GreenUtility

Generazione Rinnovabile

Green Utility Spa

Company presentation

09/06/2022

01. The Group at a glance

01. Green Utility Group at a glance

- **Green Utility Spa** ("GU") was **founded in 2007** and operate as a renewable energy producer and an energy efficiency manager capable to offer tailor made solutions; the company's main **business areas** are :
  - **Power generation:** asset owned of ca. 35 MWp and asset managed of ca. 90 MWp.
  - **Advisory services,** to domestic and international M&A and NPL deal makers, both for *buy-side* and *sell-side* deals.
  - **Property Management Services** (Operations & Maintenance, Asset Management).
  - **Innovation for sustainability**: System Integration and Construction**,** by designing tailor made energy efficiency solutions for C&I clients.

- **Share Capital of Green Utility Spa (2021): Euro 8 mio (Euro 14 mio of Total Assets)**

- **Turn-over (balance aggregated 2021): Euro 20 mio;**

- **Average Staff: 30 resources.**

Our values: Sustainability, Distributed electricity generation, Innovation

01. The Business Units

Green Utility *Industrial* activities are organized into 3 Business Units:

Innovation for sustainability

Business Development

- Development of renewable projects / energy efficiency, also with PPA (Power Purchase Agreement) models.

Tailor made energy solutions

- Engineering, Procurement and Project Management of photovoltaic plants, and solutions to improve production's and costs efficiency, including revamping activities.

Services to Sustainability

- Technical and regulatory advisory.
- Implementation of monitoring and target certification systems
- *Storage* solutions .

Property management

Asset Management

- Management of photovoltaic SPV/plants, both owned or third party's, with a 360° aim for improvement.

O&M

- Operation & Maintenance of photovoltaic SPV/plants, both owned or third party's.

M&A Support

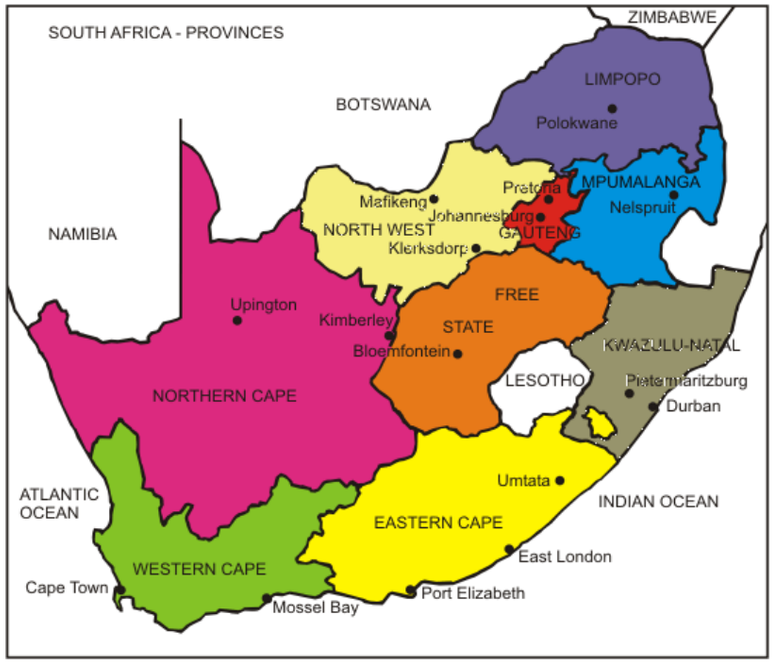
- Technical Due Diligence execution.

Advisory

- Strategic and financial support to Investment Funds or other private investors interested in renewable assets acquisition.
- M&A activities.
- Restructuring of distressed photovoltaic SPV/asset portfolios.
- Evaluation and *servicing* of NPL portfolios with photovoltaic underlying assets.

02. **Main references**

02. Our main projects: Photovoltaic Plants in South Africa



Place: Pulida and Adams (Republic of South Africa)

Client: Enel Green Power S.p.A.

Current state: Connected to the national grid

Year of operation: 2016

Power: 82.500 kWp each one

Technology: Amorphous silicon (Thin Film)

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02. The biggest thin film PhV solar plant

Place:	Rimini
Client:	SEL Solar Rimini Srl (ex Riviera Solare S.r.l.) – (80% Alperia Spa, 20% Green Lucca S.p.A.)
Status:	build, connected to the electric national grid and admitted at the GSE Register
Year of operation:	2012
Power:	4.333 kWp
Tecnology:	Amorphous silicon (Thin Film)
Description:	Roof top PV Plant to cover the roofs of 16 pavilions using amorphous silicon (Thin film).

02. The logistic center of Rome solar plants

PARK COVERAGE PLANT

Place:	Rome
Client:	Solar Carport Srl (51% Green Lucca S.p.A.)
Status:	Built, connected to the electric national grid and admitted at the GSE Register
Year of operation:	2011
Power:	3.209 kWp
Tecnology:	Polycrystalline modules
Description:	Photovoltaic park coverage plant for commercial vehicles at the Market Area

ROOFTOP PLANT

Place:	Rome
Client:	Roma Solare S.r.l. (100% Green Lucca S.p.A.)
Status:	Built, connected to the electric national grid and admitted at the GSE Register
Year of operation:	2012
Power:	755 kWp
Tecnology:	Polycrystalline modules
Description:	Rooftop PV plant to cover the roof of the warehouse

02. The first Italian hospital as an autonomous island

This is one of the main hospital initiative in project financing in Lombardia Region, concerning the implementation of the infrastructure development plan 2002-2010.
In this context, the temporary association of companies (lead by Energia+), won the tender for the realization of a 6 MWel CHCP plant and auxiliary equipment.

The main environmental benefits are summarized below:

- Primary Energy Saving → **52.930.237 kWh/year**
- Environmental Impact Decrease → **10.790 ton CO_2/year**; **4.552 TEP/year**

02. Storage system contribute to Solar Energy Mobility

Partner	Project characteristics

Exhibition Center of Rome (Italy) – Solar Energy Mobility

In 2009 Green Utility deploy, install and manage the first system of mobility powered by renewable energy in Italy (proprietary assets), provided by **Cellstrom (Younicos subsidiary).**

Realized by **Green Utility**, in partnership with the Exhibition Center of Rome, **ACEA S.p.A**. (3 rd Italian Utility), **Enel SpA**, the system integrates a sun tracker system with an innovative Storage System able to recharge electric cars without being dependent from the distribution grid.

The battery system solves the problems of energy storage and thus serves as an uninterrupted power supply using solar plants.
This system is the first Italian combination Photovoltaic + Storage+ grid connection.

System Features:

- **PV power:** 7,44 kWp
- **Power Station** 10 kW
- **Electrical Vehicles** Bikes/Cars
- **Battery** Cellstrom – Cellcube FB 10-100

02. Storage system contribute to Solar Energy Mobility

Partner	Project characteristics
Monte Vibiano – top quality Italian wine producer recognized by DNV ISO14064 “Zero emission”	From 2008, a series of photovoltaic integrated plants realized by Green Utility have been installed to generate clean energy and convert sunlight into electricity. At the same time, Monte Vibiano presented a series of vehicles and electric scooters so that the transport in that area becomes more environmentally friendly. The electrical vehicles are recharged by the power station, whose guiding principle is the same as sunflowers. The station is in fact constructed in order to follow the rotation of the sun and to capture the energy, which is converted by the Vanadium Redox Battery, one of the few devices currently on the market for the conservation of energy green.

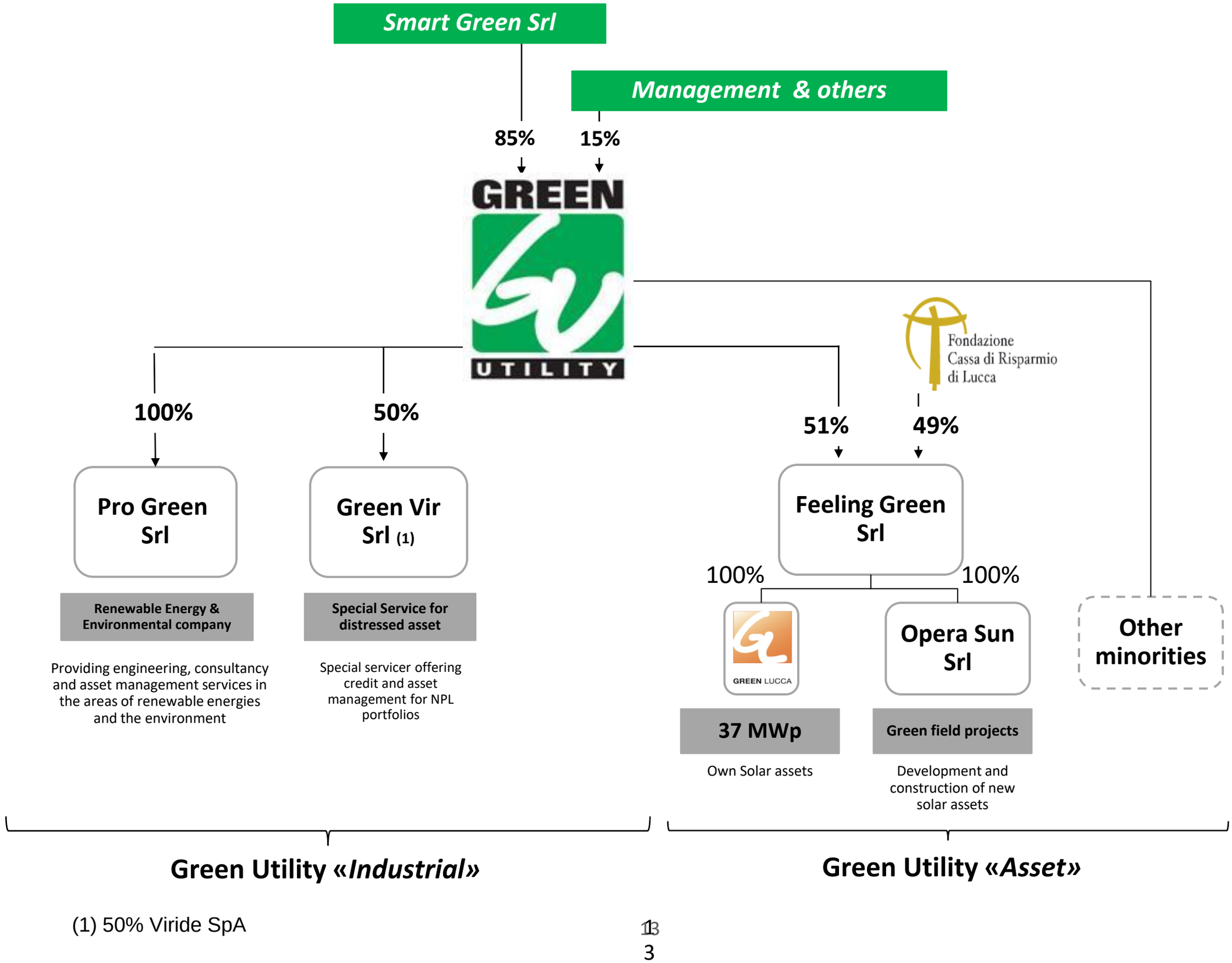
360°Green Revolution

Assumption:

- PV power: 250 kW
- Power Station: 10 kW
- Electrical Vehicles : Bikes, scooters, jeeps

BACK UP SLIDES

01. Green Utility Group Structure



(1) 50% Viride SpA

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01. The team

Silvio Gentile

Chief Executive Officer Green Utility Spa and Pro Green Srl

Entrepreneur, with a background as a qualified Italian lawyer and a PhD in Energy regulation. In 2006, he **founded Green Utility S.p.A**. Before , he worked at **Bain & Co.** Italy for several years and studied at the **LSE** and **Harvard University**. Thanks to high level of innovation of the photovoltaic coverage for the new exhibition center of Rome, in 2007 he has been conferred upon the **"Business Environment Award"** ("Premio Impresa Ambiente") as the Best Young Businessman of the year in the green economy sector. Previous experiences: Competition and Market Protection Authority, Infostrada SpA, Directorate of Regulatory & Legal Affairs, European Commission at the Directorate General for Competition, Biscom Spa, Gesenu Spa, A2A SpA.
He is currently also Board Member of BLU Banca Spa and the Good Shepherd International Foundation

Alessia Incagnoli

Vice President; General Counsel of Green Utility Spal

Company's Vice President, economist, accountant, auditor with strong experience in program and project management, finance, business planning, strategic advisory for large clients and projects. In Green Utility since 2009. Strong background experiences in: **Arthur Andersen S.p.A and Deloitte Consulting S.p.A.** in the financial institution industry (Unicredit spa, BNL - BNP Paribas Group, etc)

Michele Bersiani

Chief Financial Officer and Director of Pro Green Srl

Chief Financial Officer and Director of Green Utility Spa and Pro Green Srl, in charge of Finance, Administration and Control of the Green Utility Group, supervises the Investment Mgmt activity. He worked for more than 13 years as a consultant with **McKinsey & Company S.p.A.** and **Reply S.p.A.**, in the Financial Institutions' and IT industries, then focusing Environment and Energy industry as CFO, from 2014.

Gabriele Susanna

Head of BU Innovation for Sustainability and managing director of Pro Green Srl

Engineer, with experience in the energy sector, energy efficiency and sustainable development. In Green utility since may 2020, is the Head of the Sustainable Development and System Integration Business Unit and CEO of Pro Green. Previous experience: 13 years at **GSE** SpA with the role of Director of the Energy Efficiency Department and Director of the Promotion of Sustainable Development Department, managing the main energy efficiency incentive mechanisms (White Certificates, Cogeneration and Thermal Account) and developing specific programs for sustainable development also in coordination with several institutional partners.

Andrea Bernetti

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Investment manager and Director of Green Utility Spa

Economic and financial specialist, with specialization in management and control systems with a final dissertation concerning business models for the renewable Energy market. Investment manager of the group, experience in business planning, profit&loss and financial analysis, support in Balance Sheet policy, accounting, fiscal advisory and reporting for different stakeholders.

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Generazione Rinnovabile

Leader nel settore delle Energie Rinnovabili

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