



Advisory Services on Energy Costs Optimization

March 2026



“We offer you tailored solutions to help you optimize the electricity costs of your business”

Power Purchase Agreements

Whether you are on the seller or buyer side we deliver end-to-end services for a Power Purchase Agreement tailored to your needs:

- ✓ **PPA design** crafted to align with your specific requirements and risk appetite.
- ✓ **Evaluation of PPA offers** and identification of potential risks and benefits.
- ✓ **Dedicated expert support** to guide you through every stage of the **PPA negotiations**.
- ✓ **Streamlined PPA origination** that connects you with the most suitable counterparty.

Self-Consumption

Maximize the cost-reduction potential of self-consumption schemes with our expert guidance that fit your needs.

- ✓ **Selection and design of the right self-consumption scheme** to match your energy needs and meet your business objectives.
- ✓ **Unlock the full potential of flexible energy assets** - Sizing and assessment of all the benefits of energy storage systems and flexible loads.

Energy Procurement

Gain clarity on your energy usage and define the optimal procurement strategy with the assistance of our team of technical experts:

- ✓ We help you **identify the specificities of your energy profile** and support you to select the **optimal tariff plan**, on the basis of offers by suppliers.
- ✓ Expert **consultation** to define the right energy **procurement strategy** — plus full support for designing and executing RFPs and tenders.
- ✓ **Dedicated support** to secure the best outcomes during **negotiations with Suppliers**.

1. Power Purchase Agreements

We guide you through every aspect of PPAs—helping you maximize the benefits, clearly understand and mitigate the risks and secure the most advantageous deal for you. Our premium services cater to both buyers and sellers across all technologies, including Renewable Energy Systems (RES), Battery Energy Storage Systems (BESS), hybrid RES+BESS solutions and electrolyzers.

- Detailed analysis of **PPA fundamentals**, including core contractual structures and the governing regulatory framework, relevant to Greece.
- Review and analysis of **Greek market framework and market status**, and, especially, the factors affecting PPAs.
- Detailed **modeling of the Greek electricity markets**, aimed at generating long-term electricity price projections.

- Analysis of your business-specific requirements and **design of the PPA to meet your objectives**.
- Estimation of the **potential benefits from the conclusion of the PPA** with respect to cost reduction and price hedging.
- Evaluation of **PPA fair price**.
- Incorporation of the PPA into the project's **financial model** and provision of support during the entire financing process.

- Analysis of **PPA risks** for both counterparties and recommendations on **risk mitigation measures**.
- Assessment of head of terms and **recommendations on key contractual aspects**.
- End-to-end support during the **negotiation process** with the counterparty.
- **Origination** of suitable and trustworthy counterparties.

2. Self-consumption

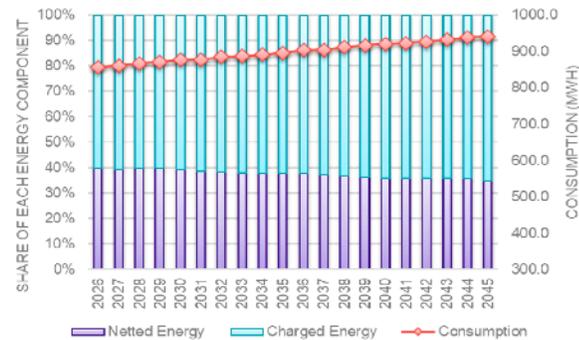
Self-consumption helps you cut electricity costs and shield your business from market volatility, under certain circumstances. Our team will guide you all the way to make this model work for your benefit.

- Comprehensive **analysis of the self-consumption models**, the operation principles and the regulatory and legislative framework relative to it.
- Identification of all **risks and advantages** included in each model and comparative study of the available solutions.

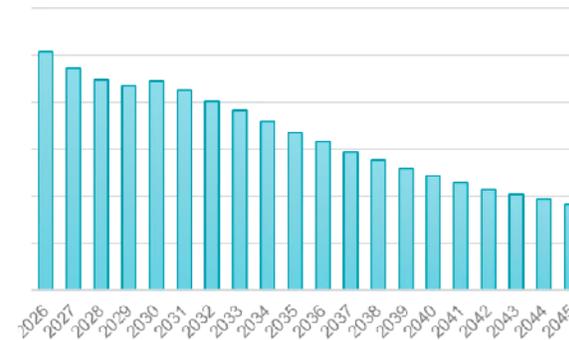
- Understanding of your specific energy needs and support in **selecting the most appropriate self-consumption model**.
- **Optimal sizing** of the project and definition of the most critical parameters
- **Quantitative estimation of the potential benefit**, under various scenarios.

- **Licensing and implementation pathway** of your self-consumption project (e.g. licensing procedure etc.)
- Optimization of your benefit through **optimal storage integration and sizing**, utilization of flexible loads and flexibility techniques etc.

Breakdown of consumed energy



Present values of net-billing benefit



3. Energy procurement

What is the electricity procurement cost of your business?

We help you understand the specificities of your business consumption, and we support you claim a better offer.

“ We support our clients in negotiating effective energy procurement offers from suppliers”



- Review of the **available energy procurement strategies** and the relative regulatory and legislative context.
- Assessment of wholesale and retail **electricity prices evolution** and the factors that impact them.
- Analysis of **retail tariff structures** and the Suppliers' strategy.



- In depth study of your **consumption profile**. Identification of specific consumption attributes and patterns based on historical data and future expansion plans.
- Investigation of **load flexibility and energy management capabilities** of business processes with a focus on identifying the potential to optimize energy consumption.



- Consultation on the **selection of the most appropriate procurement strategy** based on your business requirements
- End-to-end support in the **implementation of public requests for proposals or tenders** (RfP design, Q&A support, proposal evaluation, etc.).
- Support in the **negotiations with the Suppliers**.