

Working version with  
illustrative data

# Photosol Day

Building a plant in France -  
Process from A to Z

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# Photosol Day - Workshop

## Unlocking value through a powerful business development strategy

Land sourcing

1



Feasibility studies

1



Offers definition

1



X Number of months duration

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## Convincing features for all stakeholders

### TRUSTED PARTNER

- Own and operate its projects
- Commit to local communities and keeping its promises (no rent renegotiation)

### FINANCIAL ROBUSTNESS

- Back by a large industrial shareholder
- Know-how in securing debt and favorable terms
- Excellent management of financial commitments and administered co-development contracts



### RECOGNIZED EXPERIENCE

- More than 16 years' experience in solar energy
- Perfect know-how in its core specialties:
  - Pioneer in agrivoltaism
  - Damaged land
  - Parking lot shadings

### AGILE EXECUTION

- A human-sized company, allowing each project to be closely monitored
- Ability to adapt very quickly
- Tailor-made legal and financial solutions (tax studies, rent optimization)

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## Ensuring design and profitability of projects



★  
**Negotiation and signature of permit**

**c.100% success rate thereafter**

X Number of months duration

**Photosol trademark**

Delivering a high-quality work with **high level of acceptance** by inspectors

**Challenging impacts with experts** to be sure they fit local issues to **minimize appeals**

Significant **expertise in the preparation of building permit files**, to **minimize delays in appraisal**

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## Expertise in large-scale agrivoltaism projects

### Benefits for farmers

- 1 No additional cost
- 2 Long-term recurring income
- 3 Improved productivity



**Largest agrivoltaic portfolio** in operation in France (192 MW)



**2,500** animals on **19** sites

Renowned partnerships







**INRAE**

**FNO**  
FÉDÉRATION NATIONALE OVINE

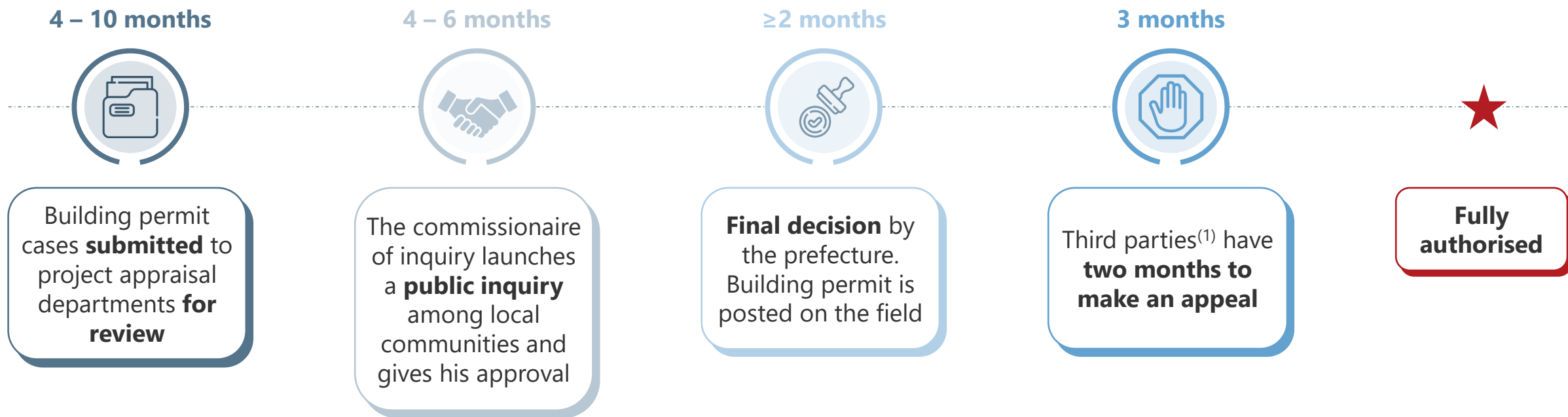
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### Benefits for Photosol

-  Better **project acceptability**
-  **Low-rent land**
-  **Lower ground and site maintenance costs**
-  **Support to agriculture**

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## A high level of building permit acceptance through in-depth expertise



The building permit case is gathering the recommendation of the environmental impact study and the technical and economical aspects at stake (including **compensatory measures, exemptions to obtain**, etc.)

(1) Municipalities, associations, neighbors, etc.

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## Proactive planning by a qualified team to secure the network connection

Early-stage connection and project planning



Grid connection planned and anticipated in advance



Grid connection convention signature

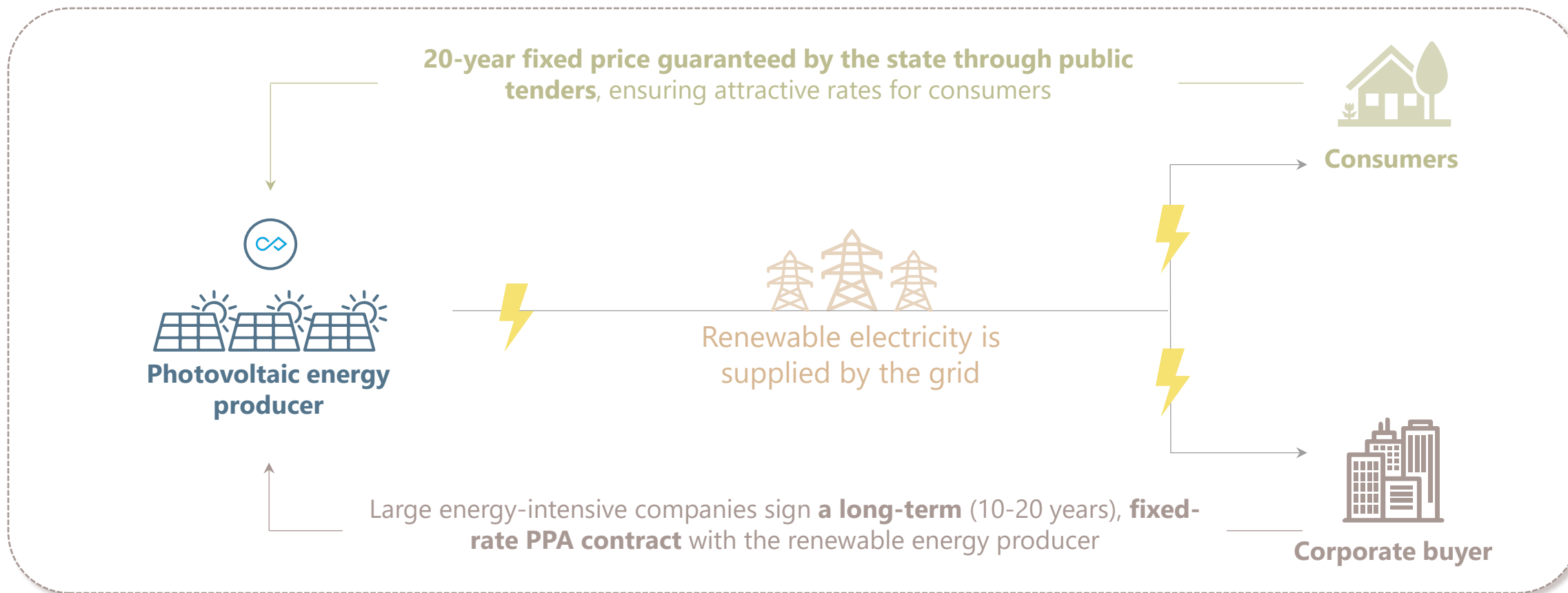


**Tailor-made approach with optimization of costs and timing constraints thanks to maximum anticipation of the process**



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## Excellence in obtaining electricity sale tariffs



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## Full control on procurement and construction

### Pre-construction

8-10



- Consultation on minor lots
- **Civil engineering**, fencing
- **Land clearing** and **soil preparation**
- **Technical approval** and review of execution studies
- On-site **quality inspection**
- **Lease signature**

### Construction

12-18



- **Contract monitoring** (commitments / claims)
- Follow-up advancement, **on-site inspection** (planning and budget)
- **Commissioning**
- **Partnership management** +

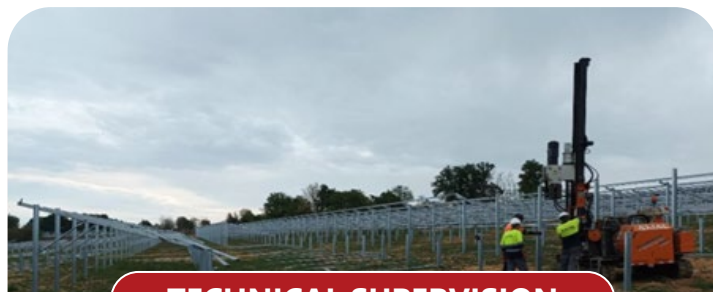
### + Strong partnerships with loyal network of local subcontractors

- **Well managed control** of subcontractors and construction quality
- **Early negotiation of purchases** with procurement partners to **ensure project profitability** and **swift construction**



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### Complete services offering to maximize equipment availability



#### TECHNICAL SUPERVISION



**Single monitoring software** connected to each equipment and **skilled team of engineers** covering all verifications



#### PREVENTIVE, CORRECTIVE AND REGULATORY MAINTENANCE



**Agencies, antennas** near farms clusters and **network of local subcontractors<sup>(1)</sup>** to ensure **responsiveness**



#### OTHER SERVICES



**Trainings** of all technicians and subcontractors **once a year** to **ensure quality of work and knowledge sharing**

Over 20 years' experience provides in-depth knowledge to optimize the entire project development process



(1) Represents 20% of maintenance workforce

# Thank you for your attention

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