



RENEWABLE ENERGY SOLUTIONS  
FOR THE MEDITERRANEAN



*Ministero degli Affari Esteri  
e della Cooperazione Internazionale*



# ***I modelli di Business: la voce degli investitori***



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Il ruolo delle energie rinnovabili: opportunità di crescita globale ed investimenti nelle economie emergenti

*Ministero degli Affari Esteri e della Cooperazione Internazionale  
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# A long term investment perspective

## ITALMOBILIARE INVESTMENT HOLDING



**Italgen operates as a producer and distributor of electricity from renewable sources in the national and international markets**

**Established in 2001, it is currently part of Italmobiliare Group**

**15 hydropower plants, 300 km of transmission lines, 1 photovoltaic plant in Italy**

**2 wind farms in Bulgaria, 1 wind farm (development and project management) and 1 concentrated solar power plant in Morocco**

**1 wind farm fully authorized in Egypt**

**1 wind farm fully authorized in Morocco**

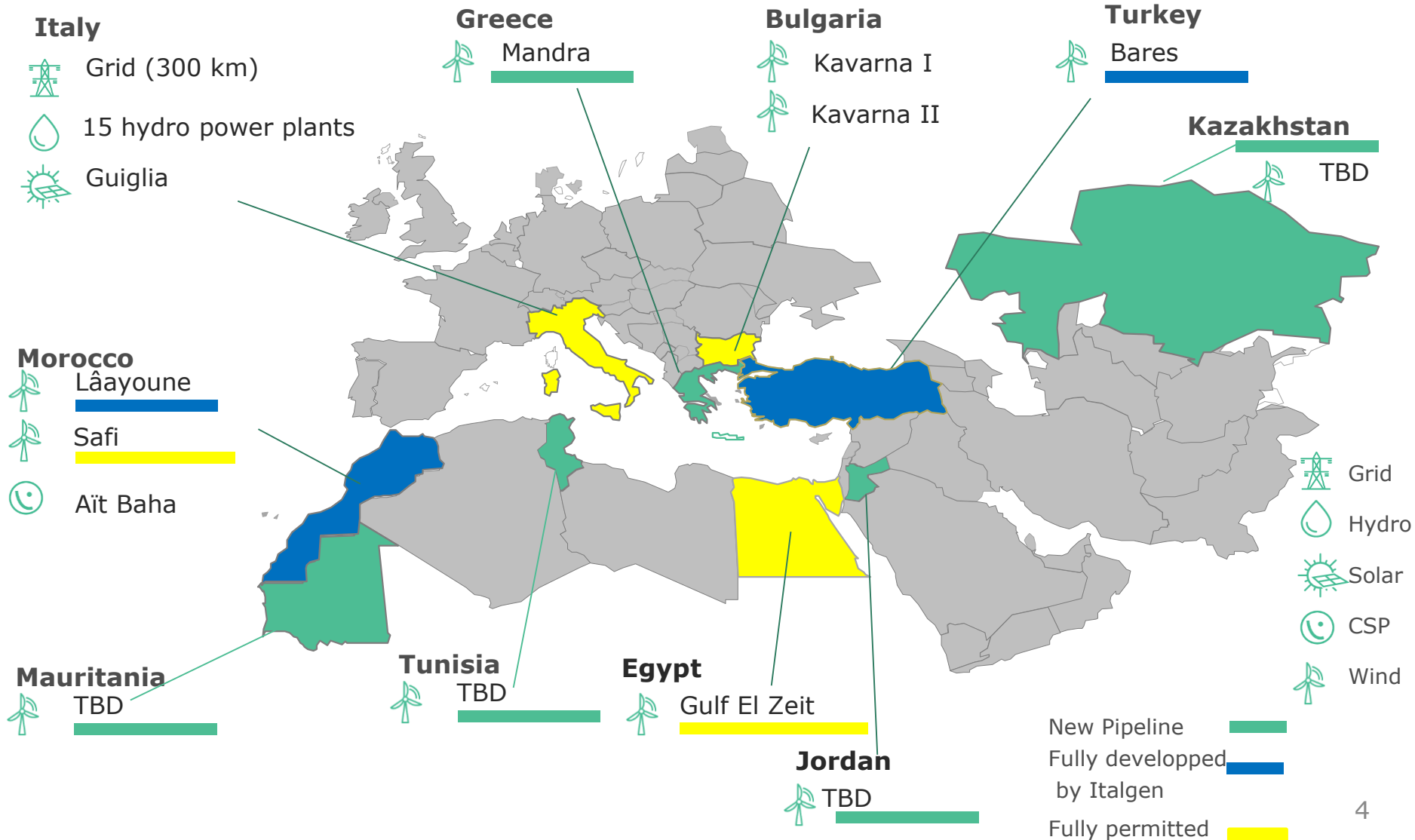
**All hydro power plants are registered EMAS system standards (9001 & 14001)**



**and certified to ISO management**

**A track record of more than a hundred years has led us to consolidate our commitment to the environment and to all the stakeholders involved, anticipating the major changes in the national and international energy scenario**

# An international experience in Renewables





# Our experience in Morocco



Location	Lâayoune, South Morocco
Installed Capacity	5 MW (first step)
Capacity factor	36%
Regulatory Regime	New Law about auto-production of electricity from 10 to 50 MW (June 2008), allowing industrial players to build wind farms for their own use. ONEE buys any surplus at approx. 60% of the wholesale price.

## Project Rationale

- ❑ The project was developed to cover the energy needs of the local grinding center, avoiding industrial inefficiencies due to frequent power cut off
- ❑ The first successful project in the area, bringing the plant in operation according to wind conditions
- ❑ An amazing breakthrough in our usual operation skills
- ❑ Crucial the strong support received from the Moroccan Government

**Lesson Learned** From “*impossible*” to “*let’s do it*” !

**Deliverables** Today the plant operates depending 80% on wind conditions!

# Our experience in Egypt



Location	Gulf El Zeit, Red Sea Governorate
Installed Capacity	320 MW
Capacity factor	50%-55%
Regulatory Regime	<p>Since 2000, the responsibility for power sector administration has been given to the Egyptian Electricity Holding Co (EEHC), under the supervision of Ministry of Electricity and Energy (MEE), currently MOEE (Ministry of Electricity and Renewable Energy).</p> <p>NREA (New Renewable Energy Agency), part of MOEE, is the entitled Authority for Renewable Energy projects.</p>



## Project Rationale

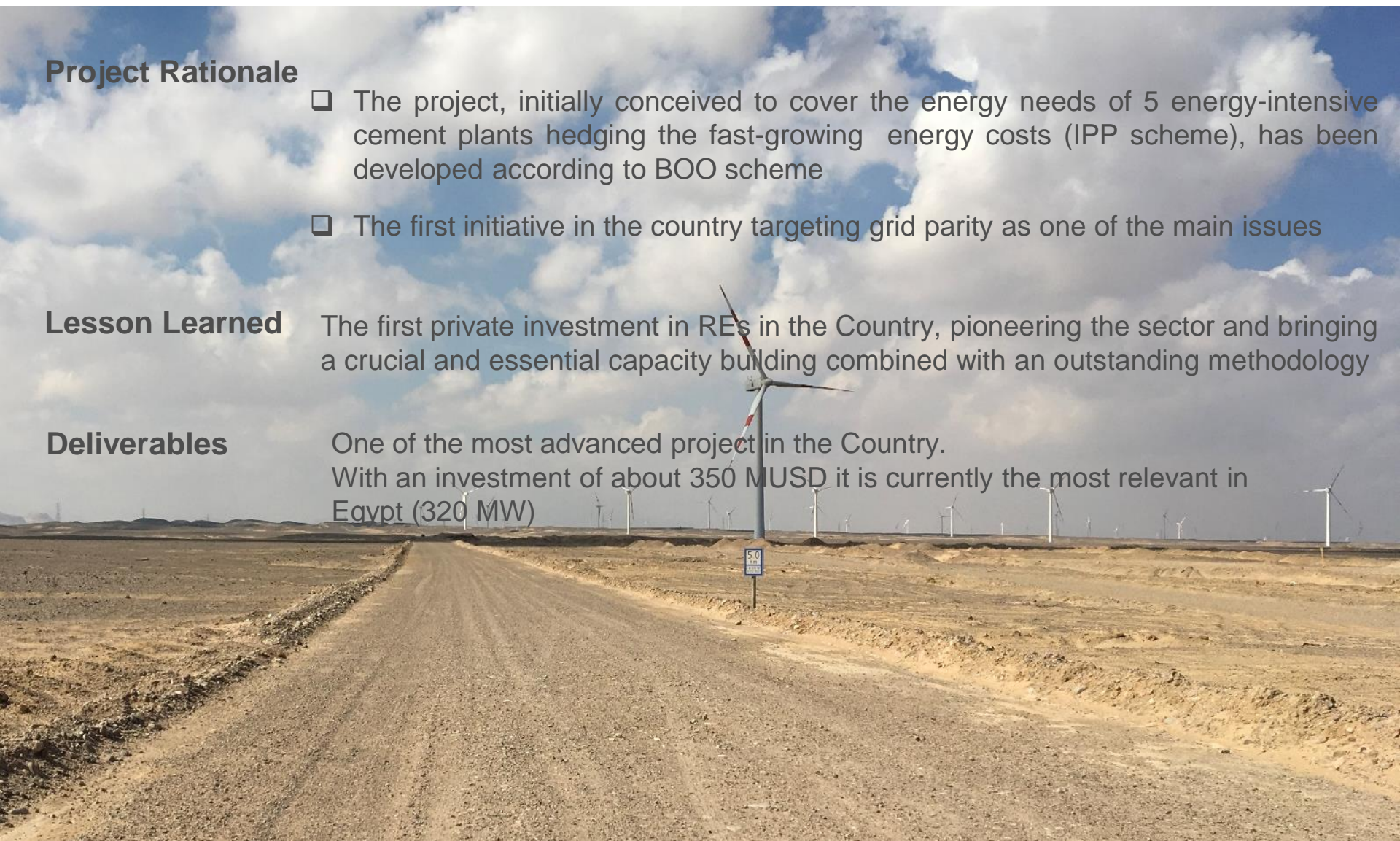
- ❑ The project, initially conceived to cover the energy needs of 5 energy-intensive cement plants hedging the fast-growing energy costs (IPP scheme), has been developed according to BOO scheme
- ❑ The first initiative in the country targeting grid parity as one of the main issues

## Lesson Learned

The first private investment in RES in the Country, pioneering the sector and bringing a crucial and essential capacity building combined with an outstanding methodology

## Deliverables

One of the most advanced project in the Country.  
With an investment of about 350 MUSD it is currently the most relevant in Egypt (320 MW)





# Our experience in Egypt





# Our experience in Egypt



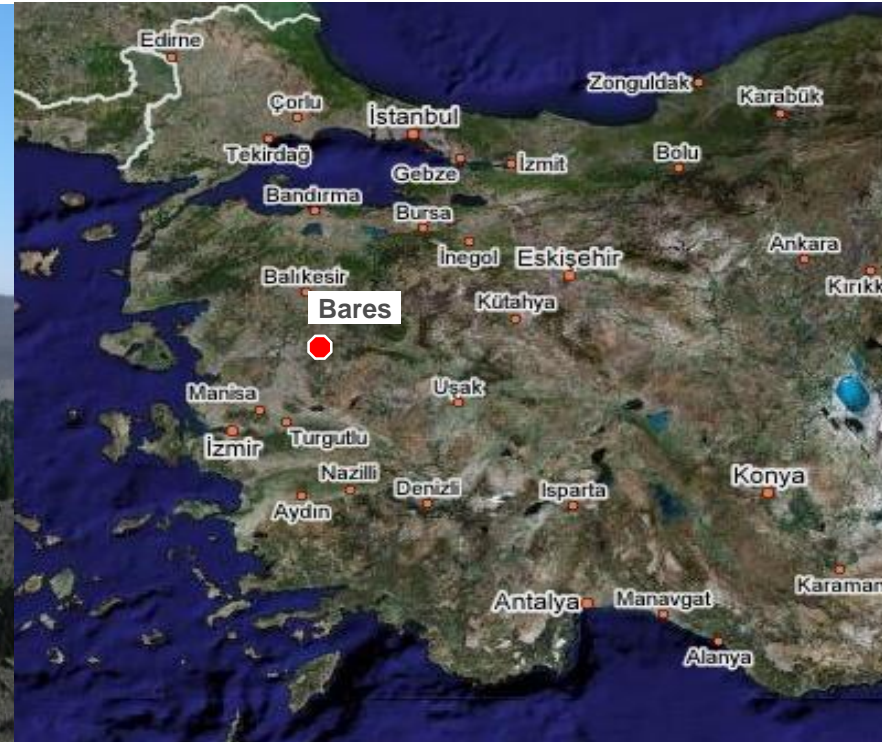


# Our experience in Egypt





# Our experience in Turkey



Location	Balıkesir region, Western Turkey
Installed Capacity	142.5 MW
Capacity factor	37%
Regulatory Regime	Balancing system (since August 2006). Bilateral agreements. Feed-in-tariff: 55 €/MWh

## Project Rationale

- ❑ The project was developed to exploit the unexpressed renewable energy potential of the Country, marked by a fast-growing energy demand
- ❑ The largest project in Turkey at that time, acquired at an early stage of development and brought to civil works' opening
- ❑ The Business model entailed the energy sale to the market
- ❑ A strong match providing CO2 credits at Group level

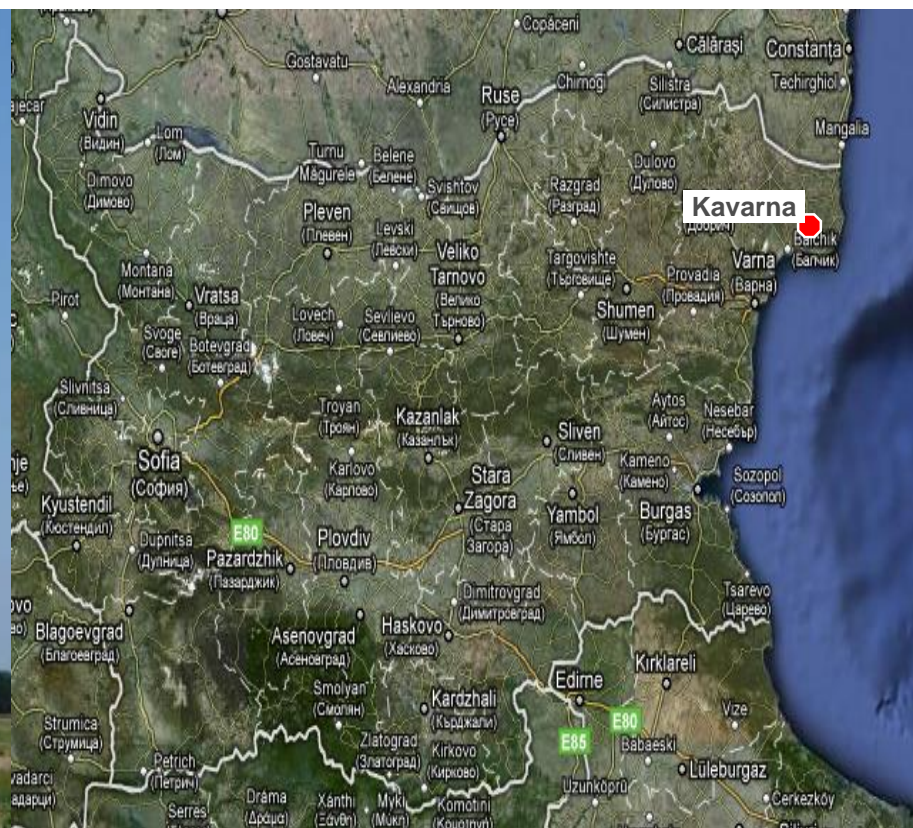
**Lesson Learned** An outstanding project development experience

**Deliverables** Deconsolidation and valorization through opening to partnerships for minority/majority stakes





# Our experience in Bulgaria



Location	Kavarna, Black Sea Coast
Installed Capacity	9 MW + 9 MW
Capacity factor	28-30%
Regulatory Regime	Feed-in Tariff



# Our experience in Bulgaria

## Project Rationale

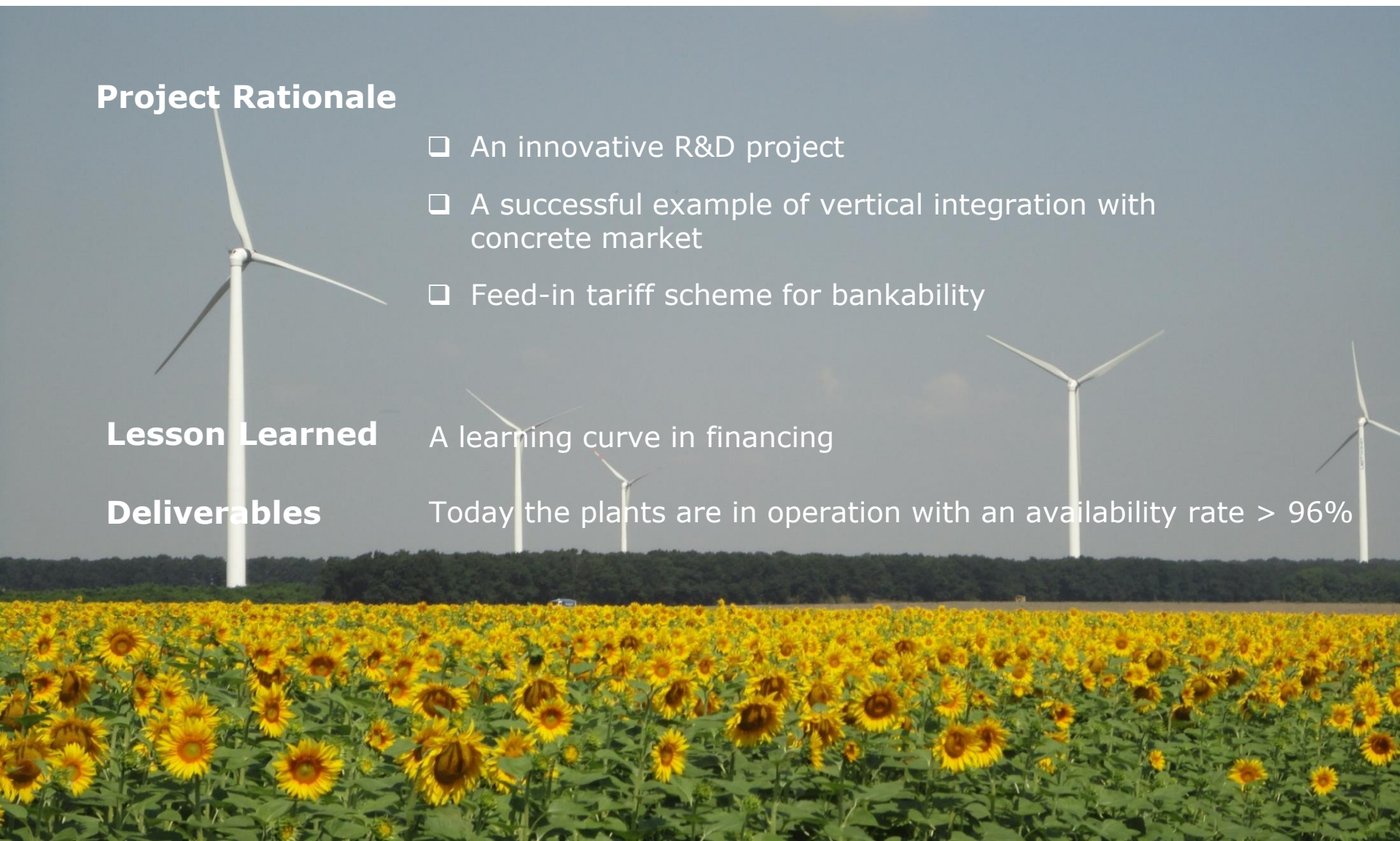
- ☐ An innovative R&D project
- ☐ A successful example of vertical integration with concrete market
- ☐ Feed-in tariff scheme for bankability

## Lesson Learned

A learning curve in financing

## Deliverables

Today the plants are in operation with an availability rate > 96%



# Lesson learned from Investors and Stakeholders...

## Investors

### KPIs

- LCOE. The best technology at the lowest price
- Grid transmission cost
- ESIA
- Technology as a key factor to successfully compete with “auction”
- Quality control on the supply chain

### Deliverables

**Bankable Business Plan**

## Stakeholders

### KPIs

- Economic local delivery
- Impact on infrastructure
- Employment effect
- Sociopolitical effect
- Capacity building
- International Best Practice

### Deliverables

**Medium/Long Term Local Value Creation**

## ...and new goals

- ❑ Energy efficiency projects
- ❑ Larger renewable energy projects
- ❑ Challenging LCOE
- ❑ Competitive Cost of Capital

WHEN

**An integrated system approach is put in place by FDIs**

**A strong Governmental support is granted**



# The recently held Arab Forum highlighted



- ❑ % of Energy Loss in Africa and Arab region: 16.5%
- ❑ % of Energy Loss in the World: 8.6%
- ❑ % of Renewable Energy in Africa and Arab region: 0.7%
- ❑ % of Renewable Energy in the World: 18%

**Thence, there's still too much to do for a global access to modern, sustainable and safe energy at affordable prices, as defined by SDG7 2030 Agenda thanks to a strong cooperation between Governments and Investors**



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***Grazie per l'attenzione***



**Giuseppe De Beni**  
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