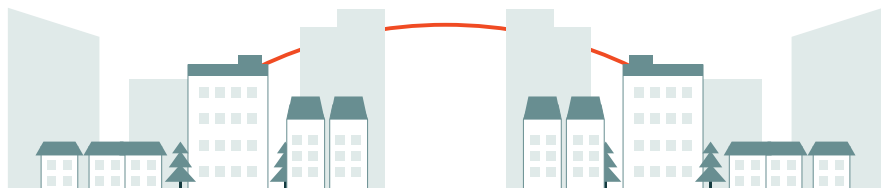




# ZERO

## Whole stock retrofit, no upfront cost



### If this is your challenge...



**Diverse stock**



**Fuel poverty**

No one should have to  
choose to heat or eat



**Net zero ambition**

And you want to walk the talk!



**Financial challenge**

High capital cost  
Limited subsidy support

### ...ZERO is for you



**Fully funded decarbonisation**

3000+ homes by 2030 for a  
monthly fee over 30-40 years



**Net zero**

We install heat pumps, PV,  
batteries & easy-win insulation



**Peace of mind**

We maintain & replace  
throughout the 30-40 years,  
giving significant HRA savings

## Creating widespread local benefits

### Local jobs & skills

- 50+ local jobs created
- Local training centres established  
boosting green skills
- Schools engagement & visits

### Local investment

- 5000 homes on ZERO inject ~£5m  
per year into the local economy, with  
multipliers on spending & development

### Local health

- Heated homes reduce childhood  
asthma, strokes & more
- Significantly reduced damp & mould
- Cut NHS waiting times by 30% in winter\*

### National pioneers

- Lead the way for the UK
- Show other local authorities net zero  
by 2030 is achievable

\*Citizens Advice

# ZERO: Whole stock retrofit, no upfront cost

## How ZERO works

- 1 **Design programme:** zero commitment stock analysis, using our tools to match the right solution to each home.
- 2 **Finance:** building a cost-benefit analysis for the council (maintenance, replacement, callouts, CP12 checks, etc), and building a business case for cabinet. Don't wait for payback, see savings instantly.
- 3 **Phasing:** prioritised construction programme for immediate, high impact results. Delivered over 3-5 years, with the first phase of 500+ homes in 2024/25.

Kensa has worked with local authorities up and down the country to implement heating retrofit programmes, resulting in massive **59% bill savings & 92% carbon savings**. This is the biggest thing you can do for fuel poverty and CO<sub>2</sub> in your local authority.

## Kensa: UK leaders in social retrofit

UK-based manufacturer of and expert in ground source heat pumps, established in 1999. Backed by Legal & General and Octopus Energy.

UK-leading installer, thousands of social homes retrofitted, with significant fuel bill & CO<sub>2</sub> savings.

“We couldn't have a shower before, but now there's lots of hot water.”



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