



*Sustainable Results  
Through  
Sustainable Environment*

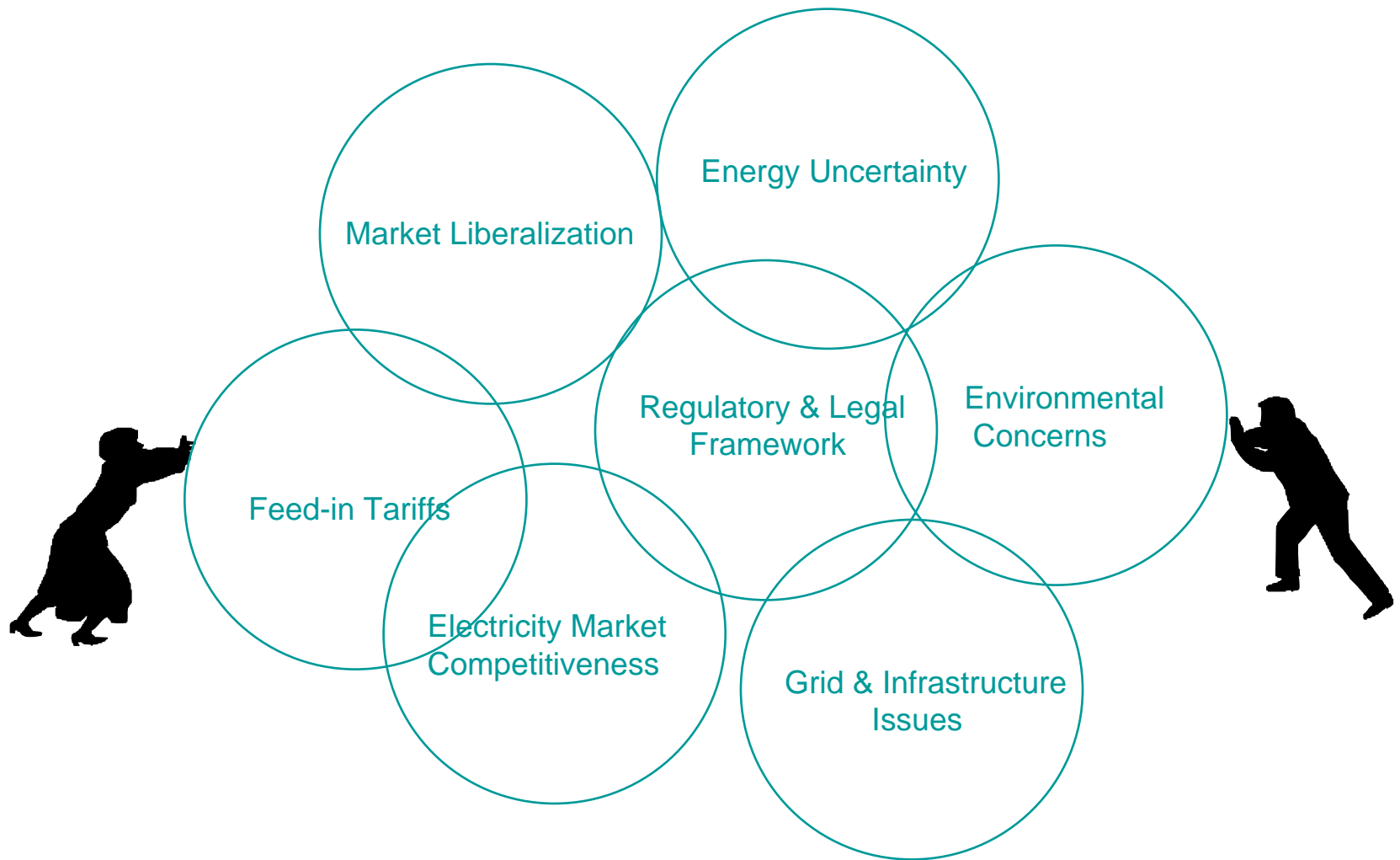
# Enolia Energy SA

## Leading Change in the Renewable Energy Market

July 2008

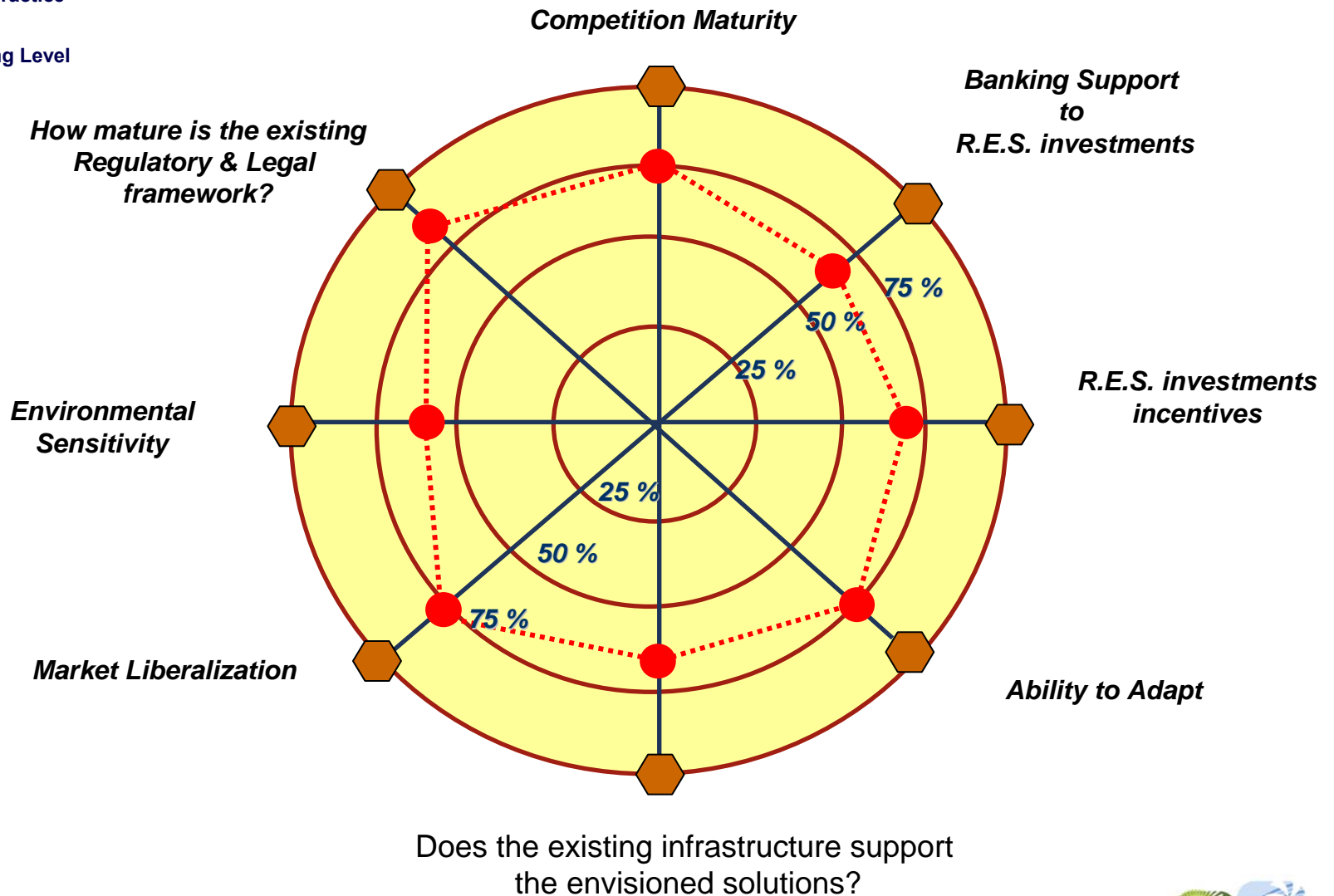
# The Landscape of Change

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# R.E.S. in South-Eastern Europe : The (almost) Clothed Emperor

-  : Best Practice
-  : Existing Level



# Shaping the Change Vision

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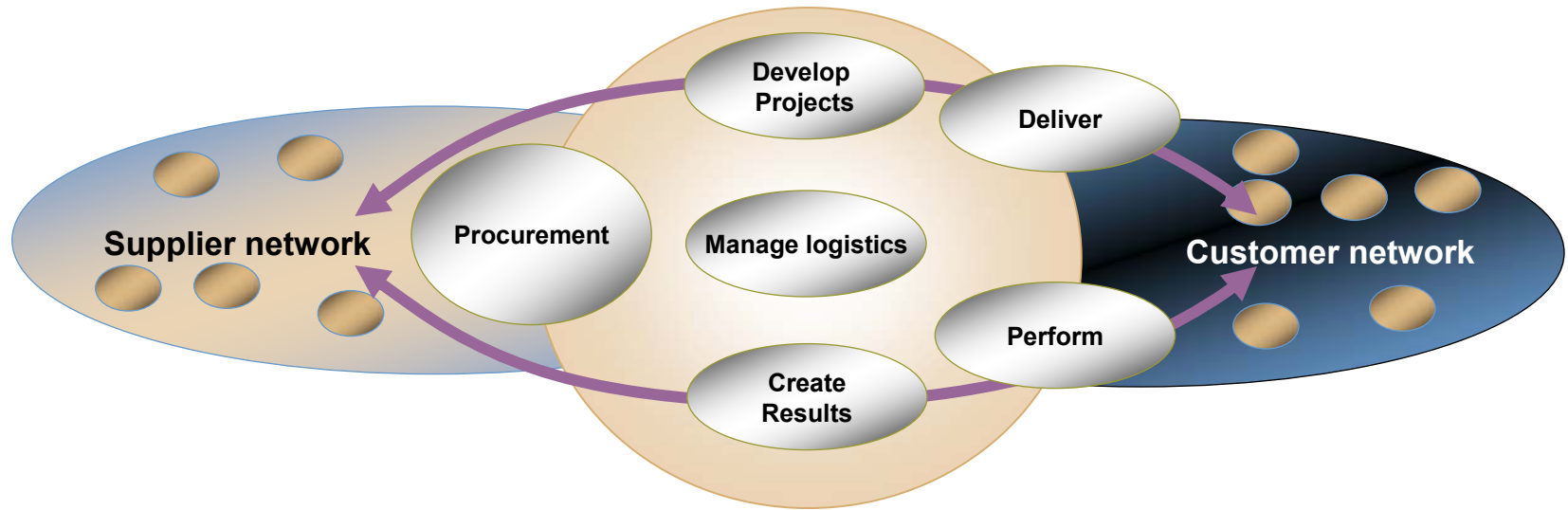
*It used to be like this...*



# Shaping the Change Vision

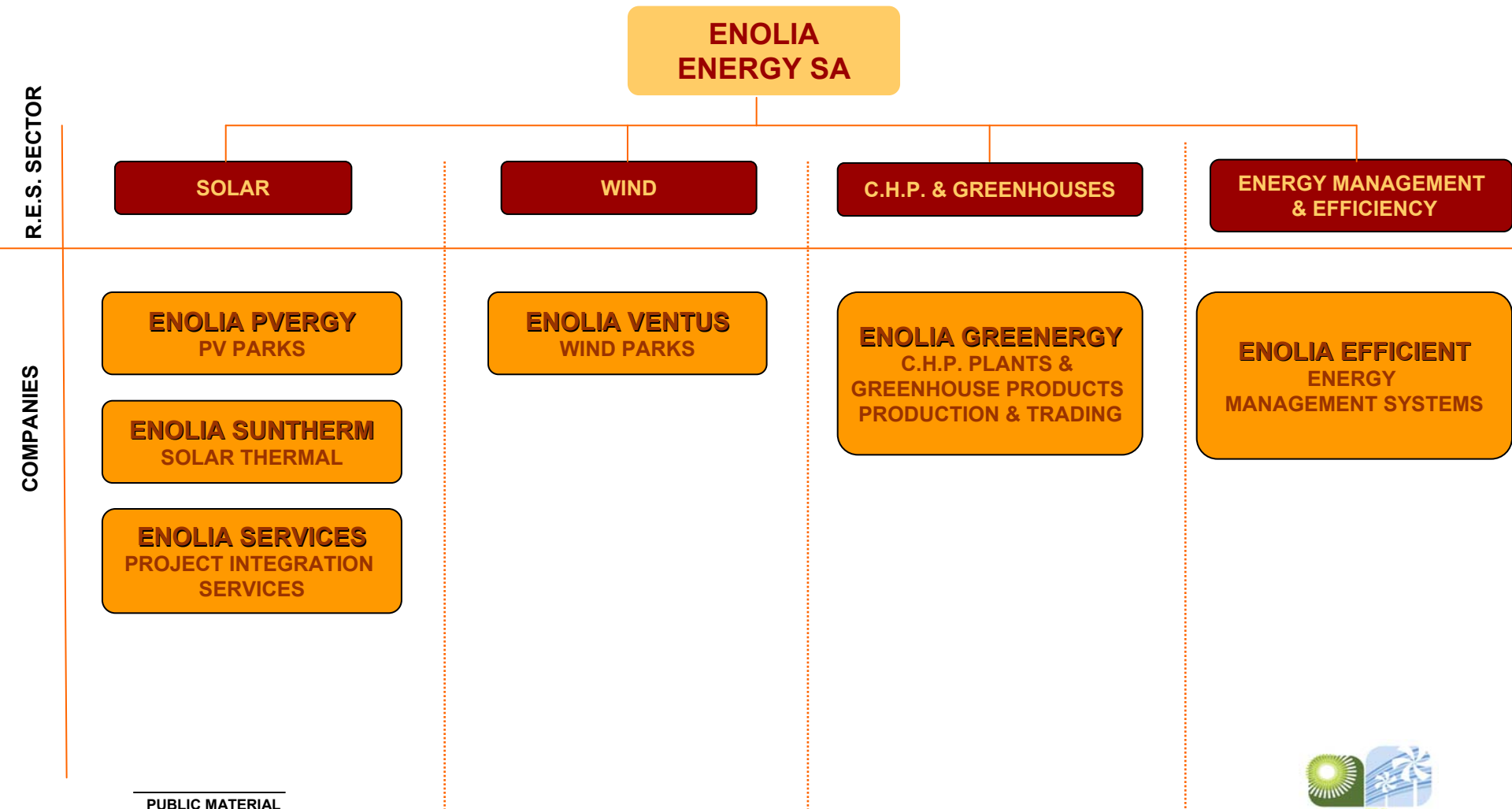
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*... but now it is more like this*



# Structuring the Change Vision

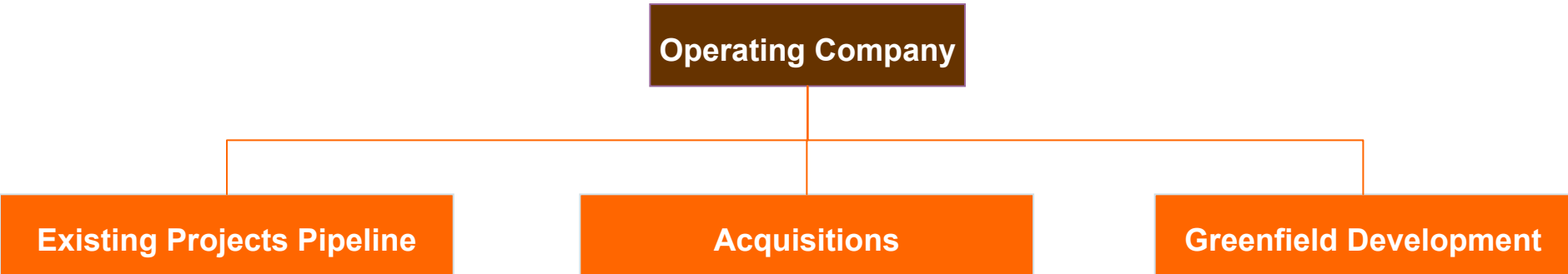
- On the Organisational Level



# Structuring the Change Vision

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- **On the Strategy Level**



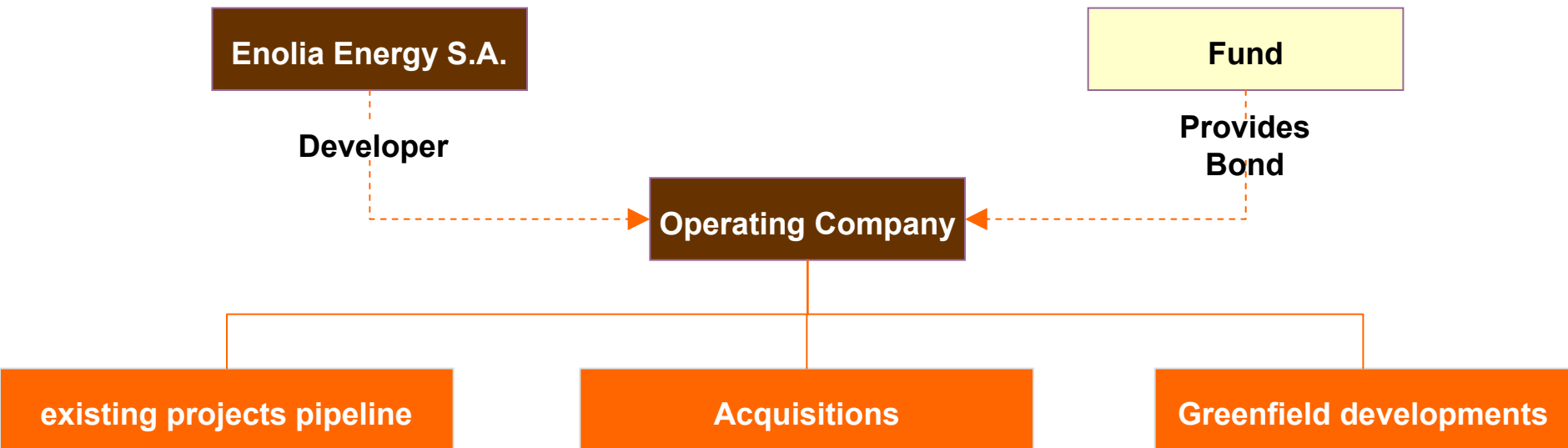
- **Vertical project implementation**
  - In a gradual and financially manageable manner
  - Combination of outsourced and in-house services
- **“Make-or-buy” approach**
  - Carefully selected acquisitions
  - Carefully selected, zero-based opportunities
- **Strategic Alliances**



# Structuring the Change Vision II

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- **On the Financial Level**



- **Enolia Energy to act both as developer and manager of funds**



# Implementing a Change Vision

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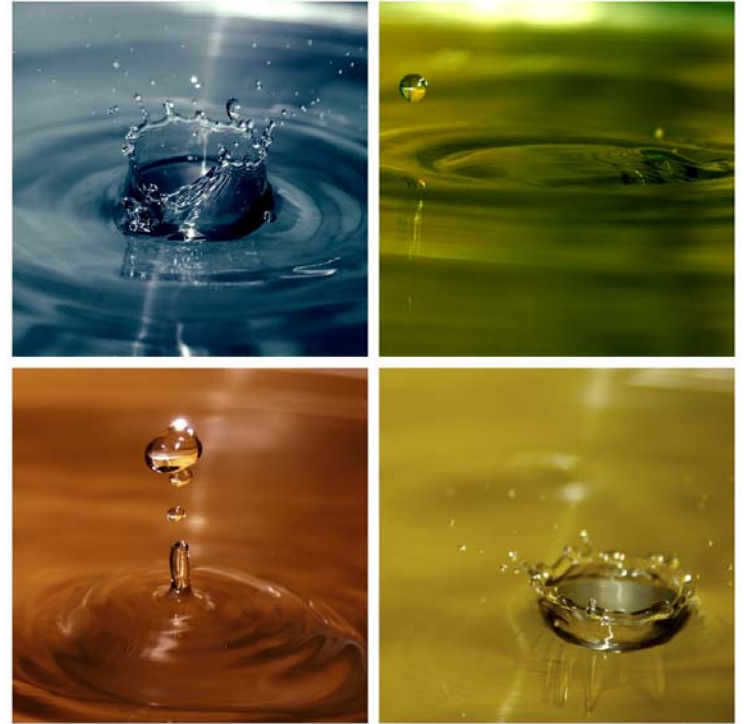
- **On the Product Level**
  - **Balanced Technology Portfolio**
  - **R.E.S. & Food Production**
    - by using C.H.P. and greenhouses
- **On the Market Level**
  - **Balkans Expansion**
- **On the Implementation Level**
  - **Project Management**
  - **Secure Supply Chain**
  - **Secure Financial Support**



# The Way Forward

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- **Capacity**
- **Technology**
- **Agility**
- **Financial Robustness**
- **“Think Global – Act Local” mentality**
- **Project Management**
- **Strong business relationships throughout the supply chain**



[www.enoliaenergy.com](http://www.enoliaenergy.com)

