

Business plans and financing schemes for clean energy projects

Return on experience

Who we are

Our solutions



Ground-mounted PV plants



Agrivoltaics



Rooftop PV



Parking carports



Energy storage



Hydrogen

International expansion



Martinique



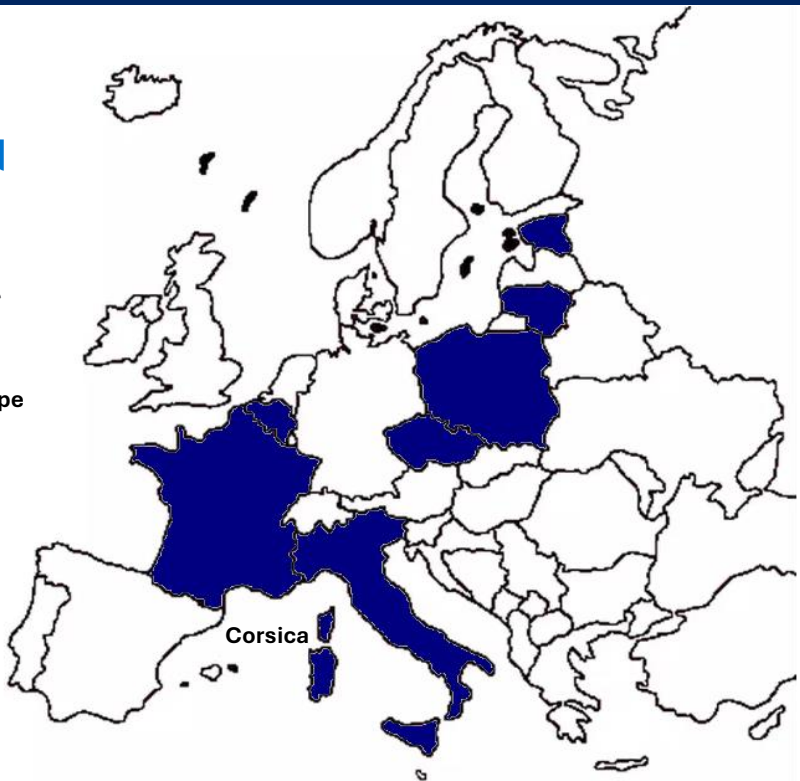
Reunion island



Guadeloupe



French Guiana



Corsica

Key figures



125 MWp
(56 MWp in Islands)
of solar power plants in operation



160
160 employees
(50 new hires in 2024)



160 MWh
(64 MWh in Islands)
of energy storage in operation



34 years
average age



3 GW
of project portfolio
under development



€ 52 M
turnover in 2024

Securing financing is all about risk management


Getting Financed

- Equity, amount depending on DSCR. Bridge is possible, now also with banks.
- Complement equity with Investments Funds and Banks :
 - Primarily local/regional banks – better market knowledge
 - Banks in neighbouring countries with similar projects : e.g SaarLB (German bank for our first BESS in Corsica in 2015)
 - Investment funds targeting energy transition / development : MIROVA, EBRD, TRIODOS...
- A well marketed project teaser : being a trusted professional, with clean and liable documentation. “Everything is covered, we are the best, our project is better than the others”
- Of course, a viable Business Plan !

Based on a viable business case, investors and banks will be focused on two main risks

Revenues

Best scenario : contracted with a public authority (State, Region, DSO, TSO...). French Islands : 20 y contract with regulated DSO.

 Public policies must be **stable** (cf. unlike retroactive cut of PV subsidies in Spain).

Merchant revenues can be taken into account, but impact on DSCR (e.g. ~1.7 for storage w/ merchant exposure) and need for a guaranteed floor.

Uncertainties must be quantified and duly justified by notorious experts

Technology and Operations

Developer must be able to build, operate & maintain. Track record is key, with good achievements and no previous issue of debt reimbursement : equity cure.

Renowned EPC contractors, turnkey contracts with penalties.

Proven technologies and tier-one, bankable suppliers with strong warranties.

 **Corporate Social Responsibility** becomes a real topic.



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