

Presentation

FY2020 Investor Presentation

May 2021



Key Investment Highlights

✓ **Large-scale and Diversified Renewable Energy Platform**

- The largest renewable energy company in Greece with presence in the US, Poland and Bulgaria
- Vertically integrated with strong in-house competencies and capabilities in development, EPC, financing and operation of renewable energy projects (wind, hydro, solar, biomass, waste management)
- Large operating portfolio of 46 onshore wind farms (1344 MW), 3 solar plants (9 MW), 2 hydro (18 MW) 1 biomass (1 MW) and 3MW of 1 Waste and 1 Biogas Plant

✓ **High-quality Renewable Asset Portfolio**

- Young asset portfolio with a weighted average operating life of c.5 years and stable operational performance (c. 48% of installed capacity commissioned in the past 5 years)
- Stable historical availability and load factors, supported by best in class in-house O&M and management capabilities
- Best-in-class technology supplied mainly by top tier international contractors (Gamesa, Siemens, Vestas)

✓ **Stable Regulatory Framework**
✓ **Attractive Near Term Renewable Capacity Growth**

- New regulatory framework, intended to bring Greece in line with other European market-based reforms, offering some of the most attractive financial incentives for onshore wind projects across Europe
- Opportunity to grow through competitive tenders

✓ **Stable and Predictable Cash Flow Generation**
✓ **Long-term Contracted Assets**

- Stable cash flow derived from a mix of off-take agreements (PPAs) and regulated feed-in-tariffs (FiTs) with high credit quality counterparties
- Young asset fleet with weighted average remaining contracted life of c.19 years
- Strong cash yielding profile supported by balanced financing strategy

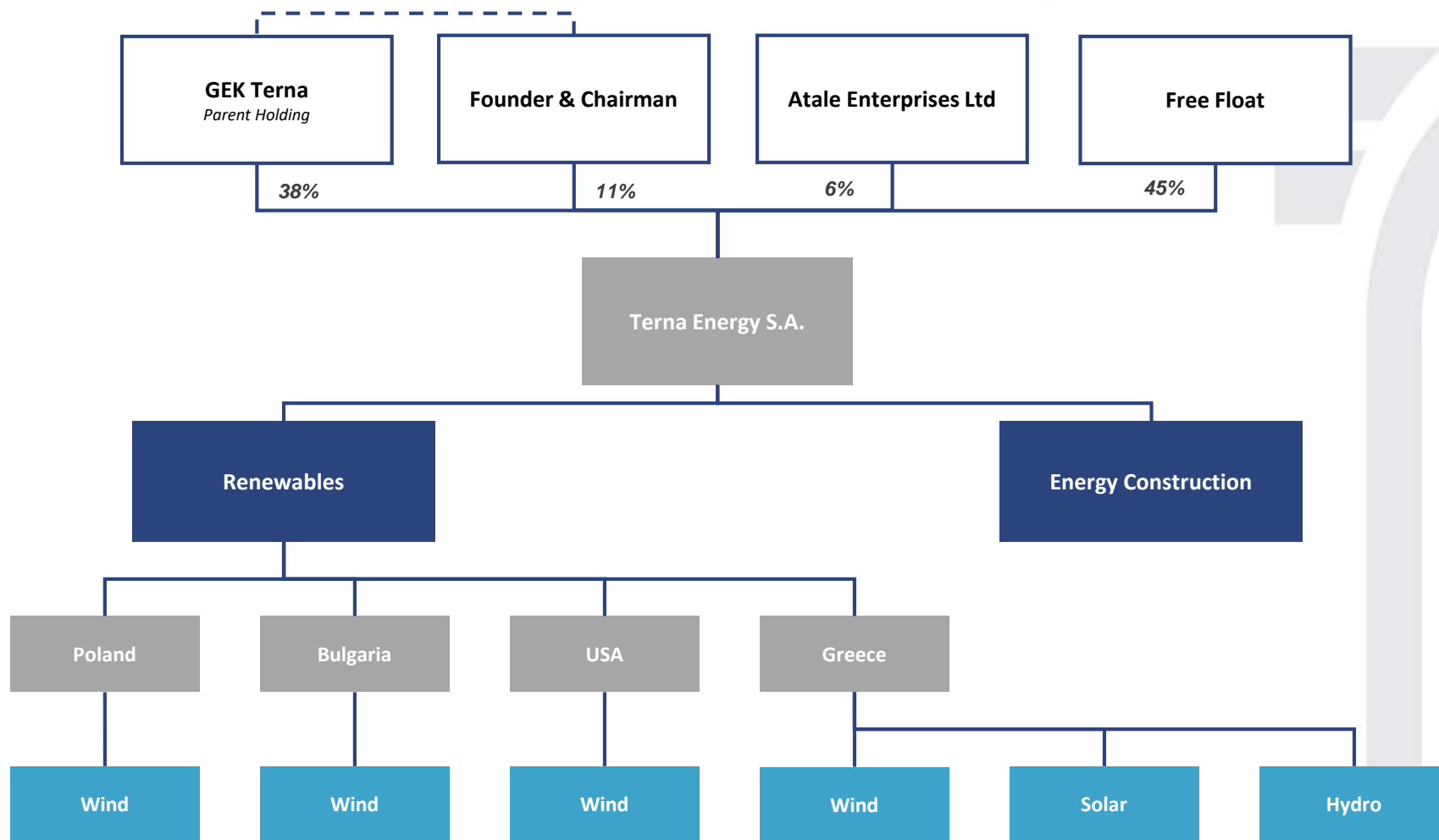
✓ **Success Story of Organic Growth and Value Creation**
✓ **Focused Strategy and Attractive Pipeline**

- Strong track record of organic growth with 442 MW developed since 2013 in 4 countries (Greece, Poland, Bulgaria and the US)
- Significant development pipeline of 429 MW

✓ **Fully Integrated Platform**
✓ **Proven Management Team**

- Experienced and highly qualified team of more than 200 staff with development, EPC, asset management and financing expertise
- Proven management team led by founder and executive chairman George Peristeris with extensive renewable energy and power experience
- Current management team has been responsible for the growth of Terna Energy since the inception of the Company

Company Structure¹



1. Shareholding Structure as on April 21, 2021

Asset Portfolio Overview¹

53 Projects



Legends

- Wind Energy
- Solar Energy
- Hydroelectric Projects
- Waste Management

Assets in Operation

	Energy Type	Capacity (MW)	COD	PPA Life Left (Y)		Energy Type	Capacity (MW)	COD	PPA Life Left (Y)
Greece		727.4							
Evoia SPA	Wind	121.0	2020	20					
Tsilikoka	Wind	10.2	2000	1.8					
Tsouka Tsougari	Wind	12.0	2000	1.8					
Profitis Elias	Wind	11.2	2001	2.6					
Pyrgari	Wind	5.4	2001	2.8					
Didimos Lofos	Wind	26.0	2005	13.8					
Perdikokorifi	Wind	14.5	2006	14.9					
Mytoula	Wind	34.2	2006	14.7					
Chonos	Wind	4.5	2006	14.5					
Chylos	Wind	11.7	2013	15.1					
Rhodos	Wind	17.9	2014	15.3					
USA		513							
Ksirovouni	Wind	6.3	2014	15.2					
Lefkes Kerasia	Wind	8.4	2018	18.9					
Servouni	Wind	18.9	2019	19.4					
Epirus Waste	Waste Management	1.6	2019	N/A					
Gouri	Wind	32.2	2014	15.6					
Poland		102							
Loggarakia	Wind	18.0	2014	15.6					
Raxoula (2)	Wind	8.0	2014	15.9					
Derveni	Wind	24.0	2014	16.3					
Mavrovouni (2)	Wind	8.0	2015	16.5					
Louzes	Wind	24.0	2008	16.5					
Eleousa	Wind	6.6	2008	17.1					
Adendro	Wind	1.0	2016	17.6					
St. George Project	Wind	73.2	2016	17.8					
Mavroplagia - Kastro	Wind	17.2	2017	18.2					
Mougoulios	Wind	16.5	2017	18.5					
Plagia - Psloma	Wind	14.9	2017	18.7					
Scopia	Wind	20.0	2010	19.2					
Raxoula (3)	Wind	6.0	2018	19.4					
Eressou Ipsoma - Fourka	Wind	36.0	2018	19.2					
Bulgaria		30.0							
Karapelit	Wind	12.0	2012	5.1					
Vranino	Wind	18.0	2013	5.2					
Total Portfolio:		1,372							

1. As on December 2020
2. Hedging agreement



Overview



Revenue in 2020 increased by 9.7% to €328.1m vs €299.1m in 2019

- EBITDA increased by 7% to €194.7m
- Primarily driven by new parks fully in operation (Fluvanna 2 and Bearkat)



2 new wind farms (158 & 197 MW) in the US (Fluvanna 2 and Bearkat) & 1 one US wind park disposal (Idaho - 138 MW)

- 2020 will be first full year of operation for 2 new Texas projects
- July 2020 - Sale of Mountain Air Wind Park (138 MW) in Idaho – c\$30m profit (IFRS) reported in Q3 – \$115.6m net debt reduction reported in Q3



Group's total Installed capacity reaches 1,373 MW

- Commissioning of 120MW in Greece in 2H20



330 MW in Greece (South Evia –Project Kafireas) will start construction soon, consisting of

- 150 MW in South Evia owned by TE
- Recently acquired 270 wind park in same area (180 MW will start)



New long term target in terms of installed capacity set at 3000 MW within next 5 years

Key Performance Indicators

Revenue
(vs 2019)

€328.1m

+9.7%

EBITDA
(vs 2019)

€194.7m

+ 7%

EBITDA Margin
(vs H1 2019)

59.4%

(60 bps)

Net Profit
(vs 2019)

€71.8m

+39%

Net Debt

€613m*

* \$215m US disposal
included

ADJUSTED EBITDA
(vs 2019)

€198.8m

+ 12.1%

Installed Capacity¹

1,373 MW

Under Construction
(or ready to be
built/acquired)

429.4 MW

Load Factor 2020
(vs. 2019)

34.2%

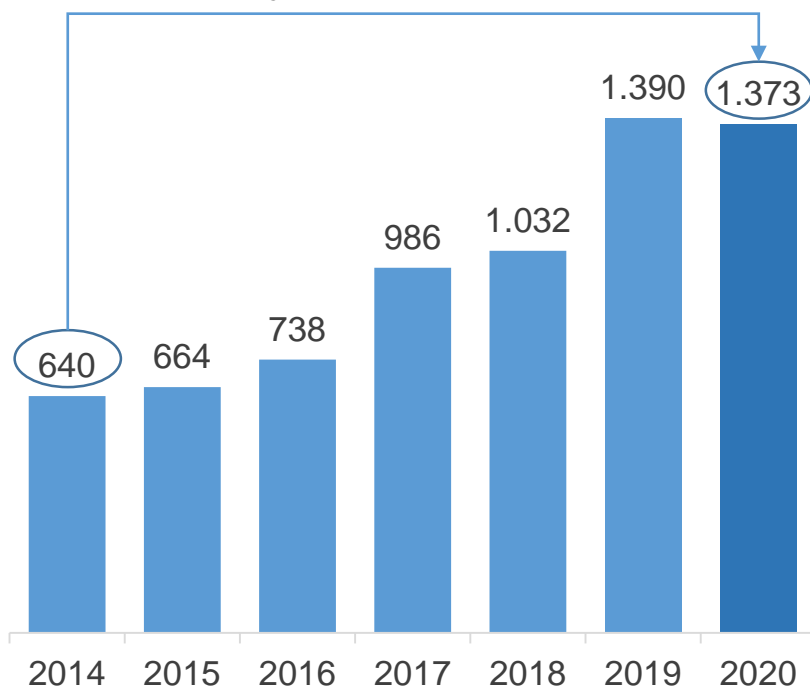
+ 280 bps

1. Includes wind, hydro, solar and biomass capacity

Installed Capacity & EBITDA

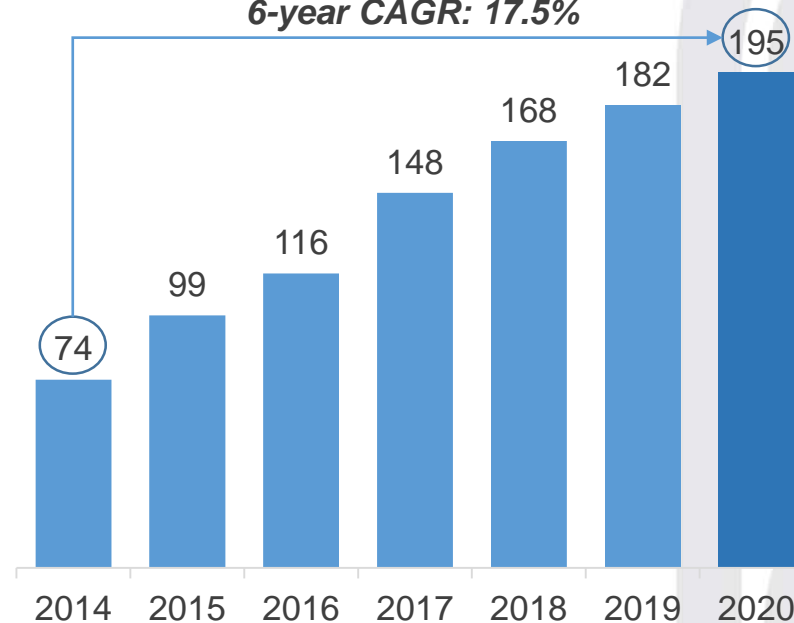
Installed Capacity (MW)

6-year CAGR: 13.6%



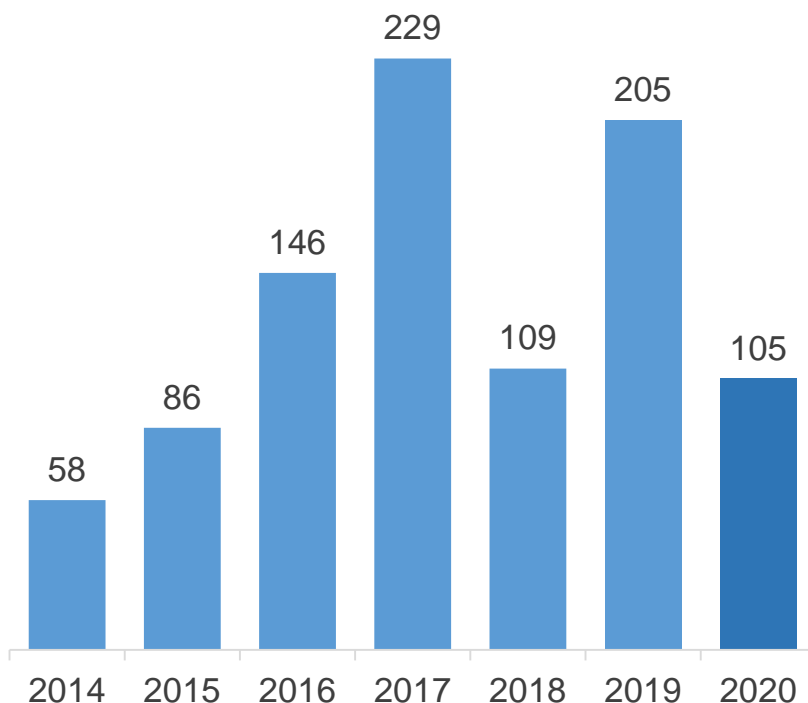
EBITDA (€m)

6-year CAGR: 17.5%



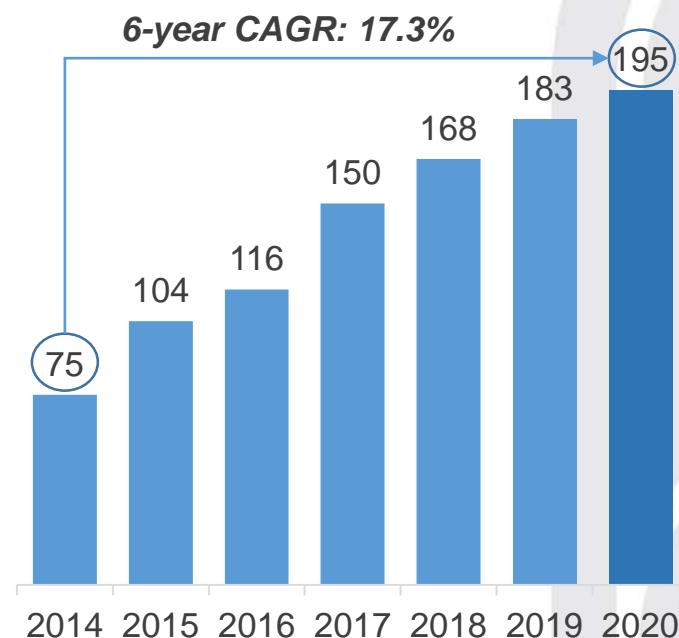
CapEx & Operating Cash Flows

CAPEX Evolution (Debt & Equity) (€m)



Operating Cash Flows (€m)¹

Cash Flow conversion² (101%) (105%) (100%) (102%) (100%) (101%) (100%)



1. Before changes in Working Capital
2. Operating Cash Flow / EBITDA

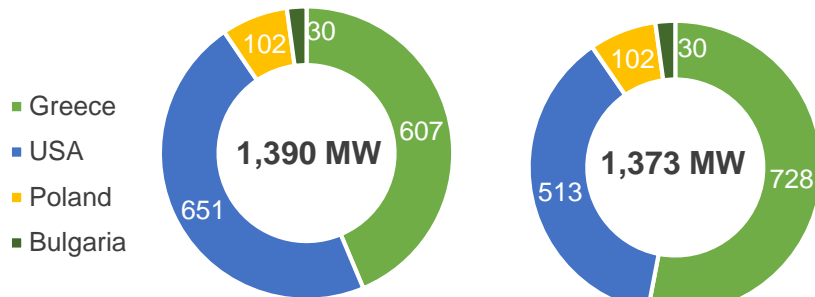
Electricity production KPIs

Highly diversified and visible revenue mix due to healthy lifetime of assets under operation

Installed Capacity Split by Country

December 2019

December 2020



Changes in Installed Capacity (vs.2019)

- Sale of Mountain Air Wind Park (138 MW) in Idaho, US
- Commissioning of 120MW in Greece

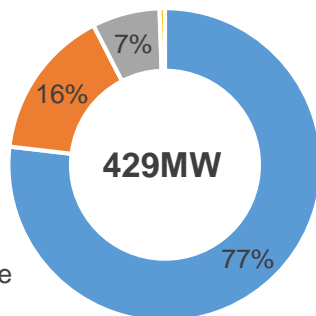
MW	Installed capacity	Under construction	Ready to start construction	Visible Pipeline
	728	360	c. 69	c.1,200
	513	-	-	-
	102	-	-	-
	30	-	-	-
Total	1,373	360	69	1,200

3GW

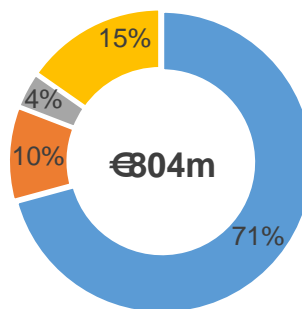
Projects Pipeline

Current CAPEX Pipeline

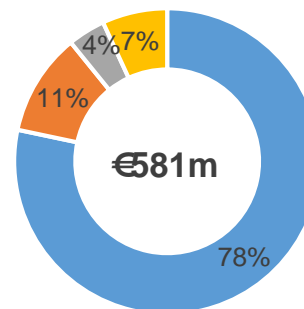
Capacity



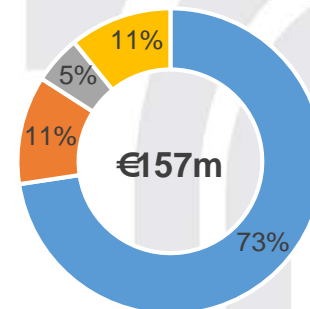
Total Project Cost¹



Project Finance Debt



Equity / Cash



- South Evoia (Karifeas)
- Evritania
- Taratsa
- Peloponnese Waste Management

Project	Type	Capacity	Total Project Cost ¹	Cash Grant/Tax Equity	Project Finance Debt	Equity / Cash	Expected commercial operation
UNDER CONSTRUCTION/READY TO BUILD			€m	€m	€m	€m	
Peloponnese Waste Management	Waste	2.4 MW	123	66	40	17	2021
South Evoia (Kafireas)	Wind	330.0 MW	569	-	455	114	2022
Taratsa	Wind	30.0 MW	31	-	23	8	2021
Evritania	Wind	67.0 MW	81	-	63	18	2022
TOTAL		429.4 MW	804	66	581	157	

1. Total project cost = Cash grant/Tax equity + Project finance Debt + Equity

Segmental analysis

	Construction			RES Energy			Concessions ²			Trading		
	2020	2019	%	2020	2019	%	2020	2019	%	2020	2019	%
Revenue ¹	26.7	47.9	(44)	273.4	237.3	15.2	13.3	10.4	(27,9)	35.9	37	(2.9)
EBITDA ¹	(0.8)	4.5	(117)	194.1	176	10.3	0.9	0.5	(80)	0.8	2.3	(65)

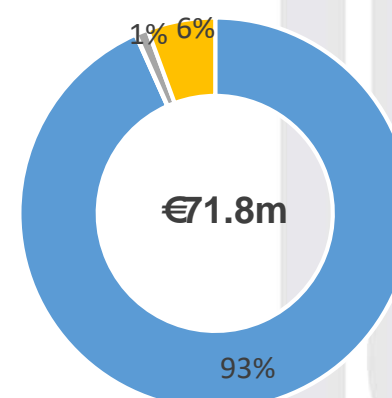
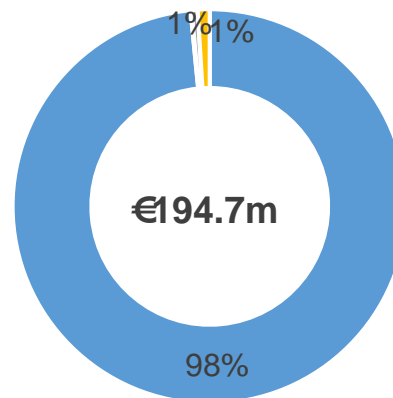
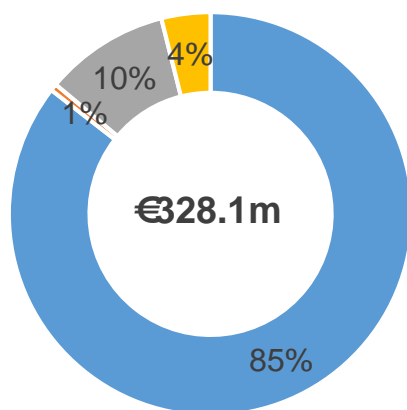
2020

Revenue

EBITDA

Net Profit

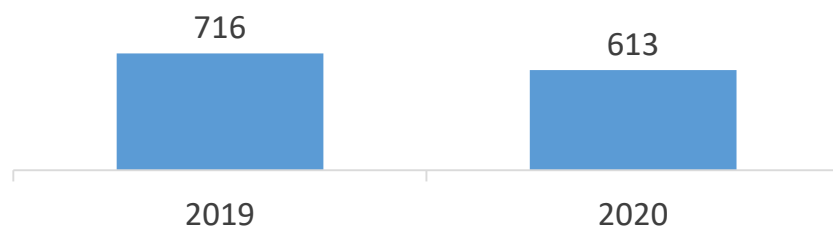
- Energy from RES
- Construction
- Electricity Trading
- Concession (e-ticket & Waste Management)



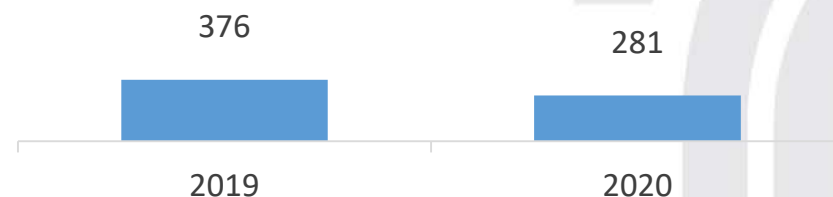
1. Before intercompany eliminations
2. includes Waste Management and E-ticketing

Net Debt & Operating Cash Flows

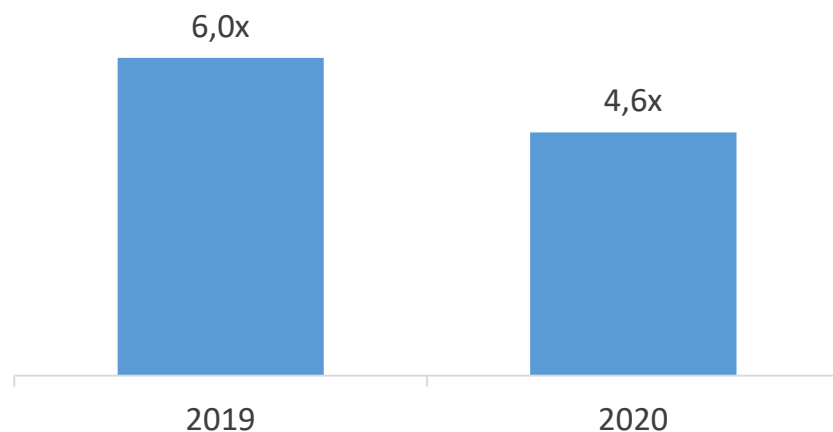
Net Financial Debt (€m)¹



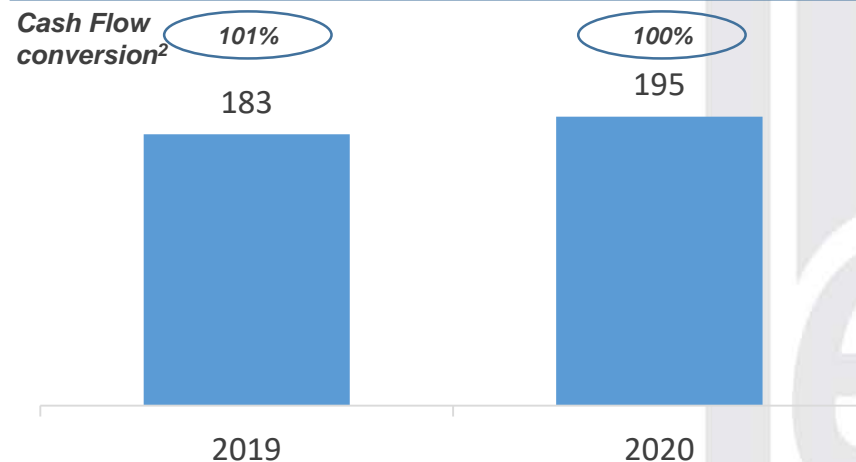
Other Financial Obligations (US Tax Equity) (€m)



Adjusted Net Leverage (incl. US Tax Equity)



Operating Cash Flows (€m)¹



1. \$215m US (Idaho) disposal in Q3 2020
 2. Before Working Capital changes
 3. Defined as operating cash flows / EBITDA

Group Profit & Loss Statement

<i>Figures in € 000's</i>	31.12.2020	31.12.2019	2020 vs. 2019
Continuing operations			
Turnover	328,091	299,144	10%
Cost of sales	(183,204)	(170,278)	8%
Gross profit	144,887	128,866	12%
Gross Profit Margin	44%	43%	1%
Administrative & distribution expenses	(23,294)	(22,519)	3%
Research & development expenses	(2,900)	(1,936)	50%
Other income / (expenses)	5,841	18,516	(68)%
Operating results	124,534	122,927	1%
as a % of revenue	38%	41%	(3)%
Financial income	5,954	5,549	7%
Financial expenses	(67,710)	(66,202)	2%
Gains / (Losses) from financial instruments measured at fair value	(412)	6,870	(106)%
Revenue from participating interest and other investments	13	522	(98)%
Gains/(Losses) from sale and valuation of participating interest other investments settlement	27,453	(4)	nm
Associates and joint ventures profit and loss proportion	166	(26)	nm
Earnings Before Tax	89,998	69,636	29%
as a % of revenue	27%	23%	4%
Income tax expense	(16,610)	(16,391)	1%
Net Earnings for the Period	73,388	53,245	38%
as a % of revenue	22%	18%	5%
Net profit for the period attributed to:			
Shareholders of the parent from continuing operations	71,795	51,552	
Non-controlling interests from continuing operations	1,593	1,693	

Group Balance Sheet

<i>Figures in € 000's</i>	31.12.2020	31.12.2019
Assets		
Total non-current assets	1,492,539	1,682,410
Total current assets	482,088	435,988
Total Assets	1,974,627	2,118,398
Equity & Liabilities		
Equity attributed to the shareholders of the parent		
Share capital	34,757	34,176
Share premium	209,870	191,793
Reserves	58,442	44,138
Retained earnings	181,323	156,439
Total equity attributable to the owners of the parent	484,392	426,546
Non-controlling interest	11,277	11,916
Total equity	495,669	438,462
Liabilities		
Total long-term liabilities	1,259,310	1,430,595
Total short-term liabilities	219,648	249,341
Total liabilities	1,478,958	1,679,936
Total Equity & Liabilities	1,974,627	2,118,398

Group Cash Flow Statement

<i>Figures in € 000's</i>	31.12.2020	31.12.2019
Cash flows from operating activities		
Profit before tax	89,998	69,636
<i>Adjustments for reconciliation of net flows from operating activities</i>		
Depreciation/Amortization of assets and rights to use	71,863	64,474
Amortization of grants	(6,764)	(7,995)
Impairment	10	3,247
Interest and other financial expenses	67,710	66,202
Revenue from participating interests and other investment	(27,466)	(518)
Other adjustments	(742)	(12,031)
Operating profit before changes in working capital	194,609	183,015
(Increase)/Decrease in:		
Inventories	1,770	(535)
Trade and non-invoiced receivables from contracts with customers	(10,643)	211
Prepayments and other short-term receivables	(7,320)	5,695
Increase/(Decrease) in:		
Suppliers and liabilities from contracts with customers	9,002	(5,108)
Accruals and other short-term liabilities	(79)	2,590
Other long-term receivables and liabilities	1,406	(1,844)
Income tax paid	(8,610)	(15,273)
Net cash flows from operating activities	180,135	168,751
Cash flows from investing activities:		
Acquisition/Disposal of tangible and intangible fixed assets	(105,316)	(169,568)
Payments for acquisition of companies less subsidiaries cash and cash equivalent	(25,040)	(53,576)
Cash and cash equivalent of the companies whose consolidation was discontinued	45,114	-
Other Cash from investing activities	(2,025)	373
Net cash flows from investing activities	(87,267)	(222,771)
Cash flows from financing activities		
Proceeds from share capital increases	67,096	(213)
Share capital return	(19,341)	(33,720)
Acquisition of Treasury Shares	(21,239)	(1,926)
Proceeds for long term loans	137,224	483,865
Payments for long term loans	(72,011)	(325,664)
Payments for equity interests having a substance of financial liability	(53,508)	(35,857)
Proceeds from equity interests having a substance of financial liability	1,052	120,718
Dividends paid	(41,549)	(1,609)
Interest paid	(43,581)	(49,673)
Other Cash Flows from Financing Activities	(9,473)	(10,660)
Net cash (outflows) /inflows from financing activities	(55,330)	145,261
Net increase/(decrease) in cash and cash equivalents	37,538	91,241
Effect of exchange rate changes on cash & cash equivalents	(4,095)	(136)
Opening cash and cash equivalents	257,464	166,359
Closing cash and cash equivalents	290,907	257,464

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