Grant Thornton

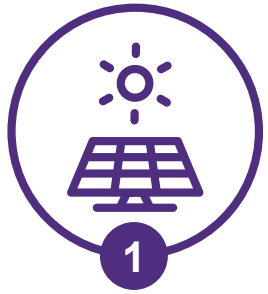
Advisory Services on Energy Costs Optimization

Brochure

2026

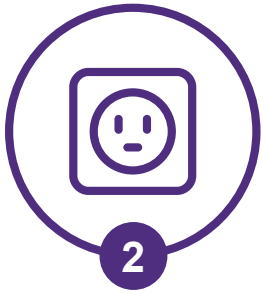
Our six core services

Enabling smarter energy decisions for a sustainable future



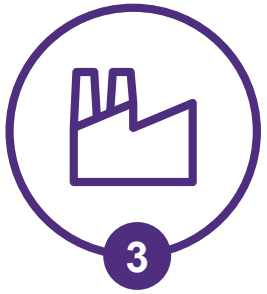
Power Purchase Agreements

Long-term agreements that secure competitive energy prices and support your sustainability goals.



Self-Consumption

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



Electricity Procurement

Access reliable and competitive electricity supply tailored to your business needs.

Natural Gas Procurement

Secure efficient and cost-effective natural gas supply to power your operations.

Sustainable Industry & Resource Efficiency

Improve performance and reduce energy consumption through practical efficiency solutions.

National Funding Instruments

Secure funding for reduction of energy costs and carbon emissions.

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.

"From start to end, we support our clients throughout the PPA process"

- 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

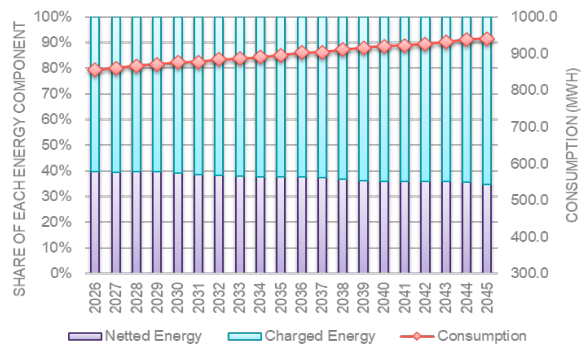
Self-consumption helps you cut electricity costs and shield your business from market volatility, under certain circumstances. Our team will guide you all the way to make this model work for your benefit.

- 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.

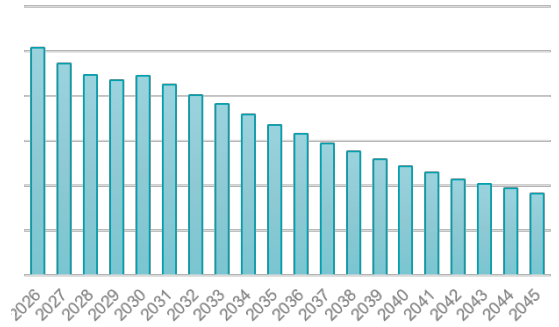
- Understanding of your specific energy needs and support in **selecting the most appropriate self-consumption model**.
- **Optimal sizing** of the project and definition of the most critical parameters.
- **Quantitative estimation of the potential benefit**, under various scenarios.

- **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. Electricity 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**.

4. Natural Gas procurement

What is the Natural Gas 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 available **natural gas procurement strategies** (fixed price, TTF-indexed, hybrid) and the applicable regulatory and legislative framework governing supply, transport and distribution.
- Assessment of retail natural gas price evolution and the factors that impact it (TTF benchmark, geopolitical risk, regulated charges, supplier premiums).
- Analysis of **retail tariff structures** and the Suppliers’ strategy.

- In-depth study of your natural gas load profile. Mapping of **hourly, daily and seasonal demand (Nm^3/h)** across the full production cycle to expose peak loads, baseload patterns.
- Recalibration of **the Reserved Booked Capacity (Nm^3/h)** declared at the DSO on annual basis based on the **consumption profile**.
- Elimination of overrun penalties and excess-capacity fees.

- Strategic guidance on choosing the procurement approach best suited to your operational 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 and full review of contract** (pricing formula, ToP, capacity charges and guarantees).

5. Sustainable Industry & Resource Efficiency

How energy efficient and sustainable are your industrial operations?
We help industrial clients reduce energy intensity and improve operational efficiency through tailored energy and resource efficiency solutions.

“We support industrial clients in reducing operational costs, improving process efficiency and achieving sustainability and decarbonization targets”

Industrial Energy Audits & Process Assessment

- Detailed energy audits according to **EN ISO 16247** and **ISO 50002** standards for industrial facilities and manufacturing plants.
- Assessment of production, utilities, compressed air systems, motors, refrigeration and heat recovery systems.
- Identification and evaluation of **energy efficiency measures**, operational improvements and resource optimization opportunities.

Industrial Optimization & Decarbonization

- Analysis of **energy consumption patterns, process performance and operational inefficiencies** using advanced engineering assessment methodologies.
- Evaluation of load optimization and **renewable energy integration opportunities**.
- Development **of technical and financial scenarios** supporting industrial decarbonization, energy savings and ESG performance improvement.

Feasibility Studies & Energy Management Systems

- Preparation of **feasibility studies and bankable investment assessments** for industrial energy efficiency and sustainable production projects.
- Support for ISO 50001 Energy Management Systems, **KPI monitoring and continuous performance improvement**.
- **Development of implementation roadmaps and investment plans supporting long-term operational efficiency**, cost reduction and low-carbon industrial operations.

6. Industrial energy efficiency – Funding opportunity

A new call for industrial energy efficiency is about to be launched, funded by the Modernization Fund

The opportunity

Greece's investment proposal **"Energy efficiency measures in enterprises of the Greek Industrial Sector"** has been approved for **Modernization Fund support of €200m** within a €500m scheme. The competent authority will issue a call (funding program) inviting industrial enterprises to apply for grants covering eligible energy-efficiency and electrification costs. Grant funding will reach up to 40% of eligible costs, under GBER (Art. 14, 36, 36b, 38, 38a) or CISAF, with each project required to deliver at least 10% energy savings.

Client's objectives

1. Identify the most cost-effective package of **eligible measures** to reduce energy consumption and energy costs.

2. Prepare a **robust and compliant application** once the call is launched.

3. Secure funding while limiting eligibility, state aid, DNSH and implementation risks.

4. Create the **documentation trail needed** for disbursement, audit and project closure.

Our proposed support

- End-to-end advisory support **from pre-call readiness** to final project closure.
- **Technical and financial feasibility analysis**, including modelling of baseline and post-intervention energy performance where required.
- **Preparation of the application folder**, call documentation and submission material.
- Implementation (including PM services), disbursement and compliance **support after approval**.

Client Story 1 – Assessment of a wind PPA offer for a large electricity consumer

Project ID

Client: A large Greek electricity consumer
Project: Assessment of a wind PPA offer
Location: Greece
Time: 2025

Challenge

In 2025, our client wanted to investigate the benefits of a wind PPA offer, received by a developer, both in terms of cost reduction and price hedging and to be assisted in assessing the PPA head of terms.

Impact

Our client gained a clear view of the specific PPA benefits and risks and a deep understanding of the various clauses of the PPA term sheet.

Our Support

1: Assessment of wind PPA benefits and risks

- We provided a comprehensive analysis of the mechanism, the various aspects and the critical parameters of a virtual pay-as-produced PPA in Greece and we analyzed the major risks.
- Using two market price scenarios and all the available technical data we quantitatively estimated the PPA benefits, the potential cost reduction and the impact of the associated risks.
- Considering the generation and consumption profile and all relevant parameters we evaluated the hedging capabilities of the agreement and the impact of the various risks.

Outcome 1: The client gained a clear view of the PPA benefits and risks.

2: PPA Head of Terms

- We thoroughly analyzed the provided PPA term-sheet, we spotlighted the issues and provided recommendations to mitigate the various risks
- **Outcome 2:** The client gained a comprehensive understanding of the various PPA clauses and was prepared for future negotiations with the developer.

Client Story 2 – Tendering process for retail contract

Project ID

Client: A large MV electricity consumer
Project: Secure the optimal retail electricity supply contract and hedging options
Location: Greece
Time: 2025=2026

Challenge

In 2025, our client was interested in running a competitive tender with electricity suppliers, in order to optimize the energy costs in terms of hedging and cost reduction.

Impact

Our client was provided with an in-depth qualitative and quantitative comparison of all available offers, achieving a better retail contract structure by running a competitive process.

Our Support

1: Analysis of all available options

We provided a comprehensive analysis of the relevant regulatory framework, the mechanism, the various aspects and the critical parameters of the available options including Power Purchase Agreements, Self-consumption schemes, Supplier's strategies etc..

2: Load profile analysis

We analyzed the client's electricity load profile and provided estimations for the future development of electricity demand in order to assess the best options for long-term contracts.

3: Competitive tender for supply contracts

- We organized a competitive tender, calling suppliers to submit the offers and terms regarding retail contracts and hedge options.
- The tender was organized in three rounds, and we assisted the client during the whole process by evaluating and comparing the offers, while assessing and explaining risks and opportunities.
- **Outcome:** The client was offered a highly competitive offer, both in terms of supply contract and hedging instrument, improving the Client's electricity supply strategy.

Client Story 3 – Investigating available options for cost reduction for a medium-scale business.

Project ID

Client: A medium scale business in manufacturing sector
Project: Investigating available option for the reduction of electricity costs
Location: Greece
Time: 2025

Challenge

In 2025, our client was interested in examining all available tools (PPA, self-consumption, techniques for reducing regulated costs etc.) for reducing the electricity costs of the business, including possible exploitation of an existing nearby solar asset.

Impact

Our client was provided with an in-depth qualitative and quantitative comparison of all available options (PPAs, self-consumption etc.), including the potential exploitation of a nearby solar asset.

Our Support

1: Analysis of all available options

- We provided a comprehensive analysis of the relevant regulatory framework, the mechanism, the various aspects and the critical parameters of the available options including Power Purchase Agreements, Self-consumption schemes, Supplier's strategies etc..
- We presented the licensing, administrative and procedural pathway, along with the associated risk, towards implementing each of the available options.

2: Evaluation and comparative analysis of available options

- For each of the available options, including the options for exploiting a nearby solar asset, we quantitatively estimated the possible benefits and the expected costs, using different market price scenarios and all the available technical data.
- We performed a comparative analysis including the outcomes of our qualitative and quantitative analysis of the available options and we provided the set of available options that were more beneficial.
- **Outcome:** The client was provided with a comprehensive comparative analysis and selected the most beneficial solution to implement.

Client Story 4 - Energy Efficiency & Consumption Optimization

BEVERAGE PRODUCTION FACILITIES | GREECE | 2022 - 2023

Scope: Detailed energy audits and feasibility assessments across 4 beverage production facilities (beverages, juices & mineral water bottling), aligned with EN 16247 methodology.

€1.60M	2.8 Yrs	5,476 t	€4.53M
ANNUAL COST SAVINGS	SIMPLE PAYBACK	ANNUAL CO2 REDUCTION	TARGETED INVESTMENT

Key Activities:

- On-site measurements, data logging & utility mapping.
- Energy baseline development and process-level analysis.
- Assessment of HVAC, refrigeration, compressed air, motors & steam systems.
- Identification and techno-economic evaluation of EE measures.
- Financial analysis including CAPEX, savings & payback assessment.

Selected High-Impact Measures:

- ISO 50001 Energy Management System.
- Lighting replacement & automation.
- Refrigeration & compressed air optimization.
- Boiler and steam system upgrades.
- Process automation & operational control improvements.
- Solar thermal integration for process hot water.
- Photovoltaic self-generation system.

Outcome:

The client received a prioritized portfolio of financially attractive energy-efficiency interventions, enabling substantial reductions in energy consumption, operational costs and GHG emissions while supporting long-term industrial decarbonization.

A dynamic team committed to drive you forward - Energy

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