



# Full-year 2019 revenue and operational data

*February 18, 2020*

# Disclaimer

This presentation contains forward-looking statements regarding the prospects and growth strategies of Neoen and its subsidiaries (the “**Group**”). These statements include statements relating to the Group’s intentions, strategies, growth prospects, and trends in its results of operations, financial situation and liquidity. Although such statements are based on data, assumptions and estimates that the Group considers reasonable, they are subject to numerous risks and uncertainties and actual results could differ from those anticipated in such statements due to a variety of factors, including those discussed in the Group’s filings with the French Autorité des Marchés Financiers (AMF) which are available on the website of Neoen ([www.neoen.com](http://www.neoen.com)). Prospective information contained in this presentation is given only as of the date hereof. Other than as required by law, the Group expressly disclaims any obligation to update its forward-looking statements in light of new information or future developments.



1. Highlights

2. 2019 operational data

3. 2019 full-year revenue

4. Continued growth in pipeline

5. Outlook

6. Appendices

# 2019 highlights

- **Strong increase in full-year revenue**
  - Growth driven by significant rise in capacity in operation
  - All segments and geographies contributing to revenue growth
- **Continued growth in portfolio**
  - Neoen pursues its long term « develop to own » strategy
  - Based on its expertise covering the entire project life cycle from strong project sourcing to operational management
- **Confirmed outlook**



**253.2 M€**  
2019 revenues <sup>(1)</sup>



**+22%**  
vs 2018



**3.0 GW**  
in operation or under  
construction <sup>(1)</sup>



**+800 MW**  
in 2019



**4.1 GW**  
Secured portfolio



**+1 GW**  
in 2019



**10.7 GW**  
Total portfolio



**+3 GW**  
in 2019

(1) Excluding the biomass business sold in September 2019

# Q4 2019 highlights

- **Q4 2019 revenue up 14% year-on-year**

- Solar (+7%): contribution of new assets commissioned since Q4 2018 offset by a high comparison base effect at Coleambally in Australia due to highly priced early generation revenues earned in Q4 2018 before the start of the PPA in January 2019
- Wind (+15%): positive impact of capacity added in 2019
- Storage (+57%): higher contribution from network services (FCAS) due to specific market conditions in Australia
- Confirmation of lower than expected early generation revenue due to delays on certain projects with no impact on 2019 EBITDA guidance

- **Strong momentum in our secured portfolio in Q4 2019**

- 72 MWp commissioned in Q4: Paradise Park in Jamaica (51 MWp) and two solar farms in France (total of 21 MWp)
- Launch of the construction of 147 MW: the expansion of the HPR battery in Australia (50 MW – 65 MWh), the Metoro project in Mozambique (41 MWp), four solar farms (total of 38 MWp) and one wind farm (18 MW) in France
- Three new projects awarded during Q4 2019 for a total of 563 MW: one wind farm in France and two distinct solar projects<sup>(1)</sup> outside of France

	Q4 2019	Q4 2018 restated <sup>(2)</sup>	% chg.
<b>Revenue (in M€)</b>			
Solar	29.4	27.4	+7%
Wind	32.7	28.4	+15%
Storage	6.9	4.4	+57%
Development and investment	0.1	0.3	n/a
<b>Consolidated revenue</b>	<b>69.0</b>	<b>60.6</b>	<b>+14%</b>



(1) For contractual reasons, Neoen does not communicate the details of the projects but should be able to give more information at the annual results publication, the 25<sup>th</sup> of March 2020

(2) Revenue excluding the biomass business sold in September 2019



1. Highlights

2. 2019 operational data

3. 2019 full-year revenue

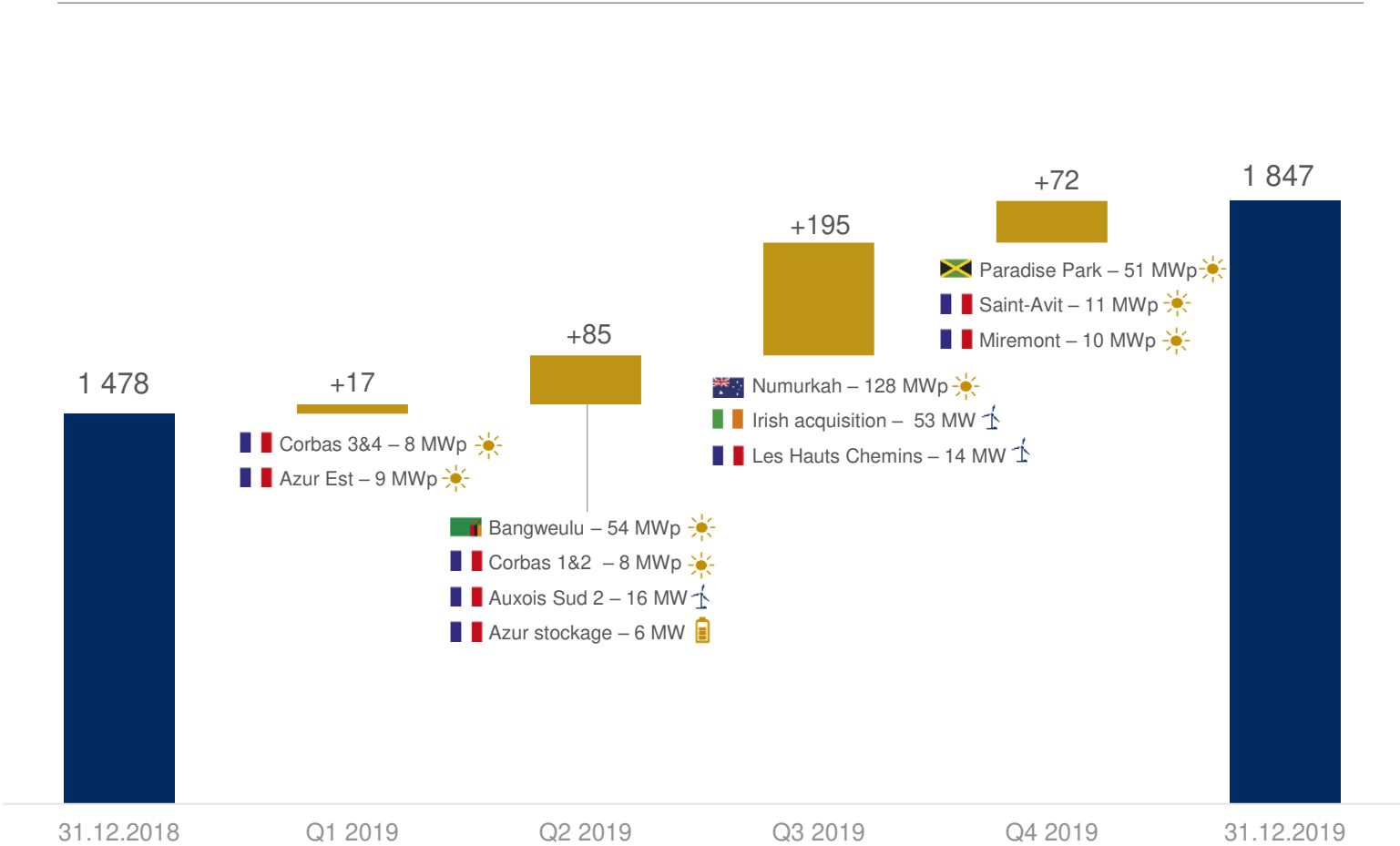
4. Continued growth in pipeline

5. Outlook

6. Appendices

# 369 MW of additional capacity in operation in 2019

Capacity in operation (in MW)



Numurkah - 128 MWp - Australia



Irish wind farm acquisition - 53 MW

# Sustained operational performance

	2019 <sup>(1)</sup>	2018 restated <sup>(1)</sup>	% chg.	2018 reported
Annual production (GWh)	2 982	2 164	+38%	2 258

- Neoen’s electricity generation totaled 3.0 TWh in 2019, up 38% year-on-year
- Average availability rates in the solar and wind energy segments held up at a very high level
- Average load factor of solar assets reflecting good irradiation conditions and more diversified geographies
- Average load factor of wind assets benefited from very good wind conditions in Europe over the year, but was impacted by unfavorable wind resources in Australia, particularly in Q3 2019

### Availability<sup>(2)</sup>



**98.4%**

(98.9% in 2018)



**99.0%**

(99.0% in 2018)

### Load factor<sup>(2)</sup>



**18.8%**

(17.8% in 2018)



**33.6%**

(33.3% in 2018)

## Neoen benefited from its diversified asset base

(1) Excluding the biomass business sold in September 2019

(2) Adjusted : excluding commissioning period



1. Highlights

2. 2019 operational data

3. 2019 full-year revenue

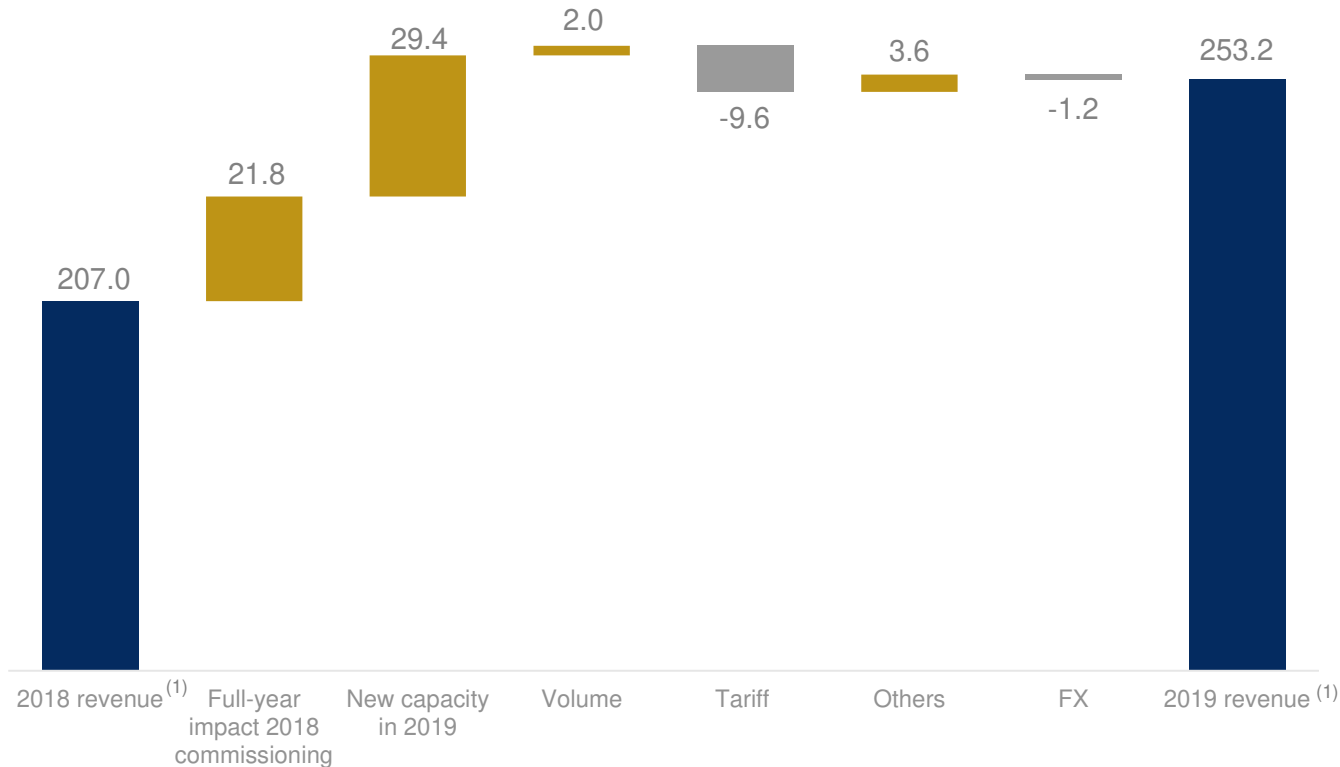
4. Continued growth in pipeline

5. Outlook

6. Appendices

# Strong increase in revenue

In M€



- Significant contribution of new assets commissioned in 2018 and in 2019
- Favorable weather conditions in Europe offsetting unfavorable wind resources in Australia particularly in Q3
- Lower average price on certain assets in Australia due to the transition from early generation revenues<sup>(2)</sup> to PPA
- Higher revenue from services to third parties
- Limited FX impact

**2019 revenue totalled 253.2 M€<sup>(1)</sup>, up 22% year-on-year**

(1) Revenue excluding the biomass business sold in September 2019

(2) Short-term energy revenues prior to the implementation of a long-term contract

# All segments contributed to revenue growth

	2019 <sup>(1)</sup>	2018 restated <sup>(1)</sup>	% chg.
<b>Revenue (in M€)</b>			
Solar	119.1	80.4	+48%
Wind	111.0	107.6	+3%
Storage	20.5	17.9	+14%
Development and investment	2.5	1.1	x2.3
<b>Consolidated revenue</b>	<b>253.2</b>	<b>207.0</b>	<b>+22%</b>
<i>o/w contracted revenue</i>	<i>214.7</i>	<i>173.9</i>	<i>+23%</i>
<i>o/w merchant revenue</i>	<i>32.7</i>	<i>27.8</i>	<i>+17%</i>
<i>o/w other revenue</i>	<i>5.9</i>	<i>5.3</i>	<i>+11%</i>

- **Solar** revenue up 48% year-on-year, reflecting the full-year impact of projects commissioned in 2018 (+348 MWp) and the contribution of new projects in 2019 (+280 MWp)
- **Wind** revenue increased by 3%
  - Contribution of capacity added in 2018 and 2019, and good wind resources in Europe
  - Largely offset by lower average price earned from certain wind assets in Australia<sup>(2)</sup> and unfavorable wind resources in Australia in Q3
- **Storage** revenue recorded a 14% increase thanks to a higher contribution from sales of network services, due to specific market conditions in Australia (especially in Q4 2019)

(1) Revenue excluding the biomass business sold in September 2019

(2) Transition from short-term early generation revenues to long-term PPAs



1. Highlights

2. 2019 operational data

3. 2019 full-year revenue

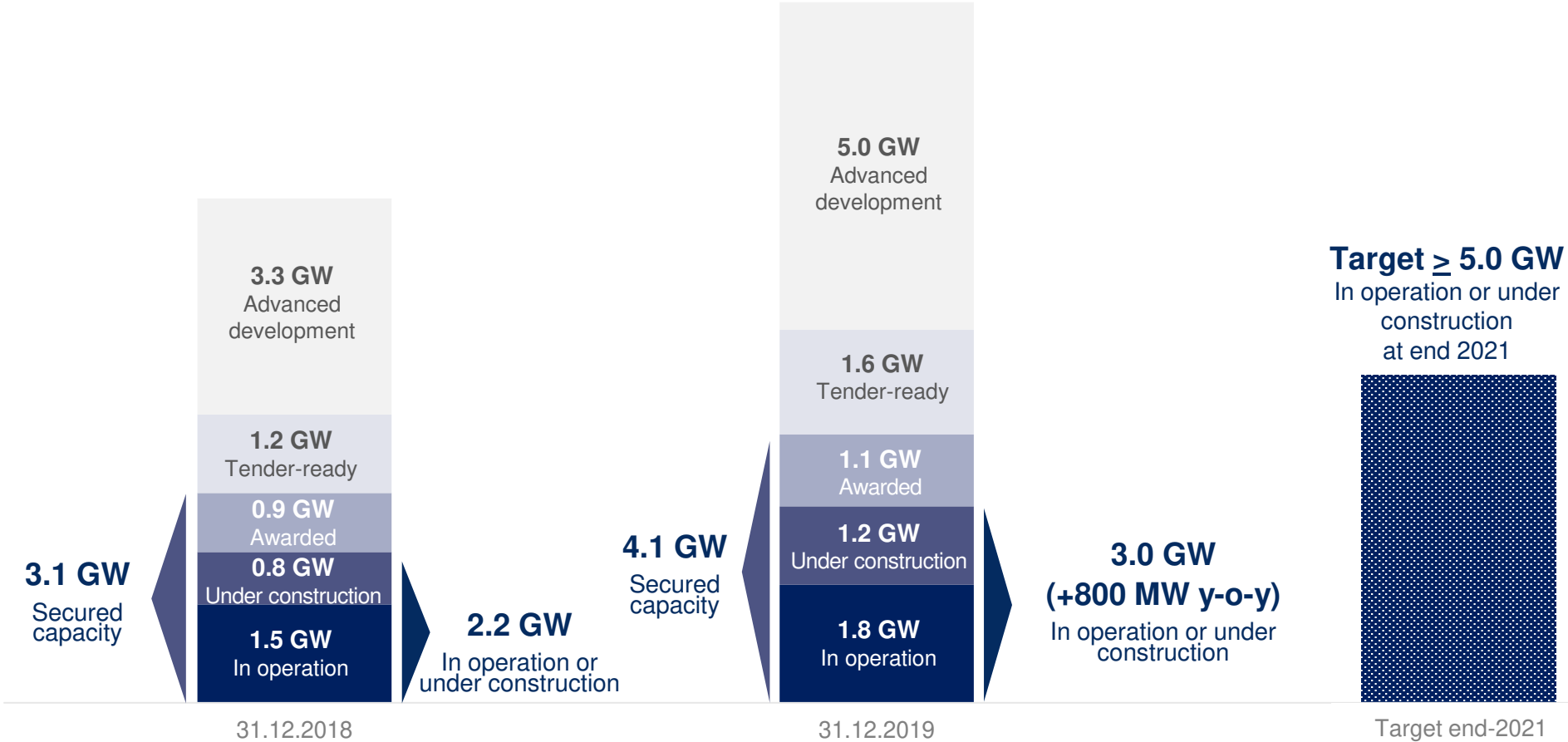
4. Continued growth in pipeline

5. Outlook

6. Appendices

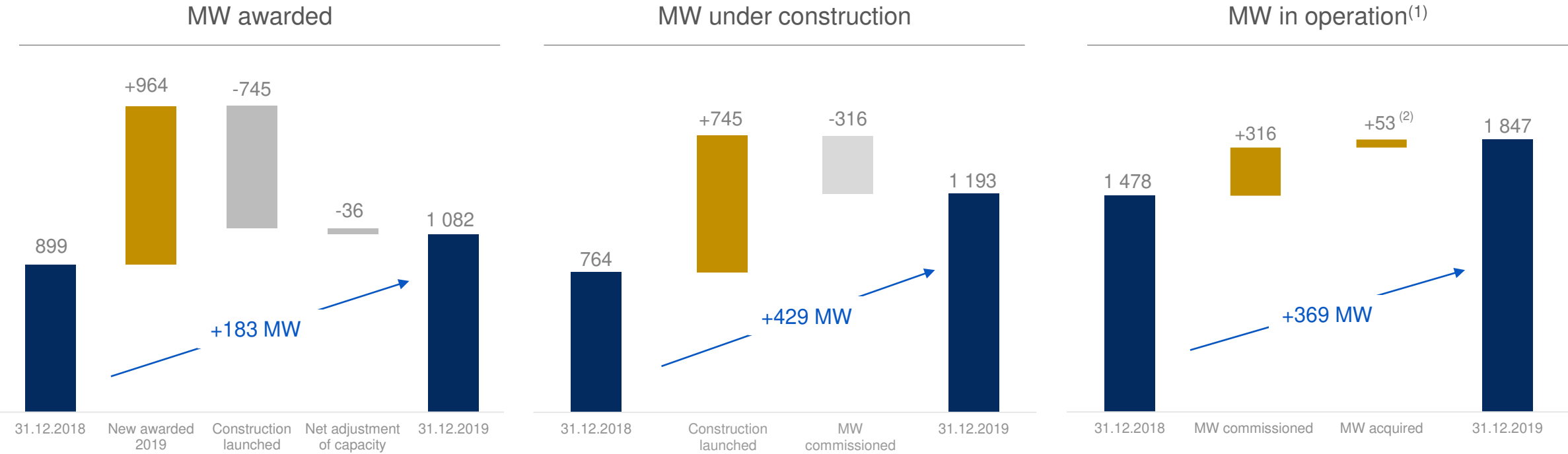
# A constantly fed pipeline, in line with our 2021 target

A total portfolio capacity of 10.7 GW<sup>(1)</sup>, up 3 GW year-on-year



(1) At 31 December 2019

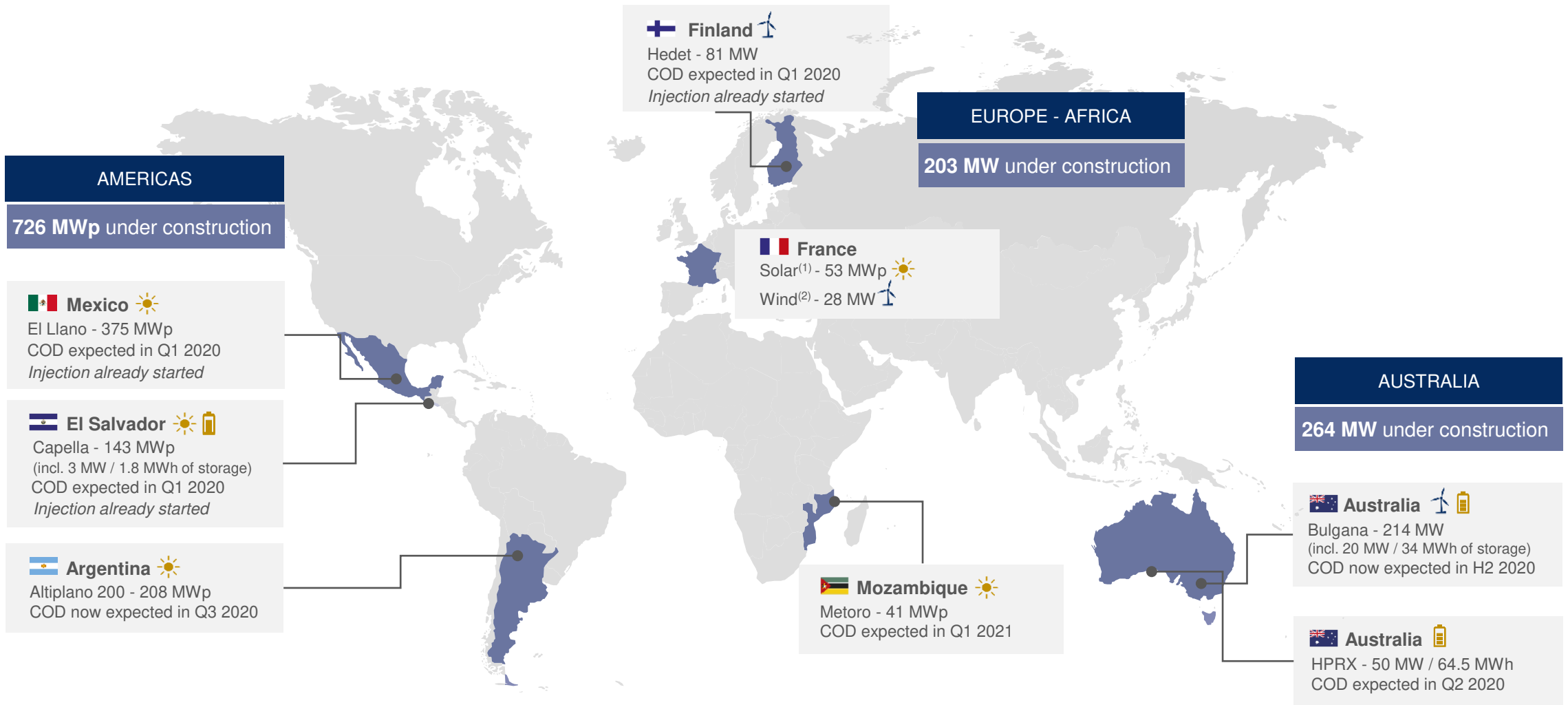
# Close to 1 GW of projects awarded in 2019



**Neoen launched the construction of 745 MW in 2019**

(1) Restated for the biomass business sold in September 2019  
 (2) Acquisition of the Irish wind farms in August 2019

# 1.2 GW under construction across our three geographies



(1) Mer (15 MWp), Vermenton (14 MWp), Azur Sud (5 MWp), Saint-Eloy (5 MWp), Fossat (5 MWp), Bregues d'Or (2 MWp), Antugnac (7 MWp)  
 (2) Viersat (18 MW), La Garenne (10 MW)

- 
1. Highlights
  2. 2019 operational data
  3. 2019 full-year revenue
  4. Continued growth in pipeline
  5. Outlook
  6. Appendices

# Outlook reiterated

2019

2021 target

 Capacity

**More than 5.0 GW of capacity under construction or in operation by the end of 2021, fully operational by end of 2022**

 EBITDA

**Between 212 M€ and 219 M€ at constant foreign exchange rates  
EBITDA margin around 85%<sup>(1)</sup>**

Close to **400 M€**

 Leverage

**Around 8.0x at year-end 2021**  
**80-85% leverage (incl. corporate, junior, and senior project debt)**

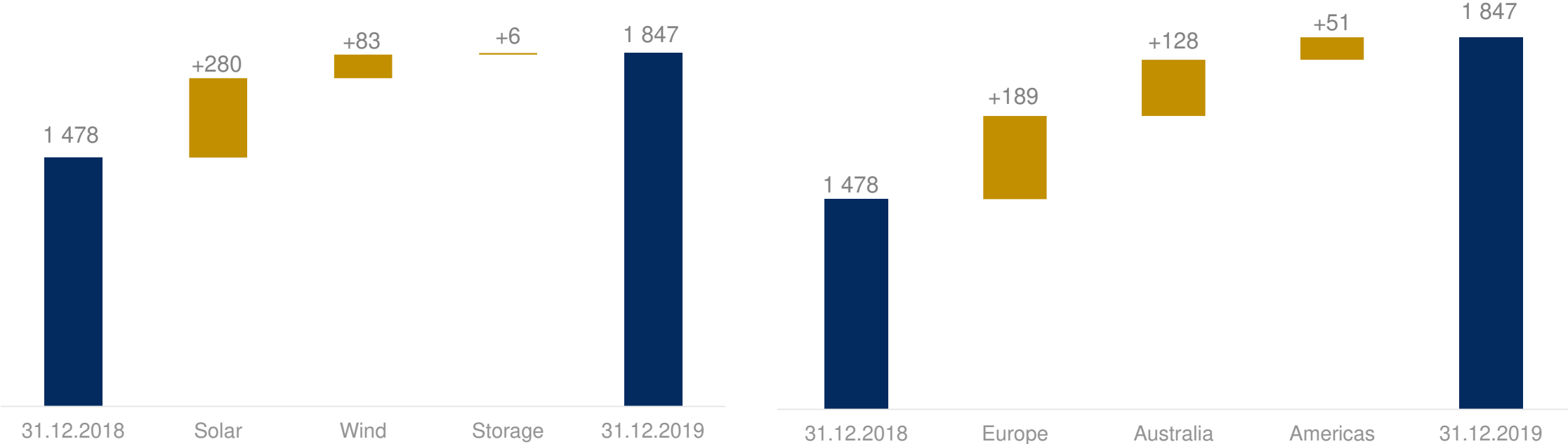
(1) Vs 80% previously expected given the liquidated damages recognized in other current operating income, which partly compensate the associated loss of revenue, thereby mechanically improving the EBITDA margin

1. Highlights
2. 2019 operational data
3. 2019 full-year revenue
4. Continued growth in pipeline
5. Outlook
6. Appendices



# Capacity in operation

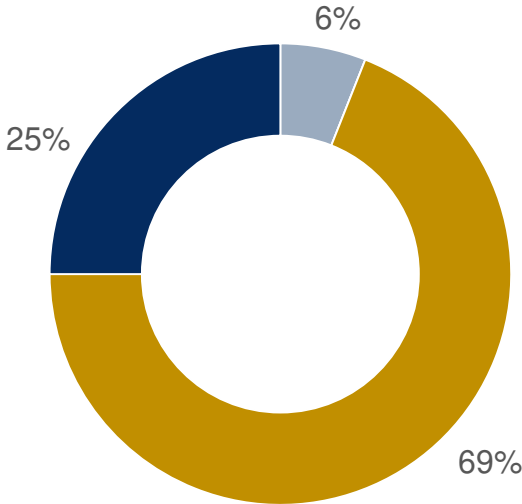
By technology and by geography (in MW)



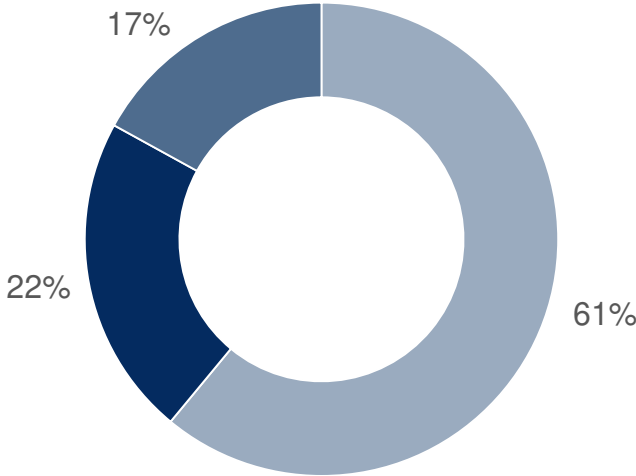
**Additional capacity in operation: +369 MW**

# Capacity under construction

By technology and by geography



■ Solar ■ Wind ■ Storage

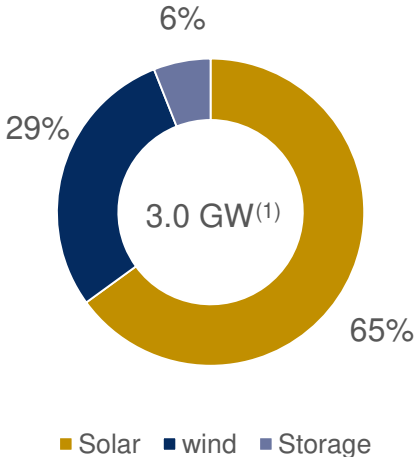


■ Americas ■ Australia ■ Europe-Africa

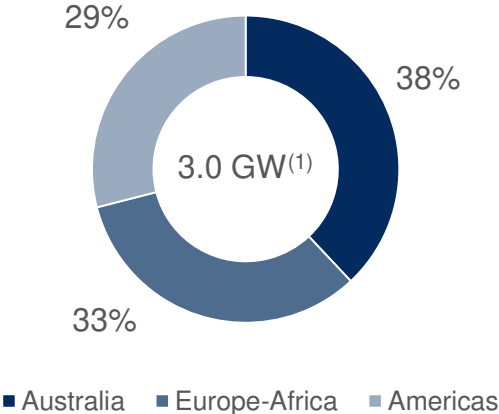
**Capacity under construction as of end 2019: 1 193 MW**

# A diverse portfolio of high-quality assets

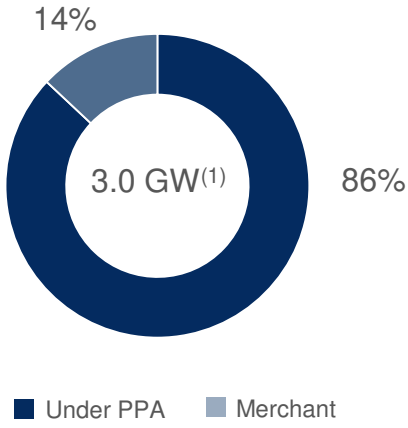
Technology breakdown



Geographic breakdown



Contracted vs merchant breakdown(2)



(1) Capacity in operation or under construction as of December 31, 2019, restated for the biomass business sold in September 2019  
 (2) Weighted average by MW for assets in operation or projects under construction as of December 31, 2019

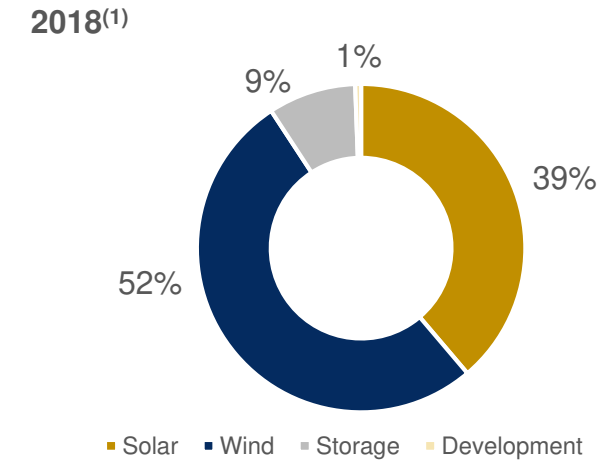
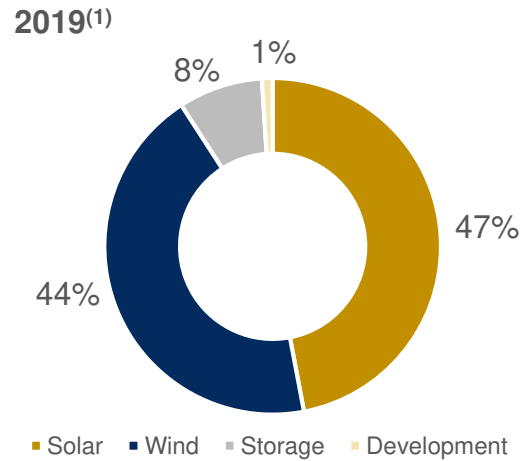
# Quarterly revenue growth

	Q1 2019 <sup>(1)</sup>	Q1 2018 restated <sup>(1)</sup>	% chg.	Q2 2019 <sup>(1)</sup>	Q2 2018 restated <sup>(1)</sup>	% chg.	Q3 2019 <sup>(1)</sup>	Q3 2018 restated <sup>(1)</sup>	% chg.	Q4 2019	Q4 2018 restated <sup>(1)</sup>	% chg.
<b>Revenue (in M€)</b>												
Solar	26.1	11.8	<b>+122%</b>	28.8	18.3	<b>+57%</b>	34.9	22.9	<b>+52%</b>	29.4	27.4	<b>+7%</b>
Wind	28.9	28.5	<b>+1%</b>	23.8	23.6	<b>+0%</b>	25.7	26.9	<b>-5%</b>	32.7	28.4	<b>+15%</b>
Storage	4.2	3.5	<b>+21%</b>	4.2	4.6	<b>-9%</b>	5.3	5.5	<b>-4%</b>	6.9	4.4	<b>+57%</b>
Development and investment	0.3	0.0	<b>n/a</b>	2.0	0.6	<b>n/a</b>	0.2	0.3	<b>n/a</b>	0.1	0.3	<b>n/a</b>
<b>Consolidated revenue</b>	<b>59.4</b>	<b>43.8</b>	<b>+36%</b>	<b>58.7</b>	<b>47.1</b>	<b>+25%</b>	<b>66.0</b>	<b>55.5</b>	<b>+19%</b>	<b>69.0</b>	<b>60.6</b>	<b>+14%</b>

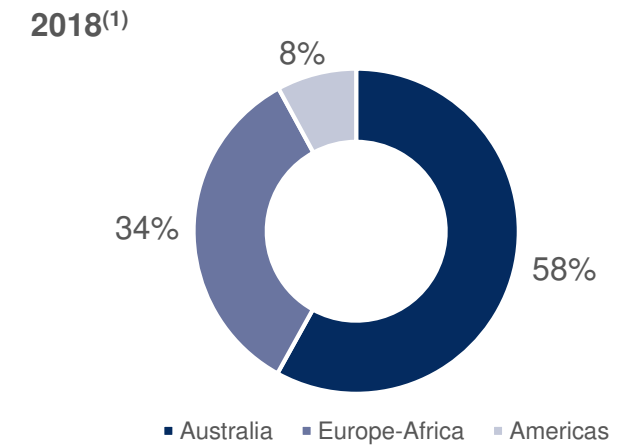
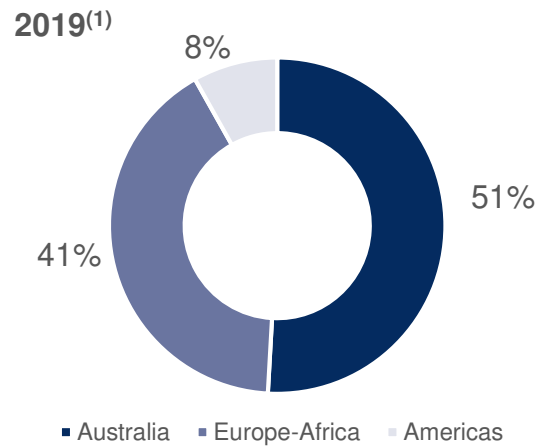
(1) Revenue excluding the biomass business sold in September 2019

# Revenue by technology and geography

Revenue by technology



Revenue by geography



(1) Revenue excluding the biomass business sold in September 2019

# Capacity commissioned in 2018

Project	Technology	Capacity (MW)	Country	COD Date
Les Champs d'Amour	Wind	9	France	February 2018
Griffith	Solar	36	Australia	March 2018
Parkes	Solar	66	Australia	March 2018
Pays Chaumontais	Wind	14	France	May 2018
Dubbo	Solar	29	Australia	June 2018
Le Chassepain	Wind	20	France	July 2018
Lagarde d'Apt	Solar	7	France	October 2018
Coleambally	Solar	189	Australia	November 2018
Lugos	Solar	12	France	December 2018
Bram	Solar	5	France	December 2018
Cap Découverte 4bis	Solar	5	France	December 2018
		<b>Total capacity: 391 MW</b>		

**A positive 21.8 M€<sup>(1)</sup> impact on 2019 FY Revenue**

(1) The full year impact figure is the difference between 2018 and 2019 revenue converted at 2018's exchange rates, for plants commissioned in 2018

# Capacity added in 2019

Project	Technology	Capacity (MW)	Country	COD Date
Azur Est	Solar	9	France	March 2019
Corbas 3 & 4	Solar	8	France	March 2019
Bangweulu	Solar	54	Zambia	April 2019
Azur Stockage	Storage	6	France	May 2019
Corbas 1 & 2	Solar	8	France	May 2019
Auxois Sud 2	Wind	16	France	June 2019
Numurkah	Solar	128	Australia	August 2019
Irish wind farms <sup>(1)</sup>	Wind	53	Ireland	August 2019
Les Hauts Chemins	Wind	14	France	August 2019
Miremont	Solar	10	France	October 2019
Saint-Avit	Solar	11	France	October 2019
Paradise Park	Solar	51	Jamaïca	November 2019
		<b>Total capacity: 369 MW</b>		

**A positive 29.4 M€<sup>(2)</sup> impact on 2019 FY Revenue**

(1) Acquired in August 2019

(2) Revenue from plants commissioned in 2019 converted at 2018 foreign exchange rates

# Total portfolio capacity

<i>In MW</i>	31.12.2018	31.12.2019	Change
Assets in operation <sup>(1)</sup>	1 478	1 847	+369
Assets under construction	764	1 193	+429
<b><i>Subtotal, assets in operation or under construction<sup>(1)</sup></i></b>	<b>2 241</b>	<b>3 040</b>	<b>+799</b>
Projects awarded	899	1 082	+183
<b>Total Secured capacity</b>	<b>3 141</b>	<b>4 122</b>	<b>+981</b>
Tender ready projects	1 203	1 563	+360
Advanced development projects	3 321	4 966	+1 645
<b>Total Advanced pipeline capacity</b>	<b>4 525</b>	<b>6 529</b>	<b>+2 004</b>
<b>Total Portfolio capacity</b>	<b>7 665</b>	<b>10,651</b>	<b>+2,986</b>
Early stage projects	>4 GW	>4 GW	

**A total portfolio capacity of 10.7 GW, up 3 GW compared to end-2018**

(1) Restated for the biomass business sold in September

# Financial agenda and contact information

## Next events

- 25.03.2020: 2019 FY results
- 15.05.2020: Q1 2020 revenue and operational data
- 28.07.2020: H1 2020 revenue and operational data
- 23.09.2020: H1 2020 results
- 09.11.2020: 9M 2020 revenue and operational data

## Investor relations

- [communication@neoen.com](mailto:communication@neoen.com)





*Thank you for listening*

**NEOEN**

FRANCE ARGENTINA AUSTRALIA COLOMBIA USA ECUADOR FINLAND IRELAND JAMAICA MEXICO MOZAMBIQUE PORTUGAL EL SALVADOR ZAMBIA