



# Future Energy Solutions for Flexumers

**Presenters:**  
Gyula Pécsi, Sales Manager HU  
Gábor Kovács, Technical Sales Manager HU

**ENERGY IS HERE**

# Who we are



**We are one of the largest aggregators in the Energy Market in Central and Eastern Europe and a provider of innovative solutions in the energy market.**

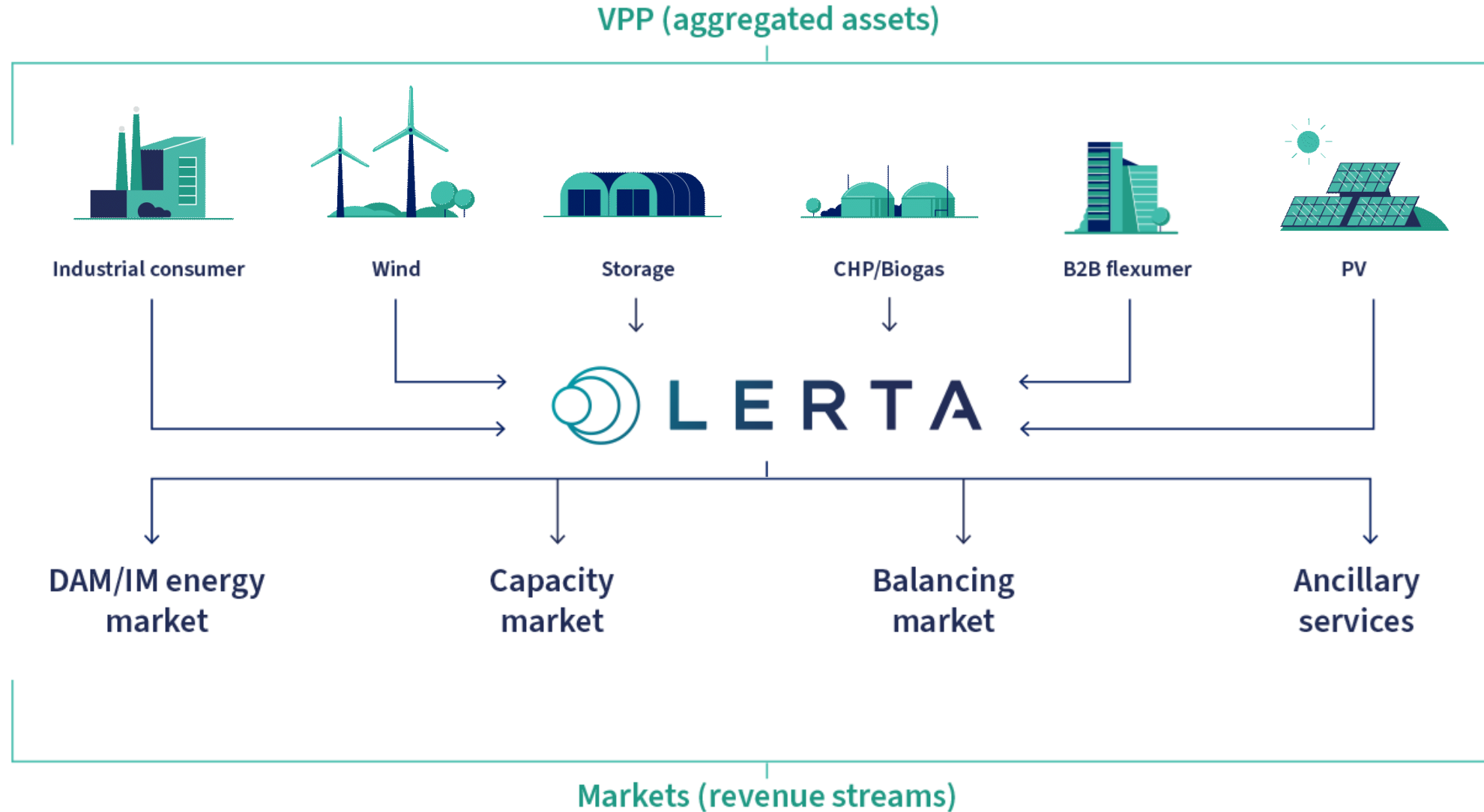
- **Operating in 5 countries in Central and Eastern Europe**
- **Holding license for electricity trading**
- **We are aggregators in Poland and Hungary**



# Holistic approach to energy



# Where we are in the energy system



# Power Purchase Agreements for Prosumers



## For Generators

Lerta offers cooperation under the Power Purchase Agreement to green energy generators with generation sources or planning to launch them.



### Stable source of income and fixed prices for energy

Our variable-price contract scheme provides a stable source of revenue for renewable electricity producers and increases investment opportunities.



### Guarantee of energy collection

We ensure the receipt of energy, even during periods of reduced demand or oversupply. We are the ones who find customers for your energy.



### Contract with a variable price with the possibility of leasing

We offer affordable, variable-priced energy off-take based on the HUPX exchange index and the opportunity to acquire operating leases for newly built and existing generation units.

## For Consumers

Lerta offers cooperation under the Power Purchase Agreement to consumers with 200 000 kwh yearly consumption.



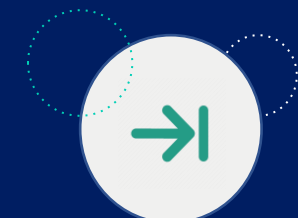
### Variable Pricing

Variable pricing (not fixed price-market price)  
Electricity price calculation indexed to DAM hourly (60 min) price



### No ToP band applicable

No TOP band (Take or Pay), only the amount consumed must be paid



### No LCO applicable

No LCO (last call) our contract ends automatically at a given time

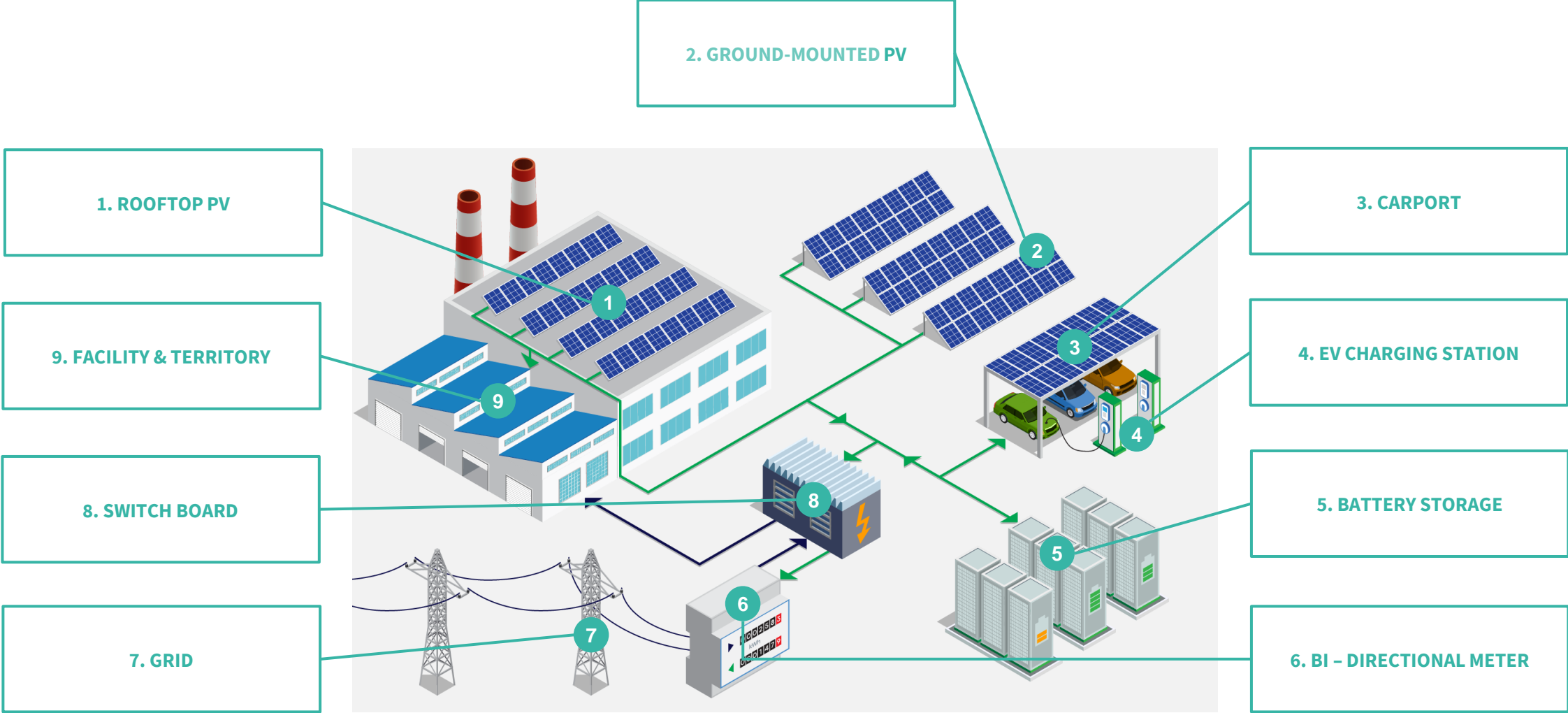
## DSR – stable energy for an unstable times

DSR (Demand Side Response) is one of the tools of the Capacity Market that ensures uninterrupted supply of electricity at times when the balance between electricity demand and generation and supply capacity is temporarily disturbed.

This service consists of the voluntary and temporary reduction of energy consumption by consumers or the postponement of energy consumption on the order of the transmission system operator.



# Visualization of On-Site PV



# Why invest in an On-site PV Installation?



Long term and immediate benefits for your business



Protect against  
**price volatility**



Strengthen  
**energy security**



Enhance  
**ESG rating**



Reduce  
**electricity costs  
from day one**





PV Solutions for Flexumers		
ON SITE PV		
EPC (Engineering, Procurement Construction) One-time <b>CAPEX</b> investment	Energy as a Service <b>OPEX</b>	
	On-site PPA (Power Purchase Agreement) <500kWp	On-site LTLA (Long Term Lease Agreement) >500kWp

# Turnkey Solution – Customer Journey (above 500kWp)



	Outputs	Costs	Time outline
Preliminary Offer	<b>INDICATIVE OFFER</b> to the client  <b>EARLY PERMITTING OFFER</b>	Free of charge	<b>2–4 weeks</b>
Early Permitting	<b>PV STUDY</b> (site visit, PV design, interconnection)  <b>EARLY PERMITS</b> (Grid connection application, MGT)	One-off payment per location	<b>2–3 months</b>
Construction & Operations	<b>PERMITTING</b> (Grid connection plan, applicable permits, building permit, generation license)	Upfront CAPEX	<b>6–8 months</b>
	<b>CONSTRUCTION OF A PV INSTALLATION</b>  or  <b>PPA / LONG TERM RENTAL AGREEMENT</b>	Monthly OPEX variable payments	<b>Depends on PV capacity</b>  <b>Up to 20 years</b>

# Case Studies

## Supermarket chain ALDI, Australia

Rooftop solar installations for ALDI on **30 stores** and a **distribution center**.

Capacity	4.6 MWp
Services	Turnkey
Connection date	2019
Annual production	6,900 MWh
Annual CO <sub>2</sub> savings	6,846 t



### Muswellbrook, Australia

Solar energy storage for a remote radio tower.

**39 kWp / 216 kWh**



### Koszalin, Poland

Tailor-made solutions for a wastewater treatment plant.

**950 kWp**



### CTP, Slovakia

Rooftop PV installations at three CTP industrial parks.

**1.26 MWp**



## Contact Information



**Gabor Kovács**

Technical Sales Manager, Hungary  
+36 70 770 7938  
gabor.kovacs@photonenergy.com



**Gyula Pécsi**

Sales Manager Hungary  
+36 20 328 6690  
gyula.pecsi@lerta.energy

Márvány utca 18, 1012 Budapest | [www.lerta.energy/hu](http://www.lerta.energy/hu)