



enerdeal

**B TO B SOLAR ENERGY SOLUTIONS – GREEN
CERTIFICATES IN BRUSSELS -**

29/03/2023 -

Agenda

- Some words about us
- What are the drivers ?
- The green certificate mechanisms in Brussels for company
- What are the barriers to realize a PV project ? (technical/administratif/ financial)
- What solutions for a company ? Is PV profitable ?



ABOUT US

Through **turnkey** solar solutions, we create **economical** and **sustainable value** for your business.

Together.

#ActorOfChange

LARGE SOLAR SOLUTIONS

ON or OFF-GRID



Ground-mount

A large-scale solar farm featuring rows of dark blue photovoltaic panels mounted on metal racks in an open field. The panels are arranged in neat, parallel lines, extending towards the horizon under a clear sky.



Rooftop

Aerial view of a large commercial building's flat roof completely covered with solar panels. Several white HVAC units are visible, interspersed among the rows of panels. The surrounding area includes other buildings and a clear blue sky.



Wall-mount

A long, white industrial building with a green roofline. Large sections of the building's exterior wall are covered with solar panels, demonstrating a wall-mount installation. The sky is blue with some light clouds.



Carports

A long, covered parking structure (carport) with solar panels mounted on the roof. Several cars are parked underneath the structure. The sky is bright blue with scattered white clouds.

FULLY INTEGRATED



Battery Storage



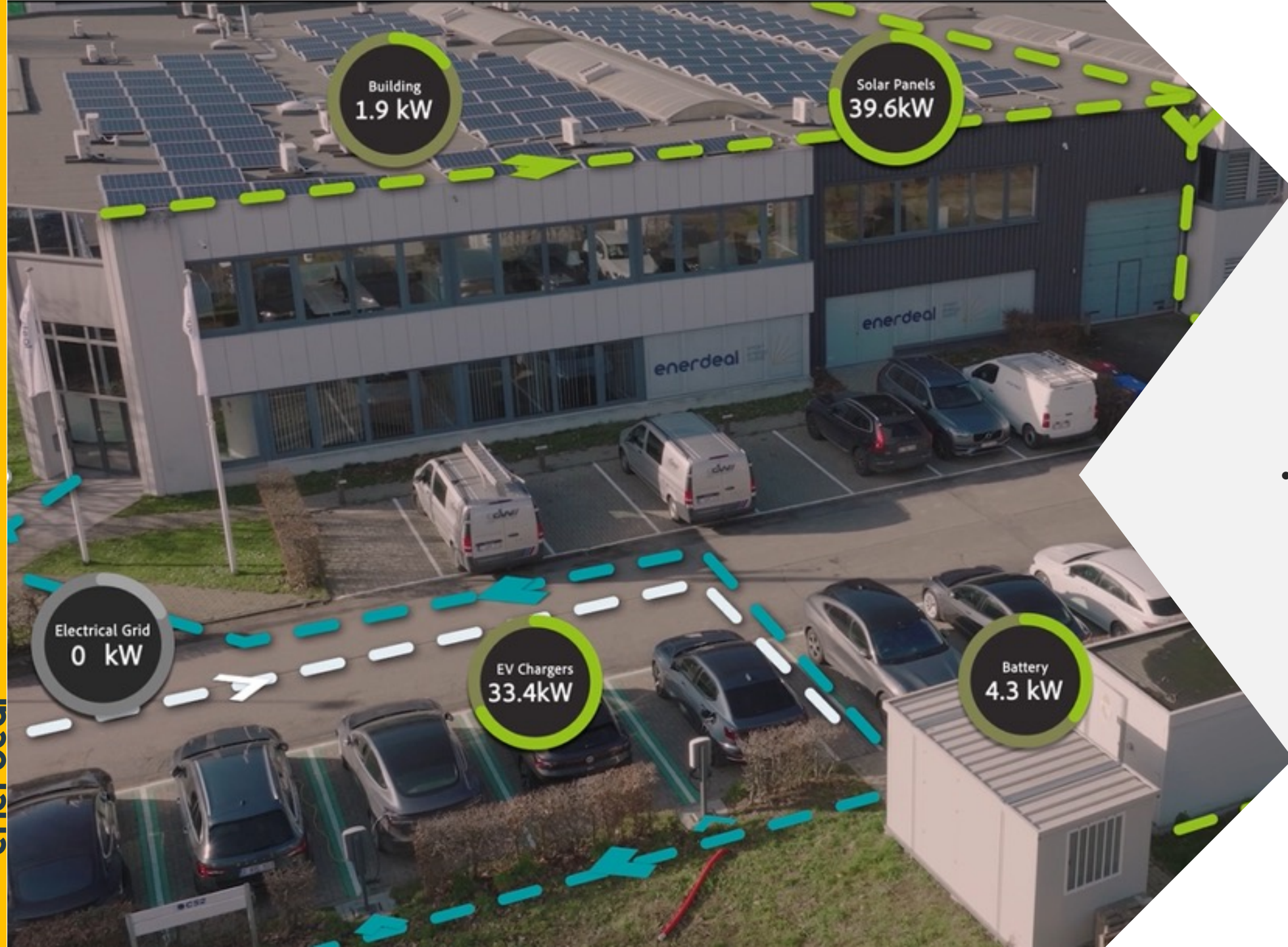
EV Charging



Software/Apps



Peak Shaving



Building
1.9 kW

Solar Panels
39.6kW

Electrical Grid
0 kW

EV Chargers
33.4kW

Battery
4.3 kW

WE WALK OUR TALK

- 12 EV chargers
- 300 Solar panels
- Battery storage of 130kWh



Net 0 emission
100% green driving
90% autonomous

TOP-NOTCH TECHNOLOGY

01.

- Tier-one suppliers

02.

- Up to 25 years warranty

03.

- Smart Energy Management



KEY FIGURES

Since

2009

30.000

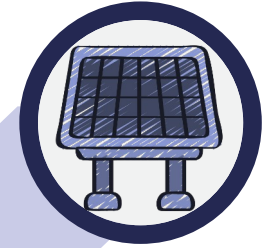


HOUSEHOLDS

Since inception, Enerdeal activities helped producing the equivalent of the average yearly consumption of 30.000 households in the Benelux.

+2Mio m²

Solarized (rooftop or ground-mounted).



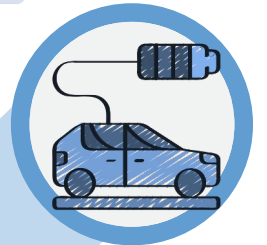
100 MW_c

Produced per year.



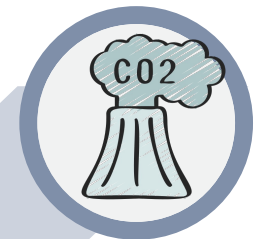
500Mio km

Virtually powered. Based on an electric car consumption of 20KWh/100km.



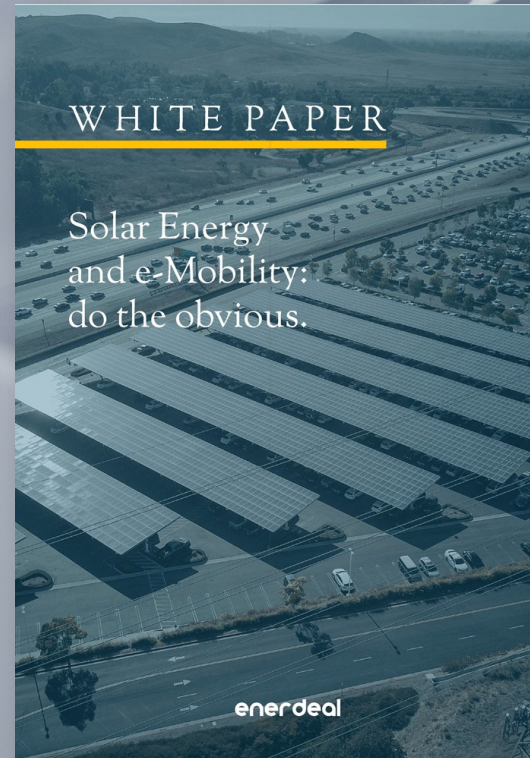
50.000 tons

Of yearly CO₂ savings.



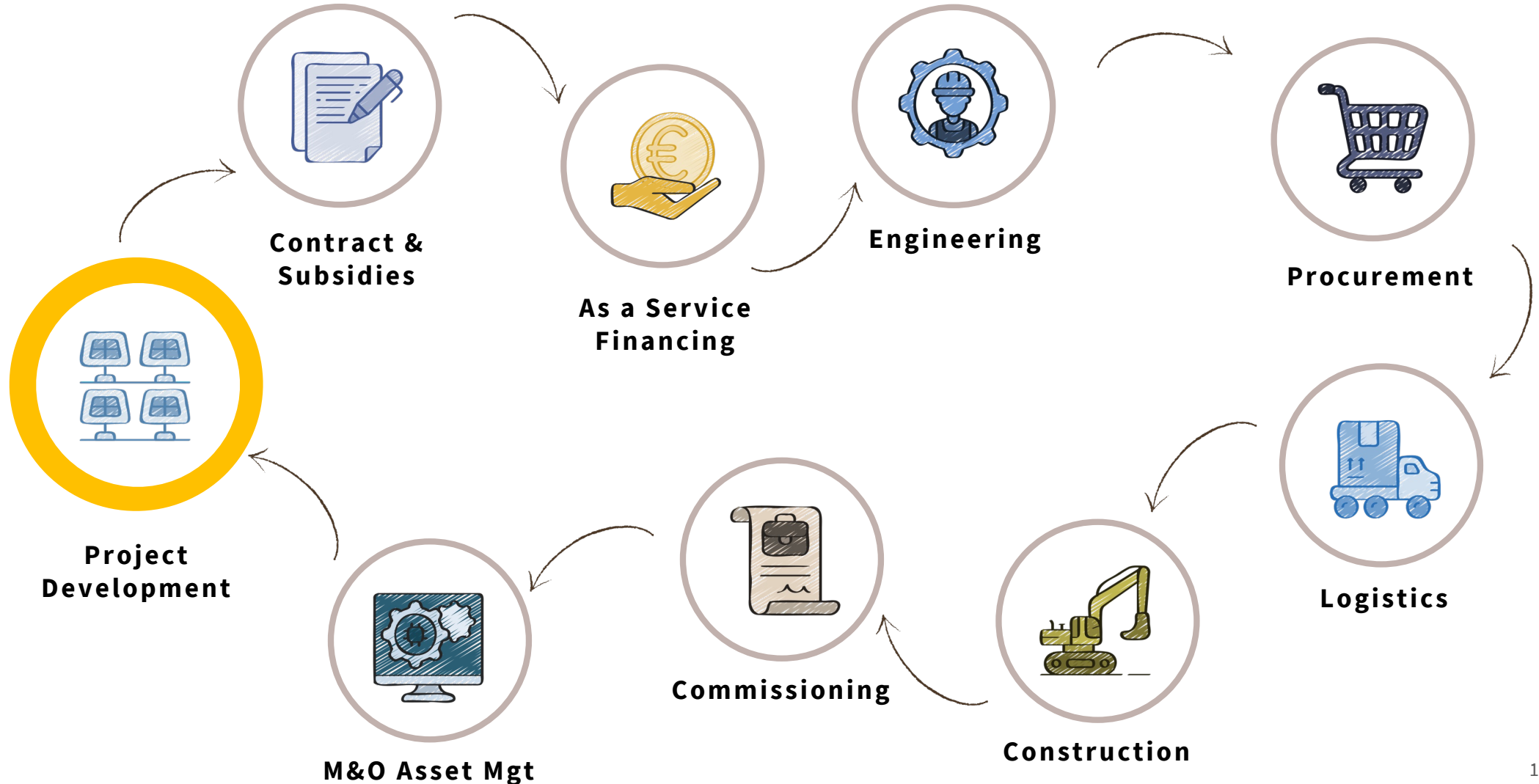
IF YOU DRIVE EV, CHARGE PV

- 01 Environmental
- 02 Technical
- 03 Economical
- 04 Behavioral



EV
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THE COMPLETE VALUE CHAIN COVERED

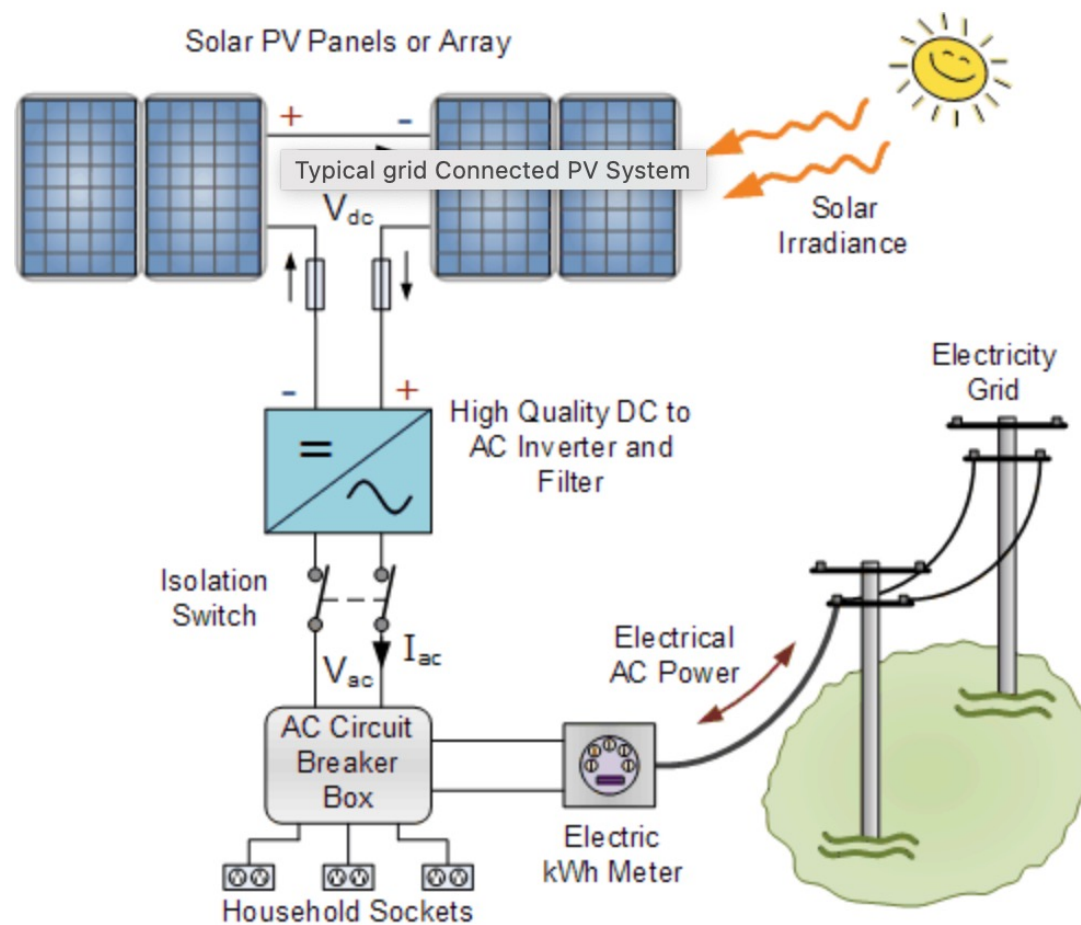


REFERENCES



Quick reminder

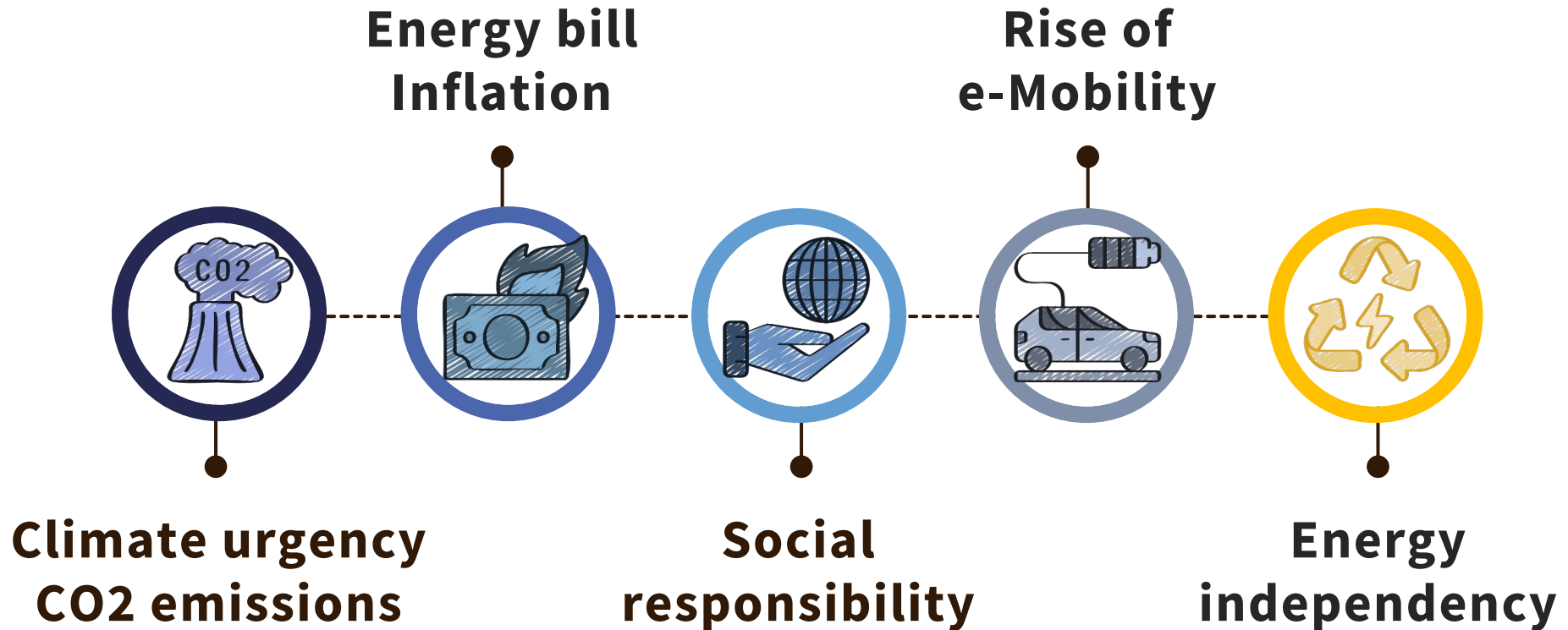
Simplified Grid Connected PV System





WHAT ARE THE DRIVERS ?

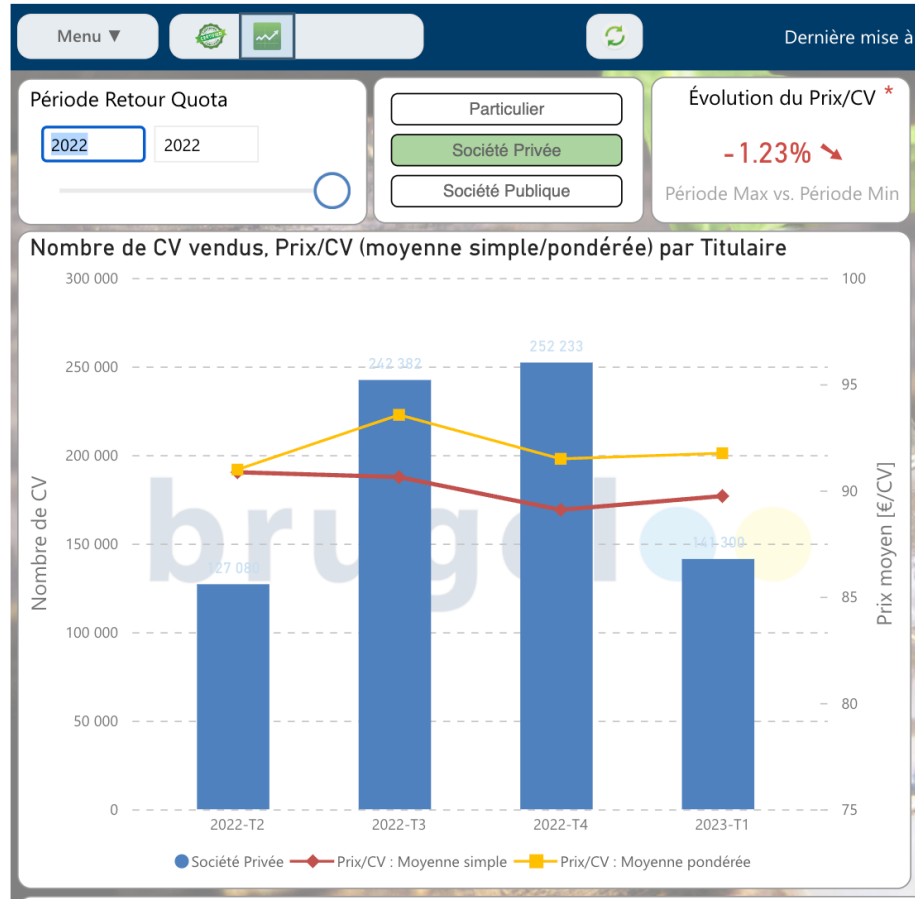
DRIVERS FOR CHANGE





**WHAT IS THE MECHANISM FOR
COMPANY ?**

How does it work ?



Technologie	Conditions		Coefficient Multiplicateur	Taux d'Octroi (CV/MWh)
Taux de base			1	1,81
Photovoltaïque	kWc	≤ 5	1,045	1,9
]5-36]	0,990	1,8
]36-100]	0,935	1,7
]100-250]	0,770	1,4
		> 250	0,660	1,2
	BIPV		Sous conditions**	
Éolienne	/	/	1	1,81
Hydroélectrique	/	/		

Value of the CV in Brussels X Subsidy rate

For an installation > 250 kWp :

$90 * 1,2 = 108 \text{ €/MWh produced}$

During 10 years

Link : <https://www.brugel.brussels/themes/energies-renouvelables-11/vendre-les-certificats-verts-38>



WHAT ARE THE BARRIERS ?

Technical or Financials issues

Technical :

- Stability of the rooftop
- Status of the rooftop → renovation needed
- Electrical issues : low transformer capacity, low capacity of the cable, old transformer station

Legal :

- Insurance policy
- Surface right (if third investment)

Financial :

- No Capex for non core business
- ROI higher than company policy

→ SOLUTIONS CAN BE FIND FOR EACH TOPIC



**WHAT SOLUTIONS ?
WHICH PROFITABILITY ?**

DIRECT INVEST or THIRD INVEST ?

DIRECT INVESTMENT

- Capex : initial investment
- Opex : maintenance fee
- Payback : 2 – 4 years depending electricity price
- After 2 or 4 years, solar electricity is 0€

THIRD INVESTMENT

- No investment
- Annual fee for renting + maintenance
- Equivalent to 100 € / MWh
- After 10y, installation is yours for 1€

Example : 500 kWp PV system

DIRECT INVESTMENT

- PV installation : 500 kWp (+/- 3500 m2)
- PV production : 450 MWh/year
- Total investment : 380.000 € HTVA
- Green Certificates 10years : 470.000 €
- Injection/self-consumption : 60/40

- If electricity price, payback will be :
- 100€/MWh → 4 years
- 200€/ MWh→3 years
- 300€/MWh→ 2 years

THIRD INVESTMENT

- PV installation : 500 kWp (+/- 3500 m2)
- PV production : 450 MWh/year
- Total investment : 380.000 €
- Total GC 10years : 470.000 €
- Injection/self-consumption : 60/40
- **Annual Fee :**
 - 45000 € / year during 10 y
 - +/- : 100 €/MWh

Key figures for example : each project is different – need to be adapted to each situation



← Djoser – Anderlecht - 750 kWc

Leaseinvest – Anderlecht – 200 kWc





← BMW – Evere - 720 kWc

Mondia – Laeken - 1200 kWc





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THANK YOU

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