



Housing Associations are under increased pressure to adhere to legislation covering both new-build properties and refurbishments.

Fuel poverty, rising fossil fuel prices and the need to combat climate change, are all driving the demand for greater efficiency and the inclusion of renewable energy.

Mitsubishi Electric Living Environmental Systems developed MELFinance Solutions to respond to these challenges, helping Housing Associations to manage their cash flow, while benefitting from the installation of leading technology to reduce carbon emissions and operational costs.

Through energy efficient project finance your organisation can benefit from up to 6 years of 'trouble free' renewable heating, for every new installation and with a finance package that integrates:

- On-site installation and commissioning fees
- Minimum 3 year warranty on all Mitsubishi Electric equipment
- Annual scheduled maintenance visits
- 24/7 emergency technical helpline for any on-site issues



Air Conditioning | Heating  
Ventilation | Controls

# Finance Solutions

## Energy Efficient Project Finance for Housing Associations

Making a  
World of  
Difference

### THE BENEFITS OF MELFINANCE SOLUTIONS

Energy efficient project finance from Mitsubishi Electric is a flexible alternative to a traditional bank loan or overdraft facility that provides significant cash flow for your renewable heating system.

- **No need for hefty deposits:** Finance deals are secured wholly or largely on renewable heating equipment being financed
- **Stronger cash flow:** Releases tied-up cash and preserves other forms of credit for other business or operational needs
- **Lower upfront costs:** Up to 6 years repayments potentially accelerating renewable projects in line with long term budgets
- **Qualify for RHI payments:** Renewable Heat Incentive can contribute funds towards the monthly instalments
- **Finance security:** Finance is secured against Mitsubishi Electric's Ecodan heat pump and other installed system components, not the housing stock

A structured finance programme will give you access to Mitsubishi Electric's range of heat pumps specifically designed for use with individual dwellings and community heating schemes. Mitsubishi Electric's Ecodan heat pumps provide renewable heating, challenging traditional heating solutions, whilst meeting the energy and carbon reduction demands of today and beyond. Ecodan can help reduce a properties carbon footprint, combat fuel poverty by helping to reduce household running costs and assist in meeting the demands made in the Code for Sustainable Homes.

### COMBINED EQUIPMENT AND INSTALL FUNDING

With this structured approach to energy efficient project finance, Mitsubishi Electric MELFinance Solutions bundles 'hard' and 'soft' costs into a 6-year 'trouble free' heating finance package with repayments structured over a 3, 4, 5 or 6 year term. Subject to the after-sales arrangements with your installer, you can engage with our MELSmart Technical Services team for regular monitoring and maintenance and access to our 24/7 emergency technical helpline.

### THE AFTER SALES COMMITMENT

#### Warranty

All installed systems will carry a warranty for the duration of the agreement on all relevant Mitsubishi Electric equipment. Working through-the-line with Mitsubishi Electric and its installation partners ensures that any warranty issues are addressed and acted-upon quickly.

#### Maintenance

A key part of delivering trouble-free systems is regular, annual maintenance visits by either the Mitsubishi Electric MELSmart Technical Services team or via your installer. Maintenance can be managed centrally by MELSmart and is delivered either directly or via accredited installation partners. Maintenance calls are scheduled to fit around operational requirements at your premises.

#### Monitoring

Monitoring of your systems is managed through established warranty recording and tracking processes. Remote equipment monitoring can also be supported through the integration of Mitsubishi Electric's control technology.

#### Emergency support

Subject to the after-sales arrangements with your installer, a 24/7 emergency technical helpline via MELSmart is supplemented by prompt on-site support. This service provides access to trained personnel who are able to respond to and evaluate incidents should they occur.

### IMPLEMENTING MELFINANCE SOLUTIONS

Applying for finance is easy. Once your quote for equipment, installation and commissioning is agreed, a decision on funding is normally reached by our finance providers within 24 hours.

To get your no obligation finance proposal visit:

[www.MELFinanceSolutions.co.uk](http://www.MELFinanceSolutions.co.uk)

6 year trouble-free package		Y1	Y2	Y3	Y4	Y5	Y6
84 Monthly payments for original install and equipment		Paid to finance provider (6 year maximum repayment plan)					
RHI income		Paid direct to HA to assist in payback					
Current renewable budget		Paid direct to HA to assist in payback					
Monthly payments for monitoring and maintenance		Paid to MELSmart or contractor					
Defects liability period							
Annual Service 1		1					
Annual Service 2			2				
Annual Service 3				3			
Annual Service 4					4		
Annual Service 5						5	
Annual Service 6							6

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