

# Company presentation

2024

# Introduction to Elia: Investing in Italy's Renewable Energy

- **About Elia:**

- Elia is a developer and investor of renewables in Italy.
- We currently focus on the development of small to medium-sized PV plants, emphasising rapid execution.

- **Elia's Affiliation:**

- Elia operates as a subsidiary of Sola, active in Israel's renewable energy sector.
- With a 23 MW development pipeline, out of which 11 MW operational, and a team of passionate professionals, Sola brings valuable expertise to our venture.

- **Our Approach:**

- Elia specialises in initiating projects from early development stages to maximise returns and added value.
- Elia and Sola embrace a long-holding approach aiming at building a fleet of operating assets with recurring revenues.

- **Our Stakeholders:**

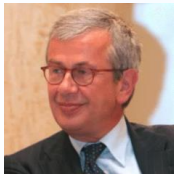
- Backed by influential business figures in Israel and Italy, Elia benefits from a strong network of support.
- Our team comprises seasoned professionals with extensive experience in the renewable energy sector.

## Elia's core values

- **Strategic focus:** We are committed to strategic thinking and planning, aligning our actions with our long-term goals and objectives to drive sustainable growth and success.
- **Integrity:** We uphold the highest standards of integrity in all our actions, ensuring honesty, transparency, and ethical conduct in every aspect of our business.
- **Decisive value creation:** We pursue value creation with unwavering determination, making bold and decisive decisions to maximise outcomes and deliver exceptional results for our stakeholders.
- **Work ethic:** We embrace dedication, perseverance, and diligence as essential elements for achieving excellence and surpassing expectations.

## The Elia team

### Chicco Testa, Chairman



- Formerly served in Italy's lower house of parliament, the Camera Dei Deputati, and on the parliamentary commission for the environment and territory.
- Led the €15 billion privatization of Enel (Italy's electricity company) during his chairmanship from 1996 to 2002, and holds board positions in several Italian corporations.

### Marco C., Country Manager



- With 16 years of hands-on experience, an accomplished electrical engineer specializing in the development, construction, and operation of solar and wind projects.
- Expertise lies in navigating permitting processes and ensuring seamless grid infrastructure connection.

### Gianluca S., Land Scout

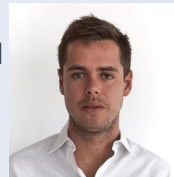


- Over a decade of collaboration with both Italian and international renewable energy firms.
- Proficient in sourcing and assessing sites for photovoltaic installations, conducting technical and economic evaluations, negotiating land agreements, and managing connection and permitting procedures.



### Yehuda Halevy, Founder

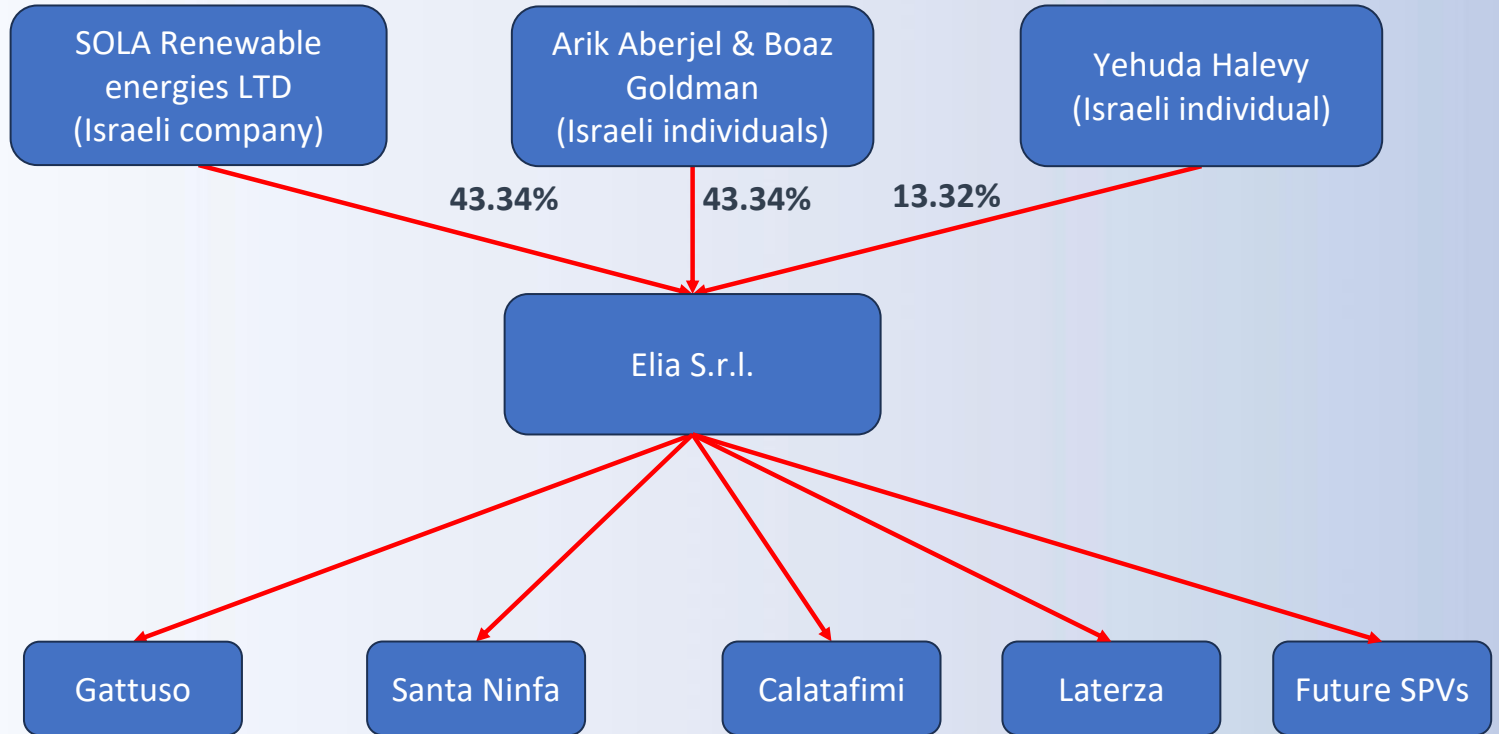
- Brings 15 years of extensive experience in developing and financing renewable energy projects across Europe and Israel.
- Played a key executive role in overseeing Israel's largest solar power plant (121 MW) and has led various projects across Europe.



### Federico Testa, financing and business development

- Involved in the last years in the development, permitting and financing of PV plants in Italy
- Background in Finance having worked for J.P. Morgan in the Investment Banking team and for PIMCO in the Asset Management team

## Holding structure



## Sola Group – some of our shareholders

### Yosi Fait, Chairman



- Serial entrepreneur with successful ventures in retail, high-tech, property, and industrial sectors.
- Founder and former CEO of H&O and Telit Communication, a publicly traded global tech company.

### Amir Chen, Director



- Managing partner of FBC, one of Israel's top 4 law firms boasting around 300 lawyers, with a strong presence in capital markets and a dominant footprint in capital markets.
- Mr. Chen focuses on large-scale and complex real estate projects and is one of Israel's leading deal-makers.

### The Mousler family, investors; Matan Mousler, director



- The late Avi Mousler was CEO of Amot Investments (market cap NIS 7.5 billion) and established Energix, a leading Israeli renewables IPP.
- Matan Mousler has advised public companies in commercial issues, IPOs, DDs and M&As.

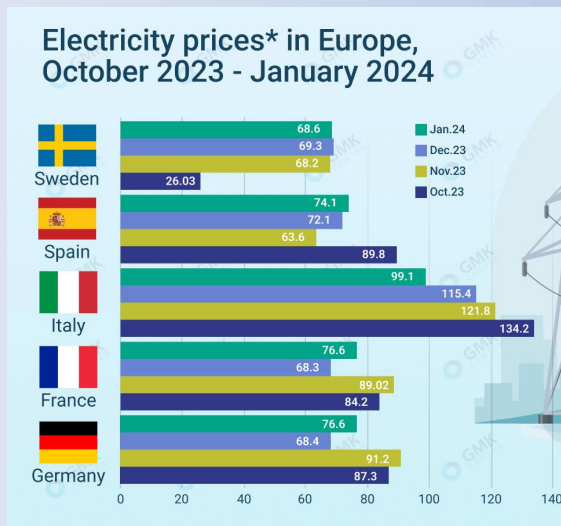
### Robi Behar



- A senior partner in FBC and head of the firm's Litigation and Competition Departments.
- Mr. Behar handled many of Israel's most significant M&A transactions and is an arbitrator in complex commercial and intellectual property matters.

## Why Italy (1)

- **Timing**
  - Renewable targets increased 3-folds in 2023
  - New legislation aims at increasing installations
- **Targets are serious**
  - Italy has met and surpassed passed targets
  - Targets are driven by EU directives and budgets
- **Favourable fundamentals**
  - Southern Italy offers exceptional solar irradiation levels, making it ideal for solar projects
  - Electricity prices are consistently high compared to EU countries



Source: <https://www.linkedin.com/pulse/electricity-prices-europe-rose-january-amid-growing-demand-tsunf/>  
 See also <https://ember-climate.org/data/data-tools/europe-power-prices/>

## Why Italy (2)

- **Expansive market with opportunities fitting our scale**
  - 10 GW need to be installed annually until 2030
  - Smaller projects (1-25 MW) benefit from fast-track permitting
  - The 1-25 MW are too small for some of the larger players, reducing competition
- **Favourable geo-political conditions**
  - A large western country with reliable government and judicial systems
  - A developed electricity market and a comprehensive eco-system of lenders and advisers , facilitating project development and financing





## Why Italy (3)

### Continued legislative support for renewables

- The legislative trend in favour of renewables persists. Following are a few examples.
- New draft law (March 2024):
  - Feed in tariff auctions for 45 GW will be issued twice a year.
  - Plants <1MW up to 5 GW will be entitled to 93 € / MWh indexed for 20 years.
- Sites <500 m from industrial and renewable plants or <300 m from motorways are eligible for simplified authorisation procedure (PAS) (updated decree 5/2024).
- PAS limit on capacity has been increased from 10 MW to 12 MW, exemption from VIA (environmental) screening from 5 MW to 6 MW.
- € 17.7 b support scheme for 9 GW / 71 GWh of storage to be allocated in auctions
- € 1.7 support scheme for agri-PV including grants of up to 40% of projects' capital expenses.

## Strategy

- Project size** • We aim at building a diversified portfolio consisting of multiple 1-25 MW projects with fast track procedure (e.g. PAS)
- Technology** • We focus on PV  
• We will consider storage in H2 2024
- Maturity** • We develop greenfield projects which generate exceptional returns.
- Holding** • We hold onto projects to create an operating renewable fleet with stable, recurring cash flow.

## Elia's approach

- **Project Sourcing:** We employ a proactive approach to project sourcing, leveraging both our team on the ground and strategic collaborations with local developers for co-development opportunities.
- **Strategic Partnerships:** We have forged strong partnerships with top-tier legal and engineering advisers, enabling us to navigate regulatory and technical complexities.
- **Utilisation of Networks:** Leveraging the extensive network of our Italian managerial leadership, we access additional resources and expertise to support our endeavours, enhancing our ability to seize opportunities effectively.
- **Pipeline Overview (as of 10/2024):**
  - **Total Capacity:** Our pipeline has experienced consistent growth and currently encompasses approximately 90 MW of projects, all utilising the simplified PAS procedure.
  - **Secured Projects:** Among these, 66 MW are secured through land agreements and development agreements where applicable.
  - **Connection Assurance:** Notably, 41.5 MW of our secured projects have already secured connection

## Secured pipeline

Project	MW	Status	Estimated R <sup>+</sup> P	PIRR	EIRR
Santa Ninfa 1	2.2	PTO approved, PAS filed	Q1 2025	12.7%	31.0%
Santa Ninfa 2	1.0	PTO approved, PAS filed	Q1 2025	15.5%	41.2%
Calatafimi	2.0	PTO approved, PAS filed	Q1 2025	14.0%	30.8%
Gattuso	6.0	PAS filed	Q3 2025	10.8%	24.5%
Sciacca 9	2.6	TICA accepted	Q1 2025	12.3%	29.3%
Di Paola	1.8	PTO and PAS filed	Q1 2025	11.0%	24.8%
Laterza	25.0	STMG accepted	Q3 2025	11.4%	26.1%
Valderice	3.0	Option signed. Under DD.	Q3 2025	9.8%	20.8%
Paceco	15.0	Option signed. Under DD.	Q2 2026	12.1%	28.6%
Bavuso	1.0	PTO accepted	Q2 2025	9.7%	20.7%
Caltagirone 40	7.0	Option signed. Under DD.	Q4 2025	11.7%	27.0%
<b>Total</b>	<b>66.6</b>				
PTO = connection coordination					
PAS = simplified authorisation					
TICA = connection terms					
* 7% discount rate					

Thank you!