



TO BME GROWTH

Barcelona, 20 October 2022

Pursuant to article 17 of Regulation (EU) 596/2014 of the European Parliament and of the Council of 16 April, on market abuse, and article 226 of the consolidated text of the Spanish Stock Market Act, approved by Royal Legislative Decree 4/2015 of 23 October and its concordant provisions, as well as Circular 3/2020 of the BME Growth segment of BME MTF Equity, Holaluz-Clidom, S.A. ("Holaluz" or the "Company") hereby discloses the following:

INSIDE INFORMATION

Following the announcement of the exit of the gas marketing business on 3 October 2022, we have updated our business plan for the financial years 2022-2024.

As a consequence, we now expect a normalised EBITDA¹ of €16 million for the financial year 2022, an EBITDA of €32 million for 2023 and EBITDA of €75 million for 2024.

We target 40,000 solar management contracts by the end of 2023 and 70,000 by the end of 2024.

There is a number of previously published KPIs or financial targets, which we no longer consider relevant, for various reasons:

- **>€1bn in revenues in 2024:** in H1 2022, we already achieved more than €500m in a six-months period, which was due to two main reasons: growth in the representation business, but also due to increase in energy prices. Given that we already achieved this target, but that this was also helped by higher energy prices, we are no longer steering our business with this metric.
- **>€100m in gross margin in 2024:** we already achieved more than 50% of this target in the first six months of 2022 so we consider this no longer to be ambitious for 2024. We also prefer to focus on a profitability measure that reflects more closely the cash generation of the business.

¹ Normalised EBITDA treats customer acquisition costs as capex / depreciation in line with Management's view of these expenses (in February 10, 2021 a resolution of the Institute of Accounting and Account Auditing (ICAC), which dictates rules for recording, assessing and preparing annual accounts for the recognition of income from the delivery of goods and the provision of services introduced the requirement for the costs of acquiring a contract to be accounted for as short/long term deferred expense of the consolidated balance sheet asset and the depreciation of these items to be recognised the consolidated income statement in other operating expenses)

- **Run-rate EBITDA of €70 million for 2023.** This figure has not been helpful in improving transparency and providing guidance to the market; hence, we prefer to focus on targets for the financial years going forward.
- **Number of contracts:** Following the announcement of the decommissioning of our gas marketing business with around 70,000 customers, we do not see the total number of contracts as a key driver of the business going forward. The decommissioning of the gas business has reinforced our strategic focus on The Rooftop Revolution and on positioning Holaluz as a Solar First company, which is why we prefer to steer the business based on our achievements in solar energy management.
- **>1,000 MW of representation in 2023:** We already achieved this target as of H1 2022. In addition, we do not consider it important enough as a single driver with respect to profitability, which is where we prefer to put the focus on in terms of financial targets (EBITDA).

In compliance with the provisions of BME MTF Equity Circular 3/2020, it is hereby expressly stated that the information provided has been prepared under the sole responsibility of the Company and its directors.

Philippe Protto
Chief Financial Officer
HOLALUZ-CLIDOM, S.A