



# Investor presentation

H1 2016 results

September 20, 2016



# Speakers of the day



Sébastien CLERC  
*Chief Executive Officer*

Joined Voltalia in 2011

- **27 years** of experience in the infrastructures and renewable sector and former founder and head of *Natixis Environnement Infrastructures*



Marie de LAUZON  
*Chief Administrative Officer*

Joined Voltalia in 2014

- **14 years** of experience in investment banking, consulting and asset management and 2 years of experience in the renewable sector



Introduction  
to a fast-growing integrated  
renewable energy player



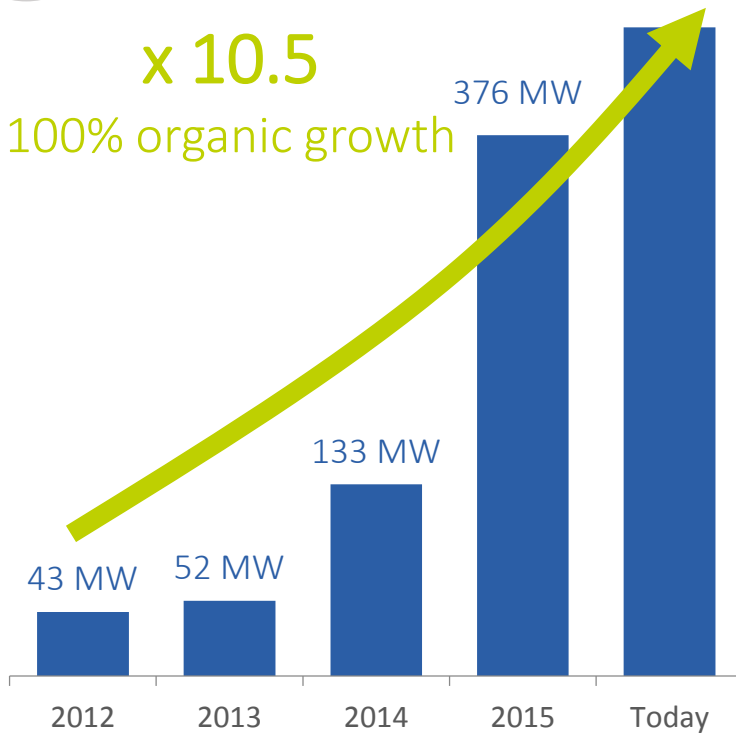


# A successful 10-year track record<sup>1</sup>



Installed capacity **451 MW**

**x 10.5**  
100% organic growth



**897 MW** developed and sold<sup>2</sup>



**1,107 MW** built



**1,078 MW** operated and maintained

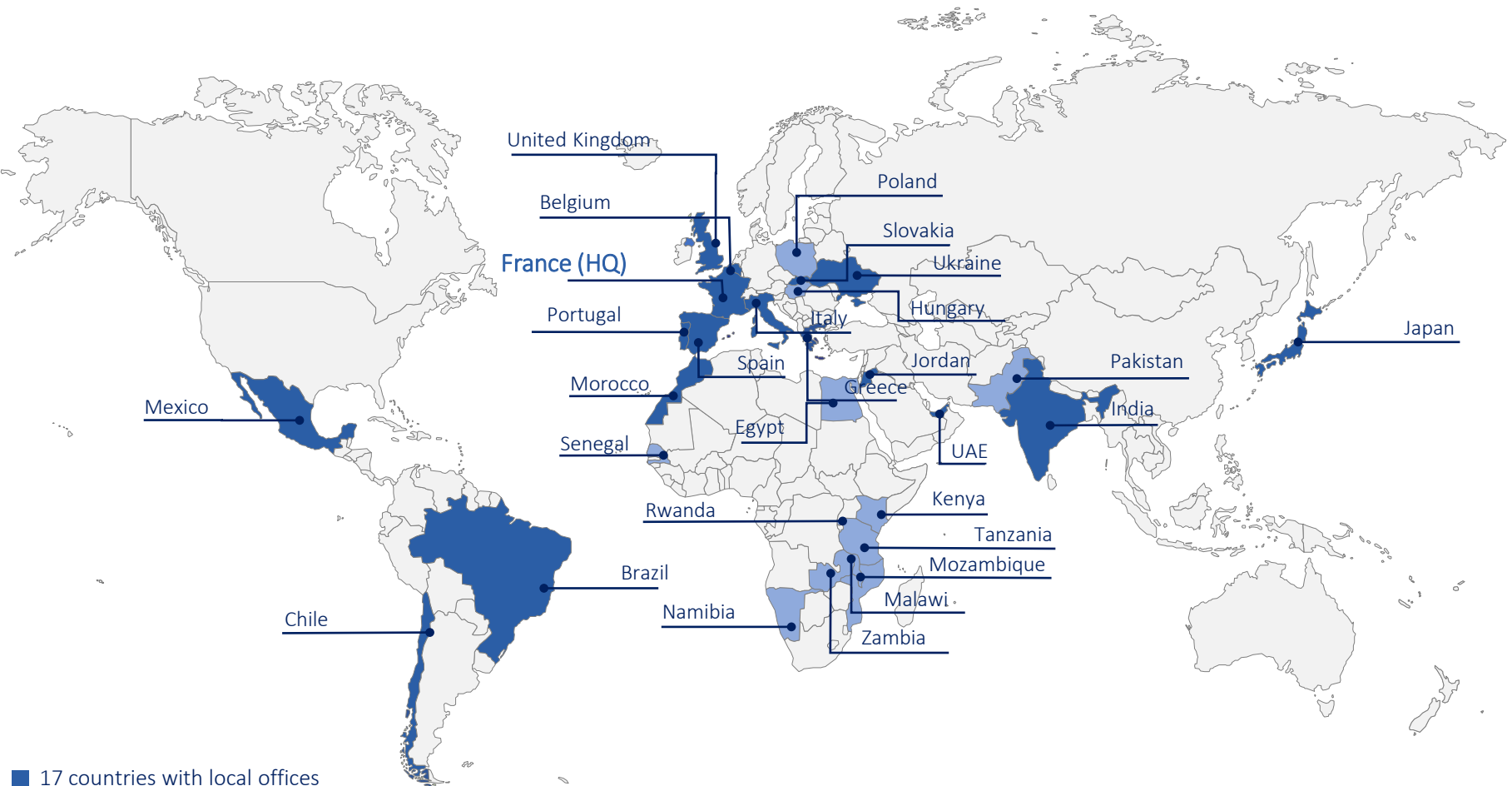
(1) Data combining Voltalia's and Martifer Solar's track records

(2) Includes projects sold to third-party clients and minority stakes within consolidated projects sold to third-party investors





# A global footprint



■ 17 countries with local offices

■ Development activities  
(12 countries without local offices)





# A business model integrating all key expertise

## Development (2 - 8 years)



### Conception

- Land negotiation
- Plants design
- Authorizations
- Sales contracts



### Financing

- Legal and tax management
- Project financing

## Construction (1 - 2 years)



### Project management

- Engineering
- Procurement
- Construction management

## Operation (15 - 40 years)



### Operation & Maintenance

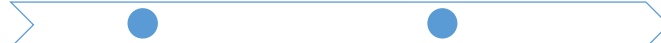
- Power plant operation
- Equipment maintenance



### Energy sales

- Energy sales to national operators

 solairedirect



Private Equity Funds



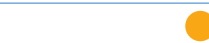
Yieldcos



Third-party services providers



 energies nouvelles



 Scatec Solar



 voltaia

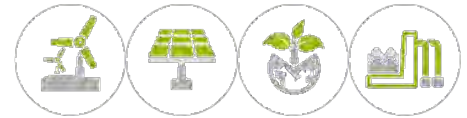




# Our M<sup>3</sup> positioning



Multi-energy



Multi-country



Multi-business model



A WIDE RANGE OF EXPERTISE TO SELECT THE BEST OPPORTUNITIES



A strong industrial expertise  
with a demonstrated  
operational agility







# An operational agility creating strong added value

## INDUSTRIAL APPROACH

- Integrated over the entire value chain
- Long-term planning IPP  
Ex: Serra Branca Cluster
  - 1.2 GW total potential
  - 258 MW in operation
  - 52 km high tension line built in 2014

## TECHNICAL EXPERTISE

- 378 MW commissioned in 22 months in Brazil
- Isolated site experience  
Ex : Oiapoque hybrid project in Amazonia
- Project management in complex geographies  
Ex : ongoing construction of a 57 MW solar PV project for a client in Jordan

## PERMANENT FOCUS ON VALUE CREATION

- 100% of projects have secured long-term sale contracts
- Extra value created through anticipation of construction and energy sales on the free market  
Ex : Areia Branca, Vila Para, ...





# A demonstrated ability to deliver projects on time

YEAR	COUNTRY	SITE	CAPACITY	ENERGY	ADVANCE / (DELAY) ON SCHEDULE IN MONTHS
2014	France	Adriers	10 MW	Wind	
2014	France	Molinons	10 MW	Wind	
2014	Brazil	Areia Branca (tranches 1 & 2)	60 MW	Wind	
2015	Brazil	Areia Branca (last tranche)	30 MW	Wind	(1.5)
2015	Brazil	São Miguel do Gostoso	108 MW	Wind	+1
2015	Brazil	Oiapoque (phase 1)	12 MW	Hybrid plant (thermal+hydro) in isolated area	+5
2015	Brazil	Vamcruz	93 MW	Wind	+6
2016	Brazil	Vila Para (on-going commissioning)	75 MW	Wind	+4





# Strong expertise in third-party services

## SOLID REFERENCES AND WELL-ESTABLISHED REPUTATION

### CLIENTS



### AWARDS



2014 Business expansion award



2013 - 4<sup>th</sup> Global integrated renewable player



2015 Best solar solution company

Credit for icons: flaticon.



A distinctive asset base:  
high-performing assets  
offering long-term visibility on  
top rate locations





# A minor sensitivity to support policies

# 85%

Share of Voltalia's installed  
capacity generating electricity at a  
competitive price

Country



French Guiana<sup>1</sup>



Support  
policies

YES

NO

NO

YES

Note : as of September 19, 2016

(1) Except support mechanism for one solar plant



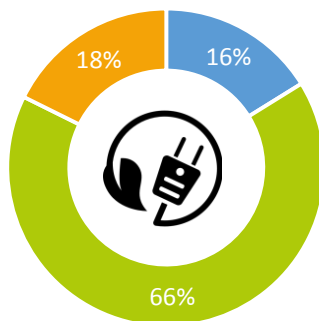


# An asset base offering long-term visibility on revenues

# 18 years

(as of 09/19/2016)

Average residual maturity  
of long-term electricity sales contracts



■ 6 < durée résiduelle < 15 ans

■ 15 ≤ durée résiduelle < 20 ans

■ Durée résiduelle ≥ 20 ans

# 100%

of Voltalia's plants benefit from revenues  
secured by long-term contracts (PPAs)





# One of the highest availability rate in the industry

97%

Availability rate of  
Voltalia's assets in 2015

Projects developed on  
first choice locations,  
carefully selected

+

Sound industrial know-  
how limiting operational  
problems





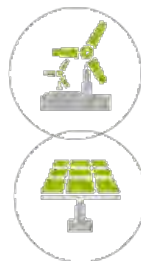
# Best-in-class load factors

# 46%

Average load factor for all Voltalia consolidated power plants in 2015



**METRO. FRANCE**



27%

18%



**GREECE**



18%



**BRAZIL**



54%<sup>(1)</sup>

H<sup>(2)</sup>

33%



**FRENCH GUIANA**



32%<sup>(3)</sup>



14%



77%

Note: 2015 actual load factors

(1) With Sao Miguel do Gostoso (COD June 2015), Oiapoque (COD November 2015) pro rata temporis. Excludes Vamcruz (COD December 2015, 66% load factor) due to seasonality

(2) Hybrid power plant (diesel + hydro)

(3) Production interrupted due to issue on the grid



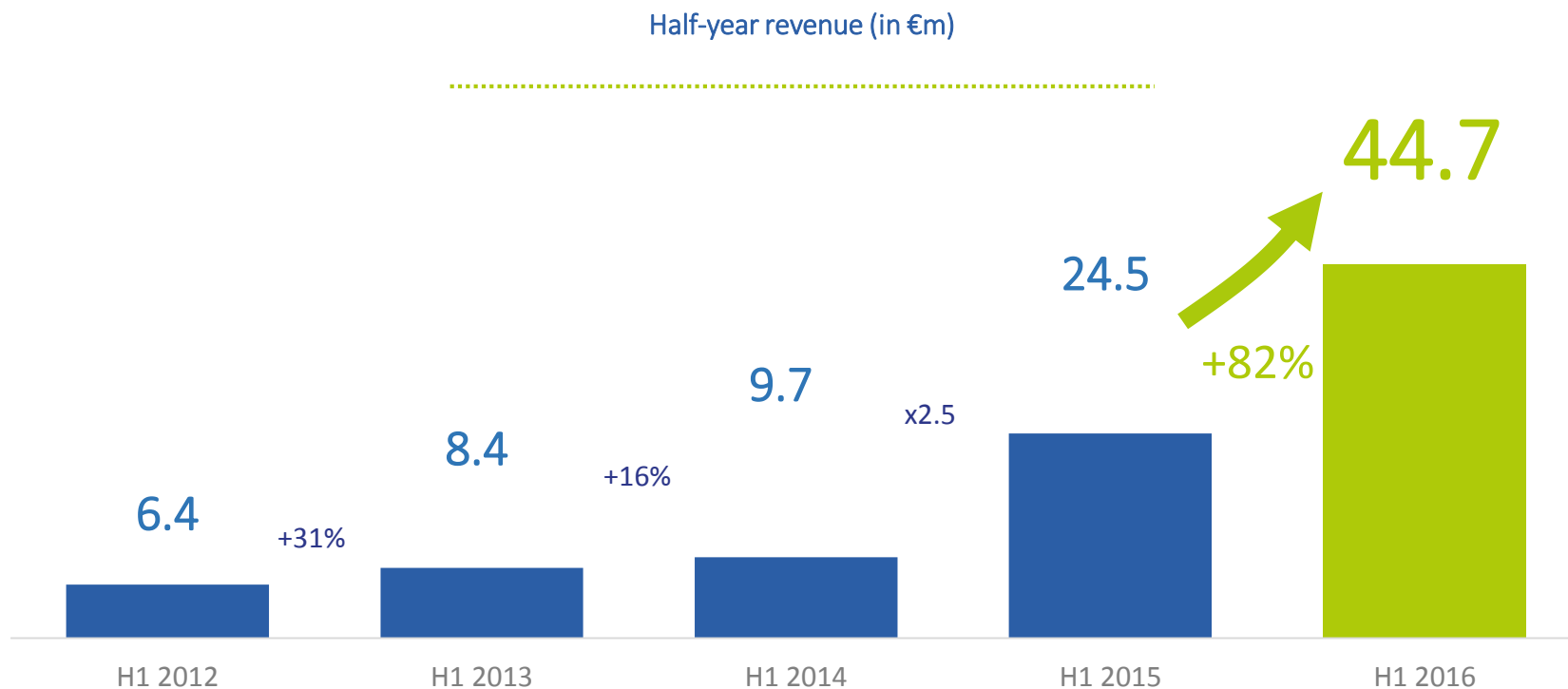


# Financials





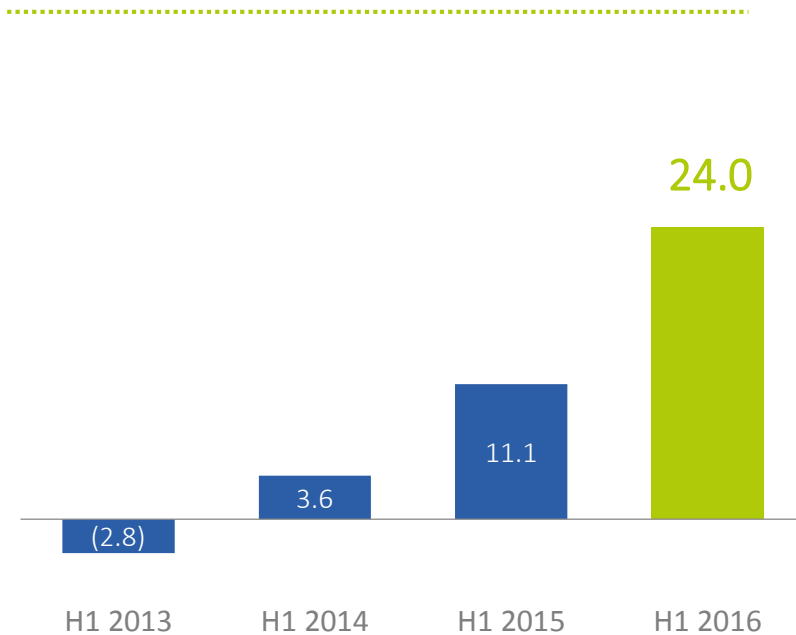
# A confirmed growth dynamic



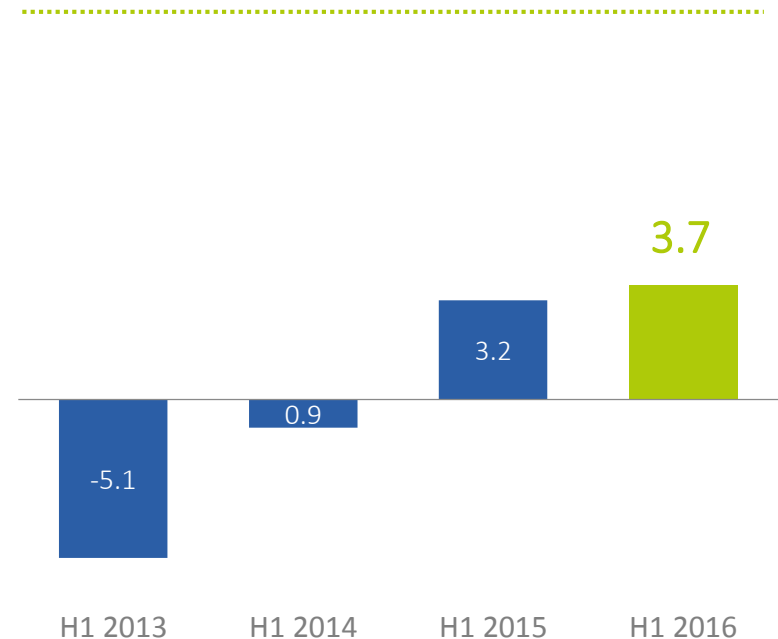


# ...resulting in an improvement of operational profitability

EBITDA (in €m)



Net income (in €m)





# Consolidated P&L

(in million euros IFRS – audited data)

	06/30/2016 6 months	06/30/2015 6 months	Variation
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Turnover	42.0	24.5	+71%
Other revenues	2.7	na	na
<b>Revenues</b>	<b>44.7</b>	<b>24.5</b>	<b>+81%</b>
Operating costs and others <sup>(1)</sup>	(20.7)	(13.4)	+37%
<b>EBITDA</b>	<b>24.0</b>	<b>11.1</b>	<b>x 2.1</b>
<i>EBITDA margin (%)</i>	<i>53.7%</i>	<i>45.2%</i>	<i>+8,5 pts</i>
Depreciation, amortizations and provisions	(6.8)	(3.7)	+81%
<b>Operating result</b>	<b>17.1</b>	<b>7.5</b>	<b>x 2.3</b>
Net financial result	(11.4)	(3.0)	ns
Taxes, results from associates and minority interests	(2.0)	(1.3)	na
<b>Net income</b>	<b>3.7</b>	<b>3.2</b>	<b>+16%</b>

- Strong growth driven by**

- The Brazilian power plants (wind farms and hybrid plant) commissioned since June 30, 2015
- Excellent overall operational performance

- Acceleration of new plants' commissioning leading to strong operational leverage**

- Nearly all costs are charged in local currency to ensure a strict control on margins

- Increase of the cost related to net financial debt explained by the expansion in Brazil and impacted by**

- Loans for new projects
- Increase in the applicable Brazilian interest rate as a result of high inflation rates

(1) Excluding depreciations, amortizations and provisions





# Consolidated balance sheet

(in million euros  
IFRS – audited data)

	06/30/2016	12/31/2015
<b>Assets</b>	<b>731.3</b>	<b>551.2</b>
Fixed assets	639.1	487.8
Current assets	34.5	19.8
Cash balance	57.7	43.6
<b>Liabilities</b>	<b>731.3</b>	<b>551.2</b>
Equity – Group share	177.2	153.4
Minority interests	70.5	57.8
Non-current liabilities (excl. financial debt)	7.2	4.3
Long-term financial debt	298.1	260.8
Current liabilities (excl. financial debt)	45.3	30.5
Short-term financial debt	133.0	44.4

- Increase in fixed assets due to significant investments:
  - Ongoing constructions

- Long-term loans for wind farms in operation and in construction reached € 37.3m
  - 37.3 €m increase due to the long-term refinancing from BNDES to finance the construction of the SMG and VamCruz Brazilian wind farms

- Short-term loans consisting in
  - Vila Para bridge loan ahead of BNDES long-term financing
  - Current maturity instalments of long-term loans



A growth acceleration





# 2016 highlights in IPP: pursuit of organic growth

## A proven ability to win tenders in France

Winning of a **4 MW photovoltaic solar project** in French Guiana :  
first project with **storage** (2.4 MW)

**First hydroelectric project won** in Metropolitan France (**4.5 MW**)

New **“balance manager”** status in France and authorization of **purchase for resale to end-use consumers**



## Update on Brazilian achievements

**Signing with Gamesa of the purchase contract** for the Vila Acre wind turbines in Brazil (27 MW)

**Commissioning of the first 75 MW at the Vila Para wind farm** (99 MW total capacity)



## Pipeline diversification

**Buy out of a minority partner** (49.9%) in a portfolio of 4 wind farm projects in development in France (76 MW)

**Acquisition of Alterrya Maroc**, owner of 185 MW of wind power and 100 MW of solar power portfolio of projects under development



September 2016 : thanks to Voltalia, Brazil achieves a historic milestone  
exceeding 10 GW historic capacity

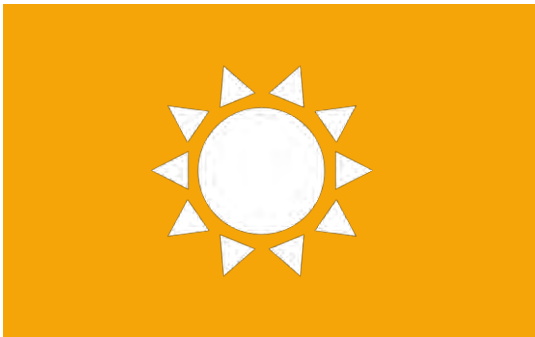




# August 2016: acquisition of Martifer Solar

## Overview

100% solar



**Global leader  
in the solar PV business**

Created in 2006, Martifer Solar is specialized in the development, construction and operation and maintenance of solar PV plants

4 continents



**Present on 4 continents**

Europe, Latin America, Asia, Africa  
Head office near Porto, with Portugal representing less than 6% of 2015 revenues

100% services



**100% dedicated to  
third-party clients**

Martifer Solar develops, builds and operates solar projects for third-party clients

Credit for icons: flaticon.





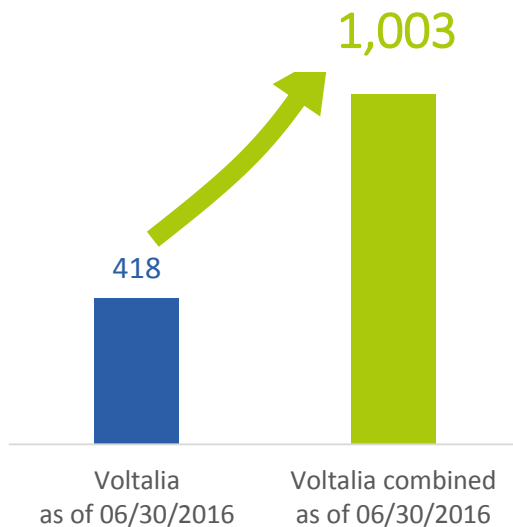


# August 2016: acquisition of Martifer Solar

## A significant change in dimension

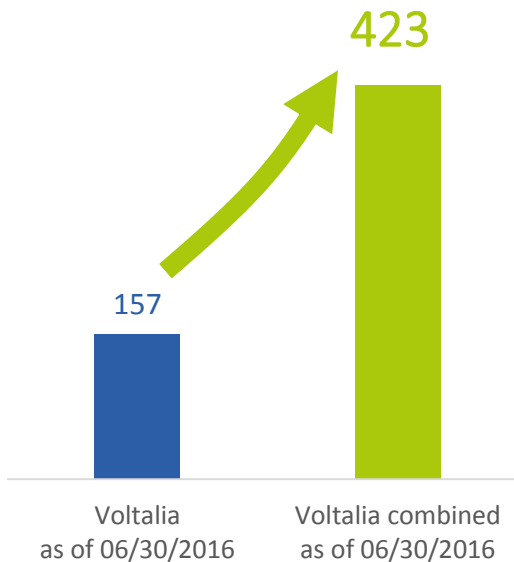
### MW operated

x 2.4



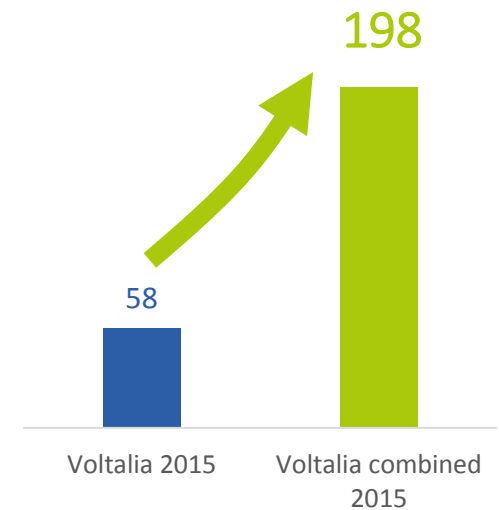
### Staff

x 2.7



### Revenues

x 3.4





# Voltalia's success story

2005-2011

## BUILD UP AND FIRST OPERATIONS

- 4 geographies
- 4 energies

2012-2016

## FAST ORGANIC GROWTH AND FIRST PROFITS

- Installed capacity x10.5
- 100% organic growth
- Exceptional track record in **wind energy** in **Brazil**
- One new country: **Morocco**

2017-2019

## M<sup>3</sup> STRATEGY FOR PROFITABLE GROWTH

- Higher focus on **solar**
- Active in 29 countries to **select best opportunities**
- Using inhouse expertise to **service external clients**
- Continued focus on **value creation**



# Voltalia's 2017-2019 outlook





# New ambitious targets for 2019

Consolidated  
installed capacity

1 GW

451 MW  
*As of today*

Operated capacity

3 GW

*of which 1 GW own consolidated capacity  
and 2 GW operated for third-party clients*

1,078 MW  
*As of today*

Full-year EBITDA<sup>1</sup>

€180 m

€31.9 m  
*As of 12/31/2015<sup>2</sup>*

1 : On the basis of the following exchange rate : 1EUR = 4BRL

\* Pro forma consolidated EBITDA aggregate as 12/31/2015





# Renewable energy producer strategy

1

Industrial approach with projects developed/built/operated internally

2

Selectivity thanks to large pipeline (multi-business model)

3

Long-term player with limited asset rotation

4

Cash-flow diversification geographically

5

Long-term project financing in local currency

6

Value creation through entrepreneurial agility





# Heading to a strong self-sustained growth

1 GW

Consolidated  
installed capacity

x2.2 vs. today\*

\* 451 MW as of 09/19/2016





# A solid development capacity

## DEVELOPMENT

EUROPE, LATAM, AFRICA,  
MIDDLE EAST, ASIA

Projects to be sold or  
owned

## BACKLOG

FRANCE,  
FRENCH GUIANA,  
BRAZIL, MOROCCO

Projects to be built and  
owned before 2019

2.8 GW

215 MW

3 GW  
**PIPELINE\***

EUROPE, LATAM, AFRICA,  
MIDDLE EAST, ASIA

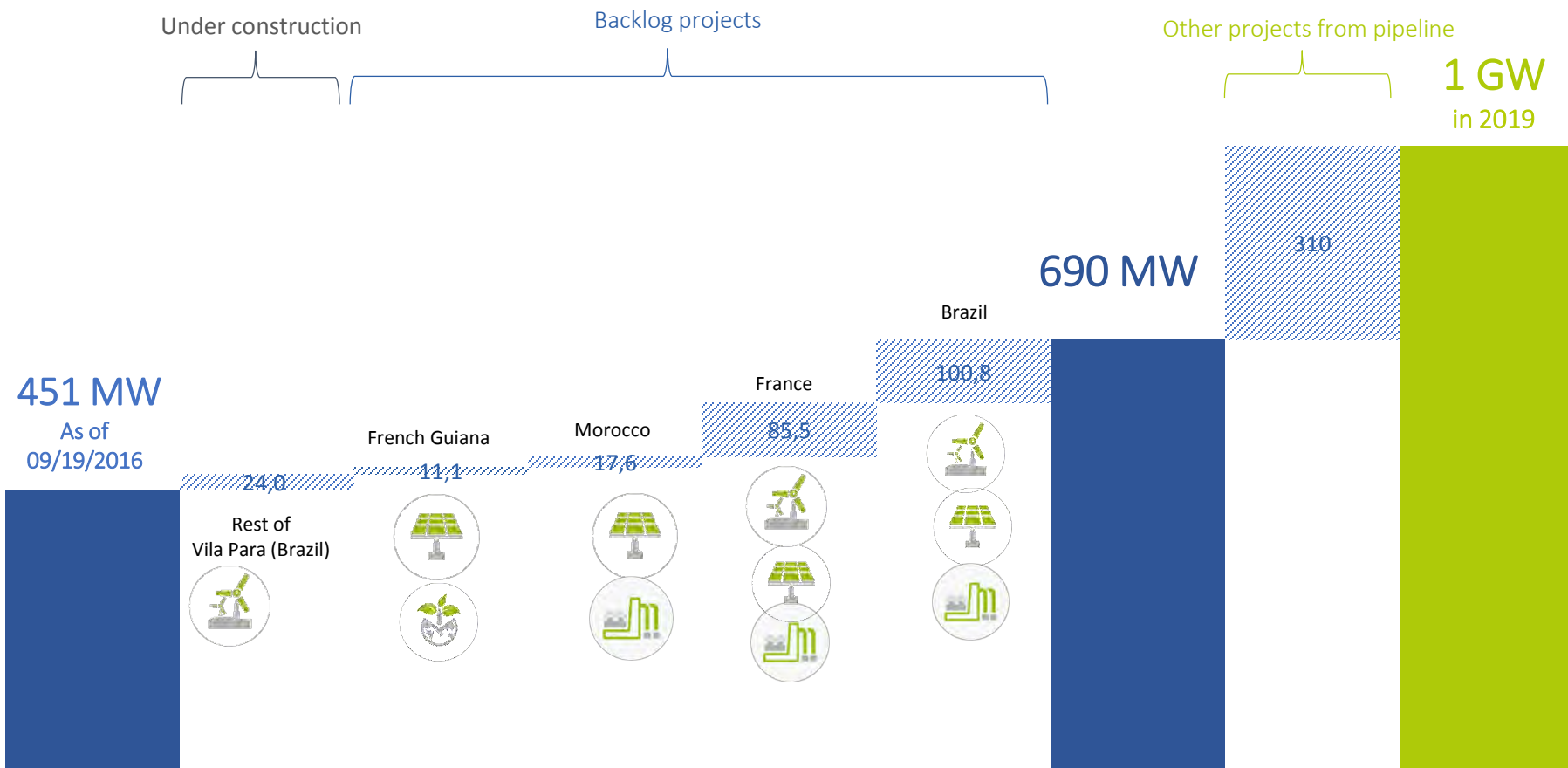
Projects to be sold or  
owned

\* As of 06/30/2016





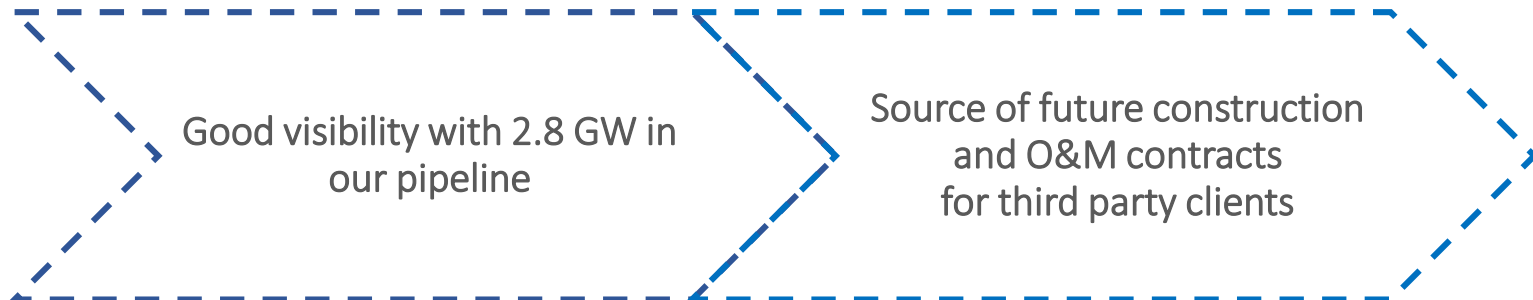
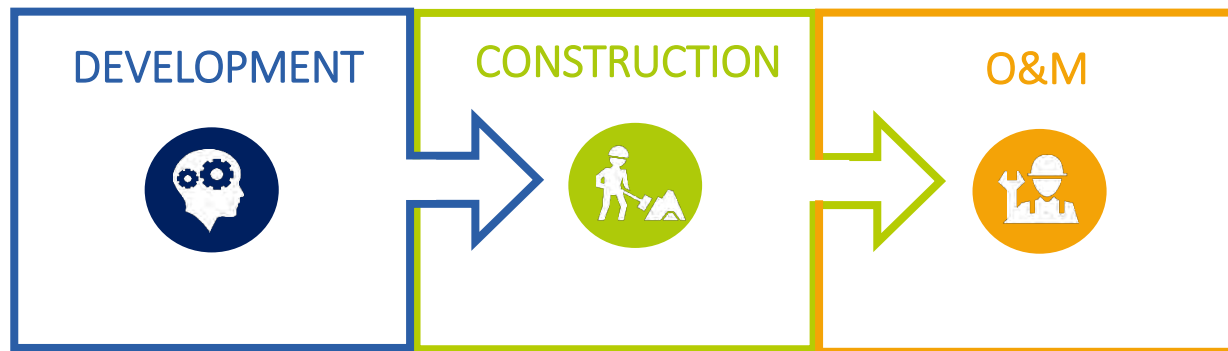
# A clear roadmap to meet our 1 GW target







# Our pipeline: also a pulling force for services activities





# Service provider strategy

Develop projects in a dedicated subsidiary  
Sign construction and/or O&M contracts with subsidiary  
Sell the subsidiary to investors



AVOID COMPETITION  
ON CONSTRUCTION AND  
O&M\*

Selectively win construction contracts  
in competitive markets



OPPORTUNISTIC  
APPROACH FOR  
CONSTRUCTION

Ambitiously win O&M contracts in  
competitive market  
  
Launch wind O&M business



STRATEGIC  
APPROACH FOR O&M

\*O&M: Operations and Maintenance contracts





# A leading position on the O&M market

3 GW

Consolidated  
operated capacity

of which 1 GW consolidated owned capacity and  
2 GW operated for third-party clients

x 2.8 vs. today\*

\* 1,078 MW as of 09/19/2016





# Value creation on Martifer Solar acquisition

## Growth synergies



Support Valtalia's 1 GW installed capacity target in 2019 via Martifer Solar's pipeline



Increased optionality in selecting the best investment opportunities



Commercial synergies for O&M leveraging Valtalia's wind expertise

## Costs synergies



O&M synergies with over 1 GW operated (one global monitoring center)



Economies of scale, mainly on support functions and procurement



Better credit rating



Higher margins on contracts





# First target point on the EBITDA growth curve

€180 m

Full-year EBITDA<sup>1</sup>

x5.6 vs. 2015

	ELECTRICITY SALE	O&M	DEVELOPMENT / CONSTRUCTION	OTHERS**	TOTAL
2019 EBITDA	€165m	€10m	€30m	€(25m)	€180m
2015 EBITDA*	€30.3m	€3.3m	€(3.1m)	€1.4m	€31.9m

1 : On the basis of the following exchange rate : 1EUR = 4BRL

\* Pro forma consolidated EBITDA aggregate as of 12/31/2015

\*\* Corporate and eliminations





# Dividend distribution to start in 2018

**First dividend** in 2018  
based on 2017 results



**Payout ratio** to  
progressively increase  
to 30% of the group  
share net result



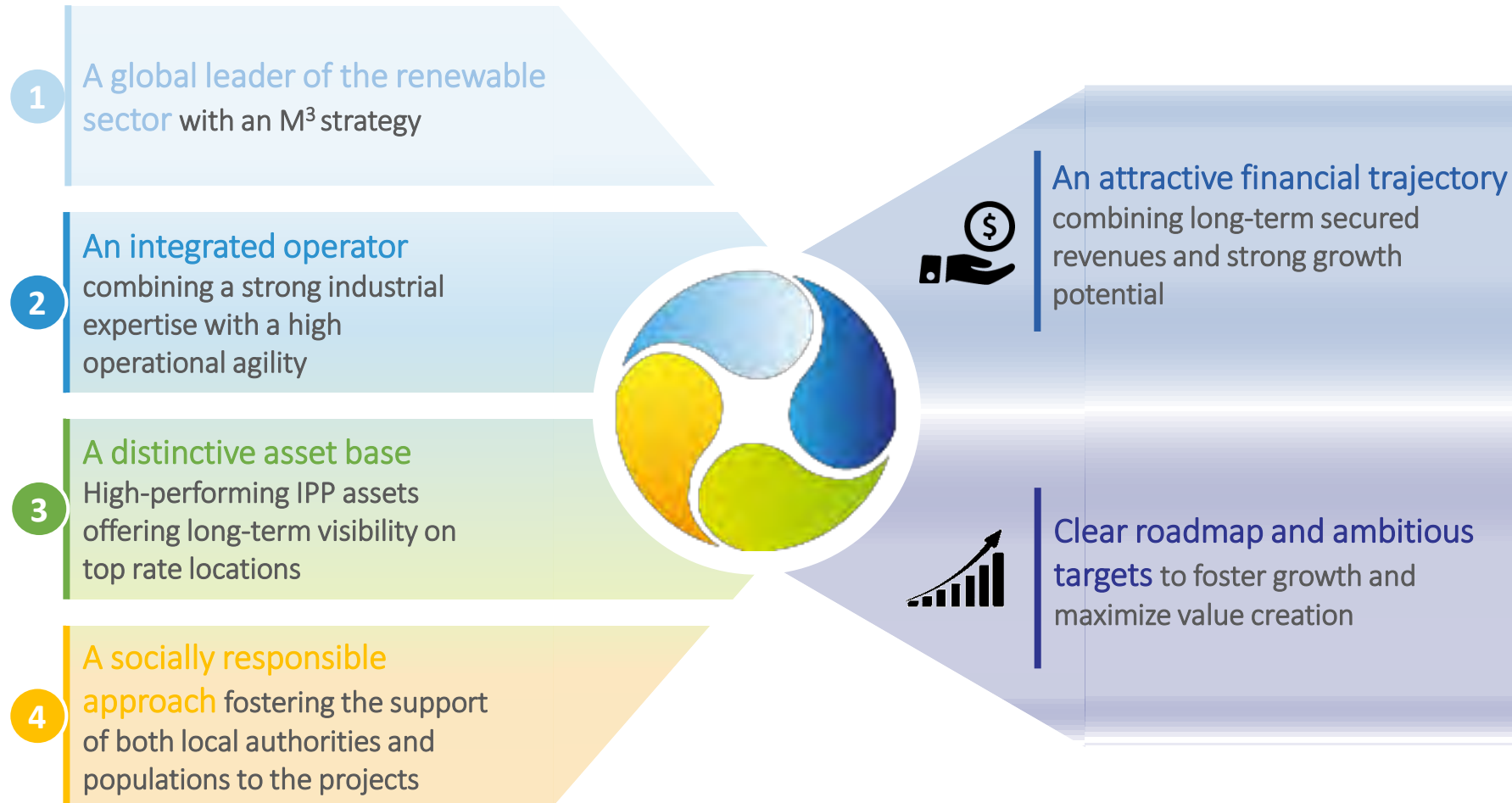
**If appropriate**  
possibility for every  
shareholder to opt for a  
dividend payment in shares

Credit for icons: flaticon.





# What makes Voltalia unique?





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*Improve global environment  
Foster local development*

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# Appendices





# Multi-energy: a demonstrated ability to make the most of each region's energy potential







ENERGY	IPP		SERVICE PROVIDER		
	OWNED ASSETS	TOTAL CAPACITY AS OF 06/30/2016	MW DEVELOPED AND SOLD*	MW BUILT	MW OPERATED
	11	333.2 MW	132 MW	342 MW	342 MW
	12	16.5 MW	764 MW	616 MW	635 MW
	1	5.4 MW	1 MW	5 MW	5 MW
	2	9 MW	0.4 MW	2 MW	9 MW
	1	12 MW	N/A	12 MW	12 MW

\* Includes projects sold to third-party clients and minority stakes within consolidated projects sold to third-party investors



# Voltaia's 215 MW backlog (1/4)

## France (1/2)

PROJECT	MW	ENERGY	EXPECTED COD	STATUS AS OF JULY 2016
FR 1	8.2		S2 2017	<ul style="list-style-type: none"> <li>Land and grid connection secured</li> <li>PPA and main permit signed</li> </ul>
FR 2	3.8		S2 2017	<ul style="list-style-type: none"> <li>Land and grid connection secured</li> <li>PPA signed</li> <li>Main permit applied</li> </ul>
FR 3	10.2		S2 2017	<ul style="list-style-type: none"> <li>Land and grid connection secured</li> <li>PPA signed</li> <li>Main permit applied</li> </ul>
FR 4	8		S2 2018	<ul style="list-style-type: none"> <li>Land secured, PPA (FiT) available</li> <li>First legal dispute on main permits won</li> <li>Grid connection in progress</li> </ul>
FR 5	14		S2 2018	<ul style="list-style-type: none"> <li>Land secured, PPA (FiT) available</li> <li>First legal dispute on main permits won</li> <li>Grid connection in progress</li> </ul>
FR 6	10		S2 2018	<ul style="list-style-type: none"> <li>Land and grid connection secured</li> <li>PPA (FiT) available</li> <li>First legal dispute on main permits won</li> </ul>





# Votalia's 215 MW backlog (2/4)

## France (2/2)

FR 7	12.5		S2 2018	<ul style="list-style-type: none"> <li>Land and grid connection secured</li> <li>PPA (FiT) available</li> <li>First legal dispute on main permits won</li> </ul>
FR 8	14.3		S2 2018	<ul style="list-style-type: none"> <li>Land and grid connection secured</li> <li>PPA (FiT) available</li> <li>First legal dispute on main permits won</li> </ul>
FR 10	4.5		S2 2019	<ul style="list-style-type: none"> <li>Land and grid connection secured</li> <li>Tariff secured (FiT)</li> <li>Autorisation file in progress</li> </ul>
Total projects		85.5 MW		

## French Guiana





PROJECT	MW	ENERGY	EXPECTED COD	STATUS AS OF JULY 2016
GU 1	5.1		S2 2018	<ul style="list-style-type: none"> <li>Land and grid connection secured</li> <li>On going approval of PPA</li> <li>On going registration of main permit</li> </ul>
GU 2	6		S2 2018	<ul style="list-style-type: none"> <li>Land and grid connection secured</li> <li>PPA signed</li> <li>Filed application for main permit</li> </ul>
Total projects		11.1 MW		





# Votalia's 215 MW backlog (3/4)

## Brazil


PROJECT	MW	ENERGY	EXPECTED COD	STATUS AS OF JULY 2016
BR1	16		S2 2018	<ul style="list-style-type: none"><li>• Land and grid connection secured</li><li>• Ability to participate in a tender/auctions confirmed</li></ul>
BR2	50		S2 2018	<ul style="list-style-type: none"><li>• Land and grid connection secured</li><li>• Ability to participate in a tender/auctions confirmed</li></ul>
BR3	27.3		S2 2018	<ul style="list-style-type: none"><li>• Land and grid connection secured</li><li>• PPA signed</li></ul>
BR4	7.5		S2 2019	<ul style="list-style-type: none"><li>• Land and grid connection secured</li><li>• PPA signed</li><li>• Main permit to renew</li></ul>
Total projects	100.8 MW			





# Voltalia's 215 MW backlog (4/4)

## Morocco

PROJECT	MW	ENERGY	EXPECTED COD	STATUS AS OF JULY 2016
MA1	10.4		S2 2018	<ul style="list-style-type: none"><li>• Ongoing approval for PPA</li><li>• Filed applications for main permits and grid connection</li></ul>
MA2	7.2		S2 2019	<ul style="list-style-type: none"><li>• Ongoing approval for PPA</li><li>• Filed applications for main permits and grid connection</li></ul>
Total projects	17.6 MW			

