

Barcelona, 18 de noviembre de 2022

**ENERSIDE ENERGY, S.A**. (la "Sociedad"), en cumplimiento con lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 227 del texto refundido de la Ley del Mercado de Valores, aprobado mediante el Real Decreto Legislativo 4/2015, de 23 de octubre, y disposiciones concordantes, así como en la Circular 3/2020 del segmento BME Growth de BME MTF Equity, por medio de la presente publica la siguiente:

#### OTRA INFORMACIÓN RELEVANTE

La Sociedad ha participado el jueves 17 de noviembre de 2022 en el I Encuentro BME Growth organizado por Renta 4 Banco.

Se adjunta la presentación corporativa utilizada por Joatham John Grange, CEO de la compañía, en el I Encuentro BME Growth.

De conformidad con lo dispuesto en la Circular 3/2020, se hace constar que la información comunicada por la presente ha sido elaborada bajo la exclusiva responsabilidad de la Sociedad y de sus administradores.

Quedamos a su disposición para cuantas aclaraciones precisen al respecto.

**ENERSIDE ENERGY S.A** 



# PROFITABLE ENERGGY SUSTAINABLE VOORID

**Encuentro BME Growth | November 2022** 

### DISCLAIMER



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# 1. About Enerside



### **ENERSIDE IN FIGURES (TODAY)**

An established renewables player with a proven track record

### +5.5 GW High Quality Pipeline

High quality, mature, and diversified

#### **Geographically Diversified**

Spain | Italy | Chile | Brazil | Uruguay

#### 155 MW under Construction

Proven track-record for third Parties in EPC/BOS with renown international clients



+€40m Revenue & €3m EBITDA Guidance for FY 2022

#### +200 employees

Highly experienced & talented team Strong generation of qualified employment

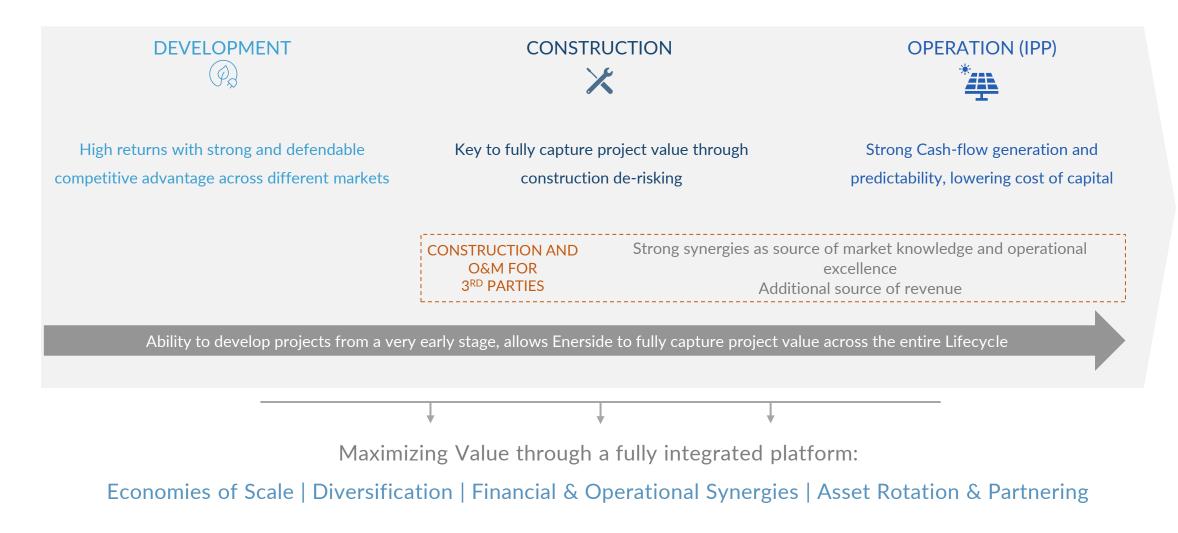
#### €204Mn Market Cap at IPO

34 €mn increased capital IPO in March 2022 +1,200 Shareholders (20% Free Float)



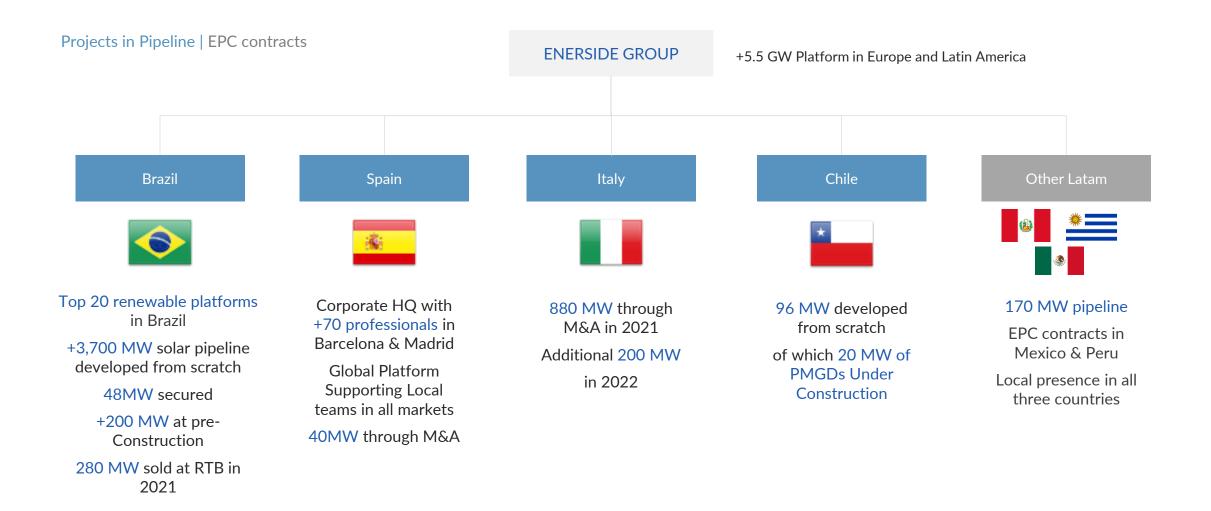


### Generating and capturing value across full Projects' Lifecycle





## 5.5GW Pipeline with unique exposure to Italy and Brazil



### A PROVEN ABILITY TO GENERATE SHAREHOLDER VALUE...



### We continue reaching our targets

### WHAT WE SAID IN 2021...

- Clear Asset Rotation Strategy to maximize value
  - > Envisaged sale of first asset in Brazil
- Ability to generate value through M&A
  - > Opportunity of portfolio acquisition in Italy & Spain
- IPO in Q1 2022 under challenging circumstances
  - > Target of raising €40m
- Commitment to become IPP

#### 2022 Guidance

- > +1GW p.a. of new Pipeline
- > +€40m revenue & €3m EBITDA in 2022

### THE FACTS AS OF NOVEMBER 2022

- Successful sale of 280MW at RTB in Brazil (Ribeiro Gonçalves)
- M&A transaction executed successfully
  - > 920MW acquisition in Italy & Spain
- Successful listing into BME Growth in Q1 2022
  - > Post-money valuation of +€200m
  - > €40m raised (€34m at IPO +€6m conv. Bonds)
- Confirmed transformation into IPP
  - > 19MW under construction, +255MW at RTB
  - > First PPA signed in Brazil, with top-tier IG company
- ✓ In line for meeting 2022 guidance
  - > +1GW already added to our Pipeline
  - > €16m revenue in 1H 2022 (9x 1H 2021)

### ...THAT WILL CONTINUE TO GROW IN THE NEAR FUTURE



### **Cash Flow visibility and value generation**

### BHORT TERM TARGETS...

- Sale of projects under development
  - > Sale of +400MW of Pipeline ongoing
  - > Market references of > 150,000€/MW
- Connection of first MWs in IPP
  - > 19 MW of PMGDs in Chile
  - > 6 MW Distributed Generation in Brasil
- Construction start of additional MWs for own projects
  - > 40MW of Distributed Generation in Brazil
  - > Launch of self-consumption Business line

Signing of PPAs with "Investment Grade" counterparties

...WITH A CLEAR HORIZON IN THE MEDIUM TERM

### +1GW p.a. of additional pipeline

Strong capacity to generate new opportunities

#### 330MW IPP in 2023

Business Plan Target for own projects under cosntruction/operation

#### 1GW IPP in 2025

Business Plan Target for own projects under cosntruction/operation



### An integrated renewables platform focused on Value Creation



Pure renewables player with a unique positioning within the global transition towards clean Energy



Integrated Business Model focused on generating and capturing value across the projects' lifecycle



+5.5GW of high quality, mature pipeline across high growth markets with unique exposure to Italy and Brazil



Clear Asset Rotation Strategy, maximizing portfolio value while re-directing capital to most attractive opportunities



Outstanding track-record building projects for best-in-class international clients



Successful growth story on the back of strong industrial know-how and a proven ability to generate Shareholder value



Highly experienced management team, respected shareholders and top ESG standards



# 2. Highlights 1H2022

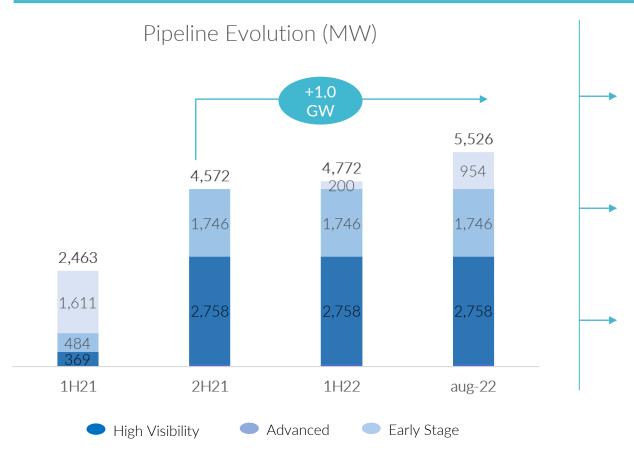


### DEVELOPMENT



# **1 GW of new pipeline in Italy and Brazil**

+22% portfolio increase since our IPO (March 2022)



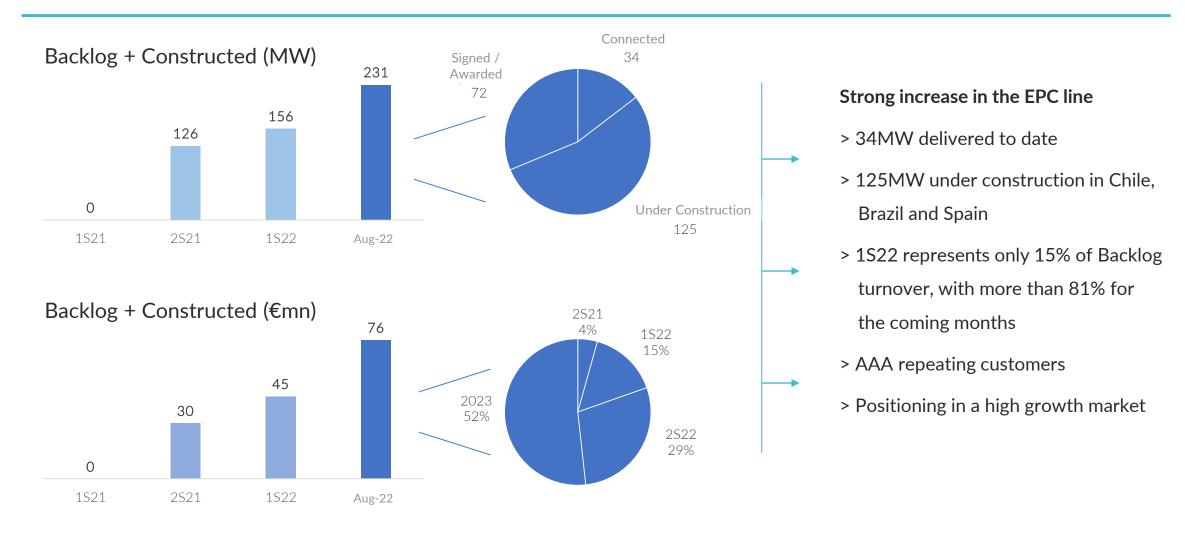
#### A Development Portfolio of 5.5GW

- > +1GW in Italy
  - > One of the main renewable energies' platforms in
    - Brazil with 4GW in our portfolio, reaching critical mass
- > 2GW of mature projects expected to reach RTB<sup>1</sup> status by 2022/23
- > Strong capacity to generate new projects in various
- geographies of Europe and Latin America

### **CONSTRUCTION (EPC/BOS) - 1/2**

# Strong increase in construction activity (EPC)

More than 75% of 2023 targets contracted at 31/08, with 231MW in portfolio and 76 €mn of revenue

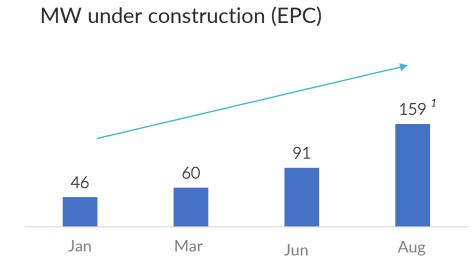




### **CONSTRUCTION (EPC/BOS) -2/2**

# Strong increase in construction activity (EPC)

Acceleration from June on of MW under construction for third parties (EPC)



34MW delivered during the first semester, with strong acceleration for the second semester of 2022



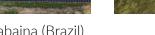


10MW Mandinga (Chile)

10MW Cabildo (Chile)







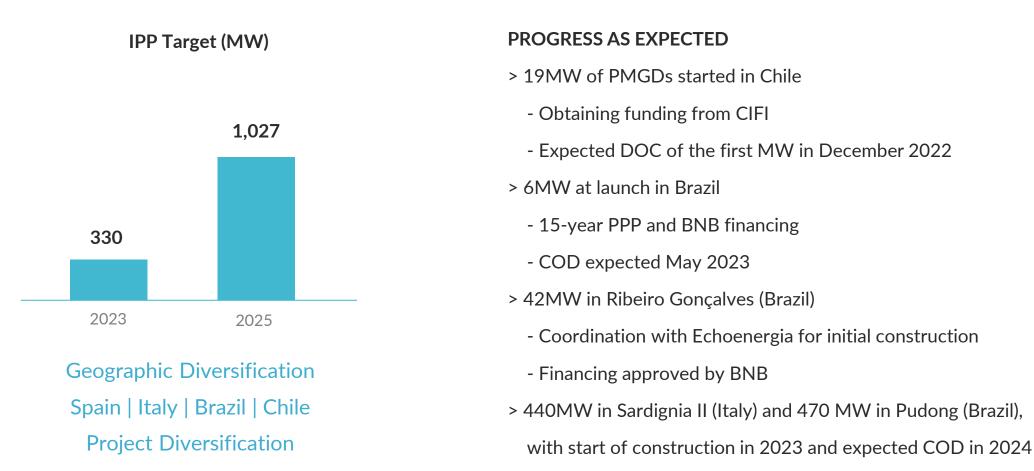


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# More than 300 MW IPP target for 2023

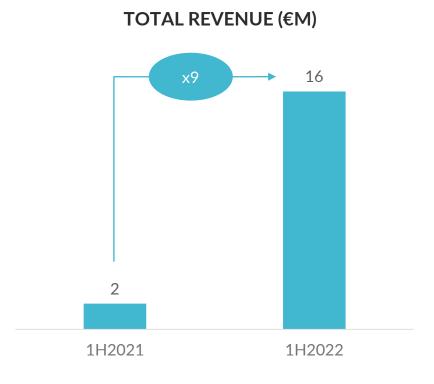
Start of construction of own projects in Chile and Brazil in line with the business plan





## **Revenue of 16€mn, x9 vs 1S2021**

Strong revenue increase during the 1st half of the year, on the back of our EPC activities for third parties



#### STRONG REVENUE INCREASE DURING THE 1ST HALF OF THE YEAR

> Increased revenue by x9 vs 1S21

> +13 €mn of additional revenue vs 1S21

> Strong acceleration in revenues within the semester, with even

stronger growth from May onwards

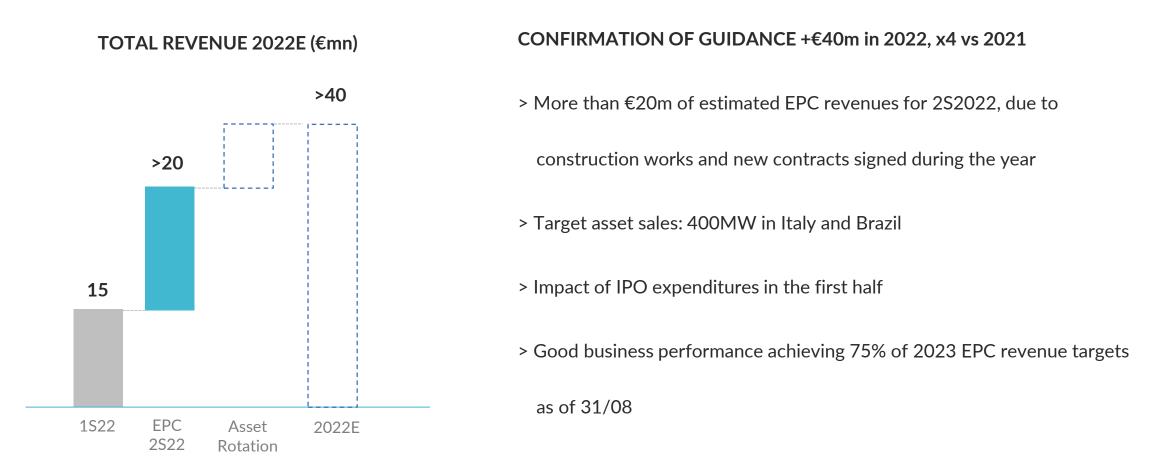
> Capacity to capture market share with renown international clients

#### within a high-growth sector



## More than 40 €mn of estimated revenue for 2022

Strong business evolution allows to confirm our guidance of 40 million euros of income in 2022





# An opportunity with a strong Business Case

Distributed Generation penetration in Brazil continues to grow, presenting a great opportunity

#### Distributed Generation Projects ("DG")

Cumulative Installed Power - Brazil GDs Photovoltaic

"Projects of less than 5MW of Nominal Capacity, produced in proximity to the end users of the power"

Impressive growth expected to keep accelerating driven by strong demand

15,283 9,746 9,746 9,746 5,170 5,170 5,170 5,170 0 2 5 31 85 243 676 2,275 5,170 0 2 5 31 85 243 676 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 Source: ANEEL as of November 11, 2022

#### Key characteristics for investments of DGs



Gradual & scalable growth with size per project of <5MW  $\,$ 

Simplified Licensing with low environmental risk

- Fast Execution | 7 months total construction period
- Lower Construction Risk: low engineering complexity
- Long Pro

Long Project Life Cycle +25 years



High profitability | >15% Project IRR over Project's Life

1. EPE 2022 (Brazilian Government Agency)



# **Enerside growing strongly in GDs during 2022**

+50MW of GD divided across 10 projects developed in the North-east with expected RTB by 2023

	Project Name	Capacity (MWp)	Location	GHI <sup>1</sup> (kWh/m <sup>2</sup> )	Status	RTB Expected	
1	Rota do Sol I	3,3	Mossoró, RN	2,237	PPA signed in Oct. 2022	Q4 2022	
2	Itabira	3,1	Itabira, MG	1.762	RTB	Q4 2022	
3	América Dourada	6,5	América Dourada, BA	2,156	Land & Connection	Q3 2023	
4	João Dourado	6,5	João Dourado, BA	2,174	Land & Connection	Q3 2023	
5	Pindoretama I	6,5	Pindoretama, CE	2,180	Land & Connection	Q3 2023	
6	Inajá	6,0	Inajá PE	2,084	Land & Connection	Q3 2023	
7	Pindoretama II	6,2	Pindoretama, CE	2,180	Land	Q4 2023	
8	Rota do Sol II	3,3	Mossoró, RN	2,237	Land	Q4 2023	
9	Itaíba	6,2	Itaíba PE	2,030	Land	Q4 2023	
10	Barroquinha	6,2	Barroquinha, CE	2,080	Land	Q4 2023	



1. Global Horizontal Irradiance

#### Strong positioning in the North-East:

One of the fastest-growing regions in the country, with immense solar & wind resource

### **ENERSIDE BRAZIL**



## **Case Study: Rota do Sol**

PPA closed with Raízen, a major Milestone for Enerside, in its first IPP Project in Brazil, fully developed in house

#### The Project: Rota do Sol

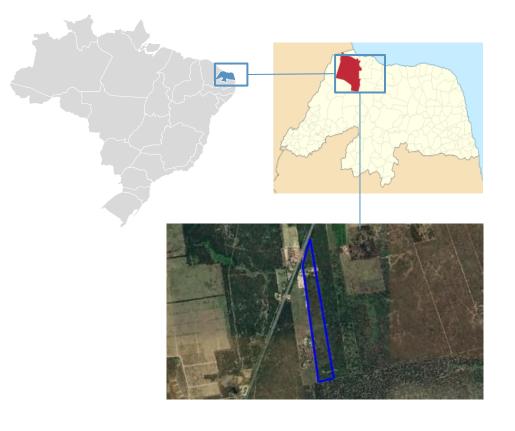
- > GD Project (Mini Geraçao) of 3.3MWp / 2.5MWac
- > Above average radiance with Net Equivalent Hours of 2.348
- > Fully developed by Enerside Energy
- > Expected Construction Start: Q4 2022 | COD: Q2 2023
- > 100% Certified Renewable Energy (I-REC)
- > CO<sup>2</sup> emissions of 659 tons p.a. will be avoided
- > +15% Project IRR with annual estimated EBITDA of c. 3m BRL

#### The Contract: 15-year PPA

- > Raízen
  - Energy Company, JV of Royal Dutch Shell and the Cosan Group
  - 5<sup>th</sup> largest company in Brazil, and 3<sup>rd</sup> largest Energy company
  - Investment Grade
- > 15 years contract length, inflation-hedged
- > Generation: 7.7 GWh/year







# **THANK YOU**



