

Bologna, Italy - 31 July 2021

EEMAXX

SEU

Efficient System For Users

www.eemaxx.it



SEU

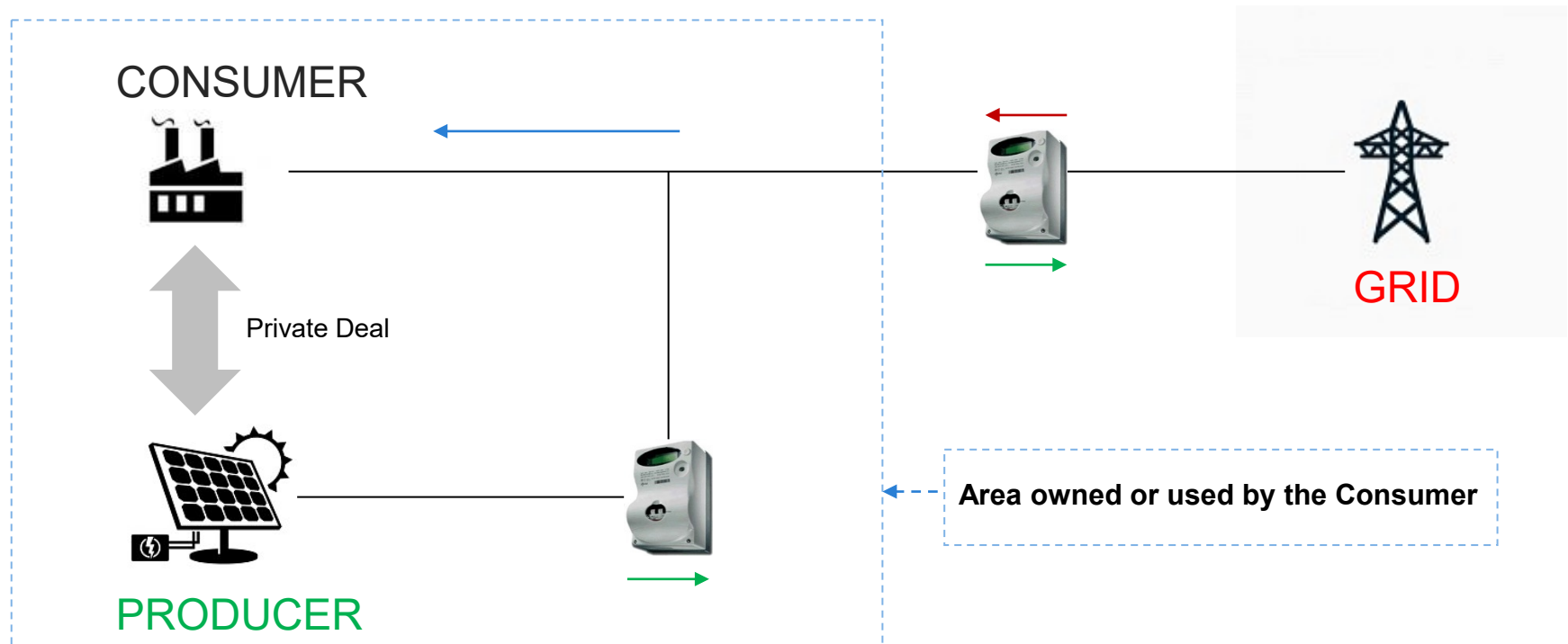
Developer: Eemaxx

Final customer

Business model

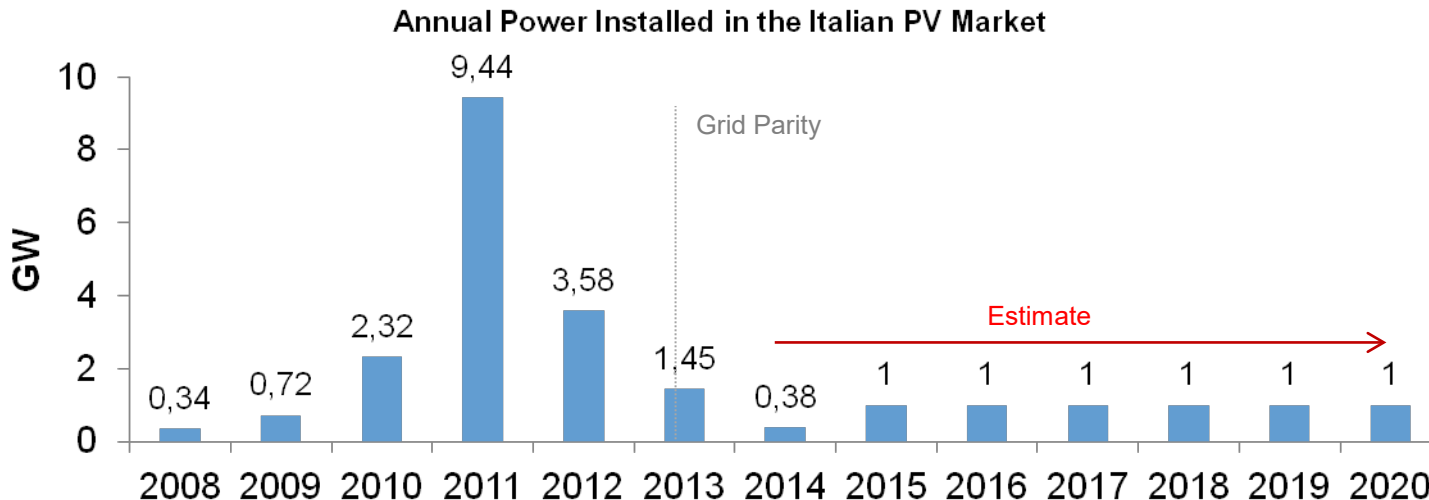
SEU

Efficient System for Users or SEU (Sistemi Efficienti di Utenza) consist of **configurations** for photovoltaic systems or high-yield cogeneration solutions, with a maximum power of 20 MWe. They are managed by a sole producer, who is not the end user, with a **direct, private connection** to the consumption unit, and can be installed in **an area owned or used by the customer**.



SEU- Market Potential

SEU configurations allow to implement business models for the realization of PV plants in **grid parity**, that is in a market without incentives.



According to the latest Solar Energy Report published by the Polytechnic University of Milan, for the next 5 years an estimated share exceeding 50% of the Italian PV market will be represented by the commercial and industrial segment, thanks to the implementation and the diffusion of the SEU model.

The use of SEU model will be further helped by Decree n.102 of July 12° 2014 introduced in compliance with Directive 2012/27/UE regarding energy efficiency, which requires all big size and high energy consumption enterprises to sustain an energy audit before December 5° 2015 and once every 4 years from then onward.

SEU

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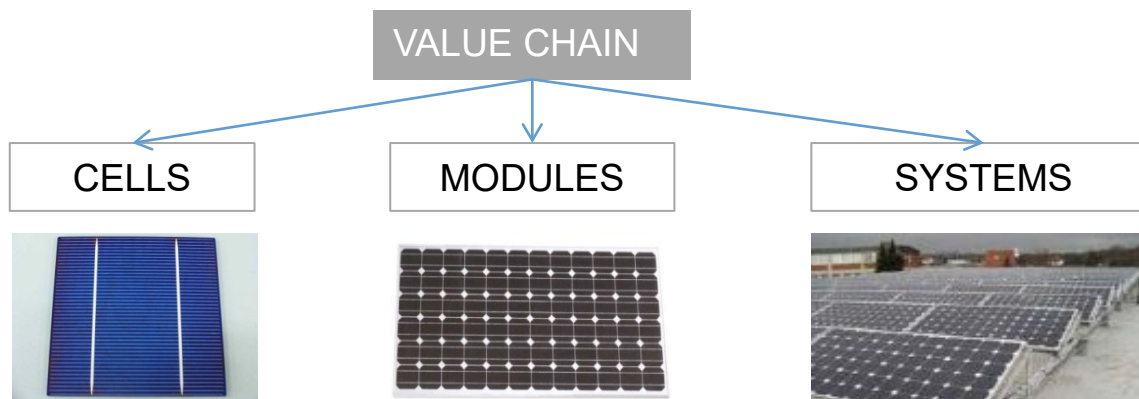
Final customer

Business model

Company Profile

Eemaxx Engineering srl is a wholly owned subsidiary of EEMAXX INVESTMENTS BV and WSB ENERGY HOLDING BV with their network for the production of:

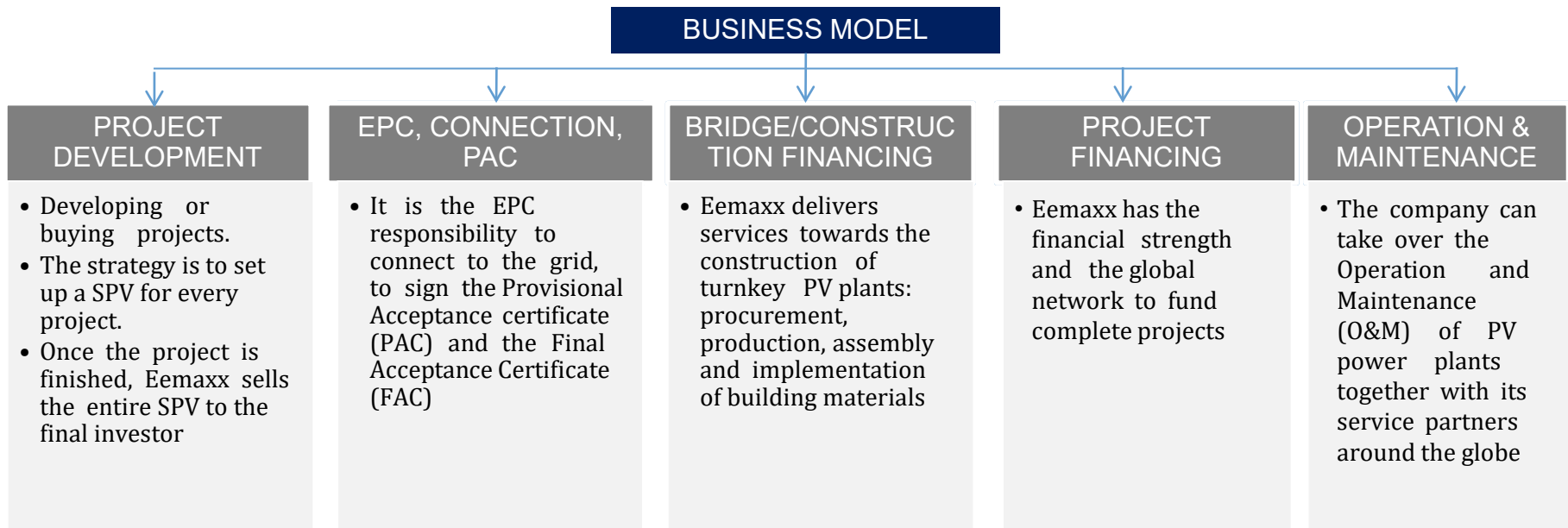
- **Total Investments:** 850 million USD
- **Workshop:** 210,000m² - The largest independent manufacturing base in Asia
- **Equipment:** Full-automatic production line of cell & module



Company Profile: Eemaxx Solar Solution

IT'S THE ITALIAN BRANCH OF EEMAXX - WSB GROUP:

- **Investments:** over **€100m** in Italy
- **MWp: 72.8MWp** realized in Italy
 - 38.0MWp ground mounted
 - 20.6MWp on military rooftops
 - 11.6MWp installed on rooftops
 - 2.6MWp on Greenhouses



Eemaxx Solar Solution: Projects



Location: San Floro, Calabria, Italy
Project Type: Ground Mounted
Project Scale : 24 MWp



Location: Girifalco, Calabria, Italy
Project Type: Ground Mounted
Project Scale :14.3 MWp



Trovo Solar
Location: Lombardia, Italy
Project Type: Roof Top
Project Scale: 7,6 MWp



Six Energy
Location: Emilia Romagna, Italy
Location Type: Roof Top
Project Scale: 2,3 MWp



Location: Cuneo, Italy
Project Type: Roof Top
Project Scale: 1.8 MWp



Italy «Defence» Portfolio
Location: Various Regions, Italy
Project Type: Roof Top
Project Scale: 20,6 MWp total

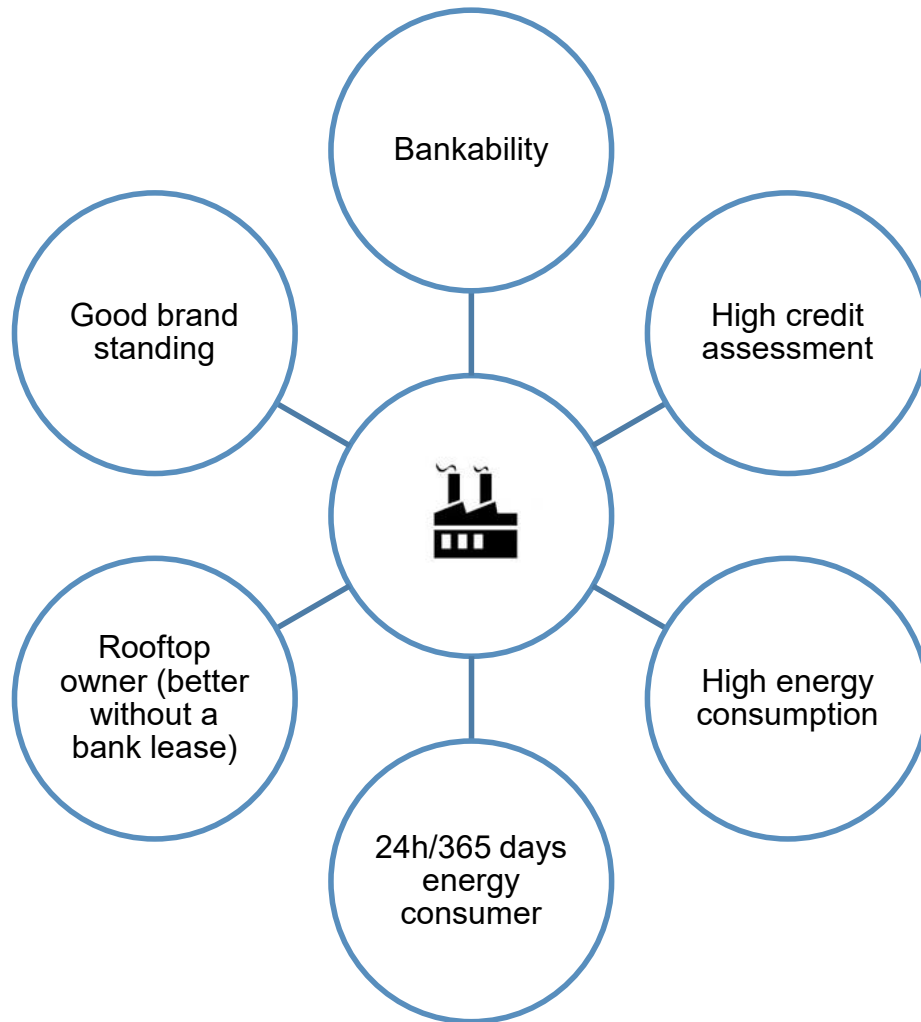
SEU

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Business model

The ideal final customer



Some examples: cold chain, pasta producers, food production facilities etc.



SEU

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Final customer

Business model

Commercial Proposal

PRODUCER



The investment for the plant is entirely sustained by the Producer, who takes care of:

- Authorizations
- Engineering
- Construction
- Maintenance
- Connection of the PV plant to the Grid
- Management of custom duties and tariffs
- Supply and installation of counters
- Maintenance of roof areas

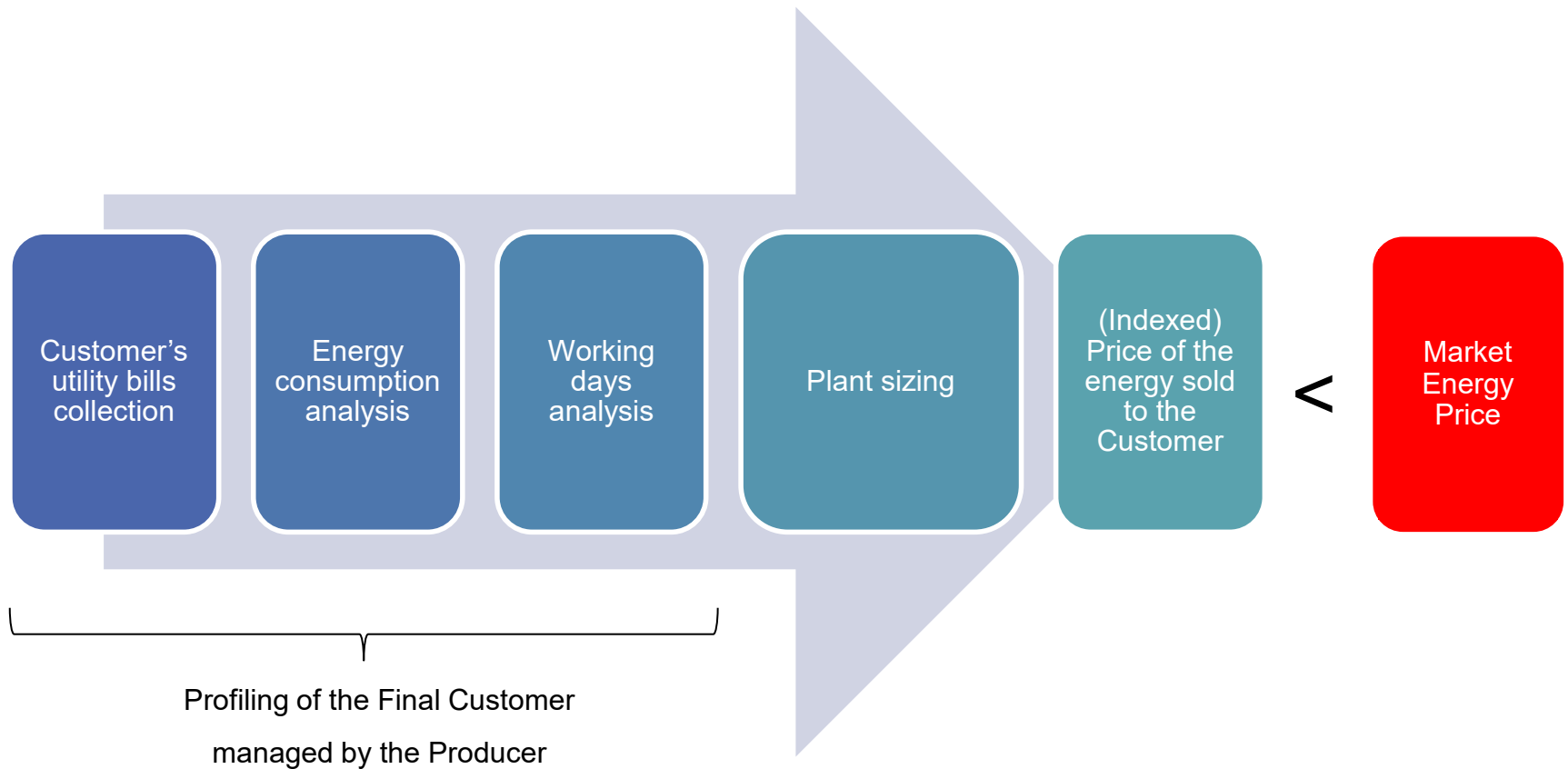
For selected clients, the Producer might consider taking care of asbestos-related expenses.

FINAL CUSTOMER



- The Customer will commit himself to conceding to the Producer the surface rights of the roof areas on which the plant will be built for a symbolic price
- The Customer will commit himself to buying the full production of the PV plant
- The contract will last 20 years at a maximum and the customer will have the right to recede at the end of the 12^o and 15^o year, upon payment of a fine

Price



Advantages for the Customer

Savings on Energy Price

The price of the energy sold to the customer will be a discounted value of the market energy price. It will also be indexed to actual inflation and won't be dependent on the fluctuations of the energy market price and system costs, therefore guaranteeing the customer a certain price for the whole duration of the contract.

Compliance with the law on energy efficiency

The adoption of a SEU configuration might represent the ideal solution for those customers who, as a result of an energy audit, have to improve their energy efficiency (Decree n.102 of July 12° 2014 introduced in compliance with Directive 2012/27/UE regarding energy efficiency).

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Eemaxx - WSB Group

Thank you for your attention!

31 July 2021