



Solar park „La Cabrera“

\*) Photo: Solarcentury

Encavis (ECV) promoted via  
FAST ENTRY to the MDAX  
as of March 22<sup>nd</sup>, 2021

New Stock Exchange Initial:  
ECV since 2021 (CAP)

## ENCAVIS

Capacity increase  
leading into further growth

Conference Call Q1/2021 Interim Statement, May 14<sup>th</sup>, 2021, Encavis AG

Improving efficiency and cost reduction  
through Economies of Scale and Scope

# ENCAVIS

## ENERGY

Energy forms the basis of our  
collective activity and work

## CAPITAL

We invest capital to acquire wind farms and  
solar parks to generate attractive returns

## VISION

We are working towards a future with decentralised  
power generation from wind power and solar energy

Encavis Asset  
Management

Encavis  
Technical Services /  
Stern Energy

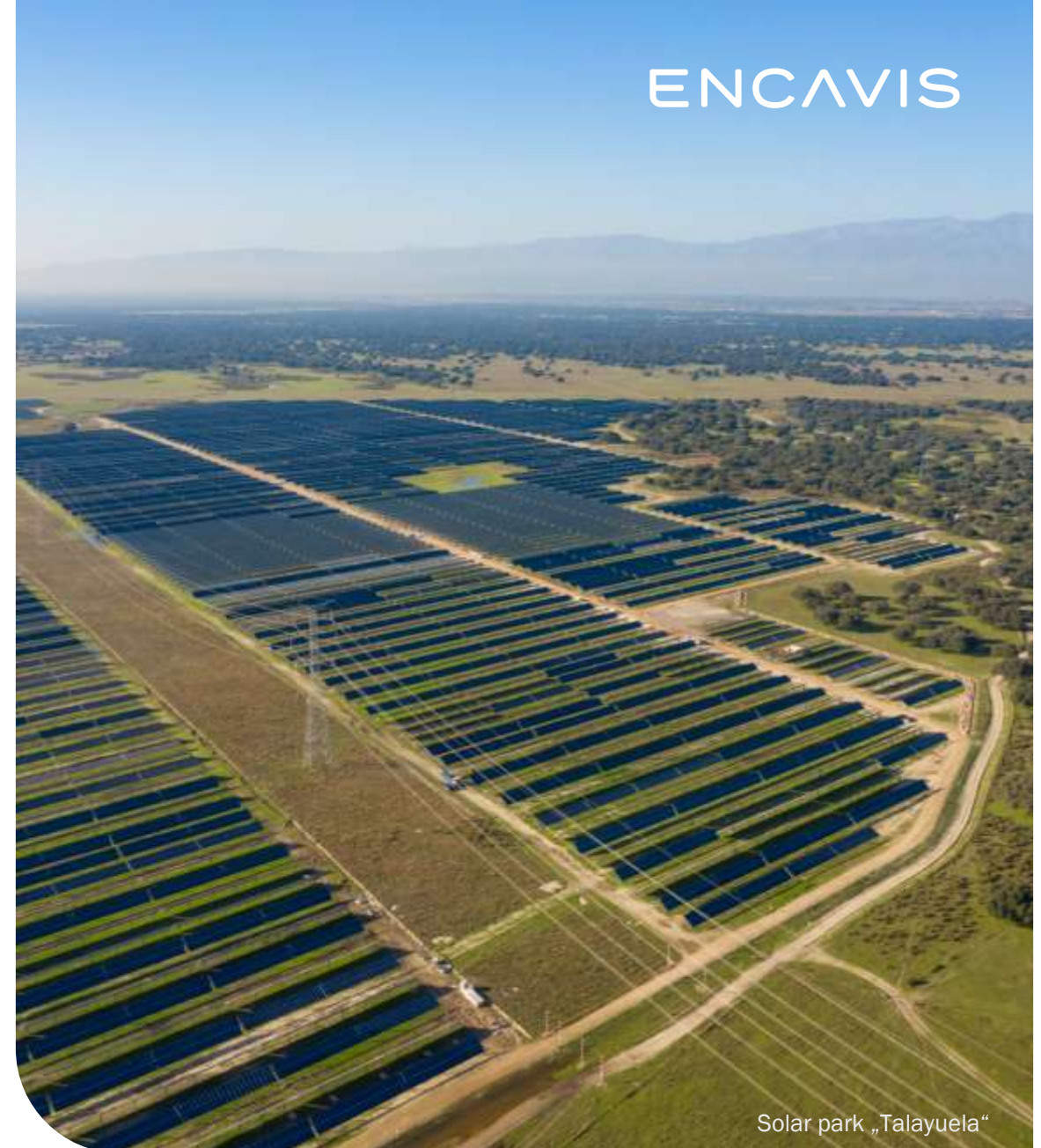
Encavis AG



# Agenda

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\*) Photo: Solarcentury

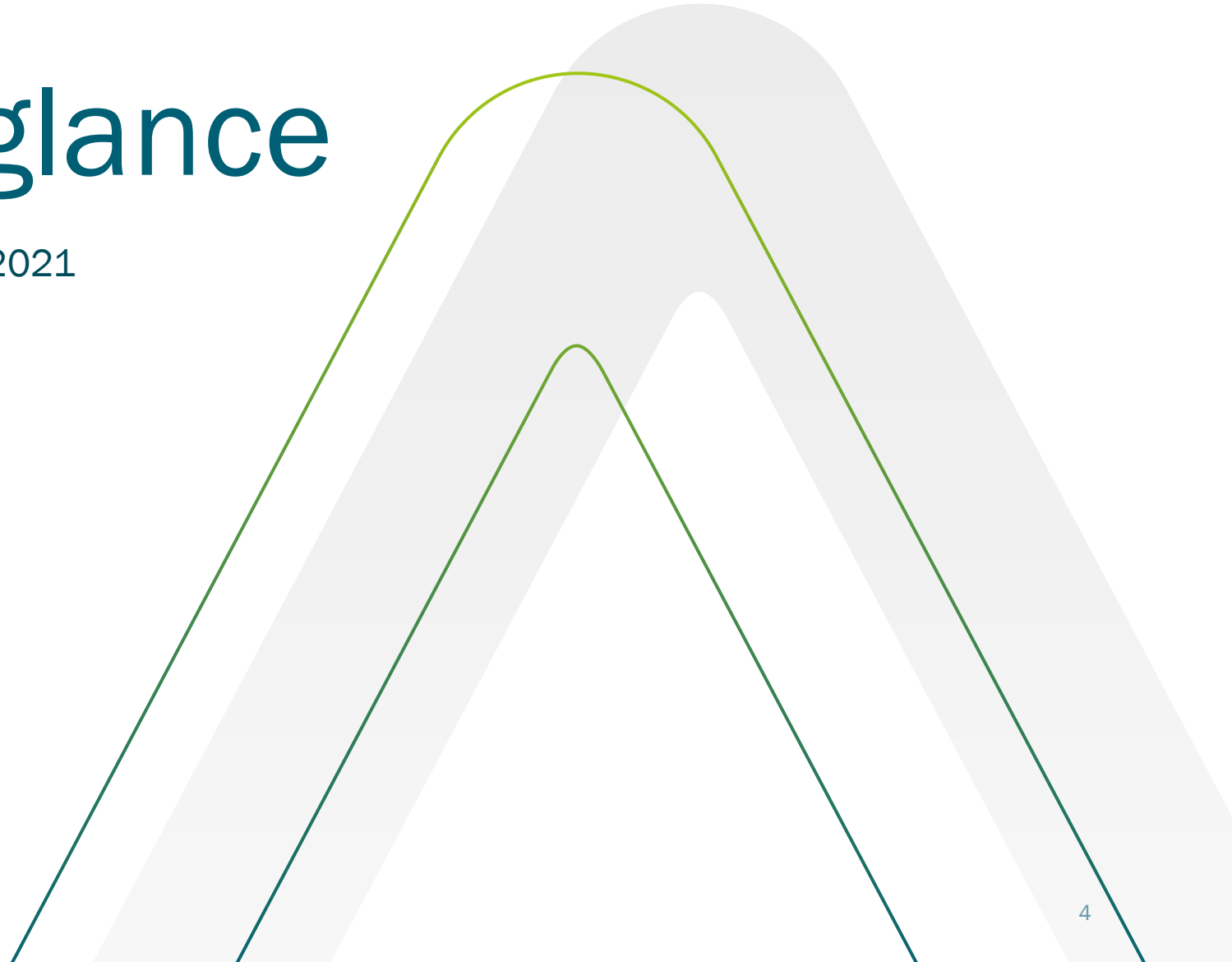


Solar park „Talayuela“

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# Encavis at a glance

with significant weather deficiencies in Q1/2021



## Highlights in 2021

- ENCAVIS started into 2021 with its new Stock Exchange Initial / Ticker Symbol "ECV"
- Hauck & Aufhäuser Investment Banking updated their initiated active coverage of Encavis AG on March 1st from "HOLD" to "BUY" recommendation with a target price of EUR 23.00
- Encavis AG being promoted via Fast Entry from SDAX to MDAX of Deutsche Börse AG
- Institutional investors like Morgan Stanley, Goldman Sachs and UBS build-up shareholdings in the total amount of ~14% besides BlackRock, Invesco and DWS of ~13% in total
- Increase of S&P Clean Energy Index from 30 to 90 shares resulted in a replacement of around ~300 mill. USD resp. ~250 mill. EUR in Encavis shares since February 2021
- Barclays initiated active coverage of Encavis AG as part of a sector study regarding European utilities on May 12, 2021 with an "OVERWEIGHT" recommendation and a target price of EUR 18.00
  
- Encavis Infrastructure Fund III (EIF III) of EAM received another 150 mill. euros in equity and acquired the largest solar plant, "Vlagtwedde" (110 MWp), currently in operation in The Netherlands and lifts the total output of the portfolio managed by EAM to 1.0 gigawatts (GW)



## Highlights in 2021

- Spanish solar park Talayuela (300 MWp capacity) connected to the grid on schedule and injected first kilowatt hours (kwh) into the grid on Jan 4th, 2021 – Ramp-Up phase until mid of March 2021
- Encavis AG grew its wind segment in Northern Europe in acquiring the wind farm Paltusmäki (FIN), already connected to the grid, with a generation capacity of 21.5 megawatts (MW)



- ISS ESG improved its rating from “B-” to “B” and ranked ECV among the top 20% in the industry cluster “Renewable Energy Operations”
- MSCI ESG also improved its rating from “A” to “AA” and MSCI particularly refers to the very good corporate governance, the transparent ownership structure and the 100% focus on capacity growth through the production of electricity from wind and solar power
- Encavis published its very first Sustainability Report 2020
- Encavis’ data protection and information security management system certified for the group-wide data protection management system in accordance with VdS 10010 and for the group-wide information security management system in accordance with VdS 10000 to strengthen defense systems and independent back-up solutions at all IT levels



Significantly lower wind appearance in Q1/2021 compared to previous years burdens revenue as well as higher costs from latest acquisitions of PV parks

Operating figures (in EUR million)	Q1/2019	Q1/2020	Q1/2021	Change Q1 2021/2020	Change Q1 2021/2020 (%)
Revenue	59.5	65.2	58.9	-- 6.3	-- 10 %
Operating EBITDA	44.7	50.6	39.3	-- 11.3	-- 22 %
Operating EBIT	23.4	28.1	13.0	-- 15.1	-- 54 %
Operating EPS (in EUR)	0.05	0.08	- 0.05	-- 0.13	n.a.
Operating Cash Flow	15.9	50.8	39.9	-- 10.9	-- 21 %

- Very positive meteorological effects in Q1/2019 and even more in Q1/2020 compared to very low meteorological effects in Q1/2021
- PV parks La Cabrera and Talayuela, connected to the grid in September 2020 and January 2021, are fully reflected with their fixed quarterly costs in the P&L as well as with seasonally low revenues / solar irradiation was slightly below the long-term average in Q1/2021
- Positive one-time effect of the sale of ETS to Stern Energy in Q1/2019 of EUR 1.9 million

## Significantly lower wind appearance in Q1/2021 compared to previous years

January

February

March

Q1 2019



Q1 2020



Q1 2021



Wind appearance ...

... in comparison to the average of the 20-year reference period from 2001 - 2020:

■ < 60% of reference period

...

■ 90% to < 100% of ref. period

...

■ > 140% of reference period

📍 Blue localisations show an exemplary selection of Encavis wind parks



## ENCAVIS Analysts' Consensus on the five corporate KPIs for Q1/2021e and FY 2021e as of May 07, 2021

Operating KPIs (in EUR `000)	Q1 2019	Q1 2020	Reported Q1 2021	Analysts' Consensus			Guidance FY 2021e	Analysts' Consensus		
				Average Q1 2021e	Extrema Top	Extrema Bottom		Average FY 2021e	Extrema Top	Extrema Bottom
Revenue	59,464	65,211	58,931	56,697	60,100	48,200	> 320,000	324,834	330,775	321,000
Oper. EBITDA	44,712	50,609	39,315	40,803	45,500	36,200	> 240,000	245,180	251,100	238,600
Oper. EBIT	23,383	28,062	12,962	17,239	23,000	11,200	> 138,000	143,133	147,000	140,000
Oper. Cash Flow	15,900	50,841	39,929	37,828	40,410	32,900	> 210,000	225,235	238,883	219,000
Oper. EPS (in EUR)	0.05	0.08	- 0.05	0.01	0.04	- 0.04	0.46	0.46	0.48	0.44






Average Analysts' Consensus for FY 2021e in line with ENCAVIS' Guidance.

## Cash flow from operating activities on last years' level

Operating figures (in EUR million)	Q1/2019	Q1/2020	Q1/2021	Change Q1 2021/2020	Change Q1 2021/2020 (%)
Revenue	59.5	65.2	58.9	-- 6.3	-- 10 %
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Operating EBIT	23.4	28.1	13.0	-- 15.1	-- 54 %
Operating EPS (in EUR)	0.05	0.08	- 0.05	-- 0.13	n.a.
Operating Cash Flow	15.9	50.8	39.9	-- 10.9	-- 21 %

- Positive cash effect of reimbursement of capital gain taxes (EUR +9.0 million) in Q1/2020

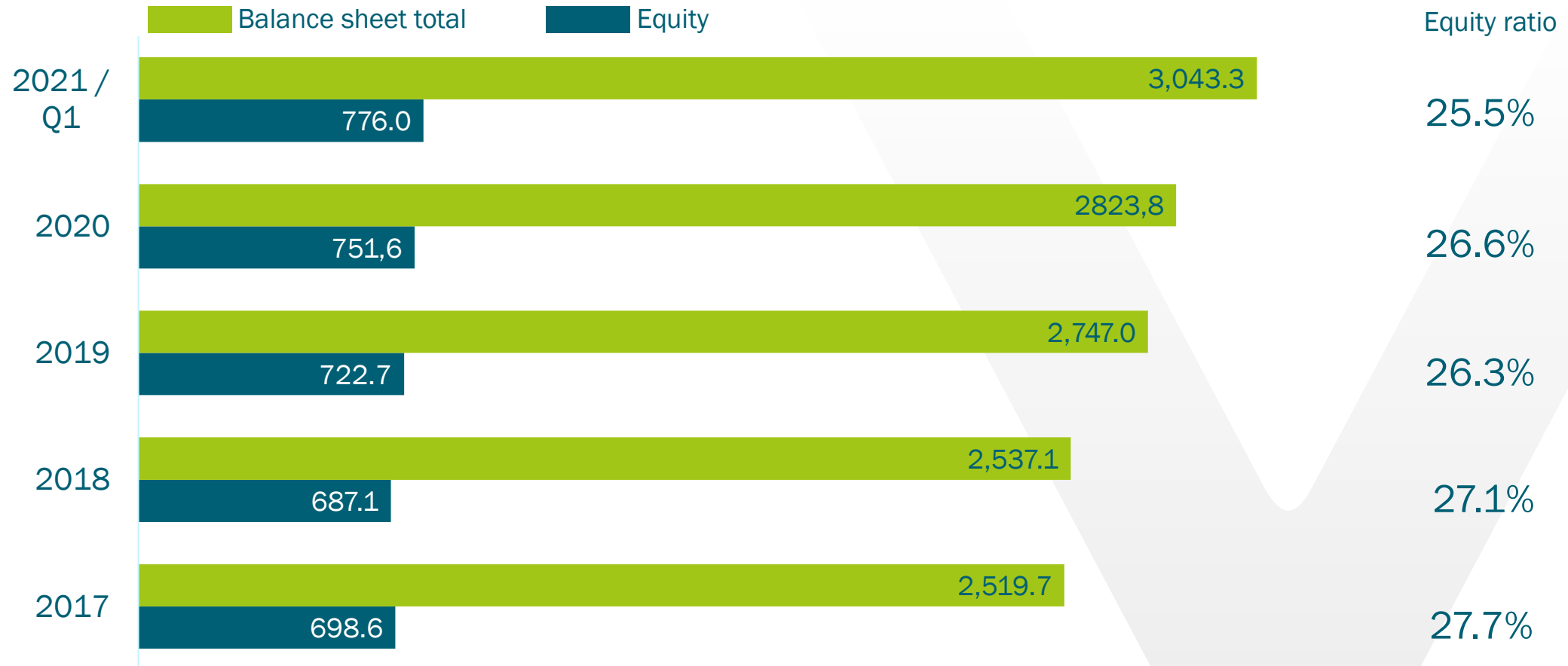
## Explicitly high margins in Q1/2020 benefitted from several positive one-time effects

Operating P&L (in EUR million)	Solar parks 		Wind farms 		Technical Services 		Asset Management 		HQ/Consolidation 	
	Q1/2020	Q1/2021	Q1/2020	Q1/2021	Q1/2020	Q1/2021	Q1/2020	Q1/2021	Q1/2020	Q1/2021
Revenue	34.7	36.4	27.2	20.3	1.4	1.1	3.1	2.0	-	0.2
Oper. EBITDA	25.9	25.4	23.1	16.5	2.4	0.3	1.4	- 0.4	- 2.3	- 2.5
EBITDA margin	75%	70%	85%	81%	175%	23%	46%	- 19%	-	-
Oper. EBIT	10.2	6.2	16.6	9.8	2.4	0.3	1.3	- 0.5	- 2.4	- 2.7
EBIT margin	29%	17%	61%	48%	175%	23%	41%	- 26%	-	-

Operating expenses distributed among Business Segments

Since 2019 incl. effects of IFRS 16

# Continuously growing operating business backed by solid equity ratios



## Moderate growth combined with high margins are expected for FY 2021e






Operating figures (in EUR million)	FY 2019	FY 2020	Guidance FY 2021e	Change Guidance FY 2021e / FY 2020
Revenue	273.8	292.3	> 320	+ 9.5 %
Operating EBITDA	217.6	224.8	> 240	+ 6.8 %
Operating EBIT	132.2	132.2	> 138	+ 4.4 %
Operating Cash Flow	189.3	212.9	> 210	+/- 0 %
Operating EPS in EUR	0.43	0.43	0.46	+ 7.0 %

NO weather adjustments (wa) in future reporting and guidance due to an increasing portion of market related revenue streams besides long-term fixed FiT and PPA energy supply contracts.

Large Spanish projects „Talayuela“ and „La Cabrera“ distribute significant FY revenue and operating cash flow to the Group in 2021



## Guidance FY 2021e by Business Segments

Operating P & L (in EUR million)	Solar Parks 		Technical Services 		Wind Parks 		Asset Management 		HQ/Consolidation 	
	FY 2020	Guidance 2021e	FY 2020	Guidance 2021e	FY 2020	Guidance 2021e	FY 2020	Guidance 2021e	FY 2020	Guidance 2021e
Revenue	198.5	> 220	4.6	> 4	77.5	> 80	16.5	> 17	-	-
Operating EBITDA	161.0	> 176	4.2	> 1	62.3	> 65.5	6.7	> 7	- 9.4	< - 9.5
Operating EBIT	95.9	> 100	4.2	> 1	36.0	> 41	6.1	> 6.5	- 10.1	< - 10.5

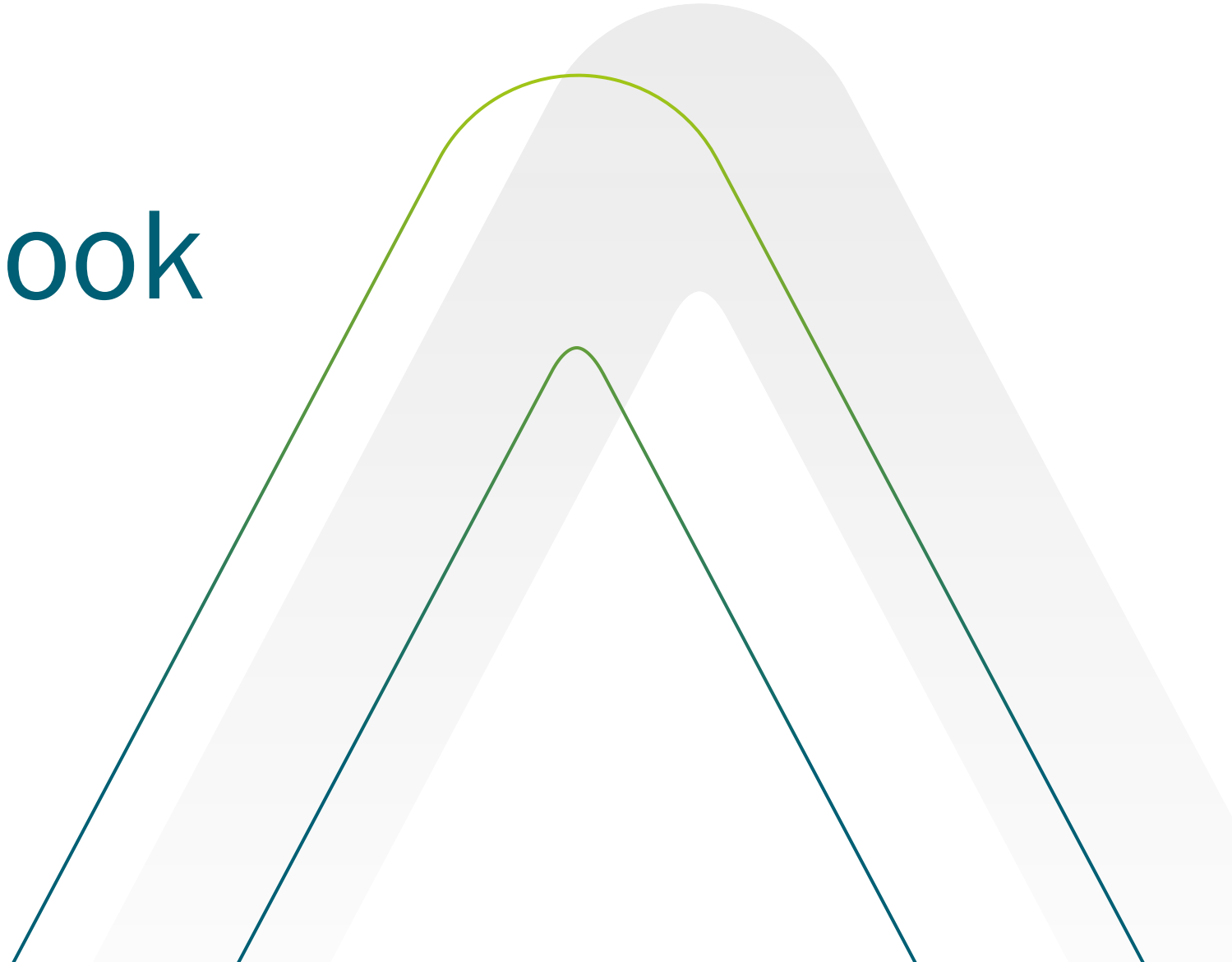
Guidance based on the already secured wind farm and solar park portfolio

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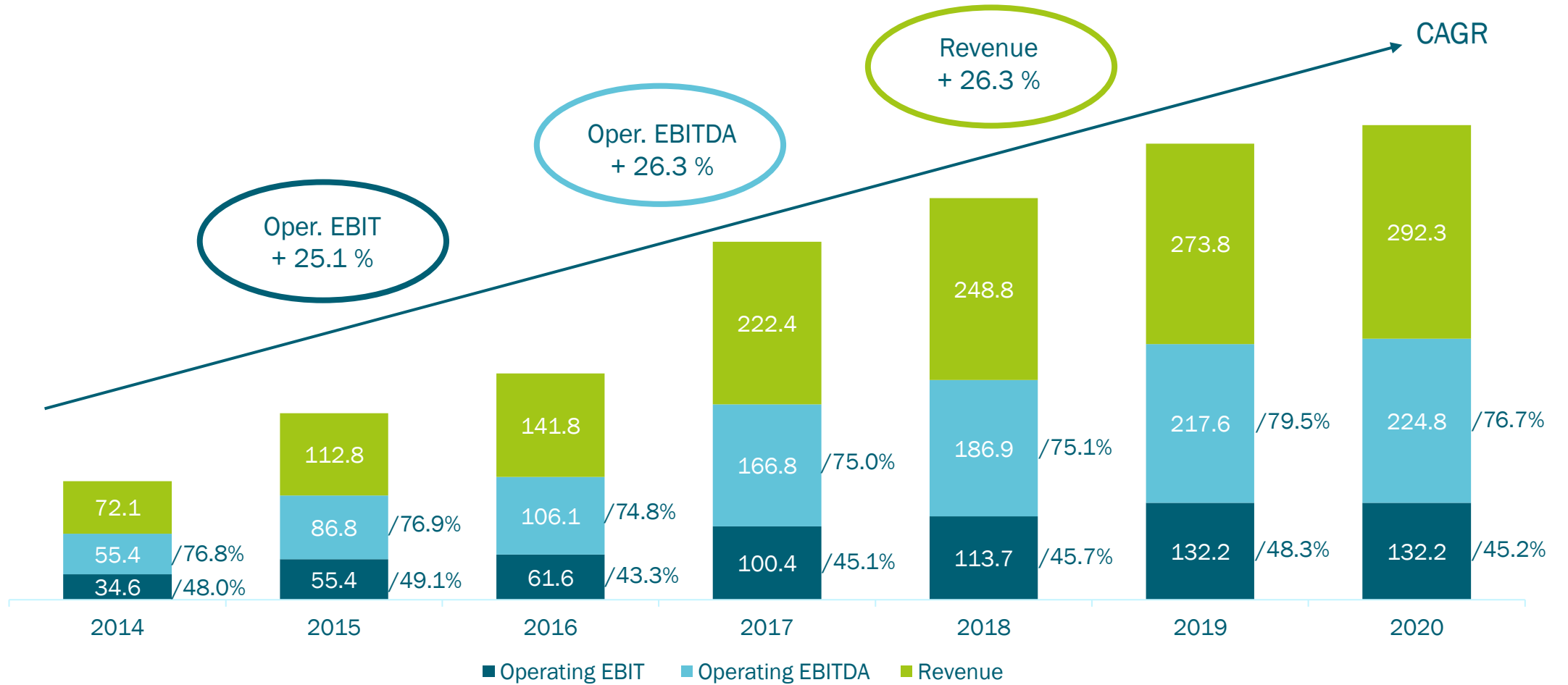


# Strategic outlook

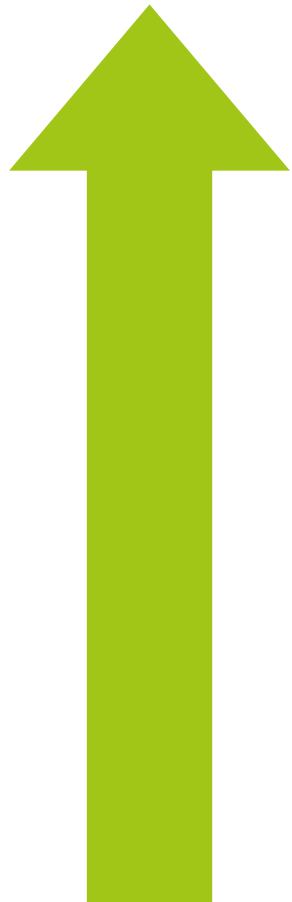
>>Fast Forward 2025



## Earnings increase with almost constant margins



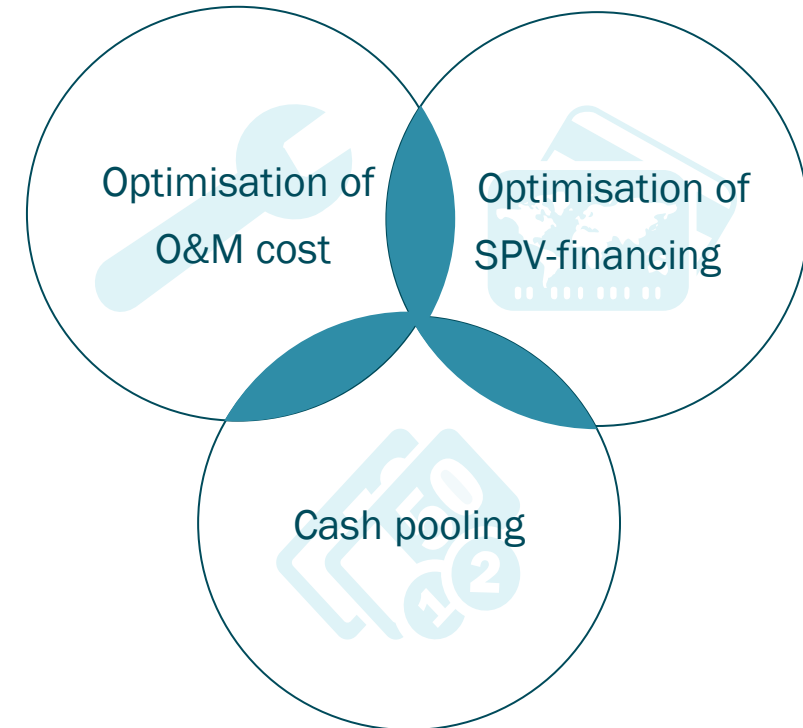
## Encavis Growth Programme: >>Fast Forward 2025



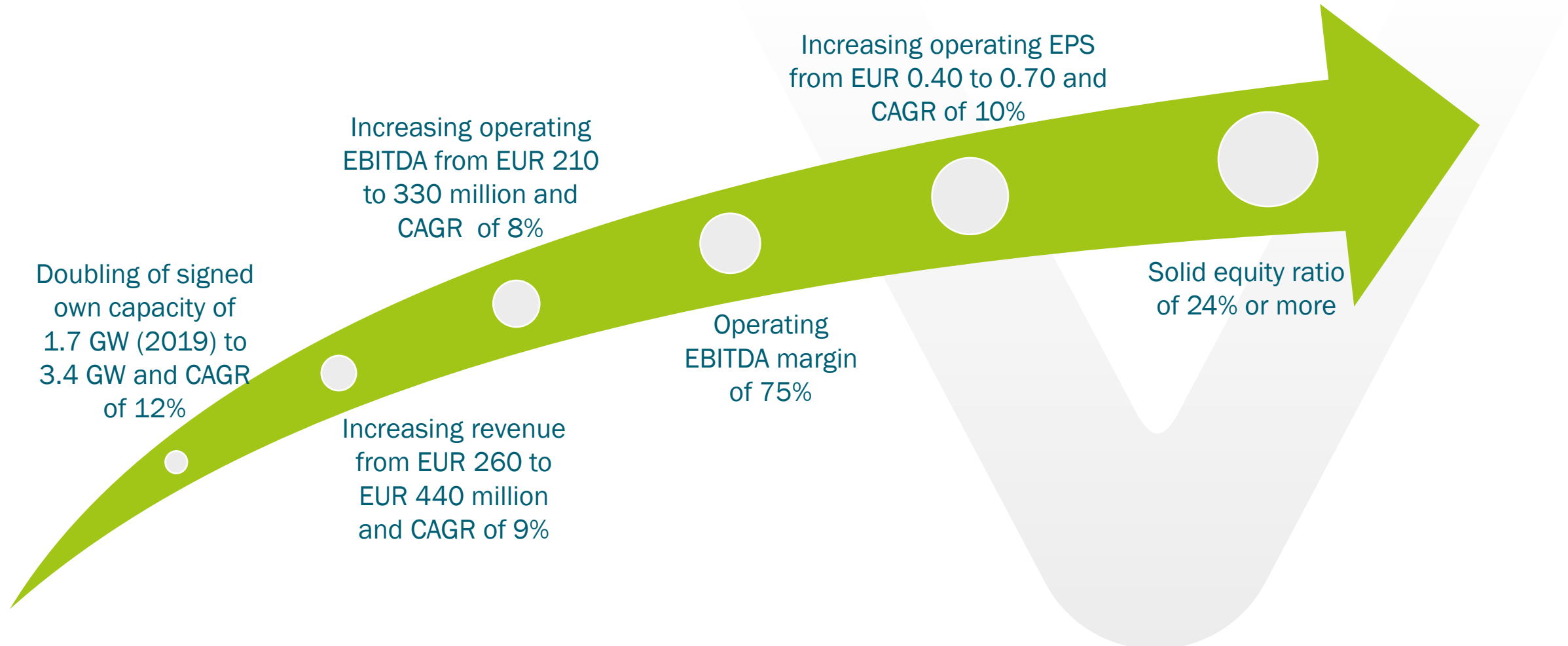
### Growth Initiative

- Investment in RTB and securing early-stage projects primarily focused on PPA markets
- Ongoing opportunistic acquisitions in FiT markets
- European focus for the time being
- Disposal of minority participations in projects (mainly wind farms) to diversify local wind risk and to recycle cash

### Economies of Scale and Scope



## Encavis Growth Strategy: >>Fast Forward 2025

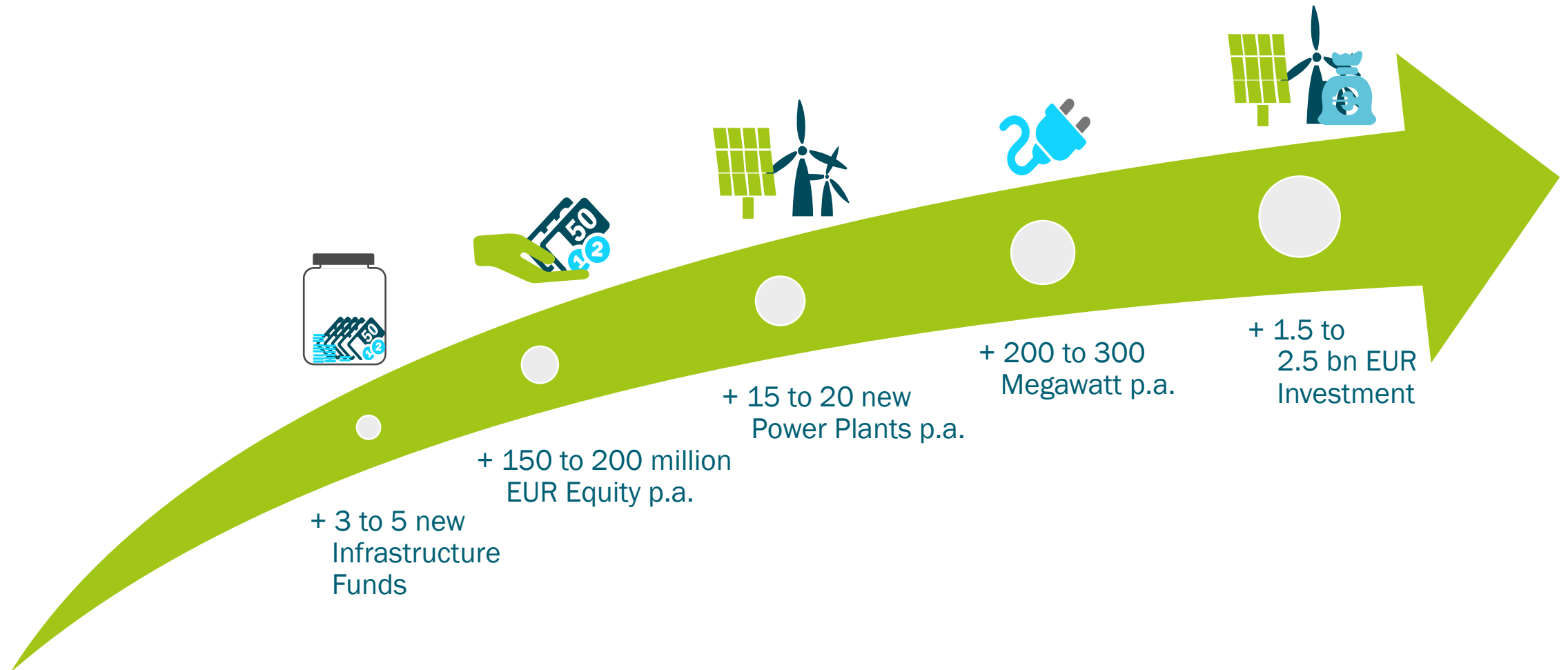




## Selected measures to fulfill: >> Fast Forward 2025

<h3>Pipeline</h3> <ul style="list-style-type: none"><li>▪ Currently strategic partnerships signed with several developers</li><li>▪ Pipeline of more than 3.0 gigawatts (GW) minimum secured</li></ul>	<h3>Capacity Growth</h3> <ul style="list-style-type: none"><li>▪ 1.7 GW (end of 2019) of signed own capacity will be doubled to 3.4 GW end of 2025</li><li>▪ Thereof currently 1.4 GW COD, end of 2020 1.7 GW and approx. 3.0 GW end of 2025</li></ul>
<h3>Recycling of Cash</h3> <ul style="list-style-type: none"><li>▪ Sale of minority stakes of wind farms up to 49% will be continued</li><li>▪ Doubled capacity incl. diversified local wind risks</li></ul>	<h3>Recycling of Debt</h3> <ul style="list-style-type: none"><li>▪ Reduction of EUR ~100 million of debt p.a. at SPV level offers headroom for new debt in the same amount at corporate level at better conditions</li></ul>

## Sustainable business model – Outlook 2025 of Encavis Asset Management



## Growth strategy based on 2019 fundamentals only

Profitable growth outside Europe

Profitable business models in storage technology

Potential reserves in equity capital market transactions  
and dividend policy post 2021

Further opportunities in  
Mergers & Acquisitions

Base case scenario:  
>> Fast Forward 2025

Together we strive to improve each and every day

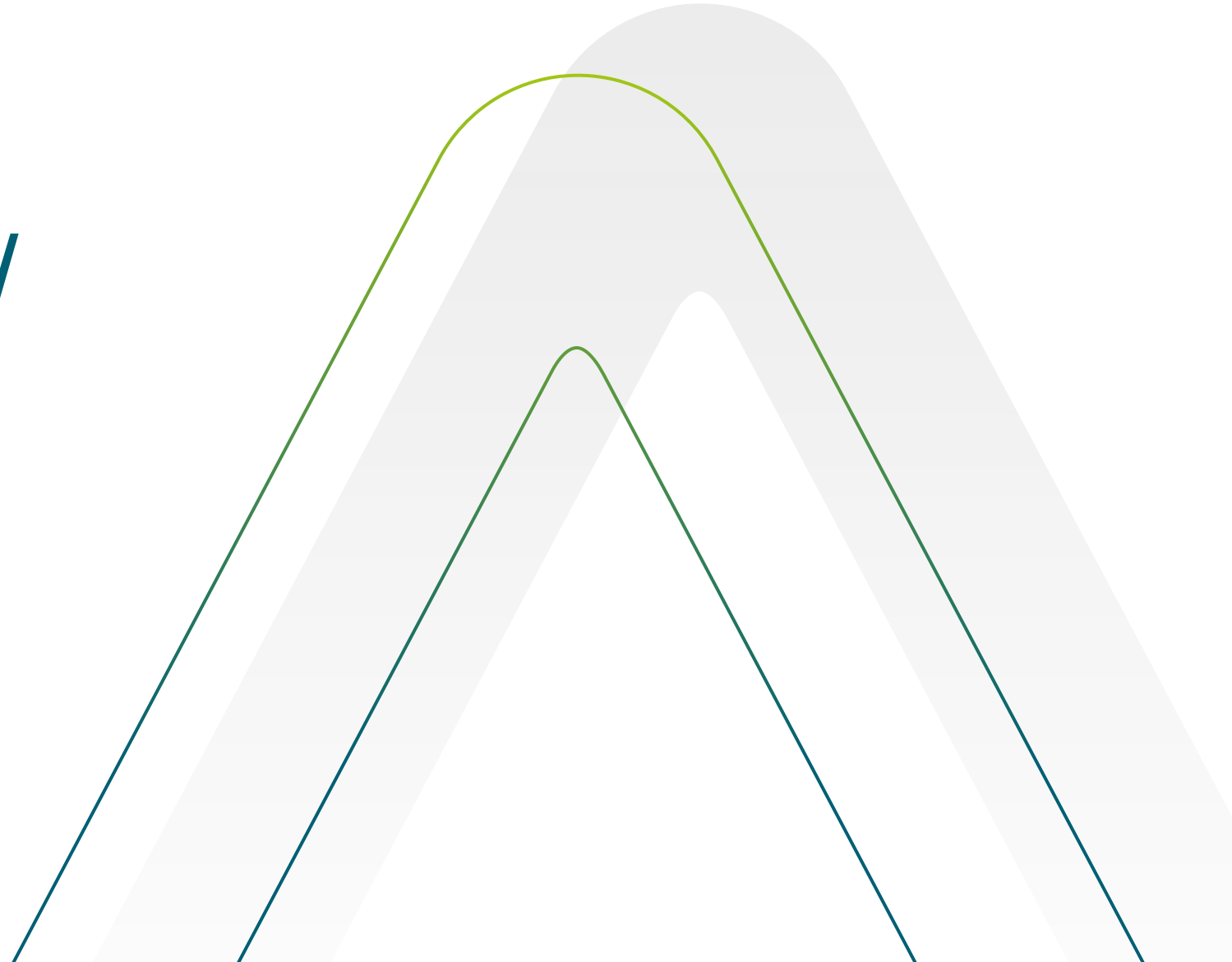


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# The future of energy is now

Sustainability at Encavis 2020





"May the sun be with you"

**THE  
FUTURE  
OF ENERGY  
IS NOW.**

Sustainability at Encavis 2020

## Our values and corporate culture are actively shaped by our employees

### Sharing enthusiasm

“We enjoy working towards our shared success.”

### Seizing opportunities

“We actively seize opportunities and work diligently to achieve our goals.”

### Shaping the future

“We actively shape the future and act responsibly.”

### Appreciating trust

“We trust each other and can rely on each other.”

### Assuming responsibility

“We assume responsibility for our own actions.”

### Working as a team

“We stick together, support each other and care for each other.”

### Filling customer orientation with life

“We fill customer orientation with life and value our customers.”

Good sustainability work is measured by its goals:  
Encavis has identified a total of 12 SDGs on which it wants to focus

<https://www.encavis.com/de/nachhaltigkeit/> (DE); <https://www.encavis.com/en/sustainability/> (EN)



# Good sustainability work is measured by its goals: Encavis aims for concrete change in every field of action (selection)

## Strategy & Governance

Material topic: Sustainably integrated corporate strategy

Goal: Encavis will improve its MSCI ESG rating from "AA" to "AAA" by 2025



## Economy

Material Topic: Electricity marketing (PPA business)

Goal: Significant increase in non-subsidised electricity production by the end of 2025



## Social

Material topic: Social acceptance and positive contribution of the Encavis Group

Goal: Conclusion of a long-term partnership with a non-profit organisation in 2021



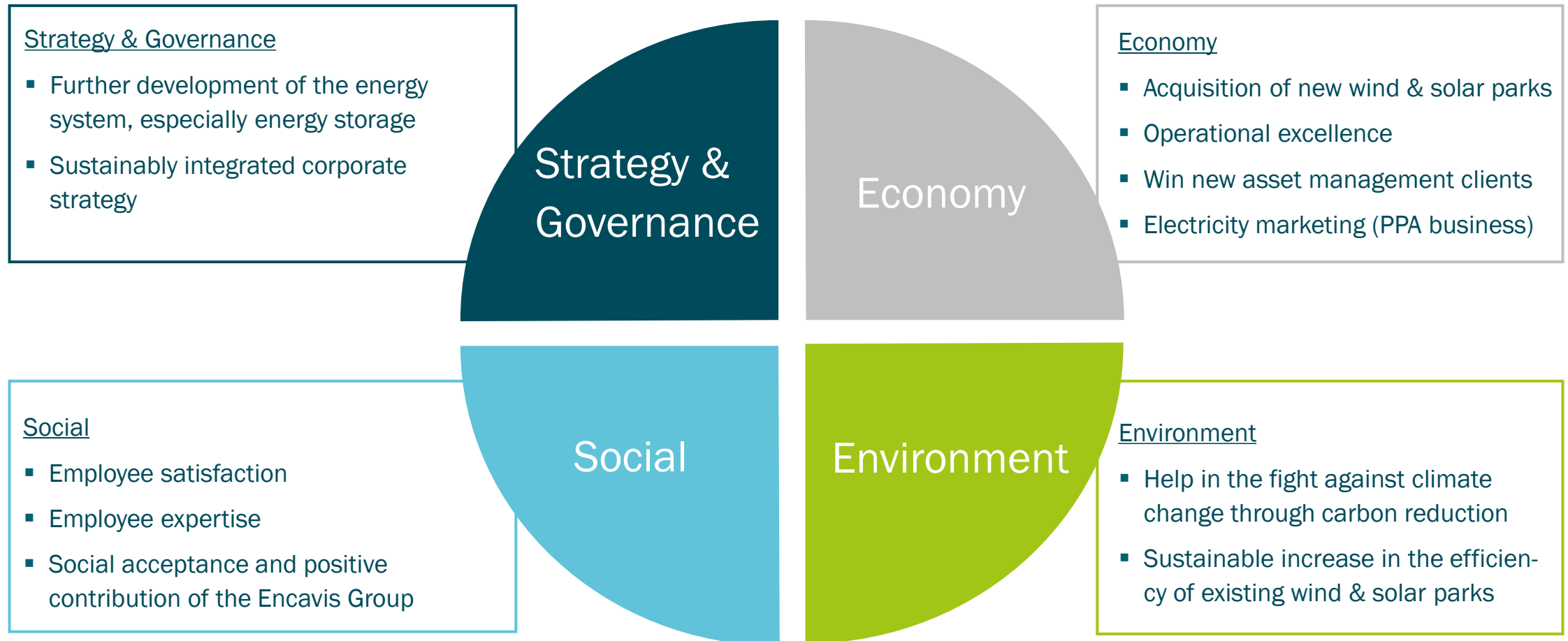
## Environment

Material topic: Help in the fight against climate change through carbon reduction

Goal: Increase share of green electricity purchases to 100% by the end of 2022



## Our four key sustainability topics



TIME  
THAT  
SOME-  
THINGS  
TURN

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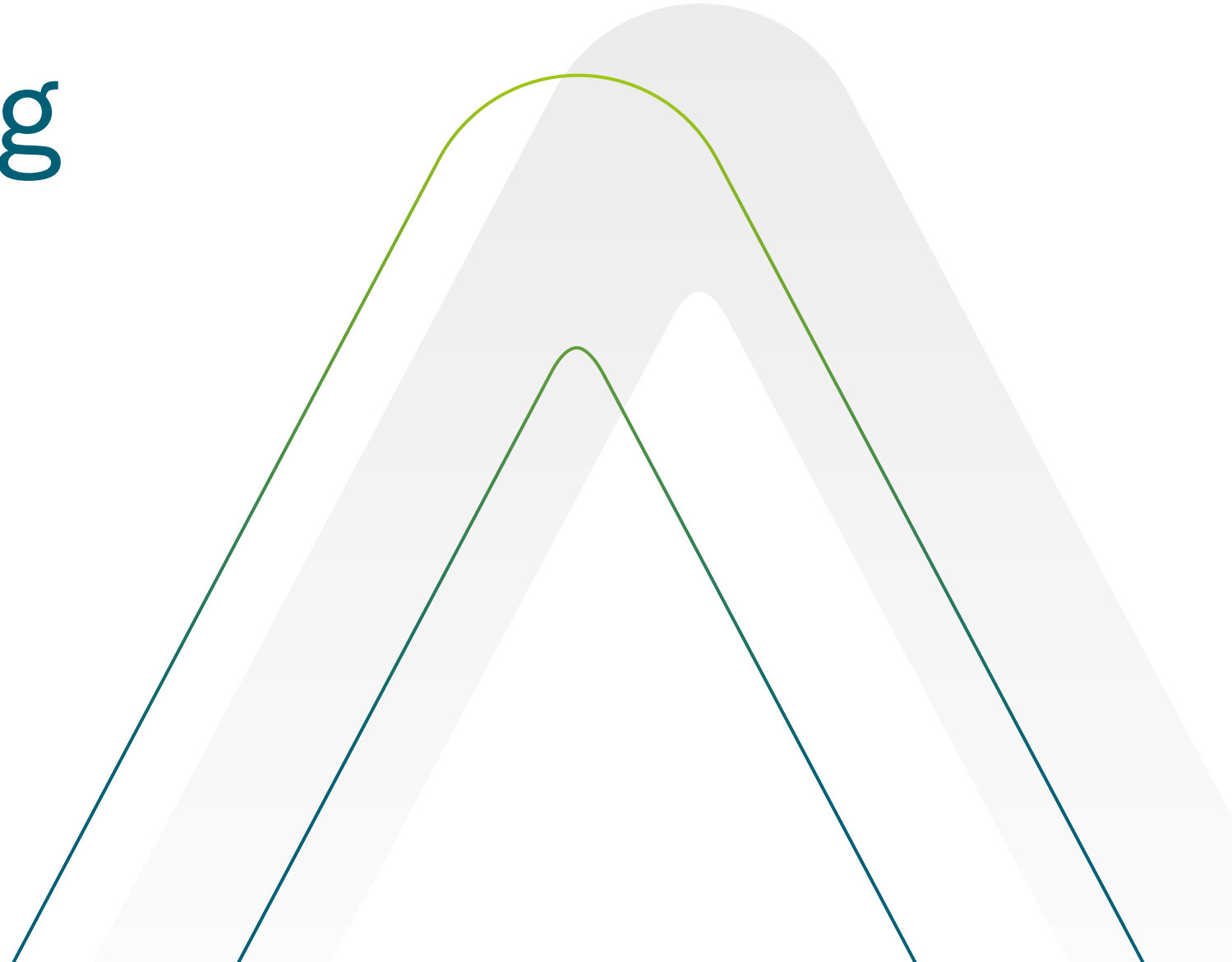


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# Unique Selling Proposition





USP of Encavis business model





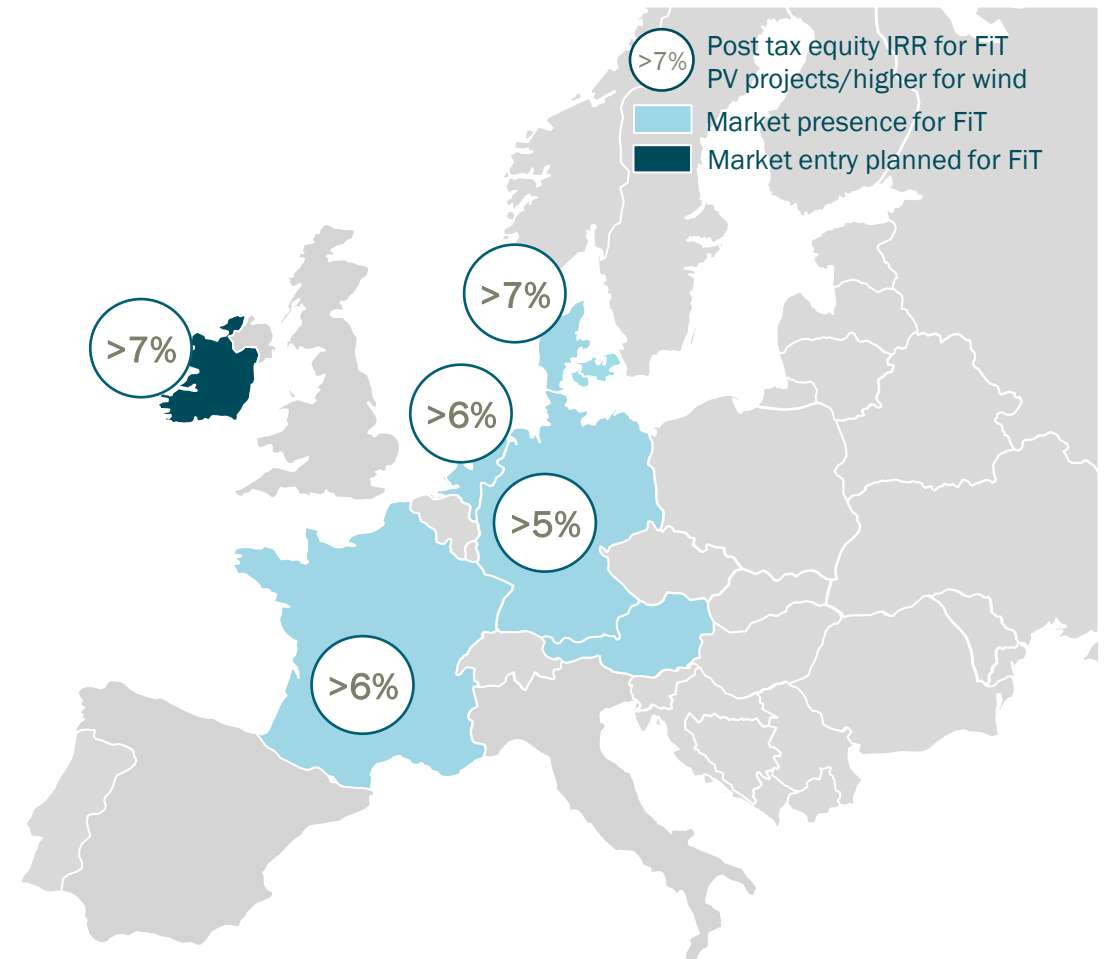
## The four pillars of our business

Focus on the risk management of investments in Renewable Energies

Segments	Business activities
	Acquisition and operation of ground mounted PV parks
	Acquisition and operation of onshore wind parks
	Customised portfolios or fund solutions with an all-round service for institutional investors in Renewable Energies (Encavis Asset Management)
	Technical operation and maintenance of PV parks by our technical service unit (Encavis Technical Services / Stern Energy)

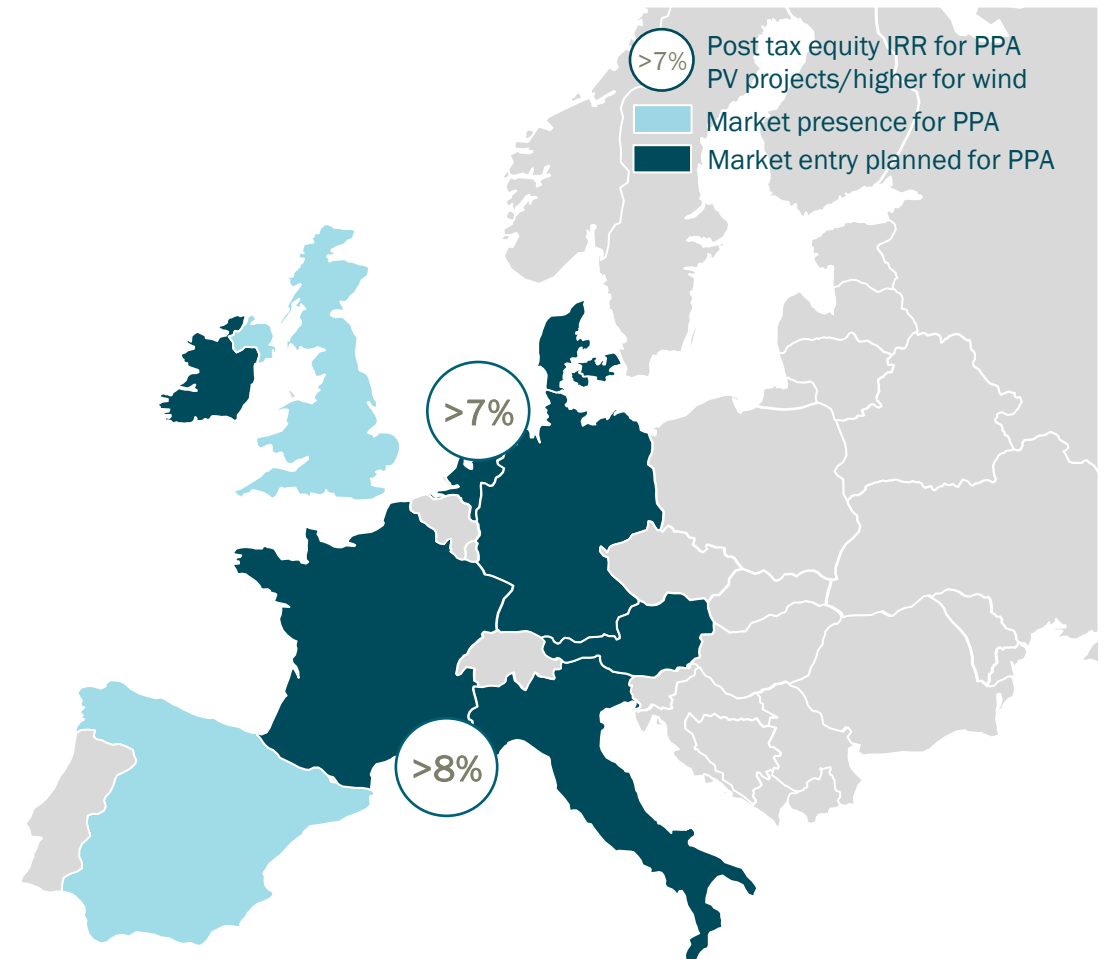
## Conservative acquisition strategy for markets with FiT (Feed-in-Tariffs) will be pursued as in the past

- We acquire ready-to-build, turnkey-projects or existing parks with Feed-in-Tariffs and operate them over their technical and commercial life time
- > 10 years of experience in these markets still allow for numerous acquisition opportunities in established markets with satisfying IRRs
- Falling interest rates create an increasing competition for FiT projects
- However, Encavis reiterates its commitment to stated IRR expectations

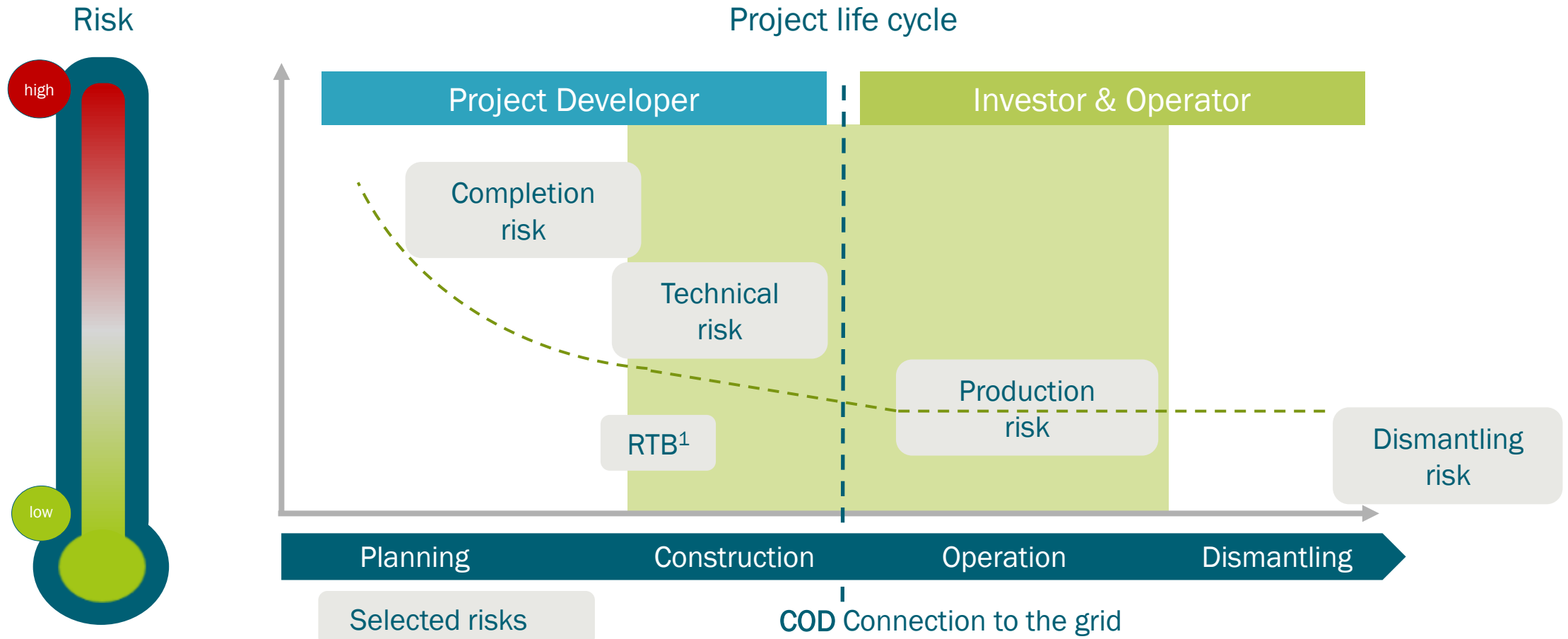


## Conservative acquisition strategy for markets with PPA projects with increasing importance

- We acquire ready-to-build, turnkey-projects or existing parks and negotiate Power Purchase Agreements with companies with very good ratings and operate them over their technical and commercial life time
- Our experience from PPA negotiations in Spain (500 MW PV) and the UK (40 MW PV) enables Encavis to move to emerging PPA markets like Italy and – in time to come – Germany and France
- IRR minimum requirement depends more on risk distribution and rating of the off-taker, and to a lesser extent on regulatory risk



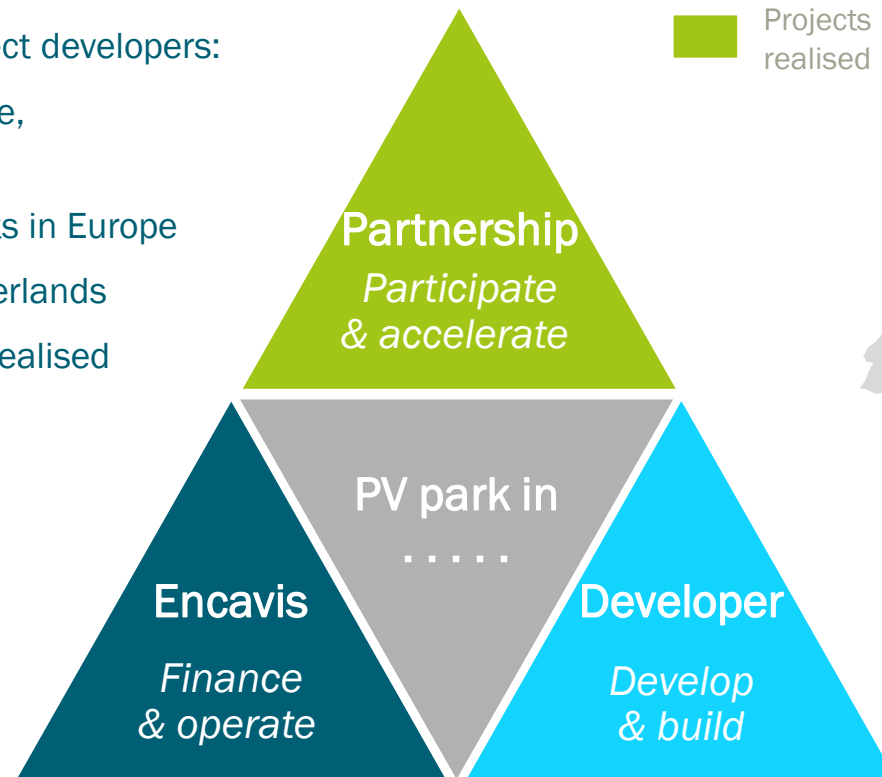
# Business model: risk structure of an investment over time (wind/solar)



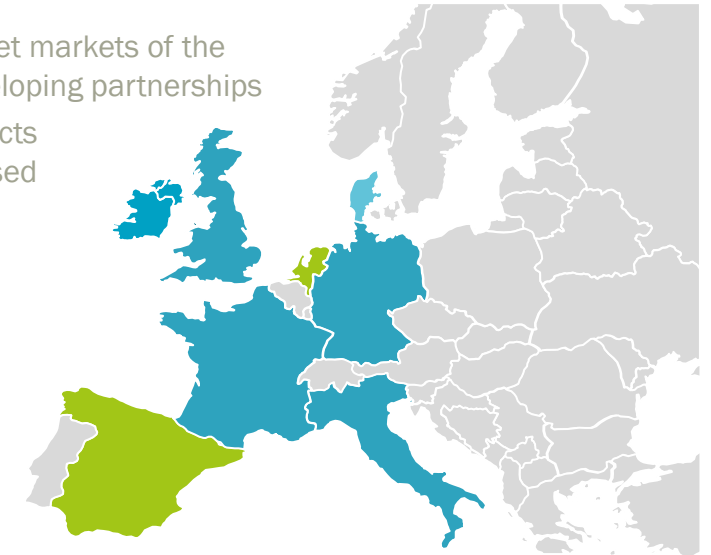
1) Ready to build

# Strategic Partnerships secure future growth with a pipeline volume of > 3.0 GW over three years

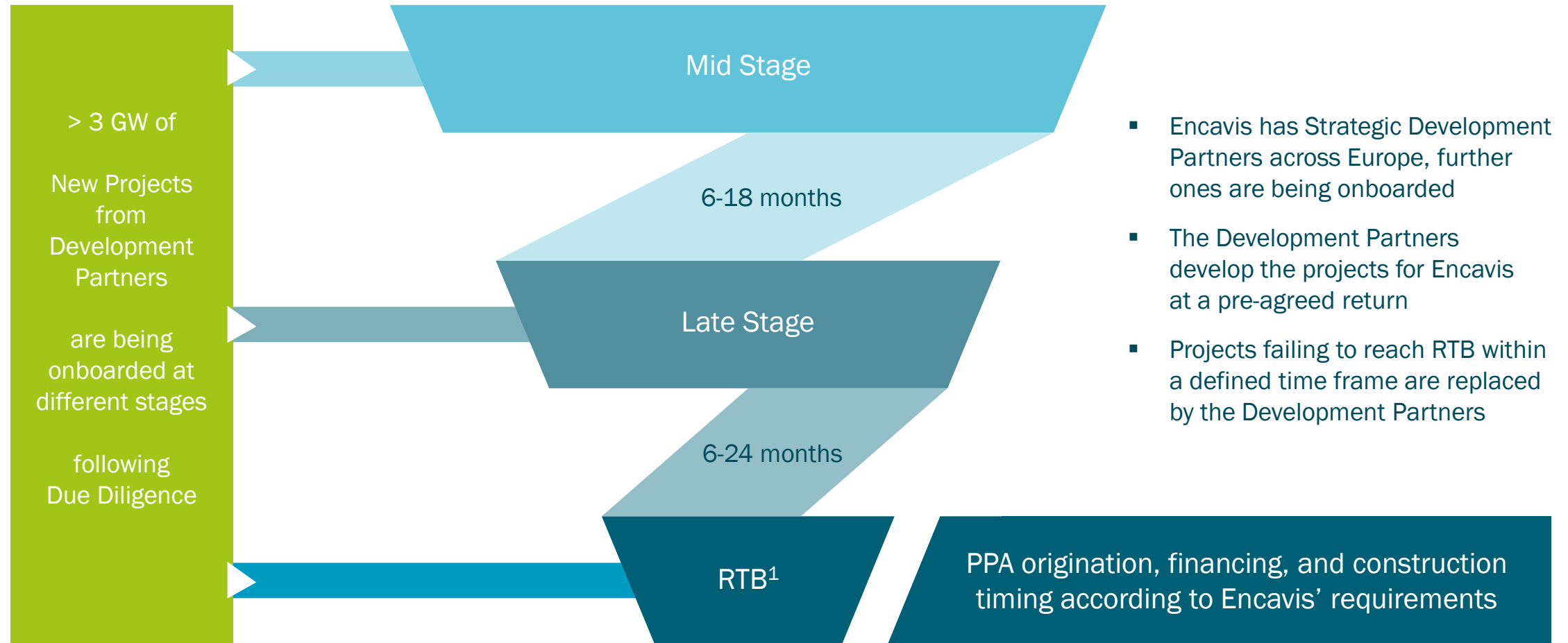
- Strategic partnerships with several project developers:  
Greengo, Greifensolar, LTService, Psai.Energies, Sunovis, ...
- Pipeline of > 3.0 GW in total with projects in Europe
- Projects realised in Spain and The Netherlands
- More than 580 MW of pipeline volume realised in less than one year
- Standardisation of processes reduces transaction costs



- Target markets of the developing partnerships
- Projects realised



## Strategic Development Partnerships – Status Quo and Outlook



1) Ready to build

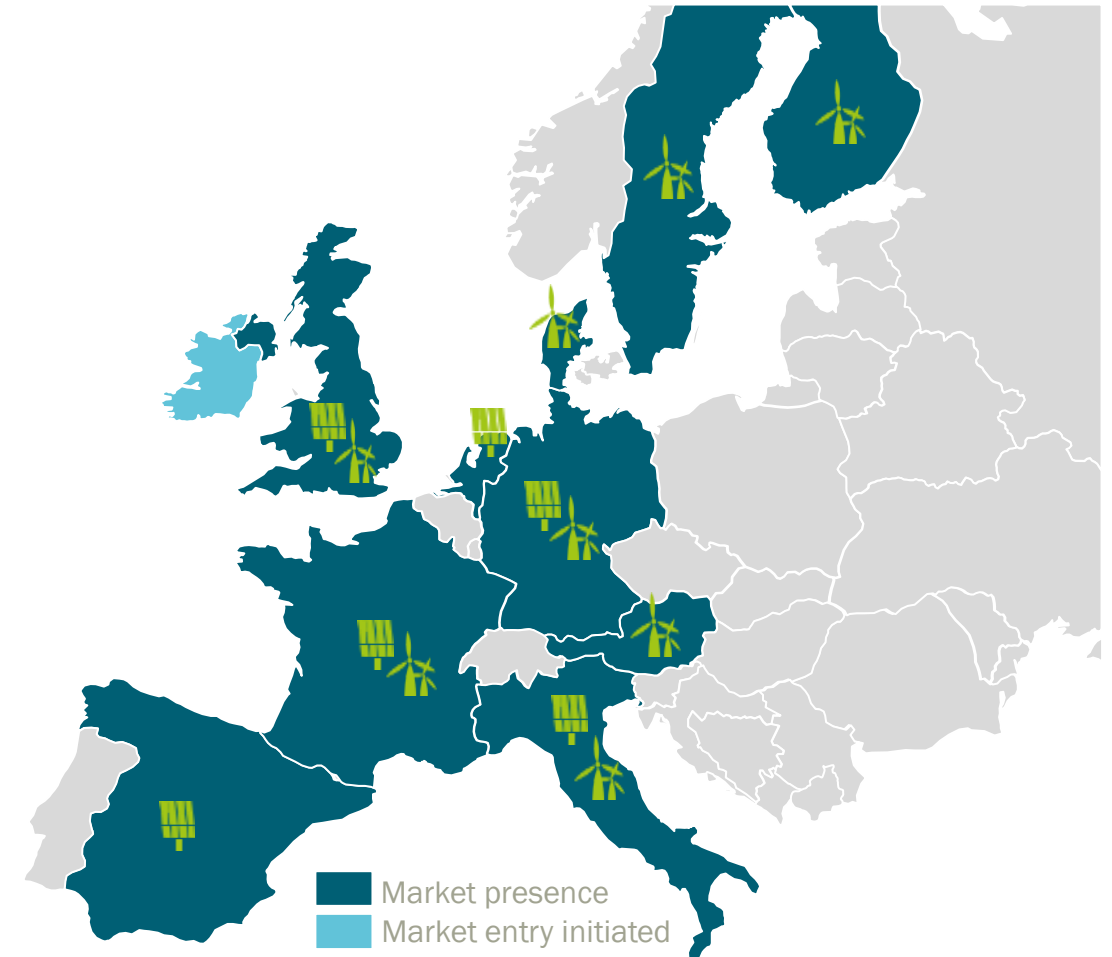
## Recent acquisition of minorities lead to ownership in solar parks of > 95 per cent on average

190 solar parks and 94 wind parks in 10 European countries: total capacity ~ 2.8 GW

Wind parks	Own Assets (net/gross)	Asset Management
Germany	181 / 229 MW	0 / 404 MW
France	36 / 36 MW	0 / 126 MW
Austria	19 / 36 MW	0 / 17 MW
Finland	21 / 21 MW	0 / 49 MW
United Kingdom	-	0 / 18 MW
Sweden	-	0 / 10 MW
Italy	5 / 6 MW	-
Denmark	118 / 120 MW	-
<b>Total</b>	<b>380 / 448 MW</b>	<b>0 / 624 MW</b>

Solar parks	Own Assets (net/gross)	Asset Management
Germany	258 / 262 MW	0 / 103 MW
Italy	154 / 154 MW	0 / 7 MW
France	194 / 194 MW	0 / 70 MW
United Kingdom	127 / 127 MW	-
The Netherlands	104 / 106 MW	0 / 197 MW
Spain	440 / 500 MW	-
<b>Total</b>	<b>1,278 / 1,343 MW</b>	<b>0 / 377 MW</b>

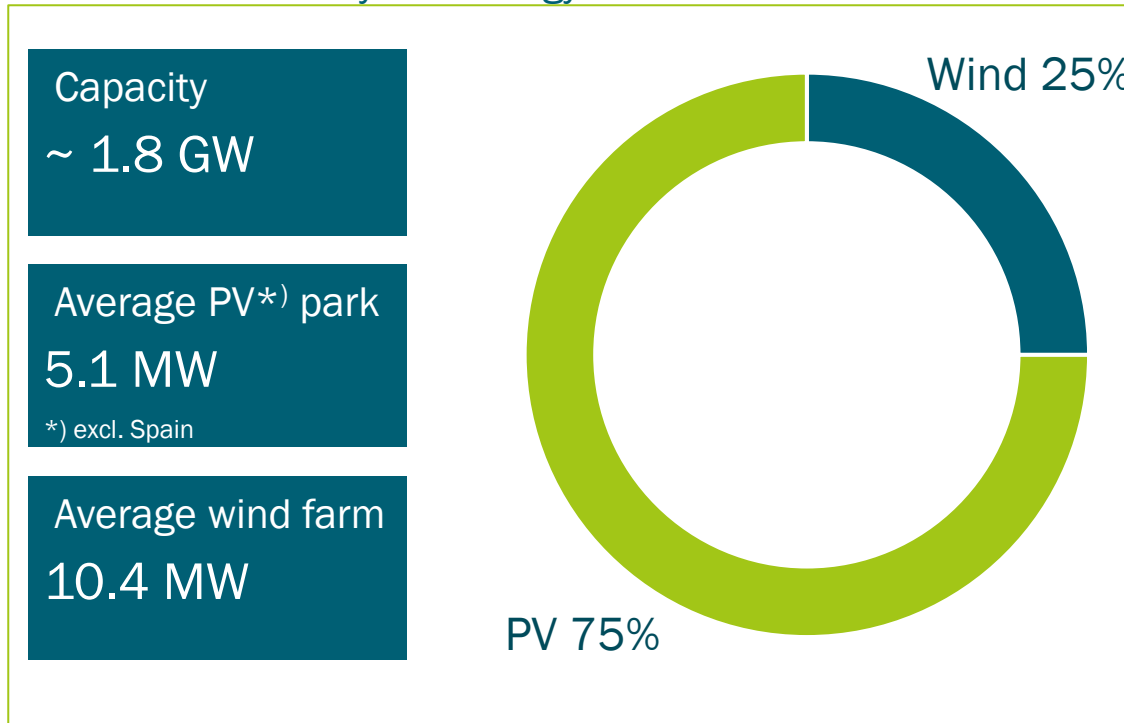
<b>Group total</b>	<b>Own Assets 1,658/1,791 MW</b>	<b>Group total 2,792 MW</b>
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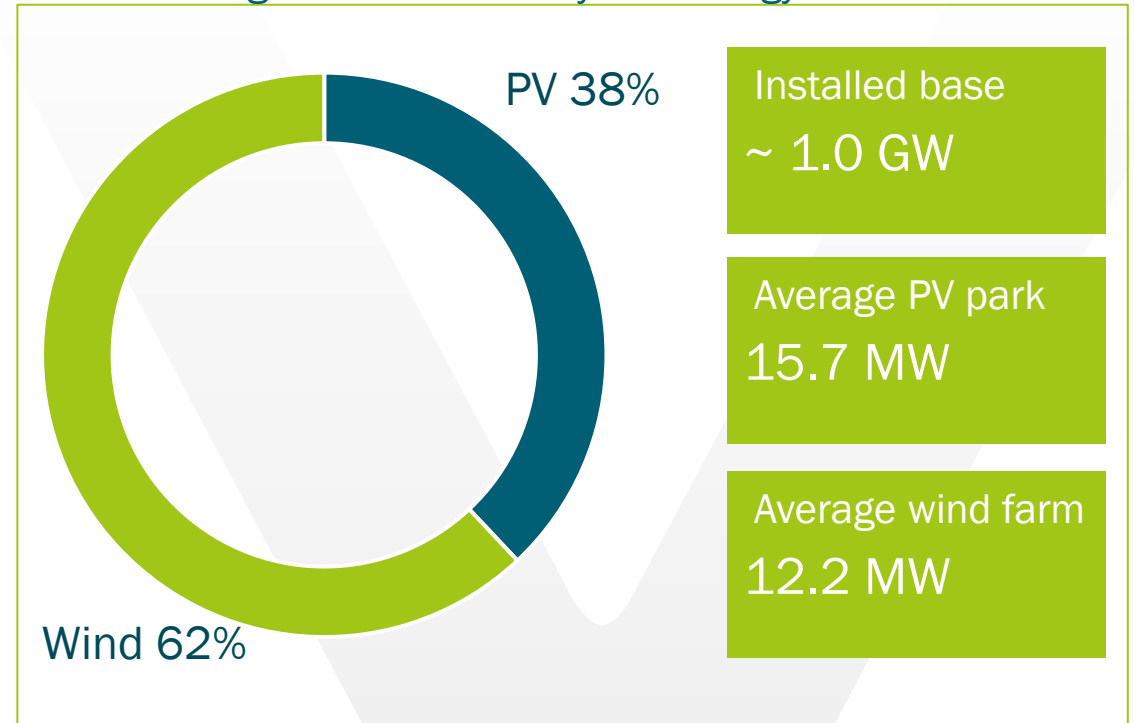


## Encavis Portfolio: PV accounts for > 75% of the Encavis Portfolio

Encavis Portfolio by technology

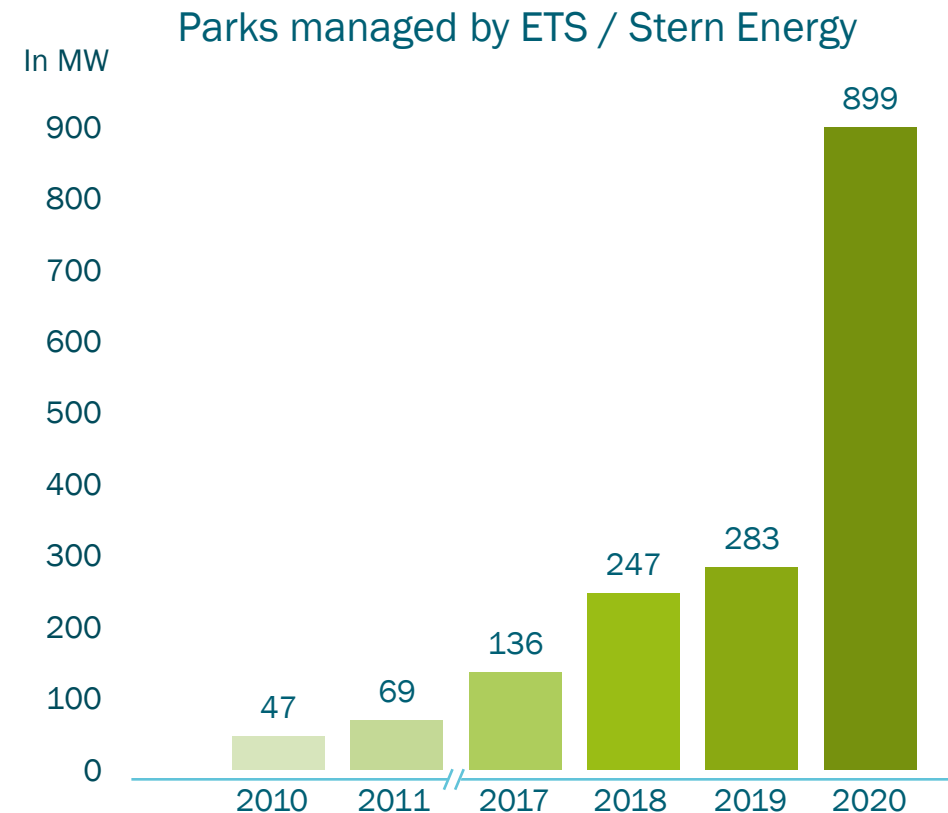
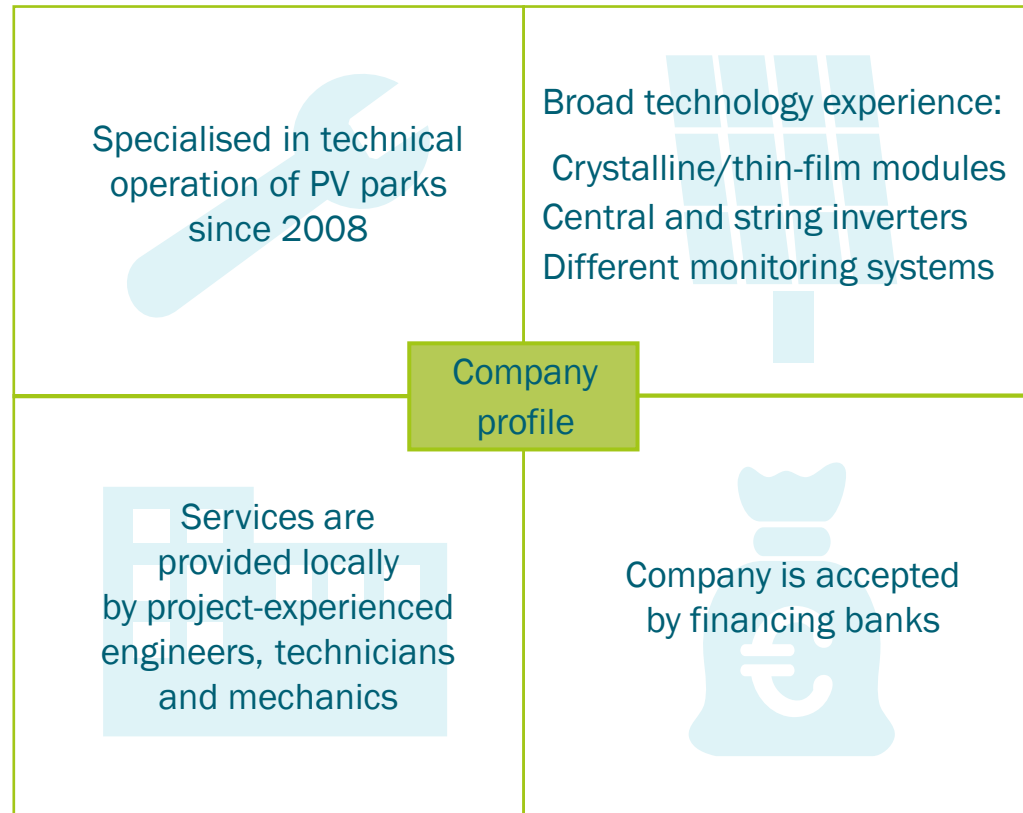


Asset Management Portfolio by technology



Most of the Renewable Energy Portfolio of Encavis is based on a FIT: ~ 13 years remaining FIT maturity

## Segment Technical Services / Stern Energy – Operational and Technical Management of our parks



## Encavis focused on growth to skim Economies of Scale

### Portfolio is actively managed by international and experienced team (examples)

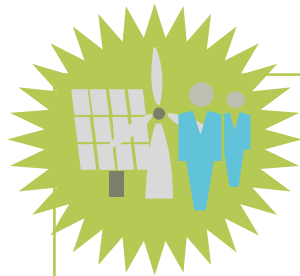
Measures implemented	Status
Negotiations with local authorities by Encavis workforce comprising native speakers from all countries Encavis is active ✓	Ongoing
Releasing reserve accounts due to high performance of parks and trust in Encavis and replacement by bank facilities ✓	Q4 2018– Q2 2020
Reducing financing costs via inhouse structured refinancing of existing loans placed in the financing market after competitive tender process ✓	Q3 2019– Ongoing
Generating additional cash due to re-leverage of projects via such refinancing transactions ✓	Q1 2021– Ongoing
Optimisation of insurance by auctioning all insurance contracts of Encavis parks in a European-wide process. Leading to an improved coverage and terms, reduction of premiums and risk diversification within the portfolio. ✓	2018 and 2020 again
Optimisation of low level operation contracts by clustering parks and auctioning service with local suppliers ✓	2018
Digitalisation of the business – improving technical availability by remote control of the parks, implementing a digital backbone for data flow from the parks via accounting into IFRS statement ✓	Ongoing

## Encavis is focused on growth to skim Economies of Scope



### Constant monitoring of parks

- Integration of all parks into our centralised 24h control room
- Calculation of yield reports and simulations based on actual irradiation levels
- Handling of failure reports 365 days a year
- Management of fast response fault clearance actions



### Onsite visits

- Failure analysis and repair works directly on site are conducted by experienced and trained teams
- Our service vehicles hold comprehensive stock of spare parts
- For major repairs teams of the component manufacturers are requested (for instance defective power sections)



### Constant improvement of parks

- Regular screening of solar parks with GPS-navigated drones with thermo cameras to detect hotspots
- Re-energisation of PV parks to stop degradation of modules
- Investment into winglets to improve rotation of wind blades in our wind farms to improve energy production



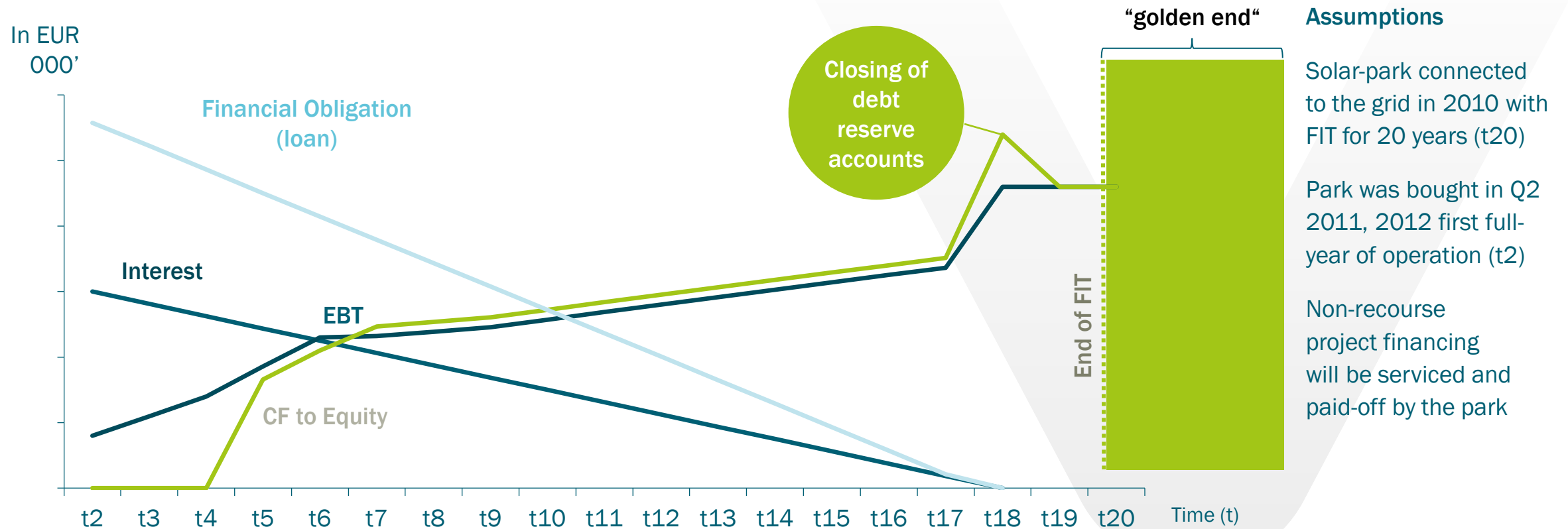
### Maintenance

- Solar park maintenance by own experienced employees or supervision of trained subcontractors
- Wind park maintenance usually done by turbine manufacturers / regular maintenance service supervised by onsite accompaniment of our own experienced employees

# The „golden end“ of Encavis‘ power plants

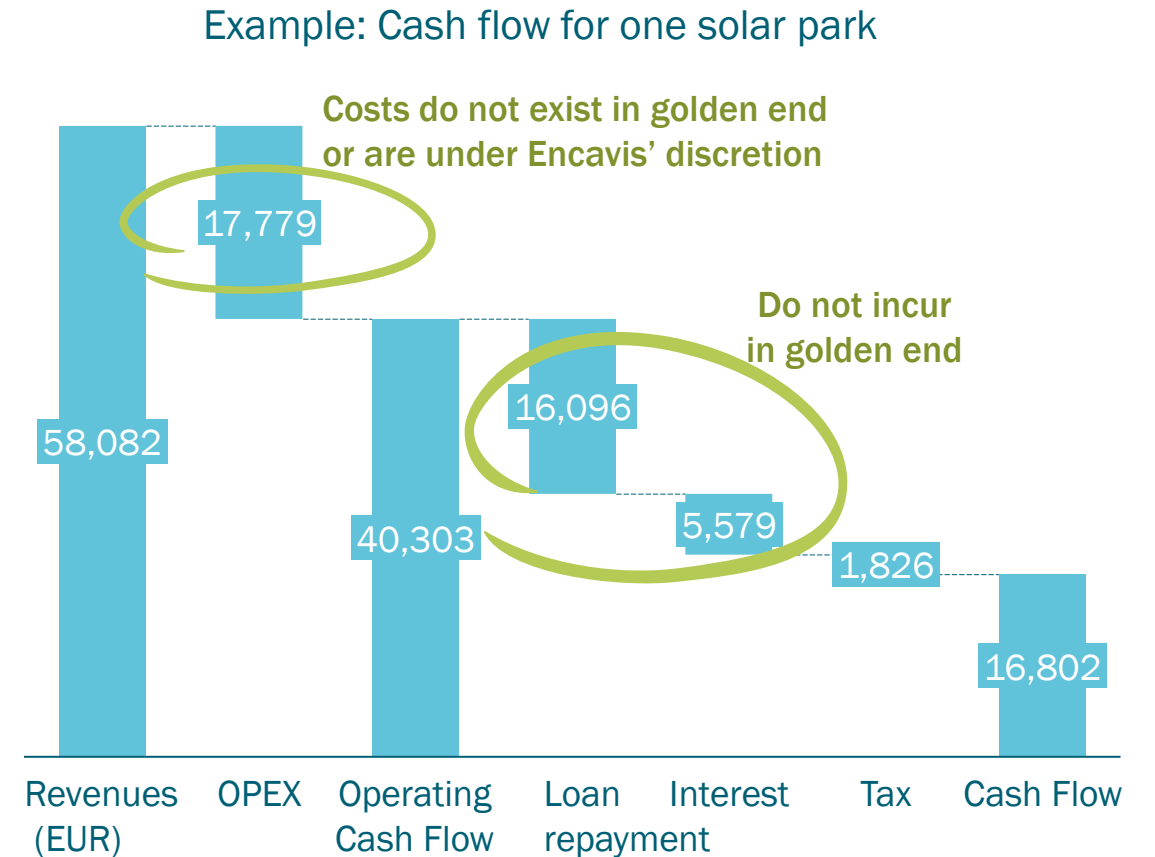
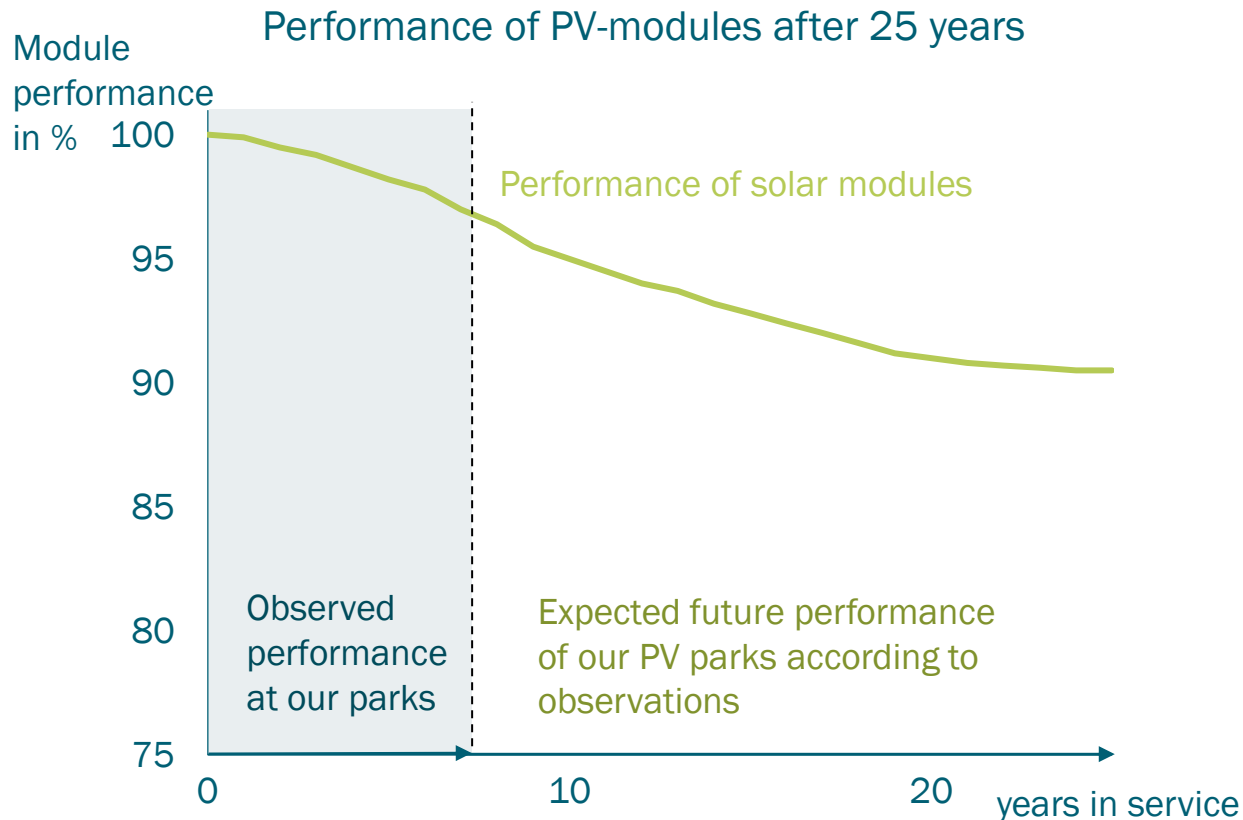
## Illustration of the different cash flows of a solar park (PV)

As the loan is paid-off during the price-fixing-period, parks are very profitable in the “golden end”



## „golden end“-PV parks are still with high efficiencies and lowest marginal costs

“NREL now finds, 25 years later, that the long-term degradation of the studied modules was 0.5% a year, with an efficiency, today, of around 88% of the original panel performance.\*)”



\*) First Solar’s PV module tech completes 25 years of testing at NREL – National Renewable Energy Laboratory (U.S.A.)  
from pv magazine USA / December 14, 2020 / Eric Wesoff

# Lifetime assumptions of PV parks differ nowadays substantially from IFRS accounting standards

## Historical accounting rules

### According to all GAAP/IFRS

it is mandatory to indicate a useful life for an asset that is capitalised. Due to the lack of historical data (utility-scale plants have been built from 2005 onwards)

accountants and investors have focused on the duration of the subsidy schemes (usually 20 years) and/or of the land leases (usually 25 to 30 years) to estimate the useful life.

## Today's business reality

As the technology has proven to be mature, investors are increasingly extending their valuation period (up to 50 years) and land lease agreements are currently being renegotiated or extended to allow a longer operation of the plants.

30 years can be taken for granted:  
Performance warranties of 30 years for new modules is currently a “de facto” industry standard as confirmed by the extracts from official data sheets on the following pages

30 years ++ can be assumed due to following reasons: \*)  
Consistently dropping technology costs will allow operators to either . . .  
+ Ongoing optimisations of the portfolio at very low replacement costs or  
+ Increase the power of the plants once the subsidy schemes are faded out

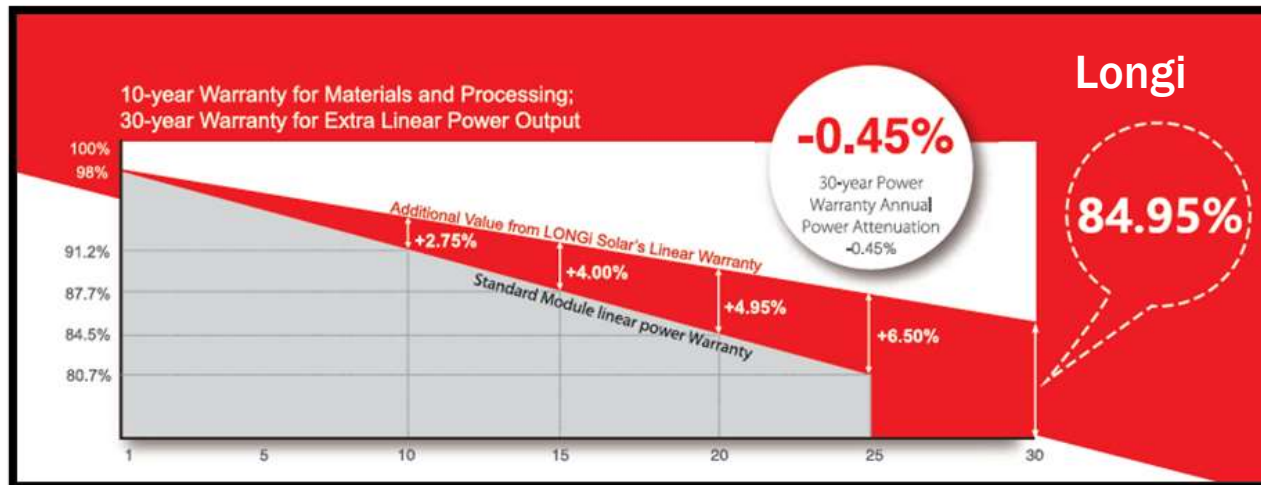
There is also an increasing portion of already acquired land as well as strategic ambitions to acquire the land on which solar plants are operating or are being developed.

Encavis' land leases/acquisitions allow long useful life / Extension . . .  
. . . to 30 years in 45% of Portfolio (PF) in NL  
. . . to 30 years or longer in > 60% of PF in FRA / in 50% of PF in IT / in 30% of PF in UK  
. . . up to 2050 plus unlimited number of extensions of 5-year-periods in ES / an evergreen contract

\*) <https://www.pv-magazine.com/2018/12/17/revamping-and-repowering-the-size-of-the-opportunity/>



# PV module warranties of 30 years are current standard (I)



**NEW**

**CanadianSolar**

**BiKu MODULE**  
 NEW GENERATION BIFACIAL MODULE  
**FRONT POWER RANGE: 350W ~ 365W**  
**UP TO 30% MORE POWER FROM THE BACK SIDE**  
 CS3U-350 | 355 | 360 | 365PB-AG

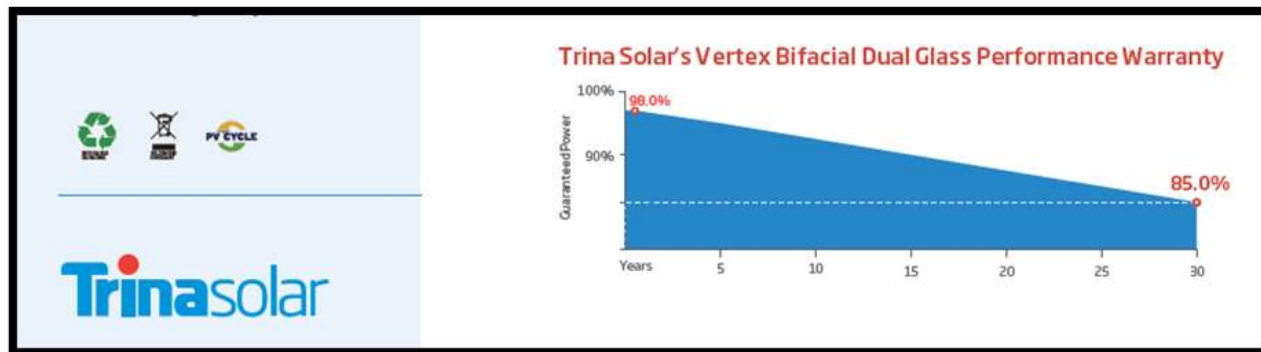
**MORE POWER**

- EXTRA POWER** Up to 30% more power from the back side
- 41°C** Low NMOT:  $41 \pm 3$  °C  
 Low temperature coefficient (Pmax):  $-0.37\% / ^\circ\text{C}$
- Better shading tolerance**

**MORE RELIABLE**

- 30 years** linear power output warranty\*
- 12 years** enhanced product warranty on materials and workmanship\*

\* According to the applicable Canadian Solar Limited Warranty Statement.



# PV module warranties of 30 years are current standard (II)

**RISEN ENERGY CO., LTD.**  
 Risen Energy is a leading, global tier 1 manufacturer of high-performance solar photovoltaic products and provider of total business solutions for residential, commercial and utility-scale power generation. The company, founded in 1986, and publicly listed in 2010, compels value generation for its chosen global customers. Techno-commercial innovation, underpinned by consummate quality and support, encircle Risen Energy's total Solar PV business solutions which are among the most powerful and cost-effective in the industry. With local market presence and strong financial bankability status, we are committed, and able, to building strategic, mutually beneficial collaborations with our partners, as together we capitalise on the rising value of green energy.

Tashan Industry Zone, Meilin, Ninghai 315609, Ningbo | PRC  
 Tel: +86-574-59953239 Fax: +86-574-59953599  
 E-mail: marketing@risenenergy.com Website: www.risenenergy.com

**Certified to withstand severe environmental conditions**

- Anti-reflective & anti-soiling surface minimise power loss from dirt and dust
- Severe salt mist, ammonia & blown sand resistance, for seaside, farm and desert environments
- Excellent mechanical load 2400Pa & snow load 5400Pa resistance

**LINEAR PERFORMANCE WARRANTY**  
 12 year Product Warranty / 30 year Linear Power Warranty

★ Please check the valid version of Limited Product Warranty which is officially released by Risen Energy Co., Ltd

**RISEN ENERGY**

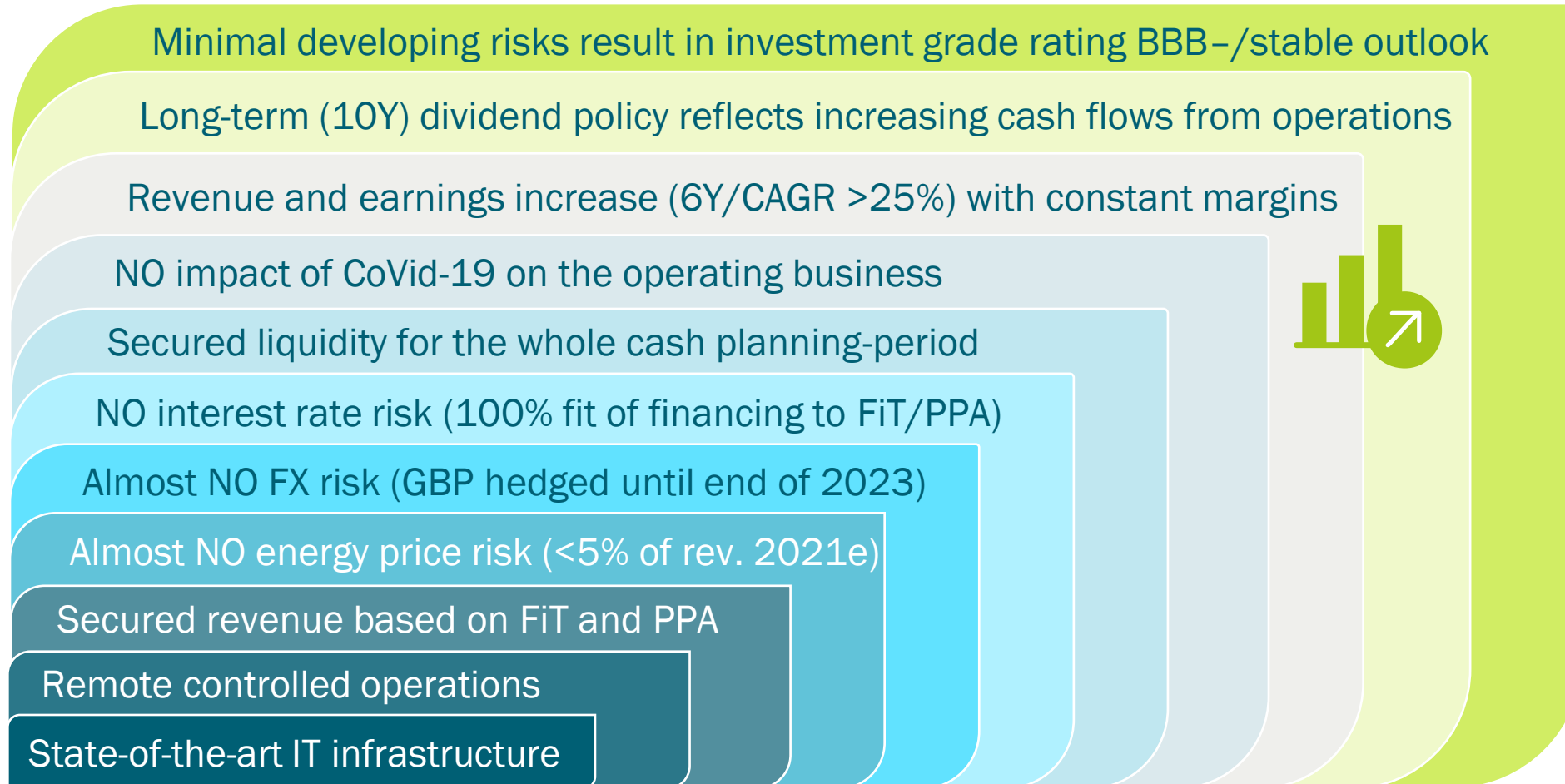
**risen**  
solar technology

Preliminary  
For Global Market

Jinko Solar

**LINEAR PERFORMANCE WARRANTY**  
 12 Year Product Warranty + 30 Year Linear Power Warranty  
 0.55% Annual Degradation Over 30 years

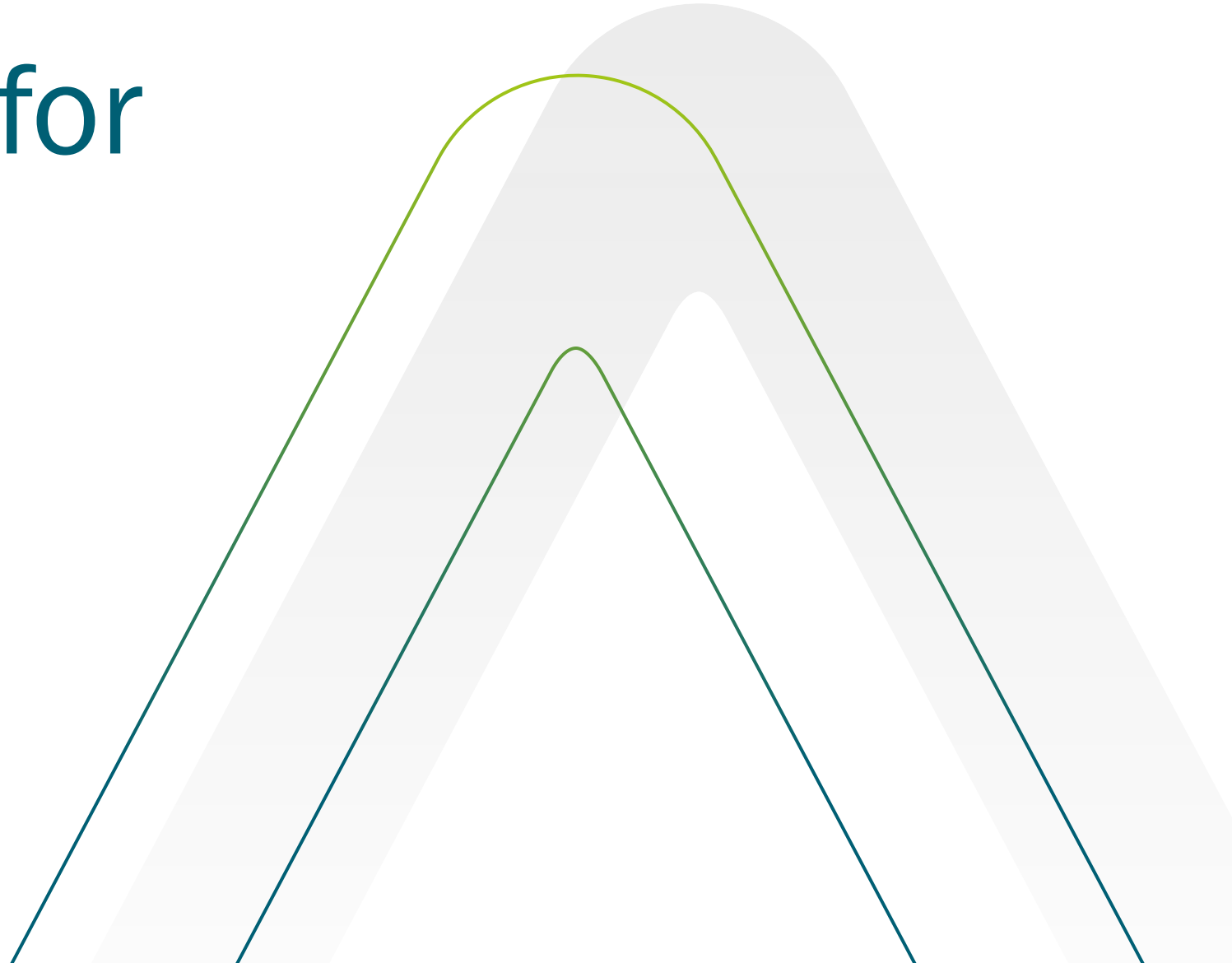
## State-of-the-art infrastructure and technology result in stability, reliability and very low risk business model: Sustainable valuation of all assets



ENCAVIS

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# Bright future for Renewable Energies



## Demand for power from renewables from two strong players: public & private sector



### Public Sector: Goal to limit global warming

- COP 21 Paris: 196 countries united to limit global warming below 2 °C
- Europe 20-20-20 targets
- China: largest installed renewables fleets
- Denuclearization in Germany and Japan
- Creation of low-carb economies

### Demand via FIT-schemes and competitive auctions



### Private sector: Sustainability goals and long-term supply security

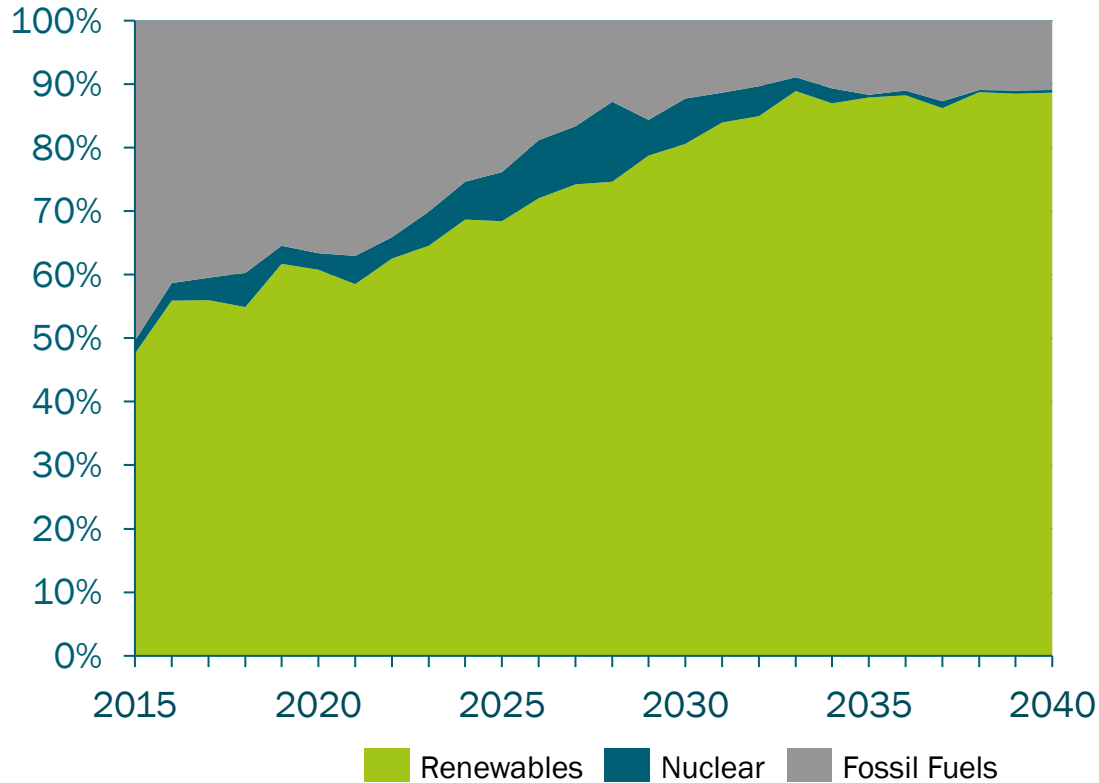
- Private companies create global initiatives in order to take action on climate change.
- Multinational companies such as Google, Facebook and Microsoft go ahead with ambitious targets
- 100% renewable targets help to create a positive brand awareness
- Furthermore, direct Power Purchase Agreements between companies and power producers from renewable energy resources offer long-term supply at fixed rates

### Demand via PPAs and purchase of green certificates

# Entering the Century of Renewable Power Generation

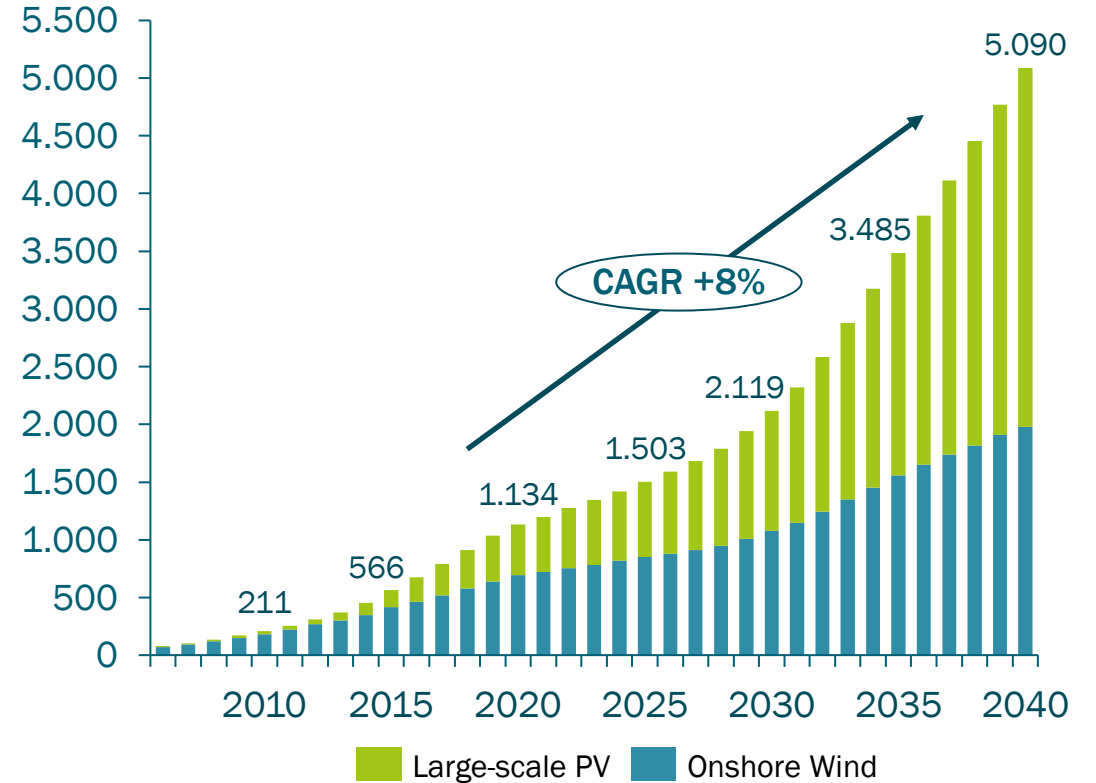
Gross capacity additions by technology group

Share in annual capacity additions

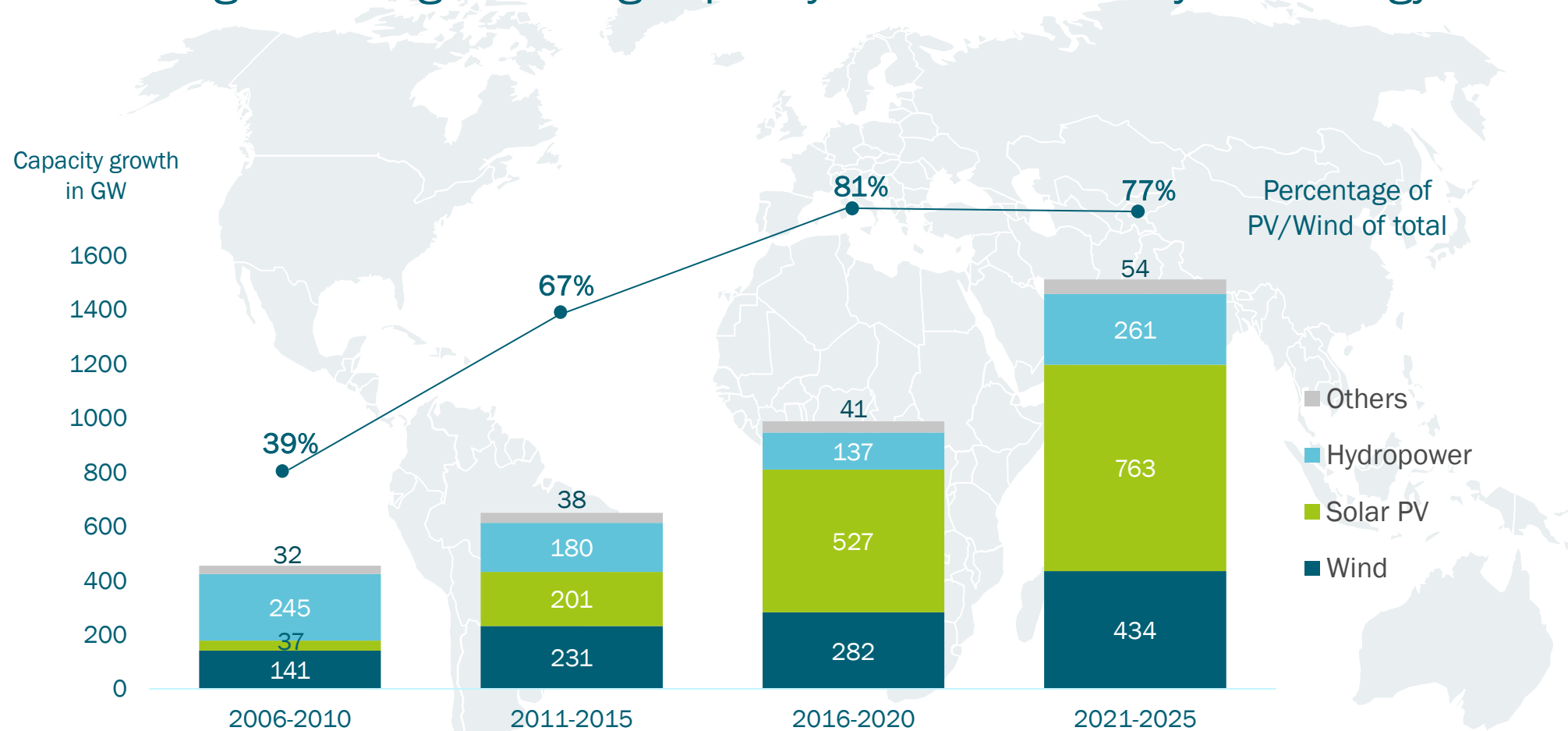


Global utility PV and onshore wind capacity

In GW



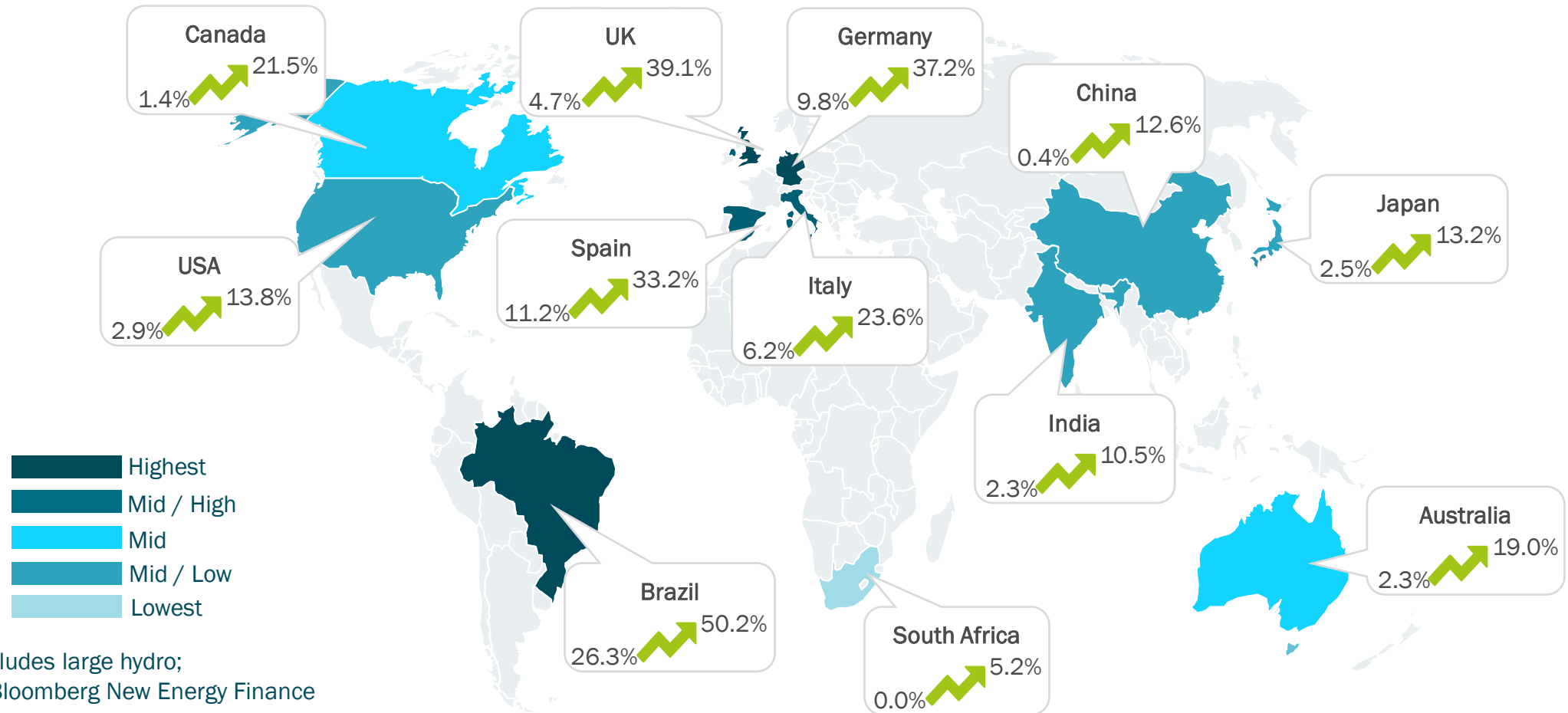
## Worldwide growth in generating capacity of renewables by technology



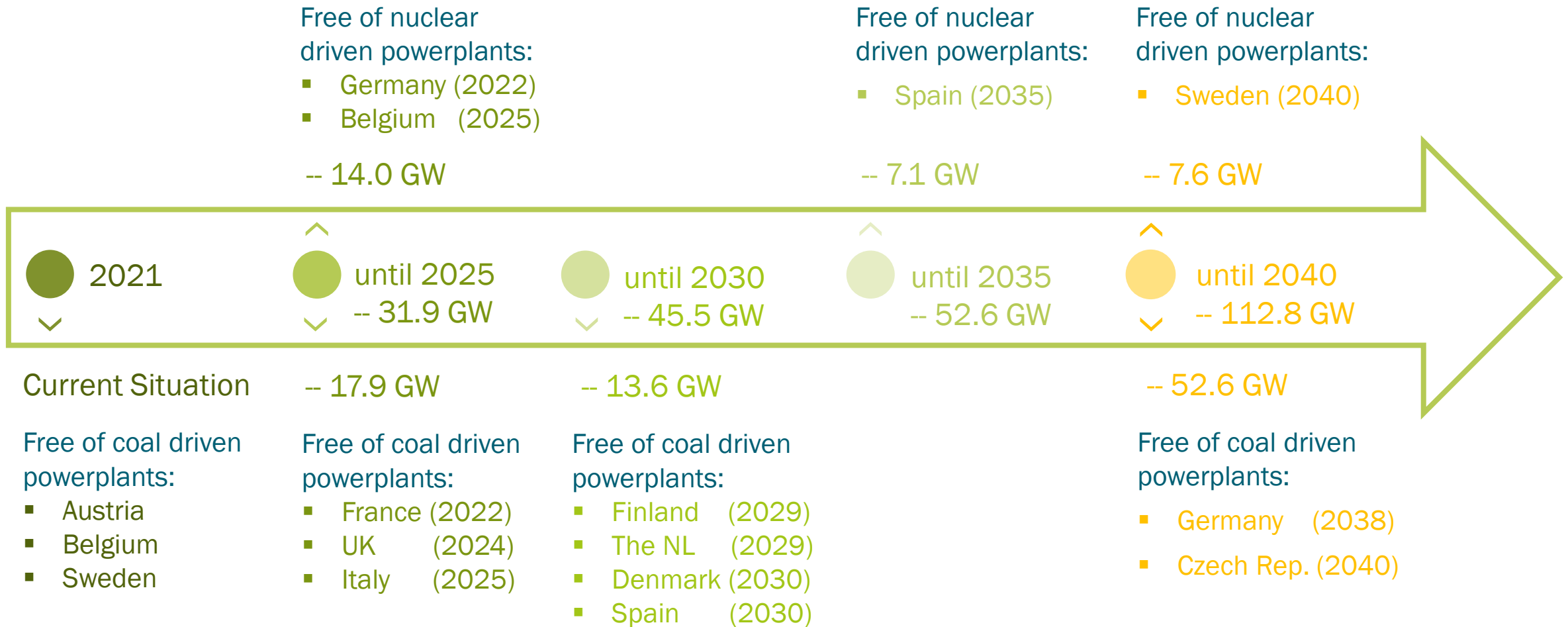
Source: Bloomberg New Energy Finance



## Development of Renewable Energy proportion in power generation (2006 – 2019)

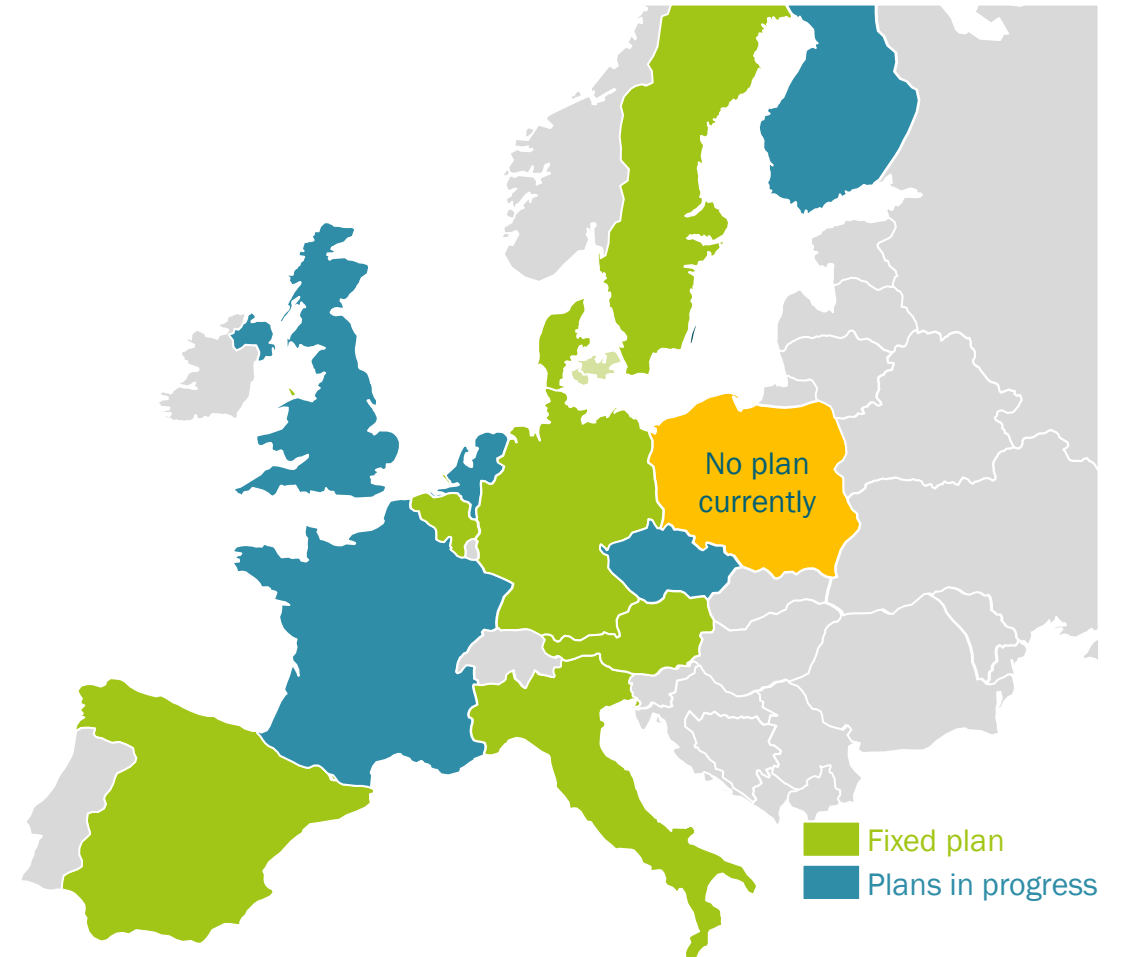


# National shutdown plans of nuclear and coal driven generating capacities in Europe until 2040



## National shutdown plans for nuclear and coal driven generating capacities

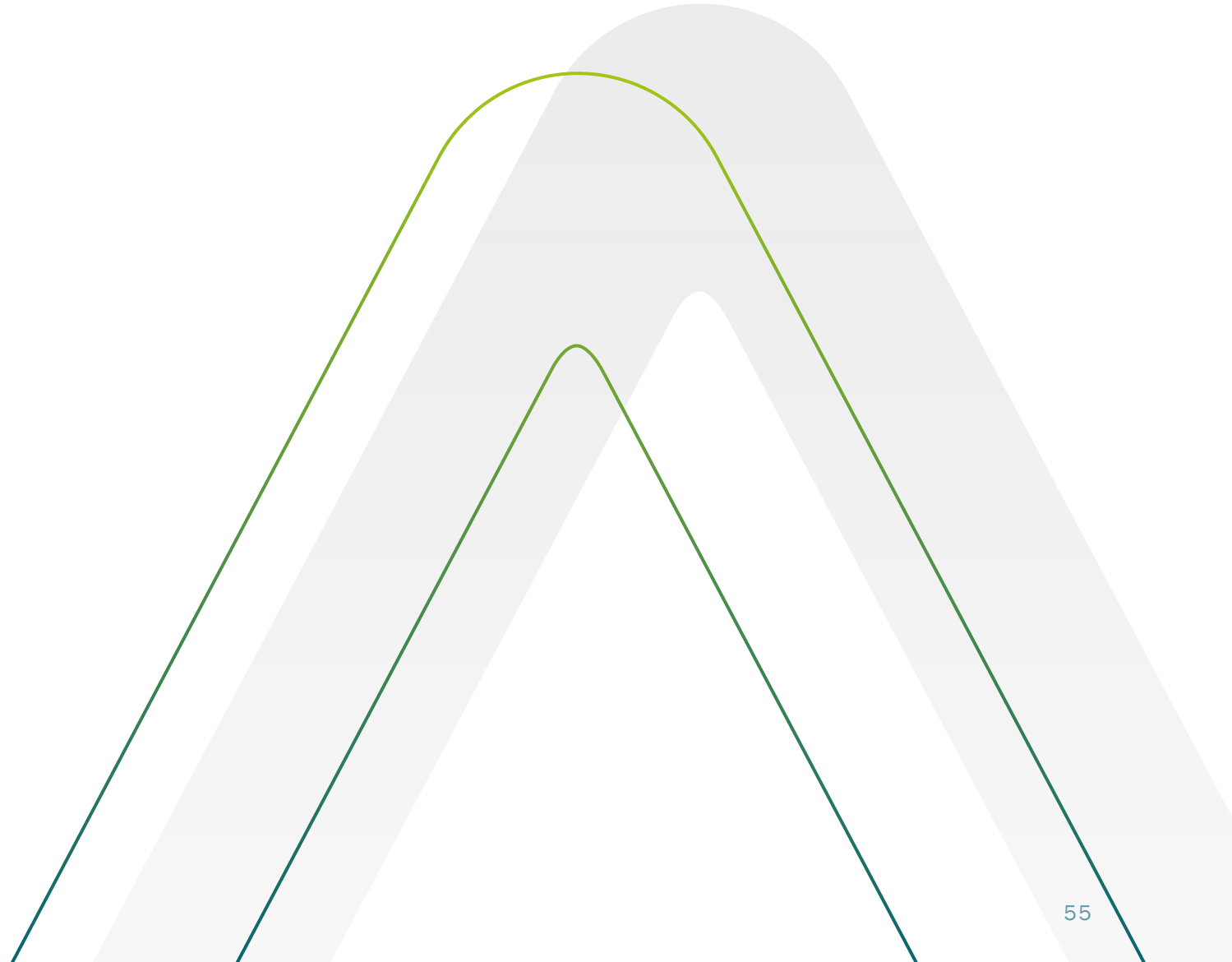
Country	Coal driven Power Plants		Nuclear Power Plants	
Germany	Until 2038	47.0 GW	Until 2022	8.1 GW
Poland	---	29.5 GW	---	0.0 GW
Czech Republic	Until 2040 <sup>*)</sup>	8.4 GW	---	3.9 GW
Austria	Today already	0.0 GW	Today already	0.0 GW
Italy	Until 2025	8.5 GW	---	0.0 GW
Spain	Until 2030	5.1 GW	Until 2035	7.1 GW
France	Until 2022	3.1 GW	---	63.1 GW
United Kingdom	Until 2024	6.3 GW	---	8.9 GW
Belgium	Today already	0.0 GW	Until 2025	5.9 GW
The Netherlands	Until 2029	4.5 GW	---	0.5 GW
Denmark	Until 2030	2.2 GW	---	0.0 GW
Sweden	Today already	0.0 GW	Until 2040	7.6 GW
Finland	Until 2029	1.8 GW	---	2.8 GW
<b>Total</b>		<b>116.6 GW</b>		<b>107.9 GW</b>



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# New era: PPA

Encavis as a European first mover



## Strong growing PPA markets – Encavis is a European first mover in solar

### Pillars of the Encavis Growth Strategy >> Fast Forward 2025

Encavis has secured preferred access to know-how for PPA by establishing a dedicated in-house competence team and by investing in market leading competence platform



Pexapark (CH)

Leveraging knowledge and network as experienced investor based on recently signed PPAs with a leading European Utility and Amazon for in total of 500 MW of Spanish solar parks



Strong Balance Sheet with equity ratio > 24% giving corporates adequate comfort to handle risks from long-term PPA contracts

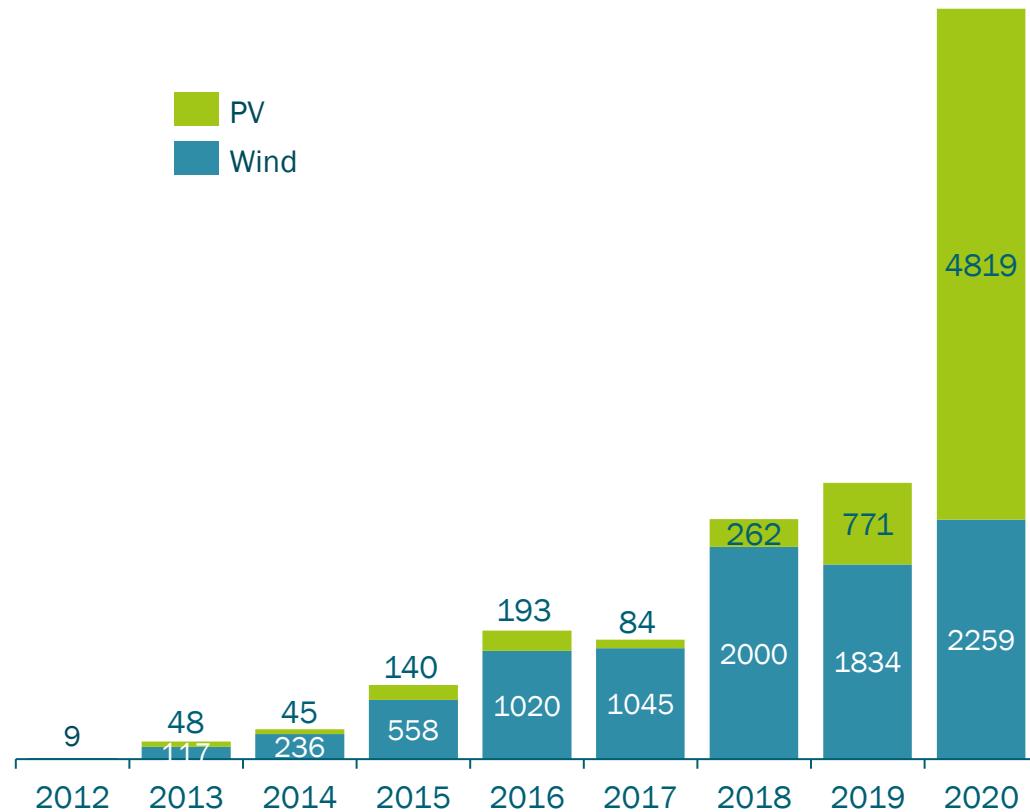


Access to early stage projects without taking direct development risk by signing numerous partnership agreements with exclusive rights in Italy, France, Spain, The Netherlands, Denmark and Germany



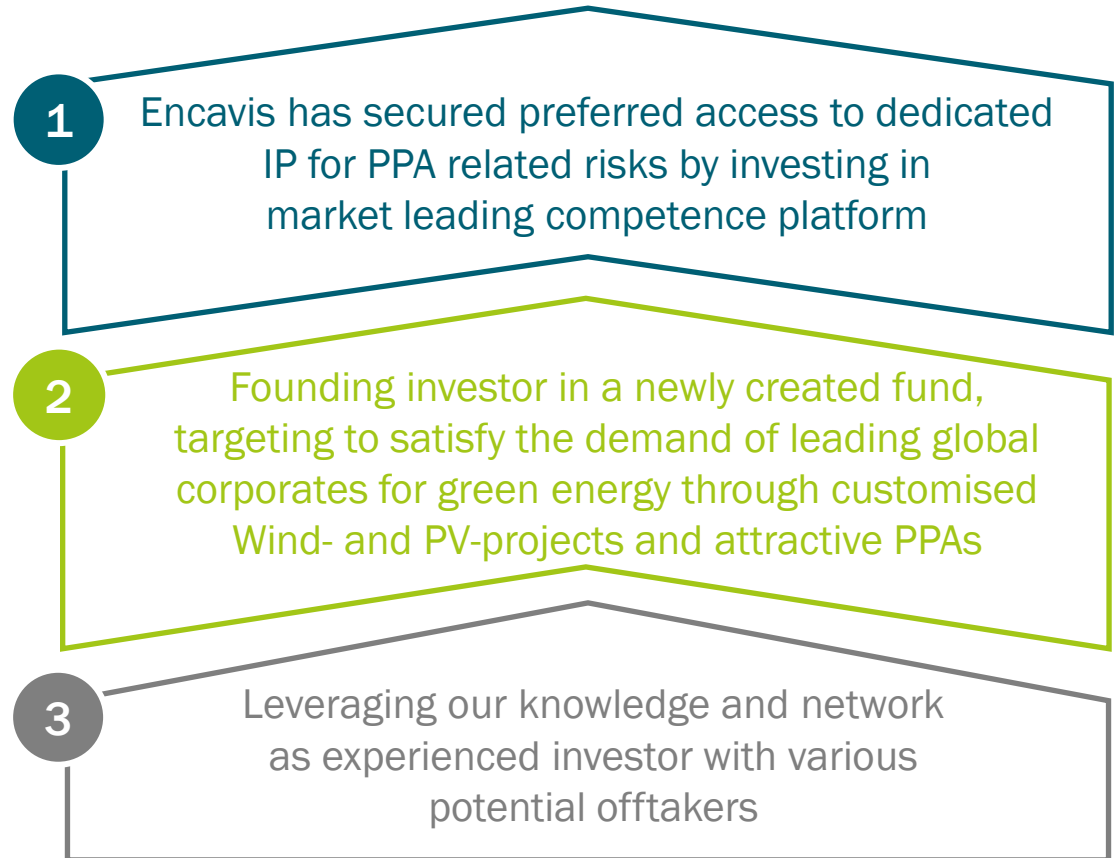
## Strong growing PPA markets – Encavis is a European first mover in solar

Annual capacity additions through PPAs in EMEA (MW)



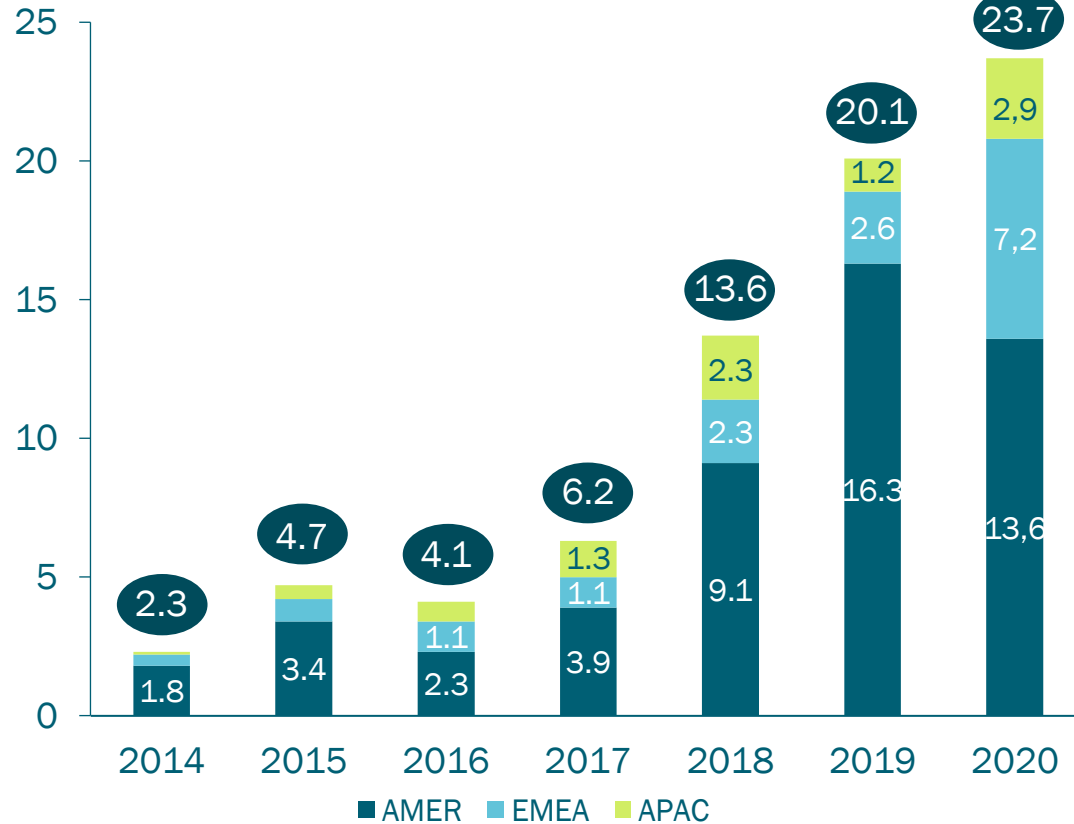
Source: BNEF; signing date estimated by Bloomberg

Three pillars of the Encavis PPA strategy



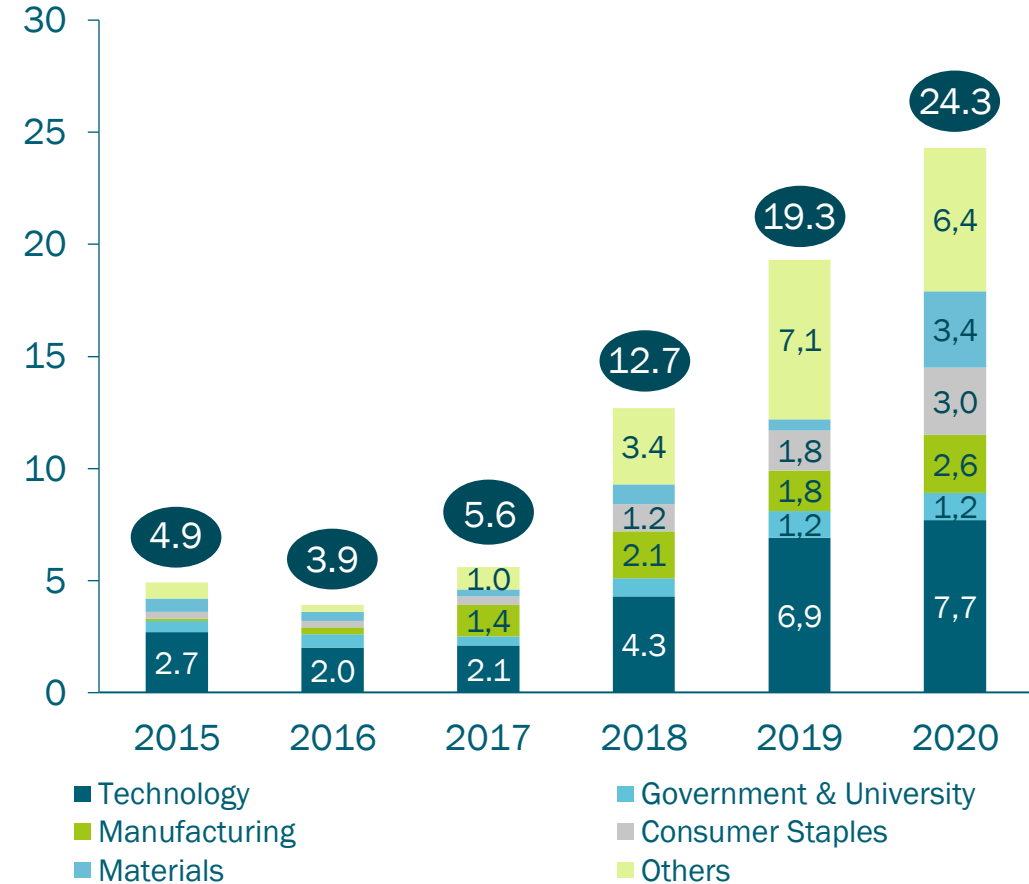
## Steadily growing volume of globally signed corporate PPAs

Global corporate PPA volumes  
Annual volume in GW



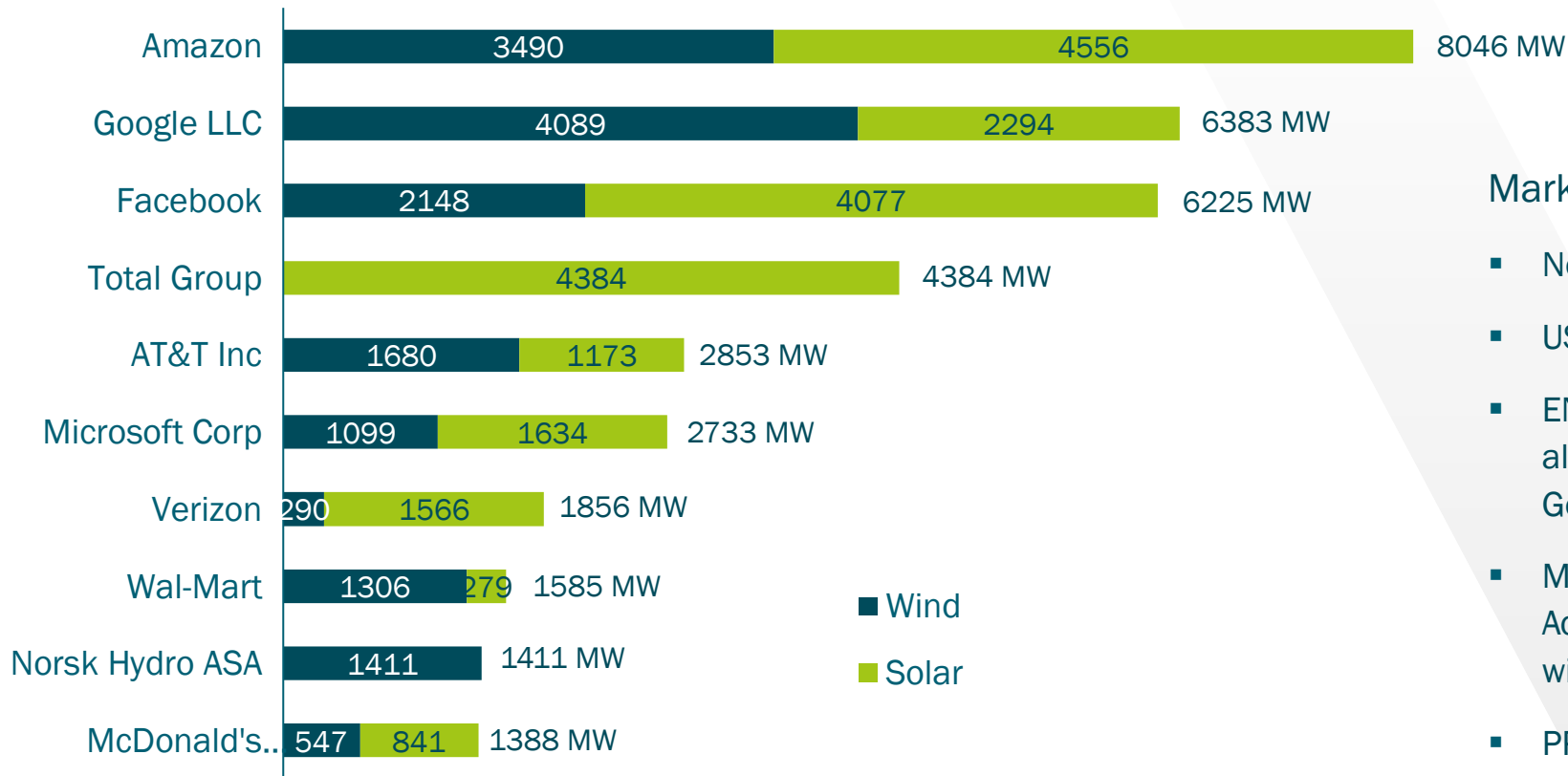
Source: BNEF, 2021

PPA capacity by offtaker type  
Annual volume in GW



## The need for green energy supply is driving PPA markets

### Top global corporate offtakers 2020



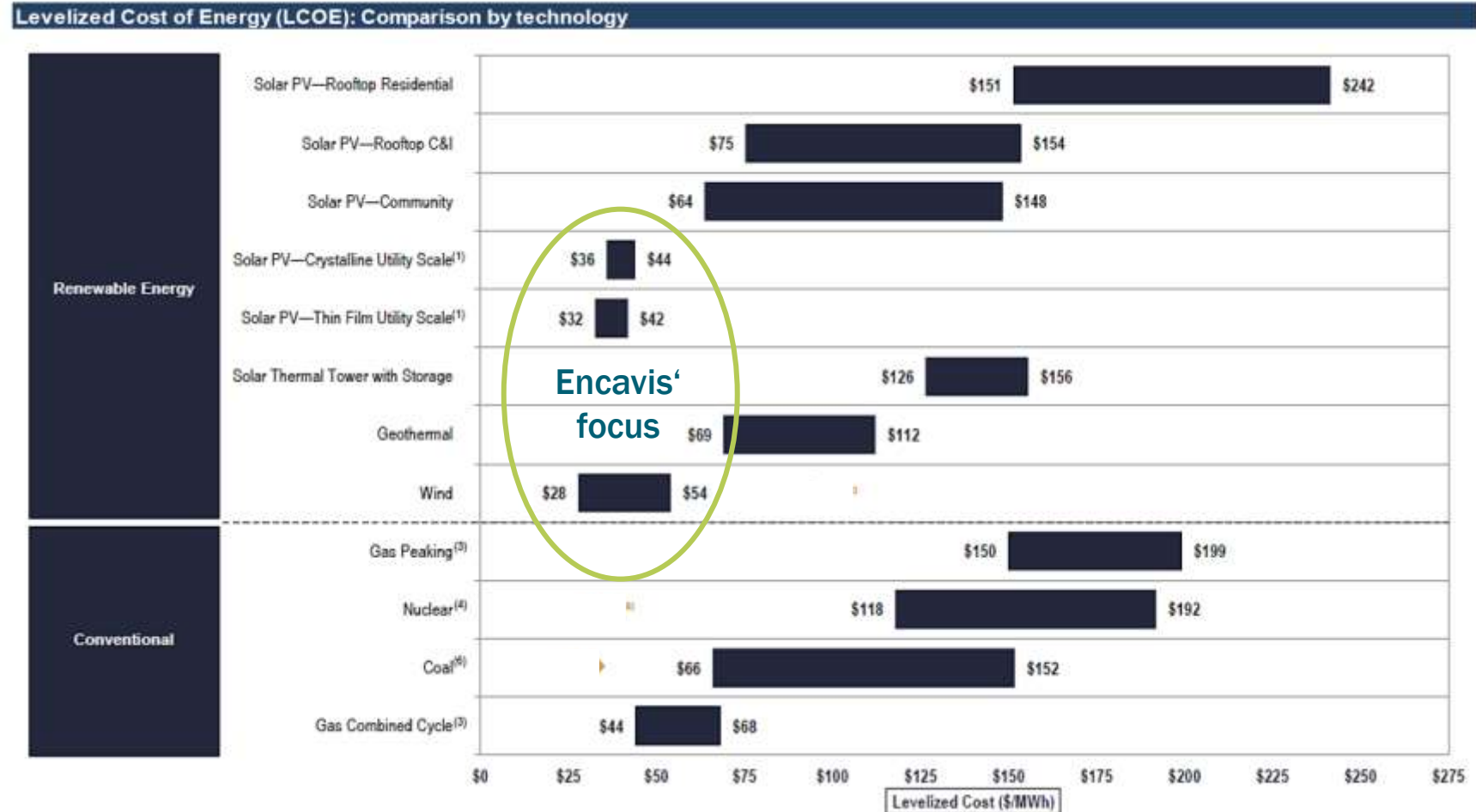
### Market developments

- North American market with pioneering role
- US companies search partners for PPAs in Europe
- ENCAVIS registers increasing demand for PPAs also in Europe (Nordics, Spain, Italy, Ireland, Germany)
- Major PPA deal in Europe in March 2021: Adger Energi signed 15-year PPA for 900 MW wind power portfolio across Sweden and Finland
- PPAs are contracted for time periods from 6 – 20 years

Source: BNEF Corporate PPA Deal Tracker, April 2021



# Solar utility scale with comparably low Levelized Costs Of Energy (LCOE) Production

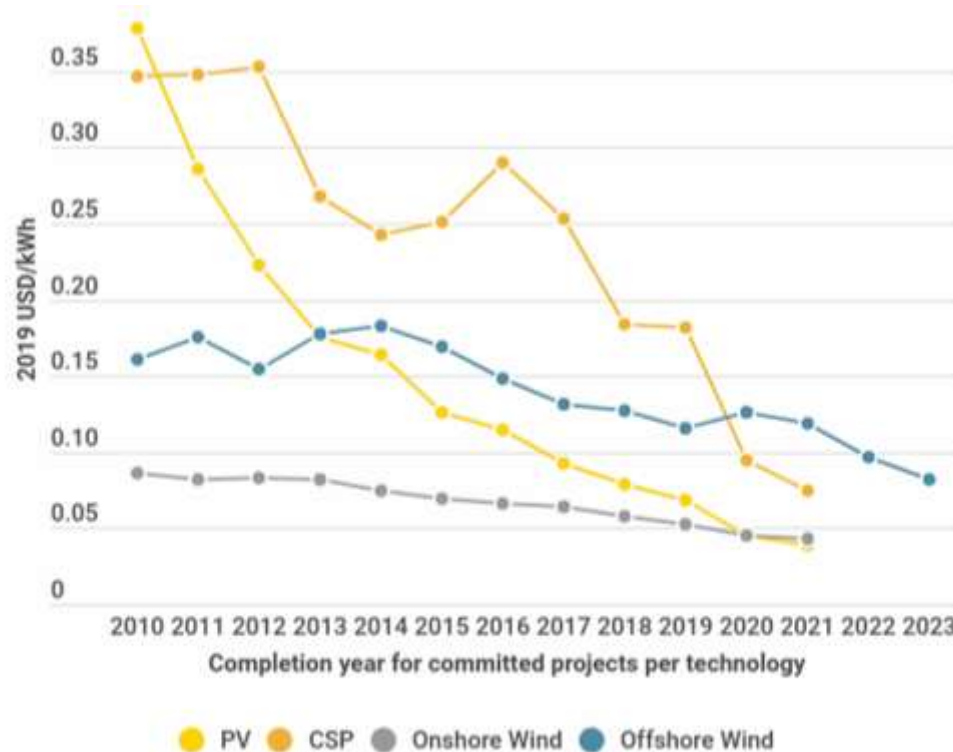


The cost of energy production from conventional sources is set to increase, as prices for CO<sub>2</sub> emissions in the EU rise with the application of taxes and certificates (2<sup>nd</sup> phase of the EU CO<sub>2</sub> certificate trading scheme and additional national legislations)

⇒ Securing the cost advantage for renewable energy in the long term.

Source: CM-CIC Research on „Renewable Energies“ covering Albioma, Encavis and Voltalia, June 5th, 2020

## LCOE/Levelized Costs Of Energy Production continue to fall for PV/solar and wind power technologies



Today, plant construction costs (including components and materials) in utility scale (10 MW and above) in Europe vary between EUR 0.4m/MWp and EUR 0.475 m/MWp, including 30 years warranty on key components such as modules. Common expectations are further decreases in the near, mid and long term.

Current O&M prices are at around 3.5 to 7 EUR/KW p.a. according to the age and size of the plant. The termination of old contracts and renegotiation of the terms will lead to a substantial reduction in the average O&M expenditures.

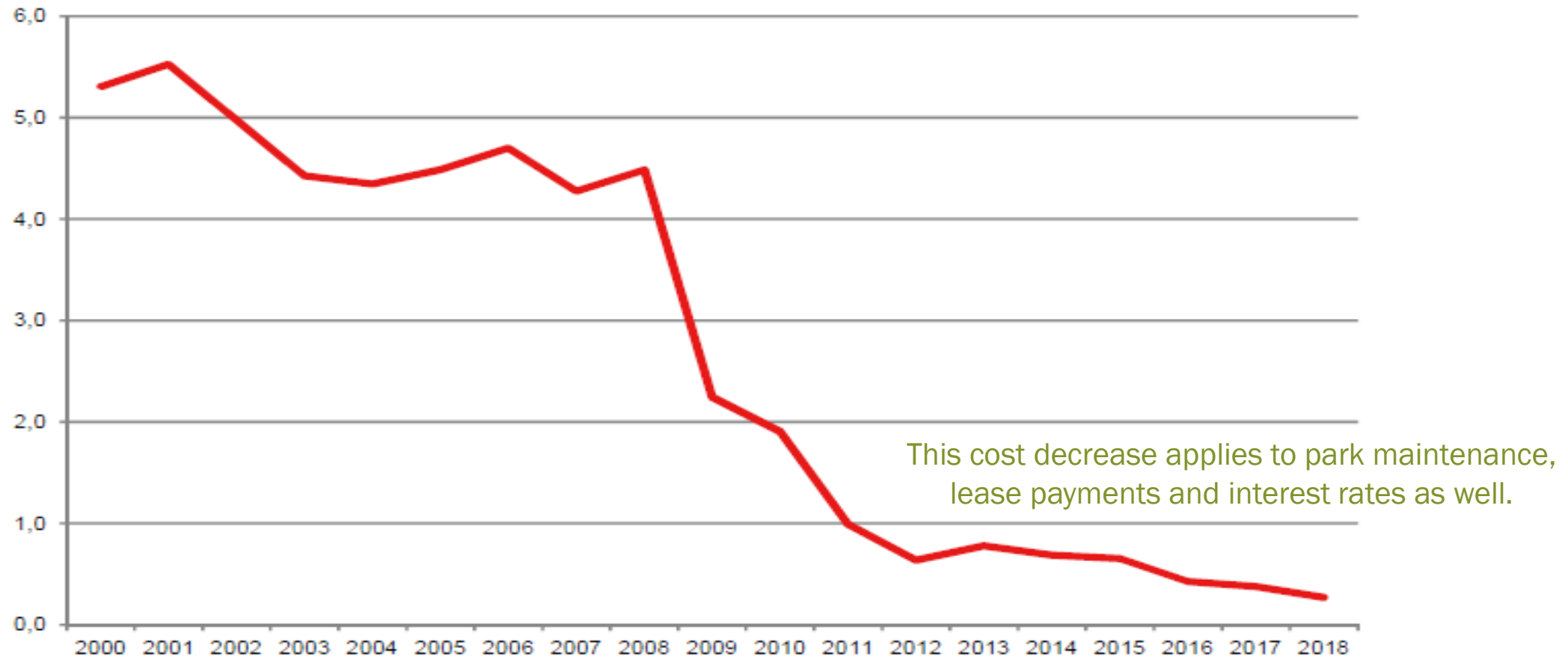
We expect additional reduction in O&M costs due to consolidation in the O&M market and increase of professionalisation in the market.

⇒ Encavis' strategic move: Participation in Stern Energy (O&M company with 1+GW under management) and standardisation of all O&M activities.



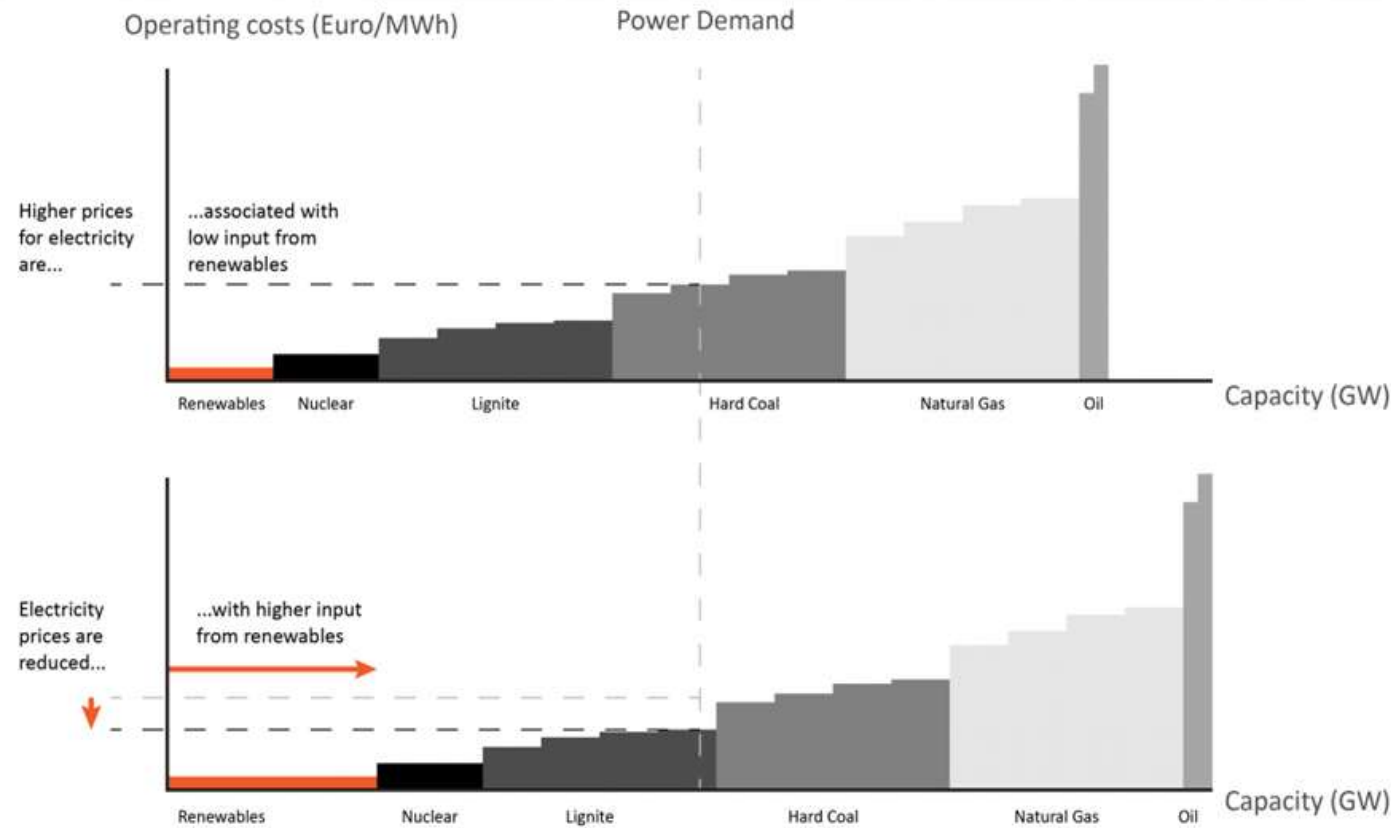
## Strong decline in LCOE/Levelized Costs Of Energy Production for PV/solar is mainly driven by PV module prices

Price development for PV modules (USD real 2,000/Wp)



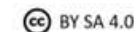
Source: BNEF, Warburg Research on SDAX, Renewables, Encavis, 07.09.2020

# Electricity price fluctuations due to the Merit Order Effect



In the very conservative assumption of an **energy only market**, thus a market in which only the produced power is compensated, without any compensation for the mere readiness for power production (**capacity market**), the **power price would be determined by the “merit order”** – the sequence in which power stations contribute power to the market, with the cheapest offer made by the power station with the smallest operating costs setting the starting point – **and not by the LCOE.**

While it is true that renewables lower the entrance price due to their low operating costs and push more expensive conventional producers down the merit order (see chart to the left), it is also true that the **price for the energy is set by the plant with the highest operating cost that is still necessary to be activated in order to meet the demand.**



## Encavis manages uncertainties in power demand, power supply and corresponding pricing risks

Sophisticated Energy risk management as key value lever short to mid term:

- Traded products in liquid markets (1-5 years ahead)
- PPAs for non-liquid markets (5 years ++)
- Matching inherent energy risks by portfolio optimisation

European goal for CO<sub>2</sub> free power production will either lead to . . .

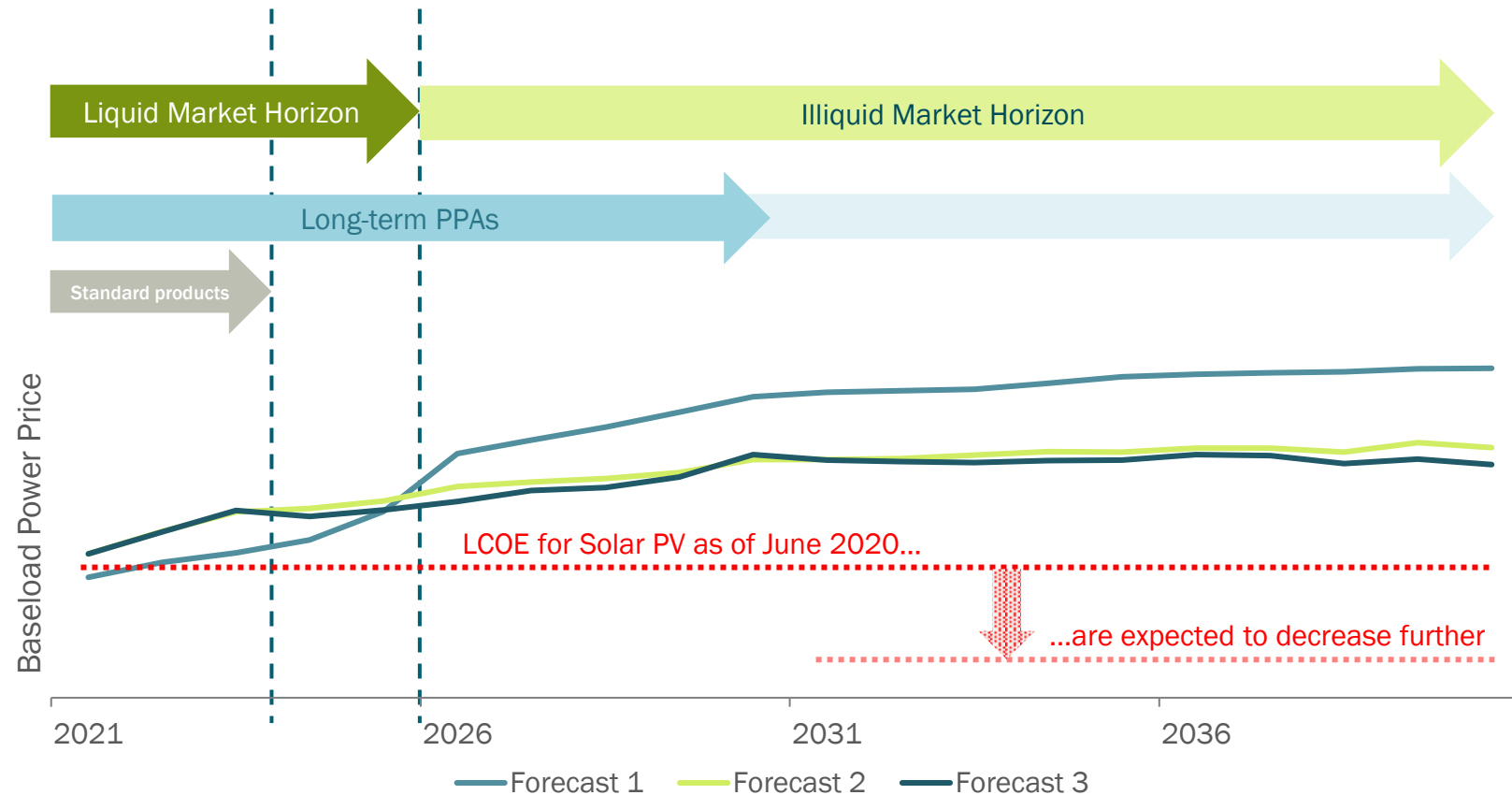
- a CO<sub>2</sub> price regime as part of power prices in order to stimulate investments in Renewable Energy
- the introduction of capacity markets for Renewable Energy (REE) in order to allow for new build
- a self-regulated energy only market where power prices incentivise enough new build capacities in REE

Long-term price curves<sup>\*)</sup> observation as well as introduction of proprietary energy pricing model

- Captured prices for wind and solar (accounting for the expected cannibalisation effect)
- Introduction of storage as appropriate

<sup>\*)</sup> from various renowned 3<sup>rd</sup> party providers

## Positive development of PPA power prices are seen by all leading energy price forecasters

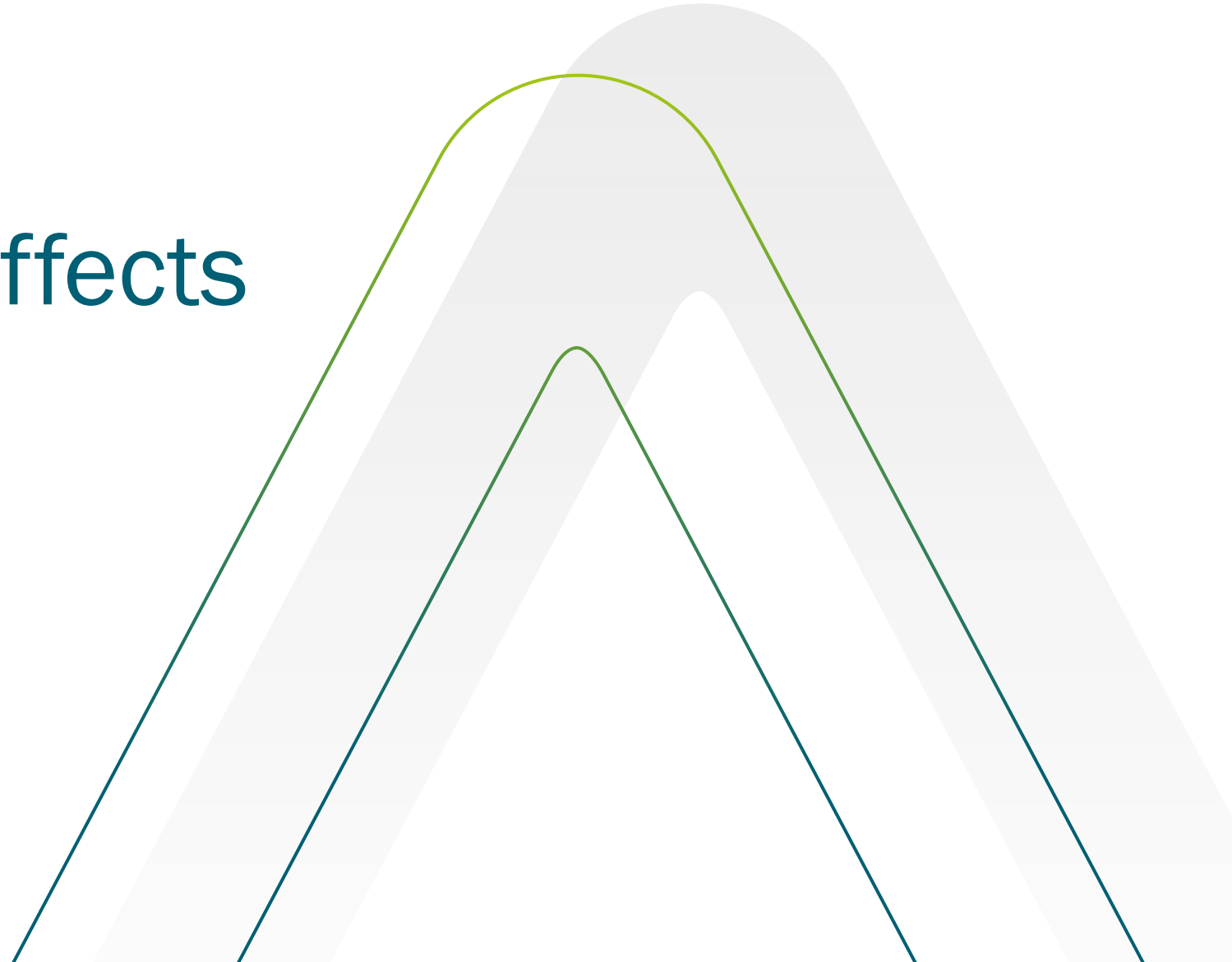


- All major forecasters of energy prices do see positive development of energy prices in the future.
- Main drivers for energy prices are: CO<sub>2</sub> certificate prices, capacity additions of renewables accompanied with cut down of capacities of conventional power plants.
- Even the most conservative forecaster (#3) sees energy market prices which are fairly above current (and, obviously, future) LCOEs enabling additional investments into renewables.

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# Supportive meteorological effects

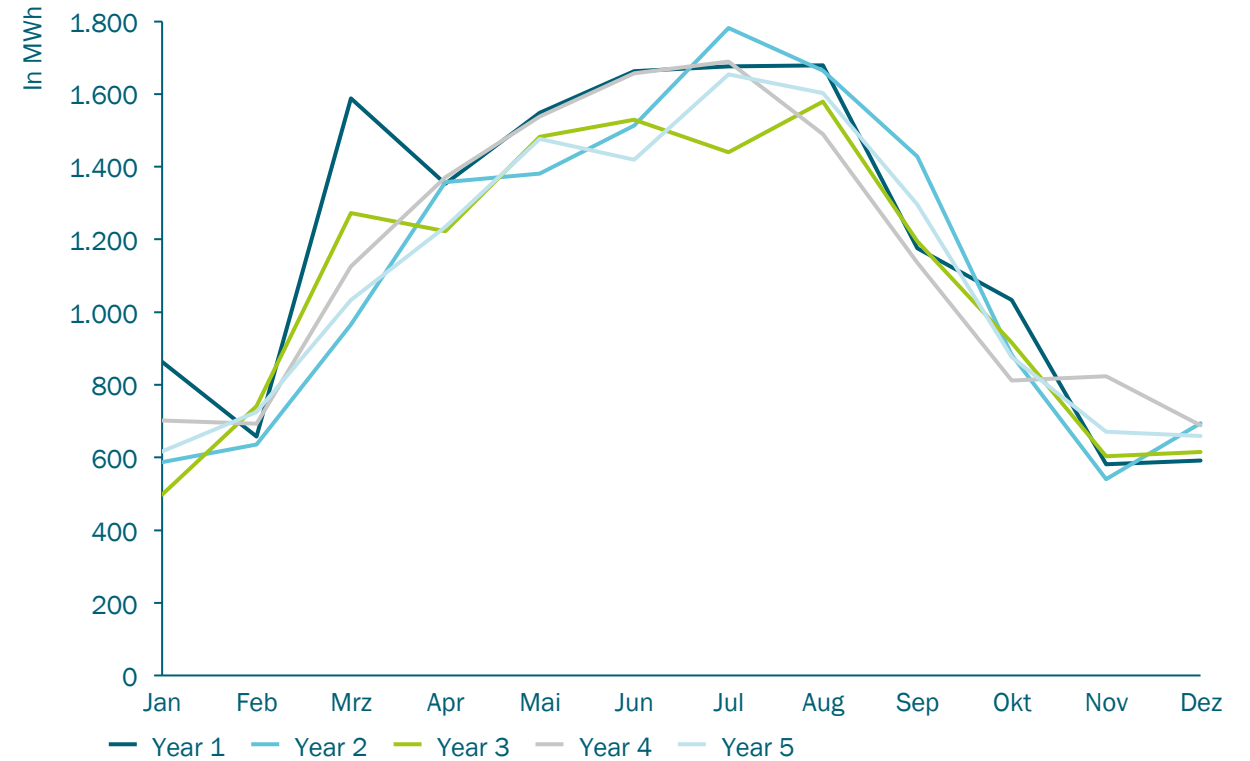


# Diversification by technology (wind/PV) with complementary income streams over the year

Exemplary Seasonal Power Output of one Wind Park



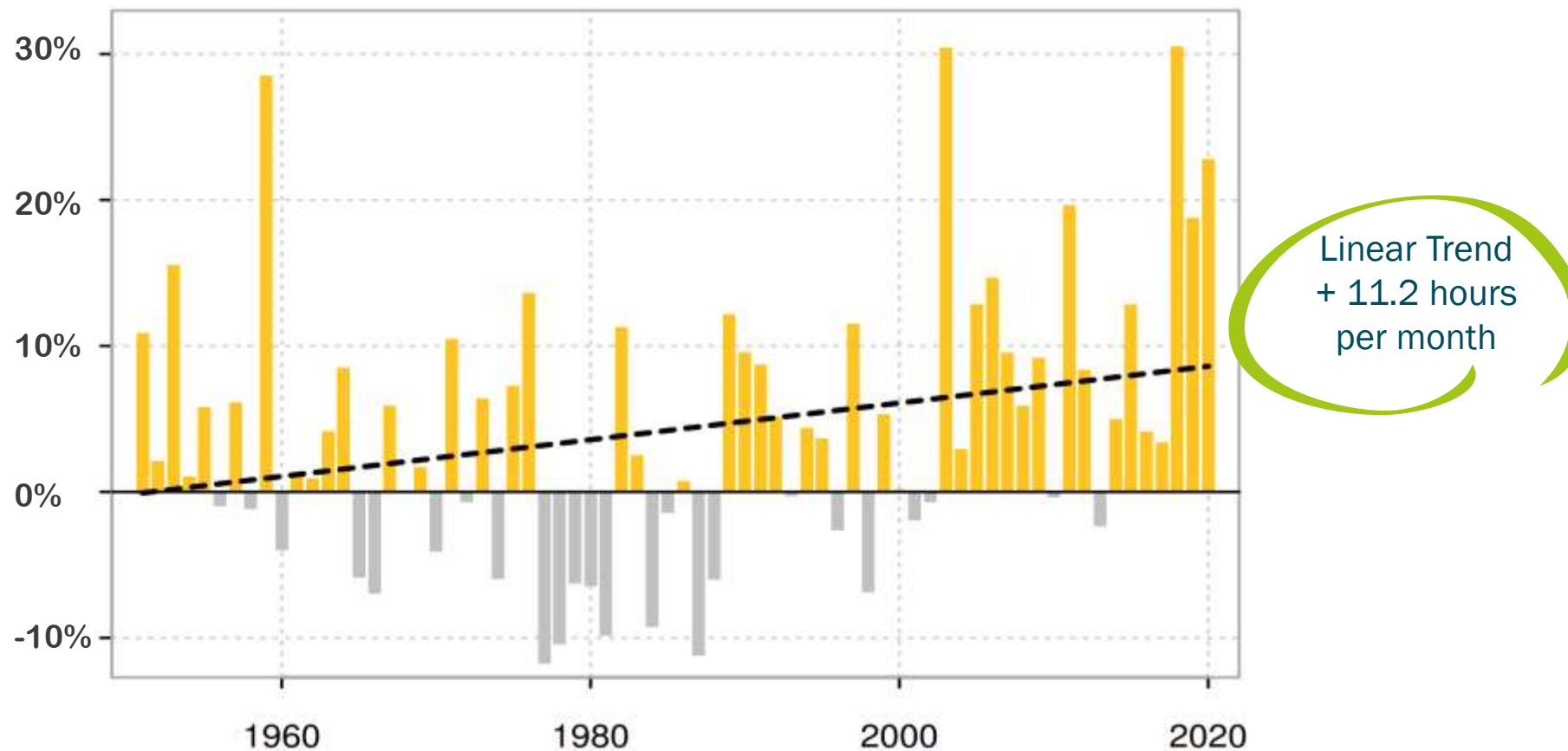
Exemplary Seasonal Power Output of one Solar Park





## Increase in length of sunshine from 1951 to 2019 by 11.2 hours per month

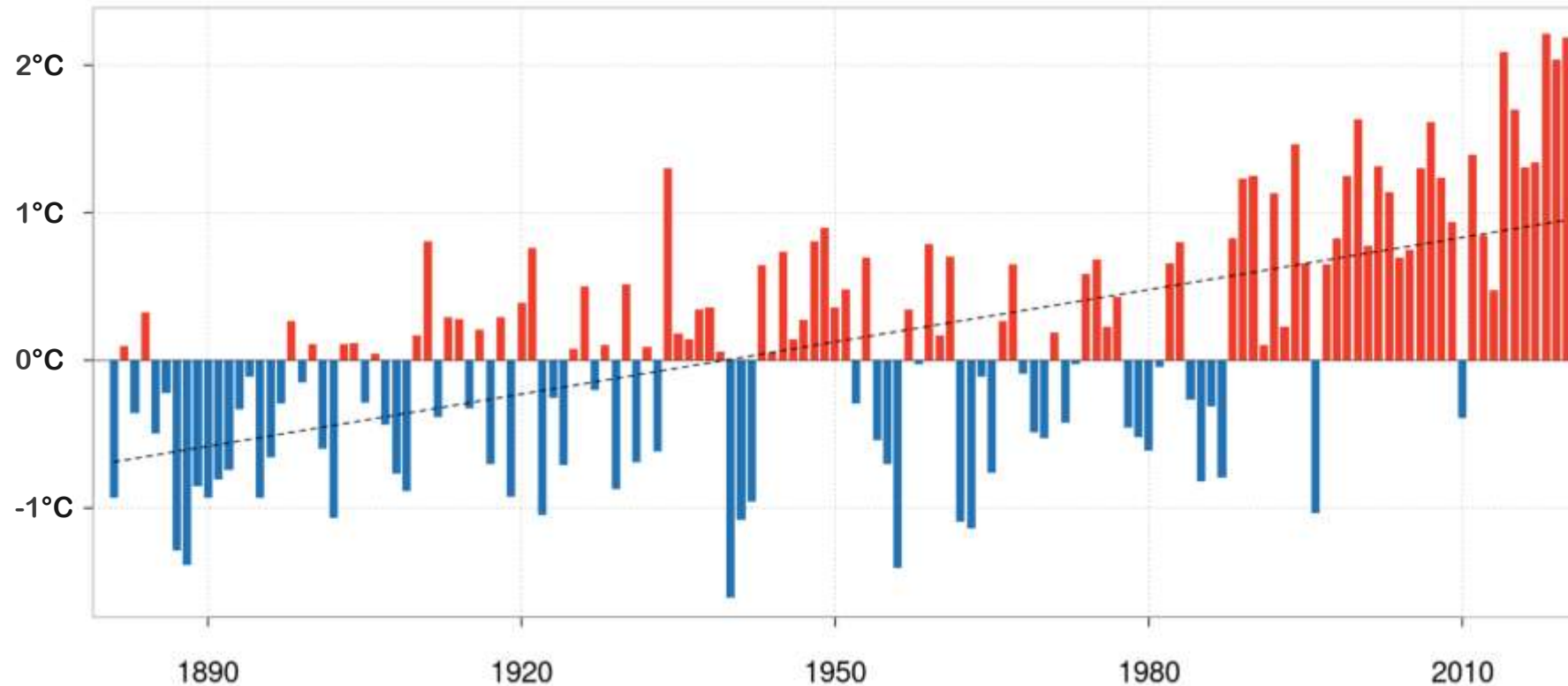
Deviation in length of sunshine in per cent from the long-term average (128.7 hours/month) from 1961 to 1990



Source: Deutscher Wetterdienst (DWD), 2021  
Exemplarily showing the case of Germany

## Average temperature in Germany increases significantly

Positive and negative deviations in air temperature from long-term average (8.2 °C) from 1961 to 1990



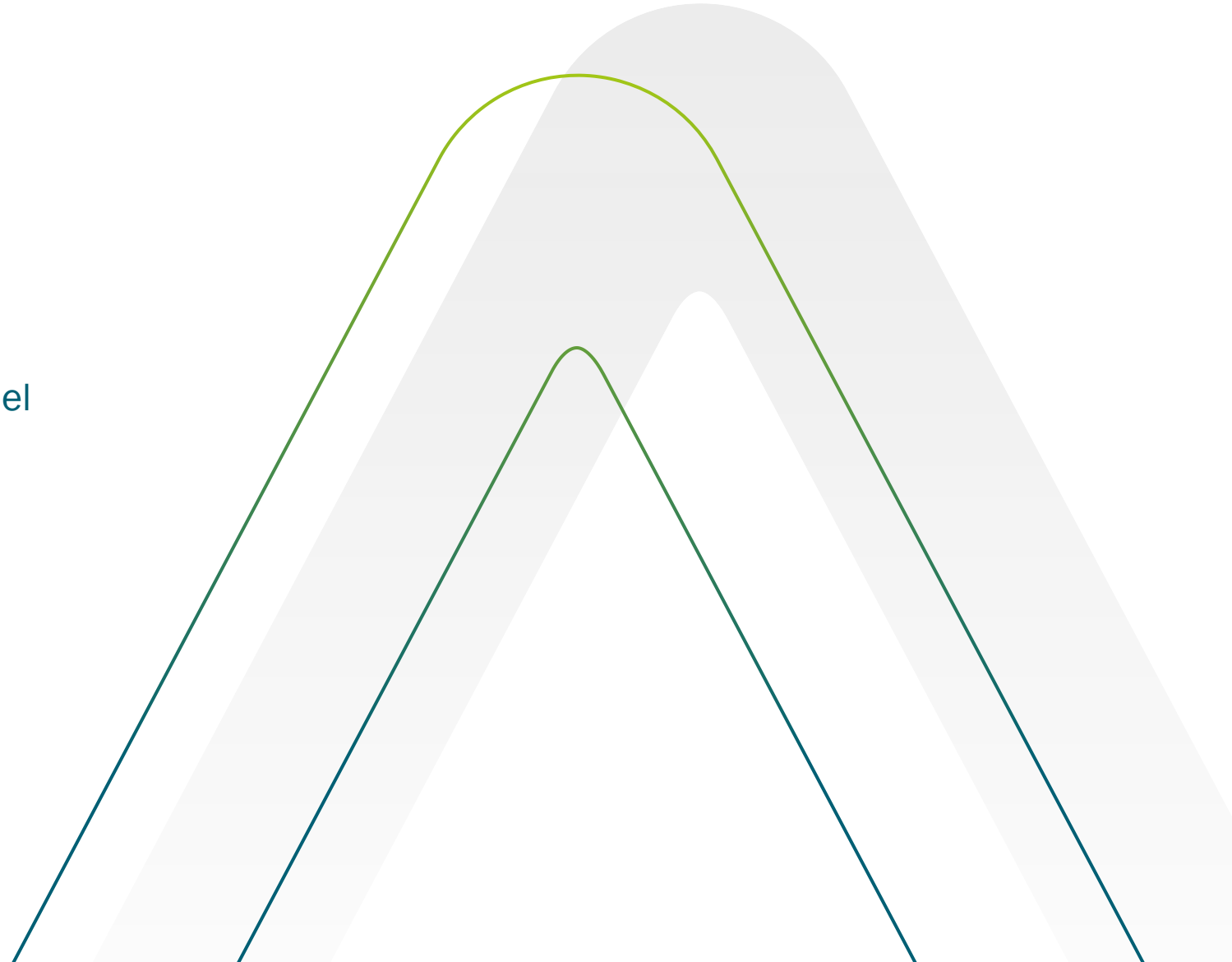
Average temperature  
in Germany in 2020:  
10.4 °C

- Since 1970 every decade was warmer than the previous one.
- 2010 - 2020 was 2.0 °C warmer than 1881 - 1910

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# CoVid-19: NO impact

NO impact of CoVid-19 on the business model

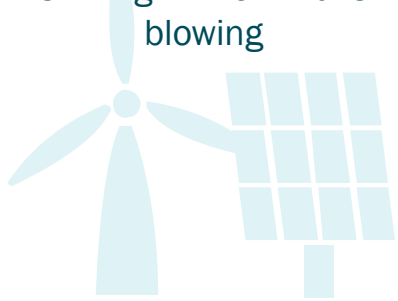


# NO impact of CoVid-19 on the operating business of generating energy from Renewable Resources

## Encavis is well prepared for turbulent markets

Remote controlled operation of ground mounted PV and onshore wind parks

NO risk at business as usual / The sun is shining – The wind is blowing



Secured revenue based on Feed-in-Tariffs for remaining 13 years (on average) and Power Purchase Agreements (PPAs) for 10 years



Secured liquidity for the whole cash planning (covering the next 18 months) and IT-based payment system TIS in use



Macro hedges in all parks limit currency exposure down to dividend payments. Currency exposure is limited to Danish Crown (DKK) and British Pound (GBP). While DKK is very stable, the volatile GBP is hedged already until end of 2023

→ NO currency risk



Technical maintenance of PV parks by our technical service unit (ETS / Stern Energy) was affected to a minor extend of a few weeks delayed services



Sustainable valuation of all assets and NO doubt on the Growth Strategy >>Fast Forward 2025

## 200 MW PV park „La Cabrera“ connected to the grid

- The High Voltage section (substation and transmission line) is grid connected and energised since August 2020.
- The power plant is fully built and achieved to start partial operations on September 3<sup>rd</sup>, while all sections are in operations since October 1<sup>st</sup>, 2020.
- Predominant energy production for AWS amazon web service in Spain (in line with the agreed PPA).
- The agreed extra costs due to CoVid-19 are equal to TEUR 240.



## 300 MW PV park „Talayuela“ connected to the grid

- The High Voltage section (substation and transmission line) is grid connected and energised since December 2020.
- The power plant is fully built and started to inject the first kilowatt hours (kwh) into the Spanish grid on January 4<sup>th</sup>, 2021.
- The installation was fully rectified, the plant restarted the energy production at full speed on March 13<sup>th</sup>. Currently, the plant is in normal operation conditions.
- The agreed extra costs due to CoVid-19 are equal to TEUR 250.



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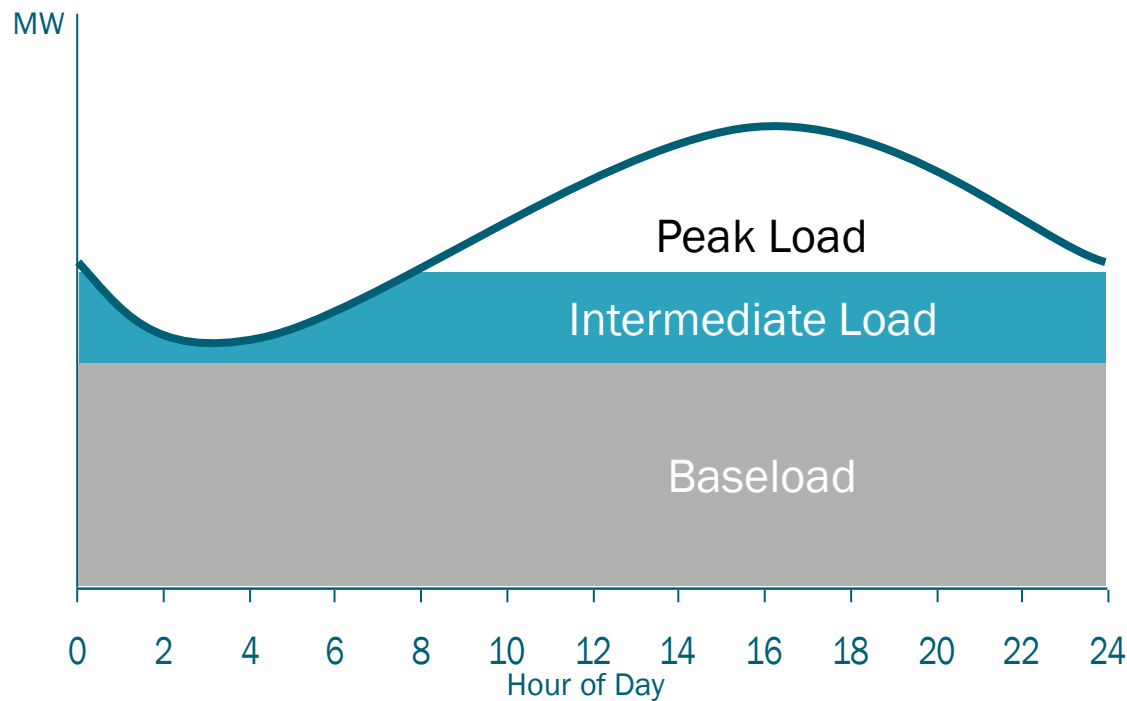


# Appendix

- I. Storage technologies
- II. The Management
- III. The Encavis share

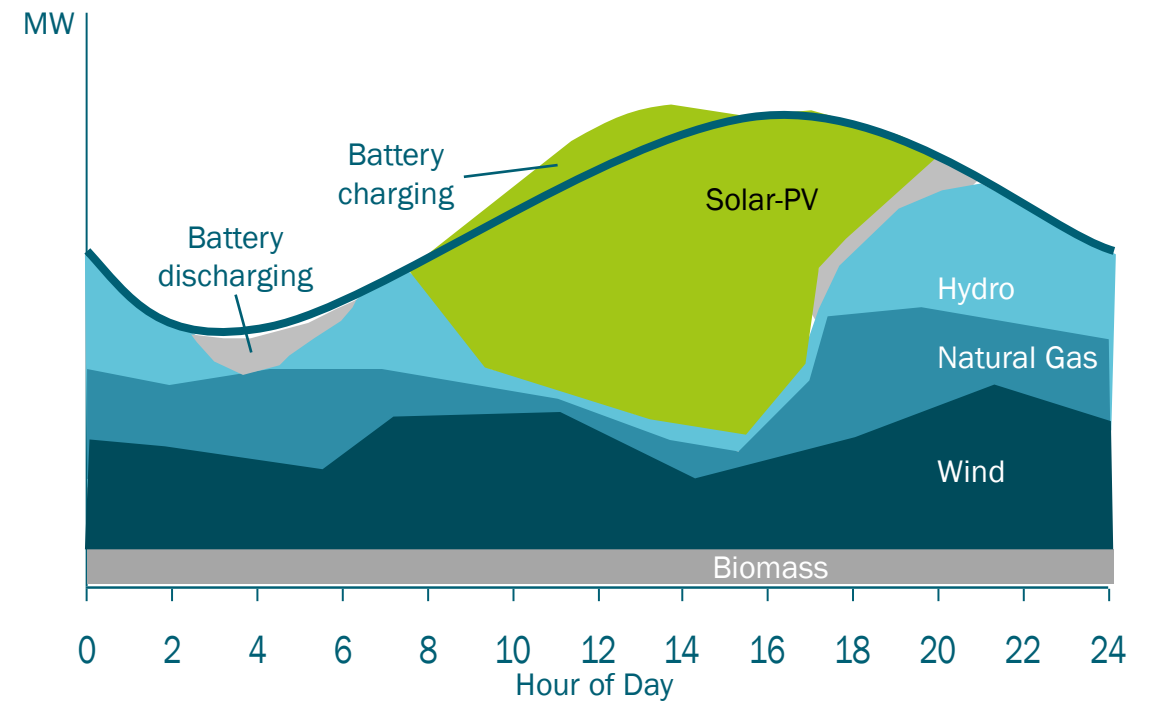
## Increasing share of renewables in power sector creates new challenges

Electricity demand and historic supply mix



- Supply based on coal, nuclear and gas
- Large, centralised power plants
- National markets are not interconnected

Conceptual supply mix in the future



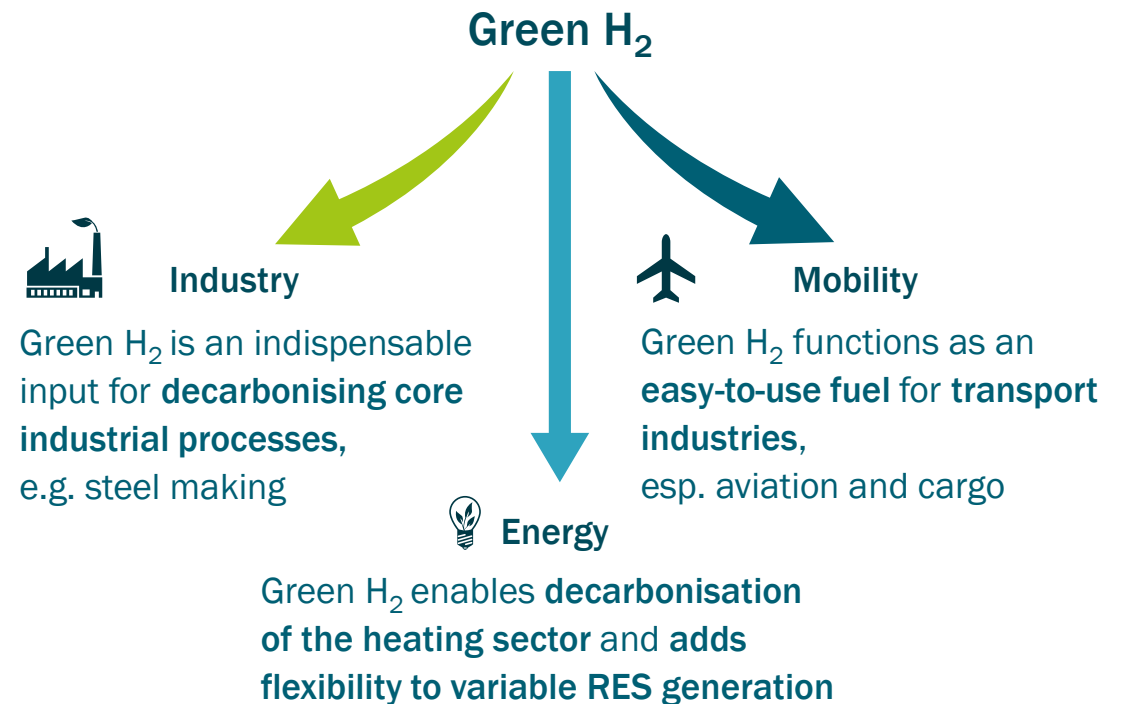
- Supply based on Renewables and flexible gas power plants
- Electricity storage with increasing importance
- Decentralised power generation with prosumers



## New Business Cases for Electricity Storage and Hydrogen

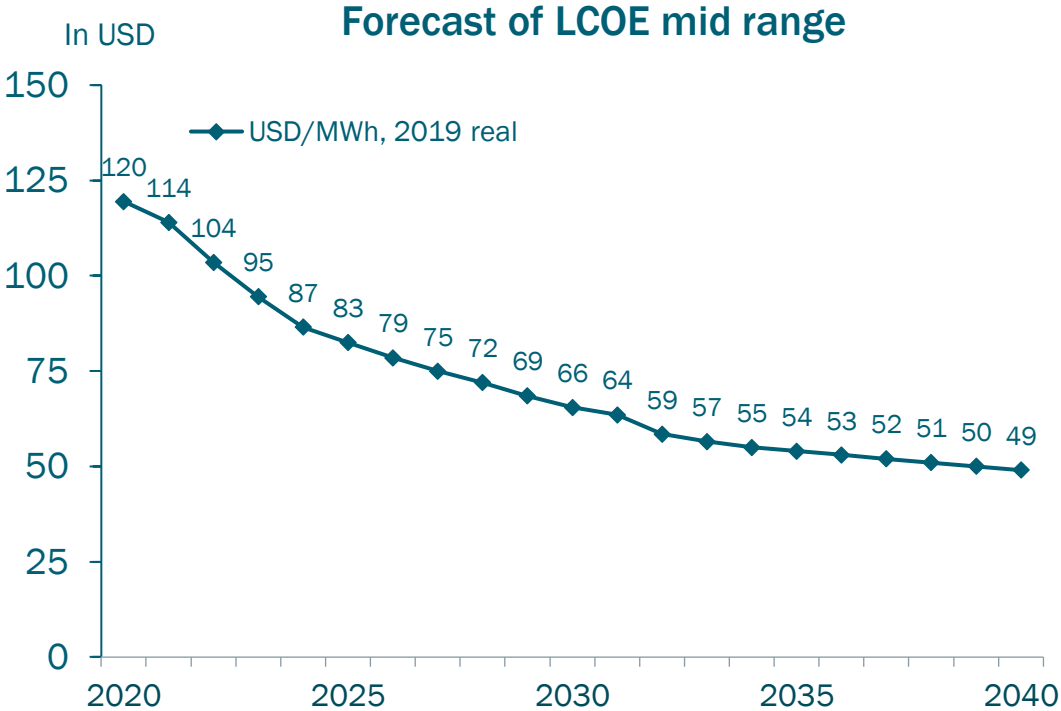
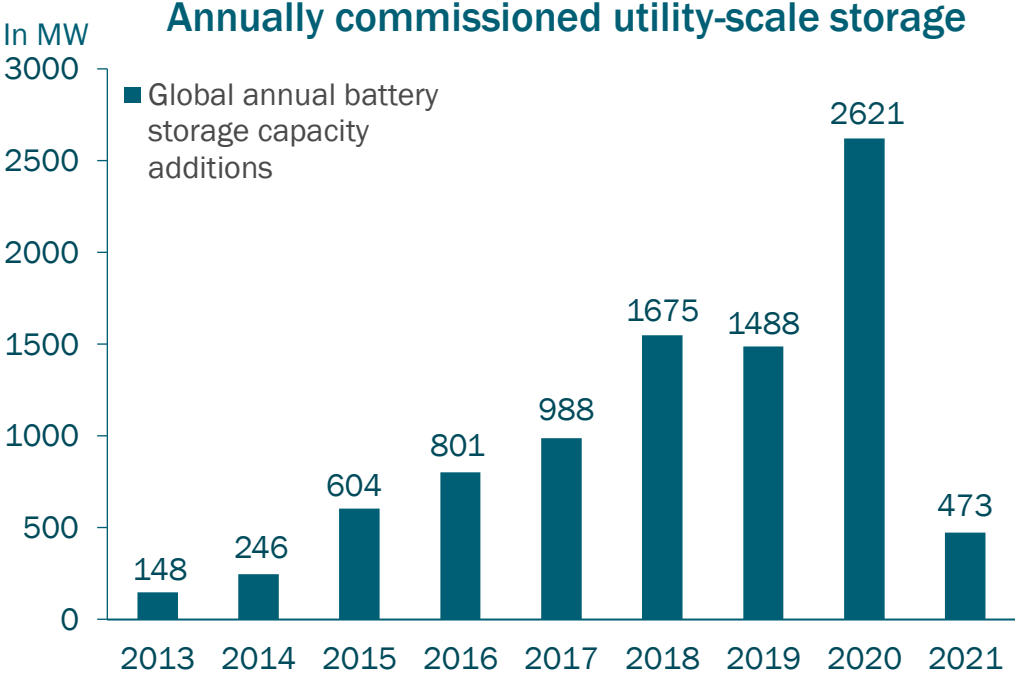
	Application	
Required Capacity	Price-arbitrage for electricity trading	> Separates sale of electricity from its generation
	Congestion management	> Optimises utilisation of existing electricity infrastructure
	Peak Shaving	> Reduces costly peak-loads of large consumers
	Voltage stability (SDL*)	> Stabilises network operations
	Supply of control energy (SDL*)	> Participates in the control energy market (RES power plants not qualified yet)

\* System services



... but the hydrogen industry is **still in its early stage** and **competes with electrification** for many use cases

# Electricity storage market is already growing strongly – rapidly falling costs help

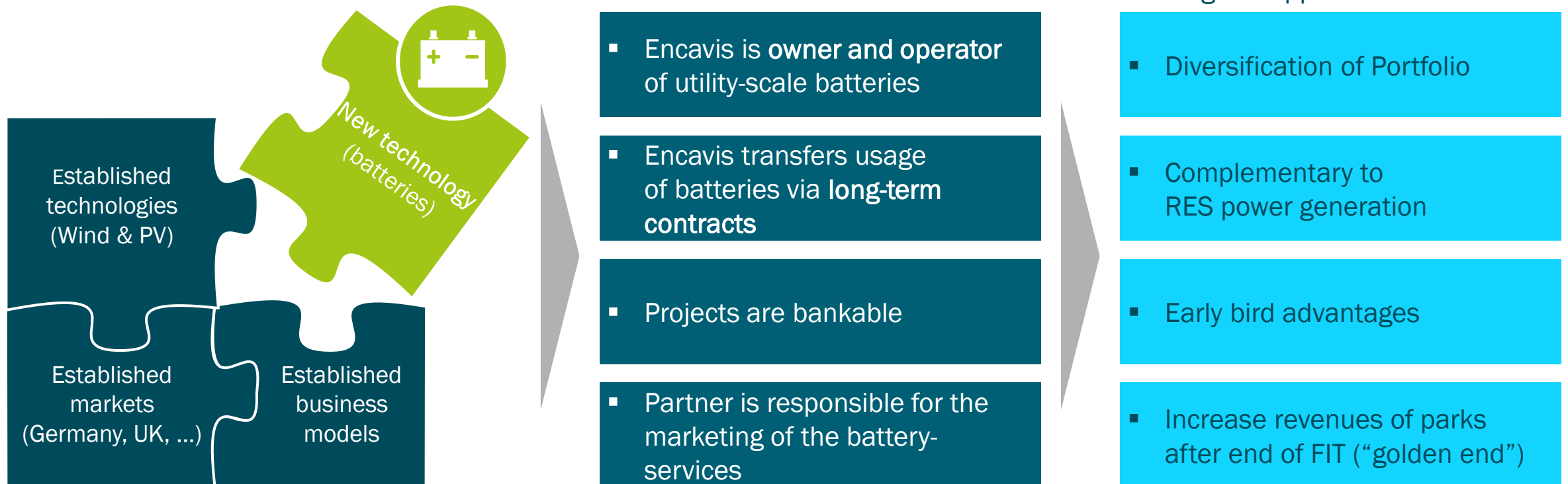


- Strong **increase in annual commissions** over the last years
- Growth **distributed globally** with Korea and China leading
- **Lithium-ion technology** currently **state-of-the art**

- Forecasted decrease in costs mainly caused by **economies of scale** and **improved use of input materials**
- **Decreasing costs** drive **capacity additions** in a **virtuous cycle**

Source: BNEF

## Battery Storage: Possible market entrance for Encavis



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# Appendix

- I. Storage technologies
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## Management team with great industry expertise and strong passion for renewables



**Dr Dierk Paskert**  
Chief Executive Officer

CEO since Sep 2017  
Reappointed until Aug 2025

CEO Rohstoffallianz GmbH

Member of the Management Board of E.ON-Energie AG

SVP Corporate Development of E.ON AG

Member of the Management Board of Schenker AG



**Dr Christoph Husmann**  
Chief Financial Officer

CFO since Oct 2014  
Reappointed until Sep 2025

Member (CFO) and later CEO of the Management Board of  
HOCHTIEF Projekt Entwicklung GmbH

Head of Corporate Controlling and M&A of STINNES AG and HOCHTIEF AG

Controlling of VEBA AG

## Supervisory Board



**Dr Manfred Krüper (Chairman)**

Member of the Board of Directors at E.ON AG (until Nov 2006)

Supervisory Board (a.o.): Power Plus Communication AG, EQT Partners Beteiligungsberatung GmbH; EEW Energy from Waste GmbH



**Alexander Stuhlmann (Dep. Ch.)**

CEO at HSH Nordbank (until Dec 2006) and thereafter CEO at WestLB AG (until April 2008)

Supervisory Board (a.o.): Euro-Aviation Versicherungs-AG, Ernst Russ AG, GEV Gesellschaft für Entwicklung und Vermarktung AG, M.M. Warburg & CO Hypothekenbank AG



**Albert Büll (dependent)**

Entrepreneur and co-owner of the B&L Group

Advisory Council (a.o.): BRUSS Sealing Systems GmbH, noventic GmbH



**Peter Heidecker (dependent)**

Chairman of the Supervisory Board at CHORUS Clean Energy AG (until Oct 2016)  
Founder of the CHORUS GmbH in 1998

Supervisory Board (a.o.): Auszeit Hotel & Resort AG



**Dr Henning Kreke (dependent)**

Previously CEO at Douglas Holding AG for 15 years

Supervisory Board (a.o.): Deutsche EuroShop AG; Douglas GmbH, Thalia Bücher GmbH



**Dr Cornelius Liedtke (dependent)**

Entrepreneur and co-owner of the B&L Group

Supervisory Board (a.o.): BRUSS Sealing Systems GmbH, SUMTEQ GmbH



**Christine Scheel**

Member of the Supervisory Board at CHORUS Clean Energy AG (until Oct 2016)  
Former Member of the German Parliament

Supervisory Board (a.o.): NATURSTROM AG



**Dr Marcus Schenck**

Partner of Perella Weinberg Partners

Independent Advisory Council(a.o.): EQT Infrastructure



**Prof Fritz Vahrenholt**

Chairman of the Supervisory Board (until January 2014) at RWE Innogy GmbH (previously CEO)

Supervisory Board (a.o.): Aurubis AG

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- I. Storage technologies
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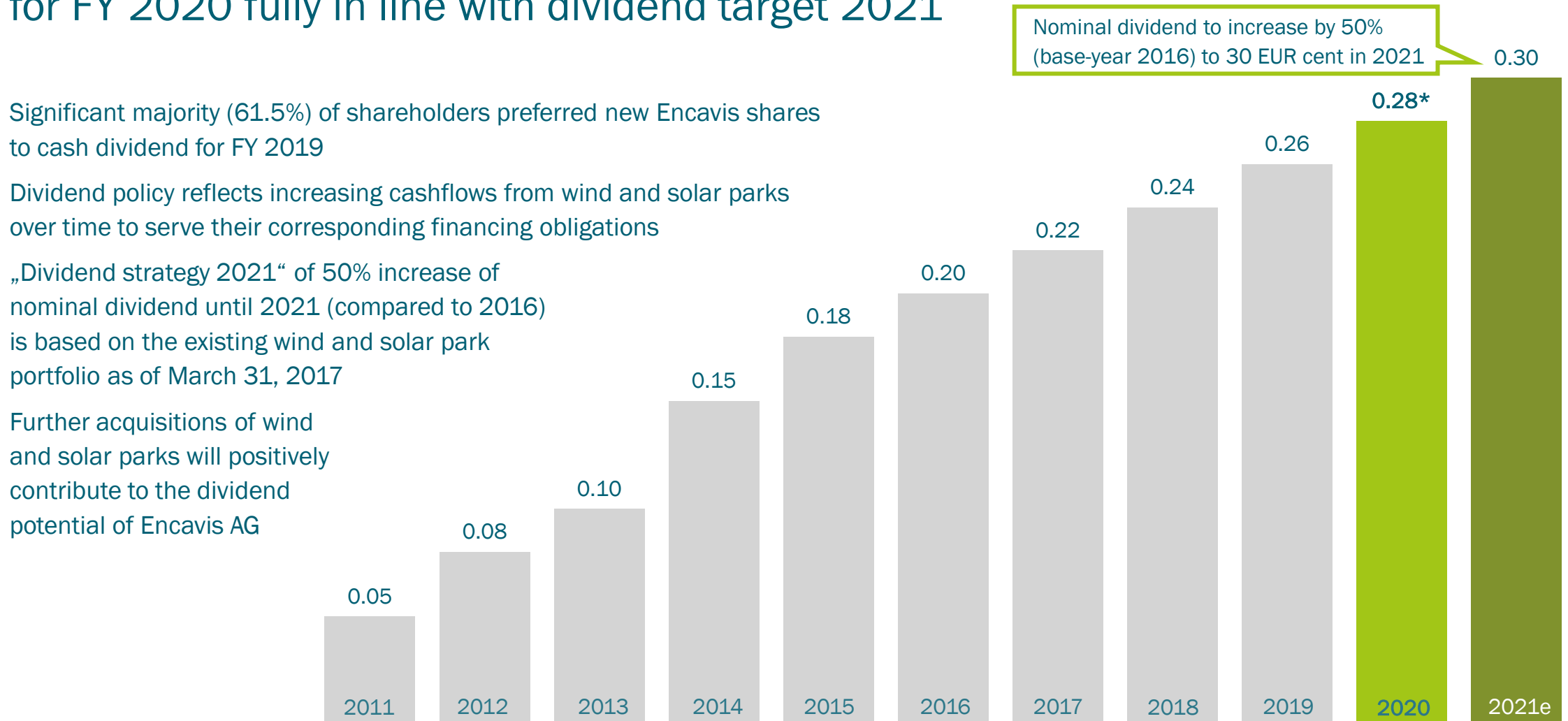
## Dividend proposal to the AGM of EUR 0.28 per share for FY 2020 fully in line with dividend target 2021

Significant majority (61.5%) of shareholders preferred new Encavis shares to cash dividend for FY 2019

Dividend policy reflects increasing cashflows from wind and solar parks over time to serve their corresponding financing obligations

„Dividend strategy 2021“ of 50% increase of nominal dividend until 2021 (compared to 2016) is based on the existing wind and solar park portfolio as of March 31, 2017

Further acquisitions of wind and solar parks will positively contribute to the dividend potential of Encavis AG



Dividend in EUR cent/share

\*) Dividend proposal to the AGM on May 27, 2021

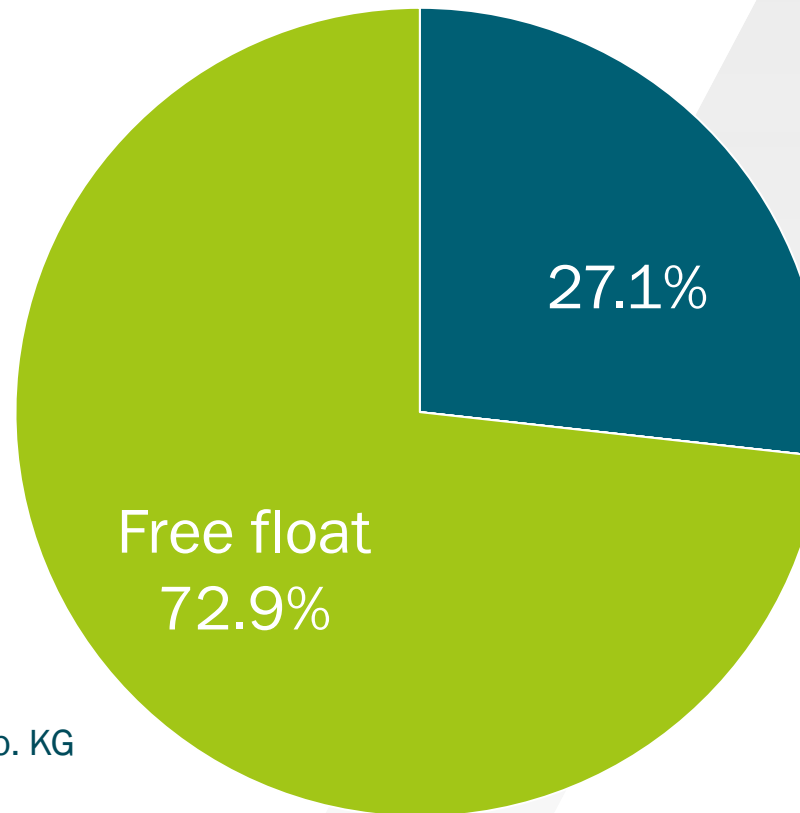


## Entrepreneurial shareholder structure – strong and long-term anchor investors

Market Cap:  
~ 2.1 billion EUR

Major investors within the free float:

- 4.9% Morgan Stanley
- 4.9% The Goldman Sachs Group, Inc.
- 4.1% UBS Group AG
- 4.0% Versicherungskammer Bayern
- 3.7% BlackRock, Inc.
- 3.5% Lobelia Beteiligungsgesellschaft/  
Kreke Immobilien KG
- 3.2% Invesco ETF Trust II
- 3.1% DWS Investment GmbH, Frankfurt/Main
- 2.3% PELABA Vermögensverwaltungs GmbH & Co. KG
- 1.7% iShares Trust
- 0.9% iShares II plc
- 0.4% Management of Encavis AG



# shares: 138,437,234  
(post scrip dividend of 2019)

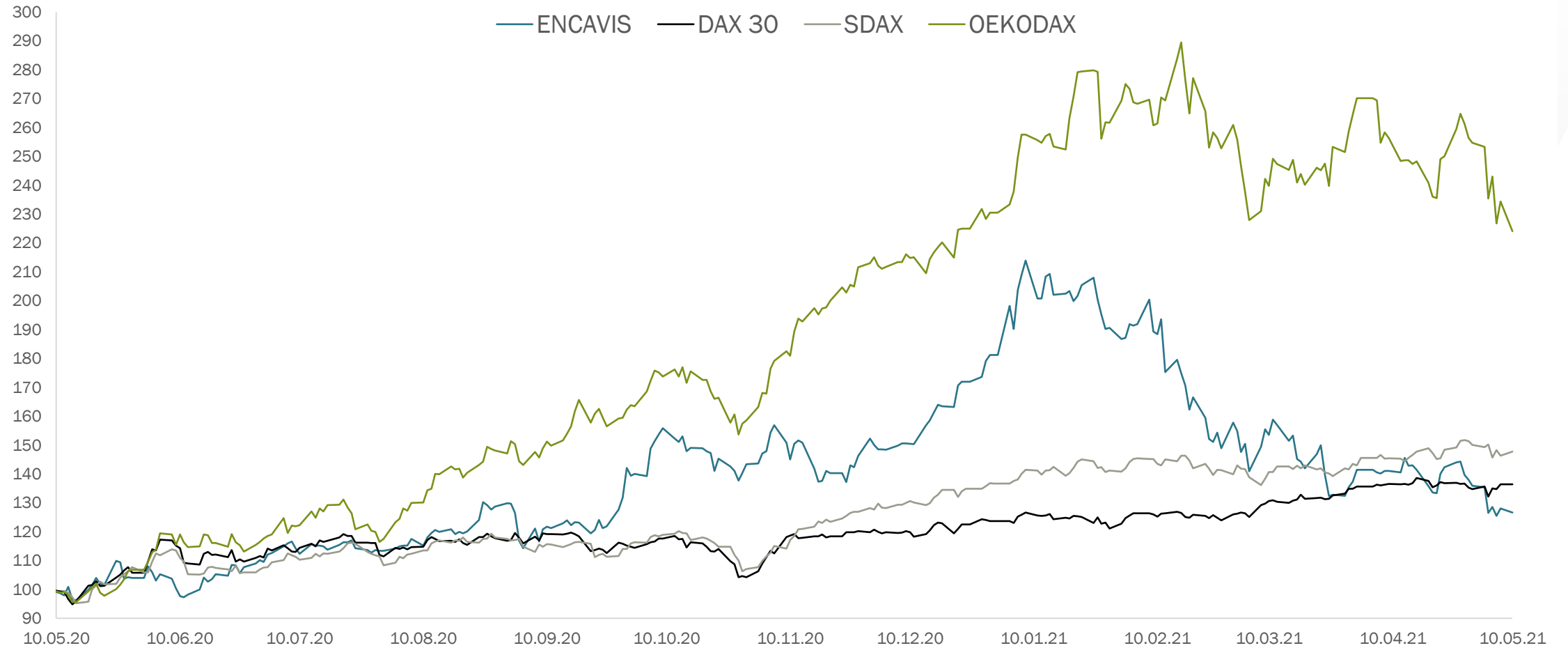
Pool of  
AMCO Service GmbH with  
Dr. Liedtke Vermögensverwaltung GmbH

## The Encavis share:

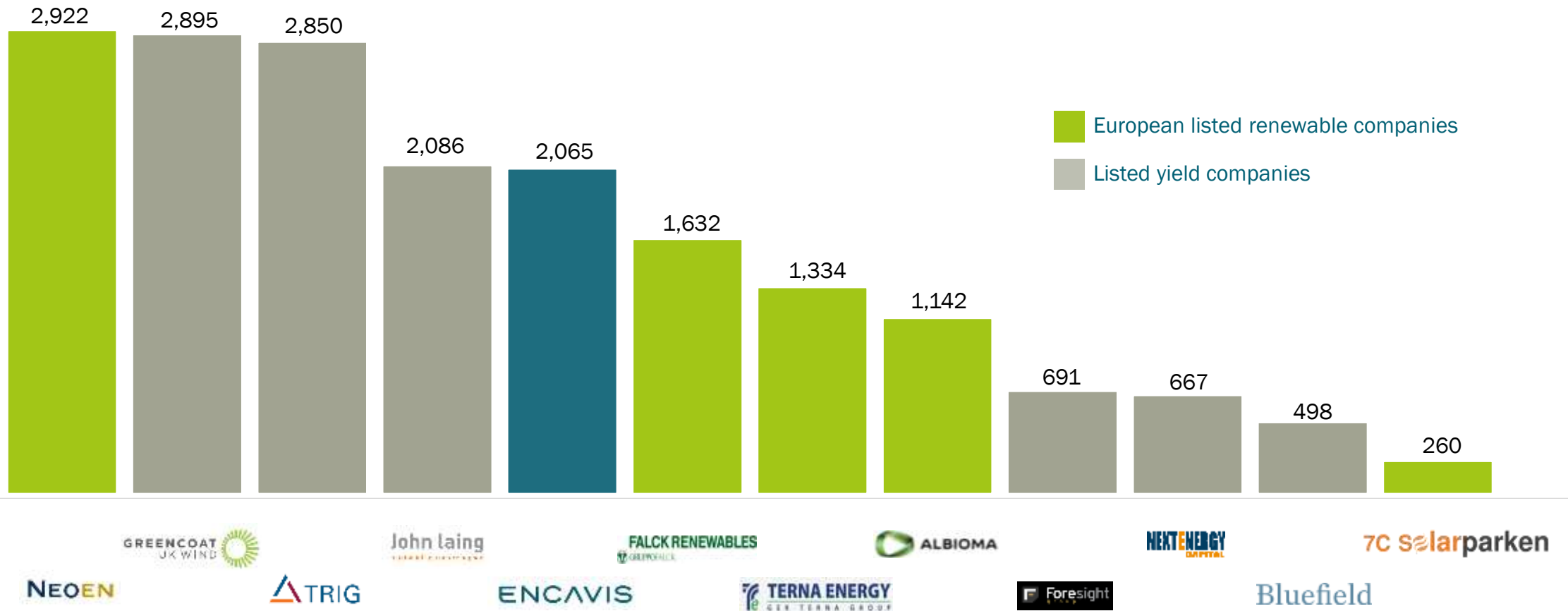
Eleven „Buy/OW or Hold“ recommendations out of thirteen active coverages

Coverage institution	Updated Ratings	Date	Target Price (EUR)
 BARCLAYS	Overweight	May 12, 2021	18.00
COMMERZBANK 	Reduce	May 05, 2021	13.00
 WARBURG RESEARCH	Hold	Apr 20, 2021	18.70
 HABER & AUFHÄUSER Investment Banking	Buy	Apr 07, 2021	23.00
Jefferies	Hold	Mar 30, 2021	15.50
 BERENBERG PRIVATBANKEN AG	Hold	Mar 29, 2021	15.50
 QUIRIN INVESTMENT BANKING	Buy	Mar 29, 2021	18.30
 ODDO BHF	Hold	Mar 25, 2021	18.00
 DZ BANK	Buy	Mar 24, 2021	20.50
STIFEL	Hold	Mar 24, 2021	21.80
CM  CIC Market Solutions	Neutral	Mar 24, 2021	21.60
 HSBC	Buy	Nov 16, 2020	21.00
Consensus	Further Ratings	Date	18.74
 Raiffeisen CENTROBANK		Jan 24, 2020	

## Encavis share with fast recovery and strong upward trend in 2020



Encavis AG – one of the largest independent and listed European Renewable IPPs  
 Benchmarking by market capitalisation as of 2021, May 10<sup>th</sup> (EUR million)



## Financial Calendar I

Date 2021	Event
May 14	Interim Statement Q1/3M 2021
May 19	Berenberg Virtual U.S. Conference 2021, Tarrytown NY (U.S.A.)
May 20	Crédit Mutuel-CIC Virtual Conference 2021 – Market Solutions by ESN, Paris (FR)
May 25-26	Jefferies Virtual Renewable Energy Conf.
May 27	Virtual Annual General Shareholders Meeting, Hamburg (GER)
June	HSBC ESG Conference
June 3	Next Generation Wind Energy Virtual Conference 2021 (UK)
Jun 8-9	Credit Suisse 2021 Global Energy Virtual Conference (UK)
Jun 9	Quirin Champions Conference 2021, Frankfurt/Main (GER)

Date 2021	Event
Jun 11	M.M. Warburg Highlights Conference, Hamburg (GER)
Jun 17	ODDO BHF / BBVA / Natixis Digital Renewable Forum, Paris (FR)
Jun 21-22	Digital DIRK Conference 2021 (GER)
Jun 22	Natixis Convertible Bond Event, Paris (FR)
Aug 13	Interim report Q2/6M 2021
Aug 25	montega HIT Hamburger Investoren Tage, Hamburg (GER)
Sep 1	Commerzbank Sector Conference, Frankfurt/Main (GER)
Sep 1-2	Stifel Cross Sector Insight Conference London (UK)
Sep 9	Raiffeisen Bank International ESG Conf.
Sep 12	Interest payment PNL 2018 “Green SSD”
Sep 13	Interest payment Hybrid Convertible

## Financial Calendar II

Date 2021	Event
Sep 22	Berenberg & Goldman Sachs 10. German Corporate Conference, Munich (GER)
Nov 15	Interim statement Q3/9M 2021
Nov 22-24	German Equity Capital Market Forum, Deutsche Börse, FFM (GER)
Nov 30	Crédit Mutuel-CIC Renewable Conference – by ESN, London (UK)
Nov 30	DZ Bank Equity Conference, FFM (GER)
Dec 6-8	Berenberg European Conference 2021 / Pennyhill Park, Surrey (UK)
Dec 11	Interest payment PNL 2015

Date 2022	Event
Jan 10-12	Berenberg German Corporate Conference USA 2022 / Manhattan, New York (USA)

# ENCAVIS

## Thank you.



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