



Greencoat Renewables PLC 2020 Full Year Results March 2021



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	I,404 GWh
2020 power generation 3% below budget	22% increase on 2019
	€66.4m ¹
Dividend cover of 1.7x ¹ alongside strong cash generation	36% increase on 2019
	557MW
7 assets added, forward sale model executed, European diversification underway	21% increase on 2019
	€748.8m NAV
NAV per share of 101.0c	€125m share placing in December 2020
	561,432 tonnes
Significant carbon free electricity generated	CO_2 emissions abated

Key Strengths

Highly contracted portfolio: 98% of revenues fixed until end of 2027

Leading investment manager: >€7.0bn of renewables assets under management **Strong platform for growth:** Strong relationships and currencyneutral access to largest market **Demonstrated aggregation ability:** Track record of optimization and asset-management



SECTION I Year 3 overview



		2018	2019	2020
Scaling the	45% increase in capacity in 2 years	384 MW	462 MW	557 MW
business	87% increase in net cash generation in 2 years	€23.1m	€48.7m	€66.4m
Strong performance	TSR of 38%, of which 20.7% via dividends	10.1%	31.6%	38.0%
and stable returns	Consistent and robust dividend cover	1.3x	I.7x ¹	I.7x ¹
Future growth	Growing access to very large asset pool	3.5 GW ²	170 GW ²	196 GW ²



experience and expertise nsactional and co-ownership relationships pool of investible opportunities	Over 250 MW in bilateral transactions Asset pool
	Asset pool
vard model to secure pipeline and value	196 GW and growing
ing capital structure and lowering interest costs DCR for managing business ed engineering expertise and integrated teams	Proven aggregation with 14% of Irish renewables market 30 dedicated asset managers at Greencoat Capital
% contracted revenues, matching M&A strategy	98% contracted until end 2027 € revenues
t	t % contracted revenues, matching M&A strategy recontracting strategy ing robust regulatory regimes





Publication of third annual ESG report



2020: 1,404 MWh of green electricity / 561k tonnes of CO2 savings



Focus on all aspects of Health & Safety, seeking continuous improvement



"A" score overall¹ as UN PRI signatory, CDP and TCFD disclosure



Regular reviews of portfolio and asset risks, including integrating ESG risks



2020: over €800,000 distributed to community benefit funds, with accelerated contributions focused on COVID-19 requirements

ESG involved at all stages of investment and operations



SECTION 2 Operational Performance

Portfolio as at 31 Dec 2020

Diversified portfolio underpinned by c.10 years' contracted cashflow





	#	Wind Farm	Country	Turbines	Subsidy end date	% Interest	Net MW
	I	An Cnoc	Republic of Ireland	Enercon	Dec 2032	100%	11.5
	2	Ballybane	Republic of Ireland	Enercon	2023 - 2032	100%	48.3
	3	Beam Hill ⁽¹⁾	Republic of Ireland	Vestas / Enercon	Dec 2032	100%	20.9 (1)
	4	Carrickallen	Republic of Ireland	Senvion Gamesa	Sept 2033	50%	10.3
	5	Cloosh Valley	Republic of Ireland	Siemens Gamesa	Jul 2032	75%	81.0
	6	Garranereagh	Republic of Ireland	Enercon	Dec 2027	100%	9.2
Ireland (91% installed capacity)	7	Glanaruddery	Republic of Ireland	Vestas	Dec 2032	100%	36.3
d cap	8	Gortahile	Republic of Ireland	Nordex	July 2025	100%	20.0
italle	9	Killala	Republic of Ireland	Siemens Gamesa	July 2032	100%	17.0
% ins	10	Killhills	Republic of Ireland	Enercon	Mar 2030	100%	36.8
16) p	11	Knockacummer	Republic of Ireland	Nordex	Dec 2027	100%	100.0
relan	12	Knocknalour	Republic of Ireland	Enercon	Aug 2028	100%	9.2
	13	Letteragh	Republic of Ireland	Enercon	Dec 2032	100%	4.
	14	Lisdowney	Republic of Ireland	Enercon	Nov 203 I	100%	9.2
	15	Monaincha	Republic of Ireland	Nordex	Sept 2029	100%	36.0
	16	Raheenleagh	Republic of Ireland	Siemens Gamesa	Jul 203 I	50%	17.6
	17	Sliabh Bawn	Republic of Ireland	Siemens Gamesa	Dec 2031	25%	16.0
	18	Tullynamoyle II	Republic of Ireland	Enercon	Dec 2032	100%	11.5
(%6)	21	Pasilly	France	Siemens Gamesa	Jun 2033	100%	10.3
France (9%)	22	Sommette	France	Nordex	Sept 203 I	100%	20.0
Fra	23	Saint Martin	France	Senvion	Dec 2032	100%	21.6
					Total as at 3	l Dec 2020	556.7
Forward Sale	19	Cloghan	Republic of Ireland	Vestas	Dec 2037	100%	37.8
For Sa	20	Taghart	Republic of Ireland	Vestas	Dec 2037	100%	25.2
				Т	Total including fo	rward sales	619.7

¹ The Beam Hill wind farm includes the 14.0MW original site with 8 Vestas turbines and the Extension 6.9MW site with 3 Enercon turbines.



	2020		
Health and Safety	 No major incidents in the period Independent health and safety audits planned for the second half of the year covering sites not previously audited 		
	 Changes to work procedures and certain restrictions were applied across the portfolio following government guidelines on COVID-19 		
	 Operating expenditure through reducing PPA balancing fees achieving savings of c.75 per cent. 		
Operational Highlights	 Lisdowney lightning strike in March remediated safely, quickly, and on schedule. 		
	• Overseeing the safe and timely construction of a sixth turbine at Killala.		
	 Technology installation at applicable wind farms enabling them to provide DS3 services 		
	to Eirgrid, resulting in a c.€1 million increase in revenues across the portfolio.		
Portfolio optimisation	 Turbine software upgrades at applicable wind farms. Expected to increase energy yield at Glanaruddery by c.1 per cent. 		
	 Agreements for targeted forestry management of c.40 hectares across 2 wind farms to increase energy yield and reduce turbine wear. 		



SECTION 3 Financial Performance

Greencoat Renewables – Simple and Robust Business Model¹







Consolidated Cash P&L (€'000)	2018	2019	2020
Revenue	38,956	92,878	118,646
Operating Expenses	(8,902)	(26,305)	(35,011)
Tax/VAT	(647)	(46)	644
Wind farm operating cashflow	29,407	66,527	84,124
SPV level debt interest	-	(4,982)	(6,602)
Wind farm cashflow	29,407	61,545	77,522
Management fee	(2,766)	(4,689)	(6,246)
Operating expenses	(1,095)	(1,612)	(1,642)
Ongoing finance costs	(2,887)	(6,353)	(2,821)
VAT	484	(285)	(356)
Other	(1)	77	(37)
Group cashflow	(6,265)	(12,862)	(11,102)
Gross cash generation (gross of SPV level debt repayment)	23,142	48,683	66,420
Gross dividend cover	1.3x	1.7x	1.7x
SPV level debt repayment	-	(8,212)	(14,009)
Net cash generation (net of SPV level debt repayment)	23,142	40,471	52,411
Net dividend cover	1.3x	1.4x	1.4x

Key Considerations

- Strong 3x revenue growth in three years
- Stable and solid operating margin (wind farm operating cash flow) of c. 72% average, over 3 years
- OCR leveraging scale reduced to 1.24%
- Resilient dividend cover of 1.7x (1.4x net)





NAV/ share (cent)	103.1	101.0
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Key Considerations

- Decrease of NAV of 2c per share:
 - +c. 4.5c Cash generation net of
 - +c. I.5c NAV accretive equity raise
 - -c. 4.5c Depreciation
 - -c. I.5c Adjustment to short term curtailment
 - -c. 4.0c Significant reduction in short term inflation forecast
 - +c. 2.0c Reduction in blended discount rate of 0.2% to reflect market valuation
- Total 45bps reduction in unlevered discount rate since listing (vs. 1.4% reduction of longterm Irish government bond since IPO)

GAV (€m)



Key Considerations

- €428m Aggregate Group Debt at 31 Dec 2020 or 36% gearing (vs gearing cap of 60%)
- Scale to benefit mid-term gearing (2020 average was 39% with 45 – 50% midterm average target)
- Major refinancing in 2020 with new €300m 3-year RCF (maturing March 2023) and 5-year €200m term loans (maturing October 2025)
- Material reduction in cost of debt with average cost of debt of 1.4% at 31 Dec 2020 (of which Group debt was 0.7%)
- Substantial available debt capacity with up to c. €700m potential firepower



Gearing	2018	2019	2020
At December,	56%	36%	36%
Average for the year,	32%	46%	39%
Fixed Interest Rate as % of Debt			
At December,	26%	44%	97%
Average for the year,	١%	35%	31%
SPV Asset Debt as % of Debt			
At December,	15%	16%	18%





SECTION 4 European Expansion

Deep asset base seeking long-term Investors



Market Growth
Over 196 GW of renewablesLeading PositionDerating Presence
Within Investment Strategy
Initial InvestigationPolicy
EU Clean Energy Directive
Requiring 40% cut in GHG by 2040

Long Term Capital 30 year assets, requiring the right type of capital

Diversification Weather Systems Power Markets Regulatory Systems



Leveraging expertise and relationships in the world's largest market

French Expansion

Mature market with over 26 GW of existing capacity and strong government supports



Overview

Mix of onshore and solar. Substantial growth emerging in solar and onshore and offshore wind

Correlation to Irish wind speeds

Medium

Tariff regime

Mostly 15/20-year FIT, CFD



• Euro equivalent market with 26 GW of existing capacity

- Market growth underpinned by EU Renewable Energy Directive and planned retirement of fossil fuel plants by 2030
- Typically low risk / low return renewable assets due to contracted nature of cashflows (government tariff)
- GC relationship with many of the key utilities and large-scale developers

#	Wind Farm	Turbines	Subsidy end date	% Interest	Net MW
I	Saint Martin	Senvion	Jun 2033	100%	10.3
2	Pasilly	Gamesa	Sept 203 I	100%	20.0
3	Sommette	Nordex	Dec 2032	100%	21.6
	Total				51.9

French Seed Portfolio



Acquisition highlights

- Portfolio acquired from John Laing in June 2020
- Enterprise value of €95m (€28m equity) representing 8% of GRP's GAV
- Long-term contracted revenue (supported by fixed Feed in Tariff with c. 12 years residual French FIT remaining)
- Sites favorably located in western and north-eastern France, benefitting above French average wind resource
- Mix of turbine technologies (Gamesa, Nordex & Senvion)
- Existing 16 year long-term, low fixed-rate project finance debt
- Flexibility to refinance debt in the future if commercially attractive

Nordic Expansion

High-growth market with very low LCOE, and well-developed corporate PPA sector



Overview

Primarilly onshore wind market with substantial growth continuing

Correlation to Irish wind speeds

Low

Tariff regime

Mix of 10/15-year Corporate PPA, shorter term contracted and more merchant market



• Euro equivalent market with 2.5 GW of existing capacity

- Lowest on-shore wind LCOE, through combination of high wind speeds and large, modern turbines.
- Attractive growth in electricity demand driven by consumers and policy
 - Increased data usage
 - Electrification of transport and heavy industry
- Access to range of power price market options, including corporate PPA, hedging and merchant
- GC relationship with many of the key utilities and large scale developers

#	Wind Farm	Turbines	% Interest	Net MW
I	Kokkoneva	Nordex	100%	43.2

Kokkoneva wind farm



Acquisition highlights

- Located in Finland, first acquisition in Nordic market
- 10-year PPA with Gasum, Finish semi-state gas utility,
- Abo wind taking all construction risk and funding risk under a "forward sale" model
- Abo wind to provide ongoing asset management once asset operational
- Expect to see further opportunities in the wider market



SECTION 5 Irish Aggregation

Ireland Aggregation

Over 200MW of assets secured in the past 12 months



Carrickallen

10 Senvion MM92 turbines

Killala/Beam Extension

Contracted under REFIT II until 2032

Bolt-on investments in existing assets

Contracted under REFIT II until 2032

10.3MW net

10.3MW

89.6MW



Key Considerations

- 40% increase in Irish portfolio size in last 12 months
- 14% market share in REFIT
- First RESS deal signed
- Strong ongoing pipeline

Cloghan & Taghart F

63MW aggregate

- · Project under construction with Statkraft delivering under forward sale
- Vestas turbines

Forward Sale

Contracted under RESS 2 until 2037



Key Considerations Republic of Ireland – Installed Capacity planned 16 ■ Onshore Wind ■ Solar ■ Offshore Wind policy 14.2 GW 14 3.5 12 Installed Capacity (GW) - 15-year contracts 10 2.7 renewables by 2030 8 - Regular "auctions" 5.7 GW 6 0.8 4.2 GW 4 8 2.5 GW assets 4.9 4.2 2 2.5 0 2015 2020 2023 2030

Up to 2020

- REFIT
- Onshore wind only
- GRP 2nd largest owner/ c12%

2020 to 2030

- Mix of RESS and Corporate PPA
- Onshore wind, offshore wind, solar
- Significant growth opportunity •

- Market growth has developed as
 - REFIT has remained a very stable
- RESS auctions in 2020 supported adiitonal I.3GW of new capacity (onshore wind and solar)
- Government commitment to 70%
 - Increased Corporate PPA activity
- Possible €10bn investment value between 2020 - 2030 in renewable



SECTION 6





Portfolio Strategic Considerations

Keeping portfolio "low risk" and adding long-term contracted cashflows





I.Existing Portfolio Highly Contracted

- 98% of revenue contracted under REFIT or French FIT until end 2027
- RESS assets extend contracted cashflows to 2038

2. M&A Strategy - Continue to extend contracted profile

- Executing a growth strategy to acquire long-dated contracted cashflows
- Secure exposure to sub 20% of uncontracted cashflows while portfolio is highly contracted

3. Using PPA to recontract existing assets

- Emergence in Ireland and Europe of Corporate PPA and power hedging market
- Providing opportunity to recontract on medium term basis once out of subsidy period



Highly contracted portfolio: 98% of revenues fixed until end of 2027	Leading investment manager: >€7.0bn of renewables assets under management	Strong platform for growth: Strong relationships and currency- neutral access to largest market	Demonstrated aggregation ability: Track record of optimization and asset-management
			I,404 GWh
2020 power generation 3%	below budget		22% increase on 2019
			€66.4m ¹
Dividend cover of 1.7x ¹ alo	ongside strong cash generation		36% increase on 2019
			557MW
7 assets added, forward sal	e model executed, European div	versification underway	21% increase on 2019
			€748.8m NAV
NAV per share of 101.0c			€125m share placing in December 2020
			561,432 tonnes
Significant carbon free elec	tricity generated		CO ₂ emissions abated



Appendix

2020 Financial Performance (1/2)



	For the year ended 31 December 2020		
Group and wind farm SPV cash flows	Net ^(I) €'000	Gross ^(I) €'000	
Net cash generation ¹	52,415	66,424	
Dividends paid	(38,169)	(38,168)	
SPV level Capex & PSO Cashflow ²	(19,594)	(19,594)	
SPV level debt repayment	-	(14,009)	
Acquisitions ³	(114,438)	(114,438)	
Acquisition costs	(1,518)	(1,518)	
Equity Issuance	125,000	125,000	
Equity issuance costs	(2,071)	(2,071)	
Net drawdown under debt facilities	9,000	9,000	
Upfront finance costs	(6,149)	(6,149)	
Movement in cash (group and wind farm SPVs)	4,477	4,477	
Opening cash balance (Group and wind farm SPVs)	34,547	34,547	
Closing cash balance (Group and wind farm SPVs)	39,024	39,024	
Net cash generation ⁽¹⁾	52,415	66,424	
Dividends	38,168	38,168	
Dividends cover	l.4x	l.7x	

¹ The dividend cover tables above are shown as 2 scenarios: the first reflects cash generation net of the Group's share of SPV level debt repayment (€14,009k), and the second shows net cash generation gross of SPV level debt repayments.

² Cashflows reflect residual capital expenditure from acquired SPVs (covered by the vendor of the SPVs) and REFIT working capital movements with the PSO relating to wind farm SPVs.

³ Acquisition consideration is net of the acquired SPV cash (€8,551k).

2020 Financial Performance (2/2)



Net Cash Generation – Breakdown	For the year ended 31 December 2020	
		Gross €'000
Revenue	118,648	118,648
Operating expenses	(35,167)	(35,167)
Tax/VAT	644	644
Wind farm operating cashflow	84,125	84,125
SPV level debt interest	(6,602)	(6,602)
SPV level debt repayment	(14,009)	-
Wind farm cashflow	63,514	77,523
Management fee	(6,246)	(6,246)
Operating expenses	(2,822)	(2,822)
Ongoing finance costs	(352)	(352)
VAT	(37)	(37)
Group cashflow	(11,099)	(11,099)
Net cash generation	52,415	66,424

Net Cash Generation – Reconciliation to Net Cash Flows from Operating Activities	For the year ended 31 December 2020	
	Net €'000	Gross €'000
Net cash flows from operating activities ¹	18,424	18,424
Movement in cash balances of wind farm SPVs ²	(14,798)	(14,798)
SPV capex & PSO cashflow ³	19,169	19,169
Repayment of debt at SPV level ²	-	14,009
Repayment of shareholder loan investment ¹	32,442	32,442
Finance costs ¹	(8,971)	(8,971)
Upfront finance costs (cash) ⁴	6,149	6,149
Net cash generation	52,415	66,424

¹ Consolidated Statement of Cash Flows

² Note 9 to the Financial Statements

³ €19,953k cashflows reflect residual capital expenditure from acquired SPVs and REFIT working capital movements with the PSO relating to wind farm SPVs less €424k SPV working capital.

⁴ €2,897k capitalised arrangement fees for the Group's revolving credit facility plus €2,120k capitalised arrangement fees for the Group's term debt facilities plus €1,139k professional fees (note 13 to the financial statements) less €7k movement in other finance costs payable (note 12 to the Financial Statements).