

Barcelona, 30 de abril de 2025

**ENERSIDE ENERGY, S.A.** (en adelante "Enerside", la "Sociedad" o la "Compañía"), en virtud de lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 227 de la Ley 6/2023, de 17 de marzo, de los Mercados de Valores y de los Servicios de Inversión, y disposiciones concordantes, así como en la Circular 3/2020 de BME MFT Equity sobre información a suministrar por empresas incorporadas a negociación en el segmento BME Growth de BME MTF Equity, (en adelante "BME Growth") pone en su conocimiento la siguiente:

#### **OTRA INFORMACIÓN RELEVANTE**

Enerside Energy, S.A. adjunta la presentación de los resultados a diciembre 2024.

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** 



### **DISCLAIMER**



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The Information reflects the current view of Enerside with respect to future events, and as such, do not represent any guarantee of future certain fulfilment, and are subject to risks and uncertainties that could cause the final developments and results to materially differ from those expressed or implied by such Information.

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# 1. About Enerside



### **ABOUT ENERSIDE - EXECUTIVE SUMMARY**



### Successful turn-around under challenging circumstances

	> Positive Operating Cash Flow of €1,4M (+€19,1M vs 2023)
Key Highlights	> 509 MW of asset rotation in Italy and Brazil
, ,	> 36% OPEX reduction vs 2023
2024	> Unique exposure of 4,8 GW + 13,2 GWh of Agri-PV & BESS pipeline in attractive markets such as Italy
Results	> GAV of €245M (+2% vs 2023)
	> Equity Research coverage from JB Capital & Alantra with an average Equity value of €5,21/sh. (+79% vs last closing price)
	> LTV of 29% +594 pbs vs 2023
	> Successfully adapted its positioning to navigate deep changes in the market (i.e. end of ultra-low-interest rate era, energy price instability, etc)
	> Anticipation to a tough cycle for Renewables, with key adopted measures in the last 24 months:
	Focus on own projects and consequent reduction of construction for 3rd parties
Plan Impulsa	<ul> <li>Acceleration of Asset Rotation: 509 MW sold in 2024 and on-going processes for 2025</li> </ul>
on track	<ul> <li>Cost Optimization on path to profitability: +50% reduction of annualized Operating Expenses</li> </ul>
	> Strengthen capital structure, with key transactions already executed:
	<ul> <li>Refinancing of short-term debt with banks and financial institutions (€25M)</li> </ul>
	<ul> <li>Adding Laurion Group as new reference shareholder and €4M capital increase from core shareholders</li> </ul>
	• New bank financing of €25M

<sup>1.</sup> Includes €7,2M of cash received from the sale of a Pre-RTB project in Italy. According to accounting norm NIIF15, the sale of Pre-RTB projects will not be recognized until RtB date

### **ABOUT ENERSIDE - THE NEW ENERSIDE**



### Plan Impulsa on track, entering a new phase of profitable growth

✓ Phase 1:

Readjustment

2H 23 - 1H 24

- EPC discontinuation
- Fixed cost reduction >50%
- Asset Rotation with more than 500MW closed

✓ Phase 2:

Stabilization

2H 24

- Refinancing with banks
- New Equity Investor
- New Credit Facility
- Lean organization with<70 employees</li>

# Phase 3: Profitable Growth

2025 - 2026

2027 - 2028

- Focus on Development
- Focus on Development & IPP
- Asset Rotation at RTB
- Asset Rotation at RTB & COD
- Additional efficiencies
- Additional Capital needs to

consolidate IPP

New IPP projects

### **ABOUT ENERSIDE - 2024 CONSOLIDATED RESULTS**



### **Successful turn-around under challenging circumstances**

Pipeline PV

Pipeline BESS

IPP

Assets Sold

4,8 GW

Pipeline distributed across Italy, Spain, Chile and Brazil

13,2 GWh

**BESS** Stand Alone

13 MW

In Operation

509 MW<sup>1</sup>

3 MW at COD

GAV<sup>2</sup>

Net Debt

Loan to Value<sup>3</sup>

Equity Value Research Analysts<sup>4</sup>

€245M

+2% vs 2023

€56M

11% all-in cost

29%

2,7 years debt maturity

€5,2/share

+79% vs last closing price

<sup>1.</sup> Includes future proceeds of 103MW transacted in Italy, which were closed by AGE before the constitution of the new JV | 2. Based on independent valuation by external appraisers as of December 2024 | 3. Net Debt/Attr. GAV | 4. Average Equity Value of JB Capital and Alantra

# 2. OPERATIONAL RESULTS 2024



### **OPERATIONAL RESULTS – ENHANCED FLEXIBILITY**



### Proven & flexible Business Model focused on Value Creation

Origination

Project Development & Construction

Flexible Strategy to crystallize Value

**Asset Rotation** (Develop-to Sell & Build-to Sell)

Originated +5 GW from scratch and with own teams

Organic

Sizable and Diversified Pipeline







**Partnerships** (Partial Sale at RTB or COD)



Operation (Build to Own)

### Inorganic (M&A)

2022 - 0,9 GW

2023 - 1,7 GW

2024 - 40 MW



### OPERATIONAL RESULTS - 4.8 GW & 13.2 GWH OF PV & BESS



### International presence with unique exposure to Italy and BESS

- Increased exposure to core markets (Italy) with 1,2 GW of PV
- Strong bet on BESS with 13,2 GWh of projects across different geographies

**Total Solar** 

MW	Early Stage	Advanced	Backlog	In Operation	Total Pipeline
Spain	98	39	3	-	151
Italy	453	234	470	-	1.157
Total Europe	551	284	473	-	1.308
Brazil 🌕	2.482	513	249	-	3.243
Chile •	14	156	38	13	222
Total LatAm	2.496	669	287	13	3.465

953

3.047

**759** 

13

4.773

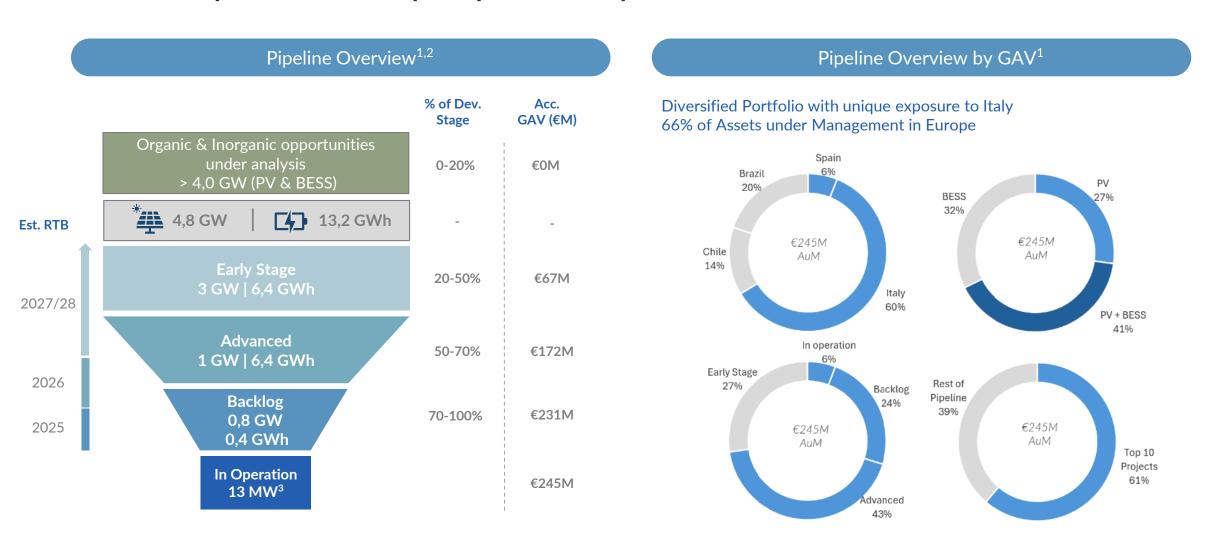


Early Stage	Advanced	Backlog	In Operation	Total Pipeline
876	440	10	-	1.322
5.192	5.832	200	-	11.224
6.068	6.272	210	-	12.546
292	-	-	-	292
56	136	152	-	343
348	136	152	-	635
6.416	6.408	362	-	13.185
	876 5.192 6.068 292 56 348	Stage       Advanced         876       440         5.192       5.832         6.068       6.272         292       -         56       136         348       136	Stage       Advanced       Backlog         876       440       10         5.192       5.832       200         6.068       6.272       210         292       -       -         56       136       152         348       136       152	Stage         Advanced         Backlog         Operation           876         440         10         -           5.192         5.832         200         -           6.068         6.272         210         -           292         -         -         -           56         136         152         -           348         136         152         -

### **OPERATIONAL RESULTS – 4.8 GW | 13.2 GWH DIVERSIFIED & MATURE PIPELINE**



### International presence with unique exposure to Italy and BESS



<sup>1.</sup> As of FY2024 | 2. Based on independent valuation by external appraisers as of December 2024 | 3. IPP Rota do Sol I 3,3 MW (COD) sold to IVI Partners (Brookfield) in OCT'24. As of today, the total MW in operation is 13MW

### **OPERATIONAL RESULTS – ACCELERATED ASSET ROTATION**



### 509 MW of assets sold in Italy and Brazil

### 503 MW of Pre-RTB assets in Italy



### Overview



Sardinia plant, CGI-rendered image



Apulia plant, CGI-rendered image

### Transaction

- > Two projects sold of 400MW and 103MW respectively to Tier-1 investors
- > The projects combine Agri-PV (470 MW) and BESS (200 MWh), enhancing energy price once in operation
- > The projects are expected to reach RTB in 2026. These projects will generate payment milestones during the development phase
- > Maximum multiple could reach x5 of invested capital, with >€30M of expected proceeds

### 6MW portfolio of Operating and RTB assets in Brasil 📀



#### Overview



Plant constructed by Enerside



Plant O&M operated by Enerside

#### Transaction

- > Two projects sold in Rio Grande do Norte (Brazil): 3MW in operation and 3MW at RTB to IVI Energia (Brookfield)
- > The projects were fully developed and constructed by Enerside maximizing returns
- > Rota do Sol 1 counted with AAA-PPA and Project Finance with BNB
- > Price of transaction reached€1.000.000/MW for COD and€100,000/MW for RTB



## 17 MW fully developed, constructed and operated internally

PMGDs (DS 244)	MWp	COD	EBITDA	Status
	Renaico	2Q 2023	€0,4M	<ul> <li>Public purchase agreement with the Chilean grid</li> <li>Bridge financing through the issuance of green bonds €4M</li> </ul>
	Linares	2Q 2024	€0,2M	<ul> <li>Public purchase agreement with the Chilean grid</li> <li>Project Finance with Infrastructure Bank</li> </ul>
Distributed Generation	MWp	COD	EBITDA	Status
	Rota do Sol	4Q 2023	€0,3M	<ul> <li>Sold to IVI Partners (Brookfield) in October 2024</li> <li>Portfolio sold with Rota do Sol II at RTB</li> <li>PPA with Raizen</li> <li>Project Finance with BNB</li> </ul>
Total EBITDA			€1M	

# 3. FINANCIALS RESULTS





### **Profit & Loss Statement 2024 - Management Accounts<sup>1</sup>**

P&L Management Accounts - €m	2024	2023	Variation
Asset Sales <sup>1</sup>	9,3	2,7	6,5
Construction - EPC / BOS	1,6	16,2	(14,6)
IPP / O&M	1,5	1,0	0,5
Net Sales	12,4	19,9	(7,5)
Capitalized Expenses (Capex & Devex)	6,0	14,1	(8,0)
Total Revenue	18,4	34	(15,6)
COGS	(10,4)	(48,5)	38,1
Gross Margin	8,0	(14,5)	22,5
Overheads	(3,7)	(6,0)	2,3
Operating expenses	(2,9)	(4,8)	1,8
Other non-recurring expenses	(0,9)	(0,3)	(0,5)
EBITDA <sup>2</sup>	0,5	(25,6)	26,1

### Successful turn-around in 2024 with Positive EBITDA<sup>2</sup>

2024 results reflect that Enerside has entered a new phase of growth after successfully completing a successfull turnaround based on the following measures:.

- 1. Asset rotation: sale of Palmadula in April 2024
- Focus on own projects and discontinuation of Construction / EPC Business for third-parties
- 3. HoldCo expenses optimization (-36% versus 2023)

<sup>1.</sup> Non-audited information. More detail of management accounts adjustments in slide 24 (appendix) | 2. According to accounting norm NIIF15, the sale of Pre-RTB projects (€7,2M), will not be recognized until RtB date (est. 2026) although the company has received a payment in cash for €7,2M

### FINANCIAL RESULTS - REFINANCING AND RECAPITALIZATION



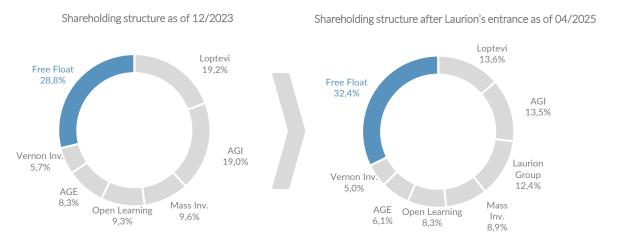
## Refinancing of debt & new key investor opening way for ambitious growth

### Amortization schedule after refinancing process



### Entry of new key investor

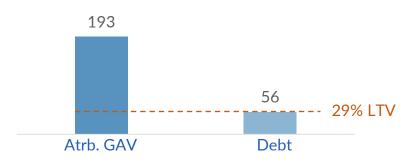
Current Shareholder structure (before capital increase)



- 1. €245M in Gross Asset Value (AuM) of the pipeline, with a unique exposure to Italy
- 2. Recapitalized balance sheet with:
  - Entry of a new key investor
  - Capital increase
- 3. Financial structure strengthened through:
  - Refinancing of ST debt with Caixa and Santander
  - New facility debt of €25M



Stronger BS with new capital to finance the business plan



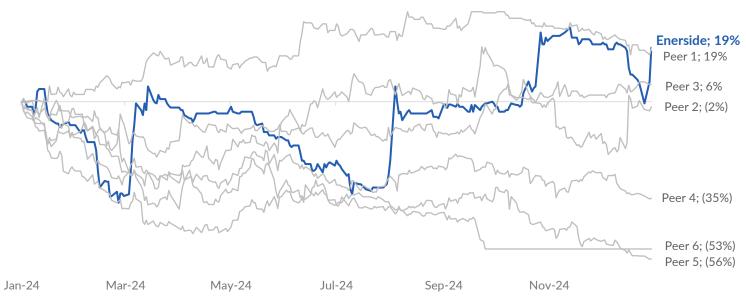
### FINANCIAL RESULTS - SUPPORT FROM MARKETS



### Sector still facing challenges but improving with lower interest rates

### Enerside share among the best performing in the industry

Share Price Performance YTD



Source: Yahoo Finance, April 2025

New Equity Research by JB Capital Markets with Buy recommendation and Average Equity Value at €5,2/share (+79% vs last closing price)

■ **JB**CapitalMarkets

ALANTRA

2024: still a difficult year for renewables...



**Geopolitical Tensions** 



Volatile Energy Prices



High Rates impacting Valuation

... that doesn't change their long-term thesis



### Energy Transition stronger than ever

- Stronger political commitment
- More ambitious targets
- Flourishing Distributed Generation
- BESS expected to be a key growth driver

# 4. TAKEAWAYS



### **TAKEAWAYS**



### On track to a sustainable & profitable future

- 2023 and 2024 have been a difficult year for renewables, impacting Enerside's financial KPIs
  - Geopolitical Tensions, volatile Energy Prices and higher interest rates have been a huge challenge for the industry as a whole
  - Enerside has been no exception, taking a hit on its financial results, driven by EPC services for 3rd parties
  - Growth has been preserved, and important operational milestones have been reached
- 2 Enerside has responded rapidly and effectively launching its Plan Impulsa...
  - Focus on own projects and consequent termination of construction for 3rd parties
  - Acceleration of Asset Rotation: Target of more than €70M in 2024-26
  - Cost Optimization on path to profitability: +50% reduction of annualized Operating Expenses
- 3 ... that positions the company for a bright future supporting the Energy Transition
  - Positive Operating Cash flow already in 2024 with recapitalized Balance Sheet
  - Strengthened core: High value creation through the development of our 4,8 GW pipeline of PV & 13,2 GWh BESS valued at €245M
  - A stronger, more flexible, and leaner company, focused on development to maximize value creation

<sup>1.</sup> Based on independent valuation by external appraisers as of December 2024

<sup>2.</sup> According to accounting norm NIIF15, the 2<sup>nd</sup> milestone of Palmadula (€7,2M), cashed in in April 2024, will not be recognized until RtB date (est. 2026)

# Appendices



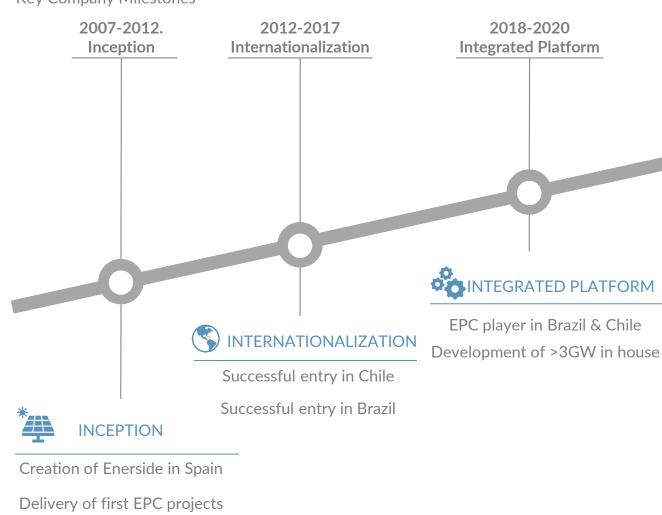
### **APPENDICES - PROVEN TRACK RECORD**



## A Solar PV specialist since 2007

### Reaching key Targets since 2007

**Key Company Milestones** 





2021-2023

**IPO** 

TRANSFORMATION TO IPP

IPO

>200 MW Built for 3rd parties

Entry in Italy through M&A

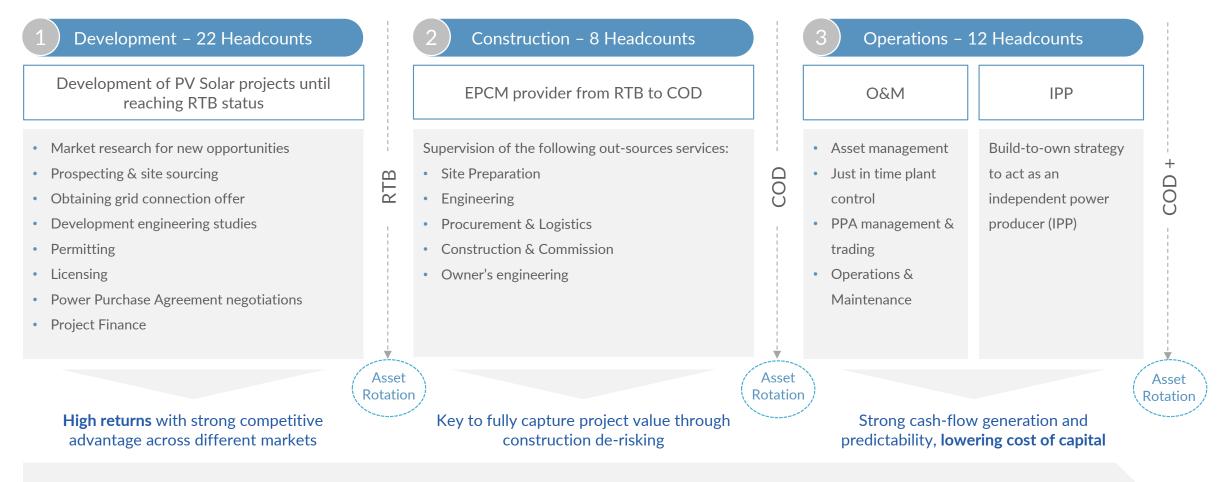
20MW of IPP

- Asset Rotation
- Cost efficiency
- Strengthen capital structure
- Diversified and mature pipeline of PV Solar & BESS

### **OUR BUSINESS MODEL**



### Integrated Platform with all capabilities in-house



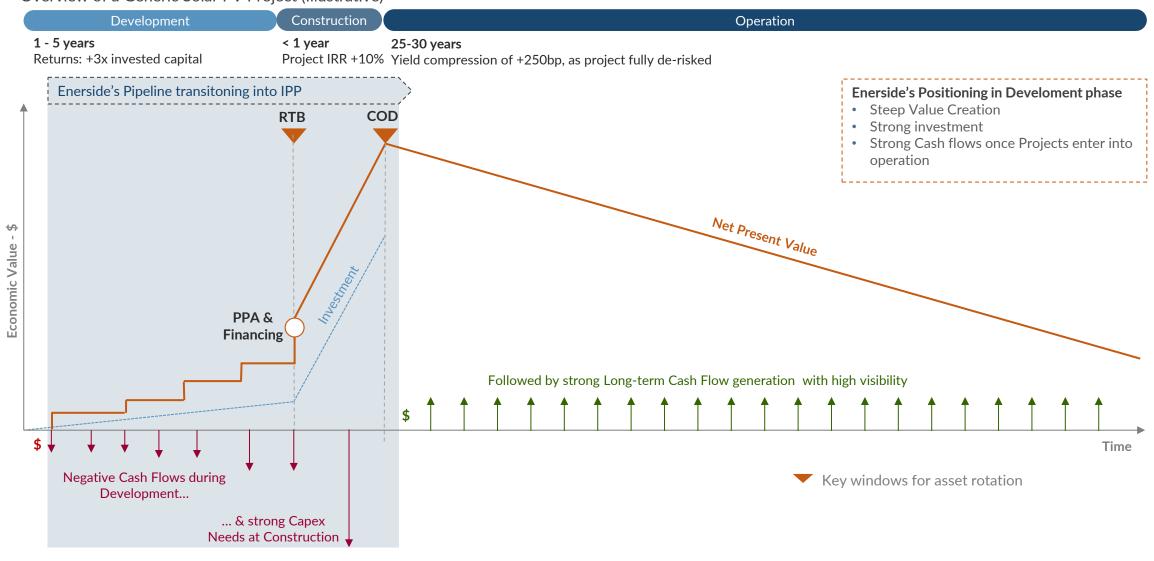
Ability to develop projects from scratch allows to fully capture value across the entire Lifecycle

### **APPENDICES - BUSINESS MODEL & STRATEGIC POSITIONING**



## Value creation and Cash flow through the life cycle of PV plant

Overview of a Generic Solar PV Project (Illustrative)





## **Profit & Loss Statement 2024 vs Management Accounts**

P&L - €m	2024	pre-RTB Sale	2024 (Management) <sup>1</sup>
0			
Asset Sales <sup>2</sup>	2,1	7,2	9,3
Construction - EPC / BOS	1,6	-	1,6
IPP / O&M	1,5	-	1,5
Net Sales	5,2	-	12,4
Capitalized Expenses (Capex & Devex)	6,0	-	6,0
Total Revenue	11,2	7,2	18,4
COGS	(8,9)	(1,5)	(10,4)
Gross Margin	2,3	5,7	8,0
Overheads	(3,7)	-	(3,7)
Operating expenses	(2,9)	-	(2,9)
Other non-recurring expenses	(0,9)	-	(0,9)
EBITDA <sup>2</sup>	(5,2)	5,7	0,5
Depreciation	(0,7)	-	(0,7)
Provisions and EPC adjustments	(3,0)	-	(3,0)
EBIT	(8,9)	5,7	(3,2)
Financial expenses	(14,2)	-	(14,2)
Taxes	0,1	-	0,1
Net Income	(23,0)	5,7	(17,3)

<sup>1.</sup> Non-audited information | 2. According to accounting norm NIIF15, the sale of Pre-RTB projects (€7,2M), will not be recognized until RtB date (est. 2026) although the company has received a payment in cash for €7,2M

# **THANK YOU**

