

27 MAY 2022

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experience



Fabio Carlino

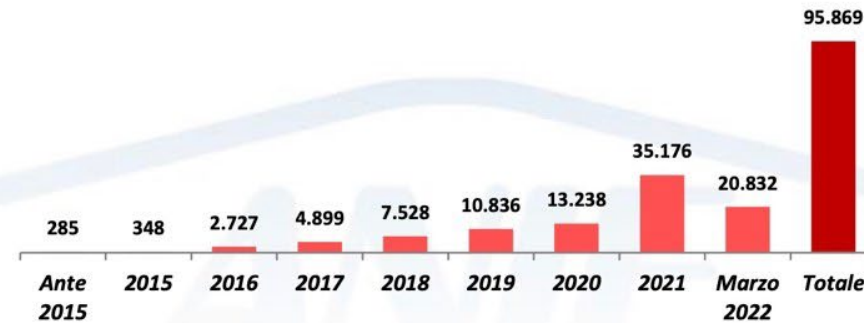
BUSINESS DEVELOPMENT MANAGER

RENEWABLE ENERGY AND OPERATION

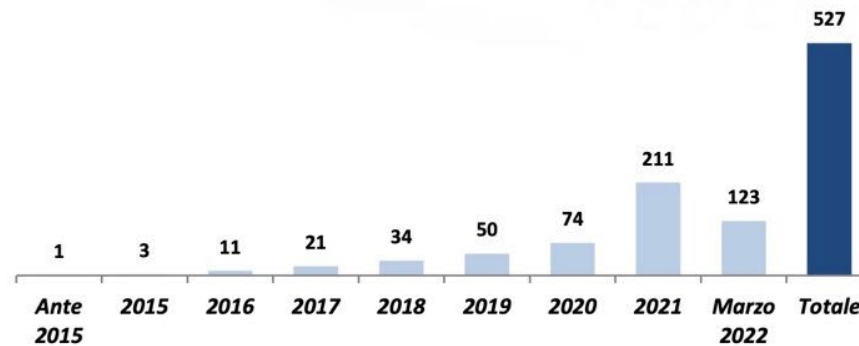
Storage Systems Observatory as of March 31, 2022: in the first three months of 2022 already reached 60% of installations for the whole of 2021

SISTEMI DI ACCUMULO (SdA) IN ITALIA

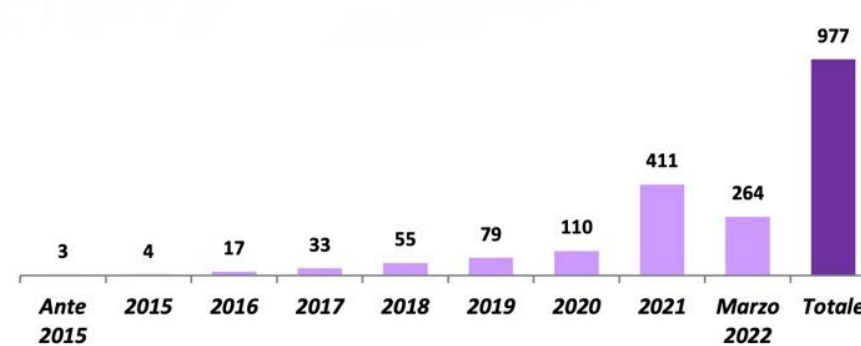
N. SdA connessi nell'anno di riferimento



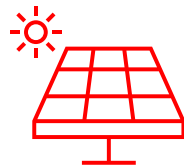
Potenza SdA connessi nell'anno di riferimento [MW]



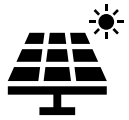
Capacità SdA connessi nell'anno di riferimento [MWh]



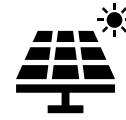
Combining storage systems	N. storage systems	Rated power storage systems MW	maximum capacity used MWh
Storage	1	2	3
Fuel cells	1	0	0
Wind power	2	2	2
Solar power	95,864	516	968
Thermoelectric power	1	7	5
Total	95,869	527	977



98% PV plant



435 MWp TOTAL INSTALLED CAPACITY
537 MIL/YEAR AVERAGE POWER GENERATION



43 PV PLANTS MANAGED IN 2022
41.5 MWp TOTAL INSTALLED CAPACITY



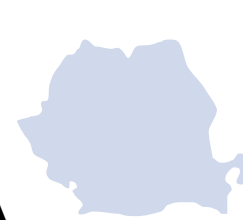
ITALY

TOTAL INSTALLED CAPACITY: 187 MWp



GREECE

TOTAL INSTALLED CAPACITY: 38,77 MWp



ROMANIA

TOTAL INSTALLED CAPACITY: 41 MWp



TUNISIA

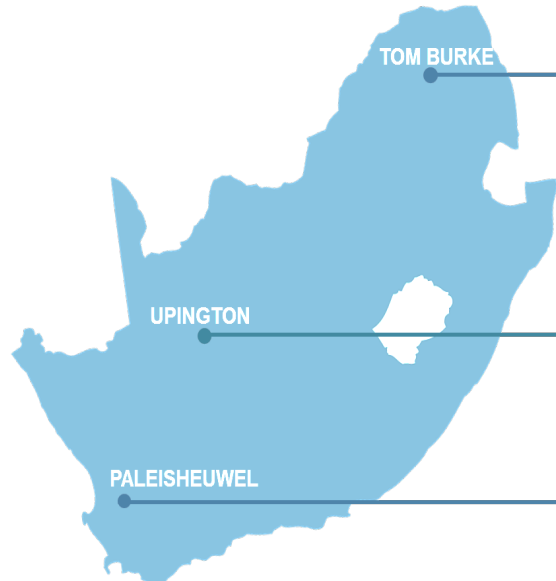
TOTAL INSTALLED CAPACITY: 10 MWp



SOUTH AFRICA



TOTAL POWER INSTALLED : 158,5 MWp



TOM BURKE
GRID CONNECTED
INSTALLED CAPACITY: 66 MWp
AREA: 195 HA
CARPENTRY: KG 5.800.000
ELECTRICAL CABLES 2.500 KM
EMPLOYEES: 450

UPINGTON
CONNECTED TO THE GRID
INSTALLED CAPACITY: 10 MWp
AREA: 30 HA
CARPENTRY: KG 700.000
ELECTRICAL CABLES 370 KM
EMPLOYEES: 150

PALEISHEUWEL
GRID CONNECTED
INSTALLED CAPACITY: 82,5 MWp
AREA: 240 HA
CARPENTRY: KG 7.000.000
ELECTRICAL CABLES 3.000 KM
EMPLOYEES: 550

HISTORICAL O&M ACTIVITY



288 MWp TOTAL INSTALLED CAPACITY MANAGED

238 PLANTS MANAGED



HUAWEI DISTRIBUTION (inverter and storage solutions)

- Building networking with new PV plant general contractors
- Upsell on customer base
- Tender monitoring
- Direct sell

Key success factor

- Market trend
- customer base focused on top National Utilities
- On going project as ERG and IREN tender

Estimated Forecast 2022 3M€ | 5M€

+100% on 2023

+100% on 2024

O&M service acquisition -> cross selling on general contractor networking

- Upsell on customer base
- Direct Market acquisition
- Tender monitoring

Estimated Forecast 2022 +20%

A close-up of a person's face, focusing on the eye. The eye is replaced by a futuristic, glowing blue digital eye with intricate circuitry. The face is overlaid with various white digital elements, including curved lines, arrows, and geometric shapes, suggesting a high-tech or artificial intelligence theme. The background is a soft, light blue gradient.

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