

Juni 2021

# Nya grepp på solelsmarknaden – Utvecklingen från ett företagsperspektiv

Large scale solar in Sweden is here to stay and large corporates will be driving the growth



- Standardized and predictable
- High interest from investors
- Sustainable driven customers who like to hedge their electricity price to add new capacity to the grid with PPAs – Additionality



**Solar PPA to be the driving factor also in Sweden like we have seen in the US and now in Europe**

System design
Permitting
Hardware procurement
Engineering, construction
Low-cost financing
Insurance
Operations & maint.
Legal compliance
Data flow management
Storage integration
Site development
Customer support

PPA developer



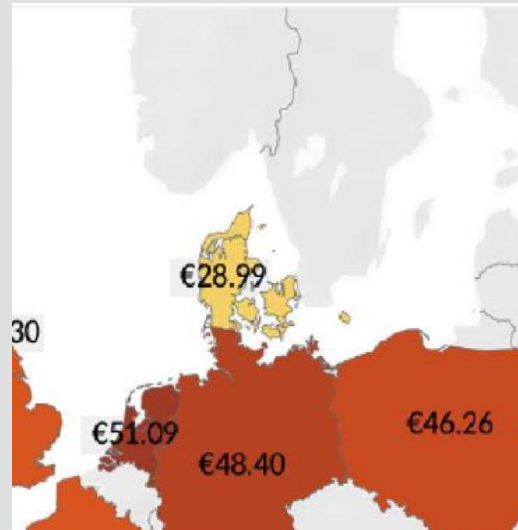
**Customer**

Customer only buys power, **paying per kWh** through a long-term Power Purchase Agreement (PPA)

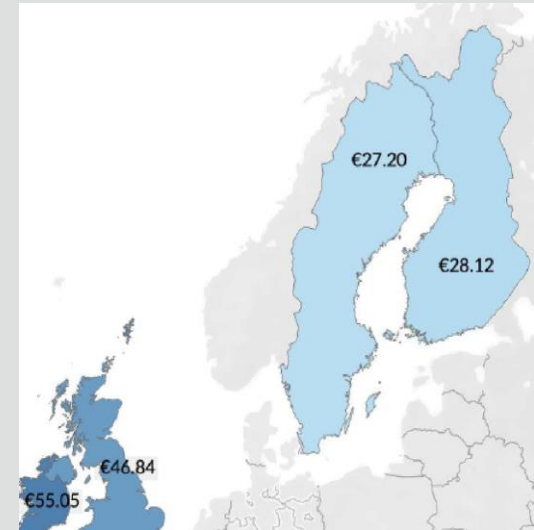


Solar in the south of Sweden is now competing with wind power and have an advantage in terms of positive capture rates

SOLAR



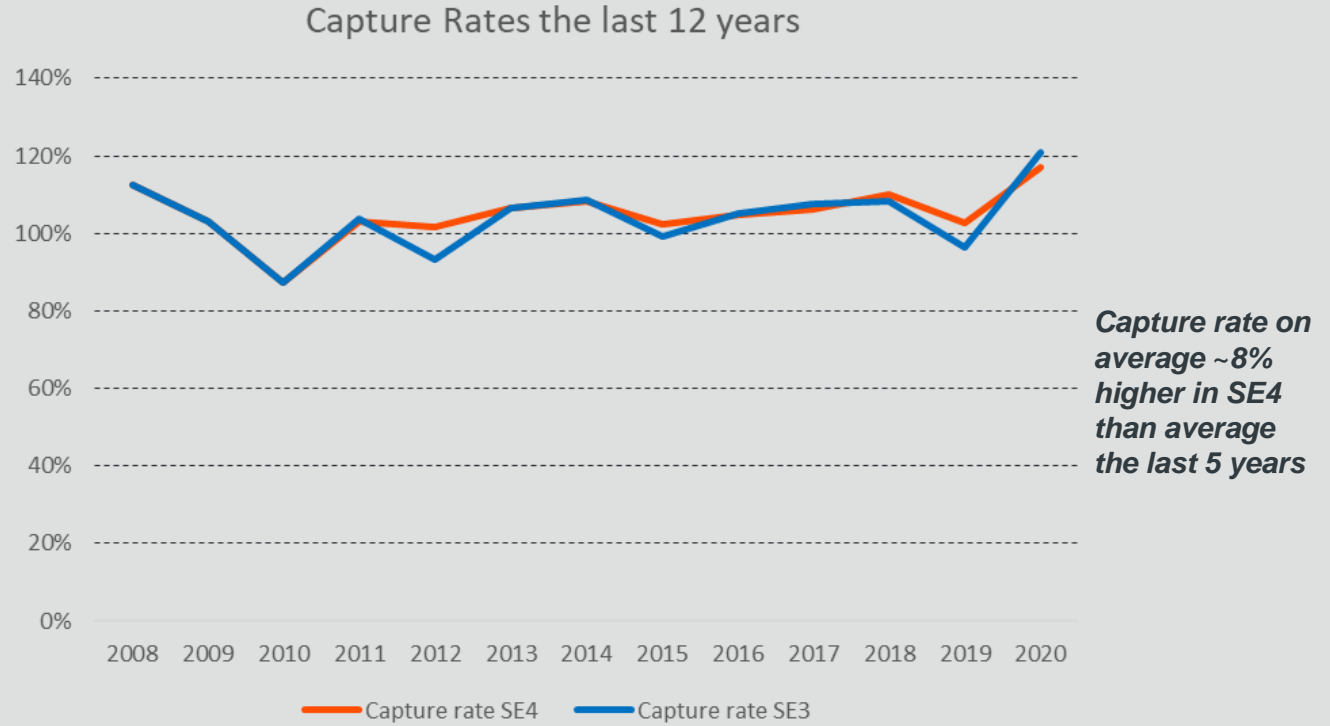
WIND



Euro/MWh 10th percentile levelized PPA price in Level 10 database Q2 2020



Solar captures a higher price than average spot price



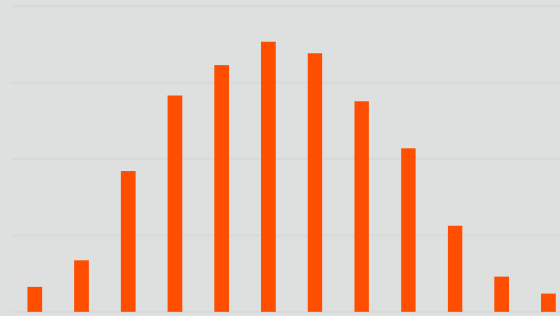


Solar is adding power during daytime and jointly with wind creating a great source of electricity

+ ancillary services and storage to be added

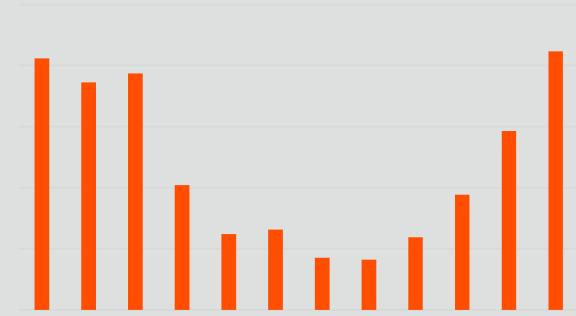
### SOLAR

Yearly solar production per month

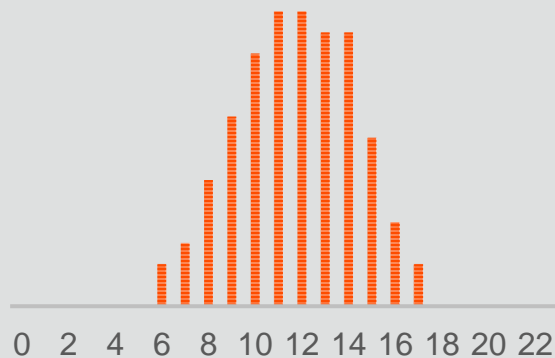


### WIND

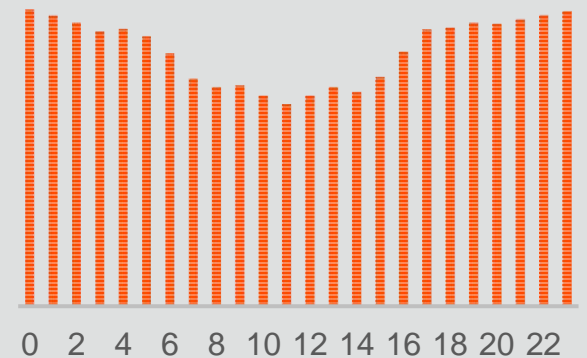
Yearly wind production per month



Typical daily solar production



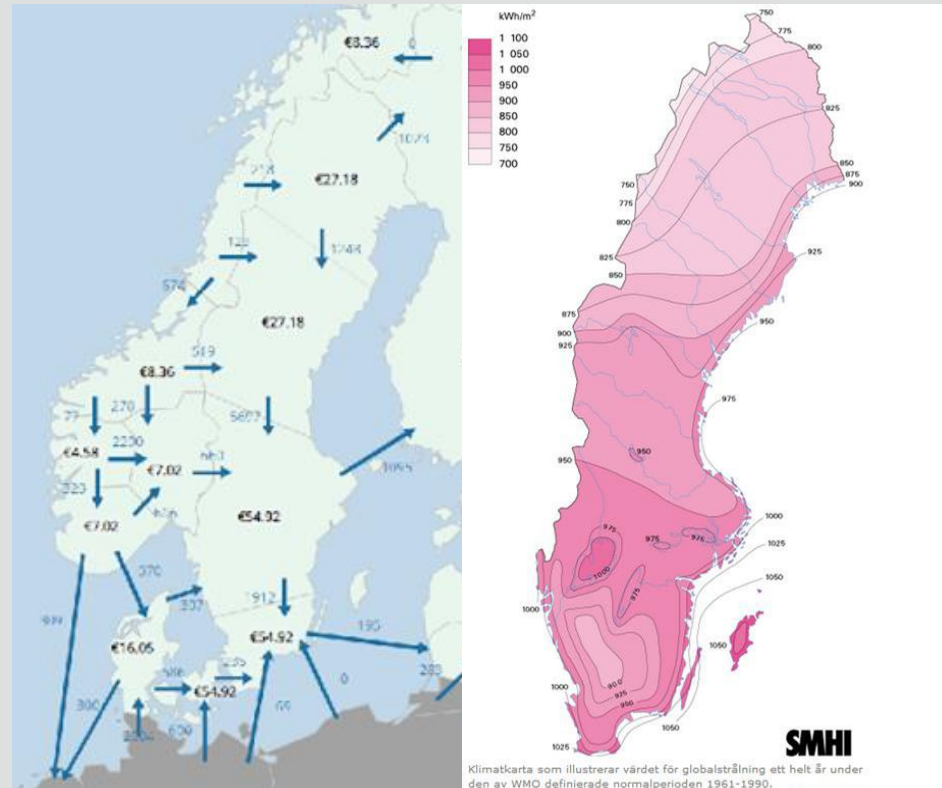
Typical average daily wind production



Solar production could be forecasted with high probability

## Why a SE4/SE3 location in general is better compared to SE1/2, DK, FI and NO

- a) Large daytime power need
- b) Better irradiation
- c) Shortcomings in the Swedish transportation grid leading to higher capture rates for solar







To develop solar parks there is a need of land and sizable grid connections

### *Development process*

Site identification

Screening and feasibility

Lease closing

Joint consultation

Developing for RTB

### *Land usage*

- 25 times more energy efficient than Salix
- Increased biodiversity
- Possible to use land while produce electricity
- Use old industrial or non usable land
- Fully restorable

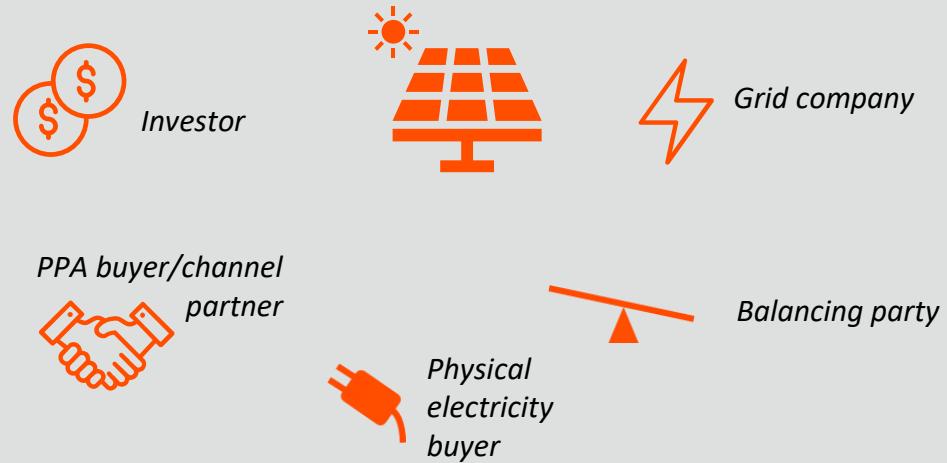
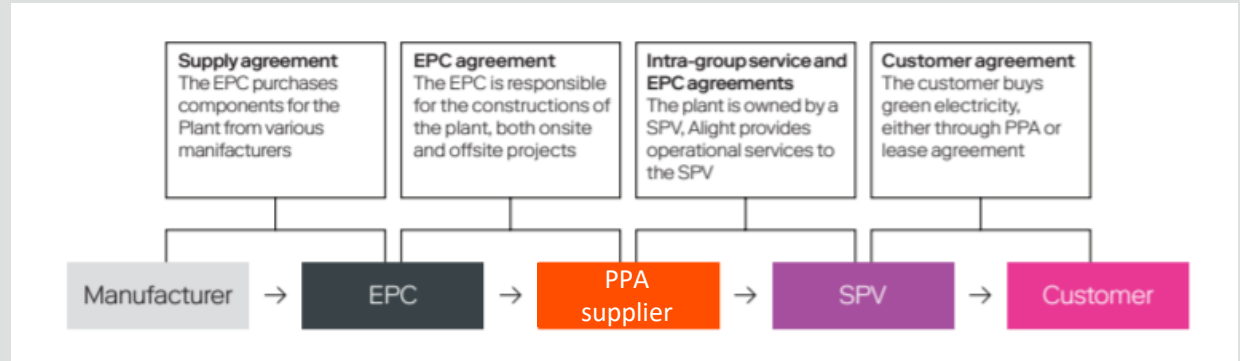
### *Current bottlenecks*

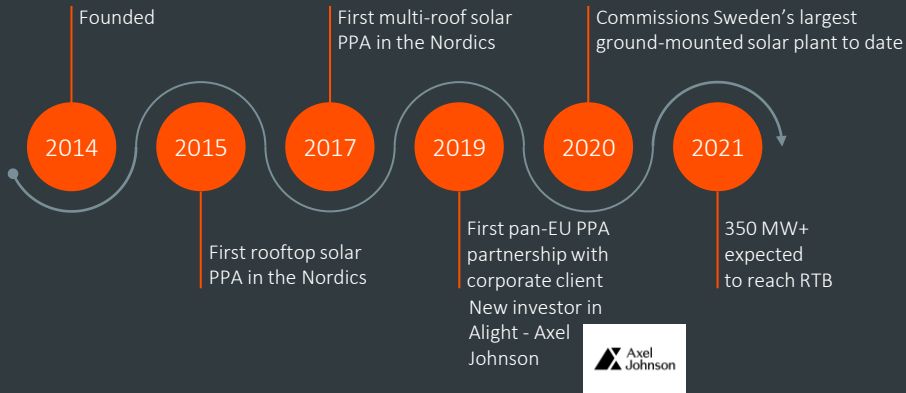
- Country administrative board process
- Find great sites





A solar site is surrounded by an ecosystem of suppliers and partners where Utilities play an important role





# About Alight

A leader in subsidy-free solar

**We were founded with the purpose to accelerate large corporations' transition to clean energy**

## A selection of Alight's solar PPA customers



+45

Solar plants under mgmt or construction

+40

MW of solar under mgmt or construction

+500

MW offsite projects under development

+1300

MW in European PPA sales pipeline

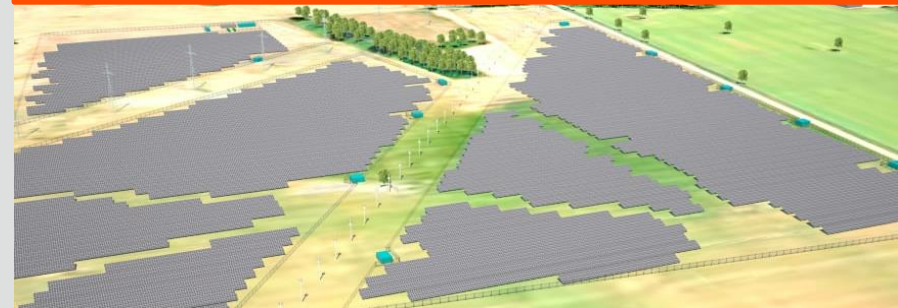
+35

Team members across EU

Linköping 12 MW - Swedbank



Skurup 18 MW - Martin & Servera







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