



GRUPPOFALCK

**FALCK RENEWABLES**

***Green Investor Day – 9 Maggio 2013***

**Centro Congressi Stella Polare – Sala Libra  
(Fiera Milano, Rho)**



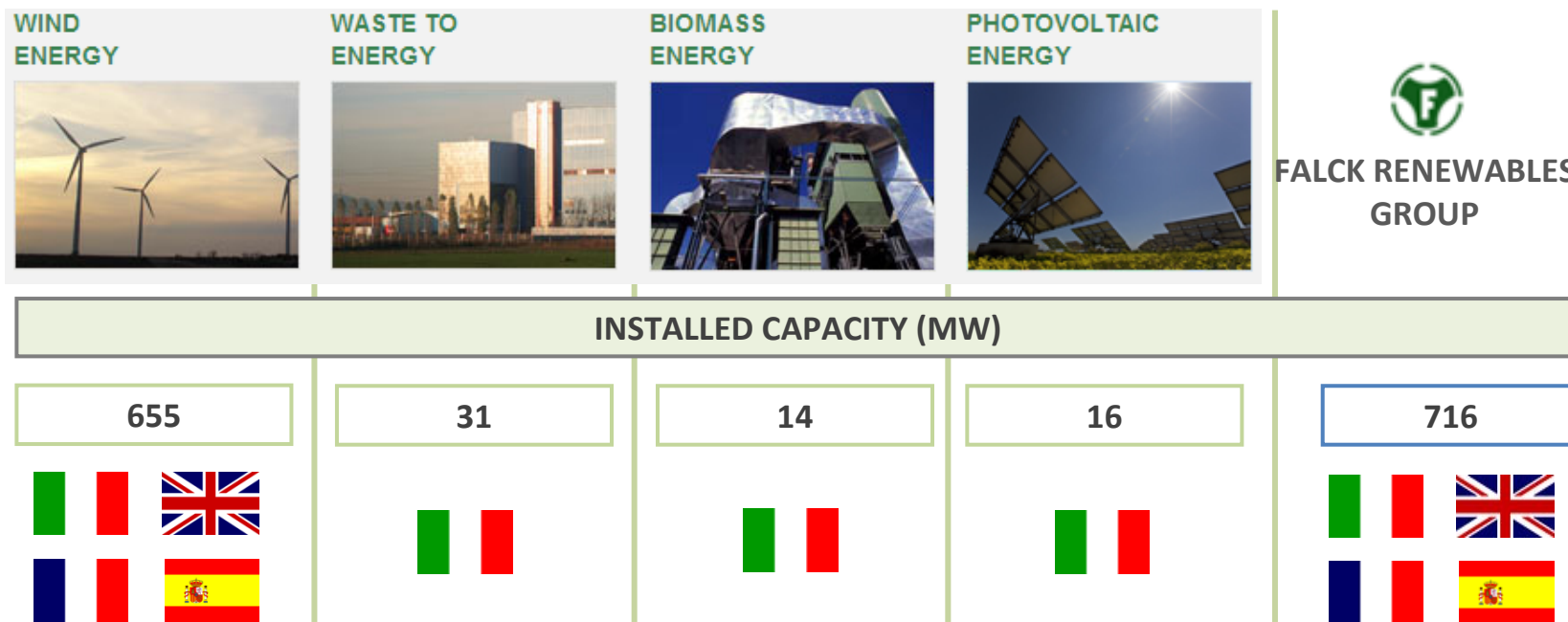
## A WELL BALANCED PRESENCE ACROSS MARKETS AND TECHNOLOGIES

Waste  
to energy



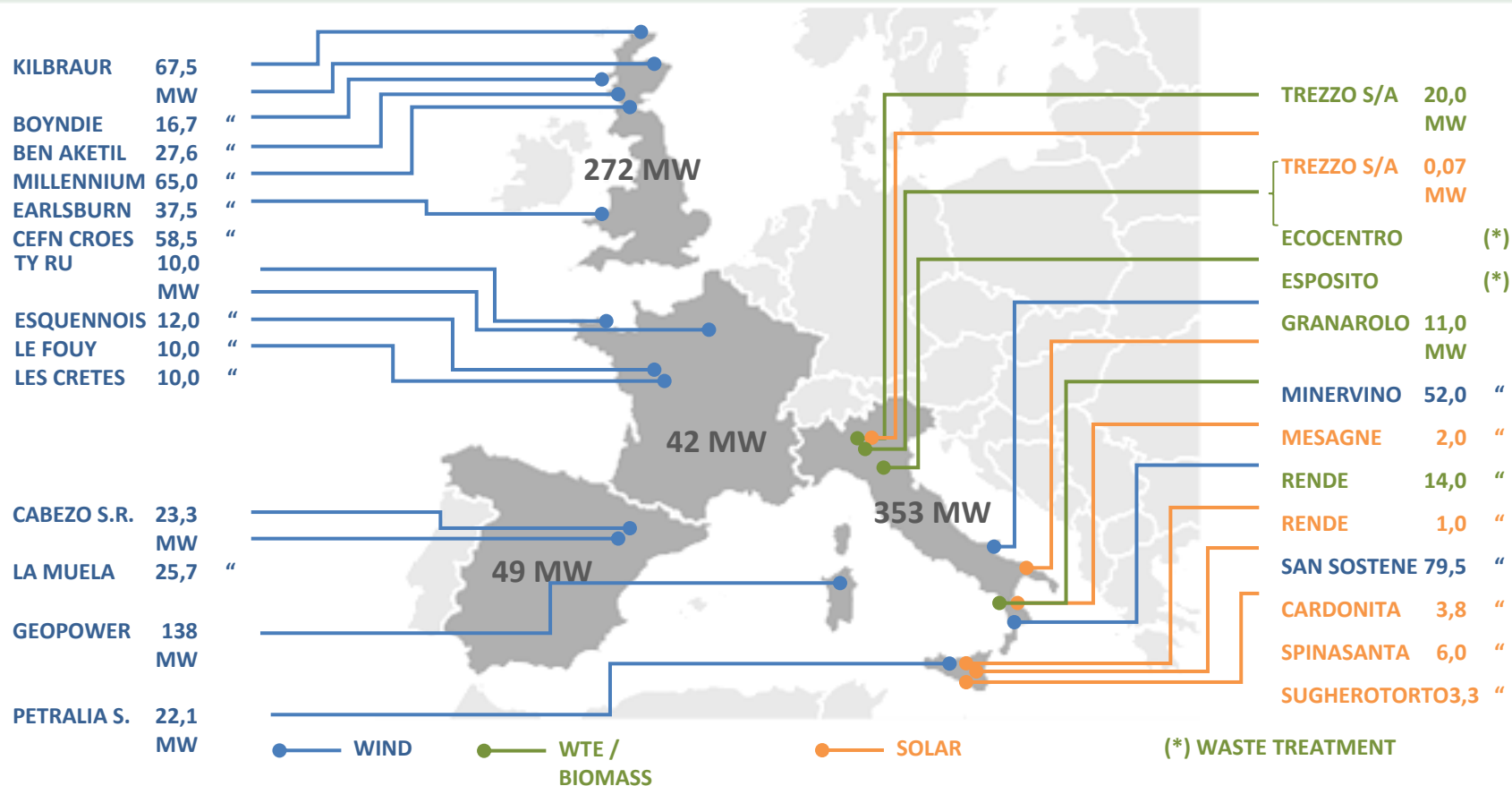
Waste  
treatment

## FALCK RENEWABLES AT A GLANCE



# EUROPEAN PRESENCE

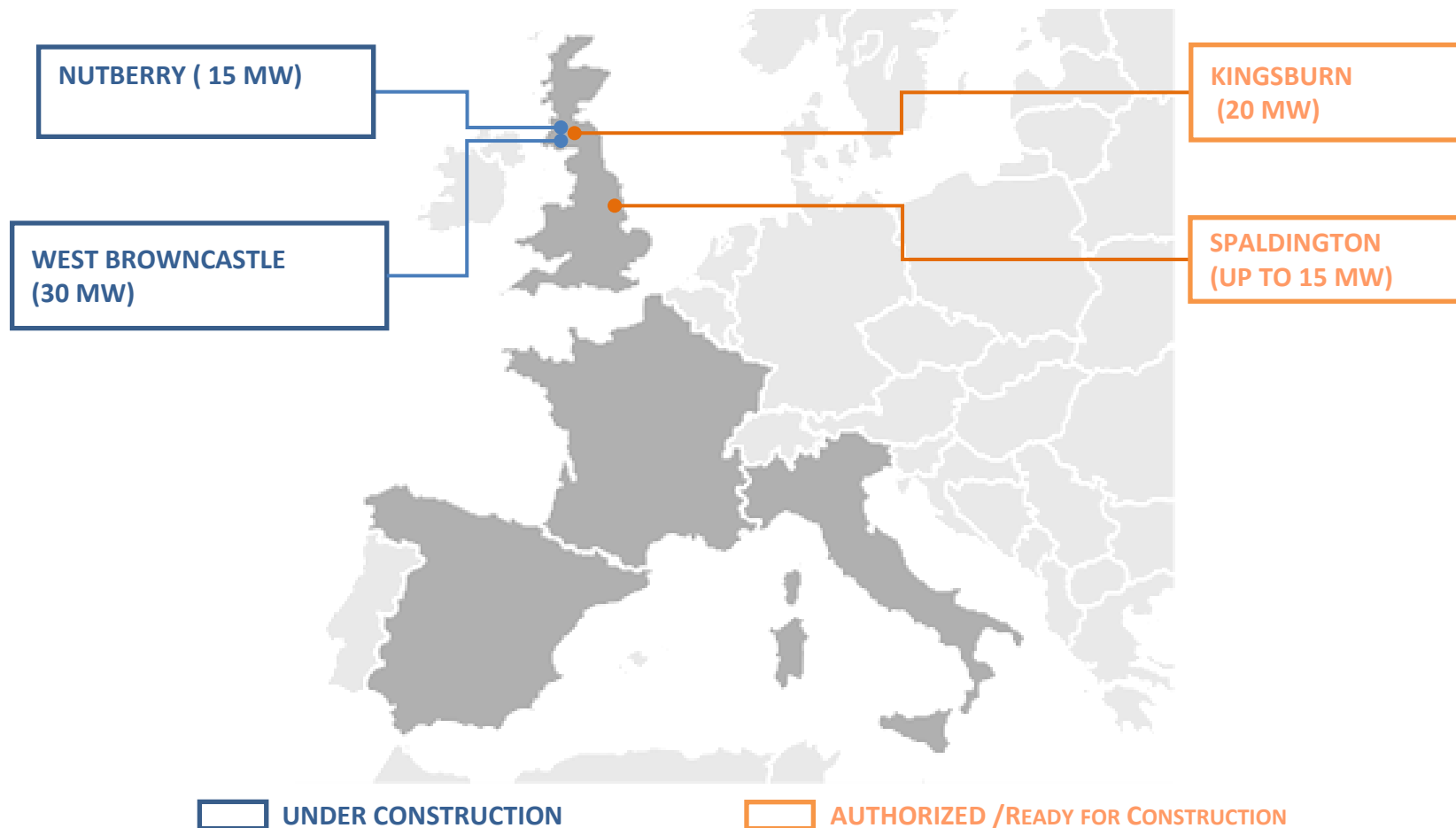
## 27 OPERATING PLANTS



With an installed capacity of **716 MW**, Falck Renewables is one of the biggest “pure players” in Europe and the second largest listed player in Italy in the renewable energy field

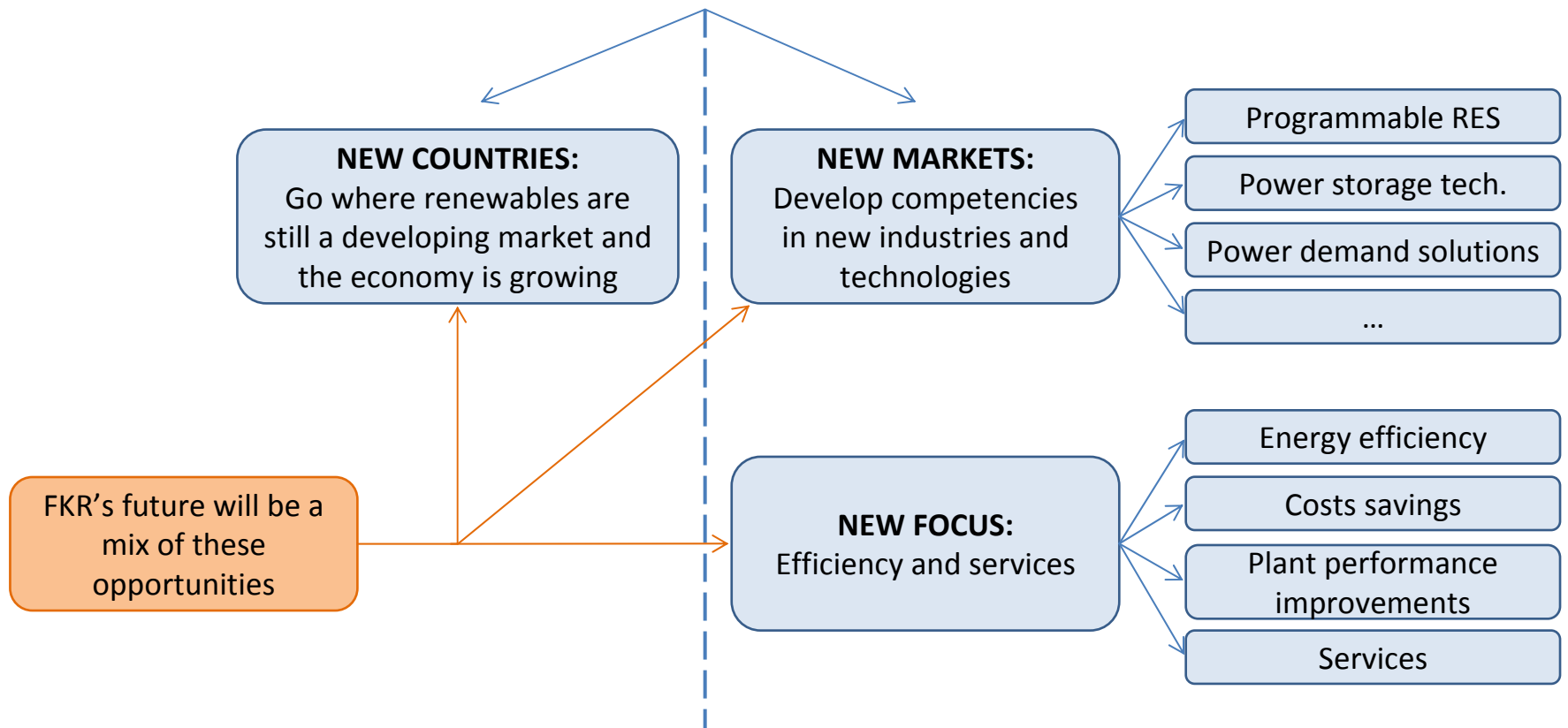
## EUROPEAN PRESENCE

### *PLANTS UNDER CONSTRUCTION*



# The question for FKR future

*Which future for a pure player to continue its growth?*



## The Answer and one solution

*... Which future for a pure player to continue its growth? ...*

***INNOVATION is the Answer...***



***INTEGRATION is one solution...***

## ***I.S.C.C.: Integration and key figures***

The I.S.C.C. project in Rende will be the first implementation of a new patented technology aimed to fully integrate a Concentrated Solar Plant into a renewable thermal plant.

The technology is the result of a **close cooperation** between Falck Renewables and an **Italian startup** dedicated to the CSP technology.

The project will become a plant thanks also to the **support of a major Italian Bank** and the **cooperation with the local Institutions**.

Integrating different technologies will allow to improve the overall technical efficiency with an higher power production or, alternatively, with a lower fuel consumption.

The investment is expected to about 6 Mln €, including land acquisition. (CSP 2,900,000 €; Integration 1,365,000 €).



Temperature of diathermic oil for capturing solar radiation and transferring heat: 300 °C



## ANOTHER SOLUTION

*... Which future for a pure player to continue its growth? ...*

***INTERNALISATION is another solution...***

***... “the emergence of China and India as leading markets, combined with minimal growth in the developed world, has made the former “stars” and turned the latter into mere “cash cows”.*”**

Tratto da: Have you restructured for global success?  
Harvard Business Review

**INTERNATIONALISATION as a way for:**

- 1) Answering market saturation**
- 2) Exploiting new opportunities**
- 3) Balancing risks**



**Focus on countries with:**

- 1) Expected RES growth**
- 2) Positive macroeconomics**
- 3) Stable and clear legislative ground**