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#### PRESS RELEASE

# Board of Directors approves Interim Financial Report as of 30 September 2021

# The growth and diversification of the pipeline of projects under development continues, with 7.2 GW reached (+157% compared to 31 December 2020), accompanied by an increase in installed capacity (+13% compared to 2020)

Increase in investments (+107% compared to 2020) and expenditure for the development of new projects (+68% compared to 2020)

# The economic impact caused by the lack of wind increased during the third quarter

## **ECONOMIC AND FINANCIAL RESULTS**

- **Revenues** of € 348.2 million, compared to € 275.8 million during the first nine months of 2020;
- **Ebitda**<sup>1</sup> of € 128.6 million, compared to € 137.4 million during the first nine months of 2020;
- **Profit before tax** of € 30.5 million, compared to € 42.5 million during the first nine months of 2020;
- Net financial debt, including the fair value of the derivatives (which also includes the fair value of hedges), amounted to € 943.9 million, compared to € 705.5 million as of 31 December 2020, up mainly due to the effect of the fair value of hedging derivatives on energy price risk;

<sup>&</sup>lt;sup>1</sup> Ebitda = Ebitda is defined by the Group as the profit for the period before investment income and costs, net finance income/costs, amortisation and depreciation, impairment losses, charges to risk provisions and tax.





- **Capex** of € 147.5 million, compared to € 71.3 million during the first nine months of 2020;
- **Cash costs** increased from € 12.0 million during the nine months of 2020 to € 20.1 million during the nine months of 2021;
- Installed capacity to date increased by 13% (+153 MW compared to 31 December 2020);
- Improved guidance on Ebitda: range raised to € 196-205 million.

# MAIN INDUSTRIAL HIGHLIGHTS

- Project pipeline reached approximately 7.2 GW<sup>2</sup> (+157% compared to December 2020); entered Finnish market<sup>3</sup> and started floating offshore activities in Italy;
- Total production reached 1,963 GWh (-0.7% compared to the first nine months of 2020), partially offset by the increase in installed capacity in Sweden, Spain, and the US;
- Low wind levels in the United Kingdom, Sweden, Norway and France during the first nine months of 2021, especially compared to the exceptional wind levels recorded in 2020 (internal production index: -13.9% in 2021 compared to +1.4% in 2020);
- Commercial operation of the Westmoreland solar project (29.6 MW) in the US;
- Floating offshore wind: launch of a programme to develop new offshore wind projects in partnership with BlueFloat Energy (up to 2.5 GW in Italy);
- First crowdfunding campaign launched in Italy with the aim of involving local communities in the financing, construction, and development of the agrivoltaic plant (10 MW) in Scicli, in the province of Ragusa;
- Energy management: 1,278 GWh dispatched in Italy and the United Kingdom during the first nine months of 2021 (+ 38% compared to the first 9 months of 2020); of this, 759 GWh dispatched by Falck Renewables and 519 GWh by third parties;
- Positive trend in the service businesses: Vector Renewables: Ebitda € +0.5 million and downstream services € +1.9 million (compared to the first nine months of 2020); completed acquisition of SAET SpA and started integration process into Falck Renewables Next Solutions.

<sup>&</sup>lt;sup>2</sup> Pipeline: MW under Novis (joint venture with ENI) and offshore partnership (with BlueFloat) included at 100%, not pro rata. <sup>3</sup> Agreement signed on 3 Nevember for the surplace of two ready-to-build wind farms in Eigland, with a total capacity of 55

<sup>&</sup>lt;sup>3</sup> Agreement signed on 3 November for the purchase of two ready-to-build wind farms in Finland, with a total capacity of 55 MW.





**Milan, 10 November 2021** - The Board of Directors of Falck Renewables S.p.A. met today to examine and approve the Interim Financial Report as of 30 September 2021.

As Chief Executive Officer, Toni Volpe, highlights: "2021 undoubtedly marks a major turning point in our business strategy, with our pipeline undergoing significant growth and increased technological and geographical diversification. We have greatly exceeded our annual target, more than doubling the pipeline in comparison with December 2020, and increasing our growth target for 2025 to 20 GW. In terms of production, during the first nine months of the year we have been experiencing extraordinarily low winds in the United Kingdom, Sweden, Norway and France. We responded to this industry-wide trend by increasing and diversifying our installed capacity in Sweden, Spain and the United States. We also entered a new market, with the signing of the purchase of two ready-to-build wind projects in Finland. Compared to the end of 2020 our installed capacity has increased significantly, from 1,196 MW to 1,349 MW."





## Consolidated financial results as of 30 September 2021 and 30 September 2020

			(*	€ thousands)
3rd quarter 2021	3rd quarter 2020	As of 30.9.2021	As of 30.9.2020	As of 31.12.2020
113,969	80,550	348,155	275,839	384,359
(86,381)	(52,815)	(232,136)	(156,135)	(211,476)
(13,760)	(11,423)	(39,076)	(34,038)	(46,123)
2,734	2,197	8,688	11,703	17,473
(9,623)	(7,939)	(23,631)	(24,605)	(32,984)
(3,631)	(59)	(4,119)	37	31
3,308	10,511	57,881	72,801	111,280
(10,180)	(6,277)	(27,224)	(27,083)	(33,197)
52	43	52	12	10
552	(2,407)	(255)	(3,187)	(2,506)
(6,268)	1,870	30,454	42,543	75,587
				(15,762)
				59,825
				14,219
				45,606
27,859	31,152	128,559	137,403	197,240
	2021 113,969 (86,381) (13,760) 2,734 (9,623) (3,631) 3,308 (10,180) 52 552 (6,268)	2021      2020        113,969      80,550        (86,381)      (52,815)        (13,760)      (11,423)        2,734      2,197        (9,623)      (7,939)        (3,631)      (59)        3,308      10,511        (10,180)      (6,277)        552      (2,407)        (6,268)      1,870	2021      2020      30.9.2021        113,969      80,550      348,155        (86,381)      (52,815)      (232,136)        (13,760)      (11,423)      (39,076)        2,734      2,197      8,688        (9,623)      (7,939)      (23,631)        (3,631)      (59)      (4,119)        3,308      10,511      57,881        (10,180)      (6,277)      (27,224)        552      (2,407)      (255)        (6,268)      1,870      30,454	3rd quarter      3rd quarter      As of      As of        2021      309.2021      309.2020        113,969      80,550      348,155      275,839        (86,381)      (52,815)      (232,136)      (156,135)        (13,760)      (11,423)      (39,076)      (34,038)        2,734      2,197      8,688      11,703        (9,623)      (7,939)      (23,631)      (24,605)        (3,631)      (59)      (4,119)      37        (10,180)      (6,277)      (27,224)      (27,083)        52      (2,407)      (255)      (3,187)        (6,268)      1,870      30,454      42,543

(\*) Ebitda = Ebitda is measured by the Falck Renewables Group as profit for the period before investment income and costs, net finance income/costs, amortisation and depreciation, impairment losses, charges to risk provisions and tax.

In the first nine months of 2021 the Group recoded consolidated revenues of  $\in$  348.2 million, up 26% compared to the same period in 2020.

The increase in revenues reflects opposing dynamics, which can be summarised as follows:





- approximately € 14.2 million for the change in the scope of consolidation due to the acquisition of the Building Energy Holding US plants (November 2020), the Desafio Solar SL plant (April 2021) and the Donema plant (July 2020), and the commissioning of the Brattmyrliden plant (June 2021);
- (ii) approximately € 49.6 million for the greater volume of energy sold by Falck Next Energy Srl, and approximately € 7.8 million for the increased revenues of the consortia tasked with managing the interruptibility service on the Italian energy market;
- (iii) approximately € 10.4 million for the increase in electricity sales prices, especially in Italy, but also in Norway and the United Kingdom, including the differential attributable to the ROC Recycle component;
- (iv) approximately € 24 million due to the lower wind production in the United Kingdom, France and the Nordic countries (Sweden and Norway), which was partially offset by the greater production in Spain and Italy;
- (v) approximately € 2.7 million for the increased energy production of the biomass plant, which shut down for a scheduled biannual maintenance in the first months of 2020, and the WtE plant in Trezzo;
- (vi) € 4.8 million due to increased revenues following the acquisition of SAET group (1 August, 2021);
- (vii)  $\in$  3.3 million for increased revenues in the Services sector;
- (viii)  $\in$  0.6 million for the increased energy production of the solar plants;
- (ix)  $\in$  1.1 million for the increased waste treated by the WtE plant in Trezzo;
- (x)  $\in$  1.3 due to exchange rate fluctuations.

With regard to revenues in the United Kingdom, the average appreciation of the pound Sterling against the Euro in the first nine months of 2021 was 2.5% compared to the same period of the previous year. With regard to revenues in the United States of America, the average depreciation of the Dollar against the Euro was 6.0% in the first nine months of 2021, compared to the same period of the previous year.

The GWh produced globally by all of the Group's technologies totalled 1,963 compared to 1,977 in the first nine months of 2020 (-1% compared to the same period in 2020).

The main changes in Consolidated Revenue by segment are shown below:

**Wind power**: the sector reported revenues of  $\in$  184.0 million, up 4.8% from  $\in$  175.6 million during the first nine months of 2020. Around  $\in$  5.3 million of the increase of  $\in$  8.4 million is mainly related to the increase in installed capacity to 30 MW in the United States, resulting from the acquisition of Building Energy Holding US (November 2020), and the commissioning of the Brattmyrliden plant (June 2021). Approximately  $\in$  24.7 million is the result of the increase in electricity sale prices in Italy, Spain, Norway and the United Kingdom, which was partially offset by the negative differential attributable to the ROC Recycle component and the lower prices in Sweden. The exchange rate effect had a positive impact, amounting to approximately  $\in$  1.8 million, due to the average appreciation of the pound Sterling. The





increase in revenues was partially reduced by approximately  $\in$  24.0 million due to the decreased wind power production in the United Kingdom, France, and the Nordic countries (Sweden and Norway). In Spain and Italy, production increased compared to the same period of last year.

The GWh produced by the wind sector amounted to 1,562, as opposed to 1,689 during the first nine months of 2020.

**Photovoltaic, Biomass and WtE**: revenues in this sector amounted to  $\in$  62.5 million, an increase of approximately 27.6% compared to the  $\in$  49.0 million during the first nine months of 2020. This was mainly due to the increase in the perimeter of reference following the acquisition of the Spanish company Desafio Solar SL ( $\in$  5.1 million) and the 9-month consolidation of the solar activities of Building Energy ( $\in$  3.5 million) in the United States. This sector also benefited from the increased volumes of the Rende plant, which had carried out its scheduled bi-annual maintenance in 2020, the Trezzo plant, and the operational solar plants, which recorded an increase in volumes and prices on the previous year. Last year, this sector also included the gain of  $\in$  3.9 million realised on the Group's sale of its 50% interest in Novis Renewables LLC in the United States of America.

**Services**: this sector showed an increase in revenues of  $\in$  14.1 million. This increase was mainly driven by the increase in the interruptibility volumes managed by the Consortia, the consolidation of SAET group, and the intragroup revenues resulting from the sale of NUO licenses to the other Group companies.

**Other businesses**: these revenues, which amounted to  $\in$  121.9 million, increased sharply compared to the  $\in$  51.2 million during the nine months of 2020, mainly due to the increased volume of energy sold by Falck Next Energy Srl ( $\in$  69.6 million).

				(€thousands)
	3rd quarter 2021	3rd quarter 2020	As of 30.9.2021	As of 30.9.2020
Sale of electricity	96,272	68,603	298,530	237,843
Waste disposal and treatment	5,491	4,003	15,387	14,293
Renewable energy plant services and management	11,131	7,195	32,493	22,100
Other services	1,075	749	1,745	1,603
Total	113,969	80,550	348,155	275,839

The revenues for the first nine months of 2021, broken down by activities, are shown below:

**Other income** decreased by  $\in$  3.0 million. During the first nine months of 2020, this item included a gain of  $\in$  3.9 million realised on the sale by the Group of its 50% interest in Novis Renewables LLC. Compared to the same previous period, insurance indemnities decreased by  $\in$  0.5 million, capital gains decreased by  $\in$  0.2 million, and contractual penalties decreased by  $\in$  0.3 million. The negative effect was partially offset by an increase in operating and capital grants of  $\in$  1.4 million compared to the previous period, mainly due to the acquisition of the





wind farm located in the state of lowa (United States) and the  $\in$  0.7 million increase in revenues from services.

**Direct costs** increased by  $\in$  76.0 million, mainly due to the purchase of energy from the market by Falck Next Energy SrI, the higher costs of the consortia tasked with managing the interruptibility service on the Italian energy market, and the higher costs associated with the increase in installed capacity.

**Personnel costs** increased by  $\in$  5.0 million, mainly due to the average increase in the workforce (+60 units) to cope with the development of the new initiatives.

**Ebitda** for the first nine months of 2021 was equal to  $\in$  128.6 million, a decrease on the  $\in$  137.4 million recorded for the same period the previous year. This was due to the cost dynamic described above, as well as the decreased wind power production (in the United Kingdom, France, and the Nordic countries), which was partially offset by the increase in installed capacity and the improvement in prices in Italy and Norway. The negative difference was also able to be reduced thanks to the resumption of activities at the Rende biomass plant (which was shut down for scheduled maintenance during the first months of 2020) and the increased margins recorded in the Services sector, due to the consolidation of the photovoltaic plant acquired by Falck Next (August 2020) and SAET group, and the post-pandemic resumption of activities by Energy Team and Vector Renewables group. It should also be noted that the first nine months of 2020 benefited from the gain of approximately  $\in$  3.9 million realised following the Group's sale of its 50% interest in Novis Renewables LLC to Eni New Energy US Inc.

**Operating income** amounted to  $\in$  57.9 million ( $\in$  72.8 million during the first nine months of 2020), and as a percentage of revenue was 16.6% (26.4% during the same period of 2020).

**Net financial expenses** increased slightly, by  $\in$  0.1 million compared to the first nine months of 2020. Effects were felt as a result of the notional charges on the convertible bond loan, measured on the financial statements according to the amortised cost criterion, equal to  $\in$  3.5 million (special item), and the greater change in royalty instruments, measured at fair value, equal to  $\in$  0.7 million, which were partially offset by the greater net foreign exchange gains, the measures taken by management to streamline financial costs through debt renegotiations, releases and lower provisions for doubtful accounts, for a total of  $\in$  0.8 million, and, finally, the positive change in fair value of the Energy Team put option, for  $\in$  0.7 million (special item). As of September 2020, the net financial expenses benefited from the positive change in the fair value of the conversion option of the senior unsecured equity-linked green bond, issued on 23 September 2020, for a value, net of contractual costs and the effect of amortised cost as required by IFRS 9, of  $\in$  1.5 million (non-recurring event).

During the first nine months of 2021, Falck Renewables Group recorded a **profit before tax** and before minority interests of  $\in$  30.5 million, a decrease of  $\in$  12.1 million compared to the first nine months of 2020.





## **Net Financial Position**

The **net financial position** including the fair value of derivatives amounted to  $\in$  943.9 million compared to  $\in$  705.5 million as of 31 December 2020.

The increase in the net financial position is mainly due to the change in the negative fair value of the commodity hedges, which, due to the exceptional increase in electricity prices on forward markets (which was particularly high for the Q4 2021 and 2022 prices), increased by  $\in$  171.7 million since 31 December 2020 (from  $\in$  -10.2 million to  $\in$  -181.9 million), and was especially concentrated after 30 June 2021, with a change in the third quarter of 2021 alone of  $\in$  -141.7 million. The effect will be absorbed partly in the fourth quarter and mainly during 2022 depending on the volumes delivered on derivative contracts. In addition, the third quarter of 2021 saw an increase in investments of EUR 49.8 million compared to the amount of investments at 30 June 2021.

The components that led to the change in the net financial position since 31 December 2020 include cash generation from operations amounting to approximately  $\in$  99.1 million, which was more than offset by net investments and the increase in the scope of consolidation made during the first nine months of the year, with a total of approximately  $\in$  147.5 million. The revaluation of the pound Sterling and the Dollar against the Euro had a negative effect on net financial debt of  $\in$  16.5 million, and the change in the fair value of derivatives had a negative effect on the net financial position of  $\in$  139.7 million. The adjustment of the existing rights of use pursuant to IFRS 16 resulted in an increase of approximately  $\in$  2.9 million in the net financial position. Capital increases in companies accounted for approximately  $\in$  7.4 million (using the equity method) and dividend payments amounted to  $\in$  25.5 million. Finally, minority interests accounted for about  $\in$  2 million.

Without the fair value of the derivatives, the net financial position shows a debit balance of  $\in$  740.2 million ( $\in$  659.4 million as of 31 December 2020).

## Impact of adjustments

For a better understanding of the pre-tax profit and loss figures for the first nine months of 2021 and their comparison with the same period of 2020 and the net financial position at 30 September 2021 and its comparison with 31 December 2020, the effects of "non-recurring events" and "special items" on adjusted results are presented below.

## The following "non-recurring events" took place:

#### 30 September 2021

No non-recurring events.

#### 30 September 2020





 the positive change in the fair value of the conversion option of the senior unsecured equity-linked green bond, issued on 23 September 2020, for a value, net of contractual costs and the effect of amortised cost, of € 1.5 million, which increases the reported financial income and results in a decrease of € 1.5 million in the reported net financial position as of 30 September 2020.

## The special items are as follows:

## 30 September 2021

- the notional charges of the amortised cost of the convertible bond loan, for € 3.5 million, which increased the reported financial expenses, and led to a € 3.5 million increase in the net financial position reported as of 30 September 2021;
- the positive change in the fair value of the Energy Team put option, for € 0.7 million, which increased the reported financial income, and led to a € 0.7 million decrease in the net financial position reported as of 30 September 2021.

#### 30 September 2020

- Long-term Incentive Plan costs of €1 million relating to the 2017-2019 Share Plan, which increase reported costs and result in an increase of € 0.7 million in the reported net financial position at 30 September 2020;
- the € 0.8 million costs of supporting the local communities and areas in which the Group operates during the "Covid-19" emergency, increased the reported operating costs and led to a € 0.6 million increase in the net financial position reported as of 30 September 2020.

	(€ thousands)				
	30.9.2021 Adjusted	30.9.2020 Adjusted	Changes		
Revenues	348,155	275,839	72,316		
Expenses net of other income	(219,596)	(136,682)	(82,914)		
EBITDA	128,559	139,157	(10,598)		
Amortisation and depreciation, charges to provisions, impairment (revaluations)	(70,678)	(64,602)	(6,076)		
Operating profit/(loss)	57,881	74,555	(16,674)		
Financial income/(expenses)	(24,387)	(28,572)	4,185		
Investment income/(expenses)	(203)	(3,175)	2,972		
Profit/(loss) before tax	33,291	42,808	(9,517)		





			(ŧ	€ thousands)
	30.9.2021 Reported	Non- recurring events 2021	Special items 2021	30.9.2021 Adjusted
Revenues	348,155			348,155
Expenses net of other income	(219,596)			(219,596)
EBITDA	128,559			128,559
Amortisation and depreciation, charges to provisions, impairment (revaluations)	(70,678)			(70,678)
Operating profit/(loss)	57,881			57,881
Financial income/(expenses)	(27,224)		2,837	(24,387)
Investment income/(expenses)	(203)			(203)
Profit/(loss) before tax	30,454		2,837	33,291

			(*	€ thousands)
	30.9.2020 Reported	Non- recurring events 2020	Special items 2020	30.9.2020 Adjusted
Revenues	275,839			275,839
Expenses net of other income	(138,436)		1,754	(136,682)
EBITDA	137,403		1,754	139,157
Amortisation and depreciation, charges to provisions, impairment (revaluations)	(64,602)			(64,602)
Operating profit/(loss)	72,801		1,754	74,555
Financial income/(expenses)	(27,083)	(1,489)		(28,572)
Investment income/(expenses)	(3,175)			(3,175)
Profit/(loss) before tax	42,543	(1,489)	1,754	42,808

	30.9.2021 Reported	Prior year adjustments	Non- recurring events 2021	(€ Special items 2021	thousands) 30.9.2021 Adjusted
Net financial position - liabilities/(assets)	943,911	23,190		(2,837)	964,264





#### Investments

During the first nine months of 2021, the investments in tangible and intangible assets amounted to  $\in$  95.1 million.

Capital expenditure on property, plant and equipment amounted to  $\in$  76.3 million, mainly relating to the construction of the Brattmyrliden wind farms ( $\in$  13.1 million) in Sweden, Falck Renewables Vind ( $\in$  12.9 million) in Norway, Parc Eolien d'Illois ( $\in$  4.5 million) in France, and the construction of the Westmoreland County Solar Project solar farms ( $\in$  18.4 million) and the five plants in New York State ( $\in$  22.7 million) in the United States.

Investments relating to intangible fixed assets amounted to  $\in$  18.8 million and included  $\in$  3.9 million in expenses for operating software and licenses,  $\in$  7.1 million in development costs,  $\in$  7.7 million for the goodwill resulting from the temporary Purchase Price Allocation generated <sup>4</sup>by the acquisition of SAET SpA group, and  $\in$  0.2 million for rights of use.

The investment in acquisitions (Desafio, with a 50 MW solar plant in Spain, and SAET SpA, a leading company in the design and construction of high voltage electrical and energy storage systems), was recorded as a change in the scope of consolidation, and amounted to  $\in$  52.4 million (including the net financial position acquired), which must be added to the investments in tangible and intangible assets described above, for a total of  $\in$  147.5 million (as opposed to  $\notin$  71.3 million during the first nine months of 2020).

#### Installed production capacity

Total	1,282.9	1,097.2	1,158.8
Solar	211.2	129.5	161.1
Biomass	15.0	15.0	15.0
WtE	20.0	20.0	20.0
Wind	1,036.7	932.7	962.7
Technology	As of 30.9.2021	As of 30.9.2020	As of 31.12.2020

Installed capacity (MW), analysed by type of technology, is illustrated in the table below:

The installed capacity increased by 185.7 MW compared to 30 September 2020, due to the following acquisitions:

- Building Energy Holdings US, LLC, which took place in November 2020 and increased the installed capacity by 61.6 MW;
- Desafio Solar SL, the owner of an operational solar plant in Spain with an installed capacity of 50 MW, which took place in April 2021.

<sup>&</sup>lt;sup>4</sup> As required by IFRS 3, the Purchase Price Allocation will be concluded by 12 months from date of execution.





In June 2021, the Swedish plant of Brattmyrliden also came into operation, increasing the Group's installed capacity by an additional 74.1 MW.

On 22 October 2021, the commissioning of the Westmoreland County Solar Project, in Virginia, USA, added 29.6 MW of new solar capacity, not counted as of 30 September 2021.

#### Significant management events during the quarter

On 8 July 2021, Falck Renewables SpA announced a partnership with Ørsted, a world leader in offshore wind energy, and BlueFloat Energy, an expert in floating wind energy. On 15 July 2021, the partnership submitted bids in the Crown Estate Scotland's ScotWind auction, for the award of seabed leases for the development of large-scale floating wind farms.

On 20 July 2021, Falck Renewables SpA finalised the agreement for the acquisition of 60% of SAET SpA, which was signed on 16 June 2021.

On 28 September 2021, the partnership established in July 2021 between Falck Renewables SpA, Ørsted, and BlueFloat Energy, which is bidding in the latest ScotWind auction, joined forces with the social enterprise Energy4AII, an expert in community ownership, in order to gauge the views of Scottish people on community ownership options for offshore wind.

On 30 September 2021, Falck Renewables SpA announced an equal partnership with BlueFloat Energy for the development of offshore wind farms off the Italian coast and the launch of the first project in the Apulia region, off the coast of Brindisi, called Kailia Energia.

## Events after the end of the quarter

On 12 October 2021, Falck Renewables SpA won first place in the Top 100 - 2021 ESG Sustainability Award promoted by Credit Suisse and Kon. The company was included among the 100 finalists for the Award (which consisted of 100 Italian companies that have distinguished themselves in the field of sustainable development by combining innovation and sustainability) and placed first in the final ranking.

On 13 October 2021, Falck Renewables SpA launched the first crowdfunding initiative within the *Coltiviamo energia* ("Let's cultivate energy") program, allowing the citizens of Scicli and Sicily to participate in the construction and development of the Landolina farm in Scicli (in the Sicilian province of Ragusa), and benefit from a safe, profitable, and sustainable investment.

On 18 October 2021, Falck Renewables SpA was included in the MIB<sup>®</sup> ESG index launched by Euronext and Borsa Italiana. This is the first ESG (Environmental, Social and Governance) index dedicated to Italian blue-chip leaders. The index includes large listed Italian issuers that comply with ESG best practices, in keeping with the principles of the United Nations Global Compact.





On 20 October 2021, Falck Renewables SpA announced that Infrastructure Investments Fund ("IIF"), an investment vehicle for which J.P. Morgan Investment Management Inc. is an advisor, had reached an agreement for the purchase of a 60% stake of the capital in Falck Renewables SpA, owned by Falck SpA, at a price per share of  $\in$  8.81, which will be followed by a mandatory cash tender offer.

On 22 October 2021, Falck Renewables SpA added an additional 29.6 MW of new solar capacity with the start of operation of the Westmoreland County Solar Project in the state of Virginia (USA), which had not been counted as of 30 September 2021.

On 26 October 2021, on behalf of the company Odra Energia, Falck Renewables and BlueFloat Energy announced that they were about to file the documents needed to start the permitting process for the construction of an offshore wind farm off the southern coast of the province of Lecce.

On 3 November, Falck Renewables Finland Oy signed an agreement for the purchase of two ready-to-build wind farms in Finland owned by the Danish group European Energy. Once in operation, it is estimated that these projects, both of which are located in the municipality of Karstula, with a total installed capacity of 55 MW, will produce approximately 160 GWh of electricity annually, enough to meet the needs of approximately 19,500 households each year. The value of the transaction is based on an enterprise value of approximately  $\notin$  7.3 million, funded entirely with the company's own resources, and subject to price adjustment based on certain conditions relating to the closing.

## Management outlook

The Group's industrial results for the last quarter of 2021 compared to the same period of the previous year will benefit from the production of the Brattmyrliden Wind Farm in Sweden (74.1 MW); the Desafio Solar SL solar plant in Spain (50 MW); the production in the USA of the wind plant (30 MW, in Iowa) and the four solar plants (total capacity 31.6 MW, three in the state of New York and one in Maryland) of Building Energy, 51% controlled by Falck Renewables North America, which in the previous year had contributed for only one month; and the results of the SAET group.

During 2021, the company decided to accelerate the growth of its pipeline by launching new onshore wind, solar and battery projects, and by adding additional resources to the development, engineering, construction, procurement and energy management business units. The number of floating offshore wind initiatives also increased, with projects having been submitted in both Italy and Scotland at the end of Q3 2021. The company is also actively looking for opportunities in other countries. The accelerated pipeline growth has exceeded the development targets of the business plan published in March 2020, and this trend will continue throughout 2022 and beyond. In March 2021, the company set a gross pipeline target of 4 GW to be reached by 2021, which has already been exceeded with the Q3 2021 results. The gross pipeline has currently reached 4.8 GW excluding offshore wind, and the 15 GW target that the





company planned for 2025 has recently been increased to 20 GW due to the accelerated activities in offshore wind.

In addition to setting these industrial targets, the company has also been evaluating how to best obtain the funding needed for this future growth. The new pipeline targets will most likely result in a greater number of projects to be built and maintained, which, in turn, means that more capital will be required. To this end, a process to find a new industrial partner was initiated, resulting in the signing of the sale and purchase agreement between Falck SpA and Infrastructure Investments Fund ("IIF"), an investment vehicle advised by J.P. Morgan Investment Management Inc.

Upon the closing of the sale, IIF will launch a mandatory cash tender offer for the remaining share capital, with the intention of delisting the company. IIF has announced that it will partner with Falck Renewables SpA to accelerate its growth plan and to reinforce its leadership position in the renewable energy sector.

Closing is subject to obtaining the relevant regulatory and other approvals and is anticipated to be finalised in Q1 2022.

The above outlook does not include the effects and costs for Falck Renewables arising from the change of control, subject to the Closing.

## 2021 Guidance

- Ebitda in the range of € 196-205 million;
  (compared to € 192-202 million in the previous version);
- Net income attributable to the Group in the range of 14-16% of Ebitda; (compared to 16-17% in the previous version);
- Net financial position of approximately € 800 million with +6% tolerance (compared to € 800 million +/-5% in the previous version);
- Installed or under construction capacity expected at the end of the year within the range of 1,430 1,450 MW (compared to 1,400 1,450 MW in the previous version).

The guidance on the net financial position does not include the change in the negative fair value of the commodity risk hedging derivatives in the third quarter of 2021 compared to the first half of 2021 ( $\in$  142 million), the effect of which will be partially absorbed during the fourth quarter, and mainly during the course of 2022, based on the volumes delivered on the derivative contracts, and could increase or decrease depending on any further hedges that will be carried out in 2021 based on the generation volumes to be delivered in 2022 and beyond.



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The guidance references provided do not include any non-ordinary effects, impairments, or costs and charges relating to the change of control, subject to the Closing.

If non-recurring events and/or special items occur, the guidance will be compared with the adjusted annual figures.

The guidance references provided represent the best estimate at present based on the data available to the company. The final numbers may differ from the estimate and will be influenced by actual market conditions in terms of prices, volumes and other elements characteristic of the business for that part of the year.

\* \* \*

Falck Renewables SpA will convene a general shareholders' meeting on 14 December 2021 at 4.30 pm, in order to resolve (i) in an extraordinary general meeting, an amendment to the articles of association that allows Falck Renewables SpA to maintain its current name for a period of one year from the Closing date of the transaction with IIF and (ii) in the ordinary general meeting, an amendment to the Remuneration Policy for 2021 in order to allow for the adoption of an extraordinary incentive plan linked to the promotion of the mandatory cash tender offer following the Closing of the transaction with IIF.

The Manager assigned to prepare the accounting documents, Paolo Rundeddu, declares, pursuant to paragraph 2, article 154 bis, of the Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the document results, books and accounting records.

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In accordance with the law, the Interim Financial Report as of 30 September 2021 is available at the registered offices at no. 16 Corso Venezia, Milan, Italy, in the Investor Relations section of the website <u>www.falckrenewables.com</u>, and from the authorised "eMarket STORAGE" mechanism at <u>www.emarketstorage.com</u>.

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On 10 November 2021 at 6.00 pm CET, a conference call, reserved for analysts, investors and banks, will be held for the presentation of the interim financial report as of 30 September. Connection details are available at <u>www.falckrenewables.com</u>, in the upcoming events section. The supporting material will be made available on the website, in the Investor Relations section, at the start of the conference call.

Falck Renewables S.p.A., listed on Euronext STAR Milan and included in the FTSE Italia Mid Cap Index and in the MIB ESG Index, develops, designs, builds and manages power production plants from

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renewable sources, with an installed capacity of 1,349 MW (1,312 MW according to the IFRS 11 reclassification) in the United Kingdom, Italy, United States, Spain, France, Norway and Sweden, using wind power, solar power, WtE and biomass technologies. The Group is a global player in the renewable energy technical advisory and asset management services business, through its wholly owned subsidiary Vector Renewables, providing asset management services to clients accounting for approximately 3,800 MW of installed capacity and with experience in more than 40 countries. Falck Renewables also provides highly specialized energy management and downstream services to both energy producers and consumers.

Visit <u>www.falckrenewables.com</u> and connect with us on LinkedIn and Twitter (@falckrenewables).

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				(€	thousands)
	3rd quarter 2021	3rd quarter 2020	As of 30.9.2021	As of 30.9.2020	As of 31.12.2020
Revenues	113,969	80,550	348,155	275,839	384,359
Direct costs	(86,381)	(52,815)	(232,136)	(156,135)	(211,476)
Personnel Cost	(13,760)	(11,423)	(39,076)	(34,038)	(46,123)
Other income	2,734	2,197	8,688	11,703	17,473
Administrative expenses	(9,623)	(7,939)	(23,631)	(24,605)	(32,984)
Net margin from trading activities	(3,631)	(59)	(4,119)	37	31
Operating profit/(loss)	3,308	10,511	57,881	72,801	111,280
Financial income/(expenses)	(10,180)	(6,277)	(27,224)	(27,083)	(33,197)
Investment income/(expenses)	52	43	52	12	10
Share of profit from investments accounted for using the equity method	552	(2,407)	(255)	(3,187)	(2,506)
Profit/(loss) before tax	(6,268)	1,870	30,454	42,543	75,587
Income tax expense					(15,762)
Profit/(loss) for the period					59,825
Profit/(loss) attributable to non-controlling interests					14,219
Profit/(loss) attributable to owners of the parent					45,606
EBITDA (*)	27,859	31,152	128,559	137,403	197,240

# Interim Financial Report at 30 September 2021 - Income Statement

(\*) Ebitda = Ebitda is measured by the Falck Renewables Group as profit for the period before investment income and costs, net finance income/costs, amortisation and depreciation, impairment losses, charges to risk provisions and tax.





# Interim Financial Report at 30 September 2021 – Total Net Financial Position\*

				(€	thousands)
	30.9.2021	30.6.2021	31.12.2020	Chai	nges
	(1)	(2)	(3)	(4)=(1)-(2)	(5)=(1)-(3)
Current financial liabilities	(281,134)	(159,782)	(109,943)	(121,352)	(171,191)
Current financial liabilities for operating leases	(5,782)	(6,141)	(5 <i>,</i> 085)	359	(697)
Current financial assets	5,912	10,830	6,012	(4,918)	(100)
Cash and cash equivalents	199,495	196,144	239,230	3,351	(39,735)
Current net financial position	(81,509)	41,051	130,214	(122,560)	(211,723)
Non-current financial liabilities	(603,566)	(573,138)	(581,640)	(30,428)	(21,926)
Non-current financial liabilities for operating leases	(92,601)	(92,963)	(85,571)	362	(7,030)
Convertible bond (Green Bond)	(179,961)	(178,762)	(176,429)	(1,199)	(3,532)
Non-current financial assets	13,726	13,231	7,897	495	5,829
Non-current net financial position	(862,402)	(831,632)	(835,743)	(30,770)	(26,659)
Total net financial position	(943,911)	(790,581)	(705,529)	(153,330)	(238,382)

(\*) Total financial indebtedness, as defined by the European Security and Markets Authority (ESMA) in its guidelines published on 4 March 2021, amounted to  $\in$  961.3 million and differs from total net financial position (equal to  $\in$  943.9 million) due to the inclusion of certain items such as "other non-current liabilities" and the exclusion of the fair value of non-current financial instruments (derivative assets) and "hedging" instruments as well as "non-current financial receivables".