You need commitment and power to grow your business. And you need the right partner at your side.
At Enel Green Power we believe there’s a renewable energy solution for every business.

All of our projects are built on sustainability, innovation and a proactive approach to create shared value for ourselves and the communities we serve.

Our commitment is to offer personalized, 100% sustainable energy solutions. When businesses invest in sustainability, we’re the partner they turn to.

Our environment: our power

- 28.1 GW Hydroelectric
- 10.6 GW Wind
- 3.7 GW Solar
- 0.9 GW Geothermal

Managed capacity from all sources combined: >43 GW
Enel Green Power around the world

- **29 countries**
- **18 built capacity**
- **11 capacity under construction**
- **over 1,200 plants**

Five production technologies around the world

- **WIND**
  The leading resource in our portfolio and a constantly-growing asset.

- **SOLAR**
  We play an increasingly significant role in the solar power market all around the world.

- **HYDROELECTRIC**
  We specialize in small and medium hydroelectric projects.

- **GEOTHERMAL**
  Our leadership in this sector brings special benefits for us and our clients.

- **STORAGE**
  Our strength is in our ability to develop energy storage systems.
Flexible PPA packages
Energy portfolio management
Risk management
Sustainability strategies for tertiary and industrial clients, including Creating Shared Value (CSV) projects around the world

100% renewable energy sources
Involvement with local communities
Operating excellence
Geographic and technological diversification
Economies of scale
Competitive financing rates

Key ingredients for a winning business model
Technological and geographic diversification and an optimized value chain

PROJECT DEVELOPMENT
- A portfolio of high-quality projects
- Strategic alliances and co-development agreements

HOW WE BEGIN
- Made-to-measure solutions to the needs of the client

PROJECT FINANCING
- Access to finance at competitive rates
- Attractive alternatives for the sector’s financial players

HOW WE PROCEED
- Design to value for higher returns and lower costs

OPERATION AND MAINTENANCE
- Big data and predictive maintenance
- Excellent performance at reduced cost

HOW WE SUPPLY
- Integrated portfolio management (multi-technology generation/retail/trading)

COMMERCIAL STRUCTURE
- A portfolio of high-quality projects
- Strategic alliances and co-development agreements

ENGINEERING AND CONSTRUCTION
- Design to value for higher returns and lower costs

ENERGY MANAGEMENT
- Big data and predictive maintenance
- Excellent performance at reduced cost

FORECASTING TOOLS AND BIG DATA MANAGEMENT
- Integrated portfolio management (multi-technology generation/retail/trading)

PROJECT DEVELOPMENT
- A portfolio of high-quality projects
- Strategic alliances and co-development agreements

HOW WE BEGIN
- Made-to-measure solutions to the needs of the client

PROJECT FINANCING
- Access to finance at competitive rates
- Attractive alternatives for the sector’s financial players

HOW WE PROCEED
- Design to value for higher returns and lower costs

OPERATION AND MAINTENANCE
- Big data and predictive maintenance
- Excellent performance at reduced cost

HOW WE SUPPLY
- Integrated portfolio management (multi-technology generation/retail/trading)

COMMERCIAL STRUCTURE
- A portfolio of high-quality projects
- Strategic alliances and co-development agreements

ENGINEERING AND CONSTRUCTION
- Design to value for higher returns and lower costs

ENERGY MANAGEMENT
- Big data and predictive maintenance
- Excellent performance at reduced cost

FORECASTING TOOLS AND BIG DATA MANAGEMENT
- Integrated portfolio management (multi-technology generation/retail/trading)
Enel Green Power’s development strategy is driven by the increasing integration of sustainability.

For us, sustainability is not a question of reacting to crisis: it’s more a proactive approach to identifying opportunities and creating shared value for company and community. Our activity is based on dialogue with stakeholders and socio-environmental surveys which identify the actions best suited to local needs and corporate objectives.

By adopting a sustainability model based on the creation of shared value (CSV), we can pursue our own strategy without losing sight of the needs and commercial objectives of stakeholders.

Application of the CSV model across the whole value chain has created new best practice benchmarks and new opportunities for company, communities and the environment. It’s also allowed us to identify one-off practices which have now become common company policy, and that makes our way of doing business more sustainable all the time: out in the field where we’re building and operating power plants, and back in our offices.

The focus is always the same: measuring performance (and therefore impact), adjusting it to counter residual impacts that are impossible to mitigate.

And that applies to all the areas where we can make a difference: emissions, waste, water and human resources.

Enel Green Power is listed in all the leading sustainability indexes:

- **FTSE4Good** Since 2002
- **Dow Jones Sustainability Indices** Since 2004
- **CDP** Since 2005
- **ECPI** Since 2007
- **Euronext vigeo eiris** Since 2013
- **STOXX ESG LEADERS INDICES** Since 2014
The commitment of the Enel Group to increased sustainability is embodied in its undertaking to pursue the 17 Sustainable Development Goals announced by the United Nations in September 2015. We make an active contribution to the pursuit of 4 of these goals:

**Objectives of sustainable development:** working together for a better world

- **1. NO POVERTY**: Working together for a better world
- **2. ZERO HUNGER**: 3.2 million beneficiaries by 2020, mainly in Africa, Asia and Latin America
- **3. GOOD HEALTH AND WELL-BEING**: 28 million USD in investments
- **4. QUALITY EDUCATION**: 625 projects all over the world
- **5. DECENT WORK AND ECONOMIC GROWTH**: 736,500 beneficiaries
- **7. AFFORDABLE AND CLEAN ENERGY**: 736,500 beneficiaries by 2030 (instead of 500,000)
- **10. REDUCED INEQUALITY**: 155 million beneficiaries by 2020
- **13. CLIMATE ACTION**: 350 gCO2e/KWheq by 2020, a science-based target

**Our commitment to sustainability**

- 625 projects all over the world
- 736,500 beneficiaries
- 28 million USD in investments

2018
Cerro Pabellón (CHILE): South America’s first geothermal plant. A case study in sustainability

The plant in figures:
- A 48 MW geothermal plant, the first in South America
- The first geothermal plant built at this altitude
- Operational since March 2017

Its location:
- Located 4,500 metres above sea level in the Atacama desert
- The local inhabitants are Quechua and Atacameña

The issues:
- The population lacks access to even the most basic infrastructure and the local environment has been damaged by mining

The result:
- The project articulated a number of initiatives drawing on the participation of the local communities and focussing on solutions to the socio-economic issues they face. A number of environmental targets were also set in an effort to lessen the impact of the project on the community and the environment

A sustainable project

Like all our projects, Cerro Pabellón had to be sustainable. The environmental goals we set ourselves for this project were:

- Total carbon neutralization
- 15% reduction in water consumption
- Re-use or recycle 20% of waste

Some of our goals were socio-economic in character. We contracted local SMEs (small and medium enterprises) to contribute their services to the project:

The value created both internally and externally was analysed by an impact assessment tool developed by our company and based on certain financial indicators.

- Cleaning services: 11 employees (11)
- Laundry: 7 employees (7)
- News kiosk: 3 employees (3)
- Breakfast services: 4 employees (3 men)
- Transport: 5 employees (5)
- Community supervision: 17 employees (17)
Our flexible corporate solutions are designed to meet the specific needs of business clients in terms of duration, products, volume, profile, price, commitment etc. If you want us to build an electricity production plant in or near your own installations, we can offer a series of solutions to your needs. That's what we can do for you at Enel Green Power.

Power Purchase Agreements (PPA): for the medium and long terms

Thanks to PPAs, businesses, government agencies and schools and colleges can buy electricity with no initial outlay. The client buys the electricity - not the plant that generates it. A bilateral financial agreement is the best way to enjoy the benefits of renewable energy without having to build, own or manage an installation.
Enel Green Power’s **bilateral alliance policy is based on the client**

PPAs form part of a robust electrical energy supply strategy.

- Balancing budget risk against commercial risk in a sustainable fashion
- Reducing our carbon footprint
- Protecting ourselves against volatility in the electricity prices and renewable energy certificate (REC) markets
- Creating shared value
The **principal advantages** of a PPA with Enel Green Power

**Affordable**
- Corporate PPAs work like a long-term insurance policy to protect against price volatility. And generating energy from renewable sources avoids exposure to carbon-related risks.
- Guaranteed prices for up to 30 years
- No capital investment
- No extra costs
- No maintenance costs or maintenance-related headaches

**Sustainable**
- There are two reasons why most businesses sign a PPA: first, to meet sustainability goals and combat the greenhouse effect; second, to secure protection against volatility in electricity prices.
- Advantages for local communities and other stakeholders
- Reduced carbon emissions at global level
- Enhanced brand image
- Sustainable commercial practice
- Active, global participation in the fight to save the environment

**Reliable**
- The combination of improved energy efficiency and renewable solutions is a guarantee of lasting supply and a gateway to significant financial incentives.
- A safe, reliable and lasting energy supply
- No risk of energy shortages
- Diversification - a mix of sources
Enel Group: one provider, many solutions

We offer tailored solutions... …to meet the needs of our clients

Market & Trade

- Coverage
- Structured products
- Access to market

Enel Green Power

- Package (energy + certificates)
- Joint investment
- In situ renewable energy
- Hybrid (+ storage)
- Off-grid solutions

Improved sustainability

- Risk to reputation
- Authorizations/social licences
- Reduced emissions (Scope 1, 2, 3)
- Options (not just certificates)
- Renewable additionality
- Efficiency

Evolution & Technology

- Behind the meter systems (BTM)
- Demand management solutions
- Energy efficiency

Risk

- Regulatory risk
- Price volatility in the bulk market
- Carbon price risk

Reduced costs

- Price flexibility and safety
- Competitiveness
- Reduced costs

We are the best energy partner our clients could wish for, because we try... …to make their business stronger by maximizing the value of clean energy
Our renewable energy plants are **developed, built and operated on your property**. The energy they produce goes straight to your electrical installation.

## 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

## 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

### Diagram
- **A** Electrical energy produced by project supplied in situ to client
- **B** Energy consumed from grid (when load > generation in situ)
- **C** Surplus energy in the installation is diverted to the grid (when generation in situ > load)
- **1** Price of PPA
- **2** Energy sold to grid at public tariffs/market price
- **3** Surplus energy (where this exists)
An agreement signed by Enel with public service companies, retailers or wholesalers

Sleved PPA or Physical Off-site PPA

Under a Sleved PPA (also known as a Physical Off-site PPA), we identify the solutions best suited to your needs, build the plant in a remote location, inject the energy into the grid and supply you with the energy you need. It’s a solution that gets round all kinds of logistics problems, with plenty of opportunity for enhanced economies of scale.

Principal features

- Optimization of projects (economies of scale, more assets and maximization of resources)
- Possibility of participation in purchase of a project
- Potential supply to various locations
- Protection from volatility in market prices
- Potential cost savings

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
Energy available to the market

**Financial PPA**

Financial PPAs are also known as virtual PPAs (VPPA), contracts for difference (CFD) and synthetic PPAs. Once we’ve identified the solutions best suited to your needs, we’ll build the plant in a remote location and inject the energy it produces into the grid.

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

### 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

1. 100% of project energy is injected into the grid
2. Financial PPA (for difference vs. wholesale market price)
3. Wholesale price
4. The client’s consumption comes 100% from the grid
5. Energy bought from grid at retail market price
6. Physical delivery of certificates (as applicable)