

Barcelona, 13 de septiembre de 2024

**ENERSIDE ENERGY, S.A.** (en adelante "Enerside", la "Sociedad" o la "Compañía"), en virtud de lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 227 de la Ley 6/2023, de 17 de marzo, de los Mercados de Valores y de los Servicios de Inversión, y disposiciones concordantes, así como en la Circular 3/2020 de BME MFT Equity sobre información a suministrar por empresas incorporadas a negociación en el segmento BME Growth de BME MTF Equity, (en adelante "BME Growth") pone en su conocimiento la siguiente:

#### **OTRA INFORMACIÓN RELEVANTE**

Con motivo de la ampliación de capital y de los distintos hitos anunciados por la compañía, se adjunta la presentación corporativa actualizada a fecha de 13 de septiembre de 2024.

De conformidad con lo dispuesto en la Circular 3/2020, se hace constar que la información comunicada por la presente ha sido elaborada bajo la exclusiva responsabilidad de la Sociedad y de sus administradores.

Quedamos a su disposición para cuantas aclaraciones precisen al respecto.

**ENERSIDE ENERGY S.A** 



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## 1. About Enerside



#### **ABOUT ENERSIDE – EXECUTIVE SUMMARY**



#### **About Enerside**

PLAN IMPULSA

- > Enerside is an integrated pure PV solar player with focus on development
- > The company has a development pipeline of 7.3GW diversified across Italy, Brazil, Chile, and Spain
- > In March 2022, Enerside conducted its initial public offering on the BME Growth, raising €34m and achieving a valuation of €204m

Secured

High

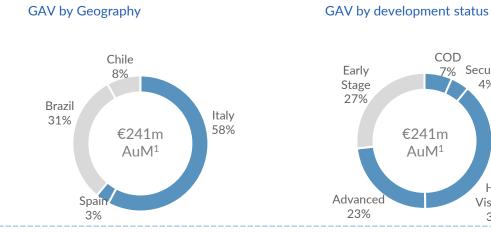
Visibility

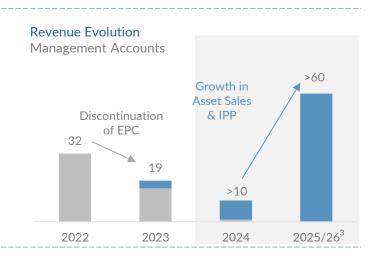
39%

#### > Successfully adapted its positioning to navigate deep changes in the market (i.e. end of ultra-low-interest rate era, energy price instability, etc)

- > Key adopted measures in the last 18 months include:
  - Focus on own projects and consequent reduction of construction for 3rd parties
  - Acceleration of Asset Rotation: Target of more than €70m in 2024-26
  - Cost Optimization on path to profitability: +50% reduction of annualized Operating Expenses
  - Expected Positive Operational Cash Flows for 1H 2024
- > Strenghten capital structure, with key transactions announced:
  - Refinancing of short-term debt with banks
  - Adding a new reference shareholder
  - Ongoing capital Increase and new financing for more than €25m<sup>2</sup>

#### **Key Financial** Metrics





<sup>1.</sup> Based on independent valuation by external appraisers as of December 2023, assets under management includes minority shares in Italy. Attributable GAV for Enerside Shareholders amounts to €194m | 2. LOI signed, expected to be closed during 2H24, mentioned in the OIR from the 01/08/2024 | 3. Total cash income through asset sales expected for 2025 & 2026

# 2. KEY INVESTMENT HIGHLIGHTS



#### **KEY INVESTMENT HIGHLIGHTS**



#### Unique investment opportunity

- 1 A company in the energy transition sector, with double-digit growth over the coming decades
- 2 An internationalized company with a unique exposure in Italy, country with solid fundamentals in renewable energy
  - Low penetration of photovoltaic systems
  - High energy prices
  - Anticipated decreases in interest rates are expected to boost asset valuations
- 3 >7 GW of assets under development
  - PV & BESS, valued at €241m<sup>1</sup>
  - Proven track record in M&A and asset rotation.
- 4 An attractive platform with a successful turn-around
  - Publicly traded company listed on BME Growth, audited by a Big-Four firm
  - Recently refinanced its debt, new financing for c.€25m<sup>2</sup> and added a new reference shareholder
- 5 Attractive returns expected
  - Capital Increase at a 26% discount vs NAV<sup>2</sup>
  - Potential NAV revalorization thanks to lower interest rates and higher energy prices

<sup>1.</sup> Based on independent valuation by external appraisers as of December 2023 | 2. Expected to be closed during 2H24, mentioned in the OIR from the 01/08/2024 | 3. NAV calculated using the independent valuation by external appraisers as of December 2023 and FY audited results

#### 1. DOUBLE DIGIT GROWTH IN THE ENERGY TRANSITION SECTOR



#### Strong tailwinds are turbocharging the Solar PV Industry

#### Electrification expected to double

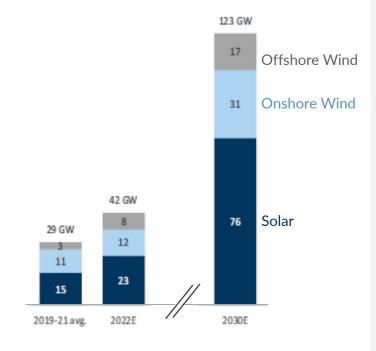
**Electrification Projections (TWh)** 

#### Europe LatAm 3.746 2.170 2.045 1.635 1.282 2022E 2030E 2050E 2022E 2030E 2050E

Source: HIS Markit

#### PV to lead the Energy Transition

Global Penetration of main RES (GW)



Source: Goldman Sachs (Dec23)

#### Lower Interest Rates & Higher Energy Prices

Stabilizing inflation across all four geographies









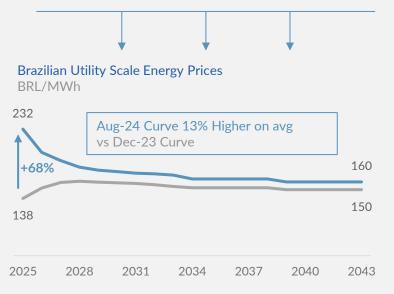
First interest rate decreases







- Italy with the most resilient energy prices in Europe (Detail in next slide)
- Brazilian Utility Scale Energy Prices increasing



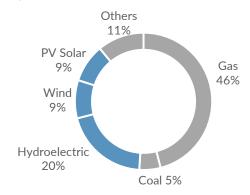
#### 2. UNIQUE EXPOSURE TO ITALY



#### Strong market tailwinds and resilient prices prove investment thesis in Italy

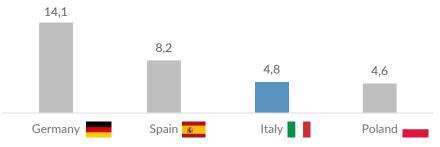
#### **Accelerated Transition into Renewables**

#### Italy Electricity Generation Mix in 2023



· Strong price resilience due to high dependency on gas

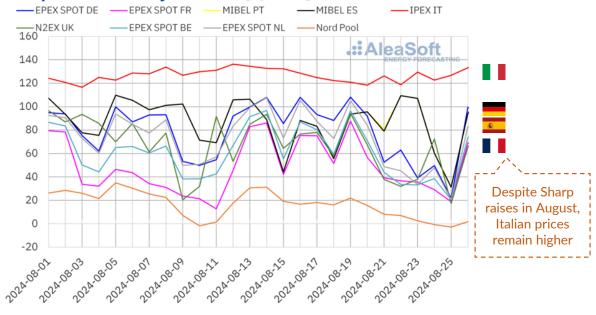
#### PV Solar Installed Capacity in 2023 per country



- Slow permitting causing a bottleneck
- European & Italian directives are accelerating permitting
- Economic & geopolitical pressure to move from gas to renewables

#### Resilient prices vs other European Countries

#### **European electricity markets [€/MWh]**



#### Power Baseload Futures significantly higher in Italy<sup>1</sup>

	Italy 📗	Spain 📧	France
2025	101	80	84
2026	91	64	70

1. Sources: OMIP, GME & CME Group

#### 3. 7.3GW DIVERSIFIED AND MATURE PIPELINE



#### International presence with unique exposure to Italy

#### Diversified Portfolio with unique exposure to Italy

Pipeline Overview (in MWp)<sup>1</sup>

2021	2022	2023	
3.278	4.154	3.957	
880	1.100	2.655	
49	140	527	
196	149	201	Ì
170	-	-	
4,573	5,543	7,339	
	3.278 880 49 196 170	3.278 4.154 880 1.100 49 140 196 149 170 -	3.278       4.154       3.957         880       1.100       2.655         49       140       527         196       149       201         170       -       -

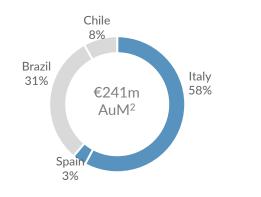
+2.8 GW
vs IPO (03/2022)

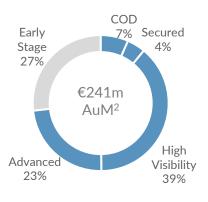
x8
vs 2017's Pipeline

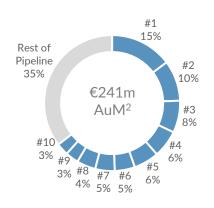
+40% CAGR
Last 6 years

#### 61% of Assets under Management in Europe & close to 75% to reach RTB by 2026/27

Pipeline Overview (Assets under Management in €m)







#### Present in 4 markets across Europe & Latam



#### 3. PROVEN TRACK RECORD IN M&A & ASSET ROTATION



#### M&A & Asset Rotation embedded into our strategy

Enerside has proven its capacity to grow inorganically

#### January 2022. Entry in Italy through M&A



- Acquisition of 900MW in Italy
- Initial payment with new Enerside shares
  - Post Money Valuation of €189mn

#### March 2023. Consolidation & Expansion of Italian Platform



- JV with Enerside holding majority stake
- +2.6GW under management
- Rebalancing of geographic exposure towards Europe
- New skills & technologies (BESS)

#### January 2024. Strategic growth in Distributed Generation projects



- Acquisition of 37 MWp in 5 PMGDs in late development stages
- €0.5M in Cash & 0.5% of New Shares of Enerside in a capital increase at €4.5/Sh

#### Divestments key to finance our growth strategy

- 683 MW transacted in the past 3 years (Utility Scale & Distributed Generation)
- Target to sell c.2 GW of pipeline fully developed internally by Enerside
- More than €70m expected proceeds in 2024-26¹
- Projects developed and constructed inhouse maximizing returns

#### Assets









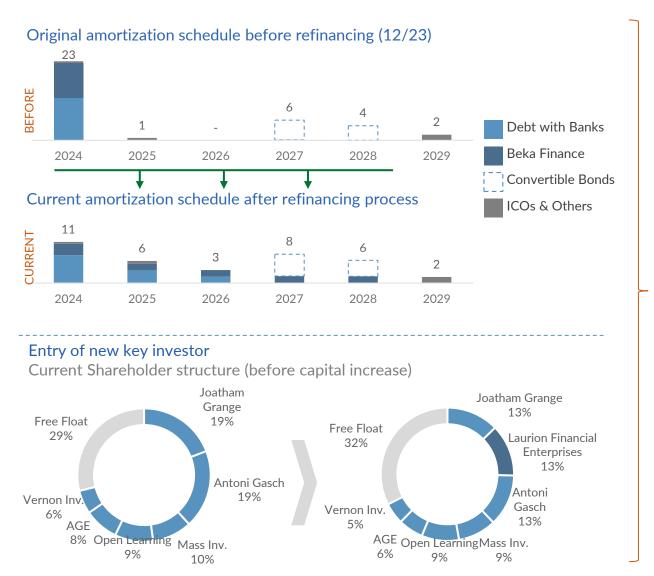


Ongoing advanced sale processes

#### 4. AN ATTRACTIVE PLATFORM WITH A SUCCESSFUL TURN-AROUND



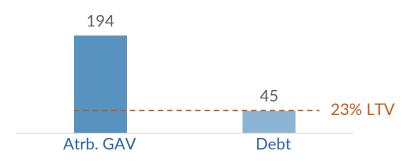
#### Refinancing of debt & new key investor opening way for ambitious growth



- 1. €241m in Gross Asset Value of the pipeline, with a unique exposure to Italy
- 2. Recapitalized balance sheet with:
  - Entry of a new key investor
  - Ongoing capital increase
- 3. Financial structure strengthened through:
  - Refinancing of ST debt with Caixa and Santander
  - New facility debt of €25m<sup>1</sup>



Stronger BS with new capital to finance the business plan



#### 5. ATTRACTIVE RETURNS EXPECTED



#### **Attractive investment opportunity with Capital Increase**

Resilient share price despite turbulent year across the industry

Share Price Last Two Years vs NAV/Sh vs Capital Increase Price



11%
Discount in Capital
Increase vs Current Price

**26%**Discount in Capital Increase Price vs NAV

## 3. TAKEAWAYS



#### **TAKEAWAYS**



#### An opportunity to play in a successful turn-around

- 2023 and 2024 have been difficult times for renewables, impacting Enerside's financial KPIs
  - Geopolitical Tensions, volatile Energy Prices and higher interest rates have been a huge challenge for the industry as a whole
  - Enerside has been no exception, taking a hit on its financial results, driven by EPC services for 3rd parties
  - Growth has been preserved and important operational milestones have been reached
- 2 Enerside has responded rapidly and effectively launching its Plan Impulsa...
  - Focus on own projects and consequent reduction of construction for 3rd parties
  - Acceleration of Asset Rotation: Target of more than €70m in 2024-26
  - Cost Optimization on path to profitability: +50% reduction of annualized Operating Expenses
- 3 ... that positions the company for a bright future supporting the Energy Transition
  - Positive Operating Cash flows for 1H 2024
  - A stronger, more flexible, and leaner company, focused on development to maximize value creation
  - Strengthened core: High value creation through the development of our 7.3 GW pipeline of PV & BESS

#### **STRATEGIC PLAN 2024-26**



#### Plan Impulsa

**Principal Objectives** 

Phase 1: Readjustment 2H 23 - 1H 24

Phase 2: Stabilization 2H 24

Phase 3: **Profitable Growth** 2025 - 2026

development c. €20m

Additional efficiencies

Investment in



Main Milestones

- EPC discontinuation
   Refinancing with
- Fixed cost reduction above 50%
- Asset Sales

- banks
- Recapitalization

**7 GW** Pipeline

Sold MW

400 MW in pre-RTB 3 MW in COD

1,500 MW









**Cash Generation** 

>€10m

>€60m

## Appendices





#### Strong growth under challenging circumstances

Pipel	ine
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IPP

**Assets Sold** 

GAV<sup>1</sup>

7.3 GW

20 MW

403 MW

€241m

+40% CAGR<sup>2017-23</sup>

Connected in 2023

3 MW at COD

€194m attributable

Net Investment<sup>2</sup>

NAV<sup>1</sup>

Net Debt

Loan to Value<sup>3</sup>

70m

Capital Invested since IPO

3.9 €/Sh

€144m NAV

€45m

+13m vs 1H2023

22.1%

vs 13% 1H2023

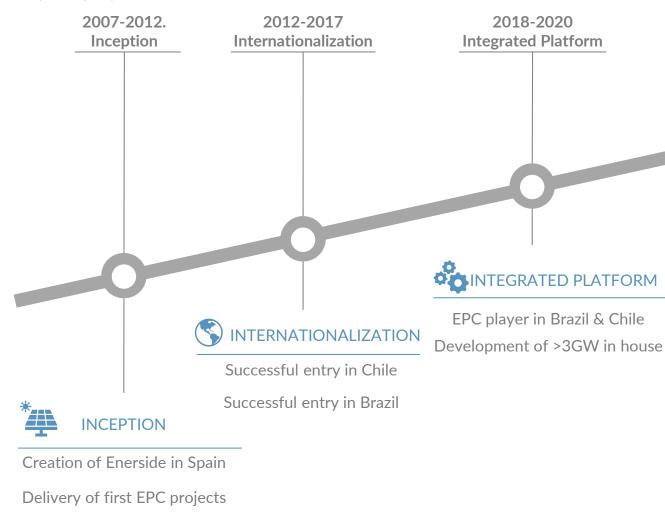
#### **APPENDICES - PROVEN TRACK RECORD**



#### A Solar PV specialist since 2007

#### Reaching key Targets since 2007

**Key Company Milestones** 





2021-2023

**IPO** 

TRANSFORMATION TO IPP

IPO

200 MW Built for 3rd parties

Entry in Italy through M&A

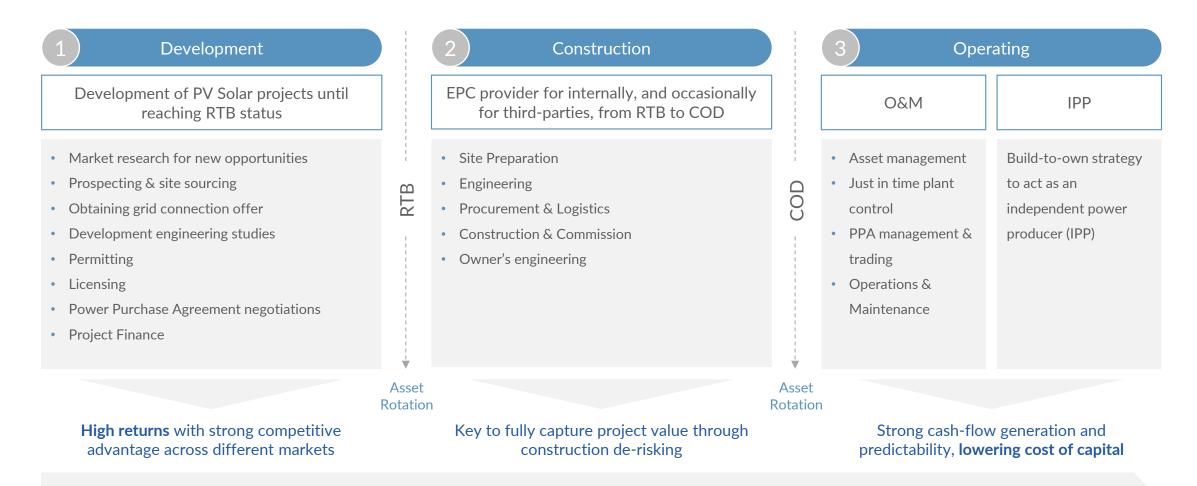
20MW of IPP

- Asset Rotation
- Cost efficiency
- Strengthen capital structure
- >7GW of Pipeline with PV Solar & BESS

#### **APPENDICES - BUSINESS MODEL & STRATEGIC POSITIONING**



#### Integrated Platform capturing value across the projects' lifecycle

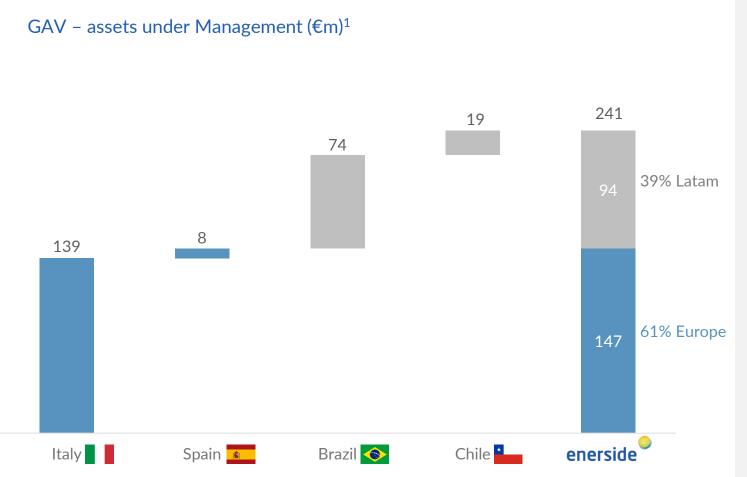


Ability to develop projects from scratch allows to fully capture value across the entire Lifecycle

#### **APPENDICES - 7.3GW DIVERSIFIED AND MATURE PIPELINE**



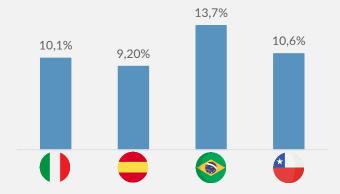
#### Gross Asset Value based on independent valuation (Big-4)



#### Valuation Methodology & Assumptions

#### Dividend Discount Model Method

- Equity value at RTB based on NPV of all future dividends
- Key DDM Assumptions Cost of Equity



#### Operating Assumptions in line with most recent projects & validated by appraiser

- Subsequently, the value at RTB is adjusted by the development stage of the project (20% 100%)
- No Residual Value considered
- No refinancing / re-leverage considered

## **THANK YOU**

