



Photosol Day

Small Scale PV Plants

17 SEPTEMBER 2024

Today's speakers



Guillaume Pinus

*Deputy director strategic development
- Photosol Local Energies*



Martin De Longueau

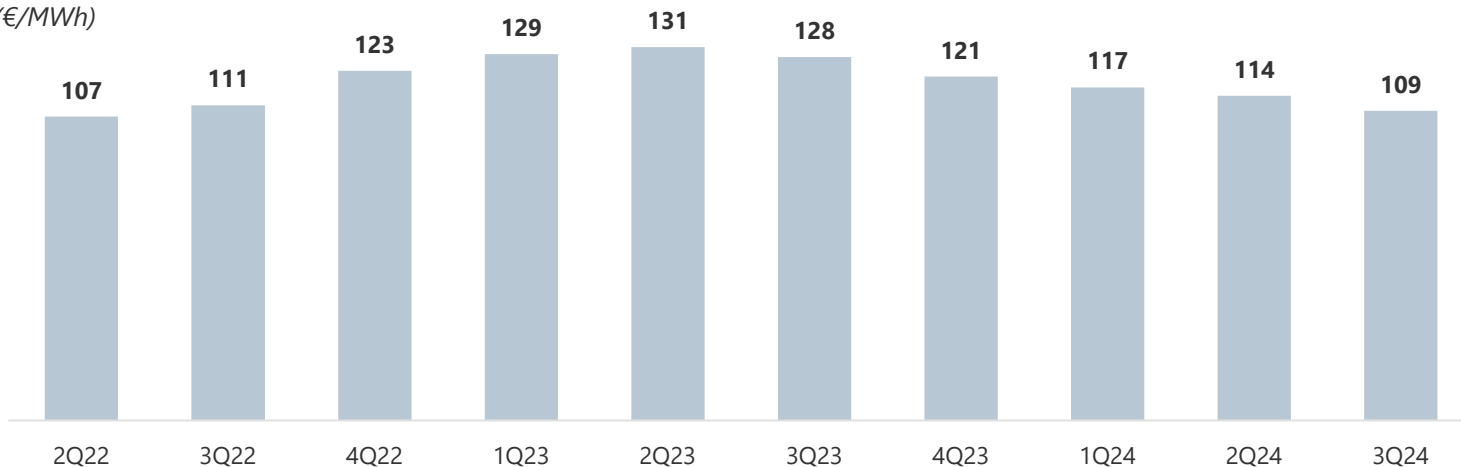
*Director strategic development -
Photosol Local Energies*



A significant development potential in France

Rooftop solar perimeter tariff scheme for capacities between 100kWp-500kWp

(€/MWh)

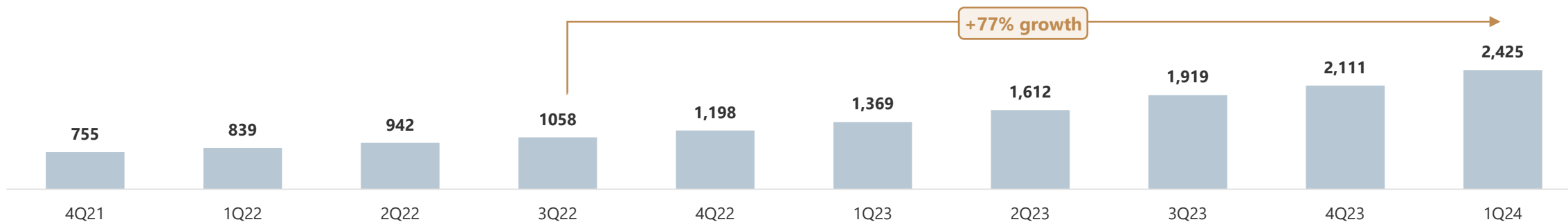


Targets in France

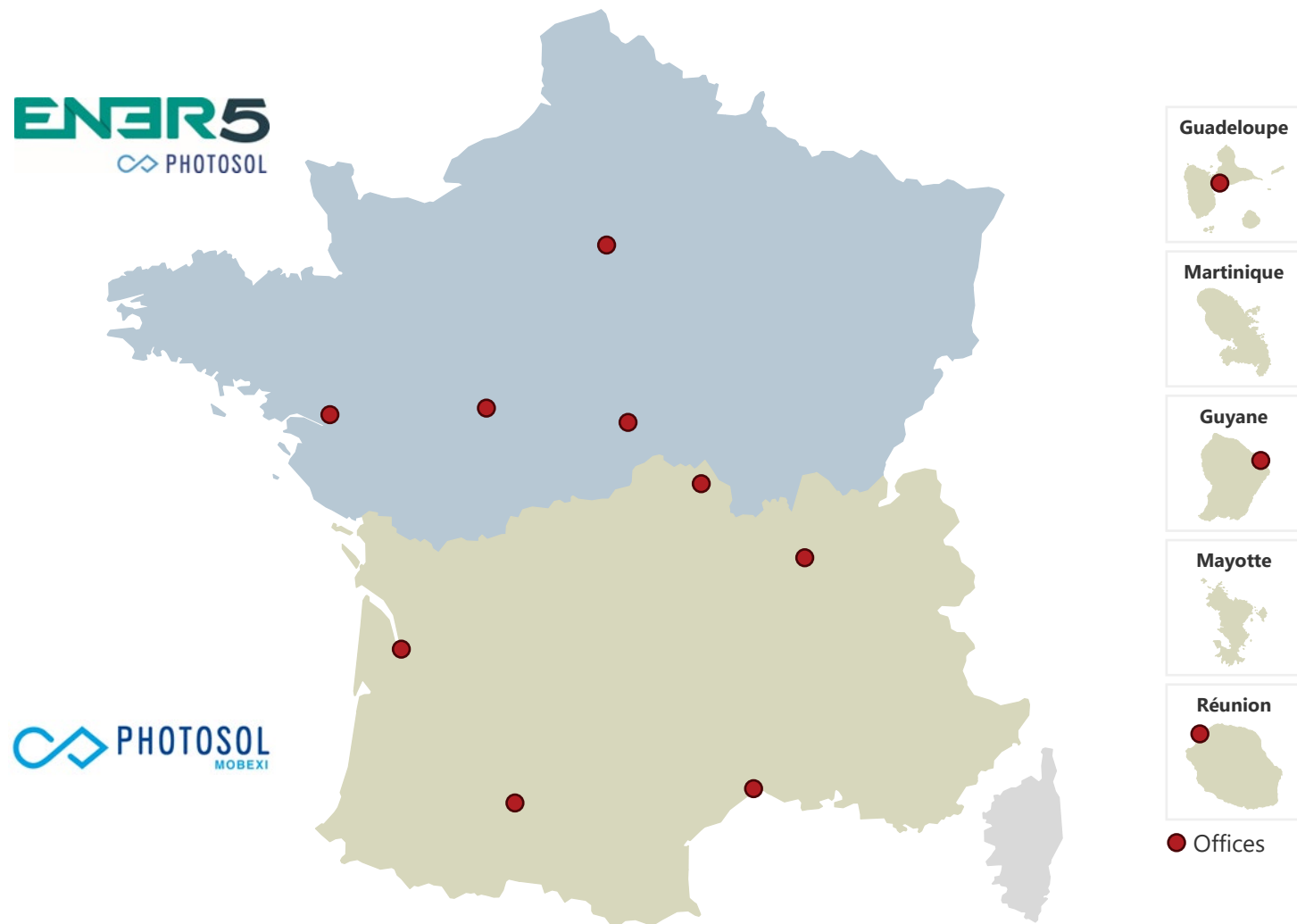


Self-consumption : A practice in full expansion


Solar self-consumption installed capacity in France per quarter (cumulative) (MWp)



Photosol integration plan: entering the 100 – 500 kWp market



Competitive advantages



Economies of scale on sourcing of photovoltaics panels and inverters



National footprint



Sharing of feedback and skills

Photosol offers



Standard buildings



Custom made buildings



Rooftop renovation or PV-ready rooftop



Ground mounted < 1 MWp



Parking lot shadings and charging stations (IRVE)



Poultry/palmiped shelters



Photovoltaic greenhouses



Photosol offers: internal & external sales

INTERNAL SALE







Photosol



- Finances and builds the PV plant
- Holds the asset and runs its operations



Landlord

- Benefits from the construction of a new hangar or from annual rent payments

 **Availability** of hangars, buildings and shaded areas 

 **One-off** rent (soulte) 

 **Annual** rent payment 

 **Self-consumption:** provision of kWh to the landlord 

EXTERNAL SALE





Photosol

- Builds the PV plant
- Takes care of maintenance only on the PV plant

Landlord

- Finances the construction of the PV plant
- Holds the asset and runs its operations

 **100% customer financing** with resale contract in customer's name 

Synergies: integrating the rooftop development into Rubis' strategy



PV developpement in overseas regions

- Partnership with RAG & SRPP in their respective geographic markets to provide a PV offer to Rubis' existing and future customers: Photosol Mobexi will benefit from the local presence of Rubis' subsidiaries. In exchange, RAG & SRPP will be able to better meet the needs of their customers
- **Ongoing discussions about a joint venture** to strengthen and materialize this partnership



Partnership organization in France

- Partnership with Vitogaz for large-scale ground-mounted power plant projects in mainland France
- **Extension of the partnership with BU PEL** to better meet the needs of Vitogaz customers for roofing, parking lots, agricultural or industrial hangars, etc.



Thank you for your attention



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