**INVESTOR RELATIONS PRESENTATION** 

# Q1 | 2022



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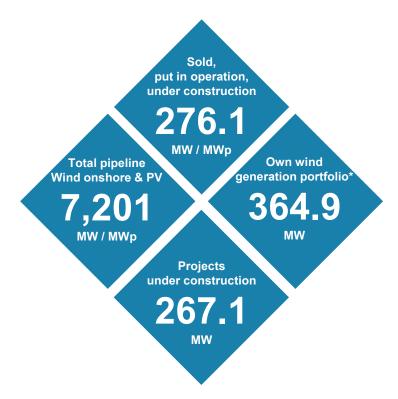
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## **GOOD START TO THE YEAR 2022**

#### **BUSINESS EXPANSION CONTINUES**

- » 276.1 MW/MWp of renewable energy projects sold, put into operation or under construction in Q1 2022
- » Sale of 9 MW wind farm in France
- » Strong quarter in power generation driven by improved wind yields, larger installed base and high power prices
- » Expansion of own generation portfolio makes progress another wind farm (19.4 MW) put into operation in April
- » Increase of pipeline by 939 MW/MWp yoy / 285 MW/MWp qoq lifts pipeline to >7.2 GW/GWp
- » Scale Up Implementation fully on track
  - » O&M: MW under management increased to >2,200



<sup>\*</sup> in operation, under construction or through tender as of March 31, 2022



# STRONG Q1 2022 RESULTS DRIVEN BY POWER GENERATION

RESULTS IMPACTED BY INVESTMENTS IN OWN GENERATION PORTFOLIO

- » EBITDA strongly increases to € 15.8m, up 151.3% yoy best Q1 EBITDA in company history
- » Power generation benefitted from high power prices, improved wind yields and higher installed base in Q1
- » Total output down (-23.3% yoy) compared to last year as expected; still at high level of € 37.9m and fully on track
- » Cash position and equity increased further

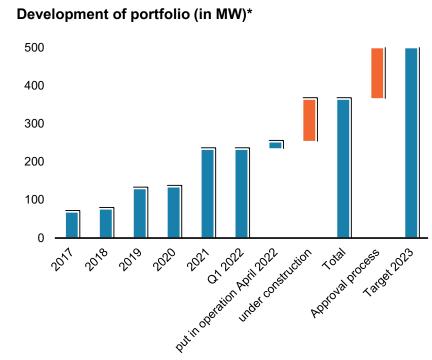




## **EXPANSION OF OWN GENERATION PORTFOLIO CONTINUES**

365 MW IN OPERATION, UNDER CONSTRUCTION OR THROUGH TENDER

- » Target to increase own generation to up to 500 MW by the end of 2023
- » 233.2 MW of onshore wind projects in operation at end of Q1
- » Another wind farm (19.4 MW) put into operation in April, further 112.3 MW intended for portfolio under construction
- » 170 GWh of green electricity produced in Q1 2022, ~110,000 tons of CO2 saved\*
- » Hidden reserves accumulated in portfolio of > € 130m in total



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<sup>\*</sup> PNE estimates

## WELL-FILLED PROJECT PIPELINE WIND ONSHORE

### MORE THAN 1.1 GW IN PERMITTING PHASE

Country	I – II	III	IV	Total MW	Sold/ Services
Germany	1,251	575	131	1,957	10
France	315	237	0	552	13
United Kingdom	43	0	0	43	0
Italy	40	0	0	40	0
Canada	505	0	0	505	0
Panama	224	60	0	284	0
Poland	404	0	0	404	59
Romania	0	0	0	0	221
South Africa	630	30	0	660	140
Sweden	200	0	0	200	60
Turkey	629	71	0	700	0
USA	266	167	0	433	0
Total	4,507	1,140	131	5,778	503

Phase I – II = Exploration & Development

as of March 31, 2022

Phase III = Planning

Phase IV = Implementation till handover

Sold/Services = sold, but construction management services by PNE

- » Total pipeline grows to 5,778 MW (Q1 2021: 5,588 MW)
- » Record level of projects in permitting phase in Germany and France with 812 MW

## Germany

- » Increase of German pipeline to 1,957 MW (Q1 2021: 1,817 MW)
- » 8 wind farms with 135.1 MW under construction, mainly for own generation portfolio
- » New approval for 11.6 MW in Q1
- » Wind farm Wahlsdorf (19.4 MW) completed in Q2 22

#### France

- » Chantonnay (9 MW) sold as project right in Q1 2022
- » Nanteuil (13.2 MW) under construction

#### Poland

» Projects Krzecin (19 MW) and Kuslin (40 MW) under construction; projects were sold at beginning of Q4 2021 to Octopus Renewables

#### Sweden

» Hultema (59.4 MW) under construction



## PV PIPELINE CONTINUES TO GROW AT HIGH PACE

as of March 31, 2022

### FOUNDATION LAID FOR FURTHER PIPELINE GROWTH IN NEW MARKETS

Country	I – II	III	IV	Total MWp
Germany	441	0	0	441
France	95	0	0	95
Italy	117	0	0	117
Canada	10	0	0	10
Poland	98	0	0	98
Romania	149	0	0	149
South Africa	105	0	0	105
USA	408	0	0	408
Total	1,423	0	0	1,423

Phase I – II = Exploration & Development

Phase III = Planning

Phase IV = Implementation till handover

- » Total PV pipeline grows by 749 MWp to 1,423 MWp (Q1 2021: 674 MWp)
- » +749 MWp yoy, +213 MWp qoq
- » Additional markets and projects are being evaluated
- » Many synergies with wind development

## FINANCIAL FIGURES CLEARLY IMPROVED YOY

### DRIVEN BY STRONG POWER GENERATION BUSINESS

- » EBITDA up 151.3% yoy, driven by Power generation
- » Total output down -23.3% yoy as expected, fully on track
- » Strong increase in Power generation overcompensates for decrease in Project development
- » Operating performance and earnings mainly driven by:
  - » Results from Power Generation
  - » Project sale in France
  - » Internal sales related to build-up of own generation portfolio
  - » Services business
- » Financial result positively impacted by valuation of interest rate swaps (€ +6.6m)

In € m	Q1 2022	Q1 2021	
Sales	29.5	16.1	
Work in progress	7,5	32.8	
Other income	1.0	0.5	
Total output	37.9	49.4	
Cost of materials	-8.7	-30.7	
Personnel	-8.7	-8.3	
Others	-4.7	-4.2	
EBITDA	15.8	6.3	
Depreciation	-6.5	-5.2	
EBIT	9.2	1.1	
Financial result	3.5	0.0	
EBT	12.8	1.1	
Taxes	-2.7	0.0	
Non-controlling interests	0.0	0.0	
Net income	10.0	1.1	
EPS (in €)	0.13	0.01	
EPS (in €) Diluted	0.13	0.01	



# STRONG POWER GENERATION DRIVES BUSINESS IN Q1

STRONG INCREASE IN POWER GENERATION EBITDA OVERCOMPENSATES FOR DECREASE IN PROJECT DEVELOPMENT

## » Project development

- » Project development output\* decreases to €15.9m (-66.9%)
- » EBITDA\* decreases to €-2.4m (-137.1%)

#### » Services

- » Services output\* grows to €5.2m (+6.7%), driven by growth of O&M business
- » EBITDA\* decreases to €1.4m (-14.0%), due to expansion of personnel related to international business expansion

## » Electricity generation

- » Power generation output\* strongly increases to €21.9m (+222.6%), due to improved wind yields, a higher installed base and high power prices in Q1
- » EBITDA\* increases to €18.8m (+268.9%)

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**EBITDA Total output** In € m In € m 70,0 25.0 60,0 20.0 50,0 15,0 40,0 10.0 30,0 20.0 5,0 10.0 0,0 0.0  $\Omega 1/22$ Q1/21 -5,0 -10,0 Q1/21 Q1/22 -10.0 -20.0 **Project Development Electricity Generation** Services Consolidation

<sup>\*</sup> Before consolidation

## **BALANCE SHEET REMAINS ROCK SOLID**

#### PORTFOLIO EXPANSION REFLECTED IN GROWING ASSET BASE AND PROJECT FINANCING

## **Property, Plant and Equipment**

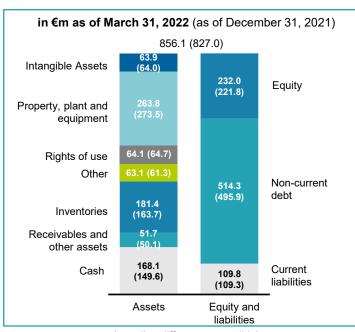
» Transformer stations	€18.2m
» Land and building	€13.3m
» Own wind farms	€223.3m

### **Inventories**

» Onshore Germany	€110.2m
» Onshore International	€24.0m
» Advance payments	€46.9m

## Liquidity

» Cash position €168.1m



(rounding differences possible)

## **Equity**

- » Equity ratio at 27.1%
- Equity ratio "bond" at 33.7%

#### Non-current debt

- » Corporate bond 2018/23 (€50m, 4%)
- » Liabilities to banks €347.1m. mainly project financing (non recourse)
- » Liabilities from leasing contracts (rights of use) €108.7m

#### **Current liabilities**

- » Liabilities to banks €22.1m, mainly project financing (non recourse)
- » Liabilities from leasing contracts (rights of use) €5.8m





# **POSITIVE OUTLOOK FOR FY 2022** CONFIRMED

- Guidance for FY 2022 confirmed: EBITDA of € 20-30m
- Dynamic market environment provides opportunities, e.g. power prices, hydrogen
- Portfolio build up continues
- Well-filled and growing project pipeline (5,778 MW wind onshore, 1,423 MWp PV)
- High volume in permitting phase in core markets Germany and France with 812 MW (wind onshore) offers great potential and good visibility going forward
- Ongoing investment in own generation portfolio and Scale-Up



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