

REPIC Annual Event - 30 November 2023

Success Factors in Project Development.

Ulrich Hinterberger, Ongresso Energy AG
Co-Founder and Delegate of the Board



Content.

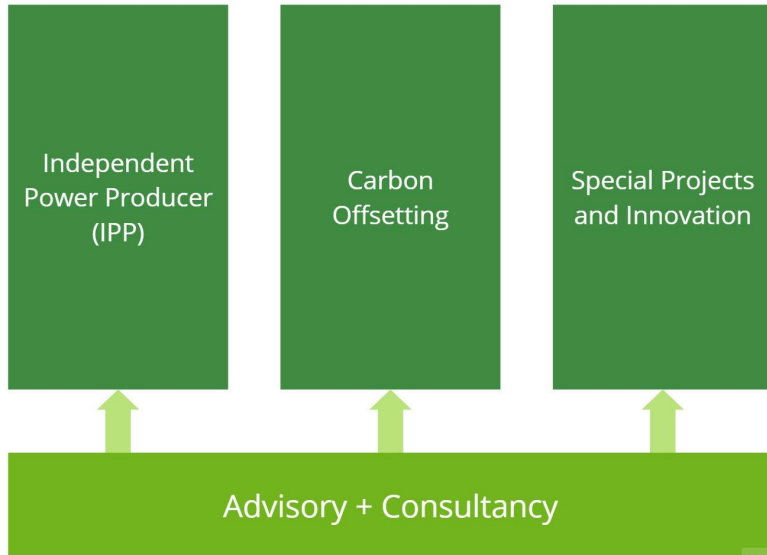
- **About Ongresso Energy**
- **Project Development - An Overview**
- **Contractual Framework**
- **Financial Modelling**
- **Key Takeaways**
- **Examples**



About Ongresso Energy.

“Decarbonising the energy value chain.”

Ongresso Energy's 4 Business Units (BU's)



Ulrich Hinterberger

Co-Founder, Delegate of the Board

5+ y investment advisory in the Energy sector.

15+ y management consulting (focus: infrastructure / energy sector).

4 y business consulting for institutional asset managers.

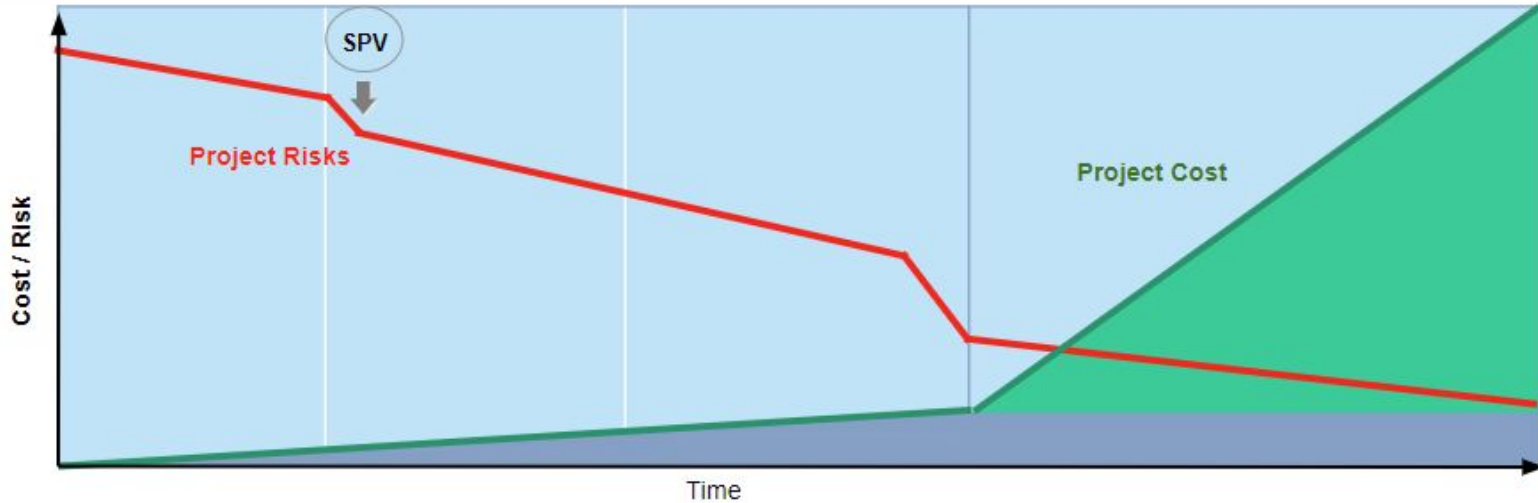
Lic. oec. HSG, Risk Management

CAS Renewable Energy Management HSG.

Entrepreneurial activities:

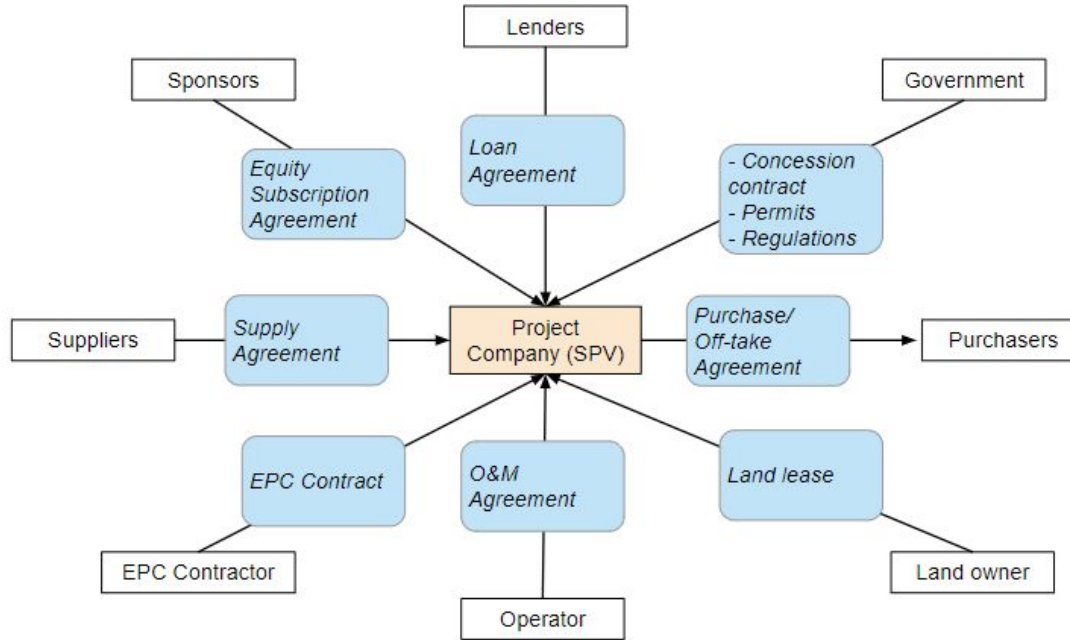
- Ongresso (www.ongresso.com)
Co-Founder and Board Member (since 2010), Switzerland, Colombia, Peru and Mexico: Market expansion services.
- Ongresso Energy AG (www.ongresso-energy.com)
Co-Founder and Delegate of the Board ((2022, active since 2020):
Decarbonisation, IPP, Project Development

Project Development - Overview.



SPV: Special Purpose Vehicle
COD: Commercial Operation Date

Contractual Framework.



Financial Modelling.

Financial modeling is the process of estimating a project's financial performance by considering all relevant factors, growth and risk assumptions clearly understand the impact. It is also important to remember that the results' accuracy heavily relies on the assumptions and inputs.

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Assumption check for a renewable energy project.

- Review of technical assumptions in Financial model.
- Review of macro economic assumptions.
- Review of CAPEX assumptions.
- Review of OPEX assumptions.
- Review of contractual assumptions (input / offtake).
- Review of formulas/ calculations.

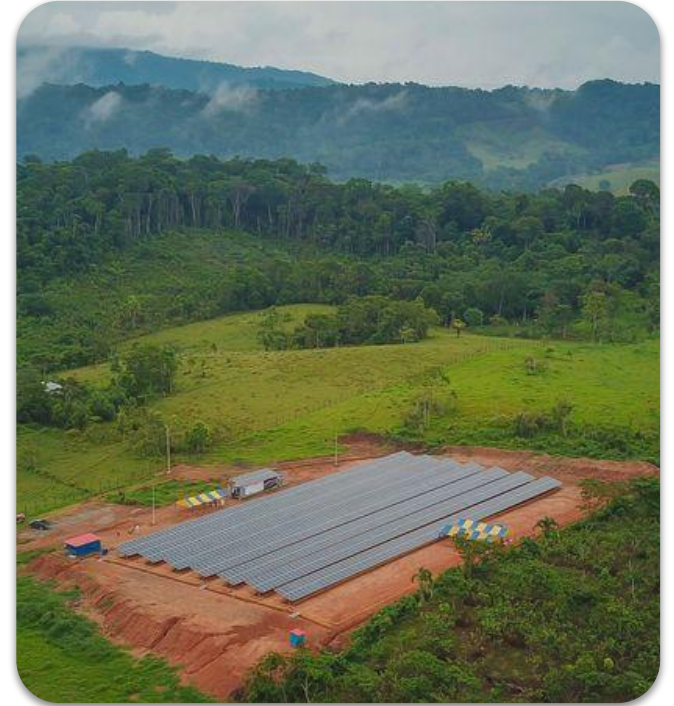
Key ratios for financial performance:

- Payback period
- Internal Rate of Return (IRR)

$$NPV(0) = \frac{Cash\ Flow_1}{(1+IRR)^1} + \frac{Cash\ Flow_2}{(1+IRR)^2} + \frac{Cash\ Flow_n}{(1+IRR)^n} - Initial\ Investment$$

Key Takeaways.

- Project (idea) must be economically attractive!;
- “Size matters”;
- Overcome the “early-stage” development gap by collaborating with qualified and credible partners / getting (grant) funding from development facility (such as REPIC);
- Project development is first of all mitigating risks by applying/negotiating bulletproof contracts;
- Speak the language of the financial industry (and apply adequate financial modelling);
- Standardize / reduce complexity.



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JV OE / EDF: Executive Summary.

The Joint Venture EDF / Ongresso Energy

- Ongresso Energy and EDF decided to establish a Joint venture (JV) with the aim to set up an SPV and develop, build, own and operate high-impact decentralised solar PV projects.
- Both joint venture partners will have an industrial role in the SPV.
- Both investors will bring 50 % equity.

The Strategy of the JV

- The Joint venture will invest in 3 project types:
 - 1) Solar PV Mini farms connected to the grid,
 - 2) C&I projects (behind-the-meter),
 - 3) Off-grid solutions;
- The JV intends to implement 70 MWp of high-impact decentralised solar PV projects within the next 2 years, consisting of:
 - 40 Mini farms are secured, 10 projects (14 MWp) are ready-to-build;
 - 15 MW in C&I projects.



This Investment Teaser addresses investors who are interested in:

- Investing up to USD 30 M in decentralised renewable energy assets in Colombia offering solid returns;
- Establishing a **long-term partnership** with a reliable, agile and experienced partner - and participate on its growth;
- Tackle the “**window of opportunity**” to step into a still underdeveloped Colombian market;
- Participate in a **regional expansion** and diversification strategy from 2024 onwards.

We create and measure impact



Special Projects and Innovation - Overview.

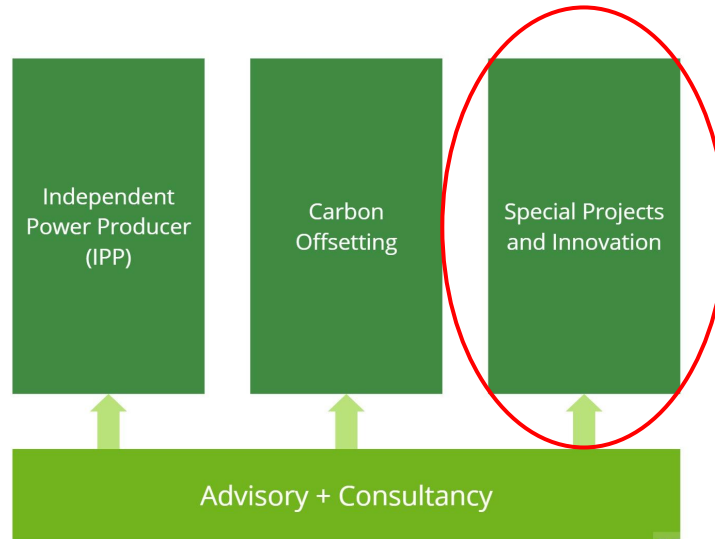
Our Strategy:

Ongresso Energy invests in the development of innovative projects in line with our value proposition, complying with the following criteria



Key criteria:

- Innovative technologies/solutions;
- High scalability/replicability potential;
- Collaboration with best-in-class partners;
- Keep (partial) Project ownership;
- Development cost (partially) financed.



Tire Pyrolysis Plant Peru.

Project Overview

Situation	New regulation (2021) DS Nr. 024-2021-MINAM for the management of waste tires
Project Description	Development, implementation and operation of first pyrolysis plant, Dimension of pilot plant: 2 reactors equivalent of 20 t of waste tires per day
Partner	Ongresso Energy, CH (Lead developer) Blue Cycle, NL (Industrial partner) CV Projects, PER (Local partner)
Project support	RVO grant EUR 100.000 (to be confirmed)
Status	Pre-feasibility study done RVO application done
Next steps	Feasibility study Q4/2023 Q1/2024
Expected COD	To be confirmed

Project Financials

CAPEX	USD 6-8 M
Project IRR	21 %
Equity IRR	29 %
Payback period	4-5 years
Revenue streams:	Pyrolysis oil, pyrolysis gas, carbon black, metal



Floating PV Business Model.

Project Overview

Situation	Floating photovoltaics (FPV) potential in Colombia and neighboring countries. FPV projects are not feasible as imports for floating modules cause 15-25% higher CAPEX costs primarily due to logistics costs)
Project Description	Make FPV feasible for Andean region by localising production of floating modules in Colombia.
Partner	Ongresso Energy (Lead developer) Isigenera (Technology partner)
Project support	REPIC grant, CHF 150.000
Status	Feasibility study done
Next steps	Development of pilot project and expansion of pipeline to justify local production Concretise suppliers for local production
Expected COD	Q2/3 2024 (pilot project)





Questions?

Contact.



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