

# ASCIA

RENEWABLE  
ENERGY



IPP &  
PROJECT  
DEVELOPER

CORPORATE  
DOSSIER





At Ascía we actively contribute to the energy transition, we started our activity in 1990 in engineering and with extensive experience in several fields of the energy industry, today we are a renewable IPP.

In this sector each player has their own skills and specialty on which to pivot their business action: for Ascía it is the selection of the best projects and the strict cost control throughout the life of them; the best guarantees at a high cost effectiveness.

The global experience that our team possesses can only be acquired by going through the development, construction and operation phases from the beginning.

I want to thank our partners and investors in each project for their trust in Ascía to overcome difficulties together and enjoy the success that well-made projects deserve.

**José A. Corchado**  
 Founder & CEO



Ascia, with 20 years' experience in renewable energy, took its first steps in this field conducting studies on wind resource measurement and assessment. Since then we have come a long way as a proprietary engineering company in wind farm, photovoltaic and thermo-solar generation projects. Today, with a clear focus as independent electricity generators, we use our accumulated experience to optimize time and costs in each project.



*Key players  
in the energy  
transition*

# With the force of nature

Direct development of clean, wind and photovoltaic energy:

**557**<sup>MW</sup>

## As an engineering company, as developers ... .as IPP

We have accumulated extensive developer experience with more than 500 MW in direct wind and photovoltaic developments, having also participated in more than 1,200 MW as a proprietary engineering company.

Our customers and partners are first level international companies in a sector as competitive and demanding as that of renewable electric generation.

Collaboration in clean energy development, wind and photovoltaic:

**1.238**<sup>MW</sup>



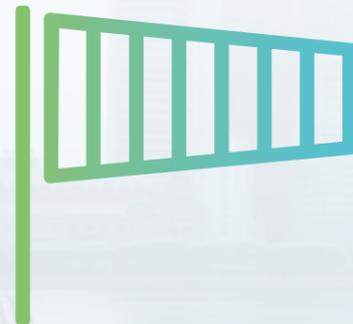
## ASCIA'S BUSINESS LINES >>

### Project Development



*We are present from the identification and selection of the best opportunities and projects to their development with an optimal conceptual design and implementation.*

### Engineering



*Our group, through the company Ascía Ingeniería, has its own resources for the execution of detail engineering.*

### Orchestration of Investment and financing



*In the new scenario for the development of projects with no regulated fee, the bankability of these requires the selection of the best projects and their expert execution.*

### Independent Power Producers (IPP)



*We go through all stages of the development, construction and operation of the projects aligned with the interests of our investor partners or sponsors.*



# PROJECT DEVELOPMENT >>

“We take on development risk to become electricity generators with renewable sources”

IN THE DEVELOPMENT OF PHOTOVOLTAIC AND WIND POWER PROJECTS, EACH STAGE REQUIRES SPECIFIC CRITERIA AND CAPABILITIES >

- A** Criterion, as an IPP for the selection of the best locations.

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- B** Capacity to adapt to land conditions and owners for a solid business foundation.

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- C** Concentration of effort on the best projects to optimize the profitability of the investment.

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- D** Criterion in project management with internal team and external collaborations.

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- E** Capacidad de interlocución con Agencias y Organismos públicos para agilizar trámites y acelerar la obtención de permisos.

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- F** Credibilidad para la incorporación de un sponsor de proyecto en cada caso.

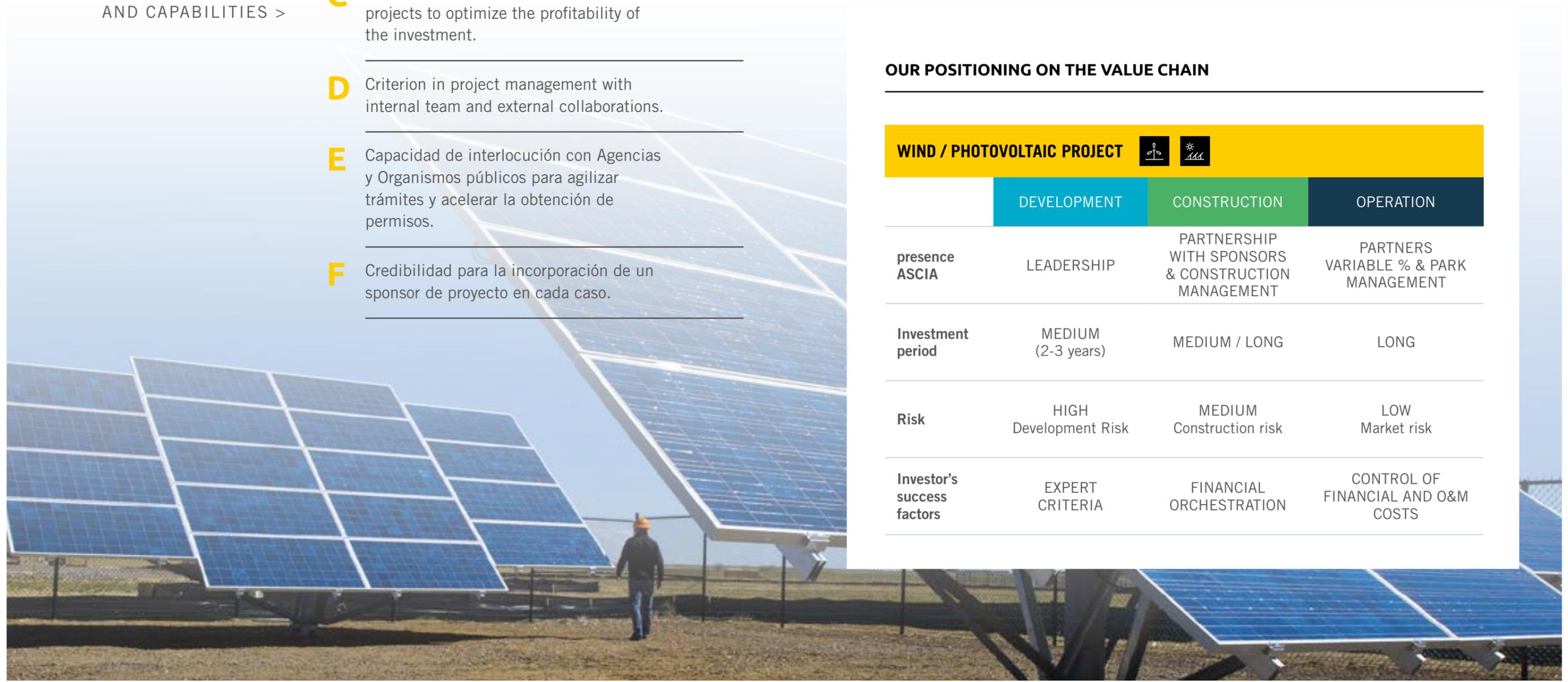
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THE DEVELOPMENT PHASE INVOLVES A HIGH EXPOSURE TO EMERGING RISKS OF VERY DIFFERENT ORIGINS.

THE ACCEPTANCE OF THESE RISKS IS DISTINCTIVE OF THOSE DEVELOPERS THAT ENTER THE FIRST PHASES OF THE PROJECTS, AS WE DO AT ASCIA RENOVBLES.

## OUR POSITIONING ON THE VALUE CHAIN

WIND / PHOTOVOLTAIC PROJECT  			
	DEVELOPMENT	CONSTRUCTION	OPERATION
<b>presence ASCIA</b>	LEADERSHIP	PARTNERSHIP WITH SPONSORS & CONSTRUCTION MANAGEMENT	PARTNERS VARIABLE % & PARK MANAGEMENT
<b>Investment period</b>	MEDIUM (2-3 years)	MEDIUM / LONG	LONG
<b>Risk</b>	HIGH Development Risk	MEDIUM Construction risk	LOW Market risk
<b>Investor's success factors</b>	EXPERT CRITERIA	FINANCIAL ORCHESTRATION	CONTROL OF FINANCIAL AND O&M COSTS





# ENGINEERING >>

**“More than 20 years of experience in property engineering in two main fields: stations and service areas and renewable energy generation plants”**

ENGINEERING AND WORKS MANAGEMENT FOR SERVICE STATIONS AND AREAS >

DETAIL DESIGN AND ENGINEERING OF WIND AND PHOTOVOLTAIC FARMS >

Detail engineering and design of more than 90 service stations.



Emplacement of workshops, washing areas and other auxiliary uses.



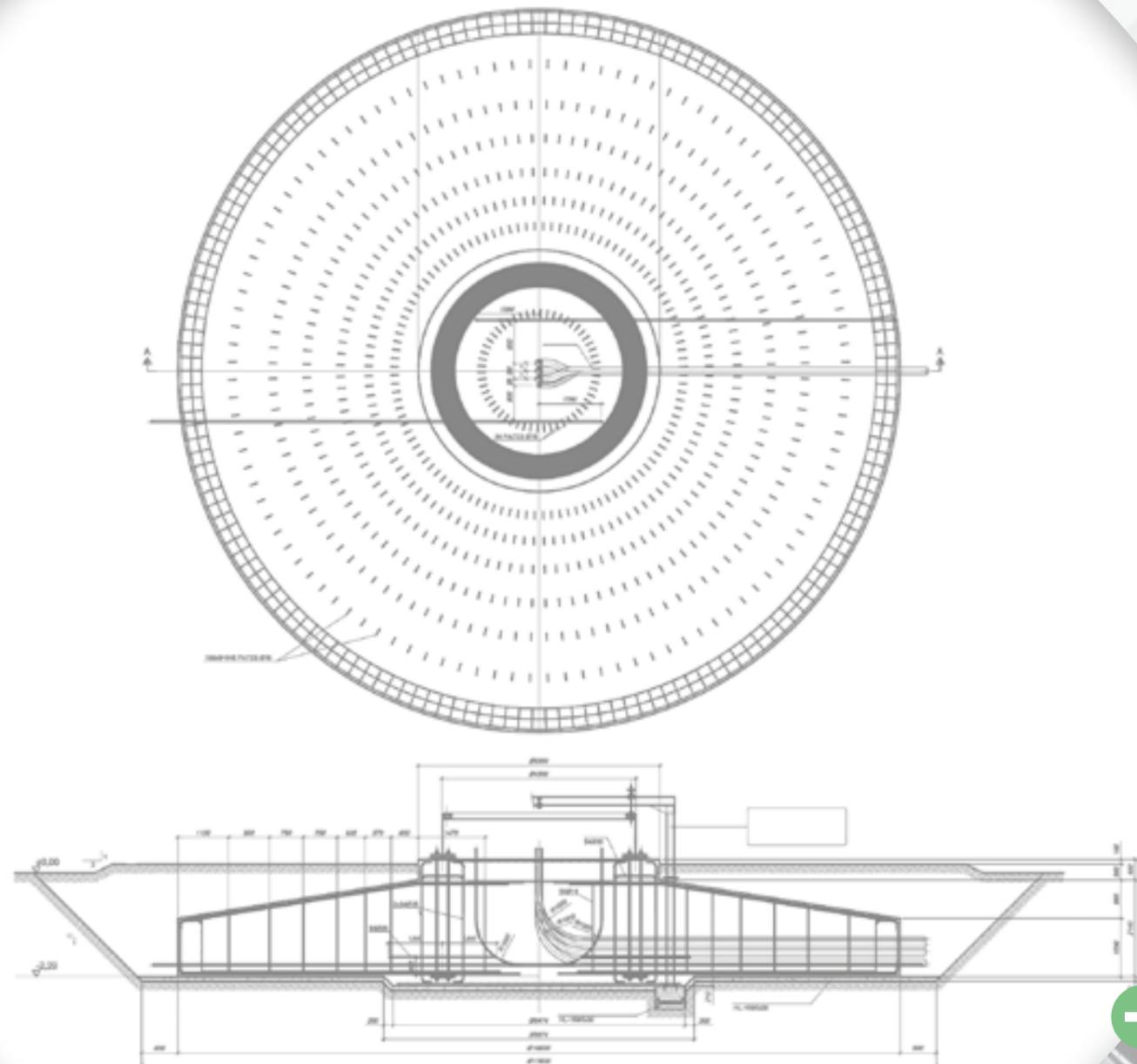
Access projects from highways, motorways and urban streets.



Design of cafeterias / restaurants and retail spaces.



Installation of photovoltaic panels on canopy.



Conceptual design and assessment of the wind / solar resource.



Sizing and documentation for processing of licenses.



Detail engineering of electrical installations and civil engineering works.



Complete management of contracting of supplies and construction.



Legalization and placing in service of generation facilities.



## ORCHESTRATION OF INVESTMENT AND FINANCING >>

**“The incessant search for the profitability of the project ...”**

OUR OBJECTIVES IS TO MAXIMISE PROFITABILITY AND MINIMIZE THE PROJECT'S RISK. TO DO SO, FOR EACH PROJECT WE STUDY THE CONTRACTING POSSIBILITIES OF A POWER PURCHASE AGREEMENT (PPA) AND EVALUATE THE FINANCING POSSIBILITIES THROUGH BANK DEBT



## WIND FARM OPERATORS: IPP >>

**“We also remain in the project during operation phase”**

OUR GUARANTEE AS DEVELOPERS IS DEMONSTRATED BY US STAYING WITH THE PROJECTS ONCE COMPLETED



## WHAT SETS US APART

### 20 years of experience...

- » Diverse geographical locations: Spain, Romania, Mexico, Egypt
- » Variety of renewable technologies: wind, solar, biogas, thermal solar
- » Model development for the contracting of PPA and financial analysis
- » Equipment and construction contracting processes; execution control
- » Project management and construction services up to placement in service
- » Management of wind and solar farms

### Own criteria and team

- » Advantages of belonging to an engineering and energy group
- » Experts with our own means to promote projects
- » Own design in search of CAPEX optimization
- » Experience in the formation of work teams in conjunction with those of our partners

### Our response to the challenge of the absence of regulated electricity tariffs

- » We choose the maximum profitability of our projects regardless of their size
- » Project operation and investment cost optimization
- » Ability to search for a PPA and a financial solution through debt

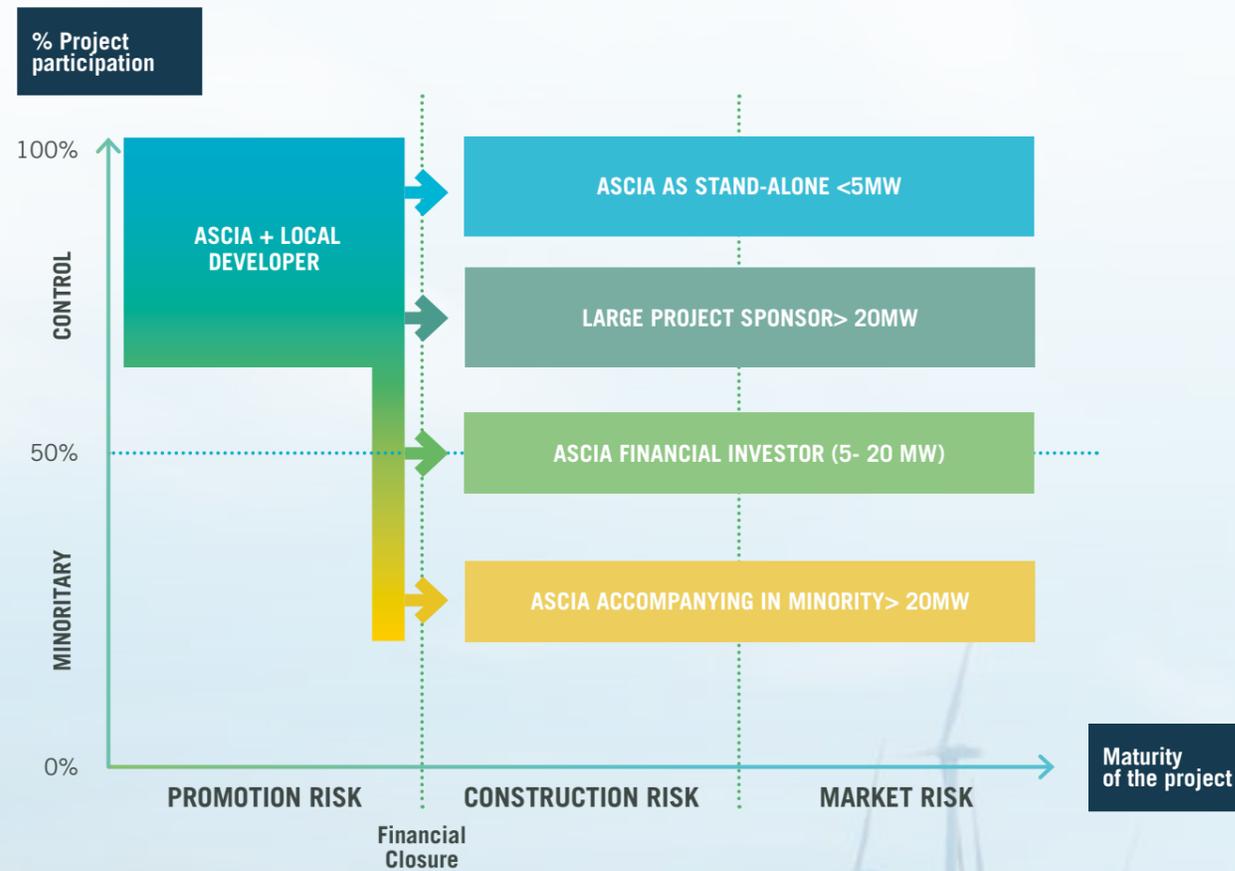
# What do we do?

*Our specialty focuses on three specific fields: Responsibility and initiative over the successive fields in the transformation of a project towards a power plant: the management of construction contracts, the supply of key equipment, the management of the constructions and facilities, the placing into service and asset management in operations.*

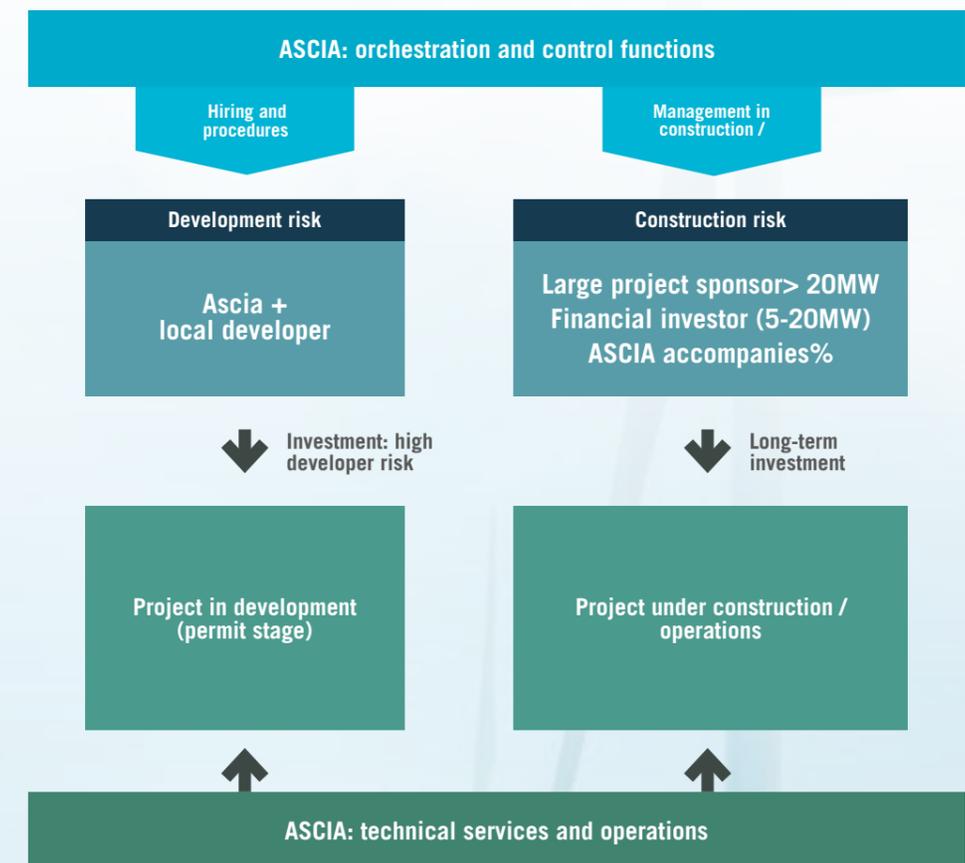


# POSITIONING

## ASCIA % in projects according to size



## Role and services of ASCIA



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