively modest."

It is still early in the winter period and as European gas supplies dwindle we could see a boost in export rates as we approach spring. Of course this can never be guaranteed. As warmer weather and more wind is forecast in the coming weeks, there is always a risk of prices sliding in the opposite direction.



Earthmill strives for ISO 45001

Earthmill Maintenance successfully gained accreditation for ISO 9001 (Quality Management) and ISO 14001 (Environmental Management) in July 2022 and we have made the decision to strive to achieve ISO 45001 (Occupational Health and Safety Management) within this next year.

Why ISO 45001?

ISO 45001 aims to provide a safe and healthy workplace. It ensures compliance with current legislation and it will reaffirm that Earthmill Maintenance is a safe place to work. By gaining accreditation, Earthmill Maintenance will have demonstrated that we operate a best-practice occupational health and safety management system, reducing the likelihood of accidents and improving our overall performance.

Why is it good to have?

We want an internationally recognised external body to confirm that Earthmill Maintenance is a safe place to work. Gaining certification will demonstrate internally & externally that we achieve excellent health and safety standards.

Compliance Manager, Lucy McMahon said "I am so proud of everyone at Earthmill Maintenance as it has been a real company-wide effort to roll out new policies and procedures to increase health and safety awareness along with enhancing our overall efficiency. We have worked hard to calculate and minimise the risks involved in our day-to-day jobs and this will allow us to improve as a business and lead to increased customer satisfaction."



Improved signal strength



No running out of data



Remote reset capability

EMnify sim rollout expected in the new year

EMnify is a sim card provider that we are increasingly using to replace traditional data sim cards in your router. EMnify works on a 'data pooling' basis, meaning that each sim contributes a certain amount of data to a pool that all sims involved can use, effectively meaning no sim has a data limit. Furthermore, from a maintenance point of view it gives our team more control over comms issues that arise on your wind turbines.

By pooling data across the fleet of turbines, running out of data or going beyond your set data allowance and incurring high bills will become a thing of the past.

Traditionally, a turbine dropping out of comms could only be resolved via human intervention. However, with utilising the online web portal that EMnify provides we have the ability of resetting the sim even when comms are already down.

This carries big advantages for monitoring your turbine especially during high wind and stormy periods, when the client is away from site and most importantly for us to carry on our service effectively.

EMnify also works across 195 networks and will pick whichever has the strongest signal,

bypassing the issue of network outages and providing improved signal strength.

Lastly, switching to EMnify can give customer peace of mind that all account activity and administration is handled by Earthmill and is one less thing to think about.

Preparations are being put in place and the roll out of these sim cards is expected to happen in the new year. While the price has not yet been finalised, we anticipate the cost of the service to be around £10 per month.



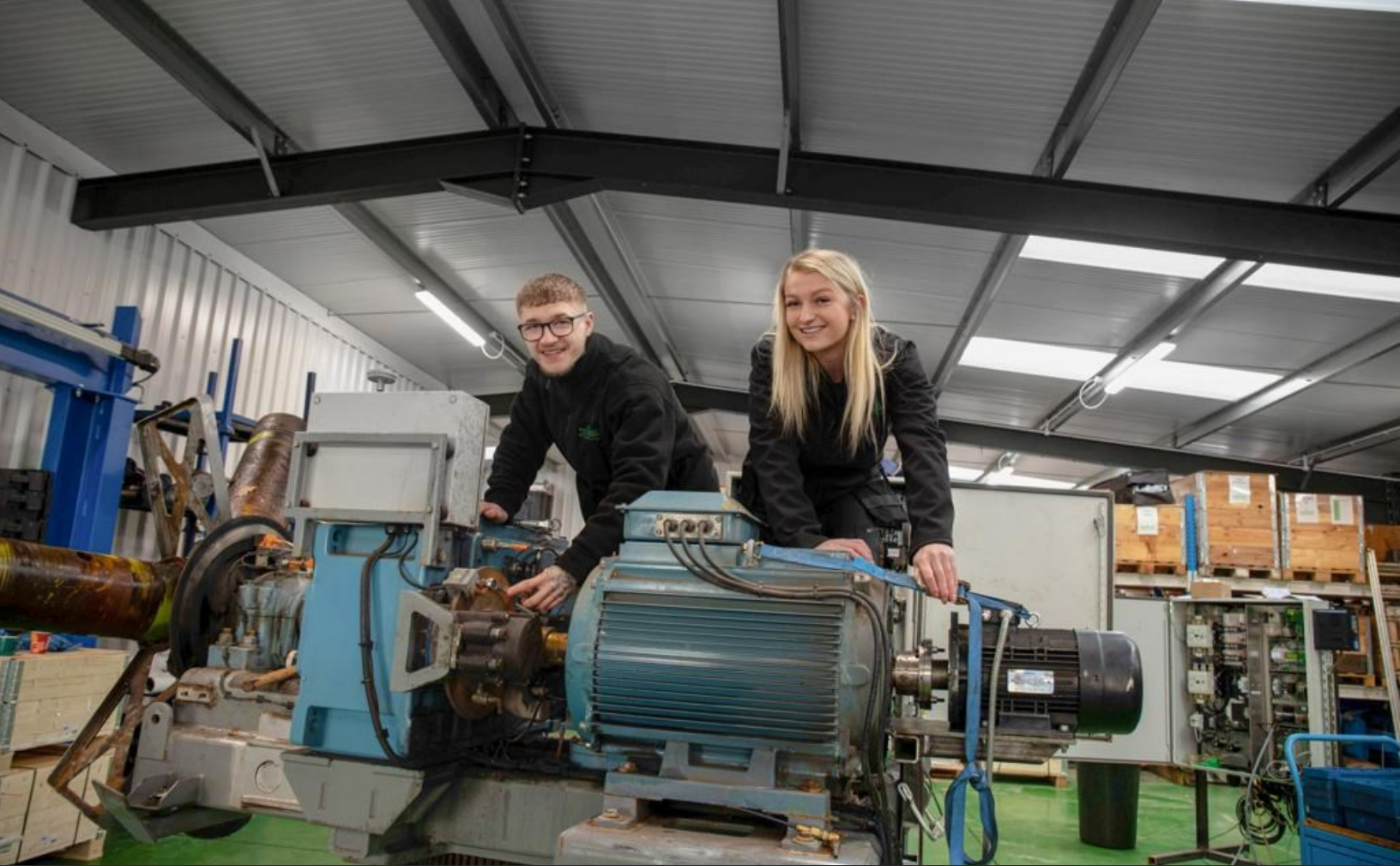
Merry Christmas from all of the Earthmill Maintenance Team

It's that time of year again, and whilst the work on a farm never stops, we hope you find time to sit around the table with your families to enjoy Christmas dinner.

Here at Earthmill Maintenance we will be open over the Christmas period as normal Monday to Friday, 08.00-17.00 with the exception of bank holidays when we are still available as always through our tech support email address:

techsupport@earthmill.co.uk

From all the team, we would like to thank you for your loyal support in 2022 and look forward to working together next year. We wish you and your families a Merry Christmas and a prosperous New Year.



Meet the new recruits: Curtis Reeve (left) and Jess Suffield (right)

Earthmill welcome two new turbine technicians

As the number of turbines we maintain grows, so too must our team. This winter, Earthmill Maintenance welcomes Curtis Reeve and Jess Suffield who both join as field based technicians.

Curtis Reeve joined in November and with it, became Earthmill's youngest ever technician. Curtis previously worked in pre-fabricated housing with a focus on electrics. He has completed Level II NVQ in Electrical Installation.

Speaking on behalf of Earthmill Maintenance Ltd, David Broadbank said "As the wind industry evolves and grows so rapidly, it is important that we encourage and support young enthusiastic technicians to join the team and train them with full focus on our highest standards and ethics and in line with our recent ISO accreditations."

In December Jess Suffield also joined. Jess is the first female to join the technical team. Jess comes from an automotive background previously working as a technician on Porsches at JCT600.

David Broadbank added "Jess has come from the automotive industry which is a trade we have successfully recruited a number of technicians from over recent years. We've found that the mechanical engineering skills required is directly transferable to the wind industry.

Both Curtis and Jess have already completed a Working at Heights & Rescue course, plus First Aid through training which are both recognised by Global Wind Organisation and will continue to training into the new year.

We look forward to supporting and watching Curtis' and Jess' growth under the guidance of the lead technicians at Earthmill.



“We invested the money into converting some of the farm buildings into holiday lets. We still have access to cheap energy from the turbine....we also receive a quarterly payment for continuing to host the turbine on our land.”



ARENA CAPITAL PARTNERS LTD.

Q&A: Selling my wind turbine to Arena Capital Partners

Cornish farmer Nick sold his Endurance E-3120 turbine to Arena Capital Partners in March last year. Talking to Earthmill Maintenance’s Oliver Leake, he explained how he found the process and how he feels now the turbine has been sold.

Tell me about your farm...

The farm is located in mid Cornwall. It was passed down from my grandfather but has been operating as a tenanted farm. We are now taking a change in direction and focusing on tourism.

When did you have your turbine installed?

It was installed in December 2012 by Bristol based TGC Renewables which was subsequently taken over by Earthmill Maintenance.

And how did the turbine perform?

We have a windy site and the turbine paid for itself within 5 years. For the first few years it performed really well however after Endurance folded, insurance cover became tricky and the maintenance costs also began to rise as some components failed.

We had a number of costly repairs carried out, most notably, we had to replace the blades with a refurbished set that were supplied and installed by Earthmill Maintenance.

So how did you come to sell your turbine to Arena Capital Partners?

I had met Ed Kenny-Levick from Arena around 12 months before we began the process. He explained that they would buy the turbine for a fixed lump sum and then pay a ground rent going forward, but at that point in time it wasn’t the best option for us.

Fast forward a year and our plans for the farm had changed – we wanted to make the most of the tourism industry here in Cornwall. That combined with the turbine having had the issues mentioned and insurers reluctant to pay out, I decided to give Ed a call.

How simple was the process to sell to Arena Capital Partners?

There was a large amount of paperwork and information gathering involved as you would expect as due diligence needs to be done. Luckily I have plenty of experience in dealing in this kind of thing through my work so it was reasonably straight forward – Ed from Arena was very helpful in providing guidance and direction, the team at Earthmill Maintenance were a great help too, extracting data relating to the turbine's historical performance.

“I’m certainly less stressed when the turbine breaks down it’s no longer my responsibility to fork out for repairs and there are no financial worries.”

How long was the process from start to finish?

In total it took around 12 months for the sale to be completed however it would have been much faster if not for us having an issue with the refurbished blade set which needed resolving before the sale could be completed.

What did you use the money for?

We invested the money into converting some of the farm buildings into holiday lets. We still have access to cheap energy from the turbine; we pay Arena the export rate for the electricity that we use on site. We also receive a quarterly payment for continuing to host the turbine on our land.

How do you feel now the turbine has exchanged hands?

I’m certainly less stressed when the turbine breakdowns it’s no longer my responsibility to fork out for repairs and there are no financial worries.

Would you recommend selling to Arena?

If selling a turbine suited somebody’s needs like it did for me, then I would definitely recommend selling to Arena. They were always helpful and straight forward to deal with and gave me what I believe was a competitive price.



ARENA CAPITAL PARTNERS LTD.

Arena Capital Partners Ltd is the parent company of Earthmill Maintenance Ltd.

If you would like quoting on the value of your wind turbine...

Call Oliver Leake today:

01937 581011

Or Email

oliver.leake@earthmill.co.uk





earthmill
maintenance

01937 581011

info@earthmill.co.uk

