

Full-year 2021 results

March 14, 2022

Disclaimer

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2021 highlights



In operation or under construction



+0.9 GW

Newly awarded projects





333.6 M€

Revenue

up 12% y-o-y



300.4 M€

EBITDA

up 11% y-o-y



41.0 M€

Net result Group share

vs. 3.9 M€ in 2020



600 M€

Rights issue



50.0 M€

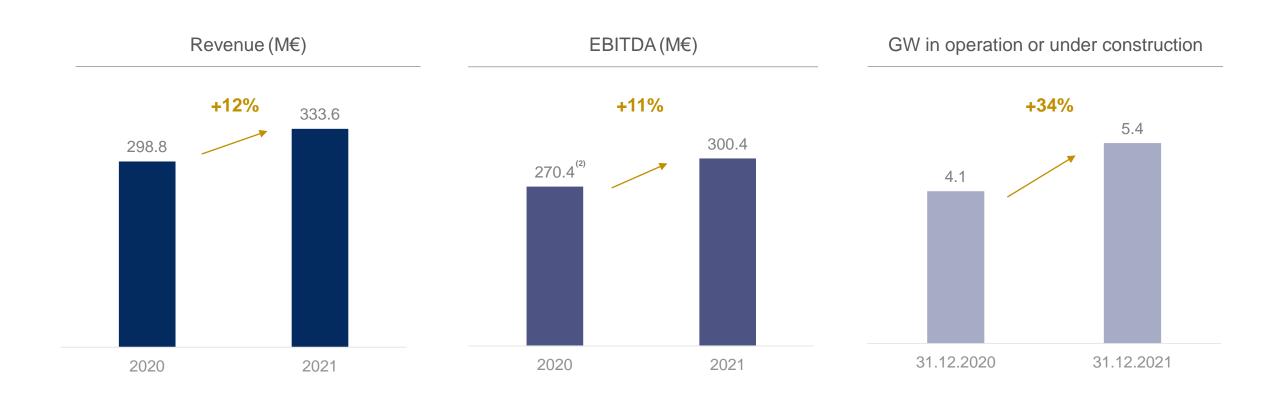
Net capital gains from farm-down transactions



0.10€ per share

First-time dividend

Strong performance in 2021 and EBITDA target⁽¹⁾ reached

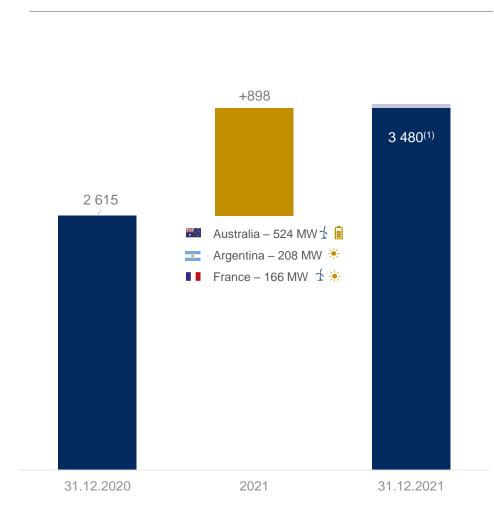


⁽¹⁾ Guidance: between 295 and 310 M€

^{(2) 272.2} M€ restated for the exclusion of the expense resulting from the application of IFRS 2. 2021 EBITDA was up 10% compared to restated EBITDA

898 MW of newly commissioned assets in 2021

Capacity in operation (in MW)





Altiplano - 208 MW - Argentina

Bulgana - 224 MW - Australia

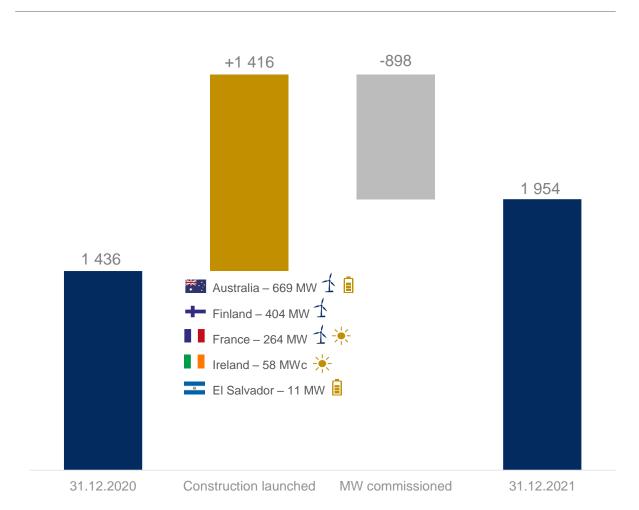


Victorian Big Battery - 300 MW / 450 MWh - Australia

⁽¹⁾ Capacity in operation post farm-down transactions (33 MW corresponding to 100% of Grabels, Lagarde, Lugos and Miremont solar power plants sold in 2021)

Neoen launched the construction of 1.4 GW in 2021

Capacity under construction (in MW)





Mutkalampi – Finland



Kaban – Australia

890 MW newly awarded with landmark projects



Goyder Renewable zone



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CRE 4.9 and 4.10 government tenders















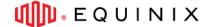
1st winner

for the 2nd time in a raw in a French government tender for solar projects in 2021





2024 Expected COD



Australia is Neoen's largest country with more than 2.5 GW in operation or under construction

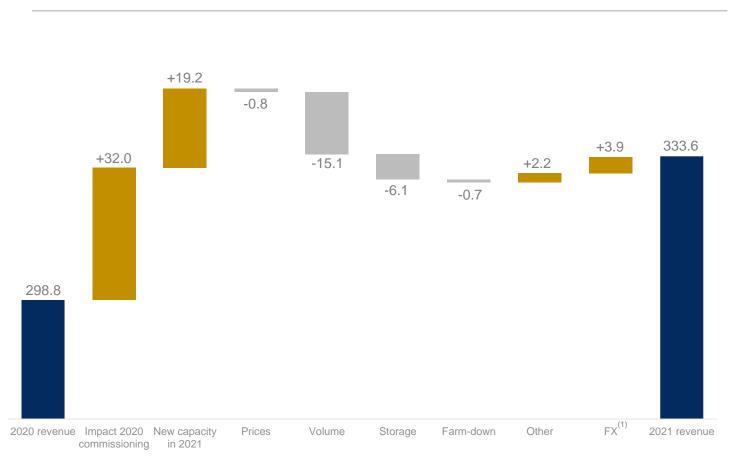
France is Neoen's 2nd largest country with more than 1.2 GW in operation or under construction

Finland is Neoen's 3rd largest country with more than 500 MW in operation or under construction



2021 revenue up 12% year-on-year

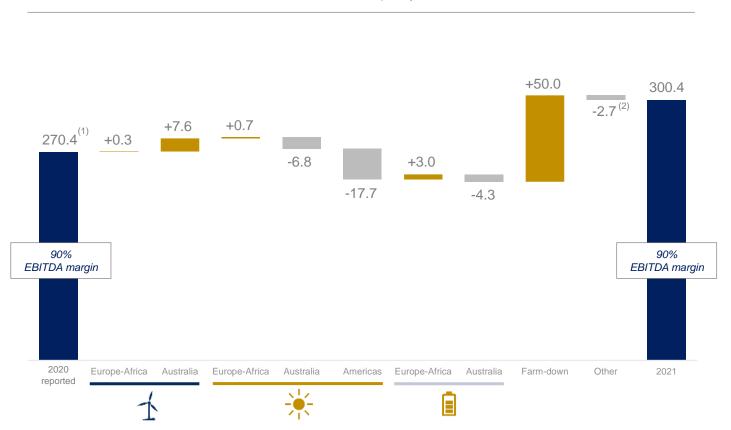




- Significant contribution from assets commissioned in 2020 and in 2021
- Negative volume effect
 - Excellent wind resources in Europe in Q1 2020
 - Unfavorable wind resources mainly in Europe in H2 2021
 - Low irradiation conditions especially in Australia in H2 2021
- Limited price effect
 - Lower market prices in Australia
 - Higher market prices in Ireland
- Strong one-off revenue from HPR battery in Australia in Q1 2020
- Limited impact of farm-down transactions (FY 2021 contribution to revenue: €5.8m)
- Slight positive FX impact (AUD); revenue up 10% at constant FX rates

Solid growth in 2021 EBITDA

EBITDA (M€)



- EBITDA up 11% year-on-year
 - + Contribution from assets commissioned in 2020 and in 2021
- + Net capital gains from farm-down transactions
- High comparison basis as 2020 benefitted from the recognition of liquidated damages⁽³⁾, mainly in Americas
- Negative volume impact in Europe and in Australia
- EBITDA margin of 90%, stable year-on-year
 - In 2020: liquidated damages⁽³⁾ covering, up to a cap, the revenue losses related to the delayed commissioning of certain projects
 - In 2021: capital gains from farm-down transactions recognized in other current operating income

- (1) 272.2 M€ restated for the exclusion of the expense resulting from the application of IFRS 2
- (2) Development Investment and Eliminations
- (3) Liquidated damages recognized in other current operating income, partly offsetting loss of revenue, thereby automatically improving the EBITDA margin



2021 EBITDA by segment: solar

	2021	2020	% chg.
Solar	137.3	161.2	-15%
% margin	85%	112%	-27bp
Wind	105.0	97.2	+8%
% margin	78%	80%	-2bp
Storage	30.2	31.4	-4%
% margin	88%	96%	-8 bp
Farm-down	50.0	-	-
Other ⁽¹⁾	(22.1)	(19.4)	-14%
Group EBITDA	300.4	270.4	+11%
Group EBITDA margin	90%	90%	-

Solar EBITDA down 15% year-on-year

- High comparison basis as 2020 benefited from the recognition of liquidated damages, mainly in Americas
- Lower market prices in Australia especially in Q1 2021 vs. Q1 2020
- Lower irradiation conditions, mainly in Australia in H2 2021
- + Higher turnover contribution from El Llano (375 MWp) in Mexico with the start of its PPA at 1st of July 2021 vs. end-June 2020 initially expected, with electricity valued at market price over the period
- + Contribution from assets commissioned in 2020, notably in France, and in 2021 in France and in Argentina

2021 EBITDA by segment: wind

	2021	2020	% chg.
Solar	137.3	161.2	-15%
% margin	85%	112%	-27bp
Wind	105.0	97.2	+8%
% margin	78%	80%	-2bp
Storage	30.2	31.4	-4%
% margin	88%	96%	-8 bp
Farm-down	50.0	-	-
Other ⁽¹⁾	(22.1)	(19.4)	-14%
Group EBITDA	300.4	270.4	+11%
Group EBITDA margin	90%	90%	-

Wind EBITDA up 8% year-on-year

- + Higher contribution from Bulgana in Australia, that has gradually been injecting electricity into the grid over the first 9M of 2021 and has been generating at full capacity since October 2021
- + Contribution of capacity added in France in 2020 and in 2021
- + 2020 was impacted by higher network service costs (FCAS) at certain wind farms in South Australia due to specific market conditions
- Negative volume impact mainly in Europe (excellent conditions in Q1 2020 / unfavorable wind resources in H2 2021)

2021 EBITDA by segment: storage

	2021	2020	% chg.
Solar	137.3	161.2	-15%
% margin	85%	112%	-27bp
Wind	105.0	97.2	+8%
% margin	78%	80%	<i>-2bp</i>
Storage	30.2	31.4	-4%
% margin	88%	96%	-8 bp
Farm-down	50.0	-	-
Other ⁽¹⁾	(22.1)	(19.4)	-14%
Group EBITDA	300.4	270.4	+11%
Group EBITDA margin	90%	90%	-

Storage EBITDA down 4% year-on-year

- + Contribution of capacity added in 2020 in Finland (Yllikkälä Power Reserve) and in Australia (HPRX), and in 2021 in Australia (Victorian Big Battery)
- High comparison basis due to strong one-off revenue in Q1 2020 in Australia due to specific conditions

2021 EBITDA by segment: farm-down

	2021	2020	% chg.
	137.3	161.2	-15%
in	85%	112%	-27bp
	105.0	97.2	+8%
gin	78%	80%	-2bp
	30.2	31.4	-4%
in	88%	96%	-8 bp
lown	50.0	-	-
1)	(22.1)	(19.4)	-14%
EBITDA	300.4	270.4	+11%
EBITDA margin	90%	90%	-

Farm-down EBITDA of 50 M€

- + Net capital gains from farm-down transactions recognized in other current operating income and corresponding essentially to the sale of
 - Entire interest in the Grabels (Hérault), Lagarde (Vaucluse), Lugos (Gironde) and Miremont (Haute-Garonne) solar power plants, which have 33 MWp in total capacity in operation
 - A 95% stake in the Le Berger (Meuse) and Les Beaux Monts (Yonne) wind power plants, which have 47 MW in total capacity under construction

FY 2021 operating income up 20% year-on-year

	2021	2020	Change		
Revenue	333.6	298.8	+12%	_	Depreciation and amortization mainly reflecting
EBITDA	300.4	270.4 ⁽¹⁾	+11%	_ →	Extension of the depreciation period from 25 to 30 years as of 1st January 2021 for solar and wind assets
Current operating depreciation, amortization and provisions	(107.6)	(109.8)	-2%]¦	Growth in assets in operation
Current operating income	189.6	160.5	+18%		
Other non-current operating income and expenses	(8.0)	(4.0)	+98%		Impairment loss related to
Impairment of non-current assets	(10.5)	(14.1)	-26%		In 2021, the Numurkah solar fam in Australia in a context of lower operating performance and downward revision of long-term market
Operating income	171.2	142.4	+20%		prices forecasts for solar energy in Australia In 2020, the Altiplano project in Argentina

2021 net result Group share of €41m

	2021	2020	Change
Operating income	171.2	142.4	+20%
Cost of debt	(106.5)	(101.8)	+5%
Other financial income and expenses	(11.2)	(15.9)	-30%
Net financial result	(117.7)	(117.7)	-
Income tax	(13.3)	(21.4)	-38%
Net income of the consolidated group	40.2	3.3	x12
Net income Group share	41.0	3.9	x11
o/w net income attributable to non-controlling interests	(0.8)	(0.5)	n/a

Cost of debt reflecting

- Growth in assets in operation
- Full-year impact of the green convertible bond (1) issued in June 2020 and of the syndicated loan concluded in March 2020 (currently undrawn)
- + Progressive repayment of historical project finance debts

Other financial income and expenses

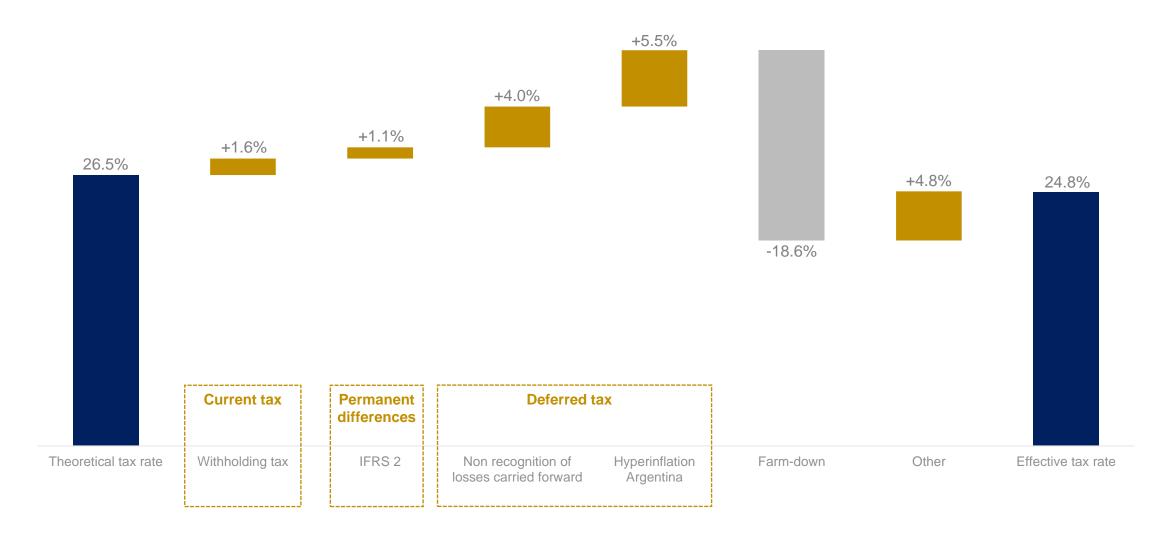
Lower foreign exchange losses in Argentina vs 2020 due to effective reimbursement of most of historical VAT credits

Income tax down 38% year-on-year

- Stability in current tax expenses mainly reflecting
 - The increase in corporate tax in France related to the development of the business and prior use of the entire stock use of ordinary tax loss carryforwards on certain power plants
 - The decrease in current tax in Australia, resulting in particular from the decrease in taxable income of HPR
 - Lower withholding tax expenses
- €1.4 million deferred tax benefit in 2021, versus a deferred tax expense of €6.9 million in 2020

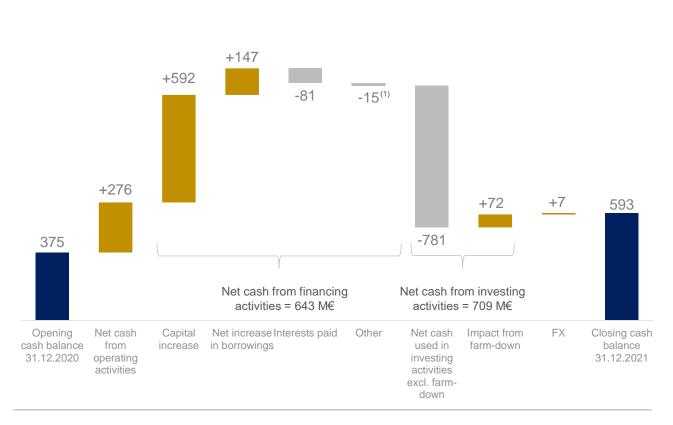
Effective tax rate of 24.8% vs 86.6% in FY 2020

From theoritical tax rate to effective tax rate in 2021



Strong cash position at end-December 2021

Change in total cash balance (M€)



593 M€ of cash available at 31 December 2021

- Net cash flows from operating activities amounted to 276 M

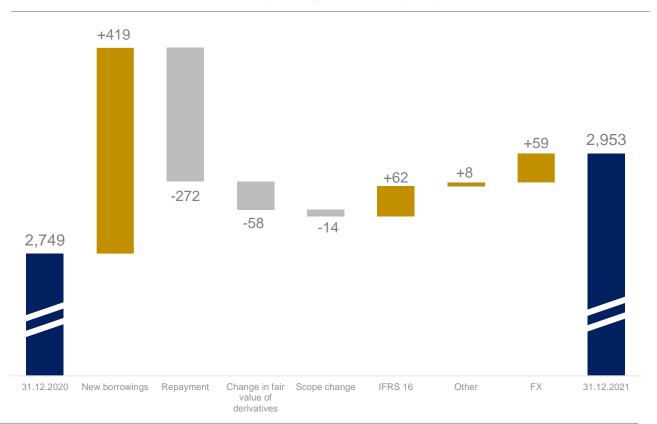
 up
 M

 y-o-y reflecting notably
 - Positive change in WCR mainly due to collections of receivables, notably VAT receivables in Argentina
- Net cash flows from financing activities reached 643 M€ mainly reflecting the capital increase completed in April 2021 (592 M€ net of issuance related costs) and net increase in borrowings
- Net cash flows from investing activities reached -709 M€ (net of farm-down), driven by investments in new projects including Westerns Downs, Kaban and Victorian Big Battery in Australia as well as Mutkalampi in Finland and solar and wind farms in France

⁽¹⁾ The other items mainly include the net acquisition of treasury shares and dividends paid to minority shareholders

Gross debt increasing with the construction of new assets



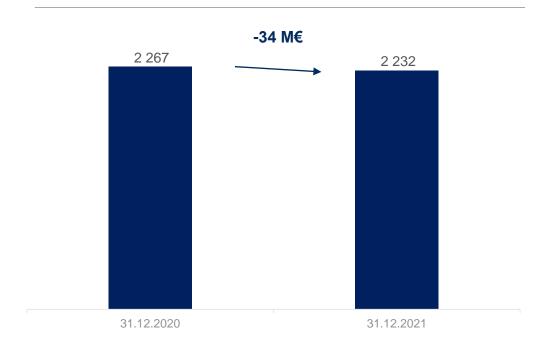


80% non-recourse debt, with long tenor

- Net Increase in borrowings of 147 M€ mainly due to additional project financing raised with the construction of new assets
- Change in fair value of derivatives from increase in forward interest rates in most countries where Neoen is located
- Average cost of project finance debt (projects in operation): 3.7% (vs 3.4% at end-2020) notably due to a higher share of debt denominated in USD following the entry into force of the El Llano's PPA the 1st of July 2021 and the commissioning of Altiplano in October 2021
- Average Group cost of debt: 3.5% (vs 3.7% at-end 2020) due to low interest-rates environment on average in 2021 despite upward trend in long-term interest rates in H2 2021

Financial discipline maintained

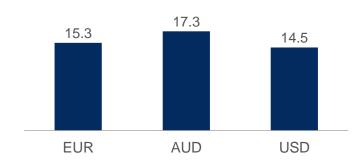
Net debt (in M€)



Lower leverage

7.4x net debt / EBITDA at 31.12.2021 (8.4x at 31.12.2020)

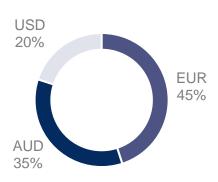
Average residual tenor of project finance debt⁽¹⁾ (in years)



15.8 years

Weighted average residual tenor⁽²⁾ (16.3 years at 31.12.2020)

Gross debt by currency⁽³⁾



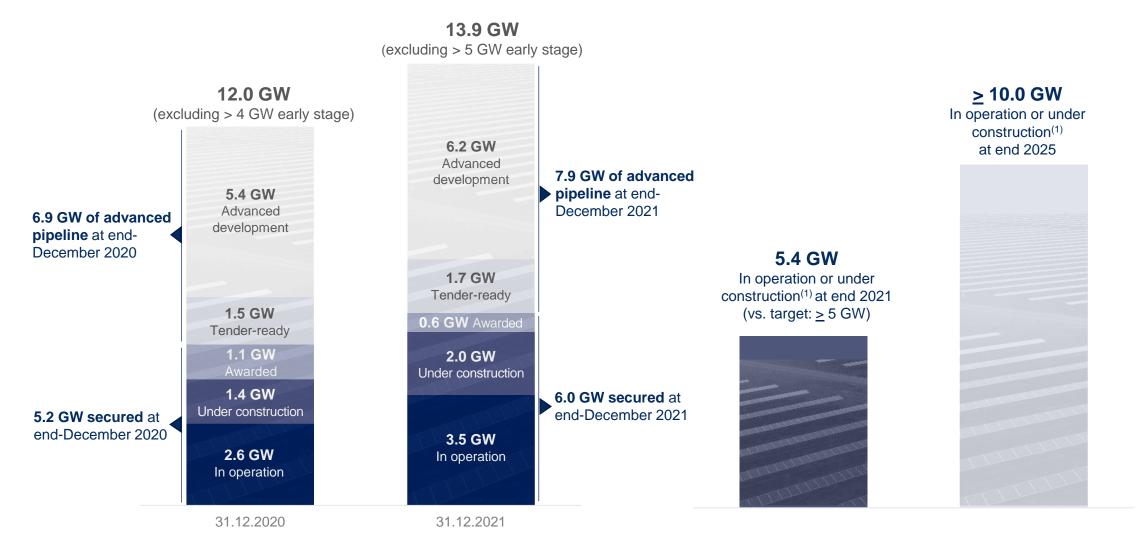
⁽¹⁾ Senior debt (excluding junior debt)

⁽²⁾ For all the Group's projects in operation as of December 31, 2021

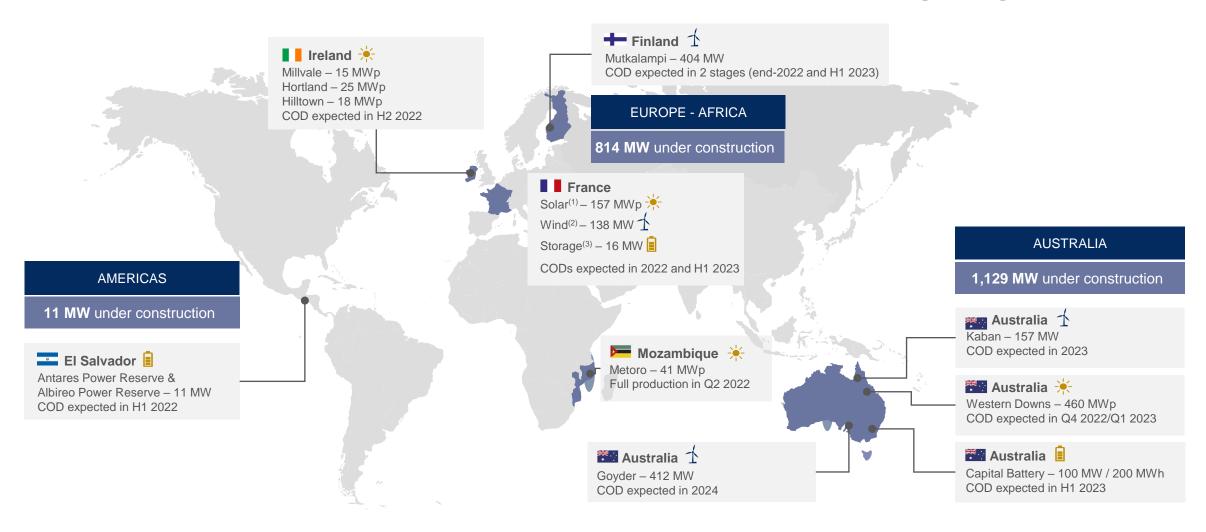
⁽³⁾ Excluding lease liabilities and minority interests. As of December 31, 2021



Strong increase in portfolio



2 GW under construction across our three geographies



Notes: Capacity under construction at December 31st, 2021. Current best estimate of the timing for commissioning of assets under construction given the Covid-19 outbreak

- (1) Morcenx 1, 2, 3 (45 MWp), LoirecoPark (39 MWp), Arue 2, 3 (31 MWp), Baconniere (13 MWp), Le Bernardan (12 MWp), Clecy (5 MWp), Parleboscq (5 MWp), Saint-Aoustrille (4 MWp), Echillais (3 MWp)
- (2) Madon-Moselle (40 MW), Les Beaux Monts (24 MW), Le Berger (23 MW), Saint-Sauvant (21 MW), Les Terrajeaux (18 MW), La Verte Epine (13 MW)
- (3) Pod-Tredan 1 (8 MW), Antugnac Stockage (8 MW)



High, sustainable growth



Excellence in ESG



Market leadership in selected countries





Both short-term and long-term value creation





Genuine differentiation through storage and energy management



Clear financial and industrial discipline

High, sustainable growth

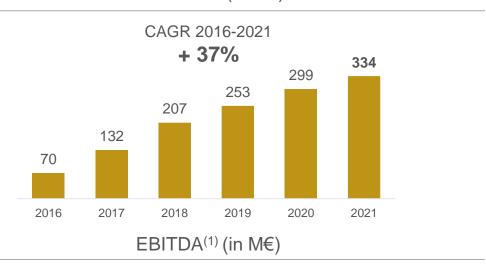


Assets in operation and under construction⁽¹⁾ (in GW)





Revenue⁽¹⁾ (in M€)





Neoen has been profitable every year since 2011

Market leadership in selected countries





N°1 French independent power producer of renewable energy



Leading producer of renewable energy in Australia



One of the **leading** independent producers of renewable energy in Finland



Victorian Big Battery, one of the world's largest batteries



N°1 independent power producer of renewable energy in El Salvador



Among the fastest players to deliver Ireland's 1st grid connected solar projects



Western Downs, Australia's largest solar farm



Cestas, France's largest solar farm



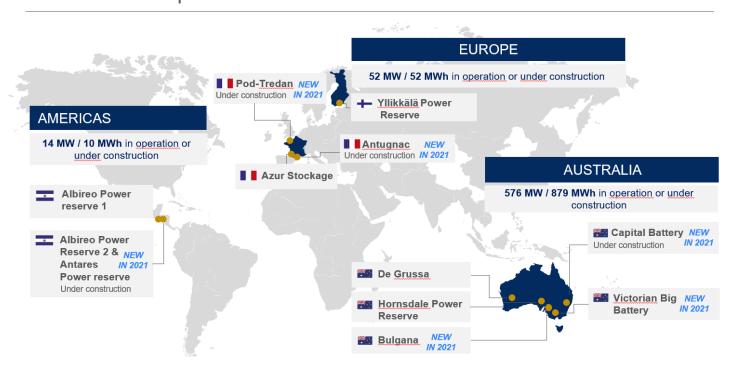
El Llano, one of Mexico's largest solar farm

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Genuine differentiation through storage and energy management



A leading player in storage with **642 MW / 941 MWh** in operation or under construction across 3 continents



- Landmark storage assets, including Victorian Big Battery, one of the world's largest batteries commissioned in December 2021
- Significant operational expertise in energy management accumulated over the last 5 years
- Two different models to connect storage assets
 - Standalone storage: FCAS, capacity reserve and arbitrage
 - Behind the meter storage combined with wind and solar assets to deliver non-intermittent, more valuable energy

1.3 GW of corporate PPAs contracted since 2015





NEOEN 29

Clear financial and industrial discipline



We keep strict investment criteria



- In a context of solar modules inflation, we managed to absorb a part of the price increase but in some cases, we've seen a temporary impact on our IRRs
- We continued to respect our bid equity IRR criteria⁽¹⁾ in 2021

We maintain a cautious approach to financing



Leverage (all debt⁽⁴⁾ / invested capital): not less than 70% by 2025 Net debt / EBITDA ratio: between ~8x and ~10x in 2025

We stick to a disciplined procurement strategy



Top-tier EPC contractors with strong guarantees



Full-turnkey contract with protective terms



Strong HSE requirements

⁽¹⁾ Not assuming any IRR uplift from potential subsequent farm-downs

⁽²⁾ Average residual tenor of project finance debt as of December 31, 2021

³⁾ Amount of floating rate project debt swapped in to fixed rate

⁽⁴⁾ Whether corporate or associated with project financing

Both short-term and long-term value creation



Short-term value creation through farm-down transactions



Grabels- France



Long-term value creation through predictable and de-risked cash-flows

€6.2bnContracted revenues⁽¹⁾

vs

€2.2bn

Net debt⁽²⁾

 ca. 90% of secured capacity covered by existing agreements was allocated to offtakers with an Investment Grade rating⁽³⁾ c. 13 years

average remaining PPA duration(4)

3.2 years

average asset age(5)

c. 46
years
land control⁽⁶⁾

23%

land owned(7)

⁽¹⁾ Revenue contracted for the coming years, as of December 31, 2021

⁽²⁾ as of December 31, 2021

⁽³⁾ Weighted average investment grade off-takers for projects in operation, under construction and awarded

⁽⁴⁾ Weighted average residual PPA duration by MW in operation as of December 31, 2021

⁽⁵⁾ Weighted average age of assets in operation as of December 31, 2021

⁽⁶⁾ Weighted average lease duration (by MW) for assets in operation and projects under construction; residual duration of 42 years

⁽⁷⁾ Capacity installed on owned land (for projects in operation and under construction as a % of total MW)

Excellence in ESG



Our company

Working together to speed up the transition



Completion of our first carbon footprint assessment,

including indirect Scope 3 emissions



CO2 Emissions = 464K tonnes

(Scope 1-3)*

Our projects

Driving excellence in sustainability



Introduction of a recycling clause

In countries where the industry exists, we include a recycling clause more and more often when we purchase solar modules and batteries

Our communities

Participating in the transition with us



Consultations for ALL projects

We instigated a dialogue with local communities at every plant commissioned in 2021

First-time dividend in 2021 with a scrip dividend option



- The Board of Directors will propose to shareholders' General Meeting a first-time dividend of €0.10/share
- This dividend will be payable on 23 June 2022
- Shareholders will be offered the option of 100% payment in cash or 100% in shares with a 10% discount
- Impala⁽¹⁾ has indicated his intention to opt for the scrip dividend

Beyond 2022, the Group intends to gradually increase its dividend

2022 guidance

2022



Between 360 and 375 M€
EBITDA margin between 85 and 90%

- The EBITDA target includes capital gains from expected farm-down transactions
 - Contribution from farm-down will not exceed 20% of 2022 EBITDA

Medium-term outlook

2023-2024-2025





Profit & loss

	2021	2020
In millions of euros		
Contracted energy revenue	249.3	235.1
Uncontracted energy revenue	74.7	58.7
Other income	9.6	5.0
Revenue	333.6	298.8
Purchase of goods and change in inventories	2.5	2.9
External charges and payroll expenses	(86.0)	(73.9)
Duties. taxes and similar payments	(7.5)	(7.7)
Share of net income of associates	0.3	0.7
Other current operating income and expenses	54.4	49.6
IFRS 2	3.2	-
EBITDA	300.4	270.4



Current and deferred tax expenses

	2021	2020	Change
Profit before tax	53.5	24.8	x2.2
Income tax	(13.3)	(21.4)	-38%
Current tax expenses	(14.6)	(14.5)	+1%
Deferred tax expenses	1.4	(6.9)	n/a
Effective tax rate	24.8%	86.6%	-62 bp

Balance sheet

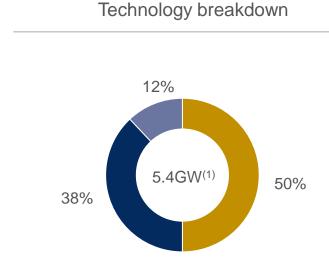
In millions of euros	31.12.2021	31.12.2020
Goodwill	0.7	0.7
Intangible assets	269.3	208.7
Tangible assets	3,677.6	2,838.7
Investments in associates and joint ventures	16.6	7.3
Non-current derivative financial instruments	30.4	2.2
Financial assets	94.1	92.2
Deferred tax assets	58.3	62.2
Total non-current assets	4,147.0	3,212.0
Inventories	8.7	4.7
Trade accounts receivables	81.6	73.2
Other current assets	115.3	112.3
Cash and cash equivalents	592.6	374.9
Total current assets	798.2	565.1
Total assets	4,945.1	3,777.1

In millions of euros	31.12.2021	31.12.2020
Equity attributable to owners of the Company	1,364.7	636.8
Non-controlling interests	9.2	4.8
Š		
Total equity	1,373.9	641.6
Non-current provisions	75.8	57.4
Project financing - non-current	2,140.1	2,027.1
Corporate financing - non-current	337.5	325.4
Derivative financial instruments - non-current	23.3	90.2
Other liabilities – non current	31.6	22.3
Deferred tax liabilities	85.7	53.3
Total non-current liabilities	2,694.1	2,575.7
Current provisions	0.3	0.5
Project financing - current	427.7	273.1
Corporate financing - current	1.3	14.0
Derivative financial instruments - current	23.3	19.6
Trade accounts payables	340.4	173.9
Other current liabilities	84.1	78.7
Total current liabilities	877.1	559.7
Total equity and liabilities	4,945.1	3,777.1

Cash-flow statement

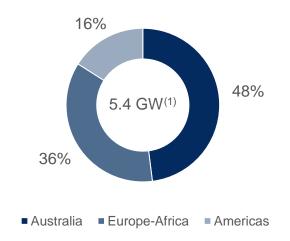
	2021	2020
In millions of euros		
Net income for the year	40.2	3.3
Eliminations	202.0	248.5
Impact of changes in working capital	44.3	(11.3)
Taxes paid (received)	(10.6)	(18.1)
Taxoo para (1000170a)	(10.0)	(10.1)
Net cash flow from operating activities	276.0	222.3
Acquisitions / (disposals) of subsidiaries, net of cash acquired / (disposed)	(32.2)	(11.0)
Sales of subsidiaries net of cash transferred	72.1	(11.0)
Acquisitions (disposals) of tangible and intangible assets	(754.5)	(529.7)
Change in financial assets	3.2	37.3
Dividends and investments grants received	1.9	0.9
Net cash flows used in investment activities	(709.2)	(502.4)
Capital increase	577.7	23.0
Proceeds (repayments) from borrowings	147.3	266.5
Interest paid	(81.3)	(74.6)
Dividends paid	(0.2)	(10.9)
Net cash flows from financing activities	643.5	204.0
Impact of foreign exchange rate fluctuation	7.3	(9.5)
Change in cash	217.6	(85.6)
Opening cash balance	374.9	460.5
Closing cash balance	592.5	374.9
Net cash flow as shown in the balance sheet	217.6	(85.6)

A diverse portfolio of high-quality assets



■ Solar ■ Wind ■ Storage

Geographic breakdown



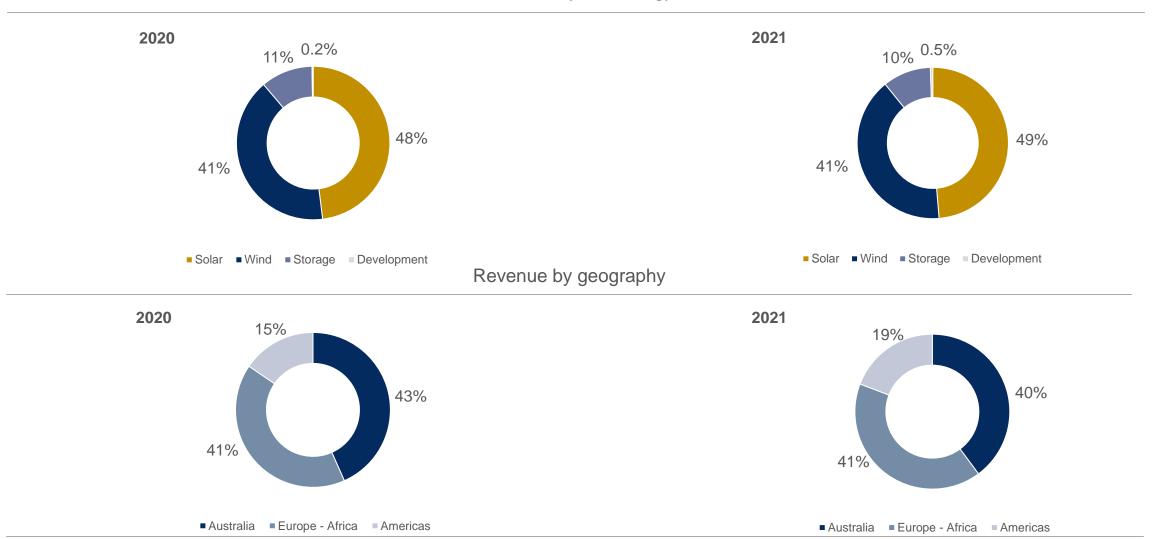
Contracted vs merchant breakdown⁽²⁾



⁽¹⁾ Capacity in operation or under construction as of December 31, 2021

Revenue by technology and geography

Revenue by technology



Capacity commissioned in 2021

Project	Technology	Capacity (MW)	Country	COD Date
Levroux	Solar	10	France	March 2021
Savernat	Solar	4	France	May 2021
Le Mont de Malan	Wind	29	France	May 2021
Reaup-Lisse	Solar	15	France	June 2021
Bioule	Solar	13	France	June 2021
Sernhac	Solar	5	France	June 2021
Badonviller	Solar	4	France	June 2021
Courcôme	Wind	15	France	June 2021
Mer	Solar	15	France	August 2021
Morhange	Solar	9	France	August 2021
Paulmy	Solar	12	France	October 2021
Le Chemin Vert	Wind	7	France	October 2021
Altiplano	Solar	208	Argentina	October 2021
Les Avaloirs	Wind	9	France	November 2021
CapVert	Solar	5	France	November 2021
Roquefort	Solar	5	France	November 2021
Victorian Big Battery	Storage	300	Australia	December 2021
Bulgana	Wind	224	Australia	December 2021
Arue 1	Solar	9	France	December 2021
		Total capacity: 898 MW		

Total portfolio capacity

In MW	31.12.2021	31.12.2020	Change
Assets in operation	3 480	2 615	+865
Assets under construction	1 954	1 436	+518
Subtotal, assets in operation or under construction	5 434	4 051	+1 383
Projects awarded	582	1 107	-526
Total Secured capacity	6 016	5 158	+858
Tender ready projects	1 731	1 508	+222
Advanced development projects	6 184	5 366	+818
Total Advanced pipeline capacity	7 914	6 874	+1 040
Total portfolio capacity	13 930	12 033	+1 898
Early stage projects	>5 GW	>4 GW	

Financial agenda and contact information

Next events

03.05.2022: Q1 2022 revenue and operational data

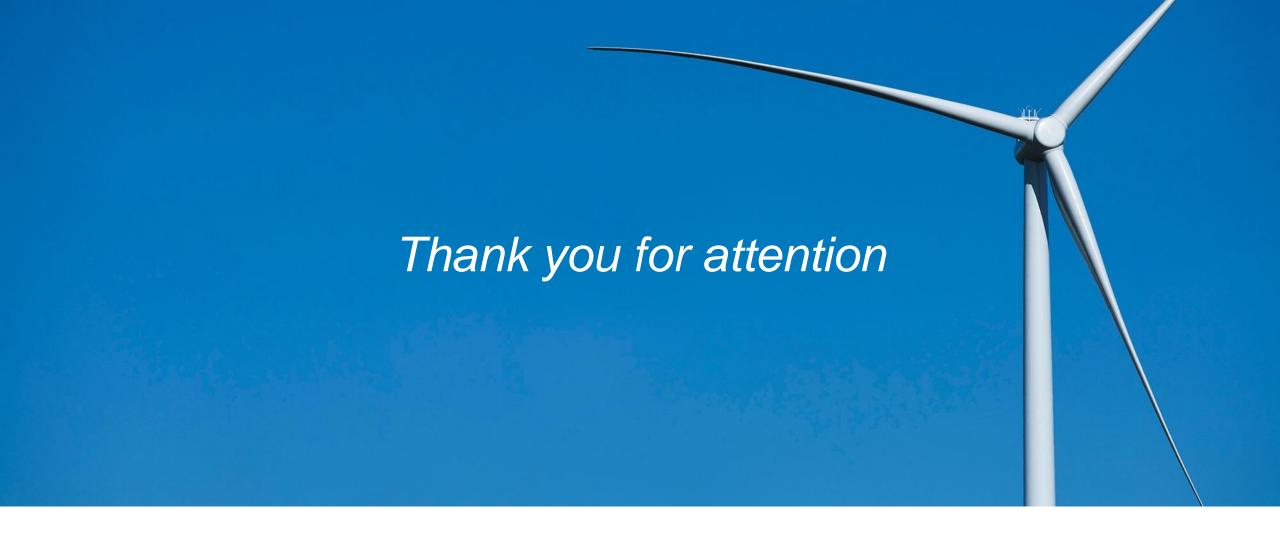
28.07.2022: H1 2022 results

03.11.2022: 9M 2022 revenue and operational data

Investor relations

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