

#### **ENCAVIS**

# Q1 2022 results high above previous year's key figures

Conference Call Q1 2022 Interim Statement incl. Guidance FY 2022e, May 12<sup>th</sup>, 2022

#### **ENCAVIS**

Encavis at a glance & latest news of Q1 2022



### Highlights in 2022: Acquisitions in own portfolio

- » Encavis finally connected further two solar parks with a generation capacity of 24 megawatts (MWp) to the grid in the Netherlands, that are part of the five solar parks acquired from Statkraft in November last year. All parks benefit from the Dutch subsidy scheme SDE+ for the first 15 years. The Netherlands' generation capacity increases to 180 MWp, as well as the further diversified portfolio in Western Europe increases close to 1.9 gigawatts (GW) within the Encavis AG.
- » The solar park Groß Behnitz, Brandenburg in Germany (25 MWp generation capacity) was connected to the grid in Q1/2022 according to plan.
- » Encavis acquired two solar parks (105 MWp) in Denmark from European Energy A/S. Svinningegården (34 MWp subsidy-free), NW of Zealand, is already connected to the grid and Rødby Fjord (71 MWp), Lolland/SW of Zealand, was also connected to the grid in Q1/2022 and increases the generation capacity within the Encavis AG close to 2.0 gigawatts (GW).
- » Encavis acquired Danish wind farm Svoldrup (11.5 MW) in the North of Jutland already connected to the grid. Encavis acquired yet five of the six wind turbines in total of the type Siemens 2.3-93 (2.3 MW each), 126 metres high each, that were built in 2010. All in an excellent technical condition. Revenue is fixed until end of 2023 by a pay-as-produced PPA. Encavis will fix another long-term PPA with a new party for the period post 2024.

#### Wind farms & Solar parks





## Highlights in 2022: Acquisitions of asset management

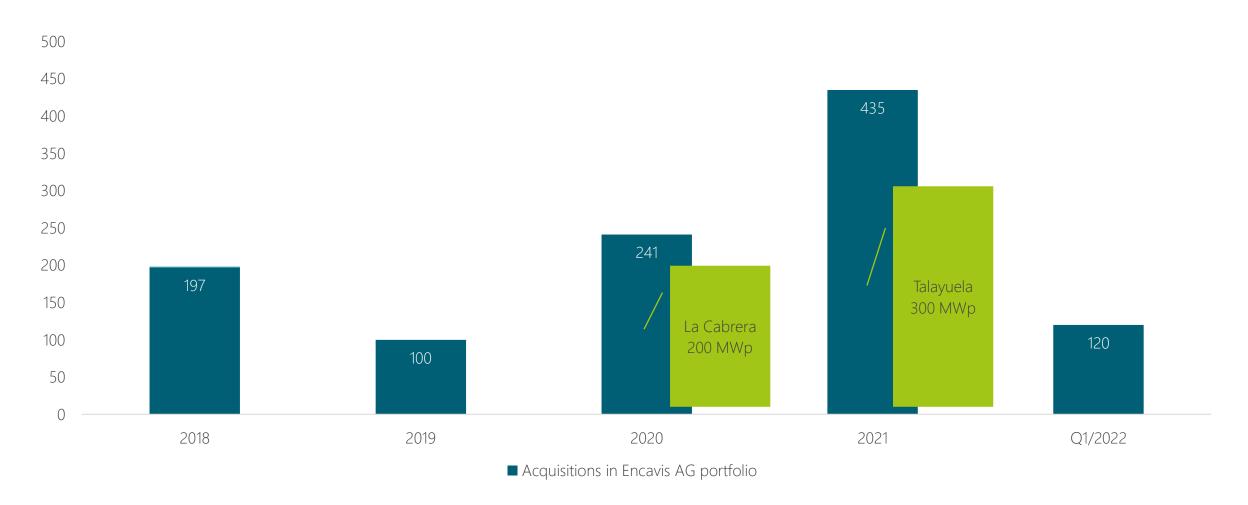
- » EIF II of EAM makes first investment in Spain with acquisition of the solar park Archidona in the province of Málaga (Andalusia) with a total capacity of 56.3 megawatts. For the first time in EAM, the sale of energy generated by the facility has been secured through a long-term power purchase agreement (PPA) with AB InBev. The solar park is currently under construction and is scheduled to go online in March 2022. It was developed and realised by renewable energies provider BayWa r.e.
- » Encavis Asset Management acquired a high-performance wind farm in Ireland from ABO Wind. Three turbines, out of a total of seven, each with a generation capacity of 3.6 megawatts (MW) have been in operation since 2019. Three similar turbines has been connected to the grid in Q2 2022, and the final seventh turbine is expected to be operational by mid-2023.

#### **Encavis Asset Management**





# Encavis AG benefits from its acquisitions: Annual growth in generation capacity connected to the grid (in MW)





# Key Performance Indicators of Q1 2022 are significantly above comparable previous year's level and on plan

Operating figures (in EUR million)	Q1 2020	Q1 2021	Q1 2022	Absolute change to Q1 2021	Change to Q1 2021 in percent
Energy production in GWh	556.8	536.0	710.0	174.0	+ 33 %
thereof existing portfolio	-	536.0	656.6	124.7	+ 23%
Revenue	65.2	58.9	90.4	+ 31.5	+ 53 %
Operating EBITDA	50.6	39.3	64.4	+ 25.1	+ 64 %
Operating EBIT	28.1	13.0	34.8	+ 21.8	+ 168 %
Operating Cash Flow	50.8	39.9	64.7	+ 24.8	+ 62 %
Operating EPS in EUR	0.08	- 0.05	0.08	+ 0.13	n.a.



- » Revenue growth driven by currently more favourable weather conditions compared to the very bad weather conditions in Q1 2021
- » Increased production volume of the existing portfolio has been supported through additional volume effects of wind and solar parks newly connected to the grid in the past year as well as in the first quarter 2022
- » Electricity prices realised in Q1 2022, esp. in January and February, were on a similar level as in Q4 2021 and therefore above the level of Q1 2021



## Continuously high margins in major operating business segments in Q1 2022

Operating expenses distributed among Business Segments











Operating P&L		parks		farms		l Services		nagement	-	solidation
(in EUR million)	Q1 2021	Q1 2022	Q1 2021	Q1 2022	Q1 2021	Q1 2022	Q1 2021	Q1 2022	Q1 2021	Q1 2022
Revenue	36.4	51.7	20.3	35.0	1.1	1.1	2.0	3.7	0.2	-
Operating EBITDA	25.4	36.2	16.5	29.9	0.3	0.3	-0.4	1.0	-2.5	-2.9
Operating EBITDA margin	70%	70%	81%	86%	23%	27%	-19%	26%	-	-
Operating EBIT	6.2	13.3	9.8	23.5	0.3	0.3	-0.5	0.9	-2.7	-3.2
Operating EBIT margin	17%	26%	48%	67%	23%	27%	-26%	24%	-	-

<sup>»</sup> Revenue growth especially driven by portfolio of wind and solar Germany, solar Spain and solar Italy

(Operating expenses distributed among Business Segments)



### Growth in PV segment based on full-year effect of Spanish acquisitions

	*	
Operating P&L (in EUR million)	Solar	parks
	Q1 2021	Q1 2022
Revenue	36.4	51.7
Operating EBITDA	25.4	36.2
Operating EBITDA margin	70%	70%
Operating EBIT	6.2	13.3
Operating EBIT margin	17%	26%

Revenue increase of +42% based on higher production of +40% and increased energy prices

Revenue increase of existing portfolio +36% based on higher production of +30% and increased energy prices



# Significant revenue growth due to increased electricity prices and stabilised weather conditions compared to Q1 2021

Operating P&L (in EUR million)	Wind	farms
	Q1 2021	Q1 2022
Revenue	20.3	35.0
Operating EBITDA	16.5	29.9
Operating EBITDA margin	81%	86%
Operating EBIT	9.8	23.5
Operating EBIT margin	48%	67%

Revenue increase of +72% based on higher production of +25% and significantly increased energy prices

Revenue increase of existing portfolio +64% based on higher production of +17% and significantly increased energy prices

Main driving portfolio were Germany and Denmark



### Asset Management with higher earnings based on new funds issued

Operating P&L (in EUR million)	Asset Managemen		
	Q1 2021	Q1 2022	
Revenue	2.0	3.7	
Operating EBITDA	-0.4	1.0	
Operating EBITDA margin	-19%	26%	
Operating EBIT	-0.5	0.9	
Operating EBIT margin	-26%	24%	

Significant revenue growth of +1.7 million EUR

This reflects the growth of the Company – the increased capacities mean higher renumeration of advisory and commercial management services



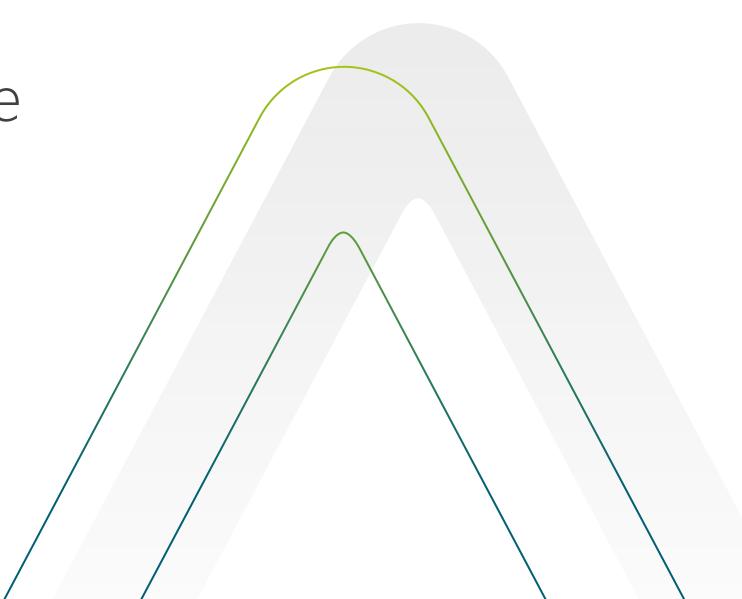
### HQ at cost level of Q1 2021

	2	29
Operating P&L (in EUR million)	HQ/Cons	olidation
	Q1 2021	Q1 2022
Revenue	0.2	-
Operating EBITDA	-2.5	-2.9
Operating EBITDA margin	-	-
Operating EBIT	-2.7	-3.2
Operating EBIT margin	-	-

Slightly increased personnel expenses due to the growth of Encavis Group in total

#### **ENCAVIS**

Guidance FY 2022e confirmed





## Strong growth combined with high margins are expected for FY 2022e

Operating figures (in EUR million)	FY 2020	FY 2021	Guidance FY 2022e	Change Guidance FY 2022e/FY2021	Change Guidance FY 2022e/FY2021 in %
Revenue	292.3	332.7	> 380	> 47.3	+ 14 %
Operating EBITDA	224.8	256.4	> 285	> 28.6	+ 11 %
Operating EBIT	132.2	149.1	> 166	> 16.9	+ 11 %
Operating Cash Flow	212.9	251.9	> 260	> 8.1	+ 3 %
Operating EPS in EUR	0.43	0.48	0.51	0.03	+ 6 %
Energy production in GWh	2,097	2,754	> 3,000	> 246	+ 9 %

- » Guidance based as every year on standard weather assumptions
- » Guidance includes latest acquisitions of Varberg Norra/SWE (5MW), Svinningegärden/DK (34MW), Willem Portfolio/NL (74 MW), Groß Behnitz/GER (25 MW), Rødby Fjord/DK (71 MW), Svoldrup/DK (12 MW), Ringköbing/DK (12 MW)
- » Around 96% of guided revenue are fixed/hedged already



## **Guidance FY 2022e by Business Segments**









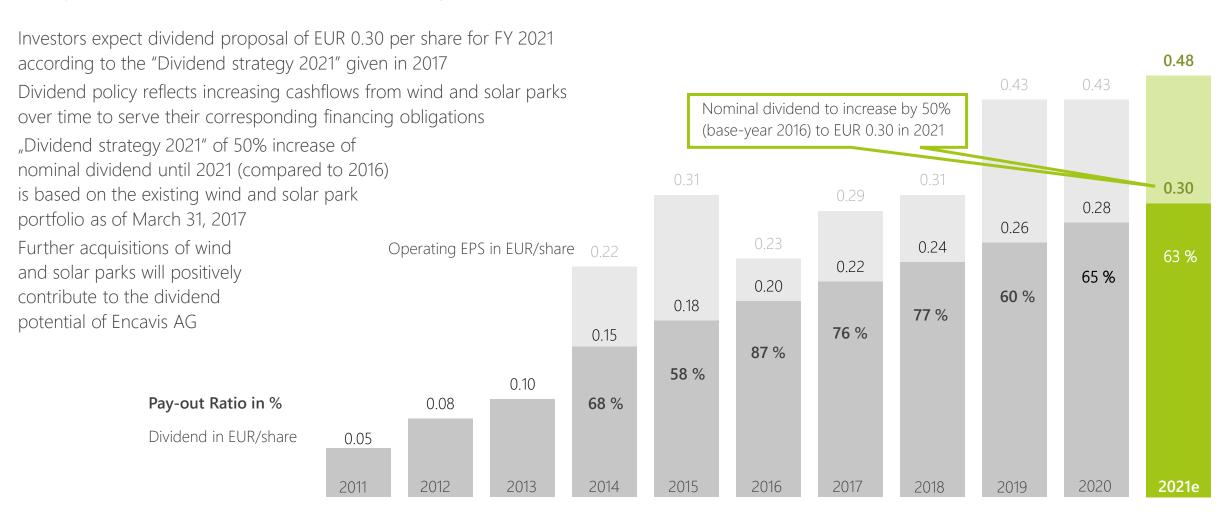


Operating P&L	Solar	· parks	Technica	l Services	Wind	l parks	Asset Ma	nagement	HQ/Con	solidation
(in EUR million)	FY 2021	Guidance 2022e	FY 2021	Guidance 2022e	FY 2021	Guidance 2022e	FY 2021	Guidance 2022e	FY 2021	Guidance 2022e
Revenue	234.7	> 276	4,4	> 4	77.9	> 79	19.9	> 20	0.9	-
Operating EBITDA	192.2	> 223	1,3	> 1	63.4	> 63	8.5	> 8.5	- 9.1	< - 11
Operating EBITDA margin	82%	81%	29%	25%	81%	79%	43%	43%		
Operating EBIT	114.4	> 132	1,3	> 1	35.4	> 37	8.0	> 8.0	- 10.1	< – 12
Operating EBIT margin	49%	48%	29%	25%	45%	47%	40%	40%		

» Guidance based on the already secured wind farm and solar park portfolio



# Dividend proposal of EUR 0.30 per share for FY 2021 fully in line with dividend target 2021





## Impact factors on future dividend policy

shut down of coal driven power plants

Mergers & Acquisition

e-Mobility

Repower EU

Increasing demand

Cash Flow

freedom energy

Electricty prices

infrastructure

H2 initiative

Investment opportunities

**Growth potential** 

interest rates

Sustainability

Renewable Energies

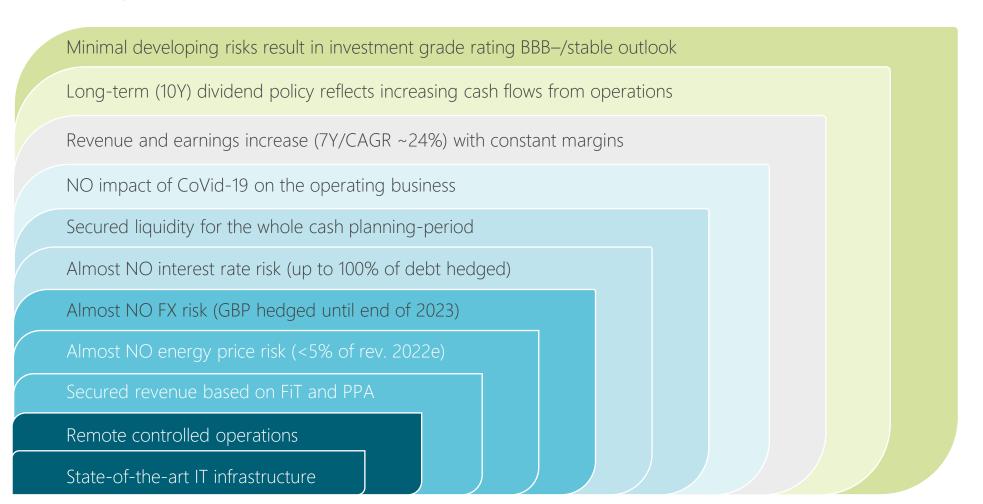
Independence from fossil fuels

data mining

storage technologies



# State-of-the-art infrastructure and technology result in stability, reliability and very low risk at business as usual





The sun is shining – The wind is blowing



#### **ENCAVIS**

Growth Strategy >> Fast Forward 2025



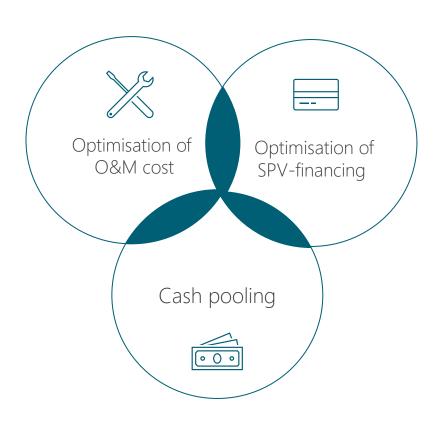
### Encavis' Growth Strategy >> Fast Forward 2025 as of April 2022



#### **Growth Initiative**

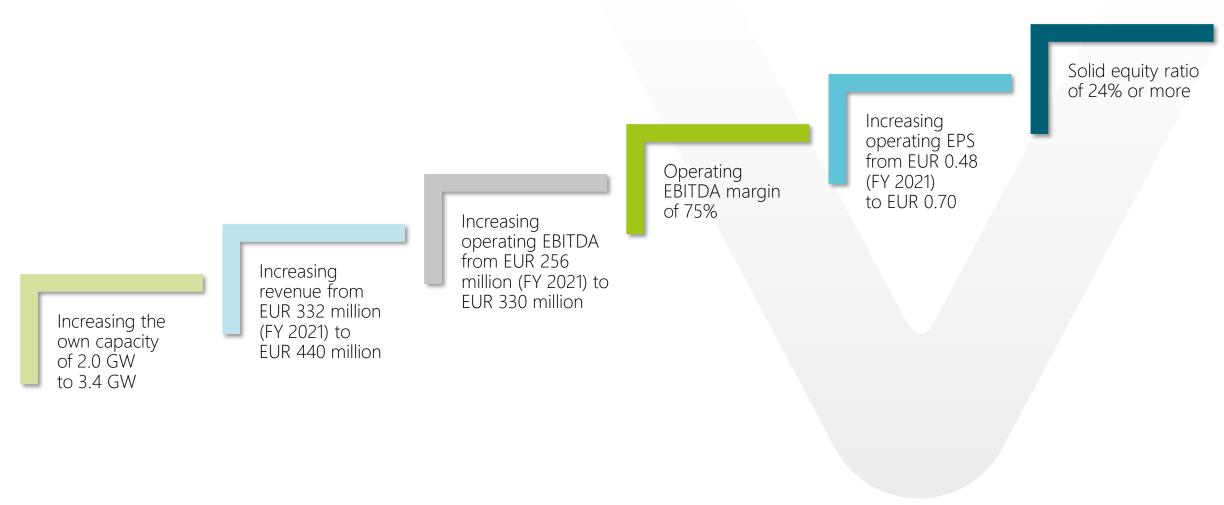
- » Investment in RTB and securing early-stage projects primarily focused on PPA markets
- » Ongoing opportunistic acquisitions in FiT markets
- » Western European focus for the time being
- » Disposal of minority participations in projects (mainly wind farms) to diversify local wind risk and to recycle cash
- » Reduction of debt at SPV level offers headroom for new debt in the same amount at corporate level at better conditions
- » Ongoing optimisation of SPV financing reduce interest payments

#### **Economies of Scale and Scope**



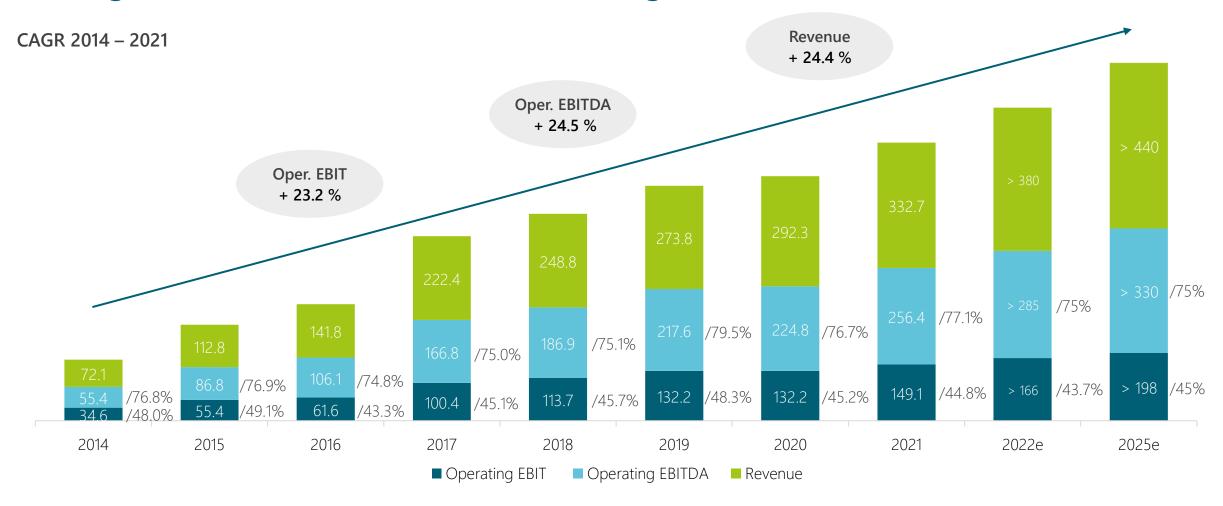


### Encavis Growth Strategy: >>Fast Forward 2025 as of April 2022





### Earnings increase with almost constant margins





#### Selected measures to fulfill: >> Fast Forward 2025

#### **Pipeline**

- » Currently strategic partnerships signed with several developers
- » Pipeline of more than 3.5 gigawatts (GW) minimum secured



#### **Capacity Growth**

- » 1.7 GW (end of 2019) of signed own capacity will be doubled to 3.4 GW end of 2025
- » Thereof currently 1.9 GW are connected to the grid, and approximately 3.0 GW end of 2025



#### **Recycling of Cash**

- » Sale of minority stakes of wind farms up to 49 % will be continued
- » Doubled capacity incl. diversified local wind risks



#### Recycling of Debt

» Reduction of EUR ~100 million of debt p.a. at SPV level offers headroom for new debt in the same amount at corporate level at better conditions



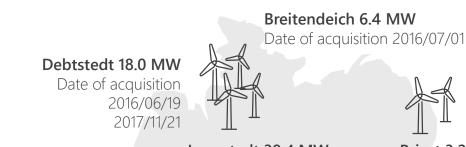


## Sale of 49% each in four different wind parks of Northern Germany to Versicherungskammer Bayern – processed by Encavis Asset Management

- » Direct asset investments of institutional funds / Encavis AG will keep the 51% and manage the parks
- » Recycling of cash: Total cash inflow of EUR 24 million
- Diversification of local wind risk position
- » IFRS book values slightly exceeded

#### Book Values according to German GAAP (HGB) May 2019

Sales Price today (49 %)	24.85 EUR million
Book Value today (49 %)	18.97 EUR million
Profit	+ 5.88 EUR million
Respectively	+ 31 %



Lunestedt 38.4 MW Date of acquisition 2015/11/13

**Briest 3.2 MW** Date of acquisition 2017/07/01

**Total** Capacity 66.0 MW



## Sale of 49 % of a wind farm portfolio of three wind parks in Austria to WIEN ENERGY

- » Direct asset investments of local investor/Encavis AG will keep the 51% and manage the parks
- » Recycling of cash: Total cash inflow of EUR 12 million
- » Diversification of local wind risk position
- » IFRS book values are exceeded

Total Capacity 36.2 MW

Herrenstein 19.95 MW

Date of acquisition 2016/10/05





Zagersdorf 7.05 MW
Date of acquisition
2016/10/05

Pongratzer Kogel 9.2 MW Date of acquisition 2016/10/05

#### Book Values according to German GAAP (HGB) Dec 2020

Sales Price today (49 %)	12.18 EUR million
Book Value today (49 %)	7.97 EUR million
Profit	+ 4.21 EUR million
Respectively	+ 52.8 %



## Sale of 51 % majority stake of the wind farm portfolio of three wind parks in Austria in total to WIEN ENERGIE

- » Direct asset investments of local investor / Encavis AG's unique sale of a wind park portfolio in total
- » Recycling of cash: Total cash inflow of EUR 15.3 million
- » Divestment of local wind farm in a market with comparably limited growth perspectives
- » IFRS book values are exceeded

Total Capacity 36.2 MW

Herrenstein 19.95 MW

Date of acquisition 2016/10/05



Zagersdorf 7.05 MW

Date of acquisition
2016/10/05

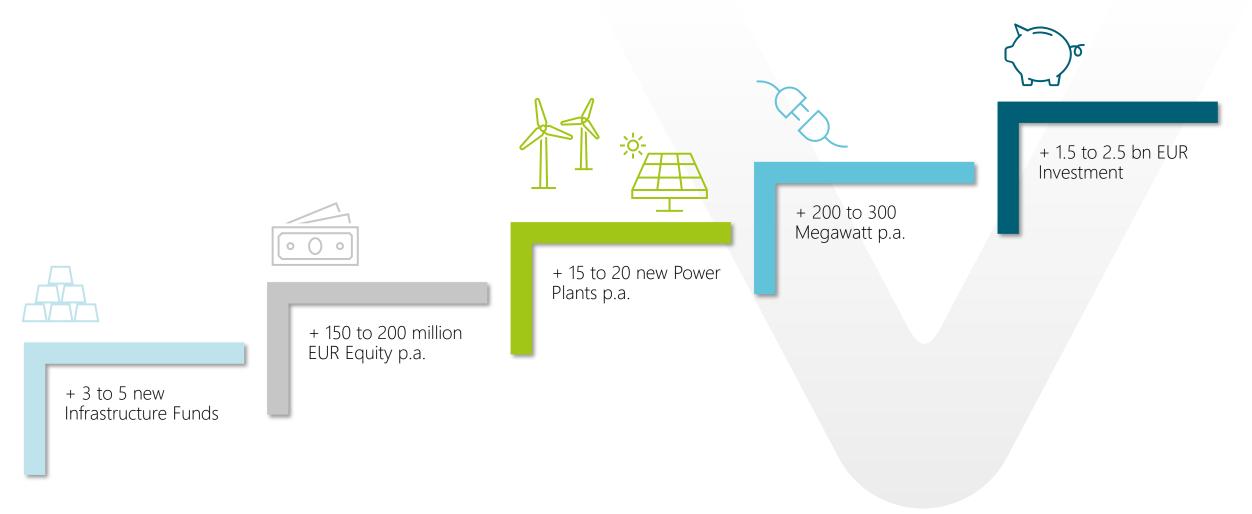
**Pongratzer Kogel 9.2 MW**Date of acquisition 2016/10/05

#### Book Values according to German GAAP (HGB) Dec 2021

Sales Price today (51 %)	15.4 EUR million
Book Value today (51 %)	8.5 EUR million
Profit	+ 6.8 EUR million
Respectively	+ 80 %

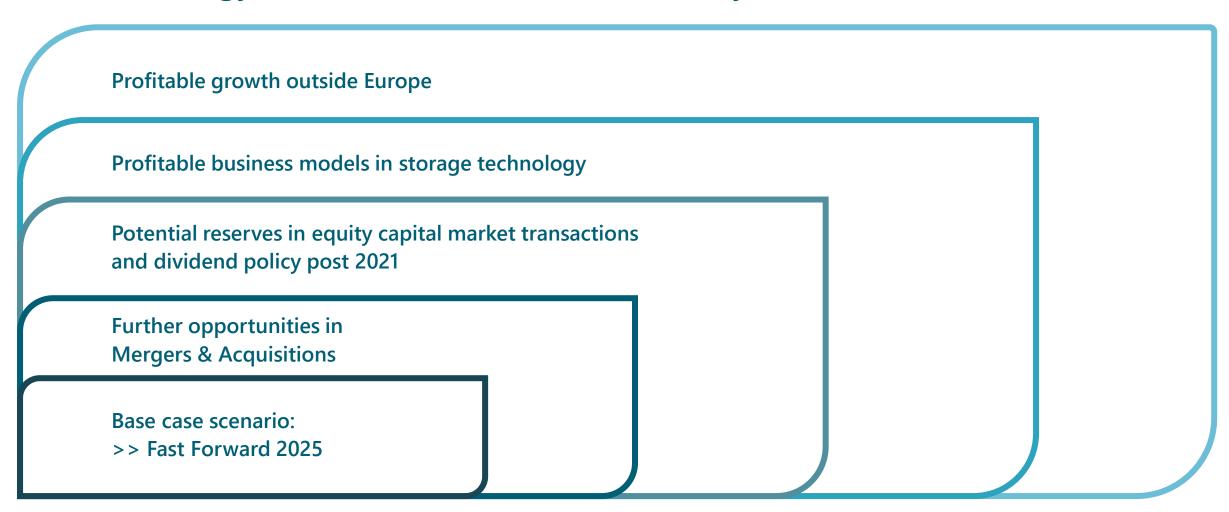


## Sustainable business model – Outlook 2025 of Encavis Asset Management





### Growth strategy based on 2019 fundamentals only



#### **ENCAVIS**

Appendix: The Management and the Encavis share



# Management team with great industry expertise and strong passion for renewables



Dr Dierk Paskert Chief Executive Officer

CEO since Sep 2017 Reappointed until Aug 2025



Dr Christoph Husmann Chief Financial Officer

CFO since Oct 2014
Reappointed until Sep 2025

- » CEO Rohstoffallianz GmbH
- » Member of the Management Board of E.ON-Energie AG
- » SVP Corporate Development of E.ON AG
- » Member of the Management Board of Schenker AG

- » Member (CFO) and later CEO of the Management Board of HOCHTIEF Projekt Entwicklung GmbH
- » Head of Corporate Controlling and M&A of STINNES AG and HOCHTIEF AG Controlling of VEBA AG



#### **Supervisory Board**



Dr Manfred Krüper (Chairman / dependent)

Member of the Board of Directors at E.ON AG (until Nov 2006) Supervisory Board (a.o.): Power Plus Communication AG, EEW Energy from Waste GmbH



Alexander Stuhlmann (Deputy Chairman / independent)

CEO at HSH Nordbank (until Dec 2006) and thereafter CEO at WestLB AG (until April 2008)

Supervisory Board (a.o.): Euro-Aviation Versicherungs-AG, Ernst Russ AG, GEV Gesellschaft für Entwicklung und Vermarktung AG, M.M. Warburg & CO Hypothekenbank AG



Albert Büll (dependent)

Entrepreneur and co-owner of the B&L Group
Advisory Council (a.o.):
BRUSS Sealing Systems GmbH,
noventic GmbH



Dr Henning Kreke (independent)

Previously CEO at Douglas Holding AG for 15 years
Supervisory Board (a.o.):

Deutsche EuroShop AG; Douglas GmbH, Thalia Bücher GmbH



Dr Cornelius Liedtke (dependent)

Entrepreneur and co-owner of the B&L Group
Supervisory Board (a.o.):
BRUSS Sealing Systems GmbH,
SUMTEO GmbH



**Christine Scheel (independent)** 

Member of the Supervisory Board at CHORUS Clean Energy AG (until Oct 2016) Former Member of the German Parliament Supervisory Board (a.o.): NATURSTROM AG



Dr Marcus Schenck (independent)

Financial Advisor Partner of Perella Weinberg Partners

Independent Advisory Council (a.o.): EOT Infrastructure



Dr Rolf Martin Schmitz (independent)

Previously CEO at RWE AG (until May 2021) Supervisory Board (a.o.): E.ON SE, TÜV Rheinland AG, KELAG-Kärntner Elektrizitäts-AG



Prof Fritz Vahrenholt (independent)

Chairman of the Supervisory Board (until January 2014) at RWE Innogy GmbH (previously CEO)

Supervisory Board (a.o.): Aurubis AG



## Entrepreneurial shareholder structure – strong and long-term anchor investors

#### Market Cap:

> 3.1 billion EUR

Major investors within the free float:

Bank of America Corporation

Morgan Stanley

3.6% UBS Group AG

BayernInvest KVG mbH

BlackRock, Inc.

The Goldman Sachs Group, Inc.

Lobelia Beteiligungsgesellschaft/ Kreke Immobilien KG

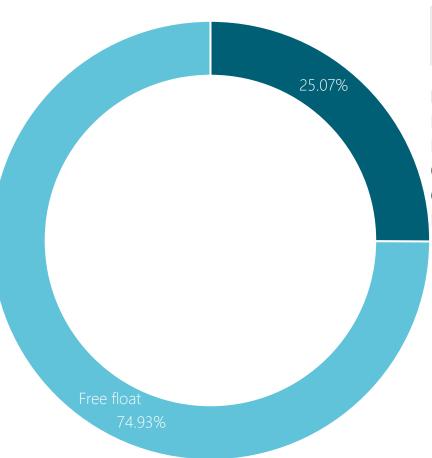
DWS Investment GmbH, Frankfurt/Main

Invesco Ltd. (incl. Invesco ETF Trust II)

iShares Trust 1.5%

0.8% iShares II plc

Management of Encavis AG



# shares: 160,469,282

(as of November 22<sup>nd</sup>, 2021)

**Pool** of AMCO Service GmbH with Dr. Liedtke Vermögensverwaltung GmbH, PELABA Vermögensverwaltungs GmbH & Co. KG, ALOPIAS Anlagenverwaltungs GmbH & Co. KG, Krüper GmbH, Sebastian Krüper and Dr Manfred Krüper



## Nine "Buy/Outperform" recommendations out of 12 active coverages currently

Coverage institution	Updated Ratings	Date	Target Price (EUR)
Pareto Securities AS Securities   Pareto Securities AS	Buy	May 04, 2022	24.50
WARRURG RESEARCH	Buy	May 03, 2022	24.70
DZ BANK	Buy	Apr 12, 2022	25.00
ODDO BHF	Outperform	Apr 11, 2022	25.00
<b>W</b> BARCLAYS	Equal Weight	Apr 08, 2022	19.00
QUIRIN	Buy	Apr 04, 2022	25.00
HAUCK AUFHÄUSER INVESTMINT BANKING	Buy	Apr 01, 2022	23.50
BERENBERG	Buy	Mar 31, 2022	21.50
STIFEL	Buy	Mar 30, 2022	20.80
CIC Market Solutions	Neutral	Mar 30, 2022	16.50
Jefferies	Hold	Mar 29, 2022	15.50
Raiffeisen RESEARCH	Buy	Mar 15, 2022	20.00
Consensus			21.75



### **Financial Calendar**

Date 2022	Event
May 12	Interim Statement Q1 2022
May 19	Virtual Annual General Shareholders Meeting 2022, Hamburg (GER)
May 24	Interest payment Hybrid Convertible Bond 2021
May 25	Jefferies Virtual Renewable Energy Conference: Key Debate Across the Value Chain, London (UK)
Jun 1-2	Quirin Virtual Champions Conference 2022, Frankfurt/Main (GER)
Jun 9	Jefferies Virtual Equity-Linked Conference, London (UK)
Jun 16	NATIXIS 4 <sup>th</sup> Convertible Bond Event, Digital Conference
July 6-7	Solar Energy Future Europe 2022, Madrid (ESP)
Aug 15	Interim Report Q2/6M 2022
Aug 24	montega 8. HAMBURGER INVESTORENTAG – HIT, Hamburg (GER)
Sep 5-6	Quirin Roadshow Scandinavia (FIN/SWE/DK)
Sep 7	ODDO BHF Commerzbank Corporate Conference 2022, FFM (GER)
Sep 7-8	Stifel Cross Sector Insight Conference, London (UK)

Date 2022	Event
Sep 12	Interest payment Green PNL 2018
Sep 19-21	Berenberg/Goldman Sachs 11th German Corporate Conference, Munich (GER)
Sep 22	11th BAADER Investment Conference, Munich (GER)
Sep 29	Bernstein's 19th Pan European Annual Strategic Decisions Conference, London (UK)
Oct 17-18	Quirin's 22. European Large & MidCap Event, Paris (FRA)
Nov 15	Interim Statement Q3/9M 2022
Nov 16-17	BNP Paribas Exane 5th MidCap CEO Conference, Paris FRA)
Nov 22	DZ Bank Equity Conference, Frankfurt/Main (GER)
Nov 24	Interest payment Hybrid Convertible Bond 2021
Nov 28-30	German Equity Capital Market Forum, Deutsche Börse, FFM (GER)
Dec 7	CM-CIC Market Solutions Forum / ESG - Equity – Credit, Paris (FRA)
Dec 11	Interest payment PNL 2015

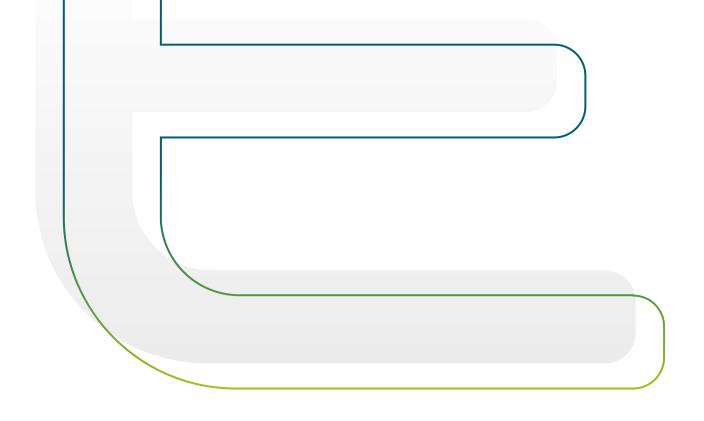


## See you soon!



Jörg Peters Head of Corporate Communications & IR

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