

GREENYELLOW STRENGTHENS ITS EUROPEAN PRESENCE IN 2024 IN A CONTEXT FAVORABLE TO THE DEVELOPMENT OF DECENTRALIZED SOLAR POWER AND PHOTOVOLTAIC SELF-CONSUMPTION

- GreenYellow is seeing a real attraction for decentralized solar power and self-consumption, offering its customers green, local and competitive electricity in a market context marked by power grid instability and rising energy costs.
- Third-party financing operators such as GreenYellow are gaining ground as companies face high energy and financing costs.
- GreenYellow's financial partners have renewed their confidence by supporting the group in its investments, to the tune of almost 400 million euros by 2023.
- Over the coming year, GreenYellow aims to increase its presence in Europe, develop around 400 MW of solar projects, and generate nearly 150 GWh of energy savings for its clients in France and abroad.

A market context favorable to the energy transition and solar self-consumption

Against a backdrop of economic crisis, GreenYellow, a major player in the energy transition for businesses and local authorities, has seen a surge in client demand for decentralized solar power and self-consumption projects, mainly from industrial and logistics sectors, as well as from large retailers.

Whereas grid-injected solar projects accounted for 70-80% of the Group's orders before the Ukrainian crisis began, this proportion has now fallen to 20-30%, in favor of self-consumption projects. This reversal of trends, which can be seen in France and Europe, underlines the growing appeal of self-consumption to businesses.

Faced with rising energy prices and costs related to financing energy transition, businesses and local authorities are looking for financial support for their energy projects. Beyond the service model offered by EPC contractors, they are increasingly turning to **third-party financing operators, such as GreenYellow**, which take care of the entire investment and provide comprehensive expertise in project administrative, technical, and operational management. Furthermore, these operators guarantee the plant's performance throughout the duration of the contract.

More than 6,000 projects since GreenYellow was founded

In 2023, GreenYellow's financial partners renewed their confidence by supporting the company in its investments of almost 400 million euros. This move strengthened the group's position as a major and distinctive player in the market, to its unique platform of decarbonization offers, 100% financed.

GreenYellow has focused its efforts on 4 main vertical markets: retail, logistics, commerce & industry, and local authorities.

The results to the end of December 2023 demonstrate the significant impact of its action:

Through its energy efficiency offer, to consume less #SHIFTEfficiency

- ~ 3,600 Energy Efficiency Agreements
- ~ 1,150 GWh in annual energy savings
- + 3 TWh of energy under management
- + 5,000 points of consumption

Through its offer dedicated to the production of solar energy, to consume better #SHIFTProduction

- 1,320 solar power plants installed or under construction
- 1,360 MWp capacity installed or under construction
- GreenYellow has also accelerated its local growth with :
 - In France, the acquisition of 100% of Reservoir Sun, our entity dedicated to solar self-consumption and multi-site management.
 - In Spain, a strategic alliance with the Enhol group to accelerate growth, with an investment target of €200m over 5 years to reach 300MWp in solar power and generate 100GWh in energy savings.
 - Numerous EPC and design office partners now account for 25% of business, with a 3-year target of 40%.

GreenYellow's growth strategy is also based on **the development of services** that **complement its core business offerings**:

- The development of **electric mobility**, with over 1,200 charging stations installed or under installation.
- The development of **battery energy storage**, which can be developed independently or coupled with solar production systems or energy efficiency solutions. This addresses challenges related to the intermittency of renewable energies and network infrastructure in certain geographies. Launched in 2023, GreenYellow already has 6.4 MWh of operational capacity and a pipeline of 300 MWh.

All the projects carried out by GreenYellow since its creation in 2007 have enabled our customers to avoid **the emission of 578,000 tonnes of CO₂ equivalent**. The group also aims to achieve the "Net Zero" carbon neutrality goal for categories 1 and 2 by 2040.

GreenYellow's ambitious strategy for 2024 and beyond...

In 2024, GreenYellow is continuing its efforts to achieve ambitious goals, including:

- Nearly **150 GWh in annual energy savings** through energy efficiency projects

- Nearly **400 MW of solar signatures**
- **500 million euros** in new financing

In early March, GreenYellow signed the largest financing deal for solar self-consumption in France. The deal aims to finance the development and construction of 92 photovoltaic solar power plants in France, representing a total capacity of 73 MWp.

GreenYellow also aims to develop "Utility as a Service" models to provide its customers with energy solutions that are adaptive, scalable and free from financial risk.

Finally, GreenYellow is pursuing its development strategy around its main regional hubs, with a strong focus on Europe and a move towards financial autonomy in Latin America and Asia.

ABOUT GREENYELLOW

GreenYellow, a French company founded in 2007, has become a major player in the energy transition in France and abroad and a true partner of companies and communities.

As an expert in decentralized PV production, energy efficiency projects and energy and electric mobility services, GreenYellow supports its clients throughout the value chain. The company is responsible for the development, funding, and operation of infrastructure projects, enabling them to produce local and competitive green power, reduce their energy consumption and fast-track their decarbonization.

The set of projects carried out within GreenYellow since its creation in 2007 have enabled our clients to avoid the emission of 578,000 tonnes of CO₂ equivalent. The group also aims to achieve the "Net Zero" carbon neutrality goal for categories 1 and 2 by 2040.

Operating in nearly 20 countries on 4 continents, GreenYellow is constantly innovating to meet today's climate challenges and expand its platform with unique and global offers. www.greenyellow.com

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