

Company Flash Note

Reason: Estimates revision

12 February 2020

Buy

Recommendation unchanged

Share price: EUR 10.70

closing price as of 11/02/2020

Target price: EUR 13.50

from Target Price: EUR 9.25

Upside/Downside Potential 26.2%

Reuters/Bloomberg

GRN.MC/GRN.SM

Market capitalisation (EURm) 227

Current N° of shares (m) 21

Free float 10%

Daily avg. no. trad. sh. 12 mth 8

Daily avg. trad. vol. 12 mth (m) 326.36

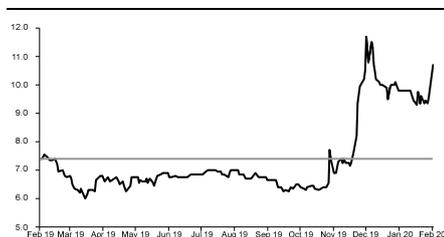
Price high/low 12 months 11.70 / 6.00

Abs Perfs 1/3/12 mths (%) 9.18/55.07/44.59

Key financials (EUR)	12/17	12/18	12/19e
Sales (m)	35	35	43
EBITDA (m)	2	2	4
EBITDA margin	5.4%	6.5%	8.9%
EBIT (m)	1	1	2
EBIT margin	3.7%	3.7%	5.7%
Net Profit (adj.)(m)	1	(3)	(5)
ROCE	5.5%	1.1%	0.6%
Net debt/(cash) (m)	14	88	315
Net Debt Equity	3.1	nm	nm
Net Debt/EBITDA	7.5	37.9	83.6
Int. cover(EBITDA/Fin.int)	3.6	2.3	2.5
EV/Sales	1.9	6.8	12.1
EV/EBITDA	35.0	nm	nm
EV/EBITDA (adj.)	35.0	nm	nm
EV/EBIT	51.1	nm	nm
P/E (adj.)	nm	nm	nm
P/BV	13.1	60.0	63.5
OpFCF yield	-6.3%	-42.1%	-109.7%
Dividend yield	0.0%	0.0%	0.0%
EPS (adj.)	0.03	(0.12)	(0.26)
BVPS	0.19	0.12	0.15
DPS	0.00	0.00	0.00

Shareholders

Founder family 90%;



Source: FactSet

GREENALIA MAB (Rebased)

Analyst(s)

Victor Peiro Pérez

victor.peiro@gvcgaesco.es

+34 91 436 7812

El delivery tiene un precio

Greenalia ha conectado a la red su primer parque de generación eólica con 24MW, con un load factor del 40% frente a la media nacional del 25%. También de acuerdo al calendario esperado, conectará en breve la planta de biomasa de Curtis en A Coruña con 50 MW. En la actualidad ya tiene otros 50MW eólicos en construcción y 128 MW "Ready to Build". Estos hitos demuestran, en nuestra opinión la capacidad de la empresa de llevar a cabo sus planes, que contemplan la instalación de más de 1.000 MW hasta 2023. Incrementamos nuestro precio objetivo desde 9,25 EUR a 13,5 EUR/ACC. A medida que se vaya avanzando en la ejecución de los siguientes proyectos el riesgo puede seguir bajando y la valoración subiendo.

- ✓ La culminación de los dos mencionados proyectos implica una bajada del riesgo de ejecución que asumíamos en nuestra valoración de hace menos de un año.
- ✓ Además del delivery realizado por la propia empresa, las condiciones favorables del contexto macroeconómico para la actividad renovable tienen que ser reflejadas en la valoración. Estos factores impulsores del valor de los activos renovables son, por un lado, el entorno de bajos tipos de interés que no pensamos que vaya a cambiar en el medio plazo. Esto lleva a menores costes de financiación y una alta demanda de este tipo de activos a rentabilidades que implican más creación del valor para los desarrolladores como Greenalia. Por otro lado, el fuerte avance de la presión social, financiera y política para impulsar la Transición Energética y la descarbonización de la economía, que apoya una regulación favorable, una mayor oferta de financiación y una demanda de off-takers para comprar la electricidad generada por activos renovables.
- ✓ Las menores tasas de descuento se reflejan en dos inputs concretos de nuestra valoración. Por un lado, aplicamos una menor wacc para los dos proyectos que ya están funcionando y por otro bajamos la tasa de actualización de proyectos futuros. El resultado es que nuestra valoración por agregación del valor de los proyectos de la empresa, desde 217 mEUR a 300 mEUR (14EUR/ACC).

Greenalia projects valuation keys

mEUR	Capacity (MW)	Capex (mEUR)	Capex/M W (mEUR)	Valuation (mEUR)	Funding structure	Funding cost	Project wacc	Project IRRe	PNAV
Greenalia		18		48.4					30.4
Curtis	49.9	135	2.705	187.4	75.0%	4.0%	5.5%	8.4%	52.4
Eolo I	184.0	206	1.120	312.3	75.0%	5.0%	5.5%	10.0%	106.3
Eolo II	243.0	280	1.152	346.4	60.0%	5.0%	6.0%	8.1%	59.9
Eolo III	153.0	165	1.078	195.0	55.0%	5.0%	7.0%	8.7%	25.7
Eolo IV	197.0	210	1.066	233.3	55.0%	5.0%	8.0%	9.1%	19.0
Sunrise I	230.0	128.8	0.560	132.9	65.0%	5.0%	8.0%	8.2%	3.4
Sunrise II	200.0	105	0.525	108.9	65.0%	5.0%	8.0%	8.3%	3.0
Total	1,256.9	1,229.8	0.98	1,564.6	64.3%	4.9%	6.9%		300.1

Greenalia BP and GVC Gaesco estimates. * Fuelwood, logistics, forestry, wood

- ✓ El cambio que hemos hecho en la valoración es la bajada de las wacc aplicadas a los tres primeros proyectos, porque dos de ellos como hemos explicado ya están en marcha y el otro ha ganado visibilidad. Ahora utilizamos 5,5% para los dos primeros desde 7% y 6% respectivamente y 6% desde 7% para la segunda fase de proyectos eólicos. Para el resto de los proyectos la dejamos igual.
- ✓ Con estos cambios obtenemos una valoración por MW eólico de 1,7 mEUR para los que están en funcionamiento o en construcción, y 1,4 mEUR/MW y 1,27 mEUR/MW para los que se construirán en las siguientes fases.

Valor de los activos actuales y valor de la cartera de proyectos

Adicionalmente, hemos dado un valor de 20kEUR/MW al pipe line más visible. Nos hemos apoyado en el gran número de operaciones de compra-venta de derechos de instalación en diferentes fases, con una horquilla de valoración de entre 10kEUR/MW a 150kEUR/MW (para proyectos RtB).

En la siguiente tabla hacemos un ejercicio para establecer los rangos en los que se puede mover la valoración de la compañía. En la parte superior de la tabla hemos valorado solamente los dos proyectos ya en funcionamiento o construcción, que estimamos aportarán un Ebitda de unos 43 mEUR en 2021. Aquí sumamos el valor mencionado de la parte de la cartera de proyectos más visible (con permiso a la red consolidado). Esto nos daría un valor de 8EUR por acción, que supone un suelo en nuestra opinión y no descontaría ningún tipo de crecimiento. Con ese Ebitda esperado, la valoración equivaldría a un EV/Ebitda de 12,6x, que es un múltiplo en línea o por debajo de las transacciones en el sector.

En la parte de abajo, hemos valorado dicha parte de la cartera de proyectos pero como si se llevaran a buen término y el valor obtenido lo hemos actualizado a valor presente con una tasa del 5% y como si se desarrollasen en 15 años.

Greenalia: acid test valuation

	2021	Ebitda	EV	EV/MW	Debt	Equity	Implicit EV/Ebitda
MW Biomass	50	15	187	3.7	135	52	
MW Wind	202	22	293	1.5	236	57	
Renewables	252	37	480	1.9	371	109	
Traditional business		6	40		0	40	
Pipeline (at Eur20k/MW)	1,022.6		20		0	20	
Value current assets						170	
Value current Assets (EUR/Sh)		43				8.0	12.6x
VA pipeline developed	1,423	126	1,291	0.9	816	475	
Wind	793	75	829	1.0	638	191	11.0x
PV	550	30	303	0.6	116	186	10.0x
Biomass	80	20	160	2.0	62	98	8.0x
VA pipeline developed (present value at 5% 15 years)						228	
Value developed pipeline (EUR/Sh)						10.8	8.3x
Value current assets and developed pipeline (mEUR)		169	1,832		1,187	398	
Value current assets and developed pipeline (EUR/Sh)						18.8	10.9x

GVC Gaesco Valores

Para el cálculo de este valor, hemos utilizado unos multiplicadores más cautos dado el riesgo de ejecución. Obtenemos un valor del pipeline de 228 mEUR o 10,8 EUR/ACC, que sorprende ya que se comparan más de 1.400 MW de pipeline con sólo 252 en funcionamiento o construcción.

Es decir, si se ejecuta toda la cartera de proyectos el valor por acción podría llegar a 18,8 EUR/ACC.

Establecemos nuestro precio objetivo en la media de 13,5 EUR/ACC que además coincide con la valoración anteriormente comentada obtenida proyecto a proyecto y con nuestra valoración por DCF de todos los proyectos en su vida útil de 30 años (con valor residual del 20%). Además en nuestra nueva valoración hemos incorporado el ligero retraso de puesta en marcha de los proyectos de la primera fase eólica (unos seis meses) y hemos cambiado el precio de venta de la electricidad desde 42 a 45 EUR/ACC para la primera fase de los proyectos eólicos, la hemos bajado desde 42 a 39, 35 y 33 para los proyectos que se van a poner en marcha progresivamente entre 2021 y 2025.

Greenalia: Summary tables

PROFIT & LOSS (EURm)	12/2017	12/2018	12/2019e	12/2020e	12/2021e	12/2022e
Sales	35.0	35.4	42.5	81.4	129	150
Cost of Sales & Operating Costs	-33.1	-33.1	-38.8	-59.5	-76.8	-83.8
Non Recurrent Expenses/Income	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	1.9	2.3	3.8	21.9	51.8	66.0
EBITDA (adj.)*	1.9	2.3	3.8	21.9	51.8	66.0
Depreciation	-0.6	-1.1	-1.3	-8.2	-17.6	-22.4
EBITA	1.3	1.3	2.4	13.7	34.2	43.6
EBITA (adj)*	1.3	1.3	2.4	13.7	34.2	43.6
Amortisations and Write Downs	-0.0	0.1	0.0	0.0	0.0	0.0
EBIT	1.3	1.3	2.4	13.7	34.2	43.6
EBIT (adj.)*	1.3	1.3	2.4	13.7	34.2	43.6
Net Financial Interest	-0.5	-1.0	-1.5	-13.3	-26.3	-34.9
Other Financials	0.0	0.0	0.0	0.0	0.0	0.0
Associates	0.0	0.0	0.0	0.0	0.0	0.0
Other Non Recurrent Items	0.0	0.0	0.0	0.0	0.0	0.0
Earnings Before Tax (EBT)	0.8	0.3	0.9	0.5	7.9	8.7
Tax	-0.0	0.2	-0.2	-0.1	-2.0	-2.2
<i>Tax rate</i>	<i>6.4%</i>	<i>n.m.</i>	<i>25.0%</i>	<i>25.0%</i>	<i>25.0%</i>	<i>25.0%</i>
Discontinued Operations	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1
Net Profit (reported)	0.6	0.4	0.6	0.3	5.9	6.5
Net Profit (adj.)	0.7	-2.6	-5.4	-13.0	-8.3	-16.8
CASH FLOW (EURm)	12/2017	12/2018	12/2019e	12/2020e	12/2021e	12/2022e
Cash Flow from Operations before change in NWC	1.3	1.5	2.0	8.5	23.6	28.9
Change in Net Working Capital	-2.3	11.0	-1.3	-8.9	-12.2	-5.7
Cash Flow from Operations	-1.0	12.5	0.7	-0.4	11.3	23.3
Capex	-2.3	-77.8	-222.0	-191.5	-286.9	-304.4
Net Financial Investments	0.0	0.0	0.0	0.0	0.0	0.0
Free Cash Flow	-3.3	-65.3	-221.3	-191.9	-275.6	-281.1
Dividends	0.0	0.0	0.0	0.0	0.0	0.0
Other (incl. Capital Increase & share buy backs)	3.0	0.0	-5.8	-13.2	-12.2	-21.1
Change in Net Debt	-0.3	-65.3	-227.0	-205.0	-287.8	-302.2
NOPLAT	1.0	1.0	1.8	10.3	25.7	32.7
BALANCE SHEET & OTHER ITEMS (EURm)	12/2017	12/2018	12/2019e	12/2020e	12/2021e	12/2022e
Net Tangible Assets	7.4	87.9	309	492	761	1,043
Net Intangible Assets (incl. Goodwill)	3.0	4.5	10.3	23.5	35.7	56.8
Net Financial Assets & Other	1.1	2.1	2.1	2.1	2.1	2.1
Total Fixed Assets	11.5	94.5	321	517	799	1,102
Inventories	2.4	3.9	4.7	9.0	14.2	16.6
Trade receivables	5.3	7.6	9.2	17.6	27.8	32.3
Other current assets	3.4	0.2	0.2	0.2	0.2	0.2
Cash (-)	-8.6	-10.6	-10.6	-10.6	-10.6	-10.6
Total Current Assets	19.6	22.4	24.7	37.4	52.9	59.8
Total Assets	31.1	117	346	555	852	1,162
Shareholders Equity	4.0	2.6	3.2	3.4	9.3	15.7
Minority	0.6	0.5	0.6	0.7	0.8	0.9
Total Equity	4.6	3.1	3.8	4.1	10.0	16.6
Long term interest bearing debt	10.3	81.9	260	451	695	952
Provisions	0.0	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.1	0.1	0.1	0.1	0.1	0.1
Total Long Term Liabilities	10.3	82.0	260	451	696	952
Short term interest bearing debt	12.5	16.4	65.1	79.6	123	168
Trade payables	3.5	5.9	6.9	10.7	13.9	15.2
Other current liabilities	0.1	9.6	9.6	9.6	9.6	9.6
Total Current Liabilities	16.2	31.9	81.6	99.9	146	193
Total Liabilities and Shareholders' Equity	31.1	116.9	345.7	554.9	851.8	1,161.8
Net Capital Employed	18.9	90.9	318.6	524.0	817.7	1,126.4
Net Working Capital	7.4	-3.7	-2.4	6.5	18.8	24.4
GROWTH & MARGINS	12/2017	12/2018	12/2019e	12/2020e	12/2021e	12/2022e
<i>Sales growth</i>	<i>18.0%</i>	<i>1.2%</i>	<i>20.0%</i>	<i>91.5%</i>	<i>58.0%</i>	<i>16.5%</i>
EBITDA (adj.)* growth	82.6%	22.0%	62.7%	482.8%	136.4%	27.4%
EBITA (adj.)* growth	119.9%	-4.2%	91.9%	468.8%	149.0%	27.5%

Greenalia: Summary tables

GROWTH & MARGINS	12/2017	12/2018	12/2019e	12/2020e	12/2021e	12/2022e
Net Profit growth	806.4%	n.m.	n.m.	n.m.	n.m.	n.m.
EPS adj. growth	-86.9%	n.m.	n.m.	n.m.	n.m.	n.m.
DPS adj. growth						
EBITDA (adj)* margin	5.4%	6.5%	8.9%	26.9%	40.3%	44.1%
EBITA (adj)* margin	3.8%	3.6%	5.7%	16.9%	26.6%	29.1%
EBIT (adj)* margin	3.7%	3.7%	5.7%	16.9%	26.6%	29.1%
RATIOS	12/2017	12/2018	12/2019e	12/2020e	12/2021e	12/2022e
Net Debt/Equity	3.1	n.m.	n.m.	n.m.	n.m.	n.m.
Net Debt/EBITDA	7.5	37.9	83.6	23.7	15.6	16.8
Interest cover (EBITDA/Fin.interest)	3.6	2.3	2.5	1.7	2.0	1.9
Capex/D&A	374.5%	7792.8%	16496.1%	2340.4%	1628.9%	1359.8%
Capex/Sales	6.6%	219.6%	522.1%	235.2%	223.0%	203.2%
NWC/Sales	21.1%	-10.3%	-5.6%	8.0%	14.6%	16.3%
ROE (average)	26.1%	-78.7%	-188.1%	-394.4%	-130.7%	-134.3%
ROCE (adj.)	5.5%	1.1%	0.6%	2.0%	3.1%	2.9%
WACC	7.0%	7.0%	7.0%	6.0%	6.0%	6.0%
ROCE (adj.)/WACC	0.8	0.2	0.1	0.3	0.5	0.5
PER SHARE DATA (EUR)***	12/2017	12/2018	12/2019e	12/2020e	12/2021e	12/2022e
Average diluted number of shares	21.2	21.2	21.2	21.2	21.2	21.2
EPS (reported)	0.03	0.02	0.03	0.01	0.28	0.30
EPS (adj.)	0.03	-0.12	-0.26	-0.61	-0.39	-0.79
BVPS	0.19	0.12	0.15	0.16	0.44	0.74
DPS	0.00	0.00	0.00	0.00	0.00	0.00
VALUATION	12/2017	12/2018	12/2019e	12/2020e	12/2021e	12/2022e
EV/Sales	1.9	6.8	12.1	9.2	8.0	8.9
EV/EBITDA	35.0	n.m.	n.m.	34.1	20.0	20.2
EV/EBITDA (adj.)*	35.0	n.m.	n.m.	34.1	20.0	20.2
EV/EBITA	50.5	192.7	213.6	54.3	30.2	30.6
EV/EBITA (adj.)*	50.5	192.7	213.6	54.3	30.2	30.6
EV/EBIT	51.1	n.m.	n.m.	54.3	30.2	30.6
EV/EBIT (adj.)*	51.1	n.m.	n.m.	54.3	30.2	30.6
P/E (adj.)	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
P/BV	13.1	60.0	63.5	66.2	24.5	14.4
Total Yield Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV/CE	3.7	2.7	1.6	1.4	1.3	1.2
OpFCF yield	-6.3%	-42.1%	-109.7%	-84.5%	-121.3%	-123.7%
OpFCF/EV	-5.0%	-26.9%	-42.8%	-25.7%	-26.6%	-21.0%
Payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend yield (gross)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV AND MKT CAP (EURm)	12/2017	12/2018	12/2019e	12/2020e	12/2021e	12/2022e
Price** (EUR)	2.46	7.30	9.50	10.70	10.70	10.70
Outstanding number of shares for main stock	21.2	21.2	21.2	21.2	21.2	21.2
Total Market Cap	52	155	202	227	227	227
Net Debt	14	88	315	520	808	1,110
<i>o/w Cash & Marketable Securities (-)</i>	<i>-9</i>	<i>-11</i>	<i>-11</i>	<i>-11</i>	<i>-11</i>	<i>-11</i>
<i>o/w Gross Financial Debt (+)</i>	<i>23</i>	<i>98</i>	<i>325</i>	<i>530</i>	<i>818</i>	<i>1,120</i>
<i>o/w Lease Liabilities (+)</i>						
Other EV components	0	0	0	0	0	0
Enterprise Value (EV adj.)	66	243	516	747	1,035	1,337

Source: Company, GVC Gaesco Valores estimates.

Notes

* Where EBITDA (adj.) or EBITA (adj.) = EBITDA (or EBITA) +/- Non Recurrent Expenses/Income and where EBIT (adj.) = EBIT +/- Non Recurrent Expenses/Income - PPA amortisation

Sector: Utilities/Alternative Electricity

Company Description: Renewable developer with projects in biomass, SPV and on-shore wind. Also have industrial, logistic activity related with wood, with clients in the pulp industry.

Information regarding Market Abuse and Conflicts of Interests and recommendation history available in our web page: www.valores.gvcgaesco.es and our offices

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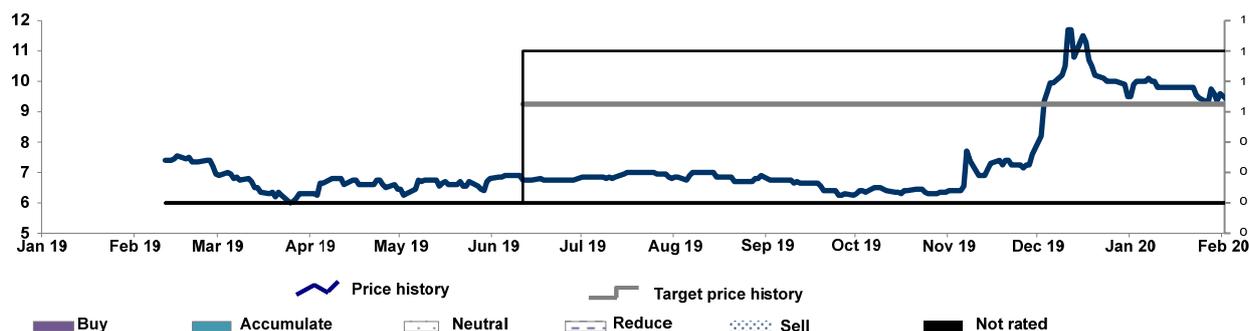
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- has signed a Corporate Brokerage agreement that includes a contractually agreed provision of research services and in return, GVC Gaesco Valores receives a compensation. These reports have been or could have been previously shown to the companies: Agile Content; Atrys Health; Gigas Hosting; Catenon; Greenalia; Quabit Inmobiliaria; TIER1 Technology; ADL Bionatur Solutions; Lleidanetworks Serveis Telematics SA; Codere.

Recommendation history for GREENALIA

Date	Recommendation	Target price	Price at change date
11-Jun-19	Buy	9.25	6.75

Source: Factset & ESN, price data adjusted for stock splits.

This chart shows GVC Gaesco Valores continuing coverage of this stock; the current analyst may or may not have covered it over the entire period. Current analyst: Victor Peiro Pérez (since 30/05/2019)



ESN Recommendation System

The ESN Recommendation System is **Absolute**. It means that each stock is rated on the basis of a **total return**, measured by the upside potential (including dividends and capital reimbursement) over a **12 month time horizon**.



The ESN spectrum of recommendations (or ratings) for each stock comprises 5 categories: **Buy (B), Accumulate (A), Neutral (N), Reduce (R) and Sell (S)**.

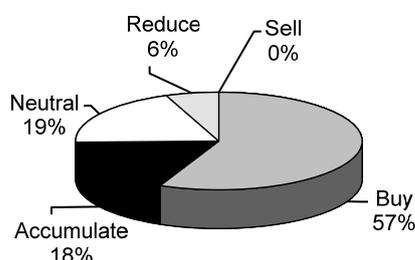
Furthermore, in specific cases and for a limited period of time, the analysts are allowed to rate the stocks as **Rating Suspended (RS)** or **Not Rated (NR)**, as explained below.

Meaning of each recommendation or rating:

- **Buy:** the stock is expected to generate total return of **over 15%** during the next 12 months time horizon
- **Accumulate:** the stock is expected to generate total return of **5% to 15%** during the next 12 months time horizon
- **Neutral:** the stock is expected to generate total return of **-5% to +5%** during the next 12 months time horizon
- **Reduce:** the stock is expected to generate total return of **-5% to -15%** during the next 12 months time horizon
- **Sell:** the stock is expected to generate total return **under -15%** during the next 12 months time horizon
- **Rating Suspended:** the rating is suspended due to a change of analyst covering the stock or a capital operation (take-over bid, SPO, ...) where the issuer of the document (a partner of ESN) or a related party of the issuer is or could be involved
- **Not Rated:** there is no rating for a company being floated (IPO) by the issuer of the document (a partner of ESN) or a related party of the issuer

Certain flexibility on the limits of total return bands is permitted especially during higher phases of volatility on the markets

GVC Gaesco Valores, S.V., S.A. Ratings Breakdown



For full ESN Recommendation and Target price history (in the last 12 months) please see ESN Website [Link](#)

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