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Enel X Global Retail company solutions



Who we are

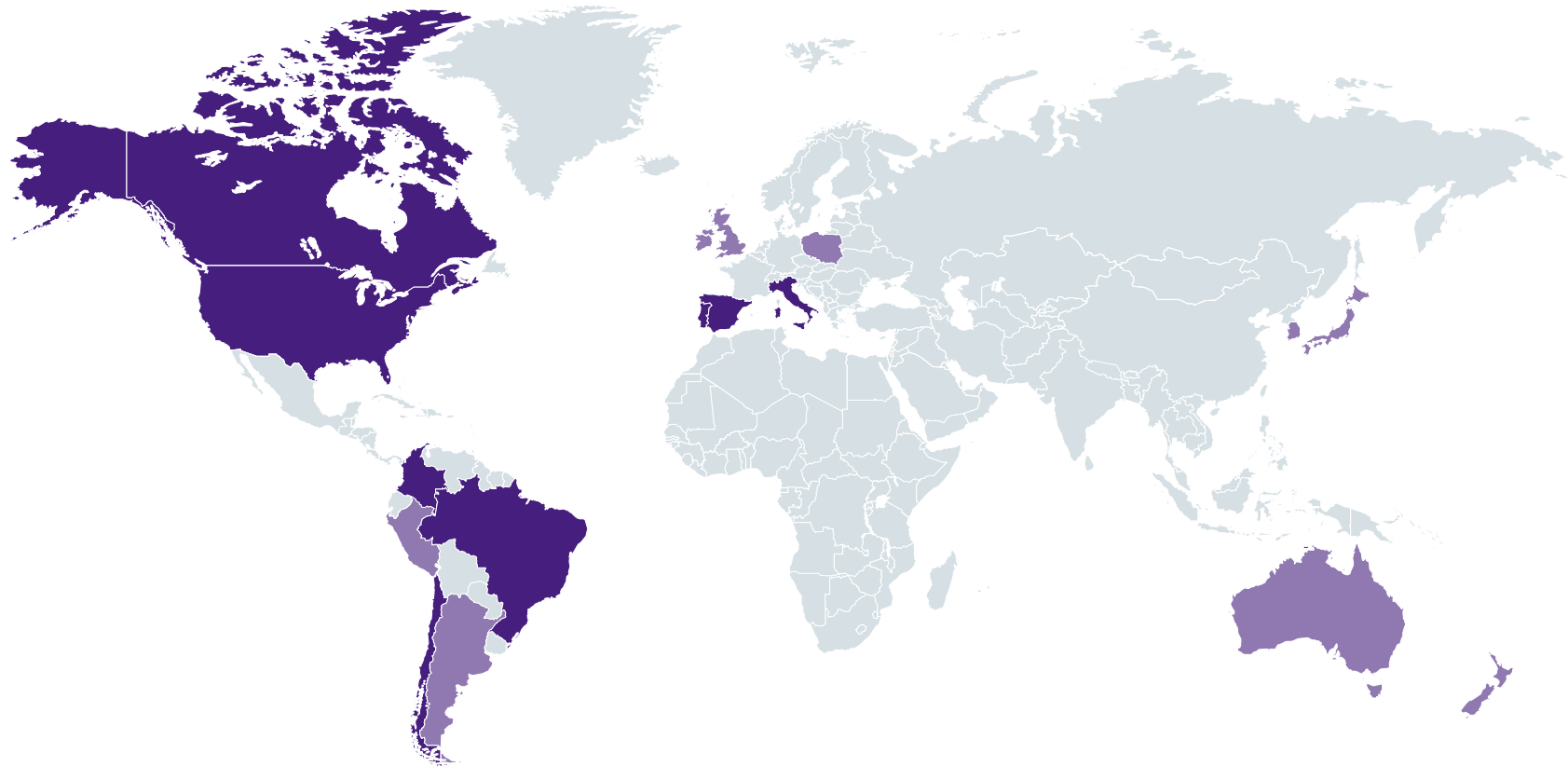
Enel X Global Retail is the Enel Group's global business line operating in the field of energy supply and energy management services, and public and private electric mobility, with a portfolio of products and value-added services to incentivize more independent and sustainable energy use. World leader in the development of innovative solutions dedicated to accompanying residential consumers, businesses and municipalities throughout the energy transition, Enel X Global Retail offers an ecosystem of modular and integrated products and services, built around customer needs, promoting the electrification of uses and digitalization.

MAIN COUNTRIES

Canada	Chile
USA	Italy
Colombia	Spain
Brazil	Portugal

OTHER COUNTRIES

Argentina	Sud Corea
Perù	Australia
Ireland	New Zealand
Poland	United Kingdom
Japan	



What we offer

Enel X Global Retail offers companies a 360° approach as a one-stop-shop partner, providing a full suite of flexible and tailor-made solutions which addresses the unique needs and requirements of business customers, maximizing their energy assets and supporting their competitiveness in the context of their local energy markets and regulations.

Thanks to its portfolio of dedicated solutions, Enel X Global Retail helps customers manage the energy trilemma, supporting companies to meet their needs of sustainability, security and affordability. Our solutions for small, medium and large companies include a variety of solutions and value-added services that allow our partners to maximise their benefits, reducing costs and emissions.

**Demand
Response**

9.5 GW
Offered

**Distributed Energy
generation assets**

269 MW
Installed

**Battery Energy Storage
installed capacity**

113 MW
BTM

Our solutions for your needs



- Enel X Advisory Services
- Power Purchase Agreements
- Distributed Energy and Infrastructure
- Battery Energy Storage Solutions
- Flexibility and Demand Response
- Smart Charging products and services

Enel X Advisory Services

We offer a **broad range of advisory services** that enable corporations meet their carbon-reduction through a modular approach built over decades of experience in the energy sector and enhanced by our digital tools.

We can assist customers in **GHG emissions measurement**, and in **planning** and **executing a customized decarbonization strategy**. Furthermore, we advise companies in reducing their Scope 1, 2 and 3 emissions leveraging renewable energy and managing energy supply risks.

Last, but not least, we support clients in mandatory and voluntary reporting, empowering them to gain competitive advantage from the reporting itself, as well as from the various elements of the global sustainability reporting landscape elements including TCFD, IFRS, ISO, GRI, CSRD, CDP, GHG Protocol, WBCSD, and many others.

Decarbonize Your Business with us

Report your emission

- CDP Climate Change questionnaire
- TCFD-related Services
- Voluntary and mandatory sustainability reports

Measure your energy and sustainability footprint

- Scope 1, 2 and 3 tracking and calculation
- GHG Protocol Emission Inventories
- ISO 14 064 Emissions Reports



Implement your strategy and reduce your emissions

- Direct, insourced and outsourced support of direct and supply chain emission reduction activities
- Energy efficiency certifications
- EAC & Carbon Credits on residual “hard-to-abate” emissions

Plan your strategy & manage your risk

- Sustainability strategy development
- Decarbonization roadmaps
- Stakeholder workshop
- Environmental and SBTs setting
- Receive updated on the market and regulatory changes
- Customized Supply Risk Management strategy to hedge against volatile energy markets

Power Purchase Agreements

To meet the needs of companies that want to achieve their sustainability goals, optimize electricity costs and reduce exposure to energy market volatility, Enel X GR proposes Power Purchase Agreements (PPAs). PPAs are long-term bilateral agreements where the corporate customer agree to purchase energy produced by a renewable energy plant. These are customizable contract which allow to define the duration, the volume, the price and the risk allocation between the two parties.

Through this contract, the customer also **promotes the energy transition**, contributing to the development of new renewable capacity (additionality) and will also receive **Energy Attribute Certificates**. The type of PPA most suitable for Commercial and Industrial customers who seek greater flexibility for high consumption, is that of **Off-site PPAs**, in which the renewable energy plant is built in a different site than the customer's plant, while remaining connected to the national electricity or distribution grid.



Enel X GR's off-site PPA proposal is divided into **Physical** and **Virtual PPAs**.

PHYSICAL PPA

The **energy produced** by the renewable energy plant is **physically delivered to the customer**, through the power grid.

VIRTUAL PPA

Financial contract that **does not provide for the physical supply** of renewable **energy**.



MAIN BENEFITS OF SIGNING A PPA:

- Hedging against energy price volatility.
- Competitiveness of energy produced from renewable sources compared to traditional sources.
- Reduction of scope 2 emissions.
- Additionality: It allows the construction of a new renewable plant and therefore to be an active part in the energy transition.
- No capital investment required.

Distributed Energy and Infrastructure

With the aim of transforming businesses into energy **producers**, as well as **consumers**, Enel X GR offers renewable technologies and digital solutions to create and **manage their own energy efficiently and cost-effectively**. The ecosystem of advanced solutions available to customers can support self-production, accumulation and exchange on the network, maximizing profits through software and hardware services, which increase the company's competitive advantage.

Enel X GR provides companies with the design, installation, management and maintenance of **Distributed energy resources** (DERs systems), including:

PHOTOVOLTAIC (PV) SYSTEM

Solar system installed at the customer's site to absorb sunlight and convert it into electricity.

POWER AND HEAT GENERATION (CHP)

A single plant that produces electricity and heat, powered by a single primary energy source to avoid wasting heat from the production process by recovering it and converting it into energy. CCHP (Combined Cooling, Heat and Power) systems also produce refrigeration energy, as well as electricity and heat.

Enel X GR amplifies the value of its offer by integrating these solutions to maximising the value of the DER, achieving cost savings and creating new sources of income for companies.

Three different formulas to meet your needs:

1. **Asset purchase** – the client invests in an asset and becomes the full owner of it.
2. **Energy-as-a-Service** – Enel X GR, or a Joint Venture, invests in the asset and the customer pays a monthly fee, fixed or variable, for the service received, or enters into an energy purchase contract.
3. **The Existing Asset Sale** – the customer sells his assets to Enel X GR with payment in a lump sum. If the customer wants to continue to benefit from DER services he can enter into a PPA agreement with Enel X GR. If needed, the latter will revamp or repower the plant.



Battery Energy Storage Solutions

The growth of renewable energy means power grids need to become more flexible and resilient. As electrical systems are gradually becoming digital, the energy market, is shifting to a decentralized system in which consumers generate the energy they need and offload the surplus onto the grid. Driven by these changing trends, battery energy storage is becoming a key technology to support the energy transition. Enel X GR is among the leading global system integrators of behind-the-meter (BTM) Battery Energy Storage System (BESS), for a total installed capacity of 98 MW (behind-the-meter) at Q2 2023.

Our turnkey solutions — are designed around the needs and business priorities of C&I customers, enabling them to lower electricity bills, improve sustainability across the supply chain, activate backup power to avoid disruptions to daily operations and generate revenues on flexibility markets.

STANDALONE STORAGE

SOLAR-PLUS-STORAGE

MICROGRID

OPTIMIZATION SOFTWARE (DER.OS)



Flexibility and Demand Response

In order to ensure a constant balance between energy supply and demand, incorporating renewables and avoiding grid inefficiencies, Enel X GR participates in **Demand Response** and **flexibility** programs sponsored by utilities and the grid, which allow companies to obtain a gain in exchange for **modulating or reducing their consumption loads**.

The solutions in Enel X GR's Flexibility Portfolio are:

DEMAND RESPONSE (DR)

THE GEO (GENERATION ENERGY OPTIMIZATION)

THE GENERATOR UPGRADE



BENEFITS

- Earn revenues
- Improve resiliency
- Reduce costs
- Cut Emissions

ENEL X FLEX

Enel X Flex, the platform that features a series of services through which our clients can put to use their own energy flexibility to provide stability to the grid while generating some extra income at the same time.

Enel X Flex is a solution:

- **reliable**, thanks to its cloud-based architecture that reduces to a minimum any risk of an outage;
- **scalable**, because it offers the capacity to quickly and swiftly adapt to new markets;
- **simple**, with its seamless and easy-to-use UX for all users;
- **farsighted**, with a future-proof outlook that can provide all the support to foster the energy transition;
- **focused**, like the strategy that offers its clients a clear-cut roadmap that can reduce errors to a minimum.



Smart charging products and services

Enel X Global Retail supports businesses taking on the challenge of **electric mobility** with a wide range of customizable and scalable offers, backed by hardware and software services for the **electrification of corporate fleets**. The goal is to improve a company's ecological footprint while reducing operating costs, making corporate mobility more sustainable. We enable an easy and convenient transformation towards electric mobility for our customers creating **simple, intuitive, turnkey solutions** for all.

Enel X Global Retail's B2B offering of hardware products and software solutions for the electrification of corporate fleets includes:

- **Charging Infrastructure** to cover all the needs of corporate fleets thanks to our full portfolio available in AC, DC & HPC.
- **Enel X Net Manager** to monitor and control corporate charging infrastructure and employers chargers at home.
- **Enel X Net Business / Net Enterprise** to enable public charging on private and public lots.
- **Digital charging services** to enable fleet drivers to charge on EX public network
- **Energy Services** to save money and unlock EV flexibility potential through advanced smart charging solutions.
- **FEM (Fleet Electrification Management)** to study and reveal the real mobility needs of the customer's fleet. Therefore, the model allows to identify the number of thermic vehicles to electrify, to foresee the CO₂ savings and to size the necessary charging infrastructure.

The products and services mentioned are offered by Enel X Way Italia S.r.l., except for Digital charging services (App Enel X Way) which is offered by Enel X Way S.r.l.



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