

## PRESS RELEASE

### Falck Renewables SpA

#### The Board of Directors Approves Five Year 2017-2021 Industrial Plan

*Strategy Focused on Delivering Profitable Growth, 1300 MW in 2021 and 11% EBITDA CAGR*

*Attractive dividend policy: Dividend per Share to Increase by 8.5% per annum 2016-2019*

#### STRATEGIC PRIORITIES

- **Growth in Northern Europe, start of activities in North America, capitalizing on strength in the UK and Italy**
- **Focus on on-shore wind and solar as core of growth strategy, evolve asset base and expand pipeline. Installed capacity from 822MW in 2016 to over 1,300MW in 2021 (~+60%)**
- **Extend Services: own and third party asset managed globally from 2,100MW to 4,500MW in 2021**
- **Increase Profitability: maximize value from broader in-house competencies and increased efficiencies**

#### ECONOMIC AND FINANCIAL TARGETS

- **EBITDA: increase to €201 million in 2021, with a CAGR of 11% from 2017 to 2021**
- **Net Income: Expected to triple over 5-year period to approximately €45 million**
- **Cumulative CAPEX of €702 million by 2021, funded by operating cash flow, project level debt and corporate credit lines**
- **Net Debt/EBITDA Ratio maintained below 5x through 2021**
- **Net Financial Debt: increase from €618 million expected in 2016 to €941 million in 2021 to fund the expected strong growth**
- **Attractive dividend policy: 8.5% dividend per share annual growth from 2016 to 2019**
- **2016 Dividend proposal of 4,9 euro cent per share to be paid in 2017, unaffected by anticipated negative impact of one-off charges and provisions to 2016 Net Income**

*Milan, November 29, 2016* - In a meeting held today, **the Board of Directors of Falck Renewables SpA** reviewed and approved the Company's 2017-2021 Industrial Plan.

*“We are pleased to unveil Falck Renewables’ comprehensive five-year industrial plan to capture the significant market opportunities in renewable energy while delivering sustainable returns for our shareholders,” said Toni Volpe, Chief Executive Officer of Falck Renewables. “This plan is the result of a rigorous process in which we carefully examined the renewable energy environment, our strengths and areas for improvement, and how we can best generate long-term value. Over the next five years, we will seek to build on Falck Renewables key strengths and advantages in order to achieve ambitious but highly achievable operational and financial goals. This is an extraordinary time of opportunity for Falck Renewables, and our entire team is excited to deliver on the Company’s very promising future.”*

### Strategic priorities

#### Growth in Mature Markets

By capitalizing on the strength of its existing wind assets in Italy and the UK, Falck Renewables intends to pursue geographic expansion in select, low-risk mature markets with strong existing renewables fundamentals. Four geographic areas have been identified: **Northern Europe, Nordic Countries, Southern Europe and North America. The plan envisages strong growth in installed capacity, from the current 822 MW to more than 1,300 MW in 2021, with the addition of around 480 MW, equal to a 60% increase on today's figures.** While the priority will be to expand in mature markets, Falck Renewables will also continue to consider emerging markets for future entry, using the subsidiary Vector Cuatro as an antenna to monitor opportunities in these markets.

#### Focus Portfolio and Expand Pipeline

The second strategic priority will be to focus Falck Renewables’ investments on its highest return opportunities in core onshore wind and solar while developing tech-based solutions to capture additional value across the energy management chain. Installed capacity growth will be focused 80% from on-shore wind sector and 20% on solar. **By the end of 2021, the wind power sector will account for around 87% of the installed capacity, solar will total around 9%,** and the programmable sector (WTE/Biomass) will make up the remaining 4%. The Group also expects to maintain average residual life of plants over the five-year period by increasing the percentage of assets below 5 years to 44% in 2021 from 18% in 2016, with greater geographical, technology and currency diversification.

The pipeline expansion will be based on a comprehensive development approach focused on creating shared value with communities based on the model that Falck Renewables has pioneered in Scotland and progressively involving greenfield development with local partners.

#### Extend Services

The third strategic priority will be to extend the core services currently performed in-house. This will allow the Group to extract additional value from its existing assets and to offer more solutions to two specific customer segments: third parties owners through Vector Cuatro, and energy users in the commercial and Industrial segment. To do so, Falck Renewables will launch energy efficiency services in Italy, a first step into a mix of “hardware” and “software” technologies that can be designed to better manage energy use for evolving customers’ needs. Services to third party owners managed through Vector Cuatro are expected to make incremental contributions to Net Income, reaching 4.4% in 2021, a substantial portion of which will come from growth in wind asset management.

#### Increase Profitability

The Group plans to increase profitability by driving additional operational efficiencies from improved technical performance, availability and management resulting in a decrease of O&M per MW from €34k in 2017 to €29k in 2021. Further, Falck Renewables expects to reduce General & Administrative (G&A) expenses by maintaining its organizational G&A headcount near current levels while increasing installed

capacity, resulting in an expected G&A per MW decrease of approximately 30% (from €29k to €21k) vs a 60% increase of installed capacity.

### **Economic and financial targets (2017-2021)**

The Industrial Plan forecasts cumulative investments of **€702M aimed at achieving installed capacity in excess of 1,300MW by 2021**. Investments will be supported by the Group's operating cash flow and strong balance sheet and liquidity position, including maintaining the Group's track record of accessing project level debt and corporate credit lines on attractive terms.

**Net financial debt<sup>1</sup> will increase from €618M forecasted at the end 2016 to €626M in 2017 and to €941M at the end of 2021**, with a ratio of **NFP/EBITDA that will remain constantly below 5X** for the entire plan time frame and a debt/equity ratio permanently below the level of 2X.

In economic-financial terms, the plan expects to achieve **EBITDA<sup>2</sup> of around €132M in 2017, growing further to €201M (CAGR 11%) in 2021**. This performance will be driven by i) the increase in installed capacity, ii) the results to be obtained from the development of new business and iii) the improvements expected in terms of operating efficiency and production increase of the individual plants.

The plan includes a **clear policy committed to sustainable annual dividend growth of 8.5% per share**. The dividend will increase from 4,9 euro cents (paid in 2017) to approximately 6.3 euro cents to be paid in 2020. From 2021, the Group will evaluate amending the dividend policy to one based on group net income pay-out ratio.

### **Year 2016**

The Company confirms the EBITDA forecast of €130M, with a range of -3% and +2%, and forecasts Net Debt (including the fair value of derivatives) at around €618M (based on Euro/Sterling exchange rate of 0,91).

**The 2016 dividend proposal of 4.9 euro-cent per share will not be affected by 2016 Net Income, which is expected to be negatively impacted by year-end one-off charges related to the litigation with the Tax Authorities (Agenzia delle Entrate)<sup>3</sup> and other potential provisions for reorganization costs related to Industrial Plan**. 2016 Net income target is expected to reach €13M before year-end one-off charges and provisions.

As anticipated in our 2016 half-year financial report, the Group has been working with the Tax Authorities since 2014 to address a legacy tax issue related to the application of the "Tremonti Ter" tax benefit to the Eolica Sud project during the 2009 and 2010 tax years. This matter has now been finalized with an agreement with the Agenzia delle Entrate, that covers all years concerned by the dispute.

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<sup>1</sup> Net Financial Position is defined by the Group as the sum of cash and cash equivalents, current financial assets including securities available for sale, financial liabilities, the fair value of the financial hedging instruments, and other non-current financial assets.

<sup>2</sup> EBITDA - The Falck Renewables group measures EBITDA as earnings before income and expense from investments, net financial income/expense, amortization, depreciation, impairment, provisions for risks and income taxes. This amount has been determined in line with best market practice taking into consideration the latest project financing contracts entered into by the Group.

<sup>3</sup> For additional information please refer to the disclosures in First Half Financial Report at 30 June 2016 in the chapter "4.1.10 Risks and uncertainties b) Legal".

The Tax Authorities has acknowledged the non-application of sanctions by virtue of the regulatory uncertainty and the ascertained absence of fault on the part of the Company.

The agreement is estimated to have a one-off effect up to about €16 M on 2016 Net Income and due to the repayment to the Group in twelve months of some VAT claims, that were suspended by the Agenzia delle Entrate, the Group net financial position will benefit from a net reduction of about €2.5M.

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*This press release contains certain forward-looking statements that reflect the Company's management's current views with respect of future events and financial and operational performance of the Company and its subsidiaries. These forward-looking statements are based on Falck Renewables S.p.A.'s current expectations and projections about future events and have been prepared in accordance with IFRS currently in force and the related interpretations as set out in the documents issued to date by IFRIC and SIC, with the exclusion of any new standard which is effective for annual reporting periods beginning on or after January 1<sup>st</sup> 2017. Because these forward-looking statements are subject to risks and uncertainties, actual future results or performance may differ materially from those expressed in or implied by these statements due to any number of different factors, many of which are beyond the ability of Falck Renewables S.p.A. to control or estimate precisely, including changes in the regulatory environment, future market developments, fluctuations in the price and availability of fuel and other risks. You are cautioned not to place undue reliance on the forward-looking statements contained herein. The information contained in this press release does not purport to be comprehensive and has not been independently verified by any independent third party.*

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*The 2017-2021 Industrial Plan will be presented to the financial community today, at 3:00 pm at Spazio Bou-Tek, Via Gonzaga 7 – Milan. Support material will be made available on-line [www.falckrenewables.eu](http://www.falckrenewables.eu) in the investor relations section when the presentation begins. A web cast presentation will be available from 3.30 pm CET on the following website: <https://www.elite-connect.com/en/contents/industrial-plan-presentation-2017-2021>*

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**Falck Renewables S.p.A.**, a Falck Group company listed on the Italian stock exchange in the STAR segment ("FKR.MI") and included in the Nasdaq Omx Global Wind Energy Clean Edge index, develops, designs, builds and manages power production plants from renewable sources. It is active in Europe, with installed capacity of 822 MW in 2016 (785 MW according to the IFRS 11 reclassification) and produces energy in Italy, Great Britain, Spain and France worth more than two billion kWh per year, using wind power, solar power, biomass and waste-to-energy technologies.

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