ECONOCOM SIMPLIFIES YOUR ENERGY TRANSITION

ECONOCOM SALES BOOTCAMP

29th of May 2024

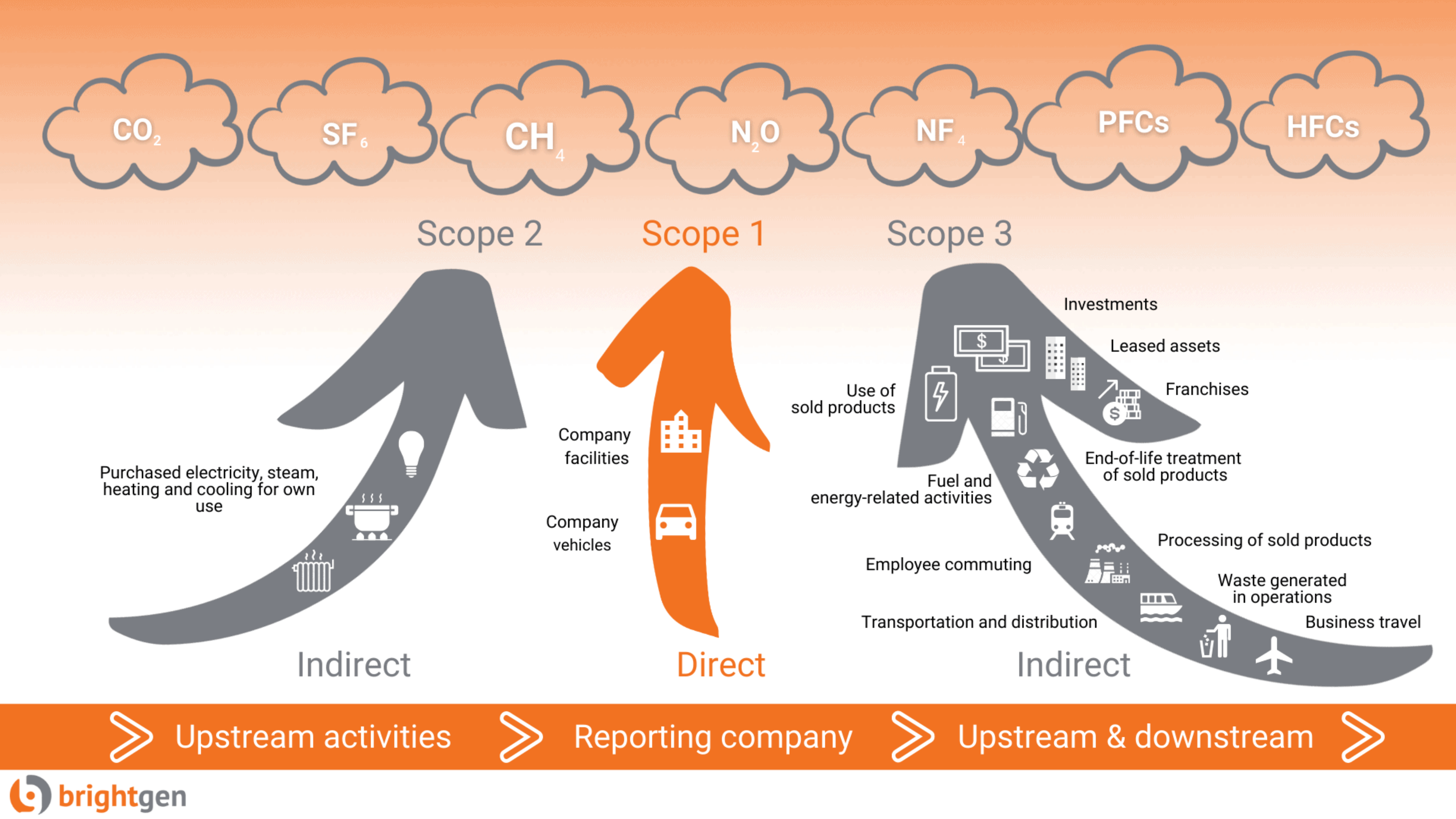
econocom

Plan

01

CSRD, ESG and CO2 SCOPES

CSR (corporate social responsibility)	ESG (environmental, social, and governance)
a business model for companies that impacts their internal processes & culture	a measurable sustainably assessment, popular with investors
encompasses the activities a company undertakes to have a greater global impact	has become a set of criteria for sustainability assessment
nowadays needs to be a priority, as consumers are demanding it	financial performance is a key purpose of ESG valuation
about building accountability	about quantifying existing accountability
can be used for good but also to mislead	can be used for good but also to mislead



CO_2
SF_6
CH_4
N_2O
NF_4
PFCs
HFCs
Scope 2
Scope 1
Scope 3
Purchased electricity, steam, heating and cooling for own use
Company facilities
Company vehicles
Investments
Leased assets
Franchises
Use of sold products
End-of-life treatment of sold products
Fuel and energy-related activities
Processing of sold products
Employee commuting
Waste generated in operations
Transportation and distribution
Business travel
Indirect
Direct
Indirect
Upstream activities
Reporting company
Upstream & downstream
brightgen

ECONOCOM CO2 FIGURES

The estimate of Econocom's 2023 carbon assessment (taking into account the assumptions presented above) is as follows:

Scope	Unit	2023
Scope 1	tCO_2eq	4,700
Scope 2	tCO_2eq	803
Scope 3	tCO_2eq	840,513
Total	**tCO_2eq**	**846,016**

Timeline CSRD?

mid November 2022
Adopted by Council and EP

16 December 2022
Published in the Official Journal of the EU

5 January 2023
CSRD entered into force

6 July 2023
Transposition into national law

1 january 2024
Listed companies with over 500 employees (report in 2025)

1 january 2025
Large non-listed companies (report in 2026)

1 january 2026
Listed SME's included through simplified reporting standards (report in 2027)

Possibility of **postponing** the first-time application **by 2 years**

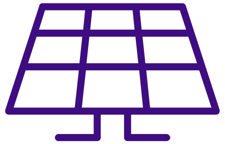
1 januari 2028
Non-EU companies with a large or EU-listed branch or subsidiary in the EU (report in 2029)

02

New energy regulations

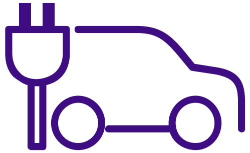
New Energy regulations

SOLAR



- **What :** Mandatory installation of solar panels on roof, façade or land for big consumers
- **Where** : Flanders
- **Who** is concerned : All buildings (public/private) with Electricity Consumption > 1000 MWh
- **Decree start** : 01/07/2025
- **Market** : More than 5000 M€
- **Source**: https://www.vlaanderen.be/zonnepanelen/verplichting-zonnepanelen-voor-gebouwen-met-hoge-elektriciteitsafname

EV - Chargers



- **What :** Mandatory installation of EV-chargers for offices and public car parks (10% in 2025, 20% in 2030)
- **Where** : Brussel Area
- **Who** is concerned : All buildings with minimum 10 parking spaces.
- **Decree start** : 01/01/2025
- **Market** : More than 1 000M€

03

Green & Energy offer

Expertise fields

LED lighting
Comfort, well-being, productivity

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

Industrial refrigeration
Performance, F-Gas compliance

Heat recovery
Valorize heat that would be lost

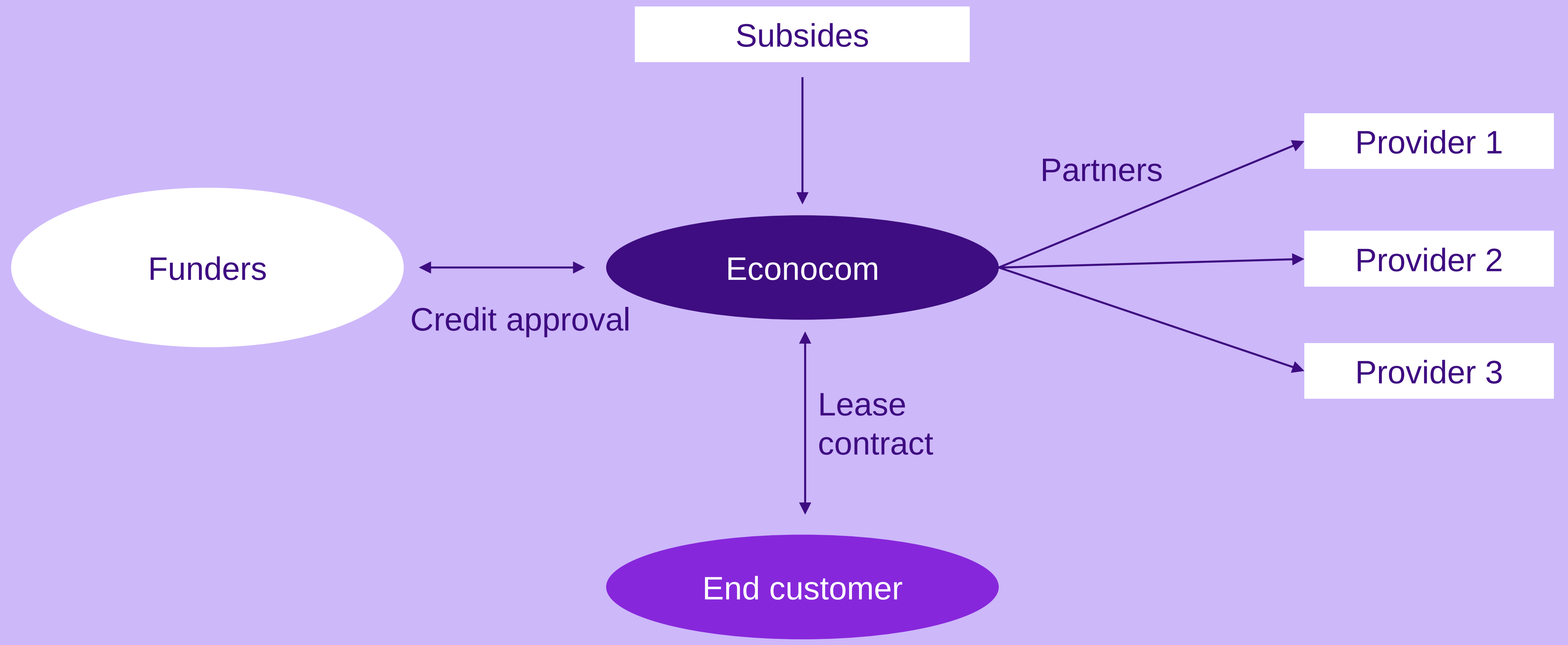
(Mobile) Solar PV
Securize its energy expenses

Energy Storage
Store electricity to consume later

Charging station
Answer growing demand

Our main Business Model

« Service integrator »* mode



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

Green & Energy - Update

Customer Requested information

- VAT Number
- Credit check (Credit Safe number)
- Building criterias (number of sites, surface…)
- Tenant or Landlord ?
- Mortgage situation ?
- Stakeholders ? (Real Estate, Buyer, ESG)
- Who takes the final decision ?
- Carbon reduction goals?

Sales process

1. Pre-Audit
2. APS(Summarized Presentation) on supplier estimate basis (+/- 10%)
3. Written customer validation (mail ok)
4. Letter of intent to be signed by the client (Conditions under acceptance, etc.). (5%->10% of the total rent)
5. Detailed audit with on-site visit
6. APD Presentation (Detailed Preliminary Design on the basis of supplier quotes)
7. If project cancellation before contract signing, then invoicing according to the conditions Letter of intent
8. Writing & signing Rental contract with conditions precedent
9. Delivery

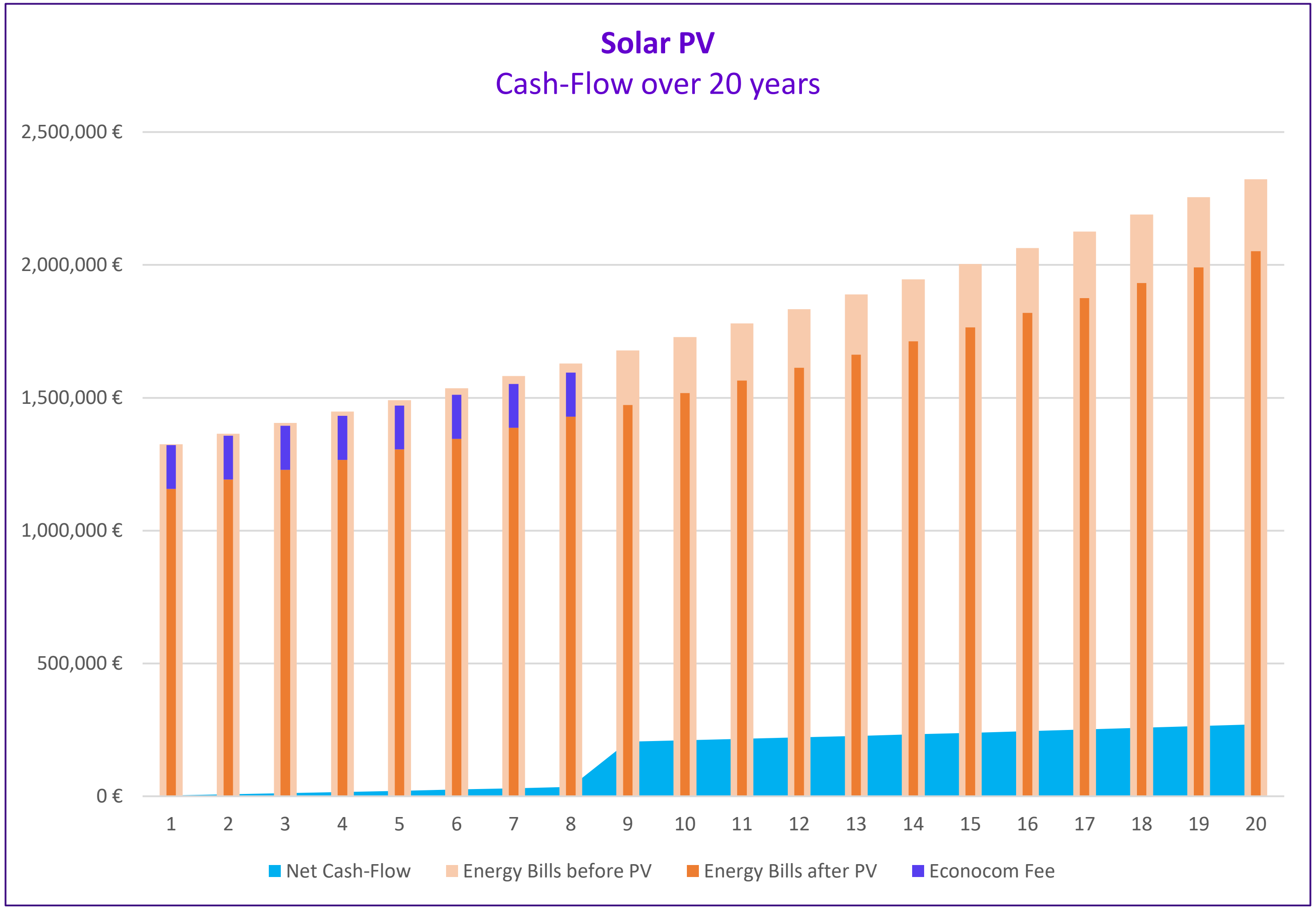
Funders	Legal status	Accepted Projects ?
SGEF	Ok	Fedex, Petit Forestier, Out of Use
Belfius	On going	Small tickets & Fedex ok
ING	Not ready yet	/

04

Use Case

FINANCIAL MODEL

Cash-Flow over 20 years



CO^2

Carbon reduction over 8 years : **1 528 TeqCO2**

Carbon reduction over 20 years : **3 752 TeqCO2**

**1TeqCO2 = 1Return flight Paris-NYC*
1TeqCO2 = 6000 km in diesel car

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€**

**Levelized Cost Of Energy*

USE CASE -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.

5500 m²

Total covered surface

980 kWp

Total power output

2308 modules

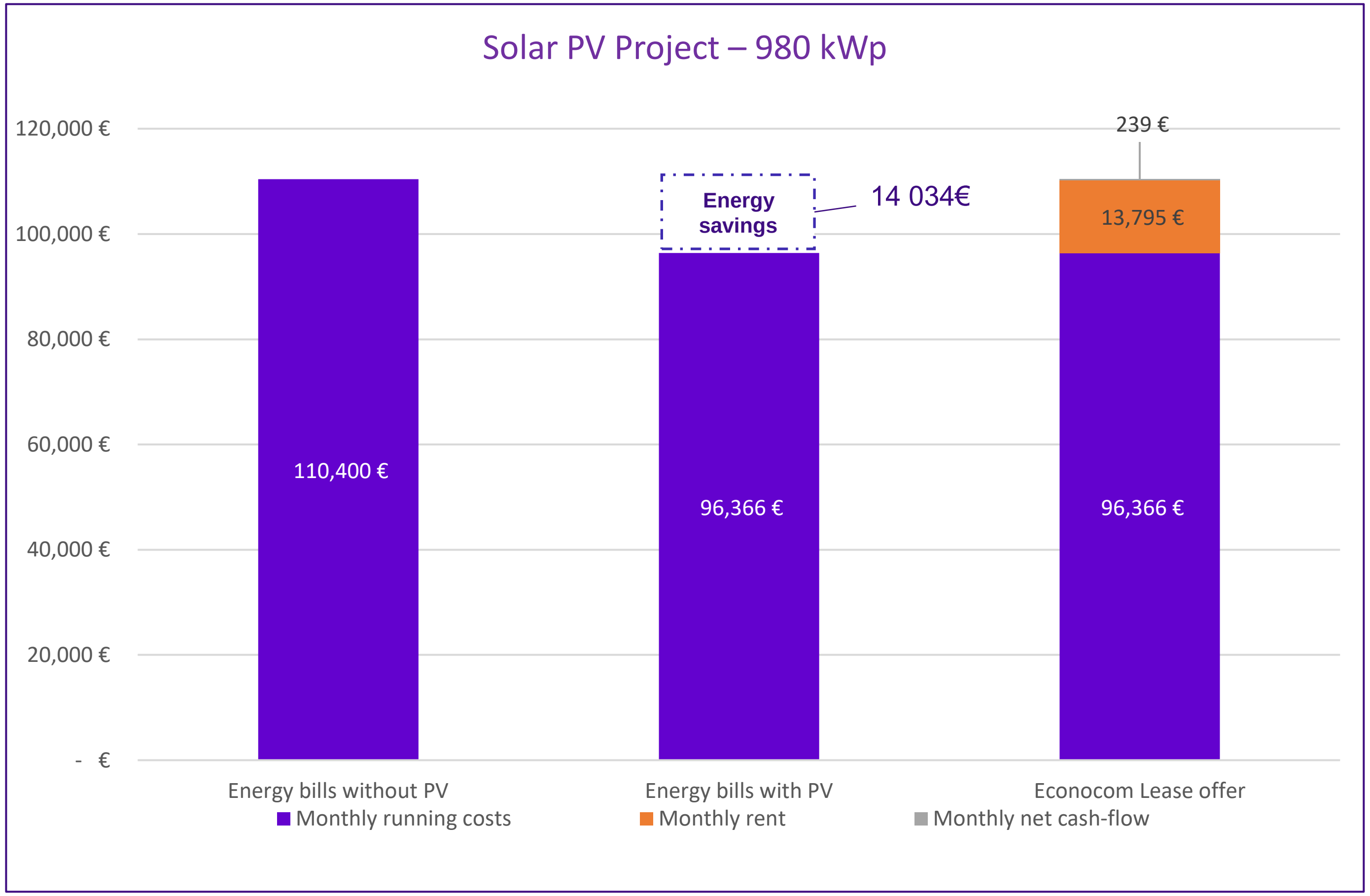
Number of solar panels

FINANCIAL MODEL

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

Thank you !