



# New challenges on Romanian PV market

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An aerial photograph showing a large solar farm with rows of photovoltaic panels on a grassy hillside. In the background, there is a body of water and a small settlement. In the foreground, a water treatment facility is visible, featuring several large cylindrical tanks and various buildings. The scene is captured during the day with soft lighting.

# Clean energy and water. The fundamentals of life.

We deploy technology to provide these fundamentals  
and help build a thriving, sustainable world.

## Photon Energy in numbers



**100+ MWp**  
PV plants installed



Own portfolio  
**74.7 MWp**



**43.8 GWh**  
produced in 2020



O&M services  
**300+ MWp**



## Our business model

**We manage projects from start to finish**



### Projects

Project development for rooftop and green-field installations from **300 kWp to 300 MWp**

### Operations

Operations and maintenance of PV power plants, including own **control room** and **monitoring platform**

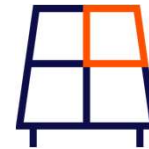


### Solutions

Design and construction of **on-grid** and **off-grid** installations, including **battery storage solutions**

### Investments

Investments in PV power plants for the **sustainable** production and sale of **solar energy**



### Technology

Trading of **PV components** (panels, inverters and substructure)

## Projects

### Project development from concept to completion

We develop green fields from scratch and acquire both large- and smaller-scale PV projects at all stages of the development process. Our current project pipeline is **790+ MWp** globally (of which **350 MWp** fully developed in Australia).

- ▶ Land acquisition
- ▶ Administration and legal landscape
- ▶ Permitting and implementation
- ▶ Joint ventures
- ▶ Partnerships with banks and investors



## Operations and maintenance

### Maximise yield while minimising cost

Our fully-integrated solar monitoring systems – programmed and commissioned by our experienced programmers and technicians – allow us to provide comprehensive monitoring and control of your PV power plants.

- ▶ Optimises installation and hardware costs
- ▶ Detects threats in a timely manner
- ▶ Used by industry-scale owners, operators and investors
- ▶ Connects to external systems free of charge
- ▶ Provides expert 24/7 technical support
- ▶ Delivers reporting and notifications



## Challenges in Romania

### For a stable energy transition

- ▶ Romania renewables target for 2030 – 30,7%
- ▶ Amendments to Energy Law 123/2012 – to allow concluding PPA's as bilateral agreements outside centralized markets
- ▶ Sale-Purchase Agriculture land – Law 175/2020
- ▶ Access to Grid and connection costs



## Recent projects

- ▶ Three large-scale PV projects of **580 MWp** with **Canadian Solar**
- ▶ Rooftop installations, including a **4.6 MWp** project for **ALDI Stores Australia**
- ▶ Hybrid solar and battery storage system on **Lord Howe Island**, a World Heritage Site
- ▶ Two PV power plants with a combined capacity of **14 MWp** in Leeton, Australia
- ▶ **3 MWp** PV power plant for a large-scale water treatment plant in Wodonga, Australia
- ▶ In Hungary, 61 PV power plants built and connected with a total capacity of **49.1 MWp**







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