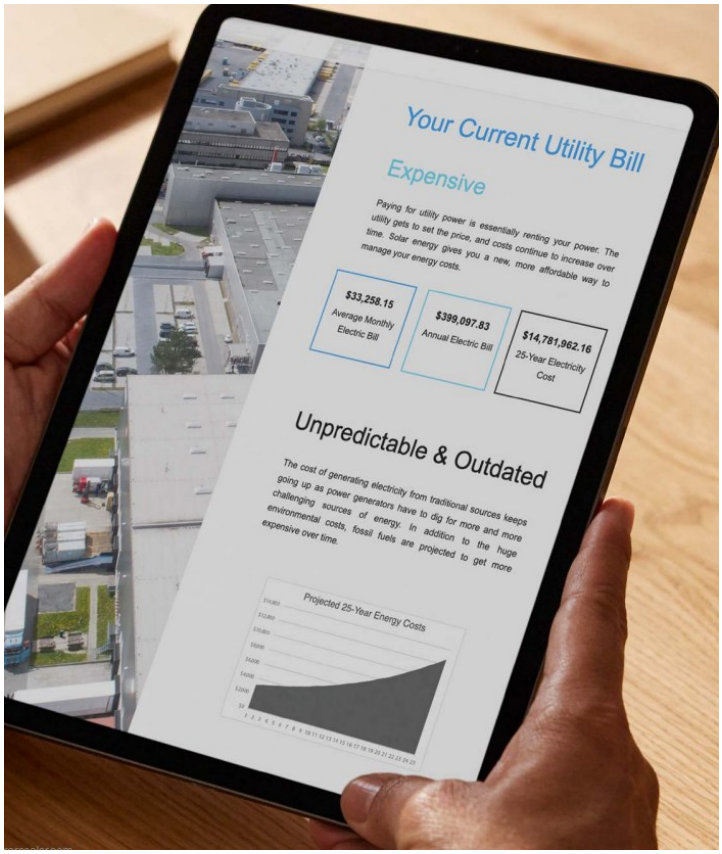
ENERGY SOLUTIONS

for Businesses & Institutions



REDUCE YOUR ELECTRICITY COSTS

GLENSOL
GREEN ENERGY

ABOUT GLENSOL

Glensol is a project developer and a renewable energy solutions provider for public and private sector.

Since 2012 we 've supported businesses in switching to Solar. We focus on the development of distributed generation (DG) solar PV in Southeast Europe and Sub-Saharan Africa.

How we work

1 SITE VISIT

Glensol will visit your site and assess its suitability

2 ENERGY AUDIT

We analyse site characteristics and your energy usage

3 PROPOSAL

We recommend the best solution to match your energy needs

4 PROPOSAL REVIEW

We are always available to answer your questions

5 AGREEMENT

Our simple agreement includes your pricing guarantee

6 INSTALL

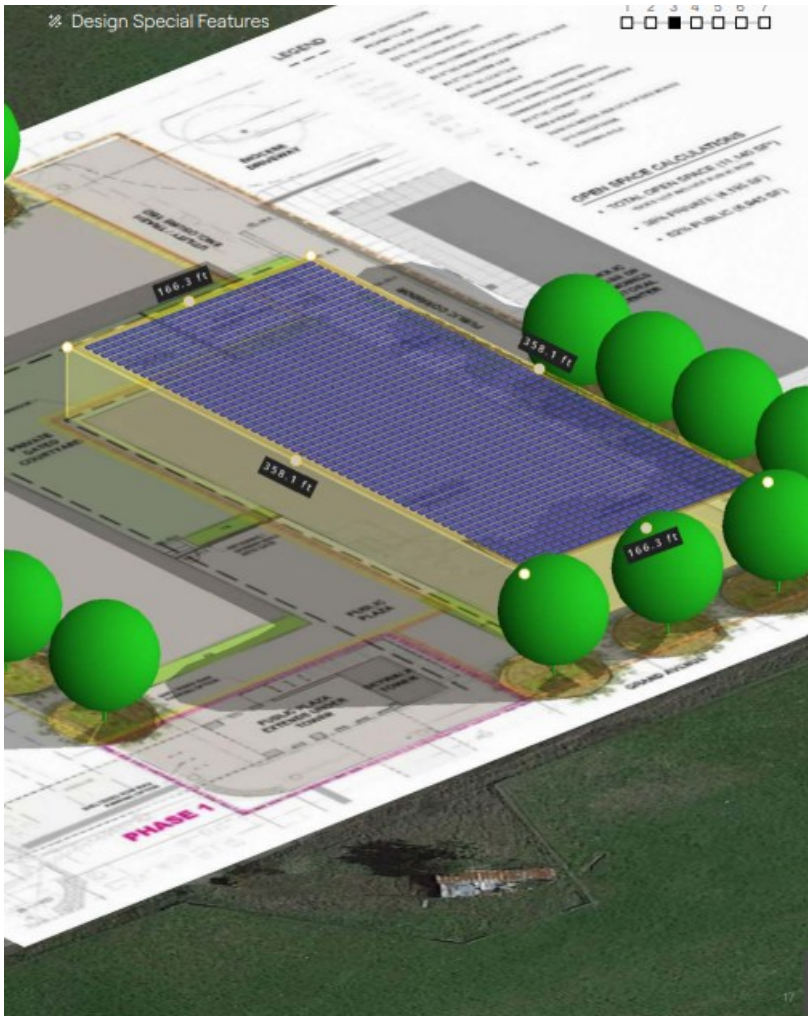
Installation takes place while it is business as usual for you

7 MONITOR PERFORMANCE

Your system's performance can be displayed to your clients

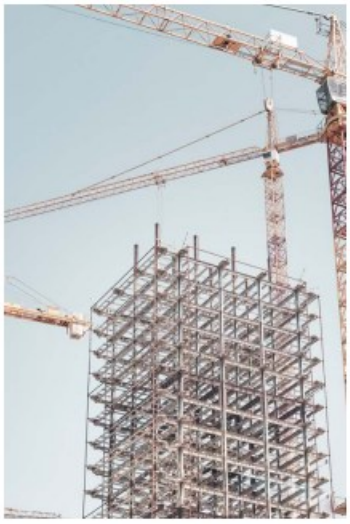
8 OPERATION & MAINTENANCE

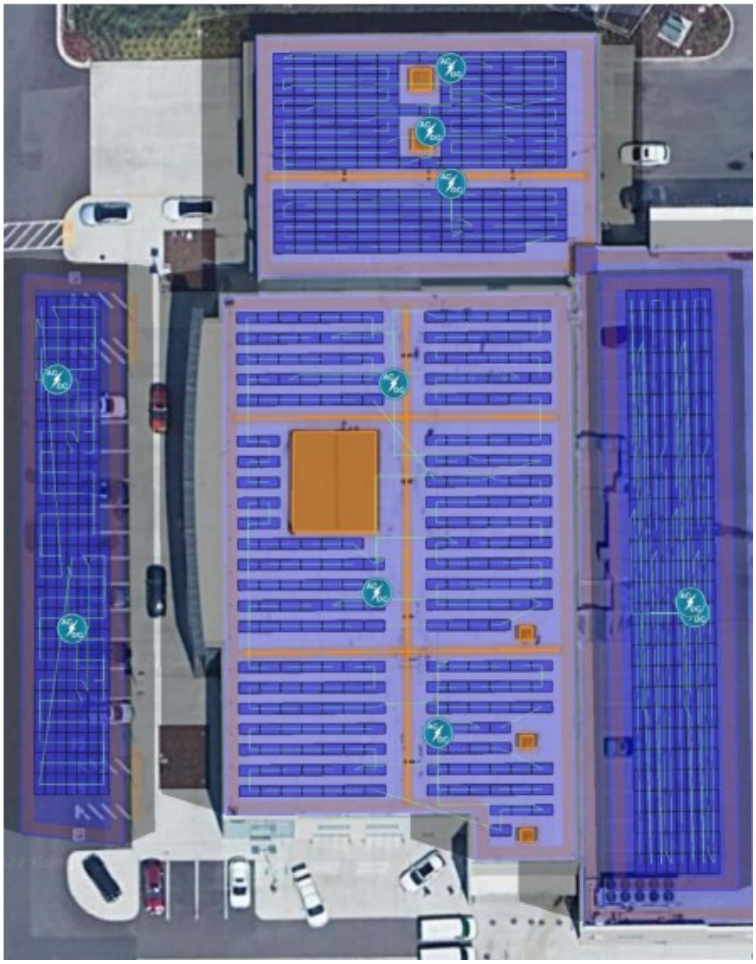
We maximise the performance of your system



Design for new construction

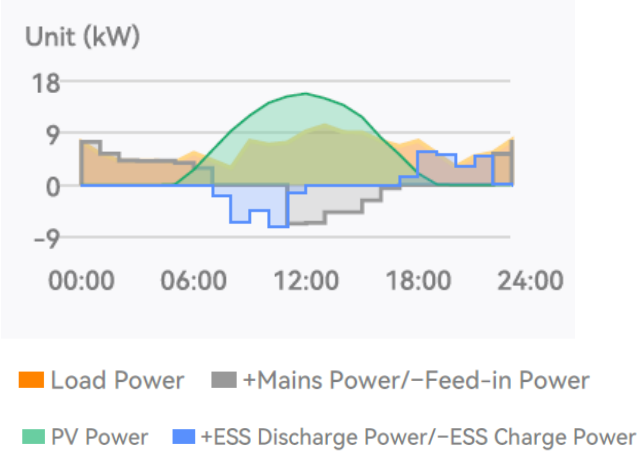
Being able to size a solar system on a site that hasn't been built yet can give a huge edge over competition and help expand our business. Solar software allows us to design an accurate system with just a blueprint or site imagery of the new building.





Consumption Modeling

Sometimes the billing information maybe incomplete. This can make accuracy sizing a system difficult. Solar software can fix this problem by modeling the annual consumption of the customer from a single energy bill using predictive algorithms based on consumption profiles for the specific location and building type. This helps with accuracy and increases the potential customers we can service and speeds up our sales process



CLEAN ENERGY AT STABLE PRICES. THE VALUE PROPOSITION OF SOLAR

- Reliability with strong technology partners , Tier 1 module manufacturers and global EPC firms , we ensure project development with excellent cost- performance ratio.

- Strategic cooperation with investment and asset management firms with expertise in structured finance, capital markets enables us to deliver utility scale, distributed and off-grid PV solar projects.

- Holistic Approach to solar energy across the entire value chain, from project development to financing, construction and O+M. This enables us to reduce the Levelized Cost of Energy (LCOE) and deliver a reliable system design.

- Credibility Evaluating our leading technology and innovative solutions , risk profile and financial standing, our partners can see a pattern of more value and less risk than competition.

Modules → Project Development → Financing → Construction → O+M = More Value Less Risk

Solar Agreements

Figuring out the best way to pay for solar can be one of the more challenging parts of the process for businesses and other organizations.
There are two main financial paths to solar, EPC where end user pays for the installation and retains full ownership of the system and Solar as a Service, lease or PPA, each with its own considerations. We will work with you to assess your situation and then draft a tailor-made solution that meets your needs.

	EPC	Lease	PPA
Ownership	Direct ownership	Third-party owned	Third-party owned
Payment	Upfront or Installments	Periodic rental payments	Pay per KWh produced
Upfront Costs	One-time cost	None	None
Accounting	On balance sheet	On balance sheet	Off balance sheet
Use of PV output	Lifetime of PV plant	5 to 15 years	10 to 20 years

What is a PPA

A Power Purchase Agreement is a contract between a generator and an off taker to purchase electricity (whether physically or notionally) at a pre-agreed price per KWh, for a pre-agreed period. The PPA defines the conditions of the agreement, such as the amount of electricity to be supplied, negotiated prices, accounting, and penalties for non-compliance.

The PPA price can be set in several ways :
- A fixed price for the duration of contract
- A discount on the wholesale or retail electricity price

Where PPAs are pegged to the electricity price the risk is mitigated with floor and roof prices.

- Affordability
- Security of Supply
- Sustainability

Energy Services

Power Generation – Buildings that generate their own energy

Residential and Commercial buildings can be the most suitable places for distributed energy generation. Renewable Energy and Solar PV generate electricity directly from sunlight and provide power for homes, businesses, schools and institutions. Self-consumption of renewable energy is the economic model in which the building uses PV electricity for its own electrical needs, with end user acting as both producer and consumer, or *prosumer*. In this model, the PV-generated energy is consumed instantaneously as it is being produced.

Residential, Commercial & Industrial Solar

- Economic and Environmental benefits
- Independence from the grid & future electricity price fluctuations

Government / Education

Commercial

Innovative Building Integrated Photovoltaic's (BIPV) combine active and passive properties with improved aesthetics and necessary energy efficiency that allow property owners to reduce costs. BIPV solutions are used for the replacement of construction materials from different parts of building's exterior such as skylights, facades, windows, or roofs.

Photovoltaic Skylight

Bifacial dual glass PV modules

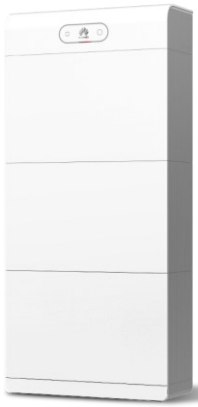
Energy Services

Energy Storage

Energy storage systems (ESS) are used in both residential and commercial properties to store energy from solar panels and provide power during outages or when electricity rates are high. Controlled by a smart energy management system makes it possible for photovoltaic system owners to use PV electricity for their own requirements not only during sunlight hours but also at times of less light; such as in the morning or evening. Electricity produced by the photovoltaic system can be consumed directly, stored in the batteries or fed into the public grid

•**Primary use:** To provide backup power during blackouts or store solar energy for later use, reducing electricity bills.

•**Benefits:** Significant cost savings through energy management, increased resilience during outages.



Residential ESS

Commercial ESS

•**Charging:** Systems are charged by storing excess electricity generated from sources like solar panels or by drawing power from the grid during off-peak, lower-cost hours.

•**Discharging:** The stored energy is then released when needed, such as during a power outage, to meet high energy demand, or to use during peak price periods.

Energy Services

Panoramic Power – Data enablement hardware, software

Our end-to-end energy intelligence solution is software-based and hardware-powered. Easy-to-install sensors and metering tools feed data into powerful energy intelligence software, delivering instant insights. Cut waste and costs instantly through device-level energy management. Our self-powered wireless sensors capture and transmit energy data seamlessly, while our cloud platform integrates it with external energy and production sources. We deliver real-time, tailored analytics, alerts, and insights that elevate your work and dive your efficiency and sustainability goals

ACTIONABLE ENERGY INSIGHTS ANYTIME, ANYWHERE

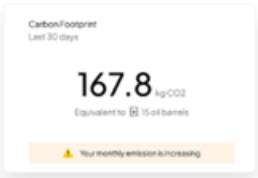
KNOWLEDGE IS POWER

Power Performance

Monitor energy usage patterns and receive real-time notifications of deviations.

Power Efficiency

Delegate KPIs to cut energy waste, reduce business risk, and optimize production.



Power Sustainability

Create efficient energy strategies and automate reporting on sustainability programs.

INTEGRATED SOLUTION. THREE PARTS.

Data Enablement Hardware

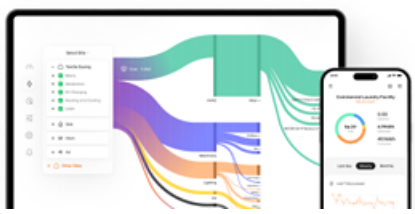
Consolidate data from all your devices, and 3rd-party sources, transmit to cloud in real time

Energy Intelligence Cloud Platform

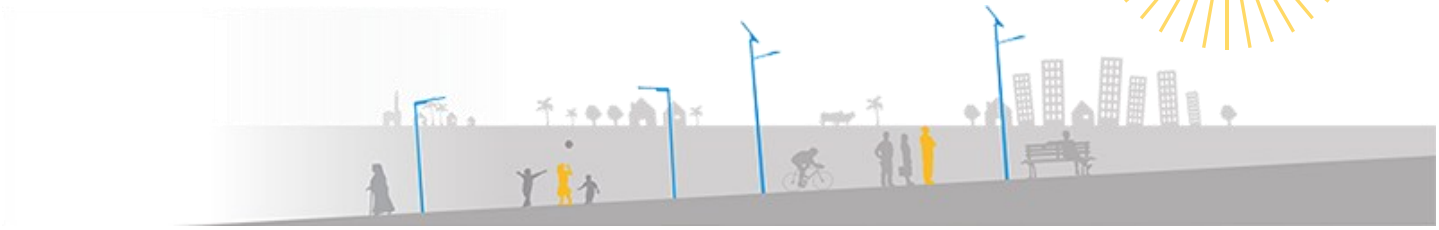
Visualize your usage and tailor it to your requirements and KPIs

Web and Mobile Apps

Access energy intelligence anywhere, anytime



Smart Living - Sustainable Cities



Smart Mobility - EV Charging stations - Solar carports

The mobility of the future is electric. No matter if electric cars , e-scooters or e-bikes, reducing CO2 emissions we are making an important contribution to environmental protection.

AC (1/2x22KW) EV charger with fast charging. Wallbox or ground mounting.

DC MODE4 50k super charger CHAdeMO & CCS (type 1 ή 2) Blink Network, OCCP 1.5 & 1.6.

blink

- EV charging stations

- Clean power generation with solar carports

OUR WORK

GLENSOL GREEN ENERGY

BAKEHELLAS
η ποιοτική σας επιλογή...

484-Kilowatt peak
System capacity

635 megawatt-hours
Of clean energy generated annually

20% clean energy
Provided for the facility

162 tones
Of carbon reduced annually

Location : Schimatari, Viotia Greece	Building Type : Food manufacturing And storage	Application : Rooftop solar through EPC agreement	Panels : Sharp 540W Inverters : Sungrow Optimizers : Tigo

OUR WORK

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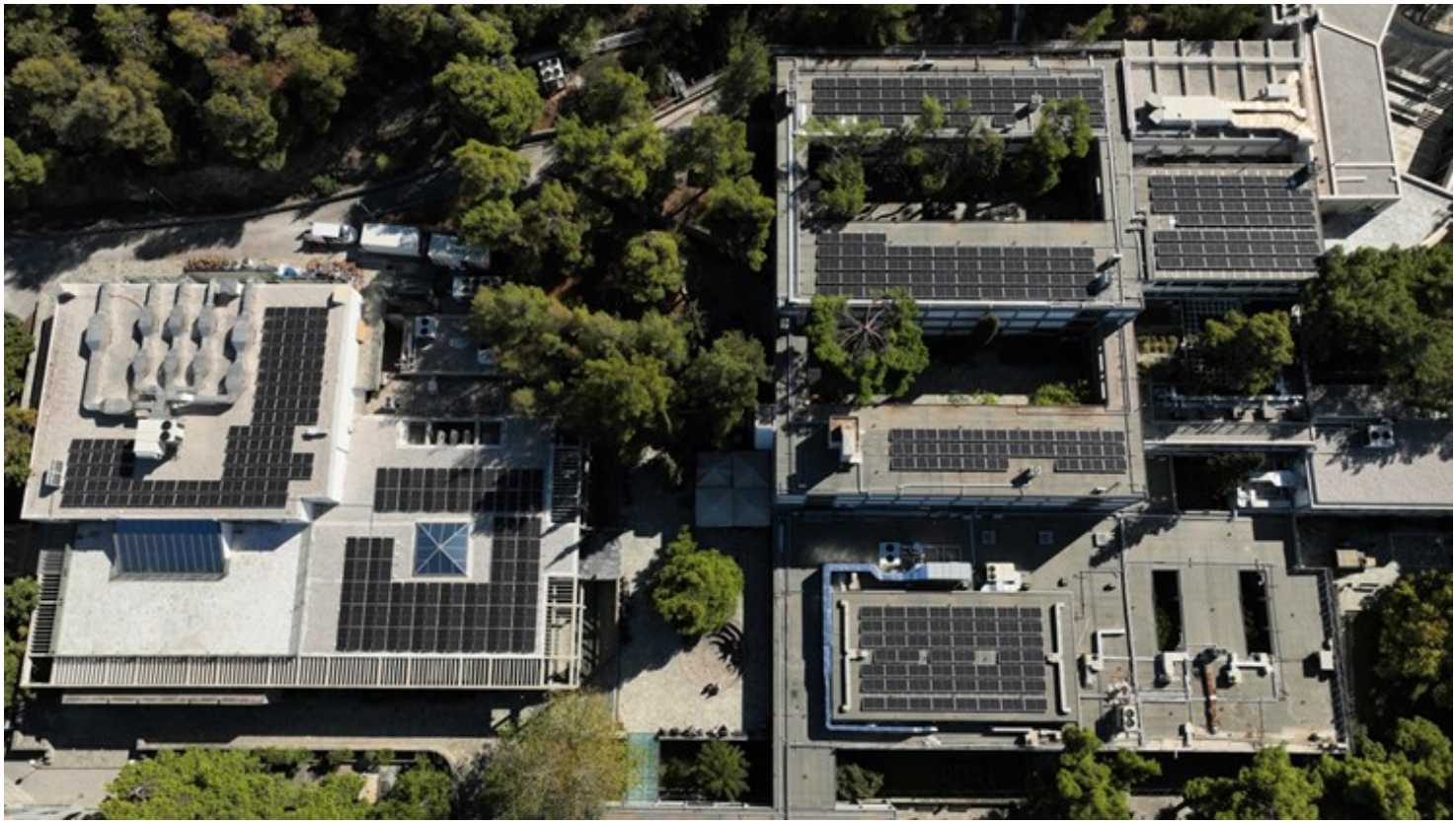
GREEN ENERGY

THE AMERICAN COLLEGE OF GREECE
Pierce
Deree
Alba
1875



541-Kilowatt peak
System capacity

772 megawatt-hours
Of clean energy generated annually

20% clean energy
Provided for the facility

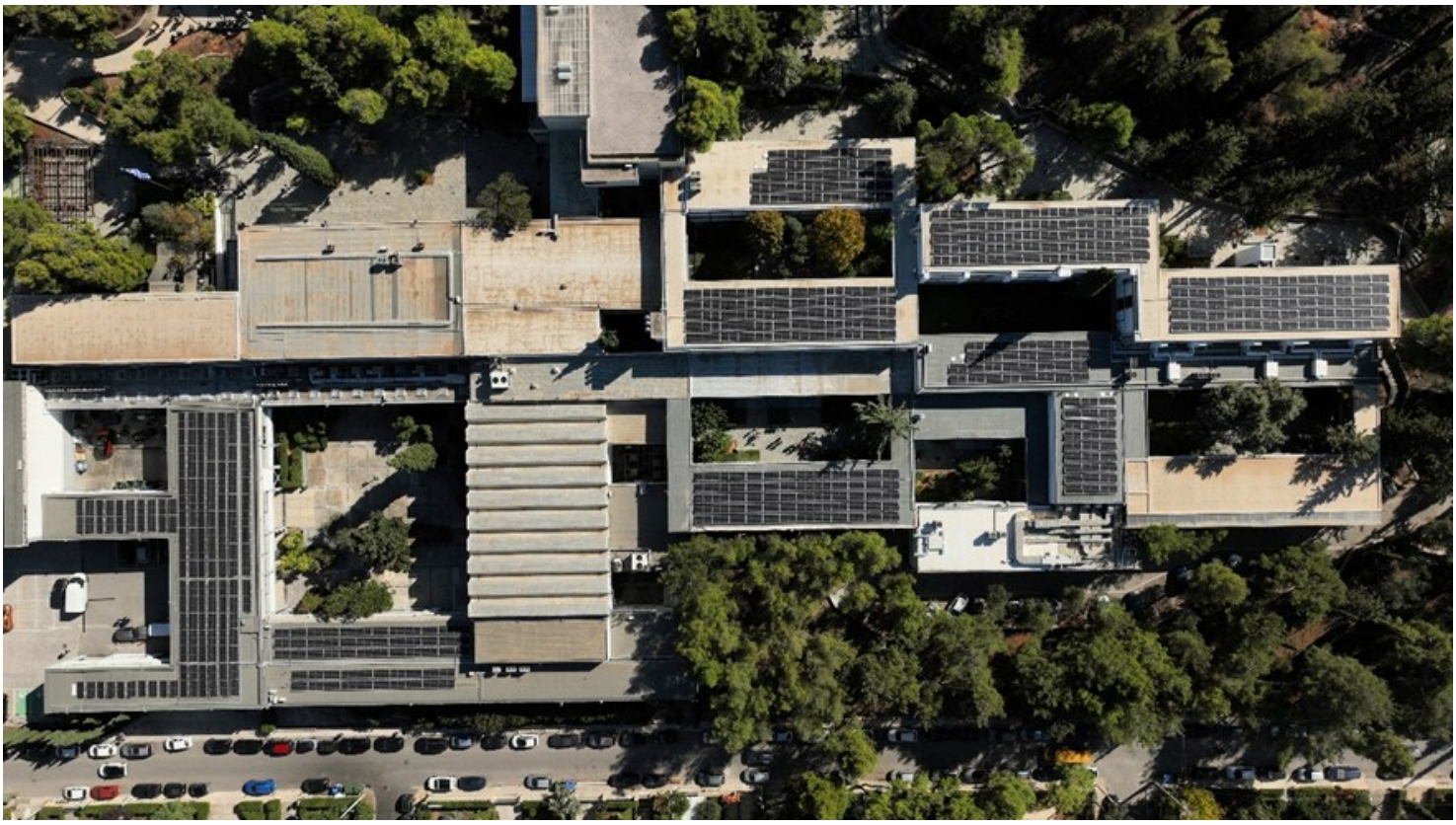
197 tones
Of carbon reduced annually

Location : Deree, Agia Paraskevi Greece	Building Type : Educational Institution College	Application : Rooftop solar through a Solar agreement	Panels : DMEGC 585W Inverters : SolarEdge Optimizers : SolarEdge

OUR WORK

GLENSOL GREEN ENERGY

THE AMERICAN COLLEGE OF GREECE Pierce Deree Alba 1875



541-Kilowatt peak
System capacity

772 megawatt-hours
Of clean energy generated annually

20% clean energy
Provided for the facility

197 tones
Of carbon reduced annually

Location : Pierce, Agia Paraskevi Greece	Building Type : Educational Institution School	Application : Rooftop solar through a Solar agreement	Panels : DMEGC 585W Inverters : SolarEdge Optimizers : SolarEdge

OUR WORK

GLENSOL GREEN ENERGY

AEL F.C. Arena

1000-Kilowatt peak
System capacity

1250 megawatt-hours
Of clean energy generated annually

100% clean energy
Export to the grid, FIT

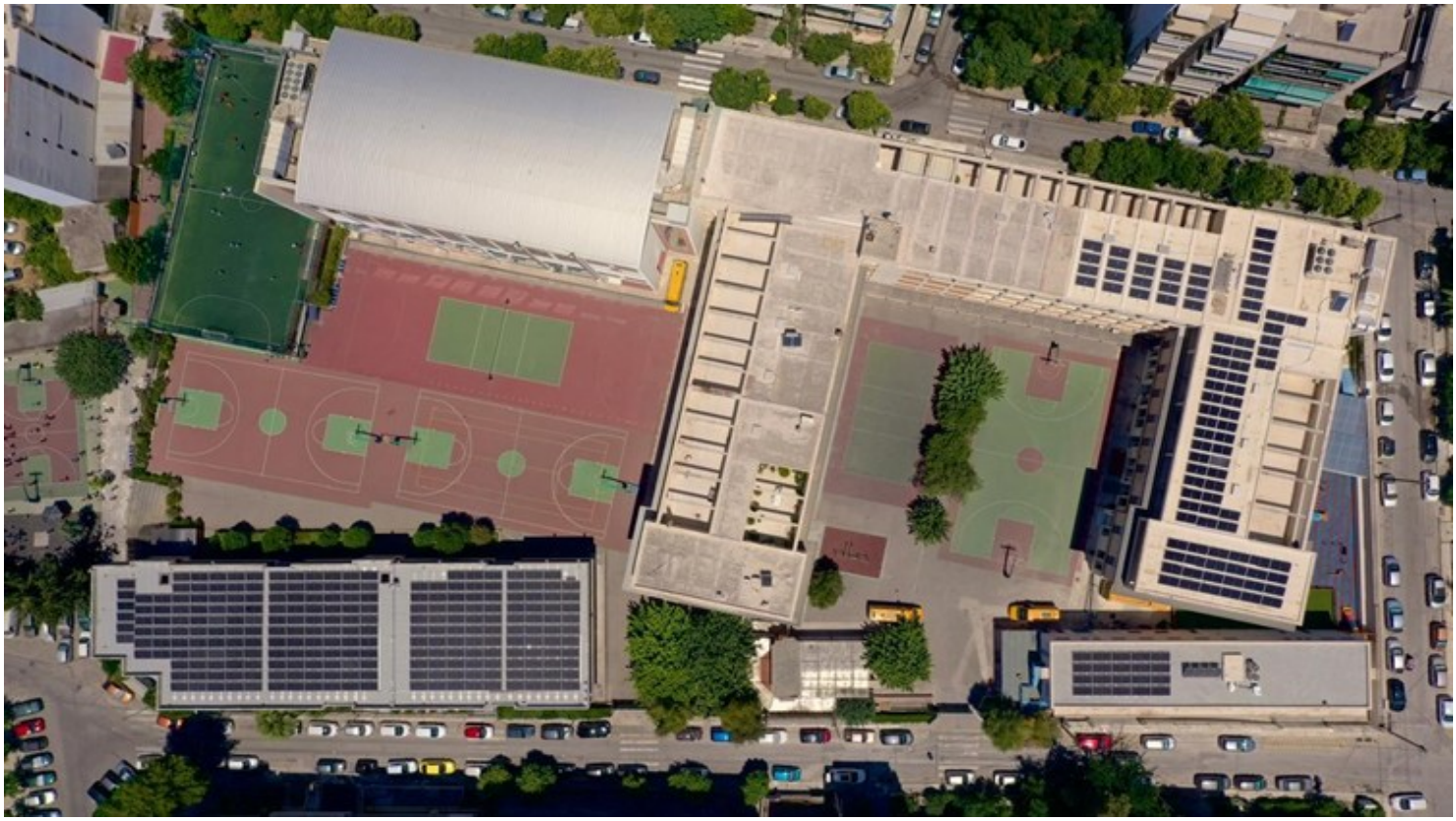
320 tones
Of carbon reduced annually

Location : Larisa Greece	Building Type : Football Stadium AEL F.C Arena	Application : Rooftop solar development through FIT	Panels : 440W Inverters : SMA Optimizers : -

OUR WORK

GLENSOL GREEN ENERGY

maristes ΛΕΟΝΤΕΙΟΣ ΣΧΟΛΗ



200-Kilowatt peak
System capacity

300 megawatt-hours
Of clean energy generated annually

50% clean energy
Provided for the facility

77 tones
Of carbon reduced annually

Location : Patisia, Athens Greece	Building Type : Educational Institution School	Application : Rooftop solar through a Solar agreement	Panels : Jinko 575W Inverters : Huawei EV Chargers : Blink

OUR WORK

GLENSOL GREEN ENERGY

maristes ΛΕΟΝΤΕΙΟΣ ΣΧΟΛΗ

200-Kilowatt peak
System capacity

300 megawatt-hours
Of clean energy generated annually

50% clean energy
Provided for the facility

77 tones
Of carbon reduced annually

Location : Nea Smyrni, Athens Greece	Building Type : Educational Institution School	Application : Rooftop solar development	Panels : Inverters : Optimizers :

OUR WORK

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GREEN ENERGY

3100-Kilowatt peak
System capacity

4,8 megawatt-hours
Of clean energy generated annually

100% clean energy
Export to the grid, FIT

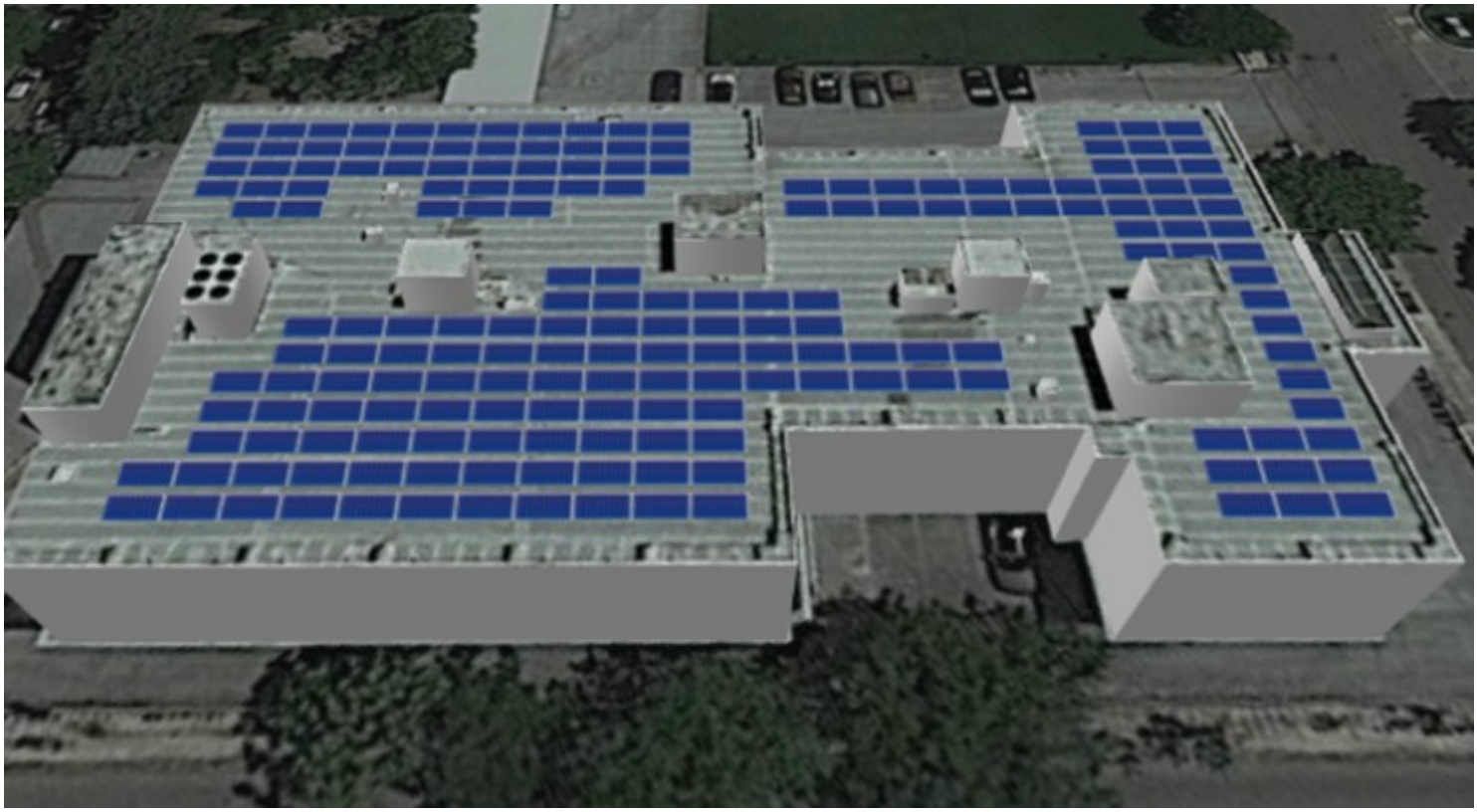
1224 tones
Of carbon reduced annually

Location : Agrinio Greece	Ground mounted: PV Park	Application : Development FIT	Panels : Inverters : Optimizers :

OUR WORK

GLENSOL GREEN ENERGY

Mediserve SA



100-Kilowatt peak
System capacity

154 megawatt-hours
Of clean energy generated annually

45% clean energy
Provided for the facility

39 tones
Of carbon reduced annually

Location : Kiffisia, Athens Greece	Building Type : Office, pharmaceutical	Application : Rooftop solar under development	Panels : Inverters : Optimizers :

OUR WORK

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Residential





8 -Kilowatt peak
System capacity

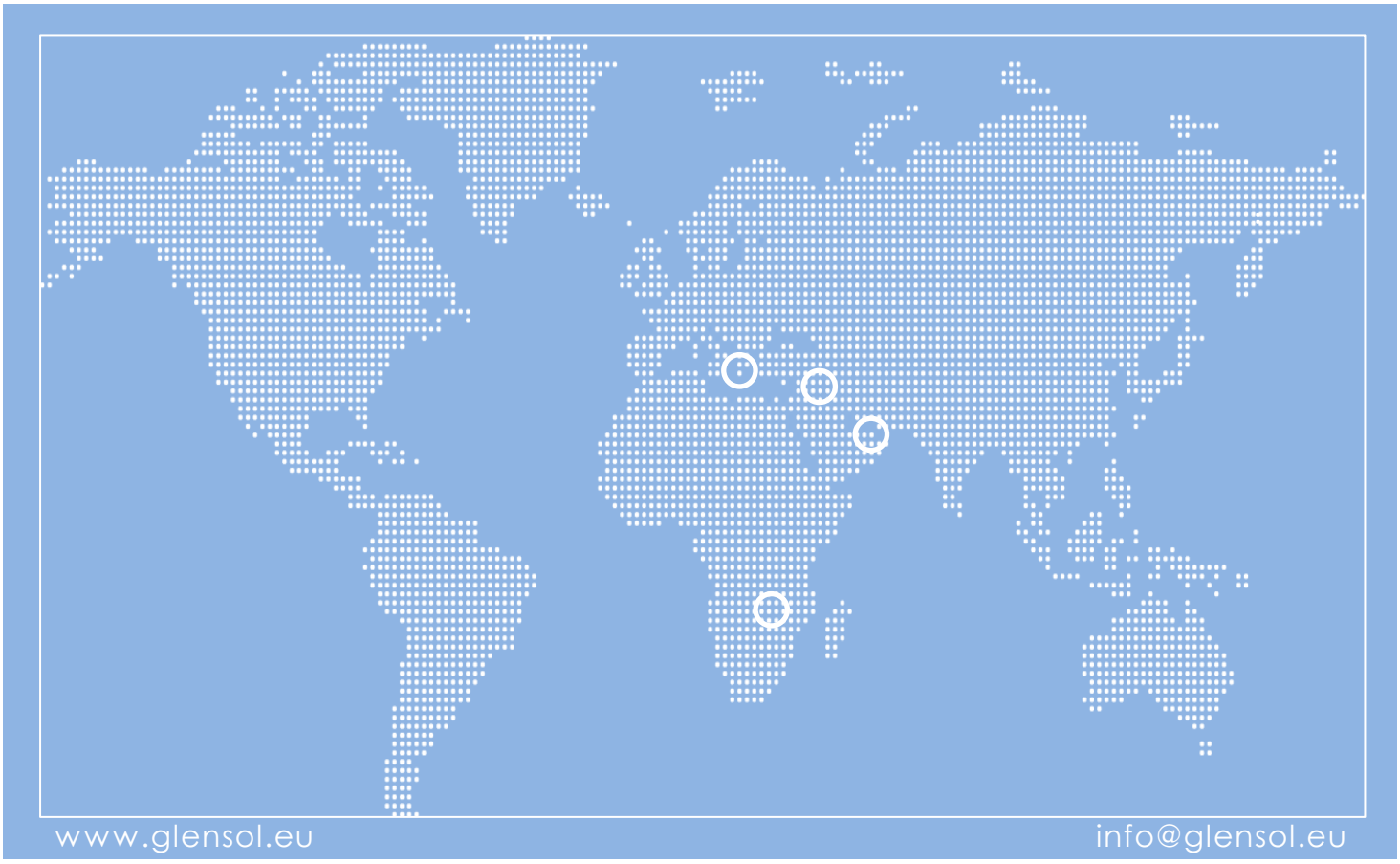
0.011 megawatt-hours
Of clean energy generated annually

100% clean energy
Provided for the facility

3 tones
Of carbon reduced annually

Location : Athens Greece	Building Type: Various sites Residential	Application : Rooftop solar through EPC	Panels : Sharp 410W Inverters : Huawei EV Charger : Huawei

Notes



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