

Alternative Energy Solutions

AsiaLink 

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A venture of Ambrosia Holdings Limited

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# Regional Market Opportunities

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# TRENDS

## GREECE & SE EUROPE

### Greece - core trends

- › Ambitious power mix target: revised NECP aims ~80%+ renewable electricity by 2030.
- › National Climate Law: deep GHG cuts (55% by 2030), net-zero trajectory under binding national targets.
- › Rapid build-out → rising curtailment; system needs front-of-meter BESS and dispatchable balancing.
- › Auctions and procurement moving to storage and hybrid assets (188.9 MW BESS awarded in recent auction)
- › Major transmission projects (Crete mainland interconnector) completed — enables island integration and export potential.
- › EV infrastructure gap: charger rollout lags vehicle uptake; targeted CPO and public funding interventions required

### Regional trends

- › **Serbia:** aggressive rooftop/solar roll-out and public support for solar; grid mix still coal/large hydro, transition requires distributed solar + storage to reduce local fossil dependence
- › **Georgia:** generation dominated by hydro; opportunity: hybridise hydro with solar and small BESS for seasonal smoothing and resilience.

# Policy incentives, EU renewable targets, and funding programmes

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## Greece

- › EU binding RES target for 2030: 42.5% (ambition 45%) — faster permitting, priority for renewables.
- › Greece revised NECP: ~80%+ RES in power mix by 2030 → explicit support for storage & hybrids.
- › Domestic incentives: auctions, grants for utility BESS and hybrid projects; recent award ~189 MW BESS.
- › EU funding instruments active in Greece: RRF (Recovery & Resilience Facility), REPowerEU top-ups, Modernisation Fund, Cohesion & InvestEU

## Region

- › **Serbia:** CfD-style auctions supported by IFIs; growing auction pipeline for wind/solar
- › **Georgia:** IFI programmes (EBRD) funding grid upgrades and first solar auction pilots; priority: grid resilience and interconnection.

# Key market gaps and growth potential

## EU member states of the region

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### Greece

- › **Gap:** Grid flexibility and storage shortfall; rapid VRE additions risk curtailment and merchant revenue erosion. Renewables Now+1
- › **Growth potential:** Utility-scale BESS, hybrid PV+BESS, and HVDC/subsea interconnector works (island mainland links).

### Cyprus

- › **Gap:** Severe solar curtailment and network saturation; limited large-scale storage today. pv magazine International
- › **Growth potential:** BESS sized to curtailed GWh, integration opportunities from EuroAsia/Great-Sea interconnector. European Comm

## Non-EU member states of the region

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### Georgia

- › **Gap:** System dominated by seasonal hydro (~80% of generation); transmission limits and seasonal shortfalls reduce usable VRE. IEA
- › **Growth potential:** Solar + BESS hybrids to smooth seasonality; local PV module manufacturing capacity exists (AE-Solar, Solaron) — opportunity to source regionally and scale BOS supply

### Serbia

- › **Gap:** Need for bankable offtake and grid capacity to absorb new projects; domestic industrial scale-up nascent (policy moving toward battery / raw-materials cooperation). EBRD+1
- › **Growth potential:** CfD/auction pipeline (hundreds of MW awarded) → utility-scale wind & solar + BOS, logistics and local staging services.



AsiaLink

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Value Proposition



# Statement

**AsiaLink** is the trusted bridge between Greater China and South-eastern Europe, providing client-centric sourcing and market-entry solutions that combine

- › transparency,
- › compliance, and
- › on-the-ground expertise.

We connect the manufacturing strength of Greater China with the opportunities of Europe. We simplify complex cross-border trade by managing compliance, quality, logistics, and buyer access with precision and integrity. Acting as an extension of our clients' operations, we safeguard their interests, reduce risks, and create sustainable value.

Guided by innovation and local expertise, we redefine sourcing and market entry, enabling businesses to grow with confidence in an increasingly interconnected world.

# We connect Asia & Europe

## Purpose

**AsiaLink** exists to simplify and de-risk cross-border commerce between Greater China and South-eastern Europe.

Through a dual hub in Hong Kong and Athens, we act as an extension of our clients' teams combining on-the-ground sourcing, rigorous compliance and logistics execution with direct buyer access and market intelligence.

We protect our clients' interests, reduce operational friction and convert supply-chain complexity into reliable commercial outcomes.

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## Identity

We position ourselves as a conservative, institutional partner for serious businesses: not a marketplace, not an arbitrage play, but a dependable bridge between production and demand.

Our identity is built on a dual promise:

- › Operational rigor (compliance, contract discipline, logistics excellence) and
- › Commercial enablement (buyer access, go-to-market execution).

We behave as a trusted part of our clients' organisation: diligent, accountable and strategically aligned with their commercial goals



# Our --- Solutions



# Solutions we provide

## Solar PV & Storage Systems



## Waste-to-Energy Solutions



## Wind Turbine Components



## Electric Charging Infrastructure



# Solar PV & Storage System

- › Utility-scale PV modules (TOPCon, bifacial, high-efficiency mono)
- › Rooftop and C&I kits with inverters and mounting systems
- › Containerised BESS (LFP, integrated PCS + EMS)
- › Hybrid PV + storage packages for grid-stabilisation
- › Greater China suppliers with CE certification and EU interoperability

# Wind Turbine Components

- › Towers (steel tubular, segmented transport designs)
- › Blades (composite, large-size >80 m)
- › Gearboxes, generators, yaw & pitch systems
- › Nacelle housings and drivetrain assemblies
- › Greater China suppliers with CE certification and EU interoperability

# Waste-to-Energy Solutions

- › Turnkey incineration lines for municipal solid waste
- › RDF/SRF gasification & pyrolysis modules
- › Flue gas cleaning, emission control systems
- › Anaerobic digestion units for agro-industrial waste
- › Greater China suppliers with CE certification and EU interoperability

# Electric Charging Infrastructure

- › AC chargers (7–22 kW) for residential & commercial use
- › DC fast chargers (50–350 kW) for highway and fleet applications
- › Integrated payment & monitoring platforms
- › Prefabricated charging hubs and canopies
- › Greater China suppliers with CE certification and EU interoperability



Next Steps

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Partnership Opportunities



# Collaboration Models

## **Developers**

Direct sourcing of Greater China components, technical compliance checks, turnkey delivery support.

## **Municipalities / Public Utilities**

IFI-compliant procurement support, local permitting assistance, project advisory for PV, wind, WtE, and EV infrastructure.

## **Investors / Financiers**

Due diligence on suppliers, landed-cost transparency, risk mitigation, warranty & performance monitoring.

## **Joint venture / co-investment**

AsiaLink facilitates equity or O&M partnerships with trusted Chinese OEMs to scale projects faster.

## **Operational extension**

AsiaLink acts as a remote operations arm: coordinating suppliers, logistics, quality checks, and local market access.

# Roadmap for scaling regional alternative energy projects

- › **Market & Project Identification:** Prioritise markets with policy support, auction windows, and grid readiness.
- › **Supplier & Component Validation:** Pre-vetted Greater China manufacturers, technical verification, CE/IEC compliance.
- › **End-to-End Sourcing & Logistics:** Port-to-site planning, bonded storage, customs, and transportation optimisation.
- › **Implementation Support:** Supervision, installation guidance, O&M handover, local subcontractor engagement.
- › **Risk Mitigation & Monitoring:** Performance guarantees, warranties, IFI-compliant reporting, and contract management.
- › **Scaling & Replication:** Apply learnings to next projects, expand regional footprint, integrate new technologies.

# Contacts Us



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