

PNE GROUP PRESENTATION, MARCH 2021

# PNE – PURE NEW ENERGY

**PNE**  
pure new energy

# DISCLAIMER

This presentation is for information purposes only and does not constitute a public offer or invitation to subscribe for or purchase any securities of PNE AG and neither this presentation nor anything contained herein shall form the basis of any contract or commitment whatsoever. This presentation is being furnished to you solely for your information and may not be reproduced or redistributed to any other person in whole or in part.

All information contained herein has been carefully prepared. Nevertheless, we do not guarantee its accuracy or completeness.

The information contained in this presentation is subject to amendment, revision and updating. Certain statements contained in this presentation may be statements of future expectations and other forward-looking statements that are based on the company's current views and assumptions and involve known and unknown risks and uncertainties. Actual results, performance or events may differ materially from those in such statements as a result of, among others, factors, changing business or other market conditions and the prospects for growth anticipated by the management of the Company. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein. The Company does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

The distribution of this document in other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of applicable Securities Laws.

# AGENDA

- 
- I. **Company Profile & Business Model**

---

  - II. **Market & Strategy**

---

  - III. **Operational Business & Financials**

---

# PNE – FULL OF ENERGY

WE ARE A LEADING DEVELOPER OF RENEWABLE ENERGY PROJECTS

- » Pioneer in wind energy with **> 25 years** of industry experience
- » Active in **13** countries on **4** continents with **> 450** employees
- » **Leading** developer of wind farms in Germany
- » International O&M manager with **> 1,700 MW**
- » **8** sold offshore projects with **2,644 MW**
- » **> 3,100 MW** of wind energy projects realized onshore
- » **> € 12bn** of investments initiated
- » Clean energy for **> 3.3m** households
- » Attractive **Wind & PV pipeline** of **> 5,900 MW / MWp**



We develop and implement projects and solutions for the planning, construction and operation of renewable power plants.

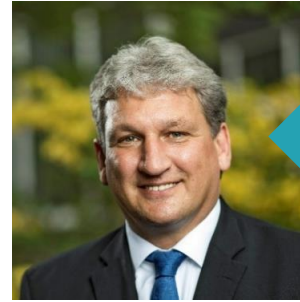
# PIONEERS IN THE RENEWABLE ENERGY SECTOR

BROAD KNOWLEDGE OF INDUSTRY AND EXTENSIVE NETWORK



**Markus Lesser**  
Chairman of the Board  
(CEO)

- » CEO since May 2016 (COO 2011–2016)
- » Industry experience since 2000
- » Project Development, Implementation, International markets, Sales, M&A, Procurement, Communication/IR
- » Associations: Member of the Board BDEW, Member of the Board WAB, Chairman of Fachgruppe Energie und Umwelt des Wirtschaftsrates in Lower Saxony

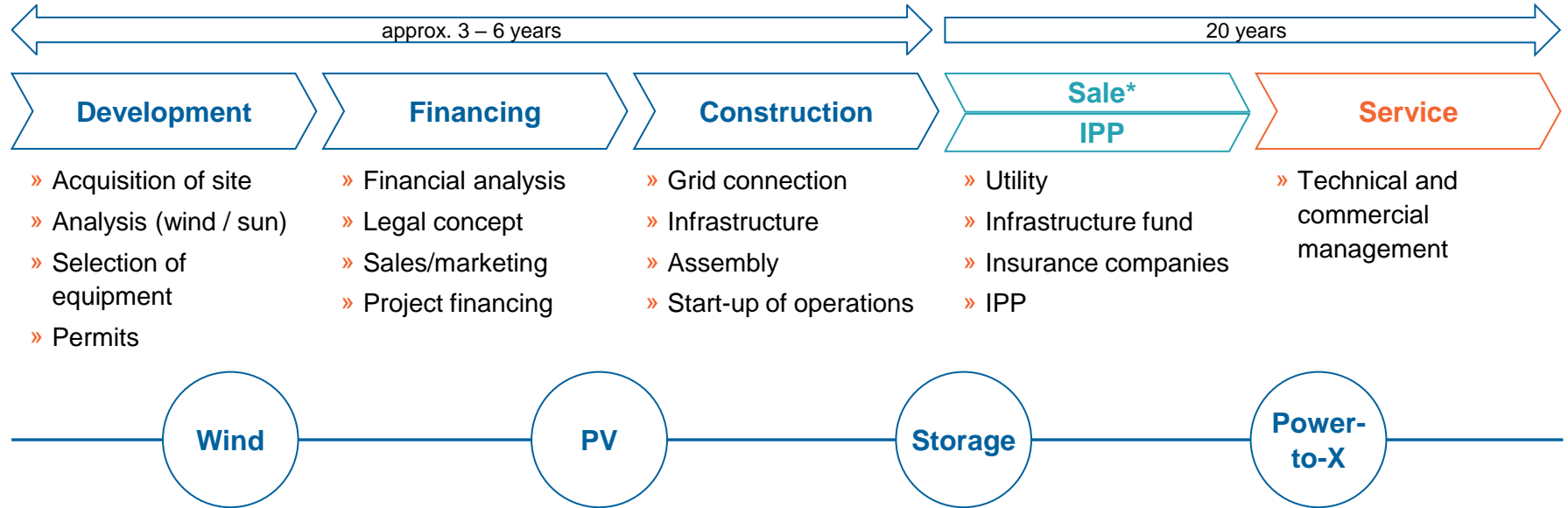


**Jörg Klawat**  
Chief Financial Officer  
(CFO)

- » CFO since April 2011
- » Industry experience since 1999
- » Finance and Accounting, Controlling, Risk Management, Legal, Human Resources

# ROBUST BUSINESS MODEL THROUGH INTEGRATION ALONG THE VALUE CHAIN

PLENTY OF GROWTH POTENTIAL



\*sale as turnkey project or project right, as single project or project portfolio

# UNIQUE TRACK RECORD

KEY TRANSACTIONS DURING THE LAST YEARS

2012	2012–19	2016–17	2017	2017–21
OFFSHORE	ONSHORE	ONSHORE	OFFSHORE	ONSHORE
<b>GODE WIND Pipeline Deal</b>	<b>Various project sales</b>	<b>Wind farm portfolio</b>	<b>ATLANTIS I</b>	<b>International project sales</b>
<b>ØRSTED</b>	<b>INVESTORS</b>	<b>ALLIANZ</b>	<b>VATTENFALL</b>	<b>PROJECTS</b>
<p>Gode Wind ~924 MW</p> <ul style="list-style-type: none"> <li>» €142m received</li> <li>» Further milestone payment of up to €14.7m expected until 2022*</li> </ul> <p>Borkum Riffgrund ~ 760 MW</p>	<ul style="list-style-type: none"> <li>» KGAL</li> <li>» CEE</li> <li>» CHORUS</li> <li>» ALLIANZ</li> <li>» ENBW</li> <li>» ENEL</li> <li>» JOHN LAING</li> <li>» PATTERN ENERGY</li> <li>» QUAERO CAPITAL</li> <li>» STADTWERKE MÜNCHEN</li> </ul>	<p>~142MW</p> <ul style="list-style-type: none"> <li>» Enterprise Value (EV) &gt; €330m</li> <li>» Sales price in 2016 €103m for 80%</li> <li>» Subsequent sale price of €21m in 2017 and increase of EV to &gt; €360m through optimisation of financing</li> </ul>	<p>Atlantis I ~584 MW</p> <ul style="list-style-type: none"> <li>» Low double-digit €m payment received</li> <li>» Further milestone payment of up to € 4.6m expected until 2024*</li> </ul>	<ul style="list-style-type: none"> <li>» France &gt;100MW</li> <li>» Poland ~174MW</li> <li>» Sweden ~200MW</li> <li>» USA ~80MW</li> </ul>

\* already booked as receivable

# 5.9 GW PROJECT PIPELINE PROVIDES EXCELLENT VISIBILITY

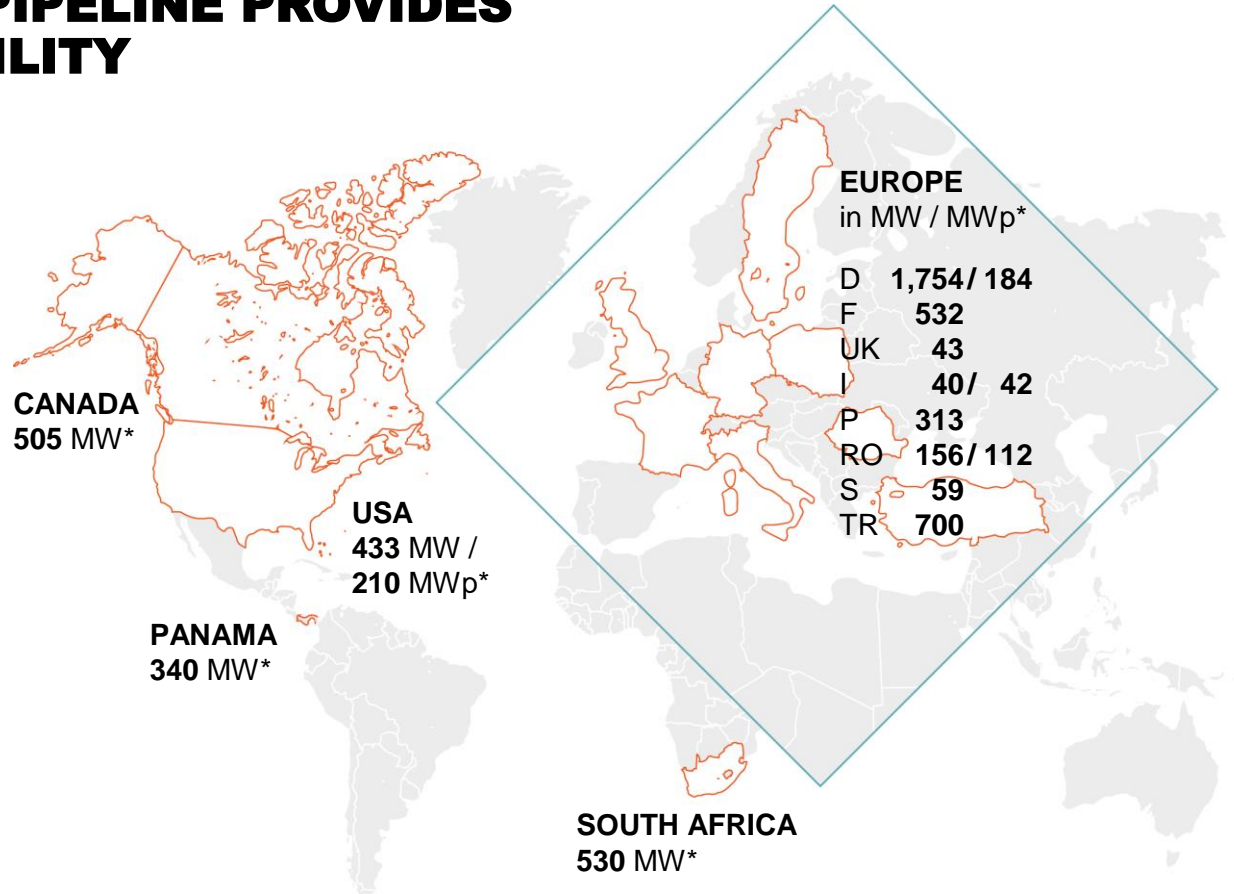
PV PIPELINE IS GROWING FAST

## » Onshore wind:

Large, high-quality project pipeline secures stable project output

## » PV:

First projects under development in Germany, USA, Romania; further internationalisation planned



\* numbers as of December 31, 2020



# AGENDA

- 
- I. Company Profile & Business Model
  - II. **Market & Strategy**
  - III. Operational Business & Financials
-

# STRONG GROWTH OF RENEWABLE ENERGY MARKET AHEAD

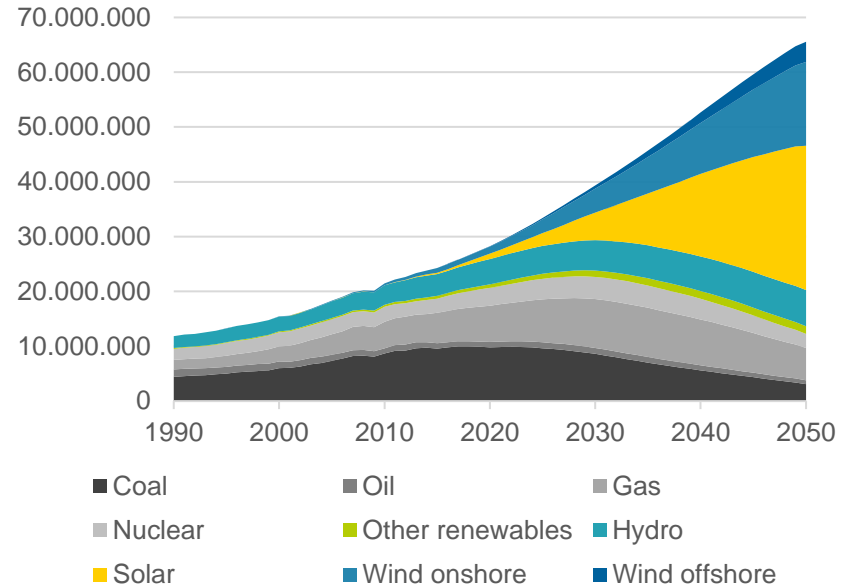
HIGH DEMAND LEADS TO ATTRACTIVE SALES PRICES

## Key growth drivers:

- » Global commitment to reduce global warming and ambitious political targets (e.g. COP21)
- » Renewable sourced electricity is key for decarbonisation/ CO<sub>2</sub> reduction
- » Growing demand for renewable energy driven by economic growth and geostrategic reasons
- » Competitive renewable energies due to heavily decreasing technology costs
- » High demand especially for premium projects in low interest environment
- » Increasing power prices driven by the nuclear phase-out (Germany, France) and increasing prices for CO<sub>2</sub> certificates reduce dependency on subsidies

Source: DNV GL – Energy Transition Outlook 2018

## World electricity generation (GWh/yr)

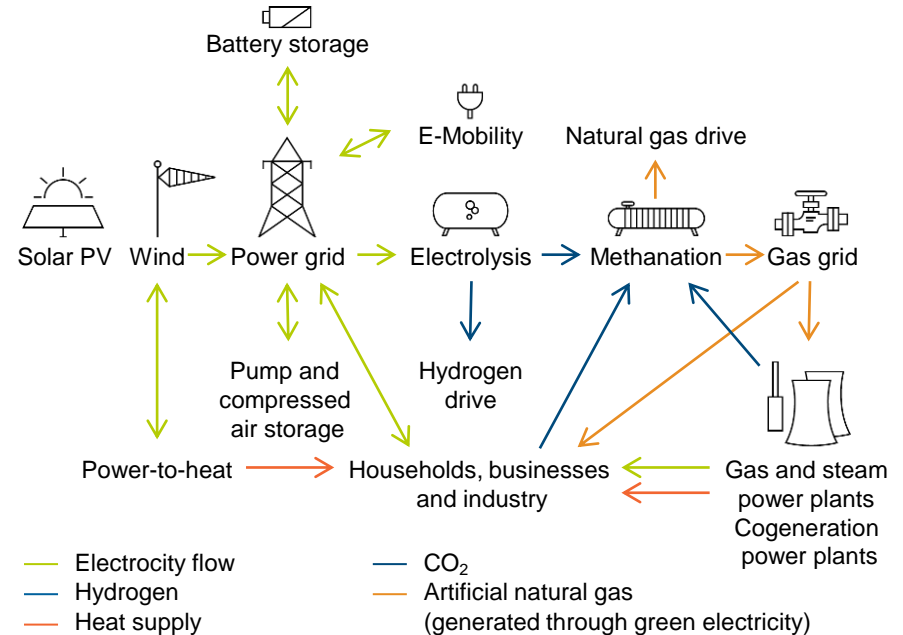


# NEW OPPORTUNITIES THROUGH INTEGRATION OF ENERGY MARKETS

NEW SOLUTIONS MAXIMISE THE VALUE OF OUR PROJECTS

## Maximising project value through:

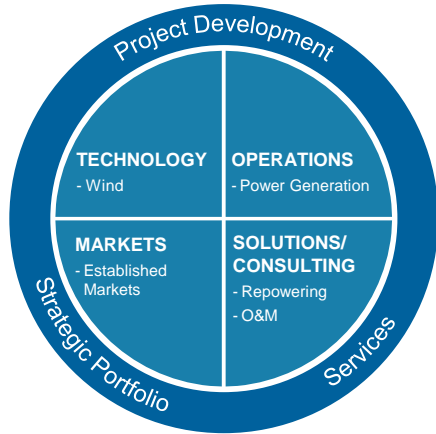
- » Focus on value chain after power generation
- » Combination of wind, PV and storage
- » Creating a new sales channel through the integration of storage solutions (e.g. Power-to-Gas)
- » Offering solutions to bypass grid bottlenecks



Source: e/m/w 2017

# DEVELOPING INTO CLEAN ENERGY SOLUTION PROVIDER WITH “SCALE UP” PROGRAMME

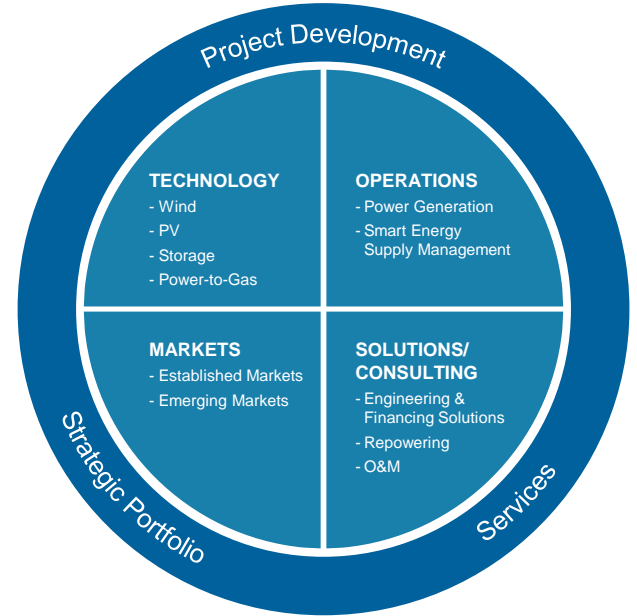
EXPANDING BUSINESS TO FULLY PARTICIPATE FROM MARKET OPPORTUNITIES



**PROJECT DEVELOPER**

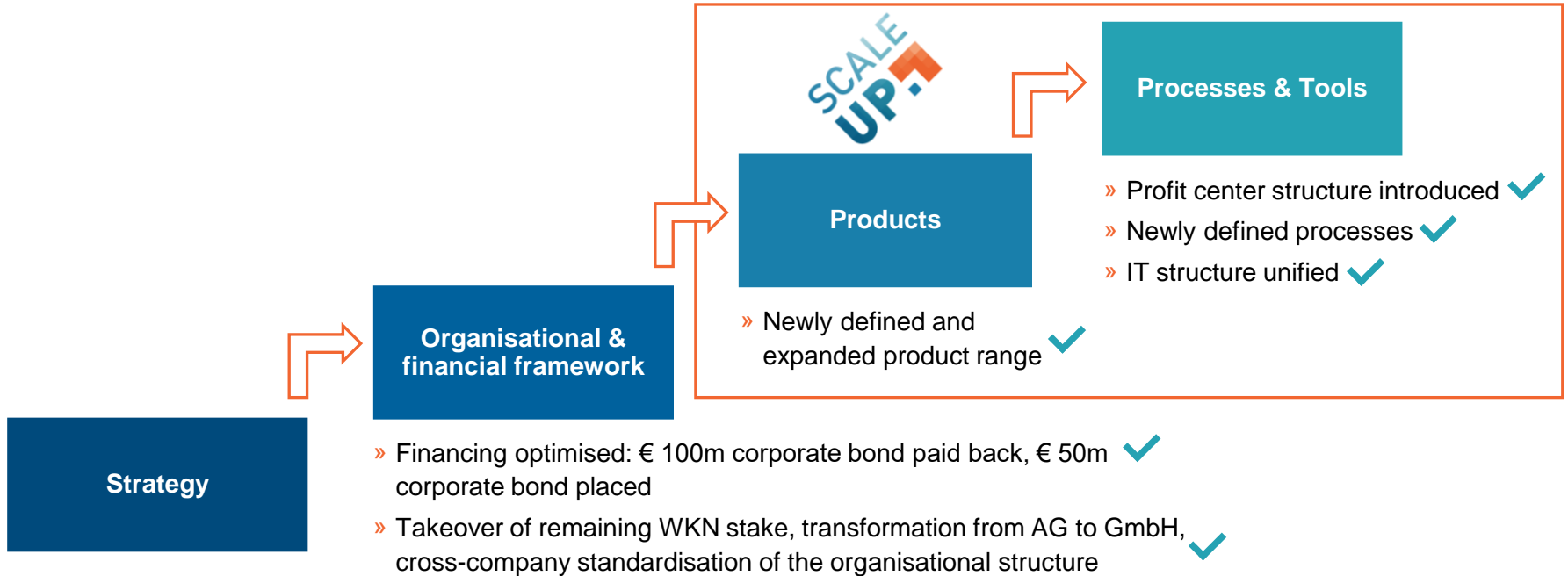


- SOLUTIONS** » Provide clean energy solutions
- CORE** » Grow our core business
- ADAPT** » Optimise our structures
- LEVERAGE** » Leverage our expertise
- EXPAND** » Expand along the value chain

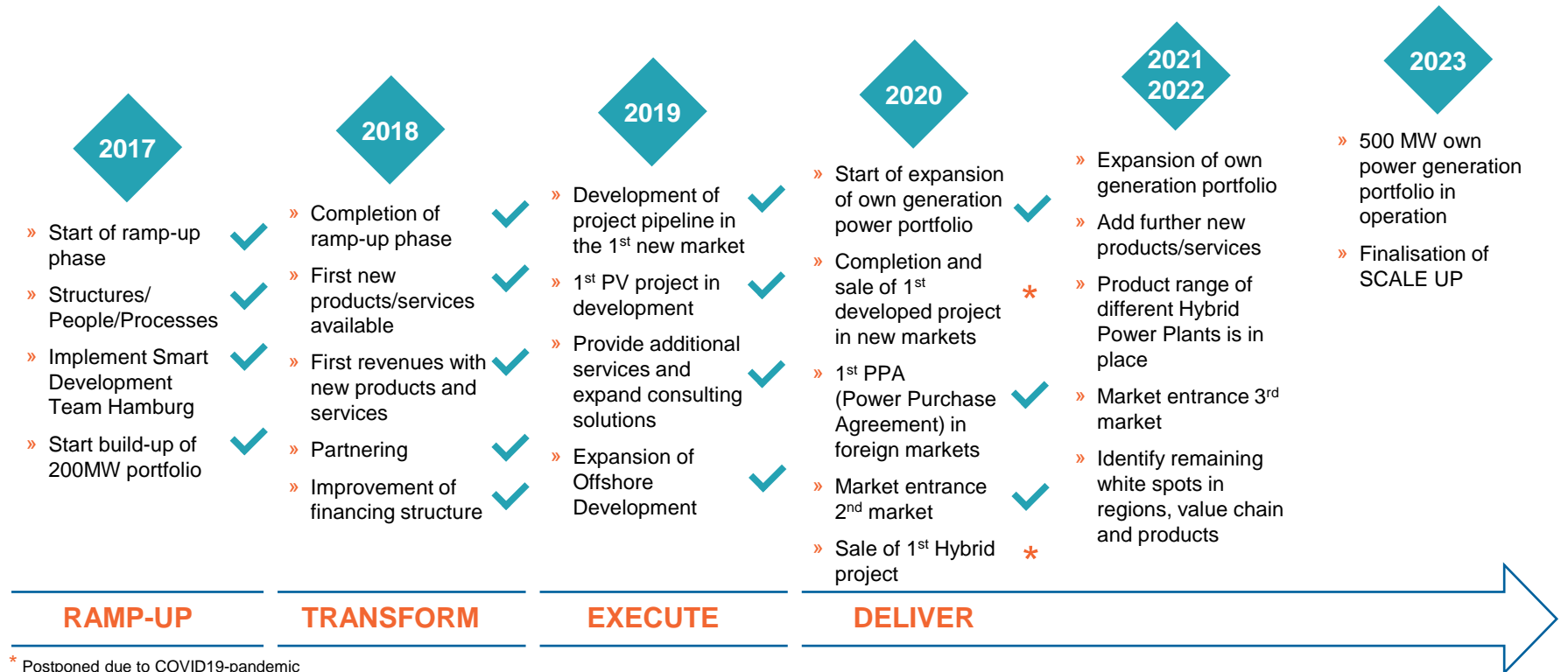


**CLEAN ENERGY SOLUTION PROVIDER**

# STEP BY STEP EXECUTION OF STRATEGIC AGENDA



# SCALE UP – IMPLEMENTATION IS PROGRESSING



\* Postponed due to COVID19-pandemic

# AGENDA

- 
- I. Company Profile & Business Model

---

  - II. Market & Strategy

---

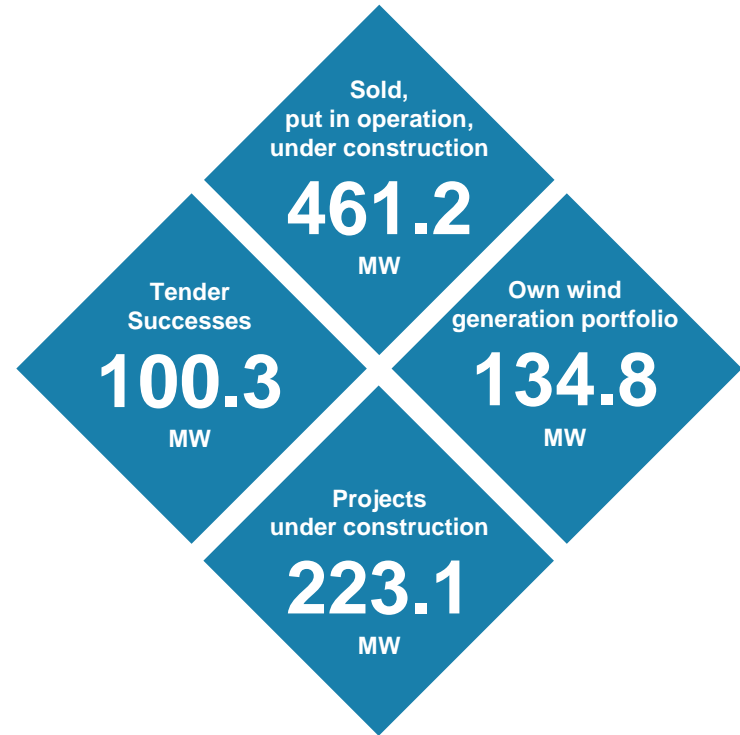
  - III. Operational Business & Financials

---

# SIGNIFICANT OPERATIONAL PROGRESS IN FY 2020

## BUSINESS EXPANSION CONTINUES

- » Good operational progress in FY 2020, despite effects of COVID-19
- » 461.2 MW sold, put into operation or under construction
- » Expansion of own generation portfolio makes progress – approx. 100 MW under construction at the year-end; of which 17 MW already put in operation in Q1/2021
- » Scale Up – Implementation fully on track
  - » Investments are ongoing, e.g. in international markets, PV and services (PPA services, safety technology, on-demand night-time marking, etc.) and start to pay off
  - » PV pipeline strongly expanded to 548 MWp within one year (2019: 123 MWp)
  - » Number of employees increased to 455 (2019: 427)





# WELL-FILLED PROJECT PIPELINE WIND ONSHORE

MORE THAN 1 GW IN PERMITTING PHASE

Country	I – II	III	IV	Total MW	Sold/ Services
Germany	1,267	381	106	1,754	4
France	271	261	0	532	0
United Kingdom	43	0	0	43	0
Italy	40	0	0	40	0
Canada	505	0	0	505	0
Panama	340	0	0	340	0
Poland	254	0	59	313	0
Romania	54	102	0	156	0
South Africa	500	30	0	530	0
Sweden	0	59	0	59	113
Turkey	629	71	0	700	0
USA	266	167	0	433	0
<b>Total</b>	<b>4,169</b>	<b>1,071</b>	<b>165</b>	<b>5,405</b>	<b>117</b>

Phase I – II = Exploration & Development

As of December 31, 2020

Phase III = Planning

Phase IV = Implementation till handover

Sold/Services = sold, but construction management services by PNE

**Total pipeline grows to 5,405 MW (2019: 5,235 MW)**

## Germany

- » Increase of German pipeline to 1,754 MW (2019: 1,612 MW)
- » High level of projects in permitting phase in Germany and France with 642 MW
- » Permitting procedures are still slow and delivery periods of wind turbines are being extended
- » Project Kleinbüllesheim (4.7 MW) completed
- » Project Erfurt Ost (5.5 MW) sold

## Sweden

- » Wind farm Hultema (59.4 MW) sold
- » Construction management for Malarberget (113 MW)

## Poland

- » Construction of Barwice (42 MW) completed
- » Construction of Jasna (132 MW) completed
- » Construction of projects Krzecin (19 MW) and Kuslin (40 MW) started Q1/2021

# RAPID GROWTH OF PV PROJECT PIPELINE

FOUNDATION LAID FOR FURTHER SIGNIFICANT PIPELINE GROWTH

Country	I – II	III	IV	Total MWp
Germany	184	0	0	184
Italy	42	0	0	42
Romania	112	0	0	112
USA	210	0	0	210
<b>Total</b>	<b>548</b>	<b>0</b>	<b>0</b>	<b>548</b>

Phase I – II = Exploration & Development

Phase III = Planning

Phase IV = Implementation till handover

As of December 31, 2020

## Germany

» Pipeline expanded to 184 MWp (2019: 10 MWp)

## Italy

» Pipeline expanded to 42 MWp (2019: 0 MWp)

## Romania

» Pipeline stable at 112 MWp (2019: 112 MWp)

## USA

» Pipeline expanded to 210 MWp (2019: 1 MWp)

## Improved conditions for PV projects

- » Photovoltaic installations have become increasingly cost-effective and thus more marketable in the area of electricity generation
- » Legal and economic framework conditions for the development of photovoltaic projects are in place in many countries

## Additional markets and projects are being evaluated

- » Numerous markets are currently being examined in detail and the first rights are being secured
- » Particular attention will initially be paid to Germany, France, Italy, Romania and the USA as well as other international markets

# EXPANSION OF OWN GENERATION PORTFOLIO CONTINUES

## FURTHER STABILISATION OF EARNINGS

- » Target to increase own generation to up to 500 MW by 2023
- » Objective of stabilising sales and earnings at a high level
- » 134.8 MW of onshore wind projects currently in operation
- » Further approx. 100 MW intended for portfolio under construction at year-end, of which 17 MW already put in operation in Q1/2021
- » Hidden reserves accumulated in portfolio of more than € 80m in total

Project	MW	State	Status
Kührstedt-Alfstedt	43.2	Lower Saxony	in operation since Q4 2017
Gerdau-Repowering	21.6	Lower Saxony	in operation since Q1 2019
Schlenzer	6.5	Brandenburg	in operation since Q2 2019
Neuenwalde	7.2	Lower Saxony	in operation since Q4 2019
Kittlitz	17.2	Brandenburg	in operation since Q4 2019
Laubuseschbach	3.0	Hesse	in operation since 2002
Pülfringen	6.5	Baden-Würt.	in operation since 2002
Erfeld	2.6	Baden-Würt.	in operation since 2002
Papenrode	22.3	Lower Saxony	in operation since 2002
Kleinbüllesheim	4.7	NRW	in operation since Q4 2020
<b>Total in operation*</b>	<b>134.8</b>		
Langstedt	8.4	Schleswig-Holstein	in operation since Q1 2021
Lentförhden	8.4	Schleswig-Holstein	In operation since Q1 2021
4 projects	83.6		under construction
<b>Total</b>	<b>235.2</b>		

\* as of December 31, 2020

# CONTACT

## **Rainer Heinsohn**

Head of Communication

Tel: +49 (0) 4721 – 718 - 453

Fax: +49 (0) 4721 – 718 - 373

E-Mail: [rainer.heinsohn@pne-ag.com](mailto:rainer.heinsohn@pne-ag.com)

## **Christopher Rodler**

Head of Investor Relations

Tel: +49 (0) 40 879 331 14

Fax: +49 (0) 4721 – 718 - 373

E-Mail: [christopher.rodler@pne-ag.com](mailto:christopher.rodler@pne-ag.com)

[www.pne-ag.com](http://www.pne-ag.com)