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# 01 Context

# GreenVolt's strategy and execution will contribute to increase the amount of renewable energy sources in Europe



War in Ukraine and constraints on natural gas have increased electricity prices in Europe to unsustainable levels. Renewable Energy Sources (RES) are the obvious solution to reduce energy prices and reinforce security of supply



Permitting is the main bottleneck for growth in utility scale RES. The European Commission recognized that development is critical to deploy more resources in the system



Current market instability has increased the demand for Long Term PPAs and, on the other hand, is driving investor's appetite for projects at commercial operation date (COD)



Current high power prices and the price for forward contracts are accelerating demand for Distributed Generation (DG), through self consumption and energy communities, which may represent 25% of European consumption in the future



Baseload renewables, such as sustainable biomass, are playing a bigger role in energy independence



GreenVolt's business areas are key to the EU's energy strategy going forward



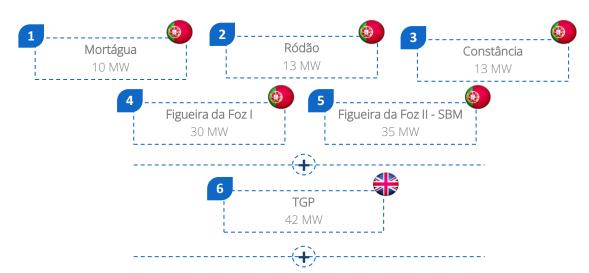


02

# GreenVolt is a unique player in the new energy world

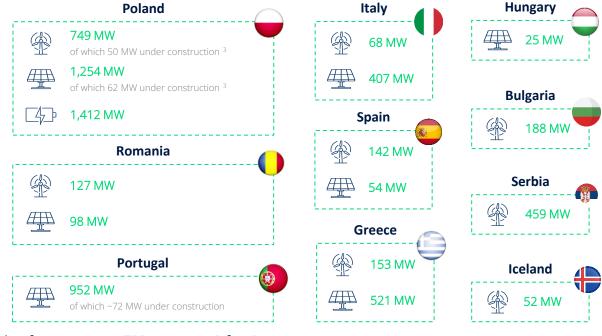
# A renewables player focused on three business areas in high growth geographies

## 01 Biomass operations with long term regulated tariffs

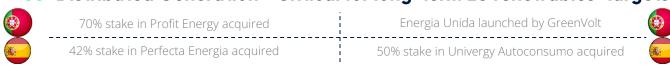


Supply fully secured<sup>1</sup> from Altri providing an unparalleled competitive advantage

## 02 6.7 GW pipeline in Europe<sup>2</sup>, o/w 229 MW in operation or U/C

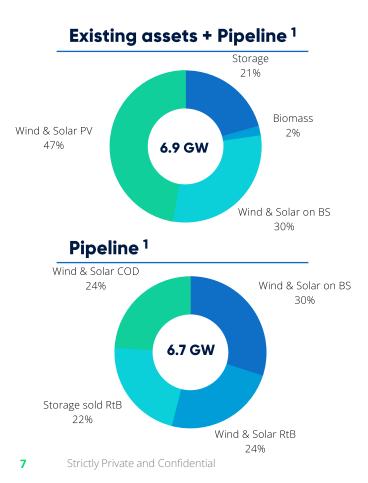


## **03** Distributed Generation - Critical for long-term EU renewables' targets

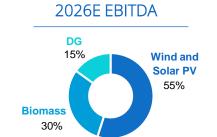




# Business Plan was revised with more ambitious goals, aligning it with recent market developments







EBITDA

2021A-2026E EBITDA
CAGR:

~43% | ~6.0x
~2X IPO 2025 target

Net income

2021A-2026E Net
income CAGR:

~64% | ~12.0x

These goals led to a successful €100m capital increase in July 2022, 187% oversubscribed



# Positive performance driven by operational expertise and inorganic growth

## FY21 in numbers

142 €m ↑ 75 €m

Total Income



Recurring EBITDA Pro-Forma<sup>1</sup>

1H22 in numbers



113<sub>€m</sub> ↑ 36.8<sub>€m</sub> ↑



**EBITDA** 

11.9 €m ↑

Adjusted Net Income<sup>2</sup>

Net Income 4

Total Income



# In addition to its sound results, GreenVolt is already delivering and benefitting from its asset rotation strategy

## **Snapshot**



Recent **European policy proposals** driven by geopolitical instability and energy market dynamics, **endorses GreenVolt's strategy** presented at the IPO and reinforced at the capital increase.



In 1H22 GreenVolt presented solid results, with EBITDA of 37 €m (+248%) driven by:

- Biomass continuing to deliver strong performance, with further improvements to be implemented enhancing the operational efficiency. Currently baseload renewables, such as sustainable biomass, are playing an increasingly significant role in energy independence;
- Continued investment in the **Utility Scale** development platforms to **increase the pipeline** and taking **more projects from RtB to COD**. The short-term pipeline increased from 2.7 to 2.9 GW;
- Strong revenue growth witnessed in the Distributed Generation segment over the 1H22, confirming the acceleration of the market, with installed capacity doubling in 2Q22.
- GreenVolt continues to actively look for further expansion opportunities via organic and inorganic growth.



Already during 3Q22, two important strategic **milestones** were achieved in pursuing GreenVolt's strategy:

- Strong balance sheet reinforcement with a 100 €m capital increase, and recognition with an investment grade rating (BBB-) awarded by EthiFinance;
- The **first asset sale agreement** was signed, marking the success of the company's asset rotation strategy, with financial impact expected over 2H22.



GreenVolt continues in the right track to implement the Business Plan proposed to the investment community at the IPO and at the recent capital increase.



# It has been an exciting journey and the foundations are being laid to move the story forward

#### **3Q21**

- Acquisition of Tilbury Green Power, a biomass power plant with capacity of 42 MW
- IPO of 30% GreenVolt's equity on Euronext Lisbon
- 100% acquisition of V-Ridium
- Acquisition of 70% stake in Profit Energy

#### **1Q22**

- GreenVolt acquired 35% stake in MaxSolar
- 50% JV allowing access to 243 MW of Solar PV pipeline promoted by Infraventus

#### **3Q22**

- Share capital increase of 100 €m, with preferential subscription rights for existing shareholders
  - Sale of 98 MW of wind and solar capacity in Poland to Iberdrola
- First Investment grade rating (BBB-) issued by EthiFinance

### **1Q21**

- Beginning of GreenVolt under the leadership of Mr. loão Manso Neto
  - Spin-off from Altri

#### **4Q21**

- Acquisition of 42% stake in Perfecta Energia
- Green Bond issuance of 100 €m

#### **2Q22**

- Acquisition of 50% stake in Univergy
- Launch of Energia Unida, focused on the Energy Communities segment
- Launch of Sustainable Energy One
- Acquisition of a 45 MW Solar PV park in operation in Romania
- Acquisition of a 90 MW wind farm in Iceland under development



# The Capital Increase of July improved our Net Debt and strengthened our robust Liquidity position

Commercial paper	<b>65</b> €m
Project Finance	<b>201</b> €m
Bonds	<b>273</b> €m
Bank Loans	<b>31</b> €m
Cash	<b>279</b> €m
Net Debt as of Jun22	<b>290</b> €m
Capital Increase of Jul22	100 €m
Pro-Forma Net Debt <sup>1</sup>	<b>190</b> €m

100 <sub>€m</sub> + 197 <sub>€m</sub> = 297 <sub>€m</sub> Uncommitted Credit Lines Committed Credit Lines Total Credit Lines 30 €m committed until 2027 20 €m committed until 2026 20 €m committed until 2025 127 €m committed on an annual revolving basis



# Our conservative financial policy: mid-term sustainable leverage target Net debt / EBITDA of 3.5-4.0x

A resilient and well-balanced financial structure with low liquidity risk and a strong cash position supporting future growth



190 €m

Pro-Forma Net Debt ¹

**3.9** Years



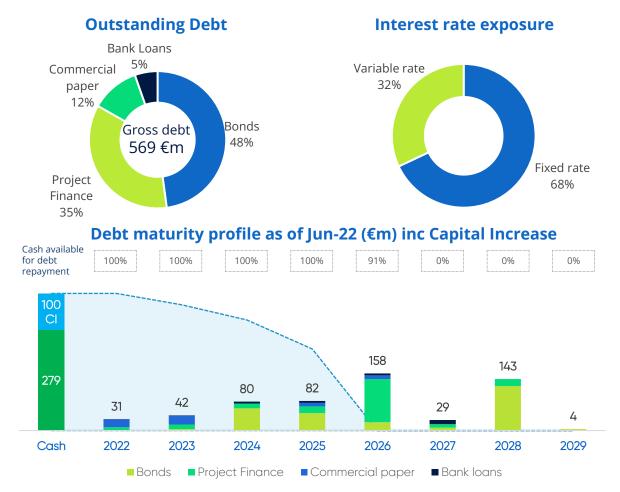
**26** %

Green Bonds

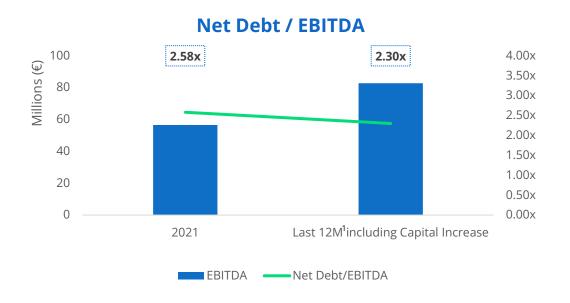
Average Life

- 387 €m raised post IPO, of which 85 €m in bonds in 2Q22
- Cash and unused credit lines amounting to 511 €m
- 164 €m in commercial paper and project finance signed over 2Q22
- 100 €m capital increase during the third quarter of 2022
- Investment grade rating (BBB-) with stable outlook by EthiFinance



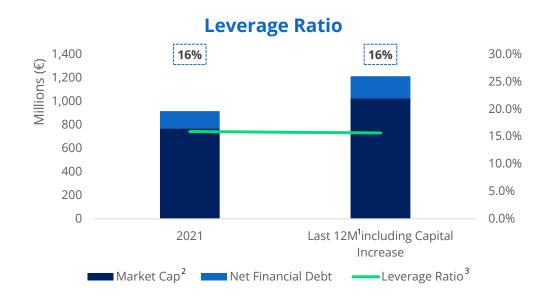


# Over the last 12 months GreenVolt has continued to execute its ambitious growth plan, preserving a prudent leverage





✓ Net Debt to EBITDA kept consistently below our mid-term target



- ✓ The capital structure of GreenVolt continues to be mainly supported by
  equity holders
- ✓ GreenVolt's leverage ratio of 16% leaves much space for capital structure optimization



# GreenVolt has a resilient and well-balanced financial structure vs IPP players in Europe







# O3 GreenVolt's updated value proposition

# The geopolitical status has changed the energy sector trends for the upcoming years

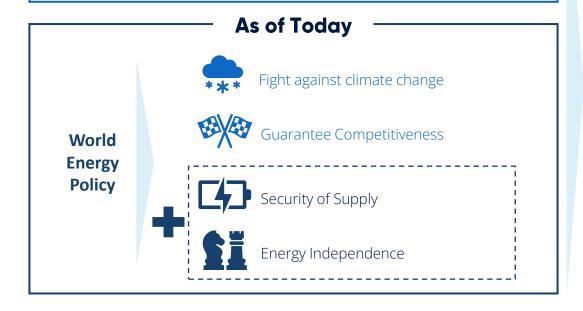
World

\*\*\* Fight against climate change

Energy

Policy

Guarantee Competitiveness







Renewables - wind and solar - very well placed in the new energy world paradigm as they fulfil all these criteria and lend themselves to the distributed generation initiative

# Governments increased their goals of renewables weight

- ✓ The RE Power EU Package should allow to reduce its imports of Russian gas by 2/3 before next winter and entirely by 2027 ¹
- ✓ The European Commission (EC) proposes to increase the 2030 target for renewables from 40% to 45%²
- ✓ The EC recognized that permitting is the bottleneck
  and is encouraging (i) the removal of administrative
  / market barriers and (ii) the implementation of
  support schemes to PPAs¹
- ✓ Rooftop PV could provide almost 25% of the EU's electricity consumption<sup>2</sup> and the European Solar Rooftops Initiative sets the goal of adding 58 TWh until 2025<sup>1</sup>
- ✓ More opportunities to invest in renewables in the different value chain segments



# Unique renewable energy player with solid and sustainable strategic pillars

- **O1** Well-established and positioned company in the renewable energy sector with proven operational and financial capabilities
- **O2** GreenVolt's strategy is focused on 3 key business areas:

Wind & Solar Utility-Scale

Distributed
Generation

Residual

**Biomass** 

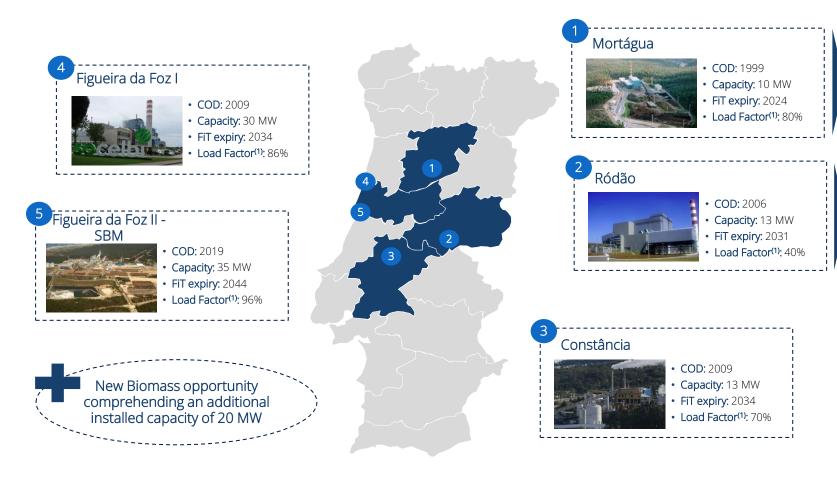
- Additional growth in the development phase, where most of the value lies. Driving more projects to COD, while still selling at RTB keeping a balanced farm down (case-by-case analysis depending on where the largest value creation is)
- Consolidation and expansion through co-development agreements, as it is the most effective way to grow with a quick time-to-market
- Hold 20-30% of existing pipeline of projects developed on balance sheet, via long term contracts (PPAs)
- Accelerated growth in the self-consumption and energy communities' markets, on the back of a renewed market demand for renewable energy, namely Rooftop PV could provide almost 25%<sup>1</sup> of the EU's electricity consumption
- Consolidation of positions in Portugal and Spain; Entering new markets, with emphasis on Commercial & Industrial clients and Energy Communities
- Continuous optimization of existing plants
- Possible greenfield projects in Portugal of up to 20 MW
- Capital allocation flexibility aimed at opportunistic M&A in the renewable energy space
- Conservative and strong financial policy with stable and predictable cashflows

  Competitive Human Resources policy focused on recruitment and retention of top-tier people

  Increased liquidity following Altri's dividend-in-kind and share capital increase of July



# GreenVolt is the leading Biomass player in Portugal...



## Mortágua II



- Plant under technical evaluation
- Several authorisations already issued
- Once the replacement of Vila Velha de Ródão Plant turbine was completed, the plant went into operation on September 6<sup>th</sup>, 2021
- Excluding the outage, the load factor would be 71%

#### Operational

**101 MW** injection capacity

880 GWh production generated

~81% load factor 1

~87% load factor ¹ excluding Ródão Outage

#### **Financials**

14-year <sup>2</sup> FiT visibility

Average FiT of 120 € / MWh in 2021, linked to inflation



# ... pursuing European opportunities that can be optimised

Tilbury Green Power



COD: 2019

• Capacity: 42 MW

ROC expiry: 2037

• Load Factor: 86%(1)

#### **Tilbury Green Power Holdings Limited (TGPH)**

- 51% stake acquired in July '21
- Strategically located c.25 miles from London to economically process urban waste wood
- Multiple long-term value enhancement opportunities given strategic location and land leased until 2054
- High degree of cash flow visibility, including ROCs revenue underpinned by RPI-index up to 2037 and long-term agreements in O&M and supply of biomass



#### Operational

**42 MW** injection capacity **310-335 GWh** p.a. production generated **~86%-92%** load factor <sup>1</sup>

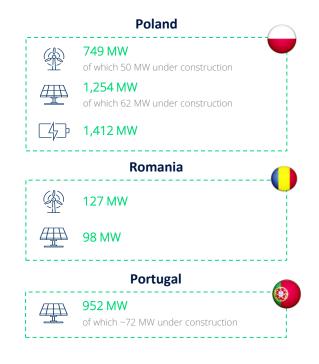
#### **Financials**

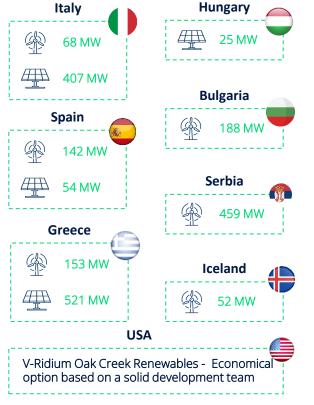
15-year ROC visibility
1.40 ROCs / MWh

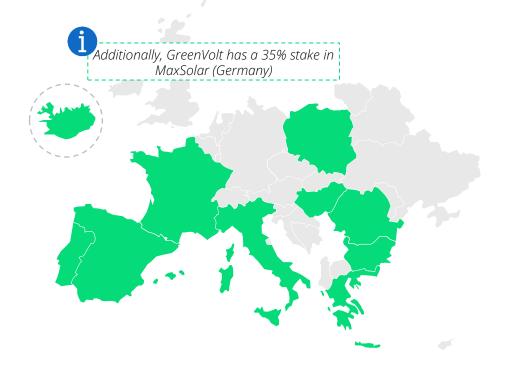
Potential acquisition of at least two more ~40 MW Biomass power plants in the next five years



## Wind and solar utility scale: 6.7 GW<sup>1</sup> in project-scarce markets and high growth potential geographies, identifying market niches

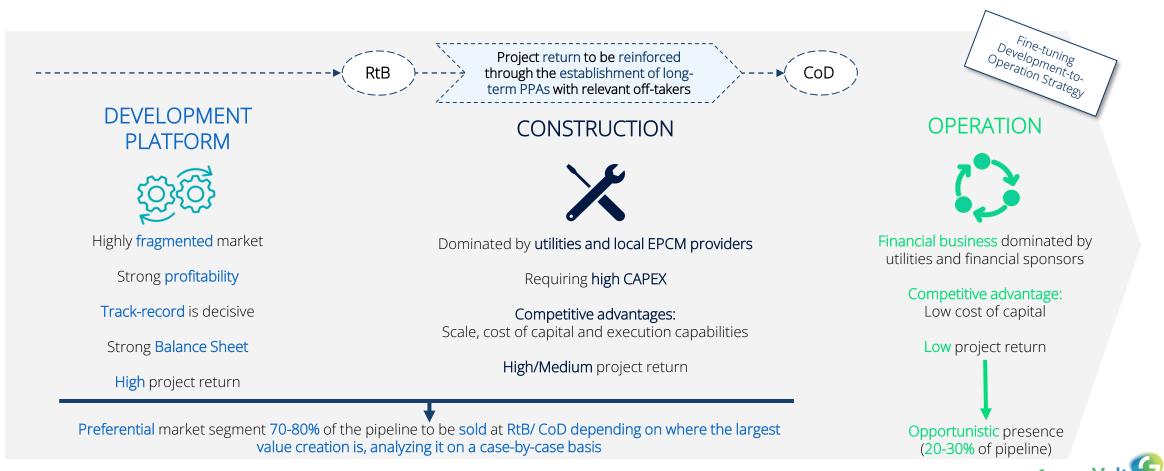








# GreenVolt's core strategic positioning unchanged: selective extension to COD as a complement to development



# GreenVolt's experienced team has the capabilities to develop and selectively construct, fully de-risking wind and solar projects up to COD

Macro trends impacting construction phase...



**Inflation** putting pressure on construction margins due to rising raw material and logistics costs



Modules scarcity due to **temporary supply chain distress** leading to temporary increases in prices and creating a mismatch between supply and demand continues to drive volatility



**Increased perceived risk of construction** of renewable assets...



...Increasing demand from investors to acquire projects at COD (fully de-risked)



GreenVolt is leveraging its competitive advantages to act as a turnkey provider in the new context



Strong track record through an experienced team in developing and constructing renewable assets



Vast industry knowledge to find profitable long-term PPAs (e.g. T-Mobile Polska PPA)

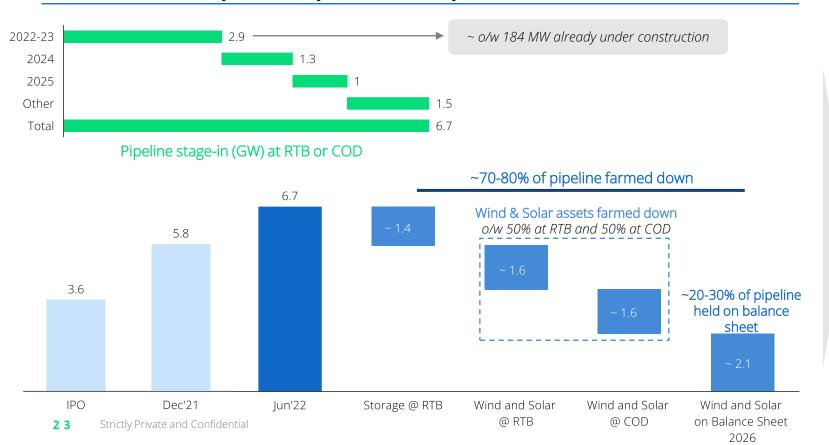


Ability to deliver COD projects, **controlling the risk** and **retaining attractive returns** (fixing energy sales price and capex simultaneously)

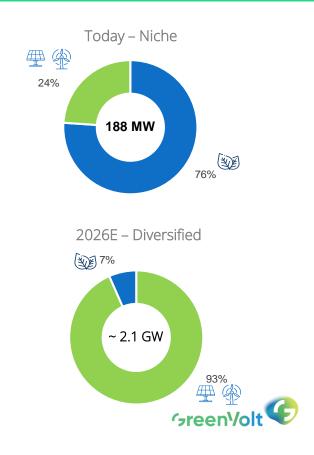


# 6.7 GW pipeline<sup>1</sup> to be developed, of which ~2.9 GW RTB or COD by the end of 2023

## GreenVolt development capabilities – Pipeline breakdown (GW) 1



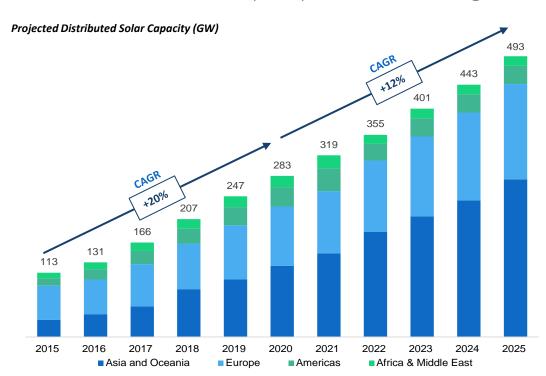
## Operational capacity mix by technology



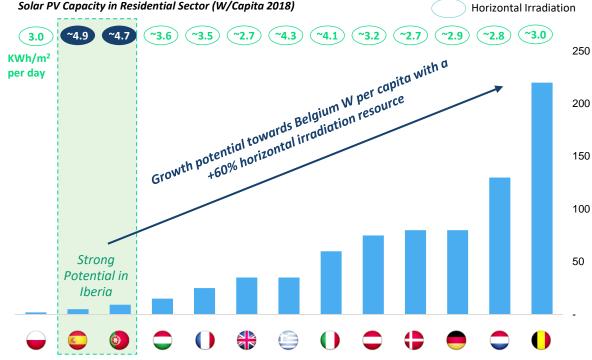
<sup>&</sup>lt;sup>1</sup> Probability-weighted pipeline. Excludes USA and Germany

# Strong DG growth potential in Europe, where 25% of energy consumption is expected to be supplied by this axis

Self-consumption penetration in Portugal and Spain remains significantly below other European countries



Key global mega-trends will drive Distributed Generation development



Self-consumption penetration in Portugal and Spain remains significantly below than other European countries

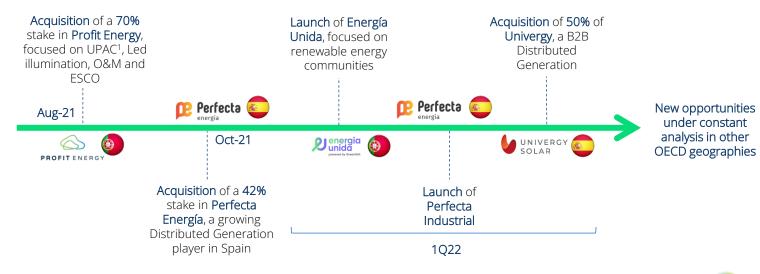
# DG: GreenVolt's firm third strategic lever

## **Distributed Generation market**

- High growth market, a large consolidation opportunity
  - o Global mega trend driving Distributed Generation
  - **Energy communities** as the enhancement of self consumption
  - Cross selling as a key lever to push growth (i.e. batteries and EV chargers)
- Industrial and residential clients-focused operators
  - Family houses: customers seek simple solutions (1.5-15 KWp) with significant cost savings
  - Dwelling buildings, SMEs and other (i.e. schools): clients seeking sustainability and savings (10-100 KWp)
  - High street and hotels: sophisticated customers seeking strong savings (above 100 KWp)
  - **Industrial** (large projects with sophisticated customers) looking for short paybacks (> 120 KWp)

## **Our Strategy**

- Take advantage of market's under-penetration and capture significant growth opportunities available
- Target full integration within GreenVolt and activate synergies
- Enhance access to consumer, increasingly strategic in the new energy transition
- Increase GreenVolt's ESG commitment





# Given high growth prospects, DG has accelerated as a strategic pillar of GreenVolt

The DG market has shown high growth enhanced by the high electricity pool prices, representing a strong opportunity to further consolidate GreenVolt's position in this business unit



5.6 MWp

Capacity Installed 1022

Capacity Installed 2Q22

**Installed Capacity** doubled in 2Q22

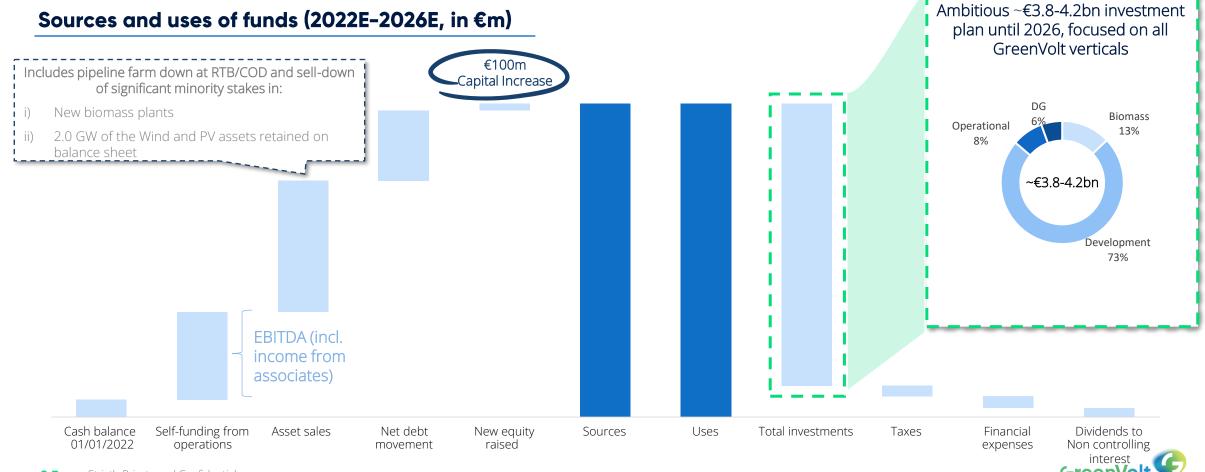
77.7 MWp

Backlog 1H22

**Spain Portugal** UNIVERGY Perfecta **PROFIT** ENERGY 70% Stake 42% Stake 50% Stake 2 **RES Communities** B<sub>2</sub>B + 17 MWp in backlog B<sub>2</sub>B as of Sep22



GreenVolt plans to invest ~€3.8-4.2bn until 2026, with moderate increase of financial debt



# GreenVolt has a unique positioning within the renewable sector...



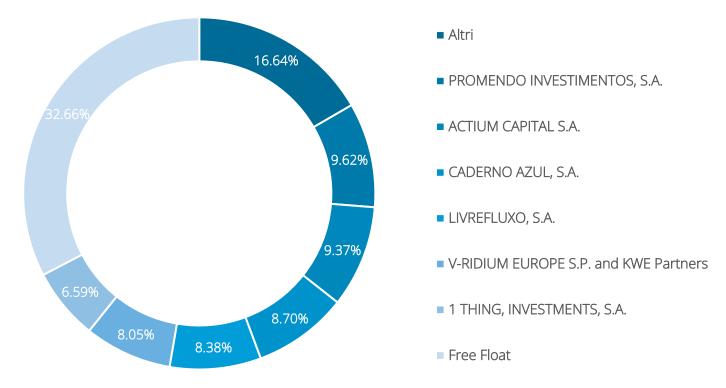
...to capture the multiple accretive opportunities ahead





# 04 Appendix

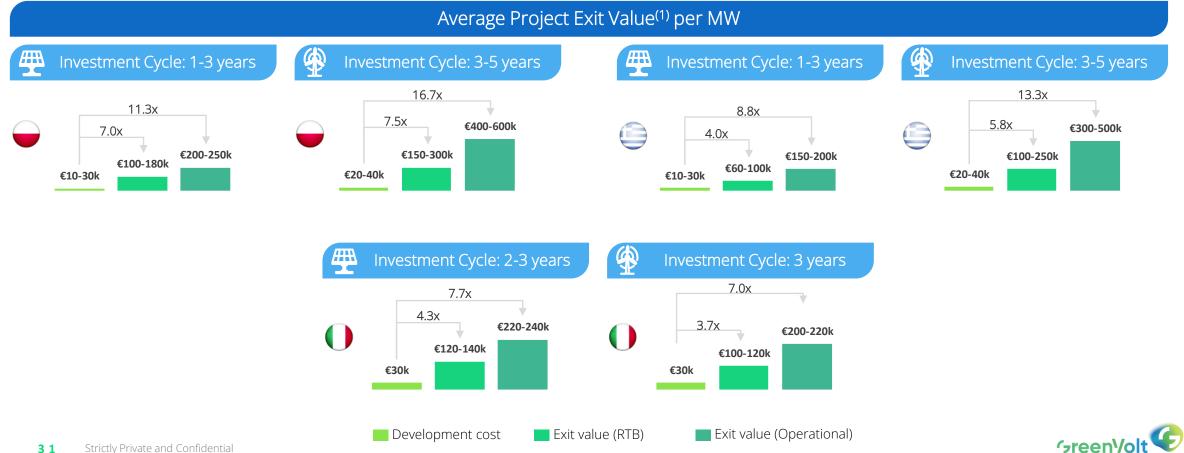
# **Current Shareholder structure**





# GreenVolt's value creation for each type of project

GreenVolt's investment decisions to be based on best risk-adjusted returns across core markets



# **Competitive HR policy**

Well-defined HR strategy, based on attracting and retaining toptier people across different geographies

## **HR Strategic pillars**

Recruitment

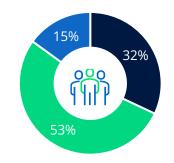


Retention

## **Highlights**

GreenVolt has more than 370 people from 20 different nationalities distributed across 12 geographies

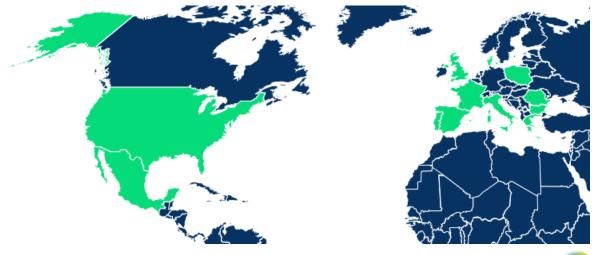
## 01 Employees





■ < 30 years old ■ 30 - 50 years old ■ > 50 years old

## **02** Geographies





## Clear ESG-focused investment proposition under a bestpractice Governance model

### Main policies and initiatives

- Leader in forest-based renewable energy in Portugal growing in other renewable energy sources
- SBM Green Bond. 1st green bond listed on Euronext Access Lisbon
- Additional €100m Green Bond issued in Nov 2021 for a 7-year tenor with an annual fixed interest rate of 2.625%
- Member of the United Nation's Global Compact since January 2021















■ *Finance for the Future* Award (Euronext Lisbon Awards 2020 edition)

#### Well structured Governance

- Incorporating international guidelines
- Well-balanced and diverse Board of Directors
  - c.36% of independent members
  - c.36% of female members
- Well-established and organised system:
  - Remunerations and Nominations and Audit, Risk and Related Parties committees
  - Strategic and Operational Monitoring Committee
  - Ethics & Sustainability Committee
  - Strong Code of Ethics and active Risk Management
  - Reporting and disclosure according with market references

## Strong Human Resources policies

- Active employee retention policies
- Retribution policies with GreenVolt's objectives fully aligned
- Best-in-class training policies
- Focus on diversity



V-Ridium: Strong local and reputed development team with proven delivery capabilities of pipeline development

and asset rotation

Radek Nowak

- V-Ridium CEO based in Poland
- +25 years of experience
- ~1 GW of PV & Wind developed
- ~€900m of closed transactions



US Country Manager

- 20 years of experience
- Founder of Enercap
- Previously Managing Partner of Killcullen Kapital



Bogdan Berneaga

- Romania Country Manager
- +20 years of experience
- ~1 GW of Wind and Gas constructed
- €500m of secured investments



France Country Manager

- 25 years of experience
- ~2 GW of PV & Wind developed & closed

Franck Camus ~€750m of closed M&A



- Bulgaria Country Manager
- +15 years of experience
- ~1 GW of Wind originated and executed
- ~300 MW of secured investments



Italy Country Manager

- +25 years of experience
- ~4 GW of PV & Wind developed
- Previously CEO at Falck Renewables UK and Sergio Chiericoni Chief Business Development at ERG



 Executive Strategy & Investment Officer and Greece Country Manager

- +15 years of experience
- CDO/COO and Executive Board Member at EDPR
- **CFO** at Ocean Winds



geographies

transactions





- +25 years of experience
- ~8 GW of project development (mostly co-developments)



Pedro Mc Carthy

V-Ridium CFO based in Poland

- +12 years of experience
- Previously EDP Global Solutions and EDP Real Estate



- +20 years of experience
- ~1 GW of PV & Wind developed
- Daniel Dżaman ~ €600m of closed transactions



- +18 years of experience
- ~€600m of closed transactions
- Grzegorz Slupski Previously Head of M&A in PGE and GEO renewables



- +20 vears of experience
  - ~1 GW of PV & Wind developed
- Krzvsztof Urban ~€600m of closed transactions



- +11 years of experience
  - 500 MW AM business in Poland
  - Previously Senior global R&D manager for Pepsico



- +25 years of experience
- CTO of Energa DSO
- +1 GW of obtained grid connection rights in Poland

+200 years of origination and execution experience

+17 GW<sup>(1)</sup> developed

~85 employees in all

+€2.5bn closed

Strictly Private and Confidential

<sup>1</sup> Net pipeline, including co-developments

