

2024

COMPANY PROFILE

We bring energy wherever needed
ESI Spa | Energy System Integrator

www.esi-spa.com



ESI



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ESI stands for 'Energy System Integrator', operating as an EPC in the construction of large-scale photovoltaic plants offering turnkey solutions and as a System Integrator in the design and construction of rural mini-grids.



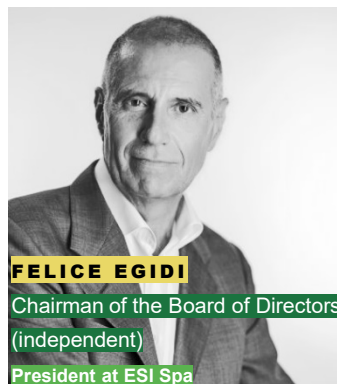
PROFONDE CONOSCENZE DIVERSIFICATE A FATTOR COMUNE



- ❖ **FELICE EGIDI** – Chairman of the Board of Directors (independent)
- ❖ **RICCARDO DI PIETROGIACOMO** – CEO
- ❖ **ANTONIO DE TATA** – Member of the board of directors in charge of business and strategic development
- ❖ **PIETRO COLUCCI** – Member of the board of directors
- ❖ **MARIA DOMENICA CIARDO** – Member of the board of directors
- ❖ **STEFANO PLOCCO** – Member of the board of directors
- ❖ **VALERIO VERDERIO** - Member of the board of directors

DIVERSIFIED DEEP KNOWLEDGE

KEY PEOPLE



Main past and/or current experiences: Head of European Public Affairs of Enel SpA (2015-2020); Head of global Regulatory Affairs of Enel S.p.A. (2009-2015); Operations Director of Endesa Italia SpA (2000-2009); Development and Commercial Director of Edison SpA (1993-2000); Graduated in Aeronautical Engineering from the Milan Polytechnic (1981).



Riccardo has **proven experiences** in the construction and renewable energy sectors, first as a **manager in structured companies** and later as an **entrepreneur**.
Main previous and/or current experiences: Founder & CEO at Work System Srl (2003-Feb2021) – current called ESI Spa; Project Manager at Omicron Srl (2000-2003); Site Manager at Prima Costruzioni Srl (1998-2000).



Stefano has **significant experiences in the field of renewable energy**, both national and international, which have allowed him to develop a **deep knowledge of the sector** and its dynamics.
Main previous and/or current experiences: CEO at Work System Srl (2016-feb2021) – current called ESI Spa; COO International Projects at Innovatec SpA (2015-2016); CEO at Enertronica SpA (2013-2015); General Manager at Enertronica SpA (2012-2013); Graduated in Mechanical Engineering at the University of Cassino (FR).



Angelo, the **company's CFO**, has held positions in different board of auditors, sole auditor and internal auditor in numerous companies, as well as being a lecturer at leading universities in Rome. Main previous and/or current experiences: Analyst & Portfolio Manager at Capitalia AM, part of UniCredit (1998-2008); Partner Studio Trementozzi (2008-2022). Graduated in Economics at La Sapienza Rome University, he also gained the Certification as Chartered Financial Analyst (CFA).

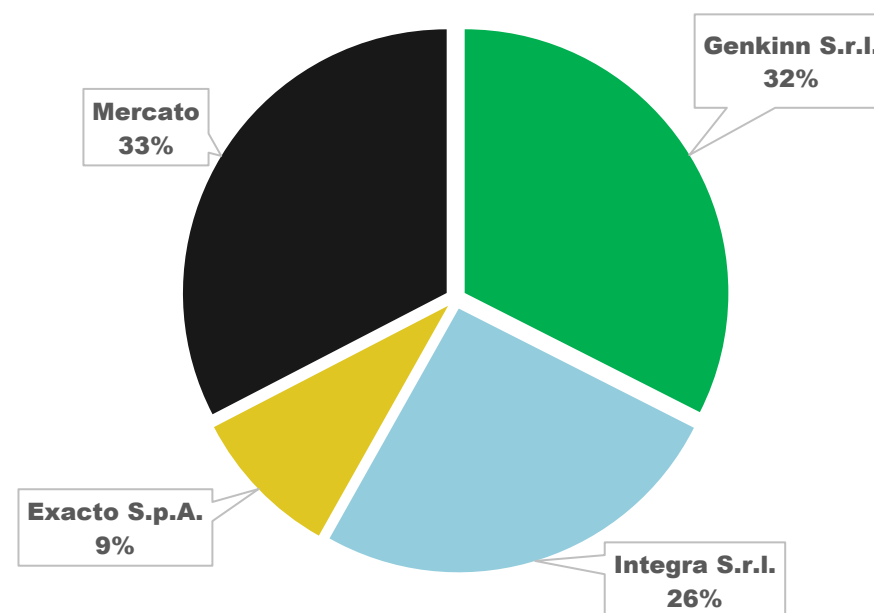


Daniel, **COO of the Company**, Certified in Leading With Finance at Harvard Business School in 2019. Active in the renewables industry for over 14 years. **Main past and/or current experience:** Daniel comes from an extensive experience at Vestas in the onshore wind energy sector and the emerging offshore sector. As an Application Engineer at Schneider Electric Italia S.p.A., he worked with leading OEMs in the industry on the design and development of brushless technologies with motion control strategies.

SHAREHOLDERS

SHAREHOLDER	N. SHARES	% SHARE
Genkinn S.r.l.	2.442.515	32,45%
Integra S.r.l.	1.932.287	25,67%
Exacto S.p.A.	694.850	9,23%
Mercato	2.457.713	32,65%
Total	7.527.365	100,00%

ISIN CODE	SHARES
ESI Spa	IT0005421885



STEADY INTERNATIONAL GROWTH

2002 - 2023

2002

Founding of Work System Srl (WS) by Riccardo Di Pietrogiacomio. WS is active in the construction sector.


2009

With the advent of photovoltaic systems, WS works on various plants as a subcontractor for all the works

2015

The **first experiences abroad** begin in Romania and Eritrea, the first in the realization of two photovoltaic fields of 2 MWp and the second as a subcontractor for several Hybrid plants.

2016

WS wins its **first international tender as EPC** for Mini-Grid plants, the company begins to become structured and the need to create an internal engineering team is born..

2017

Stefano Plocco joins WS as a partner and the engineering divisions for traditional and storage plants are created. WS is qualified **with primary operators in the energy sector** and begins to operate as a **System Integrator**

2018

WS divided into two BUs: renewables and construction; in the same year 90% of revenues pertained to the first BU. Contribution of the branch focused on renewables, with the establishment of **Work System Integrator Srl (WSI)**

2019

The division between **WS** and **WSI** was completed. WSI reaches a production value of **€ 4.1 m**. WS remains active in the same year only with projects already underway in the construction field. **WSI Spain** and **UTE** were set up at the end of the year.

2020

Start of the **Balearic project**, for the development of PV plants, worth **€14.7m**: the client is a leading operator in the energy sector. **WSI changes name to Energy System Integrator (ESI SPA)** and it is listed on **next Growth Milan** from 26.10.2020.


2021

ESI, in continuing its **internationalization** process, is active in the System Integrator BU in several **African states** such as Congo, Mozambique and Burundi, for the construction of mini-grid and photovoltaic plants commissioned by leading **NGOs**. In 2021, the EPC BU mainly acquired a contract for the technological repowering & revamping of **18 PV plants** in Italy and two framework agreements with two leading global energy operators for the construction of PV plants for a total of **52 MW**, also in Italy. In addition, the investment in WSI Spain, which is no longer strategic for the Company, was sold in 2021.

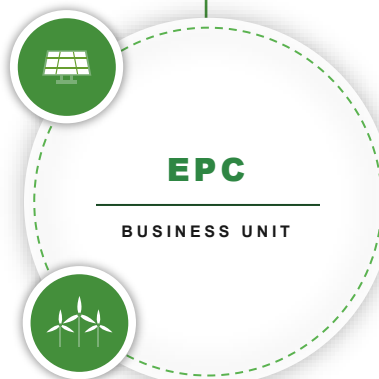
2022

ESI on 25.07.2022 becomes part of the **Innovatec** Group, the admission represented an industrial transaction of strategic importance for ESI, which will have the opportunity to increase its backlog also through the supply of alternative energy to Innovatec itself.

**DIVERSIFIED GEOGRAPHIC
OPERATIONAL PRESENCE****INTERNATIONAL
GEOGRAPHICAL
PRESENCE**

PHOTOVOLTAIC

One of the main activities of the **Engineering Procurement and Construction** division is the **design and construction** of photovoltaic plants with different technologies. Nowadays, ESI has also **specialized in the revamping of conventional photovoltaic plants**.



The division also deals with **civil works** for **wind power plants** in Italy. Thanks to the well-established relationship with partners in the construction sector, ESI can manage several construction sites in parallel under its own supervision and engineering.

WIND POWER, SUBSTATION

MINI-GRID, OFF-GRID, HYBRID

As a **System Integrator**, ESI has acquired an important track record on **mini-grid, off-grid and hybrid systems**. These types of systems, typically consisting of a **photovoltaic plant, a storage system and a diesel unit**, are applied in **remote areas** where there is no electricity grid or, if present, poor reliability.



As the percentage of renewables in energy production increases, **storage for frequency regulation and load management on medium and high voltage lines** becomes increasingly important. ESI as a **System Integrator** has the task of **making different systems communicate** with each other in order to create a **functional structure** that can utilize the potential of the systems **synergically**, while at the same time creating additional functionality in the entire system.

STORAGE

ENGINEERING PROCUREMENT CONSTRUCTION

A renewable energy plant project is characterized by 5 main activities. **ESI's success in renewable energy comes from overseeing all 5 activities.**

01 Development

02 Financial Sustainability

03 Engineering

04 Contract

05 Construction

MAIN ACTIVITIES



PV Plant
Sa Caseta | Balearic Island

EPC Contractor

design and construction of photovoltaic power plants

Components

design and production of photovoltaic components

Wind Power BOP

construction of components of wind power plant infrastructure (except turbines)

STRENGTHS



PV Plant
Binatria | Balearic Island

Technical Expertise

for each type of plant

Strong competitiveness and reliability

has allowed us to qualify with the most important customers

Availability of equipment

necessary for a correct installation

Shortening the supply chain

for both sub-contractor activities and component supplies

BUSINESS MODEL

SYSTEM INTEGRATOR

The project of a renewable energy plant is characterized by 5 main activities. **ESI's success in the field of renewable energy is due to the preservation of all 5 activities.**

01 Tender

02 Partnership

03 Engineering

04 Contract

05 Construction

MAIN ACTIVITIES



Off-Grid, Mini-Grid

electricity supply in remote areas, far from the grid

Hybrid

electricity generation through the joint use of a fuel-powered generator and a renewable energy plant

Storage

construction of backup systems to overcome the unreliability of the electricity grid

STRENGTHS



Extreme flexibility

both the energy source and the storage system

Specific solutions

for any particular requirement

Important track record

on Off-Grid and Mini-Grid systems, enabling participation in major international competitions

Flexible solutions

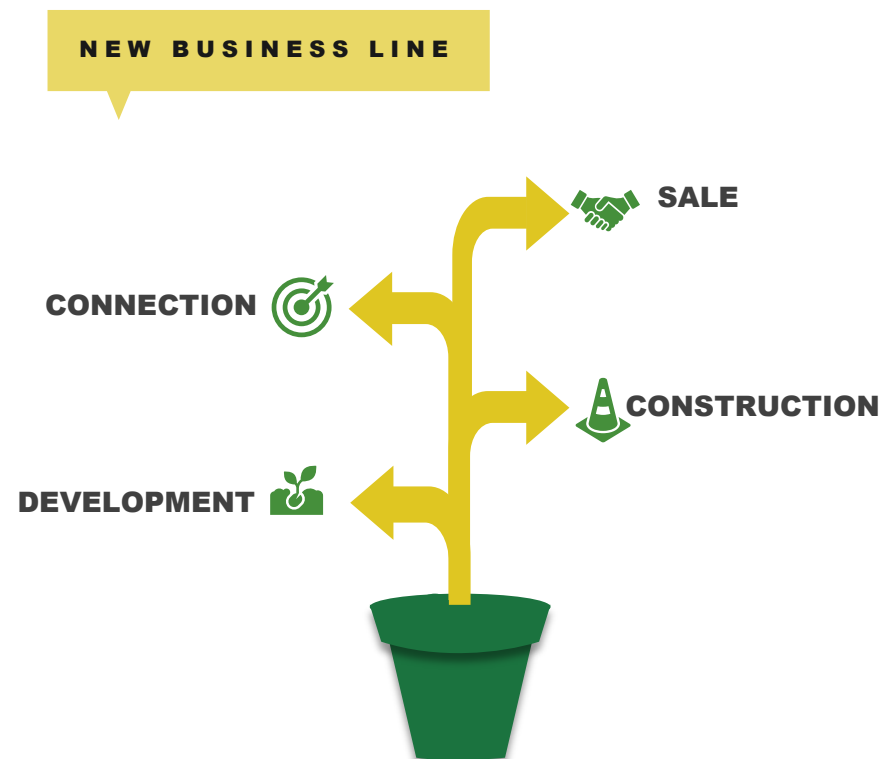
with high competence in niche markets

DEVELOPMENT AND CONSTRUCTION

Develop and build own photovoltaic plants already connected to the grid and in operation that can be sold to main clients

STRENGTHS

- 01** No contractual restrictions
- 02** Flexibility in construction time management
- 03** Savings in construction costs
- 04** Higher margins



PV - FLOATING

Innovative solution for producing solar energy on floating structures installed in water bodies.

STRENGTHS

- 01** Reduced environmental impact: no land occupation and new life for disused water areas

- 02** Panel cooling system through the presence of water

- 03** Possible synergy with hydropower plants

- 04** Lower maintenance costs

In **Italy**, given the large number of irrigation areas, the advantage of using them with photovoltaic coverage would be considerable. In fact, water evaporation is greatly reduced, and this generates a saving of 10,000 m³ of water per year for each MW installed. This is particularly important in southern Italy and in arid areas in general, where the supply of water for agricultural use poses increasing problems.

ESI in PV - FLOATING

Tender participation 31,44 MW - 30,75 €/mIn
Tenders awarded 3,56 MW - 2,7 €/mIn

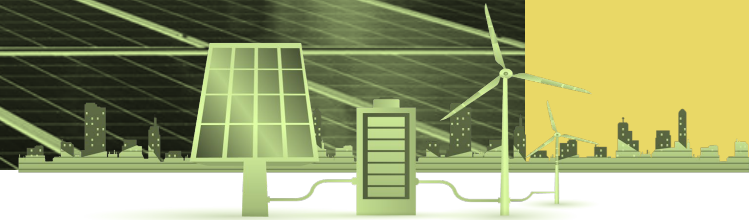
- 20 KW Plant realized in 2020 in Sicily



ESI | ENERGY SYSTEM INTEGRATOR

2024

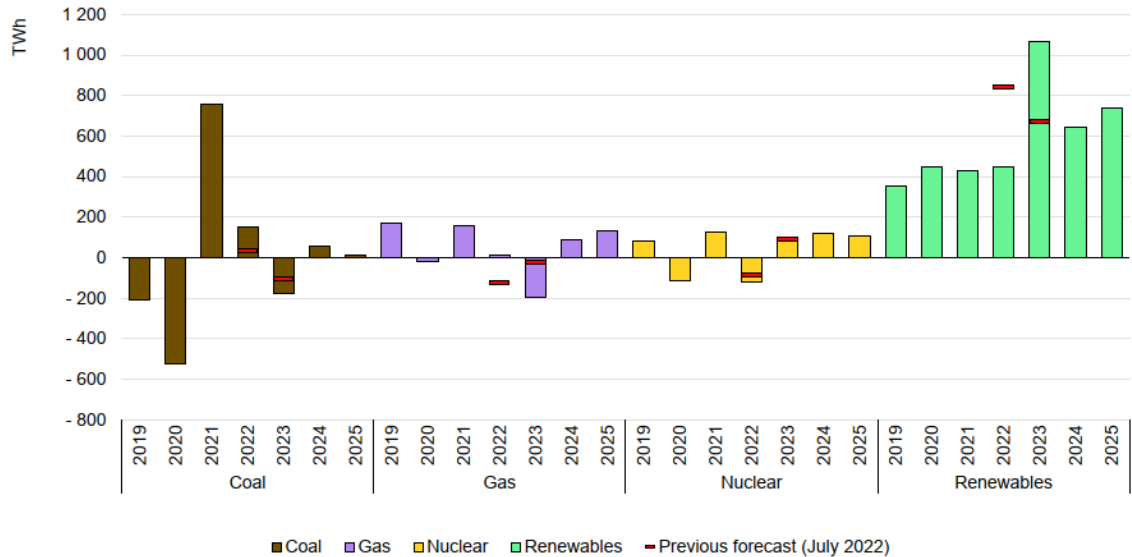
MARKET OVERVIEW



GLOBAL OVERVIEW

WORLD MARKET
RENEWABLES

RENEWABLES GROWTH DAMPENS FOSSIL FUEL-FIRED GENERATION FROM 2023 TO 2025
Year-on-year global change in electricity generation by source, 2019-2025



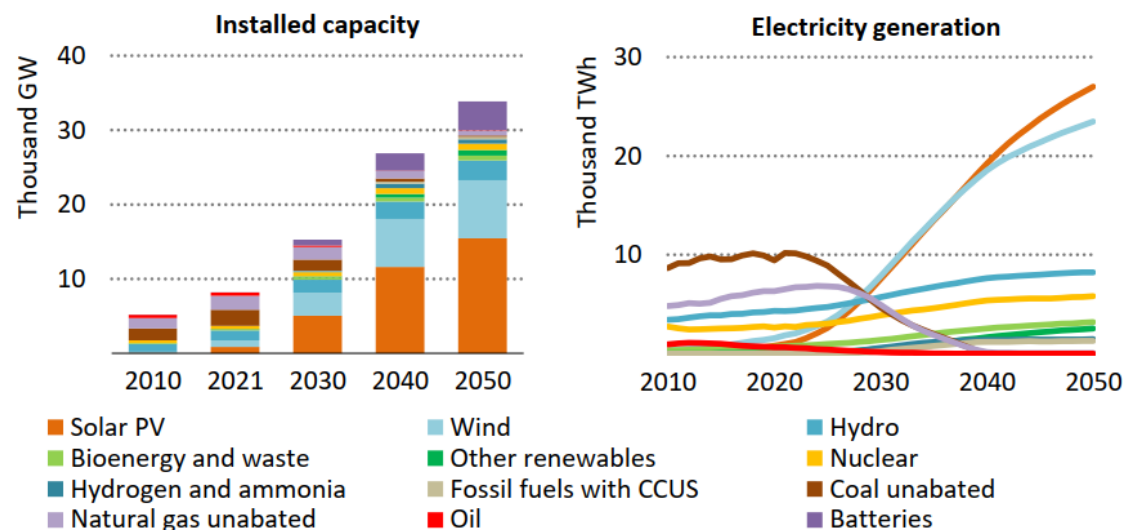
Source: IEA – Electricity Market Report 2023

Renewable energy production increased by a further 295 GW in 2022, bringing the total cumulative capacity to **3,372 GW**. The International Renewable Energy Agency (IRENA) reveals that solar energy alone accounted for almost two-thirds of the world's new renewable energy capacity with a record 192 GW installed in 2022.

The IEA's development forecast for **2023-2025** shows that renewable energy production will increase more than all other sources combined, with an **annual growth rate of more than 9 per cent**.

Renewables will make up more than a third of the global generation mix by 2025. This trend is supported by government promises to increase spending on renewables as part of economic recovery plans.

GLOBAL OVERVIEW

WORLD MARKET
RENEWABLESTOTAL INSTALLED CAPACITY AND ELECTRICITY GENERATION BY
SOURCE IN THE NZE SCENARIO, 2010-2050

Source: World Energy Outlook 2022

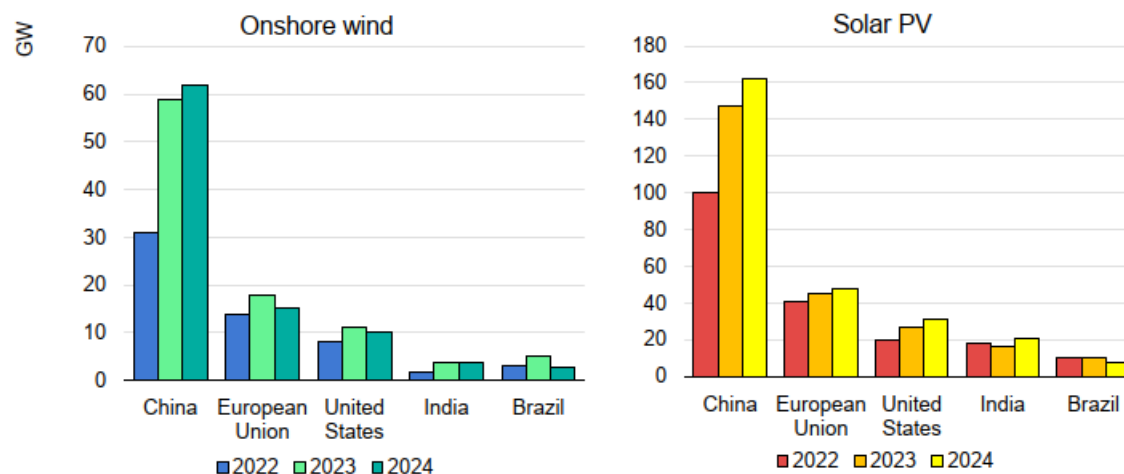
The Net-Zero **Emissions** by 2050 (NZE) Scenario prepared by the IAE suggests a series of actions for the global energy sector to achieve net-zero CO₂ emissions by 2050.

Solar photovoltaics and **wind power** are the main drivers for reducing emissions in the electricity sector: **their global share of electricity production will increase from 10% in 2021 to 40% in 2030 and 70% in 2050.**

Additional **solar photovoltaic** capacity will reach **650 GW by 2030**; during the same period, wind power capacity will exceed 400 GW per year, more than 20 per cent of which will come from offshore wind power development.

The additional capacity of hydropower and other renewables will exceed 125 GW by 2030, helping to reduce emissions and providing low-emission means to complement the growing amounts of solar photovoltaic and wind power.

GLOBAL OVERVIEW

WORLD MARKET
RENEWABLESNET RENEWABLE ELECTRICITY CAPACITY ADDITIONS BY
COUNTRY/REGION, MAIN CASE

Source: Renewable Energy Market Update – Outlook for 2023 and 2024, IEA

The IEA with an update of the document "Renewable Energy Market Update: Outlook for 2023 and 2024" reports that the **deployment of new electricity installations from renewable energy sources will increase in both 2023 and 2024, due to strong and continued political support and high electricity prices**, which will make the economics of renewable energy even more attractive.

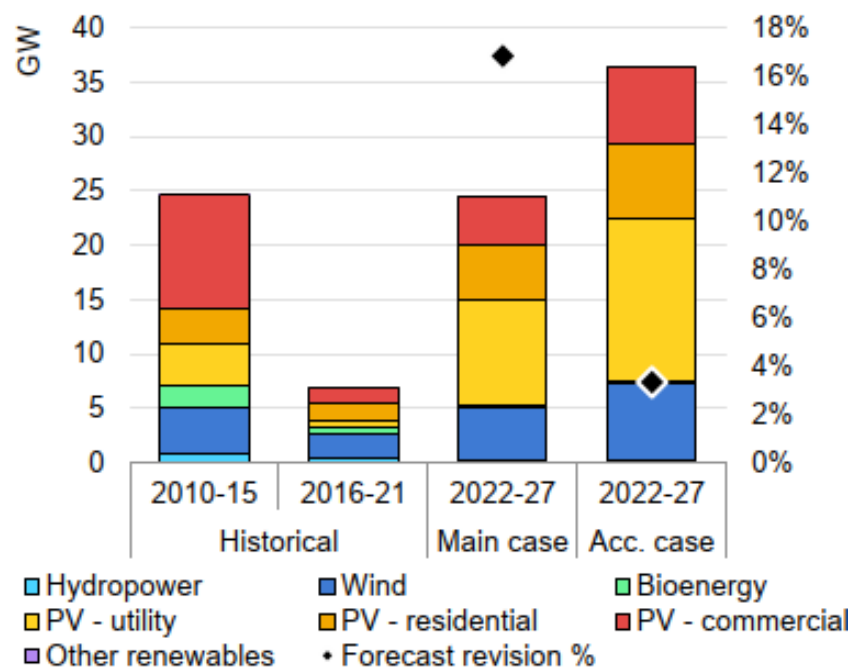
Additional global renewable capacity is set to increase by 107 gigawatts (GW), the largest increase ever, to over 440 GW in 2023.

Renewable energies will reach another milestone in 2024, led by solar photovoltaics, which will account for two-thirds of all annual capacity generated. In fact, the **annual growth of the solar photovoltaic market is expected to continue, reaching almost 310 GW in 2024, an increase of more than 7% compared to 2023.**

A slightly different scenario is envisaged for the wind energy market, where a 4% reduction in annual surcharges is planned for 2023-2024.

ITA FORECAST

ITALY RENEWABLE CAPACITY ADDITIONS, 2010-2027



Source: Renewables 2022 Analysis and forecast to 2027

In the **main case** forecast 2021-2027 of the IEA report 'Renewables 2022 Analysis and forecast to 2027', it is predicted that **renewable capacity in Italy will grow by 25 GW**, about 40%, in the period 2022-2027.

In the accelerated case - predicted by the IEA - Italy could achieve almost 50% more renewable capacity growth in the period 2022- 2027 than in the main case.

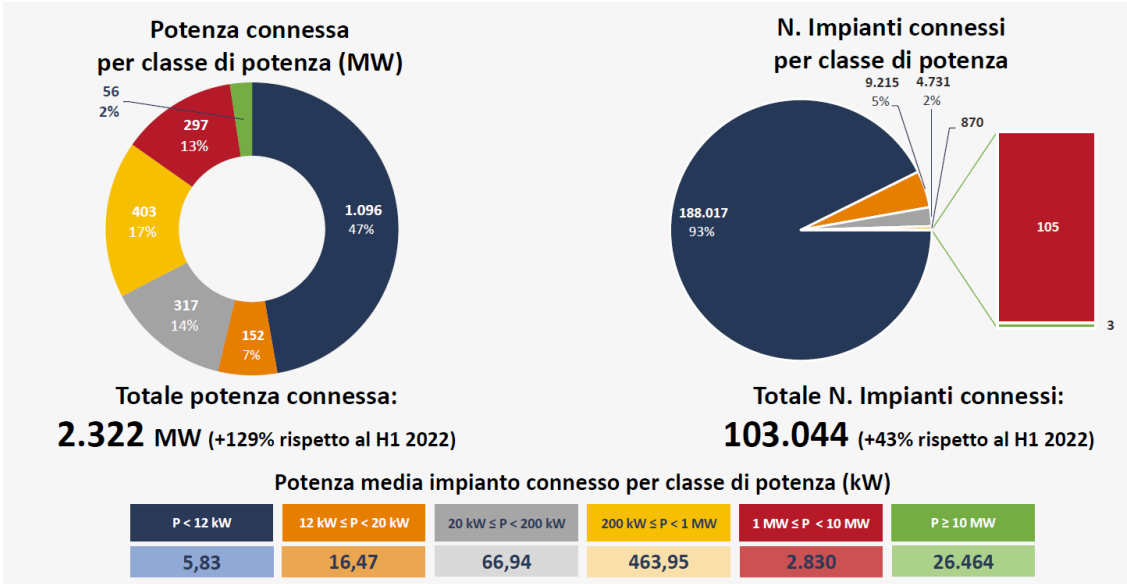
A significant **streamlining of authorisation processes** will be crucial to stimulate the development of the huge pipeline of PV and wind projects on a public scale.

At the same time, more support for widespread photovoltaics through new **tax breaks, subsidies and authorisations** for rooftop installations should stimulate a growth in consumer investment.

In parallel, an **expansion of electricity grids and storage systems** will be necessary to ensure a more efficient integration of additional renewable capacity.

ITA

PHOTOVOLTAICS IN ITALY - CONNECTIONS BY POWER CLASS 2023



Source: Italia Solare "Fotovoltaico: Connessioni in Italia nel Q2 2023"

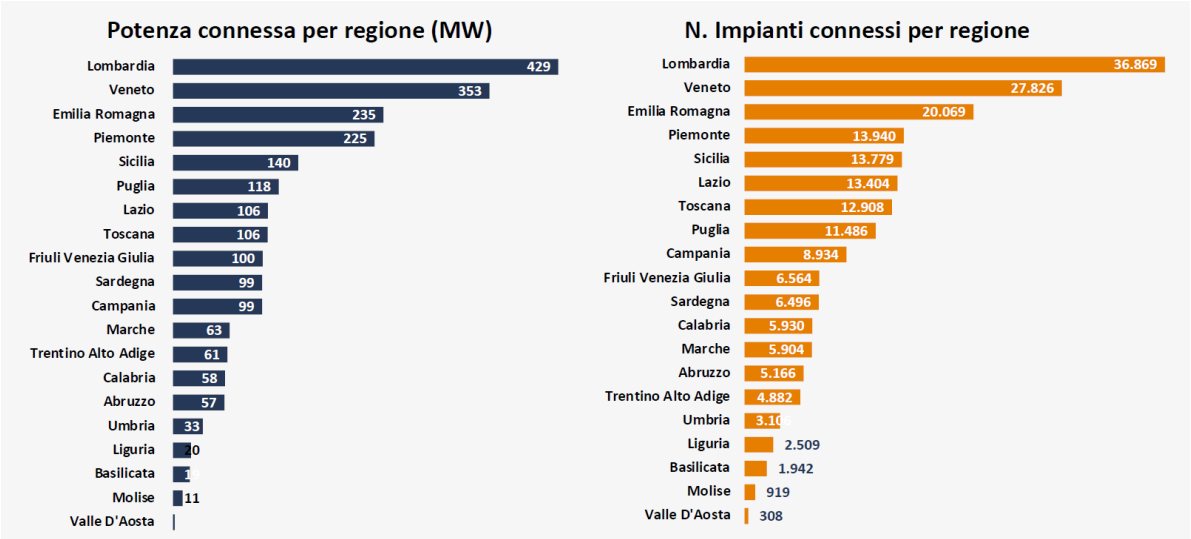
In Italy, the first half of 2023 more than doubled the connected photovoltaic power compared to the first half of 2022.

According to the "Italia Solare" Association, 'in the first six months of 2023, more than 2,300 MW of new photovoltaic power was installed, an increase of 129% compared to the first half of 2022. In particular, in the second quarter of 2023, connections of plants above 10 MW, which had been at a standstill since July 2022, resumed'.

The residential sector (under 12 kW) accounted for 47% of the new photovoltaic power of 1,096 MW. Nevertheless, for the first time, there was a reduction in the connected power of systems below 20 kW, probably due to regulatory changes related to the Superbonus. In return, however, there was an increase in power connections attributable to installations in the commercial and industrial sector and the utility-scale sector.

ITA

PHOTOVOLTAICS IN ITALY - CONNECTIONS BY REGION 2023



Source: Italia Solare "Fotovoltaico: Connessioni in Italia nel Q2 2023"

In the regional breakdown of new Italian solar energy connections, the ranking finds **Lombardy in pole position with 429 MW**, followed by **Veneto with 353 MW** and **Emilia Romagna with 235 MW**.

As of **30 June 2023**, Italy has **1,426,000 photovoltaic installations with a total capacity of more than 27.3 GW**, of which 8.5 GW are ground-mounted installations while the remaining 18.7 GW are non-ground-mounted installations (e.g. placed on roofs or building coverings).

ESI | ENERGY SYSTEM INTEGRATOR

2024

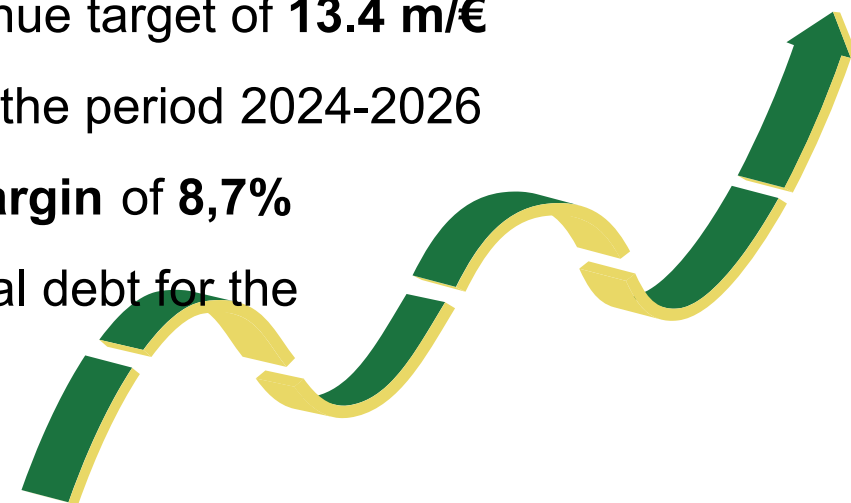
FINANCIAL OVERVIEW



BUSINESS PLAN 2024 – 2026

HEADLINES

- **Production Value** at 69,3 m/€ in 2026E, with a **CAGR (22A-26E) +16%**
- Average annual acquired **Backlog** in the period 23-26 of 38,5 m/€
- Development of a new B.U.«**Development & Construction**» with a revenue target in 2026E of 15 m/€ (total revenue 24-26 33,8 mln/€ equivalent to 45MW developed and constructed)
- Diversification into the "**B2B**" sector with a 2026E revenue target of 13.4 m/€
- **First average contribution margin** of 13,5% for the period 2024-2026
- **EBITDA** target in 2026E 6,0 m/€ with an **EBITDA Margin** of 8,7%
- **NFP** cash negative in 2026E of 3,5 m/€, with a financial debt for the development of the new **D&C** Business Unit



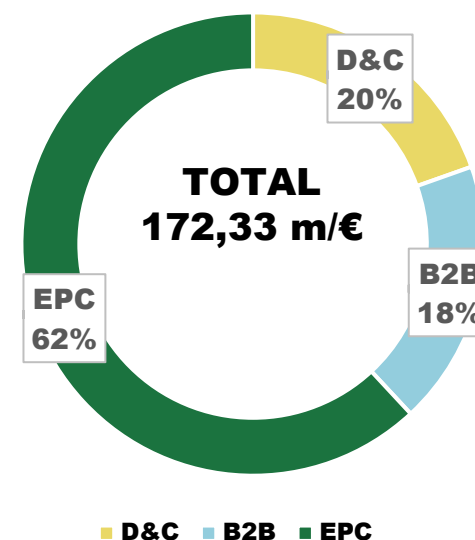
REVENUES DEVELOPMENT

The overall development of the EPC, Development & Construction and B2B divisions in BP's 2024-2026 time period will be driven by:

- **EPC Division:** 106.7 m/€ for Utility scale plants
 - Backlog acquired 126 m/€
 - Backlog produced 107 m/€
- **D&C Division:** 33.75 m/€ from developments and related construction (10 MWp 2024 - 15 MWp 2025 - 20 MWp 2026)
- **B2B division:** 31.88 m/€

Total revenues 2024 - 2026, Euro 172.33 mln

TOTAL REVENUES 2024 - 2026



PROFIT & LOSS

PRODUCTION VALUE 2026E**69,3 m/€****DIVISIONS' CONTRIBUTION****EPC**

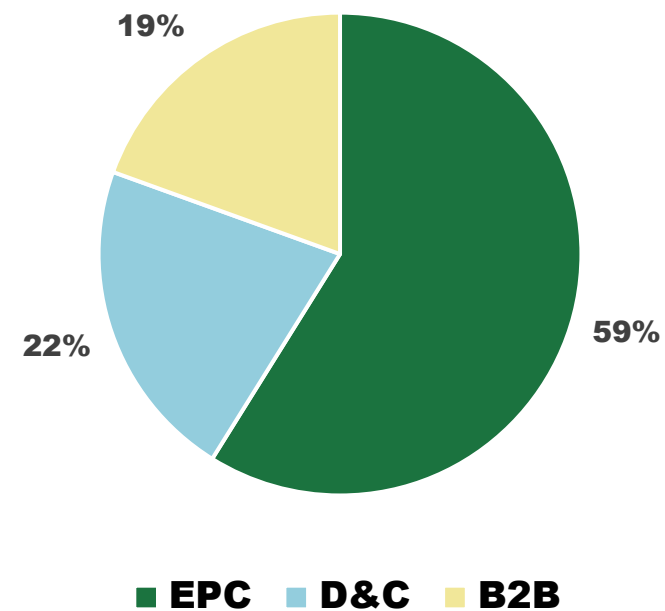
- **PV 40,8 m/€**

D&C

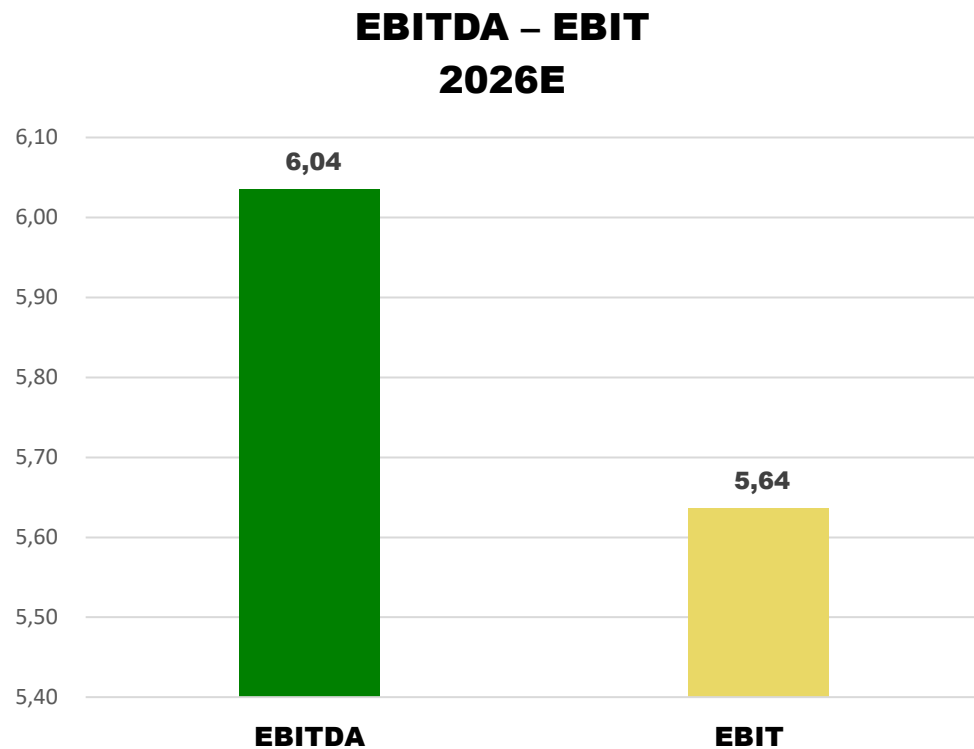
- **PV 15 m/€**

B2B

- **PV 13,5 m/€**

PRODUCTION VALUE 2026E

PROFIT & LOSS

**DIVISIONS' CONTRIBUTION
2026E****EPC**

- **EBITDA 2,74 m/€**

D&C

- **EBITDA 2,40 m/€**

B2B

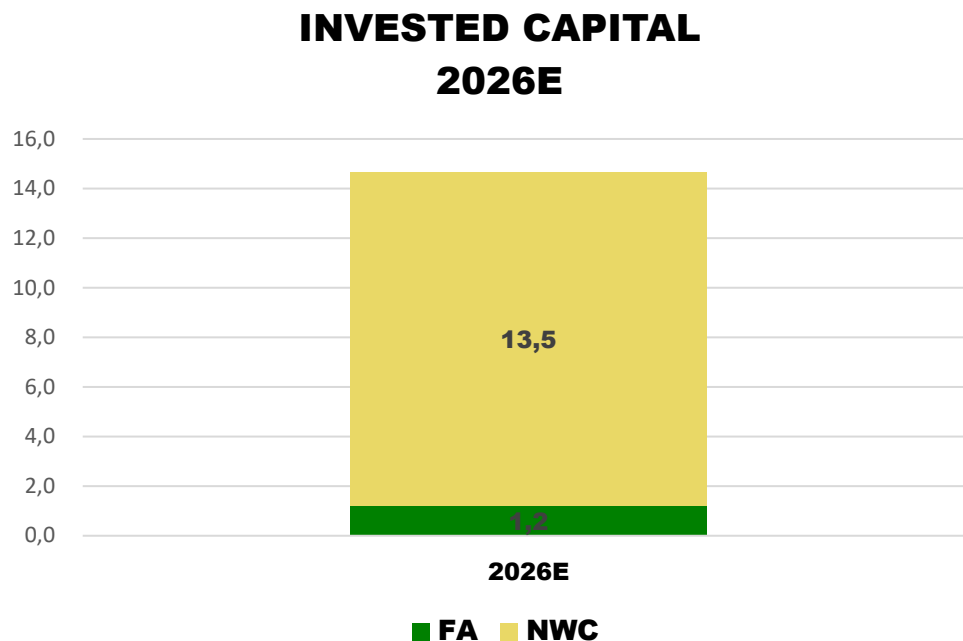
- **EBITDA 0,90 m/€**

2026E

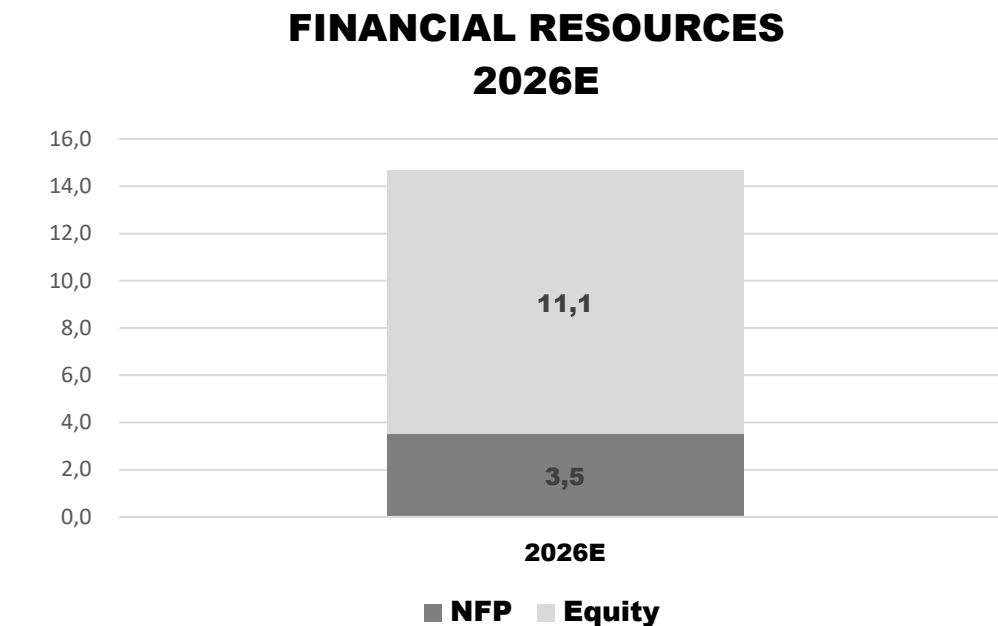
🎯 **EBITDA MARGIN 8,7%**

🎯 **EBIT MARGIN 8,1%**

FINANCIAL STATEMENT

**2026E**

- **NET WORKING CAPITAL 13,5 M/€**
- **FINANCIAL ASSETS 1,2 M/€**

**2026E**

- **NET FINANCIAL POSITION CASH NEGATIVE 3,5 M/€**
- **EQUITY 11,1 MLN/€**

BACKLOG

BACKLOG

DESCRIPTION	CONTRACT VALUE	WIP 30.06.2023	RESIDUAL BACKLOG
Cliente 1	1.500.000	1.183.048	316.952
Cliente 2	1.709.394	1.487.938	221.456
Cliente 3	4.426.936	3.370.326	1.056.610
Cliente 4	28.530.643	2.722.413	25.808.230
Cliente 5	33.643.703	30.017.703	3.626.001
Cliente 6	2.772.309	2.111.088	661.222
Cliente 7	12.313.059		12.313.059
Cliente 8	5.698.094		5.698.094
Cliente 9	8.600.000		8.600.000
TOTAL	99.194.138,00	40.892.516	58.301.624



**CONTRACTS IN
ADVANCED DEFINITION
STAGE: Euro 20 million**



**POTENTIAL BACKLOG
Euro 78 million**

2024

THANKS!

ESI stands for 'Energy System Integrator', operating as an EPC in the construction of large-scale photovoltaic plants offering turnkey solutions and as a System Integrator in the design and construction of rural mini-grids.

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