



#### SOLARPACK CORPORACIÓN TECNOLÓGICA, S.A.

SOLARPACK CORPORACIÓN TECNOLÓGICA, S.A." ("**Solarpack**"), de conformidad con lo establecido en el artículo 17 del Reglamento (UE) nº 596/2014 sobre Abuso de Mercado, los artículos 227 y 228 del Real Decreto Legislativo 4/2015, de 23 de octubre, por el que se aprueba el texto refundido de la Ley del Mercado de Valores, y demás normativa aplicable, comunica la siguiente:

#### **OTRA INFORMACIÓN RELEVANTE**

Solarpack celebrará un *Conference Call* con analistas e inversores institucionales, <u>hoy miércoles 24</u> <u>de marzo de 2021, a las 11:00 horas CET</u>, que podrá seguirse en tiempo real, vía audio-conferencia, registrándose previamente a través del siguiente link:

http://emea.directeventreg.com/registration/6026989

Adjunto se remite la documentación de soporte a la presentación, que está igualmente disponible en la web corporativa de Solarpack.

Getxo, a 24 de marzo de 2021.



Our purpose is... "to accelerate the transition to clean and affordable energy for all"



# presentation ompan update trategy 24 March, 2021

#### Disclaimer



This presentation has been prepared by Solarpack Corporación Tecnológica, S.A. (the Company) for informational use only.

The information contained in this presentation does not purport to be comprehensive or to contain all the information that a prospective purchaser of securities of the Company may desire or require in deciding whether or not to purchase such securities, and has not been verified by the Company or any other person. The information contained in this document is subject to change without notice. Neither the Company nor any of affiliates, advisors or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of any information contained or referred to in this document. Each of the Company and its employees, officers, directors, advisors, agents or affiliates expressly disclaims any and all liabilities whatsoever (in negligence or otherwise, whether direct or indirect, in contract, tort or otherwise) for any loss howsoever arising from any use of this presentation. Neither the Company, nor any of its affiliates, advisors or agents undertakes any obligation to provide the recipients with access to additional information or to update this document or to correct any inaccuracies in the information contained or referred to therein.

Certain statements in this document regarding the market and competitive position data may be based on the internal analyses of the Company, which involve certain assumptions and estimates. These internal analyses may have not been verified by any independent sources and there can be no assurance that the assumptions or estimates are accurate. Additionally, certain information in this presentation may be based on management accounts and estimates of the Company and may have not been audited or reviewed by the Company's auditors. Accordingly, recipients should not place undue reliance on this information. This information is provided to the recipients for informational purposes only and recipients must undertake their own investigation of the Company.

The information providing herein is not to be relied upon in substitution for the recipient's own exercise of independent judgment with regard to the operations, financial condition and prospects of the Company.

Neither this presentation nor any copy of it shall be taken, transmitted into, disclosed, diffused, send, published or distributed in the United States, Canada, Australia or Japan. The distribution of this presentation in other jurisdictions may also be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. In particular, any offer that might result from the transaction herein escribed will not be made, directly or indirectly, in the United States of America, or by use of mails, or by any means or instrumentality (including, without limitation, facsimile transmission, telephone and internet) of interstate or foreign commerce of, or any facilities of any national securities exchange of, the United States, Canada, Australia or Japan. The securities of the Company have not been and, should there be an offering, Will not be registered under the U.S. Securities Act of 1933, as amended (the Securities Act) and, subject to certain exceptions, may not be offered or sold in the United States. The securities of the Company have not been and, should there be an offering, will not be registered or Japan and, subject to certain exceptions, may not be offered or sold in the United States. The securities of the Company have not been and, should there be an offering, will not be registered or Japan and, subject to certain exceptions, may not be offered or sold in the United States of Canada or Japan and, subject to certain exceptions, may not be offered or sold within Canada, Australia or Japan or to or for the benefit of any national, resident or citizen of Canada, Australia or Japan.

THIS PRESENTATION DOES NOT CONSTITUTE OR FORM PART OF ANY OFFER FOR SALE OR SOLICITATION OF ANY OFFER TO BUY ANY SECURITIES IN THE UNITED STATES OR IN ANY OTHER JURISDICTION, NOR SHALL IT OR ANY PART OF IT FORM THE BASIS OF OR BE RELIED ON IN CONNECTION WITH ANY CONTRACT OR COMMITMENT TO SELL OR PURCHASE SHARES. ANY DECISION TO SELL OR PURCHASE SHARES IN ANY OFFERING SHOULD BE MADE SOLELY ON THE BASIS OF PUBLICLY AVAILABLE INFORMATION.

This presentation may include forward-looking statements. These forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause such actual results, performance or achievements, or industry results, to be materially different from those expressed or implied by these forward-looking statements. These forward-looking statements are based on numerous assumptions regarding the present and future business strategies of the Company and the environment in which they expect to operate in the future. Forward-looking statements speak only as of the date of this presentation and the Company expressly disclaim any obligation or undertaking to release any update of, or revisions to, any forward-looking statements in this presentation, any change in their expectations or any change in events, conditions or circumstances on which these forward-looking statements are based.

Throughout the presentation, some numbers may not tie up exactly due to rounding effects.

In reviewing this presentation, the recipient is agreeing to, and accepting, the foregoing restrictions and limitations.



# Agenda

- 1. Solarpack's remarkable track record
- 2. Market outlook
- 3. Solarpack's strategy update
- 4. Outlook
- 5. Annexes

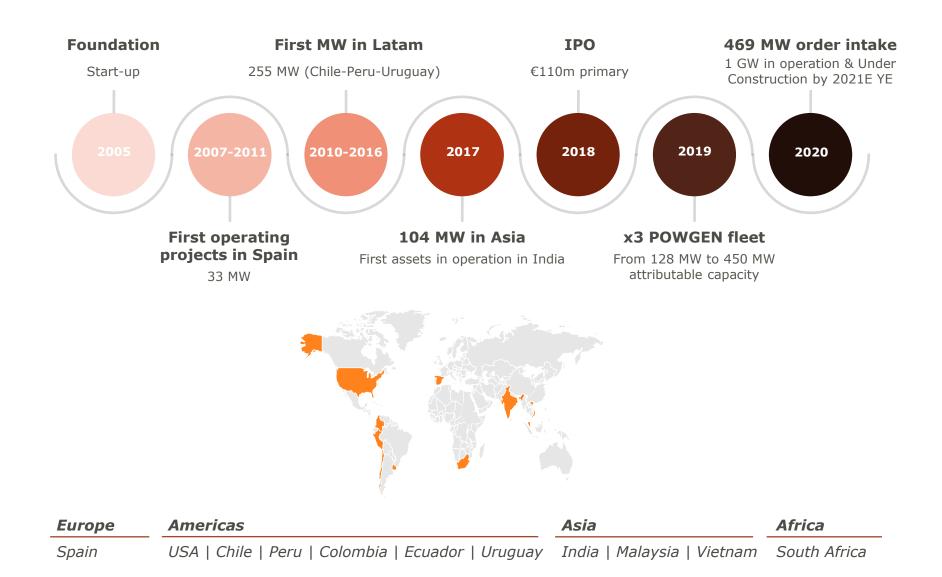


#### 1. Solarpack's remarkable track record

#### An industry veteran...

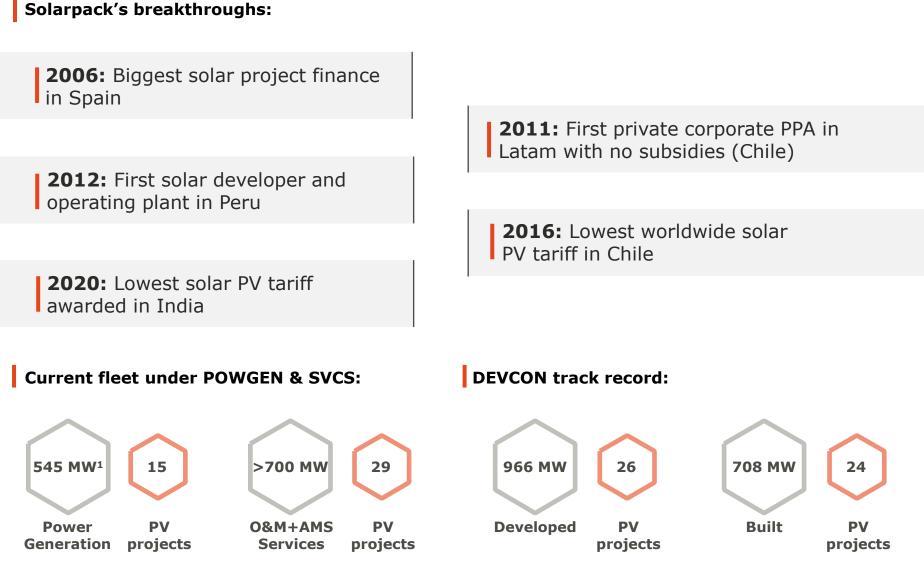
...pursuing growth in four continents







SOLAR



1. Total capacity of projects in operation in which Solarpack has an economic interest. Attributable capacity to Solarpack is 450 MW based on % of ownership in the projects

Solarpack prepared for the next step forward



#### Ambitious IPO profitability and growth targets accomplished

	Commitment	Actual 19'-20'	
DEVCON activity (avg.)	150-300 MW/yr	254 MW/yr	
DEVCON gross margin (avg.)	10-15%	14%	
<b>POWGEN capacity</b> , up to 2021 <sup>1</sup>	~ 1 GW	~ 1 GW	
<ul> <li>POWGEN profitability</li> <li>IRRs Hard currency/country</li> <li>IRRs Soft currency/country</li> </ul>	9-10% 12-15%	Top end range Top end range	
<b>POWGEN quality &amp; risk metrics</b>			
<ul><li>Hard currency revenues</li><li>Contracted revenues</li></ul>	66%	83%	
	70%	85%	
Development portfolio growth <sup>2</sup>	n/a	+5.1 GW	



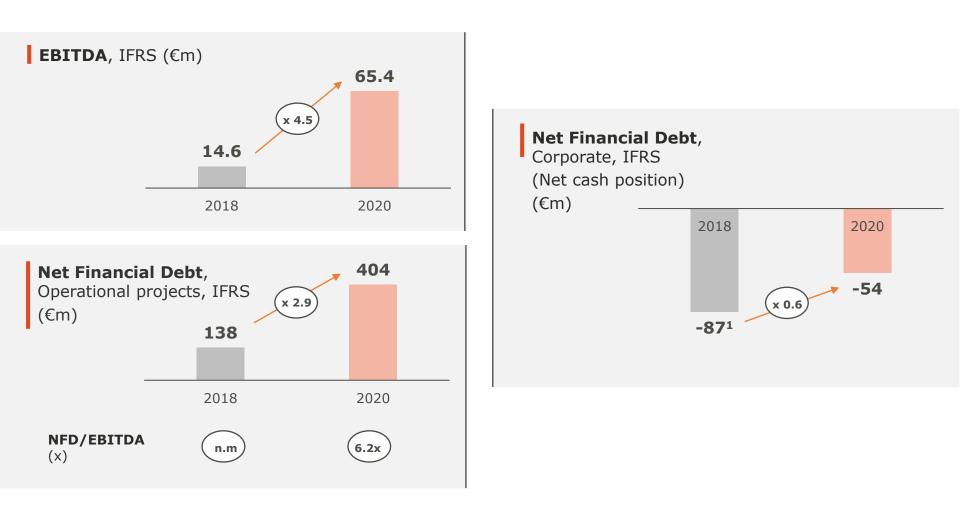
2. Increase in Pipeline & Id. Opportunities, from 2018 to 2020 (GW)

#### **IPO commitments fully delivered**

Solarpack prepared for the next step forward



#### Since IPO, strong growth in results with robust financial position



1. Cash proceeds of €110m from IPO were received in December 2018 n.m: not meaningful due to 2018 YE Spanish portfolio acquisition



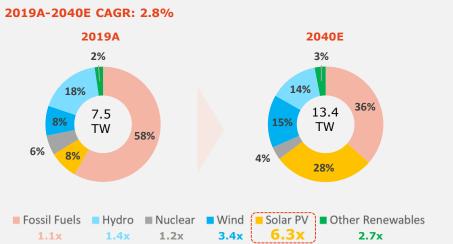
#### 2. Market outlook

#### **Unprecedent momentum for renewables**

Right technology & right markets for future growth...

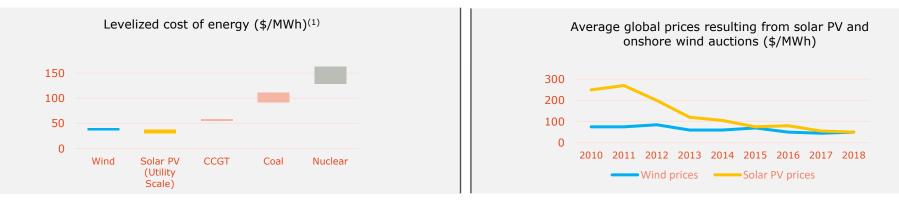
#### Global installed capacity growth by technology

#### Solar PV installed capacity growth by geography



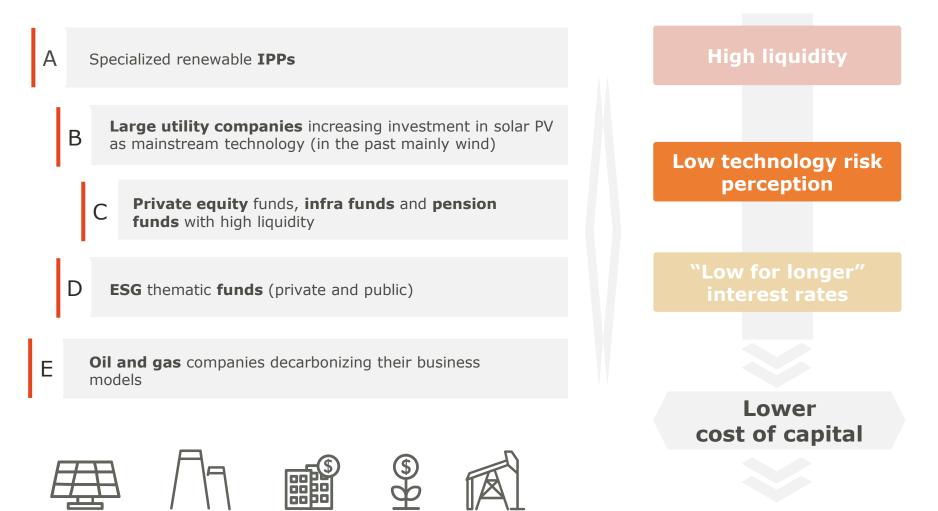
#### 2019A-2040E CAGR: 9.0% **GW Increase** 2019A 2040E **SPK regions** 1% 3% 7.0x 9% 16% 2% 2% +1.8 TW 0.6 % 3.7 тw ΤW 33% 25% 11% 34% 5.9x North America MEA Central/South America 8.6x Europe/Eurasia 2.9x India 19.1x China 3.3x Southeast Asia 10.5x Rest of Asia Pacific

### Solar PV to lead future power additions through 2040 driven by modularity, speed of deployment and super competitive levelized cost of energy...



1. Levelized cost of energy (\$/MWh) as of 2020 assuming 60% debt at 8% interest rate and 40% equity at 12% cost for conventional and alternative energy generation technologies Data sources: IEA – World Energy Outlook 2020 (WEO 2020), Lazard's Levelized Cost of Energy Analysis 2020, IRENA - Renewable energy auctions: Status and trends beyond price 2019 Additionally, renewable sector is experiencing increased interest among various investor groups...





Increasing existing assets' valuations Increasing competition on NEW projects



#### **Energy management challenges** 3 2 Supply beyond Grid connection Grid imbalances point scarcity "solar curve" From increasing Grid access will Intermittence and penetration of seasonality may become more and renewables in need to be more scarce electrical systems mitigated Enables increased Better serve Solar + storage demand where can provide utilization of grid frequency control connection points needed and firm capacity Solar + storage **Solar + storage/other technologies**

New required abilities (e.g. storage and hybridization)

# Solarpack is well positioned to compete and capture growth in this fast-evolving sector

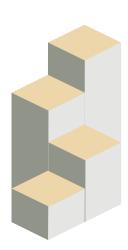


#### Through its current strategy...

#### Geographic diversification

High growth/volume + frontier markets with higher returns

**Specialization** Solar PV technologies front runner



Sound financial situation

Rigorous approach to investments

#### Vertically integrated

Synergies from the whole value chain

#### ... combined with a demonstrated experience and track record

- ✓ Executing profitable projects
- ✓ **Partnering** with different parties in various countries: financial investors, local developers...
- Exporting our business model across geographies: efficient development, engineering, financing, construction and operation combining central and local teams
- Innovating and implementing new technologies and business models



#### 3. Solarpack's strategy update

#### a. Introduction

- b. ESG at the core of our strategy
- c. Geographic diversification
- d. Technology
- e. Energy sales
- f. Operational strategy



- Continue strengthening current geographic footprint by deepening in our core high growth/high volume markets:
  - Spain, USA, India and Latam will contribute to 80% of our future growth
- Selectively entering attractive new frontier markets with special focus on SEA and Africa
- Special focus on corporate PPAs, storage and innovation
- Projected capacity in operation and under construction: 1.8-2.0 GW by 2023E and ~4.0 GW by 2026E
- Growth to be funded via operating cash + project finance + corporate leverage headroom
- Additionally, firepower from asset rotation and access to equity markets to be considered
- ESG to remain at the core of how we conduct business

# Solarpack's strategy builds on its capabilities and positioning... and emerges from its purpose and values...





#### **Business strategy**

#### **Operational strategy**



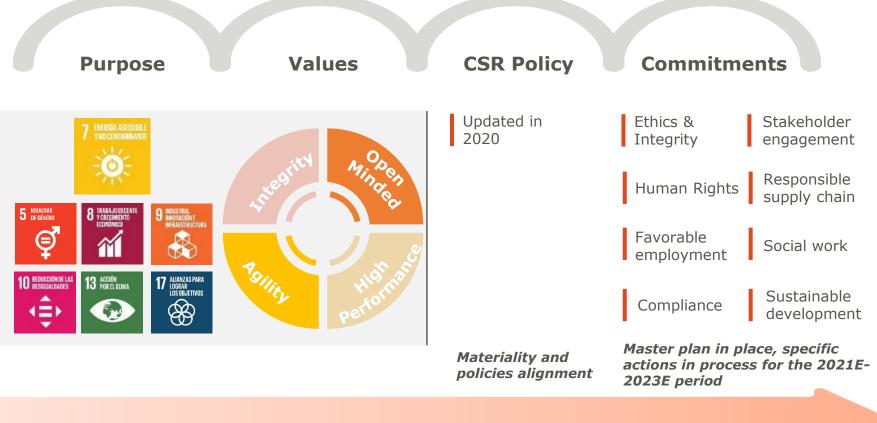
#### 3. Solarpack's strategy update

- a. Introduction
- b. ESG at the core of our strategy
- c. Geographic diversification
- d. Technology
- e. Energy sales
- f. Operational strategy



#### Our purpose is...

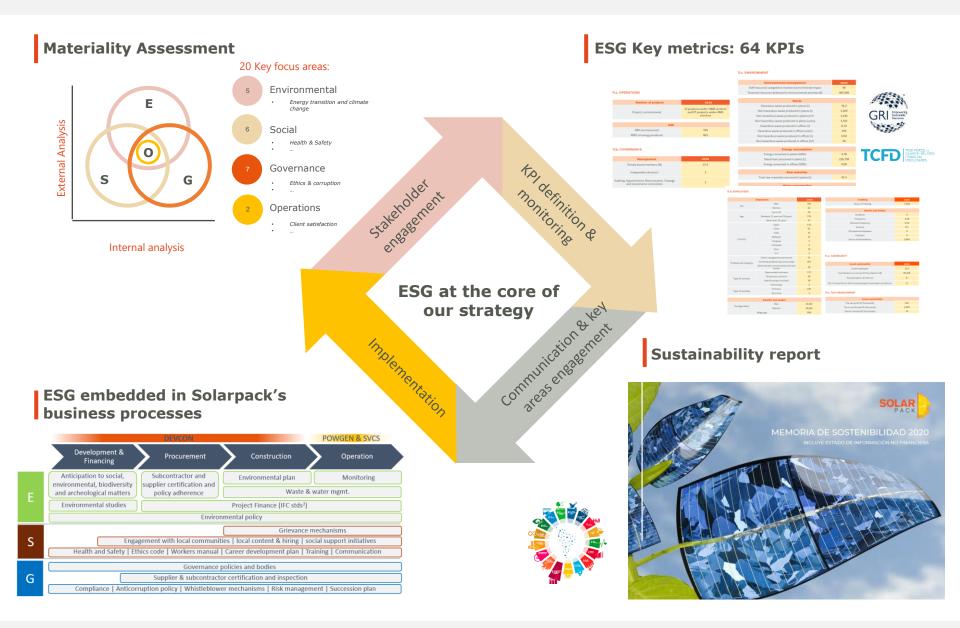
#### "to accelerate the transition to clean and affordable energy for all"



**Risk management systems** 

#### **ESG** framework for action





#### **Examples of ESG actions in place**



#### **Support to EKI Foundation**

- EKI Foundation installs

   autonomous solar PV + batteries
   energy sources in developing
   countries, mainly in schools and
   local hospitals
- It also promotes local training and education
- SOLARPACK supports EKI in engineering, administration, HR, accounting and IT aspects



Oficina de Desarrollo de Perú – Jesuitas del Perú
 Unión Española Fotovoltaica

### Support to local communities in Peru

- ODP<sup>(1)</sup> of Jesuits in Peru coordinates local initiatives to promote the use of clean energy, the economic empowerment of local women, the development of communities...
- Since 2012, Tacna, Panamericana and Moquegua projects have contributed c. 700k USD to these programs



#### **Health & Safety initiative**

- SOLARPACK has promoted and set up a working group with organizations belonging to the UNEF<sup>(2)</sup>
- The target is to share best practices in Health & Safety, to improve industry's standards and transparency



#### Solarpack's ESG key metrics 2020 ESG results



	610,410 tC02 avoided with attributable 2020 energy production	<b>2,435</b> <b>tC02 emitted</b> (scope 1, 2 and 3) <sup>1</sup>	0 environmental fines received	40 Personnel (internal & external) with functions dedicated to direct and indirect environmental management
	<b>5.75<sup>2</sup></b> Lost Time Injury Frequency Rate (internal & external)	91% local employees 10% gender gap <sup>3</sup>	3,384 training hours	<b>8</b> social initiatives in <b>local</b> <b>communities</b> (Chile, India, Peru, Spain)
<u>_</u>	<b>Board Committees</b> <ul> <li>Audit and Compliance</li> <li>Nomination and compensation</li> <li>Strategy and investment</li> </ul>	3/8 independent directors	37.5% of women on the Board of Directors	<b>30.8%</b> of <b>women</b> on the <b>Executive Committee</b>
				letails in our 2020 bility report
		1 And And	Master p	lan integrated in strategy

& processes

1. Scope 3 emissions currently covers emissions related to plane and train business trips

- 2. LTIFR is calculated as the number of accidents causing leaves per million working hours. Includes Solarpack's as well as subcontractor's employees
- 3. Average women salary over average men salary

5C manufacture

CEOP



#### 3. Solarpack's strategy update

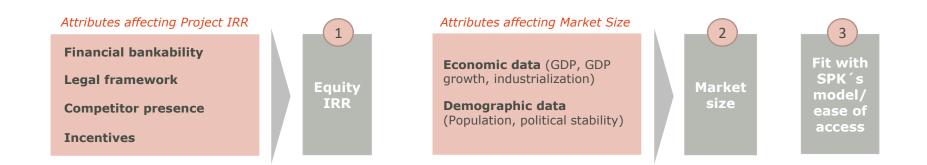
- a. Introduction
- b. ESG at the core of our strategy
- c. Geographic diversification
- d. Technology
- e. Energy sales
- f. Operational strategy

#### Geographic diversification and expansion: key routes

We use a proven and methodological approach to execute



#### Key criteria under continuous analysis by our corporate and development teams:



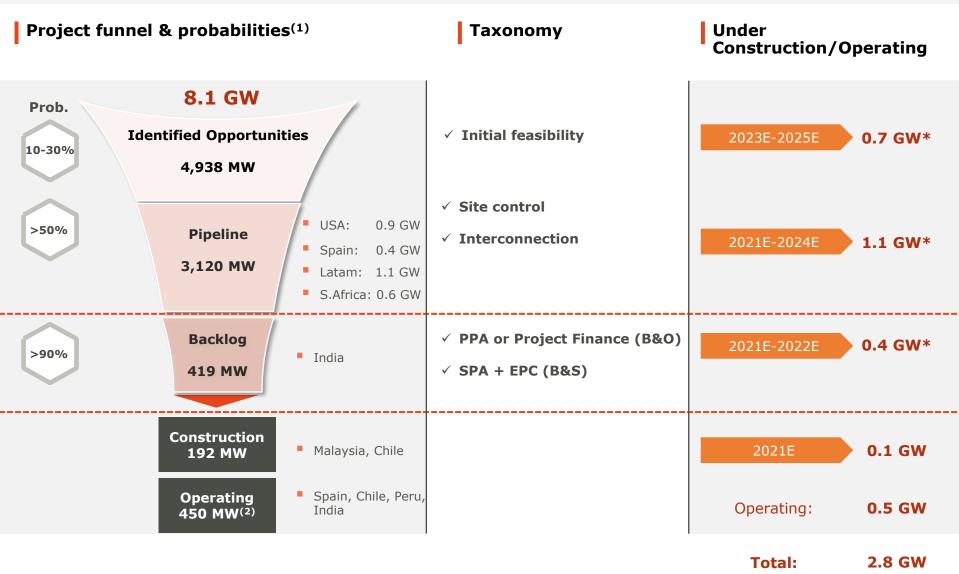
#### Summary conclusions of this analysis (see details in following pages)



#### Solarpack current market position shows...

...development portfolio aligned with geographic strategy and targets





1. Figures as of February 22, 2021. MW not weighted by probability of completion. Includes Build & Own and Build & Sell Projects

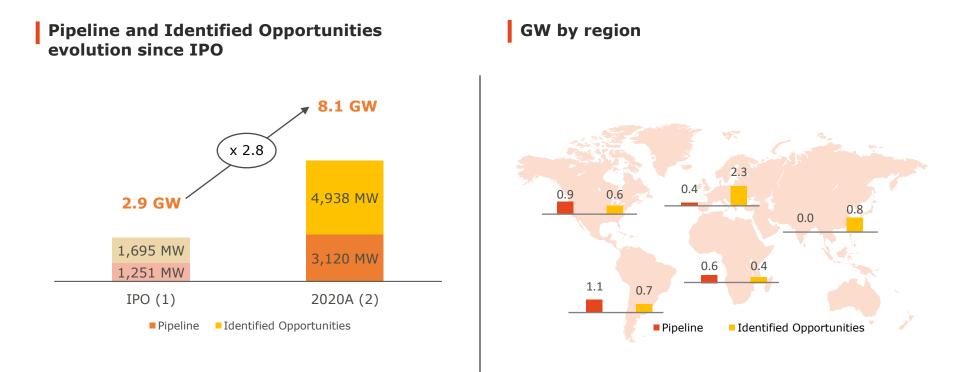
2. Attributable capacity based on economic interest in all projects in which Solarpack owns an equity stake. Total capacity is 450 MW

\* Build & Own, probability weighted

#### Portfolio regeneration capabilities...

...will complement current pipeline & identified opps. to achieve growth targets

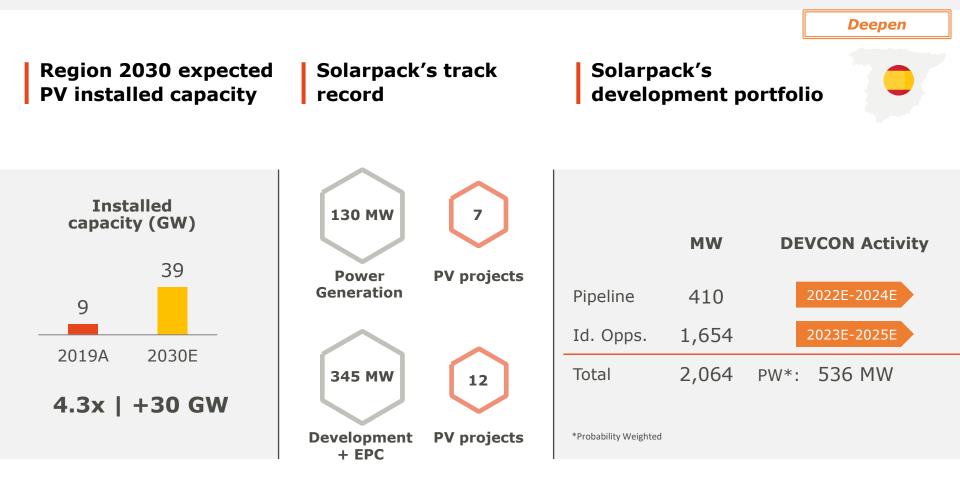




- Continuous portfolio regeneration represents a net increase of 5.1 GW of pipeline and identified opportunities in all our markets, in the last two years
- Additionally, 684 MW order entry into backlog since IPO

#### 25



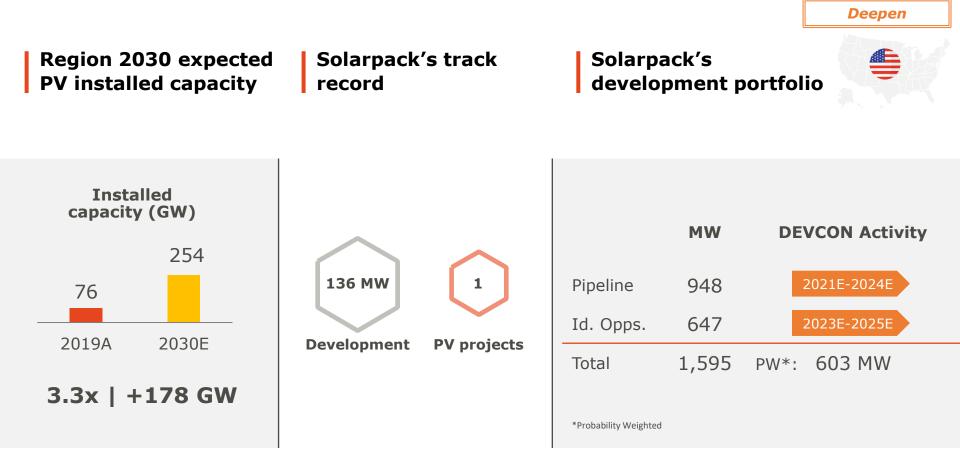


- Intense competition for grid access points and in the public and private PPA market
- Electrification of the economy beyond current estimates, i.e. with more EV and green hydrogen, could increase capacity needs...

Data sources: REE – Informe Sistema Eléctrico Español 2019, Plan Nacional Integrado de Energía y Clima (PNIEC) 2021-2030 (target scenario, which considers the actions included by Spain in the PNIEC 2021-2030)

Solarpack is well positioned to capture value from the large volumes expected in the USA...



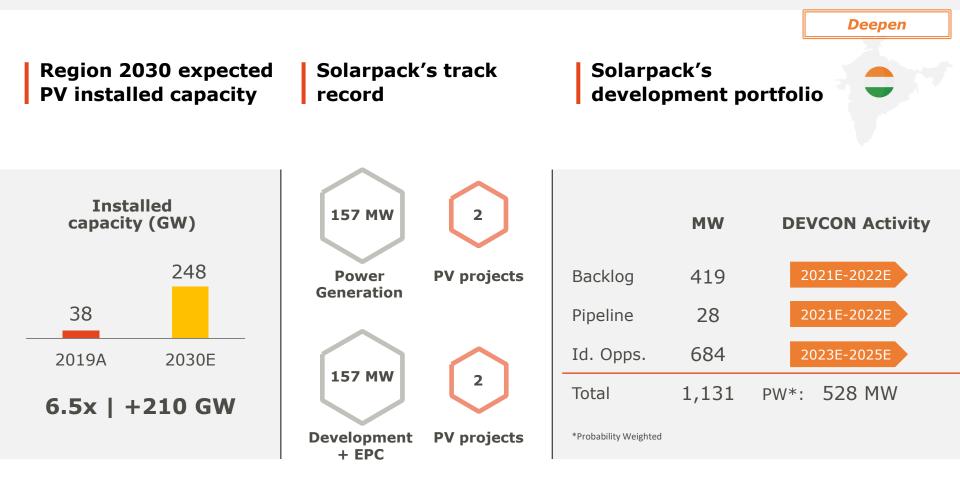


- Solarpack is initially focused on the mid-west and south east regions
- Monitoring the market for inorganic opportunities to diversify our footprint in this wide market
- Increased regulatory support under discussion could accelerate growth with initiatives such as federal renewable standards, carbon tax, ITC extension,...

Data sources: IEA – World Energy Outlook 2020 (WEO 2020) (Stated policies)

India is a giant market with huge potential for Solarpack...



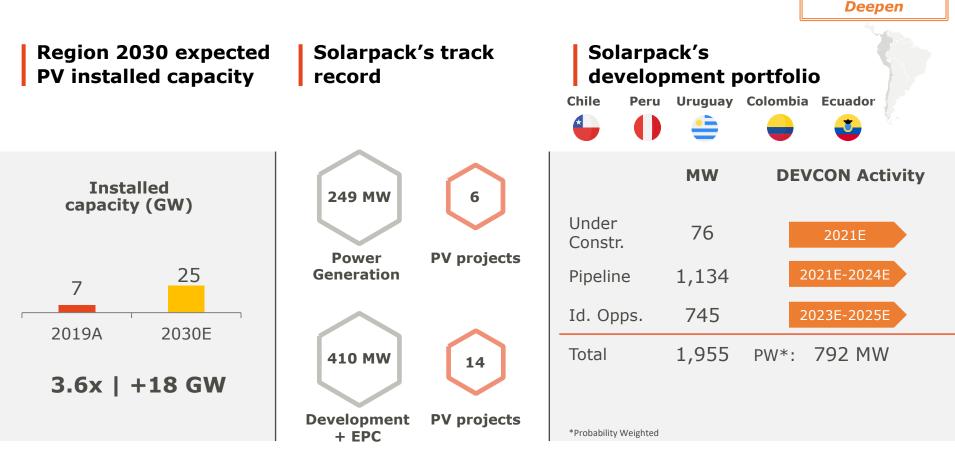


 Due to the huge growth needs in the country, significant part of project developments have shorter lead-times by bringing projects directly to backlog (i.e. solar parks). This means that Solarpack's potential in the market is higher than what the existing identify opps. reflect, relative to other markets

Data sources: IEA - World Energy Outlook 2020 (WEO 2020) (Stated policies)

Solarpack's long experience in Latam will continue to bring growth in the upcoming years...

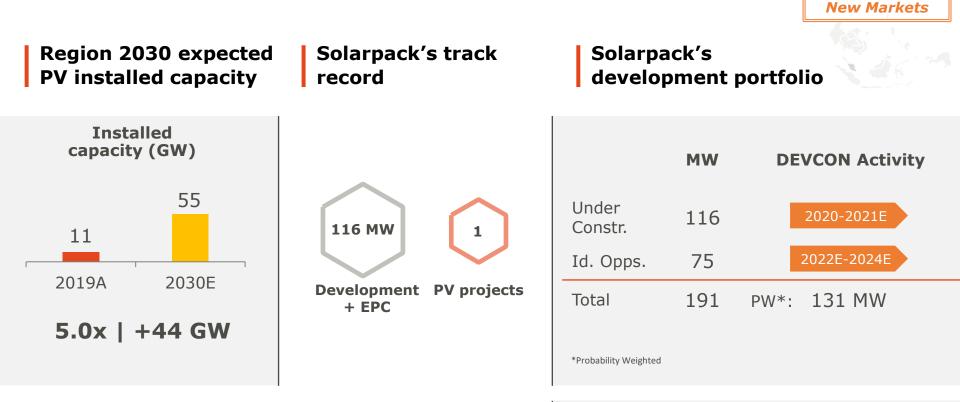




- Openness to IPPs and market peculiarities in this region brings an extraordinary knowledge and experience to export abroad
- Extreme weather conditions in Atacama desert allows to test real on-site behavior of cutting-edge
   PV technologies and storage

South East Asia: leverage Solarpack's presence in the region to expand into high growth markets...





- SEA average electricity consumption per capita still significantly below more developed countries' ratios
- Already present in Malaysia and Vietnam and strong synergies with SPK's Indian platform for further expansion in the region
- High potential PV market combined with strong off-grid and microgrid opportunities including storage

	Pop. (m)	GDP growth (2019)	Rating	MWh/ capita (2018)
Malaysia	32	4.3%	A-	5.0
Indonesia	271	5.0%	BBB	1.0
Thailand	70	2.4%	BBB+	2.8
Vietnam	97	7.0%	n.a.	2.4
Philippines	108	6.0%	BB+	0.9

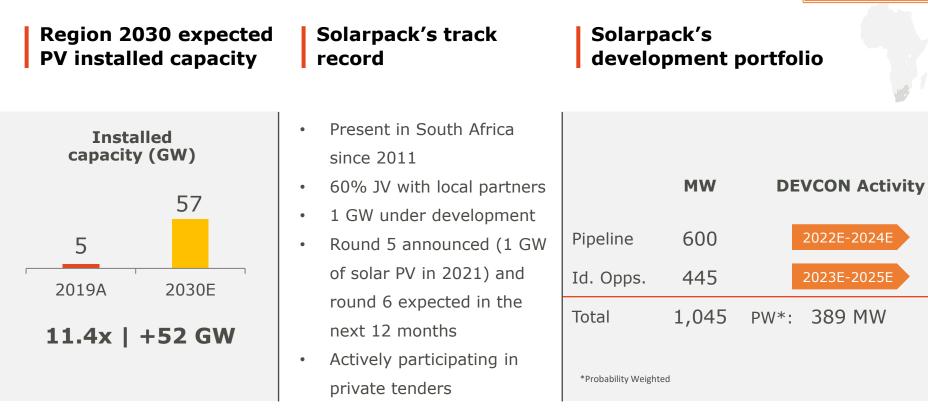
Data Source: OECD/IEA 2020 World Energy Outlook, IEA Publishing, IEA Data and Statistics, World Bank

MWh/

Africa's huge electricity needs will drive market growth in this region in the coming decade...



**New Markets** 



- Africa is home to ~1,300 million people (2019) and the consumption per capita is 0.6 MWh (2018), far below rest of the world
- PV modularity and speed allow to speed up electrification, although grid access remains a challenge

0.6

Africa

MWh per capita-year Basis 2018

2.8

M. East Asia Pacific Central &

2.1

S.America

4.3

13.1

USA

6.0

FU

#### Case Study - Ability to enter in new markets Malaysia

#### SOLAR PACK

#### Timeline and teams involved:



#### **Key Agreements**

- Solarpack's business registration and start of operation in South East Asia
- Land option agreement secured for 3SP project (116 MW)
- Bid submission to LSS program 2<sup>nd</sup> phase
- PPA awarded. Suruhanjaya Tenaga (ST) tendered letter of acceptance for 3SP
- PPA signed with the state utility Tenaga Nasional Berhad (TNB) for 21 years
- Bridge loan signed with Malayan Banking Berhad (Maybank) for MYR 295,000k (~US\$72m)

Solarpack has a long track-record entering new markets in a lean and agile way, levering on its core teams to support local development in all business and project stages



#### 3. Solarpack's strategy update

- a. Introduction
- b. ESG at the core of our strategy
- c. Geographic diversification

#### d. Technology

- e. Energy sales
- f. Operational strategy

#### **Technology** Solarpack is continuously implementing new available PV technologies to expand solar PV's horizons



#### Solarpack's approach to new PV technological solutions



solar PV technologies and products

Strong engineering capabilities to quickly adopt new technical solutions and lessons learnt in our projects

Agility and partnering experience to collaborate with other specialized players when needed

## Track record in adopting and testing new technologies

to be competitive

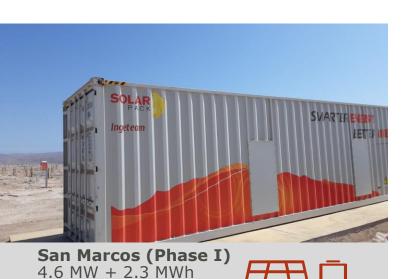
- ✓ Modules: poly-si, mono-si, thin-film, CSPV, bi-facial, etc.
- ✓ Structures: fixed, 1 axis horizontal, 1 axis azimuthal, 2-axis
- ✓ Inverters: distributed, centralized, string inverters
- ✓ Digitization: own SCADA development in Remote Operation Center
- ✓ O&M: use of drones for site surveying and O&M, cleaning robots in plants...

# At the forefront of innovation to address new market challenges

- **Storage:** building a pilot project to experience technology first-hand and test different revenue models before storage becomes mainstream
- Hybridization: negotiating project specific partnerships with other technology specialists to address specific needs

#### **Case study: San Marcos PV + Storage project** Solarpack is getting ready for storage with a special focus in USA and Chile





Build & Own

Chile

#### Technical features

- Location: Arica region, Chile
- 4.6 MW PV capacity + 2.3 MWh of storage
- Extension to 13.2 MW + 4.4 MWh (II & III phase)
- Li-ion batteries
- Testing two different storage systems: DC and AC

# Different applications and revenue models will be tested

- Load shifting
- Ancillary services (namely frequency control)
- Firm capacity

#### Firm commitment

- Phase I to be operational in Q3 2021
- Total capex of three phases c. US\$10m to be funded with equity/recourse debt. 30% tax deduction applicable in northern Chile

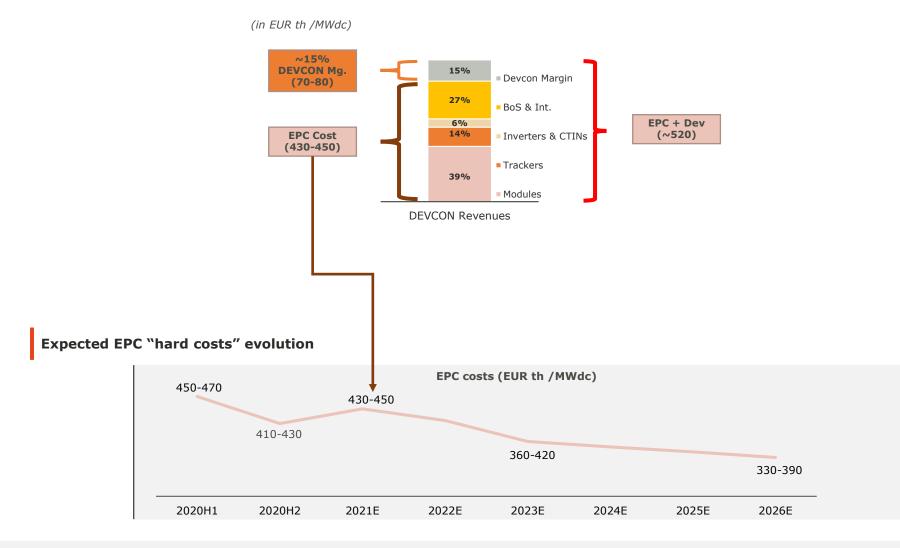
San Marcos will give Solarpack key firsthand knowledge of on-site technology behavior and Battery Storage System optimization to address different business models

## Solar PV technology to increase competitiveness

EPC costs evolution shows still reduction potential

#### Solar PV construction costs breakdown

(Illustrative example with average figures in Europe, 1-axis, low interconnection cost)





### 3. Solarpack's strategy update

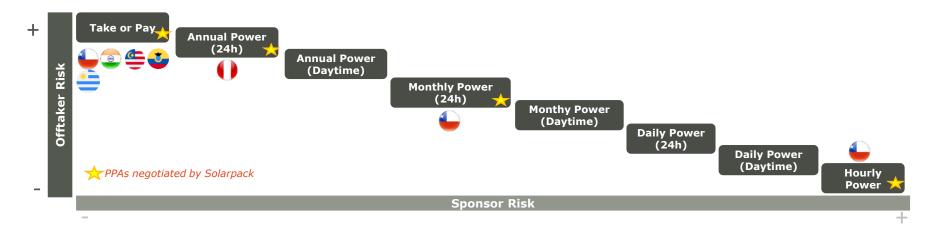
- a. Introduction
- b. ESG at the core of our strategy
- c. Geographic diversification
- d. Technology
- e. Energy sales
- f. Operational strategy

### Solarpack's extensive experience negotiating PPAs

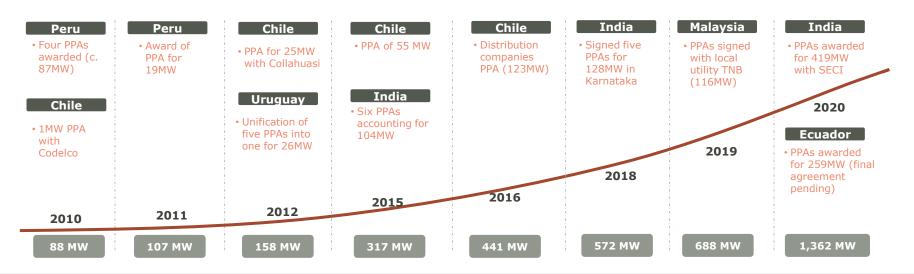
SOLAR PACK

Multiple risk profiles and jurisdictions

#### Solarpack has experience managing different risk profiles to make PPAs bankable



#### Track record: We have negotiated 1,362 MW in PPAs in 6 different countries





#### ESG awareness is accelerating renewable sourcing targets from corporates

Renewables corporate PPAs in 2020:

> ~ 24 GW (+18% vs. 2019) (+74% vs. 2018)

- Sourcing renewable power has become a crucial part of the energy and sustainability strategy of many leading corporations
- Although growth has existed in some markets in the past, corporate PPAs have been mainly marginal in Solarpack's markets
- Now corporate PPAs is starting to become mainstream revenue

#### Incremental focus in Corporate market segment with new organization in place

- Establish relationships with key off-takers in the different segments
- Focus and invest on utility-scale project with corporate PPAs
- Pursue on-site, specific projects opportunistically or as bundles

# Additional innovation in customer approach and business models will be key to tap additional demand in B2B and even B2C segments

• Micro-grids, off-grid, virtual power plants, etc. could be an opportunity



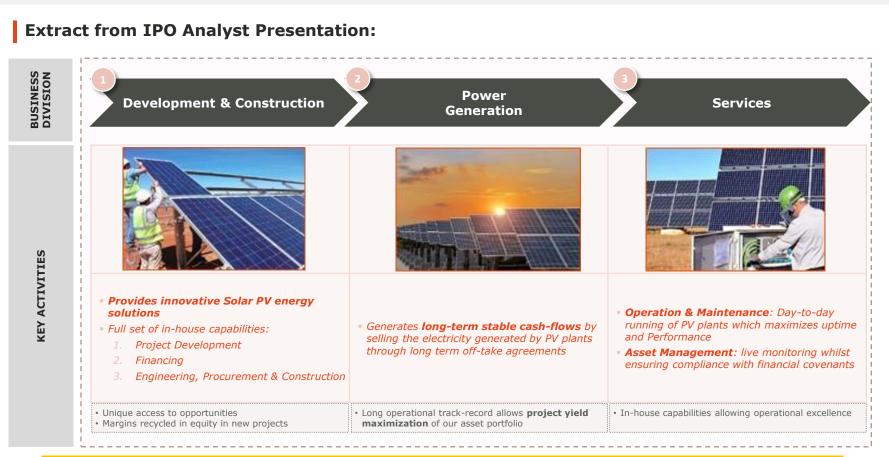
### 3. Solarpack's strategy update

- a. Introduction
- b. ESG at the core of our strategy
- c. Geographic diversification
- d. Technology
- e. Energy sales
- f. Operational strategy

### Vertical integration remains unchanged

Synergies between business units as a key competitive advantage





#### **Synergies**

1 Know-how transfer provides a competitive edge in PPA tenders and ensures the optimal design for each project

2) Efficiencies, agility and flexibility between sponsor support and EPC warranties

3 EPC counterparty risk control in addition to construction margin obtainment

Stable long term Cash Flows from Power Generation and Services, balancing D&C cyclicality

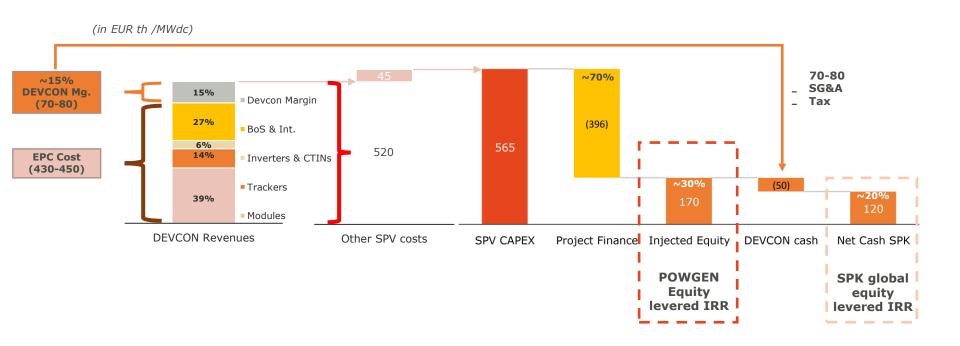
Integrated approach extracts synergies across our business segments providing attractive value creation

### Vertically integrated

DEVCON cash generation enhances returns and contributes to fund equity needs



**Solarpack's POWGEN equity levered IRR metrics are measured on the total equity injected into the project SPV** (Illustrative example with average figures in Europe, 1-axis, low interconnection cost)





# Supported by lean and experienced core teams with extensive international track-record leading international expansion:

- Proven organization for international expansion and new markets entry
- Strong industrial focus supports execution capabilities
- Balanced team combining local business offices in key territories with experienced support functions
- Full international approach with ~50% of the team outside Spain

		TOTAL	Spain	USA	Chile <del></del>	Peru 🌔	Colombia	Uruguay 늘	India 🛑	Malaysia	S.Africa ≽
٩L	Development	40	9	3	10	1	2	-	9	4	2
LOCAL	EPC	50	11	-	26	-	-	-	3	10	-
_	POWGEN & SVCS	60	17	-	24	8	-	3	8	-	-
	TOTAL Local	150	37	3	60	9	2	3	20	14	2
		I									
	DEVC	ON	49	PO	WGEN +	SVCS	30	SUPP	ORT ARE	EAS 3	5
CENTRAL							• Pi	nergy Sale roject Fin. egal (3)	(6) • /	-	0)
	TOTAL Central	114					•	Digitaliza	ition. & C	ybersec (4	4)
	TOTAL Solarpack	264						Sustaina CEO Offic	-	eople (5)	

### **Strict financial and risk control** *Efficient, experienced and risk-controlled operating model*



	PROFITABLE GROWTH	BALANCED RISK
1 Vertical Integration	<ul> <li>Captures margins across the value chain</li> <li>Synergistic feedback from all business activities</li> </ul>	<ul> <li>Full control over development process and counterparty risk</li> <li>Well-balanced mix of activities</li> </ul>
2 Country/ Currency selection	<ul> <li>Captures growth in fast growing renewable countries</li> </ul>	<ul> <li>Privileges long-term contracted cash flows in hard currencies</li> </ul>
3 Depth vs. Breath	Local presence for development	<ul> <li>Selecting countries with robust fundamentals for solar PV</li> </ul>
4 Rigorous Approach to Investments	<ul> <li>Clear target returns for equity investment in POWGEN projects</li> <li>Profitability in DEVCON and SVCS activities</li> </ul>	<ul> <li>Bankable projects (debt / non-recourse financing) in local currency</li> </ul>
5 Project Rotation Policy	<ul> <li>Value creation through Build &amp; Sell projects to fund future growth</li> </ul>	<ul> <li>Allows to meet long-term investment targets</li> <li>Portfolio flexibility</li> </ul>
Key metrics	<ul> <li>DEVCON Gross Margin</li> <li>POWGEN Equity levered IRRs</li> <li>Target order intake and installed capacity</li> </ul>	<ul> <li>Asset rotation (B&amp;S vs B&amp;O)</li> <li>POWGEN contracted revenues limits</li> <li>POWGEN + SVCS fx exposure thresholds</li> </ul>



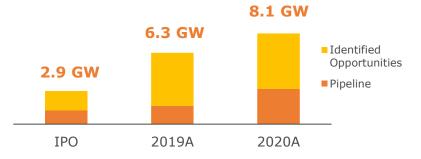
4. Outlook



#### Project Portfolio by Country (As of February 22, 2021)<sup>(1)</sup>

MW	Operating <sup>(2)</sup>	Under Construction	Backlog	Pipeline	Identified Opp.
Probability of Completion	n.a.	100%	>90%	>50%	10%-30%
Spain	130	-	-	410	1,654
Peru	28	-	-	351	-
Chile	153	76	-	267	567
India	139	-	419	28	684
South Africa	-	-	-	600	361
Colombia	-	-	-	257	178
USA	-	-	-	948	647
RoW	-	116	-	259	847
Total	450	192	419	3,120	4,938
Number of Projects	15	8	1	28	48

#### Project portfolio regeneration track-record



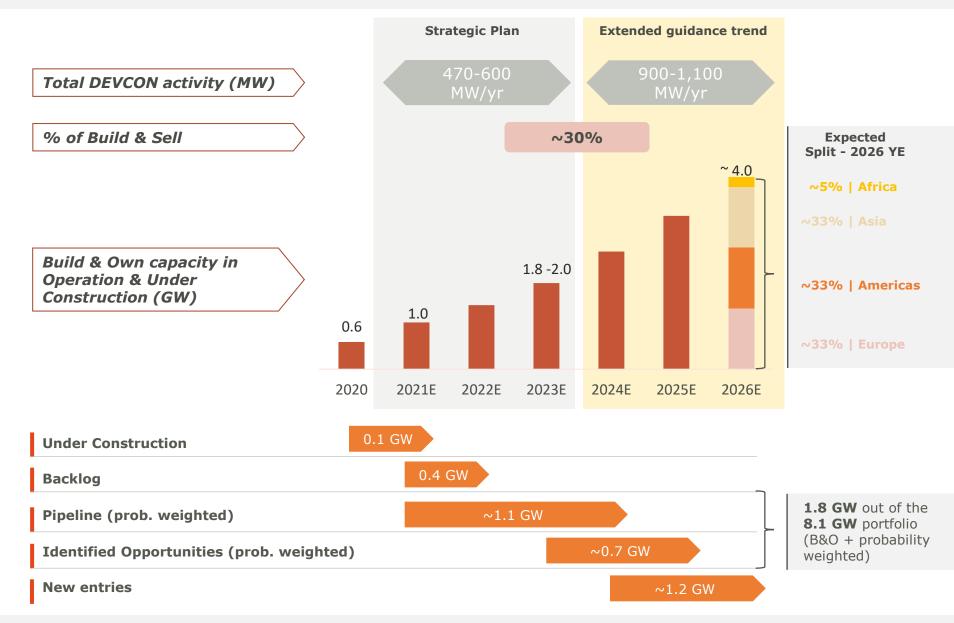
1. MW not weighted by probability of completion

2. Attributable Capacity

### Outlook

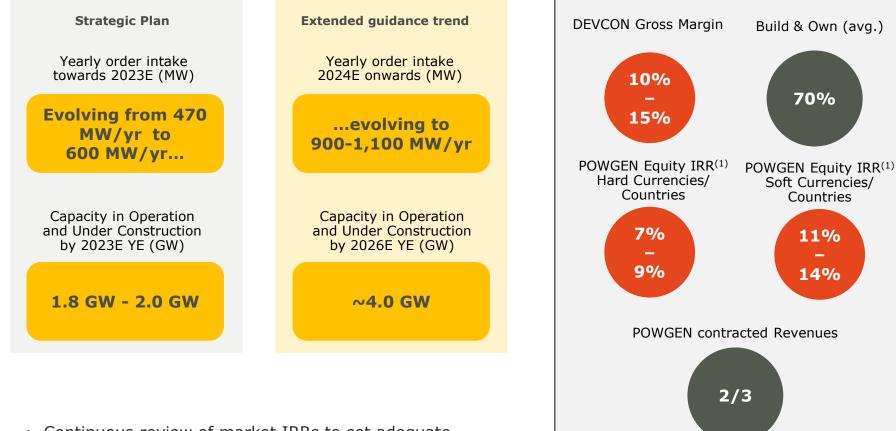
Most of projected growth already within Pipeline and Identified Opportunities





### **Outlook** Extended guidance





 Continuous review of market IRRs to set adequate balance between growth and profitability targets for each currency/type of country





The described guidance up to 2026E requires investing c. € 1.5-2.0 bn

Growth prospects to be funded via:



Additionally, **firepower from asset rotation** and **access to equity markets** to be considered

Flexible funding plan prepared to address faster than anticipated **organic growth and inorganic growth** opportunities

#### **Dividends:**

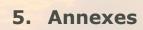
- It is considered **reinvesting cash generation** in value accretive projects
- Thus, no dividends expected in the short term

<sup>1.</sup> Total Capex considering in the period 4.9 GW built, of which 3.4 GW Build & Own. Average estimated Capex/MW of 510 kEUR/MW, Project finance 70-80%; DEVCON & POWGEN profitability ratios estimated in line with Outlook



- Continue strengthening current geographic footprint by deepening in our core high growth/high volume markets:
  - Spain, USA, India and Latam will contribute to 80% of our future growth
- Selectively entering attractive new frontier markets with special focus on SEA and Africa
- Special focus on corporate PPAs, storage and innovation
- Projected capacity in operation and under construction: 1.8-2.0 GW by 2023E and ~4.0 GW by 2026E
- Growth to be funded via operating cash + project finance + corporate leverage headroom
- Additionally, firepower from asset rotation and access to equity markets to be considered
- ESG to remain at the core of how we conduct business





# **Pipeline**



# Europe

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
Spain 1	Caceres	10	Obtained	Obtained	Obtained
Spain 9	Madrid	400	In progress	Secured	In progress
		410			

### North America

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
USA 1	Indiana - MISO	189	Secured	Submitted	Secured
USA 2	Indiana - MISO	77	Secured	Submitted	Secured
USA 3	North Carolina - PJM	14	Secured	Submitted	Secured
USA 4	North Carolina	14	Secured	Submitted	Secured
USA 6	Mississippi	203	Secured	Submitted	Submitted
USA 7	Alabama	336	Secured	Submitted	Submitted
USA 8	Georgia	115	Secured	Submitted	Secured
		948			

# **Pipeline**



# South America

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
Colombia 1	Cordoba	148	Obtained	Obtained	In progress
Chile 2	I region – Tarapacá	199	Obtained	Secured	Obtained
Chile 3	VII region - Maule	12	Obtained	In progress	Obtained
Chile 4	I region – Tarapacá	12	Obtained	Submitted	Submitted
Peru 1	La Joya	351	In progress	Submitted	In progress
Colombia 3	Cesar	109	Obtained	Obtained	In progress
Chile 5	XV region - Arica	9	Obtained	Submitted	Submitted
Ecuador 1	Manta - Manabí	259	In progress	In progress	In progress
Chile 8	II region - Antofagasta	12	Obtained	Obtained	Submitted
Chile 10	IV region - Coquimbo	12	Obtained	Obtained	In progress
Chile 19	II region - Antofagasta	12	Obtained	Obtained	n.a
		1,134			

# **Pipeline**



# MEA

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
South Africa 1	Northwest Province	86	Secured	n.a	Secured
South Africa 2	Northwest Province	86	Secured	n.a	Secured
South Africa 3	Northwest Province	86	Secured	n.a	Secured
South Africa 4	Northwest Province	86	Secured	n.a	Secured
South Africa 5	Northwest Province	86	Secured	n.a	Secured
South Africa 6	Northwest Province	86	Secured	n.a	Secured
South Africa 9	Mokopane - Limpopo	83	n.a	n.a	n.a
_		600			

# Asia

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
India 1	Afzalpur	28	Obtained	Obtained	n.a
		28			
Total Pipeline:		3,120			

# **Identified opportunities**



# Europe

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
Spain 2	Sevilla	300	Obtained	Submitted	In progress
Spain 3	Badajoz	288	In progress	Submitted	In progress
Spain 4	Cáceres	162	Obtained	Submitted	In progress
Spain 5	Cáceres	360	In progress	Submitted	In progress
Spain 6	Sevilla	60	Obtained	Submitted	In progress
Spain 7	TBD	32	In progress	Secured	In progress
Spain 8	TBD	32	In progress	Secured	In progress
Spain 10	Jaén	100	n.a	n.a	n.a
Spain 11	Zaragoza	281	n.a	n.a	n.a
Italy 1	Roma	70	n.a	n.a	n.a
Italy 2	Roma	48	n.a	n.a	n.a
Portugal 1	Ourique, Conceição e Panoias	300	n.a	n.a	n.a
Spain 12	Huesca	40	n.a	n.a	n.a
		2 072			



## North America

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
USA 5	Georgia	115	Secured	In progress	Submitted
USA 9	South Carolina	157	Secured	In progress	Secured
USA 10	Colorado	60	Secured	n.a	In progress
USA 11	New Mexico - SPP	113	Secured	In progress	In progress
USA 12	New Mexico - SPP	115	Secured	In progress	In progress
USA 13	New Mexico - SPP	60	In progress	In progress	In progress
USA 14	Colorado	27	Secured	n.a	n.a
		647			

### Asia

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
India 2	Rajasthan	419	In progress	In progress	n.a
Malaysia 1	ТВС	75	In progress	In progress	n.a
India 3	Rajasthan	265	In progress	In progress	n.a
		759			



### South America

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
Chile 1	XV region – Arica	300	Obtained	In progress	Obtained
Colombia 2	Santa Rosa de Lima	118	n.a	Submitted	n.a
Chile 6	I region - Tarapacá	12	In progress	In progress	n.a
Chile 7	II region - Antofagasta	12	Submitted	In progress	n.a
Chile 9	III region - Atacama	12	n.a	n.a	n.a
Chile 11	II region - Antofagasta	12	Submitted	Submitted	n.a
Chile 12	TBD	150	n.a	n.a	n.a
Colombia 4	Chinú - Cordoba	12	n.a	n.a	n.a
Colombia 5	Chinú - Cordoba	24	n.a	n.a	n.a
Chile 13	Region Metropolitana	12	In progress	In progress	n.a
Chile 14	VI region - O'Higgins	12	In progress	In progress	n.a
Colombia 6	Nobsa - Boyacá	12	n.a	n.a	n.a
Colombia 7	Nobsa - Boyacá	12	n.a	n.a	n.a



### South America

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
Chile 15	Región Metropolitana	12	In progress	In progress	n.a
Chile 16	III región - Atacama	12	In progress	In progress	n.a
Chile 17	III región - Atacama	12	In progress	In progress	n.a
Chile 18	II region - Antofagasta	12	In progress	In progress	n.a
		745			



# MEA

Project	Location	MWdc	Site control	Interconnection rights	Environmental approvals
South Africa 7	Northwest Province	86	Secured	n.a	n.a
South Africa 8	Northwest Province	86	Secured	n.a	n.a
Israel 1	TBD	270	In progress	In progress	In progress
Tunisia 1	TBD	84	In progress	In progress	In progress
South Africa 10	TBD	100	n.a	n.a	n.a
South Africa 11	TBD	70	n.a	n.a	n.a
South Africa 12	Northern Cape	10	n.a	n.a	n.a
South Africa 13	Limpopo	9	n.a	n.a	n.a

715