

# H1 2022 results high above previous year's key figures

Conference Call Q2/6M 2022 Interim Report incl. raised Guidance FY 2022e, August 15<sup>th</sup>, 2022



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



Dr Dierk Paskert **Chief Executive Officer** 

CEO since Sep 2017 Reappointed until Dec 2022

- » 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



**Dr Christoph Husmann Chief Financial Officer** 

CFO since Oct 2014 Reappointed until Sep 2025

- » 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 HOCHTIFF AG
- » Controlling of VEBA AG



Mario Schirru Chief Investment Officer / **Chief Operating Officer** Appointed until July 2025

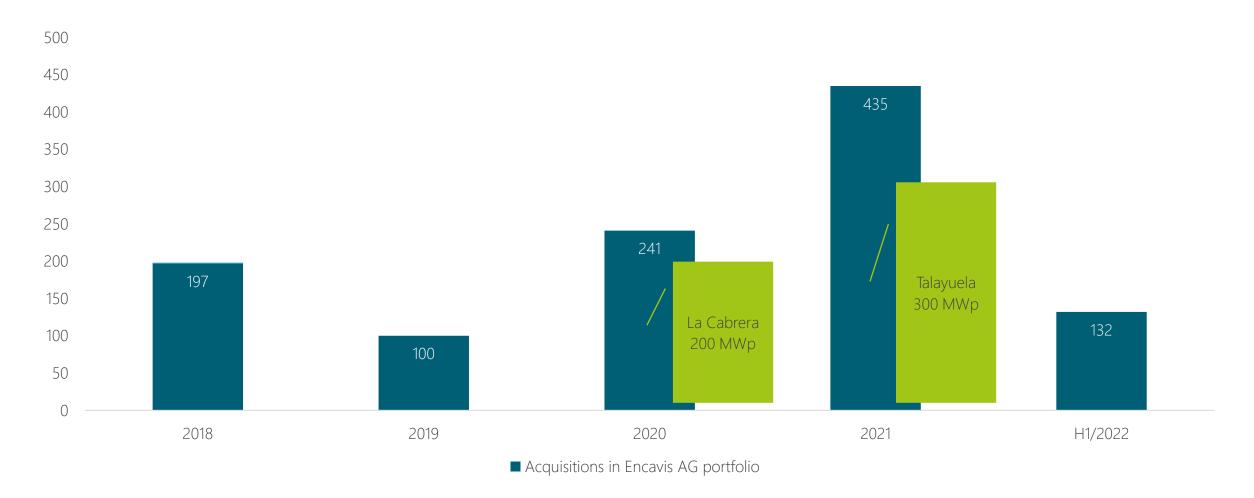
- » Chief Operating Officer (COO) of Encavis AG
- » Investment Director of Encavis AG
- » Country Manager Italy of German wind farm developer GEO GmbH

Encavis at a glance & latest news of Q2-6M 2022

H1 2022 results are significantly above previous year's level based on planned capacity increases, ongoing high electricity prices, much better meteorological conditions and therefore better wind and solar performance compared to H1 2021



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





### Key Performance Indicators of H1 2022 are significantly above comparable previous year's level and above plan

Operating figures (in EUR million)	H1 2020	H1 2021	H1 2022	Absolute change to H1 2021	Change to H1 2021 in percent
Energy production in GWh	1,120.0	1,443.4	1,693.8	+ 250.4	+ 17 %
thereof existing portfolio	-	1,410.7	1,542.0	+ 131.3	+ 9%
Revenue	154.8	162.2	226.4	+ 64.2	+ 40 %
Operating EBITDA	119.6	122.3	170.6	+ 48.3	+ 40 %
Operating EBIT	74.5	68.7	109.8	+ 41.1	+ 60 %
Operating Cash Flow	115.2	109.4	160.2	+ 50.8	+ 46 %
Operating EPS in EUR	0.27	0.18	0.33	+ 0.15	+ 83 %



- » Revenue growth driven by currently more favourable weather conditions compared to the unfavourable weather conditions in H1 2021 and higher wind and solar performance
- » 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 half year 2022
- » High electricity prices realised in H1 2022, that were high above the level of H1 2021 and above plan especially since the Russian war in Ukraine (since February 24<sup>th</sup>, 2022)



# Key Performance Indicators of Q2 are significantly above comparable Q1 figures in general

Operating figures (in EUR million)	Q1 2020	Q2 2020	Q1 2021	Q2 2021	Q1 2022	Q2 2022	Absolute change to Q2 2021	Change to Q2 2021 in percent
Energy production in GWh	556.8	563.2	536.0	907.4	710.0	983.8	+ 76.4	+ 8 %
thereof existing portfolio	-	-	536.0	874.7	656.6	885.4	+ 10.7	+ 1%
Revenue	65.2	89.6	58.9	103.3	90.4	136.0	+ 32.7	+ 32 %
Operating EBITDA	50.6	69.0	39.3	83.0	64.4	106.2	+ 23.2	+ 28 %
Operating EBIT	28.1	46.4	13.0	55.7	34.8	75.0	+ 19.3	+ 35 %
Operating Cash Flow	50.8	64.4	39.9	69.5	64.7	95.5	+ 26.0	+ 37 %
Operating EPS in EUR	0.08	0.19	- 0.05	0.23	0.08	0.25	+ 0.02	+ 9 %



#### Continuously high margins in major operating business segments in H1 2022

Operating expenses distributed among Business Segments











Operating P&L (in EUR million)	<b>Solar</b> H1 2021	parks H1 2022	<b>Wind</b> H1 2021	I farms H1 2022	<b>Technica</b> H1 2021	I Services H1 2022	Asset Ma H1 2021	nagement H1 2022	<b>HQ/Cons</b> H1 2021	solidation H1 2022
Revenue	118.5	162.2	35.9	56.7	2.2	2.2	6.8	6.7	0.9	0.7
Operating EBITDA	96.1	127.6	27.9	46.6	0.6	0.6	1.9	0.9	-4.2	-5.1
									-4.2	-3.1
Operating EBITDA margin	81%	79%	78%	82%	28%	28%	28%	14%	-	-
Operating EBIT	57.3	80.4	13.8	33.8	0.6	0.6	1.7	0.6	-4.7	-5.6
Operating EBIT margin	48%	50%	39%	60%	28%	28%	24%	9%	-	-

<sup>»</sup> Revenue growth especially driven by portfolio of wind parks in Germany and Denmark and solar parks in Spain, in Italy, in Denmark as well as in the Netherlands

(Operating expenses distributed among Business Segments)



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

	*	
Operating P&L (in EUR million)	Solar	parks
	H1 2021	H1 2022
Revenue	118.5	162.2
Operating EBITDA	96.1	127.6
Operating EBITDA margin	81%	79%
Operating EBIT	57.3	80.4
Operating EBIT margin	48%	50%

Revenue increase of +37% based on higher production of +22% and increased energy prices

Revenue increase of existing portfolio +27% based on higher production of +10% and increased energy prices

Main driving portfolio were Spain, the Netherlands and Italy

Investments to increase the productivity of the existing asset portfolio via comprehensive technical optimisations



# Significant revenue growth due to increased electricity prices and stabilised weather conditions compared to H1 2021

Operating P&L (in EUR million)	Wind	farms
	H1 2021	H1 2022
Revenue	35.9	56.7
Operating EBITDA	27.9	46.6
Operating EBITDA margin	78%	82%
Operating EBIT	13.8	33.8
Operating EBIT margin	39%	60%

Revenue increase of +58% based on higher production of +8% and significantly increased energy prices

Revenue increase of existing portfolio +52% based on higher production of +8% and significantly increased energy prices

Main driving portfolio were Germany and Denmark



#### Asset Management with further growth and year-end loaded project volumes

Operating P&L (in EUR million)	Asset Mai	nagement
	H1 2021	H1 2022
Revenue	6.8	6.7
Operating EBITDA	1.9	0.9
Operating EBITDA margin	28%	14%
Operating EBIT	1.7	0.6
Operating EBIT margin	24%	9%

Higher ongoing compensation from advice and operations management of +1.5 million EUR in H1 2022, reduced by related costs (EUR -0.9 million), was more than offset by lower one-off revenues from project realisations of -1.7 million EUR, that will be shifted in H2 2022.



#### HQ at slightly higher cost level due to increased number of employees

	2	29
Operating P&L (in EUR million)	HQ/Cons	olidation
	H1 2021	H1 2022
Revenue	0.9	0.7
Operating EBITDA	-4.2	-5.1
Operating EBITDA margin	-	-
Operating EBIT	-4.7	-5.6
Operating EBIT margin	-	-

Increased personnel expenses due to the growth of Encavis Group in total





# Guidance raised after strong growth in H1 2022 combined with high margins are expected for FY 2022e

Operating figures (in EUR million)	FY 2020	FY 2021	Old Guidance FY 2022e	Raised Guidance FY 2022e	Change Guidance FY 2022e/FY2021	Change Guidance FY 2022e/FY2021 in %
Revenue	292.3	332.7	> 380	> 420	> 87.3	+ 26 %
Operating EBITDA	224.8	256.4	> 285	> 310	> 53.6	+ 21%
Operating EBIT	132.2	149.1	> 166	> 185	> 35.9	+ 24 %
Operating Cash Flow	212.9	251.9	> 260	> 280	> 28.1	+ 11 %
Operating EPS in EUR	0.43	0.48	0.51	0.55	0.07	+ 15 %
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) and Ringköbing/DK (12 MW)
- » Around 95% of guided revenue are fixed/hedged already



#### Guidance raised for FY 2022e by Business Segments











Operating P&L (in EUR million)	Solai FY 2021	parks Raised Guidance	<b>Wind</b> FY 2021	l farms Raised Guidance	<b>Technica</b> FY 2021	al Services Raised Guidance	Asset Ma	nnagement Raised Guidance	HQ/Cor	nsolidation Raised Guidance
		2022e		2022e		2022e		2022e		2022e
Revenue	234.7	> 292	77.9	> 102	4,4	> 4	19.9	> 21	0.9	> 0.7
Operating EBITDA	192.2	> 230	63.4	> 82.5	1,3	> 1	8.5	> 9.5	- 9.1	< – 13
Operating EBITDA margin	82%	79%	81%	81%	29%	25%	43%	45%		
Operating EBIT	114.4	> 138.5	35.4	> 50.5	1,3	> 1	8.0	> 9.0	- 10.1	< – 14
Operating EBIT margin	49%	47%	45%	49%	29%	25%	40%	43%		

<sup>»</sup> Guidance based on the already secured wind farm and solar park portfolio



### 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

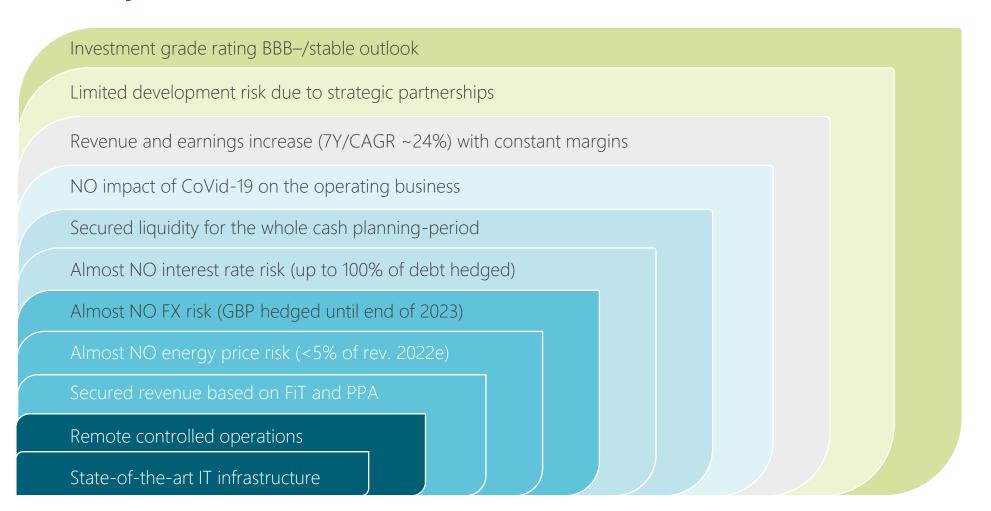
Independence from fossil fuels

data mining

storage technologies



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



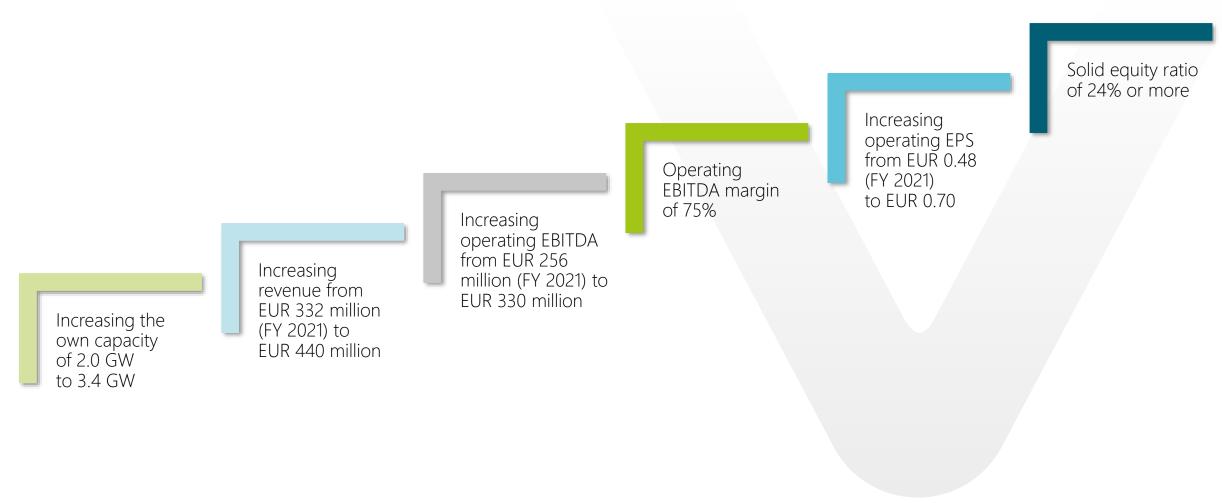


The sun is shining – The wind is blowing



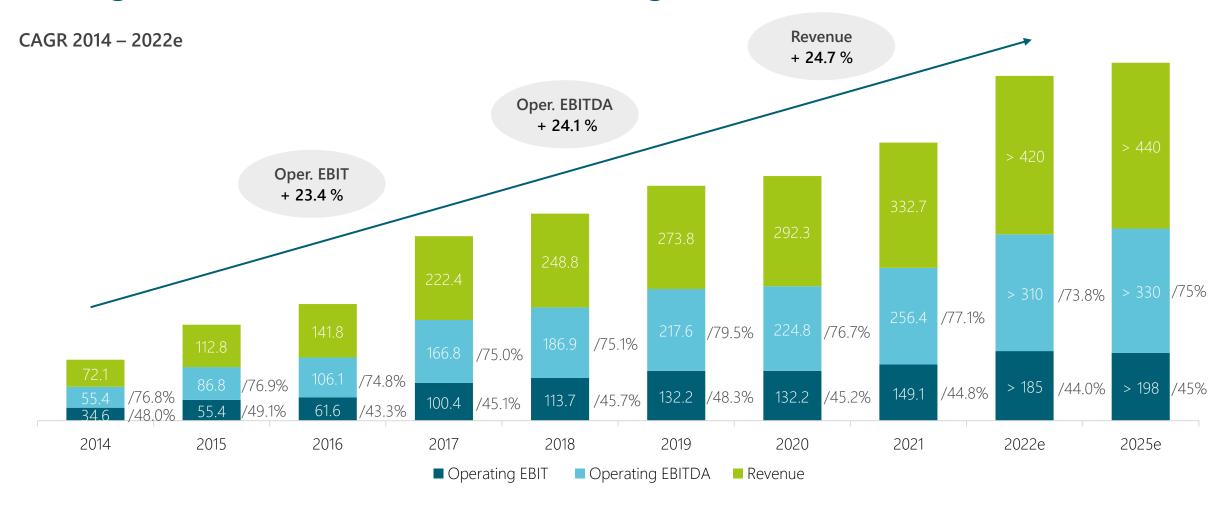


#### Encavis' Growth Strategy: >>Fast Forward 2025 as of August 2022





#### Earnings increase with almost constant margins



Appendix: The Management and the Encavis share

Management Board realigned for the European Energy Transition

Isabella Pfaller and Thorsten Testorp were newly elected to the Supervisory Board at the AGM on May 19th, 2022

The Encavis Share has been promoted to MDAX as of June 20th, 2022



#### **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



Dr Rolf Martin Schmitz (Deputy Chairman / independent)

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



Albert Büll (dependent)

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



Isabella Pfaller (independent)

Supervisory Board: Indus Holding AG Advisory Board (a.o.): Deutsche Bundesbank Bavarian HQ, Int. Center of Insurance Regulation of Goethe University Frankfurt/Main



Christine Scheel (independent)

Member of the Supervisory Board at CHORUS Clean Energy AG (until Oct 2016) Former Member of the German Parliament



Dr Marcus Schenck (independent)

Financial Advisor Partner of Perella Weinberg Partners Independent Advisory Council (a.o.): EOT Infrastructure



Thorsten Testorp (independent)

Managing Partner of B&L Real Estate GmbH Supervisory Board (a.o.): Power Plus Communication AG, noventic GmbH



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

~ 3.7 billion EUR

Market Cap:

Major investors within the free float:

Bank of America Corporation

Morgan Stanley

BlackRock, Inc.

UBS Group AG 3.6%

BayernInvest KVG mbH

The Goldman Sachs Group, Inc.

Lobelia Beteiligungsgesellschaft/ Kreke Immobilien KG

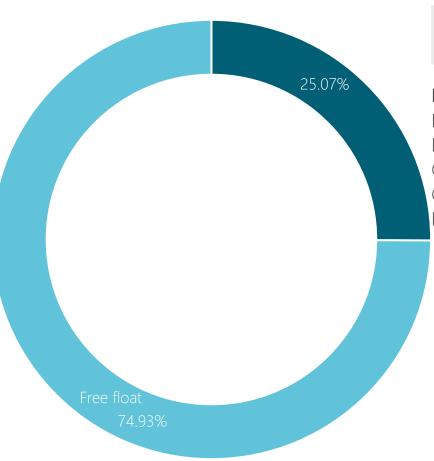
DWS Investment GmbH, Frankfurt/Main

Invesco Ltd. (incl. Invesco ETF Trust II)

iShares Trust 1.5%

0.8% iShares II plc

0.1% Management of Encavis AG



# shares: 161,030,176

(as of June 27<sup>th</sup>, 2022)

**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



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

Coverage institution	Updated Ratings	Date	Target Price (EUR)
HAUCK AUFHÄUSER RYKSTHERT BARGING	Buy	Aug 05, 2022	30.00
ODDO BHF	Outperform	Aug 04, 2022	26.00
WARBURG RESEARCH	Hold	Aug 04, 2022	21.00
CIC Market Solutions	Neutral	Aug 03, 2022	21.00
Pareto Securities   Pareto Securities AS Equity Research	Buy	Aug 03, 2022	24.50
Raiffeisen RESEARCH	Buy	Aug 03, 2022	20.00
<b>*</b> BARCLAYS	Equal Weight	Aug 03, 2022	19.00
Jefferies	Hold	Aug 03, 2022	15.50
Onisin	Buy	May 20, 2022	25.00
BERENBERG	Buy	May 12, 2022	21.50
STIFEL	Buy	May 12, 2022	20.80
DZ BANK	Buy	Apr 12, 2022	25.00
Consensus			22.44



#### **Financial Calendar**

Date 2022	Event
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)
Sep 12	Interest payment Green PNL 2018
Sep 13	Hauck Aufhäuser IB Roadshow, Paris (FRA)
Sep 15-16	Berenberg/BNY Mellon/LSE European Investor Forum For Energy Leaders (EIFFEL), London (UK)
Sep 19-21	Berenberg/Goldman Sachs 11 <sup>th</sup> German Corporate Conference, Munich (GER)
Sep 22	11th BAADER Investment Conference, Munich (GER)
Sep 23	Bank Pekao Virtual RES Energy Conference, Warsaw (PL)
Sep 29	Bernstein's 19 <sup>th</sup> Pan European Annual Strategic Decisions Conference, London (UK)

Date 2022	Event
Oct 11	ODDO BHF Roadshow, Paris, (FRA)
Oct 17-18	Quirin's 22 <sup>nd</sup> European Large & MidCap Event, Paris (FRA)
Oct 20	Berenberg Roadshow Belgium & the Netherlands (BE/NL)
Nov 15	Interim Statement Q3/9M 2022
Nov 17	BNP Paribas Exane 5 <sup>th</sup> MidCap CEO Conference, Paris (FRA)
Nov 22	DZ Bank Equity Conference, Frankfurt/Main (GER)
Nov 24	Interest payment Hybrid Convertible Bond 2021
Nov 28-29	REUTERS Utility Scale Solar and Wind Europe, Munich (GER)
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

Date 2023	Event
Jan 5-6	ODDO BHF Forum, Lyon (FRA) tbc
Jan 16	UniCredit Kepler Cheuvreux 22 <sup>nd</sup> German Corporate Conference (GCC), tbc if physically or virtually

### See you soon!



Jörg Peters Head of Corporate Communications & IR

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