The role of solar energy in the logistic sector in Italy

A. Casalgrandi – Comm. Director Sorgenia Solar
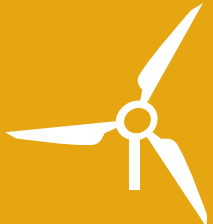
Genova November 10th, 2011

Sorgenia Group: Main Businesses

Energy Supply — **Sale of electricity and gas to widespread and diversified customers with an asset-based portfolio strategy**

Renewable Energy Sources — **Production of electricity from renewable sources with primary focus on wind and rooftop PV**

E&P — **Development and consolidation of a diversified international portfolio both in terms of geological and geographical risk**
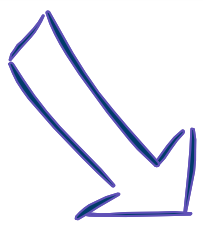
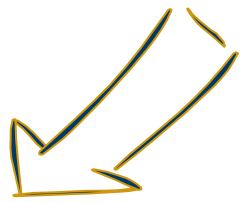**Privately owned unregulated utility with clear focus on power and gas activities**

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Sorgenia Group: Leading company in the free power and gas market

GAS SALES VOLUMES
during year 2010

approx. **2 billion cm**

ELECTRICITY SALES VOLUMES
during year 2010

approx. **11,6 billion kWh**

ACQUIRED CLIENTS

today more than
500,000
target in 2016
2,000,000

Total Turnover (2010) : 2,7 Billions €

Installed Capacity (Thermal) : 4,5 GW

Installed Capacity (Renewables) : 250 MW

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Sorgenia Solar History

Mar 05 – Creation of Soluxia to develop the solar business in Sorgenia

Dec 05 – Approval to receive incentives under the Conto Energia N.1 in favour of 15 plants of 1 MW each

Dec 05 – Constitution of an engineering and development team

Aug 07 – Connection to the grid of 2 plants in Sardinia; constitution of an O&M organization

Mar 08 – Soluxia legal name is changed into Sorgenia Solar

Mar 09 – Completion of the construction of the plants approved under the Conto Energia N.1

Dec 09 – Achievement of 40 M€ turnover for sale to third Parties

Dec 10 – Completion of construction of plants for 11 MW under Conto Energia N.2 and sale of projects for 13 MW approximately

Jun 11 – Change of the business model

Aug 11 – Sale of in service plants for 19 MW

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Business Model Evolution

	Sorgenia Group	Sorgenia Solar
Before 2011	Energy Production with attention to the environment and investments in renewables	Development, construction and management of big plants for own investments
	Large and small Industrial customers for energy sale	Limited EPC and trading activity
After 2011	Energy Production with attention to the environment and investments in renewables	Development, construction and management of big plants for sale to other investors (generally after grid connection)
	Opening to the residential market for energy sale	Management of Sorgenia investments in the residential PV market (Sole Mio project)
		EPC and trading activities as opportunities

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Integrated photovoltaic solutions

For the customer

- **With no initial outlay, customers can install a photovoltaic plant for the generation of electricity on the roof of their homes or small businesses.**

- **They get an immediate saving on their electricity bill (up to 50% of their usual bill).**

- **After 20 years, they become the owner of the photovoltaic plant.**

- **Sorgenia deals with all aspects relating to the management of the plant.**

For the electricity system

- **A commitment towards a new model of distributed generation.**

- **A more balanced management of the distribution network.**

- **A new way of conceiving the way energy is produced and used.**

Target : 50 MW installed within 2014

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- In house development, engineering and construction capabilities

- Control of a free field and roof top projects pipeline

- Good reputation by the investors and banks community

- Benefits from Sorgenia financial solidity

- Organization for construction and management of residential plants now in place, to be adapted to the increasing volums

- Looking abroad for further developments

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Sorgenia Solar: Kits for Fully Integrated Systems: Integro®

Key Phases for the Assembly of Integro®

Finished Product

Phase 1: removal of tiles

Phase 2: positioning of aluminium structures

Phase 3: locking of PV modules

Phase 4: assembly of Starclay® tiles at the borders of the PV system

Source: management information

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Sorgenia Solar: Roof Top Installations

Installation on industrial rooftop

Installation on industrial rooftop

Several stuctures solutions

First Solar rooftop installation

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- Large or medium scale PV plants in Italy will still be a good opportunity for investors (mainly roof top solutions)

- Sorgenia, as one of the most important italian utilities, sees the PV in the future as an important contribution to the distributed generation trend, strongly integrated with its strategy .

- The solar energy can surely be proposed by the Utility as a significant saving opportunity for the final customers.

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- Generate a steady income from the right of surface

- Reduce electricity cost

- Increase the value of the building

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