



GreenYellow: the premium energy partner for decarbonization, electrification of uses, and energy flexibility, serving the competitiveness of its C&I clients.

In a global energy context marked by volatile market prices, geopolitical tensions, and accelerating electrification needs, GreenYellow confirms in 2025 the strength of its model and the relevance of its positioning. Driven by sustained growth in its financial indicators and strong commercial momentum — notably in energy efficiency, where activity has more than doubled in one year, as well as in new growth drivers such as energy storage and renewable heat — the group is strengthening its European footprint and deploying its global platform of integrated, 100% financed solutions. GreenYellow thus aims to establish itself as a natural consolidator of the European market and is targeting, by 2030, to cover up to 50% of the electricity bill of its client base in the Commerce & Industry (C&I) sectors.

“Our clients are facing increasingly strong economic, regulatory, and operational constraints that are weighing on their competitiveness. Our role is to enable them to leverage the drivers of the energy transition, without upfront investment, without operational constraints or risk-taking, while creating sustainable value for their business. GreenYellow thus acts as a true energy shield, protecting its clients against energy price volatility and long-term market uncertainties,” says **Otmane Hajji, President and Founder of GreenYellow.**

Consume smarter
– Optimize your
consumption –
Electrify your uses



Store & Flex
Energy

Produce green and local
electricity, behind the meter

A market undergoing profound transformation, driven by electrification of uses and energy sovereignty

Electricity is emerging as the central vector of the low-carbon transition, both to meet existing uses – industry, tertiary, electric mobility – and to anticipate new needs related to digitalization, data centers and artificial intelligence. In a context of persistent dependence on fossil fuels and a sustained increase in energy costs, **decarbonization and electrification are becoming strategic issues for industrial competitiveness.** The **C&I segment, which accounts for nearly 50% of global energy and electricity consumption,** is thus becoming a **key lever to accelerate the decentralized energy transition,** as close as possible to buildings.

A year 2025 marked by financial performance and accelerated investments

Despite this complex and demanding energy environment, GreenYellow confirms the strength of its model and continues a trajectory of sustained growth across all its financial indicators.

- In 2025, **operating margin increased by 23%** to reach **€185 million**, while **normalized EBITDA grew by 9% to €108 million**, supported by continuous improvement in operational performance.
- Commercial momentum remains strong, with **+30% organic growth in the solar segment** (+450 MWp signed in 2025) and **+120% growth in energy efficiency solutions and battery storage systems** (+€73 million signed in 2025).



- GreenYellow strengthens its position in **decentralized solar** with **nearly 2,000 plants deployed worldwide**, representing **+2 GWp installed since 2007** (1.4 GWp across 1,350 plants in operation in 2025).
- **Energy efficiency** expertise is reflected in **~3,500 cumulative EEA contracts**, representing **1.25 TWh of annual savings since 2007** (550 GWh operational through 1,500 contracts in operation in 2025), while the deployment of **energy storage solutions reached 50 MWh in 2025**.

These actions helped avoid **+646,000 tons of CO₂**, an increase of 16% compared to 2024.

GreenYellow strengthens its European foothold

With **fully operational organizations** now in **Spain, Portugal, Italy, and Poland**, the group already totals **+250 MWp of solar capacity** in operation or under construction, and **+€20 million in CAPEX committed to energy efficiency**, including **+€16 million signed in 2025**. European momentum has also been supported by **two project finance deals: nearly €50 million in Poland and more than €30 million in Spain**.

In France, the adoption of **PPE3** now provides a structured and clear outlook.

"PPE3 restores a clear and readable framework enabling industrial players to invest in their decarbonization and electrification. It confirms solar as a lasting pillar of the French electricity system and validates a strong conviction: the future lies in electrification of uses and decentralized solar close to sites, managed and directly useful to companies and territories. Our responsibility is to turn this trajectory into concrete projects, site by site, immediately useful and sustainably efficient," explains **Otmane Hajji**.

GreenYellow also continues to support global leaders such as **Carrefour** (350 MWp in France, 38 MWp in Brazil), **L'Oréal** (France, Colombia, Brazil), **Solvay**, **ArcelorMittal**, and **Stellantis**.

The Energy efficiency business more than doubled in one year, driven notably by complex industrial projects integrating energy efficiency with solar and storage, such as **Astérix**, **Stellantis Madrid**, **Vaillog**, as well as multi-site clients like **Clariane** (160 sites).

To sustain this pace, GreenYellow relies on a **robust financial structure**, along with **securing more than €600 million in project financing in 2025**, and **partnerships with industry leaders** such as **Schneider Electric** at the European level, **Rexel** in France, and more recently **Moeve** in Spain.

This strike force now positions GreenYellow as a **leader in the decarbonization and electrification of the C&I sector**, as well as the **natural consolidator of a fragmented decentralized market**.

"The European energy market is experiencing a strategic turning point: while the major energy companies are refocusing on their core business (centralised production and grid assets), decentralized solar C&I is becoming the domain of specialised players. Due to its positioning and its industrial approach, GreenYellow is now the natural consolidator of this market segment," adds **Otmane Hajji**.



2026 outlook: new phase of value creation in the wake of the good performance in 2025

In 2026, GreenYellow aims to reach a new milestone and establish itself as the premium energy partner for the decentralized transition of C&I companies.

To this end, the group has set **several operational and financial priorities**:

- **Exceed 500 MWp of signed solar capacity**, mainly in solar self-consumption.
- **Invest more than €100 million in energy efficiency solutions, electrification of uses, and energy storage (BESS).**
- **Accelerate the full deployment of its platform in Europe** across target countries: France, Iberia, Italy, Poland, and Germany, through a combination of **organic growth and targeted acquisitions.**
- **Strengthen its partnership strategy.**
- **Deploy its platform of integrated offers for its SME/ETI client's portfolio**, while maintaining **rigorous and structured management of key accounts.**
- **Maintain and expand the group's international leadership** in its priority B2B segments — **Commerce and industry, logistics, and retail**

and develop new growth drivers, particularly renewable heat and solar-coupled energy storage.

“Our ambition is clear: to make decarbonization and electrification a direct lever of competitiveness for our C&I clients, and to contribute in a concrete and measurable way to the transformation of the electricity system. Combined, our decentralized solutions already enable our partners to cover up to 50% of their electricity needs and reduce their bills by at least 20%, with no upfront investment. GreenYellow is becoming their go-to energy partner. By 2030, we aim to cover 50% of the electricity bill across our entire client base,” concludes **Otmane Hajji**.

ABOUT GREENYELLOW

GreenYellow, a French company founded in 2007, has become in 19 years a major player in the energy transition in France and internationally, and a true partner of C&I corporates and local authorities in their decarbonization journey and quest for energy independence.

As an expert in energy efficiency programs, electrification of uses, decentralized solar photovoltaic generation, and energy storage, GreenYellow supports its clients across the entire value chain. The Group ensures the study, design, financing, development, and operation of assets, enabling clients to reduce energy consumption, electrify their processes, and produce competitive, local, green energy, while strengthening their overall competitiveness.

In 2025, the projects carried out by GreenYellow helped avoid the emission of almost 646,000 tons of CO₂ equivalent. The group also aims to achieve carbon neutrality (“Net Zero”) for scopes 1 and 2 by 2040.

Operating in some 15 countries across 4 continents, GreenYellow innovates by constantly enriching its unique and global platform of offers to support its 1,400 clients in their transition to a more sustainable energy model and meet the challenges of climate change. www.greenyellow.com/en

MEDIA CONTACT FOR GREENYELLOW

Wellcom Press Agency | +33 (0) 1 46 34 60 60 | greenyellow@wellcom.fr