

ENCAVIS

Conference Call Interim Results Q2/6M 2019

Encavis AG, Hamburg/Frankfurt am Main, Germany, August 28, 2019

The use of
infinite resources –
this is our future

ENCAVIS





We are a leading European
Independent Power Producer
from renewable energy sources

Our generation capacity of solar and wind parks sums up to > 1.9 GW – and it is growing.
We are listed on the German stock exchange and member of the SDAX Index.

ENCAVIS: Improving efficiency and cost reduction through Economies of Scale and Economies of Scope

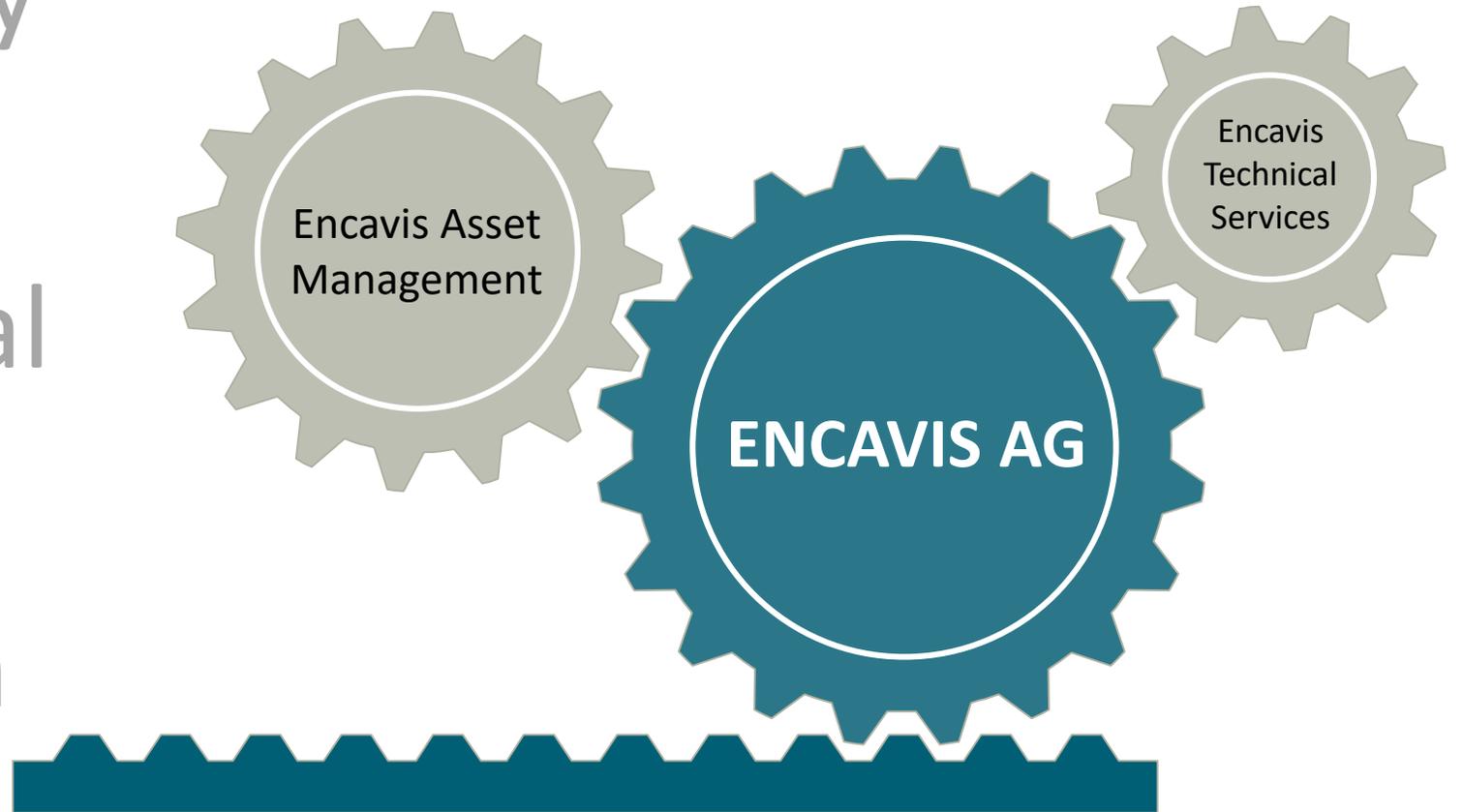


ENergy

CApital



VISION



Segments	Highlights in H1 2019
	<p>Acquisition of another solar park in The Netherlands “Zierikzee” +14 MW increases generation capacity in the Dutch market to >100 MW</p>
	<p>Banks subscribed special fund and enable additional investments of more than EUR 100 million by Encavis Asset Management</p>
	<p>Sale of 49% each in four different wind parks of Northern Germany to Versicherungskammer Bayern processed by Encavis Asset Management</p>
	<p>Acquisition of 30% stake in Stern Energy SpA – Strategic step forward to strengthen the technical solar services business</p>
	<p>Encavis AG received investment grade issuer rating (BBB-) from Scope Ratings</p>
	<p>Successful issuance and placement of EUR 105 million of bilateral debt and registered bonds of Encavis AG to banks and institutional investors</p>

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

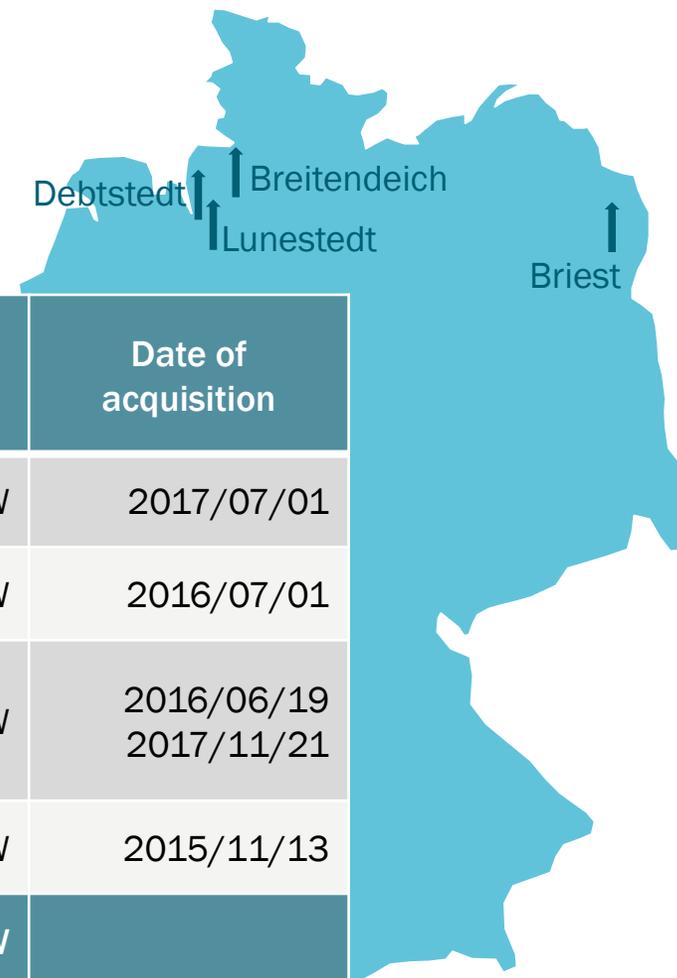
▪ Book Values according to German GAAP (HGB)

Sales Price today (100%) 50.72 EUR million

Book Value today (100%) 38.72 EUR million

Profit + 12.00 EUR million

respectively + 31.0 %



Wind Park	Capacity	Date of acquisition
Briest (I)	3.2 MW	2017/07/01
Breitendeich (II)	6.4 MW	2016/07/01
Debtstedt (III)	18.0 MW	2016/06/19 2017/11/21
Lunestedt (IV)	38.4 MW	2015/11/13
TOTAL	66.0 MW	

ENCAVIS #1 among the top 70 European solar PV portfolio owners
is paving the way for attractive growth financing in the future

New ESG investors

First „Green Schuldscheindarlehen“
of EUR 50 million successfully placed

Bond certified by **Climate Bond Standard**
Executive Board

Encavis got a **Prime-Label** by ISS-oekom



Investment grade issuer rating

Encavis received **Investment Grade** issuer rating by
Scope Ratings (BBB-)

Rating reflects Encavis' **risk-adjusted business model**,
regional diversification as well as the high proportion
of **non-recourse financing**

Strong creditworthiness revealed

Positive impact on financing conditions expected



Significant earnings growth in HY/2019 benefited from new acquisitions/parks connected to the grid, the sale of minority interests in wind parks and positive weather effects besides regulatory changes of IFRS 16

Operating figures (in EUR million)	Q1 2018	Q1 2019 (incl. IFRS 16)	Q2 2018	Q2 2019 (incl. IFRS 16)	HY 2018	HY 2019 (incl. IFRS 16)
Revenue	45.9	59.5	76.9	84.5	122.8	143.9
Oper. EBITDA	31.5	44.7	62.5	76.1	94.0	120.8
Oper. EBIT	13.6	23.4	44.2	54.8	57.8	78.2
Oper. Cashflow	27.3	15.9	51.0	60.5	78.3	76.4
Oper. EPS (EUR)	- 0.01	0.05	0.20	0.25	0.19	0.30



Improved earnings quality in Q2/2019 supported overall earnings growth in HY/2019

HY 2019 vs HY 2018 – adjusted for weather effects (wa)

Significant positive weather effect boosted HY 2019: EUR +11.3 million (HY 2018: EUR +0.7 million)

Operating figures (in EUR million)	HY 2018	Weather adjusted HY 2018 (wa)	HY 2019 (incl. IFRS 16)	Weather adjusted HY 2019 (wa)	Change HY 2019 (wa)/ HY 2018 (wa) in %
Revenue	122.8	122.1	143.9	132.6	+9%
Oper. EBITDA	94.0	93.4	120.8	109.5	+17%
Oper. EBIT	57.8	57.2	78.2	66.9	+17%



Strong earnings growth even post weather adjustments

Margin improvement in the operating business segments in HY 2019 vs HY 2018

Operating P & L (in EUR million)	Solar Parks 		Wind Parks 		Technical Services 		Asset Management 		HQ 	
	HY'18	HY'19	HY'18	HY'19	HY'18	HY'19	HY'18	HY'19	HY'18	HY'19
Revenue	92.3	106.9	29.0	34.2	2.0	2.3	1.3	3.9	-	-
EBITDA	76.3	91.5	21.7	31.7	0.7	0.7	- 1.1	1.2	- 3.6	- 4.2
EBITDA margin	83%	86%	75%	93%	37%	29%	- 84%	30%	-	-
EBIT	49.3	60.4	13.0	21.0	0.7	0.6	- 1.4	0.8	- 3.7	- 4.7
EBIT margin	53%	57%	45%	61%	36%	27%	-109%	21%	-	-



Operating expenses distributed among Business Segments

Weather adjusted operating results HY 2019 vs HY 2018 by wind and solar (in EUR million)

Operating P & L (weather adjusted) (in EUR million)	Solar Parks 			Wind Parks 		
	HY'18 (wa)	HY'19 (wa)	Change HY'19 (wa) vs. HY'18 (wa)	HY'18 (wa)	HY'19 (wa)	Change HY'19 (wa) vs. HY'18 (wa)
Revenue	90.1	96.4	+7%	30.5	33.4	+10%
Oper. EBITDA	74.1	81.0	+9%	23.2	30.9	+33%
Oper. EBIT	47.1	49.9	+6%	14.5	20.2	+39%

! Strong earnings growth (despite wa) is based on new acquisitions /parks connected to the grid

Significant positive weather conditions in first half 2019 result in an again increased guidance for FY 2019 (including effects from IFRS 16)



Operating P&L (in EUR million)	Guidance 2019 (March 2019)	Guidance 2019 (March 2019 / incl. IFRS 16)	Updated Guidance Q1/2019 (May 28, 2019 / incl. IFRS 16)	2nd Updated Guidance Q2-H1/2019 (wa) (Aug 28, 2019 / incl. IFRS 16)
Revenue	> 255	> 255	> 260	> 270
EBITDA	> 190	> 199	> 210	> 218
EBIT	> 112	> 114	> 125	> 132
Cashflow	> 180	> 188	> 190	> 198
EPS (EUR)	> 0.35	> 0.35	> 0.40	> 0.42
Equity ratio	26%	25%	25%	25%

Increased guidance update FY 2019 by Business Segments

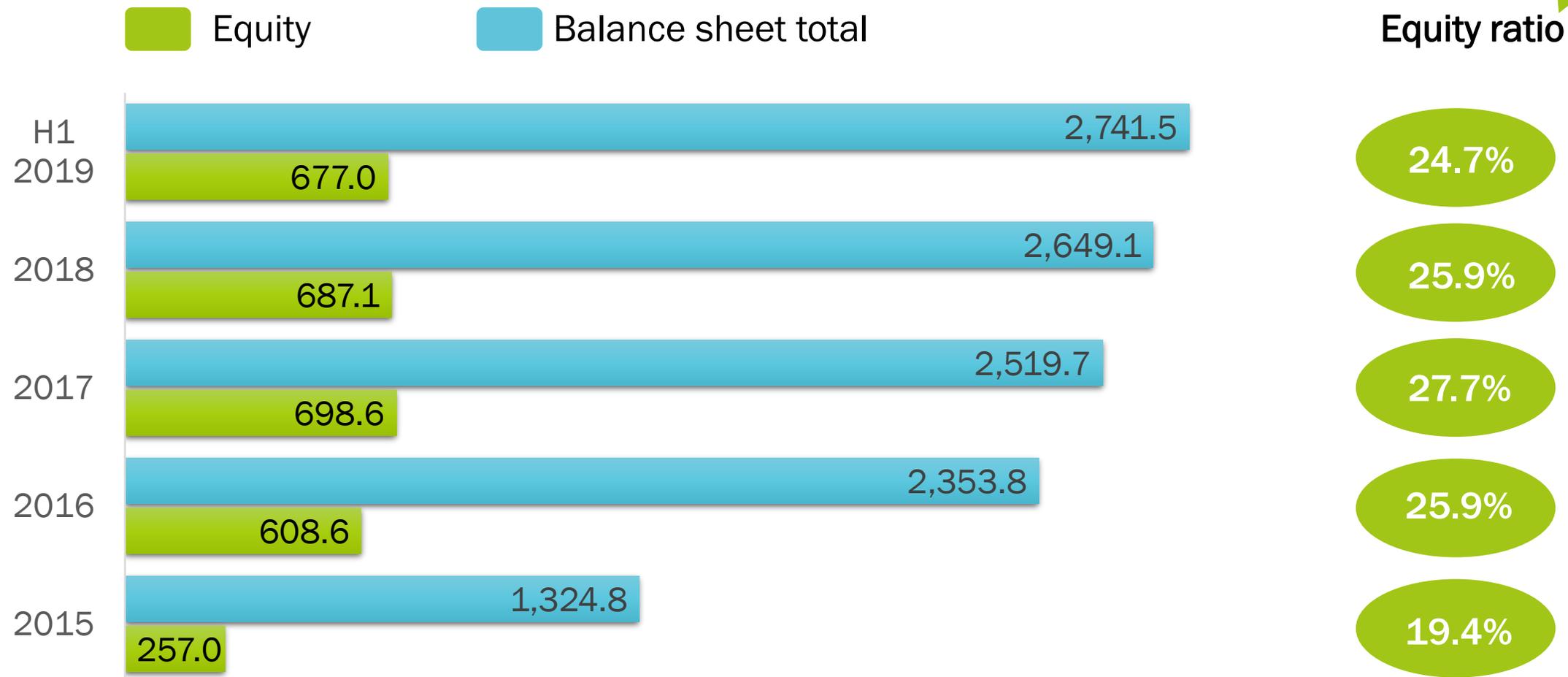
Operating P & L (in EUR million)	Solar Parks 			Technical Services 		Wind Parks 			Asset Management 		HQ 	
	FY 2018	FY 2018 (wa)	Guidance 2019	FY 2018	Guidance 2019	FY 2018	FY 2018 (wa)	Guidance 2019	FY 2018	Guidance 2019	FY 2018	Guidance 2019
Revenue	186.5	175.1	> 195	4.5	(internal)	57.8	62.5	> 65	4.1	> 10	-	-
EBITDA	152.2	140.8	> 165	1.6	> 1	41.5	46.2	> 55	-1.0	> 4	-7.2	> - 7
EBIT	97.5	86.1	> 103	1.6	> 1	23.8	28.5	> 33	-1.7	> 3.5	-7.4	> - 8



Based on average meteorological conditions and the already secured solar and wind park portfolio in June 2019

Only H1/2019 includes effects of IFRS 16

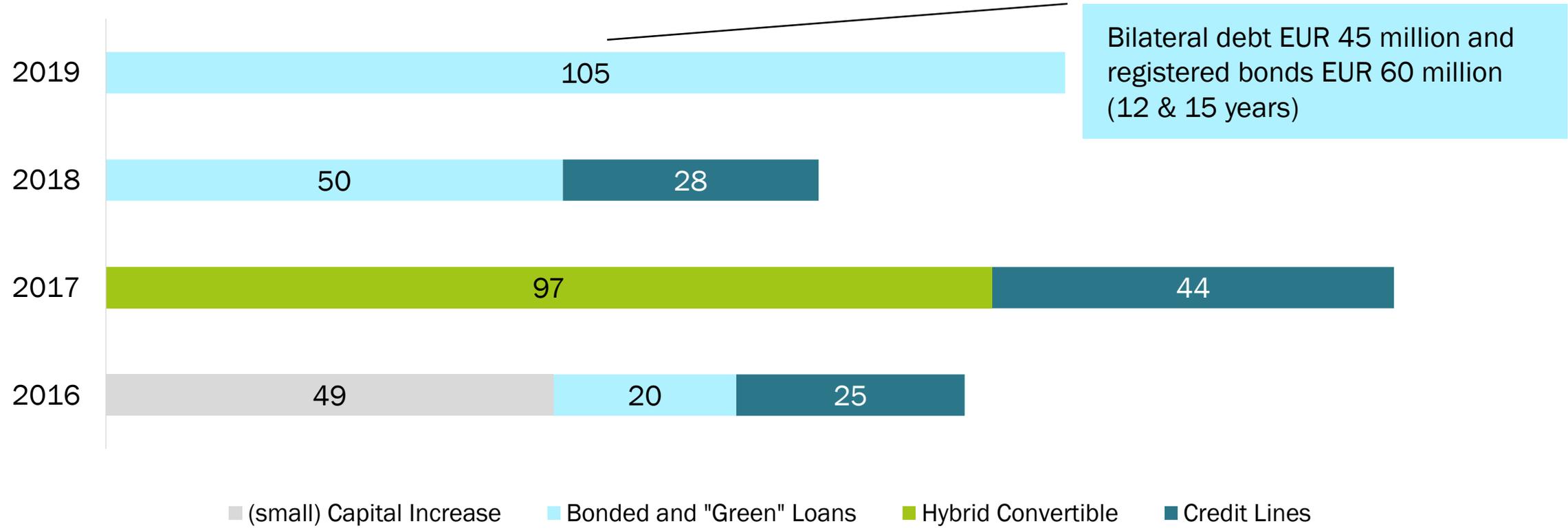
Continuously growing operating business backed by solid equity ratios



Securing growth capital (2016 – 2019) while keeping a strong equity ratio

31/12/2018
Equity ratio
at 26%

Financing measures implemented (in EUR million)





ENCAVIS

Together we strive
to improve each and every day



The Management

Management team with great industry expertise and strong passion for renewables



Dr. Dierk Paskert

Since September 2017 CEO at Encavis AG
CEO Rohstoffallianz GmbH
Member of the Management Board of E.ON-Energie AG
E.ON AG Düsseldorf, SVP Corporate Development
Member of the Management Board Schenker AG



Dr. Christoph Husmann

Since October 2014 CFO at Encavis AG
Member (CFO) and later Chairman of the Management Board
of HOCHTIEF Projekt Entwicklung GmbH
STINNES AG and HOCHTIEF AG, Head of Corporate Controlling and M&A
VEBA AG, Controlling

Supervisory Board



Dr. Manfred Krüper (Chairman)

Member of the Board of Directors at E.ON AG (until Nov 2006)

Supervisory Board (a.o.): Power Plus Communication AG, EQT Partners Beteiligungsberatung GmbH; EEW Energy from Waste GmbH



Alexander Stuhlmann (Dep. Ch.)

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 Hypothekbank AG



Albert Büll (dependent)

Entrepreneur and co-owner of the B&L Group

Advisory Council (a.o.): BRUSS Sealing Systems GmbH, noventic GmbH



Peter Heidecker (dependent)

Chairman of the Supervisory Board at CHORUS Clean Energy AG (until Oct 2016)
Founder of the CHORUS GmbH in 1998

Supervisory Board (a.o.): Auszeit Hotel & Resort AG



Dr. Henning Kreke (dependent)

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, SUMTEQ GmbH



Christine Scheel

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 Schenk

Partner of Perella Weinberg Partners

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



Prof. Fritz Vahrenholt

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

Supervisory Board (a.o.): Aurubis AG

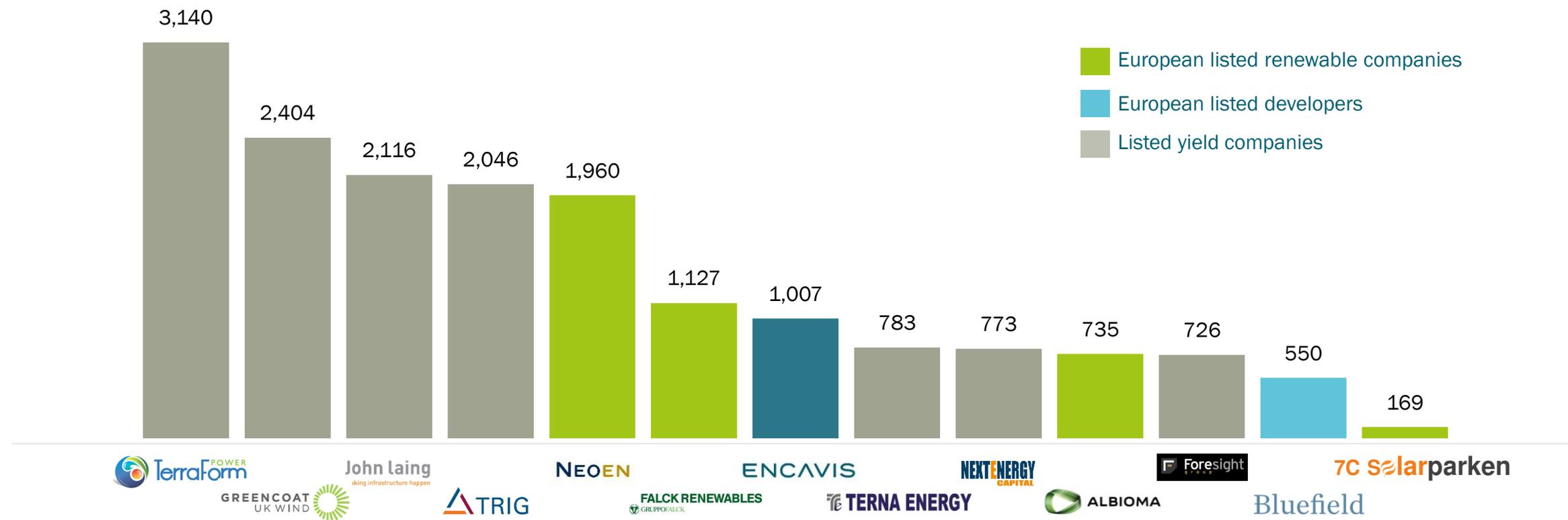


The Encavis share

An attractive investment

ENCAVIS – One of the largest independent and listed European Renewable IPPs

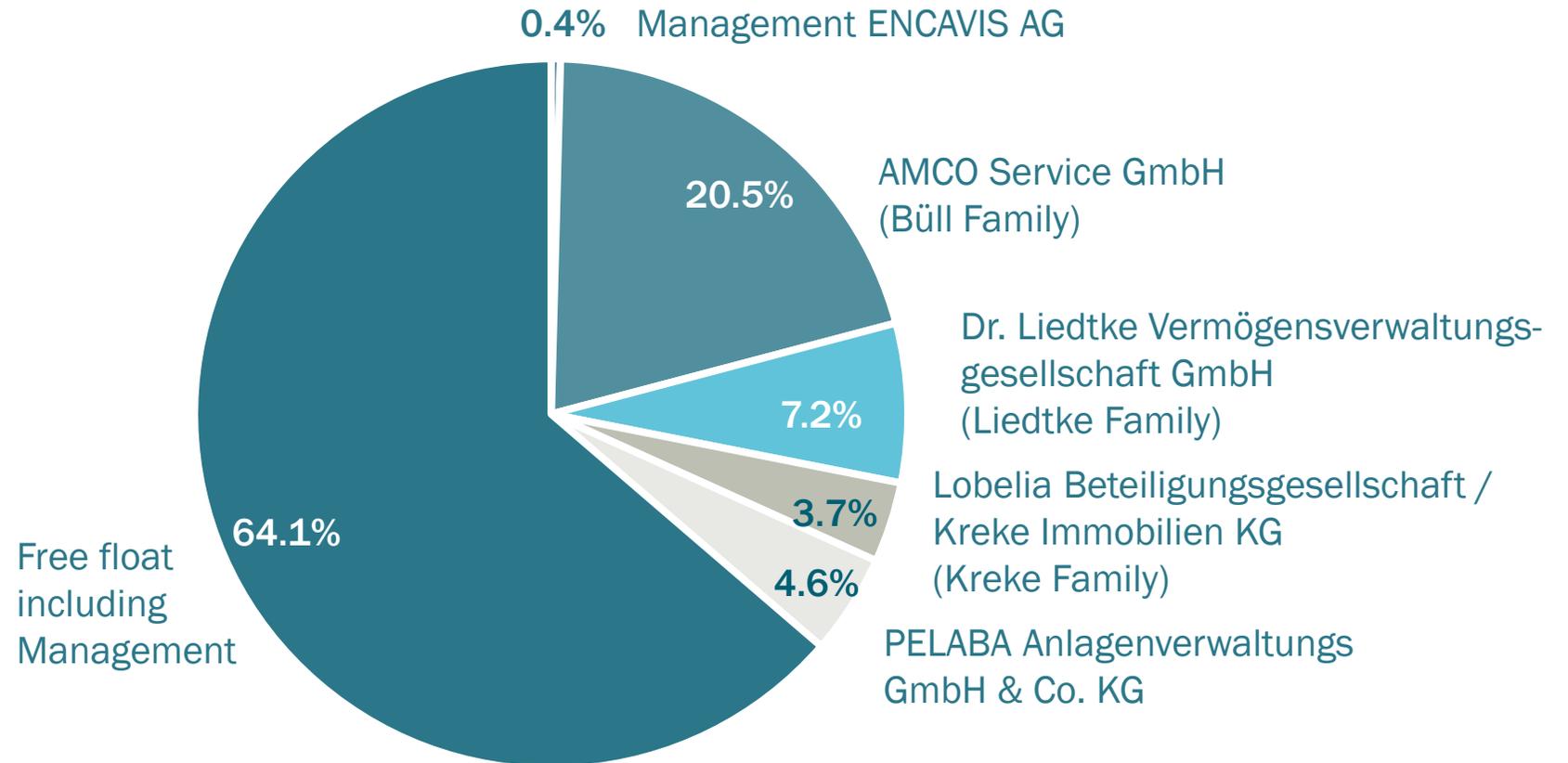
Benchmarking by market capitalization (EUR million)



Entrepreneurial shareholder structure – strong and long-term anchor investors

Market Cap in EUR
> 1.0 billion

shares
131,498,147



ENCAVIS share – Nine coverages with ~90% clear “buy” recommendation

Coverage institution	Rating	Date	Target Price (EUR)
 COMMERZBANK	Hold	Aug 26, 2019	8.20
 QUIRIN PRIVATBANK	Buy	Jun 11, 2019	8.80
 BERENBERG PRIVATBANKIERS SEIT 1590	Buy	May 30, 2019	7.70
 DZ BANK	Buy	May 29, 2019	7.60
 ODDO BHF	Buy	May 28, 2019	7.70
 Bankhaus Lampe	Buy	Apr 12, 2019	8.80
 BAADER	Buy	Jan 14, 2019	7.80
 WARBURG RESEARCH	Buy	Jan 10, 2019	7.20
 MACQUARIE	Outperform	Mar 23, 2018	8.80
Consensus	-	-	8.07



Further coverages of the ENCAVIS share are initiated . . .

Dividend of EUR 0.24 for FY 2018 fully in line with dividend target 2021

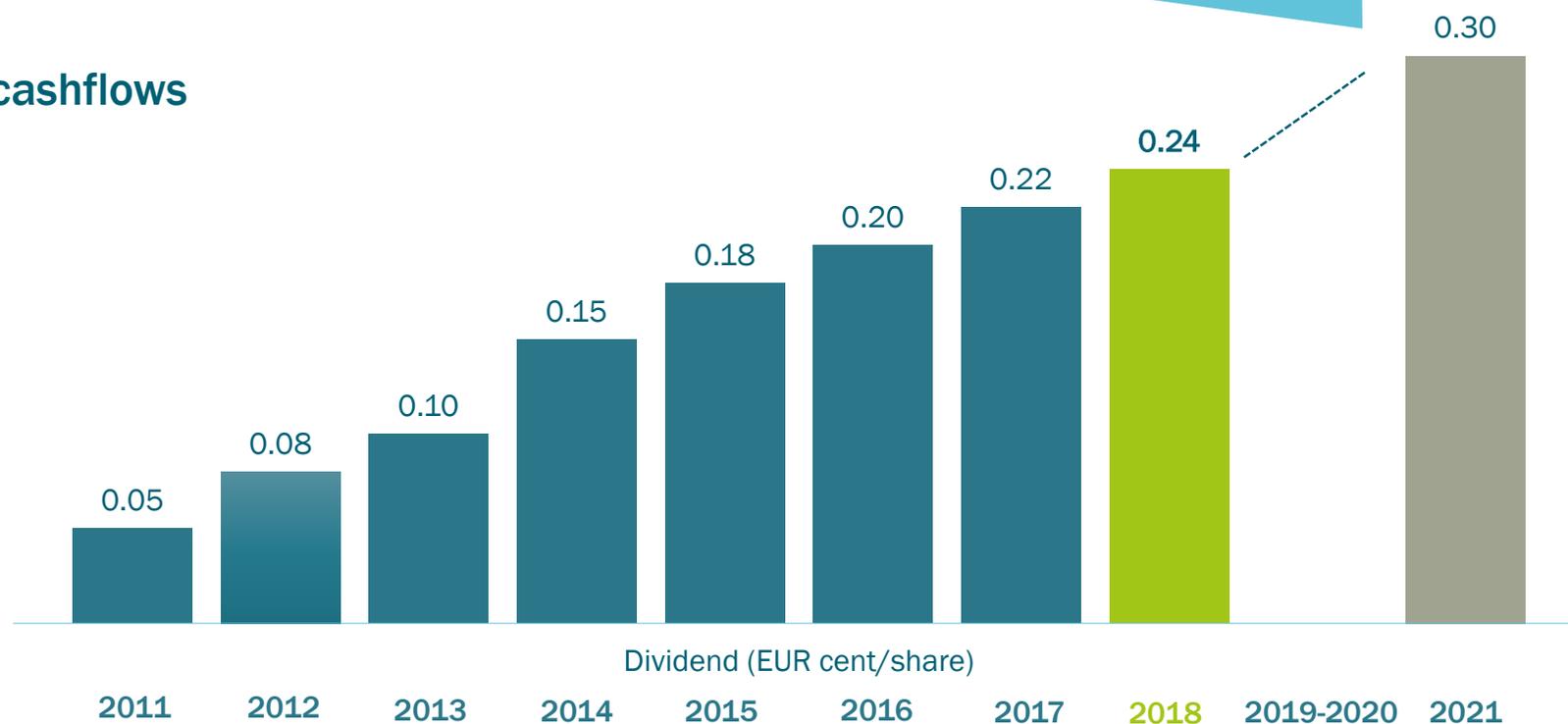
Majority (54.4 %) of shareholders preferred new ENCAVIS shares to cash dividend for FY 2018

Dividend policy reflects increasing cashflows from PV/Wind parks over time

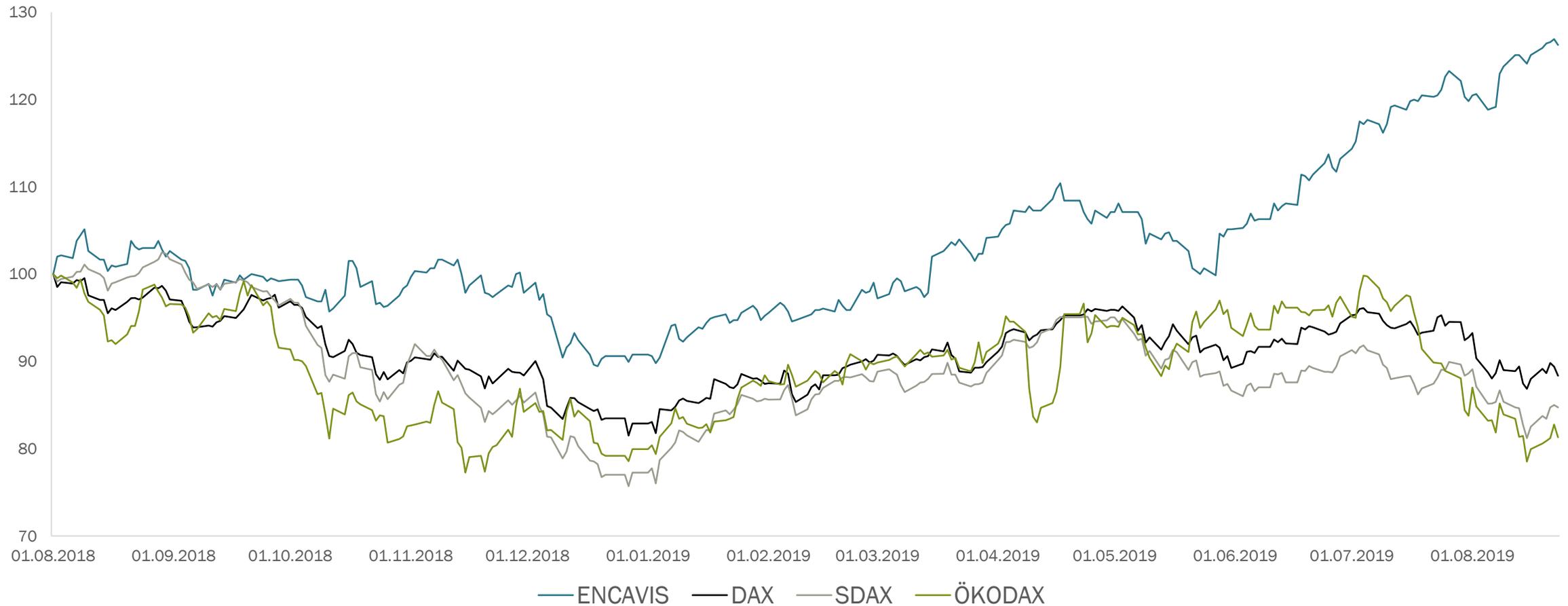
50% increase of nominal dividend until 2021 (compared to 2016) based on the existing PV/Wind park portfolio as of March 31, 2017

Further acquisitions of PV/Wind parks will positively contribute to the dividend potential

Nominal dividend to increase by 50% (base-year 2016) to 30 EUR cent in 2021



ENCAVIS share with strong upward trend since the beginning of 2019



Financial Calendar 2019

Date	Event
Aug 28	Interim report Q2/6M 2019
	Commerzbank Sector Conference, FFM (GER)
Sep 09	Road Show montega, Luxembourg (LUX)
Sep 10	Road Show HSBC, London (UK)
Sep 11	Deutsche Börse Investor Targeting, Dublin (IRL)
Sep 12	Interest payment Promissory Note Loan (PNL) 2018
Sep 13	Interest payment Hybrid Convertible

Date	Event
Sep 18/19	ENCAVIS Capital Markets Day 2019 Berlin / Solarpark Brandenburg (GER)
Sep 24	Berenberg & Goldman Sachs, German Corp. Conference 2019, Munich (GER)
Oct 10	Road Show BNP Paribas, Paris (FR)
Nov 25	Interim statement Q3/9M 2019
Nov 25-27	German Equity Capital Market Forum, Deutsche Börse, FFM (GER)
Dec 11	Interest payment Green PNL / Green SSD 'Schuldscheindarlehen' 2015

Financial Calendar 2020

Date	Event
Jan 09/10	ODDO BHF Forum, Lyon (FR)
Jan 16	Pareto's Power & Renewables Energy Conference, Oslo (NOR)
Jan 20-22	UniCredit Kepler Cheuvreux German Corporate Conference, FFM (GER)
Feb 04/05	HSBC ESG Conference – FFM (GER) „Responsible Growth – Investments for the Future“
Mar 13	Interest payment Hybrid Convertible
Mar 20	CM-CIC Market Solutions Forum by ESN, Paris (FR)
Mar 24-26	Bankhaus Lampe German Conference, Baden-Baden (GER)

Contact

Jörg Peters
Head of
Investor Relations &
Public Relations

Encavis AG
Große Elbstraße 59
D- 22767 Hamburg
Germany

T +49 (0)40 / 37 85 62 242
M +49 (0)160 / 429 65 40

joerg.peters@encavis.com
www.encavis.com



ENCAVIS

Encavis AG

Große Elbstraße 59
22767 Hamburg, Germany

Fon: +49 40 3785 62 242
Email: ir@encavis.com

August 2019

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