



Company Profile

February 2021

Who we are

Founded in 2016, EPQ is uniquely positioned in the **energy market**, in support of **energy-intensive companies** interested in maximizing the value creation related to their energy **assets** managing all the variables at stake and the opportunities linked to regulatory and market developments.

The **value creation** for our customers depends not only on our expertise, but mostly on the ability to be creative and fast-paced in approaching the opportunities offered by a fertile environment and by a complex regulatory framework in constant evolution.

Our customers are typically large **energy consumers**, in the **industrial and commercial sectors**, who require high-level support to manage the complexity of strategic energy issues.



Business lines

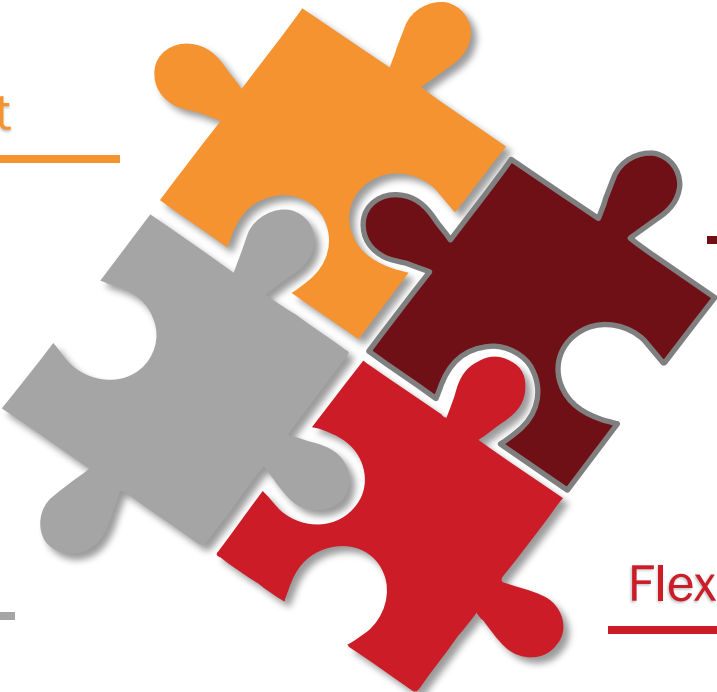
EPQ is focused on the development of **high value energy services** addressed to energy intensive customers and aggregations, according to the following business lines:

Energy Portfolio Management

Energy Efficiency, Smart Grid & Distributed Generation

Energy Transition Projects

Flexibility



Energy Portfolio Management



Energy Portfolio Management activities to optimize energy “prices” (i.e. the cost of electricity and natural gas), as well as technical and regulatory assistance to support Customers interpret the current legislation and comply with regulatory obligations, seizing any market opportunity.

Portfolio Management

Supplier requests for quotation, Risk Assessment & Risk Management (power & gas), energy market outlook.

Environmental Certificates

Consultancy services and trading (white, brown certificates e GO).

Regulatory

Management of administrative practices, regulatory analysis and compliance.

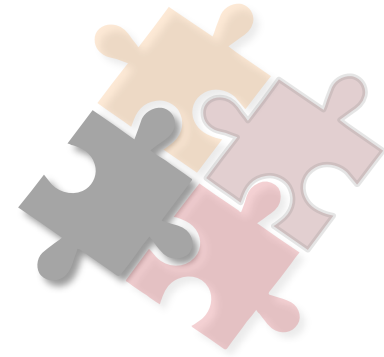
Incentives for energy-intensive customers

360° support in all activities related to incentives for energy-intensive companies.

Budgeting Power

Detailed analysis of expected energy expenditure, with details of cost items and study of the impacts resulting from possible regulatory developments.

Energy Efficiency, Smart Grid & Distributed Generation



Optimization of energy “quantities”, even by means of energy efficiency measures.

Distributed generation and optimization of dispatching

New CHP plants: starting from preliminary evaluations to the construction and management of new plants.
Existing plants: optimization and revamping of existing generation assets.

Services to SDC Managers

Rolling support to SDC managers (RIU and ASDC). A DSO billing software in use.

Energy audits

Energy audits and post energy audit measures [Art.8 D.Lgs 102/2014]

EPCM

Support in Distributed Generation projects, cogeneration and energy efficiency.

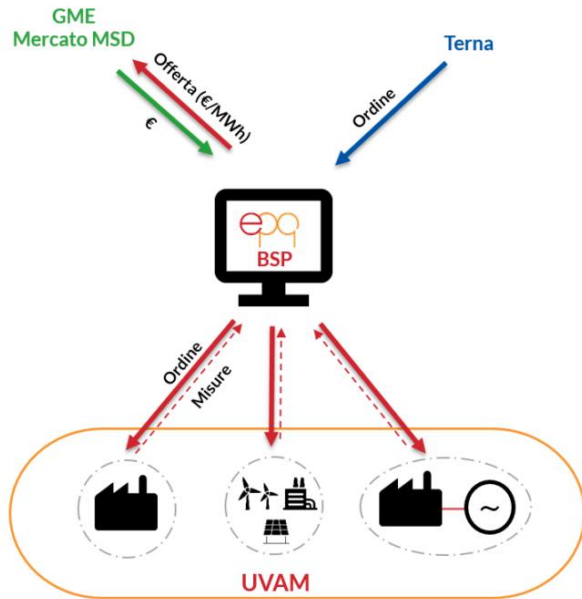
Due diligence

Technical and administrative evaluations of energy efficiency projects (ex. renewable production plants)

Incentives

Incentives, tax benefits, excise duties paperwork, conventions (ex. GSE Conventions).

Flexibility - DEMAND RESPONSE



EPQ is a **Balancing Service Provider (“BSP”)**, an Aggregator providing balancing services to the TSO.

The **BSP aggregates Prosumers**, enabling consumption and production units as well as storage systems to take part to the Ancillary Services market (MSD) offering their “flexibility”.

The BSP is the TSO’s counterparty.

Our job is to unlock our customer’s assets (consumption and production) opening up new revenue streams enhancing implicit and explicit flexible resources; implicit Demand-Side flexibility being the consumer’s reaction to price signals; explicit demand side flexibility being the dispatchable flexibility that can be traded (similar to generation flexibility) on the different energy markets (wholesale, balancing, system support and reserves markets).

16 Customers

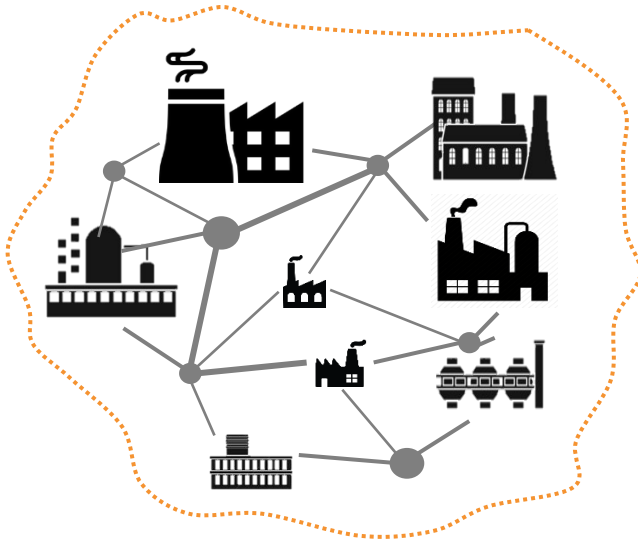
41 sites

18 UVAM

145 MW



Flexibility – INTERRUPTIBLE LOADS PROGRAMME



The service aims to secure the functioning of the national electricity system in the event that resources procured on the market were found to be insufficient. This programme generally involves **large industrial customers** which have a serious implication of electricity cost on their production cost and that can, in case of need, interrupt or shift production cycles.

EPQ has a well-established track record in the implementation of technical solutions aimed at maximizing the economic value of energy flexibility within its customers' industrial sites.

In light of the results of the past three year procedure for the forward supply of interruptible electricity resources, that have favoured streamlining of Interruptible and Demand Response resources, the **Consortium X-Response** was founded aimed at an integrated management of flexibility mechanisms in order to maximize the value generation related to both programmes.

X-Response was founded to promote **flexibility services among industrial and commercial customers**, allowing Consortium Members to have more levers for optimization compared to an individual participation.

25 customers

34 premises

303 MW



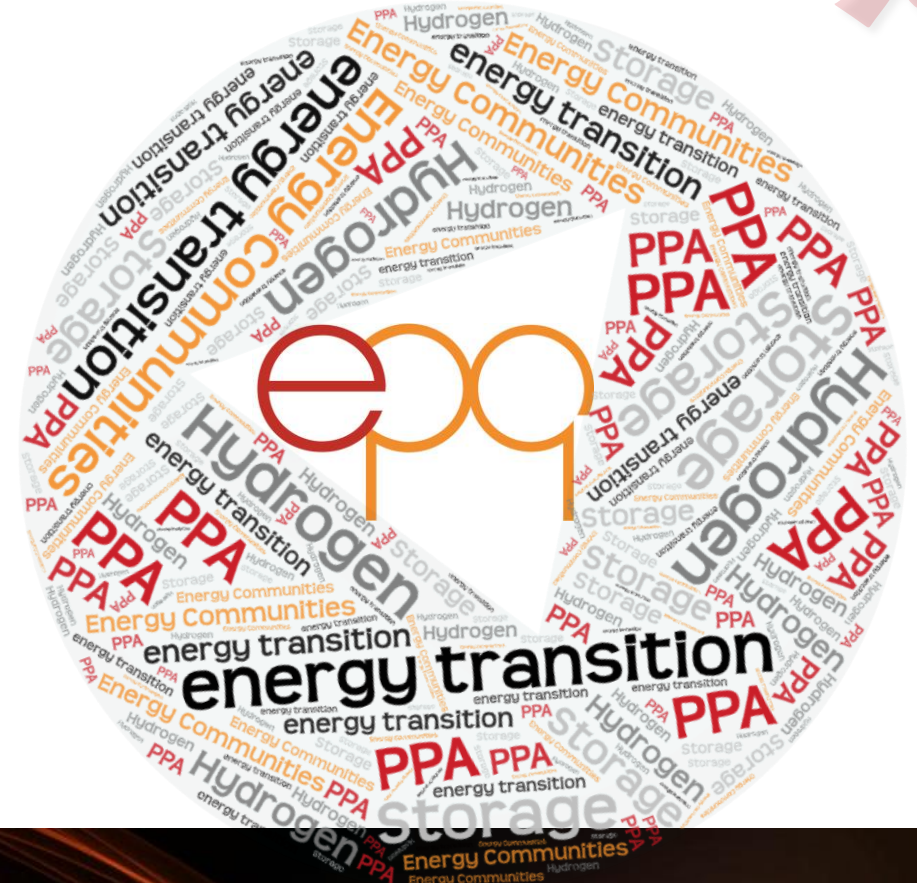
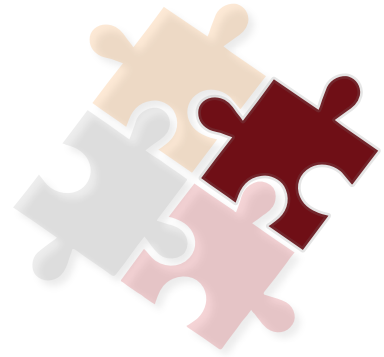
Energy Transition Projects

Energy transition is the name of the game.

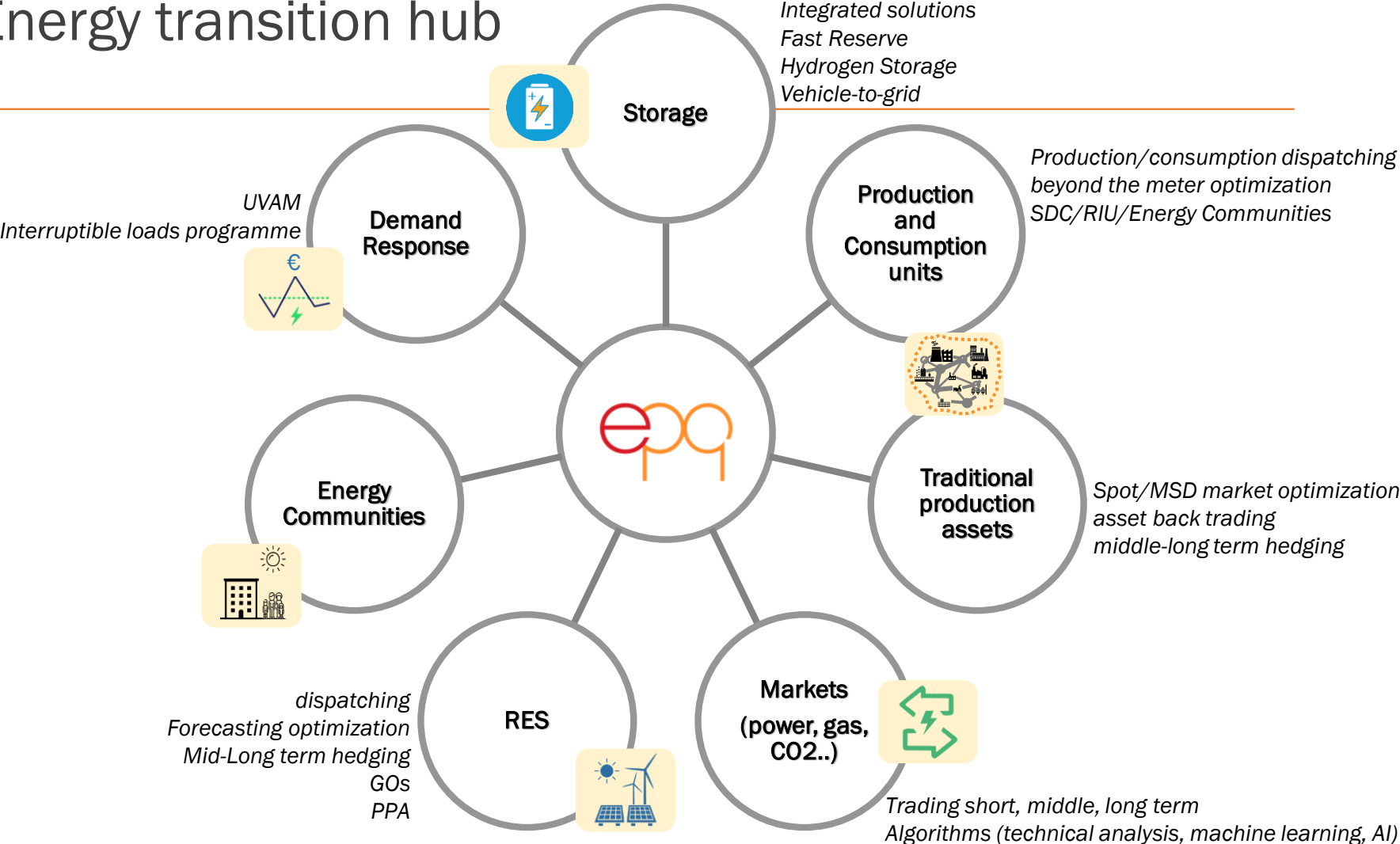
All members of the team have a high level of specialisation and a distinct creativity in tracking down opportunities offered by regulatory evolution and by market trends.

Main areas of focus:

- Energy Communities.
- *Power Purchase Agreements (PPA)*.
- Hydrogen and Storage



EPQ – Energy transition hub



Key People



Having earned her degree in Economics at Bocconi University, she has been working in the energy sector since 2004. She has worked in operational and then managerial roles in major groups in the Industry (EGL/Gruppo Axpo, Dalmine Energie, E.ON, and Innowatio), making an important contribution to complex start-up and reorganization projects. She has earned in-depth experience in Energy Portfolio Management for the industrial and tertiary sectors.

SARAH JANE JUCKER

Co-Founder & Managing Partner



Having earned his degree in Mechanical Engineering at the University of Palermo and his Masters at the MIP Polytechnic in Milan, he has been working in the energy field since 2001. He worked for companies in the energy sector (Dalmine Energie and Innowatio) and energy intensive consumers (Tenaris and US Navy Sigonella) in technical and commercial roles and then in management. He is an expert in energy management, distributed generation, energy distribution networks, and demand side management and has generated, developed, and managed businesses in the industrial and tertiary sectors.

ALFREDO DI CARO

Co-Founder & Managing Partner



He earned his degree in Mechanical Engineering at the Milan Polytechnic and has been working in the energy efficiency field since 2007. As a Project Manager, a role that he performed for energy companies (E.ON and Enel) and for engineering companies (MWH), he has managed every phase of the energy production plant creation process from feasibility/permitting for start-up in the industrial and tertiary sector both in Italy and abroad. This experience allowed him to acquire diversified skills in Energy Management.

LUCA FUMASI

Project Manager



With a degree in Engineering Management from the University of Bergamo, since 2011 he has developed his knowledge of energy markets as a Key Account Manager at Innowatio for large clients from different sectors, from telecommunications to large industrial consortia and large supermarket chains, developing pricing tools and managing procurement strategies (Portfolio Management & Risk Management). He also participated in the technical and commercial development of various cogeneration projects in the tertiary sector.

GIORGIO CALLIONI

Portfolio Manager



He earned his degree in Electrical Engineering at the Milan Polytechnic as well as a Certification as "Expert in Energy Management" (EGE), and has been working in the energy efficiency field since 2008. He developed his expertise in Energy Management both in the Industrial sector, and in the tertiary sector, working for Italian ESCos. He has worked in technical roles at first and then managed a team consolidating his experience in Energy Efficiency, EPCc, Demand Side Management, Energy Data Driven Services. He is a member of the Executive Board of ASSOESCO, in charge of Energy Efficiency Certificates.

GIACOMO CANTARELLA

Business Development Manager



He earned his degree in Mechanical Engineering at the University of Bergamo and has started working in the Energy Field in 2014. He developed his expertise in Demand Side Management working at Innowatio (Yousave), with a technical role at first and recently coordinating the Interruptible Energy Unit. He also managed as Business Developer the start-up of Terna's Demand Response Pilot Projects.

ROBERTO PEZZOLI

Demand Response Manager



www.epqformula.it