



Photosol Day

Building a plant in France -
Process from A to Z

17 SEPTEMBER 2024

Today's speakers



Thomas Aubagnac

Deputy CEO of Photosol



Antoine Dubos

Development in France

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

Photosol Day - Workshop

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)

Photosol Day - Workshop

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**

Photosol Day - Workshop

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

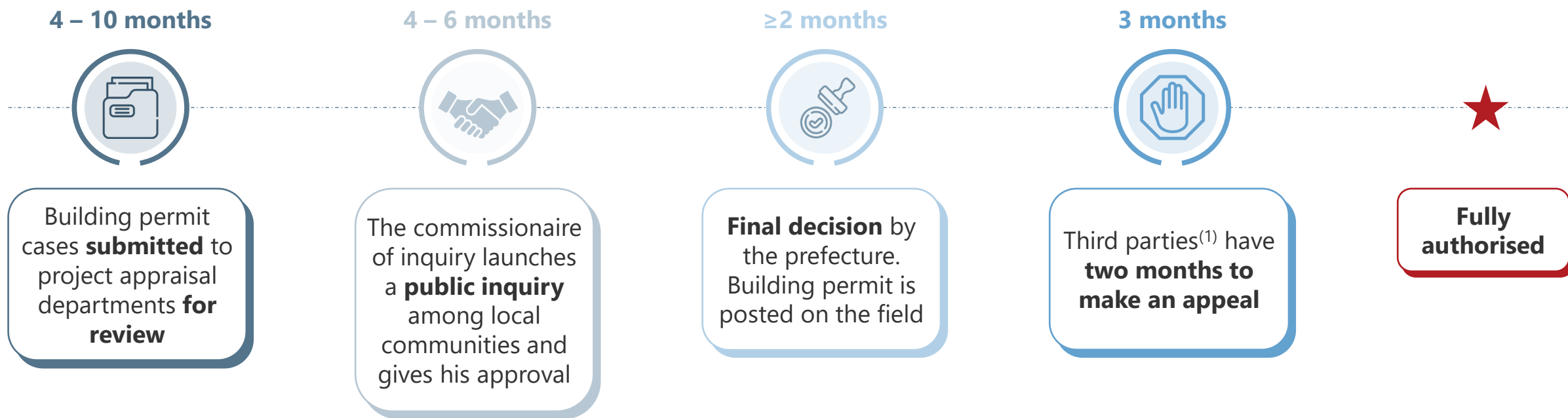
INSTITUT DE L'ÉLEVAGE
idele

Benefits for Photosol

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

Photosol Day - Workshop

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.

Photosol Day - Workshop

Proactive planning by a qualified team to secure the network connection

Early-stage connection and project planning



Grid connection planned and anticipated in advance



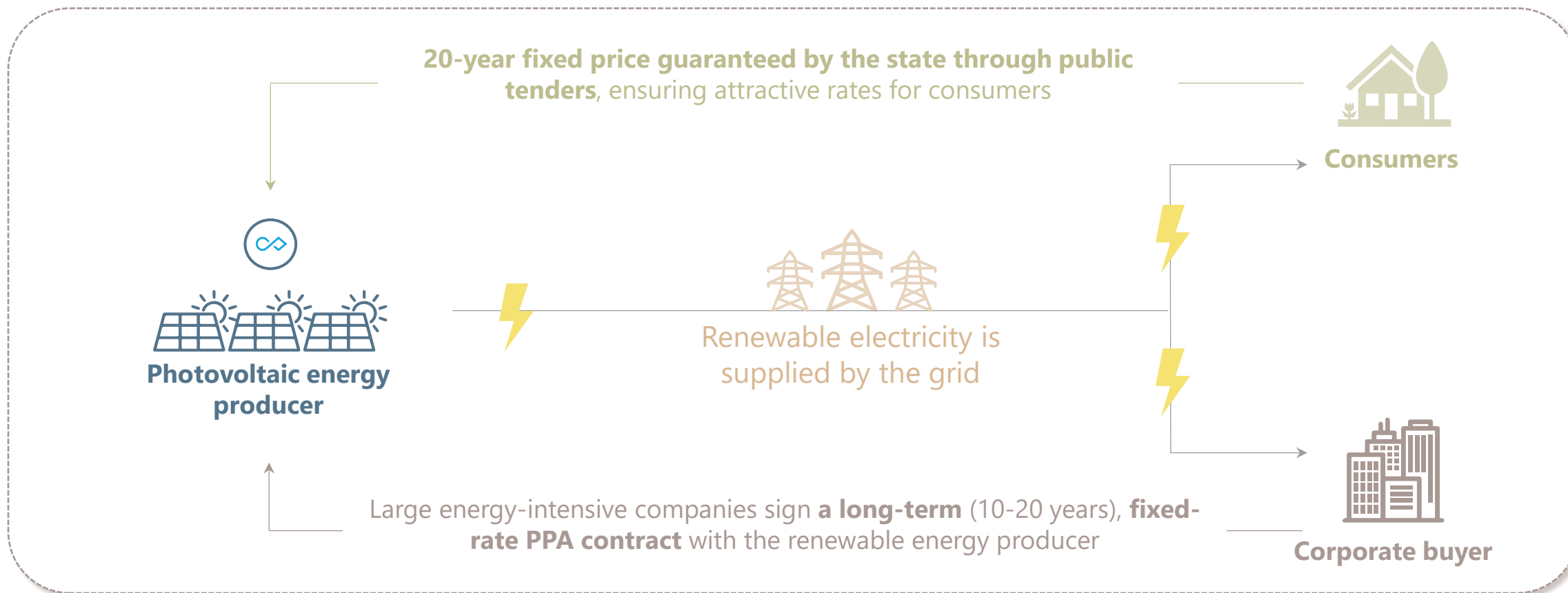
Grid connection convention signature



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

Photosol Day - Workshop

Excellence in obtaining electricity sale tariffs



Photosol Day - Workshop

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**



Photosol Day - Workshop

Complete services offering to maximize equipment availability



TECHNICAL SUPERVISION



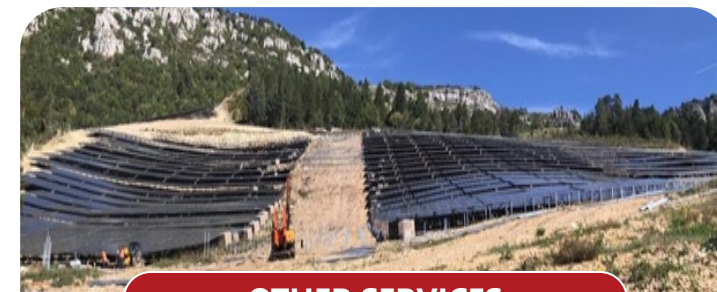
Single monitoring software connected to each equipment and **skilled team of engineers** covering all verifications



PREVENTIVE, CORRECTIVE AND REGULATORY MAINTENANCE



Agencies, antennas near farms clusters and **network of local subcontractors⁽¹⁾** 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

Photos credits:



 **PHOTOSOL**
L'énergie d'un avenir durable

DISCLAIMER

This presentation does not constitute or form part of any offer or solicitation to purchase or to sell Rubis' securities. Should you need more detailed information on Rubis, please consult the documents filed in France with the Autorité des marchés financiers, which are also available on Rubis' website ([Rubis - Distributing energy for everyday life](#)).

This presentation may contain a number of forward-looking statements. Although Rubis considers that these statements are based on reasonable assumptions as at the time of publishing this document, they are by nature subject to risks and contingencies liable to translate into a difference between actual data and the forecasts made or inferred by these statements.

