

## GREENCOAT RENEWABLES PLC

2024 Interim Results Presentation

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## 1. INTRODUCTION

## **New Global Economy**

Decarbonisation as a Megatrend

### DECARBONISATION

- Transition to renewable
   energy and circular economy
- Revaluation of natural capital

#### DEMOGRAPHICS

Increasing need to **match long term liabilities** with predictable and secure income streams

### DEGLOBALISATION

 Societal and political necessity to meet net zero commitments whilst securing energy supply through investment and onshoring

### DATA

 $\left( \cdot \right)$ 

 5<sup>th</sup> industrial revolution driven by Artificial Intelligence resulting in massive increase in energy consumption

Source: Schroders Capital, 2023. The views shared are those of Schroders capital and may not be verified.

## **European Investment Opportunity**

Investible market expected to reach €1.3trn by 2030



Long term capital plays a central role in the energy transition by providing liquidity and certainty to developers of renewable energy assets

#### Past performance may not be indicative of future results.

Source: Aurora Energy Research (January 2024), IRENA (2024): Renewable Capacity Statistics, SolarPower Europe (2024), LCP Delta (2023), Schroders Greencoat estimates.

## Large Scale Diversified Portfolio in Key European Renewables Markets



#### Past performance may not be indicative of future results.

<sup>1</sup> Excludes assets agreed to be purchased under forward sale agreements.

<sup>2</sup>Contracted profile through to 2028.

### **Pan-European Owner & Operator of Renewable Assets**

Top 10 Largest Pure-Play Listed European Renewables Players

#### Installed Renewable Capacity in Europe<sup>(1)</sup> (Net Capacity rank in Europe)



#### <sup>1</sup>Including only European listed pure-play renewable players and excluding recent take-private announcements and companies with significant exposure outside of Europe. Considering wind, solar, hydro and BESS generation only. Numbers as at 30 June 2024. Third party logos are the property of their respective entities.

## OUR POSITIONING

P One of the largest owners of European Renewables, with a portfolio of >1.5GW of net capacity

P Leading position in the attractive Irish market and successfully scaling position in continental Europe

P Increasingly more diversified technology mix

P Secure and predictable cashflows with no development risk

## **Consistent Track Record of Operational Delivery**

**Diversified Growth** 



Past performance may not be indicative of future results.

\* Represents the six-month period ended 30 June 2024

## **Consistent Track Record of Financial Performance**

**Diversified Growth** 

379.2 330.6 223.4 139.3 118.7 92.9 39.0 17.5 2017 2022 2018 2019 2020 2021 2023 H1 2024\*

### **Net Cash Generation**





**Cash Revenue Profile** 

### 55% CAGR\*\*\*

**Increase in Cash Revenue to 2023** 

Strong and Consistent Cash Generation\*\*

**Sector Leading Dividend Cover** 

#### Past performance may not be indicative of future results.

\* Represents the six-month period ended 30 June 2024

\*\* Cash generation stated prior to project level debt repayments

\*\*\* Compound annual growth rate since IPO in 2017

## 2024 H1 Highlights

	Continued strong cash generation with 3.0x dividend cover	<b>€113.6m¹</b> Cash generated
Operating Performance	1,927GWh generated in period of low wind resource	<b>-12.7%</b> Generation v budget
	H1 NAV flat with 3.3c paid in dividends	<b>112.1c NAV/share</b> 9.2% levered return <sup>2</sup>
	Reduced total aggregate debt,weighted average cost of debt down to 3.1%	<b>51%</b> Gross gearing
Capital Allocation	>€100m being returned to shareholders via progressive dividend and share buyback <sup>3</sup>	>€100m 2024 distributions to shareholders
	>€400m 5 yr post dividend cashflow providing material reinvestment opportunity	>€400m <sup>4</sup> 2024 – 2028 post dividend cashflow
Delivering on Strategy	Proactive revenue management capitalising on Big Tech and Al driven increase in demand for clean energy	>500GWh PPAs agreed <sup>5</sup>

Past performance may not be indicative of future results.

<sup>1</sup>Cash generation and dividend cover excludes SPV level debt repayments amounting to €3.9m. Net dividend cover of 2.9x. <sup>2</sup> Based on long-term gearing assumption of 40% and cost of debt assumption of 4.7%

<sup>3</sup> Share buyback 40% complete at H1 with 11.3m shares bought back at average 21% discount to NAV

<sup>4</sup> Based on 5 year period between 2024-2028 with any form of reinvestment to be determined

<sup>5</sup> Includes PPAs entered into in December 2023 and July 2024

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## 2. FINANCIAL PERFORMANCE

## **Historical Financial Performance**

Growing dividends & reinvestment opportunity

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Growing dividends & reinvestment opportunity

- Sector leading dividend cover
- Progressive dividend policy
- Significant reinvestment potential
- Enhanced strategic optionality

Year	Cash Generation	Dividends Paid	PF debt Repayment	Reinvestment <sup>2</sup>	Gross Dividend Cover
2017 <sup>1</sup>	€11.8m	-	_	€11.8m	_
2018	€23.1m	€20.9m	_	€2.3m	1.1x
2019	€48.8m	€29.2m	€8.2m	€11.4m	1.7x
2020	€66.4m	€38.2m	€14.0m	€14.2m	1.7x
2021	€70.5m	€47.2m	€14.5m	€8.8m	1.5x
2022	€215.0m	€66.4m	€13.5m	€135.1m	3.2x
2023	€196.7m	€72.6m	€19.2m <sup>3</sup>	€104.9m	2.7x
H1 2024 <sup>4</sup>	€113.6m	€37.5m	€3.9m	€72.2m	3.0x
Total	€745.9m	€312.0m	€73.3m	€375.1m	2.4x

### **Material Increase In Strategic Optionality**

**Critical Scale Achieved** 

#### Past performance may not be indicative of future results.

<sup>1</sup> Represents a 10-month period.

<sup>2</sup> Reinvestment includes debt repayments, buybacks, acquisitions, capex & working capital requirements.

<sup>3</sup> Includes €12.0m of project finance prepayments.

<sup>4</sup> Represents 6-month period.

## **Financial Performance**

### H1 Overview

### Key highlights

- Positive cash revenue growth with net cash generation down y-o-y due to impact of elevated power prices in H1 2023 and debt financing of acquisitions
- H1 2024 net cash generation of €113.6m including €21.8m contribution from PY generation
- Sector high dividend cover of 3.0x
- High cash generation capacity providing material reinvestment option

	HY 2023	HY 2024	
Consolidated Cash P&L	(€m)	(€m)	
Revenue	218.4	223.5	+2%
Operating expenses	(69.0)	(78.2)	—
EBITDA	149.4	145.2	
Finance costs	(15.4)	(22.3)	_
Tax	(8.5)	(9.3)	—
Net cash generation <sup>(1)</sup>	125.5	113.6	-9%
Dividends paid	35.9	37.5	_
Gross dividend cover	3.5x	3.0x	
Net dividend cover	3.4x	2.9x	-0.5x

## **Financial Performance**

### H1 Overview

### Key highlights

- €2.5bn pan European portfolio
- Resilient NAV per share at 112.1c
- 3.3c dividends paid in the period
- High cash generation funding organic deleveraging amounting to €33m in H1
- Buyback 40% complete with 11.3m shares bought back at 21% discount to NAV

	FY 2023	HY 2024	
Balance sheet	(€m)	(€m)	
Fair value of investments <sup>(1)</sup>	2,511.6	2,533.1	+1%
Other liabilities <sup>(2)</sup>	(33.0)	(112.4)	
Total cash <sup>(3)</sup>	142.9	151.1	
GAV	2,621.5	2,571.7	-2%
Borrowings <sup>(4)</sup>	(1,342.0)	(1,305.2)	
Net assets	1,279.5	1,266.5	
Gross gearing	51%	51%	
Net gearing	50%	49%	
NAV cps	112.1	112.1	

#### Past performance may not be indicative of future results.

<sup>1</sup> Reported Investments at fair value through profit or loss less cash and cash equivalents as set out within the 2024 Interim Report.

<sup>&</sup>lt;sup>2</sup> Represents a balancing figure to arrive at reported GAV.

<sup>&</sup>lt;sup>3</sup> Represents reported H1 group cash and cash equivalents of €42.4m and SPV cash balances of €108.7m.

<sup>&</sup>lt;sup>4</sup> Includes aggregate group term debt, RCF debt and project level debt and related swaps.

## €1.3bn Net Asset Value

### Strong H1 cash generation underpinning NAV

### Key highlights

- 6-month operating performance representing 9% return on opening NAV
- Strong cash generation offsetting impact of depreciation and dividends
- Accretive share buyback programme in progress
- Levered portfolio equity return of 9.2%<sup>1</sup> on NAV
- Implied net return to shareholders of c.8.0% investing at NAV



#### Past performance may not be indicative of future results.

 $^{1}$  Based on long term gearing assumption of 40% and cost of debt assumption of 4.7%

<sup>2</sup> Others primarily includes movement in working capital and changes relating to other long-term assumptions.

## **Strong & Predictable Cash Flows**

### Expected c.€390m<sup>2</sup> in dividends to 2028 + material reinvestment potential

77% contracted revenues 2024 - 2028

c.€390m in dividends to 2028<sup>2</sup>

c.€410m post dividend cashflow to 2028<sup>2</sup>

### Illustrative dividend cover profile<sup>1</sup>

	<b>2024</b> <sup>2</sup>	2025	2026	2027	2028
Dividend cover	2.3x	1.9x	1.8x	2.1x	2.2x
Sensitivities					
€60/MWh	2.4x	2.1x	2.1x	2.1x	2.0x
€50/MWh	2.4x	1.9x	1.9x	1.9x	1.8x
€40/MWh	2.3x	1.8x	1.7x	1.7x	1.5x
€30/MWh	2.3x	1.6x	1.6x	1.5x	1.3x

### Secure cashflows supporting dividend growth and reinvestment

#### Forecasts are not a reliable indicator of future performance.

<sup>1</sup>Dividend cover includes the completion of the South Meath and Andella forward sale agreements and reinvestment assumes that: (i) 60% of excess cashflows are reinvested in an Irish RESS example asset yielding current market rates starting in 2025 equating to an investment of €205m which makes a cumulative contribution to net cash generation of €23m (ii) the remaining 40% of excess cash flows are used to repay debt (iii) maturing loan facilities are refinanced at 4.5% all-in cost. <sup>2</sup>Includes H1 actual numbers and forecast numbers from H2 2024 onwards.



## 4. CAPITAL ALLOCATION

## **Decisive Capital Allocation**

Maximising shareholder value

	H1 2024 Actions	Future Options
Debt repayment	<ul> <li>Organic deleveraging via €33m of debt repayments from operating cashflows</li> </ul>	<ul> <li>Deleveraging opportunity throu post dividend operating cashflo</li> </ul>

		Debt repayment	<ul> <li>Organic deleveraging via €33m of debt repayments from operating cashflows</li> </ul>	<ul> <li>Deleveraging opportunity through use of post dividend operating cashflow</li> </ul>
c.€410m post dividend cashflow to 2028		Asset recycling	<ul> <li>Range of recycling opportunities under active consideration</li> </ul>	<ul> <li>European market conditions providing arbitrage opportunities</li> </ul>
		Share buybacks	<ul> <li>11.3m shares bought back at average 21% discount to NAV</li> </ul>	<ul> <li>Financial capacity to upsize pending market conditions</li> </ul>
		Dividends	• 5% increase in dividends for 2024 announced with 3.3 cps paid in H1	<ul> <li>Highly contracted portfolio providing secure cashflows</li> </ul>

**Decisive Action & Capacity For More** 

Forecasts are not a reliable indicator of future performance.



# *3. ASSET MANAGEMENT AND CONTRACTING*

## **Asset Management KPIs**

Active asset optimisation improving asset yield, value and ESG performance

ESG		Health and S	afety	Revenue Enhancement	
>840,0001	Homes powered (equivalent)	164	Health and safety audits	7	Improvement projects completed
>1.5m <sup>2</sup>	Tonnes of CO <sub>2</sub> avoided	107	Site inspections conducted	>500GWh <sup>3</sup>	Annual contracted generation under CPPAs
€1.4m	Funding committed to local community projects	3	Lost time incidents	€2.8m	DS3 revenues in Ireland

#### Past performance may not be indicative of future results.

<sup>1</sup> The number of homes powered is based on the average annual household energy consumption, using the latest reported figures, and reflects the portfolio's estimated annual electricity generation as at the relevant reporting date for each region. <sup>2</sup> Based on the marginal generation displaced in each jurisdiction and done on an annualised basis. Gas generation for Ireland and Spain at 385 gCO2/kWh, Nuclear generation for France and Sweden at 0 gCO2/kWh, Biomass generation for Finland at 0 gCO2/kWh and coal generation for Germany at 935 gCO2/kWh. This approach is the preferred option under PCAF guidance ("Operating margin") for measuring carbon avoided and replaces the methodology applied in 2022 that applied average grid intensity per region.

<sup>3</sup> Includes PPAs entered into in December 2023 and July 2024

## Long-term Growth and Value Creation

### Continuous Improvement Plan and strong pipeline underpinning long-term return prospects



Past performance may not be indicative of future results.

For illustrative purposes only, active asset management cannot abate or eliminate all risk associated with investing.

Operations

Optimisation

## **PPAs as Core Part of Contracting Strategy**

Big Tech and AI driving growth in PPA market

### Big Tech & Al driving demand for clean energy

### Market Developments

- PPAs as an alternative and attractive route to market
- Surge in power demand driven by Big Tech and AI
- Ability to de-couple future cash flows from merchant exposure risk

### H1 Achievements

- GRP ability to source and execute PPAs with range of counterparties
- 10 Year pay as produced PPA with Keppel Data Centre REIT
- 15 Year pay as produced PPA with a large technology multinational



European data centre power demand is projected to rise to ~150TWh<sup>2</sup> by 2026

## >500GWh<sup>1</sup>

Demonstrable success in delivering PPAs to corporates and utilities

Forecasts are not a reliable indicator of future performance.

<sup>1</sup> Includes PPAs entered into in December 2023 and July 2024. 2 EA Estimates 2024

## **Contracting Strategy**

### High contracted revenues and positive impact of PPAs

#### Forecasted revenue breakdown **Avg. Merchant Selling** 44 68 61 Price (€/MWh)<sup>1</sup> 100% 14% 90% 23% 33% 80% 70% 33% 24% 60% 21% 50% 86% 40% 77% 67% 30% 53% 53% 46% 20% 10% 0% 2024 2032 2028 Contracted and Index Linked Total (%) of Contracted Merchant Contracted

#### Forecasts are not a reliable indicator of future performance.

<sup>1</sup> Captured price pre-PPA discounts.

<sup>2</sup> Includes PPAs entered into in December 2023 and July 2024 with large technology multinational.

#### **Revenue mix**

- 67% of the revenues to 2032 are contracted
- 46% of revenues to 2032 are inflation linked

#### **Balanced Approach**

- Highly contracted portfolio limits exposure to short-term price movements
- Merchant revenues based on future prices to 2026 and power price forecasts thereafter
- 57% of GRP's Irish assets have exposure to merchant prices above REFIT levels (not priced into NAV)
- >500GWh in PPAs agreed<sup>2</sup>



## 5. FINANCING

## **Strong Balance Sheet**

### Financing overview

### Providing stability & platform for growth

- Access to capital with €150m new term debt and used to repay RCF
- 3.1% weighted average cost of debt
- 98% of term debt fixed or fully hedged
- Highly contracted cashflows supporting gearing levels
- Surplus cash providing material organic deleveraging option and underpins progressive dividend policy



Past performance may not be indicative of future results. Third party logos are the property of their respective entities.



## 6. SUMMARY

## Outlook

### Structural High Cash Generation + Robust Balance Sheet = Positioned For Growth



#### Past performance may not be indicative of future results.

<sup>1</sup> Includes forward sales

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<sup>2</sup> Based on 2024 target dividend of 6.74c and the closing share price at 28 June 2024.
 <sup>3</sup> Based on long-term gearing assumption of 40% and cost of debt assumption of 4.7%



## 7. APPENDIX

## **Forward Sale Commitments**

### Fully funded sites under construction



### €124m of fully funded sites under construction through a forward sale model

Past performance may not be indicative of future results.

<sup>1</sup>Forward sale agreement entered into for 50% stake and completed in July 2024.

## **Strategic Framework Agreement**

Key partnership with FuturEnergy

### Framework highlights

- Development pipeline comprising over 15 projects totalling 1.5GW+
- Majority of the existing pipeline is expected to reach COD between 2026 and 2029
- Offtake is expected to be primarily through future RESS auctions or corporate PPAs

### Growth opportunity

- Enables GRP to partner with a leading developer with a significant pipeline of attractive assets
- Provides access to 500MW+ of contracted long term cash flows over the medium term
- Provides platform for continued roll out of GRP's growth strategy in Ireland

### Framework agreement pipeline







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Third party logos are the property of their respective entities.

## **Net Asset Value**

### NAV sensitivities

### **Valuation factors**

- The base case asset life depends on the technology as those are underpinned by different design life:
  - On-shore wind assets' lifetime is typically 30 years
  - Off-shore wind assets' lifetime is based on 35 years
  - Base case long term CPI assumption is 2% all countries
  - Long term power price forecasts are provided by leading market consultants
  - No terminal value assumed at the end of operating life

### Impact on NAV



**Past performance may not be indicative of future results.** Shown for illustration purposes only.

## Case Study - Keppel DC REIT PPA

### **PPA Strategy**

- Capitalise on surging demand driven by Big Tech and AI
- Benefit from alternative route to market
- High demand for Irish sourced-GoOs<sup>1</sup>
- Retain competitive edge through strong market position with ability to source NAV accretive pricing

### **Benefits of specific PPA**

- Pay as produced PPA
- 10-year PPA extending to 25 years of asset life
- 67GWh annual production re-contracted at fixed price, inflation protected
- Strong NAV accretion

Past performance may not be indicative of future results. <sup>1</sup> Guarantee of Origin



## **High-Quality and Long-Term Investor Base**

Major shareholders include a mix of institutional and wealth investors

### **Key considerations**

- Listings on Euronext Dublin and London Stock Exchange (AIM)
- Dividends paid quarterly
- Institutional share register
- Average trading volumes of c.1.5m shares per day
- NAV Total Return to 30 June 2024 including dividends of 66% since IPO in 2017

Investor	Ordinary shares held %
KBI Global Investors	10%
BlackRock	10%
FIL Investment International	7%
Brewin Dolphin Wealth Management	5%
Newton	5%
Irish Life	5%
Davy Stockbroker	4%
Prince of Liechtenstein Foundation	4%
Cantor Fitzgerald	3%
Schroders	3%
Subtotal	56%

## **List of Abbreviations**

CAGR	Compound Annual Growth Rate	MWh	Megawatt Hour
Capex	Capital Expenditure	NAV	Net Asset Value
CCGT	Combined Cycle Gas Turbine	O&M	Operations and Maintenance
CfD	Contract for Difference	P&L	Profit and Loss
COD	Commercial Operations Date	PF	Project Finance
DS3	Delivering a Secure Sustainable Electricity System	PLC	Public Limited Company
EBITDA	Earnings Before Interest, Tax and Depreciation	PPA	Power Purchase Agreement
EEG	Erneuerbare-Energien-Gesetz	PSO	Public Service Obligation
FCF	Free Cash Flow	Q1	Quarter 1
FiT	Feed-In Tariff	Q2	Quarter 2
FY	Financial Year	Q3	Quarter 3
GAV	Gross Asset Value	Q4	Quarter 4
GRP	Greencoat Renewables PLC	RCF	Revolving Credit Facility
GW	Gigawatt	REFIT	Renewable Energy Feed-In Tariff
GWh	Gigawatt Hour	RESS	Renewable Energy Support Scheme
IPO	Initial Public Offering	SPV	Special Purpose Vehicle
IRR	Internal Rate of Return	TSR	Total Shareholder Return
I-SEM	Irish Single Electricity Market	WTG	Wind Turbine Generator
JV	Joint Venture	VAT	Value Added Tax
M&A	Mergers and Acquisitions	Y-o-Y	Year-over-Year
MW	Megawatt		