



THE PV GRID PARITY INITIATIVE

A summary of the steps achieved, the present stage and the future developments of a growing pipeline of above 100 MWp Solar projects in Italy

November 2019

THE INITIATIVE AT A GLANCE



PAST

- The initiative is led by an experienced, consolidated and motivated team;
- A provable track record of >40 developed, authorized, constructed and partially managed PV ground mounted plants in Italy;
- Existing plants have been financed by major banks;
- 90% of existing plants inspected by GSE with positive outcome.

Present

- Investing and studying the market-parity PV opportunity since 2016;
- Identified several feasible projects/clusters of an average size between 10 and 20 MWp each;
- On the projects under development carried out an extensive and detailed pre-evaluation process to sort out all potential legal, technical, environmental restrictions and grid issues.

Future

- Qualitative high-level pipeline;
- One project already presented to obtain the “sole authorization” (environmental step already passed, waiting for “Conferenza dei Servizi”);
- Ongoing pipeline of “shovel ready” projects from Q1 2020 onwards;
- Possibility to sign option agreements at given conditions with flexible business model;
- Several PPA drafts already achieved.

FLEXIBILITY AS OUR FAVORITE APPROACH TO INVESTORS: POSSIBLE ENTERING SCENARIOS



LARGEST PART OF THE PIPELINE BASED IN BASILICATA REGION. THE REASONS



A Solid Past

The number of plants constructed by the promoting team between 2009 and 2013 exceeds 40. A tour through the territory will show our work and its present reality.

An Efficient Network

Our policy is to involve the local stakeholders, such as authorities from the Municipalities, Provinces, Region, local associations, neighboring farmers, common citizens: taking care of local content and sharing the project with the interested parties allowed us to achieve a good reputation and cooperation.

Excellent Climate Conditions

- Basilicata enjoys an irradiation of >1.400 kWh/kWp, raising to >1.800 with single axis trackers;
- Altitudes between 500 and 700 meters from sea-level are characterized from fresh and windy air, even during summer;
- No pollution or dust due to low industrialization and urban traffic.

Safe Social Environment

- Basilicata is considered a “little Switzerland” in South Italy concerning potential criminal infiltration;
- The regional energy law (PIEAR) is clear and consolidated from a legislative point of view;
- Strong commitment from the “Regione” in favor of Solar technology.



PROCESS CHART PROJECT 1 FS

Region: Basilicata, Italy

Land: Agriculture, 48 hectares Land cost: 2.500€/hectare/year

Power: 20MW, single axis tracker Est. Total connection costs including substation, connection line and all infrastructures: <2 M €

Connection point: 6 km in HV Expected IMU yearly tax 3.000 €/MW

	O 19	NOV	DEC	J 20	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Land acquisition	<input type="checkbox"/> YES											
Land constraints	<input type="checkbox"/> YES											
Connection	<input type="checkbox"/> YES											
Surveys & planning	<input type="checkbox"/> YES											
Filling A.U. applic.	<input type="checkbox"/> YES											
Environm. Impact	<input type="checkbox"/> YES											
„confer, servizi“		■										
Release of A.U.					■							



PROCESS CHART PROJECT 2 TRIPP

Region: Basilicata, Italy

Land: Agricultural, 45 hectares Land cost: 2.500€/hectare/year

Power: 20MW, single axis tracker Est. Total connection costs including substation, connection line and all infrastructures: <2 M€

Connection point: 4 km in HV Expected IMU yearly tax 3.000€/MW

	O 19	NOV	DEC	J 20	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Land acquisition	YES											
Land constraints	YES											
Connection	YES, WAITING											
Surveys & planning	ONGOING											
Filling A.U. applic.												
Environm. Impact												
„confer, servizi“												
Release of A.U.												



PROCESS CHART PROJECT 3 GRET

Region: Basilicata, Italy

Land: Agricultural, 48 hectares Land cost: 2.500€/hectare/year

Power: 20MW, single axis tracker Est. Total connection costs including substation, connection line and all infrastructures: <2 M€

Connection point: 6 km in HV Expected IMU yearly tax 3.000€/MW

	O 19	NOV	DEC	J 20	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Land acquisition	YES											
Land constraints	YES											
Connection	YES, WAITING											
Surveys & planning	ONGOING											
Filling A.U. applic.												
Environm. Impact												
„confer, servizi“												
Release of A.U.												



PROCESS CHART PROJECT 4 PIOM

Region: Tuscany, Italy

Land: Agricultural, 15 hectares Land cost: 2.180€/hectare/year

Power: 9,8MW, fixed modules Est. Total connection costs : 167k€ in Medium Voltage

Connection point: 6 km in MV Expected IMU yearly tax 3.000€/MW

	O 19	NOV	DEC	J 20	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Land acquisition	YES											
Land constraints	YES											
Connection	YES											
Surveys & planning	YES											
Filling A.U. applic.												
Environm. Impact												
„confer, servizi“												
Release of A.U.												



PROCESS CHART PROJECT 5 SIL

Region: Sardinia, Italy

Land: Agricultural, 15 hectares Land cost: 2.150€/hectare/year

Power: 9,8MW, fixed modules Est. Total connection costs : 167k€ in Medium Voltage

Connection point: 1 km in MV Expected IMU yearly tax 3.000€/MW

	O 19	NOV	DEC	J 20	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Land acquisition	YES											
Land constraints	YES											
Connection	YES											
Surveys & planning	YES											
Filling A.U. applic.												
Environm. Impact												
„confer, servizi“												
Release of A.U.												



PROCESS CHART PROJECT 6 GUERR

Region: Basilicata, Italy

Land: Agricultural, 47 hectares Land cost: 2.500€/hectare/year

Power: 20MW, single axis tracker Est. Total connection costs including substation, connection line and all infrastructures: <2 M€

Connection point: 5 km in HV Expected IMU yearly tax 3.000€/MW

	O 19	NOV	DEC	J 20	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Land acquisition	YES											
Land constraints	YES											
Connection	WAITING											
Surveys & planning	ONGOING											
Filling A.U. applic.												
Environm. Impact												
„confer, servizi“												
Release of A.U.												



PROCESS CHART PROJECT 7 TER1

Region: Basilicata, Italy

Land: Agricultural, 50 hectares Land cost: 2.500€/hectare/year

Power: 20MW, single axis tracker Est. Total connection costs including substation, connection line and all infrastructures: <2 M€

Connection point: 7 km in HV Expected IMU yearly tax 3.000€/MW

	O 19	NOV	DEC	J 20	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Land acquisition	YES											
Land constraints	YES											
Connection	ONGOING											
Surveys & planning	ONGOING											
Filling A.U. applic.												
Environm. Impact												
„confer, servizi“												
Release of A.U.												



PROCESS CHART PROJECT 8 TER2

Region: Basilicata, Italy

Land: Agricultural, 50 hectares Land cost: 2.500€/hectare/year

Power: 20MW, single axis tracker Est. Total connection costs including substation, connection line and all infrastructures: <2 M€

Connection point: 7 km in HV Expected IMU yearly tax 3.000€/MW

	O 19	NOV	DEC	J 20	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Land acquisition	YES											
Land constraints	YES											
Connection	ONGOING											
Surveys & planning	ONGOING											
Filling A.U. applic.			█									
Environm. Impact				█								
„confer, servizi“					█							
Release of A.U.							█					



PROCESS CHART PROJECT 9 MASFOR

Region: Basilicata, Italy (2 plants)

Land: Agricultural, 80 hectares

Land cost: 2.500€/hectare/year

Power: 20MW + 10 MW,
single axis tracker

Est. Total connection costs including substation,
connection line and all infrastructures: <2,8 M€

Connection point: 20 km in HV

Expected IMU yearly tax 3.000€/MW

	O 19	NOV	DEC	J 20	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Land acquisition	YES											
Land constraints	YES											
Connection		ONGOING										
Surveys & planning	ONGOING											
Filling A.U. applic.												
Environm. Impact												
„confer, servizi“												
Release of A.U.												



PROCESS CHART PROJECT 10 PST

Region: Basilicata, Italy

Land: Agricultural, 31 hectares

Land cost: 43.750€/hectare/ 35 year

Power: 14 MW, single axis tracker

Est. Total connection costs including substation, connection line and all infrastructures: 1,8 M€

Connection point: 4 km in HV

Expected IMU yearly tax 3.000€/MW

	O 19	NOV	DEC	J 20	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Land acquisition	YES											
Land constraints	YES											
Connection	YES											
Surveys & planning	ONGOING											
Filling A.U. applic.												
Environm. Impact												
„confer, servizi“												
Release of A.U.												

LARGEST PART OF THE PIPELINE BASED IN BASILICATA REGION. THE REASONS



STEP 1

- SIGNATURE OF A NON BINDING OFFER SUBJECT TO DUE DILIGENCE AND RELEASE OF A.U.

STEP 2

- TO START THE DUE DILIGENCE PROCESS WHEN SUBMITTING THE A.U. APPLICATION TO THE "REGIONE

STEP 3

- SPA TO BE NEGOTIATED DURING THE WAITING PERIOD AND BE SIGNED AFTER RELEASE OF A.U.

IMPORTANT:

THIS IS A PROPOSAL TO BE DISCUSSED AND MODIFIED IF REQUIRED

THANK YOU FOR YOUR ATTENTION



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