



# aldea

*Te acercamos la energía*

*Investor's DECK*  
*Mar 2023*





# Problem

*How do I convince my community of neighbors to install panels?*

 **30M** people under community roof

 **~500K** Local businesses

**Endless neighborhood meetings?**

**Local Energy communities?**

**Extra costs?**





# *Solution*

## Creating the largest **network of Solar Communities**

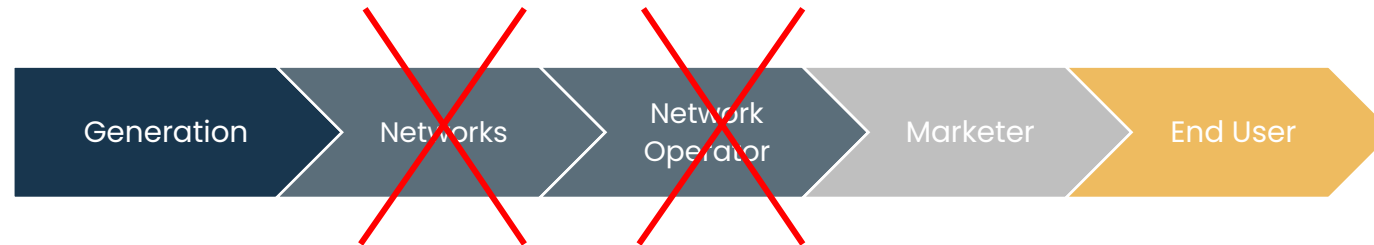
We promote collective self-consumption installations less than 2 km from urban centers.

**We eliminate the entry barriers** of collective self-consumption by joining investors with consumers, giving maximum flexibility to the end user.

**You enjoy solar self-consumption** without the need for a roof or investment.



# VISION: Decentralizing the Energy industry



**Aldea** proposes to disintermediate the current Energy value chain by connecting End users to local generators (aldeas), allowing to unlock value for the end user



# Business model



Our **aldeas** are collective self-consumption PV that generate energy, like big solar farms though in a small scale and taking advantage of rooftops.

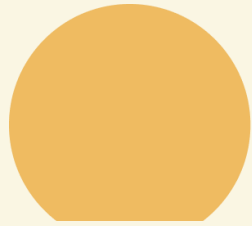
This energy can be consumed locally (or not) so the people or businesses placed closer than 2km away can enjoy all the benefits (not paying grid tolls mainly).

**Who is our buyer?** Flats or businesses without their own rooftop, either they are on a rent and do not want to (or cannot) invest or they do not have access to the surface

Aldea Energy promotes and manages **aldeas**: the end user can get Access by:

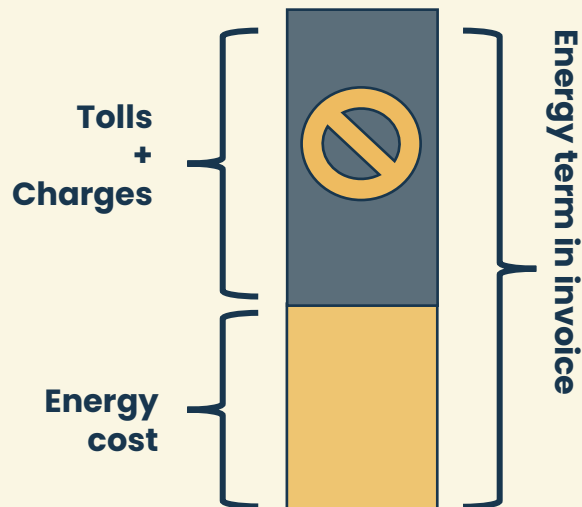
- Subscribing
- Buying

# Value proposal and differentiation

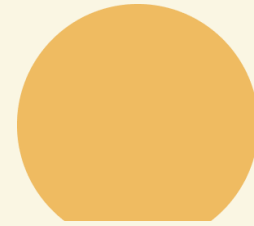


## End users' savings (+30%)

Disintermediate has its advantages:



With self-consumption this part is not paid



## Full Flexibility










Subscribe without permanence, consume whenever you want

Maintenance and insurance included, self-consume and don't worry!

**This flexibility makes us unique in the market.**

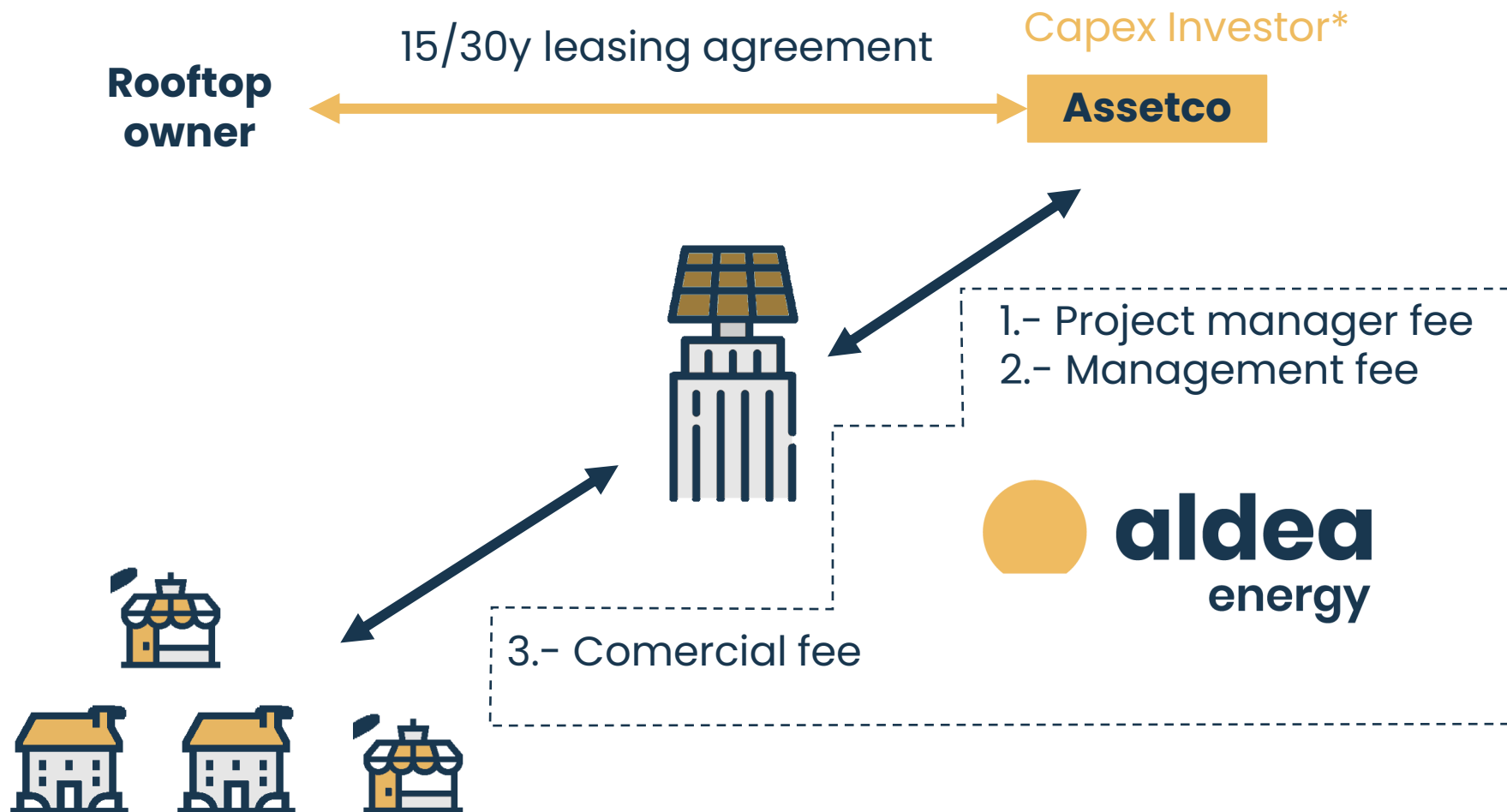
# COMPETITORS

All offering same benefits but:

			
Simplicity			
Flexibility			
Asset financed			



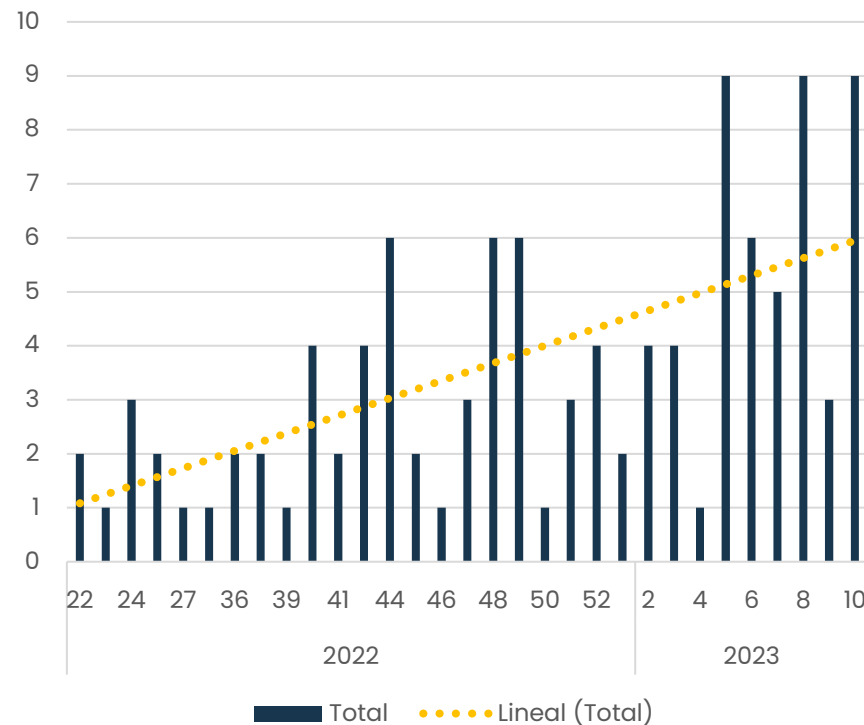
# How we do it?



\* Partnership WIP with infrastructure fund

# Go to Market (i)

Agreements sent to potential Aldeas



We capture locations both organically and inorganically.

**Our distributor** is the local installation company because of the proximity to potential customers. **Their main benefit:** converting 10/20kWp installations into 100kWp installations, which gives them greater margin and better planning.

- **Signed distributors: 25**
- Signing process: 10
- Info sent and pending response: 26

# Go to Market (ii)

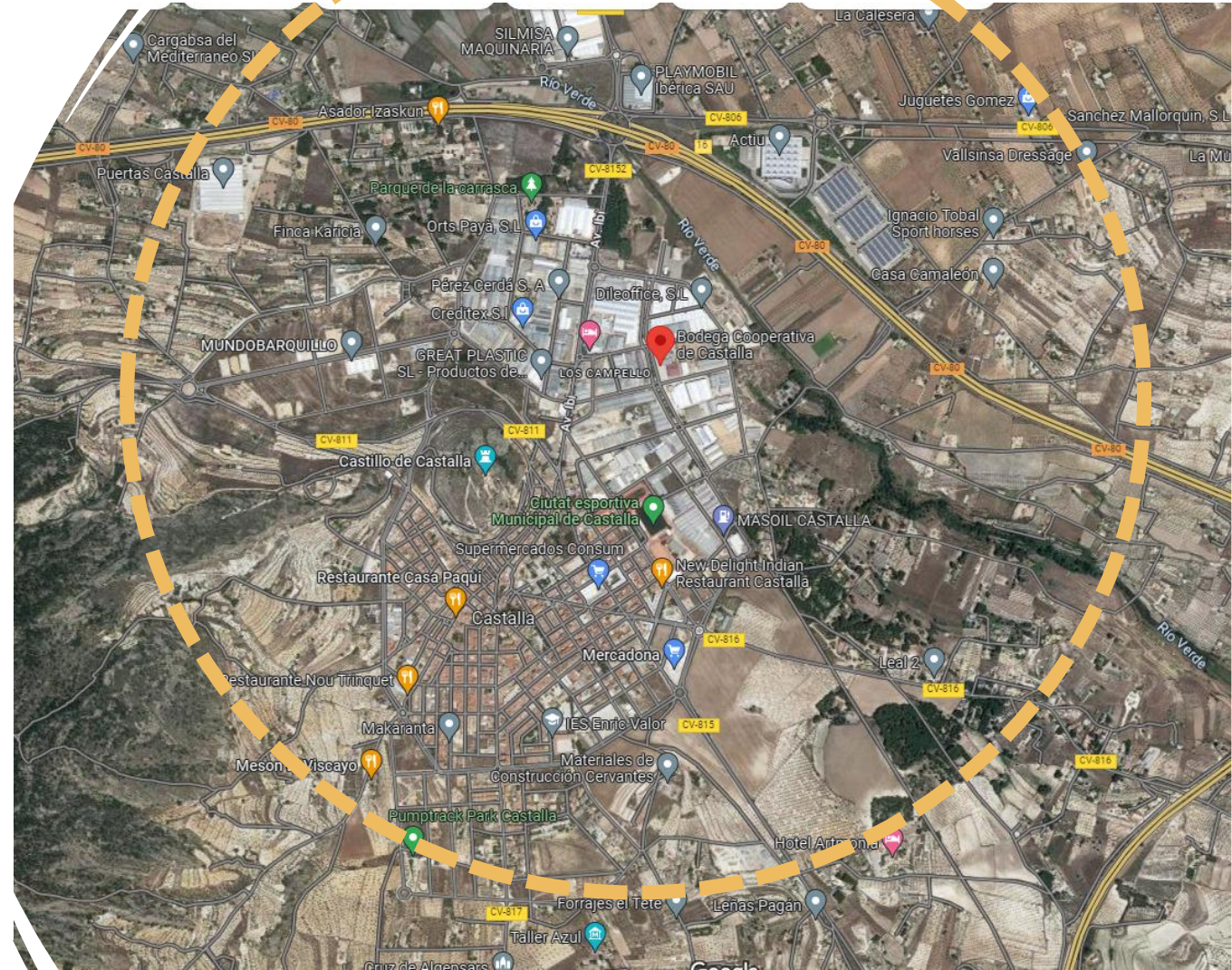
Once the leasing agreement is signed:

- 3/6 months until construction → time to pre-sell.
- a) If the roof is over a community of neighbors, the energy is sold from the beginning.
- b) If the roof is an industrial building:
  - communication with public entities to promote
  - local press releases

Other possible actions: 1 month free trial to confirm savings by end-users

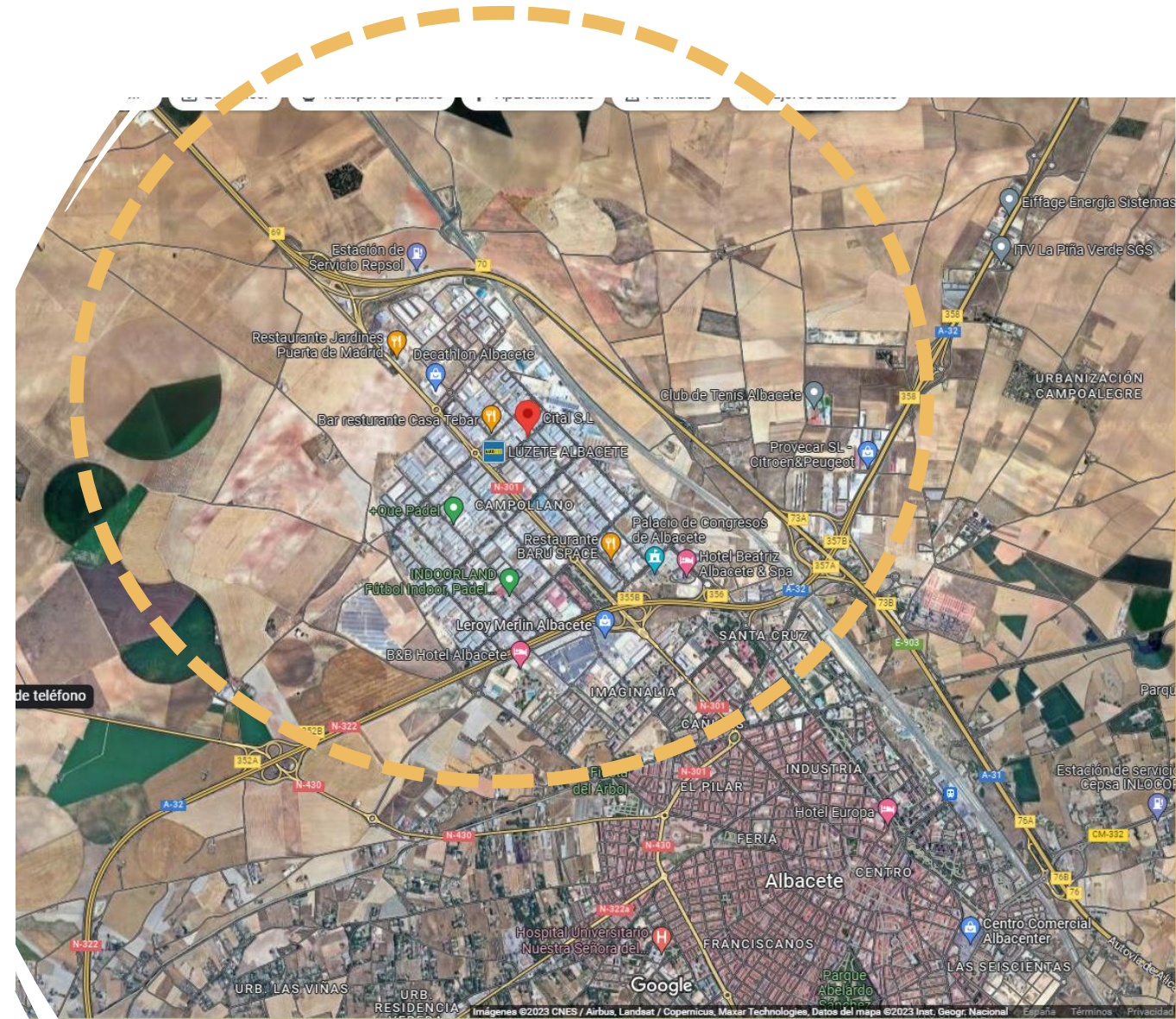
# Business Case (i)

- Location: Castalla (Alicante)
- Rooftop owners: Bodega Cooperativa de Castalla
- Agreement period: 30 years
- Power: 130kWp
- Customers capacity : 50  
(The cooperativist want to be end users also)
- Potential customers within the radio:  
+5,000



# Business Case (ii)

- Location: Albacete
- Rooftop owner: Cital SA
- Agreement period: 20 years
- Power: 72kWp
- Customers capacity : 30
  
- Potential customers within the radio : +3,000





**aldea**  
energy

**Te acercamos la energía**



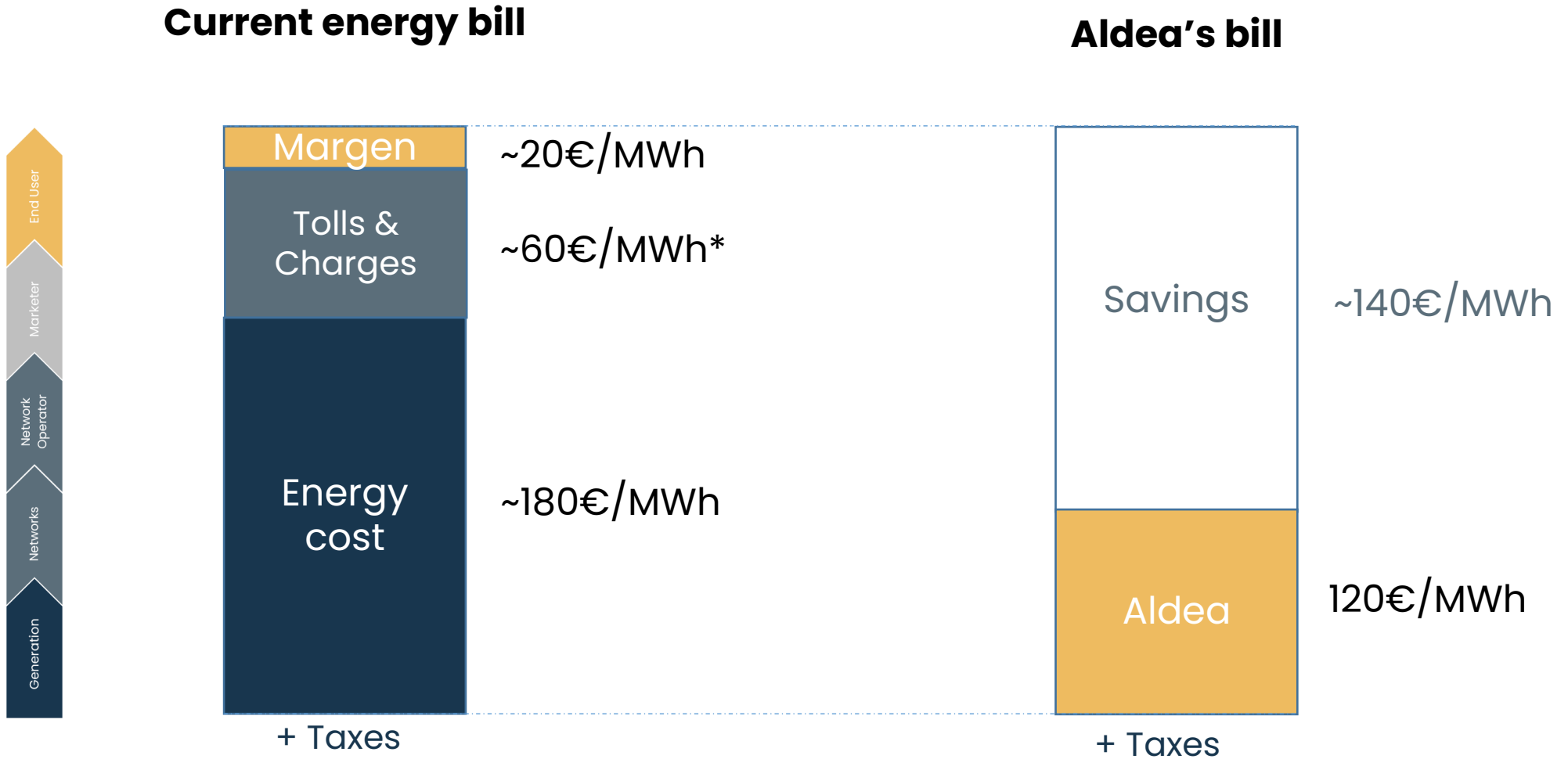
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# +30% savings to end users



(\*) Due to the energy crisis, tolls and charges are subsidized today. It is expected to return to normal when the market stabilizes, staying at €100/MWh. Our tariff is competitive in an OMIE market of €30/MWh. Energy costs according to February 2023. Saving proposed during solar hours, the rest is grid consumption.

# What if we cannot find end users?

Collective self-consumption plants are connected to the grid, therefore the connection access is granted to sell the energy to the pool.

- **Scenario 1:** Selling the energy to the pool
- **Scenario 2:** Private sell to a energy marketer (PPA)
- **Scenario 3:** Private sell to a VE charger company (PPA)

