



XiTerra Energy Partners Ltd

Development and Asset Management of Solar + BESS Projects

A full-cycle international platform for the development, structuring, and monetization of utility-scale solar generation and energy storage projects in Eastern Europe and Africa

- SOLAR PV
- BESS
- PROJECT FINANCE
- RTB / COD

Platform Purpose & Scope

What We Are Building

An international platform for the development, structuring, and preparation for sale or co-ownership of renewable energy projects — from greenfield stage through RTB and COD.

- Utility-scale solar generation (Solar PV)
- Battery Energy Storage Systems (BESS)
- Project finance structuring
- Project preparation to RTB / COD

Business Models

Development Fee

Development fee income across all project stages

Co-Development

Joint development with local and international partners

Equity Participation

Minority equity stake in project companies

Asset Management

Asset management and development management services

Geographic Presence



Romania

- EU member with strong solar irradiation
- Active government policy
- Growing BESS demand
- Mature regulatory and permitting framework

CEE Region

- Ambitious renewable energy targets
- Lower land acquisition costs
- Underdeveloped grid
- Strong early-mover opportunity

Africa

- World-class solar irradiation levels
- Large structural energy access gap
- Fast-growing electricity demand
- Attractive risk-adjusted returns for first movers

Team & Key Competencies



Nikolay Solomichev

General management, government relations & stakeholder relations. Technical team: engineering, equipment, maintenance. PPA contract.



Andrey Poletaev

EPC coordination, technical supervision, project implementation management.



Mikhail Kazimirovsky

Construction management and oversight, commissioning of facilities. 20+ years in industrial development across Europe and China.



Igor Livant

M&A, project structuring, fundraising. Goldman Sachs, McKinsey, Accenture, Telf AG. MBA INSEAD.

XiTerra Equity Participation in Assets

Share in the Asset

Standard Projects (< \$500M USD)

- 12.5% — at project inception
- +12.5% — upon completion of the 3-year business plan
- Total: up to 25%

Large Projects (\geq \$500M USD)

- 5% — at project inception
- +5% — upon completion of the 3-year business plan
- Total: up to 10%

Performance Fee & Operating Expenses

Additional MC Remuneration

A performance fee scheme is provided upon exceeding the planned targets of the business plan. Parameters are agreed upon separately.

Operating Expenses Prior to LOI

Prior to receiving a Letter of Intent (LOI) from a prospective investor, all operating expenses are borne by the MC shareholders independently, in proportion to their respective shareholdings.



Project Sourcing Process

Project Sources

- Local developers
- Land owners
- Distressed projects
- Partially permitted projects
- Greenfield projects

Selection Process

01

NDA & Initial Screening

Signing of confidentiality agreement, access to data room

02

Preliminary Analysis

Land rights, grid connection, permits, financial assumptions, sponsor reliability

03

External Due Diligence

Technical, legal, environmental, and grid specialists

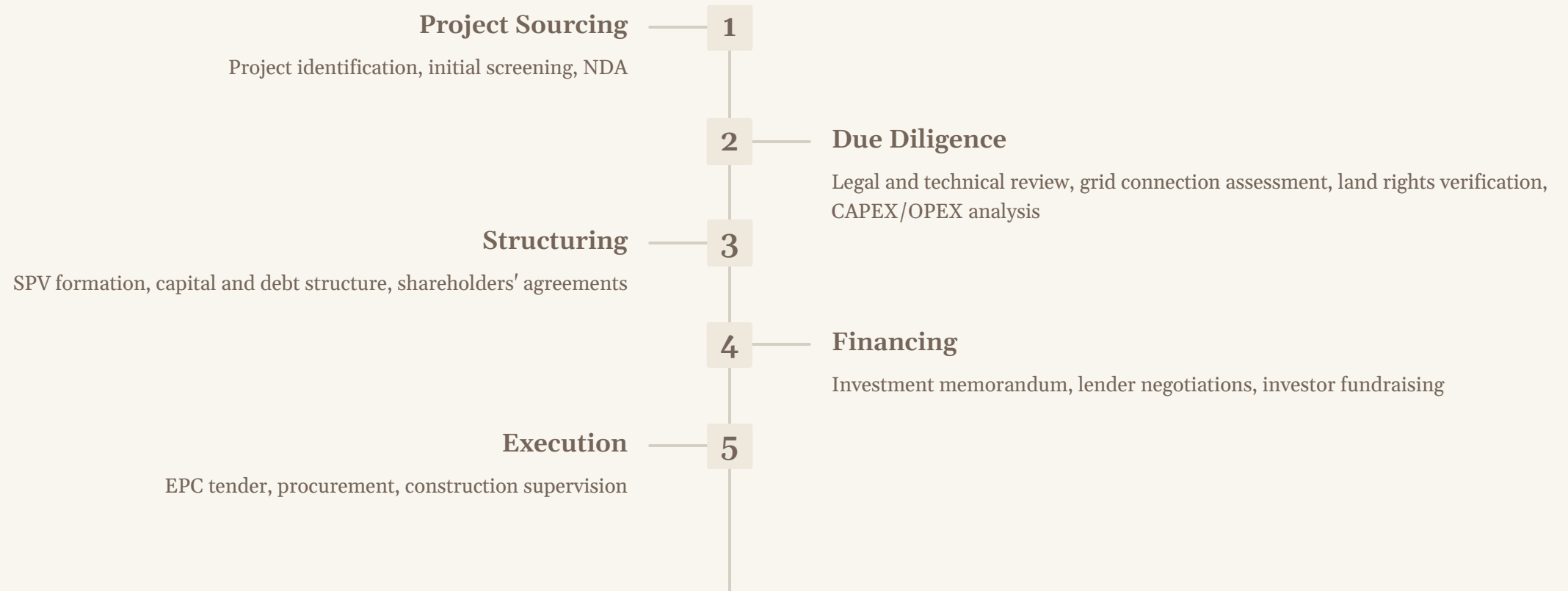
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Decision

Decline · Restructure · Finance

Typical Deal Structure

From project sourcing to construction completion — the platform ensures a full cycle of deal structuring and execution with clear milestones at every stage.



Sources of Capital

The platform builds a diversified investor base, encompassing institutional, strategic, and private capital — each with its own requirements for structure and return profile.



DFIs

EBRD, IFC, EIB — key sources of concessional and guarantee financing for infrastructure projects in Eastern Europe



Family Offices

Long-term capital with flexible investment structures and an appetite for co-investment opportunities



Infrastructure Funds

Renewable infrastructure funds, climate-tech investors, and energy transition funds — focused on long-term yield



Strategic Investors

Energy companies, power traders, IPPs, and infrastructure operators seeking exposure to ready-to-operate assets

Solar + BESS Project Development

Land

- Site identification and assessment
- Lease or acquisition
- Land parcel consolidation

Permits

- Zoning approvals
- Environmental permits
- Grid connection
- Construction permits

EPC & Equipment

- EPC contractor selection
- Module procurement
- Battery supplier agreements

Commercial

- PPA negotiations
- Power supply agreements
- Market strategy
- Balancing agreements

Construction

- Project monitoring
- Commissioning
- COD
- Asset management

Strategic Platform Vision



Build — Develop

Building a high-quality portfolio of large-scale renewable energy assets in Romania and the broader region



Scale — Expand

Growing a multi-project platform across various development stages: from greenfield to COD



Monetize — Capitalize

Selling RTB projects, long-term asset ownership, joint ventures with strategic investors, or refinancing post-COD



Long-Term Objective: Establishing an independent renewable energy development platform in Eastern Europe — a recognized partner for institutional capital and strategic investors.

Company Legal Profile

Registration details for XiTerra Energy Partners Ltd:

Company Name

XiTerra Energy Partners Ltd

Registration Number

17272974

Registered Address

71-75 Shelton Street, Covent Garden, London, United Kingdom, WC2H 9JQ

Directors

Igor Livant

igor.livant@xiterria.co.uk

+447900217605

Nikolay Solomitchev

nikolay.solomitchev@xiterria.co.uk

+1 (647) 287-7754