



■ New Energy  
for your Business



[enelgreenpower.com](http://enelgreenpower.com)







Green Power

**Enel Green Power** is a global leader in the clean energy sector. With an annual production of approximately 100TWh in 28 countries, Enel Green Power is capable of meeting the electricity needs of almost 200 million families each year.

#### What can we do for you?

Enel Green Power will advance your business's sustainability goals through a variety of renewable energy products, such as long-term power purchase agreements (PPAs), energy attributes or additional services.

## Our technology, your energy



### WIND

Leading technology in renewables with an expected growth of 500% by 2050 (over 3,000 GW of installed capacity).



### SOLAR

80% decrease in energy costs since 2010 makes solar PV extremely competitive worldwide.



### HYDROELECTRIC

Our original renewable source for the production of electricity on a global level.



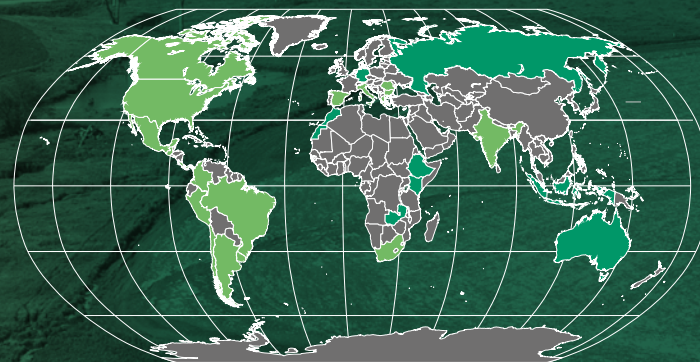
### GEOTHERMAL

We are a world leader in the sector, the only operator capable of covering the entire cycle, from exploration to operation.



### STORAGE

Growing technology that can complement wind and solar PV for baseload generation.



+1,200 plants

28 countries

**23**  
operating  
capacity

**5**  
capacity under  
execution/  
construction

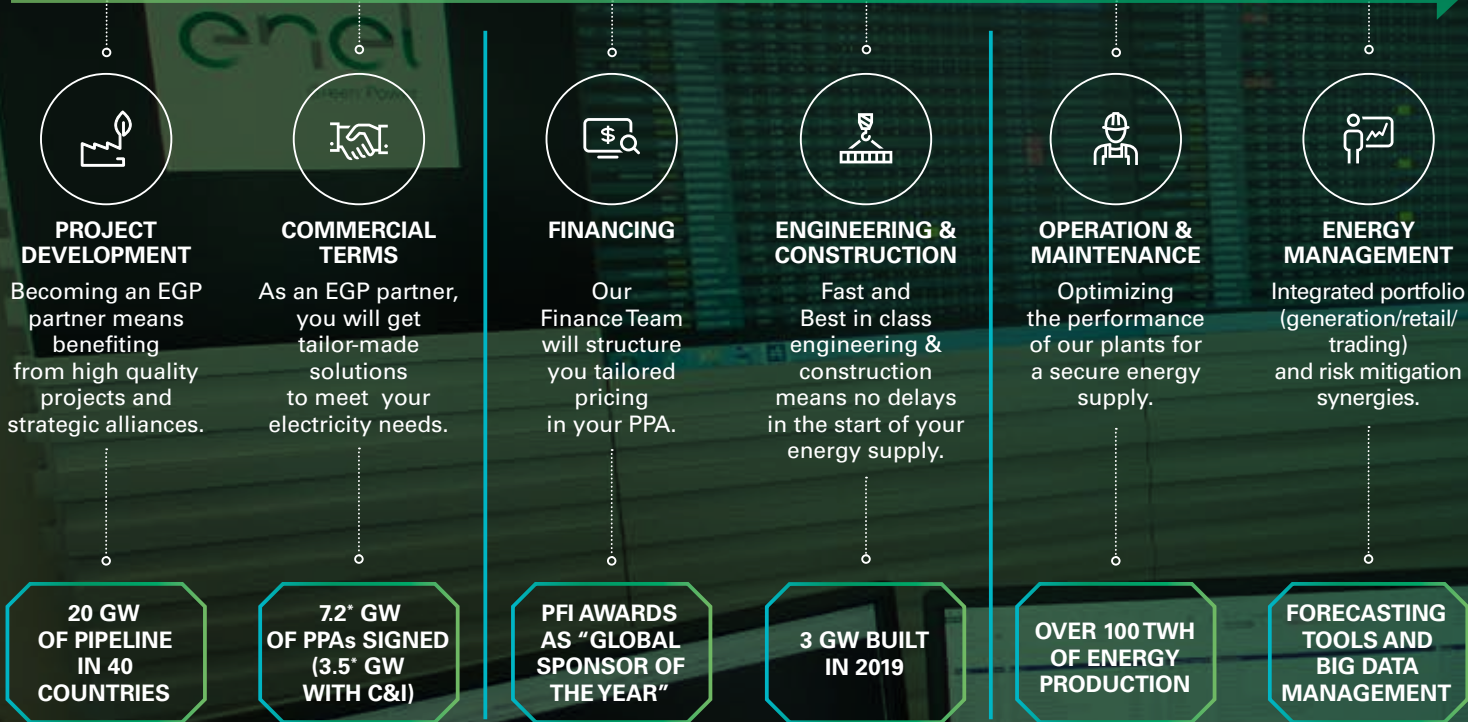
~46 GW Managed capacity from power sources



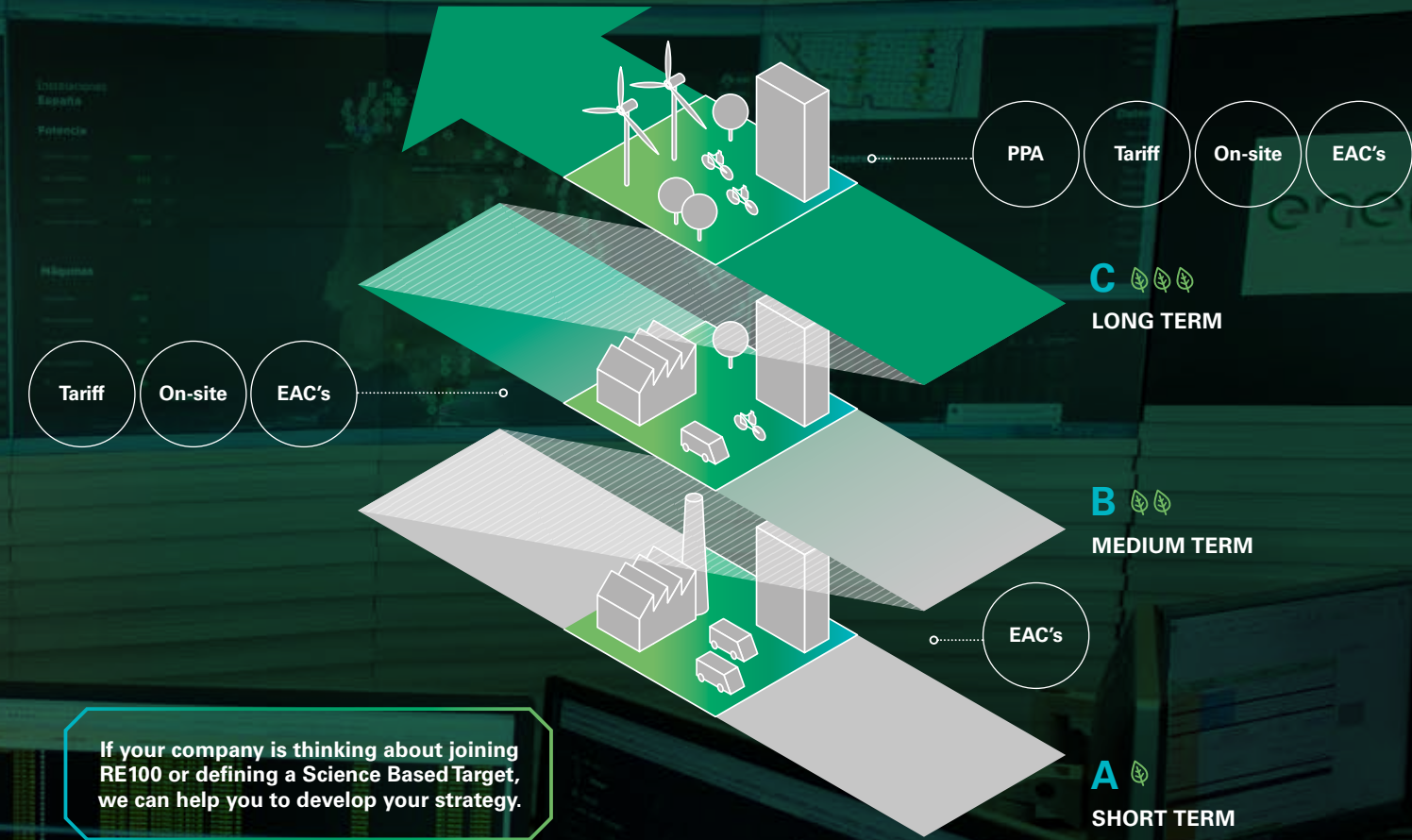


## Our Business Model

### 1 How we originate | 2 How we execute | 3 How we deliver



## Our renewable energy solutions for your company's growth



## Our Offer for PPA Partners

## A variety of products for your needs

### / PPA

Power Purchase Agreements (PPAs) are a solution for EGP partners to buy electricity with no initial outlay, using only clean sources. You buy the electricity from the renewable energy power plant that is owned and operated by EGP.

### / EACs and Additional Services

Energy Attributes Certificates (EAC) are a simple way to offset your carbon footprint and support clean energy in the short term. Additional services will help your company go the extra mile on its sustainability journey.

1

Physical,  
On-site PPA

2

Sleeved PPA  
or Physical  
Off-site PPA

3

Financial or  
Virtual PPA

4

Energy  
Attributes  
Certificates

5

Additional  
Services



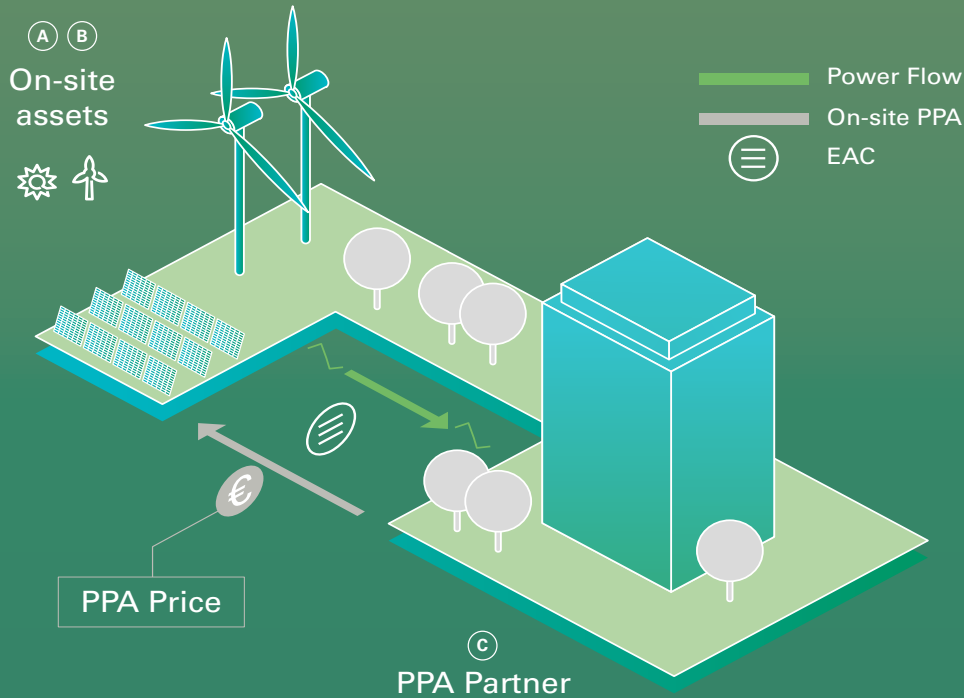
# On-site (Physical) PPA

1

**(A)**  
The On-site PPA involves the design and construction of a new renewable power plant directly on land owned by the customer and connected directly to its electrical system.

**(B)**  
If the client's consumption exceeds onsite generation, the energy may be supplied from the grid at public tariffs/market price. In the opposite situation, the energy surplus generated by the on-site plant may be diverted and sold to the grid.

**(C)**  
In addition and where applicable, a PPA usually considers delivery of Energy Attributes Certificates (EAC), embedded in the price and bundled with the renewable power produced, proving that the power consumed is renewable.



## PRINCIPAL FEATURES

- Generation and load in same location
- Visible and understandable
- Very low interconnection costs
- Potential reduction in demand loads
- Standard solutions
- Easy to integrate in supply portfolio

1



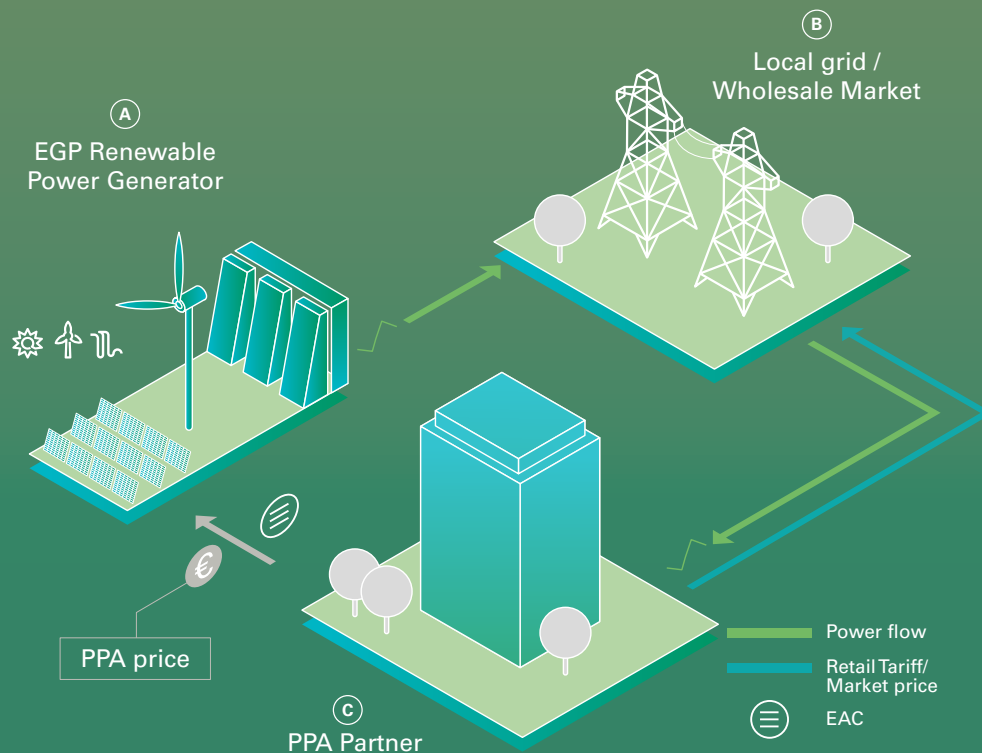
## THINGS TO BEAR IN MIND

- You need the necessary space: roof or ground
- CAPEX may be high (without economies of scale)
- You need renewable resources available on the spot
- Supply is restricted to one location
- Construction permits are required
- A regulatory "net balance" is required to stimulate competition



# Sleeved (Physical) Off-site PPA

## 2



Note: the retail tariff/market price will be paid only if the client consumes more energy than the energy defined in the PPA.

**(A)**  
In a Sleeved PPA, the renewable power plant will be located at an off-site location feeding power into a grid and delivered to the customer's production facility that might be located in a different part of the country.

**(B)**  
It is called "sleeved" because generated energy is delivered to the offtaker by the support of an electricity retail company through the energy grid.

**(C)**  
Where applicable in the relevant market, Energy Attributes Certificates are bundled with the renewable power produced, proving that the power consumed is renewable.



## PRINCIPAL FEATURES

Optimization of projects (economies of scale, more assets and maximization of resources)

Possibility of partial ownership of a project

Potential supply to various locations

Protection from volatility in market prices

Potential cost savings

## 2



## THINGS TO BEAR IN MIND

You need the right regulatory framework (deregulated retail market/wheeling)

The project must be located in the same grid as the load

Generally speaking, there are no savings in grid tariffs (depending on the regulatory framework)

Potential for sleeving/wheeling tariffs



# Financial (Virtual) PPA

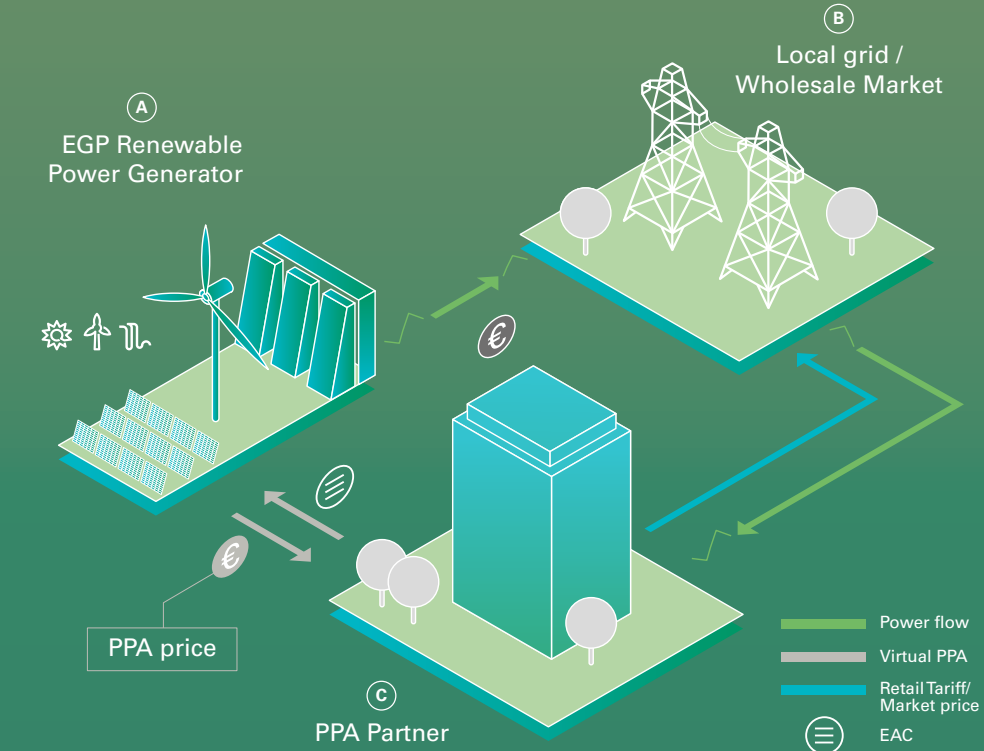
3

- A**

In a Financial PPA-also called Virtual PPA, Contracts for Difference (CfD) or Synthetic PPA-the renewable power plant is, once again, placed in a remote location and feeds power into the energy grid.
- B**

In this case, the energy is delivered to a specified location such as a market hub. The Financial PPA is settled according to market reference price and contract price.
- C**

Because of their flexible structure, 100% Project energy sold to the wholesale market through a Balancing Responsible Party (BRP) providing market access services.



Note: the PPA will be financially settled (for differences vs Retail Tariff/Market Price).



## PRINCIPAL FEATURES

- No restraints on location/grid
- Possibility of participation in additionality
- No limit to the number of supply points
- No sleeving/wheeling costs
- Protection from volatility in market prices
- Potential cost savings

3



## THINGS TO BEAR IN MIND

- Core risk assigned according to the selected benchmark price
- Potential impact on accounting requirements
- No savings in grid tariffs
- Modification to the existing supply contract held by the buyer to improve efficiency and coverage of PPA



## Energy Attributes Certificates (EAC): how can we help you?

# 4

An EAC checks that 1 megawatt hour of electricity was generated and fed into the grid from a reliable renewable source (like wind and solar).

Depending on the location of your facility, different types of certificates will be available to offset your carbon footprint in the short term.



A

### Guarantees of Origin

Specific for the European Union Market.



B

### RECs

Renewable Energy Certificates. Used commonly in the United States and Canada.



C

### i-RECs

International Renewable Energy Certificates. Used in different countries worldwide and expanding constantly to countries where there is no presence of other certificates.

## Additional Services

# 5

On top of EACs and PPAs, there is a variety of services that can complement your offer in order to make your business visibly sustainable.



A

### Marketing Services

EGP is offering co-marketing activities with our clients. These include different types of advertising campaigns, content creation, label certification of renewable energy and tailor made marketing projects.



B

### Sustainability Services

Showcase your sustainable brand and express your renewable energy commitment. You can claim the projects for the Gold Standard certificate for one of the UN Sustainable Development Goals.



C

### Big Data Management

Our Customer Dashboard gives you a real-time look at the data associated with your renewable energy investment, including energy production stats and contract information.