

9M 2019 Results

7 November 2019

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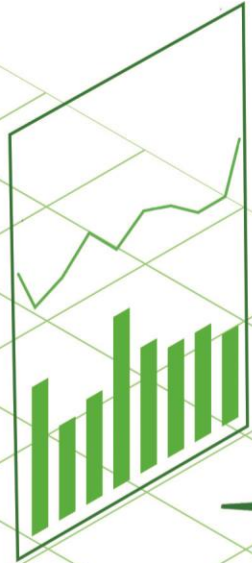
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9M 2019 Highlights

Toni Volpe, Chief Executive Officer

9M 2019 Highlights



Best 9M results ever (+16% EBITDA):

- **Higher Ebitda** at **€147.7M** vs €130.6 9M 2018 (€143.2M net of IFRS 16 adoption and higher **16%** vs. 9M 2018 excluding non-recurring)
- **Confirmed better production** compared to 9M 2018 (+7%) mainly thanks to increase of **perimeter** (France and US) and **wind** in **Italy** and **UK** (+39 GWh)
- **Construction** activities well on track in the Nordics and Spain: Capex ~ **€85M**
- **NFP** at **€701M** (€627M net of IFRS 16 adoption) vs. €547M end of 2018: increase driven by acquisition of French assets and Capex for construction



Solid Results in Q3 vs same quarter 2018 (EBITDA +33%)

- **Higher Ebitda** at **€42.7M** vs €31.2M 9M 2018 (€41.5M net of IFRS 16 adoption and higher **33%** vs. 9M 2018 excluding non-recurring)
- **Higher energy production** (+59 GWh) mainly due to increased wind capacity (France) and growth in the UK (+9%) and in the US (+13%).
- **Better contribution** from Roc Recycle compared to 2018
- **Revamping** of Spinasanta PV (6MW) to improve plant performance and **successful renegotiation** of Actelios Solar existing **project financing** of €21.7M **adding €13.3M** (€6.2M write-off related to panel replacement)



Progress of activities in Energy Management and Business Development

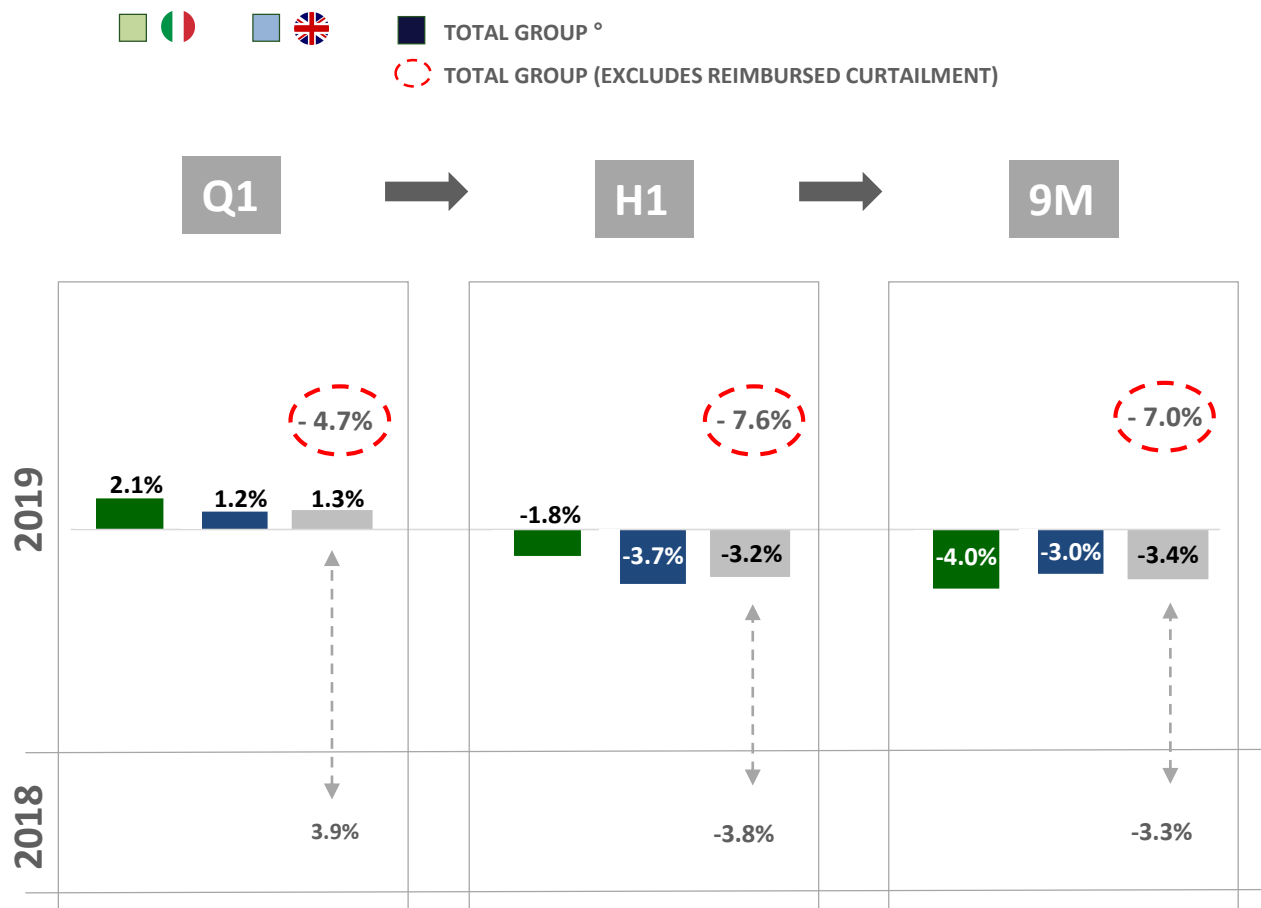
- **Reached 1.4 GW pipeline under development:** signed a joint development agreement with REG Windpower Ltd. to develop about 200 MW of wind and solar projects in the United Kingdom
- **Energy Management** through Falck Next: **654 GWh** dispatched in-house in Italy (**100% of energy produced + third parties**) vs 261 GWh in 9M 2018
- **Energy management:** signed PPA to sell all the electricity produced by Kilbraur Wind farm (UK) to Shell Energy Europe Ltd.

Solid Results and Improved Guidance

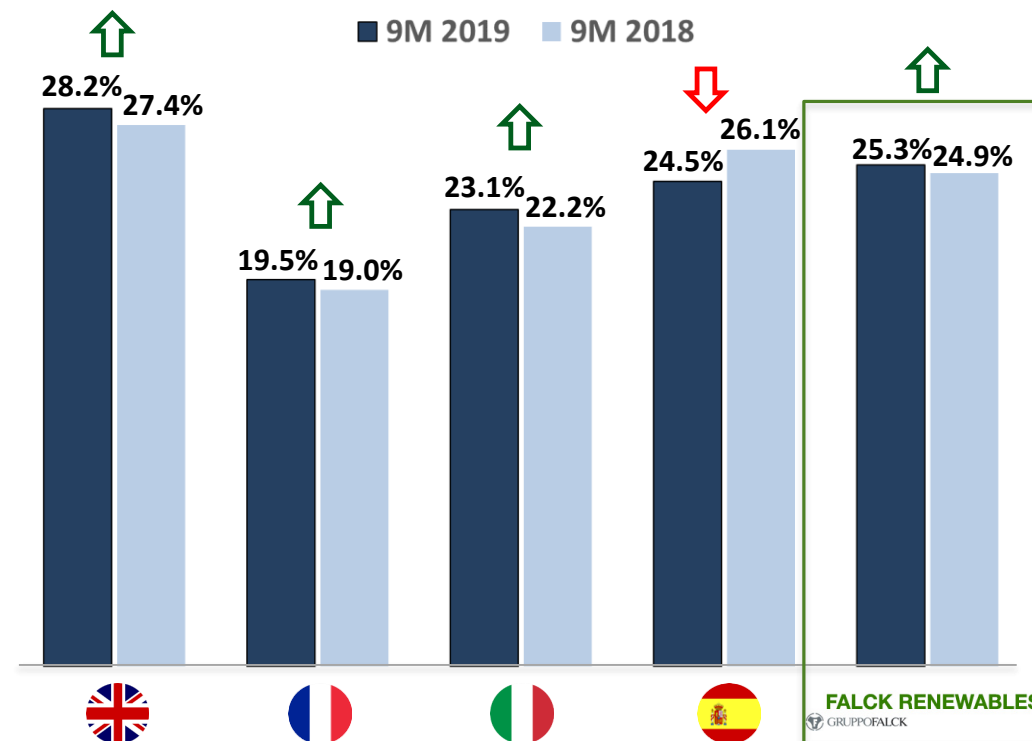
Assets: 9M 2019 Wind Portfolio Performance



UK & Italy: Evolution of Production*



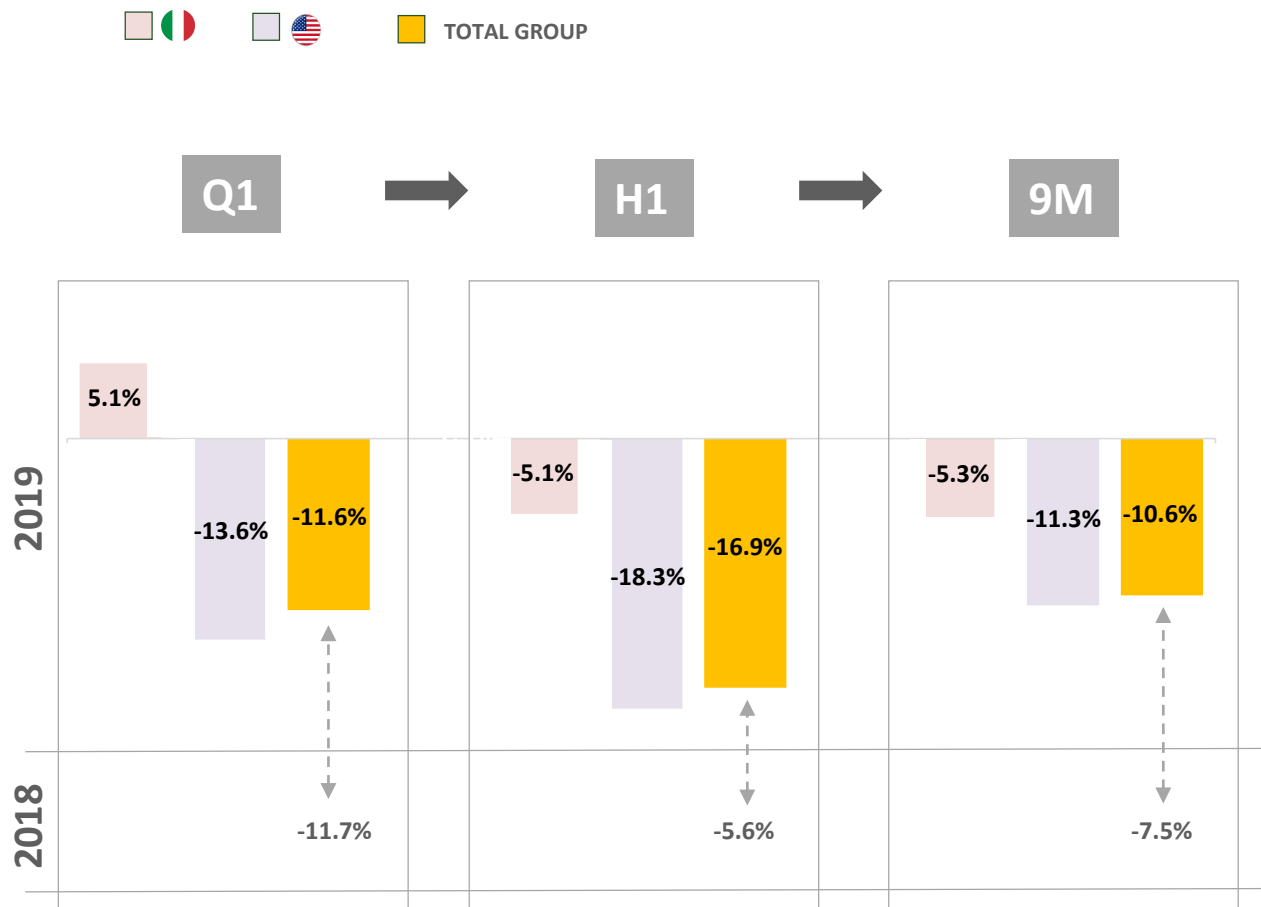
9M 2019 vs. 9M 2018: Load Factor** by Country



Assets: 9M 2019 Solar Portfolio Performance

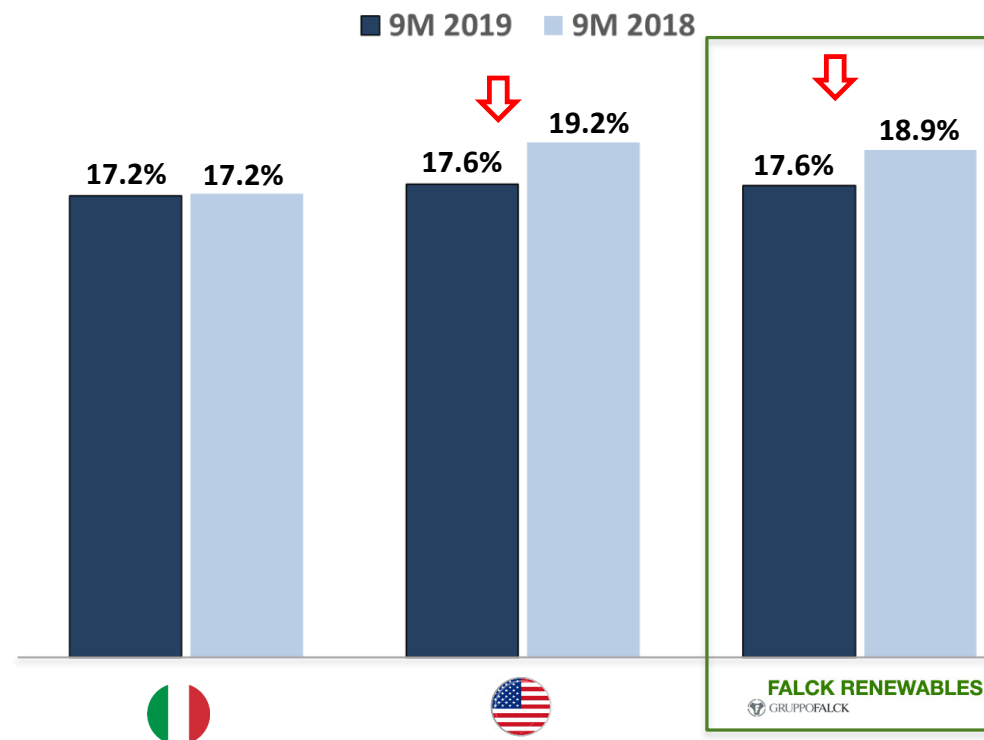


US & Italy: Evolution of Production**



** variation % vs. internal Index of production

9M 2019 vs. 9M 2018: Load Factor* by Country

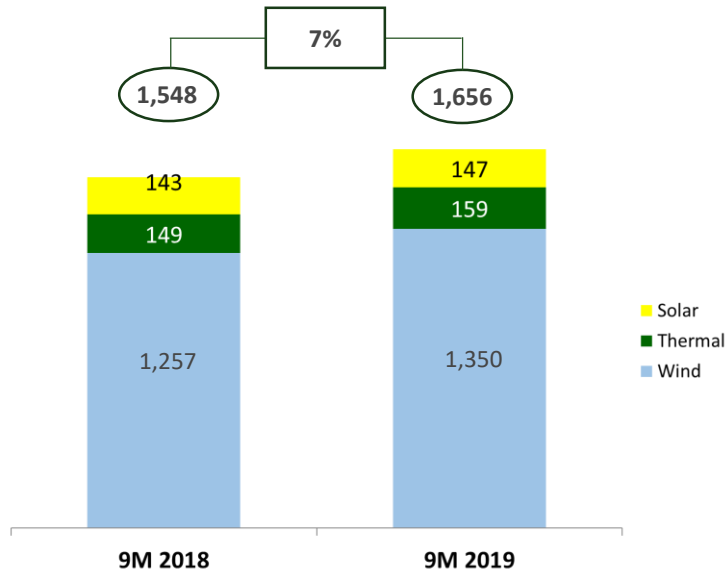


* Based on effective operating hours

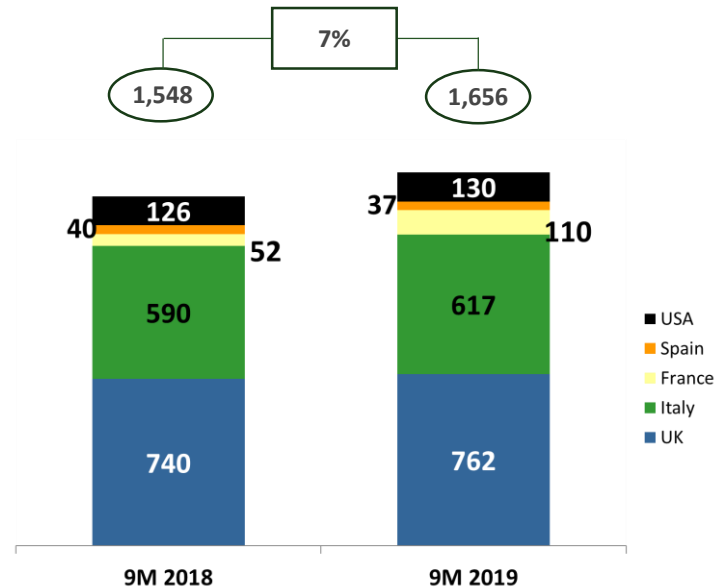
Assets: Electricity Production in 9M 2019 (GWh)



By Technology



By Country



Better productions vs. 9M 2018 (+3%) confirmed by good wind conditions in Q3. Significant grid curtailments at our Millennium, Kilbraur, Assel Valley and Auchrobert wind farms (52 GWh compensated).



- Higher wind production vs. 9M 2018 (+4%) confirmed in Q3, while solar production is in line with same period of 2018.
- Energy from waste/biomass confirmed higher vs. 9M 2018 (+7%), driven by a better performance at Trezzo WtE plant.



Productions below vs. 9M 2018 impacted by lower resource (in 1H) and hurricane repairs at solar plant in North Carolina, partially mitigated by new capacity additions in Massachusetts (20.5MWDC). Recovery in Q3 due to better irradiation and performance



Higher productions vs 9M 2018 (+109%) driven by increase of perimeter of 56MW operational since March and better performance of the existing wind farms (42 MW) in Q3.

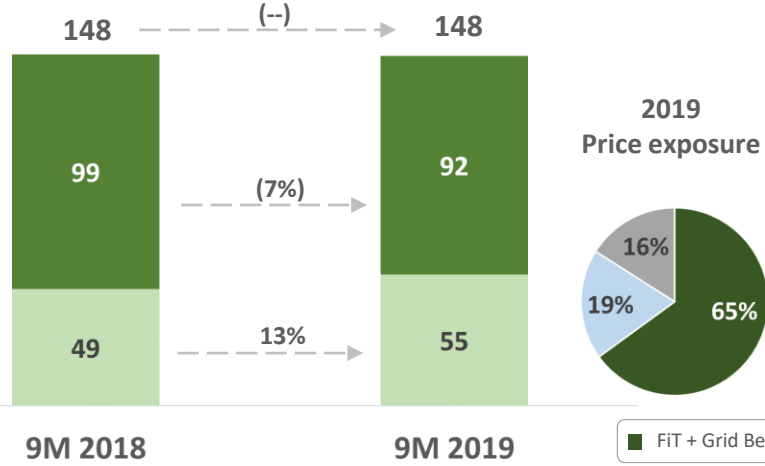
Assets: Captured Price Overview



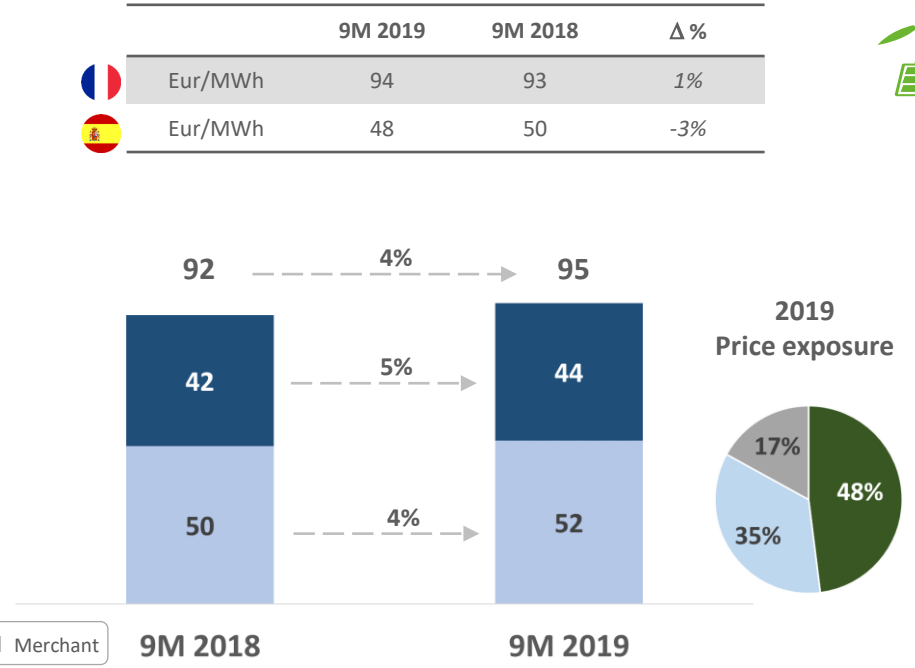
CAPTURED ENERGY + INCENTIVE PRICE



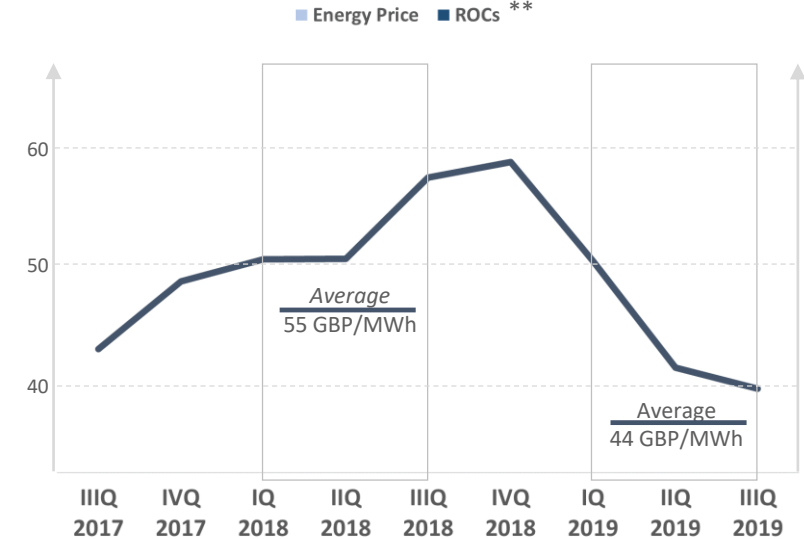
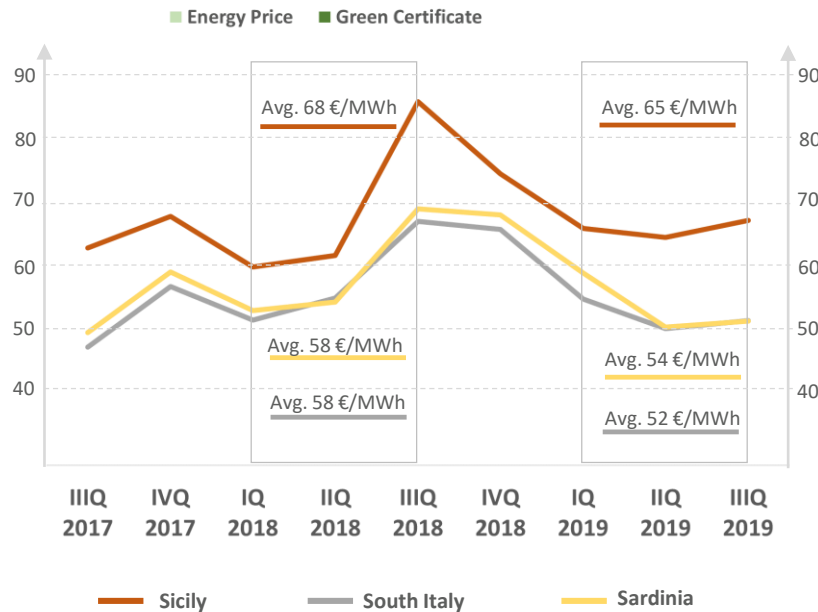
€/MWh



GBP/MWh



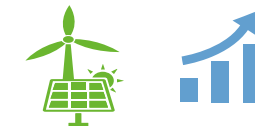
WHOLESALE PRICE*



* Source: GME, Heren

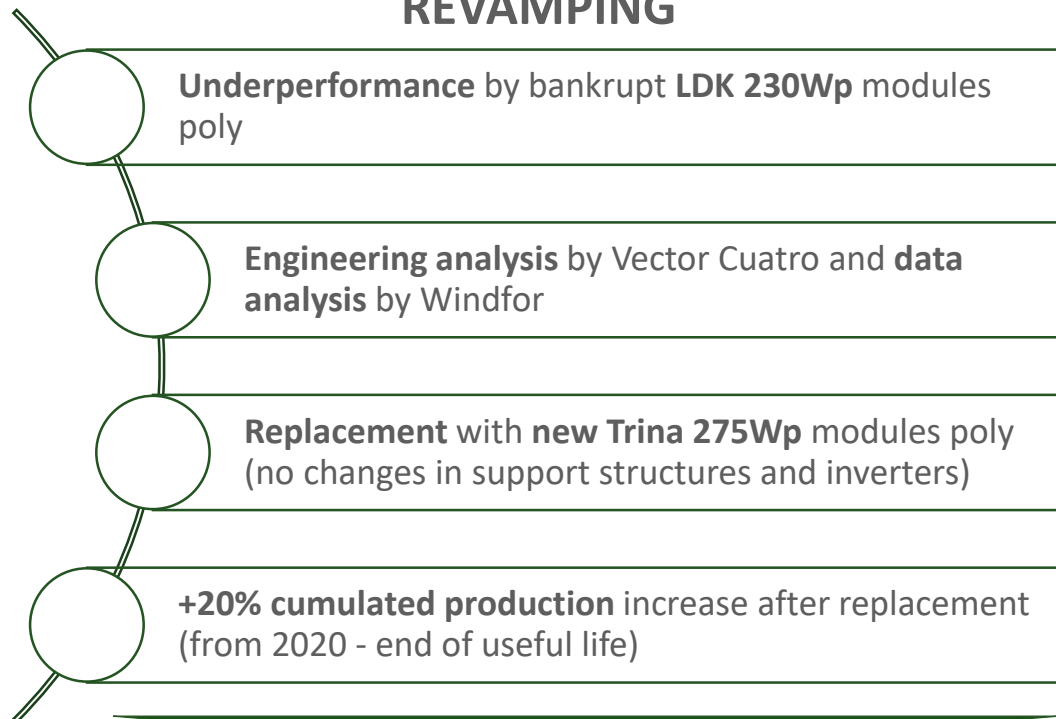
** Excluding Roc Recycle impact

Actelios Solar: Revamping & Refinancing



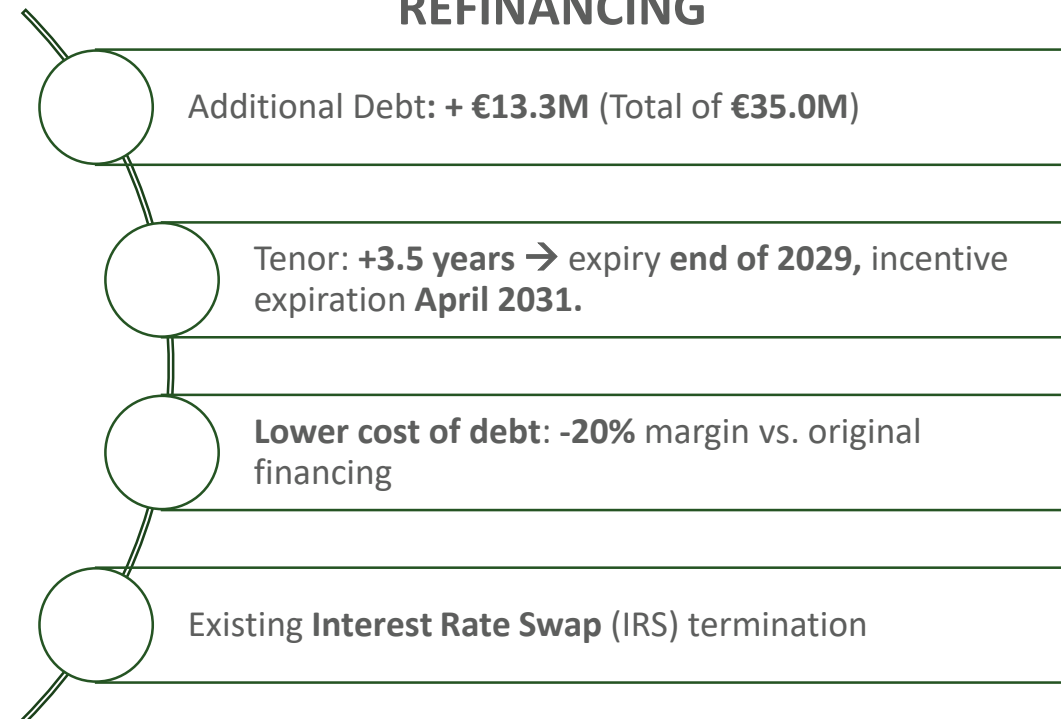
➔ **Actelios Solar** owns a **13MW portfolio** of solar plants in Sicily: **6MW** to be **replaced** within **Q1 2020**

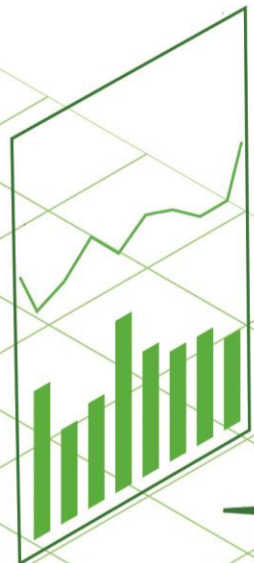
REVAMPING



- Capex: ~ €1.9M
- Incremental EBITDA p.a. : ~ €400k
- Write-off: €6.2M

REFINANCING

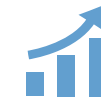




9M 2019 Results

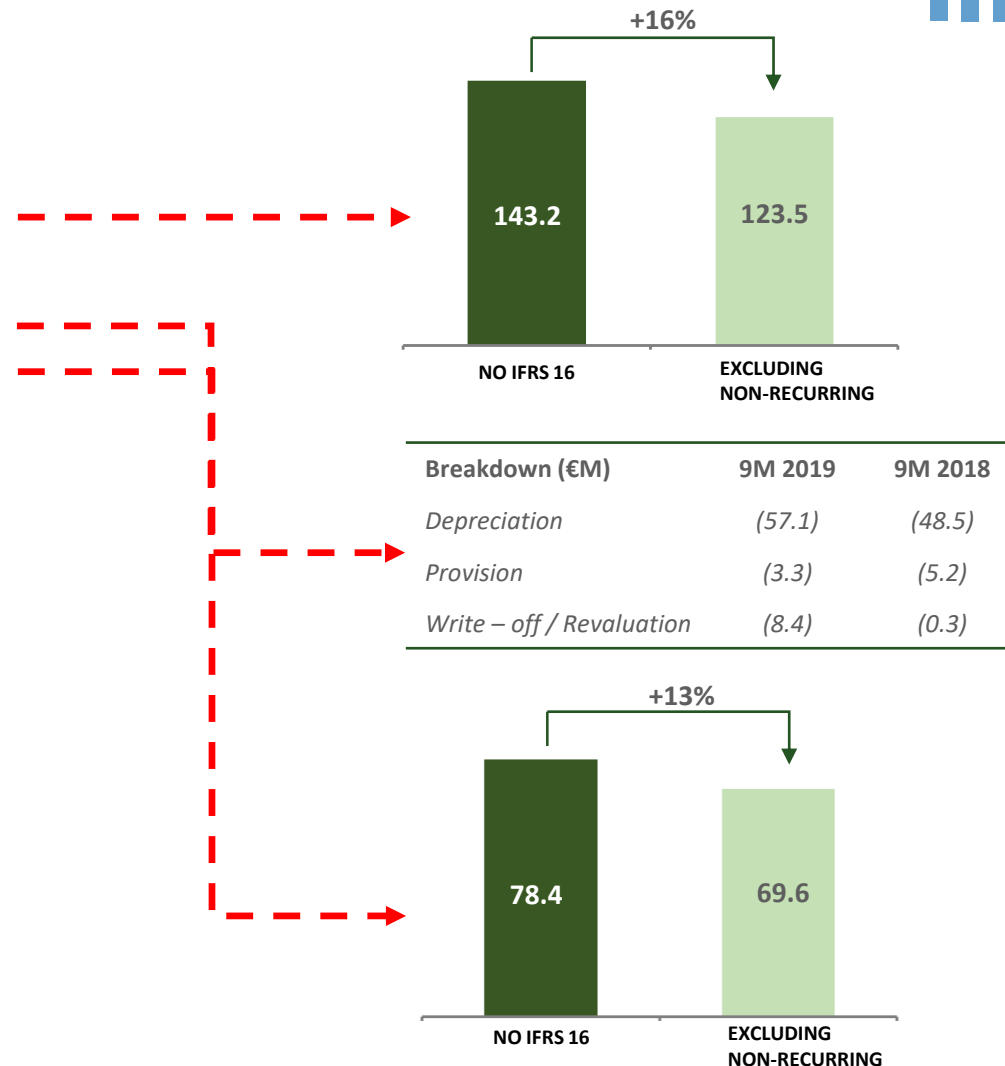
Paolo Rundeddu, Chief Financial Officer

9M 2019 Financial Highlights



(€M)	9M 2019	9M 2018	
Revenues and Other Income	276.6	243.8	13.4%
Ebitda	147.7	130.6	13.1%
<i>% on Revenues and Other Income</i>	53.4%	53.6%	
Depreciation - Amortization - Write Off	(68.8)	(53.9)	
Operating result	78.8	76.7	2.8%
<i>% on Revenues and Other Income</i>	28.5%	31.4%	
Financial income and charges	(29.5)	(29.6)	
Equity investments	2.0	0.7	
Earnings Before Taxes	51.3	47.8	7.3%

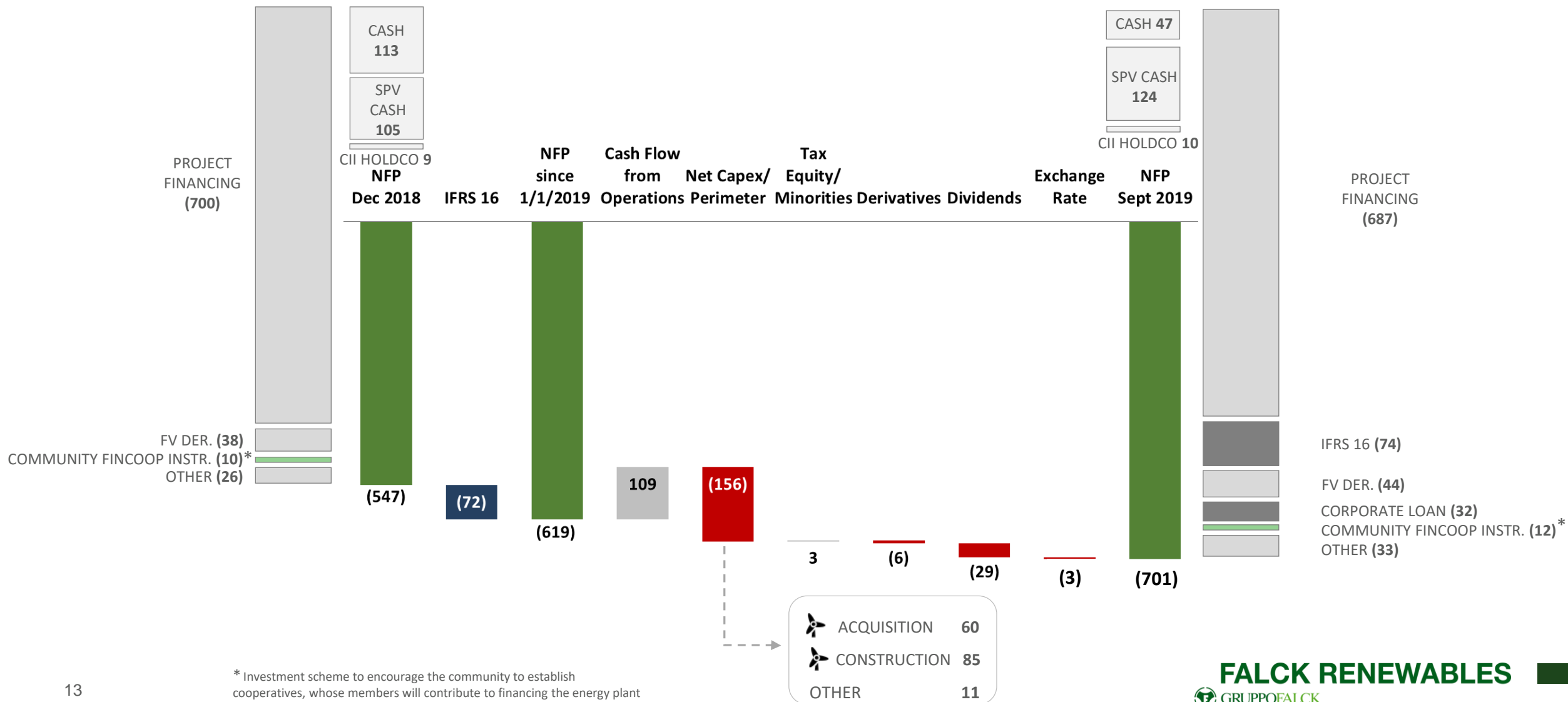
(€M)	END OF 9M2019	END OF 2018
Net Financial Position	(701)	(547)
<i>of which: Proj. Fin. and MLT no recourse</i>	(688)	(700)
NFP excluding Derivatives Instruments	(657)	(509)



9M 2019 Cash Flow

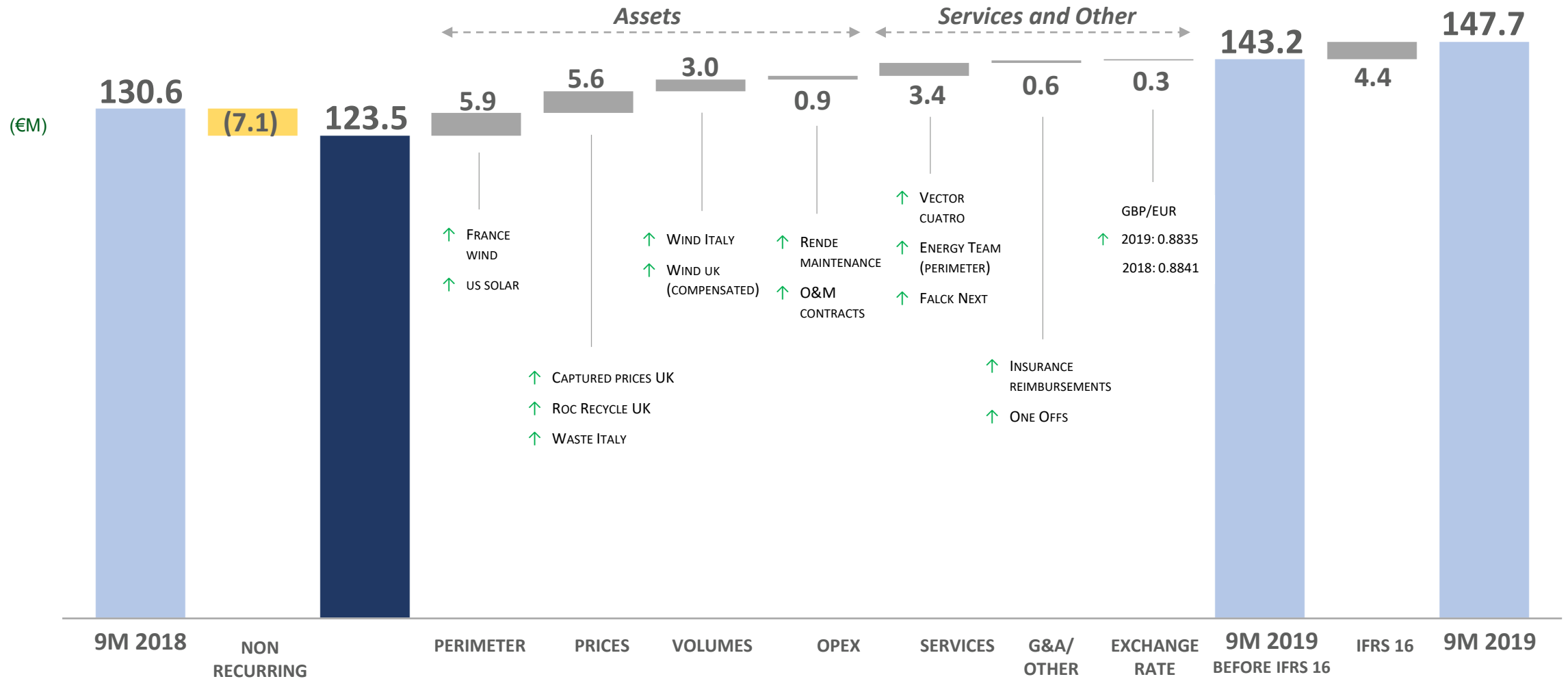


(€M)



* Investment scheme to encourage the community to establish cooperatives, whose members will contribute to financing the energy plant

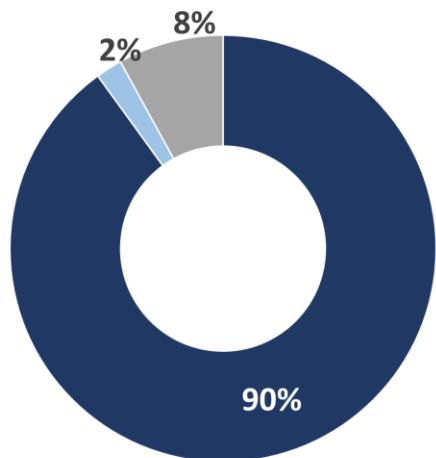
9M 2019 EBITDA Bridge



9M 2019 Gross Debt Breakdown



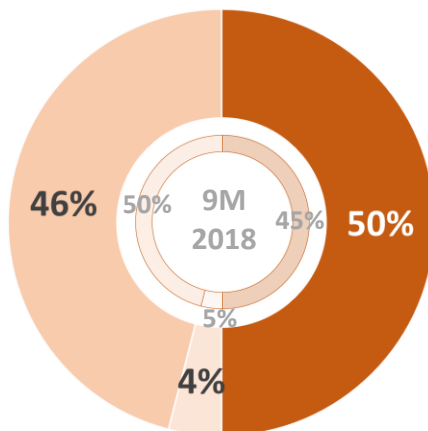
Gross Debt Nature Without Derivatives and Leases



€764M

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

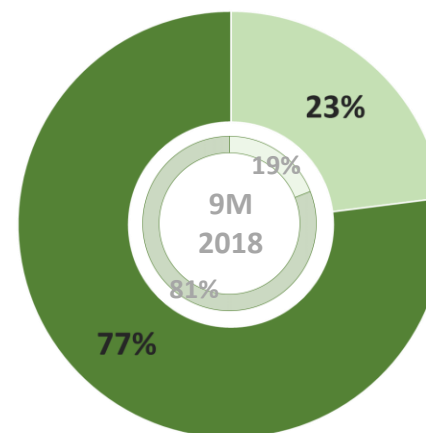
Gross Debt by Currency Without Derivatives and Leases



€764M

- GBP
- EUR
- USD

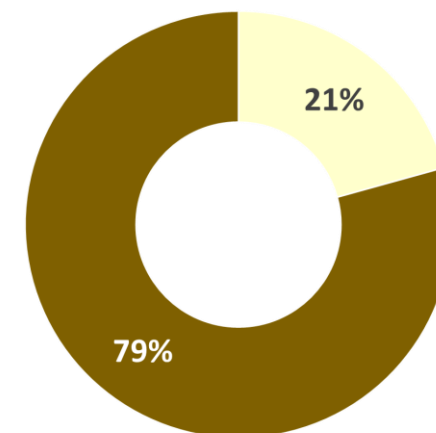
Gross Debt Without Derivatives and Leases Hedged



€764M

- Hedged
- Un-hedged

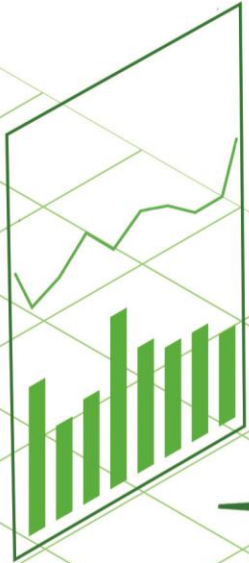
Gross Debt Without Derivatives and Leases: Construction and Operations



€764M

- Operating plants
- Under construction

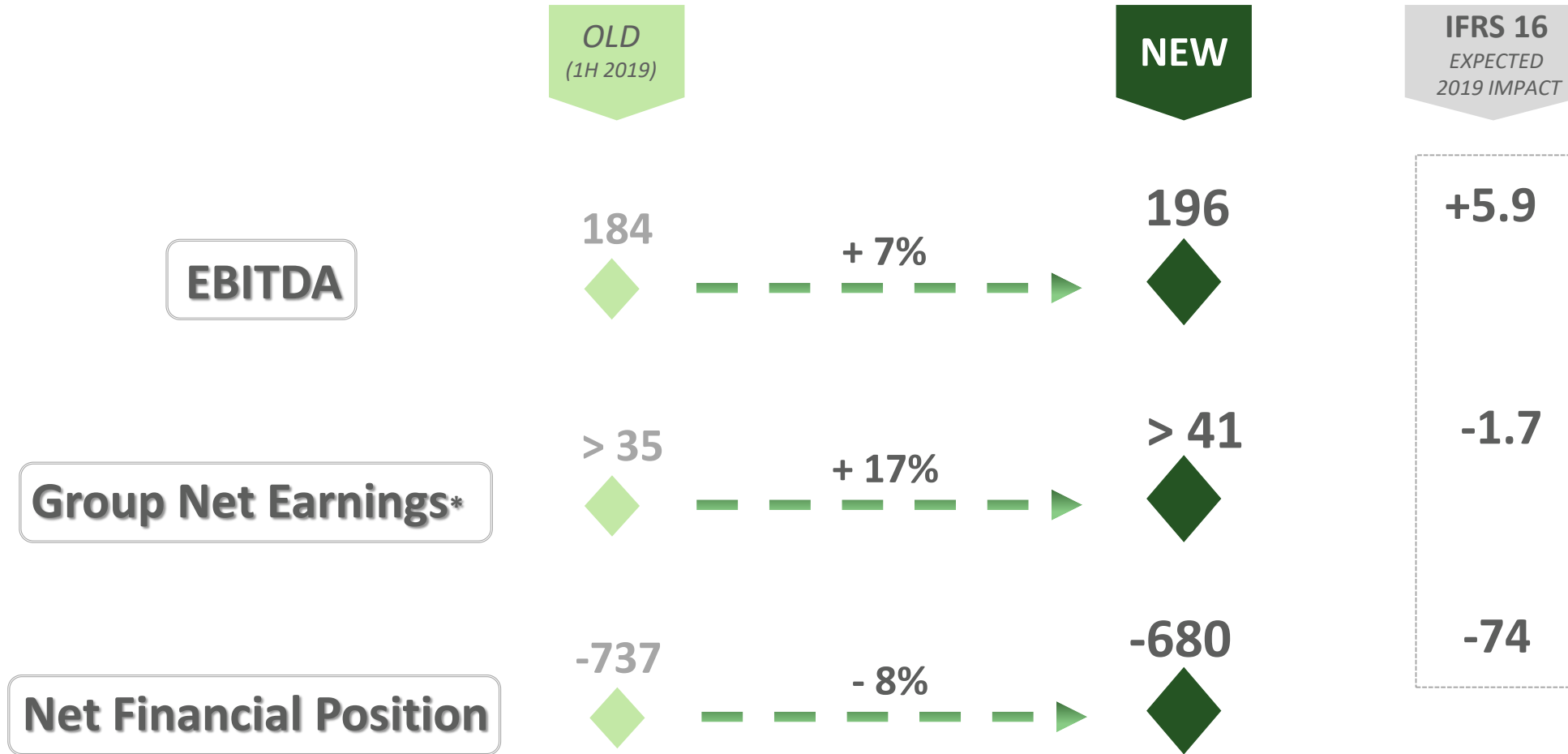
Average interest rate (including interest rate swap) of 3.62%*



Outlook & Conclusions

Toni Volpe, Chief Executive Officer

2019 Guidance (€M)



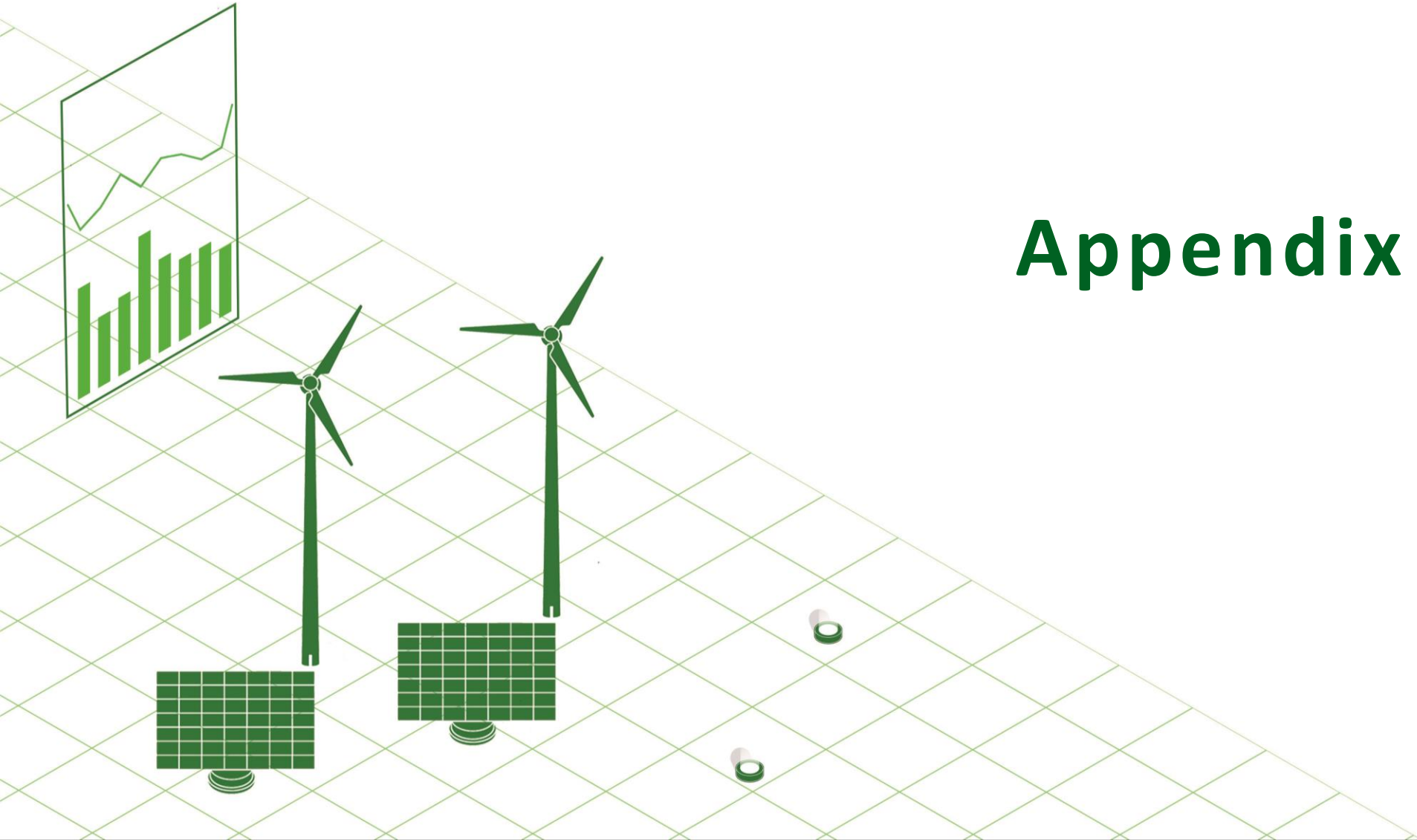
Guidance referred to figures without IFRS 16 impact

Q4 estimates based on GBP/EUR @ 0.886

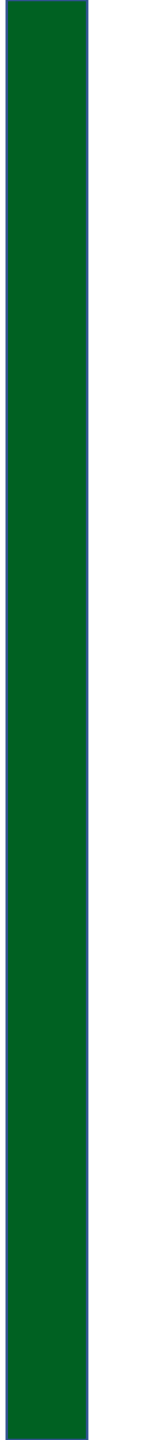
* Before impairments and provisions in Q4

Next Events

- **December 10th, 2019: ESN European Conference - London**
- **January 16th, 2020: Mediobanca Mid Cap Conference - Milan**
- **First half of March, 2020: FY 2019 Results and Capital Market Day - Milan**



Appendix



Installed Capacity and Production by Plants in 9M 2019

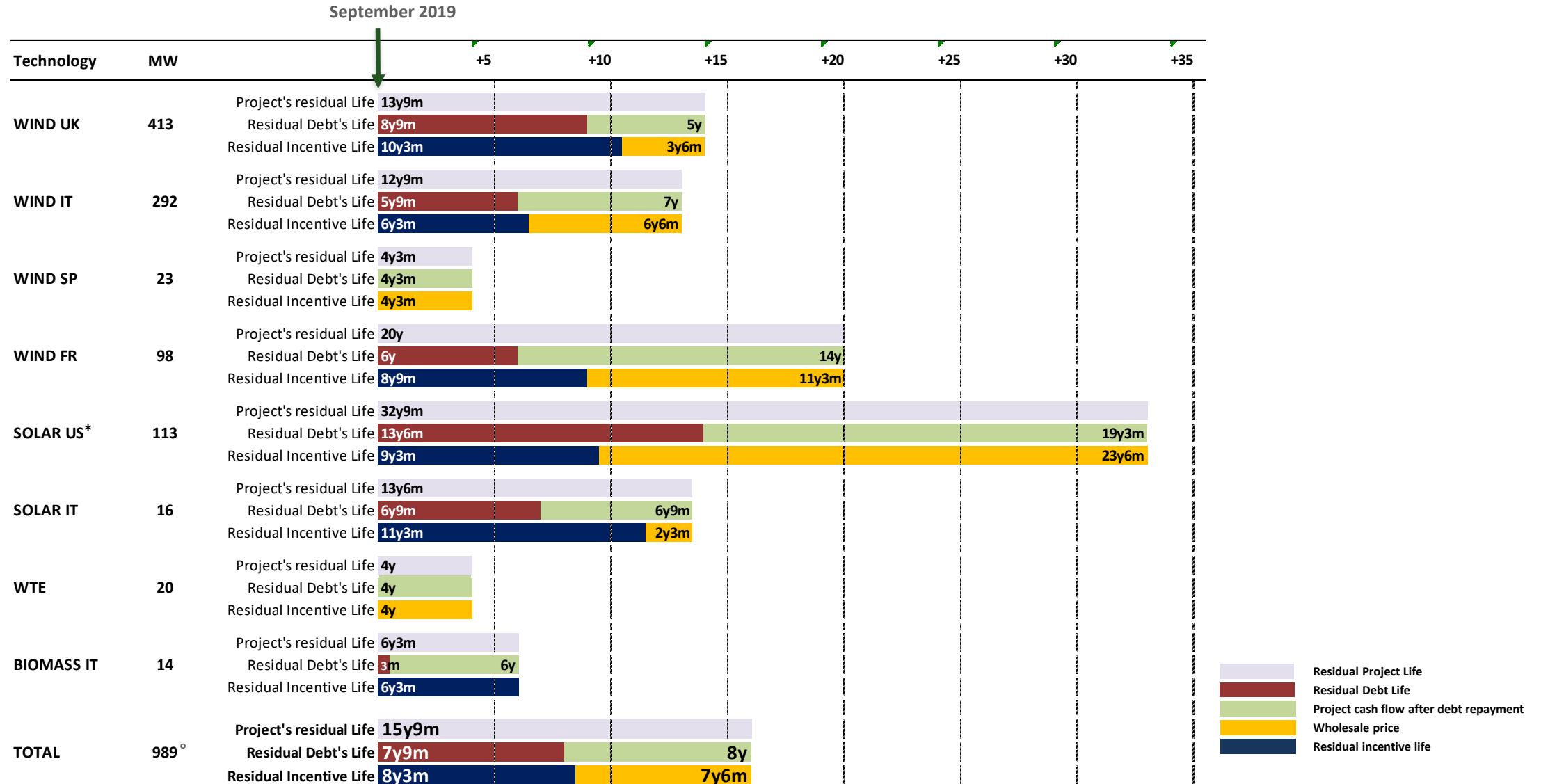


MINORITIES

Plants	MW	Energy produced 1H 2019 (GWh)
Cefn Croes (Wales)	58.5	104
Boyndie (Scotland)	16.7	28
Earlsburn (Scotland)	37.5	75
Ben Aketil (Scotland)	27.6	52
Millennium (Scotland)	65.0	114
Kilbraur (Scotland)	67.5	114
Nutberry (Scotland)	15.0	36
West Browncastle (Scotland)	30.0	47
Kingsburn (Scotland)	22.5	54
Assel Valley (Scotland)	25.0	54
Auchrobert (Scotland)	36.0	67
Spaldington (England)	11.8	18
San Sostene (Italy)	79.5	109
Minervino Murge (Italy)	52.0	61
Buddusò – Alà dei Sardi (Italy)*	138.0	245
Petralia Sottana (Italy)	22.1	26
Ty Ru (France)	10.0	13
Fouy (France)	10.0	12
Cretes (France)	10.0	11
Esquennois (France)	12.0	16
Eol Team (France)	12.0	12
Noyales (France)	10.0	11
Bois (France)	12.0	14
Mazeray (France)	12.0	11
Coudray (France)	10.0	10
Cabezo San Roque (Spain)	23.3	37
Rende (Italy)	1,0	1
Sicily (Italy)	13,1	15
Mesagne (Italy)	2,0	2
North Carolina (USA)	92,0	108
Syncarpha - Massachussets (USA)	14,5	16
Middleton – Massachussets (USA)	6,0	6
WTE Trezzo (Italy)	20,0	77
BIO Rende (Italy)	15,0	81
La Muela (Wind - Spain)	26.0	
Frullo Energia Ambiente (WtE - Italy)	11.0	
TOTAL	1,026	1,656

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

Asset Base



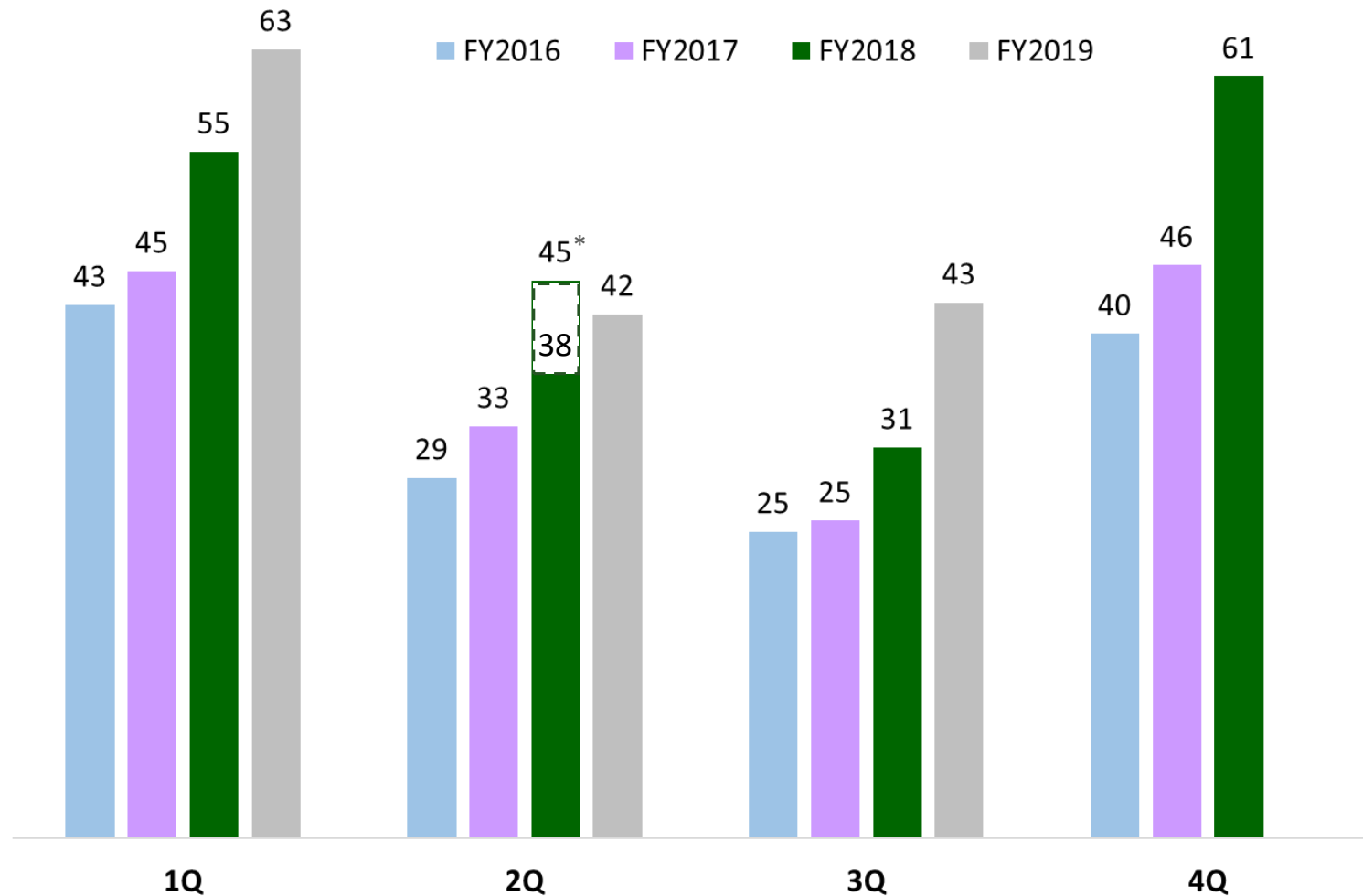
9M 2019 Financial Highlights - Adjustments



(€M)	9M 2019 Reported	IFRS 16 Impact	9M 2019 Before IFRS 16	9M 2018 Reported	9M 2018 Non recurring	9M 2018 Adjusted	Δ Adjusted
Revenues and Other Income	276.6		276.6	243.8		243.8	32.8
Ebitda	147.7	4.4	143.2	130.6	7.1	123.5	19.7
<i>% on Revenues and Other Income</i>	53.4%		51.8%	53.6%		50.7%	
Depreciation - Amortization - Write Off	(68.8)	(4.0)	(64.8)	(53.9)		(53.9)	(10.9)
Operating result	78.8	0.4	78.4	76.7	7.1	69.6	8.9
<i>% on Revenues and Other Income</i>	28.5%		28.4%	31.4%		28.5%	
Financial income and charges	(29.5)	(2.2)	(27.3)	(29.6)		(29.6)	2.3
Equity investments	2.0		2.0	0.7		0.7	1.2
Earnings Before Taxes	51.3	(1.8)	53.1	47.8	7.1	40.7	12.4

(€M)	9M 2019 Reported	IFRS 16 Impact	9M 2019 Before IFRS 16	9M 2018 Reported	9M 2018 Non recurring	9M 2018 Adjusted	Δ Adjusted
Net Financial Position	(701)	(74)	(627)	(547)	2	(545)	(82)
<i>of which: Proj. Fin. and MLT no recourse</i>	(688)	-	(688)	(700)		(700)	13
NFP excluding Derivatives Instruments	(657)	(74)	(583)	(509)	2	(507)	(75)

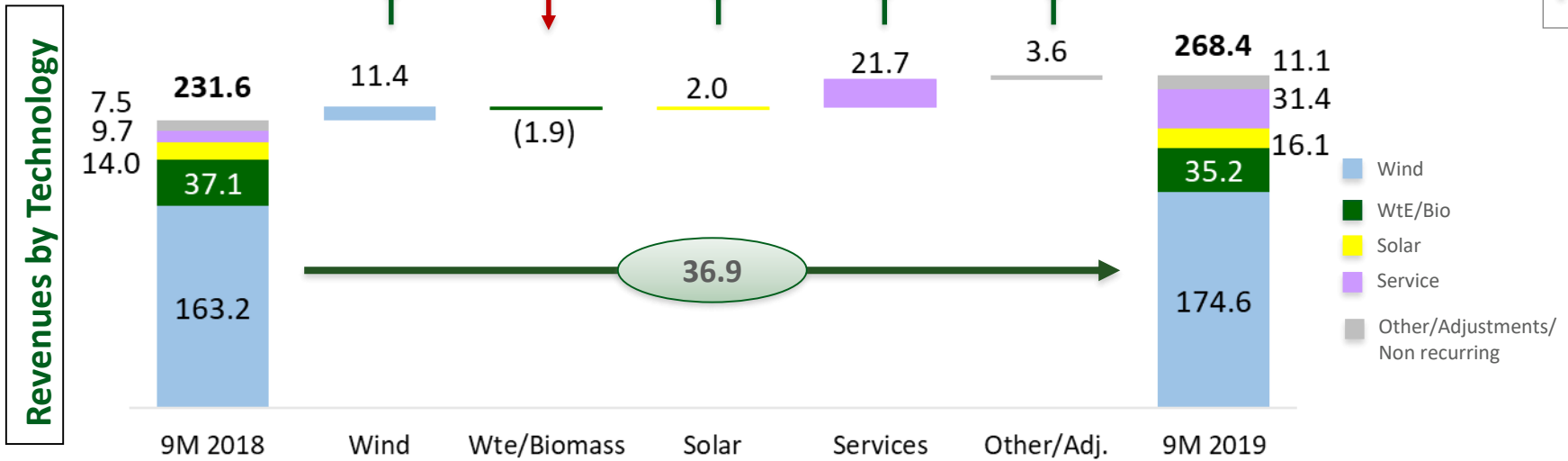
EBITDA Breakdown by Quarter



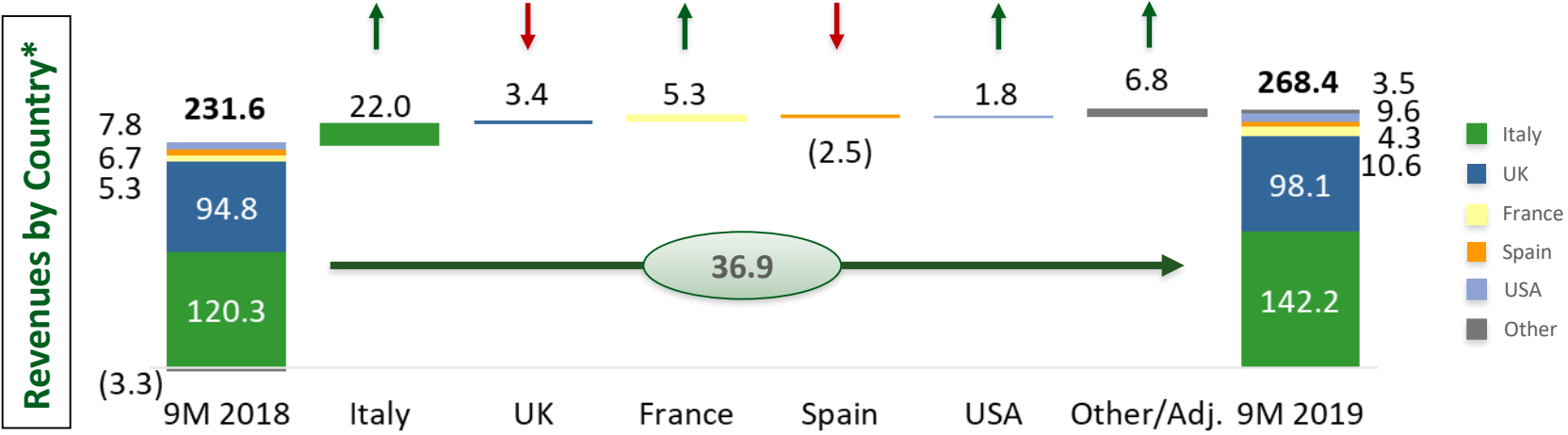
9M 2019 EBITDA: confirmed growth supported by good volumes and increase of perimeter

9M 2019 Revenues

↑ ↓ Trend vs 9M 2018



(€M)

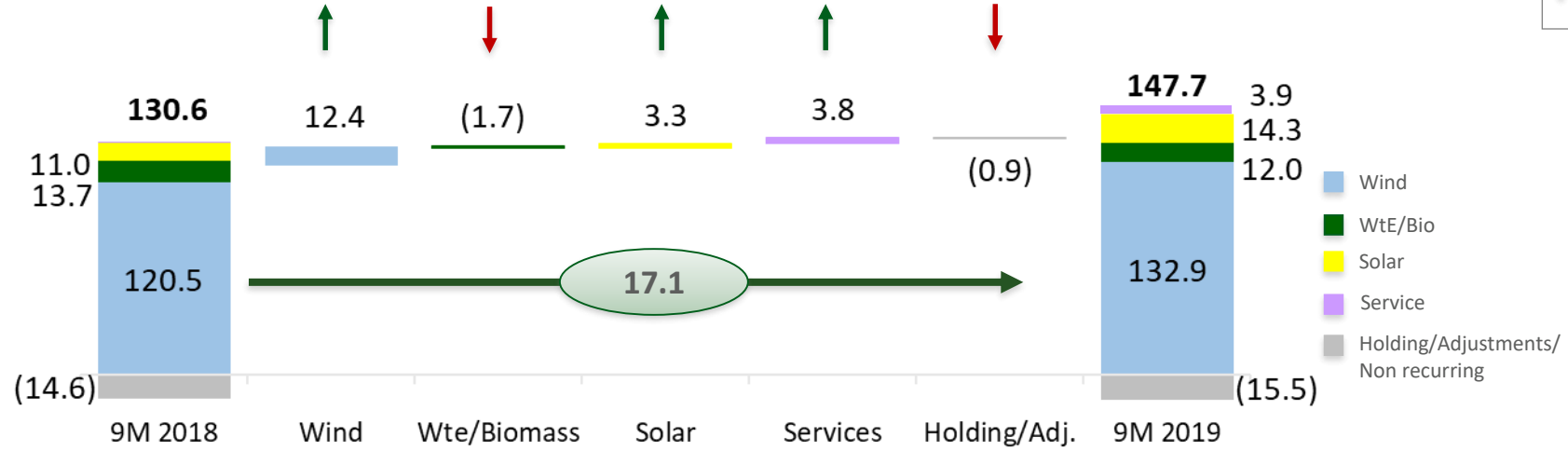


* By origination

9M 2019 EBITDA

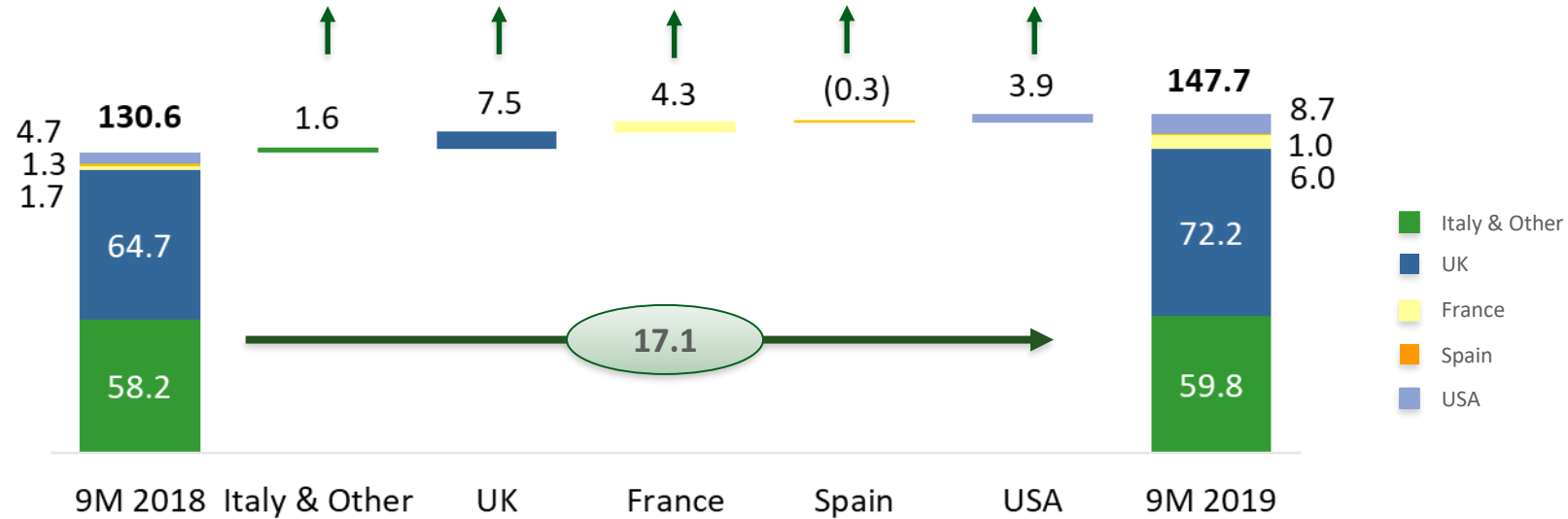
↑ ↓ Trend vs 9M 2018

EBITDA by technology



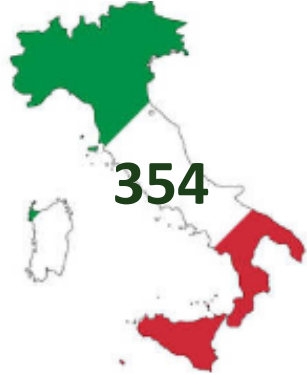
(€M)











EBITDA by Country*



* By origination

Portfolio as of 30 September 2019 – 1,026 MW








MW				
	292	16	46	354
	413			413
		113		113
	98			98
	49			49
	852	129	46	1,026*



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

Construction Update as of 30 September 2019

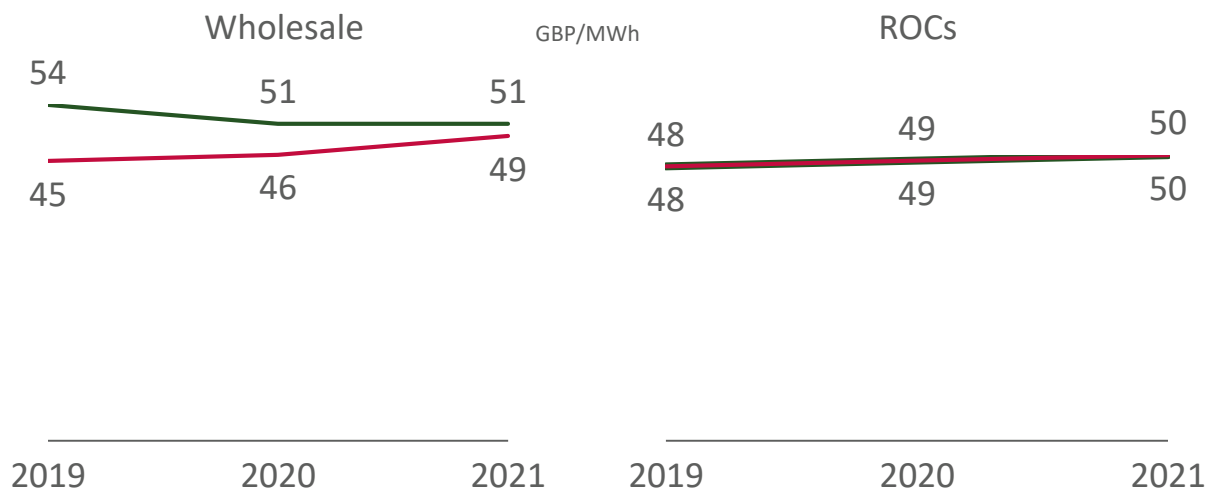
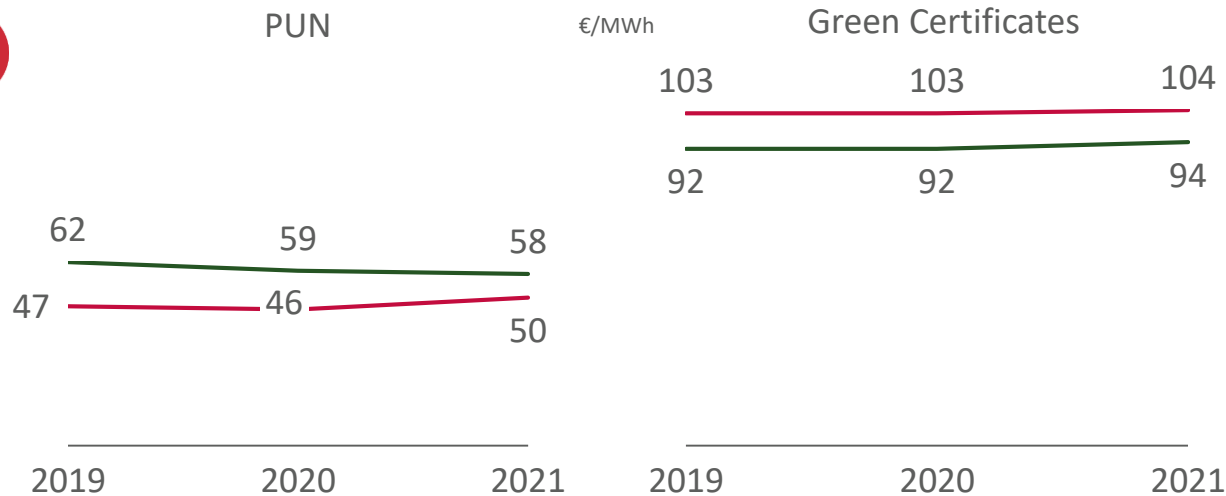
	Project	MW	Turbines	% of Completion (in value)	Contracts Signed	Expected COD
	Aliden	46.8	Nordex N131/3900 12 turbines of 3.9MW	82%	EPC Turnkey and Grid	Q4 2019
	Brattmyrliden	74.1	Nordex N131/3900 19 turbines of 3.9MW	28%	EPC Turnkey and Grid	Q4 2020
	Hennoy	50.0	Vestas V136 12 turbines of 4.2MW	79%	TSA, BOP, E-BOP and Grid	Q4 2019
	Okla	21.0	Vestas V117 5 turbines of 4.2MW	41%	Grid, TSA	Q4 2020
	Carreastro	10.0	Siemens Gamesa SG 2.6-114 4 turbines 2.6MW	82%	TSA, BOP and Grid	Q4 2019

Total projects

202

56%

Scenario Assumptions (presented during 2018 CMD)



Euribor & Libor	2019	2020	2021
<i>Euribor Old Plan</i>	0.25%	0.50%	1.00%
Euribor New Plan	0.00%	0.25%	0.50%
<i>UK Libor Old Plan</i>	1.20%	1.30%	1.40%
UK Libor New Plan	1.20%	1.30%	1.40%

FX 2019 – 2021

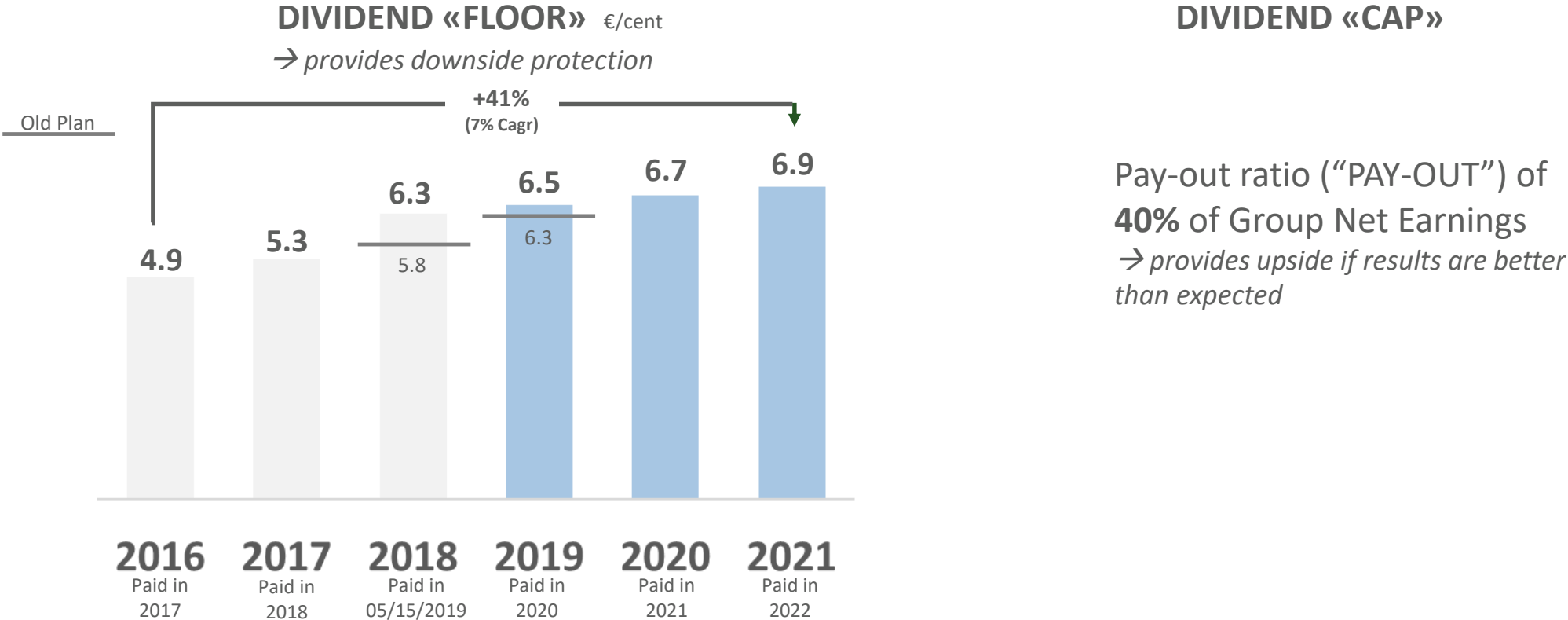
EUR/GBP: 0.91
EUR/USD: 1.18

Wind - Captured Prices

	2019	2020	2021
Italy (Energy Price + Green Certificates) (€/MWh)	149	148	148
UK (Energy Price + ROCs) (GBP/MWh)	99	95	95

Enhanced 2018-2021 Dividend Policy (presented during 2018 CMD)

Dividend distribution: maximum between the CAP and the FLOOR



SUSTAINABLE POLICY WITH CLEAR 2021 VISIBILITY