

ENCAVIS

Welcome to the world of Encavis – Conference Call Q1/3M 2020 Interim Statement

Encavis AG, Interim Statement Q1/3M 2020, Hamburg, Germany, May 27th, 2020

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

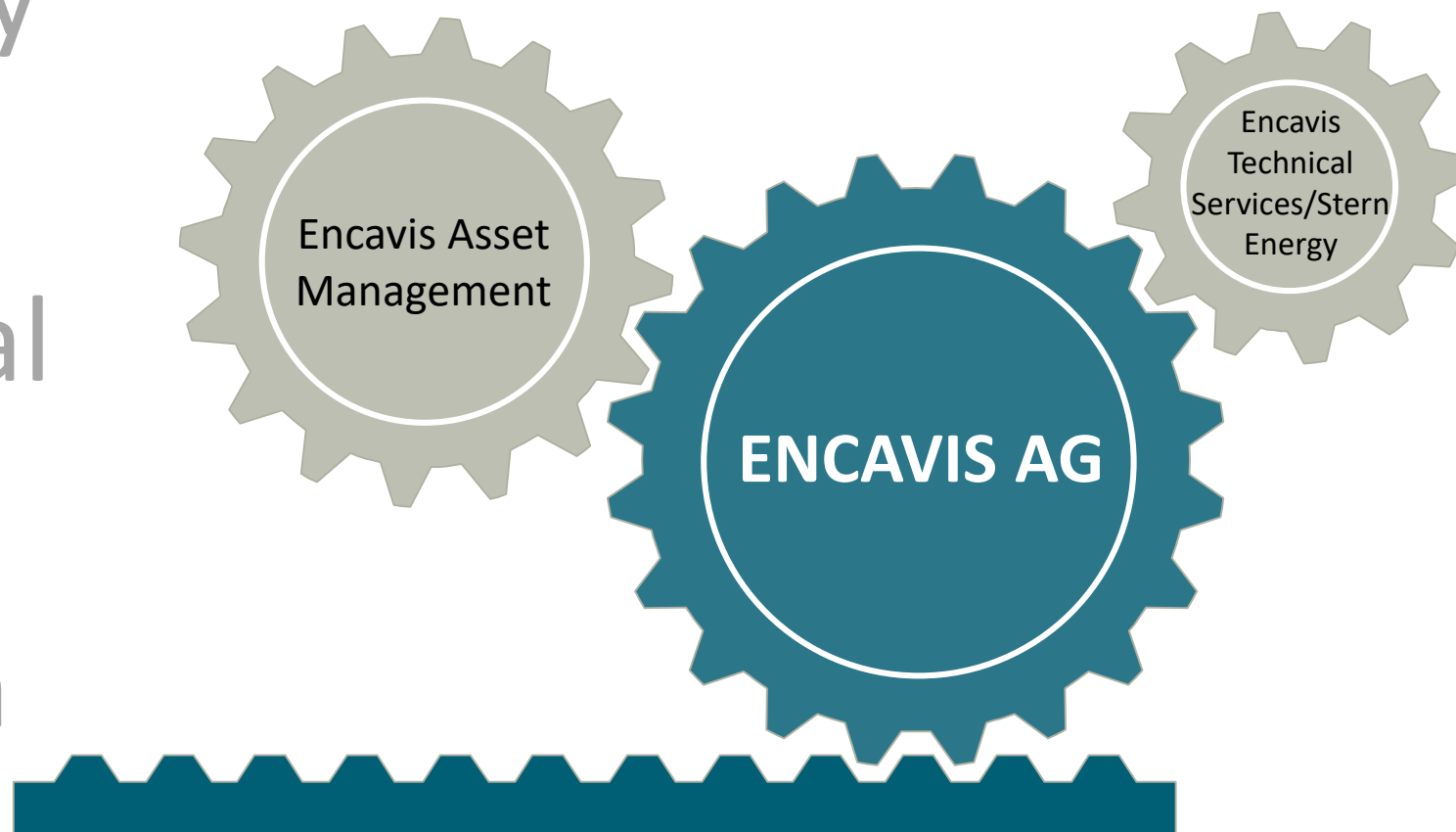


ENergy

CApital



VISION





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

Our generation capacity of solar and wind parks sums up to ~ 2.5 GW – and it is growing.
We are listed on the German stock exchange and member of the SDAX Index.

Significant earnings and cash flow increases in Q1 2020 vs. Q1 2019

Operating figures (in EUR million)	Q1 2019	Q1 2020	Change Q1 2020/2019
Revenue	59.5	65.2	+ 10 %
Oper. EBITDA	44.7	50.6	+ 13 %
Oper. EBIT	23.4	28.1	+ 20 %
Oper. EPS	0.05	0.08	+ 60 %
Oper. Cash Flow	15.9	50.8	> 200 %

- > Planned payment of capital gain taxes in Q1/2019 instead of Q4/2018 (EUR 9 million) – Reimbursement from the tax office was expected during the year 2019 but happened in Q1/2020
- > Delayed payments of FIT of Italian solar parks in Q2/2019 instead of Q1/2019 (EUR 7.3 million)

Q1 2020 vs Q1 2019 – adjusted for weather effects (wa)






Again significant positive weather effects in Q1 2020: EUR + 5.1 million (Q1 2019: EUR + 6,0 million)

Operating figures (in EUR million)	Q1 2019	Weather adjusted Q1 2019 (wa)	Q1 2020	Weather adjusted Q1 2020 (wa)	Change Q1 2020 (wa)/ Q1 2019 (wa)
Revenue	59.5	53.5	65.2	60.1	+ 12 %
Oper. EBITDA	44.7	38.7	50.6	45.5	+ 18 %
Oper. EBIT	23.4	17.4	28.1	23.0	+ 32 %



Even stronger earnings growth post weather adjustments



Margin improvement in the wind segment due to positive weather effects after 3M 2020 vs 3M 2019 and massive improvement in Encavis Asset Management

Operating P & L (in EUR million)	Solar Parks 		Wind Parks 		Technical Services 		Asset Management 		HQ 	
	3M'19	3M'20	3M'19	3M'20	3M'19	3M'20	3M'19	3M'20	3M'19	3M'20
Revenue	36.9	34.7	21.7	27.2	1.2	1.4	0.9	3.1	-	-
EBITDA	28.5	25.9	18.4	23.1	0.4	2.4	- 0.4	1.4	- 2.2	- 2.3
EBITDA margin	77%	75%	85%	85%	32%	175%	- 48%	46%	-	-
EBIT	13.0	10.2	13.1	16.6	0.4	2.4	- 0.6	1.3	- 2.4	- 2.4
EBIT margin	35%	29%	60%	61%	32%	175%	- 71%	41%	-	-



Operating expenses distributed among Business Segments

Weather adjusted operating results after 3M 2020 vs 3M 2019 by wind and solar (in EUR million)

Operating P & L (weather adjusted) (in EUR million)	Solar Parks 			Wind Parks 		
	3M'19 (wa)	3M'20 (wa)	Change 3M'20 (wa) vs. 3M'19 (wa)	3M'19 (wa)	3M'20 (wa)	Change 3M'20 (wa) vs. 3M'19 (wa)
Revenue	31.7	32.7	+ 3 %	20.9	24.1	+ 15 %
Oper. EBITDA	23.3	23.9	+ 3 %	17.6	20.0	+ 14 %
Oper. EBIT	7.8	8.2	+ 5 %	12.3	13.5	+ 10 %

! Strong earnings growth in wind (due to acquired windfarms in Denmark) and small earnings growth even in solar (due to improved performance)

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 in 2018

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

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



Investment grade issuer rating confirmed in 2020

Encavis received **Investment Grade** issuer rating by
Scope Ratings (BBB-) initiated in 2019

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

Strong creditworthiness revealed

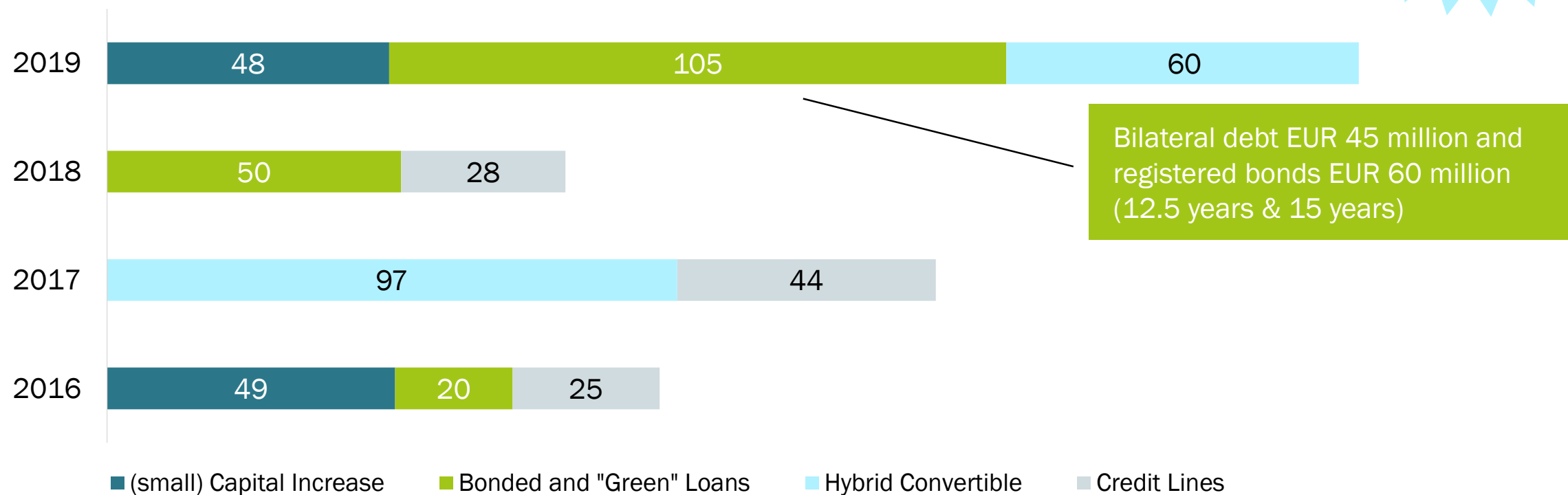
Positive impact on financing conditions realized



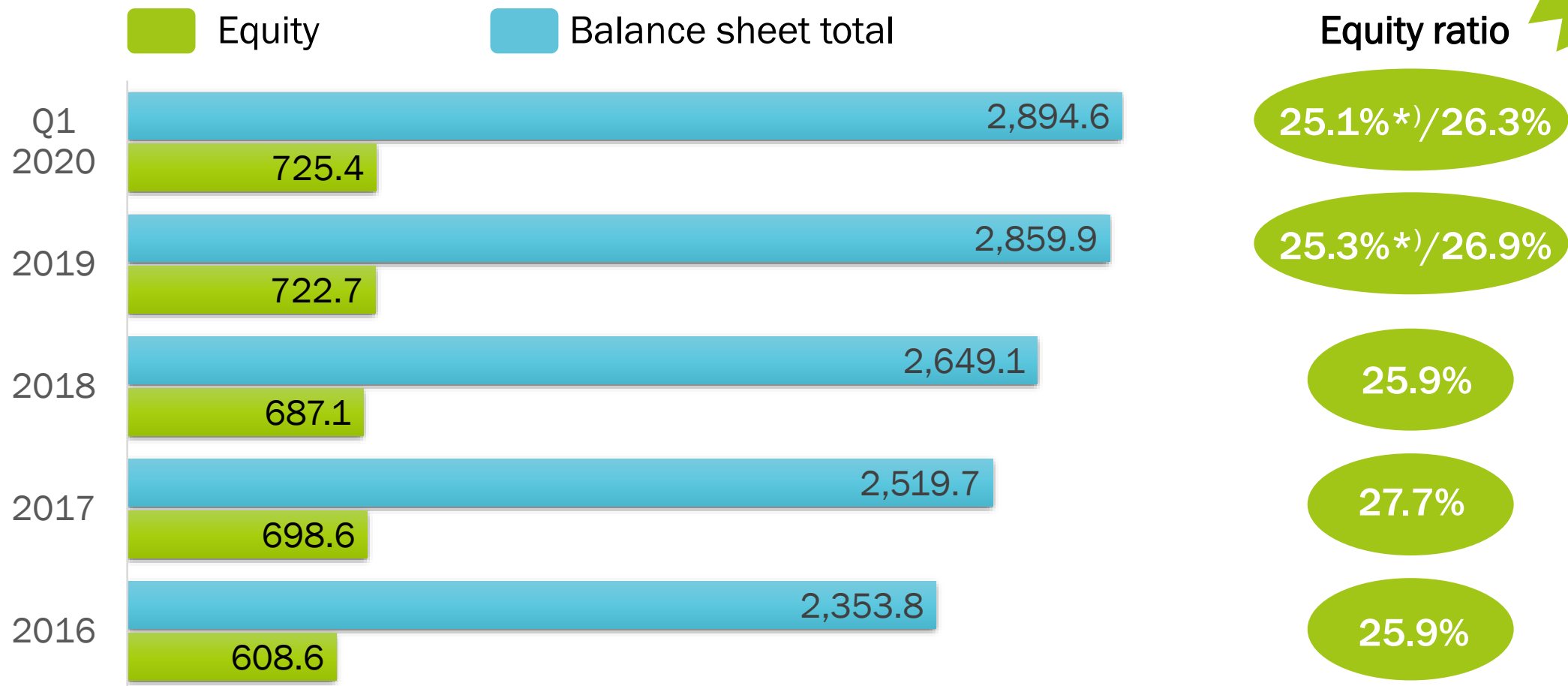
Securing growth capital (2016 – 2019) while keeping a strong equity ratio

2020/03/31
Equity ratio
> 25%

Financing measures implemented (in EUR million)



Continuously growing operating business backed by solid equity ratios



*) Equity ratio of 25.1% / 25.3% according to temporary treatment of 10-year lasting PPA by IAS 28 / Effect is expected to be fully compensated with COD in second-half of 2020 / Correct treatment of PPAs result in an equity ratio of 26.3% / 26.9%



Segments	Highlights in first five months 2020
	<p>Encavis AG disclosed its growth strategy: >> Fast Forward 2025 that set concrete targets and growth rates in its strategic outlook</p>
	<p>Encavis and its strategic development partner Solarcentury celebrated the Foundation Stone at Spanish solar park Talayuela (300 MW capacity)</p>
	<p>Scope Ratings confirmed its investment grade issuer rating BBB- with stable outlook on Encavis AG</p>
	<p>Encavis first online Capital Markets Day 2020 gave detailed insights into the construction progress of the two major Spanish solar parks La Cabrera and Talayuela and very limited impact of CoVid-19 on the business model of Encavis</p>
	<p>Encavis first virtual AGM approved dividend payment for fiscal 2019 of EUR 0.26 offering the scrip dividend for the seventh time in a row and will grant shareholders maximum flexibility to choose receiving cash dividend or new shares</p>



Segments	Highlights in first five months 2020
	<p>Encavis Asset Management acquired three solar parks in The Netherlands and one wind farm in Germany with a total generating capacity of more than 55 MW for the Encavis Infrastructure Fund II Renewables Europe II</p>
	<p>The Encavis team supported the Hamburg homeless charity ‘Alimaus’, which was severely affected by CoVid-19, and help those who are in need the most during the Corona crises with a generous donation</p>
	<p>Encavis AG follows its strategy to own 100% of all solar parks within its corporate portfolio consequently and acquire systematically residual minority stakes of the few solar parks where it is not the case. Latest acquisition of the residual shares (20%) of the Spanish major solar project La Cabrera (200 MW total capacity) from its strategic development partner Solarcentury is one example for this strategy.</p>
	<p>Encavis AG concludes development partnership with GreenGo Energy Group for a portfolio of subsidy-free solar parks in Denmark of more than 500 megawatts</p>

ENCAVIS Analysts' Consensus on the five corporate KPIs for Q1/2020e and FY 2020e as of May 25, 2020

- Average Analysts' Consensus for Q1/2020 significantly below ENCAVIS' results /
Oper. Cash Flow benefitted from one-time-effect in the amount of EUR 24 million
- Average Analysts' Consensus for FY 2020e in line with ENCAVIS' guidance

(in EUR '000)	Analysts' Consensus						Analysts' Consensus		
	Q1 2019	Q1 2020	Average	Extrema		Guidance	Average	Extrema	
			Q1 2020e	Top	Bottom	FY 2020e		FY 2020e	Top
Revenues	59,464	65,211	60,212	63,000	55,900	> 280,000	284,910	295,400	280,000
Oper. EBITDA	44,712	50,609	45,820	48,600	42,729	> 220,000	223,007	228,500	220,000
Oper. EBIT	23,383	28,062	23,565	26,832	20,237	> 130,000	134,243	136,900	130,200
Oper. Cash Flow	15,900	50,841	23,156	31,400	17,000	> 200,000	206,799	212,000	198,000
Oper. EPS (in EUR)	0.05	0.08	0,055	0,069	0,040	0.41	0,429	0,500	0,400






Moderate growth expected for FY 2020e vs FY 2019 (wa = adjusted for weather effects)

2020e will be a year of transition in which the acquired PPA parks in Spain will have COD in Q3 or Q4 and new acquisitions don't contribute to 2020e P&L – but step-up in 2021e

Operating figures (in EUR million)	FY 2019	Weather adjusted FY 2019 (wa)	Guidance FY 2020e	Change Guidance FY 2020e / FY 2019 (wa)	Showcase FY 2021e / Change vs. Guidance FY 2020e
Revenue	273.8	263.3	> 280.0	+ 6.3 %	> 320.0 / + 14.3 %
Oper. EBITDA	217.6	210.6	> 220.0	+ 4.5 %	
Oper. EBIT	132.2	125.2	> 130.0	+ 3.8 %	
Oper. EPS	0.43	0.40	0.41	+ 2.5 %	
Oper. Cash Flow	189.3		> 200.0		

! Large Spanish projects Talayuela and La Cabrera are under construction in 2020 and distribute FY revenue and operating cash flow to the Group in 2021

Guidance FY 2020e by Business Segments

Operating P & L (in EUR million)	Solar Parks 			Technical Services 		Wind Parks 			Asset Management 		HQ 	
	FY 2019	FY 2019 (wa)	Guidance 2020e	FY 2019	Guidance 2020e	FY 2019	FY 2019 (wa)	Guidance 2020e	FY 2019	Guidance 2020e	FY 2019	Guidance 2020e
Revenue	200.1	186.0	> 190	4.7	> 4	63.1	66.7	> 74	11.6	> 12	-	-
EBITDA	167.3	156.7	> 159	1.5	> 2	51.9	55.4	> 62	5.6	> 5	- 8.6	< - 9
EBIT	104.9	94.3	> 95	1.4	> 2	23.8	34.0	> 38	5.0	> 5	- 9.5	< - 10



Based on average meteorological conditions and the already secured solar park and wind farm portfolio as of March 2020

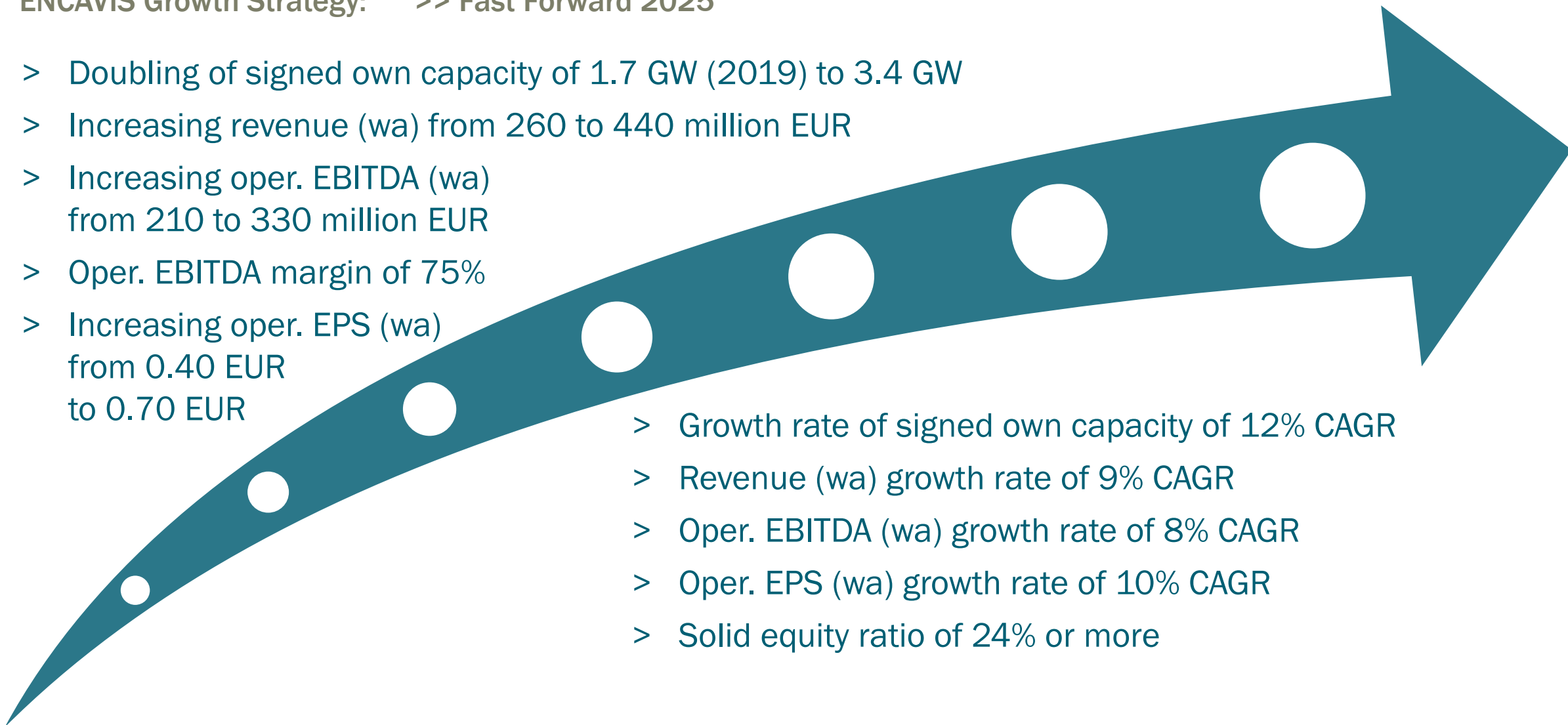


Strategic outlook:
>> Fast Forward 2025

ENCAVIS Growth Strategy: >> Fast Forward 2025

- > Doubling of signed own capacity of 1.7 GW (2019) to 3.4 GW
- > Increasing revenue (wa) from 260 to 440 million EUR
- > Increasing oper. EBITDA (wa) from 210 to 330 million EUR
- > Oper. EBITDA margin of 75%
- > Increasing oper. EPS (wa) from 0.40 EUR to 0.70 EUR

- > Growth rate of signed own capacity of 12% CAGR
- > Revenue (wa) growth rate of 9% CAGR
- > Oper. EBITDA (wa) growth rate of 8% CAGR
- > Oper. EPS (wa) growth rate of 10% CAGR
- > Solid equity ratio of 24% or more



Growth strategy based on 2019 fundamentals only

Profitable growth outside Europe

Profitable business models in storage technology

Potential reserves in equity capital market transactions and dividend policy post 2021

Further opportunities in Mergers & Acquisitions

Base case scenario:

>> Fast Forward 2025

State-of-the-art infrastructure and technology result in stability, reliability and very low risk business model:
Sustainable valuation of all assets and NO doubt on the Growth Strategy >> Fast Forward 2025

- Minimal developing risks result in investment grade rating BBB-/stable outlook
- Long-term (10Y) dividend policy reflects increasing cash flows from operations
- Revenue and earnings increase (5Y/CAGR >30%) with constant margins
- NO impact of CoVid-19 on the operating business
- Secured liquidity for the whole cash planning-period
- NO interest rate risk (100% fit of financing to FiT/PPA)
- Almost NO FX risk (GBP hedged until end of 2023)
- Almost NO energy price risk (<3% of rev. 2020e)
- Secured revenue based on FiT and PPA
- Remote controlled operations
- State-of-the-art IT infrastructure



The use of
infinite resources –
this is our future

ENCAVIS



The Management



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



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 HOCHTIEF AG,
Controlling of VEBA AG

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 Schenck

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

Dividend of EUR 0.26 per share for FY 2019 fully in line with dividend target 2021

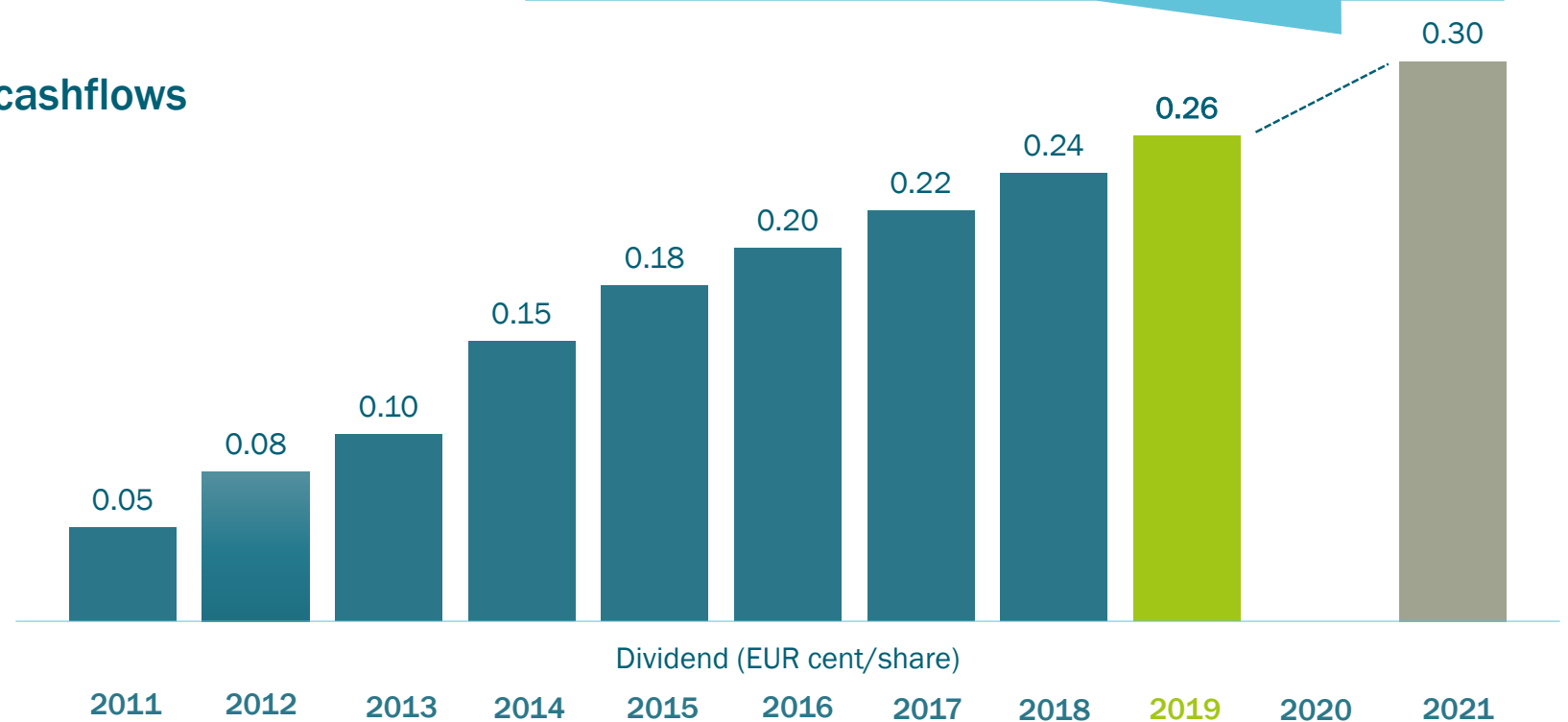
Majority (54.4 %) of shareholders preferred new ENCAVIS shares to cash dividend for FY 2018

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



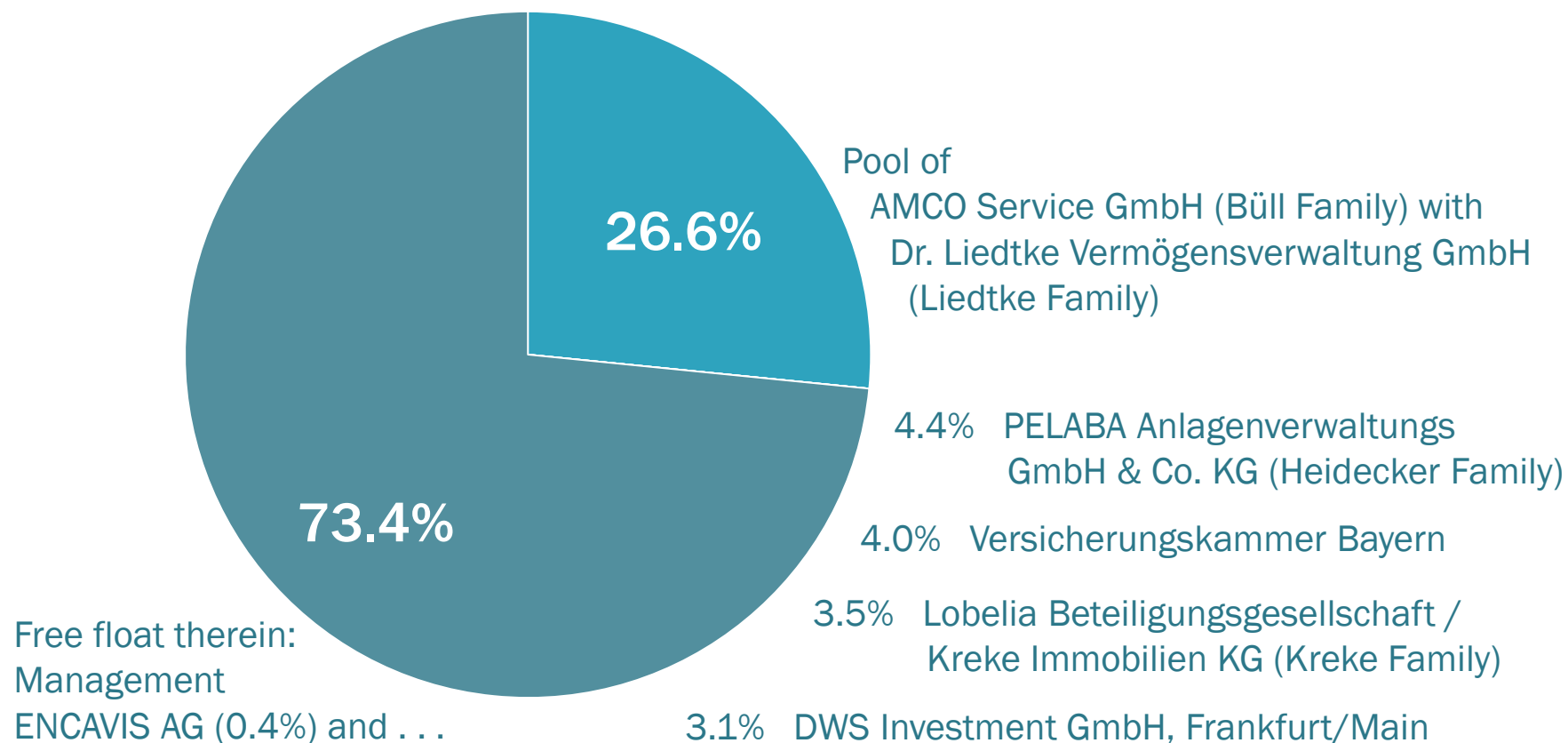
Entrepreneurial shareholder structure – strong and long-term anchor investors

Market Cap in EUR






~ 1.8 billion

shares

137,039,147



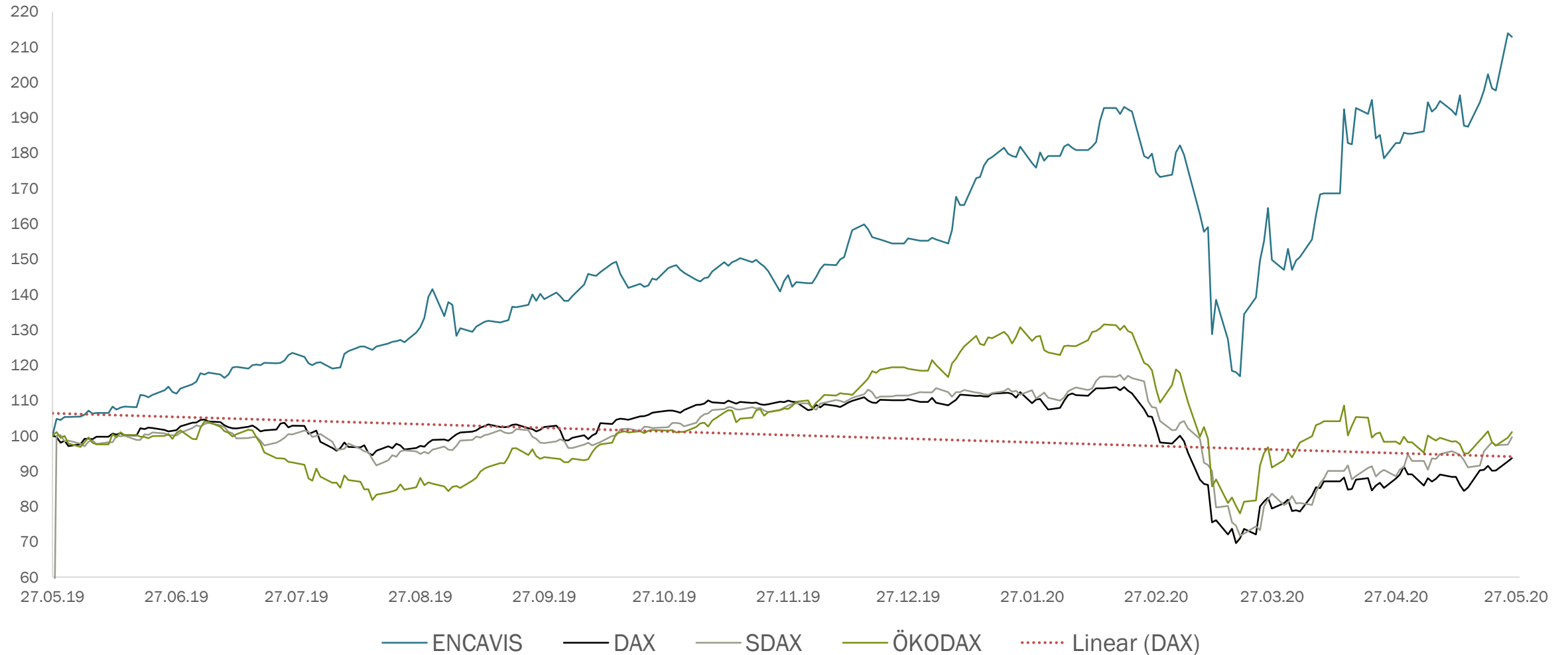
ENCAVIS share – Ten active coverages with eight “buy” recommendations out of nine

Coverage institution	Updated Ratings	Date (2020 only)	Target Price (EUR)
 ODDO BHF	Buy	May 26, 2020	13.50
 MAINFIRST A Stifel Company	Buy	May 26, 2020	14.30
 Bankhaus Lampe	Buy	May 26, 2020	11.20
 COMMERZBANK	Hold	May 26, 2020	12.00
 CM - CIC Market Solutions	(Buy)	May 26, 2020	10.40
 DZ BANK	Buy	May 04, 2020	14.10
 QUIRIN PRIVATE-BANK	Buy	Apr 25, 2020	15.00
 BERENBERG KONZERNBANK SEIT 1828	Buy	Mar 24, 2020	10.00
 Jefferies	Buy	Mar 23, 2020	11.00
 Raiffeisen CENTROBANK		Jan 24, 2020	
Consensus			12.39



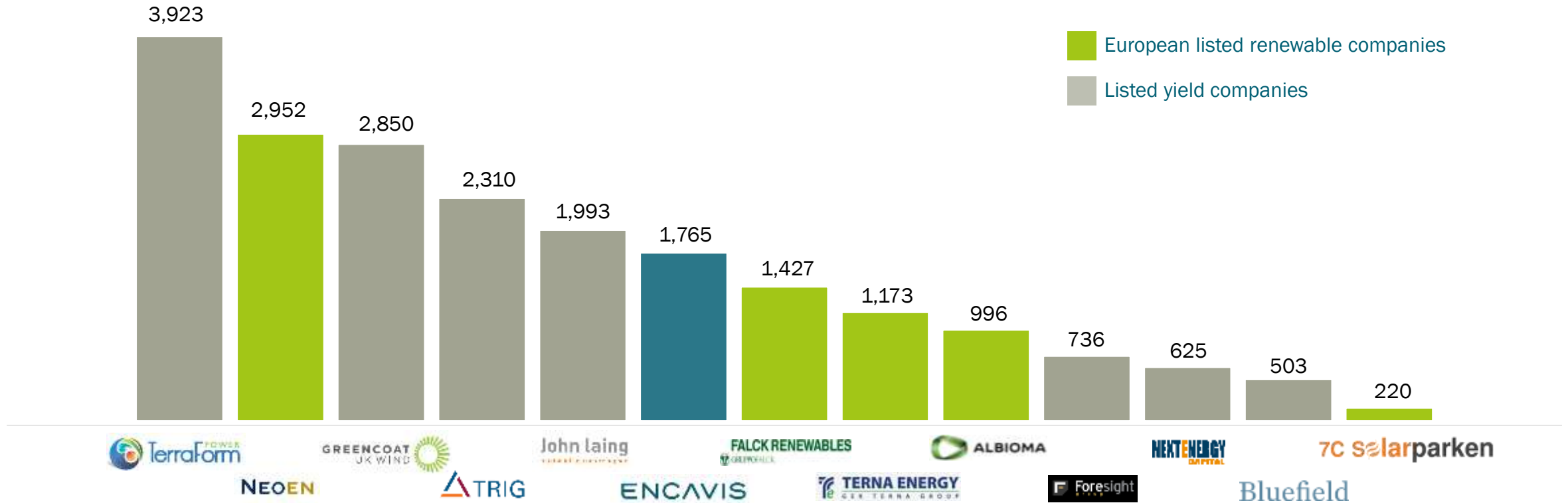
Further coverages of the ENCAVIS share are initiated . . .

ENCAVIS share with strong upward trend since mid of 2019 got a dip from capital market panic also



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

Benchmarking by market capitalization as of May 25, 2020 (EUR million)



Date 2020	Event (I)	Date 2020	Event (II)
May 27	Interim statement Q1/3M 2020	Jun 18	ODDO BHF Natixis Online Renewables Conference, Paris (FR)
May 28/29	Stifel MainFirst Online Investors Days, Oslo (NOR) / Helsinki (FIN)	Jun 24	Raiffeisen Bank International Online Conference Schuldscheindarlehen (SSD), FFM (GER)
Jun 02	Raiffeisen CENTROBANK Online Investors Day, Zurich (CH)	Aug 18/19	Bankhaus Lampe German Conference, Baden-Baden (GER)
Jun 02/03	Asset Life Optimisation Forum, LDN (UK)	Aug 26	Interim report Q2/6M 2020
Jun 03/04	Stifel MainFirst Online Investors Days, Milan (IT) / Madrid (ES)	Aug 27/28	Stifel MainFirst Investors Days, Amsterdam (NL) / (BeNeLux)
Jun 15/16	Bankhaus Lampe Online Investors Days, Dusseldorf, Cologne, Stuttgart & Frankfurt/Main (GER)	Sep 02/03	Commerzbank Sector Conference 2020, Frankfurt/Main (GER)
Jun 17	Commerzbank Online Investors Day, Munich (GER)	Sep 09/10	Stifel Cross Sector Insight Conference, London (UK)
Jun 18	Quirin Online Champions Conference 2020, Frankfurt/Main (GER)		

Date 2020	Event (III)
Sep 12	Interest payment PNL 2018 “Green SSD”
Sep 13	Interest payment Hybrid Convertible
Sep 16	Raiffeisen CENTROBANK Investors Day, Zagreb (CRO)
Sep 21/22	Berenberg/Goldman Sachs German Corp. Conference, Munich (GER)
Sep 28-30	Stifel MainFirst Investors Days, Canada / West Coast USA
Oct 14	Jefferies Virtual European Mid-Cap Industrial Forum 2020, London (UK)
Oct 15/16	Jefferies Investors Days, Dublin/Edinburgh (IRL/UK)
Oct 19-23	Jefferies Investors Days, East Cost & Mid-West USA

Date 2020	Event (IV)
Oct 26-29	Jefferies Investors Days, Scandinavia and Europe
Nov 9/10	CM-CIC Investors Forum, Paris (FR)
Nov 16	Interim statement Q3/9M 2020
Nov 16-18	German Equity Capital Market Forum, Deutsche Börse, Frankfurt/Main (GER)
Nov 23/24	Commerzbank Investors Days, Zurich/Geneva (CH)
Nov 24	DZ Bank Equity Conference, FFM (GER)
Nov 25/26	16th Structured FINANCE, Stuttgart (GER)
Nov 29	Berenberg European Conference 2020, Pennyhill Park, Surrey / London (UK)
Dec 11	Interest payment PNL 2015

Speaker

Dr Christoph Husmann
Chief Financial Officer
(CFO)



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