
GRINNOVATION GROUP OF COMPANIES



Corporate Presentation

July 2025

ABOUT US

GRINNOVATION D.O.O. is a dynamic and innovative renewable energy trading company operating across Southeast Europe and Switzerland. We are at the forefront of the energy transition, connecting markets and unlocking new opportunities in sustainable power. Our portfolio features key commodities that drive the green revolution: electrical power, Guarantees of Origin that certify renewable energy contributions, and EU ETS carbon emission permits that empower clients to navigate the evolving landscape of emissions trading. With a focus on transparency, efficiency, and market intelligence, we help our partners capitalize on the immense potential of clean energy, creating value while fostering a more sustainable future.

GRINNOVATION D.O.O. stands out as the leading provider of CBAM cross-border solutions, offering a comprehensive and tailored suite of services to our corporate clients. Our primary clients include ship operators and industry exporters looking to navigate the complexities of exporting goods into the EU. We excel at transforming regulatory challenges into opportunities, focusing on safeguarding and maximizing profits by expertly managing secondary emission exposure. Through innovative strategies and deep market expertise, we empower our clients to stay ahead of evolving environmental policies while unlocking new efficiencies and savings in their international trade operations.



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Beyond Expectation

OUR TEAM

Our team is composed of top-tier experts, each bringing over 20 years of distinguished professional experience across a diverse range of fields. We pride ourselves on assembling a versatile and highly skilled group that covers critical areas such as investment management, banking and insurance, sales and strategic management, and, most importantly, energy trading. This breadth of expertise enables us to deliver innovative, comprehensive solutions tailored to our clients' needs, backed by deep industry knowledge and a relentless commitment to excellence.

For our corporate clients, our team is dedicated to delivering exceptional service that goes beyond expectations. Trained to provide comprehensive support at every stage, our professionals are committed to completing each task with the utmost professionalism, precision, and attention to detail. We believe in building strong, trusted partnerships by ensuring that our clients receive not just solutions, but a seamless experience characterized by reliability, expertise, and a proactive approach to their needs.



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OUR COMPANIES

GRINNOVATION D.O.O. Belgrade, Serbia serves as the central hub for strategic development and regional market operations in the EU, CEE and Southeast Europe. Located in Belgrade, it acts as the Group's regional headquarters, coordinating cross-border projects, managing client relations, and driving the expansion of our core services in energy trading, renewable energy solutions, and regulatory compliance across the Balkans. This office ensures seamless integration of our regional activities with our broader corporate vision.

GRINNOVATION K.F.T. Budapest, Hungary functions as the Group's key operations and trading center within Central Europe. Situated in Budapest, it specializes in power trading, market analysis, and financial structuring for energy commodities. This location plays a vital role in connecting European energy markets, facilitating cross-border power flows, and developing innovative trading strategies that leverage Hungary's strategic position as a gateway to both Western and Eastern European markets.

GRINNOVATION SERVICES D.O.O.E.L. Negotino, North Macedonia, acts as the Group's operational support and local service center, focusing on client engagement, project execution, and local market expertise in North Macedonia and neighboring regions. Based in Negotino, it provides tailored services in renewable energy projects, permits, and compliance, ensuring that our clients across the Balkans receive expert support with a deep understanding of local regulations and market dynamics.



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OUR MARKETS

SWITZERLAND HUNGARY GREECE SERBIA BOSNIA & HERZEGOVINA MONTE NEGRO
CROATIA ALBANIA BULGARIA NORTH MACEDONIA KOSOVO SLOVENIA

Our journey begins in Switzerland, where the spirit of innovation and sustainability shapes the foundation of our regional strategy, serving as a vital gateway to the broader European energy landscape. From there, we expand into Hungary, leveraging its strategic position as a central hub for cross-border power exchanges and trading activities, facilitating seamless energy flows across Central Europe. Moving southward, Greece emerges as a key market for renewable energy development, where our efforts focus on green power offtakes, project financing, and fostering regional cooperation in sustainable projects. We then navigate into Serbia, Bosnia & Herzegovina, and Croatia—each presenting unique regulatory environments and market dynamics—forming a vibrant triangle of opportunity, collaboration, and growth that fuels our regional expansion. In Montenegro, we tap into its emerging renewable sector and strategic coastline, opening new pathways for green energy projects and maritime trade routes that connect the Balkan Peninsula to the wider Mediterranean basin. Continuing west, Slovenia becomes a crucial part of our network, with its well-developed energy infrastructure and its role as a gateway for renewable integration into Central Europe, allowing us to enhance cross-border cooperation and market liquidity. Further north, North Macedonia offers untapped potential in renewable energy and regional connectivity, providing fertile ground for innovative projects and regional integration initiatives. Moving into the southeastern part of the region, Kosovo and Albania present exciting opportunities for expanding renewable energy capacity and regional cooperation, helping to foster stability and sustainable development across the Balkans. Bulgaria completes this extensive journey, with its expanding renewable capacity and strategic Black Sea coastline, serving as a critical link in our efforts to promote cross-border collaboration, energy diversification, and sustainable growth. Throughout this expansive journey, we weave together these diverse markets into a cohesive and resilient tapestry of opportunity, driving the transition to cleaner energy, expanding trade networks, and establishing ourselves as a trusted leader in Southeast Europe's dynamic and rapidly evolving energy landscape.



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OUR COMMODITIES

Electrical Energy (colloquial Power)

Power is the fundamental commodity that powers homes, industries, and services across Europe. It is produced from various sources, including fossil fuels, renewables, and nuclear plants. Our company deals with the trading, sourcing, and optimization of electrical energy, ensuring clients can access reliable power supplies, manage supply risks, and optimize their energy costs. Power trading involves balancing supply and demand in real-time or through forward contracts, making it a vital component of energy markets and corporate energy strategies.

EU ETS Carbon Permits are tradable allowances issued under the European Union Emissions Trading System (EU ETS), which is a key tool for reducing greenhouse gas emissions in Europe. Each permit grants the holder the right to emit a specific amount of CO₂, typically one tonne. Companies subject to EU ETS must hold enough permits to cover their emissions, and they can buy or sell permits based on their needs. Our services include facilitating the trading, management, and compliance of these permits, helping clients meet regulatory obligations while optimizing their carbon footprint and costs in a market-driven environment.

EU AIB Guarantees of Origin (GOs)

GOs are certificates that verify the renewable origin of electricity produced within the European Union. These certificates serve as proof that a specific amount of electricity has been generated from renewable sources such as wind, solar, or hydro. GOs are used by companies and consumers to demonstrate their commitment to sustainability, support renewable energy projects, and comply with regulatory requirements. They are tradable instruments that facilitate the transfer of renewable energy claims across markets, promoting transparency and accountability in green energy consumption.



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OUR SERVICES: POWER

Power Trading Solutions

In Southeast Europe, our power trading solutions encompass physical power trading, managing cross-border power flows, and operating between power exchanges, utilities, and trading companies. We focus on supporting the renewable sector, facilitating efficient market access, optimizing trading strategies, and managing clients' portfolios to maximize value and ensure compliance with regional and EU regulations.

Our PPA (Power Purchase Agreement) services facilitate the offtake of renewable energy projects, helping developers and investors secure long-term, stable revenue streams. We assist in structuring, negotiating, and managing PPAs, ensuring optimal terms and alignment with market conditions to support the growth of renewable energy in the region.

Additionally, we have strategic partnerships with large Greek energy companies, international banks, and investment houses. These collaborations enable us to access extensive market insights, financing solutions, and investment opportunities, fostering the development of sustainable energy projects and enhancing market resilience across Southeast Europe.

We also offer exclusive brokerage services in the area of power trading, acting as a trusted intermediary to bring together counterparties seeking to close deals in the market. Our expertise allows us to facilitate transactions efficiently, ensuring that both parties' needs are met. We tailor bespoke trading solutions, providing market insights, negotiation support, and risk management strategies to optimize deals and maximize value for our clients in the dynamic power sector.



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OUR SERVICES: CBAM

CBAM Savings Solutions

Our CBAM saving solutions are designed to help businesses optimize their carbon border adjustment mechanisms. These solutions typically focus on providing strategic guidance, compliance support, and cost-saving strategies related to CBAM regulations. By leveraging these services, companies can efficiently manage their carbon footprint, reduce expenses associated with carbon pricing, and ensure smooth adherence to evolving environmental standards within the European market.

For vessels approaching the EU economic zone, CBAM requires payment of carbon adjustments based on the emissions associated with their cargo. Our solutions include comprehensive assessment and management of these requirements, helping shipping companies and importers navigate the complex process. We provide tailored strategies to optimize vessel operations, ensure timely payments, and minimize financial impact while maintaining compliance with EU regulations.

Additionally, CBAM will significantly impact large industrial exporters from Southeast Europe, such as cement factories, fertilizer producers, and power traders, starting in 2026. These exporters will need to account for their carbon emissions when trading with the EU. From 2027 onward, other importers into the EU will also be subject to CBAM requirements. Our services offer targeted support for these industries, helping them adapt their operations, manage costs, and ensure seamless integration into the European market under the new regulatory framework.



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OUR SERVICES: GREEN

Greening Energy Consumption Portfolios

Our company offers comprehensive solutions encompassing Guarantees of Origin (GOs) to support clients in building greener energy consumption portfolios. We facilitate the certification and verification of renewable energy use, enabling businesses to demonstrate their commitment to sustainability and meet regulatory and corporate responsibility standards. These GOs serve as a transparent and trustworthy way to showcase renewable energy consumption, enhancing brand reputation and stakeholder trust.

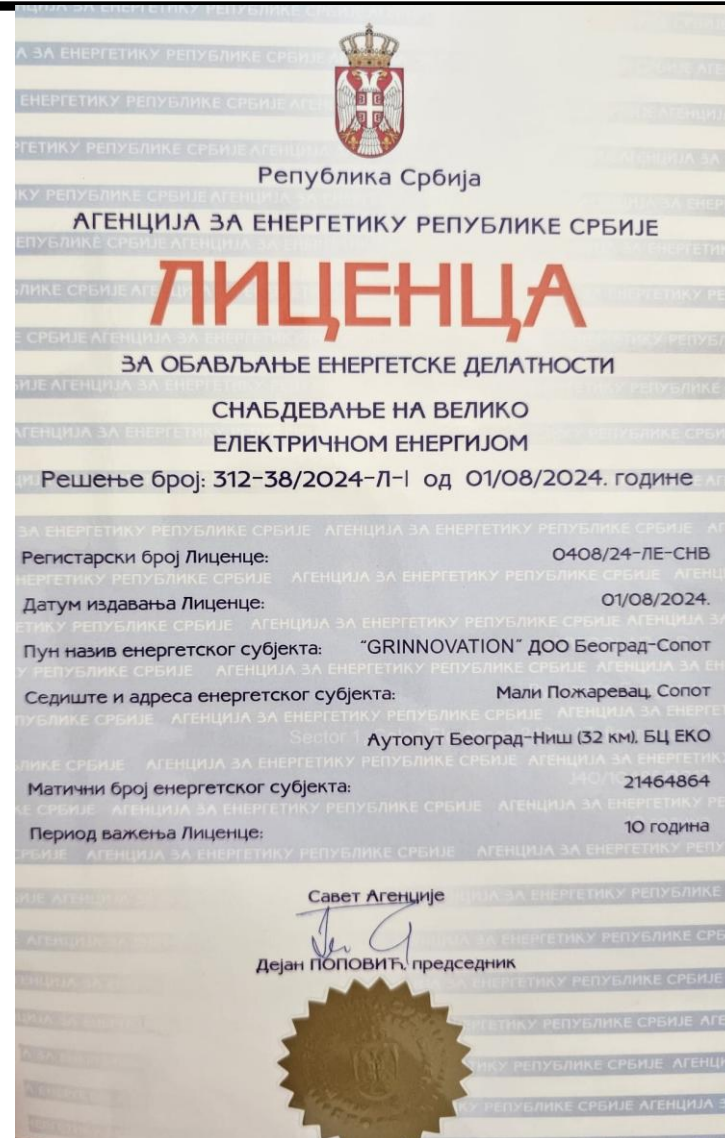
In addition, we provide trading services for Guarantees of Origin within the EU AIB (Account Based Instrument) market, allowing clients to buy or sell GOs efficiently across the European landscape. This provides flexibility in managing renewable energy portfolios, optimizing costs, and increasing the liquidity of green energy assets. Our expertise ensures seamless integration into the market, helping clients capitalize on trading opportunities and meet their sustainability targets more effectively.

Furthermore, our clients benefit from direct access to the Greek DAPEEP tendering process, enabling participation in national renewable energy support schemes. We also leverage our partnership with the Enmacc brokerage platform, providing real-time market access, liquidity, and transparent trading options for GOs and other renewable energy certificates. These combined solutions empower businesses to maximize their green energy strategies, enhance their environmental credentials, and actively participate in the evolving renewable energy markets across Europe.



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OUR LICENSE FOR POWER TRADING



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OUR BUSINESS ASSOCIATES



GREEN
BALANCING
GROUP



FORTIS
ENERGY



ETS



ΔΑΠΕΕΠ



EDS

ENERGY DELIVERY SOLUTIONS

ETS



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