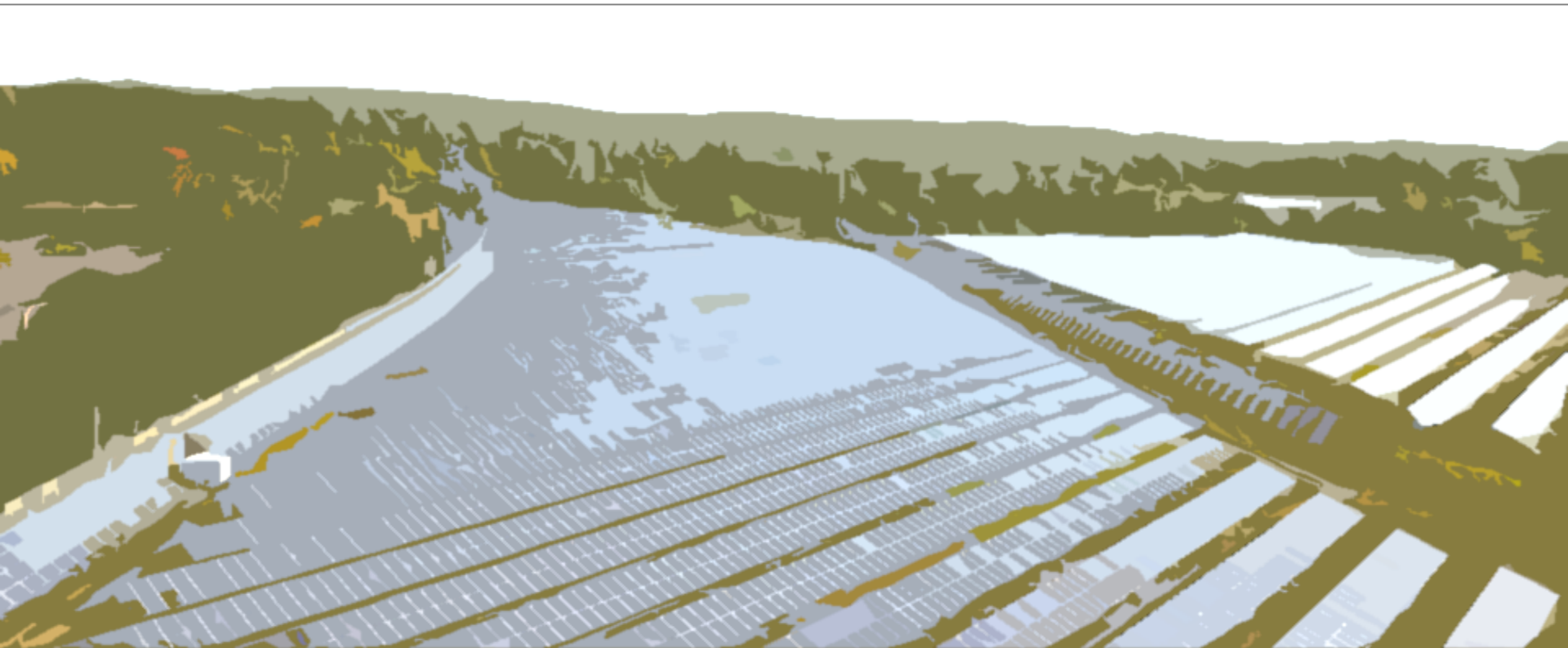


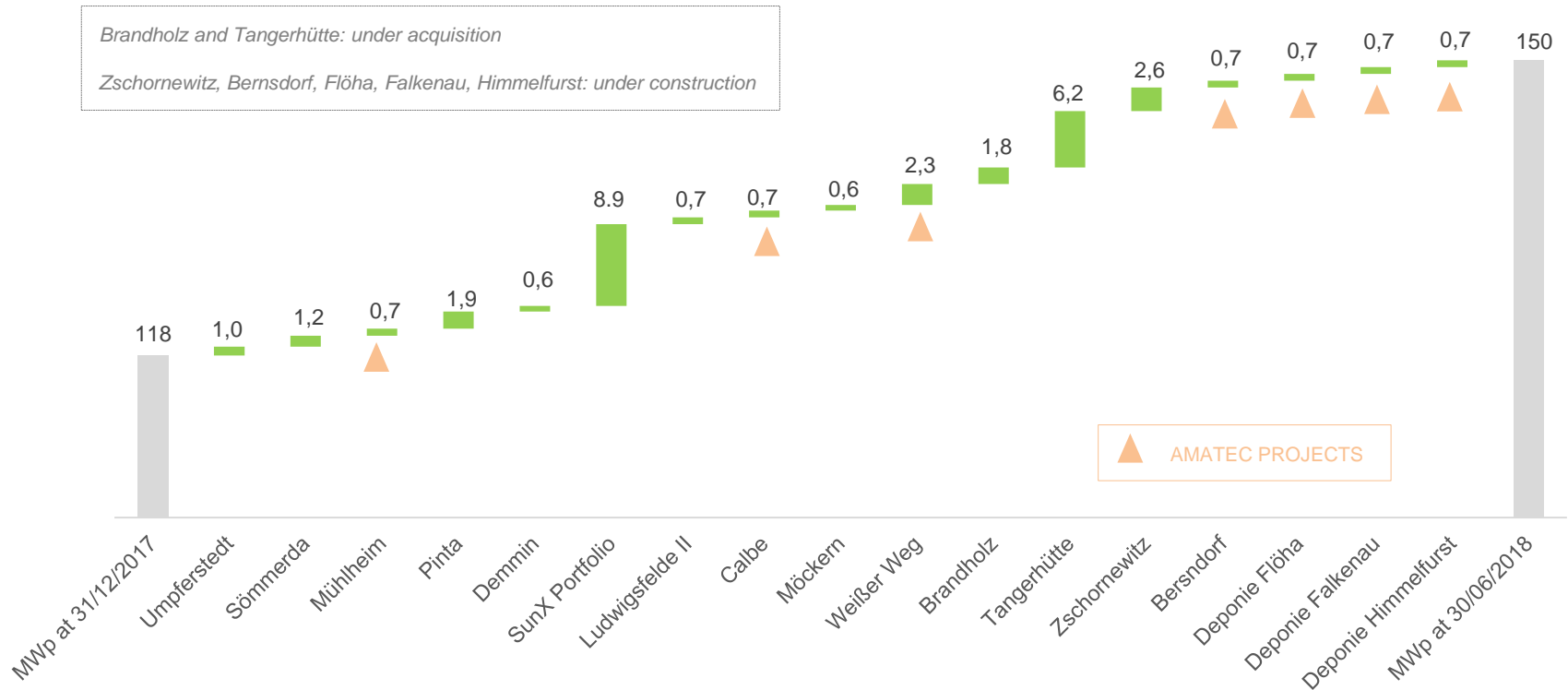
## ANALYST CALL H1 2018 RESULTS & OUTLOOK



## STRONG PERFORMANCE CONTINUED DURING H1'18

- ✓ Capacity increased from 118 MWp to 150 MWp at the end of June 2018. The acquisition of a pure-play PV developer (Amatec Projects) and the investment in numerous operating assets have been supported through the issue of a Schuldschein loan of EUR 25 Mio.
- ✓ EBITDA and Cash Flow per share at record levels on the back of a higher generation output
- ✓ Balance sheet remains strong with equity ratio of 29%, in spite of a first-time dividend payment of EUR 0.10/share
- ✓ Capacity target of 150 MWp in 2018 already surpassed during Q3'18, new project of 0.6 MWp in Säritz just added
- ✓ EBITDA guidance for 2018 raised from EUR 29.6 Mio to "at least EUR 31 Mio."

## CAPACITY GROWTH IN H1'18 ...



PORTFOLIO LIFTED TO 150 MWP IN H1'18 THANKS TO HIGH ACQUISITION AND NEW-BUILD LEVEL

## ... MAINLY FINANCED THROUGH A SCHULDSCHEIN LOAN AT CORPORATE LEVEL

### SUMMARY

- Issue of EUR 25 Mio Promissory Notes (“Schuldschein”) at 7C Solarparken AG level at the end of Feb ‘18
- Unsecured bullet loan with maturity of five and seven years
- Fixed and floating rate tranche for the noteholders

Promissory notes	Tranche A	Tranche B	Tranche C
Tenor	5 years	5 years	7 years
Rate	Fixed	Floating	Fixed
Pricing	2,48%	Euribor 6M+ 200bps	3,29%
Volume	EUR 13,5 Mio	EUR 1,5 Mio	EUR 10,0 Mio

- Deal arrangers: KBC Bank NV (Belgium) and Hypo Vorarlberg Bank AG (Austria)
- Investors: Banks and pension funds located in Belgium, Germany, Austria and the Netherlands
- Main covenant: equity ratio of at least 25% on consolidated level (H1’18: 29% equity ratio)

### FINANCIALS & USE

- Average cost of debt: 2,78%
- Use of proceeds: EUR 15 Mio used as project equity for growth; EUR 10 Mio to re-pay the “Immler” project loans (Saugling Solar GmbH & Co KG)




ALTERNATIVE FINANCING HAS BEEN SECURED TO FINANCE THE EQUITY PART OF OUR GROWTH TO 150 MWP

## PRODUCTION DATA

	H1 2018	H1 2017	%	H1 2016	H1 2015
GWh	72	57	27%	42	39
kWh/kWp	552	547	1%	492	549
Weighted MWp	127	103	23%	86	71

- Our IPP portfolio generated 27% higher output versus H1'17 thanks to increased weighted capacity (+23%) and a slightly higher specific yield (+1%) entirely owing to higher irradiation. According to DWD weather data, the average global horizontal irradiation in Germany during H1'18 was 634 kWh/m<sup>2</sup> (+4% versus H1'17) even noting that H1'17 ranked already as an above-average irradiation period.
- The poor sunshine levels observed in March '18 have been overly compensated during April and May.

## GLOBAL HORIZONTAL IRRADIATION IN GERMANY

kWh/m <sup>2</sup>	jan	feb	mar	apr	may	jun	jul	aug	sep	oct	nov	dec	H1	Year
2018	19	49	75 	137 	186 	168	198	155					634	
2017	27	37	87	116	164	176	156	139	87	53	22	15	607	1,079
2016	22	36	72	118	160	160	161	147	112	45	26	19	568	1,078
2015	19	42	81	138	151	163	174	150	91	54	28	20	594	1,111

Source: DWD Monthly charts

IPP PORTFOLIO PRODUCED 27% MORE THAN IN H1'17

## GROUP P&amp;L (IFRS)

In Mio EUR	H1 2018	H1 2017	COMMENT
Revenues	20.4	18.1	Driven by higher production (+27%) / newly acquired assets benefit from a lower feed-in tariff
Other income	1.0	1.6	H1'17 included EUR 0.7 Mio one-time income through settlement with module supplier
<b>EBITDA</b>	18.0	16.8	
D&A	-9.6	-8.6	Reflects higher asset base in 2018
<b>EBIT</b>	8.4	8.3	
Financial result	-4.0	-2.1	EUR 1.9 Mio negative one-time IFRS effects comparing H1'17 and H1'18
o/w financial income	0.0	1.1	H1'17 includes positive IFRS valuation effect of EUR 0.9 Mio. on re-financing the "Moorenweis" loan
o/w financial expenses	-4.0	-3.2	
_ interest on debt	-3.7	-2.9	H1'18 includes EUR 0,8 Mio early redemption penalties incl. EUR 0.6 Mio on the " <u>Immler</u> " <u>project loans</u>
_ other	-0.3	-0.3	Discounting provisions, bank fees
<b>Pre-tax profit</b>	4.5	6.2	
Tax	-0.5	-1.0	EUR 0.3 Mio is current tax
<b>Consolidated profit</b>	3.9	5.1	
Net profit, group	3.9	5.1	
Minorities	0.0	0.0	

- Saugling Solar GmbH & Co KG
- Loan A: EUR 3.8 Mio at 4.1% fixed rate until 2025
- Loan B: EUR 5.2 Mio at 5.7% fixed rate until 2025
- Loans were accounted at nominal value
- Re-deemed by proceeds of Schuldschein loan

*EBITDA AT NEW HIGH; AS ANTICIPATED, NET PROFIT FALLS ON NEGATIVE YOY EFFECT OF NON-RECURRING ITEMS*

## CASH FLOW PER SHARE

In Mio EUR	H1 2018	H1 2017	H1 2017 <i>Pro-forma</i>
<b>EBITDA</b>	<b>18.0</b>		<b>16.8</b>
Clean EBITDA		<b>15.6</b>	
Cash interest paid	-2.7	-3,2	-3.2
Cash tax paid	-0.1	-0.1	-0.1
<b>Net cash flow</b>	<b>15.2</b>	<b>12.3</b>	<b>13.5</b>
Weighted average # shares (in mio)	46.9	44.0	44.0
<b>Cash Flow Per Share (CFPS)</b>	<b>0.32</b>	<b>0,28</b>	<b>0.31</b>

- Clean EBITDA no longer retained as KPI as from 2018, in H1'17 clean EBITDA amounted to EUR 15.6 Mio
- High quality of CFPS due to i) asset-based increase in EBITDA and ii) reduction in cash interest paid resulting mainly from the elimination of interests paid on the Immler loan and low interest rates on many new-build projects.
- The interest on the Schuldschein (2.78% on EUR 25 Mio on annual basis) has been fully accounted for in the P&L of H1'18, but did not lead to cash interest paid during the period.

**CFPS EXCEEDS THE RECORD LEVEL OF H1'17 THANKS TO FURTHER ASSET BUILD-UP AND LESS CASH INTEREST PAID**

## GROUP BALANCE SHEET (IFRS)

In Mio EUR	30/06/2018	31/12/2017	30/06/2017	COMMENT
<b>ASSETS</b>	<b>334.6</b>	<b>294.4</b>	<b>287.5</b>	
Land & Property	9.2	8.2	7.8	New additions: Umpferstedt, Calbe, Weißenfels, Demmin
Solarparks	259.7	240.5	231.4	Expansion of IPP portfolio to 150 MWp incl assets under construction
Financial investment	0.0	0.0	0.0	
Inventory	0.9	1.6	1.4	
Cash & cash equivalents	46.7	34.1	33.9	includes EUR 15.5 Mio restricted cash
Others	18.1	10.0	13.0	
<b>LIABILITIES</b>	<b>334.6</b>	<b>294.4</b>	<b>287.5</b>	
Shareholders' equity	97.3	86.4	81.0	
Minority interest	0.5	0.5	0.5	
Financial debt	210.3	180.7	184.4	includes EUR 25 Mio Schuldschein loan
Long-term provisions	9.8	8.5	8.0	EUR 7.6 Mio site deconstruction and EUR 2.2 Mio "old Colexon legacy"
Others	16.7	18.3	13.6	
Net financial debt	<b>163.6</b>	<b>146.6</b>	<b>150.5</b>	
Equity ratio	<b>29.2%</b>	<b>29.5%</b>	<b>28.3%</b>	

BALANCE SHEET REMAINS STRONG WITH EQUITY RATIO OF > 29%



## CAPACITY CHANGES Q3' 2018

Projects	MWp	Transaction	FiT EUR/MWh	kWh/kWp	Panels	Inverters
Muhlheim	0.7	Asset sale	111	850	Talesun	Huawei
Derching	1.1	Operating	303	1,000	AU Optronics	AEG
Friedrichsholm	0.7	New-build	111	900	Trina Solar	Delta
Flieth Stegelitz	0.6	New-build	109	900	REC Solar	Huawei
Säritz	0.6	Operating	222	950	Canadian Solar	Siemens



ANOTHER 3 MWp NET MWp ADDED IN Q3'18, YEAR-END TARGET OF 150 MWp SURPASSED.

## EBITDA GUIDANCE 2018 / ANALYST PRESENTATION PER 24 APRIL 2018

EBITDA BRIDGE 2017-18 IN EUR MIO



EBITDA GUIDANCE FOR 2018 WAS SET AT EUR 29.6 MIO IN APRIL 2018

## UPDATE OF GUIDANCE

## "PREVIOUS" GUIDANCE 2018

## "NEW" GUIDANCE 2018

EBITDA EUR Mio	29.6	DRIVER	> 31.0	COMMENT
	0.5	1. EFFECT OF ACQUISITIONS IN Q2'18	0.8	150 MWp versus 135 MWp capacity in June '18
	0.5	2. ASSET ROTATION / BADWILL	0.8	EUR 0.7 Mio badwill in H1'18 + sale of Muhlheim
	-0.5	3. WEATHER EFFECT Q1'18	0.3	Negative weather in Q1'18 over-compensated in Q2'18
	<b>0.5</b>		<b>1.9</b>	
			$\Delta = 1.4$	
CFPS	0.49		> 0.50	

EBITDA GUIDANCE RAISED TO "AT LEAST EUR 31 MIO"



7C SOLARPARKEN AG