

ALECTRIS

O&M REDEFINED. OUTPERFORMING EXPECTATIONS.SM

Sections of this presentation

- i The market reality
- ii What we offer
- iii Our vision
- iv Portfolio
- v Case studies

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THE MARKET REALITY



The market's promises

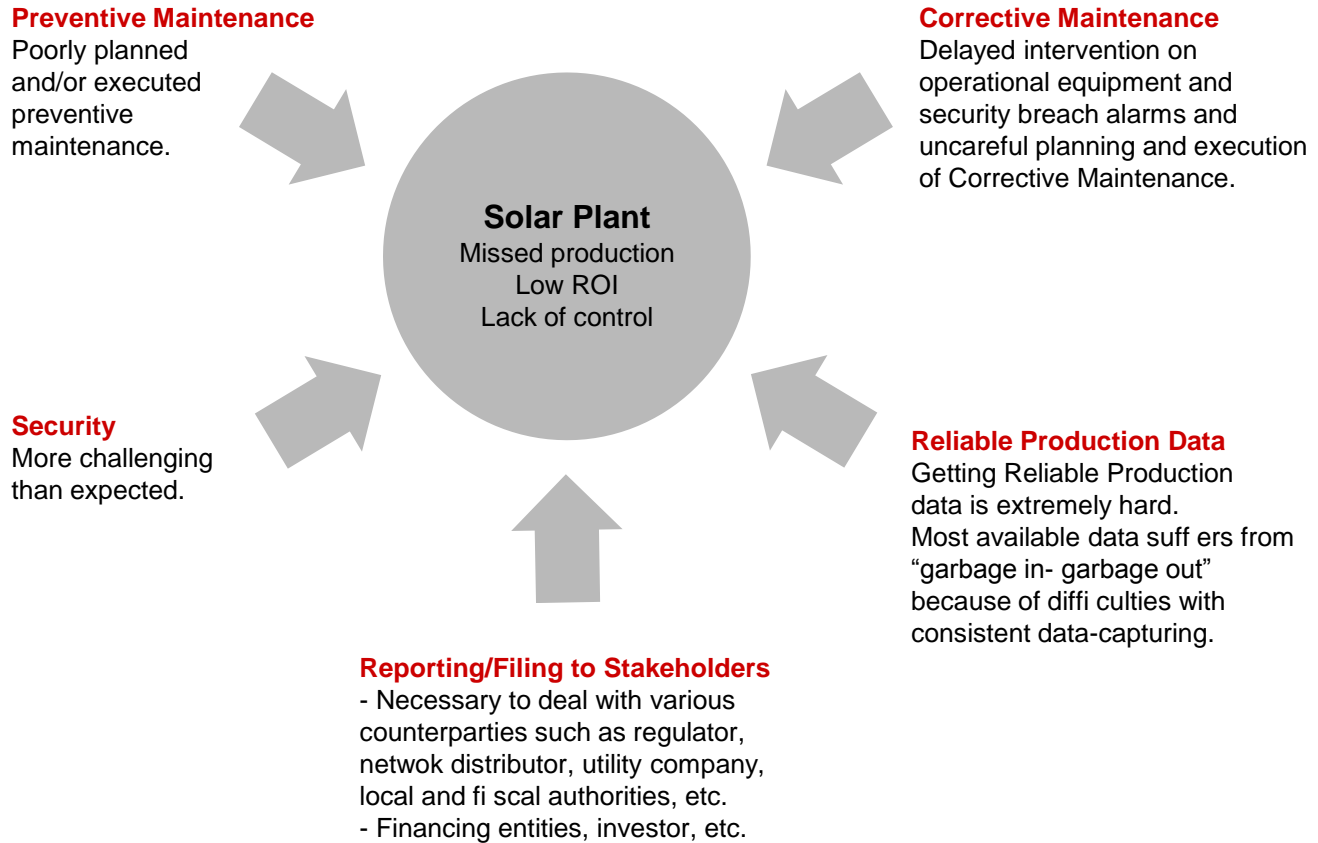
PROMISE

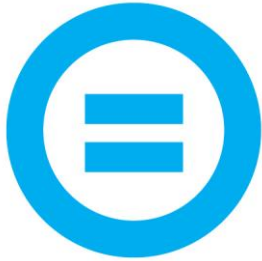
- Proven technology, predictable revenues and cost.
- High long-term yield with excellent risk-adjusted return.
- Good guarantees limiting risks up to grid connection.
- Good guarantees ensuring performance after connection.
- Once grid connected, sit back and let the sun do the work!

DELIVERY



Most common operational challenges

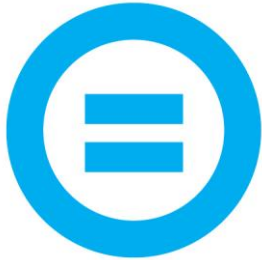




The outcome

A combination of the above poses a significant risk for:

- Lower than expected uptime and availability of (parts of) the Solar asset.
- Underperformance, energy output lower than operational and financial base case scenarios.
- Hence and per result: lower investment yield than budgeted



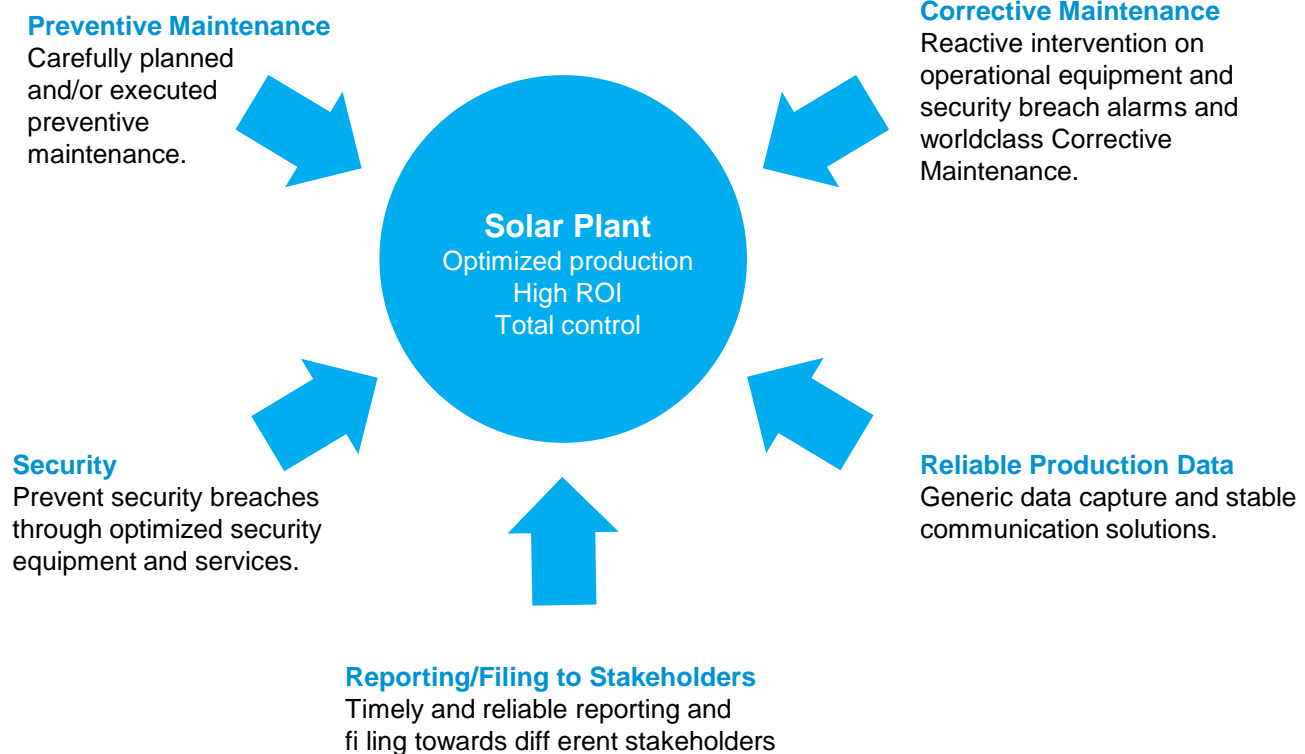
Additionally:

- Unreliable operational monitoring and reporting for statutory and regulatory administration (Shareholder reports, regulatory filings, etc).
- Limited transparency on preventive maintenance planning.
- Lack of feedback with checklist reports of preventive maintenance actions.
- Limited control on O&M Contractors compliance according to O&M Contract Scope of Work and Service Levels.
- Limited knowledge on the technical incidents and how these have been handled.
- Insufficient surveillance and security and therefore lots of incidents leading to downtime and substantial costs.



WHAT WE OFFER

Alectris end to end Operational Services



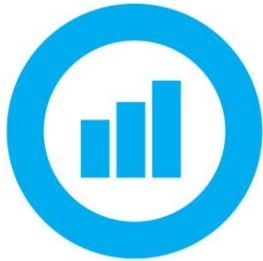
Why ALECTRIS?

- ✓ Focus on O&M for Solar.
- ✓ Methodology.
- ✓ Long-term commitment.
- ✓ End to end service menu, offered modularly to serve your needs.



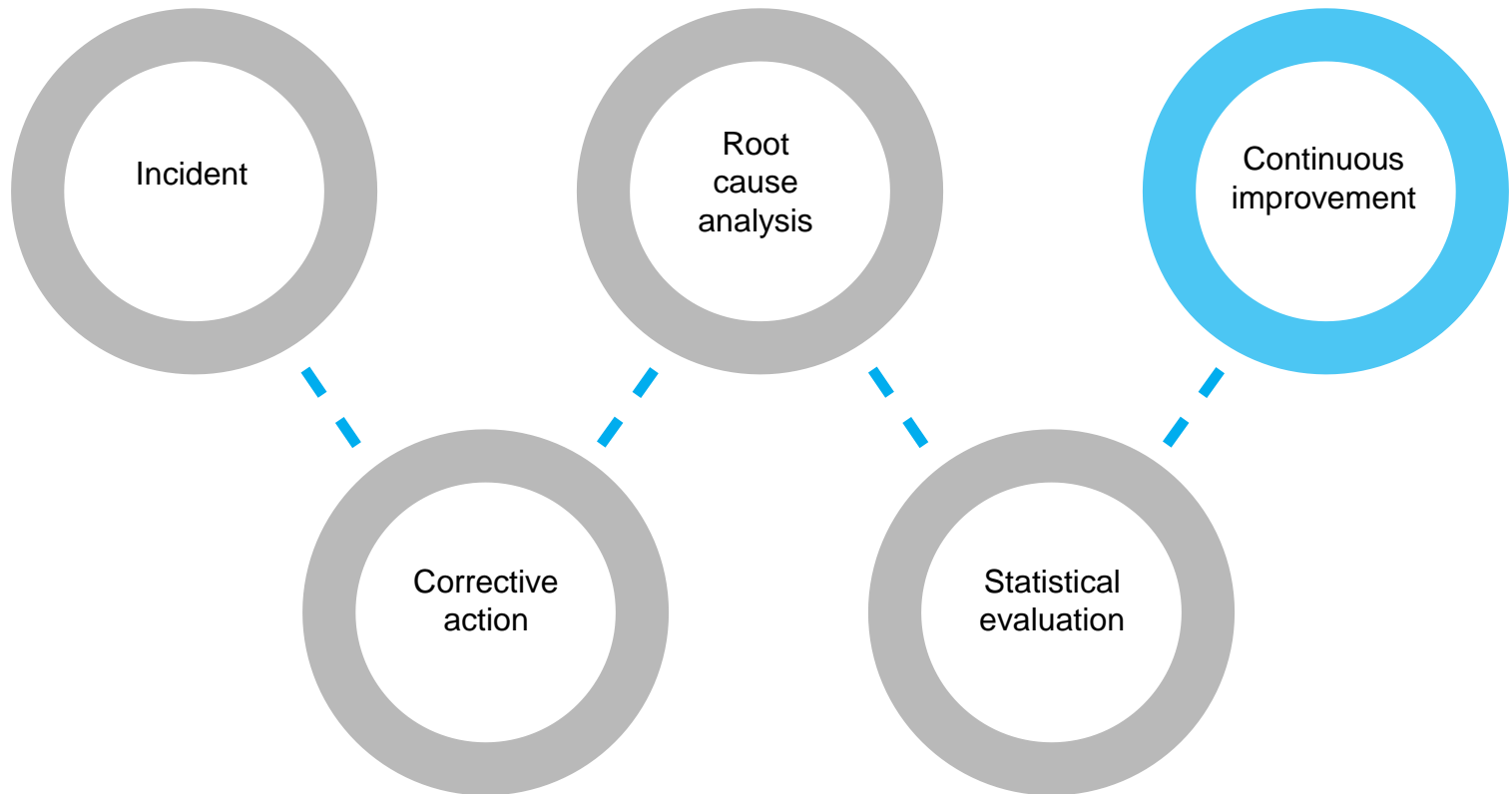
Continuous Improvement

Ultimate target of our services is the continuous improvement of the Solar Assets through a structured approach.



Continuous Improvement

Continuous Improvement Methodology





Project-based Services

Engineering and Procurement

- AC Engineering Low Voltage.
- AC Medium Voltage/High Voltage.
- DC Engineering and optimization.
- Mounting structures and soil/rooftop structural stability.
- Security system design.
- Monitoring system design.
- Civil works – static & hydraulic studies.
- Advisory services in procurement of material and contracting.



Project-based Services

Project Management

- Management of construction schedule.
- Management of subcontractors.
- On-site supervision.
- Quality control.
- Commissioning.
- Contingency handling.
- As-built documentation.



Project-based Services

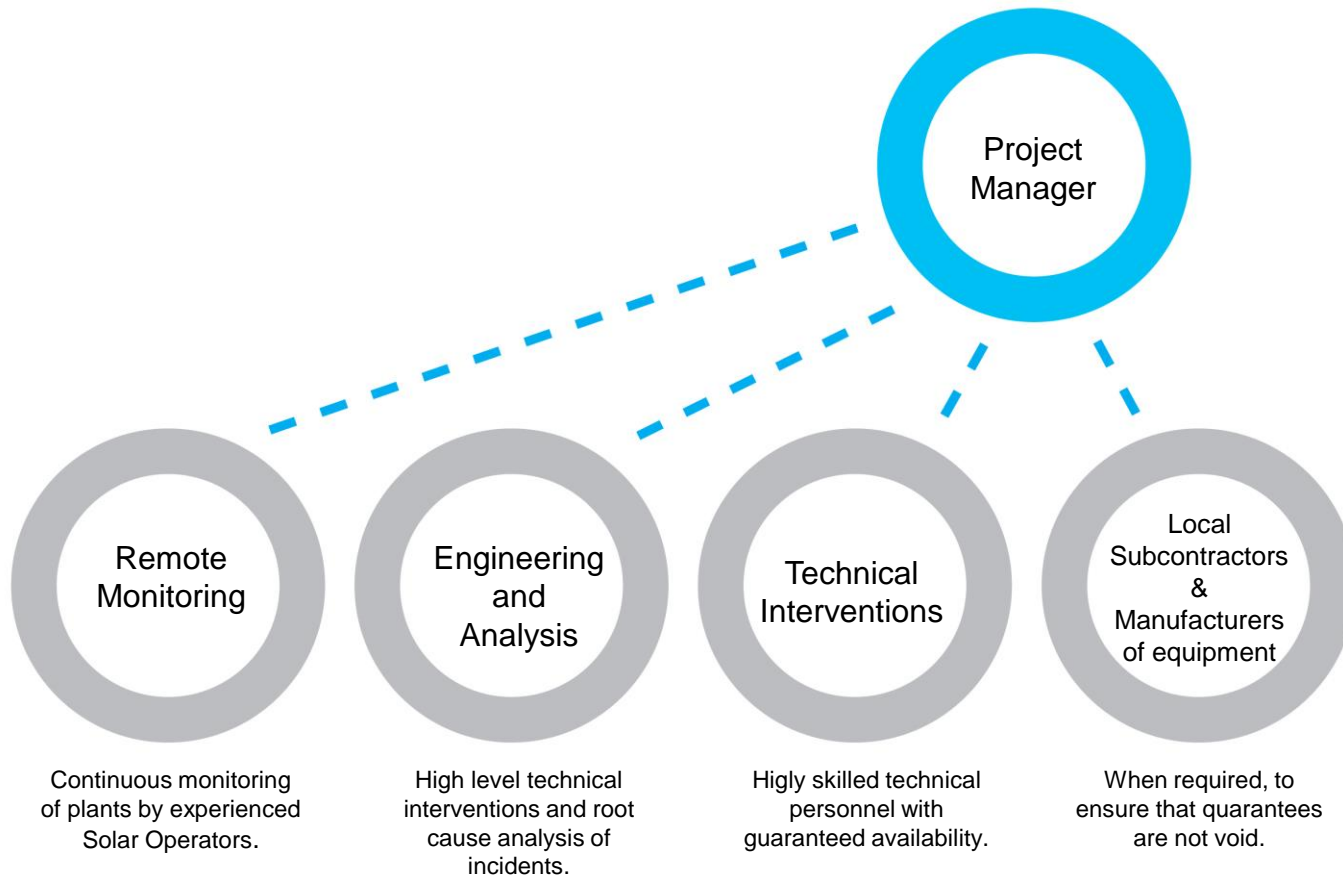
Plant Turnaround Management

- As-built documentation and physical plant review: consistency and optimization check.
- Technical Due Diligence.
- Weekly and monthly reporting and progress reports.
- List of proposals and recommendations for permanent reinstatement and continuous improvement.
- Follow up of implementation schedule.



Project-based Services

Plant Turnaround Management





OUR VISION

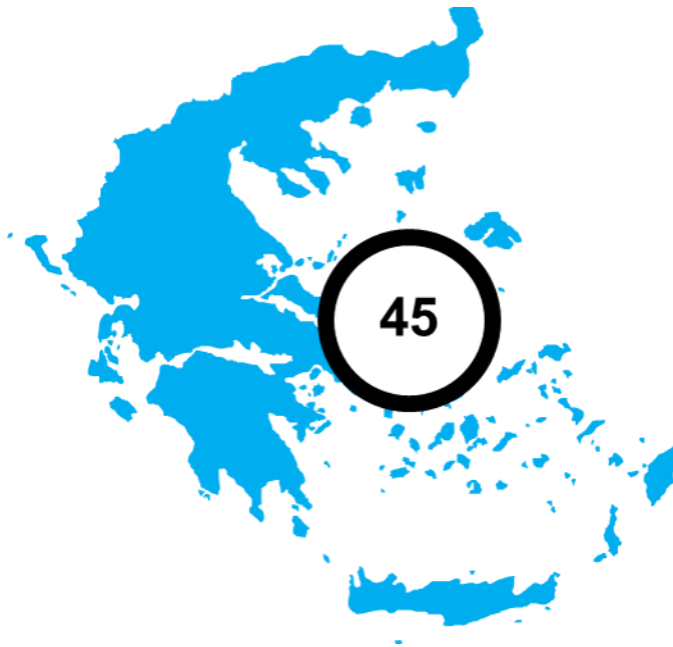


Our vision is to become globally a single point of contact for large scale investors in Solar Plants, by providing **added value and high quality end to end services** of the operation and administration of Solar Plants, in order to maximize the Return On Investment.



PORTFOLIO

Greece



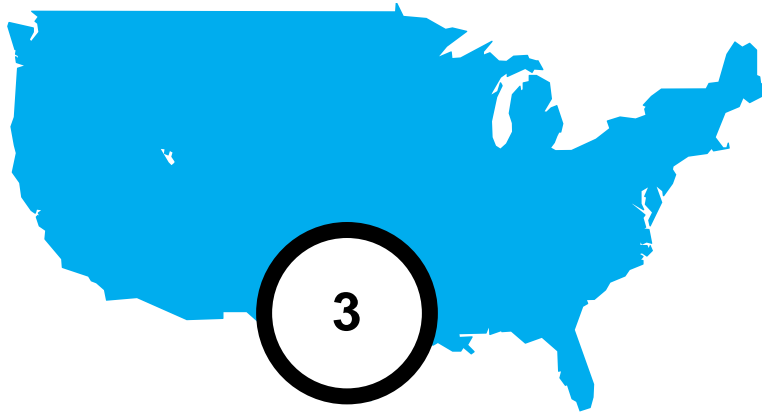
- 45 projects in Greece.
- Sizes vary from 80kWp to 1,8 MWp.

Italy



- 39 projects in Italy.
- All projects are between 0,75 and 1MWp

USA



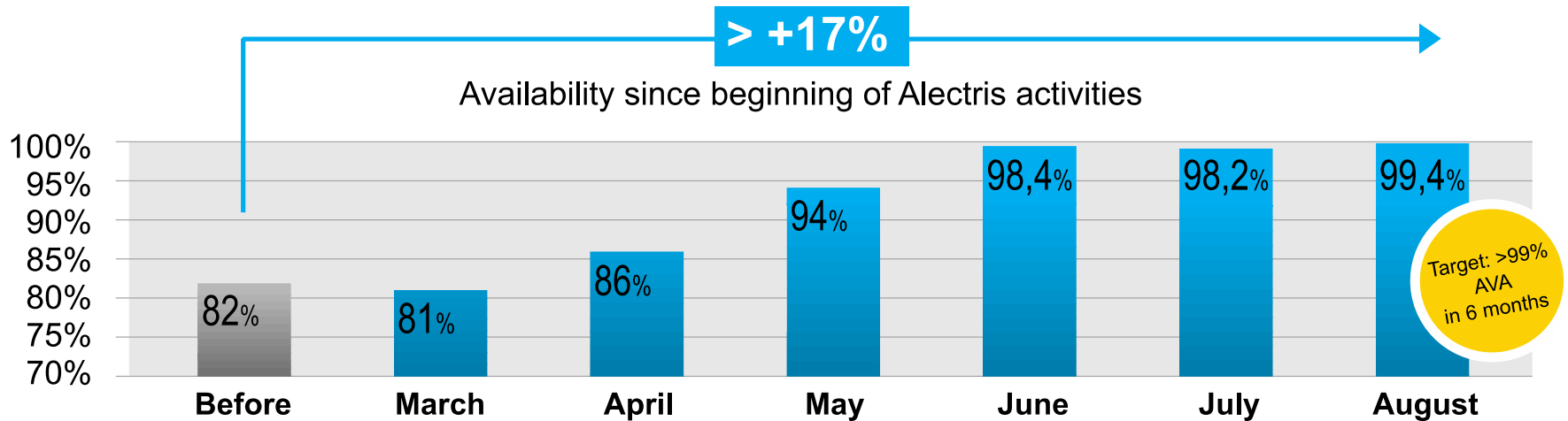
- Three projects in GA, USA
- Sizes 1 MW, 3 MW and 20 MW



CASE STUDIES

6.1. Distressed Assets Turnaround Management

9 Plants in Italy

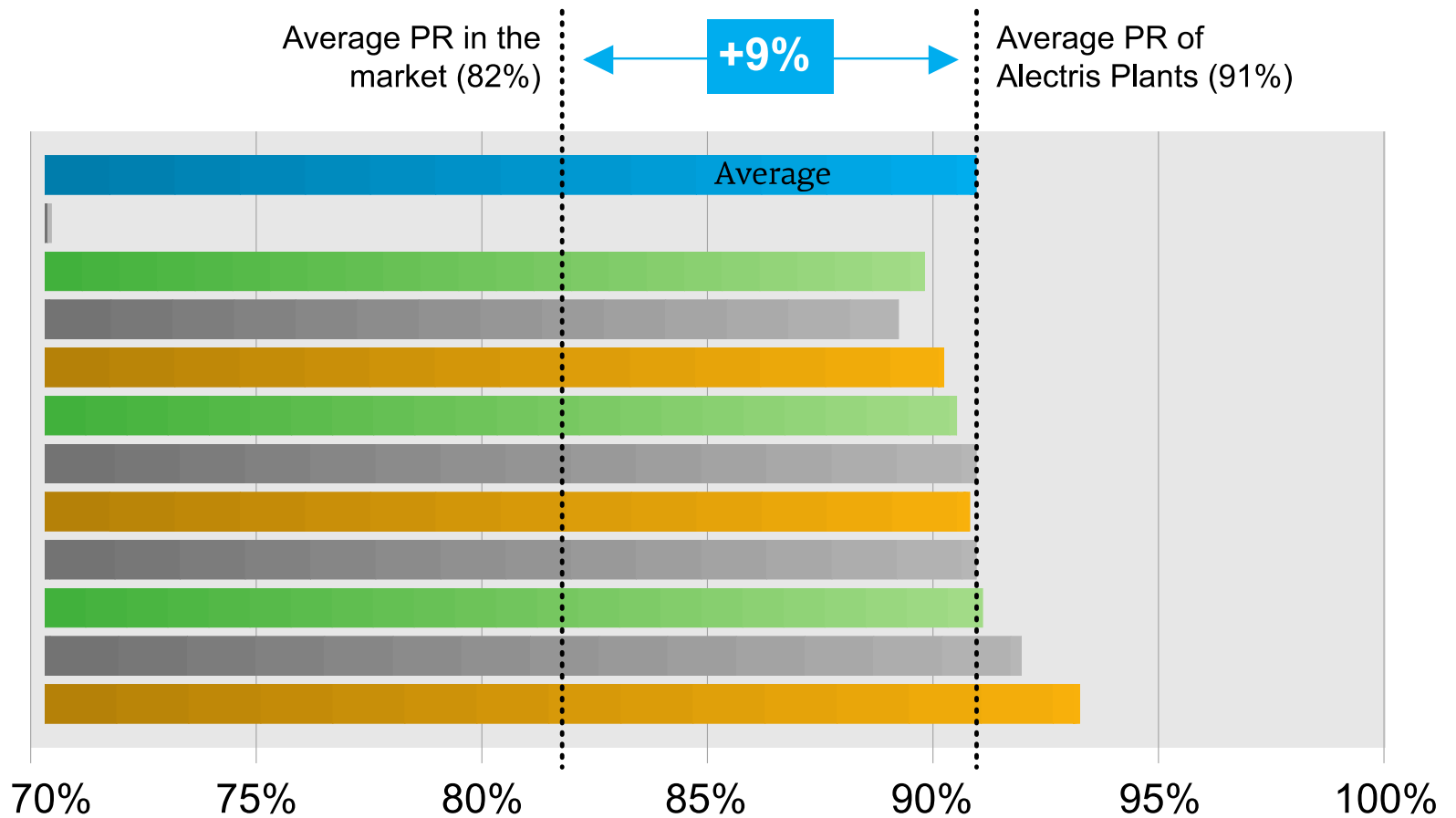


2012 YTD - Actual Energy Production versus Financial Base Case Energy Production

Financial BC	Average Before	March	April	May	June	July	August	Envisaged further threshold
P50	74,62%	85,15%	73,02%	88,40%	98,19%	95,77%	105,87%	Perpetuate >105%
P90	78,91%	90,36%	77,52%	93,83%	104,24%	101,50%	111,94%	Perpetuate >110%

6.2. Engineering, Operations and Maintenance

10 Plants in Greece





For further info, please visit alectris.com

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