



PNE WIND
Webcast Presentation
Annual Report 2017
March 28, 2018

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OPERATIONAL HIGHLIGHTS 2017

Successes in the onshore business – Strong contribution from international markets

- PNE WIND completed, sold or started construction of 233.6 MW of projects
- Projects sold in the US, France, Sweden and Germany
- Successful in tender in Turkey

Successes in the offshore business

- Atlantis I sold to Vattenfall
- Gode Wind 3 successful in first German tender

Significant earnings and cash inflow in connection with Wind Farm Portfolio 2016

- Refinancing leads to earn-out payment of € 21.4m
- Remaining 20% stake sold to Allianz for € 23.1m

Progress in build up of new Wind Farm Portfolio 2020

- Wind farms Kührstedt/Alfstedt (43.2 MW) completed

New strategy SCALE UP released on Capital Market Day in November

- We are developing into a Clean Energy Solution Provider

FINANCIAL HIGHLIGHTS 2017

EBIT of € 23.1m exceeds initial forecast of € 0-15m

- FY EBIT of € 23.1m at the upper end of the increased guidance (€ 17-23m)
- Earnings driven by project sales onshore and offshore, in Germany as well as internationally
- Substantial profit contribution in connection with 142 MW portfolio sale in 2016

Strong financial basis

- Gross cash position increases to € 194.0m, Net cash position of € 14.1m
- Equity ratio remains solid at 48%

Refinancing process on track

- € 25m equity financing line already secured with IKB

Dividend of € 0.04/share proposed

- Continuation of established dividend strategy

Rating improved

- Corporate rating of BB with a positive outlook (formerly: BB with stable outlook)

Positive outlook for FY 2018 in spite of increased investment activity

- EBIT of € 10-16m, EBITDA of € 20-26m expected

ONSHORE

| Country | I-II | III | IV | Total MW |
|----------------|--------------|------------|-----------|--------------|
| Germany | 1,403 | 97 | 10 | 1,510 |
| Bulgaria | 121 | 0 | 0 | 121 |
| France | 351 | 102 | 10 | 463 |
| United Kingdom | 43 | 0 | 0 | 43 |
| Italy | 102 | 14 | 0 | 116 |
| Canada | 505 | 0 | 0 | 505 |
| Poland | 223 | 42 | 0 | 265 |
| Romania | 54 | 102 | 0 | 156 |
| South Africa | 200 | 30 | 0 | 230 |
| Sweden | 0 | 158 | 0 | 158 |
| Turkey | 629 | 71 | 0 | 700 |
| Hungary | 0 | 42 | 0 | 42 |
| USA | 232 | 200 | 0 | 432 |
| Total | 3.863 | 858 | 20 | 4.741 |

Phase I – II = Exploration & Development
 Phase III = Planning
 Phase IV = Implementation till handover

As of December 31, 2017

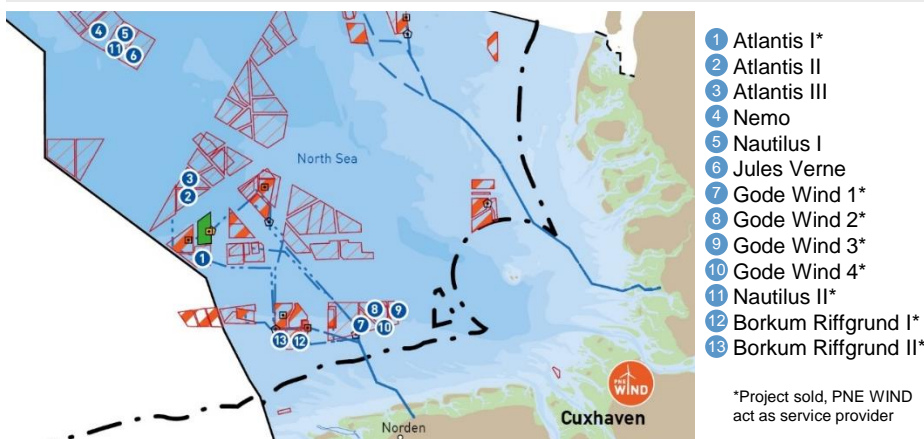
2017 Highlights:

- **US wind farm Vivaldi (80 MW) sold**
 - Project rights sold to Pattern Energy
 - Commissioning expected in 2018
 - Option to expand the project
- **Swedish wind farm Laxaskogen (25.2 MW) sold**
 - Project rights sold to German investment group
 - Commissioning is expected in Q1 2019
- **Strong momentum in France**
 - Wind farm Sommette-Eaucourt (21.6 MW) completed; already sold to John Laing
 - Wind farm Saint-Martin-L'Ars (10.3 MW) sold to John Laing
 - Wind farms Longeves (9 MW, completed) and Riaucourt (12 MW) sold to Quaero Capital
- **Good progress in build up of Wind Farm Portfolio 2020**
 - Wind farms Kührstedt/Alfstedt (43.2 MW) completed
- **Success in Turkish tender**
 - Wind farm Köselier (71.4 MW) awarded contract for pre-licence and secure network access
- **69 MW of own wind farms currently in operation**

OFFSHORE

| Zone | Sold projects | Phase | #WET | Total MW | Sold to |
|--------------|---------------------|-------|------------|--------------|------------------|
| 1 | Borkum Riffgrund I | 8 | 78 | 312 | DONG |
| 1 | Borkum Riffgrund II | 6 | 56 | 448 | DONG |
| 1 | Gode Wind 1 & 2 | 8 / 8 | 55 + 42 | 582 | DONG |
| 1 | Gode Wind 3 & 4 | 5 / 4 | 14 + 42 | 450 | DONG |
| 2 | Atlantis I | 3 | 73 | 584 | Vattenfall |
| 4 | HTOD5 (Nautilus II) | 2 | 68 | 476 | Ventizz/Hochtief |
| Total | | | 428 | 2.852 | |

Phase 2 = Application conference held, 3 = Hearing held,
 4 = Approval granted, 5 = Grid connection, 6 = Investment decision,
 7 = Under construction, 8 = In operation



*Project sold, PNE WIND act as service provider

2017 Highlights:

- **Atlantis I sold to Vattenfall**
 - Lower double digit € million payment in 2017
 - Further milestone payments expected with future added value of the project
- **Gode Wind 3 successful in first tender**
- **Active as service provider for projects sold**
 - Consultant agreements in place with DONG and Vattenfall
- **Further milestone payments expected**
 - Up to € 24m from Borkum Riffgrund 2 and Gode Wind 3 and 4
 - Construction of Borkum Riffgrund 2 started
- **Regulatory Changes: Constitutional complaint filed**
 - According to WindSeeG all projects in Zone 3 to 5 will be brought into the “Central Model” to be tendered off by the government
 - Legal opinions conclude that parts of WindSeeG are unconstitutional
 - A constitutional complaint has been filed in the end of July 2017 together with others

INCOME STATEMENT (IFRS)

2017 Highlights:

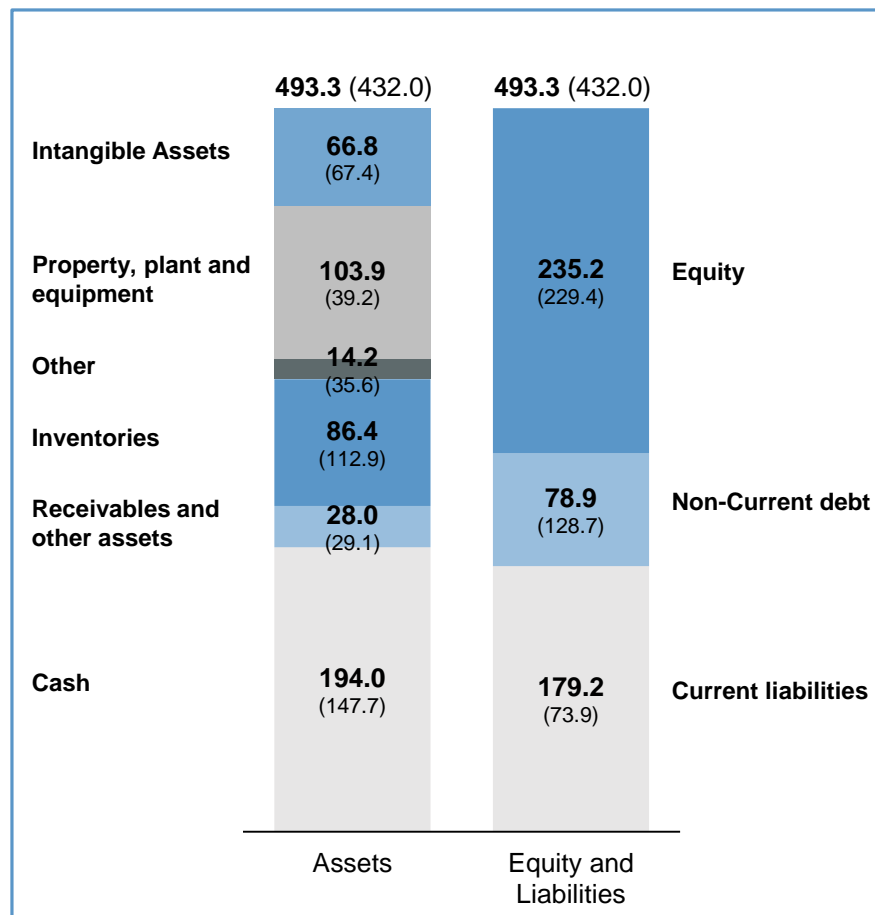
- **Total output € 186.9m (€ 259.2m)**
- **EBIT of € 23.1m reaches upper end of increased guidance**
 - Earnings mainly driven by earn-out payment in connection with portfolio sale in 2016, the sale of Atlantis I and the sale of wind farms in Germany, the US, Sweden and France
 - 2016 results positively impacted by sale of 142 MW wind farm portfolio in Q4 2016
- **Substantial profit contribution in connection with 142 MW portfolio sale in 2016**
 - Subsequent purchase price payment of € 21.4m received for the optimization of the project financing of the portfolio
 - This led to increase in the EV of the portfolio from approx. € 330m to approx. € 360m
 - Revaluation of 20% stake led to additional EBIT effect of approx. € 5.4m
- **Net income clearly positive at € 17.1m**
 - EPS of € 0.22

| In € m | 2017 | 2016 |
|---------------------------|--------------|--------------|
| Sales | 114.1 | 248.6 |
| Work in progress | 63.3 | 1.6 |
| Other income | 9.5 | 9.1 |
| Total output | 186.9 | 259.2 |
| Cost of materials | -108.4 | -97.0 |
| Personnel | -25.8 | -25.4 |
| Depreciation | -5.5 | -12.9 |
| Others | -24.1 | -26.9 |
| EBIT | 23.1 | 97.0 |
| Financial result | -9.1 | -15.5 |
| EBT | 14.1 | 81.6 |
| Taxes | 0.2 | -14.5 |
| Non-controlling interests | -2.8 | -1.9 |
| Net income | 17.1 | 69.0 |
| EPS (in €) | 0.22 | 0.90 |
| EPS (in €) Diluted | 0.22 | 0.88 |

BALANCE SHEET (IFRS)

2017 Highlights:

- **Property, Plant and Equipment at € 103.9m**
 - Transformer stations € 13.0m
 - Land and building € 11.6m
 - Own wind farms € 72.4m
- **Inventories at € 86.4m**
 - Offshore € 23.9m
 - Onshore Germany € 20.3m
 - Onshore International € 39.2m
- **Strong liquidity position increased further to € 194.0m**
 - € 147.7m as of 31 December 2016
 - Strong basis to fund future developments



in € m as of December 31, 2017 (as of December 31, 2016)
(rounding differences possible)

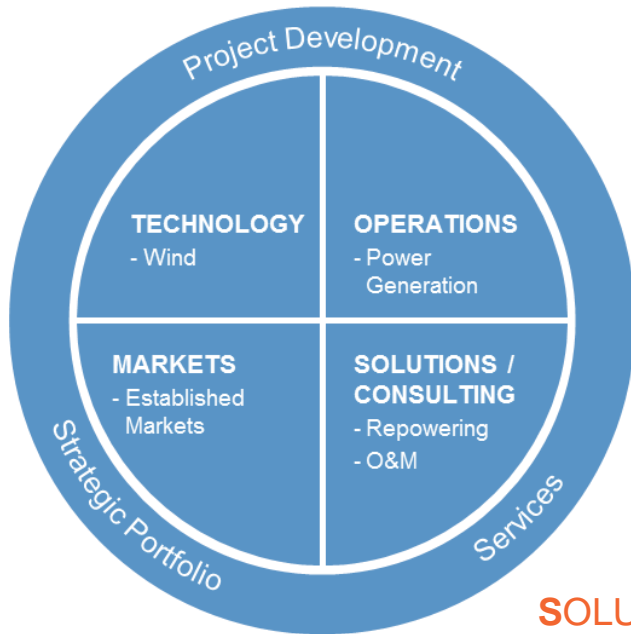
- **Equity increased further to € 235.2m**
 - Equity ratio remains very solid at 48% (53% as of 31 December 2016)
- **Non-current debt at € 78.9m**
 - 2014/19 convertible bond € 6.4m
 - Liabilities to banks € 66.0m, of which project financing € 62.9m (non recourse)
- **Current liabilities at € 179.2m**
 - 2013/18 corporate bond (€ 100m) is being accounted for under current liabilities as due date is May 2018
 - Liabilities to banks € 6.4m, of which project financing € 6.0m (non recourse)
- **Net cash at € 14.1m**
 - Net cash of € 20.1m as of 31 December 2016

WE ARE SETTING THE COURSE FOR THE FUTURE:



We are developing
into a **Clean Energy
Solution Provider**

STRATEGY



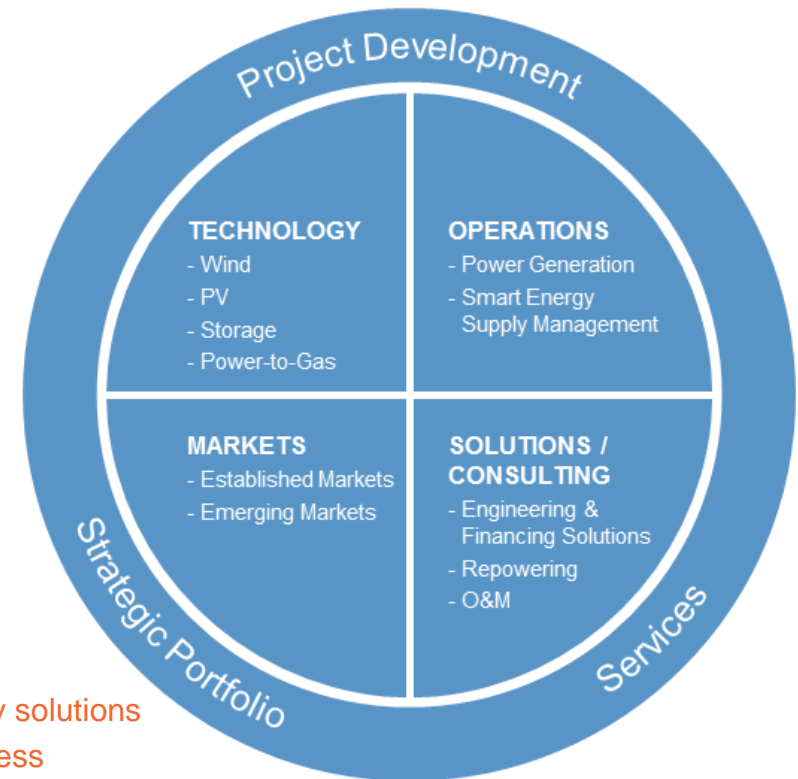
PROJECT DEVELOPER

We develop and implement wind farms onshore as well as offshore.



SCALE UP

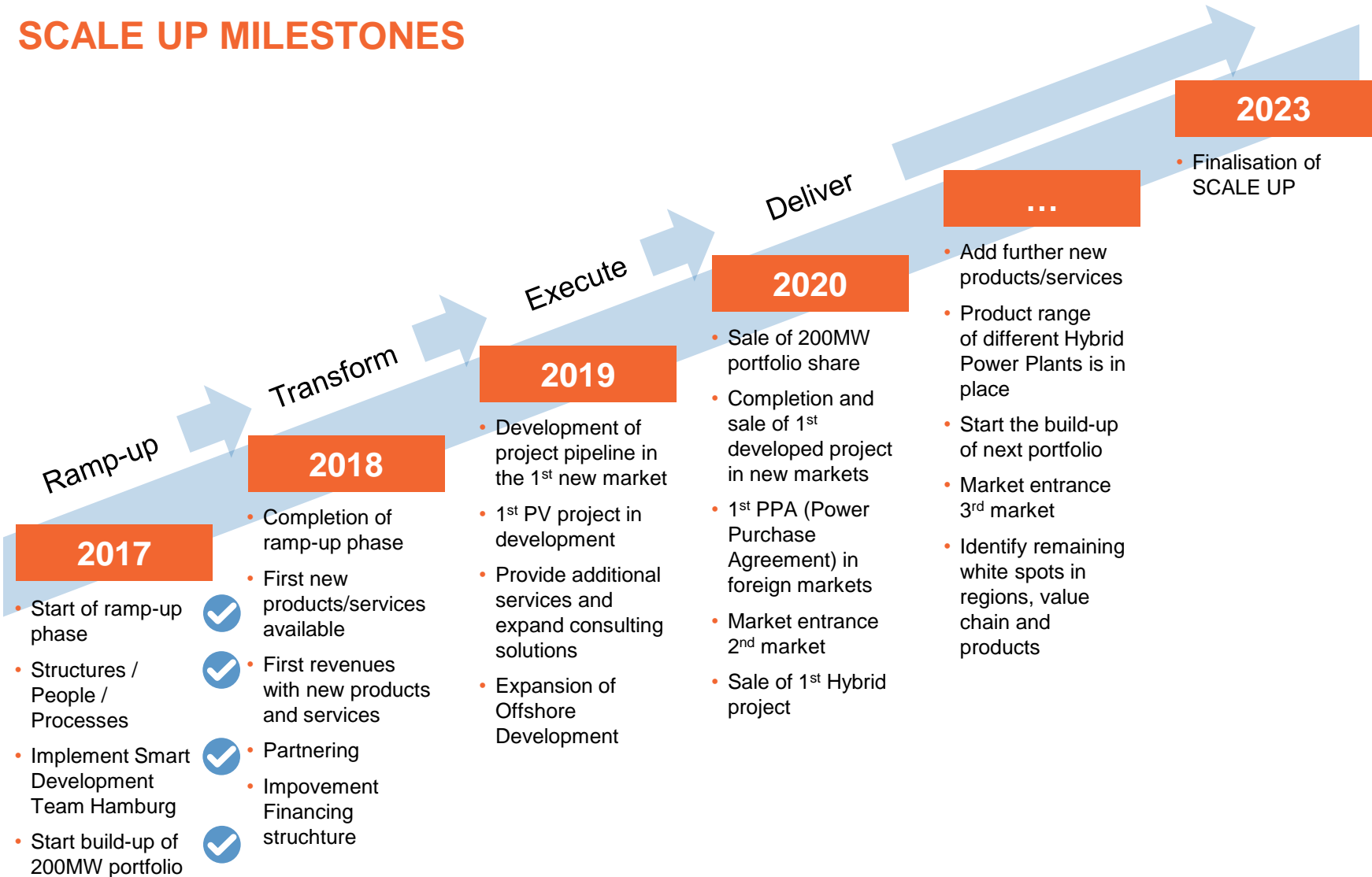
- SOLUTIONS** Provide clean energy solutions
- CORE** Grow our core business
- ADAPT** Optimize our structures
- LEVERAGE** Leverage our expertise
- EXPAND** Expand along the value chain



CLEAN ENERGY SOLUTION PROVIDER

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

SCALE UP MILESTONES



OUTLOOK

Onshore wind power – Good start into the year 2018

- Wind farm Gerdau-Schwiebau (21.6 MW) successful in German tender, price level normalizing
- Continue build up of Wind Farm Portfolio 2020
- Continue to ride momentum in key international markets France and US
- Examination of entrance into new markets (e.g. Asia, Latin America)

Offshore wind power

- Ongoing consultant agreements with DONG and Vattenfall
- Explore new markets (e.g. USA)

SCALE UP strategy

- First cooperation already started with VPC related to regional clean energy solutions
- First new products/services to become available in 2018
- Complete refinancing to significantly improve financing structure
- Examine opportunities for anorganic growth and cooperations

Positive outlook for FY 2018 in spite of increased investment activity

- EBIT of € 10-16m, EBITDA of € 20-26m expected

Q&A

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