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H2

Innovative Financing Solutions for Greener Airports

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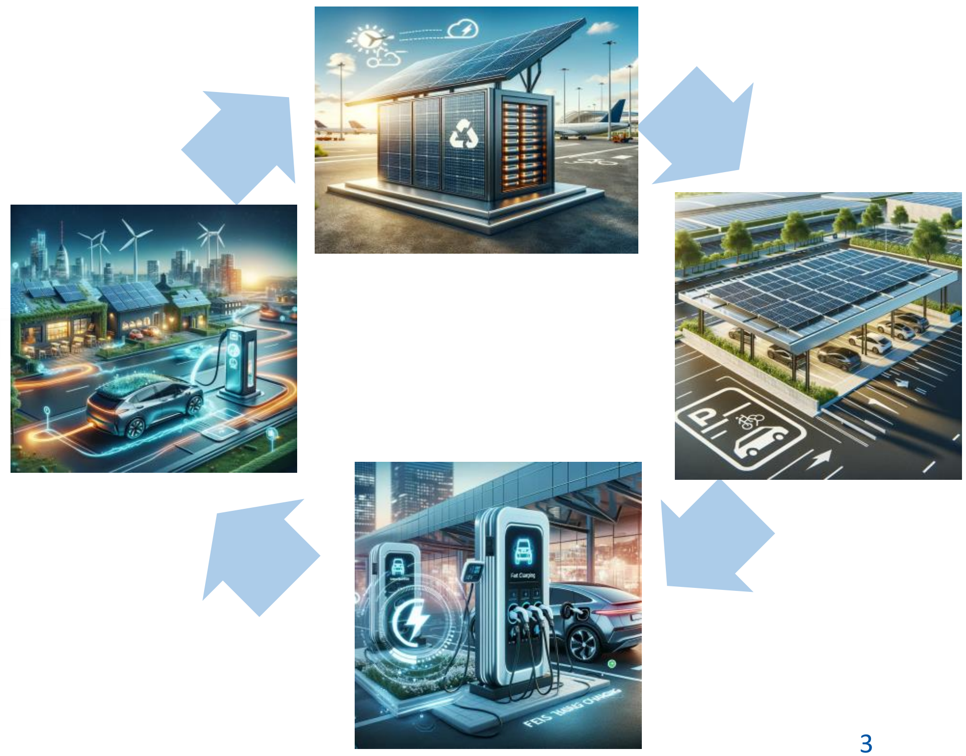
Overview of the Energy Landscape in Airports

- Global challenge to reduce carbon footprint
- An always present need to go greener
- Increasing energy demand from "electrification" of energy uses
- Reducing electrical grid ability to cover for new electricity peaks

All under the requirement to meet budget and economical viability

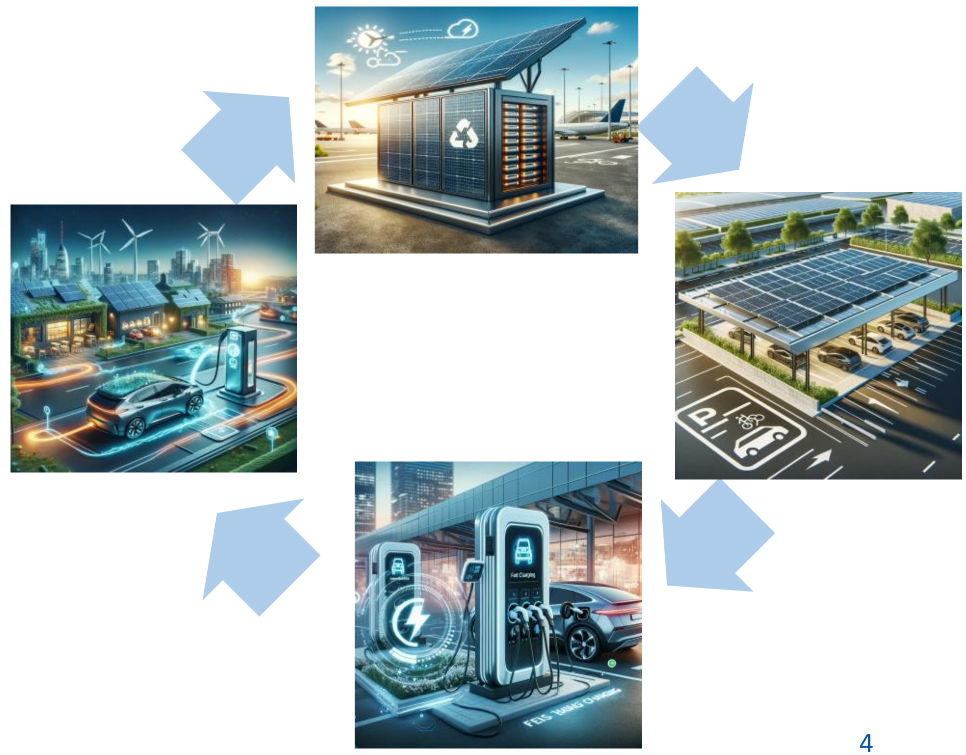


Available technical solutions in the market

Hybrid energy systems, based on renewable energy supply locally produced (within the fence), or even far away (utility PVs or wind farms)

Offer high RES penetration in the Airport energy mix, in order to reduce cost and carbon emissions

“Green PPAs” an alternative, but with unclear environmental benefits (or difficult to demonstrate)



Innovative Financing Solutions

EPC agreements are easily available in the market, **but**

- They are difficult to finance
- Existing lenders may pose additional hurdles
- They present challenges during implementation

External financing similar to leasing type solutions offer advantages, because

- Clients incur zero CAPEX
- Can enjoy same OPEX

GEK TERNA
GROUP OF COMPANIES

Third Party Financing is a good solution, **but**

i. Finance entities need to be engaged
   - Finance structures must be defined, either from technology providers, Airports, or educated finance parties
   - EPC contractors need to cooperate
   - Lenders need to cooperate

ii. Owners need to be educated on the pros and cons of DBF solutions