

Financial Year 2021 - Summary





## Disclaimer

This presentation was prepared by OY Nofar Energy LTD (the "**Company**") as a general presentation regarding the Company and the corporations held by the Company (including associated companies) (the "**Group**"). This presentation does not constitute an offer to purchase or sell the Company's securities or an invitation to receive proposals of such nature. The presentation is for information purposes only.

The information included in this presentation (the "Information") is presented for convenience purposes only and does not serve as a basis for making investment decisions, nor does it constitute a recommendation nor an opinion, and it is not intended to replace an investor's own judgment or considerations. The presentation does not purport to encompass or include all of the information that may be relevant to making any decision concerning investing in the Company's securities, and does not exhaustively cover all of the data regarding the Group or its activities, and is not a substitute for reviewing the reports published by the Company, and in particular, the Company prospectus published on 8.12.2020 and dated 9.12.2020 (reference number: 2020-01133446; the "Prospectus") and the Company's periodic report for the year 2021, published on 29.3.2021 (reference no. "2022-01-031419"; the "2021 Annual Report").

All of the information stated herein regarding the Company's operations is stated concisely and in brief. Understanding the full picture of the Company's operations and of the risks with which the Company contends, requires reviewing the Company's Prospectus, the 2021 Annual Report, and the ongoing reports published by the Company on the Tel Aviv Stock Exchange LTD's website and the MAGNA publication distribution website.

Any mention of the Company in the presentation refers to the Company and the corporations held by the Company, directly or through other held companies (including associated companies).

Amounts given in EUR are converted from the NIS figures provided in Company's Hebrew language presentation dated 29 March 2022 (reference no. "2022-01-031437"), according to an assumed conversion rate of 1EUR:NIS3.5199

The Company's projections regarding the systems' respective capacities (slides 3, 5, 6, 7, 8, 9, 10, 11, 13, and 19- 22), expectations regarding the end of construction and/or commercial operation of projects (slides 5, 9, 10, 11, 12, 13, 14 and 19 to 22), revenue expectations from the sale of electricity from projects (slides 3, 7, 9, 10, 11, 13, 14 and 19-22), expected EBITDA from projects (slide 7, 9, 10, 11 and 19-22), and expected FFO from projects (slide 7 and 19-22), average tariffs (slides 19-22), the equity required for the projects, leverage rate, interest and loan period (slides 19-22), as well as the Company's plans and goals (slides 5, 9, 10, 11, 12, 13, 14, and 19-22), constitute "forward-looking statements" (as the term is defined in the Securities Law 5728-1968), that are substantially based on expectations and projections regarding economic, sectoral, and other developments, as well as on the implementation of the Company's plans by the Company on the projected dates, and on their integration with one another. It is clarified that actual results, as they relate to said information, may differ materially from the projected results or results implied by that which is stated in this presentation, owing to various factors that are outside the Company's control, including the realization of risk factors that characterize the Company's operations, as well as developments in the Company's economic and regulatory environment and in external factors that impact the Company's operations that cannot be projected in advance and that are outside the control of the Company, such as: delays in obtaining the permits required to erect systems, changes in system construction costs, construction delays, changes in the provisions of the law and / or in regulations, increases in financing costs, foreign currency changes, unexpected expenses, faults in the systems, weather changes, changes in consumer electricity tariffs or in systemwide expenses, changes in consumption, changes in tax rates or the tax regime, diffi

Therefore, readers of this presentation are hereby cautioned that the Company's actual results and achievements in the future may differ significantly from those presented in the forward-looking statements appearing in this presentation. Similarly, forward-looking forecasts and projections are based on data and information currently available to the Company as of the date of this presentation, and the Company is not obligated to update or revise any such forecast and/or projection so that they will reflect events or circumstances occurring after the date of the presentation.

For additional information regarding the assumptions made by the Company as they pertain to the information and data included in the presentation, see pages 24-25 herein.

It is noted that slides 3, 5, 7, 9, 14, and 19-22 include Information which is published by the Company for the first time herein.

It is emphasized that the Company's projections regarding the forecasts were made in consideration of and based on past experience and professional knowledge accumulated by the Company. Said information may not materialize, in its entirety or in part, or it may materialize in a fashion that differs substantially from that predicted by the Company, both in terms of the Company's predictions regarding macro-economic factors and in terms of the rest of the data included in the Information.



## Nofar Energy in brief

- Global IPP and developer of renewable energy
- Expertise in Utility-Scale, Storage and C&I
- Active in 7 Countries 150 employees
- Updated targets for 2025: 5 GW and 2 GWh connected, that will generate 568 million Euro revenue per year





Solar 438 (170) MW Connected and ready to be connected 729 (306) <sup>2</sup> MW Construction and

Storage 814 (559) <sup>2</sup> Connected, ready to be connected, construction and pre-construction

pre-construction

**249** (118) <sup>2</sup> Million Euro Annual revenue from electricity sales in a first representative year **%** Nofar

## Company's activities in the past year





## Main Achievements 2021



Market leaders in storage



Global growth

Growth platforms in seven countries with projects under construction and in advanced development

Creating a **global infrastructure** for sustainable growth



Construction momentum

Completed the construction of more than **300 MW** 

An additional **729 MW** under construction

**MWh 100** Behind the meter operating in Israel year-end of 2022<sup>3</sup>

**1.5 GWh** in advanced development

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# 2021 – Meeting growth targets<sup>4</sup>



## Nofar A significant pipeline of generating, under construction, and pre-construction projects featuring high-priced tariffs<sup>5</sup>



Expected aggregate energy sales<sup>2</sup>

In a representative first year

Revenue

249 million Euro (118 million Euro)

**EBITDA** 

**204 million Euro** (96 million Euro)

FFO

174 million Euro (82 million Euro)



## Nofar Nofar Energy Group C&I, Utility, Storage 10% holdings

		*
Spain Segment: Utility Advanced portfolio: 408 MW	USA Segment: C&I Advanced portfolio: 120 MW	<b>Israel</b> Segment: C&I, Storage Advanced portfolio: 535 MW, 766 MWh
		0
Romania	Poland	Italy
<b>Romania</b> Segment: Utility Advanced portfolio:	<b>Poland</b> Segment: Utility Advanced portfolio:	<b>Italy</b> Segment: C&I Advanced portfolio:

UK Segment: Storage Advanced portfolio: 698 MWh





## Global C&I Company

#### 🗷 Israel

- The regulation of high FIT rates continues into the coming years
- Network of partnerships as a basis for continued expansion
- 357 MW connected, ready to connect, and under construction

#### 🖲 USA

- PPA at high retail rates
- Increasing the set of agreements with REIT and tax equity funds
- A large portfolio of 312 MW to be connected in the coming years

#### Italy

- High FIT rates
- Four consecutive awards of the largest quota in GSE auctions
- Accelerated and consistent growth in constructions and connections – 130 MW



#### Financial data - Israel, USA & Italy<sup>6</sup>

Connected projects, ready for connection, under construction, and preconstruction, 100% holdings, million Euro



#### Forecasts and Targets<sup>1</sup>

Connected and ready-to-connect projects, 100% Holdings, MW



## Solar Projects Utility Scale

- Local development platforms for promoting projects in the UK, Romania, Poland, and Spain
- Dramatic rises in electricity prices in Europe
- Expect significant increases in renewable power capacity in the target countries
- A business model that combines development and entry into projects in the stages of development
- 169 MW ready to connect and 434 MW under construction and pre-construction
- Global specialization in the electricity trade





#### Forecasts and Targets<sup>1</sup>

Connected and ready-to-connect projects, 100% Holdings, MW



## **Storage Projects**

- Leading BTM segment in Israel
- Identifying the need framework agreement with Tesla
- Completion of construction of 100 MWh this year
- Leveraging the experience to implement knowledge and capabilities among the Company's platforms
- Dedicated platform for storage projects in the UK
- Cellarhead UK's largest storage project – 698 MWh





#### Forecasts and Targets<sup>1</sup>

Connected and ready-to-connect projects, 100% Holdings, MW





## Targets for the end of 2022<sup>1</sup>

## 100% holdings



## Update of Forecasts and Targets<sup>1</sup>

100% holdings

### Projects connected and ready to be connected MW/MWh



## Summary of Financial Statements consolidated, thousands of Euro

Balance Shee	et				
Cash and cash equivalents	256,923				
Other current assets	135,099				
Non-current assets	223,967				
Total Assets	615,989				
Current liabilities	37,009				
Non-current liabilities	168,905				
Total Liabilities	205,914				
Equity (including attributable to minority rights)	410,075				
Total liabilities and capital	615,989				

Profit and Loss								
Revenue	102,492							
Gross profit	9,584							
Operating Profit	2,742							
Profit for the period	864							
Total profit for the period	2,337							

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# Accelerated and consistent growth in the Company's revenues<sup>7</sup>

**Revenues,** millions Euro



## **Financial Strength**



**6.94** Immediate liquidity ratio

67%

Equity for total balance sheet

**0.62** Balance Sheet Billion Euro

**O.4** Gross liquid assets Cash and cash equivalents and unused facilities, Billion Euro





# Project Appendices

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## **Appendix – Connected Projects<sup>8</sup>**

(aggregate, million Euro)

Details of projects data for a full year of activity

	Segment/ Country	<b>Capacity</b> (MWp)	Storage capacity (MWh)	Weighted tariff (Euro)	Predicted annual production hours (KWh/KWp)	Expected annual income	Total construction costs	Total annual operating cost	Predicted EBITDA	Balance of the loan - senior debt	Balance of the loan period (years)	Rate of Tax Equity in the investment	o o man lotion	the project	Size of Holdings
	Net meter	54.1		0.11	1,703	10.2	71.7	3.0	7.2	63.2	16.8		2020	22	42%
*	Tariff	76.7		0.20	1,720	26.6	119.3	3.5	23.1	105.1	16.8		2020	21	33%
*	Tenders	32.4		0.07	1,749	4.1	27.7	1.5	2.6	24.4	16.8		2022 - 2021	24	42%
<b>*</b>	Default	0.2		0.08	1,750	0.0	0.1	0.0	0.0	0.1	16.8		2022	24	20%
	USA <sup>9</sup>	11.2		0.14	1,685	2.7	32.7	0.5	2.1	12.1	17-20	37%	2021	27-30	<b>67</b> %
	Behind the meter		5.9			0.2	2.1	0.0	0.2	1.6	15		2021	24	38%
	Total	174.6	5.9			43.7	253.6	8.6	35.2	206.5					

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## **Appendix – Projects Ready for Connection**

(aggregate, million Euro)

Details of project data for the first year representative

	Segment/ Country	<b>Capacity</b> (MWp)	Weighted tariff (Euro)	Predicted annual production hours (KWh/KWp)	Expected annual income	Total construction costs	Equity invested until31.12.2021-		Predicted EBITDA	Predicted leverage rate (senior debt)		Rate of Tax Equity in the investment	Lifespan of the project from the date of connection (years)	Size of Holdings
*	Tariff	36.4	0.13	1,750	8.1	30.2	0.3	2.0	6.1	85%	20-24		25	<b>39</b> %
*	Tenders	44.3	0.07	1,750	5.6	41.5	0.3	1.9	3.7	85%	20-24		25	41%
0	Italy	9.8	0.10	1,150	1.1	7.6	0.3	0.1	0.9	75%	19		20	20%
	USA <sup>9</sup>	3.4	0.16	1,663	0.9	7.5	0.3	0.2	0.7	40%	20	40%	29	<b>67</b> %
•	Spain	169.0	0.07	2,180	27.0	129.3	0.3	4.0	23.0	55%	18		30	38%
	Total	263.0			42.6	216.0		8.2	34.4					

## **Appendix** – **Projects in Preparation for Construction**<sup>8</sup>

(aggregate, million Euro)

	Country	Segment/ Project	<b>Capacity</b> (MWp)	Storage capacity (MWh)	Weighted tariff (Euro)	Predicted annual production hours (KWh/KWp)	Expected annual income	Total constructio n costs	Equity invested until- 31.12.2021	Total annual operating cost	Predicted EBITDA	Predicted leverage rate (senior debt)	Balance of the loan period (years)	Rate of Tax Equity in the investment	Date of completion of construction	Lifespan of the project from the date of connection (years)	Size of Holdings
*	Israel	Pricing	68.6		0.13	1,750	14.9	56.4	<b>57</b> %	3.8	11.1	85%	20-24		2022 - 2023	25	<b>36</b> %
*	Israel	Tendering	41.3		0.07	1,750	4.9	36.1	<b>59</b> %	1.7	3.2	85%	20-24		2022 - 2023	25	36%
*	Israel	Default	2.5		0.08	1,750	0.3	2.3	<b>49</b> %	0.1	0.3	85%	20-24		2022 - 2023	25	<b>25</b> %
	Spain	Sabinar 1	155.5		0.07	2,123	24.1	136.8	100%	3.1	21.0	55%	22		H2/2022	30	36%
	Spain	Sabinar 2	83.0		0.07	2,123	12.9	73.0	100%	1.7	11.2	55%	22		H2/2022	30	36%
	Romania	Ratesti	155.0		0.09	1,370	18.4	102.2	<b>51</b> %	3.9	14.5	50%	15		H1/2023	30	50%
0	Italy	Sunprime	120.2		0.09	1,231	13.8	83.9	10%	1.4	12.4	75%	19		2022 - 2023	20	20%
	USA <sup>9</sup>	Blue Sky	63.1		0.16	1,663	16.4	147.5	5%	3.9	12.5	40%	20	40%	2022 - 2023	30	<b>67</b> %
	Poland	Cybinka	40.0		0.07	1,046	3.0	22.8	<b>6</b> %	0.6	2.4	<b>69</b> %	17		H2/2023	30	<b>90</b> %
*	Israel	Behind the meter		110.2			3.6	34.1	35%	0.3	3.3	80%	15		2022 - 2023	25	30%
	UK	Cellarhead		698.0			50.0	255.8		7.9	42.1	60%	10.0		H2/2024	30	75%
	Total		729.2	808.2			162.4	950.8		28.3	134.0						

## Appendix - Projects in Advanced Stages of Development (aggregate, million Euro)

	Country	Segment	<b>Capacity</b> (MWp)	Storage capacity (MWh)	Weighted tariff (Euro)		Expected annual income	Total constructio n costs	Total annual operating cost	Predicted EBITDA	Predicted leverage rate (senior debt)	Balance of the loan period (years)	Rate of Tax Equity in the investment	Date of completion of construction	Lifespan of the project from the date of connection (years)	Size of Holdings
	Israel	Tariff	59.5		0.13	1,750	13.3	49.0	3.3	10.0	85%	20-24		2023	25	32%
*	Israel	Tendering	111.9		0.06	1,750	11.3	90.0	3.8	7.4	85%	20-24		2023 - 2024	25	<b>49</b> %
	Israel	Default	7.2		0.08	1,750	1.0	6.7	0.3	0.7	85%	20-24		2023 - 2024	25	40%
	USA <sup>9</sup>	Blue Sky	42.0		0.16	1,485	9.7	99.1	2.6	7.1	40%	20	%40	2023 - 2024	30	<b>67</b> %
	Italy	Sunprime	50.5		0.09	1,150	5.3	35.3	0.6	4.7	<b>75</b> %	19		2023- 2024	20	20%
$\widetilde{}$	Poland	Jozefin	50.0		0.07	1,026	3.4	27.5	0.7	2.8	<b>64</b> %	17		H2/2024	30	90%
$\tilde{\bigcirc}$	Poland	Swierczewo	68.7		0.07	1,026	4.7	37.7	0.9	3.8	<b>62</b> %	17		H2/2024	30	90%
Ĩ	Poland	Thumos Small Projects	26.5		0.07	1,026	1.8	15.1	0.4	1.4	60%	17		H2/2024	30	90%
	Poland	Krzywinskie	20.0		0.07	1,059	1.4	14.6	0.3	1.1	45%	17		H2/2024	25	<b>72</b> %
	Poland	Dziewoklucz	20.7		0.07	1,128	1.6	15.0	0.3	1.3	55%	17		H2/2024	25	<b>72</b> %
	Poland	Bakalarzewo	150.0		0.07	1,046	10.5	87.7	2.0	8.6	<b>57</b> %	17		H2/2024	25	<b>65</b> %
*	Israel	Behind the meter		650.0			21.3	201.0	1.6	19.7	80%	15		2023- 2024	25	35%
	Total		607.0	650.0			85.4	678.7	16.7	68.6						

## **Appendix** – Projects under Development<sup>8</sup> and other Financial Data

Country	Segment	(MWp) <b>Capacity</b>	Size of Holdings
🗴 Israel	Ground	323.0	25%
srael	Roofs	159.6	30%
🔯 Israel	Reservoirs	156.0	50%
Italy	Sunprime	81.5	20%
USA	Blue Sky	207.0	<b>67</b> %
Poland	Electrum Pipeline	222.0	72%
Total		1,149	

**113** Fair value of debenture, billion Euro (19) Losses transferred for tax purposes, million Euro

29 Project loans that appear in the consolidated financial statements, million Euro 0.39

Cash, inventory, unutilized facilities and deposits, billion Euro



## Global Momentum of Construction<sup>2</sup>

Details of the projects under construction and in pre-construction, 100% holdings, the company's share in parentheses

	Project	Capacity, <sup>4</sup> MW	Completion Date for Construction <sup>4</sup>	Revenue – Representative First Year, <sup>8</sup> million Euro <sup>9</sup>
	Sabinar	238 (86)	H2 2022	37 (13)
	Ratesti	155 (78)	H1 2023	18 (9)
	Blue Sky	63 (42)	Q2 2022 - H1 2023	16 (11)
	Sunprime	120 (24)		14 (3)
	Cybinka	40 (36)	H2 2023	3 (3)
	Cellarhead	698 (524)	Q2 2022 - H2 2022	50 (38)
	Israel – PV	112 (40)		20 (7)
	Israel – Storage	110 (33)	Q2 2022 - H2 2022	4 (1)
otal		1,537 (862)		162 (85)

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## **Clarifications and notes**

Amounts given in EUR are converted from the NIS figures provided in Company's Hebrew language presentation dated 29 March 2022 (reference no. "2022-01-031437"), according to an assumed conversion rate of 1EUR:NIS3.5199

- 1. For information with respect to the Company's plans and goals for the upcoming year see Section 4.10–4.11 of the chapter describing the corporation's businesses in the 2021 Annual Report, which is incorporated in this presentation by reference thereto ("the Description of the Corporations Business"). It is noted that the the Company's plans and goals for the upcoming year constitute forward-looking statements, as the term is defined in the Securities Law, that are largely based on expectations and projections regarding economic, sectoral, and other developments, and on their integration with one another. These plans and projections may not materialize or may materialize in a fashion that differs, including substantially, from that projected by the Company above, owing to various factors that are outside the Company's control, including difficulties in locating the funding sources required to develop the Company's operations, difficulties in erecting the different types of systems, difficulties in locating lands for constructing the systems, not receiving the permits necessary for erecting the systems, changes in tariff schemes, changes in tariff schemes, changes in foreign currency exchange rates, difficulties and delays in obtaining approvals, permits, and agreements, difficulties in securing financing sources, changes in foreign currency exchange rates, difficulties and delays in obtaining approvals, permits, and agreements, difficulties in securing financing the Company's objectives and strategy, or that will lead the Company to conclude that will be enacted) in its wake, etc., in a fashion that will hinder achieving the Company's objectives and strategy, or the realization of one of the risk factors described in section 4.13 of the chapter describing the corporation's businesses in the 2021 Annual Report, where the information provided therein is incorporated in this presentation by reference (the "Facts and Data Underlying the Assumptions")
- 2. For information with respect to the Company's pipeline of projects see Section 1.4 of the Directors' Report Part II of the 2021 Annual Report (the "2021 Directors' Report") which is incorporated in this presentation by reference thereto. It is noted that due to the early stage of these projects, as of the date of this presentation there is no certainty that these projects will be realized or if realized, in what capacity. Projections regarding the output of the systems, the construction completion dates of the systems, the expected income for the first year and projected EBITA and FFO for the first year of each system, constitute forward-looking statements, as this term is defined in the Securities Law, that are based largely on the Company's expectations and projections regarding systems connected, under construction or preconstruction as stated in the table at Section 1.4 of the 2021 Director's Report which is incorporated in this presentation by reference (on the basis that the projects will be connected at the same time and that the assumptions stated therein are met). These details are provided solely for purposes of illustrating the systems' revenues to the extent that the Company's forecasts are met, and they are not intended to represent forecasts of the Company's performance in these years. It is noted that if any of the assumptions listed in Section 1.4 of the 2021 Directors' Report do not occur, they may potentially change the revenue from the sale of electricity during the representative first year with respect to the amounts tabulated and stated in this presentation.
- 3. Based on the pipeline of projects that are ready to be connected, under construction or pre-construction. For information with respect to the Company's pipeline of projects see Section 1.4 of the 2021 Directors' Report which is incorporated in this presentation by reference thereto. It is noted that due to the early stage of these projects, as of the date of this presentation there is no certainty that these projects will be realized or if realized, in what capacity as stated above. Similarly, projections of the Company regarding its pipeline of projects constitute forward-looking statements, as the term is defined in the Securities Law, that are largely based on expectations and projections regarding economic, sectoral, and other developments, and on their integration with one another. These projections may not materialize or may materialize in a fashion that differs, including substantially, from that projected by the Company above, owing to various factors that are outside the Company's control and in particular, the Facts and Data Underlying the Assumptions.

## **Clarifications and notes**

- 4. Forecasts for 2021 are as stated in the Prospectus. Results for 2020 and performance for 2021 are based on the information included in the 2021 Annual Report which is incorporated by reference hereby.
- 5. With respect to tariffs set in competitive process for ground mounted solar, PV facilities incorporating BESS and dual use facilities.
- 6. Based on the Company's assumptions with respect to the construction costs of projects at commercial operation, under construction and preconstruction in Israel, Italy, USA, Cellarhead and Olmedilla respectively and the Company's assumptions with respect to the first operational year as stated in Section 1.4 of the 2021 Directors' Report which is incorporated by reference hereby. The Company's assumptions for costs, expected income projected EBITA and FFO, constitute forward-looking statements, as this term is defined in the Securities Law, that are largely based on expectations and projections regarding economic, sectoral, and other developments, and on their integration with one another. These projections may not materialize or may materialize in a fashion that differs, including substantially, from that projected by the Company above, owing to various factors that are outside the Company's control and in particular, the Facts and Data Underlying the Assumptions.
- 7. Based on the Company's financial statements for 31.12.2018, 31.12.2019, 31.12.2020 and 31.12.2021.
- 8. Data is provided on a 100% basis. For details regarding the Company's holdings in each type of system, see the table at Section 1.4 of the 2021 Directors' Report and the notes thereunder, which is incorporated by reference hereby. It is noted that the information regarding connected projects is different to the information in the Directors' Report since it is assumed that all systems will operate for a full representative year and that with respect to Blue-Sky projects, that all electricity generated will be sold to consumers at the retail location. The Company's assumptions, as tabulated, constitute forward-looking statements, as this term is defined in the Securities Law, that are largely based on expectations and projections regarding economic, sectoral, and other developments, and on their integration with one another. These projections may not materialize or may materialize in a fashion that differs, including substantially, from that projected by the Company above, owing to various factors that are outside the Company's control and in particular, the Facts and Data Underlying the Assumptions.
- 9. It its noted that the entities holding such projects have tax partners. Pursuant to the agreements with the tax partners, provisions are made for the manner in which profits are distributed by the portfolio entity holding the project to the tax partner for a set period of time as stated therein. The EBITA and the FFO are stated net following the payment of the tax partner's share. It is also noted that the sale of electricity by Blue Sky is pursuant to power purchase agreements between the project companies and the consumers. As of the date hereof, the electricity generated is not sold in its entirety. Accordingly, Blue Sky is working to enter into agreements with consumers for the entire generated capacity of the project, in order to obtain payments for the electricity generated by each system shall be in accordance with the table.