



# FY 2015 Results

16 March 2016



**GREENTECH ENERGY SYSTEMS**

# Agenda

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- 1 Greentech at a glance
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- 3 2016 Outlook
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# Greentech at a glance

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Vision



A leading **GREEN PLAYER**  
generating and distributing **RENEWABLE ENERGY**  
preserving  
the **ENVIRONMENT** and  
contributing to  
a **WORLD SUSTAINABLE GROWTH**



# Greentech at a glance

## Geographical presence

The Greentech portfolio is located throughout Italy, Spain, Denmark, Poland and Germany

These markets differ in the respective maturities of their renewable energy industries, providing Greentech with a properly balanced geographical presence and attractive business mix

### 306 MW

Gross installed capacity



#### WIND

Installed capacity: 263 MW (213 MW net) operating

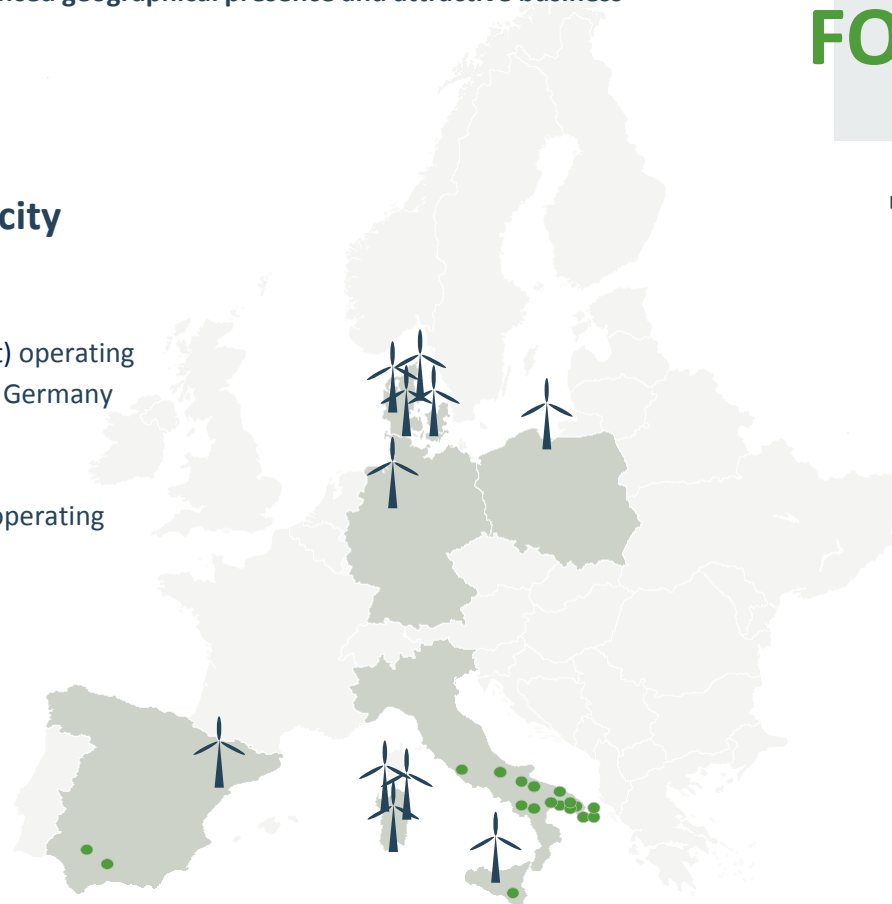
Countries: Denmark, Italy, Spain, Poland, Germany

- **SOLAR**

Installed capacity: 43 MW (38 MW net) operating

Countries: Italy, Spain

### 5 Countries



## FOCUS ON:

- Two technologies



- Operating assets

# Group History and Strategy



## GREENTECH

## GWM RE

<ul style="list-style-type: none"> <li>✓ Founded in the 1920s</li> <li>✓ 1998 - Started to invest in RES (wind)</li> <li>✓ 2005 - Joint-venture with the PGE Group on wind projects in Poland</li> <li>✓ 2009 - Strategic partnership with EDF Energies Nouvelles</li> </ul>	<ul style="list-style-type: none"> <li>✓ 2009 - Founded as an investment company active in RES (solar, environment) with the multinational pharmaceutical company Rottapharm Madaus (now Fidim S.r.l.) as its major shareholder</li> <li>✓ 2010 - Became a major shareholder in Greentech</li> <li>✓ 2011 - Pirelli Group and Intesa Group entered in GWM RE as shareholders</li> </ul>
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- ✓ Greentech aims to deliver a long-term stable stream of dividends to its shareholders

The 3 cornerstones are:

- ✓ Continuous improvement in profitability through cost control and discipline in managing the assets
- ✓ Portfolio rotation with accretive assets as to reach a balanced footprint and minimize the regulatory risk
- ✓ Corporate M&A as to deliver quick synergies

## THE MERGER

2011 - Greentech and GWM RE were combined creating the "New Greentech"



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## FY 2015 Results

### Highlights

<b>Profit</b>	for the period of	<b>+ 1.3 MEUR</b>	Vs. -24.4 MEUR in FY 2014 (including MEUR -12.8 for impairment of assets)
<b>- 6%</b>	Net production	<b>354 GWh</b>	Vs. 375 GWh in FY 2014
<b>- 8%</b>	Revenue <sup>(1)</sup>	<b>59.2 MEUR</b>	Vs. 64.4 MEUR in FY 2014
<b>- 11%</b>	EBITDA <sup>(1)</sup>	<b>37.8 MEUR</b>	Vs. 42.3 MEUR in FY 2014
<b>64%</b>	EBITDA margin <sup>(1)</sup>	<b>65%</b>	in FY 2014
<b>Total cash flow</b> from continuing operations		<b>1.3 MEUR</b>	Vs. -1.0 MEUR in FY 2014

<sup>(1)</sup> Including Associates



# FY 2015 Results

## Key financials

INCOME STATEMENT		
MEUR	FY 2015	FY 2014
Revenue	47.3	50.8
EBITDA*	29.3	32.2
margin %	62%	63%
P/L from continuing operations	4.3	(19.7)
P/L from discontinued operations	(2.9)	(4.7)
Profit/Loss for the period	1.3	(24.4)

*\*Adjusted for income from Associates and Special Items*

BALANCE SHEET		
MEUR	FY 2015	FY 2014
Equity	191.8	189.4
NFP*	(121.4)	(135.1)

*\* NFP Excluding fair value of financial instruments for -19.2 MEUR (-23.3 MEUR for FY 2014)*

**REVENUE 2015 -7% vs. 2014**

**EBITDA MARGIN 2015 62%**

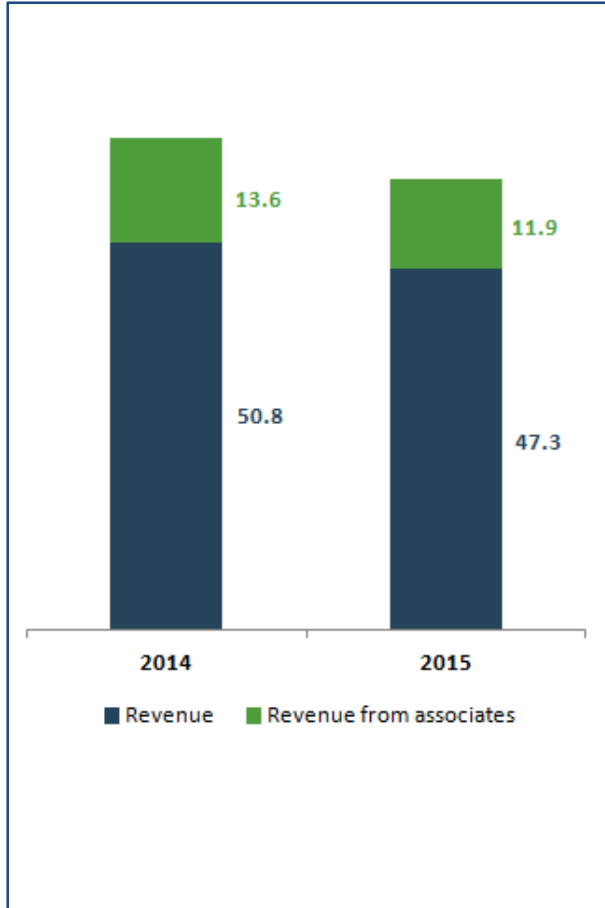
According to IFRS 5, the **Environment Business** is reclassified as **discontinued operations**

**PROFIT** from continuing operations of **4.3 MEUR**  
of which **3.7 MEUR** of reversal of impairment of assets  
and DTA write down

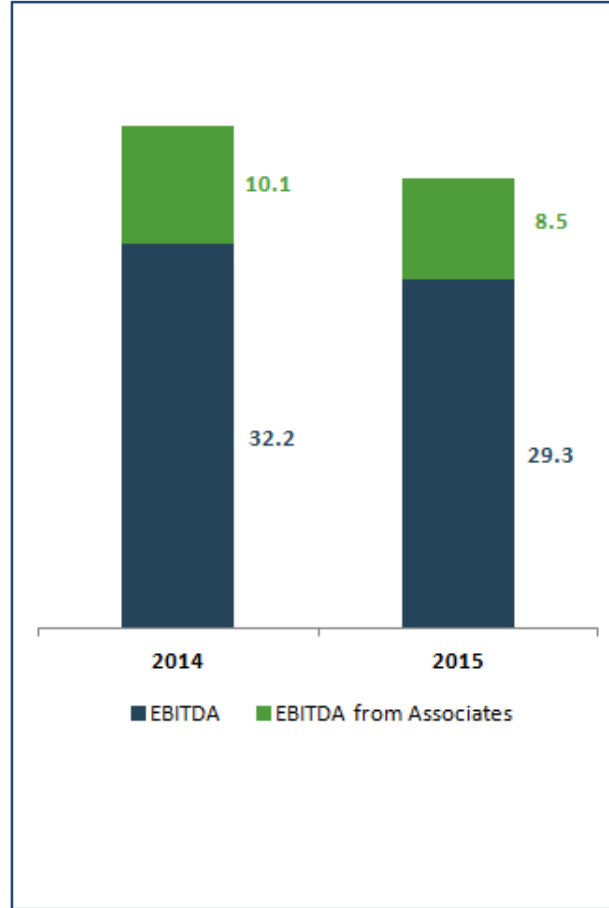
# FY 2015 Results

## Key financials

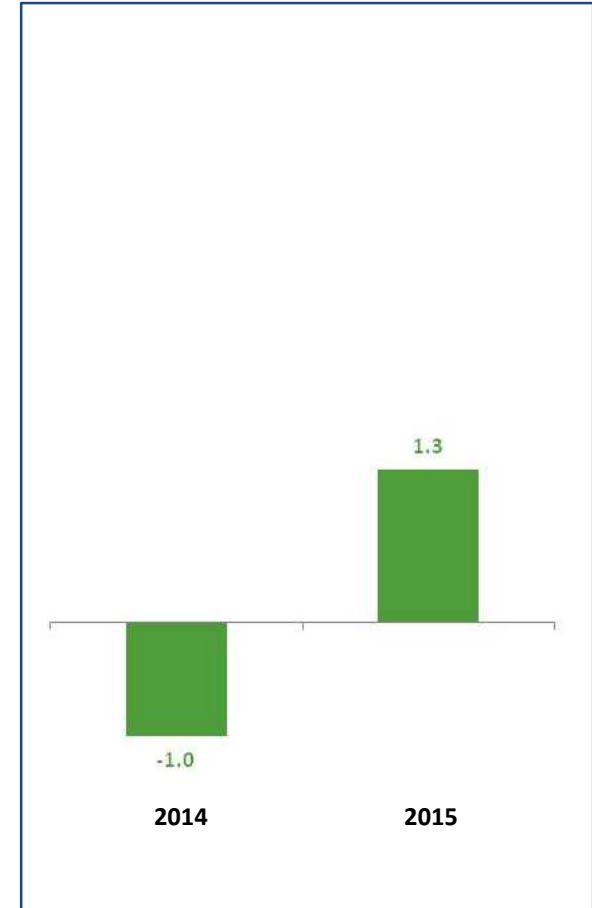
REVENUE, MEUR



EBITDA, MEUR



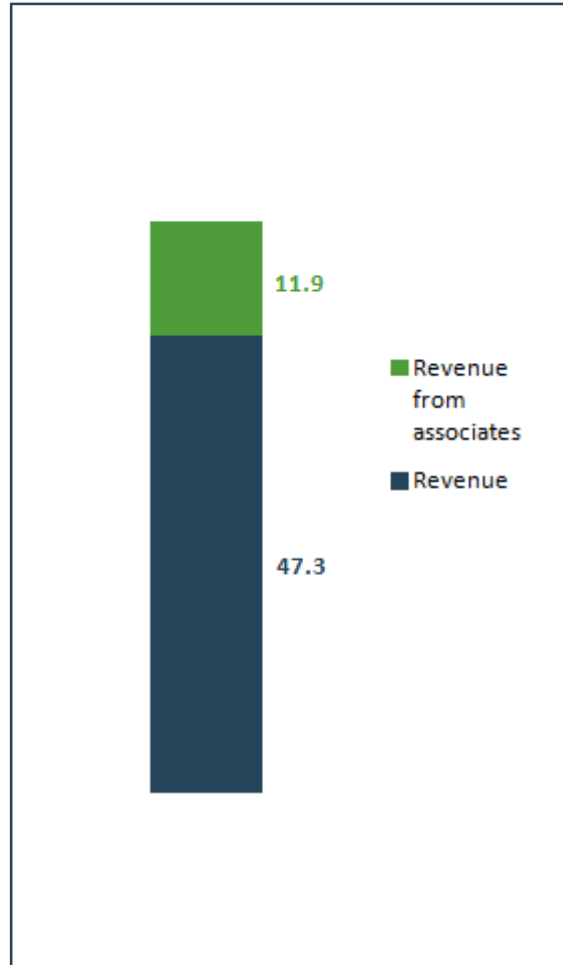
CASH FLOW from continuing operations, MEUR



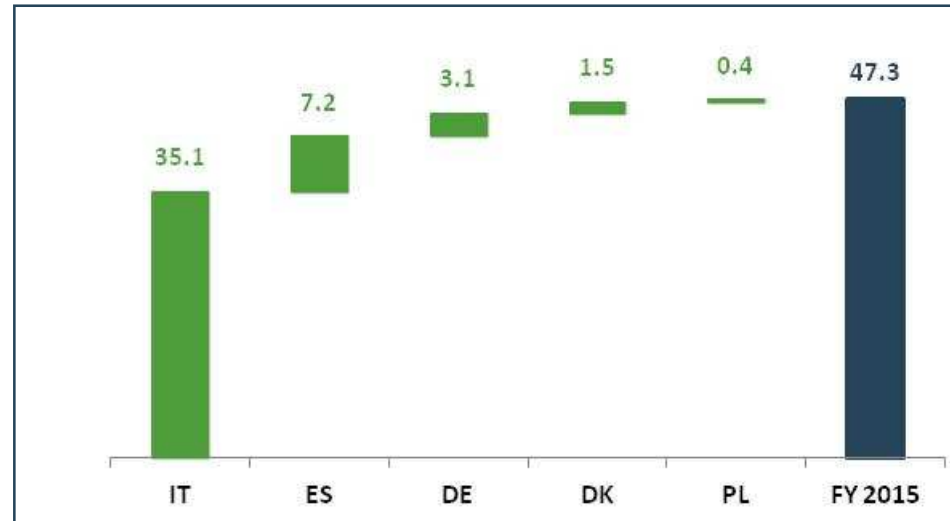
# FY 2015 Results

## Revenue breakdown

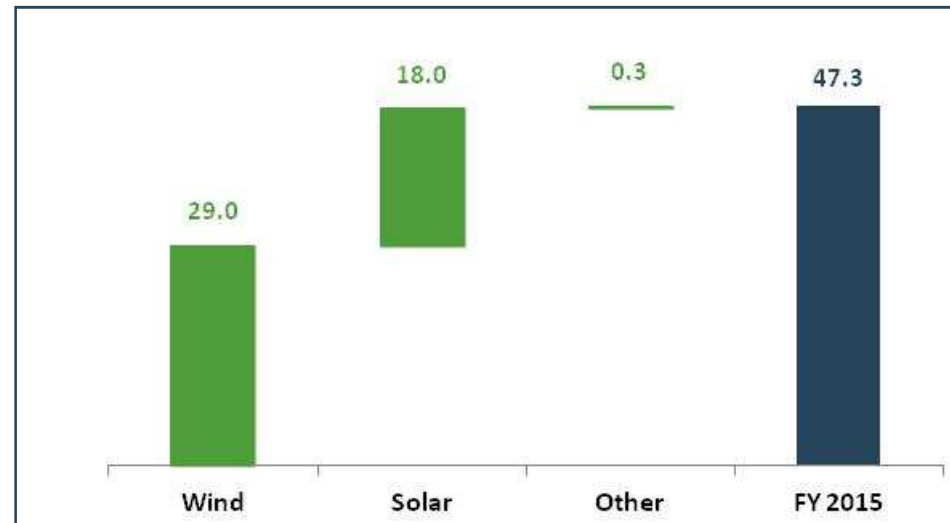
REVENUE, MEUR



REVENUE BREAKDOWN BY COUNTRY



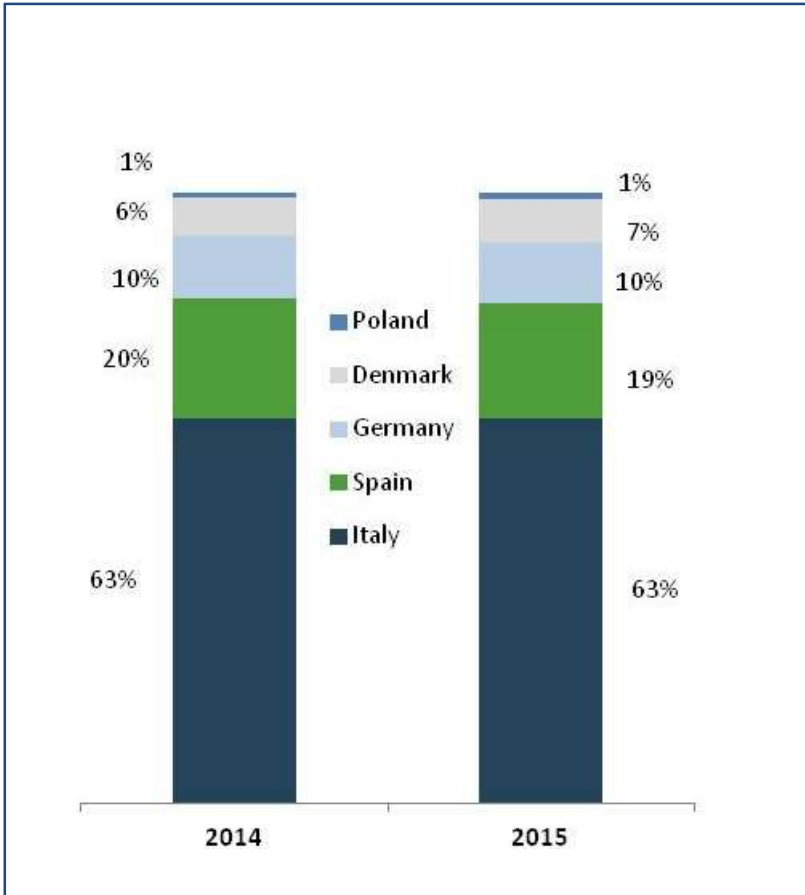
REVENUE BREAKDOWN BY TECHNOLOGY



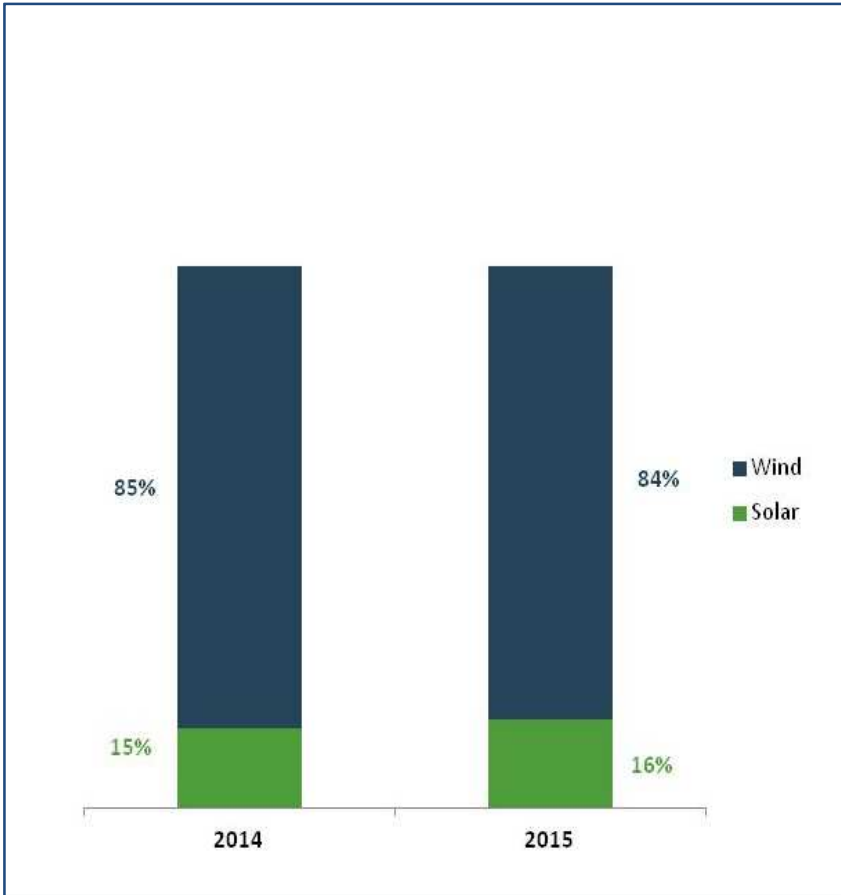
# FY 2015 Results

## Net production breakdown

PRODUCTION BREAKDOWN BY COUNTRY



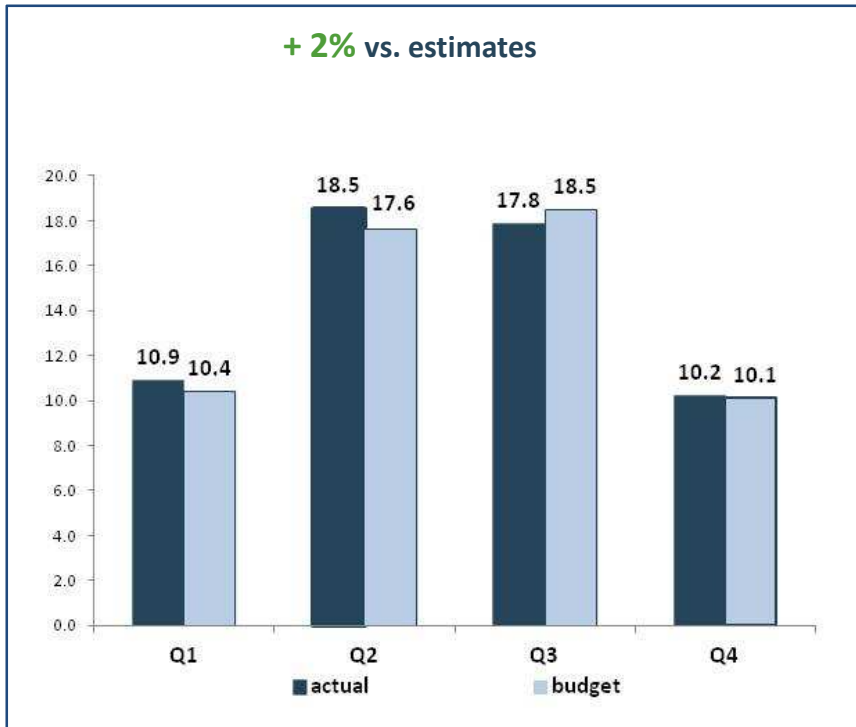
PRODUCTION BREAKDOWN BY TECHNOLOGY



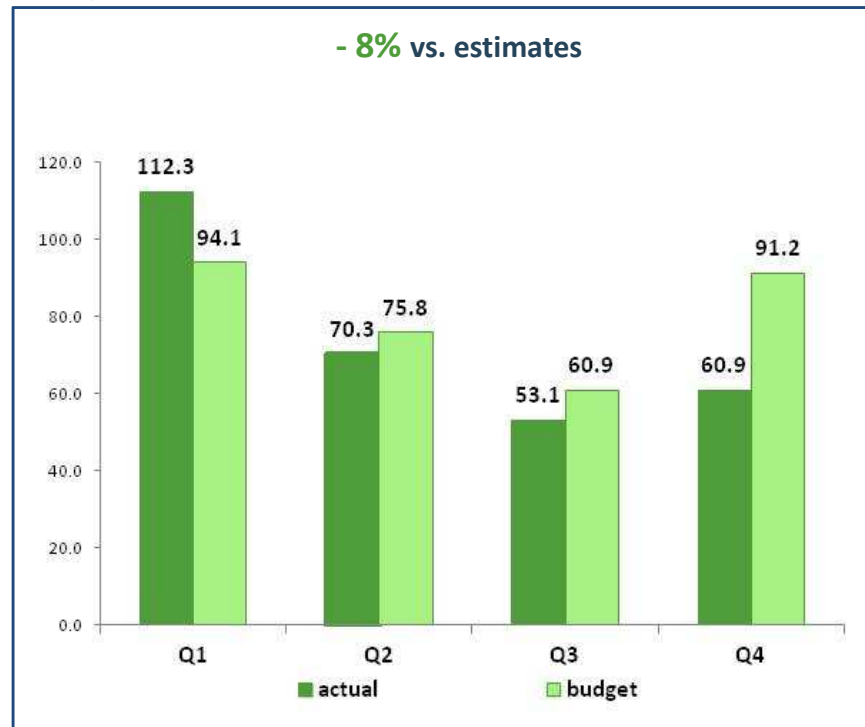
# FY 2015 Results

## Net production vs. estimates

### SOLAR, GWh



### WIND, GWh\*



- Solar production **57.5 GWh**, +1% vs. 2014
- Solar revenue **EUR 21.3M**
- Average energy revenues **370 €/MWh**

- Wind production **296.7 GWh**, -3% vs. 2014
- Wind revenue **EUR 30.1M**
- Average energy revenues **127 €/MWh**

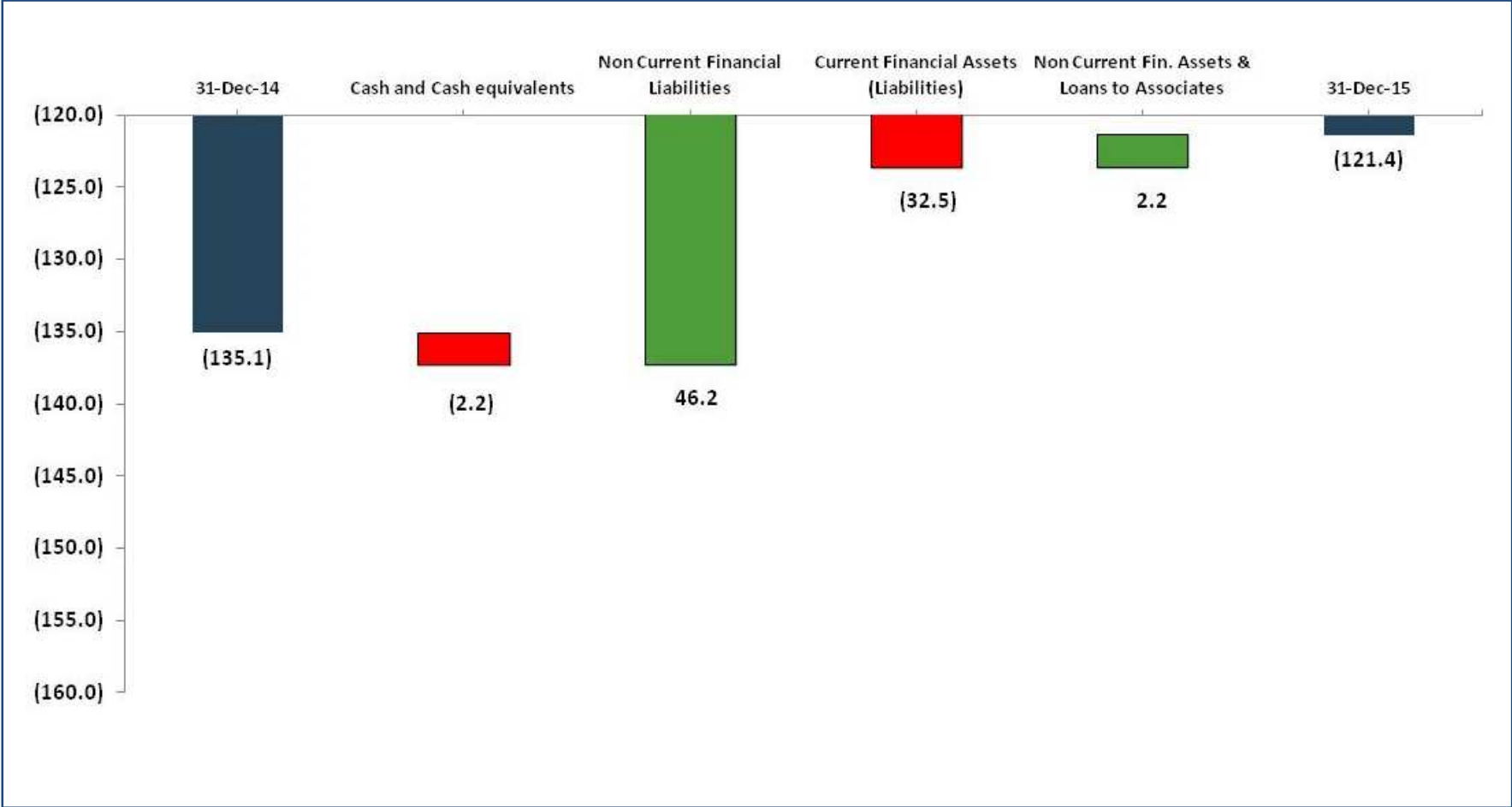
*\* Excluding Wormlage and Tiefenthal wind plants*



# FY 2015 Results

## Net Financial Position

### NET FINANCIAL POSITION\*, MEUR



\* NFP Excluding fair value of financial instruments for -19.2 MEUR (-23.3 MEUR for FY 2014)

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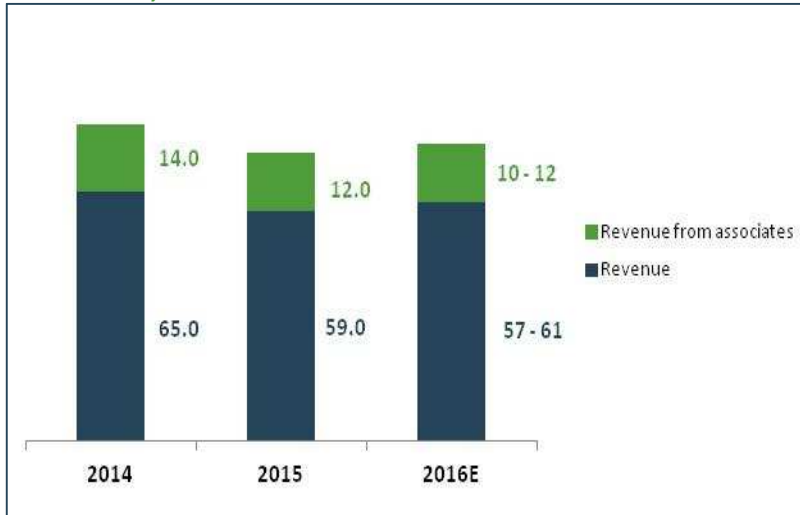
**3 2016 Outlook**

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# 2016 Outlook

## Key Financials

### REVENUES, MEUR



### EBITDA, MEUR



\* Adjusted for income from Associates, excluding Special Items and discontinued operations

### NFP<sup>(1)</sup>, MEUR



<sup>(1)</sup> Excluding fair value of financial instruments



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# Greentech at a glance

## Investment Summary

### BALANCED GEOGRAPHICAL, TECHNOLOGICAL AND BUSINESS MIX

- Balanced mix of mature Countries (Italy, Spain, Denmark, Germany and Poland)
- 306 MW of gross installed capacity diversified by technology

### VALUE CREATION POTENTIAL

- Value creation from
  - Operational improvement
  - Portfolio rotation with accretive assets
  - Consolidation of complementary companies

### STRONG FINANCIAL PROFILE

- Strong cash and liquidity position, ensuring a competitive advantage in securing third party financing for growth opportunities
- Long-dated relationships with major banking and financial groups

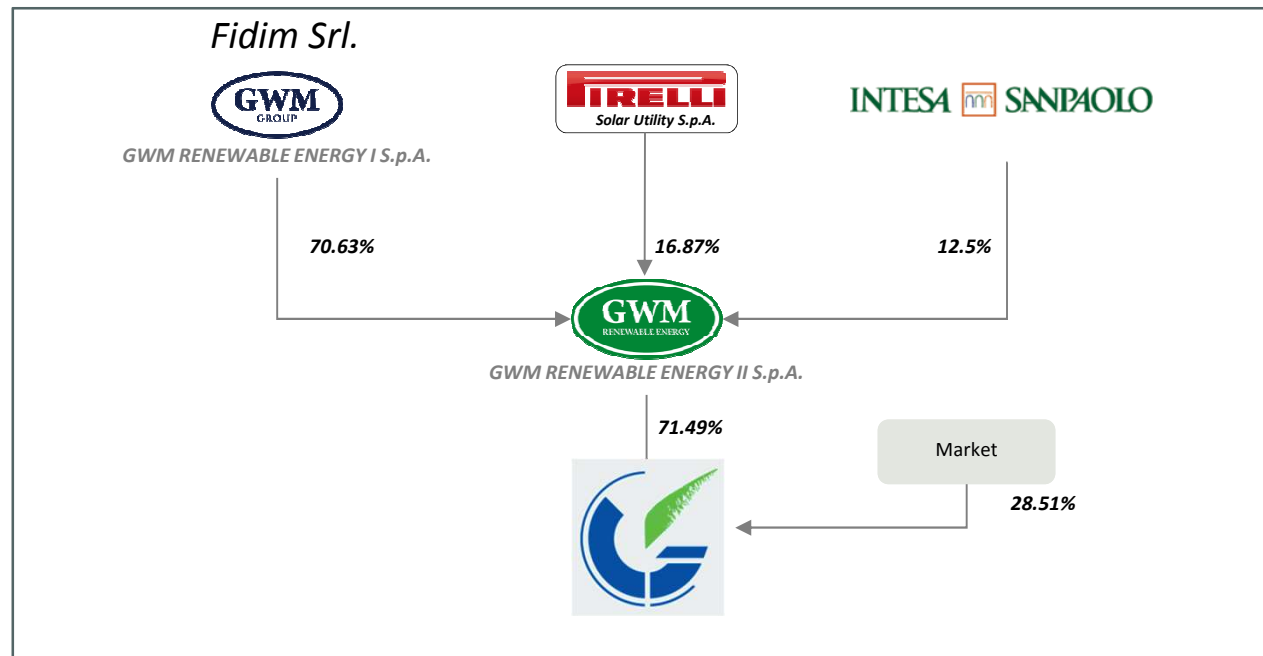
### STRONG CORE SHAREHOLDER BASE

- Fidim Srl
- Intesa Sanpaolo S.p.A.
- Pirelli Group
- GWM Group
- Company aiming at expanding free float and liquidity in share trading in the medium term

### MANAGEMENT TEAM WITH PROVEN TRACK RECORD

- Well known and highly respected management team with solid reputation
- Experienced professionals with multi-year track record in the industry

# Shareholders



Greentech has strong institutional investors, major international groups with strong financial track records, such as:

- **Fidim Srl.**, an investment company, through GWM Renewable Energy I
- **Pirelli Group**, the world leading tire group
- **Intesa Sanpaolo S.p.A.** banking group, the largest bank in Italy and No. 5 in Europe
- **GWM Group**, a financial group focusing on alternative investments

# Regulatory framework update – Italy

## Ministerial Decree 6/2/2006

According to a Ministerial Decree of **6 February 2006**, which was first challenged before the Administrative Court and then confirmed by the High Administrative Court, the owners of early generation Conto Energia I pv plants have to i) readjust the Feed-in-Tariffs to its original amount, prior to any adjustment for inflation, and ii) reimburse all excess payments made.

**GREENTECH CASE:** The impact of the **MD 6/2/2006** on GES, which affects Vaglio 1 PV plant, is EUR -494k in 2015.

## Robin Hood tax

On **10 February 2015**, the Italian Constitutional Court have declared the so-called “Robin Hood tax” unconstitutional. This tax, which is a 6.5% corporate income tax (IRES) surcharge, applied only to oil and energy sectors. The judges have decided that the declaration of unconstitutionality will only be limited to the future; therefore, there will be no refunds of the Robin Hood tax paid in the past.

**GREENTECH CASE:** the Company has already incorporated the effect of this reduction in the taxation forecast included in the Annual Report 2015.

## Arbitration

In 2015 the Company has started an arbitration procedure under the Energy Charter Treaty against the Republic of Italy in order to claim damages generated by the changes in the renewable energy framework.

## Regulatory framework update – Spain

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### Arbitration

In 2015 the Company has started an arbitration procedure under the Energy Charter Treaty against the Kingdom of Spain in order to claim damages generated by the changes in the renewable energy framework.

## Regulatory framework update – Poland

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### New RES Act

On **11 March 2015**, the “New RES Act” was signed into law by the President of Poland. Poland will maintain the green certificate system for the existing renewable energy installations but the period of subsidizing will be restricted to 15 years. Starting from 1 January 2016, a new auction system will replace the Green Certificate System. The fixed price awarded in the auction will be granted for 15 years, regardless of market price. Renewable power producers that are already in operation will be allowed to keep their current subsidies until the end of their incentive period of 15 years, or they can choose to join the auction system.

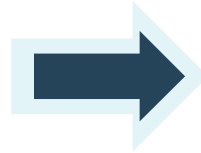
**GREENTECH CASE:** The new support scheme should not affect GES wind farm already in operation (Polczyno).

# Greentech at a glance

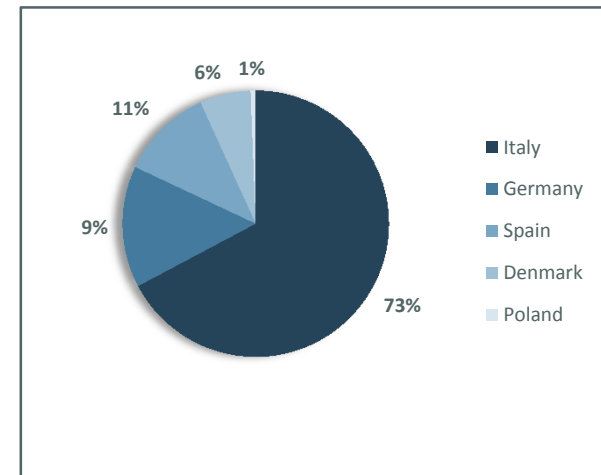
## Wind and solar PV existing portfolio

### WIND PROJECTS

TYPE	PLANT	COUNTRY	MW	MW NET	GRID CONNECTION
Wind	Milbak	DK	3.75	3.75	Aug-01
Wind	Oppelstrup	DK	7.50	7.50	Aug-01
Wind	Hannesborg	DK	1.60	1.60	Feb-01
Wind	Frørup	DK	2.60	2.60	Dec-00
Wind	Gehlenberg	DE	23.40	23.40	Dec-01
Wind	Energia Verde	IT	21.00	21.00	Jul-07
Wind	Monte Grighine	IT	98.90	49.45	Jul-10
Wind	Minerva Messina	IT	48.30	48.30	Jul-10
Wind	Cagliari II	IT	24.00	24.00	Aug-12
Wind	Polczyno	PO	1.60	1.60	Aug-06
Wind	Conesa	ES	30.00	30.00	Sep-09
<b>TOTAL</b>			<b>262.65</b>	<b>213.20</b>	

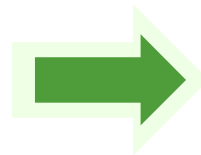


### TOTAL INSTALLED GROSS CAPACITY BREAKDOWN

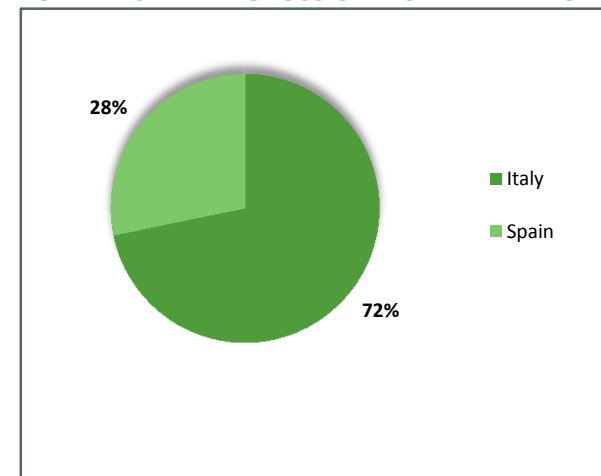


### SOLAR PV PROJECTS


TYPE	PLANT	COUNTRY	MW	MW NET	GRID CONNECTION
PV	Montestosto	IT	8.74	8.74	Mar-11
PV	Nardò Caputo	IT	9.77	9.77	Apr-11
PV	Vaglio 1	IT	1.02	1.02	Dec-08
PV	Vaglio 2	IT	1.96	1.96	Dec-09
PV	Ugento 1	IT	0.98	0.98	Dec-09
PV	Torremaggiore	IT	0.99	0.99	Dec-09
PV	Nardo Nanni	IT	0.94	0.94	Dec-09
PV	Alessano Bortone	IT	0.98	0.98	Dec-09
PV	Ferrante	IT	0.99	0.99	Apr-11
PV	De Marinis	IT	0.99	0.99	Mar-11
PV	Mercurio	IT	0.91	0.91	Apr-11
PV	Ugento 2	IT	0.98	0.98	Apr-11
PV	Montemesola 1 + 2	IT	1.00	1.00	Jun-12
PV	Alessano Strutture	IT	0.70	0.70	Apr-11
PV	Fotocampillos	ES	2.10	2.10	May-08
PV	Cordoba	ES	9.80	4.90	Sep-08
<b>TOTAL</b>			<b>42.85</b>	<b>37.95</b>	



### TOTAL INSTALLED GROSS CAPACITY BREAKDOWN



# Wind operating plants



**Monte Grighine**  
Italy  
**Power:** 98.9 MW  
**Type of turbine:** Nordex  
**Start of operation:** July 2010  
**Ownership:** 50%



**Minerva Messina**  
Italy  
**Power:** 48.3 MW  
**Type of turbine:** Nordex  
**Start of operation:** July 2010  
**Ownership:** 100%



**Oppelstrup**  
Denmark  
**Power:** 7.5 MW  
**Type of turbine:** NEG. Micon  
**Start of operation:** August 2001  
**Ownership:** 100%



**Conesa**  
Spain  
**Power:** 30.0 MW  
**Type of turbine:** Gamesa  
**Start of operation:** September 2009  
**Ownership:** 100%



# Solar PV operating plants



**La Carlota**  
Cordoba, Spain  
**Power:** 9.8 MW  
**Installation type:**  
Fixed-tilt  
**Start of operation:**  
September 2008  
**Ownership:** 50.03%



**Fotocampillos**  
Malaga, Spain  
**Power:** 2.1 MW  
**Installation type:**  
Fixed-tilt  
**Start of operation:**  
May 2008  
**Ownership:** 100%



**Montetosto**  
Lazio, Italy  
**Power:** 8.7 MW  
**Installation type:**  
Fixed-tilt  
**Start of operation:**  
March 2011  
**Ownership:** 100%



**Nardò Caputo**  
Apulia, Italy  
**Power:** 9.8 MW  
**Installation type:**  
Fixed-tilt  
**Start of operation:**  
April 2011  
**Ownership:** 100%

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