



# Electrawinds SE – Presentation FY 2012 results

April 23, 2013



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# Key Events 2012:

## Another busy year laying foundations for the future



	1H 2012	2H 2012
<b>Corporate</b>	<ul style="list-style-type: none"> <li>&gt; Announcement business combination with ECT</li> <li>&gt; Acquisition Goes on Green (biodieselpant in the Netherlands)</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Completion Business Combination with ECT</li> </ul>
<b>Development</b>	<ul style="list-style-type: none"> <li>&gt; Financial close &amp; commissioning:               <ul style="list-style-type: none"> <li>• IT-SOL: Dierre Legno (0.9 MWp) &amp; Manuli (0.9 MWp)</li> <li>• BE-SOL: several rooftop projects (1.1 MWp)</li> </ul> </li> <li>&gt; Financial close:               <ul style="list-style-type: none"> <li>• IE-WND: Ballycadden (24.2 MW)</li> <li>• BE-WND: Menen (4.6 MW)</li> </ul> </li> <li>&gt; Offshore: concession Seastar (12.5% EWI) granted</li> </ul>	<ul style="list-style-type: none"> <li>&gt; Financial close of BE-WND: Perwez II (4.0 MW)</li> </ul>
<b>Construction &amp; operations</b>	<ul style="list-style-type: none"> <li>&gt; Completion construction of Shabla North (BG-WND; 2.4MW)</li> </ul>	<ul style="list-style-type: none"> <li>&gt; First production of second generation biodiesel in GreenFuel after recommissioning of the acquired biodiesel plant</li> <li>&gt; Completion construction of:               <ul style="list-style-type: none"> <li>• RS-BIO: Energo Zelena (rendering Serbia)</li> <li>• BE-WND: Menen (4.6MW) &amp; Perwez II (4.0MW)</li> <li>• IE-WND: Ballycadden phase 1 (15.0MW)</li> </ul> </li> </ul>

# Financial & operational snapshot

## Diversity is paying off: Continued growth in Wind & Solar; transition year in Biomass

### Financial Summary

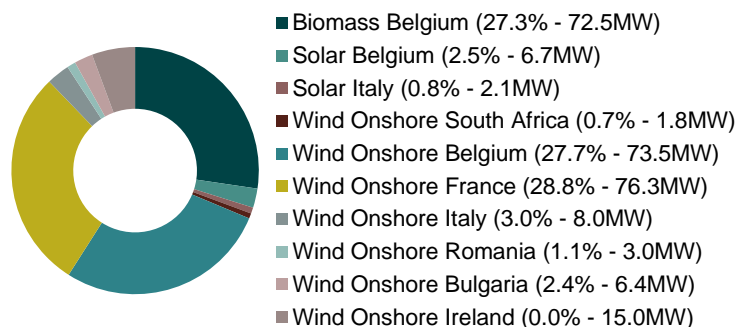
	<u>FY 2011</u>	<u>FY 2012</u>
<b>Operating revenues</b>	€116.5m	€112.8m
<b>EBITDA</b>	€31.1m	€28.1m
<b>Operating EBITDA <sup>(a)</sup></b>	€42.3m	€41.0m
<b>Net Debt</b>	€321.4m	€361.3m
<b>Total equity</b>	€64.4m	€85.5m

### Operational Summary

	<u>FY 2011</u>	<u>FY 2012</u>
<b>Installed capacity in Gross MW<sup>(b)</sup></b>	<b>251.4</b>	<b>265.3</b>
Wind Onshore	173.0	184.0
Biomass	72.5	72.5
Solar	5.9	8.8
<b>Electricity production PCI<sup>(c)</sup></b>	<b>660 GWh</b>	<b>588 GWh</b>
Wind Onshore	255 GWh	298GWh
Biomass	401 GWh	283 GWh
Solar	4 GWh	7 GWh
<b>Employees</b>	<b>230</b>	<b>244</b>
Operations	98	135
Development & support	132	109

### Gross installed capacity by technology FY 2012

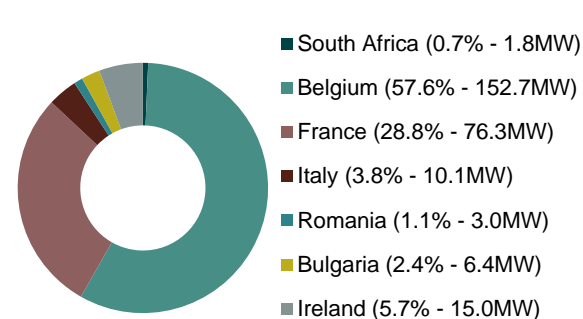
Installed | Total : 265.3 Gross MW



**Total: Biomass: 72.5 MW | Wind: 184.0 MW | Solar: 8.8 MW**

### Gross installed capacity by geography FY 2012

Installed | Total : 265.3 Gross MW

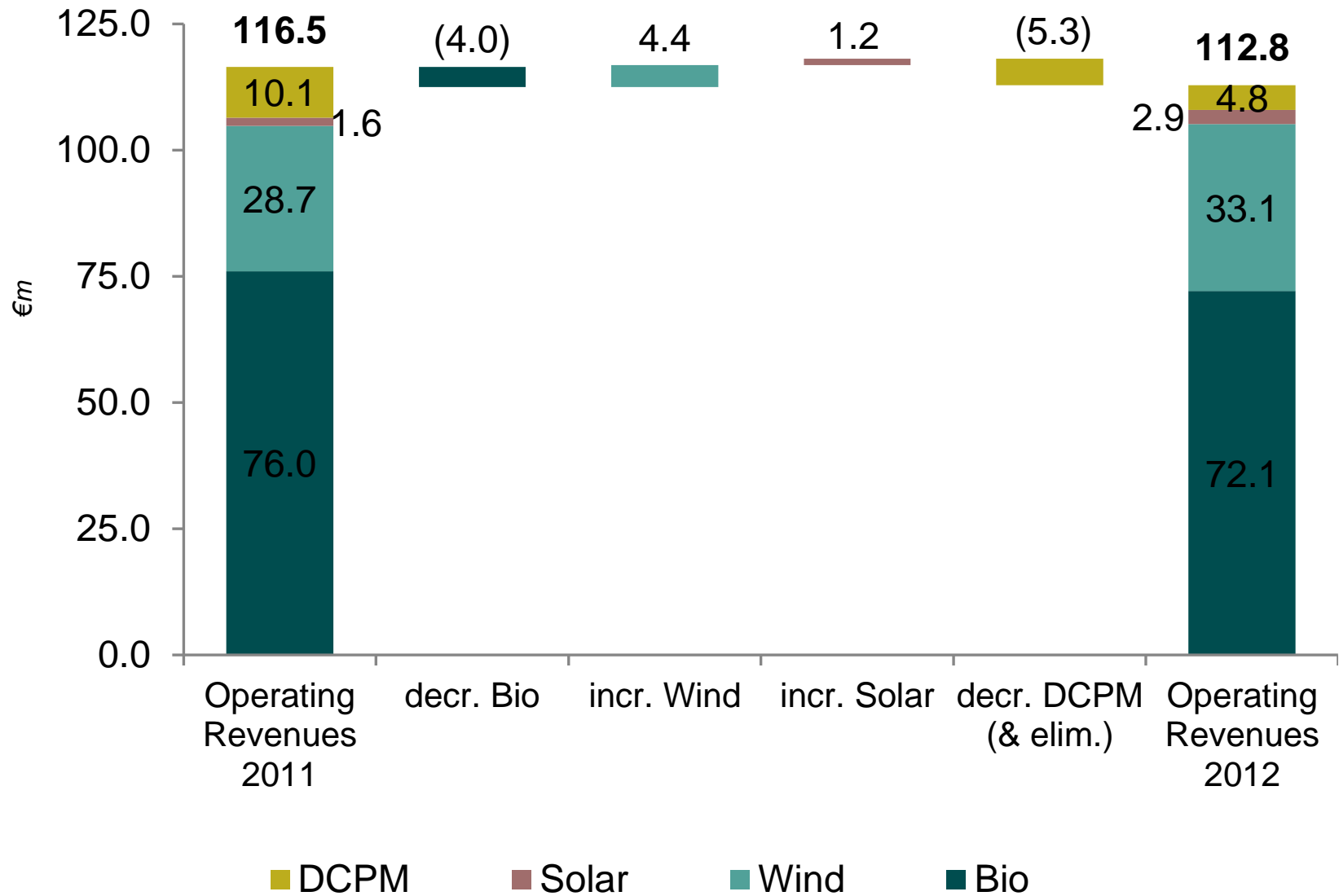


(a) Operating EBITDA is the EBITDA realized the segments Wind, Bio and Solar and excludes the EBITDA of DCPM (incl eliminations)

(b) Gross MW or Gross Installed Capacity is a measurement of the total power generating capacity of one or more of the Electrawinds Group's renewable energy projects, without regard to the Electrawinds Group's ownership share therein or whether the project is consolidated for financial purposes by Electrawinds SE, and represents the maximum amount of electricity capable of being generated by the project(s) in one hour.

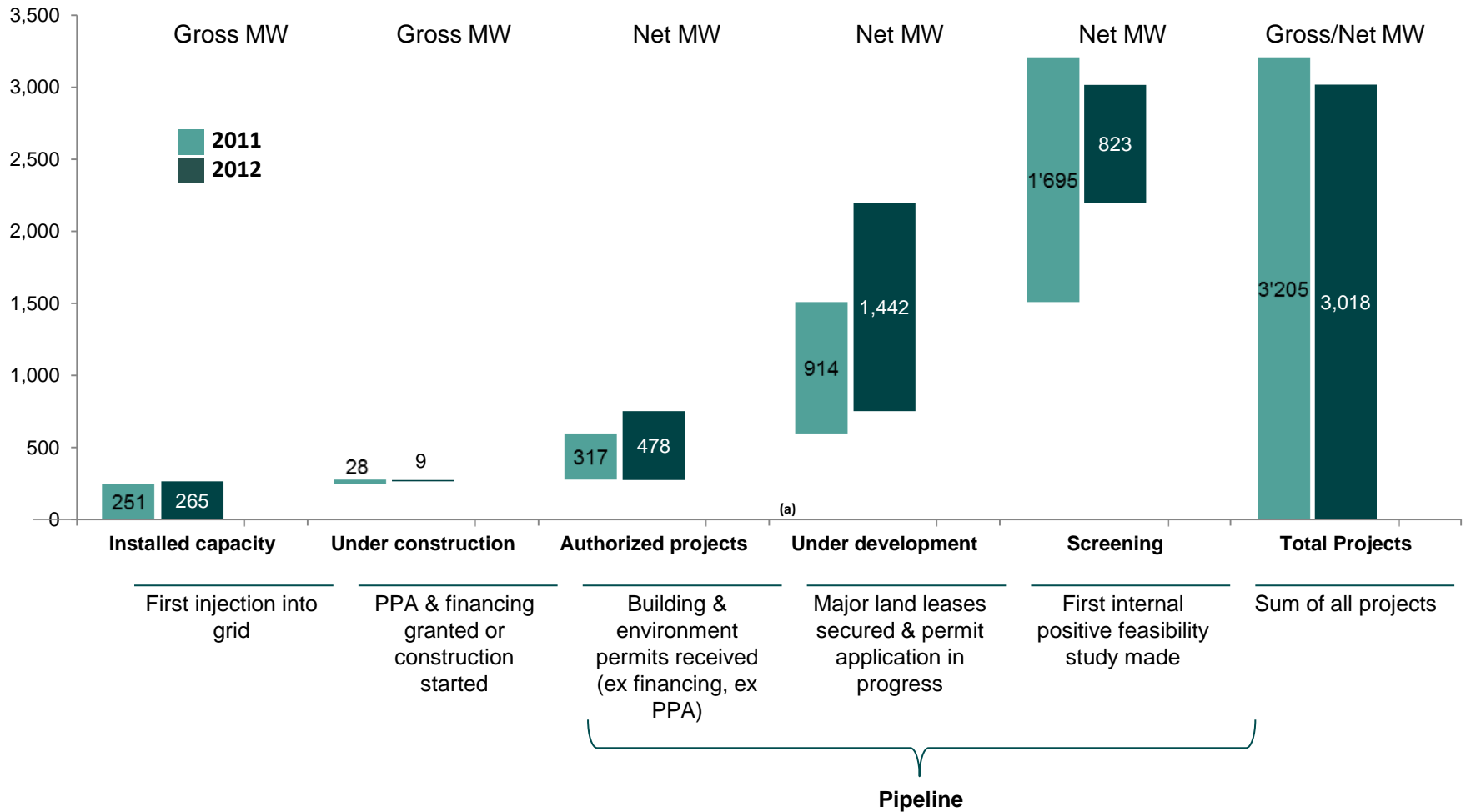
(c) PCI stands for Per Consolidated Interest or the electricity generation realized by fully consolidated entities

# Total Operating Revenues – From 2011 to 2012



# Quality of pipeline has significantly improved

Project portfolio by stage of development as of FY 2012 compared to FY 2011

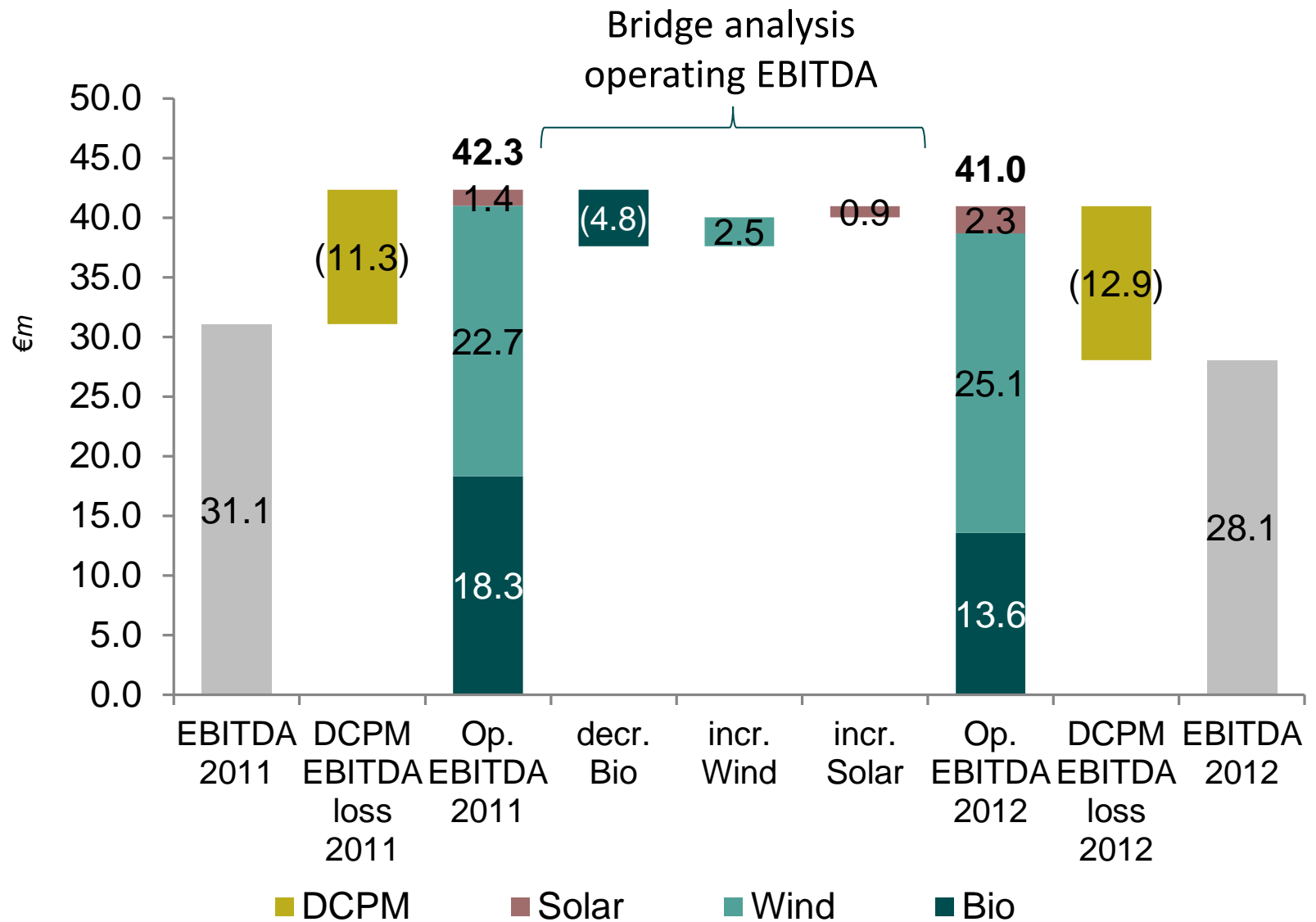


Significant investments in the pipeline (by DCPM) lead to pipeline progression

(a) For offshore wind, projects are authorised when domain concessions are obtained

# EBITDA – From 2011 to 2012

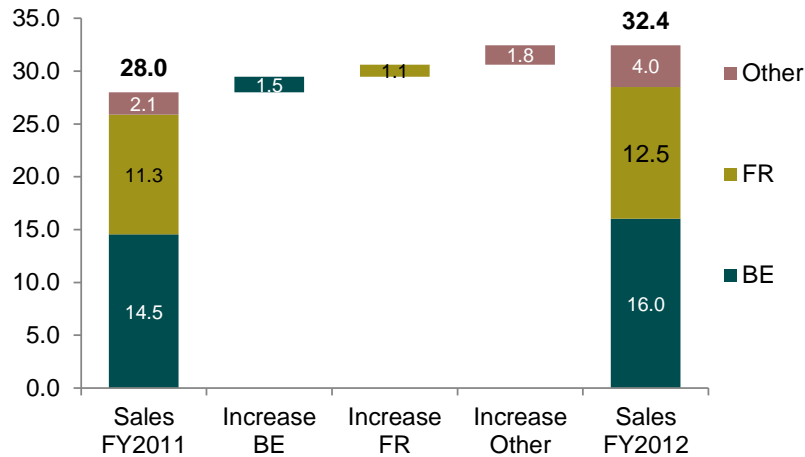
*Growth in Wind & Solar, Biomass impacted by implementation vertical integration strategy*



# Wind Segment – Sales Evolution

## Continued growth

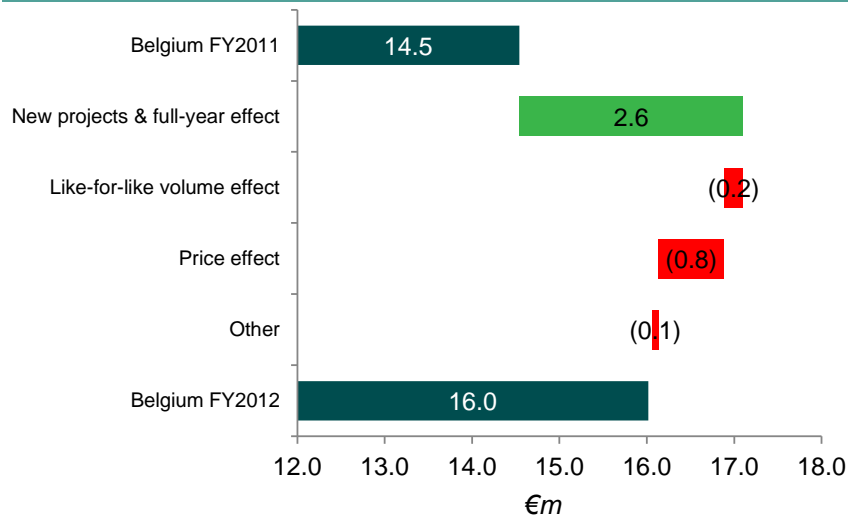
### Sales Evolution: Increase of €4.5m



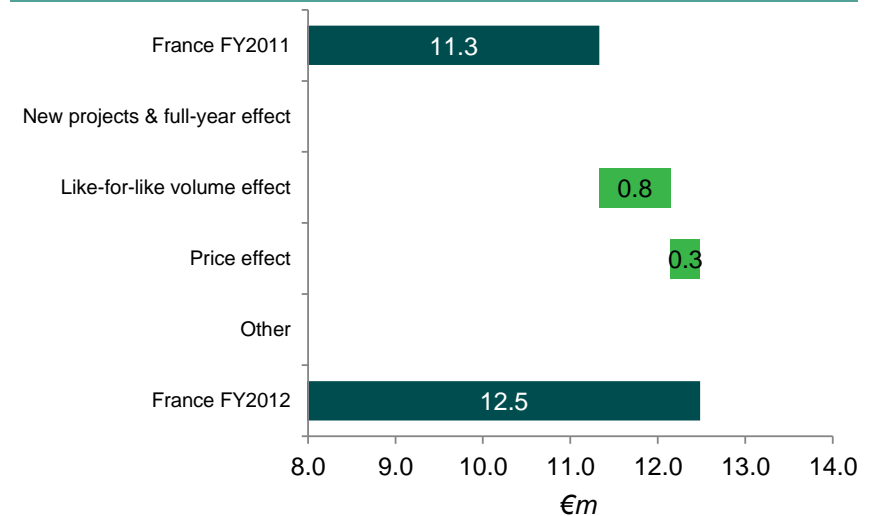
### Comments

- Belgium: Sales increase of €2.6m mainly explained by the start-up of Berlare, but also by the FY effect of Maldegem and first contributions Menen & Perwez II (start-up in Dec-12). Sales increase offset due to lower wind speeds in 2012 (11% below long-term trend<sup>(a)</sup>), lower grey electricity pricing and lower certificate pricing (decreasing penalty level in Flanders)
- France: Sales increase thanks to the yearly inflation on the Feed-In-Tariff and higher wind speeds in FY2012 and the lower losses.
- Other countries: Sales increase of €1.8m thanks to the start-up of Shabla (BG) & Ballycadden (IE); higher invoicing for Coega I (SA) and higher wind speeds in Pontedera (IT)

### Sales Evolution Belgium: Increase of €1.5m



### Sales Evolution France: Increase of €1.1m



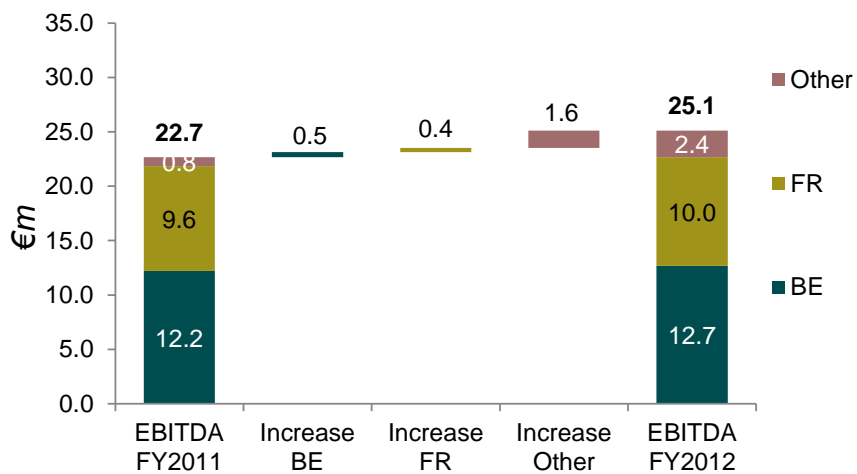
(a) According to Windex data published by Centraal Bureau voor de Statistiek (Netherlands), wind production during 2012 was 11% below the average production observed between 1996 and 2005)



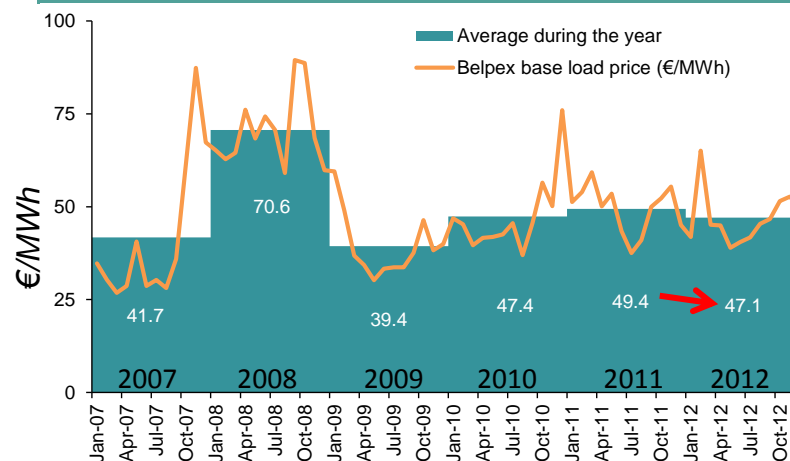
# Wind Segment – EBITDA Evolution

## Progression continues

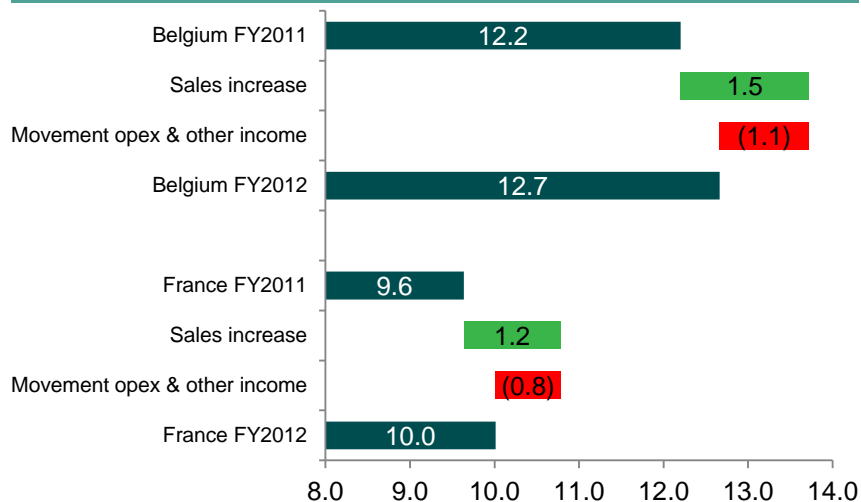
### EBITDA Evolution Wind: Increase of €2.5m



### Belgium: lower e-prices in FY2012 vs FY2011



### EBITDA Evolution Belgium & France



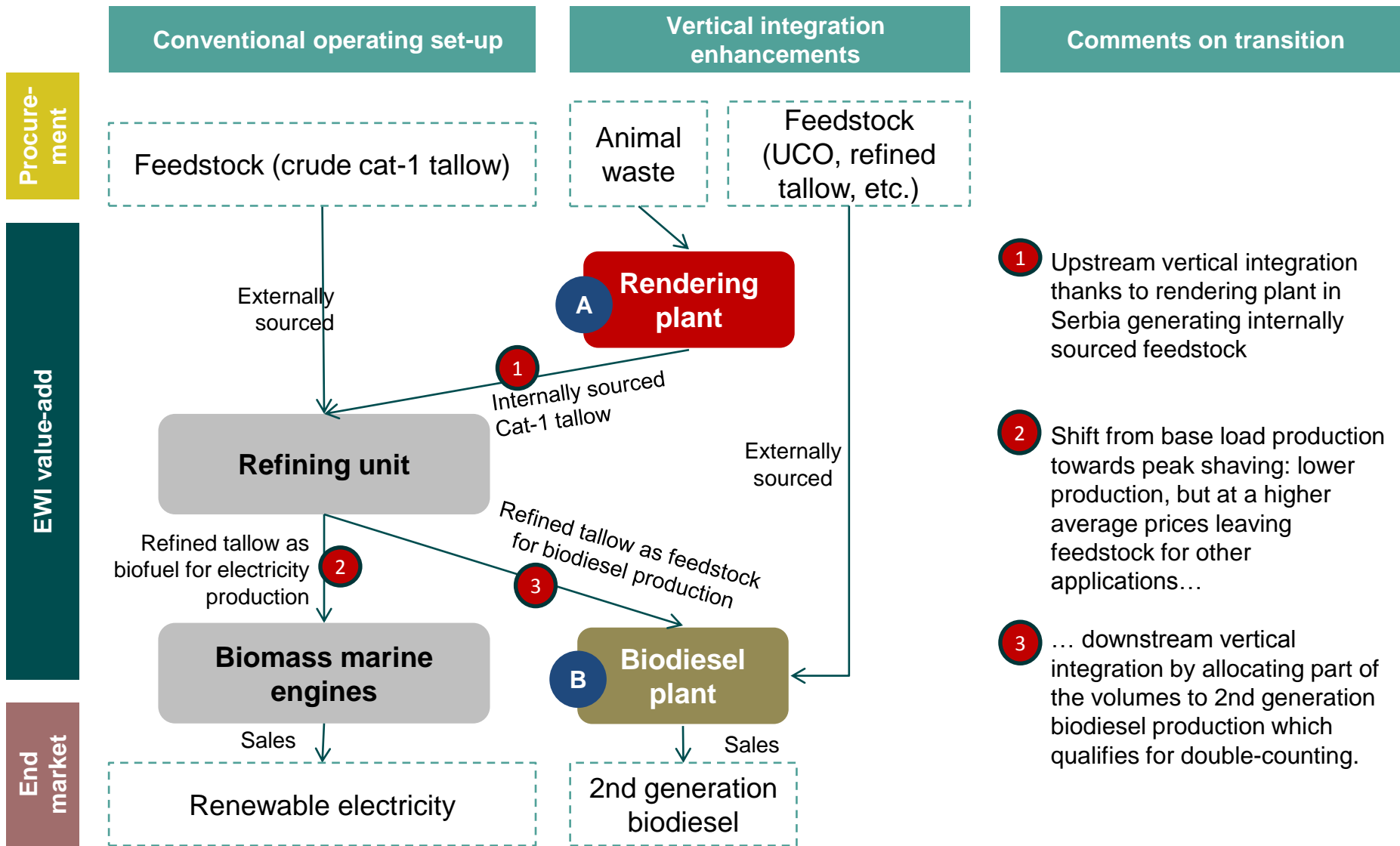
### Comments

- Belgium: Higher sales largely offset by higher cost base as a result of new projects added to the installed base as well as the introduction of grid access charges (incl claw-back to prior years)
- France: Higher sales largely offset by a lower level of operating income (FY2011 included a one-off compensation for delay) and a higher cost base as the maintenance free period ended for some projects

Sales increase of €4.6m translates into an EBITDA increase of €2.5m

# Important progress towards a sustainable biomass segment strategy:

- A** Upstream vertical integration
- B** Downstream vertical integration



Allocation of feedstock to biodiesel production enables a shift from a base load production model to a peak shaving model for electricity production

# Important progress towards a sustainable biomass segment strategy:

## A: Upstream vertical integration

## B: Downstream vertical integration

### Root cause EBITDA drop from €18.3 to €13.6m

ca €(1)m
ca €(3)m
ca €(1)m

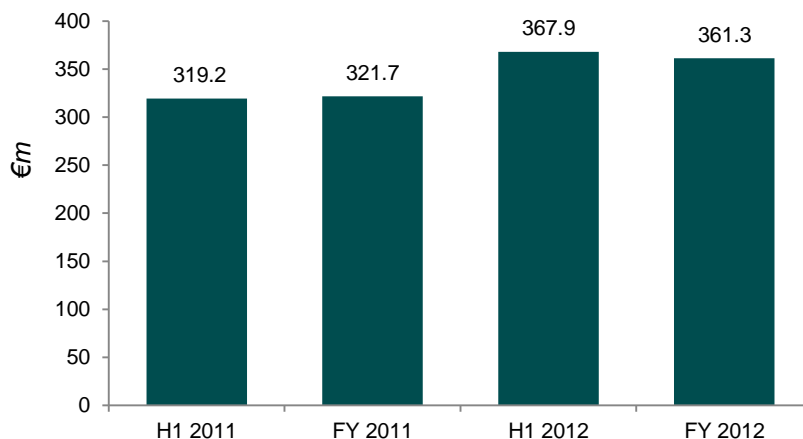
- Lower pricing for grey power & green certificates in solid biomass
- Gross margin erosion in **liquid** biomass activities
- Transition/start-up expenses vertical integration initiatives

### Mitigation strategy

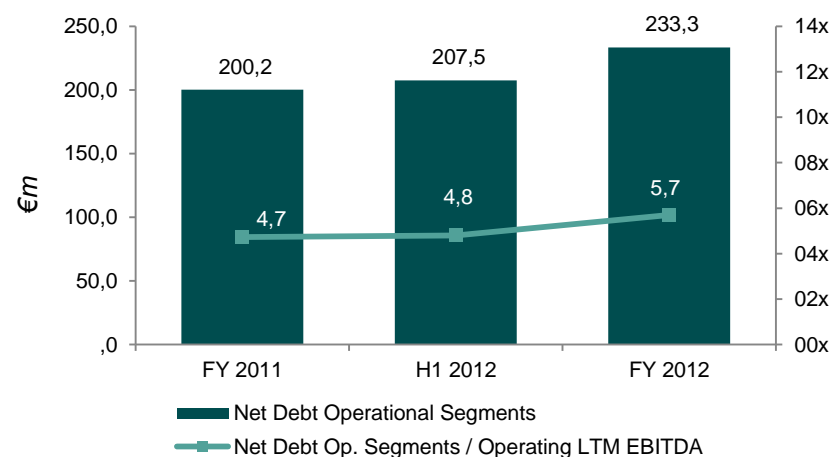
- Lower pricing absorbed by opex reductions
- Transition business model (see on previous slide):
  - Vertical integration initiatives initiated in the past have been completed in 2012 expected to result in margin enhancement
  - Further optimization of peak shaving model
- Not recurring

# Net debt summary (1/2)

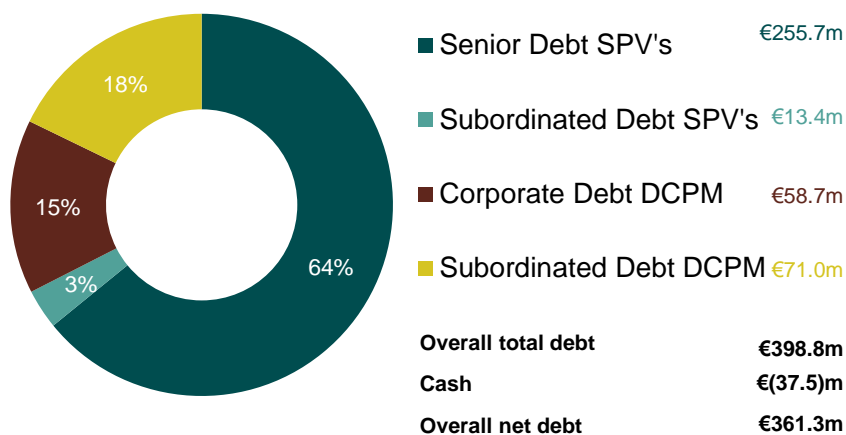
## Group's total net debt



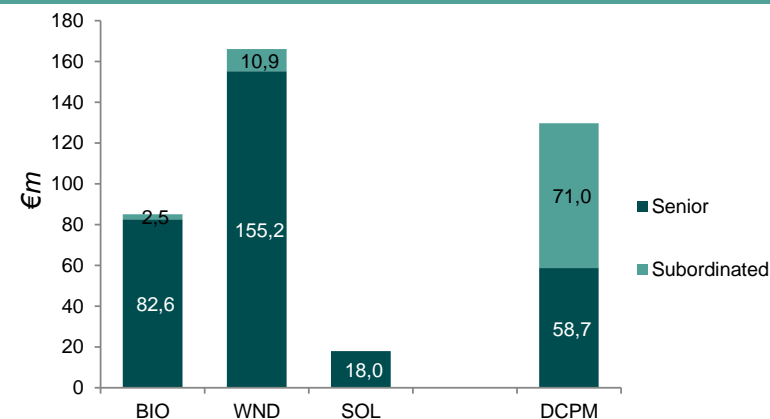
## Group's operational segment net debt



## Split of group financial debt as of FY2012



## Group's total debt split per segment YE2012

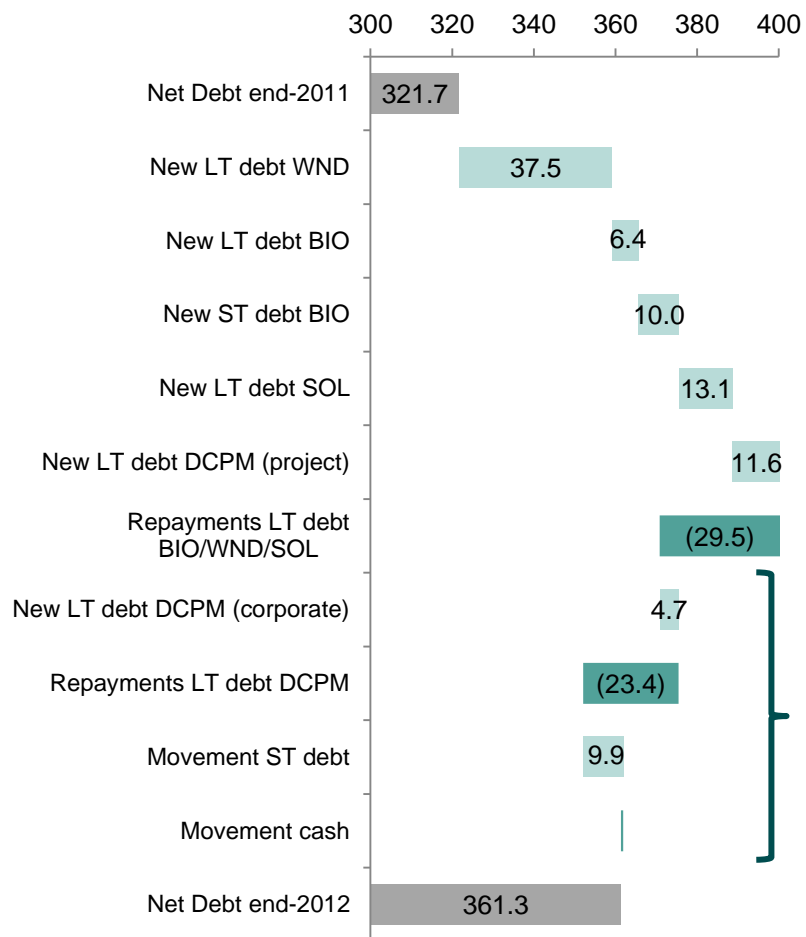


Within DCPM segment, a significant part falls due within 2013. Therefore, a substantial portion of the planned capital increase will be used to retire these debt maturities

Despite a high capex level, net debt came down since 1H'12 thanks to the business combination

# Net debt summary (2/2)

## Net Debt Bridge: from dec-2011 to dec-2012



## Comments

- Related to new and/or recently commissioned projects: Berlare, Menen, Perwez, Shabla, Ballycadden
- Energo Zelena & Electrawinds Storage
- Increased working capital financing in bio
- New projects in Belgium & Italy
- Funding for Energo Zelena (structured on DCPM)
- Scheduled repayments funded from operating EBITDA: WND: €15,7m; BIO: €11,9m; SOL: €1,9m
- The business combination with ECT (+€55m) enabled a net reduction of the holding debt, the remainder of the proceeds invested in new SPV's and pipeline.

Increase net debt mainly linked to a high level of investment activity

## Quotes Press Release

- The Electrawinds SE Board of Directors decided on April 22, 2013 to return to the capital market and to raise a substantial amount of equity by the beginning of Q3-2013. The proceeds from the capital increase will be employed to finance ready-to-built projects from its pipeline and to deleverage the company at holding level.
- The company plans to provide a more detailed outlook and an update on the planned capital market transaction in the course of May 2013.

## Financial Calender

23 April 2013	Announcement FY 2012 results
30 April 2013	Publication Annual Report
31 May 2013	Publication first quarter results Annual General Meeting (Luxembourg)
30 August 2013	Publication second quarter results
29 November 2013	Publication third quarter results

# Q&A





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