

GREEN ENERGY SIMPLIFIES THE ENERGY TRANSITION

ECONOCOM SALES BOOTCAMP

12th of December 2023

econocom

Plan



01 – Positioning & Added value



02 – List of considered assets



03 – Contracting



04 – Studied projects



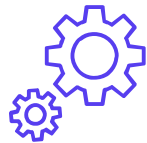
05 – Fedex case

01

Positioning & Added Value

What we do.

We integrate our added-value expertise to our funded solutions, in order to lead our client to reduce their carbon emissions.



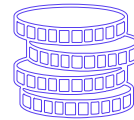
Conceive

Identify energy saving sources, prescribe the best for our client's buildings, while remaining independent from any supplier. Maximize our client's Return On Investment.



Deploy

Manage the orders, organise the logistics, deployment and focus on the implementation of our equipments. Our management assistance expertise provides support during the project execution.



Fund

Econocom provides the best financial answer to our client energy efficiency project, so they have the minimum cash-out. We do integrate specific subsidies related to your project in our economic models.

OPTIONAL



Energy Monitoring

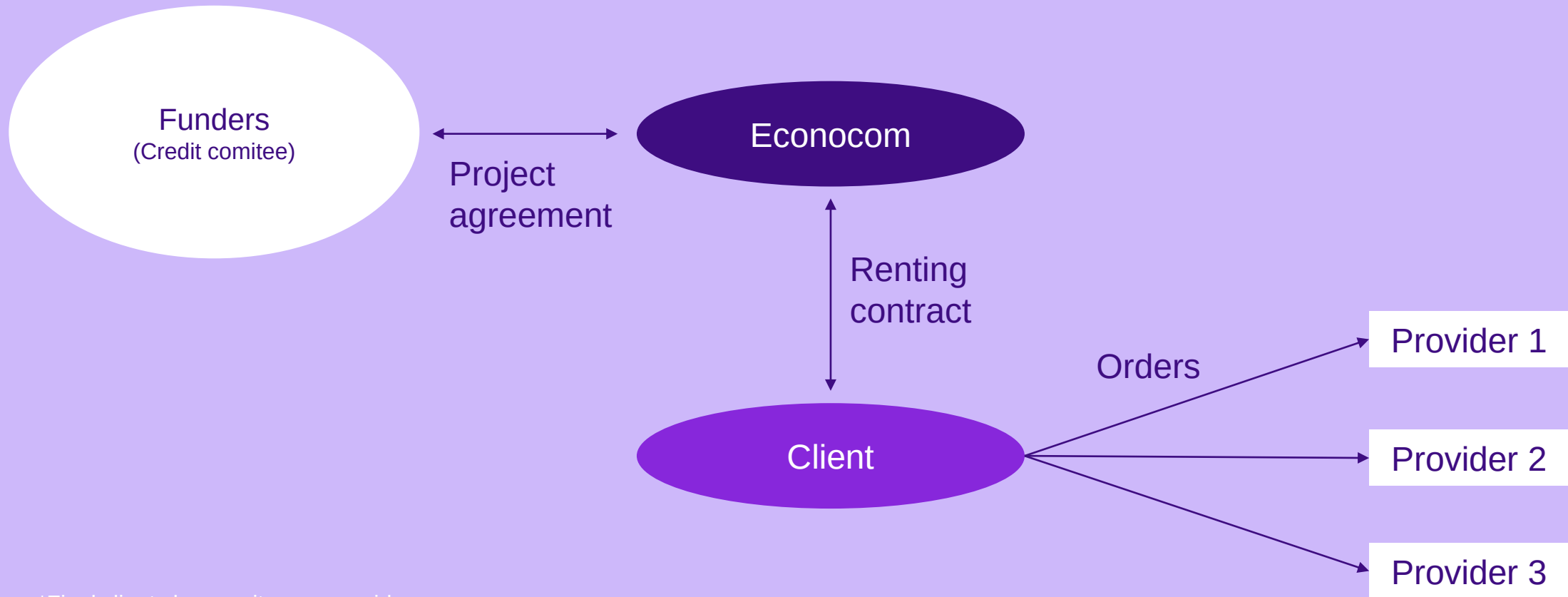
Collect all the needed data (energy and buildings) on our energy tracking platform. Our energy management support helps ou to define your energy strategy.

“ WHAT CANNOT
BE MEASURED DOES
NOT EXIST ”

Niels Bohr

Our responses : Business Model 1/3

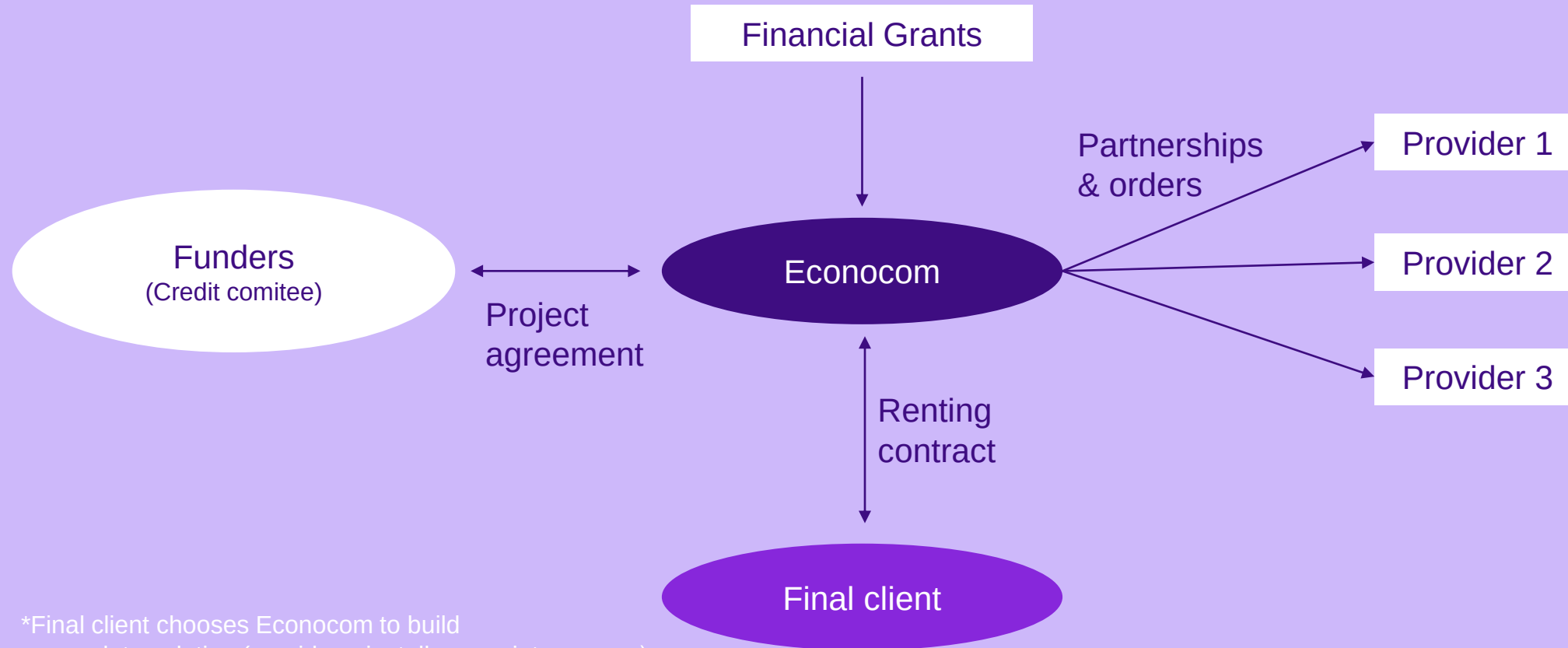
« Funding » mode*



*Final client chooses its own providers

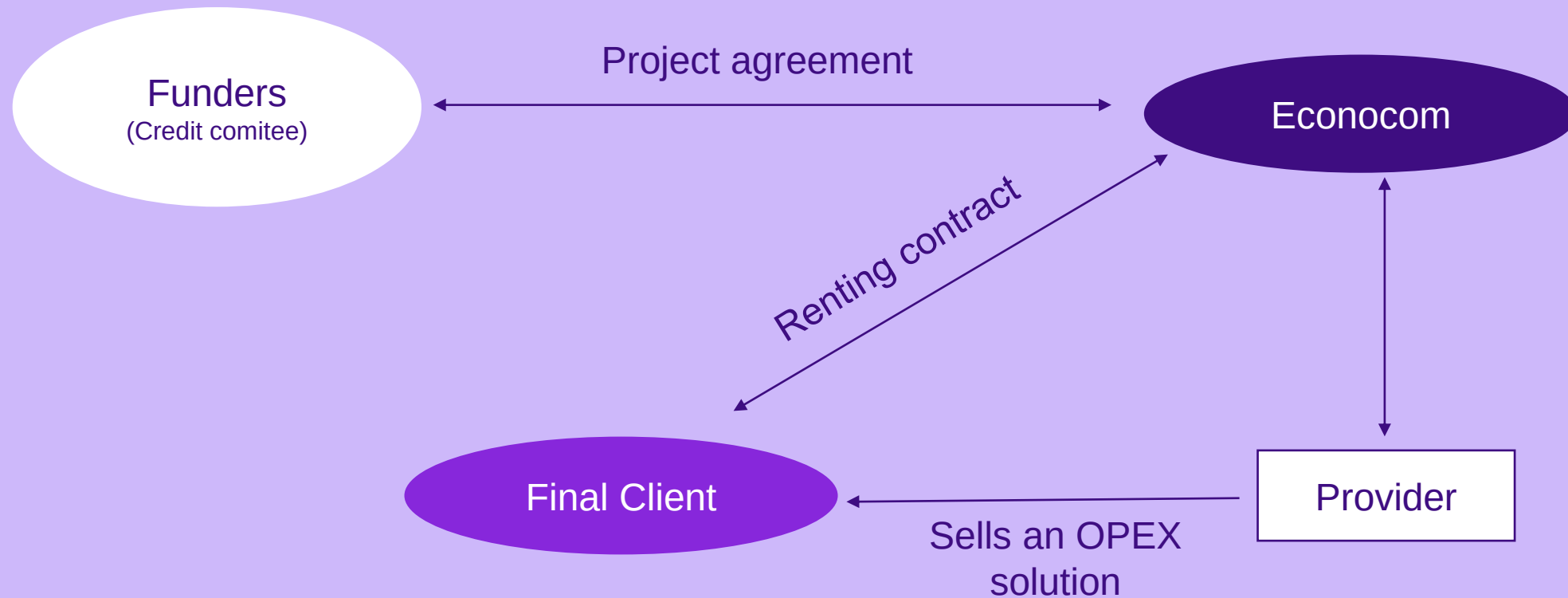
Our responses: Business Model 2/3

« As a Service»* mode



Our responses : Business Model 3/3

« Vendor Lease » mode



*Final client chooses its own providers

Certified Partners

Energy storage solutions

Elinex, Watt 4 ever, Automation

Solar Energy

NDW, Enerdeal, Soltis, Planet-Eco, Wize Energy, Genista

Lighting

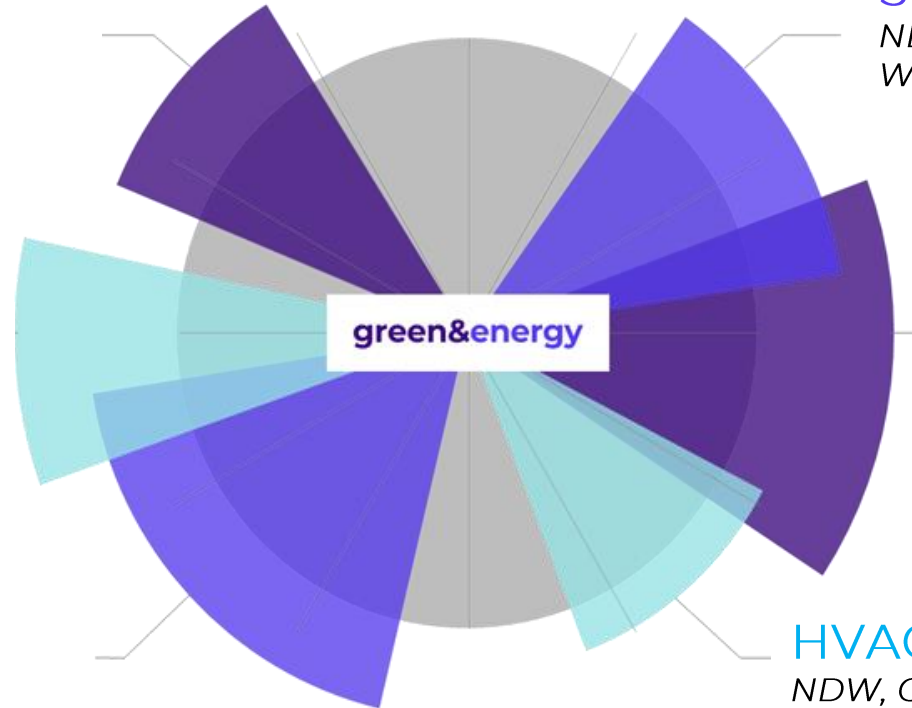
Project Nekton, ITAB, NDW, Genista

HVAC

NDW, Groupe VHC, ClimaGroup, Bioclimas, Genista

EV-Chargers

NDW, Enerdeal, Genista, Building Technics The Plug-In company



02

Energy assets

Expertise fields

Heating, Ventilation and Air-Conditioning
Comfort, performance, and air quality



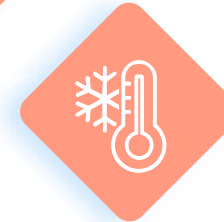
Heat recovery
Valorize heat that would be lost



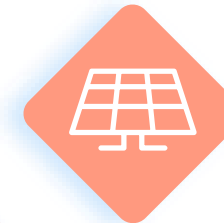
Energy Storage
Store electricity to consume later



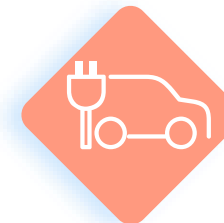
LED lighting
Comfort, well-being, productivity



Industrial refrigeration
Performance, F-Gas compliance



(Mobile) Solar PV
Securize its energy expenses



Charging station
Answer growing demand

Market Overview - Technical & Financial criterias

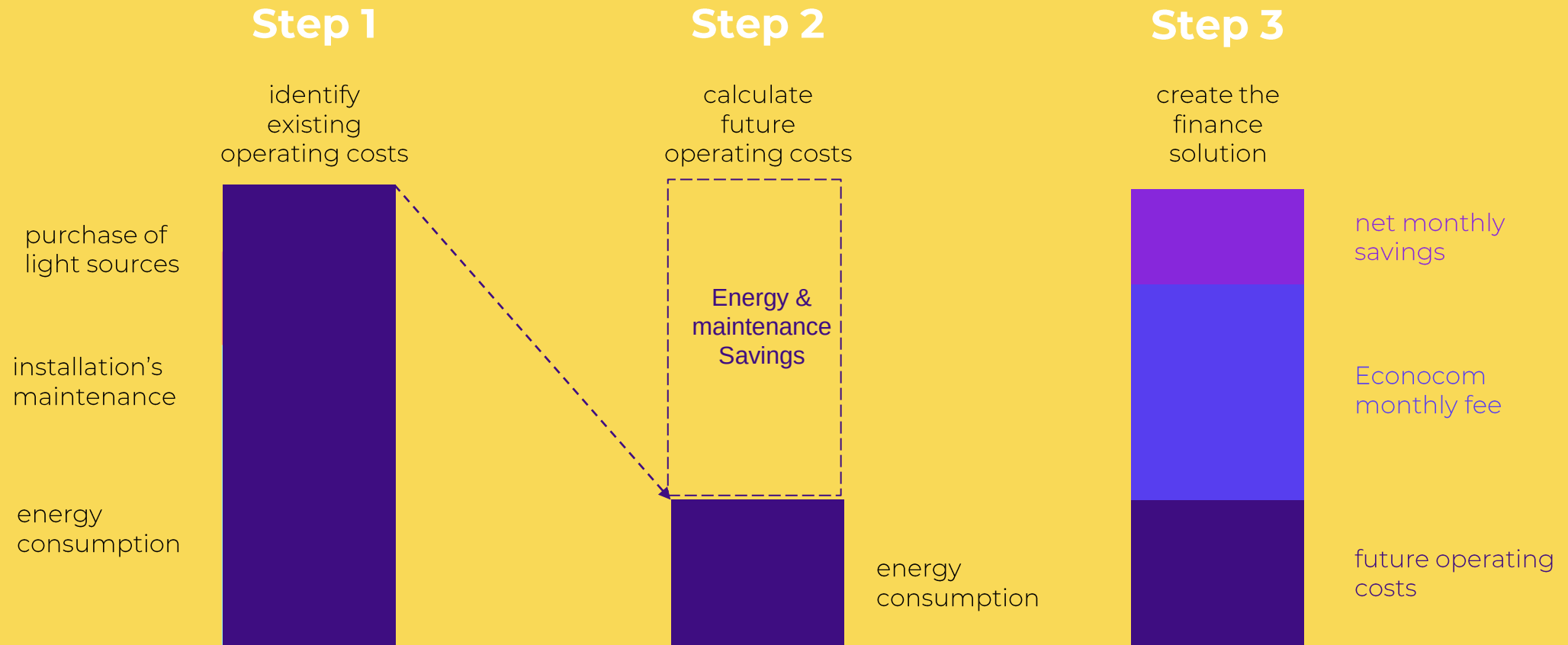
Strong financial buffers :

- Funding duration largely lower than average lifetime
- Considered residual value set at 0€ for all assets classes

Typology	Deployment time	Asset lifetime (years)	Desired lease duration (years)	Considered Residual Value
EV Charging points	< 1 month	8-10y	Up to 5	0€
Solar panels	<6 months	20-25y	Up to 10	0€
LED lights	<1 month	15-20y	Up to 10	0€
Batteries	<3 months	5-10y	Up to 8	0€
Heat pumps	1-2 month	15y	Up to 8	0€
Refrigeration units	<3months	15y	Up to 8	0€

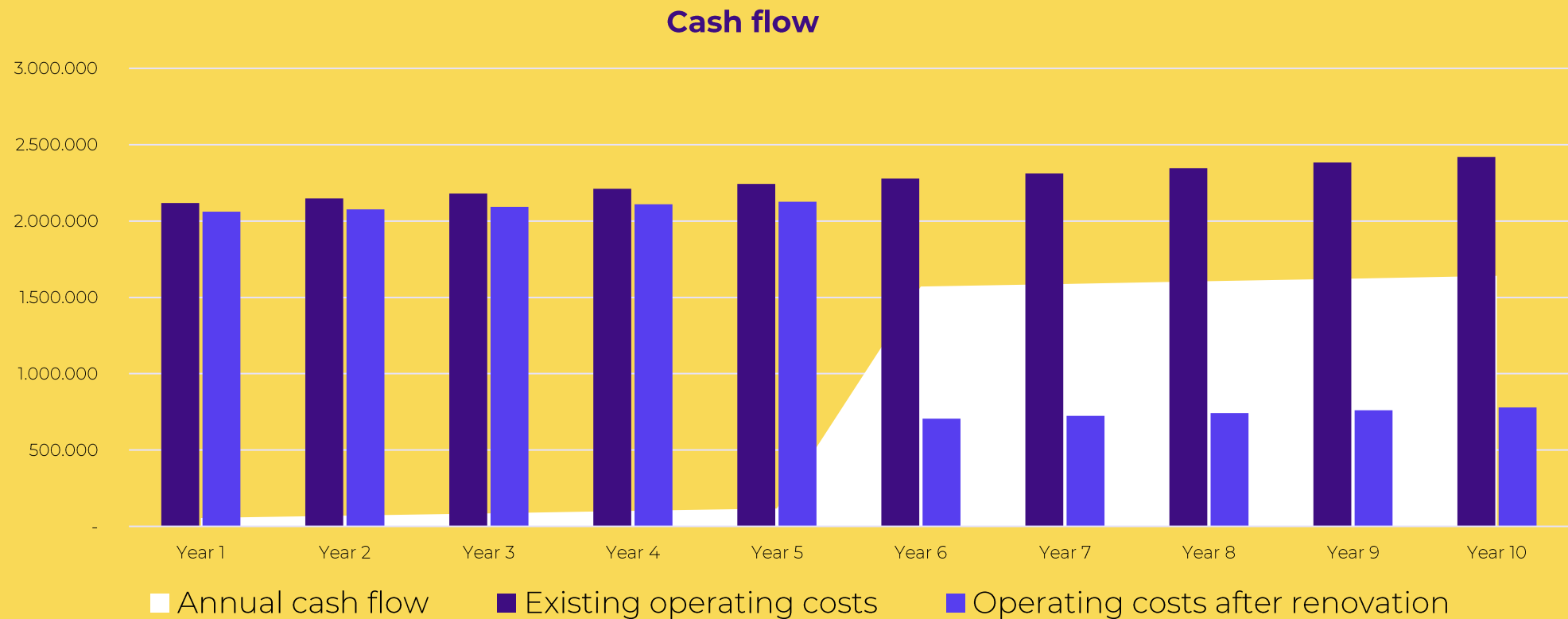
Economic model 1/2

an economic model based on **TCO**,



Economic model 2/2

for immediate benefits.



(1) Econocom fees included

03

Contracting

Contracting

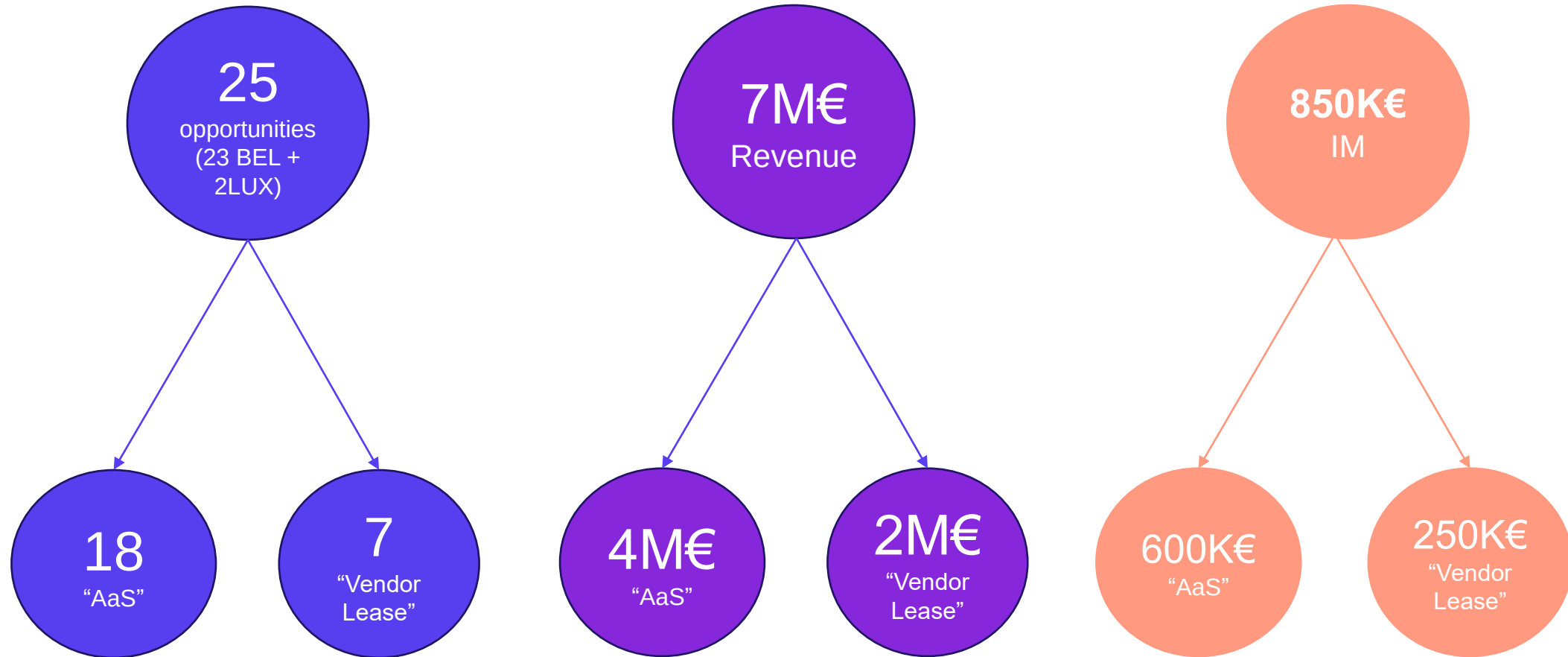
Our contract includes :

- Leasing General Conditions (similar to the ones we use for IT contracts)
 - General Conditions of « Green & Energy » Products
 - ROF contract
 - Specific conditions
- + Annexe : List of products (Lightings, sensors, ...)
- + Annexe : List of services (Sourcing, project management, logistics, ...)

04

Studied projects

Studied projects



Case studies



Project : Solar + Lighting + HVAC

Typology : As a Service

NPV : 350K€

IM : 60K€

Expected signature : Contract in writing

Lease Duration : 8 years

Funders : SGEF & Belfius



Project : Solar + EV

Typology : As a Service

NPV : 1250K€

IM : 230K€

Expected signature : Q1 2024

Lease Duration : 8 years

Funders : SGEF & Belfius



Project : Cobelpro

Typology : Vendor Lease

NPV : 1050K€

IM : 50K€

Expected signature : Q1 2024

Duration : 10 years

Funders : Belfius

05

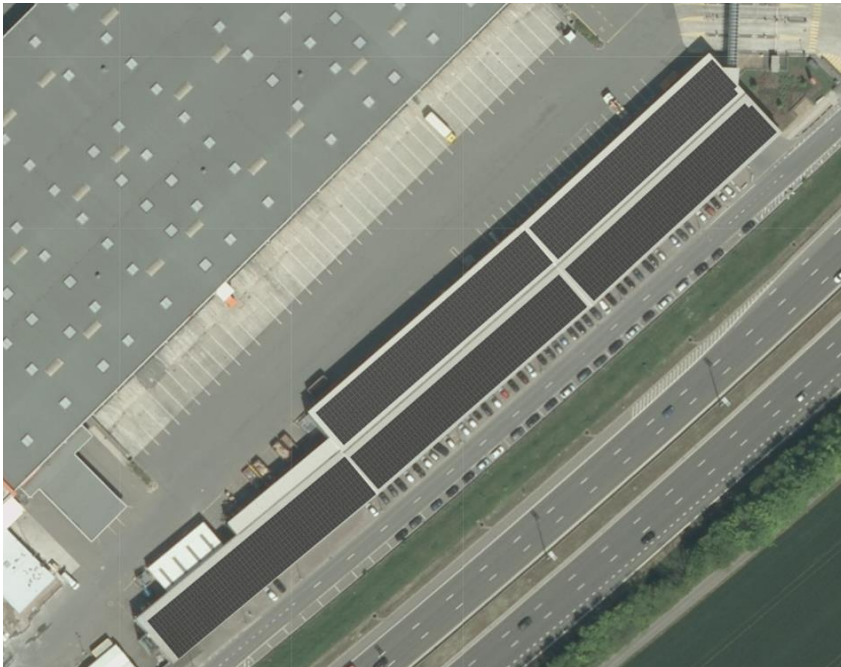
Fedex Case

FEDEX – SOLAR STUDY SCENARIO

Preamble

The so-called "Car park" area is expected to receive the future photovoltaic installation. This choice is linked to the absence of roof obstacles on these buildings which will facilitate the implementation of uniform solar fields.

However, it is recalled that although the structure in appearance is compatible, it will be necessary to certify by an approved design office the compatibility of the structure with an additional load of $30\text{kg} / \text{m}^2$.



The configuration of the flat roof requires a layout in 5 identical "solar fields" as symbolized opposite.

The exploitable surface (-1m at the edge) of the South-East facing roofs is $\sim 5\,500\text{m}^2$

This leads us to study a first energy-optimal scenario:

Unit power of each solar module: 425 Wp

5500 m²

Total covered surface

980 kWp

Total power output

2308
modules

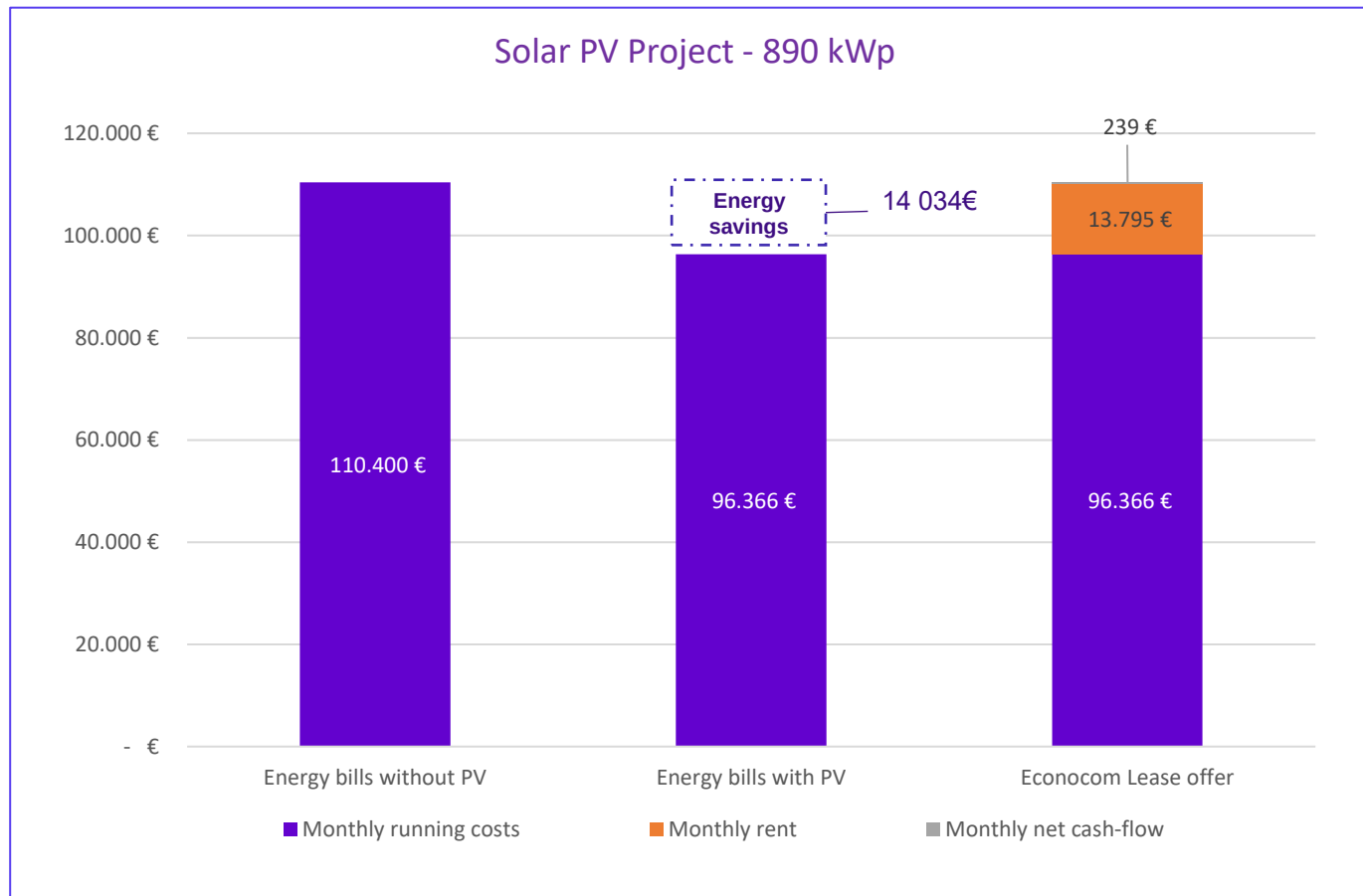
Number of solar panels

FINANCIAL MODEL (1st contract only)

Definition of monthly payments

Fixed monthly rent over 96 months

13 794,91€* HTVA



*Rent includes:

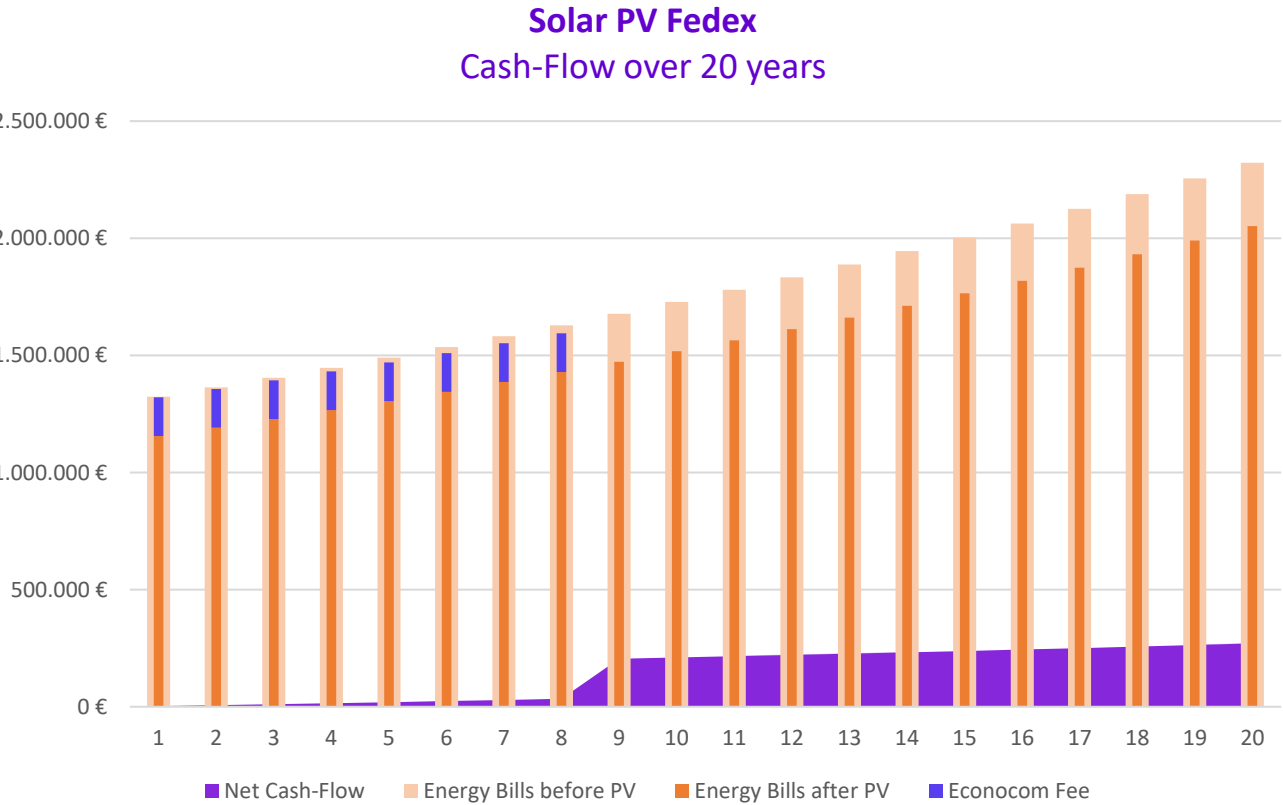
- The stability study/as-built study of the FedEx Car Park building (mandatory) – *Invoiced in CAPEX if the project is cancelled*
- Material: photovoltaic modules, inverters, structure, AC & DC cables, electrical cabinet
- Works: transportation, installation, craning, rental of machinery, commissioning
- Engineering: project management, site monitoring, administrative documents
- The extended warranty of the inverters over 10 years (+5 years)
- Preventive Maintenance (annual technical inspection and cleaning of the panels every 4 years)
- Corrective Maintenance (intervention within 24 hours)
- EMS (Energy Monitoring System) tool and monitoring platform with subscription over 8 years
- Civil engineering works (trench, machinery renting, rubble removal)

*Rent does not include:

- Notarial Agreement – 50 000€* (see details on slide 12)
- The DNO study (mandatory) – 3000€
- DNO connection (mandatory during commissioning) – 10000€
- Regulatory control every 5 years (mandatory) – 350€/5y

FINANCIAL MODEL

Cash-Flow over 20 years



147 K€ CUMULATIVE SAVINGS OVER 8 YEARS (including Econocom fees)
2 985 K€ CUMULATIVE SAVINGS OVER 20 YEARS (including Econocom fees)



Self-consumed energy over 8 years : **5 403 MWh**

Self-consumed energy over 20 years : **13 268 MWh**



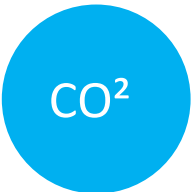
Total Savings over 8 years : **1 471 142€**

Total savings over 20 years : **4 310 111€**

LCOE* over 20 years : **78 €/MWh**

vs

Average kWh cost over 20 years : **309 €/MWh**
(230€/MWh in 2023 then +3%/year)



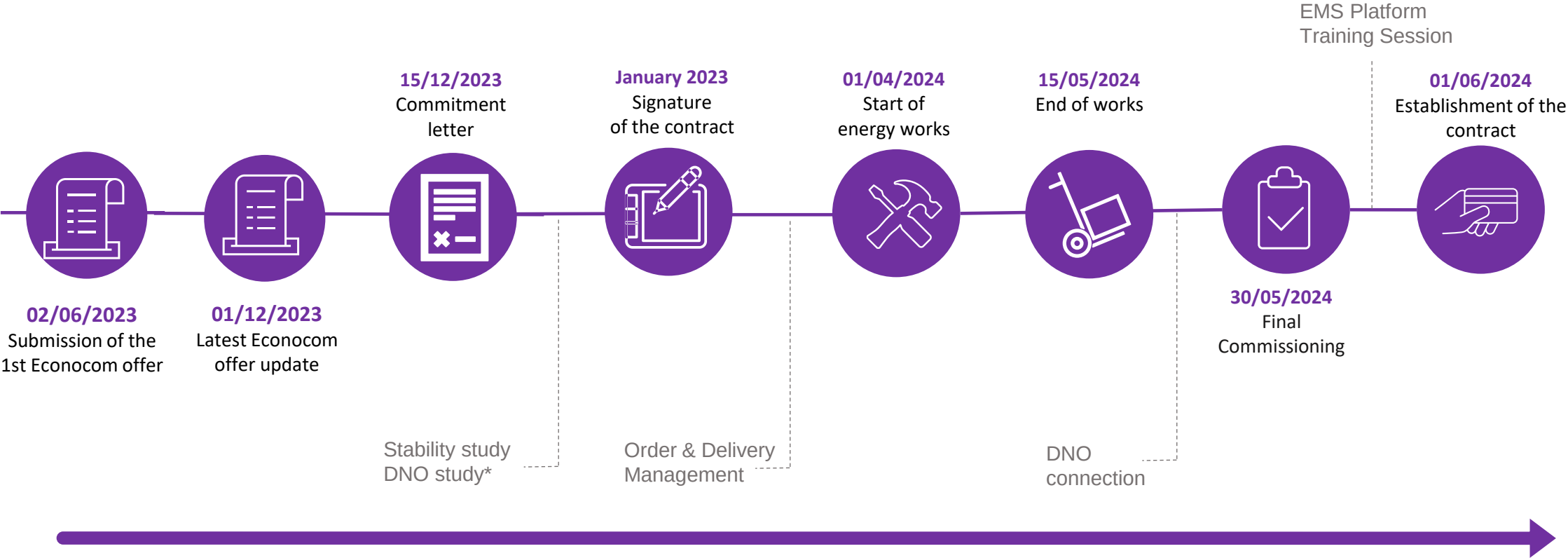
Carbon reduction over 8 years : **1 528 T_{eq}CO₂**

Carbon reduction over 20 years : **3 752 T_{eq}CO₂**

*Levelized Cost Of Energy

MACRO PLANNING

A commissioning achievable within 5 months after signature of the contract



*NOTA BENE

The DNO study can last between 1 and 4 months. To be defined when the project is submitted to the DNO.

FEDEX - SUMMARY

	SOLAR PV	LIGHTING	EV-CHARGERS
Nb assets	2308 panneaux	1080 luminaires	10 bornes
Marques assets	Modules : DASolar Onduleurs : SMA Structure : Van Der Valk	PHILIPS	ABB
Montant à financer (PV)	950K€	230K€	70K€
Part HW/Services	75%/25%	50%/50%	60%/40%
Durée Lease souhaitée	8 ans	8 ans	5 ans
Durée de vie asset	20 ans mini (25 en réalité opérationnelle)	18 ans	10 ans
Prix électricité	0.23€/kWh	0.23€/kWh	0.23€/kWh
% du loyer couvert par les économies	>100%	60%	NA
Durée appro + études	5 mois	2 mois	1 mois
Durée travaux	2 mois	1 mois	2 semaines

NPV
1250K€

IM
230K€

Funding Rate
6,85%

Thank you !

Vincent GUILLEMOT

BU Manager – Green & Energy

mob. : +32 4 78 90 35 80

e-mail: vincent.guillemot@econocom.com