



# PREMI – Plafond for Energetic Savings of Made in Italy

**CRITERIA FOR CHOOSING THE COUNTERPARTS – posted on the website Arpinge**

## Technical Partner

reliable for capital strength, solid track record and organization, to ensure the turnkey initiative

### Development

- Payment in case of success of the operation only

### Construction

- **Turnkey** up to testing and commissioning
- **Timing Guarantees**
- **Performance Guarantees**
- **Risk mitigation** on possible project variations, *i.e. by change of law*

### Operation & Maintenance

- **Plant** operation
- **Consumables** supply
- **Spare parts** supply
- **Subsidies** Management (*i.e. White Certificates*)
- **Performance Guarantees**
- **Fixed remuneration**, plus **success fee** linked to the **EPC** price

## Consumer

reliable as medium-long term partner

### Market

- **Hystorical market trend** and **sector perspectives** analysis

### Company

- **Market** positioning
- **Reaction analysis** to economic downturns
- **Strategic, competitive** and **technological positioning** of the manufacturing plant

### Ratios

- **Financial Ratios** of **profitability** and **capital strength** (ROS, ROI, ROE, D/E, DSCR, etc.)
- **Net Financial Position**, financial sources, net cash/debt, other financial commitments, **terms of payment** track record
- **Credit Rate**  $\geq 1.5$  times of the yearly payment (*according to rating agency reports, i.e. "Cribis"*)