

Q3 2020 Financial Results

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1. Key Milestones for the Period



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Key Milestones for the Period

Main Financial Highlights

- Total Group revenues in 9M20 reached c.€200.6 Mn (+73% QoQ), whilst 9M adjusted EBITDA was c. €-1.2 Mn (c. +€9.3 Mn since 1H20)
 - In 3Q20, both revenues and EBITDA decreased versus 3Q19, impacted by the pandemic outbreak, that caused a decrease in sales and an increase in structural & project costs, as additional resources were required. Most relevant impact was in 2Q20.
- Net Income for the period reached 7 € Mn (versus -0.087 in 3Q2019) due to the positive impact of the asset rotation strategy in Powertis
- Net financial debt as of 30th of September reached 100.2 € Mn, and as of December 1st, the company is cash positive, due to the net IPO Proceeds, by 38 Mn

Soltec Industrial: Main Business Performance Updates

- Track Record of the group reached 8 GW of installed capacity, of which 44% of such installed capacity is in Latin America, 29% in North America (including Mexico), 24% in Europe, the Middle East and Africa and 3% in Asia-Pacific.
- Strength of main operative KPI providing good visibility for the fore coming quarters and as a signal of the strength of the industry:
 - Soltec Industrial has been able to reinforce its Pipeline, increasing 18.8% since 1H20 and reaching a value of € 2,551 Mn and its Backlog of € 128 Mn.
 - Six new projects have been signed since 30/09/2020, totaling **additional** € 28.1 Mn (not included in the aforementioned € 128 Mn)

Powertis: Main Business Performance Updates

- Powertis shows strong Pipeline figures in its three main markets, with 3,960 MW as of 9M20. Within this pipeline, c. 641 MW are categorized as Advanced Stage, a 40.8% increase QoQ, whilst
- Backlog reached 1,335 MW
- In Q3 the company has been able to rotate the following assets reinforcing its business strategy: 1) Total; 2)Leo Silveira
 - The agreement with Total to rotate assets enables the company to continue growing, whilst the recent sale of Leo Silveira shows a success example within the Company's corporate strategy, achieving not only the rotation of the asset but the commitment from Atlas to use Soltec's trackers in their new projects, increasing Company's pipeline.

Other Updates

- Soltec as a Founding Partner of the Green Hydrogen Regional Association
- Recognition awarded by UNE 19601 & UNE 19602, recognizing the implementation of a Management system for Criminal & Tax Compliance
- Member of the United Nations Global Compact







2. Tracker Market Update



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Tracker Market Update



As of date of this presentation, Solar tracker installations are expected to decrease in 2020 with c. 24GW to be installed globally (similar to 2019) vs. previous estimation of c. 29GW (-17%), due to the impact of COVID-19. However, installations are expected to return to growth in 2021 onwards, with c. 17% annual growth from 2020 to 2024⁽¹⁾. Overall, the tracker market is expected to increase c.45% in installations from 2020 to 2025⁽²⁾



Global PV tracker revenue expected to generate nearly \$16 billion from 2020–2024, with over 193 GW of solar trackers expected to be installed in this period. Spain, Brazil, Mexico, Australia and UAE expected to remain key solar tracker markets throughout forecast with over 5 GW of installations ⁽¹⁾



Spanish market is forecasted to remain the number one market in EMEA during the 2020-2024 period and is expected to account for over 60% of installations in Europe in 2020⁽²⁾



During 2019, Soltec increased its market share position, maintaining the third place, with a global market share of 9% (10% when excluding Safe Harboring adjustments in USA). It benefited from its strong presence both in Spain and LatAm⁽¹⁾. Without taking into account the USA Market, Soltec would be the largest supplier worldwide, in 2019.



In Americas, Soltec increased its market positioning, being ranked third in terms of market share for 2019, due to an increase in market share in Mexico and Argentina where it was ranked number one. In addition, Soltec was ranked the second largest supplier in Brazil in 2019⁽¹⁾

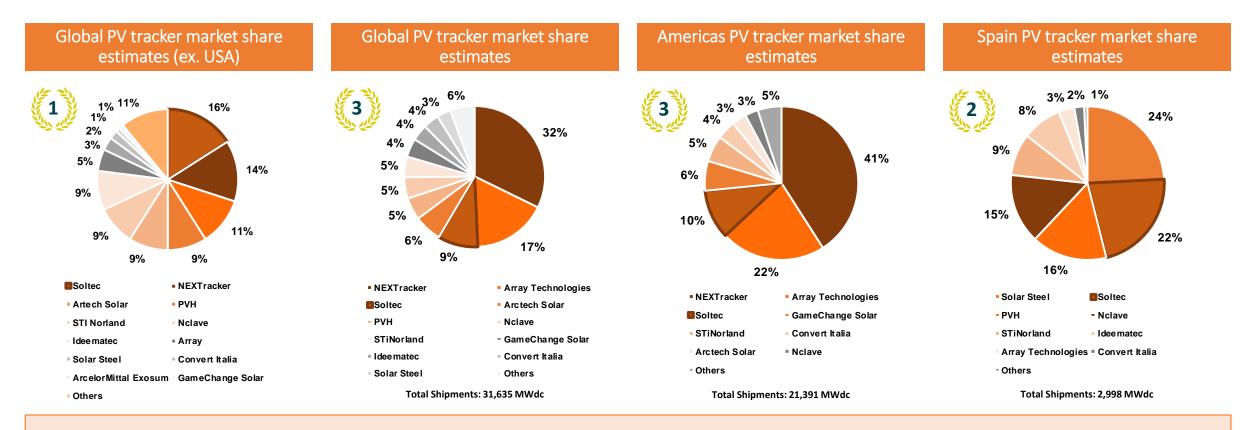


In EMEA, Soltec was the fourth largest supplier as a result of its positioning in Spain, where it was ranked the second biggest supplier⁽¹⁾





Soltec reaffirms its leadership in the Solar PV tracker industry in 2019



Soltec Power Holdings is one of the world's leading trackers manufacturers being #1 globally⁽¹⁾, #3 in the Americas and #2 in Spain







3. Operations Update





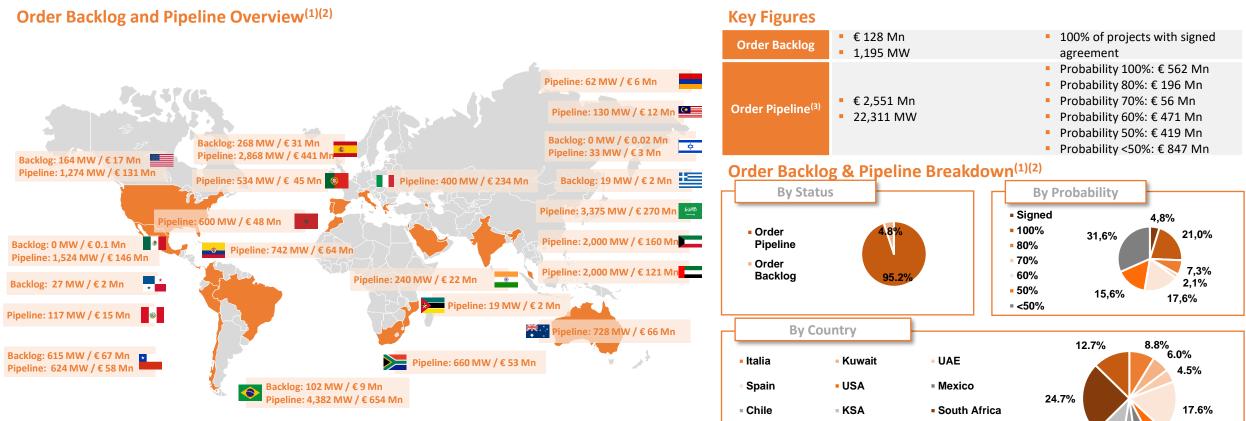
5.5%

Soltec

10.1% 4.7% 5.5%

Soltec Industrial – Strong Backlog & Pipeline

Soltec Industrial – Order Backlog & Pipeline worth c. € 128 Mn and € 2,551 Mn respectively⁽²⁾



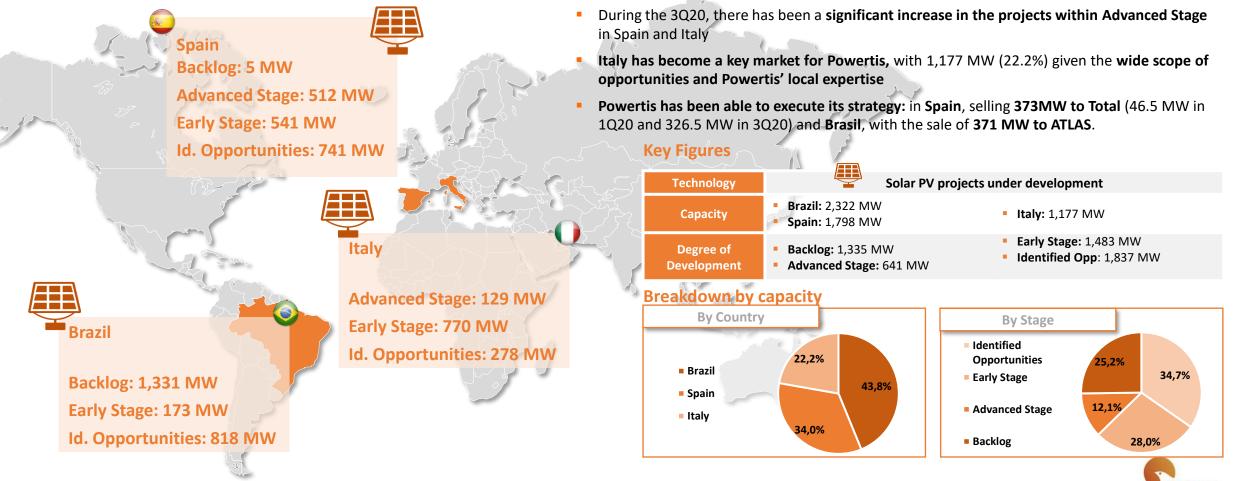
Other

(1) Breakdown performed by taking into consideration total backlog and pipeline income in terms of € Mn; (2) Value of total Installed capacity of all potential pipeline projects without assigning probability (3) Probability calculated according to Soltec's order pipeline categorization criteria

(2) Powertis represents 32% of the Pipeline of Soltec Industrial as of 30th of September 2020. There are no Prowertis projects in the backlog.



Powertis- Backlog and Pipeline of Projects Overview (II/II) *Project Development - Backlog of 1,335 MW*⁽¹⁾ *and Pipeline of 3,960 MW*⁽²⁾



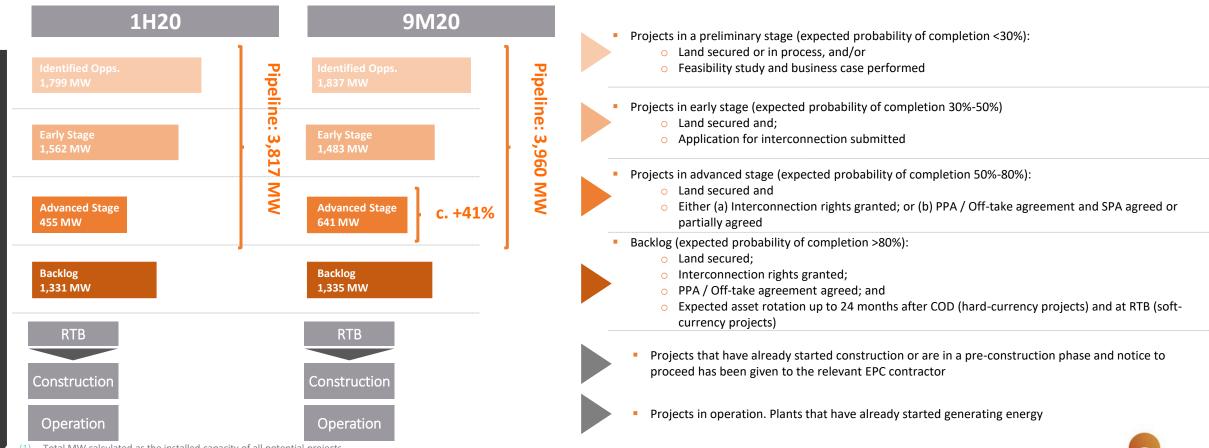
(1) Installed capacity of all potential projects not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability not weighted by our estimate of the probability that the project will be completed; (2) Installed capacity of all potential pipeline projects and not assigning probability and the project weight of the probability of all potential pipeline projects and the project weight of th



Powertis- Backlog and Pipeline of Projects Overview (I/II)

Project status categorization

Project Development Status⁽¹⁾



Key Considerations

(1) Total MW calculated as the installed capacity of all potential projects

(2) Advanced Stage: as of 30th of September 2020, includes 368 MW of projects partially transferred to Total

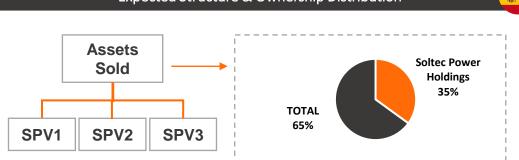
(3) Backlog: as of 30th of September 2020 includes 4.5MW projects partially transferred to Total and 618 MW of projects transferred to Atlas (Leo Silveira- Block A and B-)

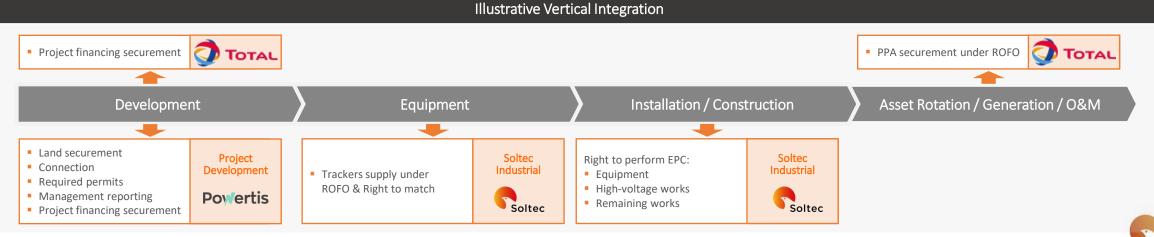
Total – Powertis Agreement

Joint Development Agreement entered between Powertis and Total¹ to develop up to 1 GW of solar PV projects in Spain

Overview of the Joint Development Agreement

- Development target of up to 1,000 MW in Spain of utility-scale solar PV projects²
- Powertis gives exclusivity to Total in Spain until February 2021
- Total holds a right to purchase Powertis's projects once they have secured land & interconnection rights
- Total and Powertis to form a Joint Development company to complete development
- Soltec Industrial to hold ROFO as preferred tracker supplier with a right-to-match
- Soltec Industrial as EPC supplier under certain conditions on an open-books basis
- Total holds ROFO and ROFR as preferred PPA provider
- Project exit rights under the shareholders' agreement:
 - Drag-along right on behalf of the selling party
 - Right to Match on behalf of the non-selling party





Total Solar Ibérica, S.L., a fully owned subsidiary of Total Solar International, S.A.S.
 Projects of 2.5MW or greater

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Expected Structure & Ownership Distribution





Total – Powertis Agreement

Powertis has	completed the s	ale of 10 p	rojects t	o Total i	n 2020, reachi	ng c.373 MW	1
SPV	Sale	Location	Capacity (MWP)	Control	Interconnection Rights	Environmental Approvals	 In March 2020 the transfer of 659 of the shares was formalized Consequently, as of June 30, 2020
LUMINORA SOLAR CUATRO, S.L.	Mar-20	Murcia	4.5	\checkmark	\checkmark		the Company has no longer the
AMBER SOLAR POWER CINCO, S.L.	Mar-20	Murcia	8.2	\checkmark	\checkmark	ongoing	control over these SPVs
AMBER SOLAR POWRE UNO, S.L.	Mar-20	Murcia	13.9	\checkmark	\checkmark	ongoing	 This transaction has resulted in the recording of a profit of 1 207
AMBER SOLAR POWER TRES / CUATRO, S.L.	Mar-20	Murcia	19.9	\checkmark	\checkmark	ongoing	recording of a profit of 1,367 thousand euros as of June 30, 202
Total			46.5				
LUMINORA SOLAR TRES, S.L.	Jul-20	Murcia	90.0	\checkmark	\checkmark	ongoing	2
LUMINOR SOLAR DOS, S.L.	Jul-20	Murcia	200.0	\checkmark	\checkmark	ongoing	 In July 2020 the transfer of 65% c
AMBER SOLAR POWER QUINCE, S.L.	Jul-20	Murcia	4.5	\checkmark	\checkmark	ongoing	the shares was formalized
AMBER SOLAR POWER NUEVE, S.L.	Jul-20	Murcia	10.0	\checkmark	\checkmark	ongoing	Consequently, as of July 31, 2020
AMBER SOLAR POWER DIEZ, S.L.	Jul-20	Murcia	10.0	\checkmark	\checkmark	ongoing	the Company has no longer the
AMBER SOLAR POWER DIECISEIS, S.L.	Jul-20	Alicante	12.0	\checkmark	\checkmark	ongoing	control over these SPVs
Total			326.5				 This transaction has resulted in th recording of a profit of 9,819



thousand euros as of July 31, 2020

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Powertis: Sale of Leo Silveira

	Sale of Lar do Sol	⁽¹⁾ to ATLAS				
	Parties involved in the transaction	Descriptio	n of the transaction			
Buyer	ATLAS CASABLANCA COMERCIALIZADORA DE ENERGIA LTDA ("ATLAS"), a 100% subsidiary of ATLAS ENERGIA RENOVÁVEL DO BRASIL S.A.					
Seller	POWERTIS S.A. and Carlos Garcia Mena (minority shareholder for local compliance issues and POWERTIS's CEO in Brazil)	Conditions and due by the earlier of: i)	to POWERTIS is subject to compliance with payment the actual disbursement within the scope of Atla's D20 or the Extended Closing (if exercised by ATLAS)			
Target	USINA DE ENERGIA FOTOVOLTAICA LAR DO SOL IV S.A., USINA DE ENERGIA FOTOVOLTAICA LAR DO SOL V S.A. and USINA DE ENERGIA FOTOVOLTAICA LAR DO SOL VI ("BLOCK A")	There is no penalty in case of POWERTIS not able to close its related Conditions Precedent, although Atlas is entitled to exercise an option to sell these SPVs back to Powertis until December 30, 2020 or, if extended at Atlas' discretion, March 31, 2021				
Optioned	USINA DE ENERGIA FOTOVOLTAICA LAR DO SOL I S.A., USINA DE ENERGIA FOTOVOLTAICA LAR DO	Main Conditions Precedent for Payment of the Consideration				
companies	SOL II S.A. and USINA DE ENERGIA FOTOVOLTAICA LAR DO SOL III ("BLOCK B")	Accomplished	On-going			
		 Approval by CADE (Brazilian antitrust author 	ity) • Financial Closing by ATLAS			
 Guarantors⁽²⁾ ATLAS ENERGIA RENOVÁVEL DO BRASIL S.A. ("ATLAS Brazil") for ATLAS, and SOLTEC POWER HOLDINGS S.A. ("SPH") for POWERTIS S.A. 		 Finalizing agreement with SOLATIO 				
		Execution of the CCT contracts				
	Total proceeds from the transa	action and P&L Impacts				
Block A (3	71 MW) R\$ 55,000,000.00 (R\$ 148k/MWp)	(millions of euro)	P&L Line item			
			1.9 Other profit/loss			
Block B (2	47 MW)	Update Solatio debts	6.2 Financial revenue			
•	R\$ 40,000,000.00 (R\$ 161k/MWp)	Exchange Rates	3.8 Net exchange rate differe			

Notes: (1) Legal name for Leo Silveira; (2) Respective Holding companies; (3) Option exercised by Atlas on October 2nd,2020; (4) Assumed R\$ 1m in legal fees and R\$ 1m in success fee; (5) Assumed R\$ 2m in overhead cost, project related cost and other internal cost **Soltec** associated to the LEO SILVEIRA project already spent by Powertis





4. Financial & Operating Review





n.m.

(6,347)

9M20

n.m.

100,229

9M20

n.m.

(14, 518)

1H20

n.m.

104,571

1H20

3.1%

6,529

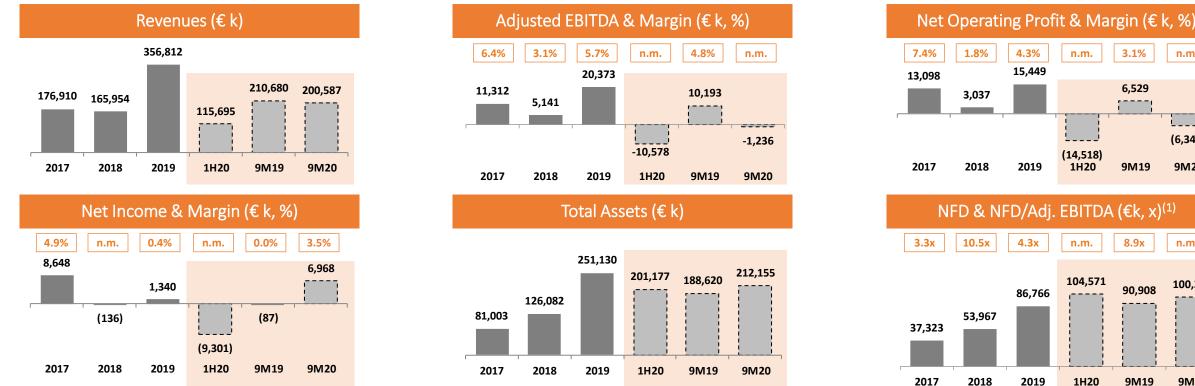
9M19

8.9x

90.908

9M19

Key Financial Highlights

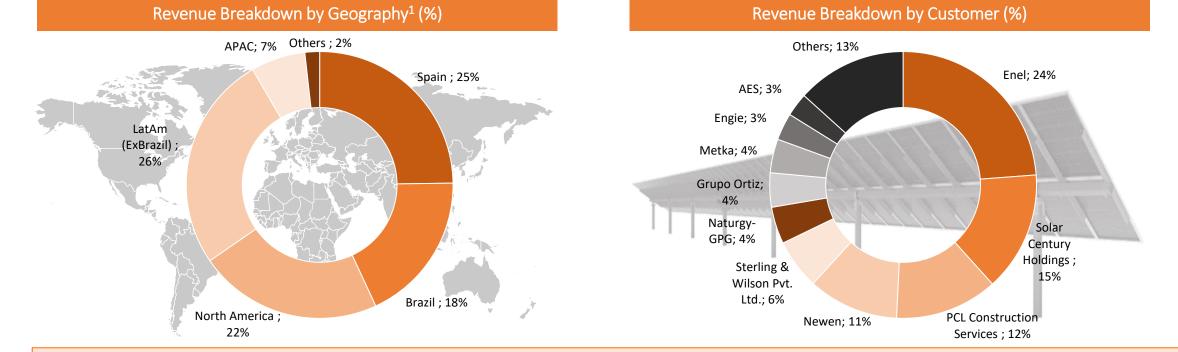


- **Revenues:** Slight decrease in revenues with relation to 9M19, but in track after 1H figures were affected by the pandemic outbreak
- **EBITDA**: Decrease in 9M20 figures, as a result of both a decrease in sales and an increase in structural & project costs, as additional resources were required. However, significant increase in relation to 1H20 figures, proving that the business is starting to recover from the COVID-19 effects 2.

- Net Financial Debt: Leverage increased in 2020 mainly due to usual working capital seasonality during Q1 and Q2, which then unwinds towards year end. IPO proceeds only in 4Q 3.
- Net Income: Increase of c. €7 Mn in Net Income in 9M20 (vs 9M19), mainly due to higher contribution from Powertis (improvement in Financial Results)



Revenues Breakdown 9M 2020



Spain and South America accounted for more than 69% of the Group's total revenues, reinforcing the consolidated position of the Group in LatAm and Europe 1.

During 9M 2020, Soltec Power Holdings continued with its customer base diversification trend of the last 4 years with international Tier I clients in both its Industrial and 2. **Development Business Lines**







Financial Breakdown by Business Segment

		SOLTEC		INDU:	STRIAL	POWERTIS		
		1H20	9M20	1H20	9M20	1H20	9M20	
	Revenues (€Mn)	115.7	200.6	116.4	200.7	0.1	0.6	
trics	Adj. EBITDA (€Mn)	(10.6)	(1.2)	(8.0)	(4.3)	(2.4)	3.4	
Relevant Metrics	Net Income (€Mn)	(9.3)	7.0	(9.1)	(4.6)	(0.2)	11.6	
Rele		200.6 115.7	7.0	200.7 116.4		0.1 0.6	3.4	
		Revenues EB	6)(1.2) (9.3) ITDA Net Income 0 = 9M20	Revenues EB)(4.3) (9.1)(4.6) ITDA Net Income) = 9M20	(2.4) Revenues EBI = 1H20	(0.2) TDA Net Income 9M20	



Net Financial Debt Profile



1. Soltec's successful IPO has positioned the company to obtain a Net Financial Cash Position of c. €38 Mn, which reinforces the Company's Balance Sheet, allowing it to;

- a) Address the growth opportunities in the PV industry, fully executing the business plan
- b) Improve Soltec Industrial's capacity to obtain additional bank guarantees
- c) Fully fund Powertis business plan

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(1) Proforma net debt as of 30/09/2020 adding Net IPO Proceeds to Balance Sheet Q3 Adjusted Net Debt

(2) Estimated net IPO Proceeds





5. Guidance





Soltec Power Holdings – Guidance for the next 3 years

	Expected Market Share	 2019 trackers market share expected to be maintained in the next 3 years (c.10%)⁽¹⁾ Additional business from Powertis projects c.15% of initial tracker MWs deliveries (all including full suite of additional services)
lustrial	2 Additional Services	 Estimated revenue split: Trackers Supply: 65%-75% (expected lower split estimations on the long term (c. 55%-65%)) Installation: 1%-5% BoP: 5%-10% EPC: 20%-25% O&M: 1%-3%
ltec In	3 Margins	Gross margin expected to remain stable as industry price reductions (c. 5% CAGR 20-25) ⁽²⁾ are transferred to suppliers
	4 Cash Flow	 Soltec Industrial expected to become cash-flow positive from 2021 onwards (or earlier)
	5 Working Capital	 Successful implementation of sales efficiency measures expected to maintain cash conversion cycle to < 40 days
	6 CAPEX	 Yearly CAPEX 1-2% over sales (mainly R&D), in line with previous years
opment	1 Asset Rotation Strategy	 Hard currency countries: Divestment at or after COD (up to 24 months) Soft currency countries: Divestment at RTB
Dev	2 Target Invested Equity / MW for Development	 Average cost of € 15K / MW targeted for projects developed in Spain and Italy Average cost of BRL 80k⁽³⁾ / MW targeted for projects in Brazil
Project	3 Target CoC on Invested Capex	 Brazil: Target return on equity invested for development of c. 4-6x CoC⁽³⁾⁽⁴⁾ Europe: Target return on equity invested for development of c. 6-8x CoC

(1) Market share adjusted by "Safe Harboring Shipments". Source: 'The Global PV Tracker Landscape 2020' by Wood Mackenzie and "Global PV Tracker Market Report" – 2020 by IHS Markit

(2) Prices to be reduced from 0.10 USD/MW to 0.08 USD/MW. Source: 'The Global PV Tracker Landscape 2020', developed by Wood Mackenzie Power & Renewables; (3) Includes development of pure greenfield projects and acquisition of early stage projects; (4) Cash on Cash







6. Closing remarks



Closing remarks



Strong growth of the industry expected and leading positioning of the company

Installations are expected to return to growth in 2021 onwards, with c. 17% annual growth from 2021 to 2024. Overall, the tracker market is expected to increase c.45% in installations from 2021 to 2025

Strong KPI performance (backlog and pipeline)

The Company has faced the impact of the COVID-19 demonstrating the resilience of a strong business model with unprecedented KPI performance metrics, despite challenges related to the COVID-19 pandemic



Good Performance of Project Development division

Powertis has been able to execute its strategy and rotate assets in Spain and Brazil.



New technology and innovation focus

Recently launched SF8 tracker confirms our positioning in the tracker market and our innovation capabilities







Q&A

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7. Appendix



Key P&L Items (€, 000)	FY 2017	FY 2018	FY 2019	1H20	9M19	9M20
Revenue	176,910	165,954	356,812	115,695	210,680	200,587 🚺
Changes in inventories of finished goods and work in progress	234	1,324	917	-148	7,144	-148
Other operating income	845	606	1,762	1,803	414	7,779
Works carried out by the Group for its assets	377	390	968	625	348	710
Supplies	-114,793	-127,564	-260,679	-86,517	-159,734	-148,034
Personnel expenses	-21,487	-15,548	-32,309	-20,053	-22,647	-28,874 🕗
Other operating expenses	-30,819	-20,102	-49,750	-23,825	-26,280	-34,148
Amortisation and depreciation	-1,916	-2,220	-4,386	-1,636	-3,229	-2,384
Income from the sale of fixed assets and others	-55	-12	-204	-175	-3	-249
Other profit/loss	3,802	209	2,318	-287	-164	-1,586
EBIT	13,098	3,037	15,449	-14,518	6,529	-6,347
Adjusted EBITDA	11,312	5,141	20,373	-10,578	10,193	-1,236
Financial income	295	4	149	60	200	6,566
Finance costs	-1,656	-2,358	-5,221	-2,838	-3,673	-4,780
Changes in the fair value of financial instruments	1,040	1,317	-5,394	3,996	-3,957	9,821
Net exchange rate differences	0	-3,047	-3,947	-317	1,034	-2,181
Loss of net monetary position	0	0	-289	-151	0	0
Other net finance revenue / expenses	-4,239	0	-387	1	0	0
Net financial profit	-4,560	-4,084	-15,089	751	-6,396	9,426
Share of profit/(loss) investments valued using equity method	2,358	0	0	-77	0	-145
Profit/(Loss) Before Tax	10,896	-1,047	360	-13,844	133	2,934
Income tax	-2,248	911	980	4,543	-220	4,034
Consolidated Net Profit/(Loss)	8,648	-136	1,340	-9,301	-87	6,968

- Even though COVID-19 has impacted the revenues due to the delay in project executions, the Company is starting to show stabilization of the business
- 2. Main reasons:
 - Increase in overhead expenses in order to face the expected business growth
 - Additional measures were undertaken in order to deal with COVID – 19 impact on projects (safety measures, work shifts modifications, etc.)
- 3. Mainly due to rise in transportation as consequence to Covid-19 and other operating expenses related to the pandemic





Green Hydrogen Regional Association

Key role in the creation of one of the main green hydrogen valleys in Spain, to be developed in the Region of Murcia

RATIONALE	 The Association puts focus in green hydrogen investments, synergies achievement between companies and project promotion in the Region of Murcia Special emphasis on promoting a circular and decarbonized economy within the Region particularly in the Mar Menor and in Valle de Escombreras The Association seeks to guide the transition, through a sustainable development model, towards a decarbonized economy based on renewable energies (specially green hydrogen), promoting projects based on clan energy and raise social awareness of hydrogen as a viable alternative to reduce emissions and avoid the impact of climate change
COMPOSITION	 Founding Partners: Soltec, Enagás, Andamur Qualified Full Members: to be accepted in the first board meeting Unqualified Full Members: to be accepted in the first board meeting Honorary Members: Cetenma Adhering Members: to be accepted in the first board meeting
KEY OBJECTIVES	 Raise social awareness to promote the use of clean energy, specially through green hydrogen Promote research and scientific investigation in relation to the implementation of projects based on green hydrogen Support initiatives (whatever their nature) that enhance and promote the use of green hydrogen Promote public-private agreements in favor of the dissemination and implementation of projects based on green hydrogen Any further activities that allow the entity to fulfill its purposes
CHARACTERISTICS	 The Association is open, inclusive and transparent, for all companies as well as public or private organizations The Association is dynamic, innovative and proactive through members' contributions The Association actively collaborates with National and Regional Administrations, as well as with other organizations and associations that pursue similar goals





UNE 19601. Penal compliance

AENOR

Certificado de Sistema de Gestión de Compliance Penal



GCP-2020/0032

AENOR certifica que la organización

SOLTEC POWER HOLDINGS S.A.

dispone de un Sistema de Gestión de Compliance Penal conforme con la norma UNE 19601:2017

para las actividades: La gestión de controles financieros y no financieros necesarios para mitigar los riesgos penales identificados por la organización en el desarrollo de la actividad de - Suministro de seguidores solares, instalación y montaje de plantas solares y mantenimiento. - La prestación de servicios de asistencia o apoyo a las sociedades participadas o comprendidas en el ambito del grupo empresarial

que se realizan en: Direcciones indicadas en el Anexo

Fecha de primera emisión: 2020-10-28 Fecha de expiración: 2023-10-28 **UNE 19602.** Fiscal cmpliance

AENOR

Certificado de Sistema de Gestión de Compliance Tributario



GCT-2020/0001

AENOR certifica que la organización

SOLTEC POWER HOLDINGS S.A.

dispone de un Sistema de Gestión de Compliance Tributario conforme con la norma UNE 19602:2019

para las actividades: La gestión de controles financieros y no financieros, necesarios para mitigar los riesgos tributarios identificados por la organización, en el desarrollo de la actividad de suministro de seguidores solares, instalación y montaje de plantas solares y mantenimiento.

que se realizan en: SOLTEC POWER HOLDINGS S.A. C' GABRIEL CAMPILLO, SIN. 30500 - MOLINA DE SEGURA (MURCIA) SOLTEC ENERGIAS RENOVABLES, S.L. C' GABRIEL CAMPILLO, SIN. 30500 - MOLINA DE SEGURA (MURCIA)

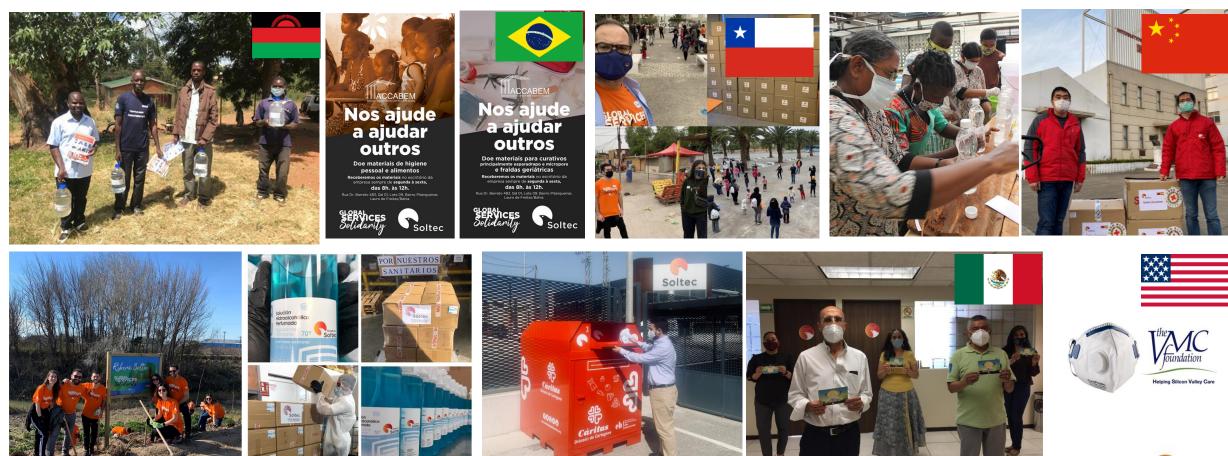
Fecha de primera emisión: 2020-09-24 Fecha de expiración: 2023-09-24







Commitment with our communities





2020

Results



Commitment with our people



Soltec's "Wellbeing Program" resulted finalist in the **7th "Healthy Company Awards"**, the ORH-HR Observatory, in the category of Large Company. The jury highlighted how "Wellbeing" extols the corporate slogan "Our energy is the people" in a proposal that takes equal care of all its stakeholders. "The fact that its management comes from a Sustainability Committee, interdisciplinary and multi-focused, supports its interest in correlating its corporate welfare strategy with the Sustainable Development Objectives", explains the jury's decision.



