

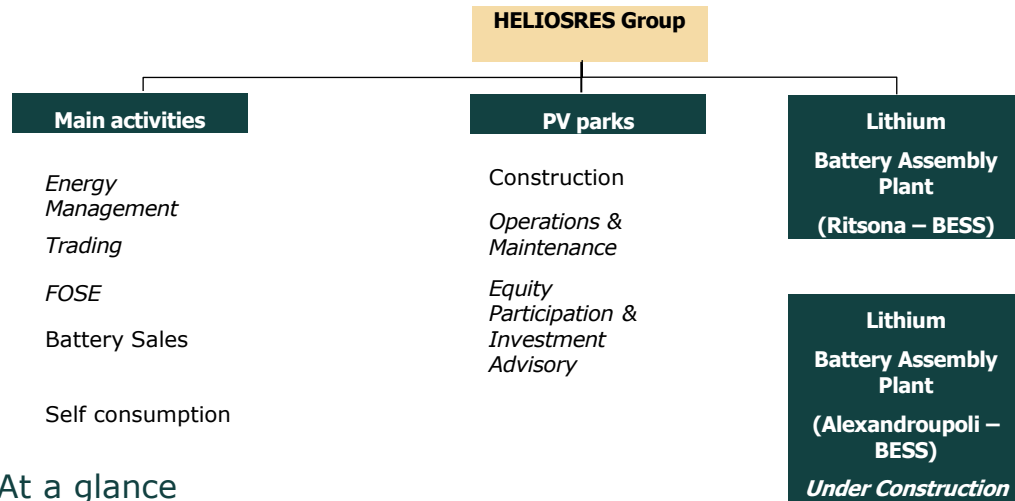
# HELIOSRES GROUP

July 2025



# Group Profile

## Ομιλική δομή



## Activity

- HELIOSRES Group **offers integrated solutions for all types of energy projects.**
- We understand the challenges businesses face with energy costs and the transition to clean energy. As a result, **we offer a range of consulting services and self-consumption solutions** (net-billing, PPAs, bilateral contracts, energy storage, financing), tailored to each client's energy profile.
- We also design, develop, and finance investment plans for energy projects.

## At a glance



## Renewable Energy Parks

### Design

We optimize your PV park for maximum efficiency. Our design services ensure long-term sustainability, with detailed site evaluations, permit acquisition, and advanced design and project management practices.

### Construction

We offer tailored Engineering, Procurement & Construction (EPC) services that meet the specific needs of your project, delivered to the highest standards of quality, safety, and efficiency.

### Operation & Maintenance

We ensure smooth operation of your PV park with full Operation & Maintenance services, supported by a nationwide service network across Greece..

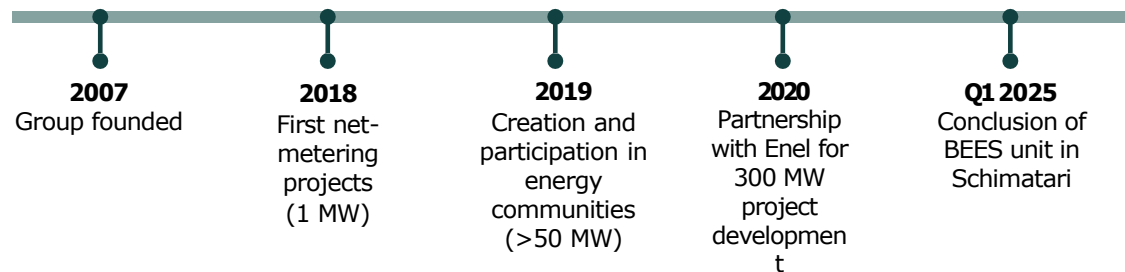
# Company History / Client base

## Σύντομο Ιστορικό του ομίλου

- The Group has been active since 2007, specializing in renewable energy project implementation, especially PV and autonomous systems.
- HELIOSRES was the **first Greek group** to develop a battery station production facility.

## Milestones

- HELIOSRES has installed over 300 MW of PV parks and completed a BESS unit in Schimatari.
- Over 250 residential PV and net-metering systems installed nationwide.



## Client base

- Over 120 legal entities: private investors, commercial businesses, industries, and energy communities.
- The existing client base provides a platform for future growth.
- Indicative clients are presented below.



# Company's executives

HELIOSRES is staffed with engineers of all specialties and extensive expertise.

	Number of executives	Years of Experience
Electrical Engineers	12	5-10
Mechanical Engineers	9	7-12
Civil Engineers	3	5-10
Installation Electricians	14	5-10
Installation Technicians	19	7-12
Design Engineers	5	10-15
Quality Managers	3	7-12

# Vision and Mission

We have set ambitious goals and aim to create environmental and social value

At HELIOSRES, sustainability is not just a goal—it is a foundational principle of our business philosophy.

We are committed to creating a positive environmental and social impact through responsible practices and innovative solutions that lead to a greener future.



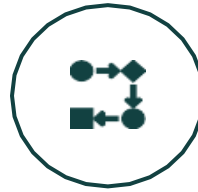
Our vision is to become the leading partner in green energy projects and the most trusted ally of our clients in achieving net-zero emissions through innovative systems and tailored solutions.



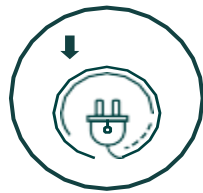
We actively participate in efforts to reduce CO<sub>2</sub> emissions by 30% by 2030, increase our RES portfolio to 50%, and reach zero waste targets.



We focus on long-term efficiency, cost reduction, and enabling the energy transition for our clients.



We strengthen partnerships with employees, clients, and local communities to jointly develop sustainable initiatives.



We integrate sustainability principles into our strategy and core operations, aiming to build a more sustainable supply chain and production process..

# Market & Opportunity

- 1 Greek RES market (especially small PV <500 kW)


  - The Greek market for photovoltaic (PV) parks under 500 kW shows strong signs of oversaturation. The excessive concentration of such projects in certain areas has caused connection issues and limited the grid's ability to absorb energy. Opportunities are now found in the acquisition of existing parks, consolidation (aggregation), and the addition of storage. The strategic shift toward larger projects or projects with batteries has become the only viable path.
- 2 Lack of aggregation & optimized dispatch in Greece


  - In Greece, there is a significant lack of aggregation and optimized dispatch mechanisms for small PV and RES projects. Most producers operate independently, without unified management or commercial representation at the portfolio level. This leads to lower returns and the inability to seize opportunities in the day-ahead market or real-time balancing. The absence of coordinated storage further exacerbates inefficiency. There is considerable potential for technological intervention and the creation of aggregator platforms.
- 3 Financial leverage for RES and batteries remains under-utilized in Greece


  - Financial leverage for RES projects—and especially for energy storage (batteries)—remains at an early stage in Greece. Market fragmentation and the absence of historical data for storage create caution among financiers. However, the regulatory framework is improving, and the first aggregators can serve as examples. There is a clear opportunity for scaling through structured project finance.
- 4 Need for flexible energy storage solutions


  - Greece has increasing penetration of Renewable Energy Sources (RES), especially photovoltaics (PV). This creates significant instability in the grid, as energy production is intermittent. Batteries are the only technological solution that can stabilize the grid, store cheap energy for resale, and optimize consumption and net-billing.
- 5 Lack of providers offering holistic, low-risk solutions


  - There is a lack of tailored agreements ensuring certainty regarding cost and delivery time. There is also an insufficient number of providers with specialized knowledge of the Greek market who can propose their own investments or third-party contracts and ensure the project operates optimally and safely throughout its lifetime.

# Our strategy

...We can offer solutions to market gaps and build recurring and growing revenues in the fields of O&M, energy storage, and energy trading through data analytics

## Mass acquisition of PV parks and addition of BESS

- Concluding framework agreements with banks for distressed parks: acquisition at prices below nominal value and conversion of existing debt into a new, consolidated project finance package, potentially leveraging EIB/RRF green credit lines already approved for PV & BESS. Installation of BESS in the parks.
- Shifting energy to peak hours increases arbitrage margins and provides access to more favorable financing schemes for BESS support.

## Corporate (virtual) PPAs & net-billing

- Leveraging the new net-billing / virtual net-billing framework (Ministry of Environment & Energy, Sept. 2024) to lock in medium-to-long-term prices via corporate PPAs with energy-intensive off-takers—thus increasing their bankability and protecting them from spot price volatility.

## Additional revenue via Virtual Power Plant

- With many clients (owners of small-to-medium PV parks), the Group can:
  - ✓ create virtual battery arrays (virtual battery),
  - ✓ participate as an aggregator in the balancing market (DAPEEP, Energy Exchange),
  - ✓ gain additional access to revenues from price fluctuations (balancing, spot market).

## Financial environment

- Parks <500 kW with old FIT of €0.065–0.072/kWh find it difficult to pass stress tests under current coverage ratios. Banks seek portfolio consolidation in order to minimize the risk of failing to cover financial expenses and to establish “central” collateral (assignment of revenues, SPV shares, etc.).
- An investor bringing  $\geq 5$  MW spread across 10–15 parks is considered a different “asset class,” as the portfolio provides a stable P90, lower volatility, and a better Debt Service Coverage Ratio. This enables banking institutions to proceed with much higher leverage.
- Finally, we believe that for an aggregator building portfolios of >10 MW and installing storage systems in PV parks, a lending framework of several million euros is realistic, provided they demonstrate strong commercial representation in HEnEx and robust O&M.

# Competitive advantages



## **Comprehensive Expertise**

Our integrated services cover the energy needs of commercial, industrial, and large-scale installations, with an emphasis on energy efficiency and sustainability.



## **Technological Innovation**

Integration of advanced energy storage solutions for improved grid stability and optimal management.



## **Cost Competitiveness**

Provision of holistic consulting services for net-zero strategy and reducing our clients' energy cost



## **Proven Track Record**

Our experience in the RES sector enhances client trust in the success of their projects.



## **Long-term Cooperation**

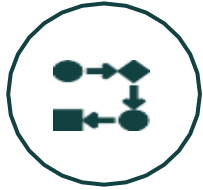
Trust-based relationships with continuous support and maintenance.

## Why to choose HELIOSRES

- **Simplified and smooth project implementation**
- **Improved efficiency through energy storage solutions**
- **Tailored solutions based on the client's energy profile**
- **Competitive pricing**
- **Experience in the Greek RES market**
- **Commitment to long-term partnerships & customer satisfaction**

# Vertical structure & technological advantage

## Development of energy storage station manufacturing units



Investing in energy storage station production facilities is a strategic choice for the Group, aiming to enter the growing energy storage market and strengthen its role in the energy sector.



The units specialize in producing large-duration, high-capacity energy storage stations to meet the growing market demand for flexible energy management solutions. Demand for such solutions is driven by the increase in RES production, electric vehicle penetration, and the need for grid stability.



The production capacity of the first unit is estimated at between 80–100 units per year. The Group has secured Letters of Intent (LOIs) for the first 100 units.

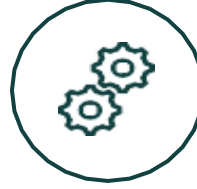


Production will initially focus on the domestic market, with potential for international expansion depending on demand and emerging opportunities.

## Development of advanced Renewable Energy Management software



We have developed a software system designed for monitoring, controlling, and optimizing the performance of renewable energy sources such as PV systems, wind turbines, or hydroelectric plants.



We utilize advanced tools and innovative algorithms that leverage data analytics and machine learning technologies to optimize RES production forecasting and minimize balancing costs.

# Indicative Group projects



PV system of 2 MWp in Thesprotia Prefecture



PV system of 999.9 kWp in Lamia, Fthiotida Prefecture



PV system of 1 MWp in Aspropyrgos, Attica

# Powering the great shift