FERDINAND

HU–RO Energy Market Study 2026

Energy transition, renewable buildout and next-wave investment themes

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Ferdinand Investment Partners

Energy transition in CEE enters a new phase – from capacity buildout to value migration

RENEWABLE BOOM IS ENTERING MATURITY

Hungary has become a **solar growth frontrunner** in CEE, while Romanian deployment has been comparatively slower in recent years despite stronger long-term resource potential. The next growth phase may be supported by **improving market frameworks**, while policy developments could revitalize **onshore wind** development in HU – broadening the regional renewable opportunity set beyond solar alone.

GRID CONSTRAINTS INCREASINGLY DEFINE VALUE

Grid availability has become the **main bottleneck**. Connection queues exceed **10 GW** in both countries, with waiting times of **3–5 years** in critical areas. **Access to grid** and **offtake** determines project value more than resource quality.

REVENUE MODELS ARE DIVERSIFYING AND CHANGING

Support schemes are **phasing out**, while merchant exposure and price volatility are rising. Long-term value will be captured by projects with **flexibility** and participation in ancillary markets, **diversification** and access to multiple revenue streams.

FLEXIBILITY WILL BE THE NEXT VALUE LAYER

Battery **storage economics are improving** rapidly, but rising deployment may compress simple intraday arbitrage spreads over time. Long-term winners are likely to combine storage with smart trading, software-driven optimisation and **scaled portfolios** capable of stacking **multiple revenue streams**.

CAPITAL REMAINS ACTIVE BUT SELECTIVE

Strategic investors, developers and infrastructure funds continue to back **scaled, bankable and execution-ready platforms** across the region. Recent transactions suggest strongest appetite for **hybrid formats, financing-ready assets and experienced regional players**, while smaller standalone projects may face a narrower buyer universe.

The next phase of the energy transition in Hungary and Romania will be shaped by grid access, flexibility and smart capital allocation – creating opportunities for investors and developers

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A combination of policy, market & system dynamics is increasingly unlocking a new investment cycle in CEE

Top 3 trends driving the investment cycle

1 SYSTEM STRESS IS EMERGING

The system is becoming tighter, more volatile and less forgiving

- Solar generation is increasing volatility and intra-day price swings, cannibalizing merchant solar revenues
- Grid connection queues are lengthening and now exceed 10 GW in both countries
- Seasonal and regional imbalances are increasingly becoming more pronounced

2 MARKET DESIGN IS CHANGING

Revenue models are moving from FiTs to market-driven, bankable structures

- Support schemes are being phased out or redesigned (end of KÁT in HU, new CfD auctions in RO)
- Merchant exposure and revenue uncertainty are increasingly rising
- Bankability now depends on revenue stack quality, offtake structures and scale

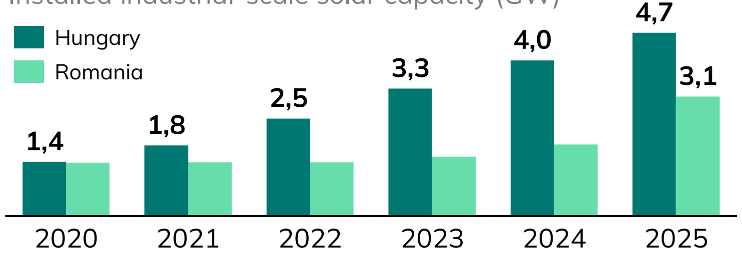
3 CAPITAL IS REPOSITIONING

New capital is increasingly attracted by quality, execution and hybridization

- Infra funds, strategics, incumbents and international devs are all active in the region
- Capital is increasingly concentrated on scaled, execution-ready and hybrid platforms
- Smaller, standalone assets lacking hybridization or structured offtake face a narrower buyer universe

Solar build-out accelerated in both markets, with Romania seeing particularly strong additions in 2025

Installed industrial-scale solar capacity (GW)



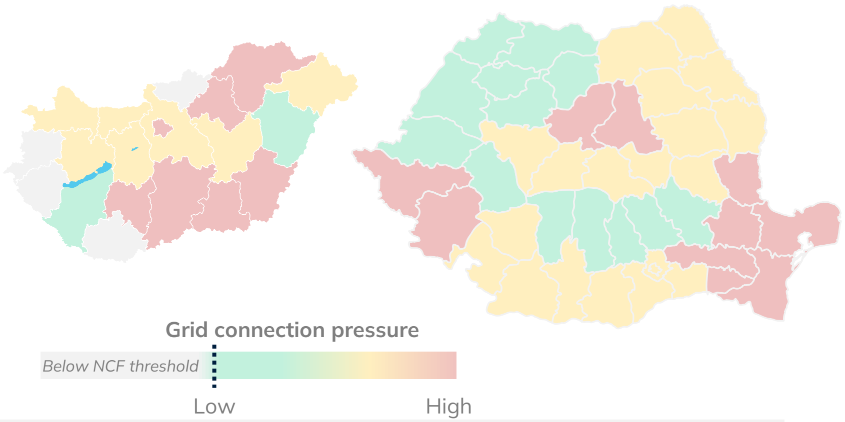
3.4x
growth of Hungarian grid-connected PV plants over the last 5 years

Grid availability is becoming the primary determinant of where projects can be built

Connection pressure for RES projects in HU and RO (scale)

10GW+
Connection queues in each country

3-5 years
Typical waiting time in constrained areas



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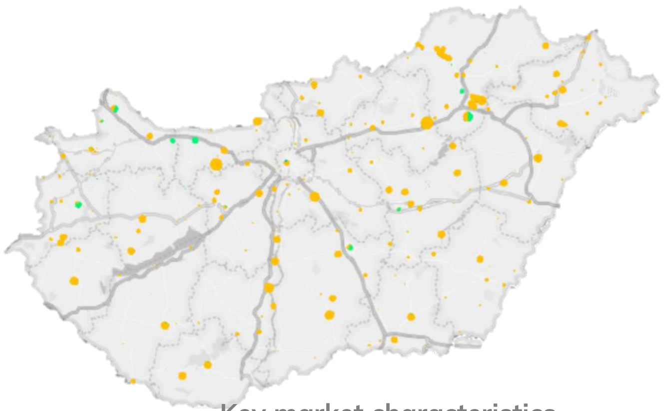
Despite similar electricity consumption levels, the two markets pursued different RES models resulting in fundamentally different investment environments

Hungary | Solar concentration and limited wind footprint reflect regulatory constraints and accelerated solar buildout



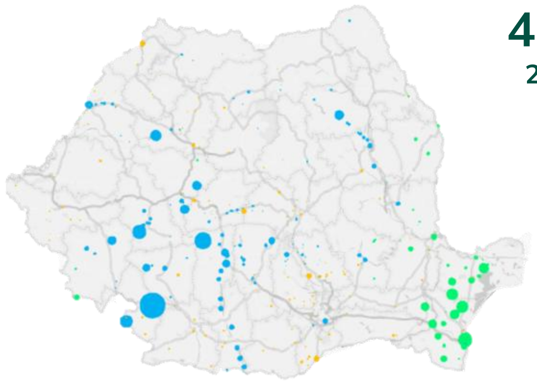
41.9 GWh
2024 electricity consumption

Resource type
- solar
- wind
- hydro

Key market characteristics

Solar-led buildout	National saturation	Largely rules-based play
Rapid PV additions, wind development constrained	Connection queues exceed 10GW across most regions	FiT rules intact and slow moveto CfD but ad hoc measures appear (2022 KÁT exit stop, balancing cost changes)

Romania | Wind-heavy coastal regions and hydro abundance on major rivers results in a more spatially differentiated RES landscape



42.9 GWh
2024 electricity consumption

Resource size (MW)
- >100 MW
- 10-100 MW
- <10 MW

Key market characteristics

Balanced generation mix	Regional divergences	Uneven regulatory record
Hydro plays a key role even in baseload, supported by wind assets; solar role still marginal	Headroom in some areas, constraints in others	After retroactive changes to GC scheme, investor confidence is just returning with CfD auctions

	BUILD-OUT MODEL	GRID DYNAMICS	POLICY REGIME	INVESTMENT ANGLE
Hungary	Solar-led and accelerated; no wind additions	National saturation; connection queues >10 GW	Largely stable, interventions focused on grid stability	Execution & hybridization; focus on securing grid access
Romania	More balanced but slower RES expansion	Strong regional divergence, headroom in certain areas	Gradual reopening afted GC era, CfD scheme launched	Location + pipeline selection; focus on grid, resource quality & zoning

Hungary increasingly represents an execution- and grid-access-driven market, while Romania remains a more location-selective but spatially diversified development landscape

Value is shifting across the renewable landscape as markets evolve from capacity build-out to integrated, flexible, execution-driven models

	FROM Where value has been	TO Where value is moving	WHY IT MATTERS
1 **FADING CAPACITY FOCUS** No longer megawatts above all	**Pure build-out and volume** Value driven by securing capacity and accelerating MW deployment.	**Access and connection optionality** Value determined by grid access, connection timing and locational availability.	**Scarce grid capacity is becoming the primary bottleneck**
2 **THE END OF THE SUBSIDY ERA** Policy support no longer predominantly drives returns	**Subsidy and FiT reliance** Returns underpinned by regulated tariffs and subsidy schemes	**Diverse revenue and market exposure** Value created through merchant exposure, CfDs and optimized revenue stacks.	**Market/based models unlock potentially higher returns but require active management**
3 **HYBRIDIZATION RISING** Single asset, single technology projects no longer the most attractive	**Standalone generation** Value focused on single technology projects with limited flexibility.	**Hybrid and flexible platforms** Value driven by co-location, storage integration and flexibility solutions	**Flexibility is key to merchant revenues and system value**
4 **EMERGENT PLATFORMS** Capital increasingly favours scalable and execution-ready portfolios	**Single-project investing** Value concentrated in individual asset economics.	**Portfolio and platform strategies** Value increasingly linked to pipeline depth, execution capability and optionality.	**Capital increasingly rewards repeatability, scalability and commercial resilience**

The next phase of value creation will com from positioning, integration and execution capabilities rather than pure capacity build-out

Recent deals and financing underline strong investor appetite for scale, bankability and execution-ready platforms across the region

Project / Asset	Deal overview	Analysis	What it signals	Seller / Investor
	APR 2026 **Renalfa platform expansion in Romania & EBRD financing in Hungary** Renalfa acquired a 258MW PV project in Romania and secured EBRD financing for its 450MW PV + 1 000 MWh BESS hybrid project in Hungary (Szihalom).	• 258 MW solar acquisition in Romania • Secured EBRD financing for a landmark hybrid project in Hungary • 1 GWh storage integration pipeline signals scale of investor ambition	Scaled platforms with storage optionality continue to attract institutional capital	RENALFA European Bank
	DEC 2025 **Greenvolt sells 253 MW Romanian wind project to ENGIE** Greenvolt agreed to sell a 253 MW wind farm project in Romania to ENGIE for up to EUR 472m.	• Large, banked, RtB wind asset with CfD • Strong strategic buyer with regional footprint • Transaction valued at up to EUR 472m • Utility buyer scaling Romanian renewables platform	Strategic utilities have acquisition appetite and ability to pay premia for scale and execution readiness	greenvolt engie
	APR 2026 **OMV Petrom & RNV go ahead with development of 300MW pipeline** Greenvolt agreed to sell a 253 MW wind farm project in Romania to ENGIE for up to EUR 472m.	• ~300 MW wind portfolio entering execution phase in Romania • Final investment decision secured, all permits in place • Projects expected to start production from 2027 onwards	Incumbent fossil-based players are redeploying balance sheets into energy transition assets	OMV Petrom renovatio
	DEC 2025 **OX2 acquires 3 Romanian wind projects totalling 235 MW from local developer** OX2 has acquired three onshore wind projects in Romania totalling 235 MW from Future Power.	• Tier-1 international renewable developer expanding Romanian footprint • Portfolio spans multiple development stages • Long-term pipeline build rather than opportunistic acquisition • Reinforces Romania as core growth market	International developers continue to readily take over high-quality projects in Romania	FuturePower OX2

Infrastructure funds, strategic utilities, incumbents and international developers are all active in the region, but capital is increasingly focused on bankable, hybrid and execution-ready projects

Photos are illustrative and do not in all cases represent the actual assets

Distinct but increasingly interconnected investment pathways are emerging across the renewable value chain

PHYSICAL / DEVELOPMENT LAYER
Building and owning energy infrastructure

COMMERCIAL / OPTIMIZATION LAYER
Extracting and realising value from assets

1 Grid-secured wind projects & RtB pipelines

Invest in ready-to-build (RtB) wind projects with secured grid access and strong permitting optionality.

Who should care
Utilities, IPPs, infra funds, strategic investors

Value driver
Asset access, optionality, de-risked execution

2 Platform aggregation and execution capability

Acquire and build regional platforms (component manufacturer, EPC, developers, O&Ms) to gain scale, presence and execution edge.

Who should care
PEs, infra funds, strategic consolidators

Value driver
Execution capability, local knowledge, scale

3 Hybrid retrofits

Enhance operating assets through co-location and storage to improve returns, flexibility and merchant resilience.

Who should care
Asset owners, IPPs, utilities, operators

Value driver
Improved economics, flexibility, bankability

4 Commercial optimisation and route-to-market platforms

Invest in trading, VPP, aggregation and optimisation capabilities to capture value through markets, flexibility and dispatch.

Who should care
Traders, VPP operators, integrated IPPs, utilities

Value driver
Optimisation alpha, market access, flexibility

− *Lower operational complexity* — *Higher operational complexity* +

There is no single winning model — competitive advantage will increasingly depend on how investors position themselves across assets, capabilities and commercial exposure

Ferdinand helps you navigate increasingly complex renewable markets

Ferdinand Investment Partners

We are an independent advisory firm combining deep local knowledge with financial and sector expertise to support investors, developers and strategic players to realize the right transaction

WHAT WE DO

Market intelligence & strategic positioning
- Market screening & investor mapping
- Regulatory and market analysis
- Cross-border opportunity assessment

Project & platform advisory
- Project screening & bankability assessment
- Revenue model & value stack analysis
- Hybridisation & flexibility strategy

Transaction & capital advisory
- Buy-side and sell-side advisory
- Investor outreach & process management
- Valuation, financing, due diligence support

Commercial & portfolio optimisation
- Portfolio strategy support
- Route-to-market considerations
- Market access & optimization

WHO WE SUPPORT

Investors & infrastructure funds
Platform evaluation, acquisition support and portfolio growth strategy

Developers & asset owners
Financing readiness, strategic positioning, investor outreach and transaction execution

Utilities & strategic players
Market entry, partnership screening and portfolio optimisation

Lenders & institutional partners
Independent analysis, valuation and transaction support

Ferdinand combines local execution, senior presence, financial rigor and sector insight across Hungary and Romania

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