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## **KEY HIGHLIGHTS**





# FINANCIAL PERFORMANCE

EBITDA of **41.4M€**YoY +75%

FY21 Net Profit of 16M€

Revenue of 220M€ YoY +94%

Energy sales of 20M€

Successfully launched 2021: 100M€ Green commercial paper

105M€ Share capital increase



# OPERATIONAL EXECUTION

A strategic deal in the USA: Sofos-Harbert

1.9 GW solar 0.6 GWh storage

Reinforcing our European platform getting into Poland.

Total pipeline of 10 GW

**C.1 GW** In Operation and Under Construction



**ESG** 

ESG Roadmap 2021-23 on track

ESG Industry Top Rated by Sustainalytics

4 International ESG Ratings currenly covering

Gender Equality Roadmap 2022-2023 established

## **KEY FIGURES 2021**







Storage Pipeline

2,970 MW

Adv. Dev.







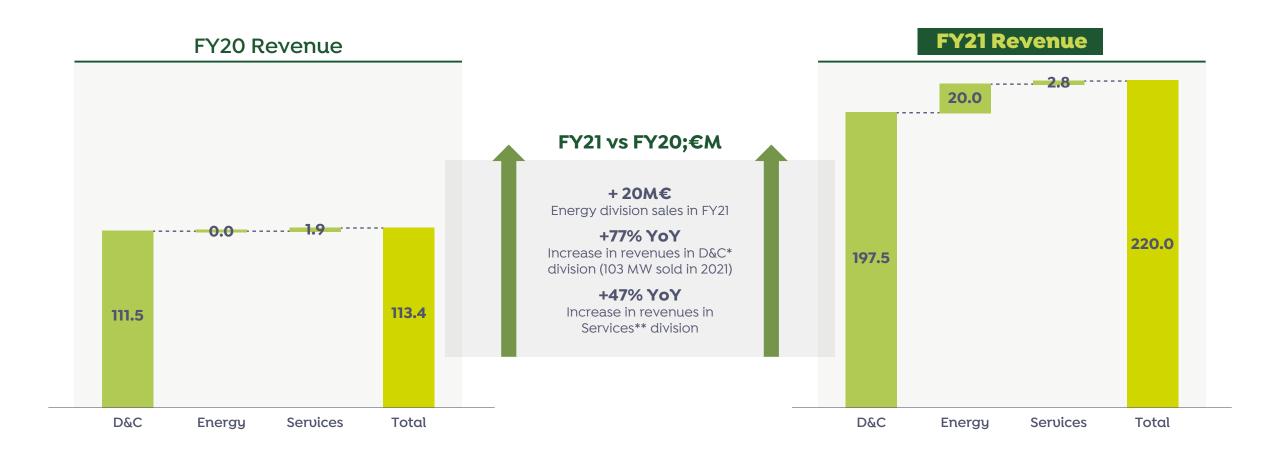
<sup>&</sup>lt;sup>1</sup> Leverage calculated as Net debt divided by EBITDA

<sup>&</sup>lt;sup>2</sup> Corporate leverage calculated as Corporate Net debt divided by EBITDA generated from activities not related with project finance without recourse





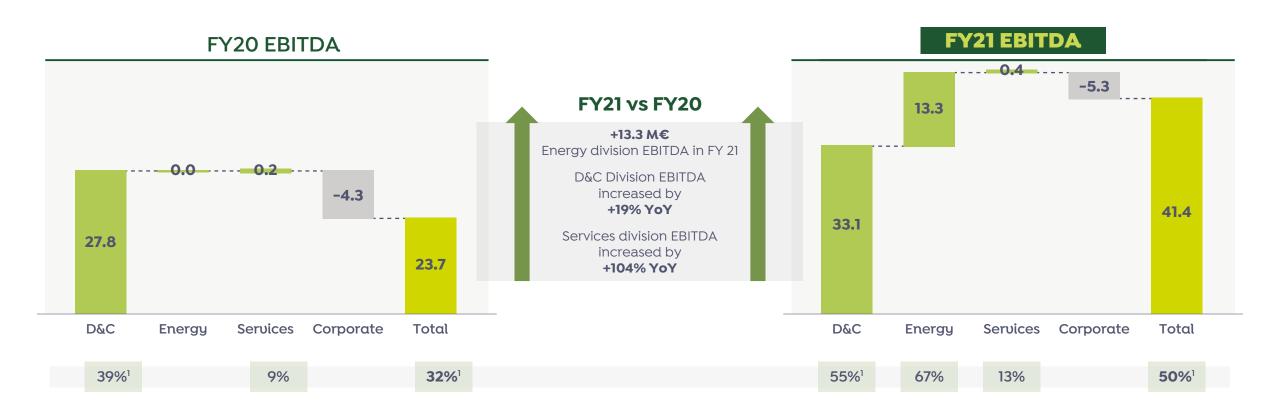
## Total Revenue **+220.0 M€** (+94% YoY)







## Total EBITDA **+41.4M€** (+ 75% YoY)



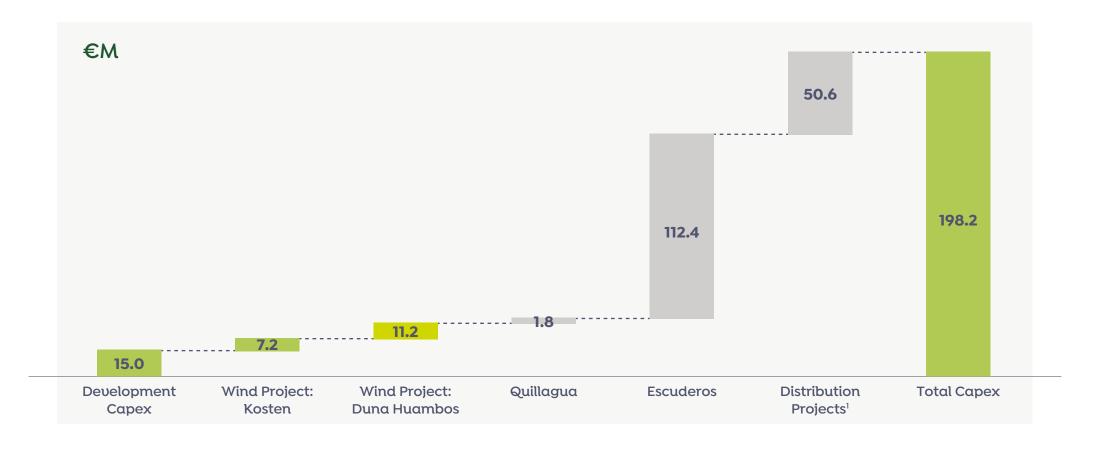
## Energy division is increasingly becoming the main EBITDA source







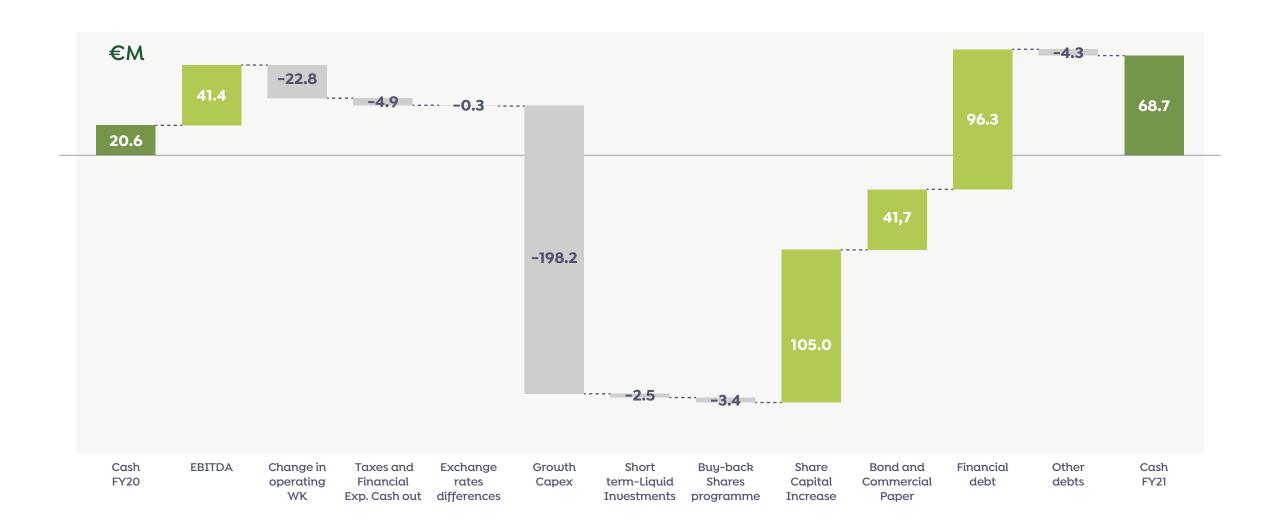
## Grenergy invested 198 M€ in Solar PV and Wind projects



Capex expected to grow in line with our announced investment plan.

## FREE CASH FLOW AT GROUP LEVEL FY21



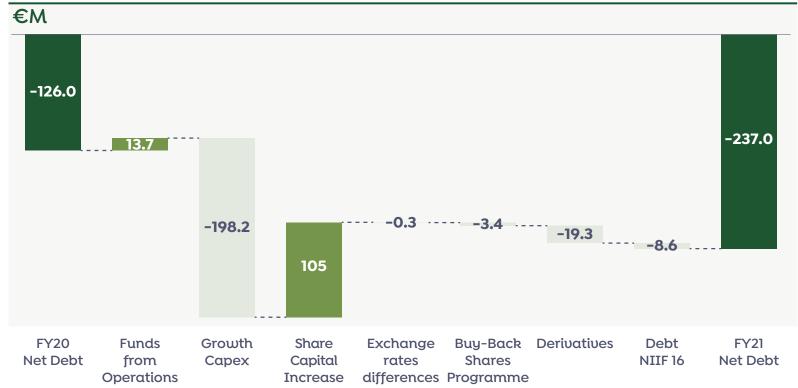


## **CHANGE IN NET DEBT AND LEVERAGE**



## Overall leverage 5.7X

## Change in net debt



#### Leverage<sup>1</sup>



Grenergy completed successfully a share capital increase in 1Q21

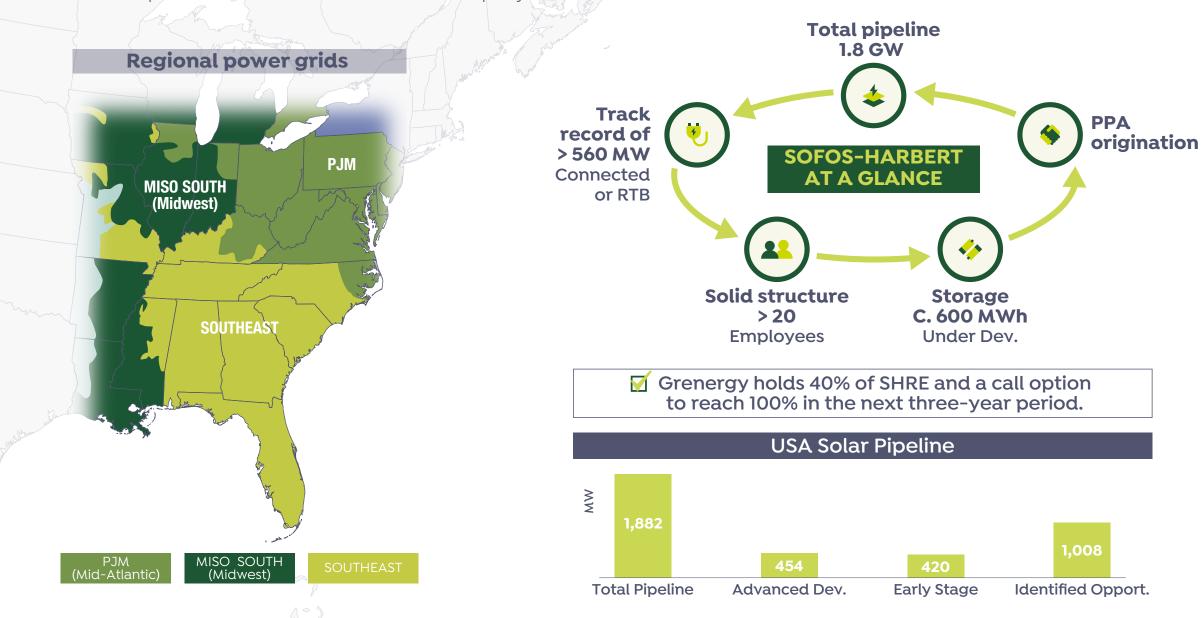


# 2 PIPELINE & OPERATIONS

## A NEW PLATFORM: USA & SOFOS-HARBERT



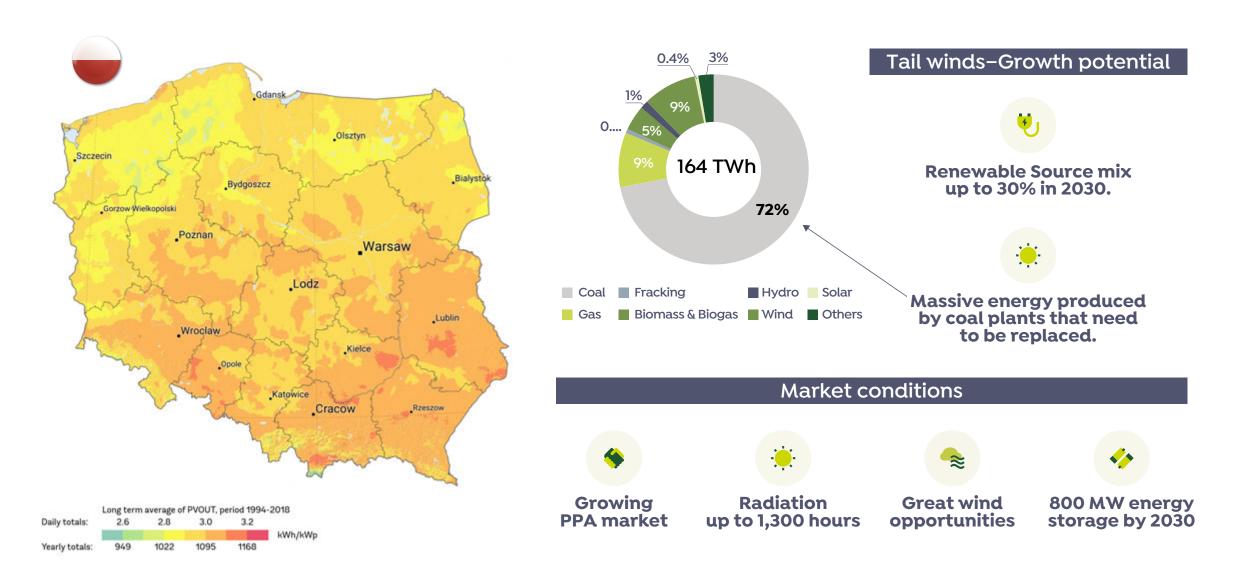
US Gov expects an increase of Solar PV deployments from current 67GW to 1.000GW in 2035\*.



## A NEW MARKET ON THE EUROPEAN UNION: POLAND



A huge opportunity for renewables to decarbonize the energy mix

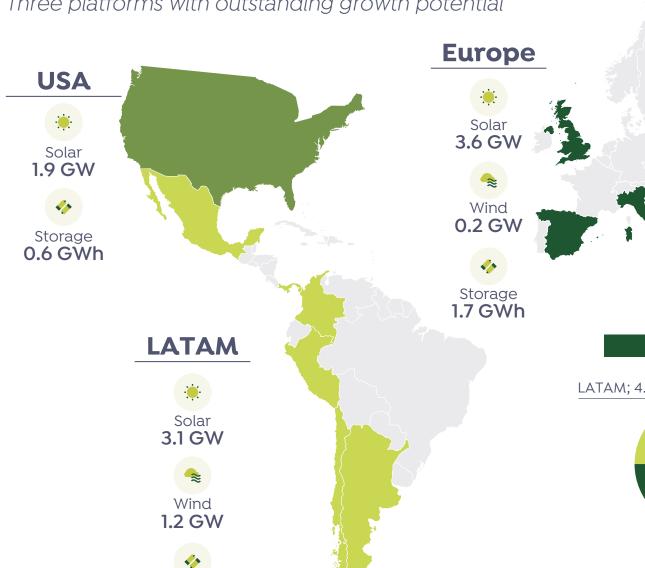


## **COMPANY PLATFORMS OVERVIEW**

Grenergy

Three platforms with outstanding growth potential

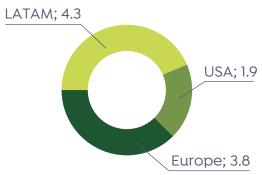
Storage 2.6 GWh



#### **Consolidated Platforms**

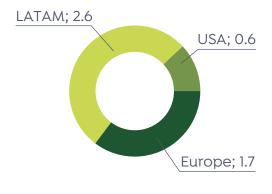
- **USA:** Huge growth potential, fully complementary to our current footprint.
- LATAM: Proven track record > 0.5 GW In Operation and U.C.
- Europe: Increasing our presence in Europe. Getting in to Poland.

#### Solar & Wind



## 10 GW

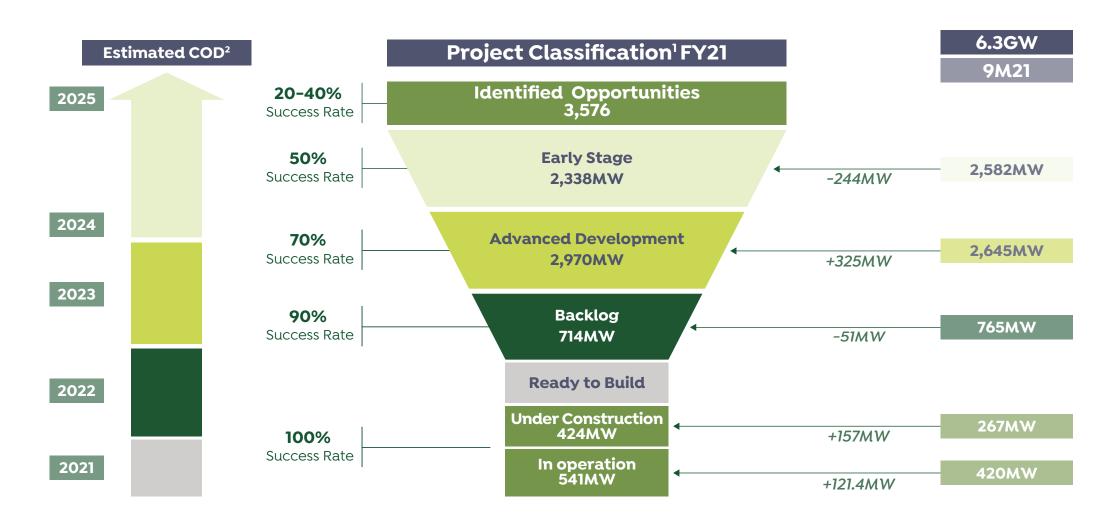
#### **Storage**



5 GWh



## Highly visible 10 GW pipeline, 541 MW in operation



<sup>&</sup>lt;sup>1</sup>This classification of the pipeline phases has been made by the company itself on the basis of its previous experience in projects carried out, using its own internal criteria and procedures.

<sup>&</sup>lt;sup>2</sup> Commercial Operation Date.

## PIPELINE UPDATE



Total pipeline of 10.0 GWs (increased by 4.0 GW YoY)

## >1.7 GW of projects either in operation, construction or backlog

#### **SOLAR PV**

| MW                       | In        | Under<br>Const | Backlog | Advanced<br>Dev | Early<br>Stage | ldent.<br>Opp. | Total<br>Pipeline |
|--------------------------|-----------|----------------|---------|-----------------|----------------|----------------|-------------------|
| Probability of execution | Operation | 100%           | 90%     | 70%             | 50%            | 20-40%         |                   |
| USA                      |           |                |         | 454             | 420            | 1,008          | 1,882             |
| Total USA                |           |                |         | 454             | 420            | 1,008          | 1,875             |
| Chile                    | 198       | 250            | 133     | 1,242           | 250            |                | 1,874             |
| Colombia                 | 48        | 24             | 60      | 204             | 288            | 360            | 936               |
| Mexico                   | 35        |                |         |                 |                |                | -                 |
| Peru                     |           |                |         | 230             |                | 95             | 325               |
| Total LATAM              | 281       | 274            | 193     | 1,676           | 538            | 455            | 3,136             |
| Spain                    | 200       | 150            | 522     | 575             |                | 750            | 1,997             |
| Italy                    |           |                |         | 58              | 175            | 303            | 536               |
| UK                       |           |                |         | 95              | 375            |                | 470               |
| Poland                   |           |                |         |                 | 120            | 480            | 600               |
| Total Europe             | 200       | 150            | 522     | 728             | 670            | 1,533          | 3,603             |
| Total                    | 481       | 424            | 714     | 2,858           | 1,628          | 2,996          | 8,621             |
| #Projects                | 20        | 28             | 12      | 42              | 33             | 51             | 166               |

| ≋ |
|---|
|   |

#### WIND

| MW                       | In        | Under<br>Const | Backlog | Advanced<br>Dev | Early<br>Stage | ldent.<br>Opp. | Total<br>Pipeline |
|--------------------------|-----------|----------------|---------|-----------------|----------------|----------------|-------------------|
| Probability of execution | Operation | 100%           | 90%     | 70%             | 50%            | 20-40%         |                   |
| Argentina                | 24        |                |         |                 |                |                |                   |
| Peru                     | 36        |                |         | 112             | 360            | 380            | 852               |
| Chile                    |           |                |         |                 | 350            |                | 350               |
| Total LATAM              | 60        |                |         | 112             | 710            | 380            | 1,200             |
| Spain                    |           |                |         |                 |                | 200            | 200               |
| Total Europe             |           |                |         |                 |                | 200            | 200               |
| Total                    | 60        |                |         | 112             | 710            | 580            | 1,402             |
| #Projects                | 3         |                |         | 3               | 3              | 8              | 14                |

Total portfolio of 8.6 GW for a total of 166 projects

28 projects (424 MW) under construction

Portfolio of 1.4 GW

60 MWs wind projects in operation.

## **ENERGY STORAGE: COMPANY PIPELINE**

Total Storage pipeline **5.0 GWh** 

| Energy Storage PIPELINE MW/MWh |   |  |  |  |  |  |  |  |
|--------------------------------|---|--|--|--|--|--|--|--|
| Early stage<br>MW´s            | Advanced<br>development<br>MW´s   | Total<br>MW´s  | Total<br>MWh´s   |  |  |  |  |  |
| 523                            | -   | 523  | 2,615  |  |  |  |  |  |
| 523                            | -   | 523  | 2,615  |  |  |  |  |  |
| 327                            | 50  | 377  | 1,530  |  |  |  |  |  |
| 22                             | -   | 22   | 49   |  |  |  |  |  |
| 165                            | -   | 165  | 165  |  |  |  |  |  |
| 514                            | 50  | 564  | 1,744  |  |  |  |  |  |
| 146                            | -   | 146  | 582  |  |  |  |  |  |
| 146                            | -   | 146  | 582  |  |  |  |  |  |
| 1,183                          | 50  | 1,233  | 4,941  |  |  |  |  |  |
| 52                             | 4   | 56   | 56   |  |  |  |  |  |
|                                | Early stage<br>MW's<br>523<br>523<br>327<br>22<br>165<br>514<br>146<br>146<br>1,183 | Early stage MW's Advanced development MW's 523 - 523 - 50 22 - 165 - 514 50 146 - 146 - 1,183 50 | Early stage MW's       Advanced development MW's       Total MW's         523       -       523         523       -       523         327       50       377         22       -       22         165       -       165         514       50       564         146       -       146         146       -       146         1,183       50       1,233 |  |  |  |  |  |





E.C reinforcing the energy transition and tackle energy prices with renewable

Next-GEN 750Bn€



Legislative impulse under discussion, promoting long term fiscal incentives.

**ITC/PTC 10 years extension** 



Adding value by repermitting our current solar pipeline with storage



BESS division being reinforced

## PIPELINE UPDATE



Projects In Operation, Under Construction & Backlog

## 965MWs in operation and under construction. 714MWs in final development phase

| Country                    | Project                   | Туре  | MW                | B20              | Resource<br>(Hours) | COD       |
|----------------------------|---------------------------|-------|-------------------|------------------|---------------------|-----------|
| Spain                      | Los Escuderos             | Solar | 200               | Yes              | 2,128               | 4Q21      |
| Chile                      | Quillagua                 | Solar | 103               | Yes              | 2,950               | 4Q20      |
| Chile                      | PMGDs (9 Projects)        | Solar | 95                | Yes              | 2,109               | 4Q21-1Q22 |
| Mexico                     | San Miguel de Allende     | Solar | 35                | Yes              | 2,300               | 1Q21      |
| Colombia                   | Distribution(4 Projects)  | Solar | 48                | Yes              | 1,957               | 4Q21-1Q22 |
| Peru                       | Duna                      | Wind  | 18                | Yes              | 4,900               | 4Q20      |
| Peru                       | Huambos                   | Wind  | 18                | Yes              | 4,900               | 4Q20      |
| Argentina                  | Kosten                    | Wind  | 24                | Yes              | 5,033               | 1Q21      |
| <b>Total in Operation</b>  | Total in Operation        |       | <b>541</b> (Vs. 4 | 120 previous re  | port)               |           |
| Spain                      | Belinchón                 | Solar | 150               | Yes              | 2,150               | 4Q22      |
| Chile                      | PMGDs (20 Projects)       | Solar | 193               | Yes              | 2,000-2,700         | 1Q22-4Q22 |
| Chile                      | PMGDs (6 Projects)        | Solar | 57                | No               | 2,000-2,700         | 1Q22-4Q22 |
| Colombia                   | Distribution (2 Projects) | Solar | 24                | Yes              | 1,990               | 2Q22-4Q22 |
| <b>Total Under Constru</b> | ction                     |       | <b>424</b> (Vs. 2 | 267 previous rep | oort)               |           |
| Spain                      | José Cabrera              | Solar | 50                | No               | 2,156               | 1Q23      |
| Spain                      | Ayora                     | Solar | 171,7             | Yes              | 2,212               | 2Q23      |
| Spain                      | Tabernas                  | Solar | 300               | Yes              | 2,358               | 4Q22      |
| Chile                      | PMGDs (2 Projects)        | Solar | 21,6              | Yes              | 2,300               | 1Q23      |
| Chile                      | Quillagua2                | Solar | 111               | Yes              | 2,950               | 1Q23      |
| Colombia                   | Distribution 5 Projects   | Solar | 60                | Yes              | 1,900               | 2Q22-4Q22 |
| <b>Total Backlog</b>       |                           |       | <b>714</b> (Vs. 7 | 765 previous rej | port)               |           |

## PIPELINE UPDATE

## Grenergy

## Projects in Advanced Development

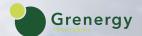
## **C.3 GW** to feed our 2023-24 IPP targets

| Country  | Project                | Туре  | MW    | Resource<br>(Hours) | COD       | Offtaker   | Negotiation |
|----------|------------------------|-------|-------|---------------------|-----------|------------|-------------|
| Spain    | Clara Campoamor        | Solar | 575   | 2,000               | 4Q23      | PPA 60-70% | Initial     |
| UK       | Pack 2 PYs middle size | Solar | 95    | 1,700               | 4Q23      | PPA 60-70% | In Progress |
| Italy    | Pack 4 projects        | Solar | 58    | 2,000               | 4Q24      | PPA 60-70% | In Progress |
| USA      | Letohatchee            | Solar | 96    | 1,736               | 1Q24      | PPA 100%   | Advanced    |
| USA      | Coosa Pines            | Solar | 96    | 1,689               | 4Q24      | PPA 100%   | Advanced    |
| USA      | Rose Hill              | Solar | 152.4 | 1,681               | 4Q24      | PPA 100%   | Advanced    |
| USA      | Two Dollar             | Solar | 109.2 | 1,791               | 4Q24      | PPA 100%   | Initial     |
| Chile    | PMGD (17 projects)     | Solar | 178   | 2,200-2,700         | 4Q22-4Q23 | PPA 60-70% | Completed   |
| Chile    | Gabriela               | Solar | 264   | 2,800               | 1Q23      | PPA 60-70% | Initial     |
| Chile    | Amanita middle size    | Solar | 35    | 2,200               | 1Q23      | PPA 60-70% | Initial     |
| Chile    | Tamango middle size    | Solar | 45    | 2,200               | 1Q23      | PPA 60-70% | Initial     |
| Chile    | Victor Jara            | Solar | 240   | 2,800               | 2Q23      | PPA 60-70% | Initial     |
| Chile    | Teno                   | Solar | 240   | 2,186               | 4Q22      | PPA 60-70% | Initial     |
| Chile    | Algarrobal             | Solar | 240   | 2,300               | 1Q24      | PPA 60-70% | Initial     |
| Peru     | Lupi                   | Solar | 150   | 2,900               | 1Q23      | PPA 70-80% | Initial     |
| Peru     | Matarani               | Solar | 80    | 2,750               | 1Q23      | PPA 70-80% | Initial     |
| Peru     | Emma_Bayovar           | Wind  | 72    | 4,000               | 2Q23      | PPA 70-80% | Initial     |
| Peru     | Nairas                 | Wind  | 40    | 5,100               | 2Q23      | PPA 70-80% | Initial     |
| Colombia | Compostela             | Solar | 120   | 2,079               | 1Q23      | PPA 100%   | In progress |
| Colombia | Batará                 | Solar | 12    | 2,079               | 4Q23      | PPA 100%   | Initial     |
| Colombia | Centro Solar II        | Solar | 12    | 1,990               | 4Q24      | PPA 100%   | Initial     |
| Colombia | Sol Santander          | Solar | 48    | 1,990               | 4Q23      | PPA 100%   | Initial     |
| Colombia | Brisa Solar II         | Solar | 12    | 1,990               | 4Q24      | PPA 100%   | Initial     |
| Total    |                        |       | 2,970 |                     |           |            |             |

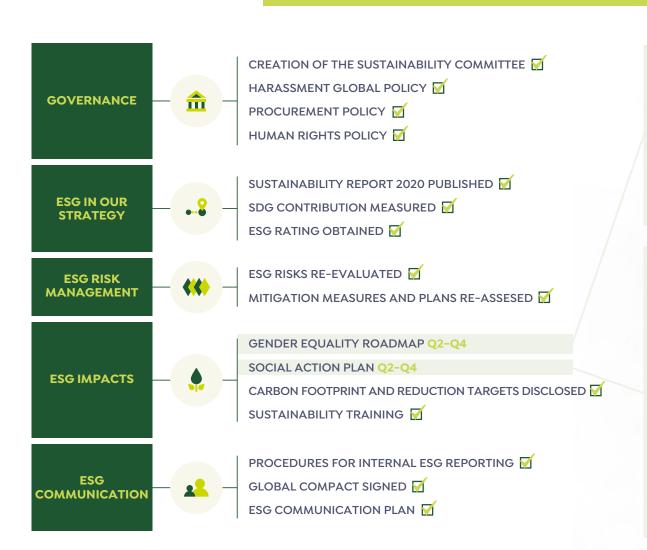


## **ESG ROADMAP - PHASE I**

ESG Action Plan 2021



#### 100% of ESG ACTION PLAN 2021 TARGETS ACHIEVED



#### **GENDER EQUALITY ROADMAP**

Actions identified and scheduled for 2022/2023, addressing **key issues**:









Training and awareness

#### **SOCIAL ACTION PLAN**

#### **Basic Principles**

Proactive communication

Mid and long-term value creation

Strengthen relations

Strategic alliances

Ethics and transparency

Respect

Linked to Sustainable Development Goals

Impact monitoring

**Procedure approved** for the identification of social development initiaves

#### **Strategic lines**







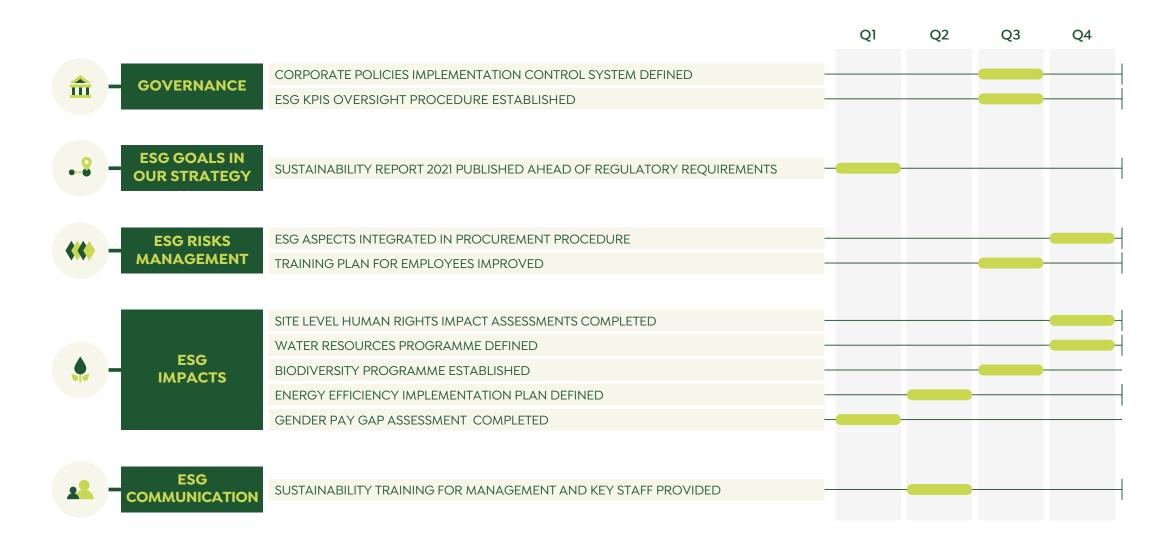




## **ESG ROADMAP - PHASE II**



ESG Action Plan 2022



## **INCREASED ESG RATINGS COVERAGE**



#### TOP ESG PERFORMER OUT OF MORE THAN 4,000 COMPANIES



Distinction awarded to **strong outperformers** in their industries.

GRENERGY at "**low risk** of experiencing material financial impacts from ESG factors, due to its low exposure and **strong management** of material aspects of ESG".





**Corporate governance** scored **8.5/10** considered **"well aligned with shareholder interests"** GRENERGY positioned into the **"highest scoring range** for all the companies assessed relative to global peers".





GRENERGY is taking "coordinated action on climate issues" and its score B- is above the renewable power generation sector average of C.

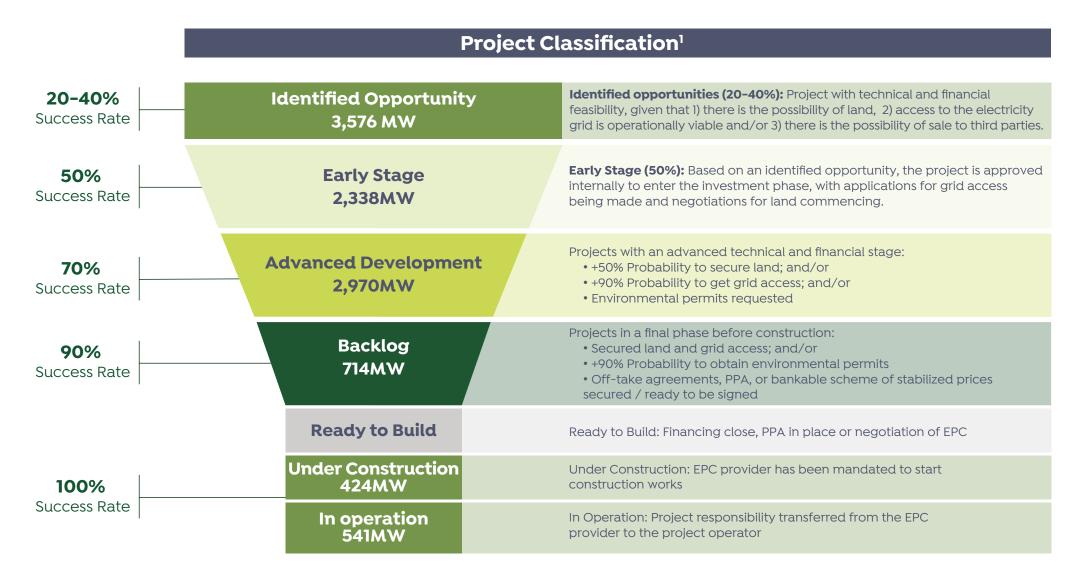




## PLATFORM WITH RELEVANT GROWTH POTENTIAL



Project Portfolio







## Solar and Wind projects producing EBITDA in the energy division

| Profit and losses              |           |          |        |
|--------------------------------|-----------|----------|--------|
| (€k)                           | FY2021    | FY2020   | Delta  |
| Revenue                        | 220,154   | 113,432  | 94%    |
| Income from customer sales     | 82,506    | 73,386   | 12%    |
| Income from capitalize works   | 137,648   | 40,046   | 243%   |
| Procurement                    | (159,805) | (79,271) | 102%   |
| Procurement from third parties | (26,432)  | (39,225) | 33%    |
| Activated cost                 | (133,373) | (40,046) | (233%) |
| Gross Margin                   | 60,349    | 34,161   | 77%    |
| Personnel expenses             | (9,597)   | (5,723)  | 68%    |
| Other incomes                  | 683       | 80       | 754%   |
| Other operating expenses       | (10,026)  | (4,652)  | 116%   |
| Other results                  | 28        | (176)    | (116%) |
| EBITDA                         | 41,437    | 23,690   | 75%    |
| Depreciation and amortization  | (9,051)   | (524)    | 1,627% |
| EBIT                           | 32,386    | 23,166   | 40%    |
| Financial incomes              | -         | 206      | n.m    |
| Financial expenses             | (15,816)  | (2,628)  | 502%   |
| Exchange rate differences      | 1,560     | (5,242)  | (130%) |
| Financial result               | (14,256)  | (2,422)  | 86%    |
| Result before taxes            | 18,130    | 15,502   | 17%    |
| Income tax                     | (2,118)   | (395)    | 436%   |
| Net Income                     | 16,012    | 15,107   | 6%     |

## **FY21 RESULTS**

Balance Sheet



| Balance Sheet                       |          |          |         |
|-------------------------------------|----------|----------|---------|
| (€k)                                | 31/12/21 | 31/12/20 | Var.    |
| Non-current assets                  | 428,450  | 169,499  | 258,951 |
| Intangible assets                   | 81       | 9,143    | (9,062) |
| Fixed assets                        | 388,783  | 144,768  | 244,015 |
| Assets with right of use            | 13,072   | 5,284    | 7,788   |
| Deferred tax assets                 | 25,441   | 10,217   | 15,224  |
| Other fix assets                    | 1,073    | 87       | 986     |
| Current assets                      | 176,358  | 88,699   | 87,659  |
| Inventories                         | 17,347   | 18,169   | (822)   |
| Trade and other accounts receivable | 79,693   | 42,755   | 36,938  |
| Current financial investments       | 7,961    | 6,461    | 1,500   |
| Other current financial assets      | 2,689    | 745      | 1,944   |
| Cash and cash equivalents           | 68,668   | 20,569   | 48,099  |
| TOTAL ASSETS                        | 604,808  | 258,198  | 346,610 |
| (€K)                                | 31/12/21 | 31/12/20 | Var.    |
| Equity                              | 158,708  | 48,835   | 109,873 |
| Non-current liabilities             | 286,376  | 143,517  | 142,859 |
| Deferred tax liabilities            | 14,365   | 5,591    | 8,774   |
| Non-current provisions              | 12,509   | 3,421    | 9,088   |
| Financial debt                      | 259,502  | 134,505  | 124,997 |
| Bonds & Commercial Paper            | 31,223   | 21,497   | 9,726   |
| Debt with financial entities        | 201,905  | 106,608  | 95,297  |
| Derivatives Debts                   | 15,323   | 2,044    | 13,279  |
| Finance lease                       | 11,051   | 4,200    | 6,851   |
| Other debts                         | -        | 156      | (156)   |
| Current liabilities                 | 159,724  | 65,846   | 93,878  |
| Current provisions                  | 1,804    | 839      | 965     |
| Trade and other accounts payable    | 83,755   | 44,049   | 39,706  |
| Financial debt                      | 74,165   | 20,958   | 53,207  |
| Bonds & Commercial Paper            | 32,146   | 152      | 31,994  |
| Debt with financial entities        | 34,148   | 16,717   | 17,431  |
| Derivatives Debts                   | 6,326    | 353      | 5,793   |
| Finance lease                       | 1,389    | 682      | 707     |
| Other debts                         | 156      | 3,054    | (2,898) |
| TOTAL LIABILITIES AND EQUITY        | 604,808  | 258,198  | 346,610 |





## Total leverage 5.7x

### Total corporate leverage<sup>2</sup> 1.6x

| Net Debt                                  |          |          |           |
|---|----------|----------|-----------|
| (€k)                                      | FY21     | FY20     | FY21-FY20 |
| Long-term financial debt**                | 48,986   | 35,027   | 13,959    |
| Short-term financial debt                 | 36,196   | 4,834    | 31,362    |
| Other long term debt                      | -        | 156      | (156)     |
| Other short term debt                     | 156      | 3,054    | (2,898)   |
| Other current financial assets            | (6,490)  | (6,461)  | (29)      |
| Cash & cash equivalents                   | (52,221) | (12,493) | (27,662)  |
| Corporate Net Debt with recourse          | 26,694   | 24,118   | 2,576     |
| Project Finance debt with recourse        | 35,239   | 50,382   | (15,143)  |
| Project Finance cash with recourse        | (2,673)  | (5,632)  | 2,959     |
| Project Finance Net Debt with recourse    | 32,566   | 44,750   | (12,184)  |
| Project Finance debt without recourse     | 191,441  | 59,613   | 131,828   |
| Project Finance cash without recourse     | (13,773) | (2,445)  | (11,328)  |
| Project Finance Net Debt without recourse | 177,668  | 57,168   | 120,500   |
| Total Net Debt                            | 236,928  | 126,036  | 110,892   |

¹ calculated as Net debt including all project finance debt divided by last 12m EBITDA (41.4) - ² calculated as Net debt with recourse divided by FY2021 Relevant Ebitda\*.

<sup>\*</sup> Relevant EBITDA: +Dividends earned from SPVs (i.e. free cash from Projects in generation)+ EBITDA from O&M and Asset Management activities +EBITDA obtained from the sale of Projects and from the Development and Construction activity +EBITDA generated by the SPVs with Recourse Project Finance Debt (until the date of the lifting of the debt service guarantees assumed by the Company as sponsor under the corresponding Projects). \*\* Green Commercial paper included in line long-term financial debt.

IFRS audited figures.

