

A green-tinted photograph of a landscape featuring a field of tall grass in the foreground and several wind turbines in the distance under a clear sky. The image is framed by a white border.

greenalia

# greenalia

1H 2019 RESULTS PRESENTATION

OCTOBER 2019



greenalia®  
The Green Company

# greenalia



# 01

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**1H 2019  
FINANCIAL  
RESULTS**



# 02

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**ONGOING  
PROJECTS**



# 03

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**BUSINES PLAN  
#1-5-100**



# 04

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**APPENDIX**



# DISCLAIMER

**GREENALIA S.A.**  
**OCTOBER 2019**

*The information contained in this presentation has been prepared by Greenalia, S.A. (hereinafter, "Greenalia").*

*Under the provisions of article 17 of Regulation (EU) No. 596/2014 on market abuse and in article 228 of the revised text of the Securities Market Law, approved by Royal Legislative Decree 4/2015, of 23 October, and related provisions, as well as in Circular 06/2018 of the Alternative Stock Market (MAB) on information to be provided by Empresas en Expansión, hereby Greenalia, SA (the "Company" or "Greenalia") puts in its I know the following information.*

*The following report document aims to (i) present the company's 1H 2019 Financial Results, and (ii) make a brief introduction about the Company*



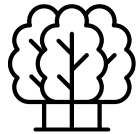
Construction of the Curtis-Teixeiro Biomass plant (A Coruña). Main equipment plant (silo and boiler)



# 1H 2019 FINANCIAL RESULTS

# 1H2019 KEY MILESTONES

## Tactical targets



The **Biomass Plant** finalizes its construction and start with the testing phase  
It will generate in 2021 sales of €32.75M and an **EBITDA of €15.35M.**



**Eolo I MOC financial close** formalized on July 2019

It will generate a turnover above 10M€ an **EBITDA of 7.76M€**



Business Plan **#1-5-100 consolidation**

**1H2019 EBITDA 1.75M€**  
(+59% Vs 1H2018)

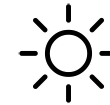
# 1H2019 KEY MILESTONES

## Strategic targets



Construction of the Curtis-Teixeiro Biomass plant (A Coruña)

### GREEN ECONOMY



Consolidation of Wind (1.1GW) and Solar (1.0GW) portfolio



+ **250MW** of power (biomass and wind) **operating in 2020** (1GW/h year)



IJ Global **Award** for the *European Biomass Deal of the year*

Nomination to the *Star of 2019 European Small & Mid Cap Awards*



Commitment with the environment, developing a **Corporate Sustainability Report**



New hires of **talented senior management**

### SUSTAINABILITY

### ACKNOWLEDGE-MENT



# FINANCIAL RESULTS

## ACTUAL VS. PREVIOUS YEAR

CONCEPT	ACTUAL 1H2019	1H PREVIOUS YEAR	VAR (%)
Revenue	22,04 M €	17,49 M€	+26%
EBITDA	1,75 M€	1,10 M€	+59%
Net Profit	0,31 M€	0,12 M€	+156%

EBITDA/Sales ratio improvement up to **7.9%** (slightly higher than budgeted -7.3% -); and improving the 6.3% of the previous year and 5.5% of 2017

*\*The data proportionally integrates the impact of the results of the participation of 14.47% of the group in Biomasa Forestal, S.L.*

# FINANCIAL RESULTS

## ACHIVEMENT DEGREE

### BUSINESS PLAN

# 1 - 5 - 100

CONCEPT	1H 2019 BP	1H 2019 ACTUAL	ACHIVEMENT
Revenue	23,00 M€	22,04 M€	96%
EBITDA	1,67 M€	1,75 M€	105%
Net Profit	0,28 M€	0,31 M€	111%

The execution of the 1H 2019FY has been developed  
in line with the estimations of the business plan #1-5-100

*\*The data proportionally integrates the impact of the results of the participation of 14.47% of the group in Biomasa Forestal, S.L.*

# 2019 ADVANCE

## Q3 2019

CONCEPT	Q3 2019 BP	Q3 2019 ACTUAL	% VAR.
Revenue	34,49 M€	31,62 M€	+92%
EBITDA	2,50 M€	2,69 M€	+107%

**Very significant improvement compared to FY 2018** (+19% revenue, 60% EBITDA)  
and aligned with 2019 estimated budget (-8% and +7% respectively).



02

ONGOING  
PROJECTS



# CURTIS BIOMASS POWER PLANT

“A 1.2BN€ PROJECT”



Biomass collection process. Packaging activity (Greenalia Logistics S.L.U.).

135

€ MILLION  
INVESTMENT

910

€ MILLION RECURRING  
INCOME ENERGY GEN.  
(25 YEARS)

295

€ MILLION INCOME  
BIOMASS SUPPLY  
(25 YEARS)

The remuneration obtained in the 2016 auction stands €99.94/MWh and will imply **recurring revenues for the sale of electricity of more than €911M over the next 25 years**, and €295M for the supply of forest biomass for Greenalia Forest (group subsidiary).

The project is in the **final phase of construction**, having begun the testing phase and energizing the plant to the system; keeping the **go live by March 2020**.

This project will generate **€32.75M of annual turnover** and **€15.35M of EBITDA**.

# CURTIS BIOMASS POWER PLANT

## CURRENT STATUS



(1) Construction of the Curtis-Teixeiro Biomass plant (A Coruña): Aero-condensers.  
(2) Construction of the Curtis-Teixeiro Biomass plant (A Coruña): General view.

### RPROJECT CURRENT STATUS



Tecnology

Valmet



Due Diligences



S-advisory

ARUP

PÖYRY



EPC y O&M closed

acciona

IMASA



Finalizing construction.

Testing pahse already started



Go Live

T1 2020

### FINANCIAL CLOSE JULY 2018



Project Finance:  
Banco Santander,  
BEI e ICO

Mezzanine:  
Marguerite Fund



ECA Tranche  
FINNVERA

Equity  
fully  
disbursed



25 years of  
guaranteed  
and recurring  
income  
(January 2016  
Auction)



Investment up  
to date : >115€



# WIND PROJECTS : EOLO I MOC

UNDER CONSTRUCTION - FINANCIAL CLOSE JULY 2019



Construction of Miñón wind farm (A Coruña). Shoveling

74

MW UNDER  
CONSTRUCTION +  
FINANCIAL CLOSE

87

€ MILLION  
INVESTMENT

371

€ MILLION RECURRING  
INCOME ENERGY GEN.  
(25 YEARS)

Last July, **Greenalia** formalized the financial closure of 5 wind projects with a total power of 74.22MW.

**63% of this power is already in an advanced phase of construction, awaiting its commissioning at the end of 2019.** The remaining 37% will be launched in the first half of 2020.

These projects expect to generate **€10M of annual turnover** and **€7.5M of EBITDA.**



The Green Company

# EOLO I MOC PROJECT

## CURRENT STATUS



(1) Construction of Miñón wind farm (A Coruña). Materials collection  
(2) Construction of Oural wind farm (Lugo). Foundations

### RPROJECT CURRENT STATUS



Tecnology



Due Diligences



EPC y O&M closed



Construction already started in Miñón and Oural  
**74,22MW**



1st Project Go Live: December 2019 (**24MW**)

### FINANCIAL CLOSE JULY 2019



Senior Tranche (Project Finance):  
**Banco Sabadell**



**Equity** fully disbursed +  
**Mezzanine funds** already disbursed



**Merchant.** Possibility to activate a **PPA** tranche of +11M€



**Investment up to date:** >15M€



# WIND PROJECTS: EOLO I - CBT

## NEW CLOSING IN THE SHORT TERM



Enercon wind turbine manufacturing (Germany)

128

MW RTB +  
FINANCIAL CLOSE IN  
PROGRESS

149

€ MILLION  
INVESTMENT

700

€ MILLION RECURRING  
INCOME ENERGY GEN.  
(25 YEARS)

The second part of the Eolo project, called “**Eolo I CBT**”, includes **4 wind farms with a total power of 128MW**, all of them in the region of Galicia.

These projects are in an **advanced phase of permitting** and it is expected to formalize the **financial closure by the first half of 2020**.

These projects expect to generate **€18.5M of annual turnover and €14M of EBITDA**.

# BUSINESS PLAN

## ONGOING PROJECTS

### 2021 VIEW



**Bioenergy**  
Vertical Integration

CAPEX

REVENUE

EBITDA

IPP

-

58M€

6M€

-

REVENUE  
+120M€

EBITDA  
43M€

IPP  
252MW

CAPEX  
371M€



**Biomass**  
Curtis-Teixeiro Plant

135M€

33M€

15M€

50MW

COD T1 2020



**Wind**  
Eolo I Project  
(MOC & CBT)

236M€

29M€

22M€

202MW

COD 2020



Construction of Miñón wind farm (A Coruña).  
Shoveling

# CURRENT PORTFOLIO

## SUMMARY



Construction of Miñón wind farm (A Coruña). Shoveling

MW	Under Construction	Backlog	Advanced Development	Early Stage	TOTAL
Eólica	74,60	127,50	793,10	103,50	1.098,70
PV			550,00	450,00	1.000,00
Biomasa	50,00		80,80	50,00	180,80
<b>TOTAL</b>	<b>124,60</b>	<b>127,50</b>	<b>1.423,90</b>	<b>653,50</b>	<b>2.279,50</b>
# of Projects	5+0+1	4+0+0	26+11+3	4+9+2	64

Among the projects considered Advanced Development, 542,20MW of wind and 500MW of solar, have grid access, reaching un total de **1.355,90MW with grid connection at group level.**

Also, within the projects considered **Advanced Development**, there are **54.80 MW** with all **permits (administrative and environmental)** obtained

Finally, in the case of the 127,5MW of **Backlog** (EOLO I CBT), it is expected to formalize the **financial closure in Q1 2020.**

A portfolio of projects with great resource, diversified in three technologies and at different maturity stages, allowing a progressive implementation and investment throughout the business plan.



**BUSINESS  
PLAN:**  
*#1-5-100*

# BUSINESS PLAN 2019-2023

#1-5-100 PLAN



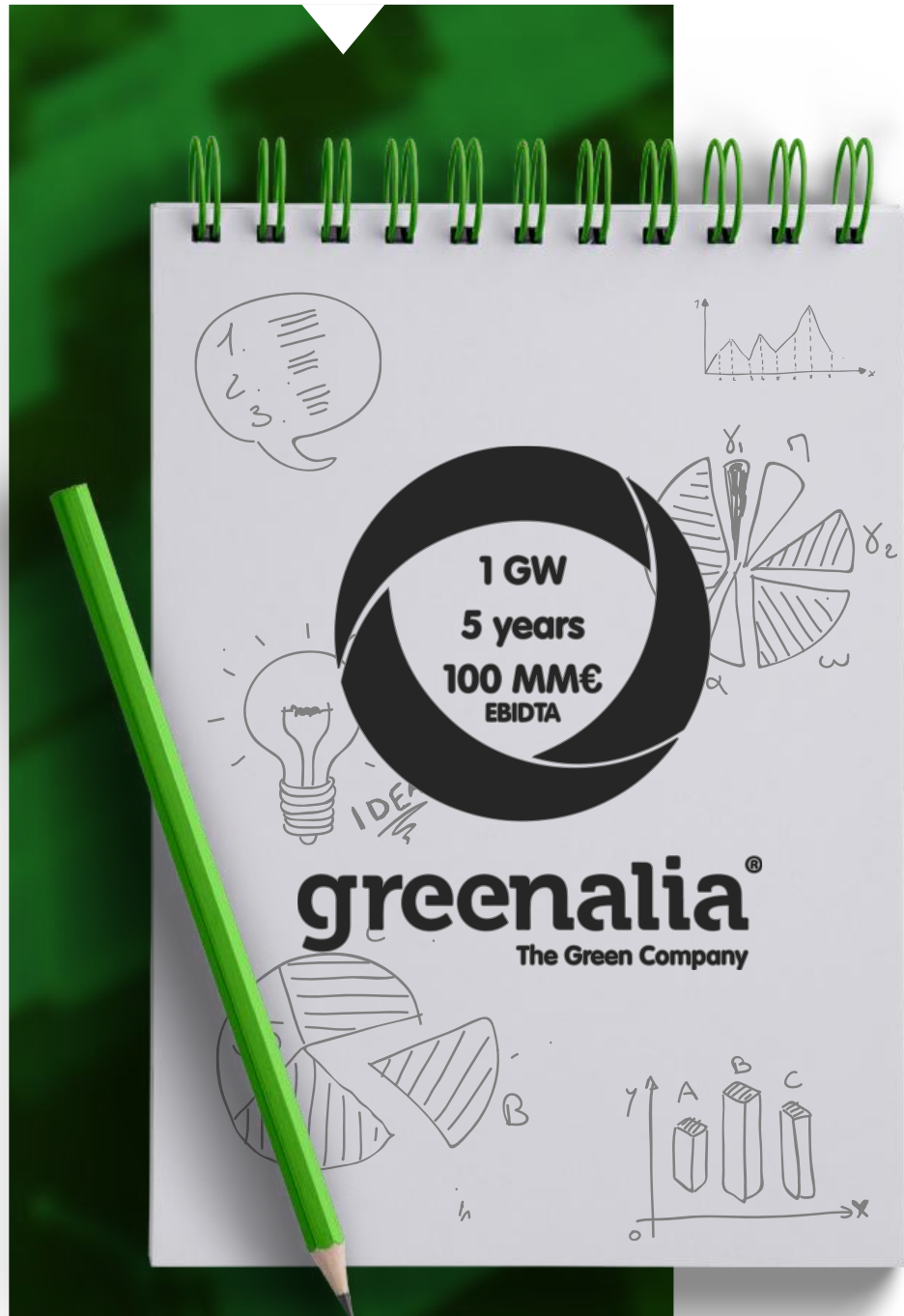
This plan will be developed with technologies (**Wind and Photovoltaic**) that are **currently profitable at market prices**, and they do not need support. However, the company plans to structure long term PPAs contracts with offtakers of recognized solvency and will participate on future auctions.

Likewise, the portfolio of the **Biomass projects** will be developed to the extent that **retributive incentives** could be obtained, as it has happened in the construction of the Curtis-Teixeiro Biomass Plant.









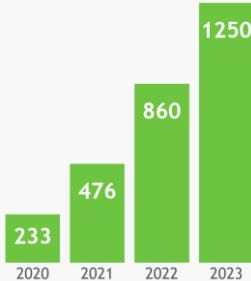
Greenalia has designed an **strategic plan that will allow the group to become a key player in the renewable energy sector** in Spain, and a reference among public listed companies for its performance and business development.

This plan has been called “**#1-5-100**”



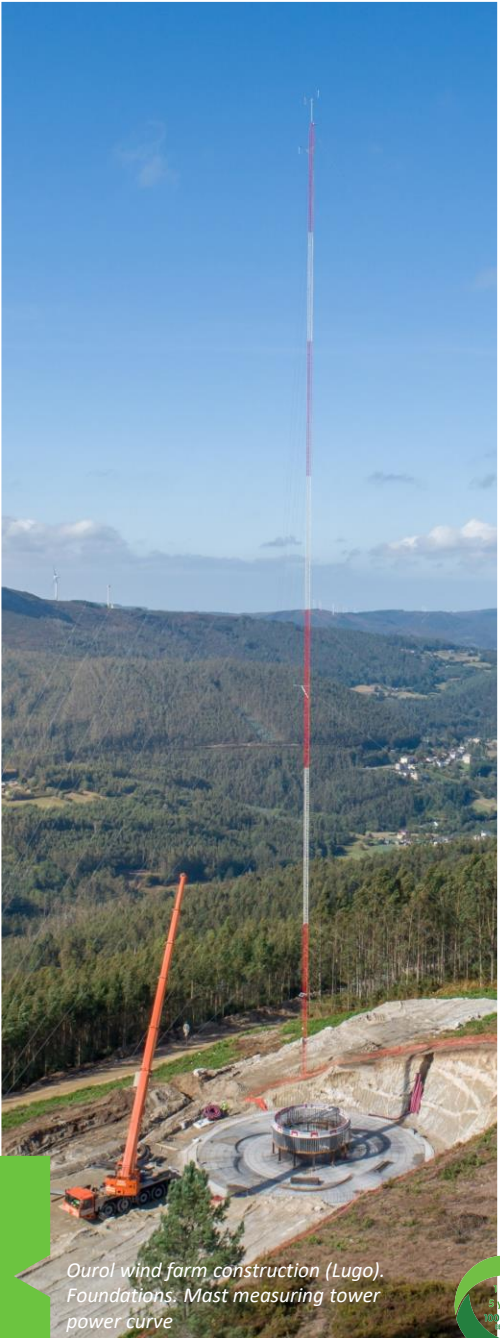
# KEY FINANCIAL FIGURES & PROJECTIONS

## EXECUTIVE SUMMARY 2019-2023

 Business Plan	 Execution	 Financial Plan	 Financing Model	 Targets										
<p>VISION 2019-2023</p> 	<p>PROJECTS ORGANIZED IN ANNUAL ACTIONS</p>  <table><tr><th>Year</th><th>Projects</th></tr><tr><td>2020</td><td>233</td></tr><tr><td>2021</td><td>476</td></tr><tr><td>2022</td><td>860</td></tr><tr><td>2023</td><td>1250</td></tr></table> <p>+1.000M€ investment in 5 years</p>	Year	Projects	2020	233	2021	476	2022	860	2023	1250	<p>2018-2021 VIEW</p> <p>Accurate economic projections, based on audited financial models and due diligences</p>	<p>SPV / Non Resource</p> <p>Leverage 60% / 70%</p> <p>Income by technology:</p> <p>Biomass: Auctions</p> <p>Wind &amp; Solar: PPA, Merchant, Auctions</p>	<p>Proyect IRR 8%-12%</p> <p>Equity IRR 16%-20%</p> <p>EBITDA MERGIN:</p> <p>Wind: &gt;76%</p> <p>Solar: &gt;80%</p> <p>Biomass: &gt;46%</p>
Year	Projects													
2020	233													
2021	476													
2022	860													
2023	1250													



Projects with great resource, with an efficient financial structure, supported by public auction or long-term guaranteed sales contract

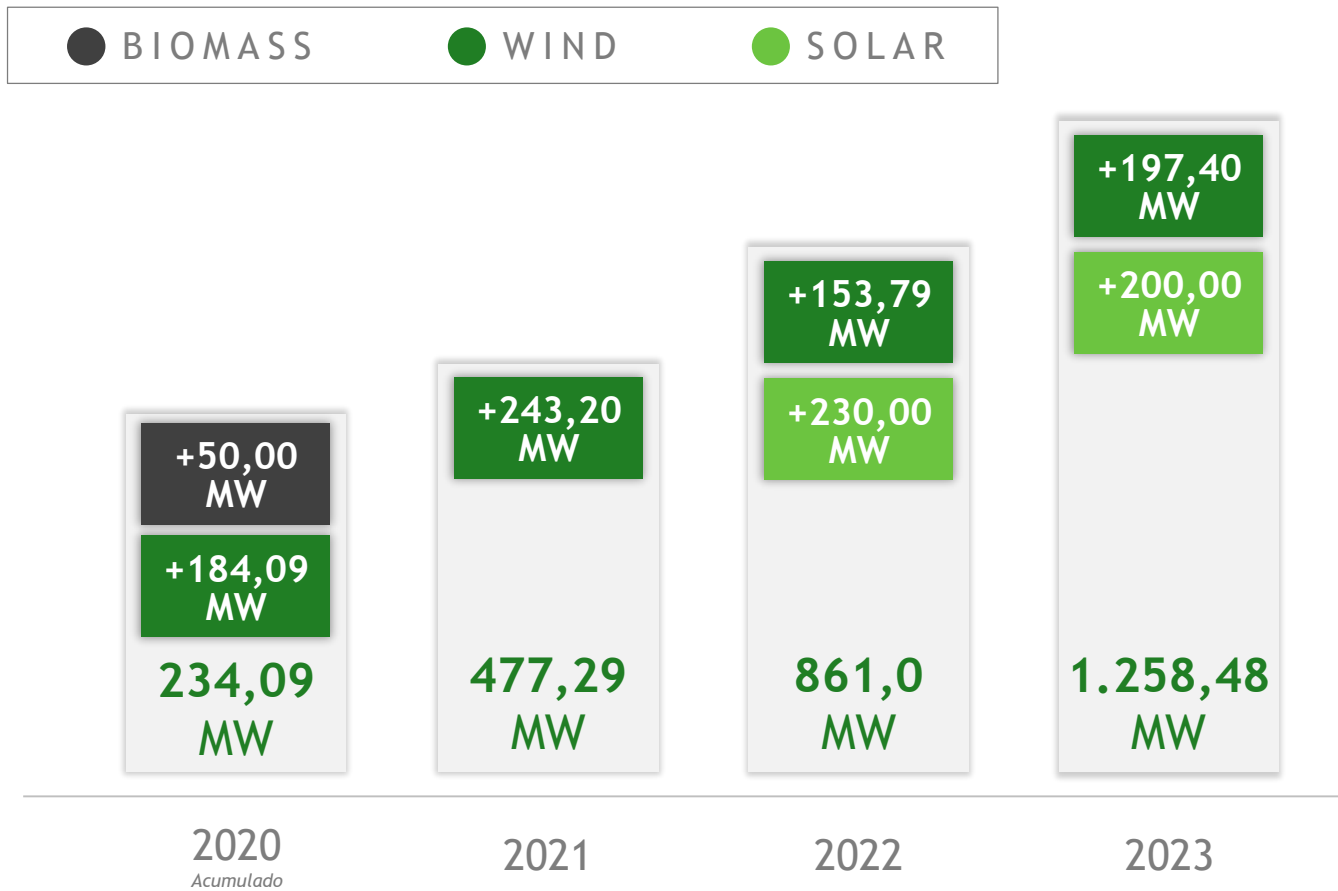


Ourol wind farm construction (Lugo).  
Foundations. Mast measuring tower  
power curve

# BUSINESS PLAN 2019-2023

## TARGETS

> The established roadmap within the #1-5-100 plan is as follows:



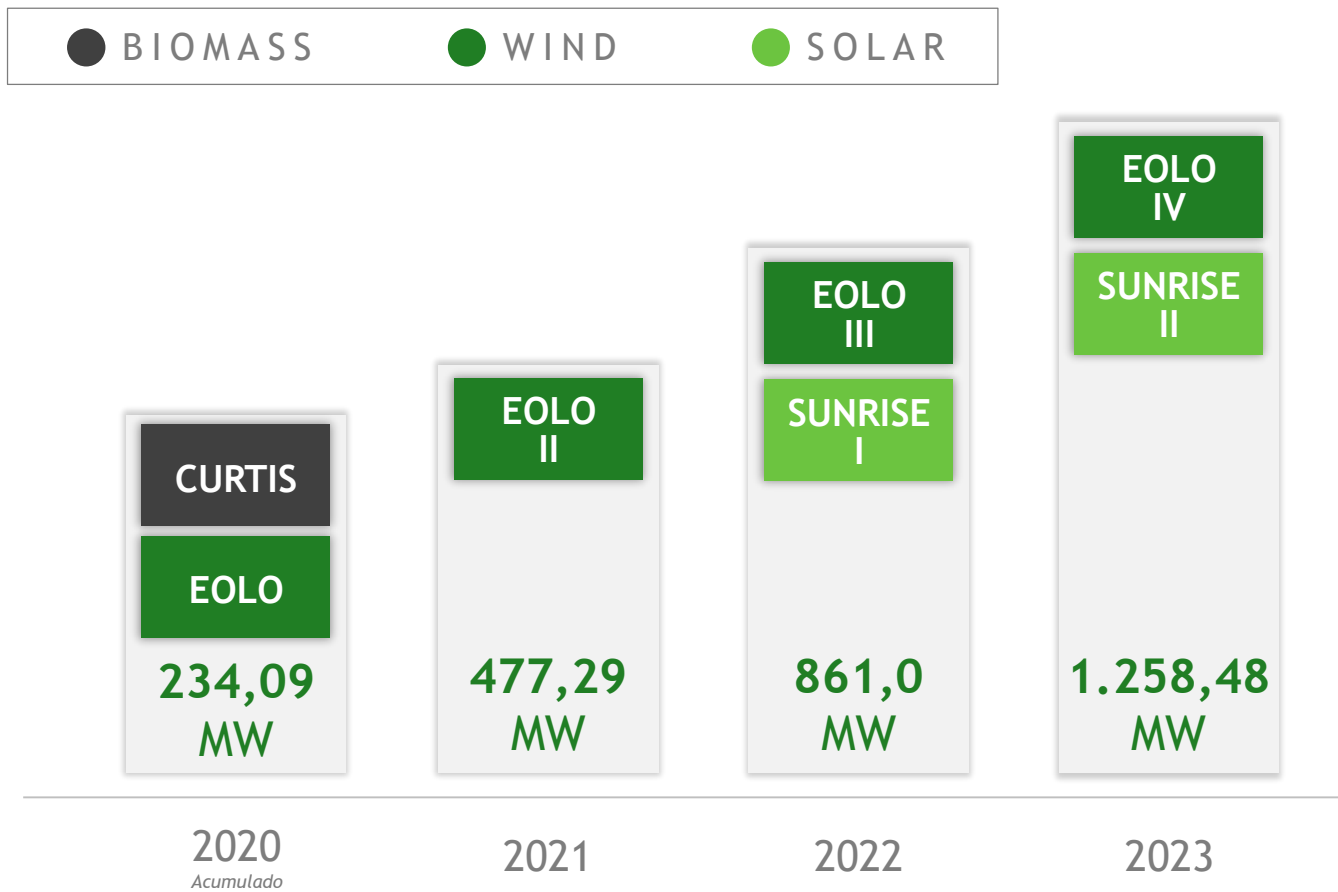
This plan has already started, and some of its milestones are already in place. In addition to the 3 projects already in progress (Biomass Curtis, Eolo and Eolo II), the group will develop the Eolo III, Eolo IV, as well as photovoltaic projects (Sunrise and Sunrise II).

To achieve the 1,000 MW target, an additional 25% of projects have been identified. This will allow any potential contingency during the construction and execution phase.

# BUSINESS PLAN 2019-2023

## TARGETS

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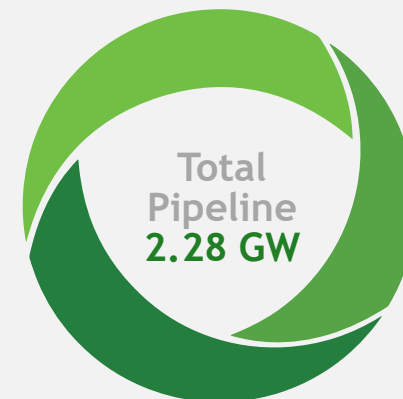
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MORE  
GROWTH  
TO COME

# greenalia

Installed  
capacity  
targets





# Q&A



# APPENDIX

# FINANCIAL STATEMENT SUMMARY

## CONSOLIDATED



Construction of the Curtis-Teixeira Biomass plant (A Coruña). General view

## Consolidated P&L

( € )	1 H 2019	1 H 2018	Var. ( % )
Revenue	22.035.823	17.491.570	25,98
Asset works	521.259	204.888	154,41
Procurement	(16.256.119)	(13.193.132)	-23,22
<b>Gross Margin</b>	<b>6.300.963</b>	<b>4.503.326</b>	<b>39,92</b>
Other income	52.223	12.065	332,85
Personnel Expenses	(755.098)	(575.241)	-31,27
Other operating Expenses	(3.849.658)	(2.837.733)	-35,66
<b>EBITDA</b>	<b>1.748.430</b>	<b>1.102.417</b>	<b>58,60</b>
Depreciation and amortization	(772.933)	(379.931)	-103,44
Other results	(22.298)	(49.301)	54,77
<b>EBIT</b>	<b>953.199</b>	<b>673.185</b>	<b>41,60</b>
Financial result	(482.133)	(426.096)	-13,15
Income tax	(161.625)	(126.327)	27,94
<b>Net Profit</b>	<b>309.441</b>	<b>120.762</b>	<b>156,24</b>

\*The data proportionally integrates the impact of the results of the participation of 14.47% of the group in Biomasa Forestal, S.L.



## CONTACT

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