



Start your innovative journey towards the energy transition with us

Boost your competitive advantage and save money with our Distributed Energy Generation Solutions, and then maximize the value of these assets with 5 simple steps



STEP 1

Find a trusted energy partner that responds to your needs and supports you in your energy transition

Major global trends are completely transforming the energy industry. **Renewable resources**, **digitalization**, and **technological innovation** are revolutionizing the way energy is produced, distributed, and consumed. These factors have shaped new consumer requirements and expectations, paving the way for a new model of sustainable development with a strong impact on businesses. Leveraging its unique historical expertise, cutting edge technology, and consulting skills and knowledge, Enel X has developed a wide variety of **innovative circular solutions**. The objective is to become the top trusted partner for corporate clients, supporting them in their energy transition by offering personalized and customer-based solutions that allow businesses to unlock their full potential.

Among the proposed offerings,

Distributed Energy Solutions enable companies to become more sustainable, resilient, and profitable.



STEP 2

Get a new energy identity by becoming a Prosumer

Within this new scenario, DER solutions have changed the rules of the game: consumers have become at the same time, energy producers.

With the term **Prosumer**, a combination of the words “producer” and “consumer”, consumers take on a new role. From **passive** clients to **active entities** that produce energy to then use, accumulate, and exchange with the grid, businesses acquire a whole new personality.

Distributed Energy Resources – DER

Distributed Energy Resources (DER) include energy generators that produce electricity in proximity to the point of consumption to benefit users while promoting **efficiency** and **generating cost savings**.

Enel X provides companies with the design, installation, management, and maintenance of DER systems, including:



Photovoltaic solutions – PV

These **tailor-made solutions** perfectly respond to customers' needs: solar systems are installed on the customer's premises to absorb sunlight and convert it into electricity.



Combined (Cooling) Heat and Power Generation – C(CH)HP

Electric and **thermal energy** are produced simultaneously at a single plant, powered by a single source of primary energy. This system allows to avoid wasting heat from the production process by recovering it and converting it into energy. CCHP systems also produce **refrigeration energy**, in addition to electricity and heat.

STEP 3

Amplify the value of DER with integrated solutions

Enel X leverages its energy expertise and cutting edge technology by offering a variety of **integrated full-service solutions**. By purchasing our bundle offers, DER value is amplified and maximized. Companies are able to obtain the highest savings while creating new sources of income.



To monitor energy production and increase your savings

Boost your Photovoltaic potential by combining it with our innovative **Energy Management (EM)** solution. This combination allows for the collection, comparison and analysis of real-time data from any energy source present on the customer's site. The system can also monitor energy consumption in real time, compare several plants and buildings using standard and **personalized KPIs** and can create predictive analysis that forecast costs. Furthermore, it can automatically identify **potential savings** by comparing actual consumption with ideal energy usage, allowing clients to take corrective actions where needed. The software also creates customized reports on sustainability performance, such as the plant's CO₂ emission levels and the amount of energy produced by installed PV systems, providing insight on actions for sustainability improvements.



To obtain new revenue streams in addition to the production of energy

Unlock new revenue potential by participating in flexibility services such as **GEO** (Generation Energy Optimization); surplus from the energy asset is traded on the market, generating **additional revenue**. This solution can be integrated with our Photovoltaic and C(C)HP systems. To further increase options for revenue generation, the **GEO ADVANCED** solution is dedicated to businesses that own or wish to install a CHP. Thanks to a combination of **advanced modelling** and **artificial intelligence**, the production schedule of assets can be optimized. Our innovative software also captures real-time market opportunities, such as market regulatory changes, tax benefits, energy incentives, and much more. Furthermore, by participating in **DR** (Demand Response) programs, simply by modulating energy consumption based on the grid's requirements, clients are remunerated with fixed and/or variable compensation. Both the GEO Advanced and DR solutions can be integrated with our C(C)HP systems.



STEP 4

Enjoy DER benefits



Lower energy costs

DER systems enable on-site energy production through easier access to renewable resources. Businesses can also benefit from **lower energy costs** by being independent from the grid at times when energy prices are high and by **optimizing consumption schedules**.



Increased reliability

Our proposed solutions improve resiliency, protect against operational disruptions and power quality issues, and ensure **greater stability** for the benefit of all, opening up a new service model while increasing **companies' competitiveness**.



Managed risks

By adopting our proposed solutions, businesses reduce their reliance on fossil fuels. By doing so, they can address compliance issues, **manage market exposure** and budget uncertainty, while promoting the adoption of **circularity models**.

Integrated solutions benefits



Real time visibility on energy consumption and production

In addition to real time visualization of energy production and management, our innovative software allows companies to **compare performance** across various buildings and sites, using **personalized KPIs** and correctly identifying energy inefficiencies.



Optimization and maximization of potential savings

Our integrated solutions allow companies to identify **energy inefficiencies** by comparing real consumption with ideal consumption models created by **artificial intelligence algorithms**, reaching specific optimization and savings goals.



A new source of income

Participating in DR programs allows companies to **monetize the flexibility of their energy assets**. Or, through the GEO option, sell surplus on the energy market. Enel X offers fixed and variable remuneration when users agree to reduce their energy demand when the grid is under stress.

STEP 5

Choose the financing option that best fits your business strategy

Our solutions perfectly adapt to various corporate strategies. In order to correctly respond to different customer needs and to facilitate access to our portfolio of solutions, our customers can benefit from our offering using **different formulas**: asset purchase, energy as a service, and existing asset sales. These three main economic solutions cover the needs of clients who wish to buy a new asset as well as those who already own one that may require revamping.

› **Asset purchase**

The customer invests in the asset and has **full ownership** of it. In order to do this, clients can choose from several options: a one-shot sale of the asset using available liquidity, by stipulating a financing agreement with a credit institution, or opting for a leasing formula.

› **Energy as a service**

Enel X or a Joint Venture invests in the asset and has full ownership of it. Customers pay a **monthly fee**, fixed or variable, for the received service. As an alternative, they can opt for a power purchase agreement. In both cases, customers can redeem the assets at the end of the contract.

› **Existing asset sale**

The client sells its DER assets to Enel X with a one-shot payment in return. If the customer wants to continue to benefit from the plant's energy supply, it can stipulate a **PPA agreement** with Enel X. If needed, the latter will revamp or repower the plant..

