



Webcast FY 2018 Presentation



March 28, 2019

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Operational Highlights FY 2018

Successes in the onshore business – Internationalisation pays off

- PNE completed, sold or started construction of 235.7 MW of projects (2017: 233.6 MW)
- Initiated investment volume of € 330 - 424m (2017: € 327 – 420m)
- Of this figure, 152.1 MW were international projects in France, Poland or Italy
- At the end of the year, 93.2 MW of projects were under construction
- Tender wins amounted to 222.8 MW in Germany and Poland
- Total MW in pipeline increased by 142 MW to 4,883 MW, Phase III increased by 238 MW to 1,096 MW

Successes in the offshore business – Milestone payments received

- Milestone payments of approx. € 8m in total for Borkum Riffgrund 2 and Gode Wind 3 received
- Gode Wind 4: Ørsted successful in German Offshore tender in 2018

Wind Farm Portfolio 2020 – Progress as scheduled

- Project Gerdau-Repowering (21.6 MW) completed
- Wind farm Schlenzer (6.5 MW) under construction

Scale Up – Implementation fully on track

- PNE WIND became PNE – Pure New Energy
- Newly defined product range presented to market
- New organisational framework created - additional synergies and productivity increases expected
- Service business strengthened with new products and acquisition of MEB Safety Services

Financial Highlights FY 2018

Impairment on offshore inventories burdens otherwise strong operating performance

- EBITDA at € 16.5m (2017: € 28.6m), EBIT at € 7.8m (2017: € 23.1m)
- Earnings impacted by impairment on offshore inventories (€ 10.8m)
- Adjusted for the impairment, earnings (EBITDA adj. € 27.2m, EBIT adj. € 18.5m) would have exceeded the upper end of guidance (EBITDA € 20-26m, EBIT € 10-16m)
- Earnings accrued in the „Wind farm portfolio 2020“ – which have not been realised yet – amount to € 8.7m in FY 18

Financial basis remains strong

- Gross cash position at € 129.1m
- Equity ratio very solid at 48%
- Equity of € 216.3m corresponds to book value of € 2.83 per share

Successful refinancing

- € 50m corporate bond successfully placed in the market at an attractive coupon of 4%
- € 100m / 8% corporate bond paid back on June 1

Dividend of € 0.04/share proposed

- Continuation of established dividend strategy

Positive outlook for FY 2019

- EBIT of € 15-20m, EBITDA of € 25-30m expected

Wind Onshore

Land	I-II	III	IV	Total MW
Germany	1407	200	49	1656
Bulgaria	121	0	0	121
France	355	149	0	504
United Kingdom	43	0	0	43
Italy	70	14	0	84
Canada	505	0	0	505
Poland	92	132	0	224
Romania	54	102	0	156
South Africa	230	30	0	260
Sweden	0	158	0	158
Turkey	629	71	0	700
Hungary	0	42	0	42
USA	232	198	0	430
Total	3738	1096	49	4883

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

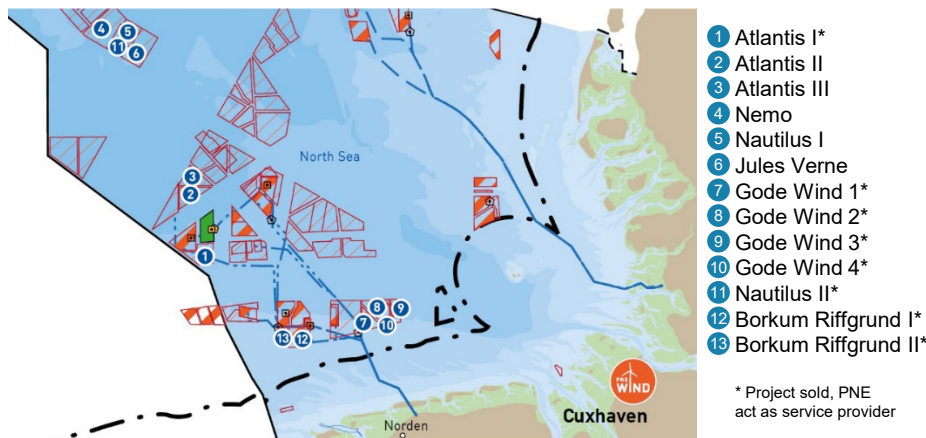
As of December 31, 2018

- **Germany – Good activity despite delays in permitting process**
 - Projects Loofth (16.5 MW) and Wangerland (10.7 MW) completed as service provider
 - Projects Gerdau-Repowering (21.6 MW), Kittlitz (21 MW) and Schlenzer (6.5 MW) successful in German onshore tender in 2018
 - Projects are under construction (Gerdau-Repowering completed at beginning of 2019)
 - Project Groß Niendorf (7,6 MW) completed and sold
- **France – Strong momentum continues**
 - Wind farm Saint-Martin-L’Ars (10.25 MW) put in operation
 - 3 wind farm projects (27 MW) sold to Quaero European Infrastructure Fund (Dameraucourt, Dargies II, Maisonnais)
 - 19.2 MW project under construction
- **Sweden – Project completed**
 - Project Laxaskogen (25.2 MW) under construction (completed in Q1 2019)
- **Poland – Success in tender**
 - 2 projects with 174 MW successful in tender
 - Barwice (42 MW) sold to Wirtgen Invest Energy

Wind Offshore

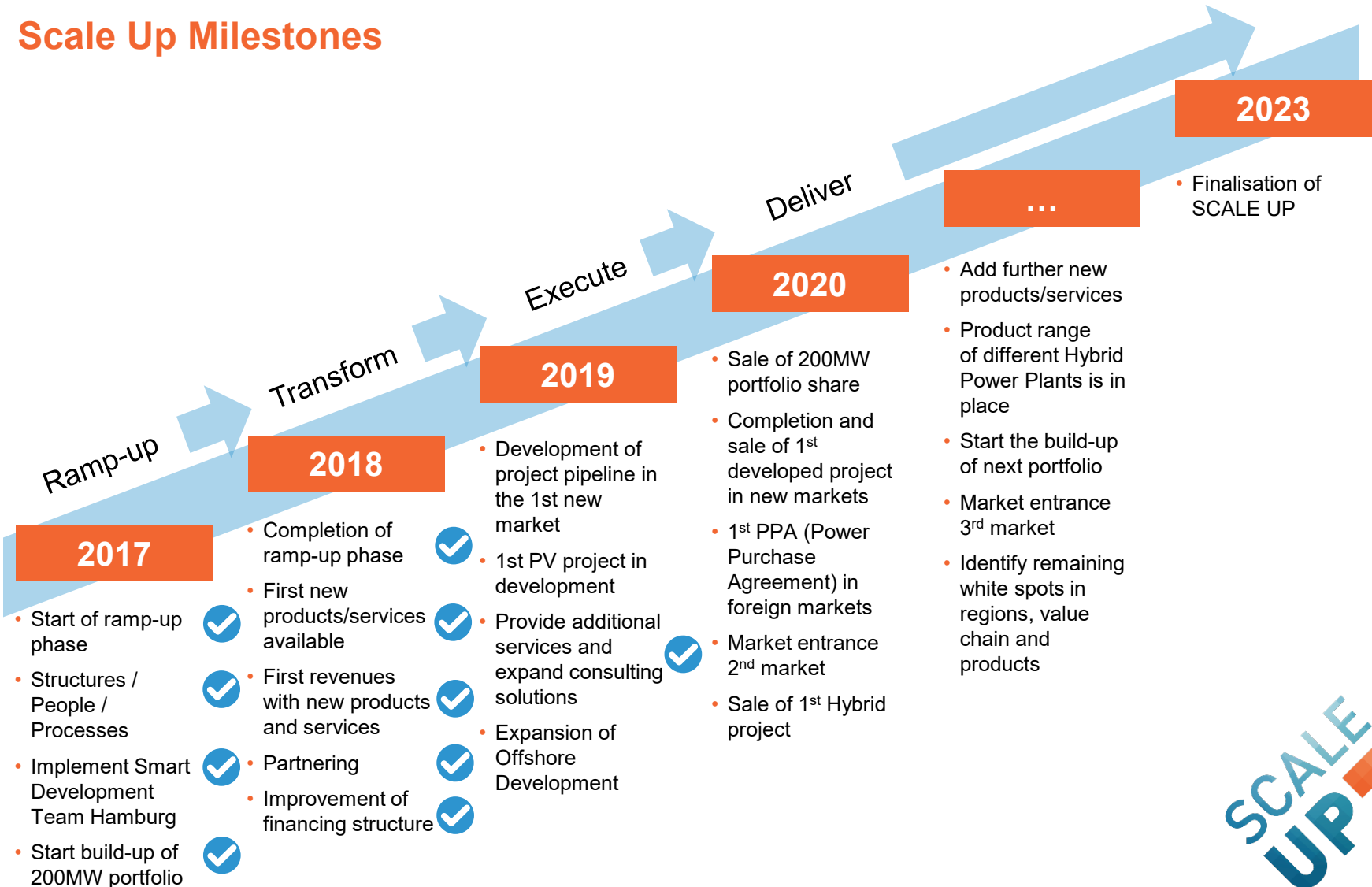
Zone	Sold projects	Phase	#WEA	Total MW	Sold to
1	Borkum Riffgrund 1	8	78	312	Ørsted (DONG)
1	Borkum Riffgrund 2	6	56	448	Ørsted (DONG)
1	Gode Wind 1 & 2	8 / 8	55 + 42	582	Ørsted (DONG)
1	Gode Wind 3 & 4	5 / 5	30	242	Ørsted (DONG)
2	Atlantis I	3	73	584	Vattenfall
4	HTOD5 (Nautilus II)	2	68	476	Ventizz/Hochtief
Total			402	2.644	

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



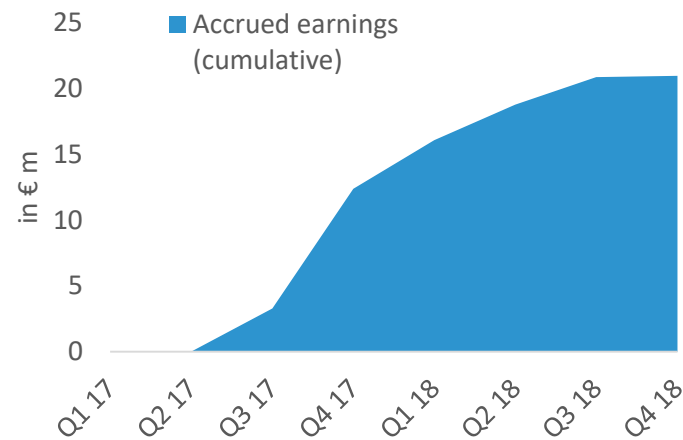
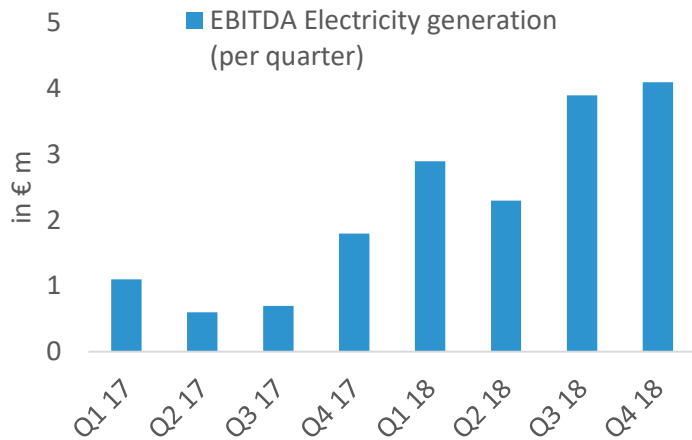
- **Milestone payments of approx. € 8m received**
 - Milestone payments of approx. € 4m each received for Borkum Riffgrund 2 and Gode Wind 3
- **Gode Wind 4**
 - Ørsted successful in German offshore tender in 2018
- **Active as service provider for projects sold**
 - Consultant agreements in place with Ørsted & Vattenfall
- **Further milestone payments expected**
 - Up to € 15m from Gode Wind 4
- **Regulatory changes**
 - According to WindSeeG all projects in Zone 3 to 5 will be brought into the “Central Model” to be tendered off by the government
 - As legal opinions conclude that parts of WindSeeG are unconstitutional, a constitutional complaint has been filed in July 2017 together with others
 - An impairment on 3 out of 5 projects was made amounting to € 10.8m (cash-neutral) in FY 2018
 - The impairment was caused by the latest discussion of the land development plan for offshore as well as by accounting requirements
 - Our expectation of a successful outcome of the constitutional complaint and claim for damages remains unchanged

Scale Up Milestones



Wind Farm Portfolio 2020 – Development according to plan

- Portfolio currently consists of **71.3 MW of projects which are in operation or under construction**
 - Kührstedt-Alfstedt (43.2 MW, Lower Saxony) entered operations in Q4 2017
 - Gerdau-Repowering (21.6 MW, Lower Saxony) in operation since Q1 2019
 - Schlenzer (6.5 MW, Brandenburg) under construction – completion in coming weeks
- **Remaining projects to bring portfolio to target size of up to 200 MW are already identified** within our project pipeline and are in different development stages
- **Earnings accrued** in the „Wind farm portfolio 2020“ to date (as of December 31, 2018) – which have not been realised yet – amount to approx. € 21.0m (thereof approx. € 8.7m in FY 2018)
- **Power generation EBITDA** grows to € 4.1m in Q4 2018 (Q4 2017: € 1.8m) and € 13.2m in FY 2018 (FY 2017: € 4.2m)



Income Statement FY 2018 (FY 2017)

FY 2018 Highlights:

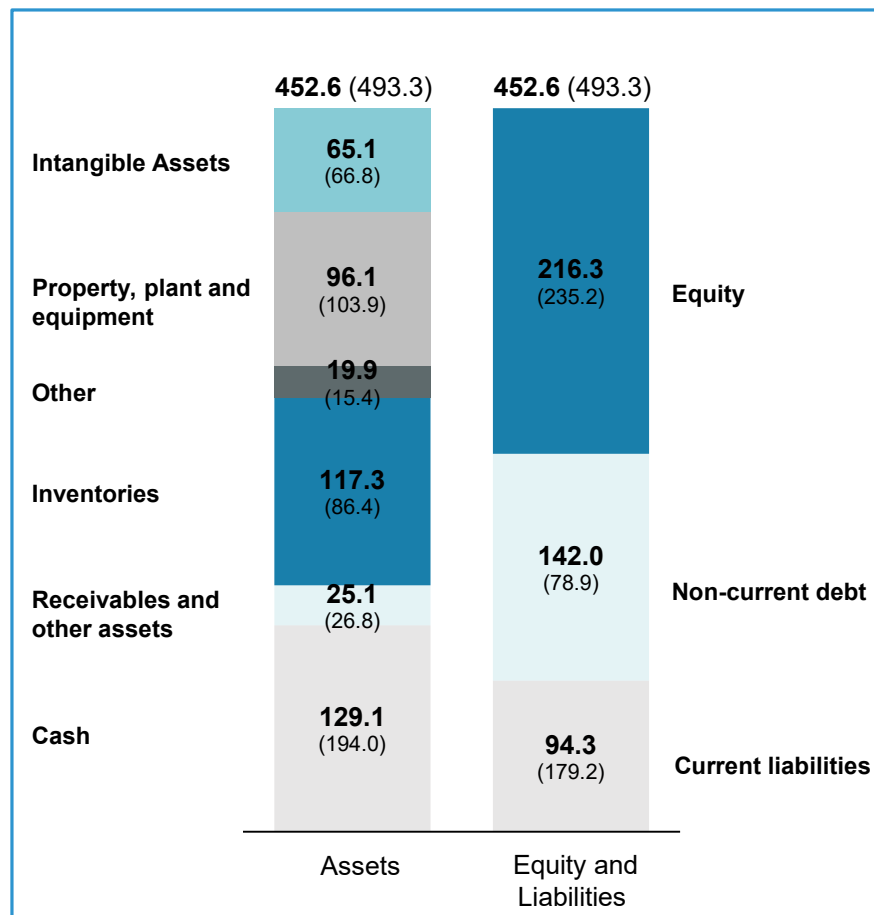
- **Impairment on offshore inventories burdens otherwise strong operating performance**
- **Adjusted for impairments on inventory (€ 10.8m), earnings would have exceeded the guidance**
 - EBITDA adj. € 27.2m (guidance: € 20-26m)
 - EBIT adj. € 18.5m (guidance: € 10-16m)
- **Operating performance and earnings driven by:**
 - **Ongoing project development business** and strong Q4 project sales
 - **Milestone payments** for Borkum Riffgrund 2 and Gode Wind 3 (approx. € 4m each)
 - Build-up of the „**Wind farm portfolio 2020**“ which is expected to be sold until 2020
 - **Earnings accrued in the „Wind farm portfolio 2020“** to date – which have not been realised yet – amount to approx. € 21.0m (thereof approx. € 8.7m in FY 2018)
 - **Power generation EBITDA** grows to € 13.2m (€ 4.2m)

In € m	FY 2018	FY 2017
Sales	91.4	114.1
Work in progress	15.1	63.3
Other income	5.3	9.5
Total output	111.8	186.9
Cost of materials	-36.7	-108.4
Personnel	-27.8	-25.8
Others	-20.1	-24.1
Impairment on inventories	-10.8	0
EBITDA	16.5	28.6
Depreciation	-8.7	-5.5
EBIT	7.8	23.1
Financial result	-9.8	-9.1
EBT	-2.0	14.1
Taxes	-0.4	0.2
Non-controlling interests	-1.4	-2.8
Net income	-1.0	17.1
EPS (in €)	-0.01	0.22
EPS (in €) Diluted	-0.01	0.22

Balance Sheet FY 2018 (IFRS)

FY 2018 Highlights:

- **Property, Plant and Equipment at € 96.1m**
 - Transformer stations € 13.2m
 - Land and building € 11.4m
 - Own wind farms € 60.9m
- **Inventories at € 117.3m**
 - Offshore € 15.1m
 - Onshore Germany € 37.1m
 - Onshore International € 37.8m
- **Strong liquidity position at € 129.1m**
 - Strong basis to fund implementation of Scale Up strategy



in € m as of December 31, 2018 (as of December 31, 2017)
(rounding differences possible)

- **Equity at € 216.3m**
 - Equity ratio very solid at 48% (48% as of 31 December 2017)
 - Book value of € 2.83 per share
- **Non-current debt at € 142.0m**
 - New corporate bond 2018/23 (€ 50m, 4%) successfully placed in April
 - Liabilities to banks € 86.1m, which is mainly project financing (non recourse)
- **Current liabilities at € 94.3m**
 - 2013/18 corporate bond (€ 100m, 8%) paid back on June 1
 - 2014/19 convertible bond € 6.5m
 - Liabilities to banks € 18.3m, which is mainly project financing (non recourse)

Outlook – Promising start to the year

Onshore wind power

- Promising outlook due to well-filled project pipeline in Germany and France with a total of 349 MW in Phase III
- Continue build-up of Wind Farm Portfolio 2020
- Continue ongoing sales processes in international markets (e.g. Poland, Sweden)

Offshore wind power

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

Scale up

- Development of project pipeline in the 1st new market Panama
- Examination of entrance into further new markets: e.g. PV Germany and international
- 1st PV project in development: PV projects started in Germany, USA and Romania
- Additional services and consulting solutions introduced

Positive outlook for FY 2019

- EBIT of € 15-20m, EBITDA of € 25-30m expected
- New segment reporting to be introduced in coming quarters