



# H1 2020 revenue and operational data

*July 28, 2020*

# Disclaimer

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1. H1 2020 highlights

2. H1 2020 operational data

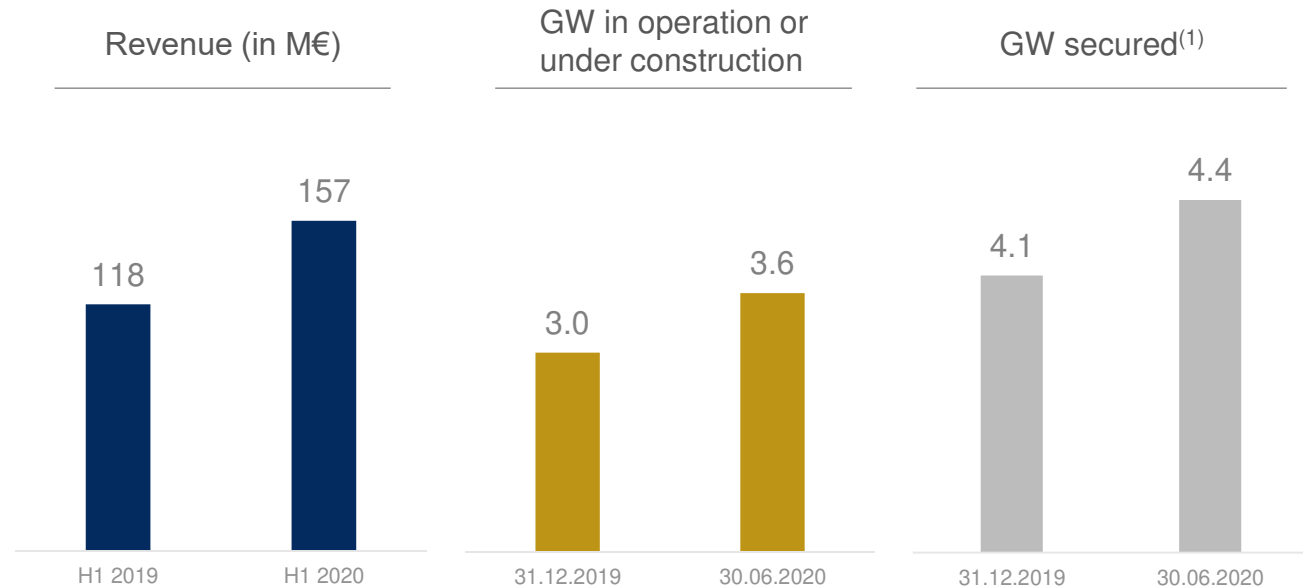
3. H1 2020 revenue

4. Outlook

5. Appendices

# H1 2020 highlights

- **Revenue reaching 157 M€, up 33% year-on-year**
- **Continued strengthening of the secured portfolio despite Covid-19 crisis**
  - Commissioning of 239 MW
  - Launch of construction of 544 MW, o/w 460 MW in Q2
  - 216 MW newly awarded projects, o/w 174 MW in Q2
- **Outlook confirmed**



(1) Assets in operation, under construction and projects awarded

# Two successful green issues in H1 2020



**200 M€**

Syndicated loan linked to ESG criteria  
(March 2020)

- This financing is made up of two tranches
  - A 125 M€ amortizing loan
  - A 75 M€ revolving credit facility
- This loan is secured but has not been drawn down
- Maturity date: 2024
- Linked to two ESG criteria
  - Corruption prevention
  - An independent ESG rating by Vigeo Eiris agency



**170 M€**

First ever European Green Convertible Bond  
(May 2020)

- Interest of 2.0% from the Issue Date
- Maturity date: 2025
- Nominal unit value at a premium of 40% above Neoen's reference share price
- Proceeds allocated to finance or refinance renewable energy production (solar PV, wind power) or storage activities<sup>(1)</sup>



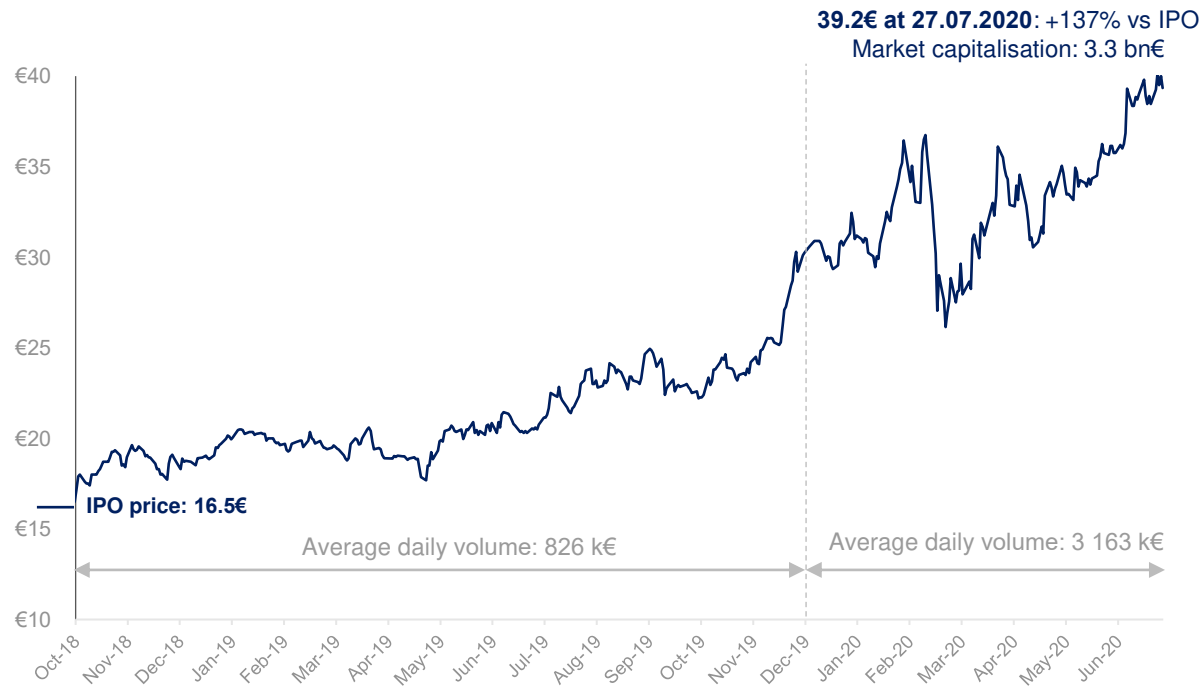
L'Osière - France

**At the forefront of sustainable finance, Neoen is further optimizing its cost of financing and balance sheet**

(1) In consistency with EU taxonomy requirements and with the Framework available on Neoen's website

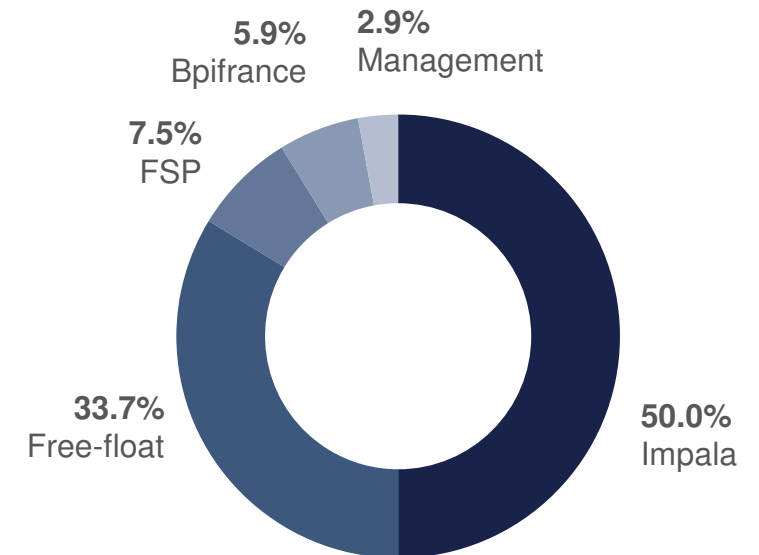
# Neoen entered the SBF 120 index in June 2020

Share price performance since IPO



**Inclusion in the index reflects a strong increase in market capitalisation and a higher liquidity**

Share capital breakdown (1) (2)



(1) As of December 31, 2019  
(2) Number of shares: 85,088,748



1. H1 2020 highlights

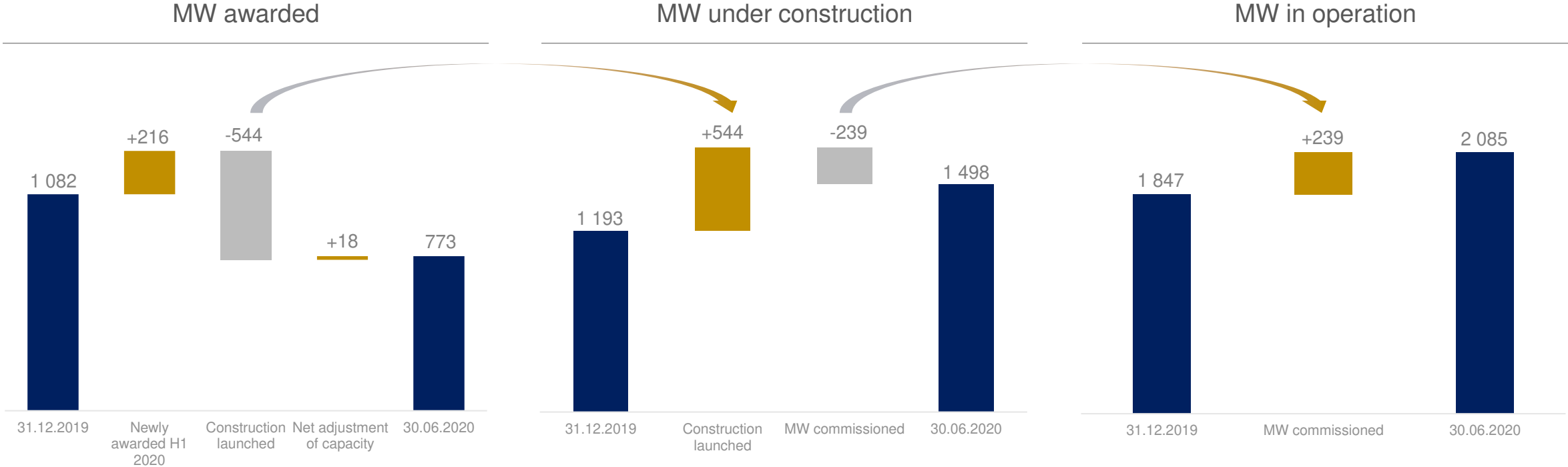
2. H1 2020 operational data

3. H1 2020 revenue

4. Outlook

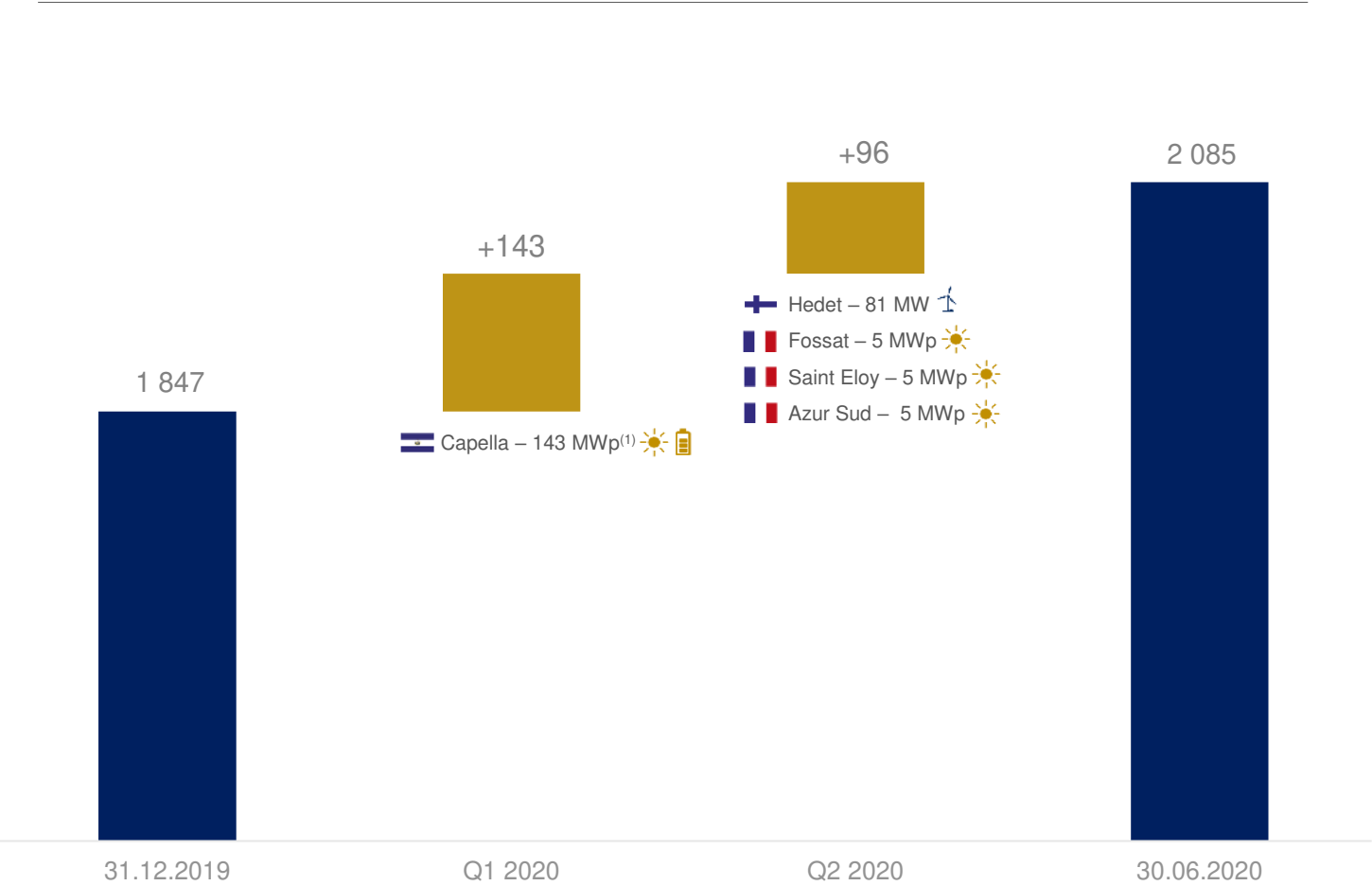
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# Changes in the secured portfolio



# Neoen commissioned 239 MW in H1 2020

Capacity in operation (in MW)



Capella - 143 MWp<sup>1</sup> – El Salvador

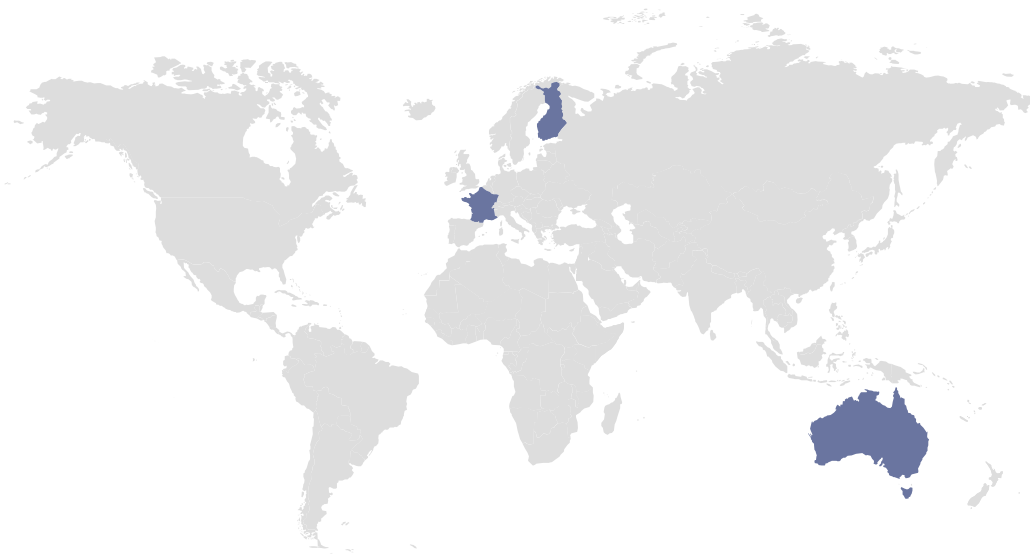


Hedet - 81 MW - Finland

(1) Including 3 MW / 2 MWh of storage

# Major projects awarded in H1 2020

Newly awarded projects in France, Australia and Finland



**216 MW newly awarded projects in H1, o/w 174 MW in Q2**

**Western Downs**



**108 MWp**

Full project capacity of 460 MWp  
(108 MW of merchant capacity on top of 352 MW PPA)  
*(Construction already launched)*

**Government tender**



**66 MWp**

6 solar PV projects won in the  
CRE 4.7 tender (April 2020)

**La Verte Epine**



**12 MW**

Located in Charentes

**Yliskälä Power Reserve**



**30 MW / 30 MWh**

Largest battery in Finland  
*(Construction already launched)*

# Neoen builds the Nordics' largest battery storage unit

- **Yllikkälä Power Reserve** will be the largest battery to be connected to the Finnish grid
- It will provide the national electricity system with the **benefits of rapid storage to mitigate frequency variations**
- This roll-out of **lithium-ion stationary batteries** in Finland confirms Neoen's leadership in battery-based grid services
- It will contribute to **harness Finland's substantial wind resources** and speed up progress towards the country **carbon neutrality target by 2035**



**30 MW / 30 MWh**



**Q1 2021**  
Expected COD



# Strong operating performance

	H1 2020	H1 2019	% chg.
Production (GWh)	2 067	1 330	+55%

- **Neoen’s electricity generation** totaled 2.1 TWh in H1 2020, up 55% year-on-year
- **Average availability rates** maintained at a very high level illustrating the Group’s ability to optimize the use of its production assets
- **Average load factor of solar assets slightly down in H1 2020**
  - Less favorable irradiation conditions in Australia in H1 2020
  - Lower availability of an asset in Australia due to upgrade works on the grid in H1 2020 (now completed)
- **Average load factor of wind assets slightly up in H1 2020**
  - Excellent wind conditions in Europe in Q1 2020
  - Lower availability of Australian wind farms in Q2 2020

## Availability



**98.3%**

(99.0% in H1 2019)



**98.6%**

(99.2% in H1 2019)

## Load factor



**17.6%**

(18.2% in H1 2019)



**34.4%**

(33.9% in H1 2019)



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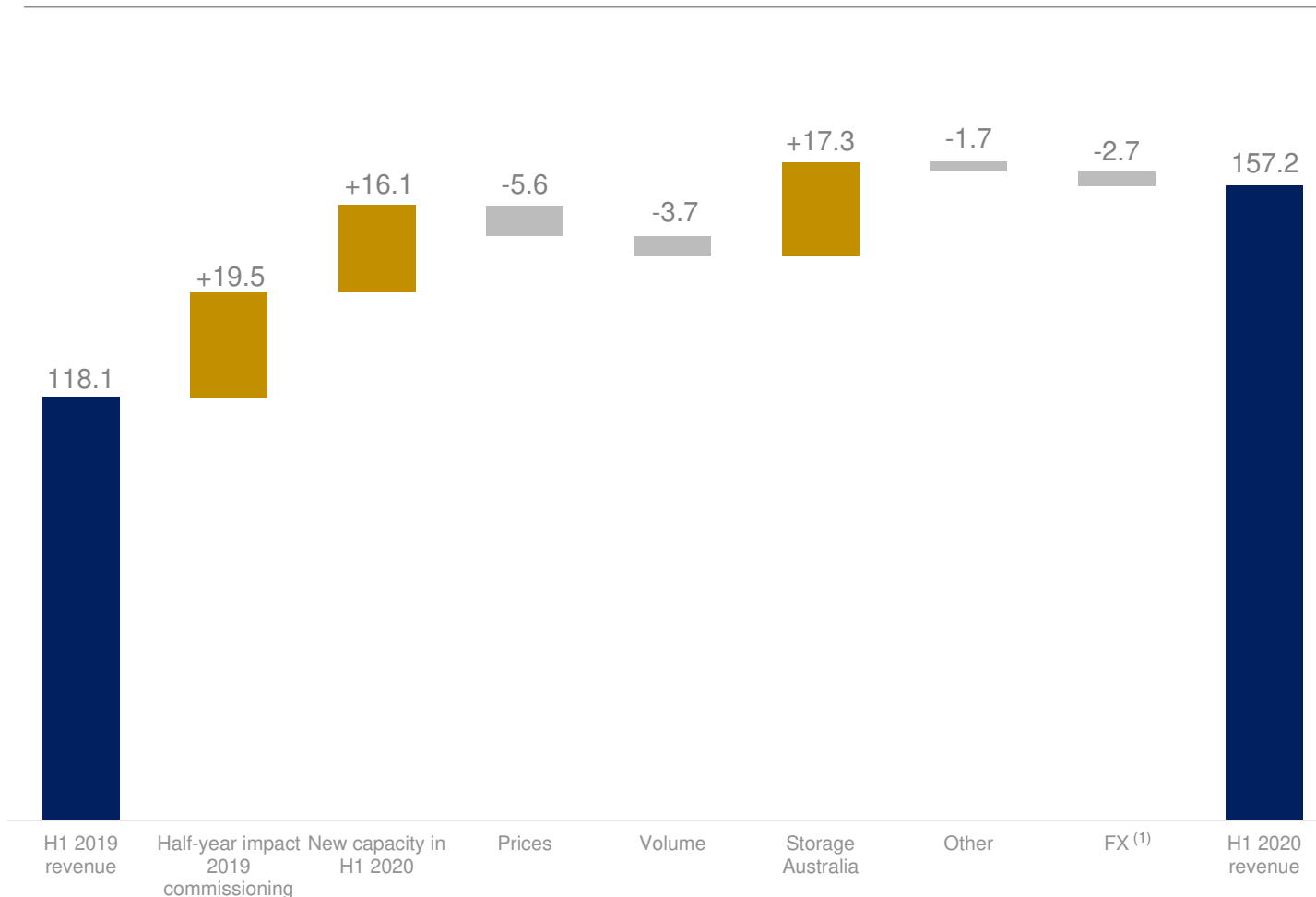
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# H1 2020 revenue up 33% year-on-year

In M€



- Significant contribution from assets commissioned in 2019 and H1 2020 as well as early generation revenue recorded in H1 2020
- Lower average price at a wind farm in Australia due to the transition from early generation revenue<sup>(2)</sup> to PPA
- Negative volume effect mainly reflecting less favorable irradiation conditions in Australia and lower availability of certain Australian assets in H1 2020 despite excellent wind conditions in Europe in Q1 2020
- Strong one-off increase in HPR battery revenue in Australia in Q1 2020
- Limited negative FX impact; revenue up 35% at constant FX rates

(1) Based on average FX rate in H1 2019

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

# H1 revenue growth driven by strong performance in Q1

- **Solar revenue up 34% year-on-year**

- Contribution from assets commissioned in Australia, Zambia, Jamaica and France in 2019 and in El Salvador and France in H1 2020
- Early generation revenue from El Llano since the beginning of the year
- Lower irradiation conditions in Australia and lower availability of an Australian asset due to upgrade works on the grid (*now completed*)

- **Wind revenue up 12% year-on-year**

- Contribution of capacity added in Ireland and in France in 2019 and from Hedet in Finland in H1 2020
- Excellent wind conditions in Europe in Q1 2020
- Lower average price on a wind farm in Australia in H1 2020 due to the transition from early generation revenue to PPA and lower availability in Australia in Q2 2020

- **Storage revenue increasing strongly year-on-year**

- Strong one-off positive impact in Q1 2020 in Australia
- Q2 2020 storage revenue declined year-on-year due to less favorable market conditions for the sale of network services (FCAS)

(1) Corresponding to the “Development and investment” segment

(2) Other revenue chiefly comprises the development business and services to third parties

(3) Before the start of their PPA in Q2 2020

<i>In M€</i>	Q1 2020	% chg. vs Q1 2019	Q2 2020	% chg. vs Q2 2019	H1 2020	% chg. vs H1 2019
Solar	38.2	+46%	35.3	+23%	73.4	+34%
Wind	35.8	+24%	23.0	-3%	58.8	+12%
Storage	21.6	x5,2	3.0	-29%	24.6	x2,9
Other <sup>(1)</sup>	0.2	n/a	0.2	n/a	0.3	n/a
<b>Consolidated revenue</b>	<b>95.8</b>	<b>+61%</b>	<b>61,5</b>	<b>+5%</b>	<b>157.2</b>	<b>+33%</b>
<i>o/w contracted energy revenue</i>	59.2	+18%	54.5	+10%	113.7	+14%
<i>o/w merchant energy revenue</i>	35.7	x4,6	5.9	-10%	41.5	x2,9
<i>o/w other revenue<sup>(2)</sup></i>	0.9	n/s	1.1	n/s	2.0	n/s

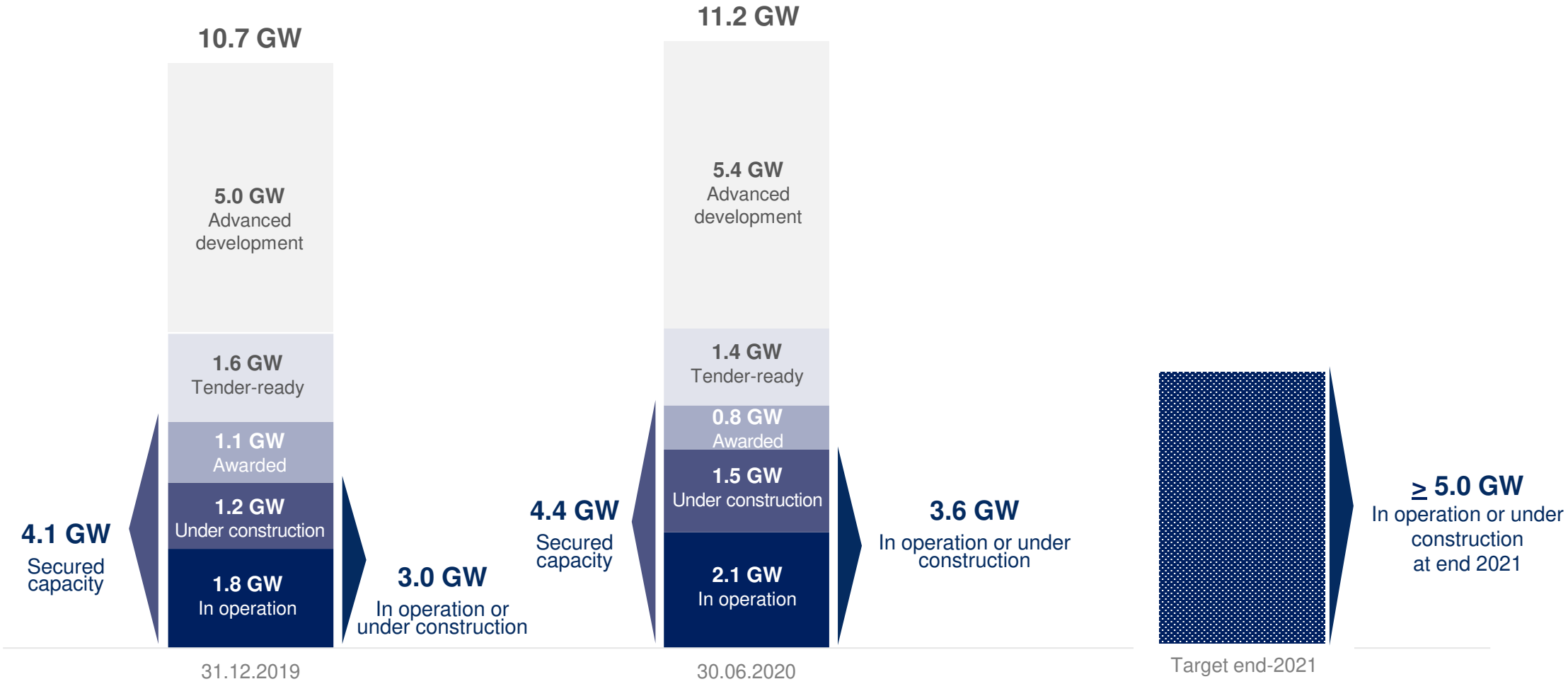
- **Merchant revenue representing 26% of consolidated revenue**

- An exceptionally high-level reflecting non-recurring storage revenue in Australia in Q1 2020 and early generation revenue from Capella<sup>(3)</sup> in El Salvador and Hedet<sup>(3)</sup> in Finland in Q1 2020 and from EL Llano in H1 2020
- As anticipated, market prices in Q2 2020 have been impacted across the board by the economic environment

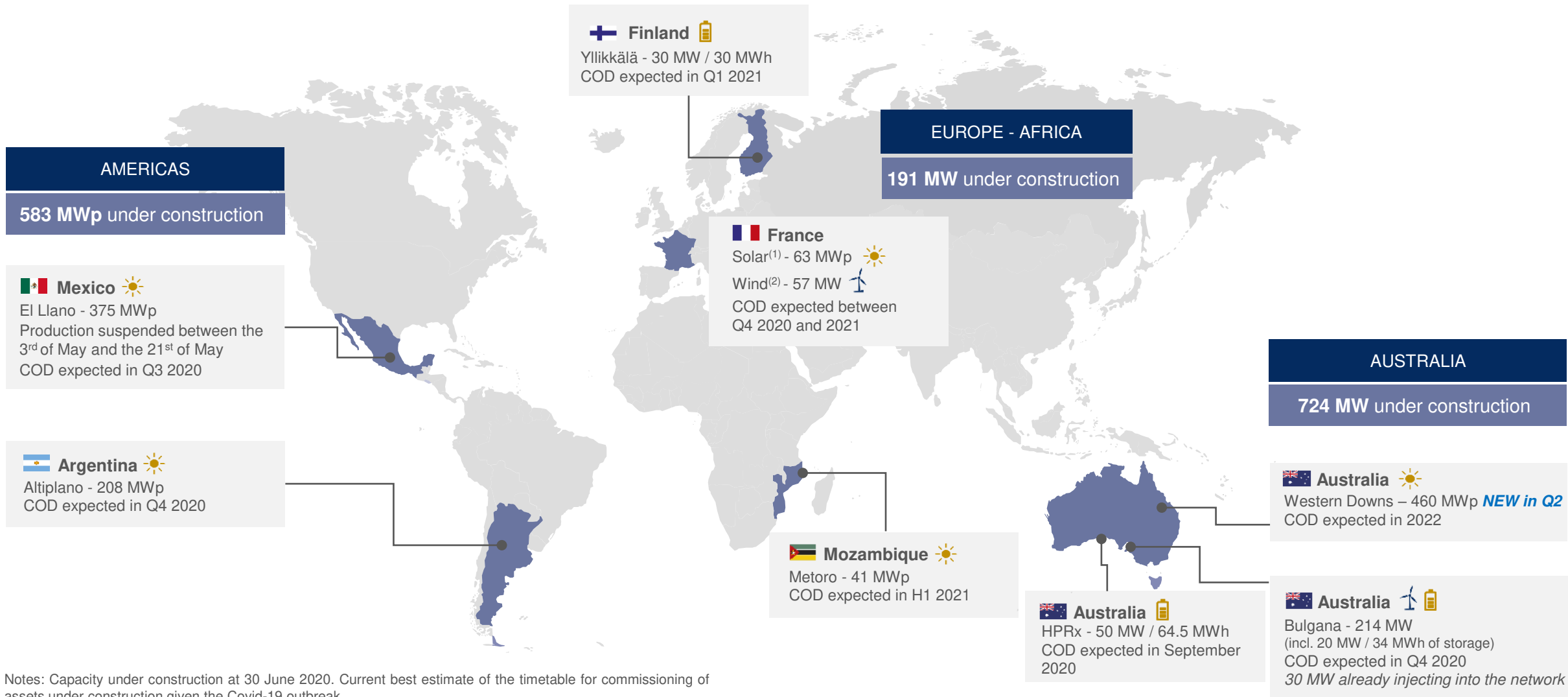
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# A constantly fed pipeline, in line with our 2021 target



# 1.5 GW under construction across our three geographies



(1) Mer (15 MWp), Vermenton (14 MWp), Bregues d'Or (2 MWp), Antugnac (7 MWp), Levroux (10 MWp), Réaup-Lisse (15 MWp)  
 (2) Viersat (18 MW), La Garenne (10 MW), Le Mont de Malan (29 MW)

# 2020 guidance confirmed

2020

€ EBITDA

Between 270 M€ and 300 M€  
at constant exchange rates<sup>(1)</sup>

EBITDA margin above 80%

- This target takes into account
  - Current **best estimate of the timetable for commissioning of assets under construction**
  - The **current level of market prices**
  - **The one-off increase in storage revenue in Q1 2020**
  - **Normal production level at El Llano in Mexico** maintained until the end of the year

(1) At constant exchange rates compared to 2019

# Outlook for 2021 and 2022 reiterated

2021 & 2022

 Capacity

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

 EBITDA

Above **400 M€** at constant exchange rates<sup>(1)</sup> in **2022**

- These targets take into account
  - Current **best estimate of the timetable for the completion of the Group projects**

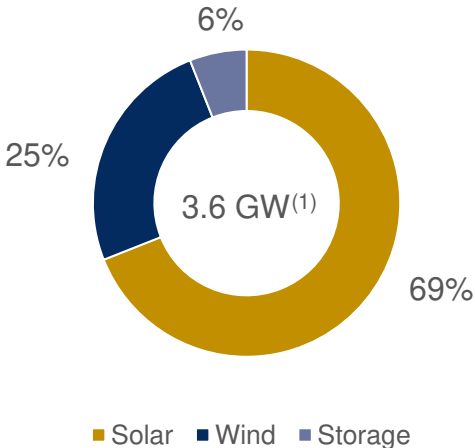
(1) At constant exchange rates compared to 2019

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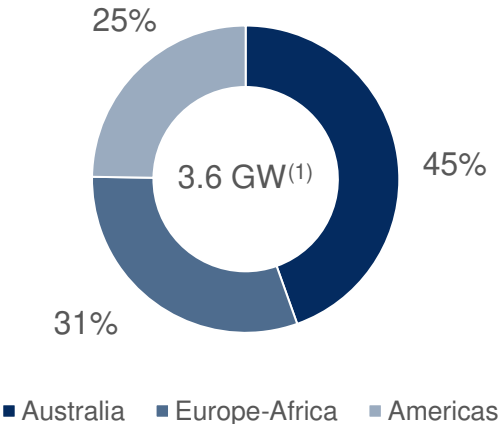


# A diverse portfolio of high-quality assets

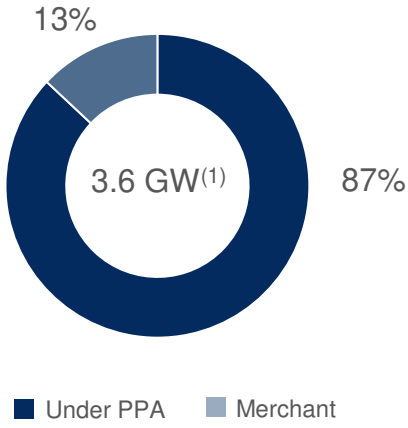
Technology breakdown



Geographic breakdown



Contracted vs merchant breakdown(2)

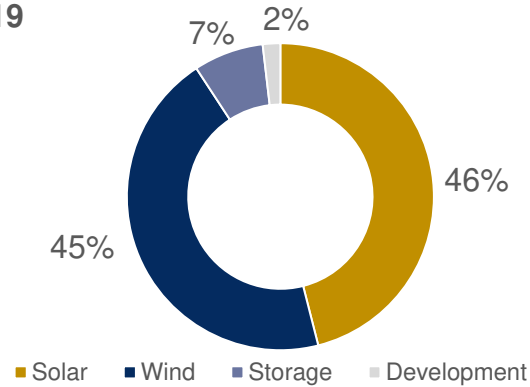


(1) Capacity in operation or under construction as of June 30, 2020  
(2) Weighted average by MW for assets in operation or projects under construction as of June 30, 2020

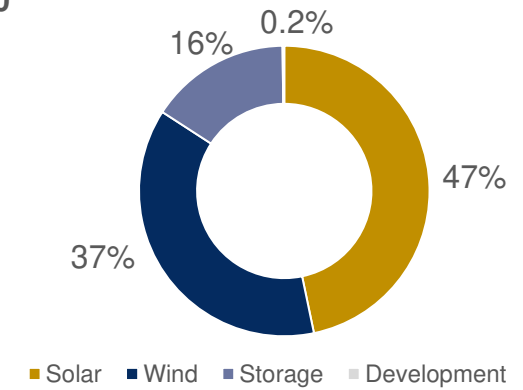
# Revenue by technology and geography

## Revenue by technology

H1 2019

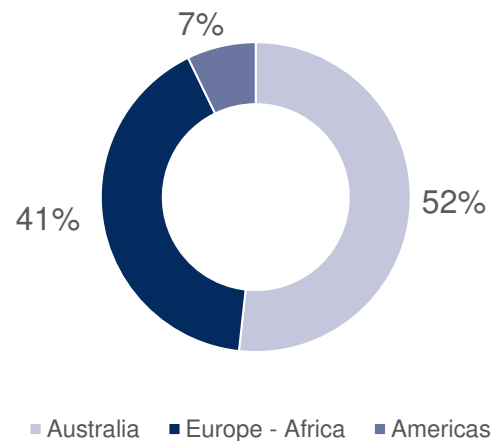


H1 2020

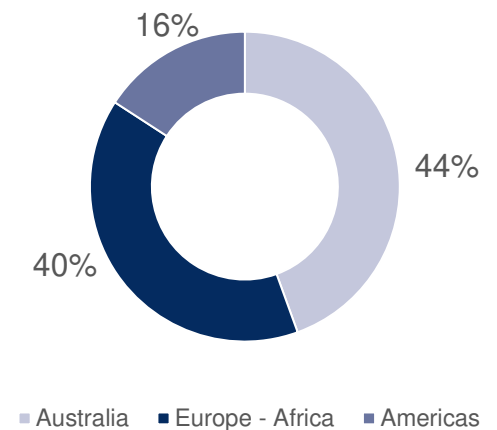


## Revenue by geography

H1 2019



H1 2020



# Quarterly and half-year revenue

	Q1 2020	Q1 2019 <sup>(1)</sup>	% chg.	Q2 2020	Q2 2019	% chg.	H1 2020	H1 2019	% chg.
<b>Revenue (in M€)</b>									
Solar	38.2	26.1	+46%	35.3	28.8	+23%	73.4	54.9	+34%
Wind	35.8	28.9	+24%	23.0	23.8	-3%	58.8	52.7	+12%
Storage	21.6	4.2	x5,2	3.0	4.2	-29%	24.6	8.4	x2,9
Other <sup>(2)</sup>	0.2	0.3	n/a	0.2	2.0	n/a	0.3	2.2	n/a
<b>Consolidated revenue</b>	<b>95.8</b>	<b>59.4</b>	<b>+61%</b>	<b>61.5</b>	<b>58.7</b>	<b>+5%</b>	<b>157.2</b>	<b>118.1</b>	<b>+33%</b>
<i>o/w contracted energy revenue</i>	<i>59.2</i>	<i>50.3</i>	<i>+18%</i>	<i>54.5</i>	<i>49.7</i>	<i>+10%</i>	<i>113.7</i>	<i>100.1</i>	<i>+14%</i>
<i>o/w merchant energy revenue</i>	<i>35.7</i>	<i>7.8</i>	<i>x4,6</i>	<i>5.9</i>	<i>6.5</i>	<i>-10%</i>	<i>41.5</i>	<i>14.3</i>	<i>x2,9</i>
<i>o/w other revenue<sup>(3)</sup></i>	<i>0.9</i>	<i>1.3</i>	<i>n/s</i>	<i>1.1</i>	<i>2.5</i>	<i>n/s</i>	<i>2.0</i>	<i>3.8</i>	<i>n/s</i>

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

(2) Corresponding to the “Development and investment” segment

(3) Other revenue chiefly comprises the development business and services to third parties

# 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>		

(1) Acquired in August 2019

# Capacity commissioned in H1 2020

Project	Technology	Capacity (MW)	Country	COD Date
Capella	Solar	143 <sup>(1)</sup>	El Salvador	March 2020
Azur Sud	Solar	5	France	April 2020
Saint-Eloy	Solar	5	France	April 2020
Fossat	Solar	5	France	April 2020
Hedet	Wind	81	Finland	June 2020
		<b>Total capacity: 239 MW</b>		

(1) Including 3 MW / 2 MWh of storage

# Total portfolio capacity

<i>In MW</i>	30.06.2020	31.12.2019	Change
Assets in operation	2 085	1 847	+239
Assets under construction	1 498	1 193	+305
<b><i>Subtotal, assets in operation or under construction</i></b>	<b>3 584</b>	<b>3 040</b>	<b>+544</b>
Projects awarded	773	1 082	-309
<b>Total Secured capacity</b>	<b>4 357</b>	<b>4 122</b>	<b>+234</b>
Tender ready projects	1 435	1 563	-128
Advanced development projects	5 381	4 966	+415
<b>Total Advanced pipeline capacity</b>	<b>6 817</b>	<b>6 529</b>	<b>+287</b>
<b>Total portfolio capacity</b>	<b>11 174</b>	<b>10 652</b>	<b>+522</b>
Early stage projects	>4 GW	>4 GW	

# Financial agenda and contact information

## Next events

- 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**

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