

# 9M 2021 Results



10 November 2021

# Forward-Looking Statements

This presentation contains certain forward-looking statements that reflect the Company's management's current views with respect of future events and financial and operational performance of the Company and its subsidiaries. These forward-looking statements are based on Falck Renewables S.p.A.'s current expectations and projections about future events and have been prepared in accordance with IFRS currently in force and the related interpretations as set out in the documents issued to date by IFRIC and SIC, with the exclusion of any new standard which is effective for annual reporting periods beginning after January 1<sup>st</sup> 2021. Because these forward-looking statements are subject to risks and uncertainties, actual future results or performance may differ materially from those expressed in or implied by these statements due to any number of different factors, many of which are beyond the ability of Falck Renewables S.p.A. to control or estimate precisely, including changes in the regulatory environment, future market developments, fluctuations in the price and availability of fuel and other risks. You are cautioned not to place undue reliance on the forward-looking statements contained herein, which are made only as of the date of this presentation. Falck Renewables S.p.A. does not undertake any obligation to publicly release any updates or revisions to any forward-looking statements to reflect events or circumstances after the date of this presentation. The information contained in this presentation does not purport to be comprehensive and has not been independently verified by any independent third party.

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A portrait of Toni Volpe, a middle-aged man with grey hair, smiling and wearing a dark blue suit jacket over a white shirt. He has his arms crossed.

# Agenda

☒ 9M 2021 Highlights

☐ 9M 2021 Results

☐ Appendix

**Toni Volpe**  
Chief Executive Officer

# Business Highlights 9M 2021

## Asset development

- ❑ **Pipeline: reached ~7.2 GW** (> 2x than December 2020)
- ❑ Reached **COD** at Westmoreland solar (**29.6 MW** in the US), installed capacity @**1,349 MW +13%** YoY
- ❑ **CAPEX: € 147.5M** (vs € 71.3M in 9M 2020) invested in operating assets (+153 MW) and assets under construction (+80 MW in France, Italy, Norway and the US)
- ❑ **Floating offshore:** started 2 projects in Italy with BlueFloat **to develop up to 2.5 GW**
- ❑ Exploring opportunities for **Scottish communities to own a stake** in offshore wind developments
- ❑ Launch of **first crowdfunding** campaign in Italy to involve **local communities**
- ❑ Entry in **Finland**

**Progress on the pipeline through technological diversification, engagement with local communities**

## Owned assets

- ❑ **Overall production of 1,963 GWh** (-0.7% vs 9M 2020) partially compensated by growth in installed capacity in Sweden, Spain and the US
- ❑ **Confirmed low winds in the UK and France** in 9 months 2021 vs exceptionally high winds recorded in 2020 (total production index: -13.9% compared with +1.4% in 2020\*)
- ❑ **9M Results:** Ebitda € 128.6M, Earnings before Taxes Adjusted € 33.3M

**Ebitda Guidance improved**

## Services

- ❑ **Energy management: 1,278 GWh dispatched** in 9M in Italy and UK (+**38%** vs 9M 2020); of which 759 GWh from FKR and 519 GWh from third-parties
- ❑ **Downstream services:** increased Ebitda at € 2.7M (€ +**1.9M** vs 9M 2020).
- ❑ **Completed the acquisition of SAET SpA** (revenues from BESS EPC+**32%** YoY)
- ❑ **Vector Renewables:** (Ebitda € +**0.5M** vs 9M 2020). A **350 MW** portfolio won in Spain and Portugal

**Confirmed growth in Services and strong recovery of Energy Team**

\* Including reimbursed curtailments



# 2021: Growing and Consolidating Organic Pipeline

MW under development  
at Q3 2021, adjusted (EU+USA)

Asset development  
"cash" costs in €m

9M '20	9M '21
12.0	20.1

+68%

*2025 Gross Pipeline  
Target increased to 20 GW  
(from initial 15 GW)*

Wind offshore projects in Italy for 2,5 GW (Kailia and Odra Energia); Continued progress on ScotWind (not included)

Includes 55 MW of RtB projects in Finland, recently acquired

Includes 0,7 GW of storage, both co-located and stand-alone

In France, Italy, Norway and the US

80 MW

1,6 GW

≈ 5,6 GW  
≈ 2,5 GW Floating Offshore  
≈ 3,1 GW Onshore

≈ 7,2 GW

4 MW: 2021 Gross Pipeline Target

≈ 6 GW

≈13 GW

≈ 6 GW  
≈7,2 GW

Under construction Phase IV    Advanced Development (Phase II+III)    Mid-Early Stage I-A+I-B    Gross pipeline    Prospects Phase 0    Gross pipeline + Prospects

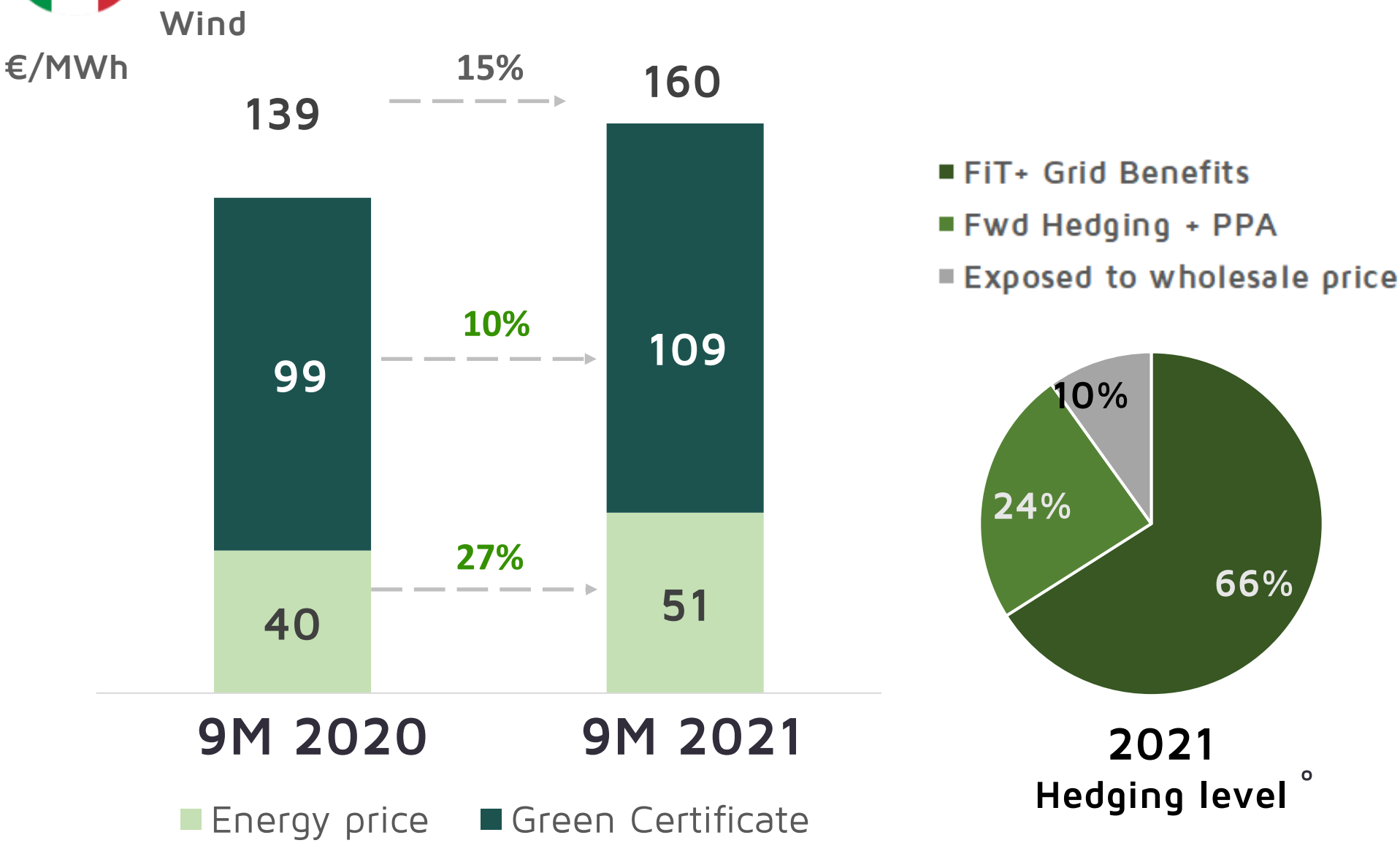
Projects (organic and M&A) identified for which a decision on whether to start development activities is yet to be taken or under evaluation

Strong 9 months on development activity in USA, Italy and Spain

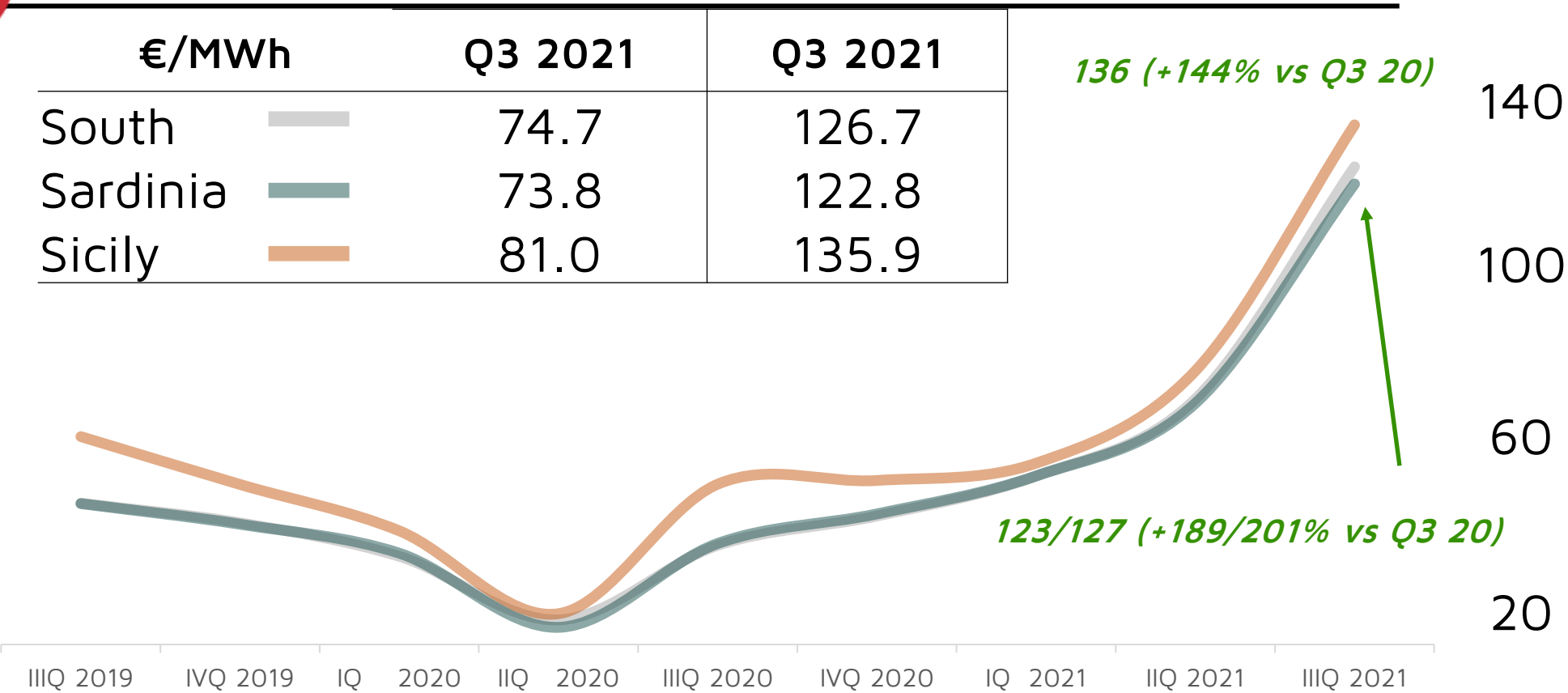
# Captured Price Overview 9M 2021



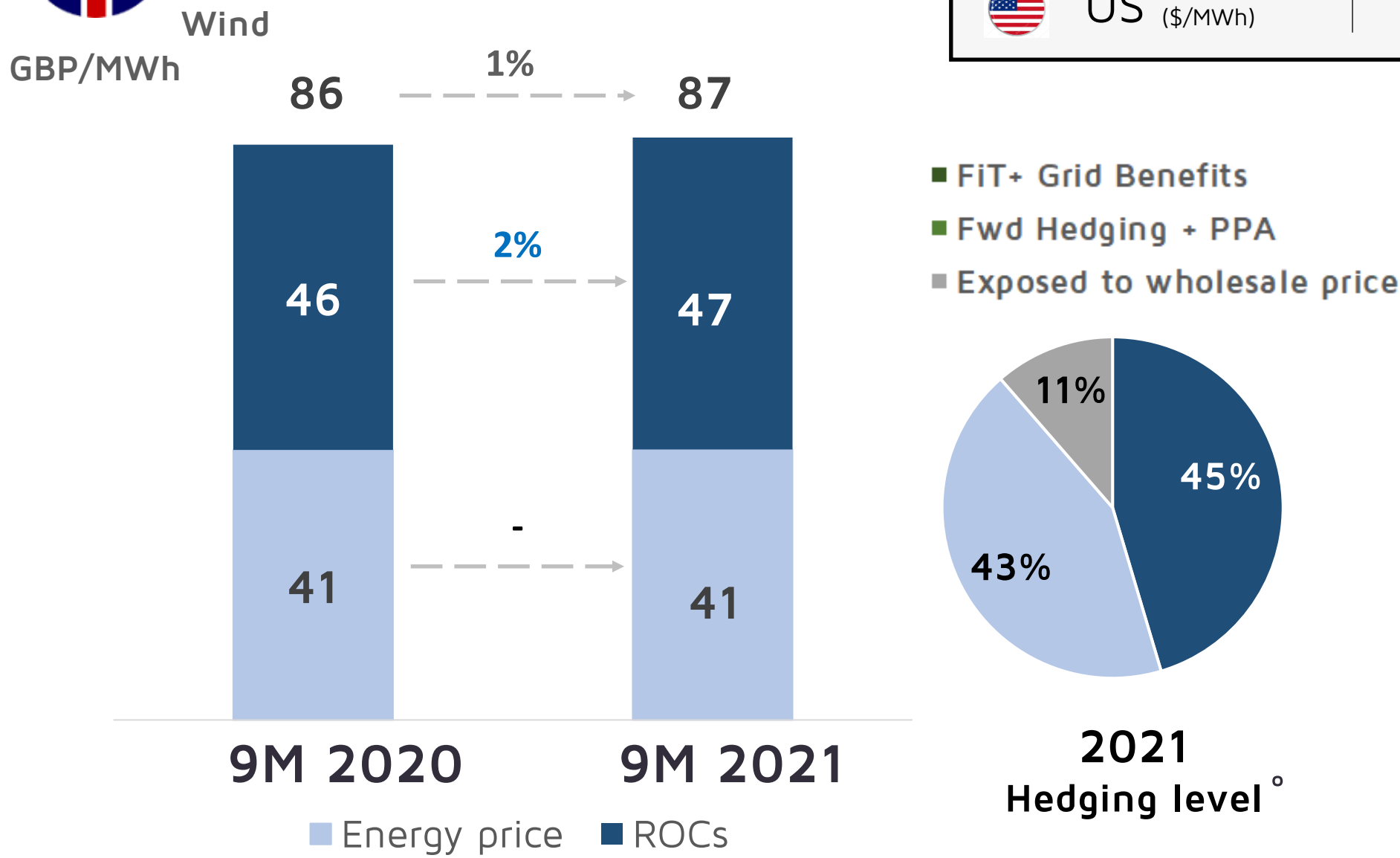
## Captured price + Incentive



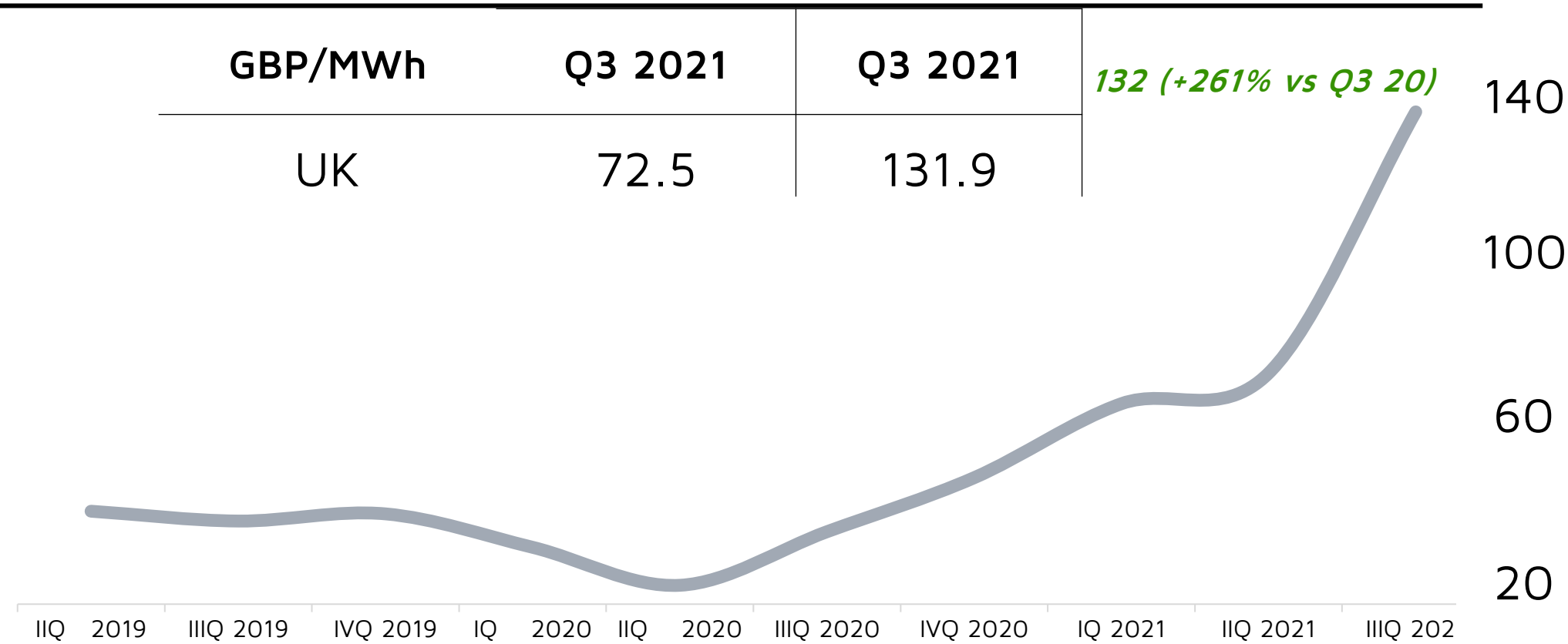
## €/MWh; Historical wholesale electricity price



## Captured price + Incentives



## GBP/MWh; Historical wholesale electricity price

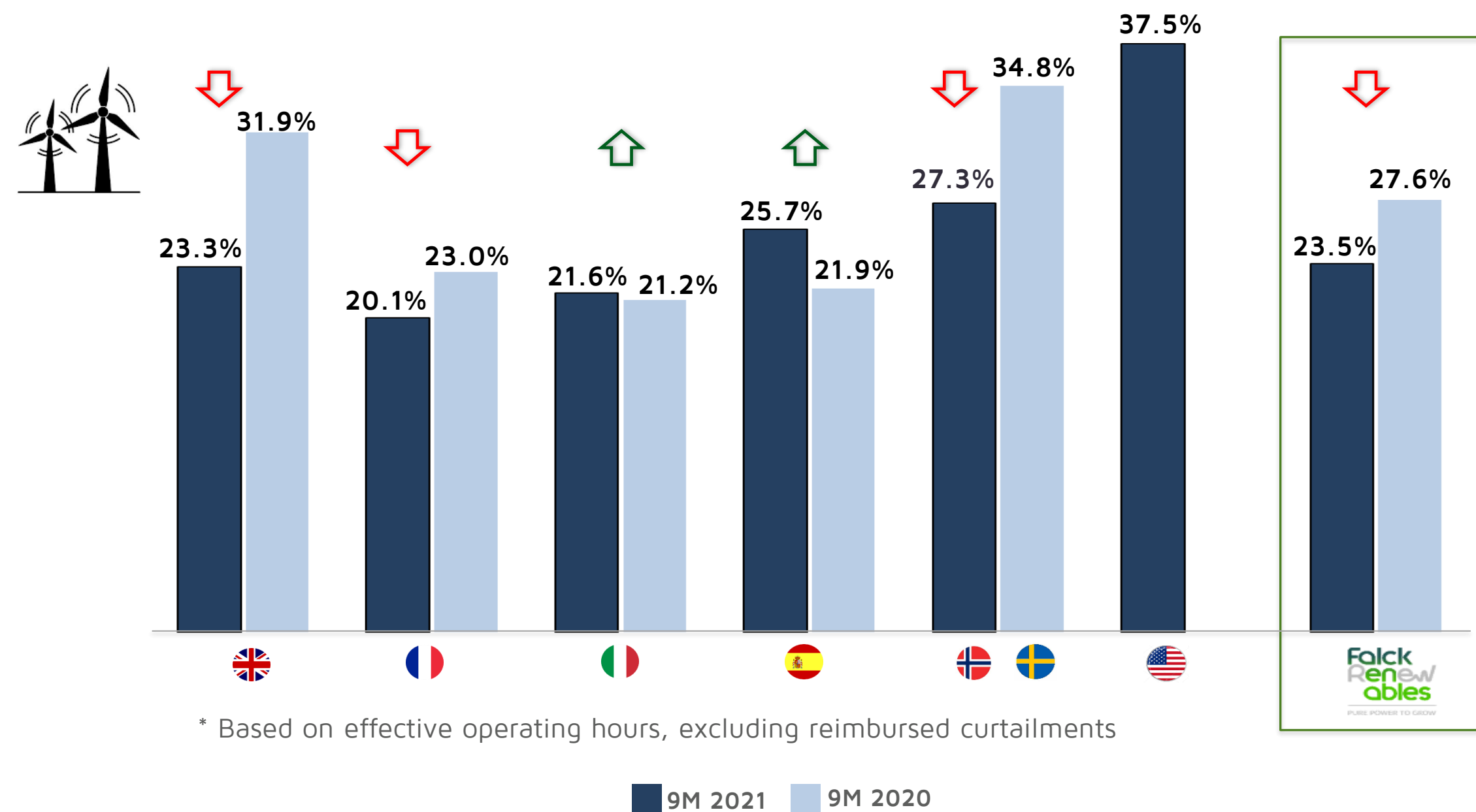


	9M 2020	9M 2021	Δ%
France (€/MWh)	95	95*	0%
Spain (€/MWh)	36	62**	71%
Nordics (€/MWh)	32	28***	-10%
US (\$/MWh)	81	75	-7%

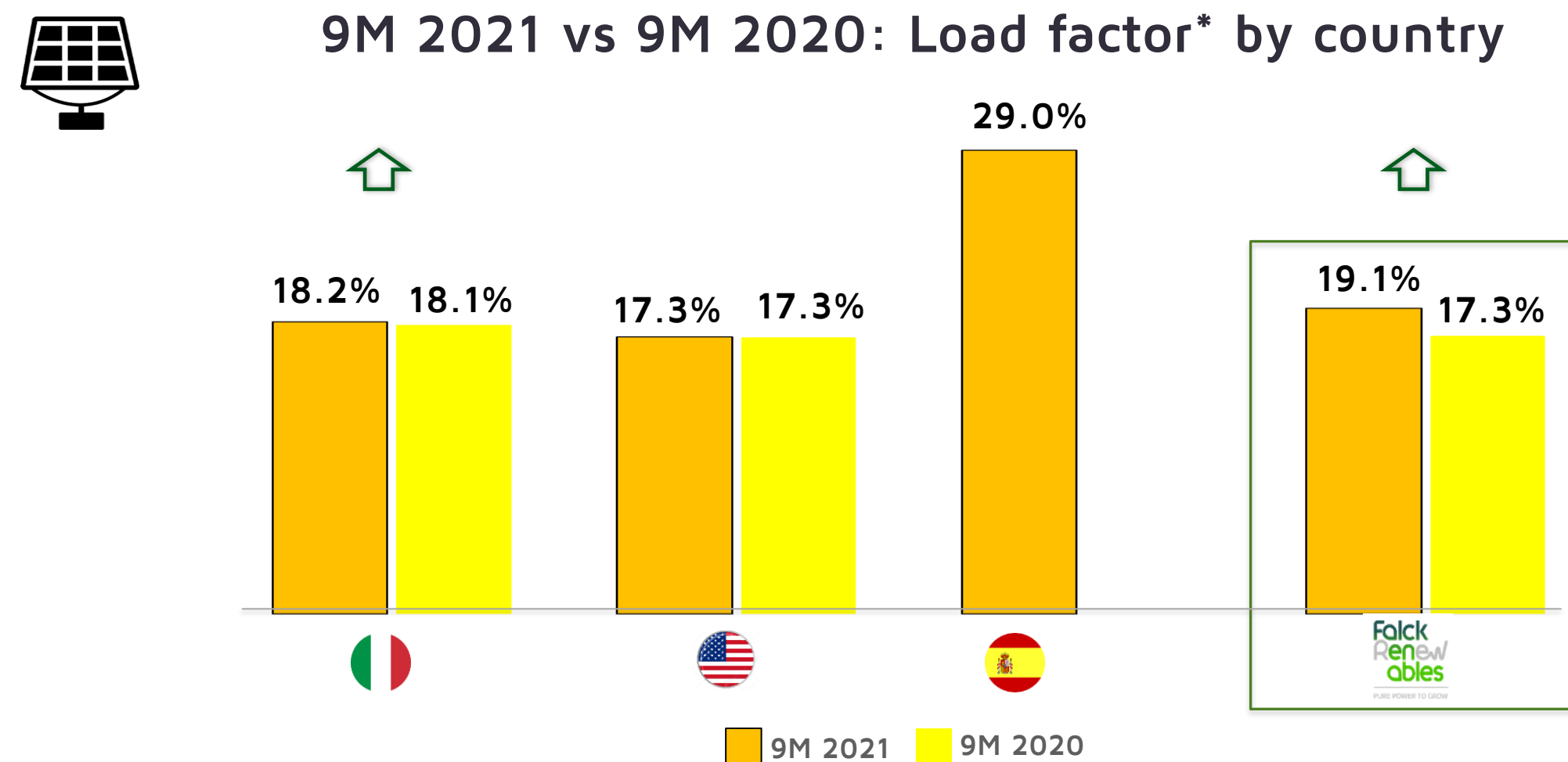
\*France Wholesale price 9M 2021: 71,32 €/MWh; \*\*Spain Wholesale price 9M 2021: 78,52 €/MWh. Prices include Desafio solar plant (50MW) acquired in April 2021;\*\*\* Scandinavia Wholesale price 9M 2021: 50,87 €/MWh; ° @ Index +100% generation level

# Wind and Solar Portfolio Performance 9M 2021

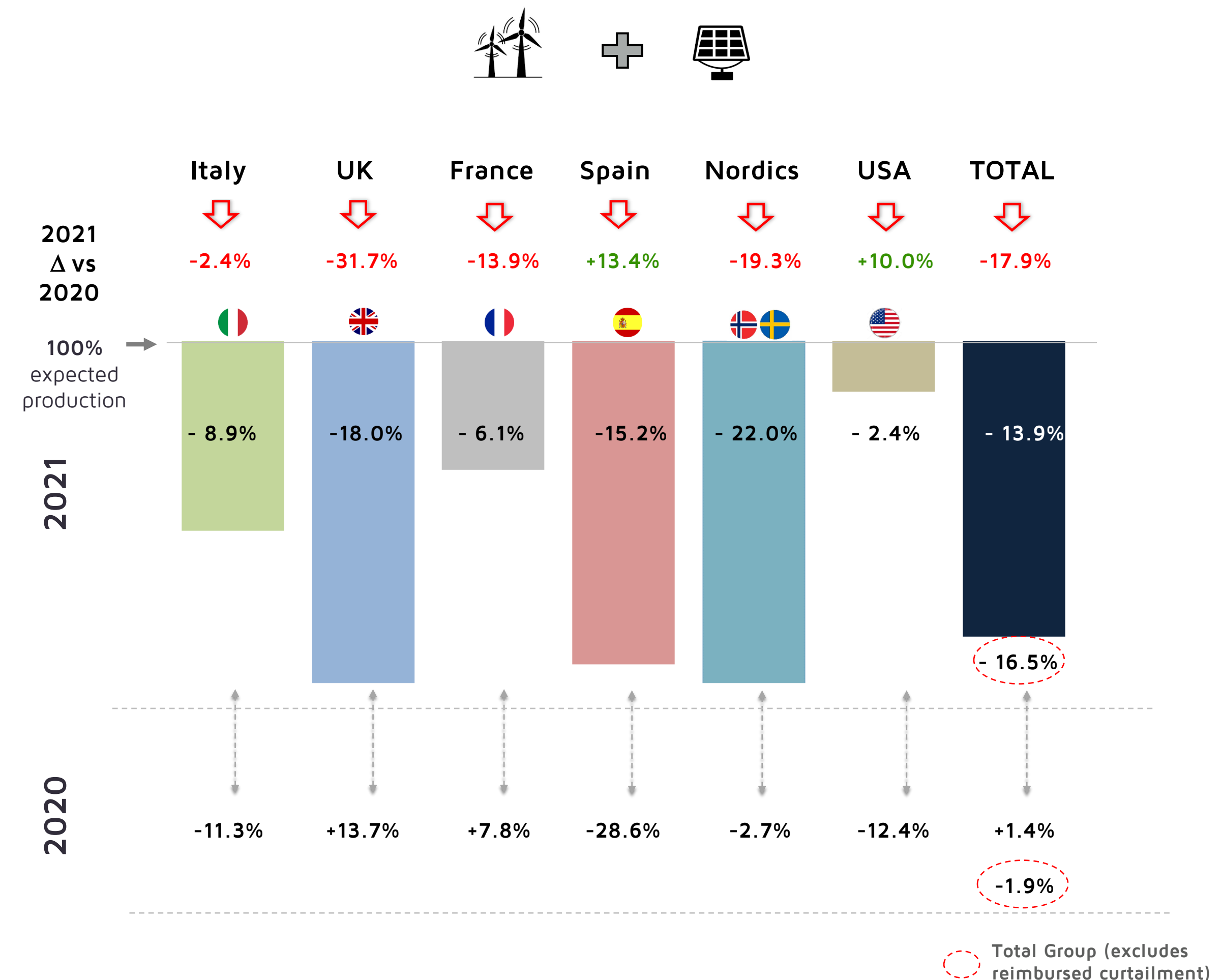
9M 2021 vs 9M 2020: Load factor\* by country



9M 2021 vs 9M 2020: Load factor\* by country



Evolution of production by country\*\* vs Index

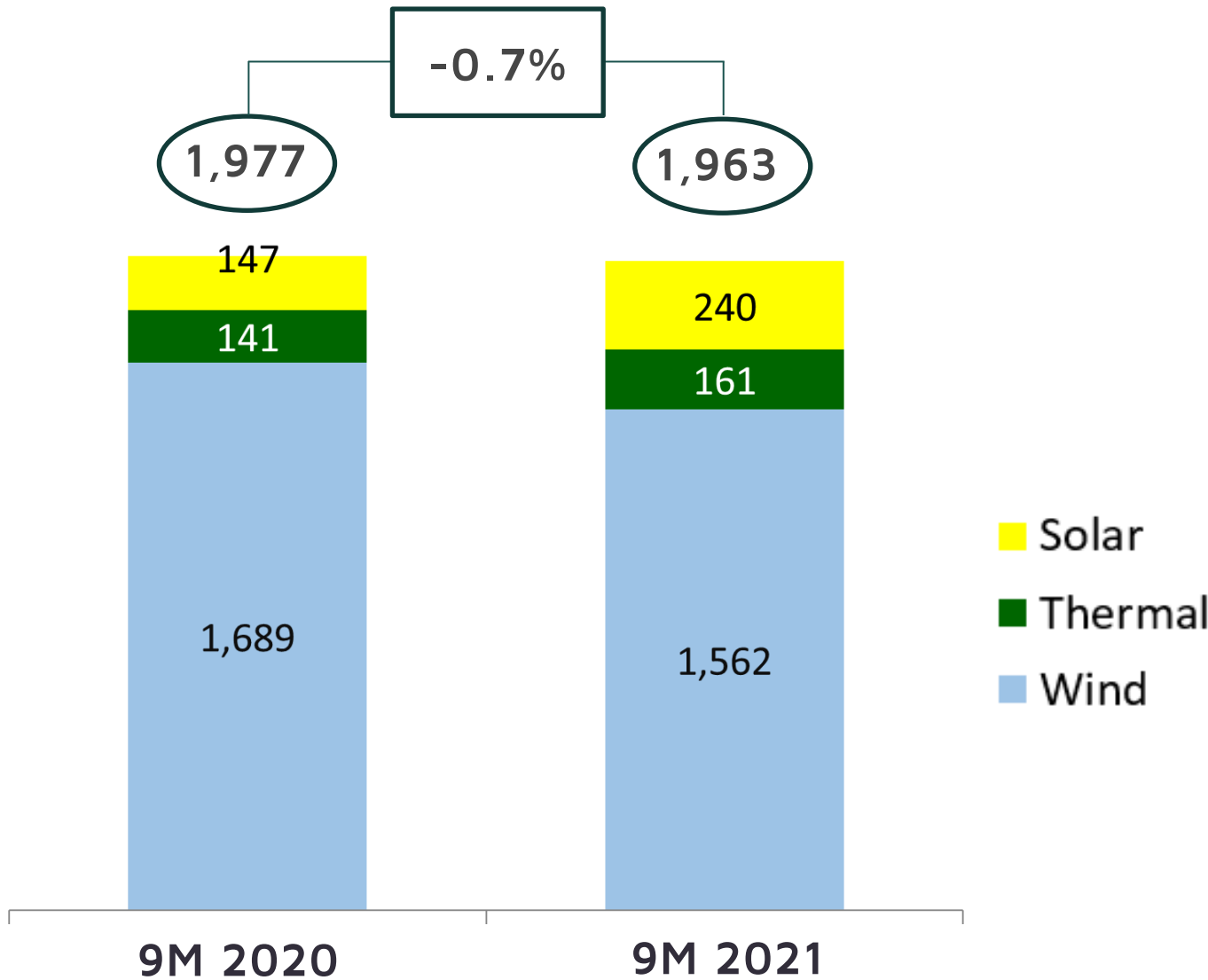
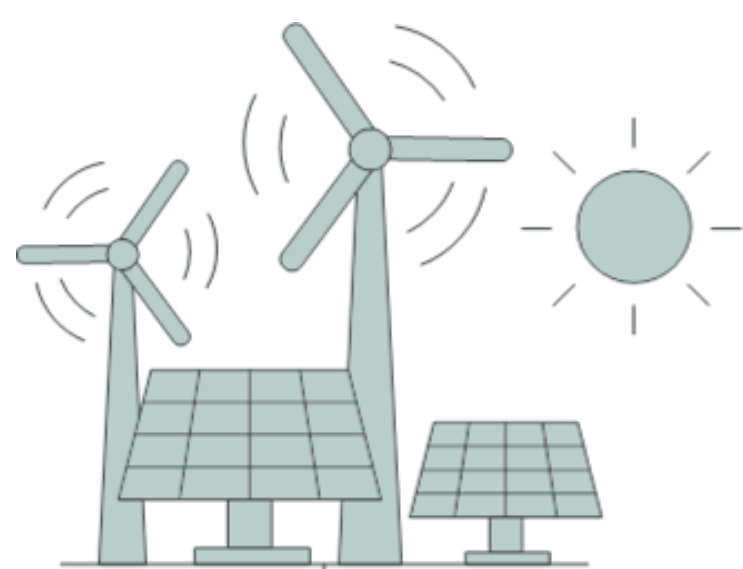


UK worst 9M since 2010

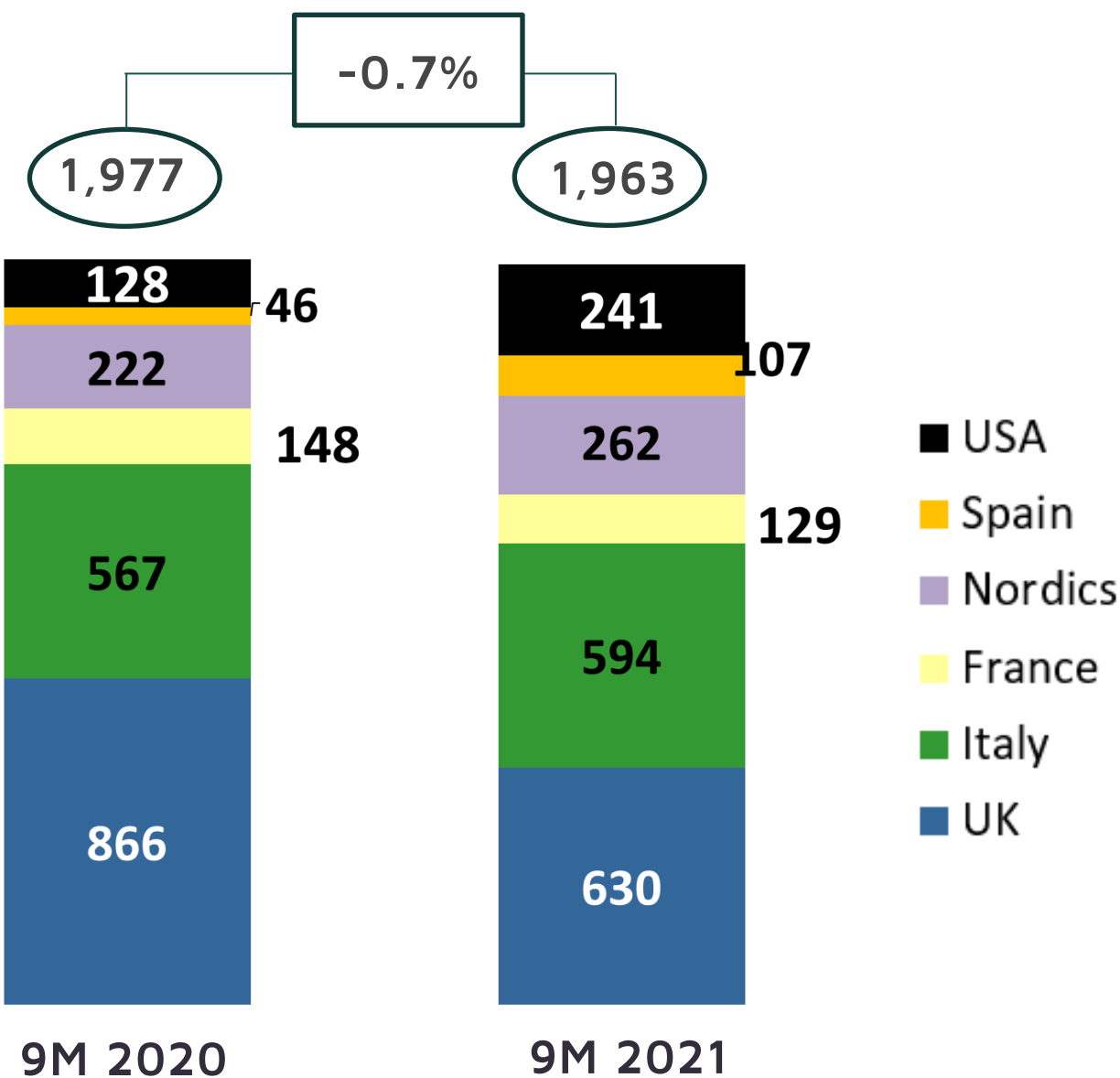
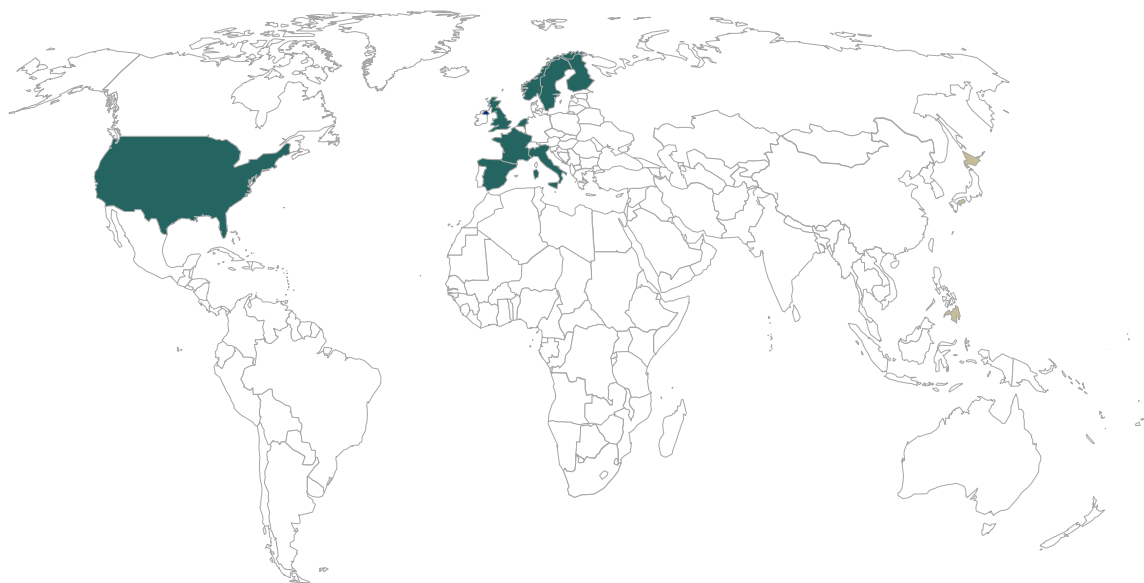
\*\* variation % vs. internal Index of production

# Electricity Production – 9M 2021

By technology  
(GWh)



By geography  
(GWh)



## 9M 2021



Prolonged weak production vs. 9M 2020 (-27%). Significant grid curtailments at our Millennium, Kilbraur, Assel Valley and Auchrobert wind farms included in National Grid balancing system (56 GWh compensated).



- Wind production slightly higher than 9M 2020 (+2%) due to better wind conditions in Q3.
- Confirmed better solar production than 9M 2020 (+6%): 9M 2020 performance burdened by Spinasantà revamping in Q1.
- Energy from waste/biomass higher vs. 9M 2020 (+14%) mainly due to biannual maintenance works occurred at Rende Biomass plant in Q1 2020.



Higher volumes vs 9M 2020 due to perimeter increase (+32 MW solar and +30MW wind) and start of productions at Westmoreland solar plant (30MW).



Lower productions vs. 9M 2020 (-13%) due to poor wind conditions across the country compared to exceptional performance in Q1 2020.



A portrait of Paolo Rundeddu, a middle-aged man with short, graying hair, wearing a dark blue suit jacket over a white shirt. He is standing with his arms crossed and a slight smile. The background is a light gray gradient.

**Paolo Rundeddu**  
Group Chief Financial Officer

# Agenda

- ☐ 9M 2021 Highlights
- ☒ **9M 2021 Results**
- ☐ Appendix



# 9M 2021 Financial Highlights

(€M)	9M 2021 <i>Reported</i>	Special items	9M 2021 <i>Adjusted</i>	9M 2020 <i>Reported</i>	Special items	9M 2020 <i>Adjusted</i>	Delta vs 9M 2020 Adjusted
Revenues and Other Income	356.8		356.8	287.5		287.5	24.1%
Ebitda	128.6		128.6	137.4	1.8	139.2	(7.6%)
% on Revenues and Other Income	36.0%		36.0%	47.8%		48.4%	
Depreciation - Amortization - Write Off	(70.7)		(70.7)	(64.6)		(64.6)	
Operating result	57.9		57.9	72.8	1.8	74.6	(22.4%)
% on Revenues and Other Income	16.2%		16.2%	25.3%		25.9%	
Financial income and charges	(27.2)	2.8	(24.4)	(27.1)	(1.5)	(28.6)	
Equity investments	(0.2)		(0.2)	(3.2)		(3.2)	
Earnings Before Taxes	30.5	2.8	33.3	42.5	0.3	42.8	(22.3%)

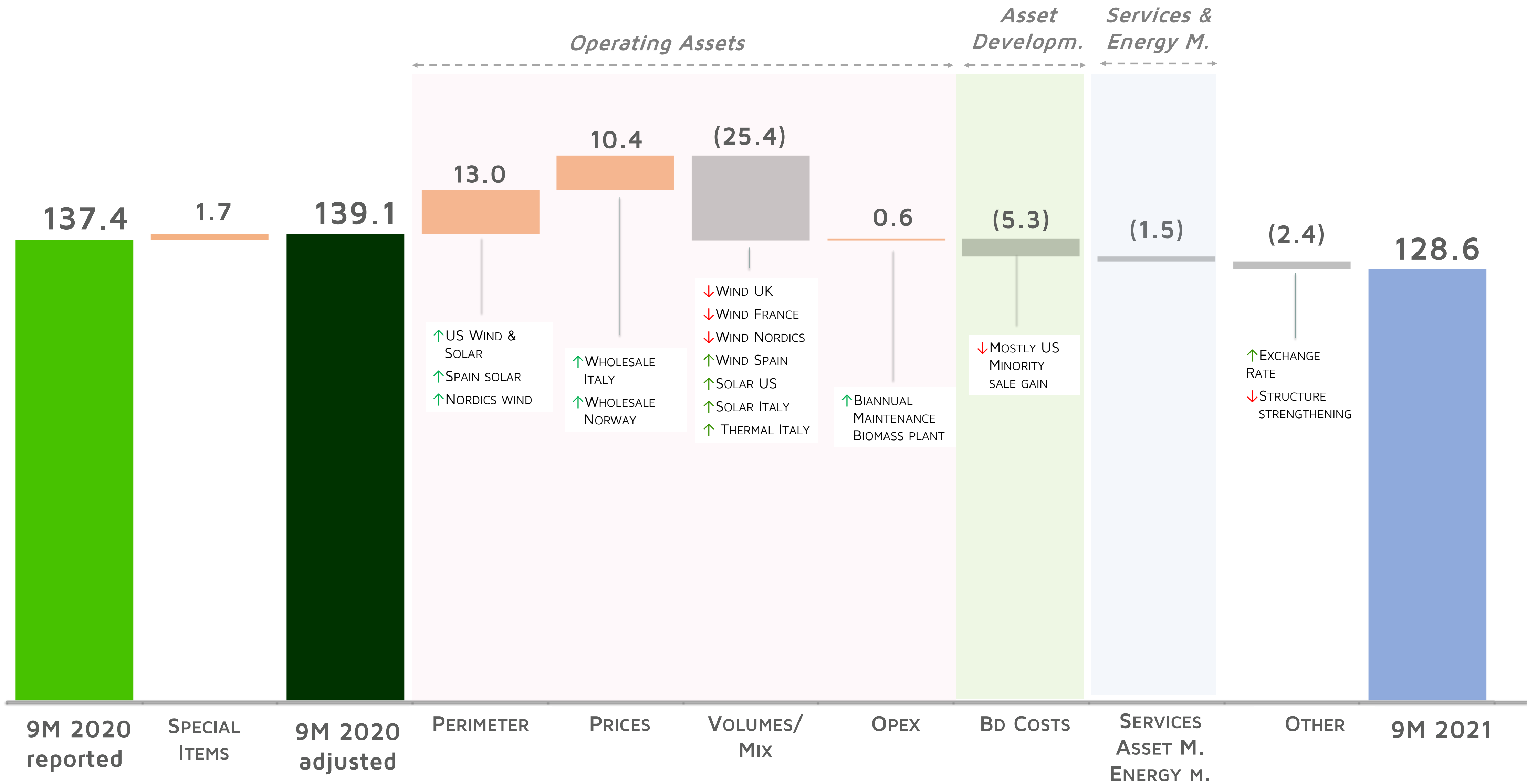
  

(€M)	END OF 9M 2021 <i>Reported</i>	Special items	END OF 9M 2021 <i>Adjusted</i>	END OF 2020 <i>Reported</i>	Special items/ Non Recurring	END OF 2020 <i>Adjusted</i>
Net Financial Position	(944)*	(20.4)	(964)	(706)	(23.2)	(729)
of which: Proj. Fin. and MLT no recourse	(602)		(602)	(607)		(607)

Breakdown	9M 2021	9M 2020
Depreciations	(67.8)	(60.6)
Provisions	(2.8)	(3.6)
Write - offs / Revaluations		(0.4)

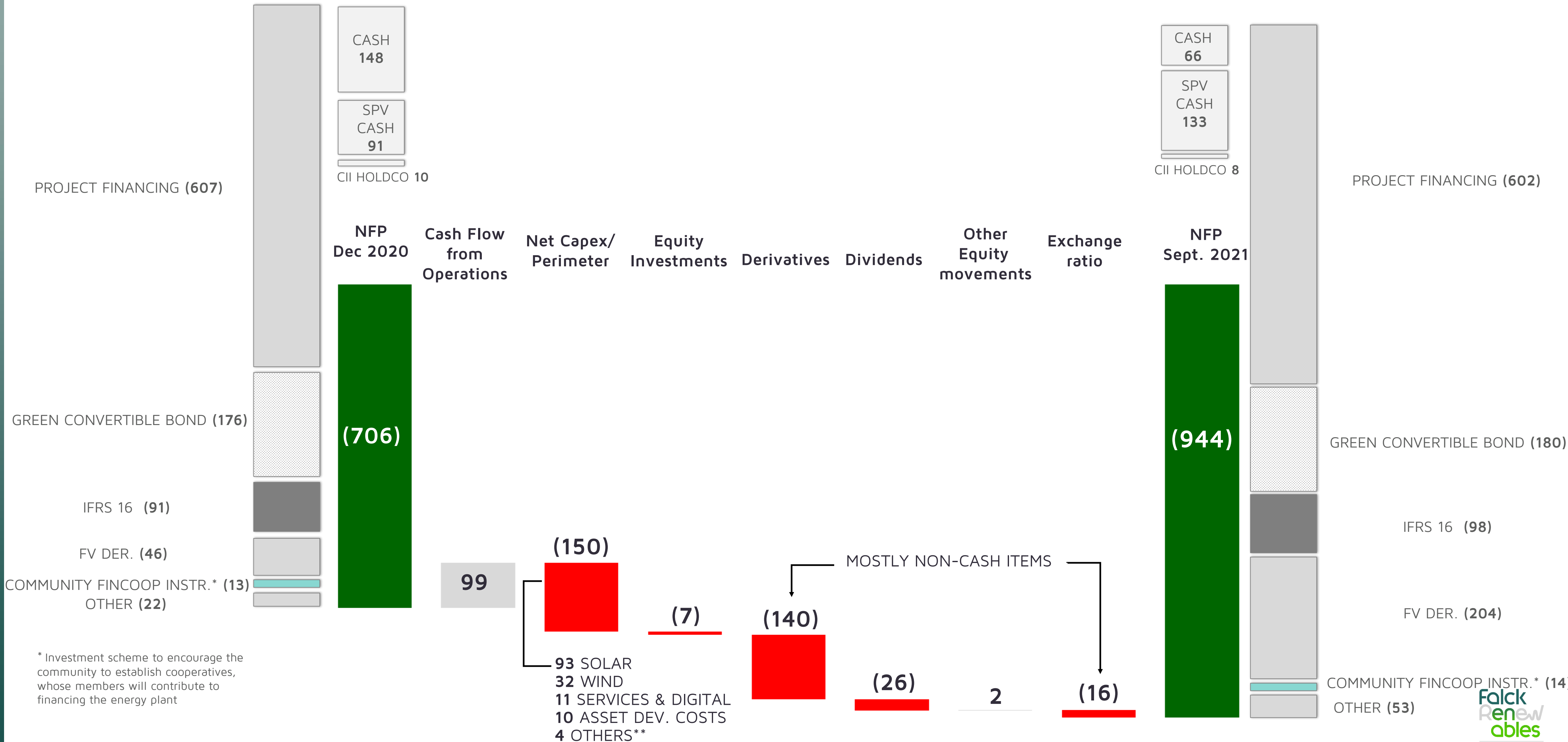
\* Net Financial Debt, as defined by ESMA (European Security and Markets Authority) in its guidelines published on 4 March 2021, equal to 961 million of euros, differs from the Net Financial Position due to the inclusion of some items such as " other non-current payables "and the exclusion of the fair value of non-current financial instruments (active derivatives) and" hedging "instruments as well as" non-current financial receivables ".

# 9M 2021 EBITDA Bridge by Nature (in M€)






# 9M 2021 Cash Flow (in M€)



# Guidance 2021

	<i>Old</i>	
		
<b>EBITDA*</b>	<i>192 - 202</i>	<b>196 - 205</b>
<b>Group Net Earnings / EBITDA*</b>	<i>16% - 17%</i>	<b>14% - 16%</b>
<b>Net Financial Position*</b>	<i>800 +/- 5%</i>	<b>800 + 6%</b>
<b>Installed + in construction (MW)**</b>	<i>1,400 - 1,450</i>	<b>1,430 - 1,450</b>

Guidance on NFP does not include the difference of the negative fair value, from Q3 2021 vs 1H 2021 (€142 mln), of commodity hedging derivatives

## Notes:

\*The guidance references provided do not include any non-recurring events and/or special items (for example Green Convertible bond effects or the effects and costs for Falck Renewables Group related to the change of control). Upon the occurrence of non-recurring events and/or special items, the guidance will be compared to the annual data adjusted. The guidance is also based on the Foreign Exchange assumptions (€/GBP 0.89 and €/USD 1.22).

\*\*Includes minority stake in La Muela (26%) wind farm and Frullo Energia Ambiente (49%) for a total amount of 37 MW


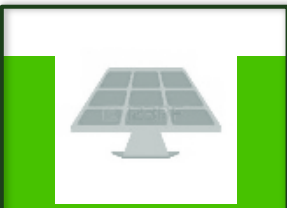








# Agenda

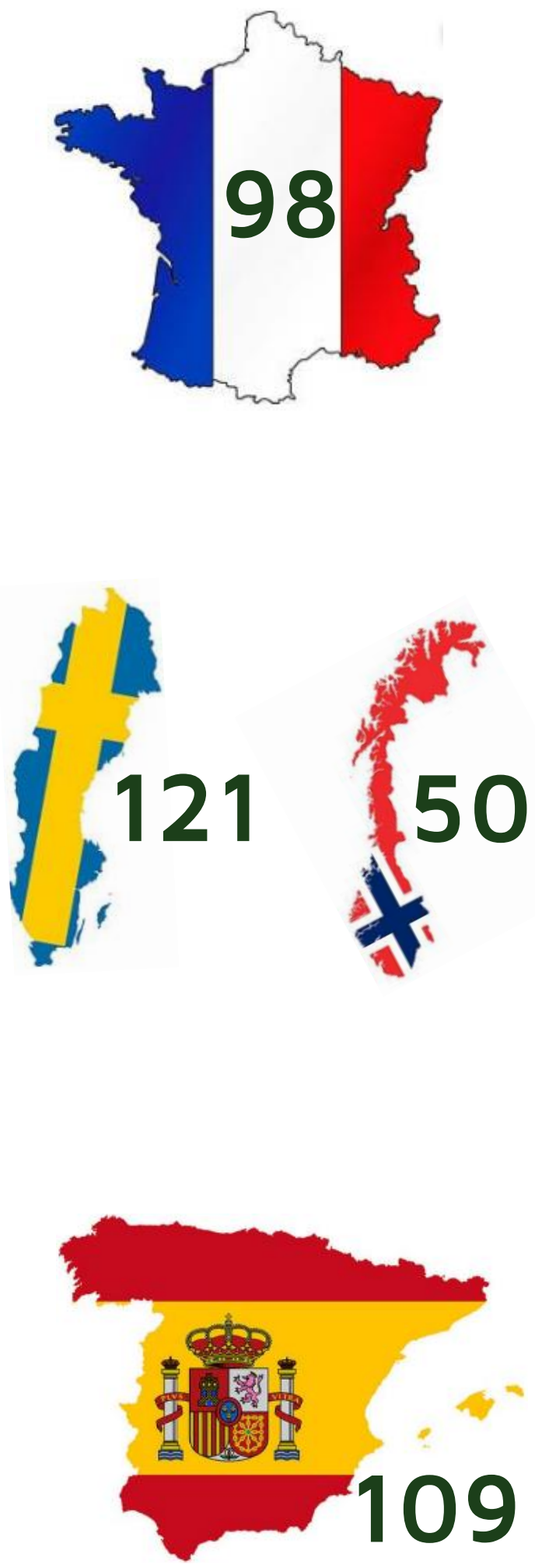
- ☐ 9M 2021 Highlights
- ☐ 9M 2021 Results
- ☒ **Appendix**



# Operating Assets: 1,349\* MW as of today



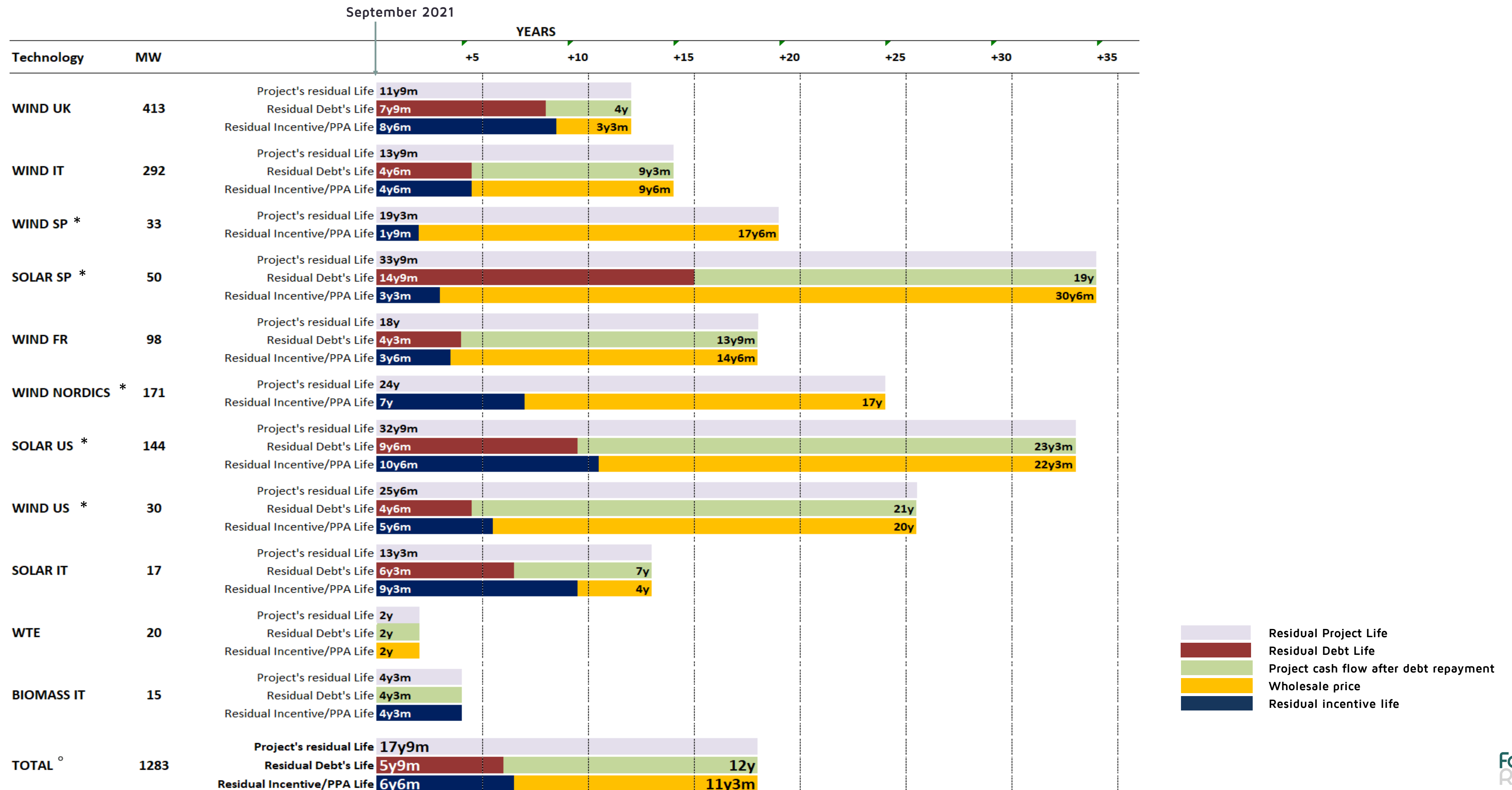
MW				TOTAL
	292	17	46	355
	413			413
	30	174		205
	59	50		109
	98			98
	50			50
	121			121
TOTAL	1,063	240	46	1,349*



- +80 MW under construction**
  - ✓ 37.5MW (USA)
  - ✓ 21.MW (Norway)
  - ✓ 12.0 MW (France)
  - ✓ 9.7MW (Italy)

\* Includes minority stake in La Muela (26%) wind farm and Frullo Energia Ambiente (49%) for a total amount of 37 MW

# Asset Base in 9M 2021



# Installed Capacity and Production by Plant in 9M 2021

## WIND



Plants	MW	Energy produced 9M 2021 (GWh)
Cefn Croes (Wales )	58.5	94
Boyndie (Scotland )	16.7	24
Earlsburn (Scotland)	37.5	58
Ben Aketil (Scotland)	27.6	47
Millennium (Scotland)	65.0	94
Kilbraur (Scotland)	67.5	98
Nutberry (Scotland)	15.0	29
West Browncastle (Scotland)	30.0	40
Kingsburn (Scotland)	22.5	42
Assel Valley (Scotland)	25.0	41
Auchrobert (Scotland)	36.0	50
Spaldington (England)	11.8	15
San Sostene (Italy)	79.5	112
Minervino Murge (Italy)	52.0	55
Buddusò – Alà dei Sardi (Italy)*	138.0	222
Petralia Sottana (Italy)	22.1	24
Ty Ru (France)	10.0	13
Fouy (France)	10.0	13
Cretes (France)	10.0	13
Esquennois (France)	12.0	15
Eol Team (France)	12.0	15
Noyales (France)	10.0	15
Bois (France)	12.0	16
Mazeray (France)	12.0	16
Coudrays (France)	10.0	12
Cabezo San Roque (Spain)	23.3	32
Carrecastro (Spain)	10.0	22
Hennøy (Norway)	50.0	88
Iowa Wind (USA)	30.0	74
Åliden (Sweden)	46.8	105
Brattmyrliden (Sweden)	74.1	68

## SOLAR



Plants	MW	Energy produced 9M 2021 (GWh)
Rende (Italy)	1.0	1.1
Sicily (Italy)	13.1	16
Mesagne (Italy)	2.0	2.2
Bologna (Italy)	0.9	0.9
North Carolina (USA)	92.0	113
Syncarpha - Massachussets (USA)	14.5	15
Middleton – Massachussets (USA)	6.0	6
Annapolis - Maryland (USA)	18.1	19
Snyder Rd - New York (USA)	2.1	1.5
Geneva - New York (USA)	2.8	3
Hartftord & Musgrave - New York (USA)	8.6	7
Westmoreland (USA) **	29.6	3
Desafio Solar (Spain)	50.0	53

## WTE/BIO



WTE Trezzo (Italy)	20.0	81
BIO Rende (Italy)	15.0	80

## MINORITIES

La Muela (Wind - Spain)	25.7
Frullo Energia Ambiente (WtE - Italy)	11.0

\* The installed capacity is 159 MW, production limit at 138 MW

**TOTAL INSTALLED CAPACITY (MW) 1,349**  
**TOTAL ENERGY PRODUCED\*\*\* (GWh) 1,963**

\*\* Energy production related to commissioning phase.  
The plant reached COD on 21 October

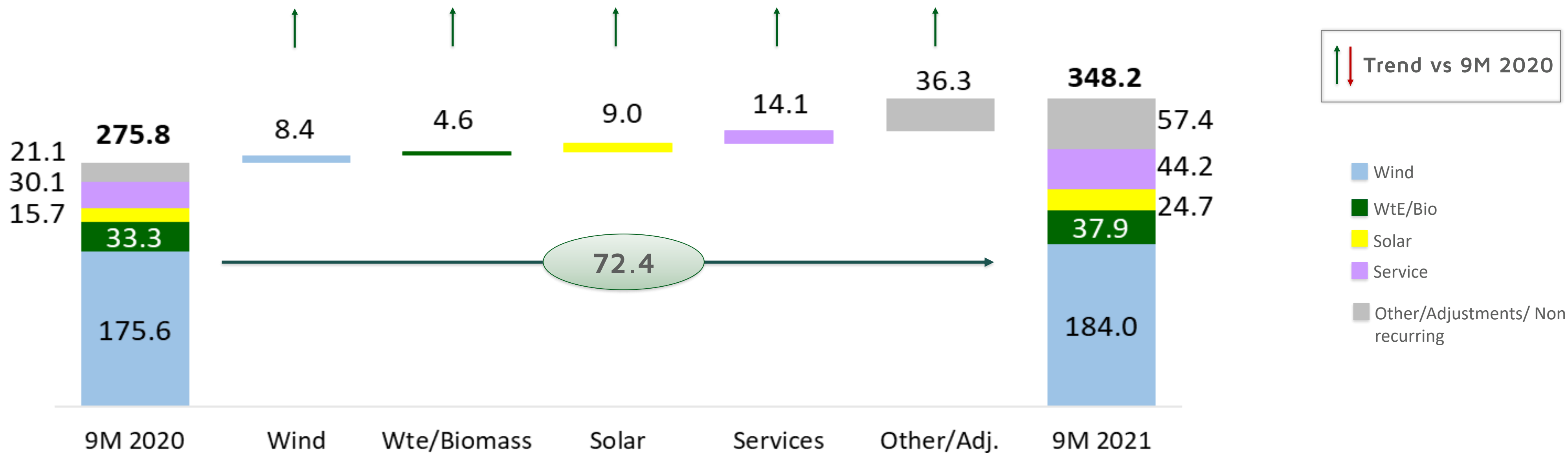
\*\*\*It doesn't include La Muela and Frullo Energia  
Ambiente production



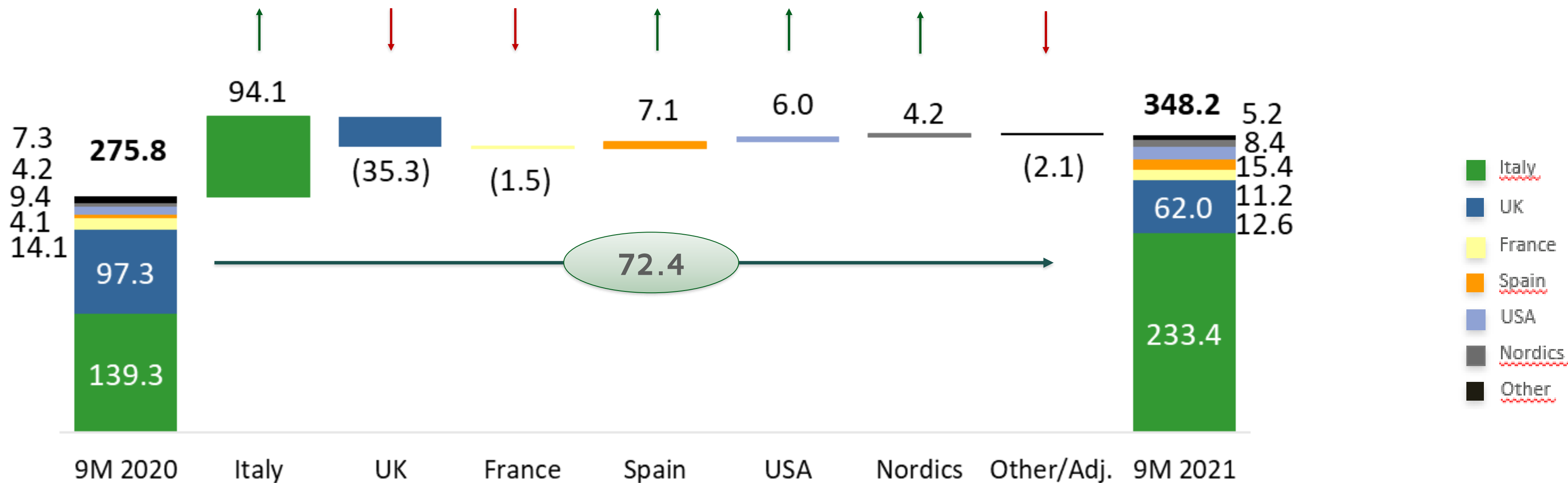
# 9M 2021 Revenues

Revenues by technology

(M€)



Revenues by country\*

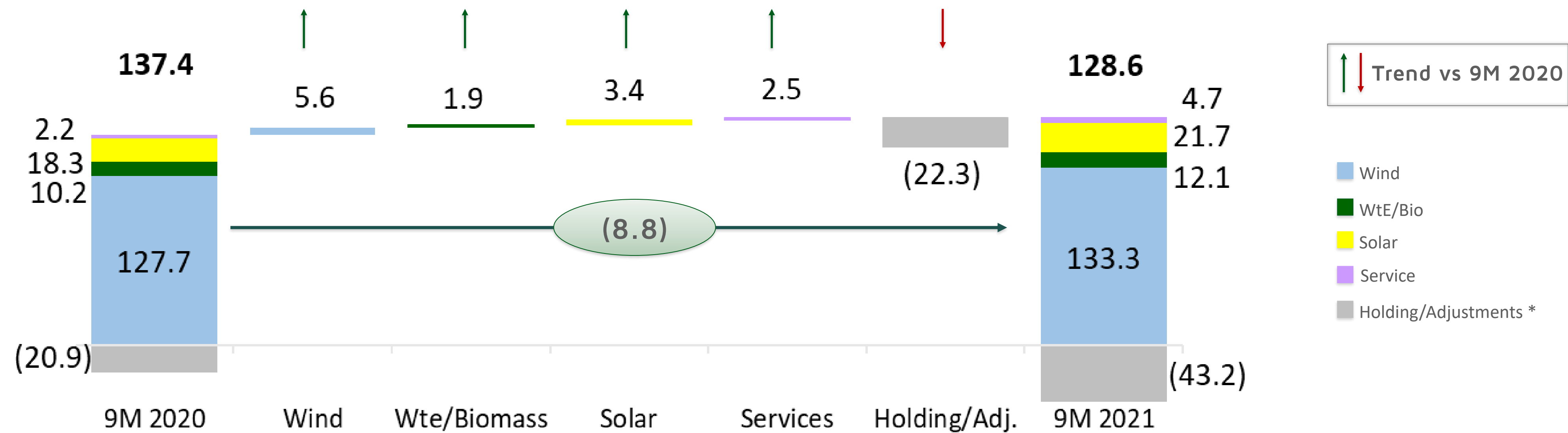


\* By origination

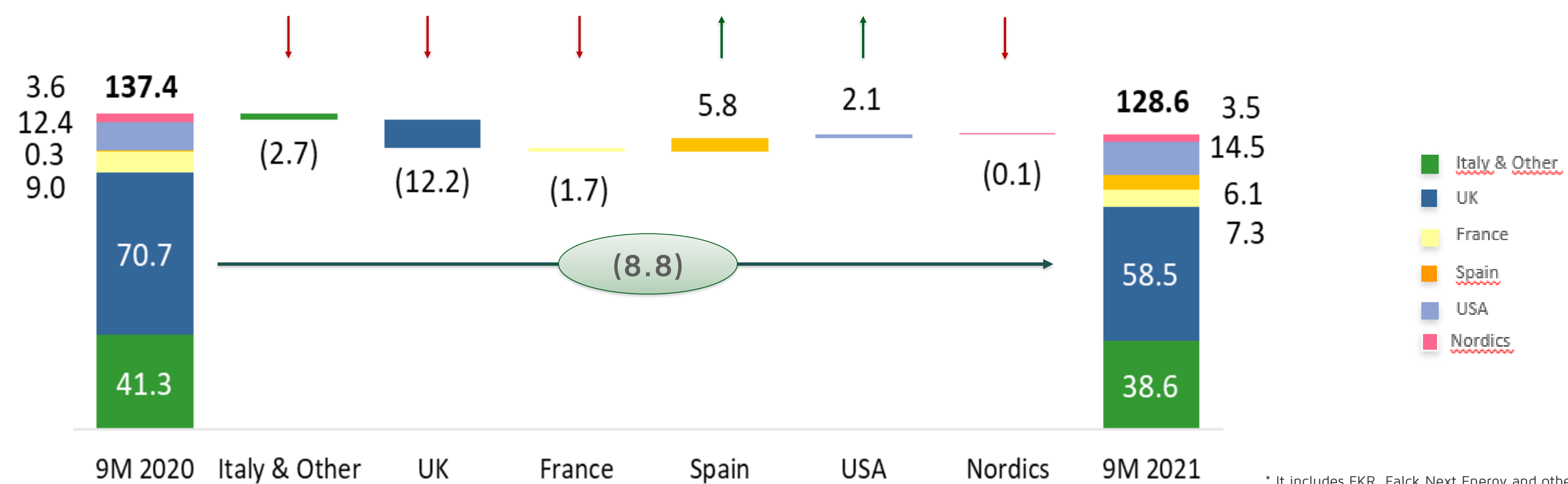
# 9M 2021 EBITDA

(M€)

EBITDA by technology

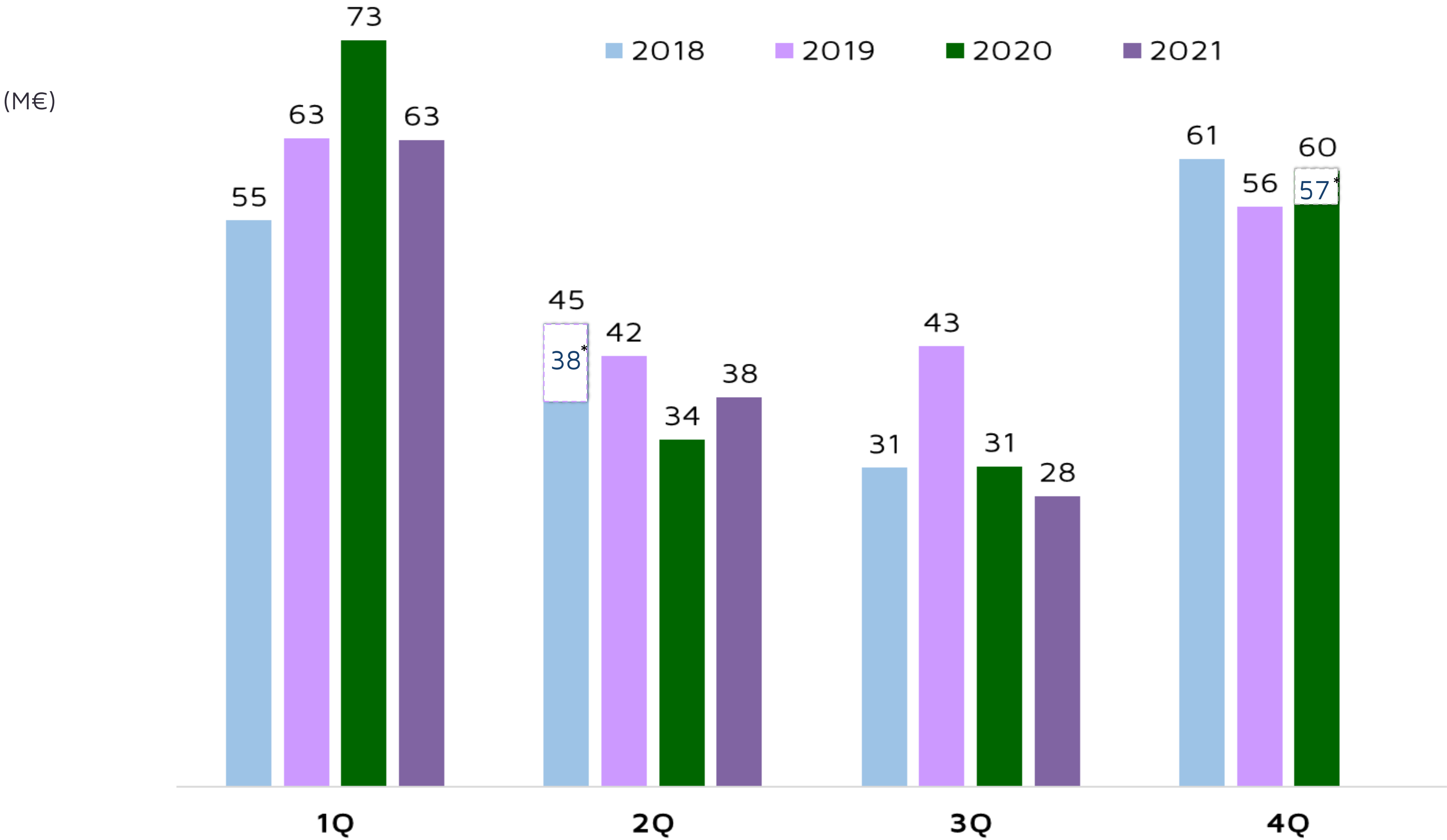


EBITDA by country \*



\* It includes FKR, Falck Next Energy and other adjustments

# EBITDA Breakdown by Quarter



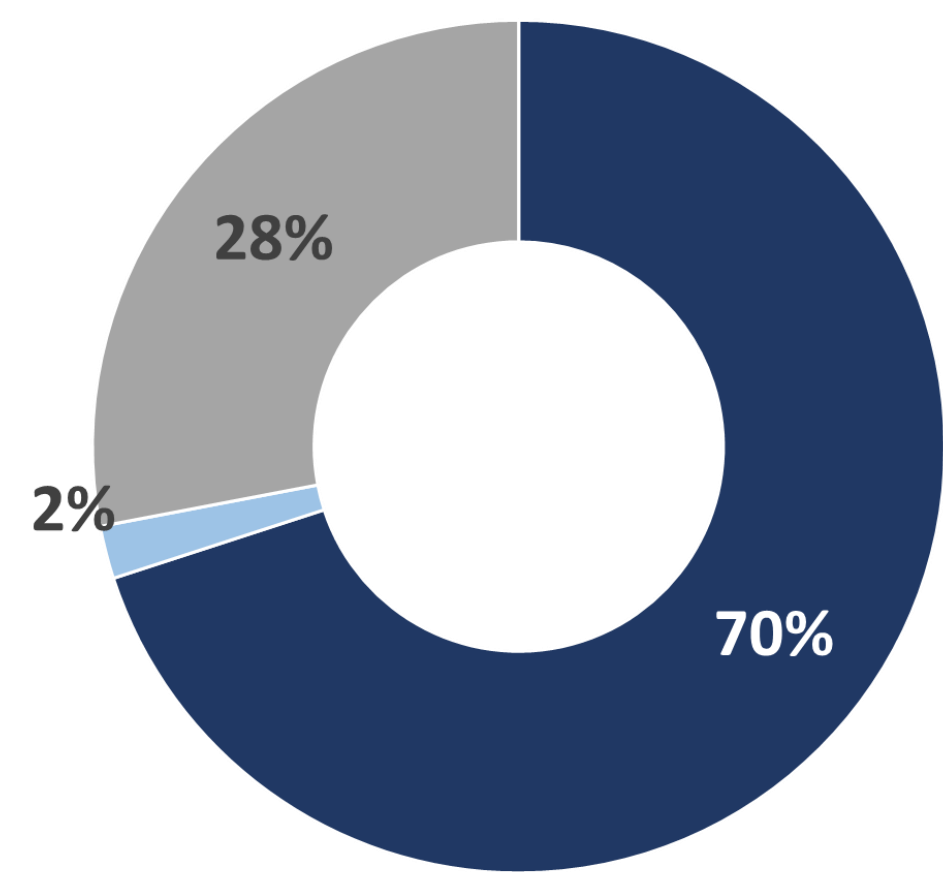
9M 2021 EBITDA: lower volumes partially compensated by increase of perimeter

\* including impact of non-recurring items



# 9M 2021 Gross Debt Breakdown

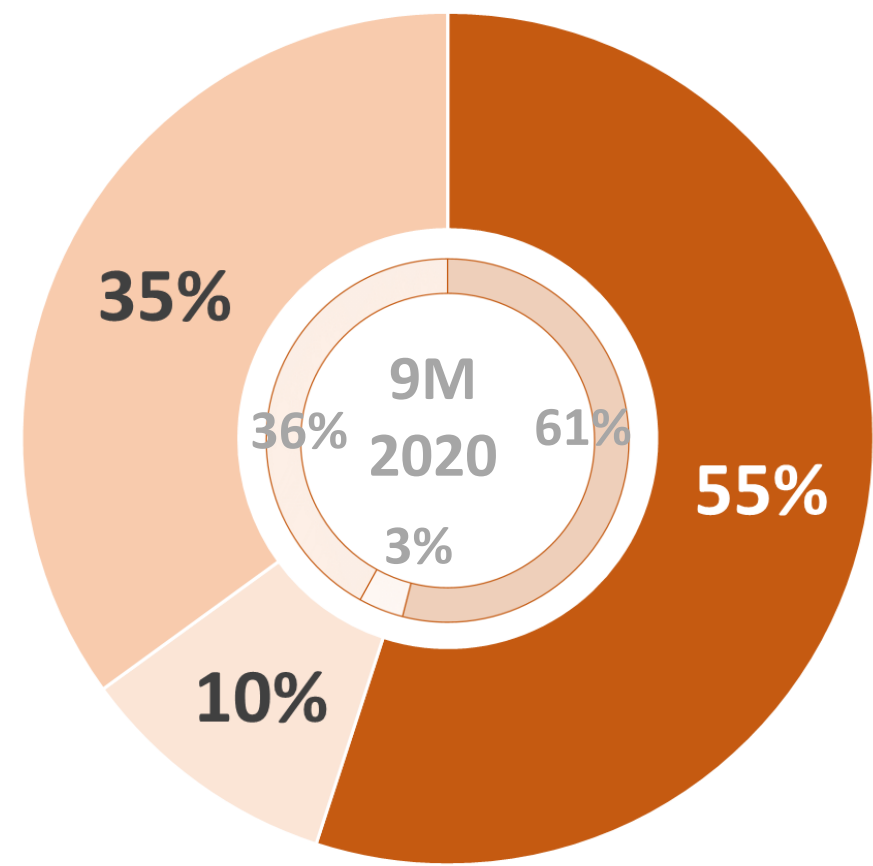
Gross debt nature without derivatives and leases



€853M

- Financing with recourse
- Project financing without recourse
- Other financings without recourse

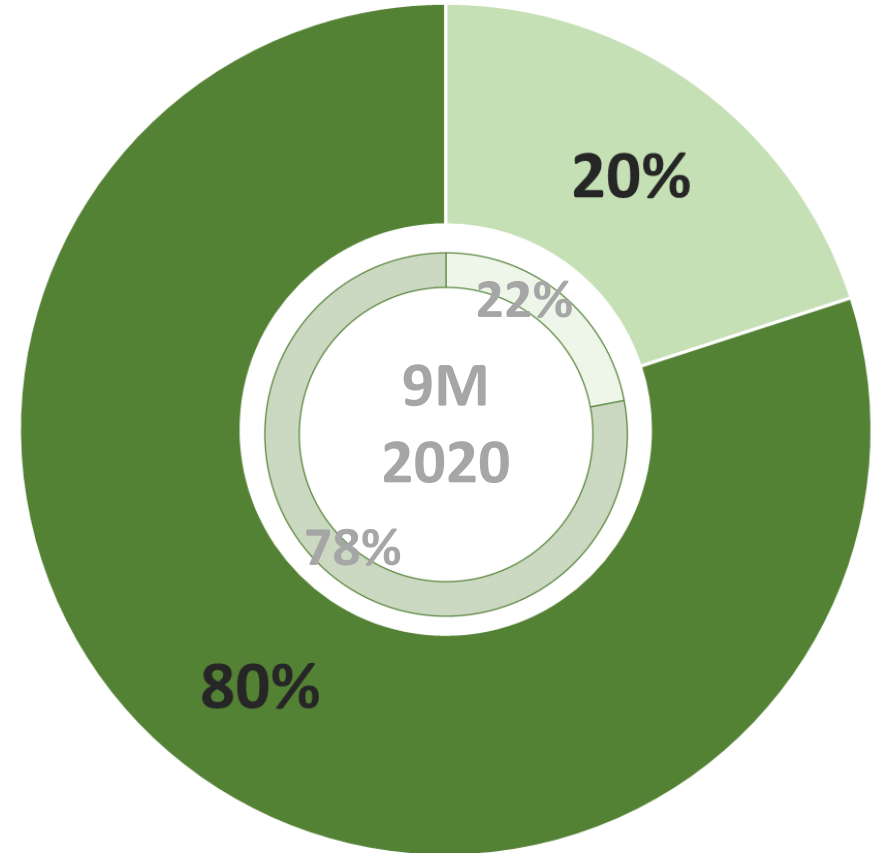
Gross debt by currency without derivatives and leases



€853M

- GBP
- EUR
- USD

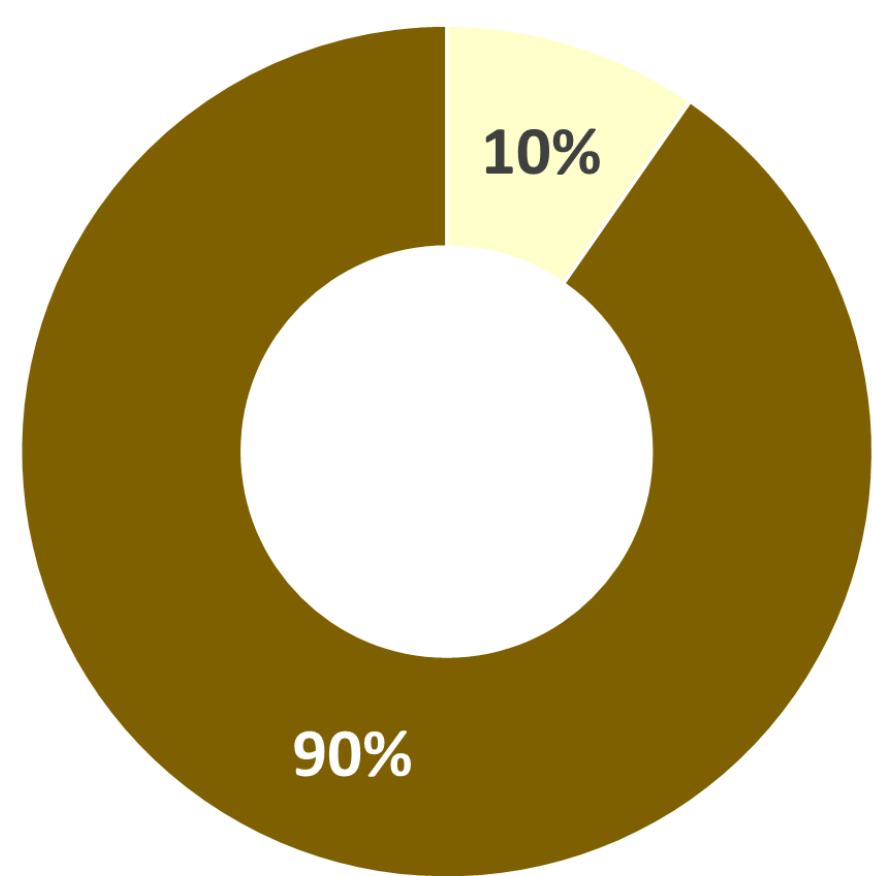
Gross debt without derivatives and leases hedged



€853M

- Hedged
- Un-hedged

Gross debt without derivatives and leases: construction and operations



€853M

- Operating plants
- Under construction

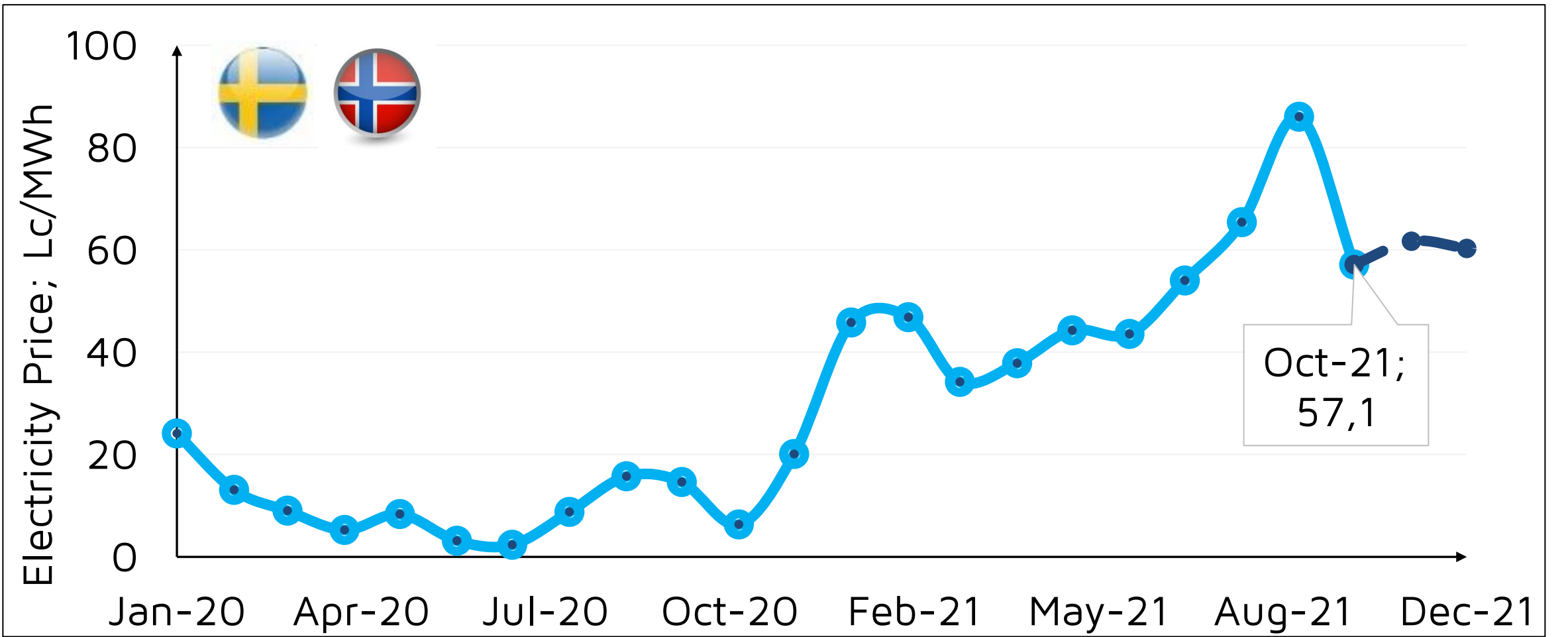
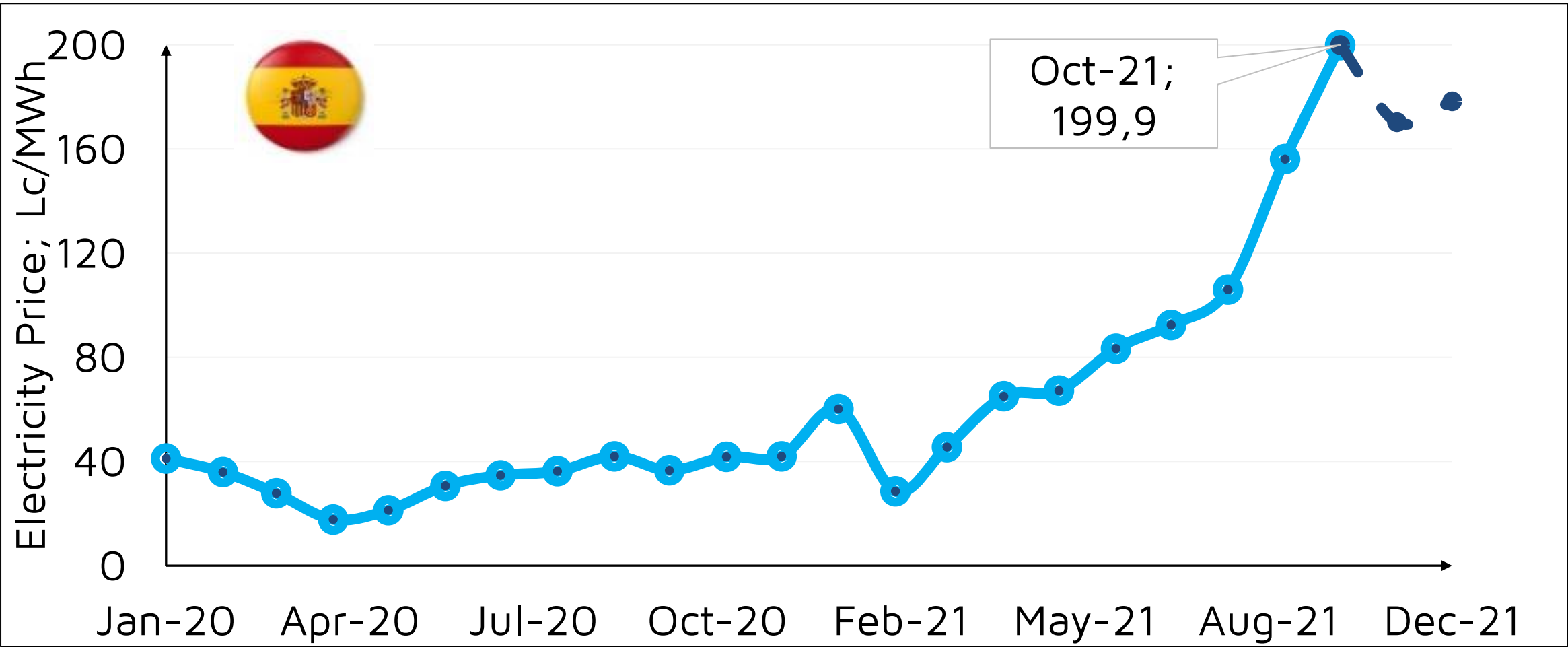
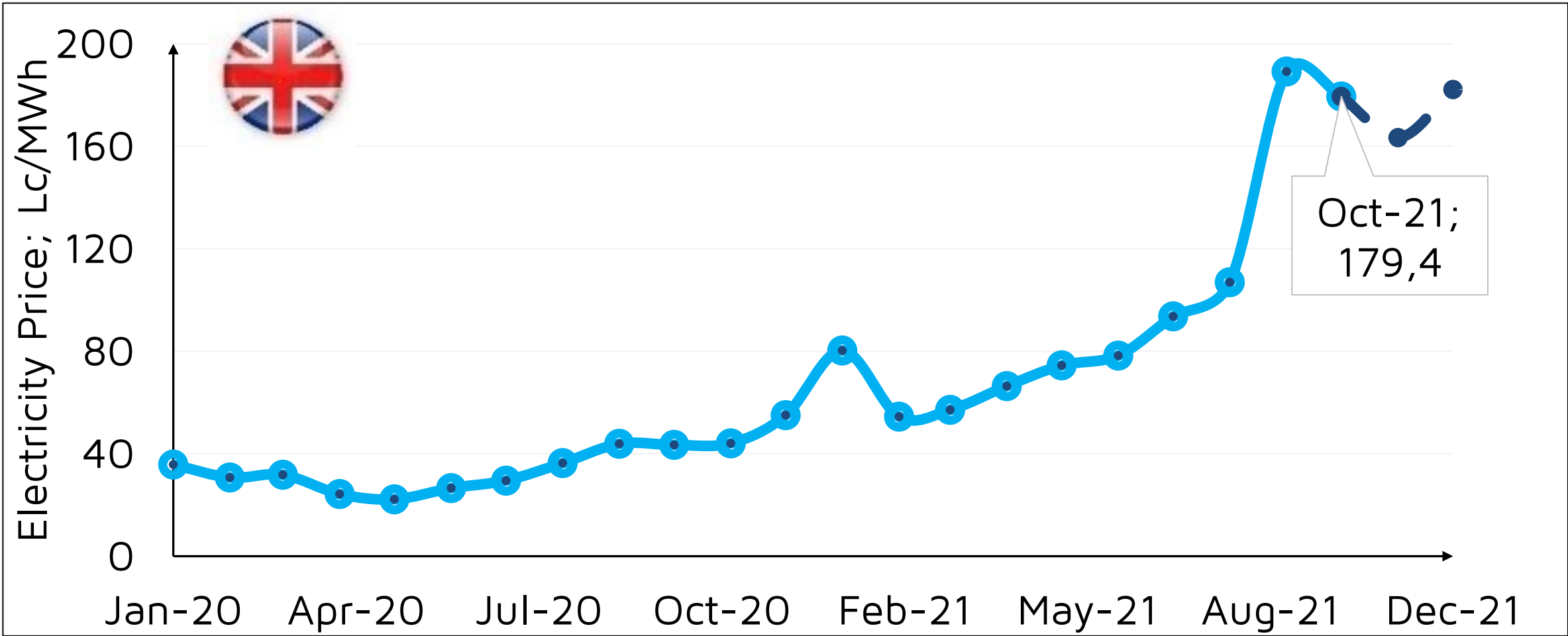
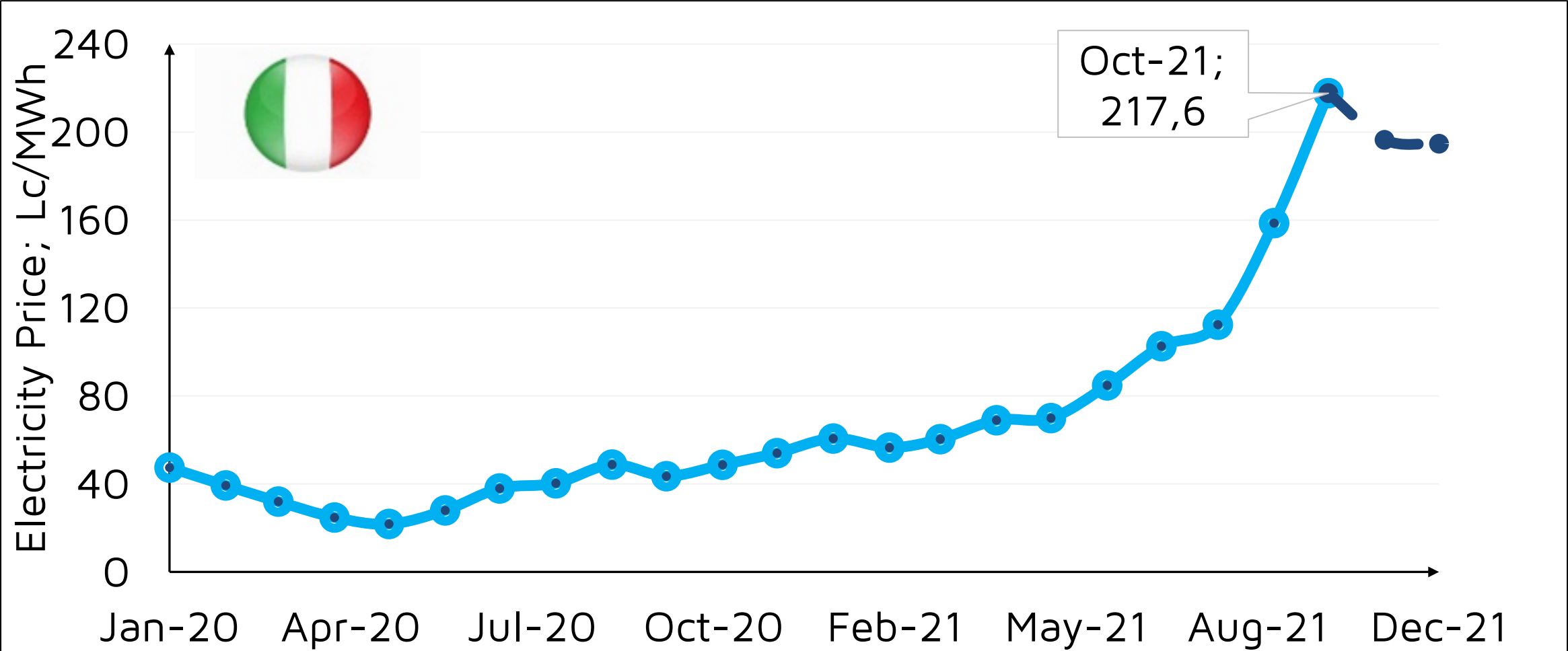
Gross debt = project financing + other debt + debt vs CII HoldCo + corporate debt + Green Convertible Bond

Average interest rate (including interest rate swap and excluding figurative cost of Green Convertible Bond) of **2.56%\***

\*excluding IFRS 9 effect

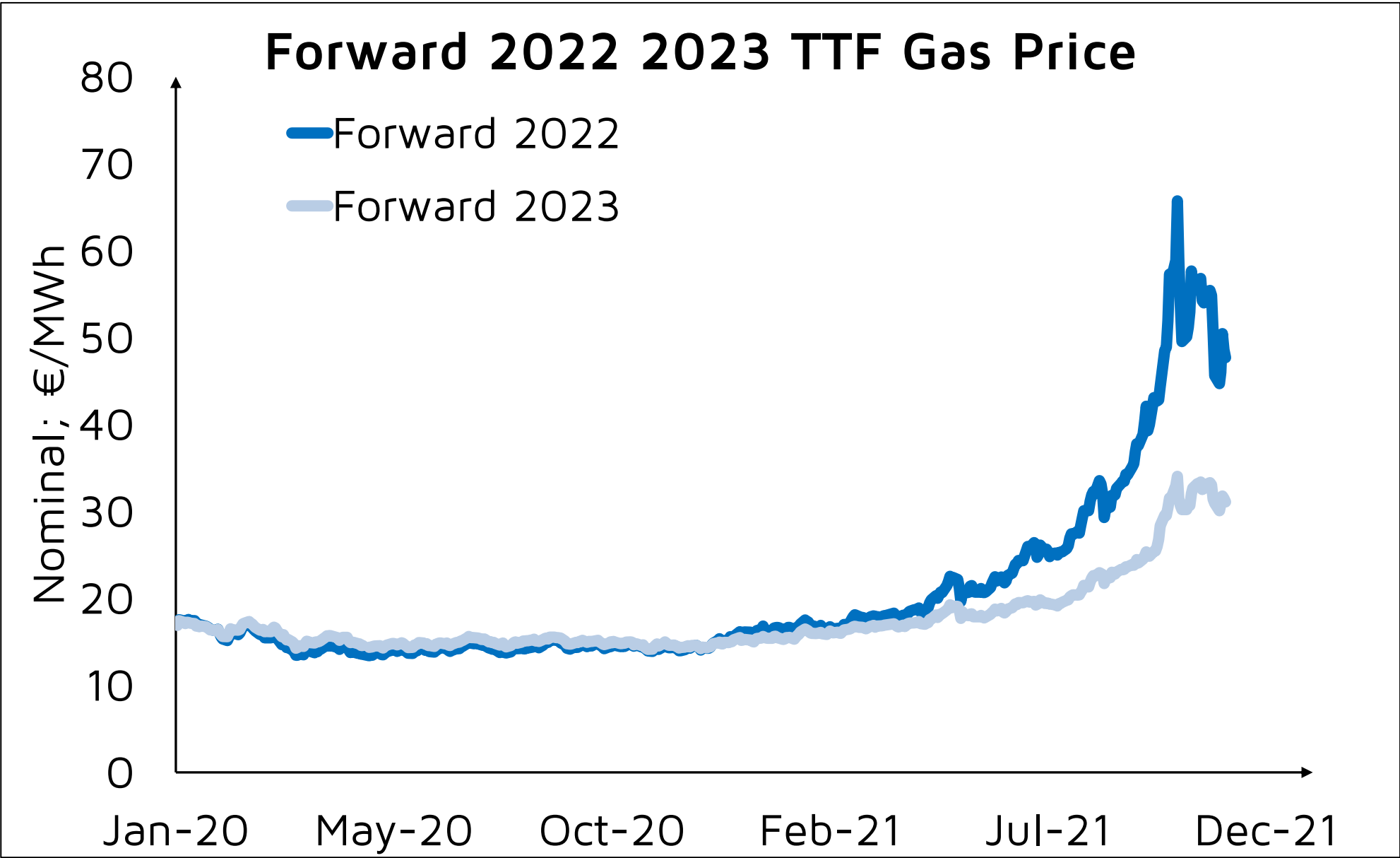
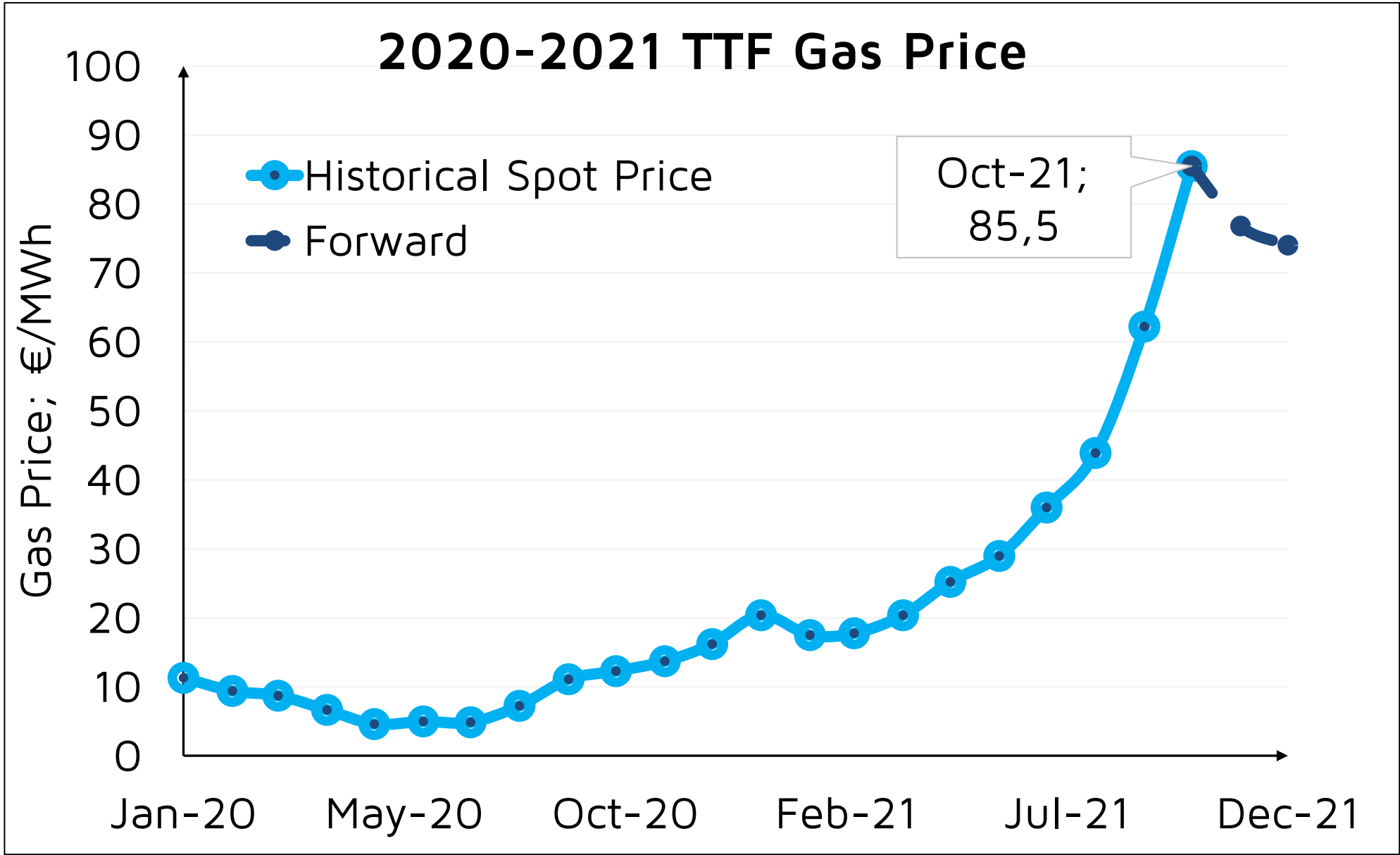
# Spot Electricity Prices: 05/11/2021 Update

Historical Spot Price      Forward



Graphs show monthly electricity prices 2020-2021 (Historical Spot and Forward) in countries where Falck has market price exposure.

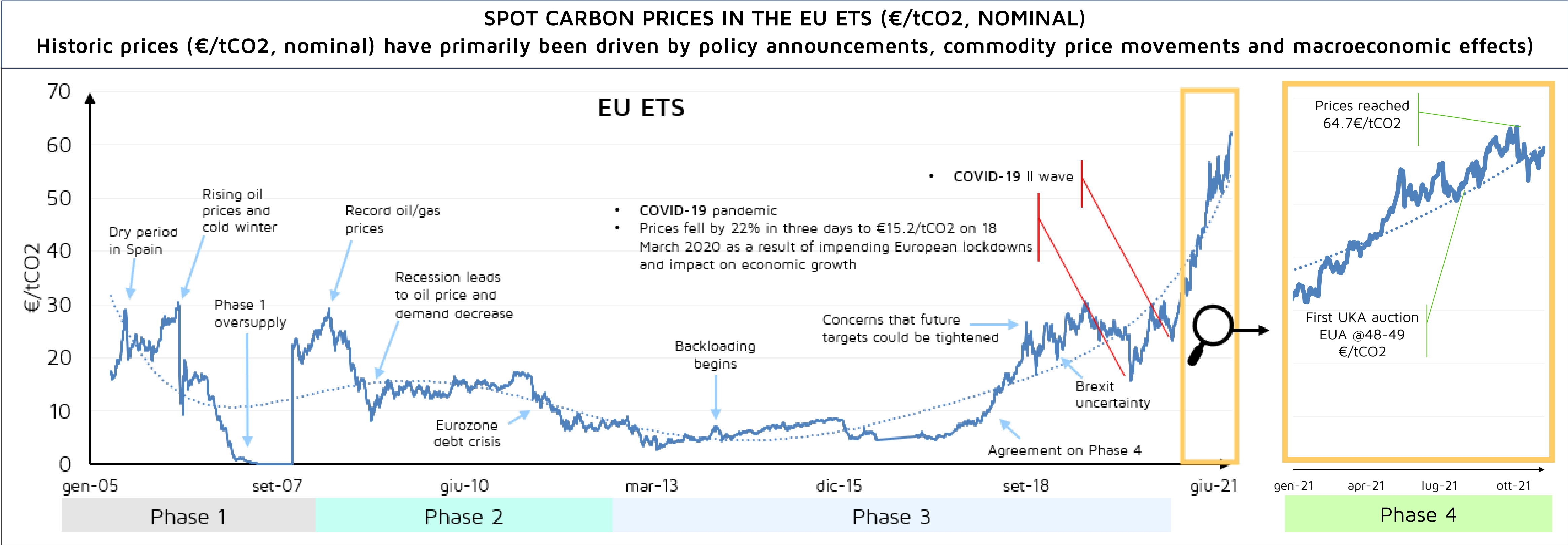
# Gas Prices: 05/11/2021 Update



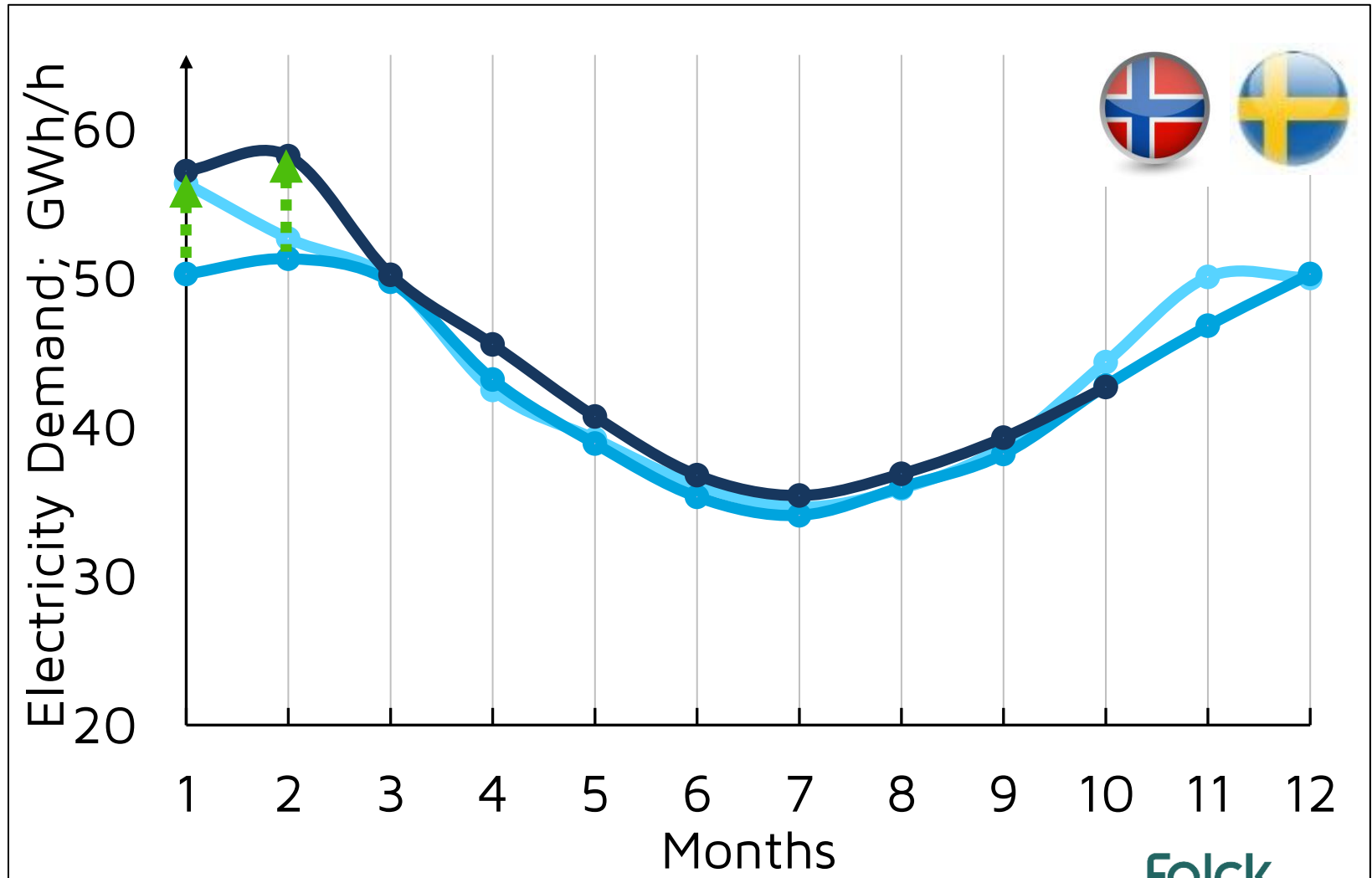
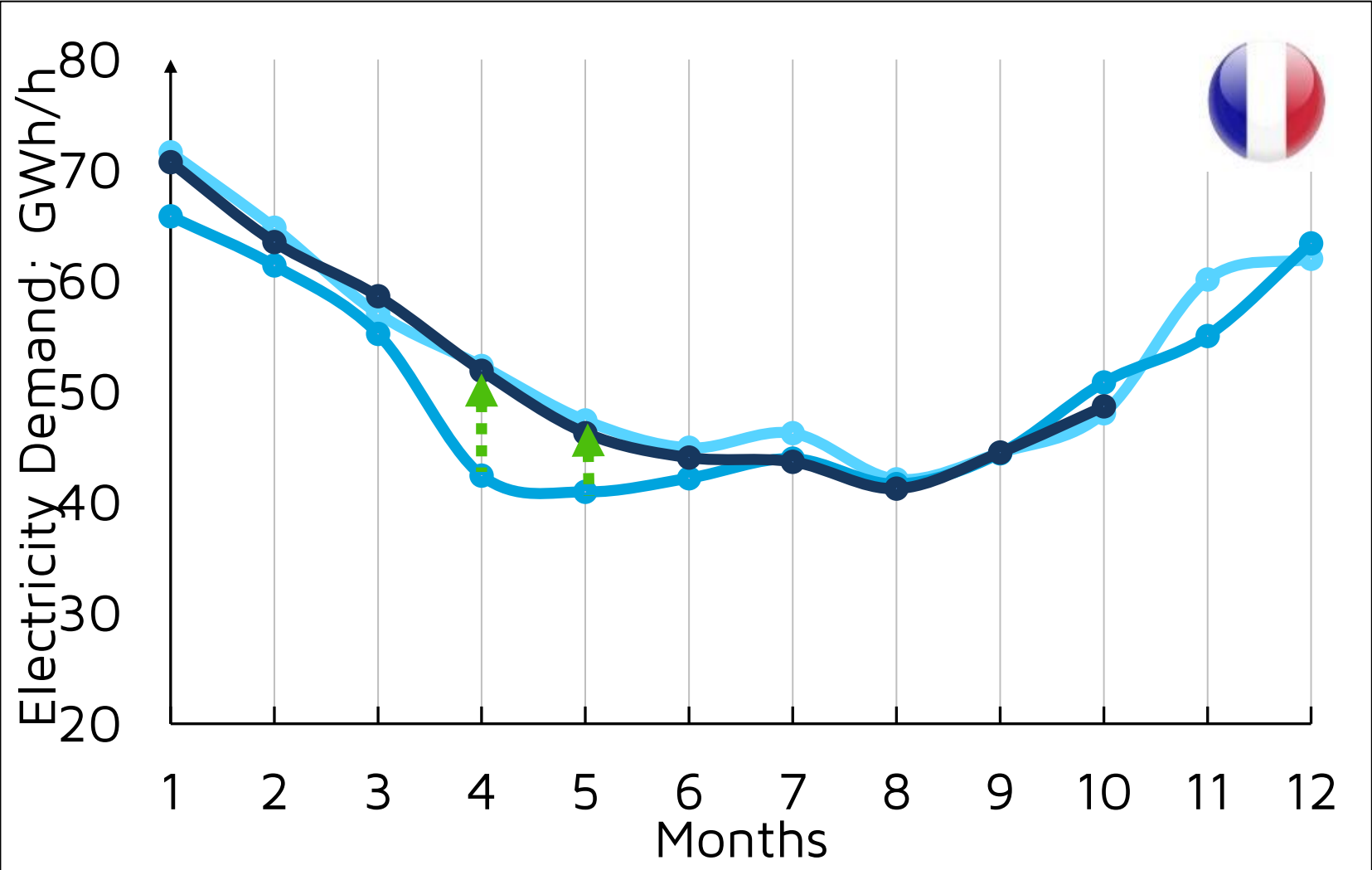
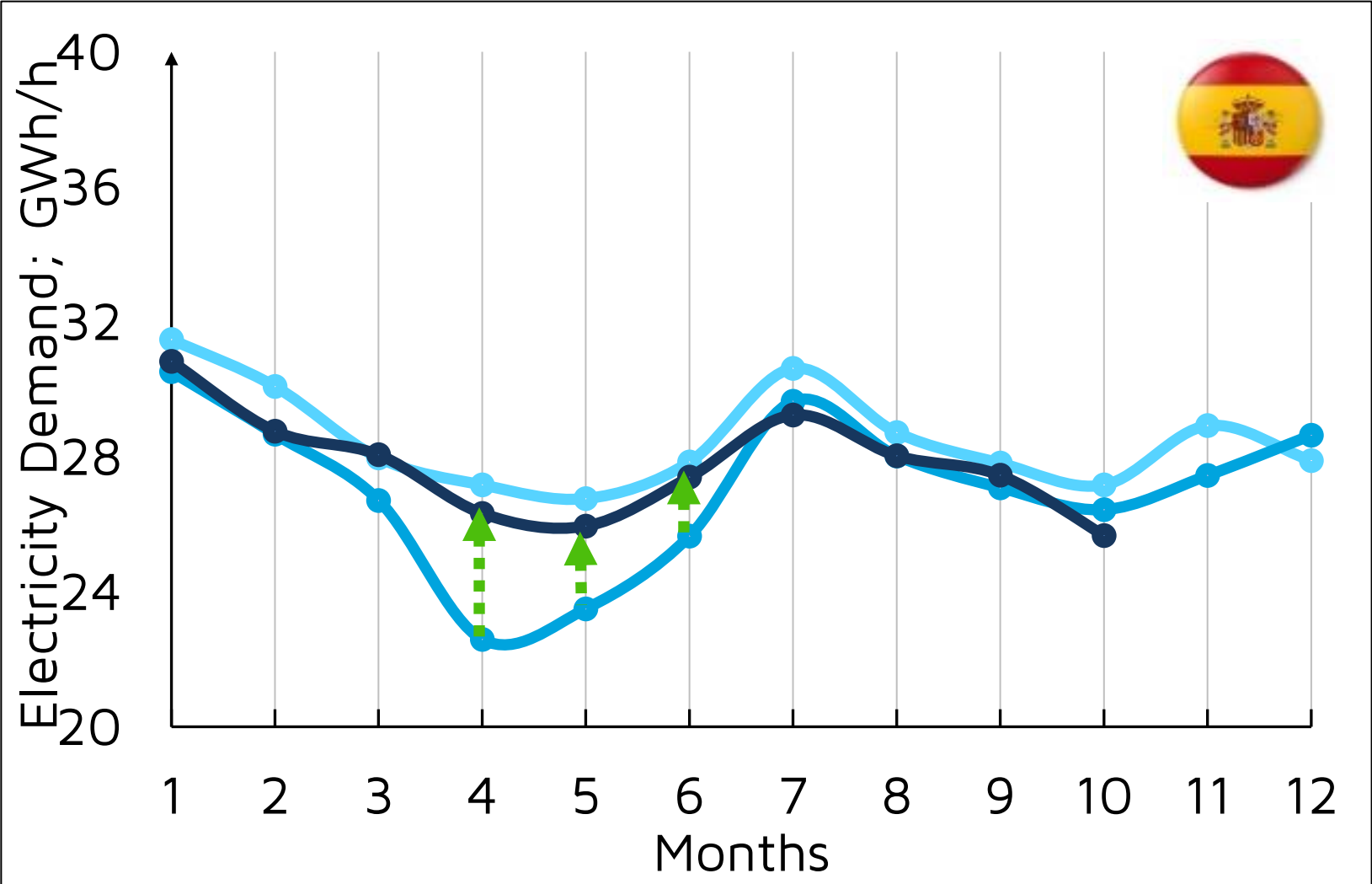
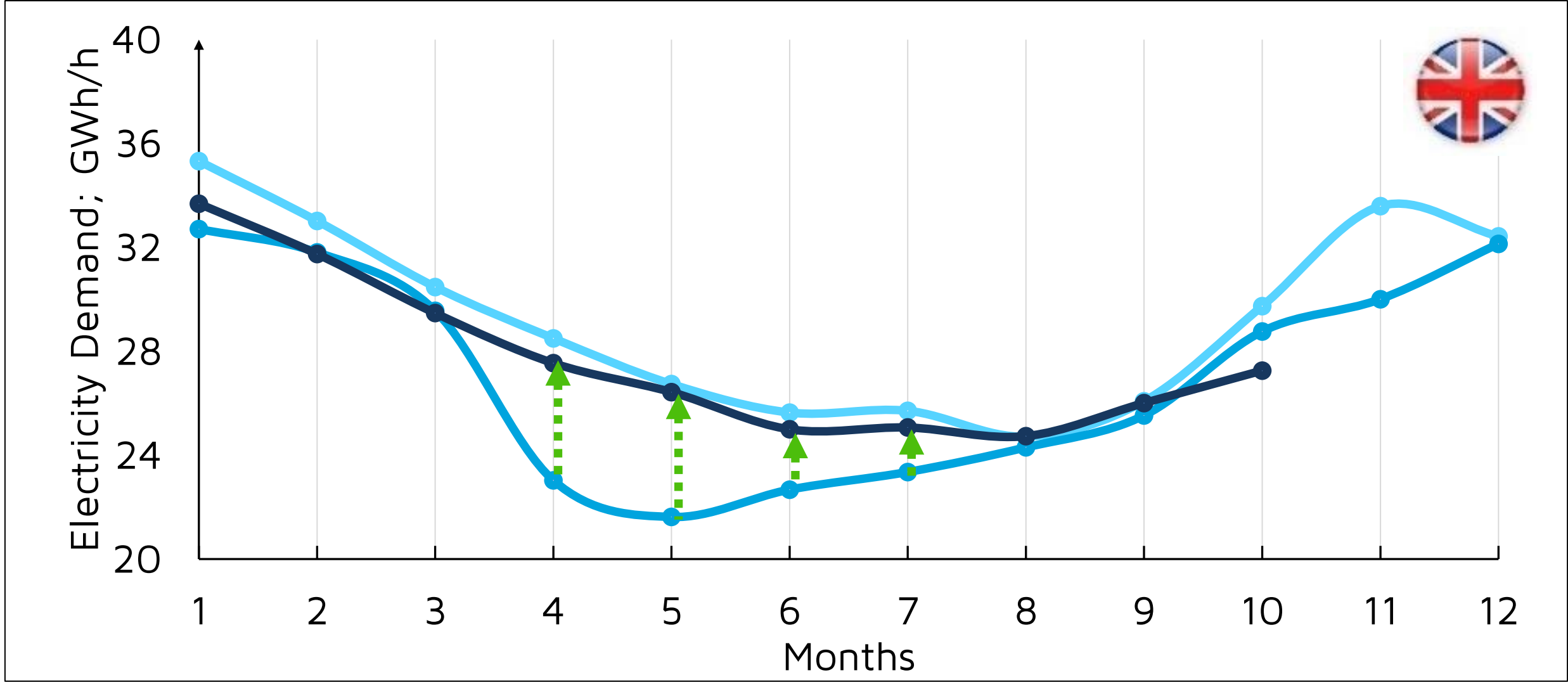
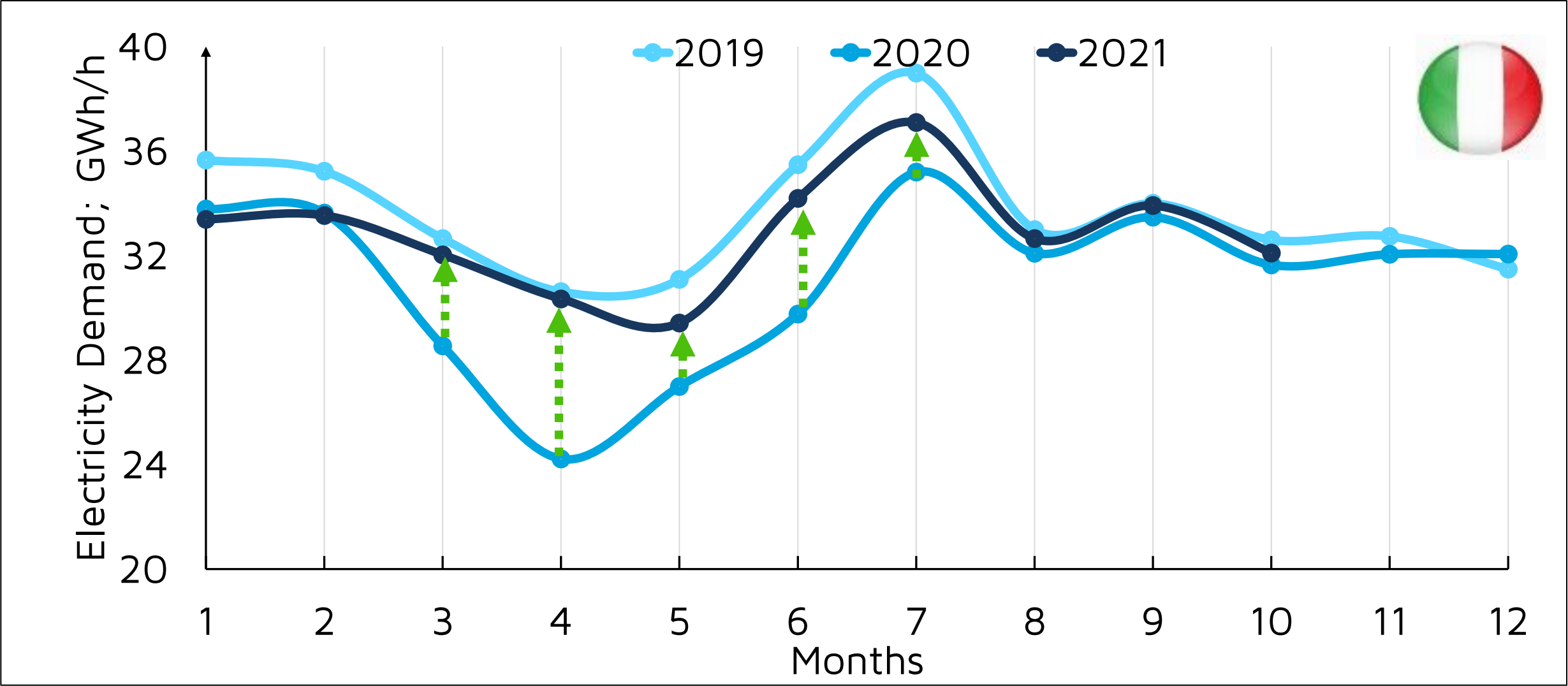
€/MWh	TTF
2020	9,23
Q1-21	18,56
Q2-21	24,83
Q3-21	47,20
Q4-21	78,78
2021	42,53
2022	47,70
2023	31,10



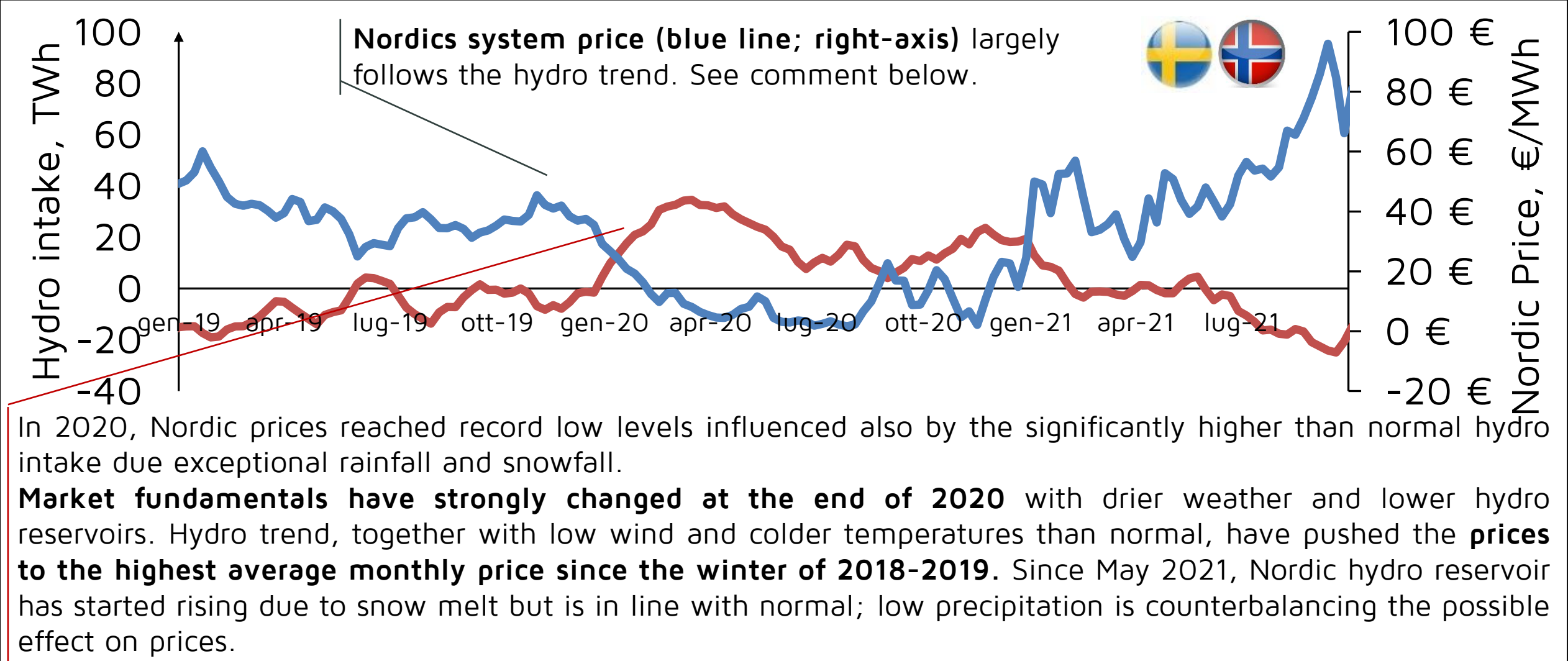
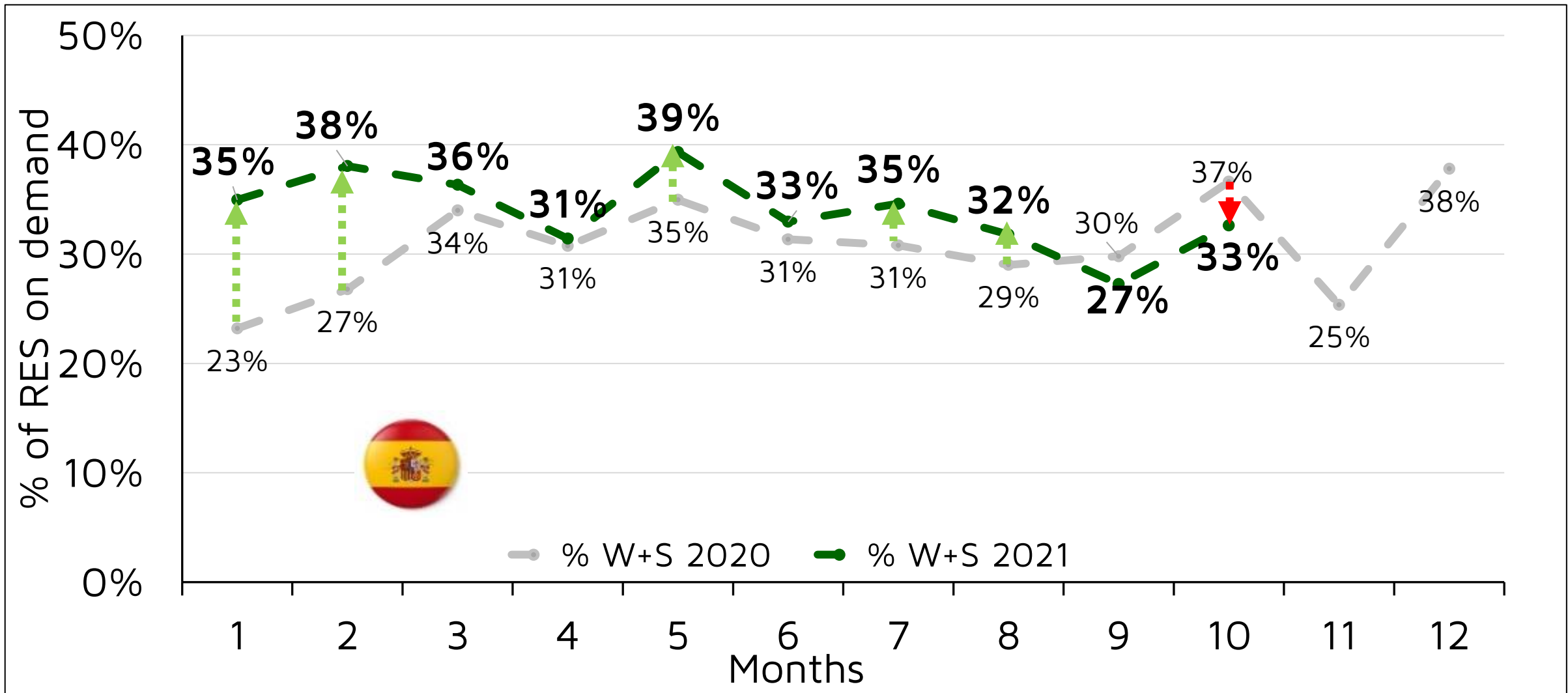
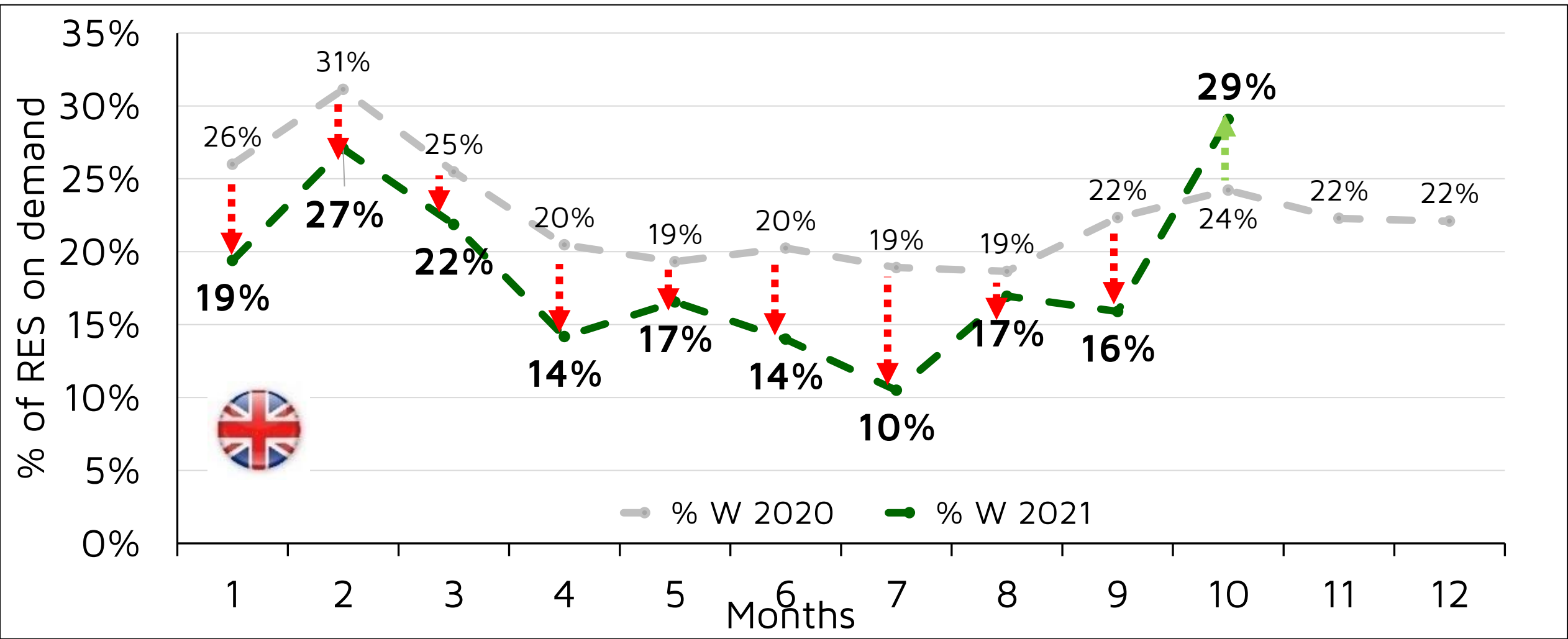
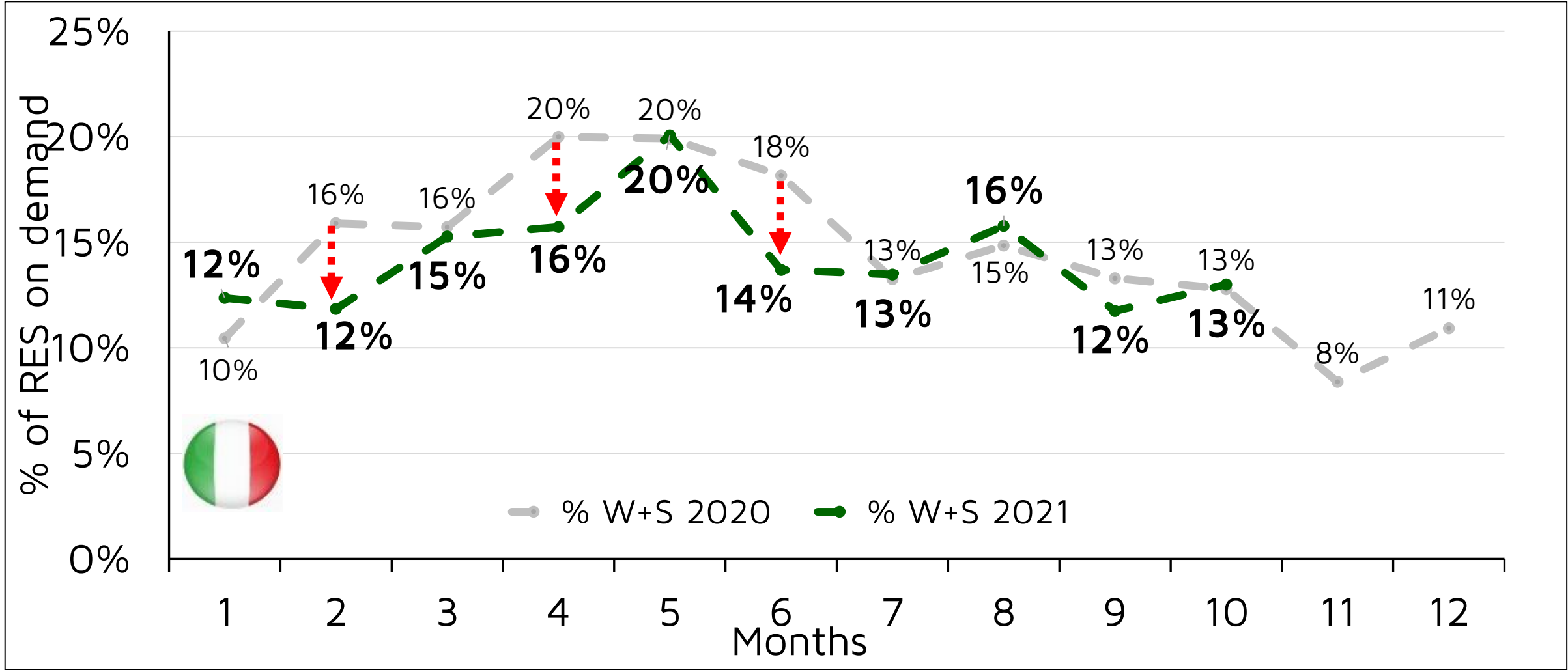
# CO2 Prices: 05/11/2021 Update



# Electricity Demand: End of October 2021 Update



# Wind+Solar share on Electricity Demand: End of October 2021 Update







PURE POWER TO GROW