



#### SOLARPACK CORPORACIÓN TECNOLÓGICA, S.A.

Pursuant to article 17 of Regulation (EU) 596/2014 of the European Parliament and the Council of 16 April 2014 on market abuse (the market abuse regulation), articles 227 and 228 of the consolidated text of the Securities Market Act, approved by Royal Legislative Decree 4/2015, of 23 October, and other applicable rulings, SOLARPACK CORPORACIÓN TECNOLÓGICA, S.A. ("**Solarpack**") informs of the following:

#### OTHER RELEVANT INFORMATION

Solarpack will hold a Conference Call with analysts and institutional investors today <u>Tuesday</u> <u>November 10, 2020, at 11:00 am CET</u>, which will be able to be followed in real time, via audio-conference, by registering in the link below:

#### http://emea.directeventreg.com/registration/3459901

Attached to this document you will find a press release and the supporting document for the presentation, all of which can also be found on Solarpack's corporate website.

Getxo, November 10, 2020.



#### Getxo, November 10, 2020

## Solid results support Solarpack's growth plan progress

- Makes significant progress with projects under development in Spain and USA by securing interconnection and site control for 400 MW and 205 MW respectively, thus increasing the Pipeline in these markets.
- Achieves operational revenues of €123.0 million in the first nine months of 2020, a 222% increase on the first nine months of 2019, with an EBITDA of €48.4 million (256% more than the first nine months of 2019) and a net profit of €6.6 million, against €1.3 million for the first three quarters of 2019.
- Starts construction of the 116 MW 3SP project in Malaysia, which now has financing credit approval and is expected to enter operation in the second half of 2021, and which along with the existing order book should bring Solarpack's total capacity under operation and construction to 1 GW by the end of 2021.
- Along with partner Ardian, completed in October the refinancing of Peruvian projects, creating value through more competitive financing and freeing up US\$29 million of free cash flow before the end of the year to continue driving the profitable growth of the company.

The Getxo-based solar photovoltaic (PV) multinational Solarpack continues along its growth path buoyed by solid results for the first nine months of 2020, reflecting intense construction activity for third parties and the contribution to the Power Generation (POWGEN) business unit of new megawatts acquired and put in operation in Spain, Peru, Chile and India during 2019 and the start of 2020.

From an operational point of view, its business development teams have achieved significant advances in the project development portfolio in Spain, securing the interconnection and the land needed for a 400 MW project in the center of the country. They have also secured interconnection rights and land for 205 MW in the United States, bringing the Pipeline in this country to 914 MW. In October, meanwhile, the company started the construction of 116 MW in Malaysia. The project has finance credit approval and is expected to enter operation in the second half of 2021. With this Malaysian project and Gorbea, in India, Solarpack would have 1 GW in operation and under construction by the end of 2021.

Solarpack's Development and Construction (DEVCON) segment finished the first nine months of 2020 with revenues of  $\in$ 74.9 million and an EBITDA of  $\in$ 7,3 million, against  $\in$ 165.7 million and  $\in$ 12.2 million, respectively, registered in the first nine months of 2019. The first nine months of 2020 were characterized by high levels of third-party project construction ('build and sell') activity.

In its energy generation (POWGEN) segment, Solarpack added €41.5 million in revenues over the first nine months of 2020 (88% more than the same period in 2019) and had an EBITDA of €36.4 million (99% more than in 2019). This highlighted the importance of energy sales from the commissioning of 288 MW of 'build and own' capacity in Spain, Chile and India and from assets acquired in Peru at the end of 2019.

Elsewhere, since the last set of results Solarpack completed the refinancing of its Peruvian projects, creating additional value within the POWGEN unit through longer terms and lower financing costs and delivering US\$29 million in free cash flow before the end of 2020 to continue driving profitable growth in the company.

INVESTOR RELATIONS MEDIA ENQUIRIES

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PRESS RELEASE

The Services (SVCS) segment added revenues of €5.8 million in the first nine months of 2020 (43% more than the first nine months of 2019), and an EBITDA of €1.1 million (33% less than the first nine months of 2019), starting to drive down the higher costs linked to the commissioning of projects at the beginning of 2020. As of September 30, 2020, this business unit was providing operations and maintenance services to 742 MW, as well as carrying out asset management for 583 MW of own and third-party capacity.

The company's net profit has grown to  $\in 6.6$  million in the first nine months of 2020,  $\in 5.3$  million more than the net profit seen over the same period in 2019. This increase is due fundamentally to a greater contribution of the energy generation business compared to the first nine months of 2019.

#### **About Solarpack**

Solarpack is a multinational company specializing in the development, construction and operation of large-scale solar PV projects with presence in fast-growing markets in Europe, North America, Latin America, Asia and Africa. Since its foundation in 2005, the company has developed solar PV power plants that represent a total capacity of 966 MW, in addition to having built 659 MW on a turnkey or EPC (engineering, procurement and construction) basis. The company currently generates power through 15 projects totaling 545 MW in Spain, Chile, Peru and India. In addition, Solarpack operates and maintains 22 plants, with a total capacity of 742 MW, and provides asset management services for a total of 583 MW of own and third-party projects. Headquartered in Getxo, Spain, Solarpack has a diversified geographical presence and employs over 240 people in 10 countries.

#### **INVESTOR RELATIONS**

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#### **MEDIA ENQUIRIES**

#### сомсо

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Mid term financial report – 9M 2020 November 10, 2020



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## AGENDA

- 1. Key Milestones
- 2. Operations Update
- 3. Financial Review
  - Outlook
- 5. Q&A
- Appendix

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## **Key Milestones**





#### Strong momentum in the progress of our Spanish project portfolio

- A 400MW project in central Spain obtains grid connection rights (I.V.A.) and land rights, moving into Pipeline
- Additional 1 GW of Identified Opportunities in Spain waiting for new grid access regulation



#### Additional sizeable increments to Pipeline and Identified Opportunities in USA and India

- In USA net additions of 205 MW to Pipeline and 196 MW to Identified Opportunities
- Important new entries to Identified Opportunities in India

#### Solarpack has started the construction of its 116 MW 3SP Malaysian project in October

- The project, awarded with a 21-year long PPA with TNB, has credit approval for its financing
- It is expected to become operational in H2 2021

#### Solid set of results with a 9M EBITDA<sup>(1)</sup> of € 43.8m with POWGEN as major contributor

- Total segment<sup>(1)</sup> revenues reach € 122.3m in the first nine months of the year
- DEVCON activity continues and it is expected to increase in Q4 with the construction start of new projects

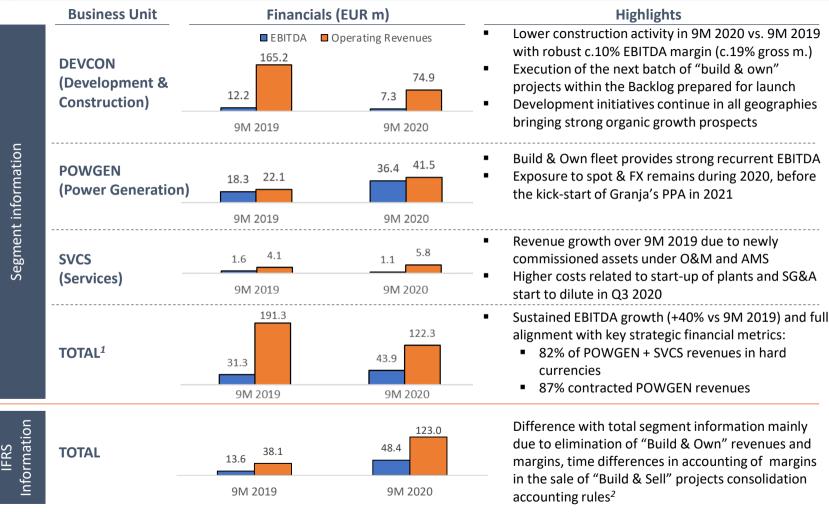
#### Refinancing of Peruvian Assets unleashes US\$29m of free cash at SPK CT level for further growth

- Senior non-recourse debt refinancing closed in October 2020, extends debt maturity to 2032 (vs. 2030) and levers on current competitive interest rates
- In 2020 Solarpack has closed the planned refinancing of the Spanish and Peruvian assets upstreaming ~€50m cash for growth and creating significant value

1. Segmented financial information, non-GAAP. Helps to better understand the performance of the different businesses and their cash generation. Certain eliminations/adjustments must be applied under IFRS, mainly linked to elimination of DEVCON revenues and gross margins of Build and Own projects

## Key Figures, segment and IRFS information





Total EBITDA figures include corporate segment costs

2. For further details refer to Appendix I

Mid term financial report – 9M 2020

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## **Operations Update** *POWGEN – Operating Portfolio*



#### Diversified & Contracted operating portfolio...

# Spain (139 MW)



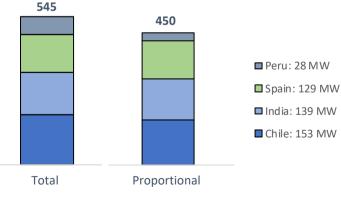






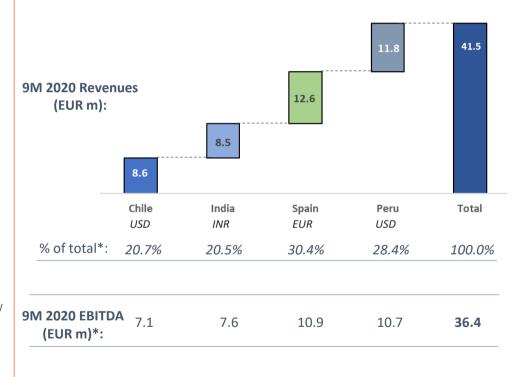
~20 years of average<sup>1</sup> remaining contracted/regulated life

MW as of November 6, 2020:



#### With predominance of hard currency revenues...

#### POWGEN 9M 2020 Revenues and EBITDA



1. Weighted by proportional revenues in 9M 2020. Annual estimated revenues considered for KA2, Monclova, Grullas and Granja. PMGDs accounts for 30 years of expected project life

\* Some numbers may not tie up exactly due to rounding effects

## **Operations Update** *DEVCON – Intense Activity*



150 MW commissioned YTD and construction start of 116 MW in Malaysia...

Algibicos (49 MW) Third Party EPC - Spain



Quinantu (12 MW) Build & Sell - Chile



KA2-AFZ (28 MW) Build & Own - India



Panimávida (10 MW) Build & Sell - Chile



3SP (116 MW) Build & Own - Malaysia



## **Operations Update** DEVCON – Summary of Project Portfolio

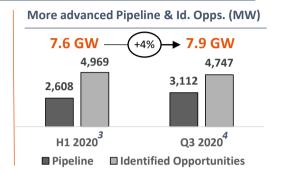


#### Strong Pipeline additions in Spain and USA and continued sourcing of new Identified Opportunities...

- 150 MW of Build and Sell and EPC for third party put in operation in Spain
- 3SP moves to under construction and Gorbea project increases designed capacity
- 504 MW net increase in Pipeline since H1 2020 results presentation: main increases coming from Spain and USA
- Identified Opportunities increase by over 500 MW not considering transitions to Pipeline

#### Project Portfolio by Country\* (As of November 6, 2020)<sup>(1)</sup>

мw	<b>Operating</b> <sup>2</sup>	Under Construction	Backlog	Pipeline	Identified Opp.
Probability of Completion	n.a.	100%	>90%	>50%	10%-30%
Spain	130 **	49	-	410	1,403
Peru	28	-	-	351	-
Chile	153	22	-	310	520
India	139	28	419	-	819
South Africa	-	-	-	600	353
Colombia	-	-	-	268	183
USA	-	-	-	914	670
RoW	-	116	-	259	800
Total	450	215	419	3,112	4,747
Number of Projects	15	5	1	32	39



#### **Backlog Status**

As of November 06, 2020	Gorbea
Capacity (MW)	419
Country	India
Site Control	In Progress
Interconnection rights	Obtained
Environmental approvals	n.a
Build & Own	Yes
Financing	In Progress
Off-take arrangement	Secured
Share Purchase Agreement	n.a
EPC for third party	n.a

. MW not weighted by probability of completion

Attributable Capacity

As of September 10, 2020
 As of November 6, 2020

\* Some numbers may not tie up exactly due to rounding effects

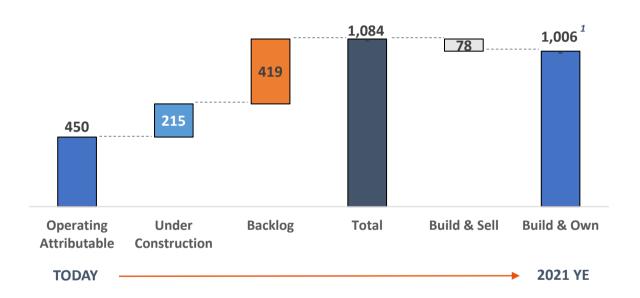
\*\* Does not include the 150 MW put in operation in Spain since latest result presentation

## **Operations Update** *POWGEN – Short term capacity outlook*

Visible Portfolio (MW):



#### 1 GW<sup>1</sup> of attributable capacity in operation & under construction by the end of 2021...



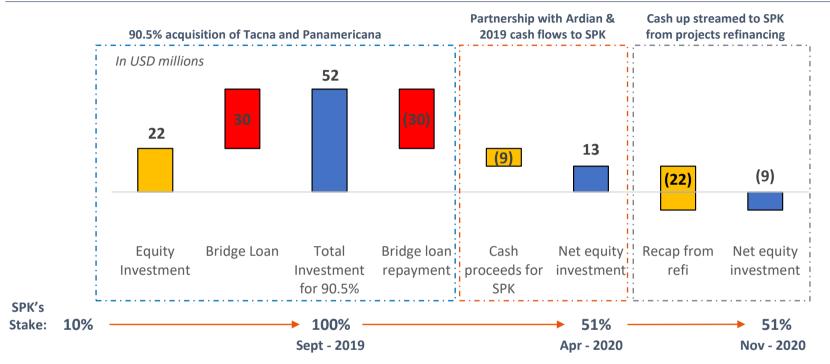
- Visible portfolio under construction and in Backlog will multiply twofold SPK's attributable capacity in operation & under construction by 2021 YE
- Profitable growth, balanced risks and delivery remain pillars of our strategy

<sup>1.</sup> Does not include other potential order intakes.

## **Operations Update** *POWGEN – Value creation through Peruvian Assets refinancing*



#### Industrial plan and partnership with Ardian has created significant value...



- Out of the total US\$29m recap, US\$22m correspond to the 41% net stake acquired by SPK in Tacna and Panamericana
- Equity investment to increase stake from 10% to 51% in Tacna and Panamericana paid back in 17 months
- The IRR of the US\$22m Equity Investment is above 45%
- One-off expenses linked to the refinancing to be booked in Q4 2020 (impact of -€4.4m in Net Profit to SPK). The cash impact of these expenses are already considered in the value creation graph above and in the 45% IRR calculation

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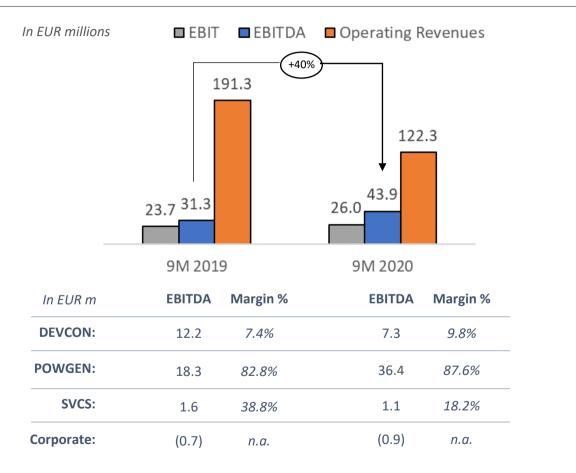
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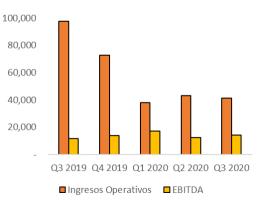


#### Segment financials show strong construction and power generation activity...



- Construction activity continues in Q3 2020 while DEVCON shows strong focus in development and in preparation of Backlog execution
- POWGEN EBITDA continues driving YoY EBITDA growth due to higher attributable MW in operation
- Quarterly EBITDA remains strong thanks to POWGEN stability, with revenues trend being more volatile due to the nature of the DEVCON activity





 Segmented financial information, non-GAAP. Helps to better understand the performance of the different businesses and their cash generation. Certain eliminations/adjustments must be applied under IFRS, mainly linked to elimination of DEVCON revenues and gross margins of Build and Own projects

## **Financial Review** *Development & Construction (DEVCON) – Segment information*



#### **DEVCON Highlights**

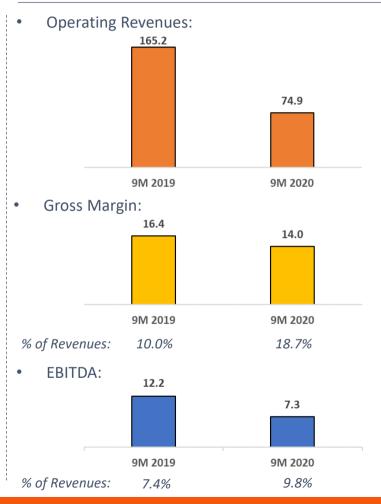
- Activity continues to be focused in Build & Sell projects
- Higher gross margins with predominance of Build & Sell projects in 9M
   2020 vs. 9M 2019 speak about DEVCON competitiveness
- At EBITDA level, not linear SG&A costs, make it difficult to compare quarterly or even YTD EBITDA, although margins are increasing vs. previous year



Quinantu plant under construction in Chile

\* Some numbers may not tie up exactly due to rounding effects

#### **DEVCON** financial performance (EUR m)\*



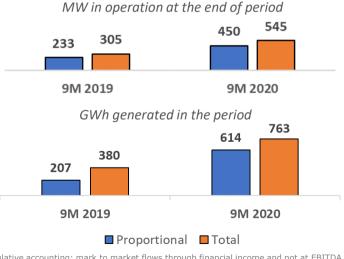
#### Mid term financial report - 9M 2020

## **Financial Review** *Power Generation (POWGEN) – Segment information*



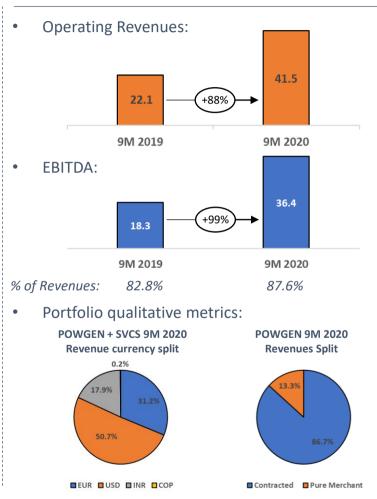
#### **POWGEN Highlights**

- Growth vs. 9M 2019 explained by increased operational fleet
- Revenues in line with expected spot prices in Chile and Spain as of the previous results presentation date
- USD currency hedge contracted in march already mitigating € 1.7m of FX impact as of September 30<sup>1</sup>
- Revenues in hard-currencies from POWGEN + SVCS account for 82% of total revenues and exposure to merchant revenues is at 13%



 Speculative accounting: mark to market flows through financial income and not at EBITDA level. USD hedge contracted in Q2: monetized plus mark-to-market value as of October 31, 2020 is € 2.3m
 \* Some numbers may not tie up exactly due to rounding effects

#### POWGEN financial performance (EUR m)\*

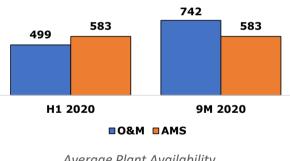


## **Financial Review** Services (SVCS) – Segment information



#### **SVCS Highlights**

- 98% of revenues in EUR or USD
- Revenue growth mainly coming from new contracts associated with projects recently commissioned
- Lower margins more in line with current market prices and start-up costs related to commissioning of new plants start to be off-set in Q3
- Average availability increases in Q3 starting to dilute impact of startup of new plants





#### SVCS financial performance (EUR m)\*

**Operating Revenues:** . 5.8 +43% 4.1 9M 2019 9M 2020 Gross Margin: • 1.8 1.8 -3% 9M 2019 9M 2020 % of Revenues: 44.6% 30.4% EBITDA: ۰ 1.6 1.1 -33% 9M 2019 9M 2020 % of Revenues: 38.8% 18.2%

\* Some numbers may not tie up exactly due to rounding effects

#### MW managed at the end of period

## **Financial Review** *Consolidated Financials IFRS*



#### IFRS financials show increased POWGEN EBITDA contribution and strong Build & Sell activity...



- 9M 2020 IFRS Operating Revenues reflect strong Build & Sell and power generation activities compared to 9M 2019
- EBITDA increase due to new stable POWGEN contribution and DEVCON Build & Sell activity
- Results include c.€2.1m one-off expenses, mainly financial expenses, related to Spanish Assets refinancing
- Notable increase in net income continues driving profitable growth

Note Main difference from segment accounting to IFRS is the elimination of DEVCON revenues/margins for Build & Own projects, time differences of margins derived from the sale of Build and Sell projects and consolidation accounting rules. Details regarding eliminations in Appendix I

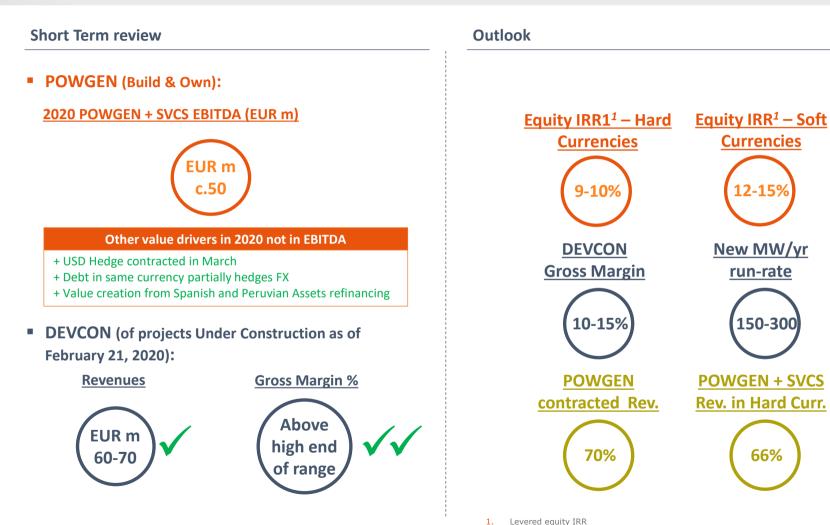
- L. Operating Revenues consist of net business turnover, other operating revenues and variation of finished and work-in-progress stock
- \* Some numbers may not tie up exactly due to rounding effects

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## Outlook Short Term & Long Term





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## Appendix

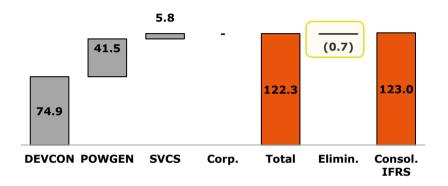




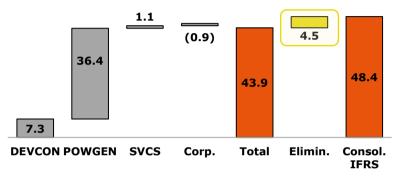
### **Appendix I** Segments Information - Non-GAAP to IFRS\*



#### 9M 2020 Revenues (EUR m)



#### 9M 2020 EBITDA (EUR m)



#### Eliminations

- Intra-Group transactions are eliminated under IFRS: The majority of the eliminations come from DEVCON margin for Build & Own Projects. To a lesser extent, revenues coming from SVCS provided to consolidated operating plants also result in eliminations
- In order to reflect the equity interests in the different projects, (i) transactions of non-controlled companies that are accounted for in the business divisions, but which are not included in the consolidated results of the Group under IFRS; and (ii) for those companies fully consolidated under IFRS, transactions attributable to non-controlling interests are eliminated to reflect proportional interest in the companies' results
- **Reclassification of operating revenues** that are considered as financial income under IFRS

\* Some numbers may not tie up exactly due to rounding effects

Q3 2020 ELIMINATIONS					
	Intragroup	Interests in	Minority	Accounting	Eliminations
In € thousands	Transactions	Associates	Interests	Reclass	Total
Operating Revenues	(7.1)	(1.6)	7.3	2.1	0.7
External clients	8.3	(1.6)	7.3	1.1	15.1
Related party clients	(15.4)	-	-	1.0	(14.4)
Operating expenses	6.8	0.3	(1.0)	(2.3)	3.8
Direct costs	6.8	0.3	(0.6)	0.9	7.5
Inventory	-	-	-	(3.2)	(3.2)
SG&A	-	-	(0.5)	-	(0.5)
EBITDA	(0.2)	(1.3)	6.3	(0.2)	4.5
Impairments & non cash result	-	-	-	(0.1)	(0.1)
D&A	0.9	0.6	(3.0)	(0.0)	(1.5)
EBIT	0.6	(0.7)	3.3	(0.4)	2.9

## Appendix II Balance Sheet



#### **Consolidated Balance Sheet (IFRS)\***

Balance Sheet (€k)	-	
Assets	2019A	9M 2020
Tangible fixed assets	476,890	447,333
Tangible fixed assets- PV plants	389,091	427,741
Land rights of use	12,348	12,024
Tangible fixed assets under construction - PV plants	74,910	6,818
Tangible fixed assets-other	542	750
Goodwill and Intangible assets	74,254	70,759
Non-current investments in group companies and associates	3,988	3,269
Non-current investments	400	443
Deferred tax assets	18,793	23,593
Total non-current assets	574,326	545,397
	-	-
Inventories	9,967	14,339
Inventories-photovoltaic solar plants	8,234	12,639
Inventories-other	1,733	1,701
Trade and other receivables	76,058	50,378
Current Investments in group companies and associates	571	527
Current Investments	8,665	8,301
Prepayments for current assets	1,240	1,240
Cash and cash equivalents	34,753	75,326
Total current assets	131,253	150,112
Total assets	705,579	695,508

Balance Sheet		
Net equity and Liabilities	2019A	9M 2020
Capital stock	13,301	13,301
Share premium	109,586	109,586
Reserves	36,987	53,224
Result in the period		
Interim dividend	-	-
Hedging operations	(3,895)	(9,121)
Translation differences	(6,077)	(8,028)
Valuation adjustments	-	-
Non-controlling interests	4,381	22,096
Total net equity	166,191	187,617
Non-current provisions	5,882	5,460
Non-current payables	357,584	394,355
Long-term loan funds-photovoltaic solar plants	321,995	350,685
Subordinated debts with non-controlling partners related to solar plants	3,510	8,616
Derivatives	8,887	14,016
Other non-current financial liabilities	23,192	21,038
Group companies and associates, non-current	-	-
Long-term obligations with employees	3,521	-
Deferred tax liabilities	29,965	31,097
Total Non-current liabilities	396,952	430,912
Current provisions	140	585
Current payables	87,457	38,214
Short-term loan funds-photovoltaic solar plants	38,053	32,465
Short-term loan funds-other	42,238	32
Subordinated debts with non-controlling partners related to stock	693	1,850
Derivative financial instruments	106	350
Other current financial liabilities	6,368	3,517
Group companies and associates, current	0	0
Trade and other payables	54,632	38,058
Current accruals	206	123
Total current liabilities	142,435	76,980
Total liabilities	539,387	507,892
Total Equity + Liabilities	705,579	695,508

\*Some numbers do not add up exactly due to rounding effects.



#### **Consolidated Income Statement (IFRS)\***

Consolidated Income Statement (€k)	9 M 2019	9M 2020
Net business turnover	25,061	117,169
Other operating revenues	58	395
Changes in inventories of finished goods and work in progress & In-house work on non-current assets	13,022	5,407
Operating revenues	38,140	122,970
Raw and indirect material consumption	(9,666)	(51,371)
Cost of personnel	(6,895)	(11,816)
Amortizations and impairments	(7,117)	(19,517)
Other operating expenses	(7,982)	(11,361)
Operating expenses	(31,660)	(94,066)
Operating profit (EBIT)	6,481	28,904
Financial income	447	735
Financial expenses	(9,417)	(15,372)
Change in fair value of financial instruments	771	(214)
Net differences in exchange rates	3,517	(3,929)
Net Financial Income/(Expense)	(4,682)	(18,780)
Interests in profits and loss of associates	310	(29)
Earnings before corporate income tax (EBT)	2,109	10,094
Tax on profits	(868)	(3,023)
Profits from the year	1,241	7,071
Profits attributable to non-controlling interests	(23)	513
Profits attributable to shareholders of the Company	1,264	6,558
EBITDA	13,598	48,421

\*Some numbers do not add up exactly due to rounding effects.

## **Appendix IV - COVID-19 Update** *Learning to operate in the new environment*



	Potential Risks	Measures taken & Impact to date
Health & Safety	<ul> <li>Contagion risk of employees, subcontractors, clients and other stakeholders</li> </ul>	<ul> <li>Covid-19 committee remains in place to monitor situation and steer decisions. Covid-19 protocols implemented in all sites and offices</li> <li>O&amp;M operators and construction employees working on site. Also Remote Operation Centre has maintained operations during the whole period. Employees in Spain, US and Chile back to the office. Rest of teams working remotely from home</li> <li>Strict hygiene measures implemented. Some cases reported in employees with immediate reaction enforcing Covid protocols</li> </ul>
DEVCON	<ul> <li>Construction delays</li> <li>PPA and EPC tender delays</li> <li>Permitting delays</li> </ul>	<ul> <li>Construction activity has continued. No significant delays expected in ongoing constructions</li> <li>Development has continued at a slower pace. Approximately 2-3 month delays seen in ongoing PPA tender processes or permit approvals</li> <li>Solarpack has demonstrated to be prepared for executing in these difficult conditions, and continues to adapt as circumstances change in the different jurisdictions</li> <li>Restrictions to international travel in Q4 could limit our capacity to start new constructions timely, although 3SP is already under construction</li> </ul>
POWGEN & SVCS	<ul> <li>Low spot prices</li> <li>Curtailment</li> <li>Plant unavailability due to longer repair and spare parts delivery lead times</li> </ul>	<ul> <li>Spot prices have been slowly recovering in Spain. Monclova and Grullas have limited exposure since a medium term energy contract until end of the year was signed in Spain to maintain stable prices</li> <li>Spot prices in Chile remain low. Thus, Granja will see lower than expected revenues in 2020 as anticipated in the H1 results presentation. In 2021 a 20 year long PPA starts</li> <li>Power generation is considered an essential activity in all markets and all O&amp;M on-site teams and ROC team in Getxo operating normally</li> <li>POWGEN &amp; SVCS teams closely monitoring and managing potential longer lead times for repairs</li> </ul>
Liquidity / FX	<ul> <li>Receivables</li> <li>Payment milestones</li> <li>Closings</li> <li>High FX volatility</li> </ul>	<ul> <li>No material impact in receivables due to current situation</li> <li>Refinancing of Spanish Assets and Peruvian Assets has brough further liquidity resources for business plan execution</li> <li>USD hedge already off-setting fx impact in POWGEN</li> </ul>



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