# edp renováveis



### Investors Presentation

November 2020

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### Agenda

- 1 Our Sector
- 2 EDP Group vision
- 3 Our Strategy
- 4 9M20 Results

### Our Sector

# EDPR operates in a sector with an increased competitiveness and solid outlook...

### Wind and Solar are already cost competitive... 2020 LCOE¹ [€/MWh]

# CAGR 20-25 77 +3% 73 -% 67 +2% 39 -6% 37

### ...which along with solid fundamentals are driving demand across regions<sup>2</sup>

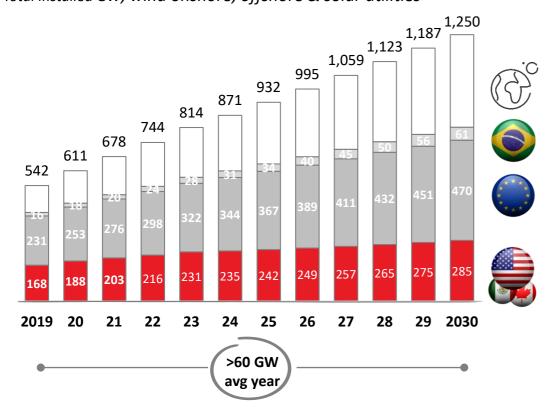
+ <b>67 GW</b> >50% wind; >80% US	<ul> <li>US: PTC phase-out; Increasing demand drivers at State, Utility and C&amp;I</li> <li>CA: demand supported by auctions (20-yr FiT)</li> </ul>	North America
+84 GW >70% wind; <30% solar	<ul> <li>RES Targets &amp; new governance based on EU coordination;</li> <li>Increasing demand for Corporate PPAs;</li> </ul>	Europe
<b>+9 GW</b> 80% wind; 20% solar	<ul> <li>Good natural resources (wind &amp; solar);</li> <li>Strong wind and solar energy demand (auctions &amp; PPAs);</li> </ul>	Brazil
+102 GW across different geographies	<ul> <li>Good natural resources, consistent regulation &amp; solid fundamentals;</li> <li>Economic growth &amp; infrastructure need</li> </ul>	Other Markets
+17 GW including US; NL; UK & FR	<ul> <li>Increasing state level auctions (e.g. US);</li> <li>Competitiveness backed by technological progresses and O&amp;M</li> </ul>	Offshore

2019-22E additions

# ...with high expected growth across regions and technologies, with >60 GW avg per year until 2030

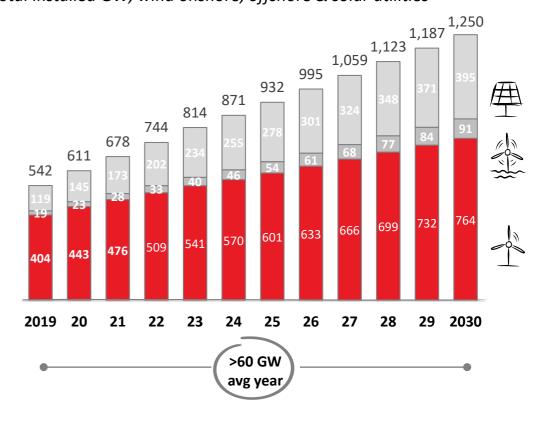
### **Expected renewables total installed capacity by region**<sup>1</sup>...

Total installed GW; wind onshore, offshore & solar utilities



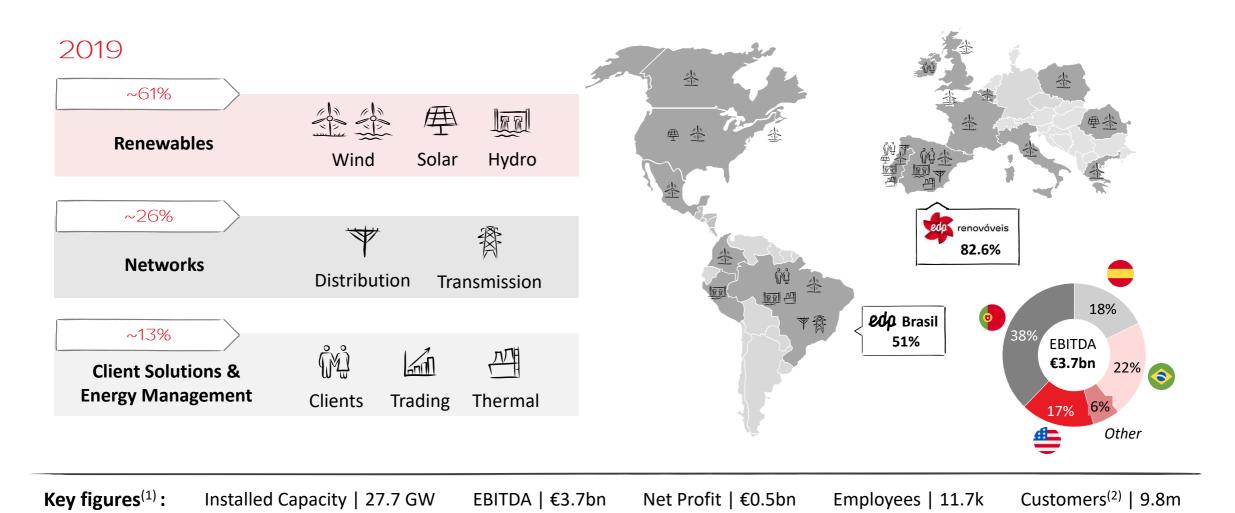
### ...and per technology

Total installed GW; wind onshore, offshore & solar utilities



EDP Group vision

# EDP is a leading vertically integrated utility with a global footprint, present in 19 countries in the different phases of the supply chain



### EDP envisions to keep capitalising on a winning sector...

### EDP is already a global leading renewables player<sup>1</sup>...

### ...and aims to strongly increase renewables weight

Source of generated electricity, TWh



### ~21 GW

of renewables capacity<sup>2</sup> deployed worldwide

- Top global wind player with ~12 GW
- >9 GW in hydro, of which 4.3 GW with reservoirs, and ~3 GW pumped hydro

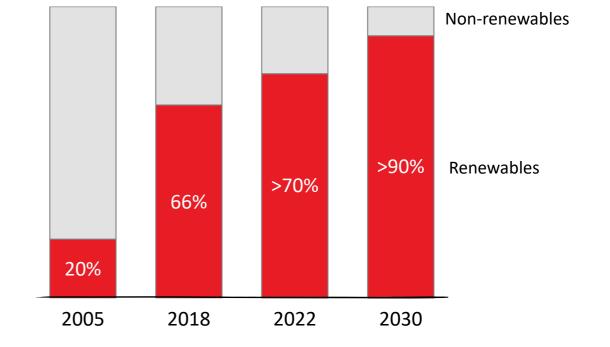




### >€20 Bn

deployed in renewables since 2006

- 75% in wind onshore
- 40% in the US

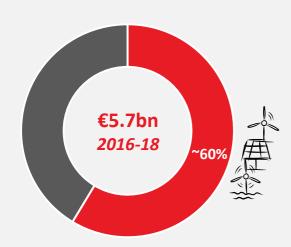




### ...and is committed to accelerate EDPR growth in the new Business Plan 2019-22







EDPR is the main growth driver of EDP, representing already ~35% of group EBITDA

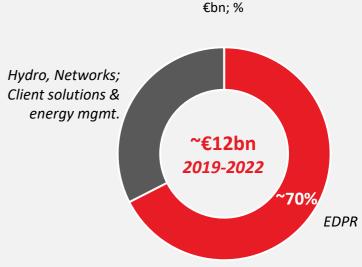
### ...to accelerate under new strategic plan...

Investments; €bn per year



EDP group to accelerate its growth plan, increasing annual investments under new strategy

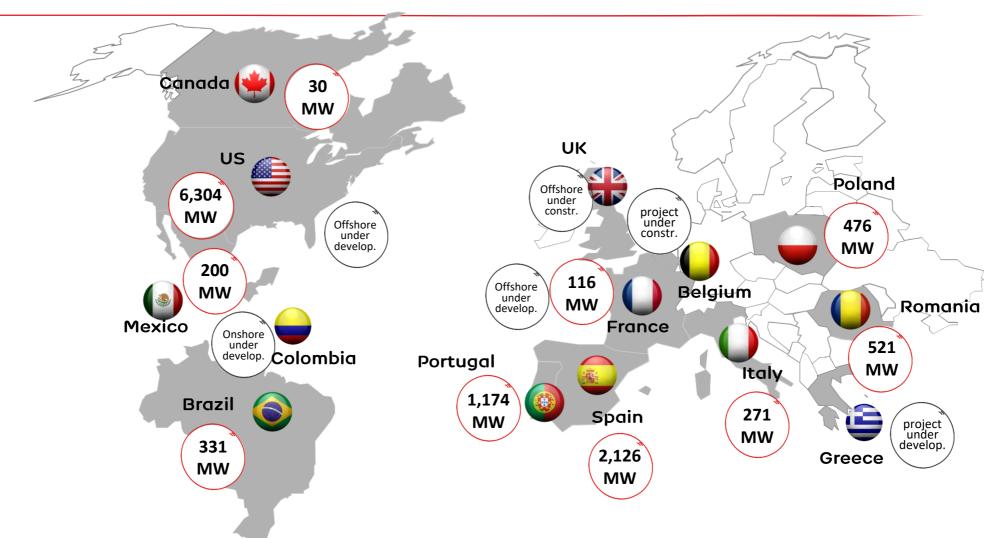
### ...with strong focus in renewables



EDPR continues to be the growth driver of EDP, with new strategy planned to unlock EDPR development capabilites

# Our Strategy

EDPR is one of the largest wind energy producer, with a 11.5 GW portfolio...



# ...and has defined a new BP 2019-22 based on the same pillars and complemented by an expanded growth and sell-down model...

### Selective growth

### **Self-funding**

2019-22E

**Operational excellence** 

2019-22E

Solid value creation, investing in quality projects with predictable cash-flow stream...

2019-22E

...enhanced by selling assets' stakes, crystalizing value and accelerate value creation...

...and supported by distinctive core competences & unique know-how



~ 7.0 GW cumulative build-out of which 86% already secured



> €8.0 bn of investments financed by sell-down & assets' cash flow



**33% load factor in 2022** from additions of competitive projects



Geographical diversified: 60% NA; 20% EU; 20% BR & New



> €4.0 bn of sell-down proceeds of which €2.3bn already achieved



> 97.5% availability technical expertise to maximise output



Technological diversified:

70% wind onshore; 25% solar; 5% offshore



**€4.0 bn of net investments** fully financed by assets' CF generation



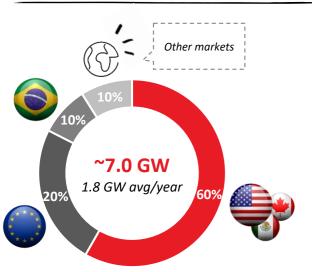
Core Opex/MW -1% CAGR 18-22<sup>1</sup> from efficient O&M strategy

...unlocking EDPR's full capabilities, by leveraging on core competences and by crystalizing upfront value

# Selective growth: a 7 GW growth plan increasing geographical and technological diversification

### **Capacity Build-out by region**

(GW; 2019-22)



of which 86% already secured through PPAs or tariffs awarded



### North America (60%)

Driven by RPS, C&I and coal/nuclear retirements; EDPR has already secured 3.2 GW all with LT contracts



### **Europe (20%)**

Supported by governance & PPA appetite; EDPR has secured 1.3 GW wind/solar & 0.3 GW offshore

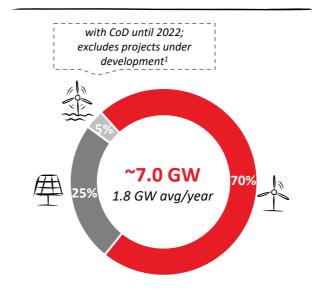


### Brazil (10%) & Other (10%)

BR: auctions/PPAs & stable regulation (EDPR has 0.7 GW secured); New: Greece (0.2 GW); Colombia (0.5 GW) Other: being analysed

### **Capacity Build-out by technology**

(GW; 2019-22)



projects with long-term visibility & low risk profile



### Wind Onshore – 4.2 GW secured

A competitive technology, in which EDPR has competitive advantage and know-how



### Solar PV - 1.6 GW secured

Increasing competitiveness, and relevance in EDPR technological mix post-2020



### Wind Offshore - 0.3 GW secured1

EDPR & ENGIE JV set to strengthen company's profitable offshore growth and increase efficiency



# Selective growth: North America as the main market with 4.2 GW target of which 3.2 GW already secured...



MW 199 125 205	Region Kansas Ohio	<b>CoD</b> 2019
125		
	Ohio	2040
205		2019
_00	Illinois	2019
50	Texas	2019
200	Illinois	2020E
198	Indiana	2020E
102	Indiana	2020/21E
104	Colorado	2020E
209	Texas	2020/21E
100	Texas	2020/21E
180	Ontario	2021E
96	Mexico	2021E
302	Indiana	2021E
139	East NA	2019
200	Mexico	2020E
202	Indiana	2021E
200	California	2022E
200	California	2022E
300	California	2022E
50	Ohio	2022E
50	Ohio	2022E
	200 198 102 104 209 100 180 96 302 139 200 202 200 200 300 50	205 Illinois 50 Texas 200 Illinois 198 Indiana 102 Indiana 104 Colorado 209 Texas 100 Texas 180 Ontario 96 Mexico 302 Indiana 139 East NA 200 Mexico 202 Indiana 200 California 200 California 300 California 50 Ohio

# US Demand driven by increasing cost-competitiveness



Defined at state level

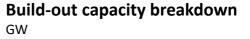
• RPS policies cover 56% of total US retail electricity sales

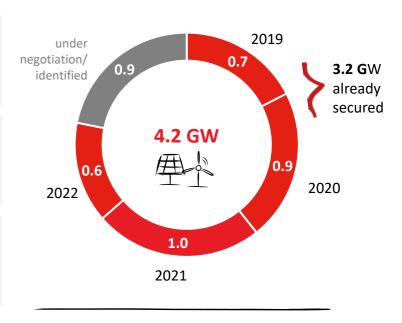
### Retirements Coal & Nuclear

- Coal (23% fleet): old & non-compliant w/environmental;
- Nuclear: ~15 GW proposed until 2030

**C&I PPAs** >6 GW in 2018

 Renewable demand from RE100 companies is to grow to 123 TWh by 2022, 59% over 2017 levels





...and 0.9 GW to be secured in a competitive environment



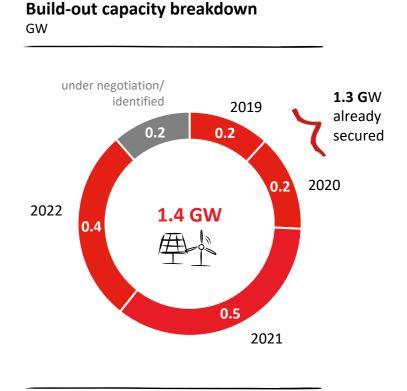


# Selective growth: Europe supported by new governance model and increasing appetite for private PPAs...

**EDPR** strategy per market

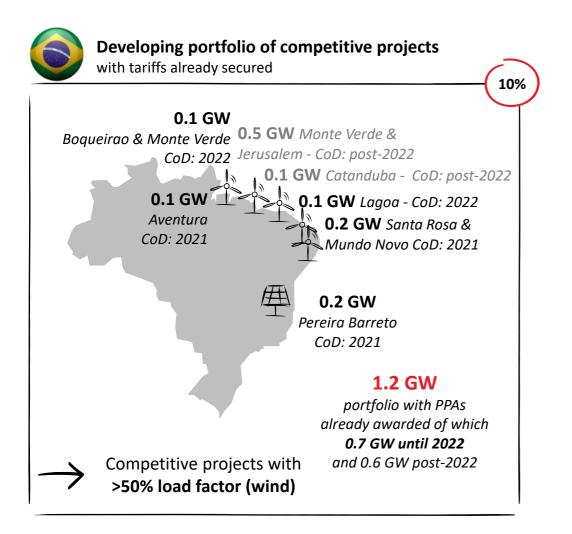
IVIVV			
Country	MW	Status	CoD
ik.	53	Installed	2019
	130	U/ const. & dev.	2020/22E
	57	Installed	2019/20
	279	U/ const. & dev.	2020/22E
	82	Installed	2019/20
	44	U/ const. & dev.	2020/21E
	50	Installed	2019
	178	U/ const. & dev.	2020/21E
	58	Installed	2020
	337	U/ const. & dev.	2021/22E
		53 130 57 279 82 44 50 178 58	ountry         MW         Status           53         Installed           130         U/ const. & dev.           57         Installed           279         U/ const. & dev.           82         Installed           44         U/ const. & dev.           50         Installed           178         U/ const. & dev.           58         Installed

**Projects already secured** 



...with 1.3 GW already secured and 0.2 GW to be secured on both wind and solar technology

# Selective growth: Brazil set to increase its representativeness, while continuing to analyse new markets opportunities





### **Others: Selecting investment opportunities**

In countries with strong long-term fundamental

10%

### Analyzing new profitable markets to increase potential growth:



### **Strong fundamentals:**

renewable demand & good natural resources

From wind and solar resources



### **Competitive advantages:**

implementing our know-how in markets not yet matured taking advantage of being pioneers



### **Profitable:**

long-term contracts and predictable cash-flow

Auction system and or private PPAs



### Greece:

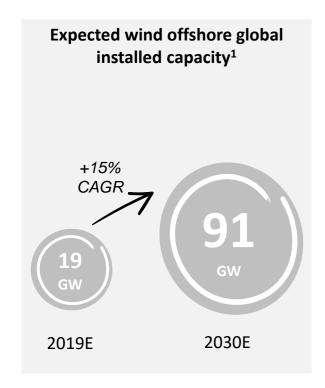
Executing projects awarded (89 MW in 2021 & 62 MW in 2022)



### Colombia:

Executing projects awarded (492 MW in 2022)

# Selective growth: Creating EDPR/ENGIE 50:50 joint-venture to focus on a fastest growing renewable technology



Combination of the right set of skills along with a successful track record...

Project management

**Business development** 

Procurement

Energy and risk assessment

Energy management and offtake

...and a EDPR/ENGIE 50:50 control structure with the right governance

CEO and COO: 3-yr mandates

Initial CEO proposed by EDPR & COO by ENGIE

At the end of mandate, COO becomes CEO and the other partner proposes new COO

**Portfolio of** 5.2 **GW** (~3.3 GW net) New opportunities being screened JV operational until 2019 YE

Towards a leadership position by combining complementary competences to accelerate growth, minimize risks and increase efficiency

# Selective growth: Full integrated JV with 5.2 $GW^{(1)}$ of pre-determined offshore wind assets

PROJECT NAME	TYPE	CAPACITY	COUNTRY	EDPR	ENGIE	STATUS
Moray East	Offshore-Fixed	950 MW		33.3%	23.3%	U/Construction
Tréport & Noirmoutier	Offshore-Fixed	992 MW		29.5%	31.0%	U/Development
Moray West	Offshore-Fixed	800-950 MW		67.0%	33.0%	U/Development
Wind Float Atlantic	Offshore-Floating	25 MW		54.4%	25.0%	In Operation <sup>(3)</sup>
Wind Float Atlantic  Leucate  SeaMade  Mayflower <sup>2</sup>	Offshore-Floating	30 MW		35.0%	45.0%	U/Development
SeaMade	Offshore-Fixed	487 MW		-	17.5%	U/Construction
Mayflower <sup>2</sup>	Offshore-Fixed	804 MW		50.0%	-	U/Development
B&C Wind	Offshore-Fixed	400 MW		100.0%	-	U/Development
Total ownership with tariffs/PPAs (net MW)				1,035 MW +	634 MW	1,669 MW
Total ownership (net MW				2,237-2,338 MW	898-947 MW	3,135-3,285 MW

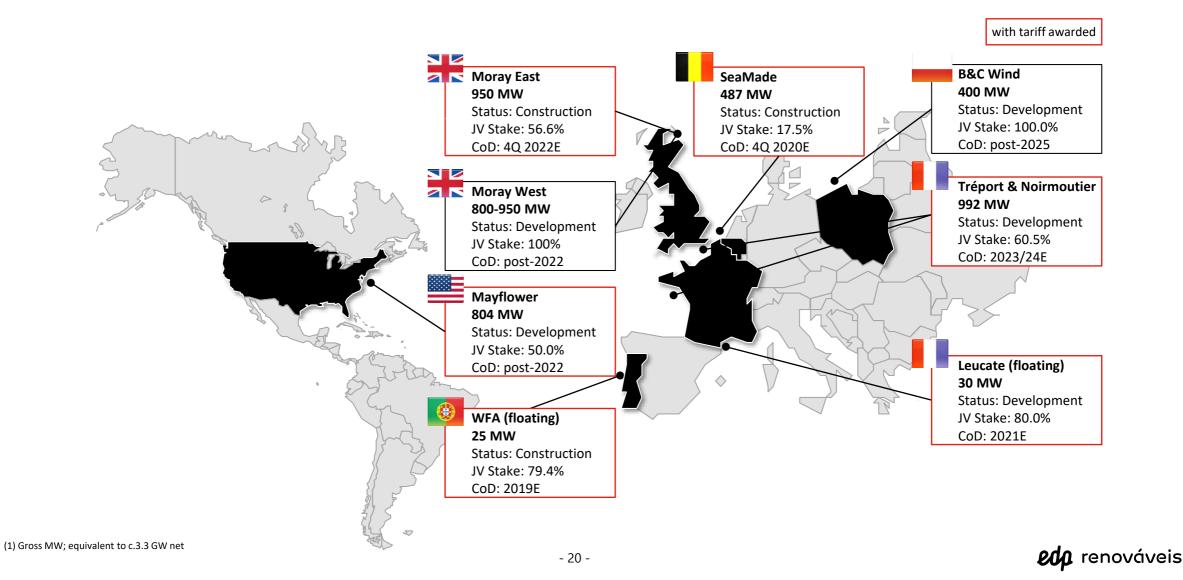
Offshore partners since 2013, with 1.5 net GW of projects under construction and 3.3 net GW of projects awarded

<sup>(1)</sup> Gross MW: equivalent to c.3.3 GW net:

<sup>2)</sup> Considers Mayflower lease up to 1.3 GW;

<sup>(3)</sup> Since Jul-2020

# Selective growth: Together a portfolio of 5.2 GW<sup>1</sup> initial capacity across 6 markets and defined growth targets

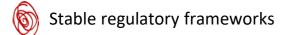


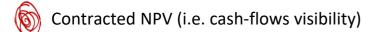
# Selective growth: The Offshore JV has a clear investment framework and selective yet ambitious growth targets

### 50:50 JV with selective investment criteria

### JV Growth Targets Gross MW

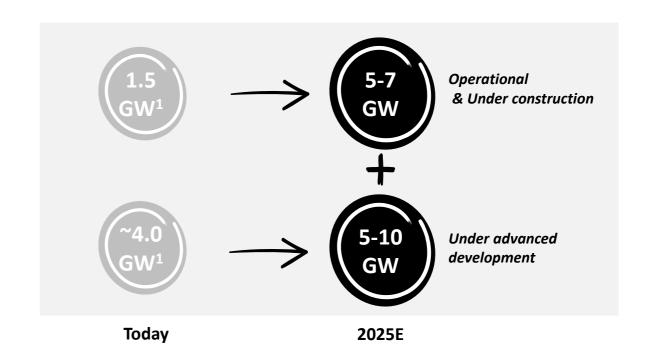
Sound market fundamentals





© Compliance with target risk return profile

Maximize projects self-funding

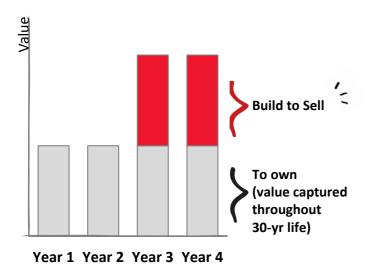


This JV is set to pave the way for a greener future, by strengthening offshore growth, increasing efficiency and returns

# Sell-down strategy: set to create extra value through the sale of majority stakes, without increasing capital employed

Sell-down strategy rational...

(incremental value created at project execution)



**Less capital intensive** 

...to propelled extra-growth & value...

(Benefits of the Sell-down strategy)

**Capital recycle** 

up-front cash-flows crystallization by selling majority stakes

**Value Creation** 

gains accounted in P&L and proceeds to be re-invested in accretive growth

Service charge

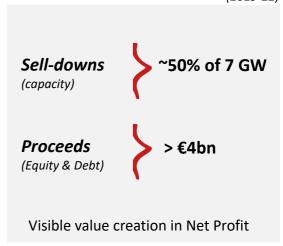
providing operating and maintenance services in exchange for management fee

Recycling capital and creating value

...and extra-value

(Sell-down: Sale majority stakes)

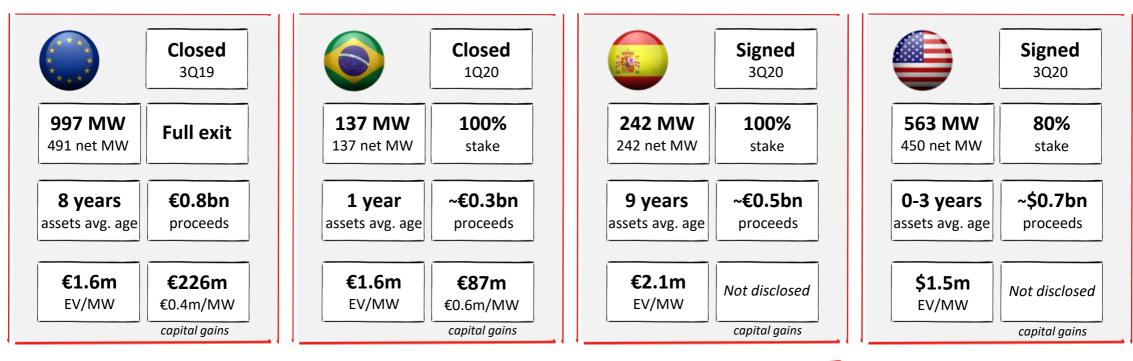
(2019-22)



~€0.7bn of Capital gains in 2019-22

# Sell-down transactions realized totaling ~€2.3bn of value crystalized to accelerate value creation

### Sell-down transaction announced



Sell-down of EDPR's full equity in 4 onshore wind and solar portfolios executing its 2019-22 target of >€4.0bn proceeds, with ~€2.3bn<sup>(1)</sup> accumulated...

Creating extra value through the sale of majority stakes, without increasing capital employed, and re-investing at higher returns

# Operational excellence: EDPR core competences and unique know-how set to maximize efficiency

### Wind assessment know-how to maximize asset value...



New MW with above average load-factor vs 2018: 30% (94% P50)



Predictive maintenance and O&M strategy are key to reduce downtime

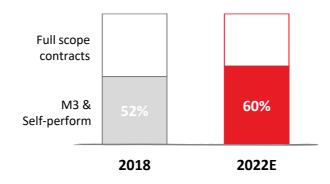


Driven by accretive contributions from new capacity additions

# ...and highly experienced teams delivering unique O&M strategy...

### **O&M contract breakdown** (avg MW;%)

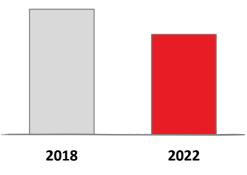
optimizing O&M activities by increasing internalization at the end of initial contract warranty



# ...set to maximize efficiency and optimize costs

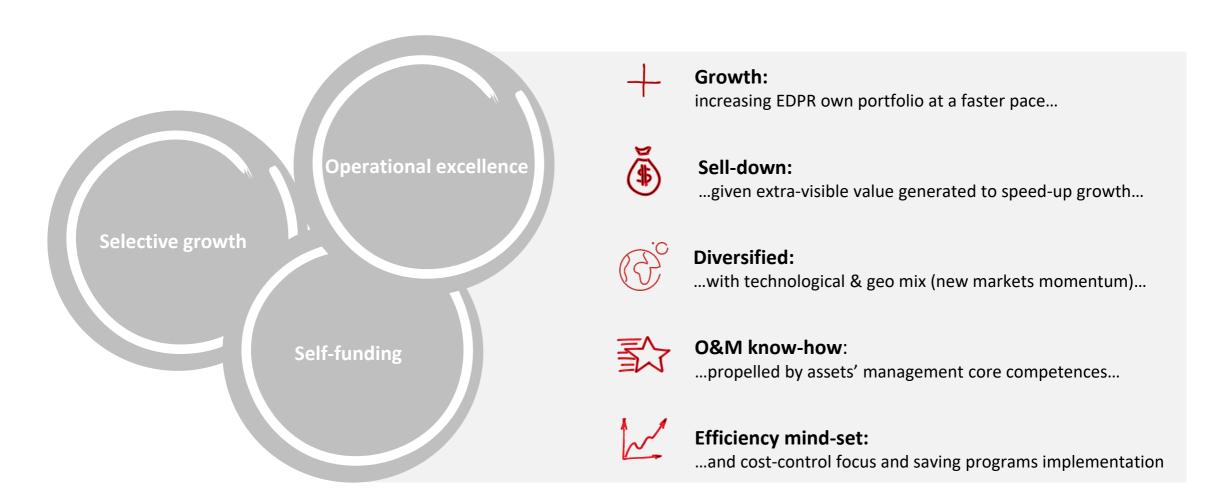






In addition to saving programs and initiatives (e.g. OBZ, OPEX V and US Cost Reduction Program) in place to increase efficiency

EDPR's 2022 agenda and the 3 strategic pillars will unlock our full capabilities...



### ...to deliver solid and ambitious growth targets through 2022...

**Capacity build-out** 

**Excellence in operations** 

Less capital intensive

**Excel at operational results** 

**Unlocking bottom-line** 

MW釜熚烾

TWh 式

Sell-down (\$)

EBITDA 🗐

Net Profit

New capacity being technological & geographical diversified

From MW to own with output propelled by superior load-factor & availability Generating extra value without increasing capital employed

From capacity additions, operating efficiency and sell-down strategy

From growth, recurrent capital gains, controlled cost of debt and solid balance sheet

2019-22E

2018-22E

2019-22E

2018-22E

2018-22E

~7.0 GW<sup>1</sup>

+7% CAGR TWh

>€4.0bn proceeds

+6% CAGR

+11% CAGR

...positioning EDPR to successfully lead a sector with increased worldwide relevance

### 9M20 Results

# EDPR 9M20 YoY comparison affected by portfolio scope given execution of Sell-down strategy along with low wind resource

**Quality** assets

29% load factor (vs. 30% in 9M19)

91% of LT avg. vs 9M19 @ 96% Availability @ 97% (vs 97% in 9M19)

Revenues at €1,259m (-8% YoY; +1% ex-Sell-down scope)

MWs (-€73m; Sell-down & Growth), Price (+€29m) and NCF (-€57m)

Adi. Core Opex/MW +3% YoY(1)

to cope with expanded growth, namely the 2.2 GW under construction

95% of Revenues fixed for 2020 (3)

+€42m YoY from Spanish hedges; 9M20 price -2% YoY (flat excl. Sell-down) Selective and profitable growth

6.1 GW secured + 0.5 GW Viesgo acquisition

2.2 GW under construction as of Sep-20 Unparalleled execution of the BP19-22

Creating a wind offshore JV with 5.3 GW portfolio assets already transferred generated €200m capital gains

€1,074m EBITDA (-12% YoY)

with an impact of -€93m from Sell-down assets deconsolidation<sup>(2)</sup> and -€26m lower capital gains YoY

Net Profit €319m (-7% YoY)

on the back of lower EBITDA & lower wind resource, partially offset by lower financial expenses & taxes

Self-funding business

€2.3bn (ex-offshore) of Sell-down in 2019/20

from which €1.1bn signed since Jun-20

Net Debt & TEI at €4.5bn (+€388m YTD)

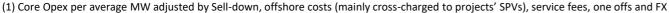
from ongoing growth along with FX translation

**Optimizing Cost of Debt and TEI Costs** 

Debt: 3.5% vs 4.0% in Sep-19 Avg TEI: 6.7% (vs 6.7% in the 9M19)

\$352m of Tax Equity closed YTD

and LOI signed w/ institutional partner for 100% of 2020 projects



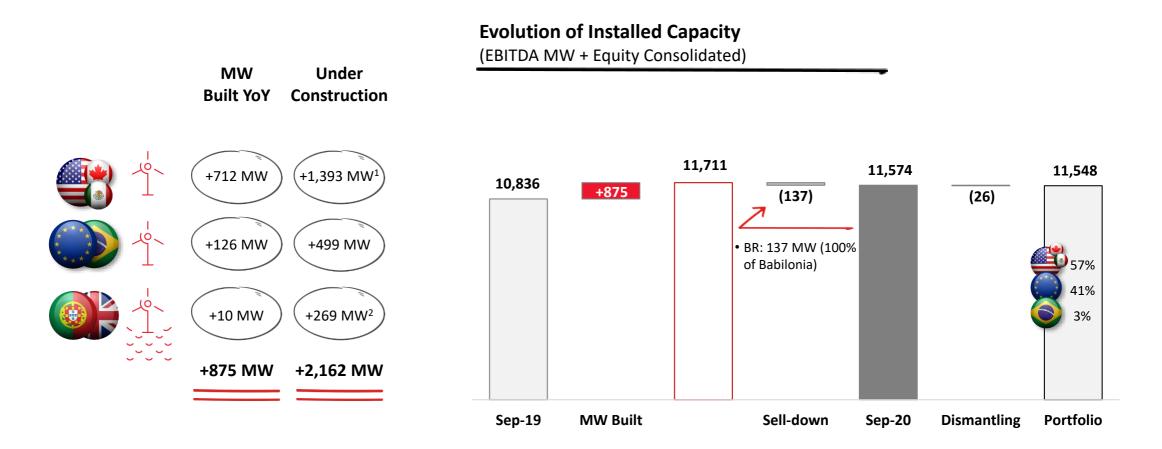
(2) Related to the Sell-down of a 997 MW European portfolio and 137 MW in Brazil

(3) As of Sep-2020





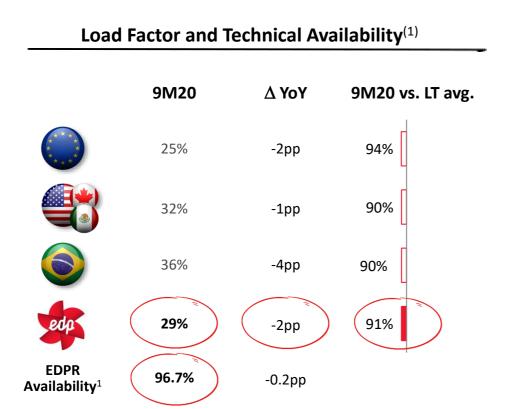
### EDPR total portfolio amount to 11.5 GW after Sell-down transactions

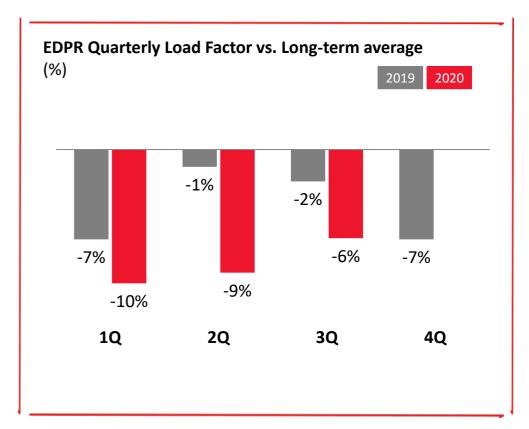


YoY EDPR built +875 MW, sold 137 MW and kept 2.2 GW under construction (including stake in UK offshore)



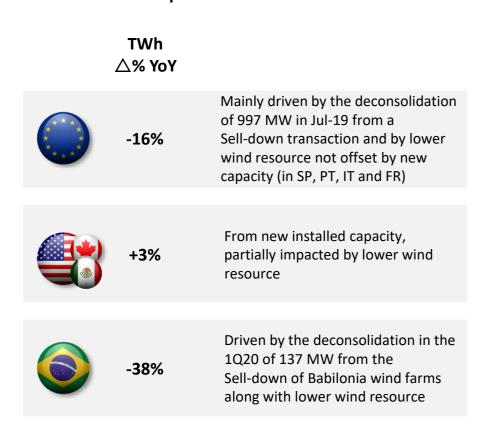
In the 9M20 EDPR achieved a 29% load factor reflecting 91% of P50 (long term average for 12M)...

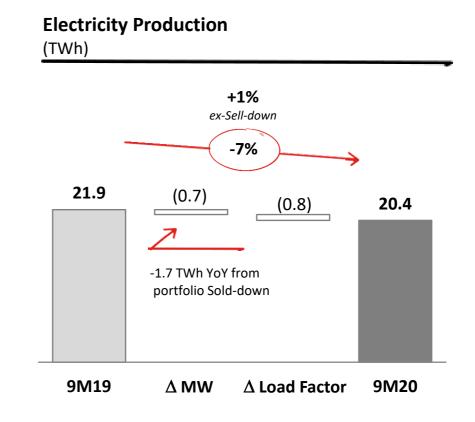




...with a 96.7% availability in the period (vs 96.9% in the 9M19)

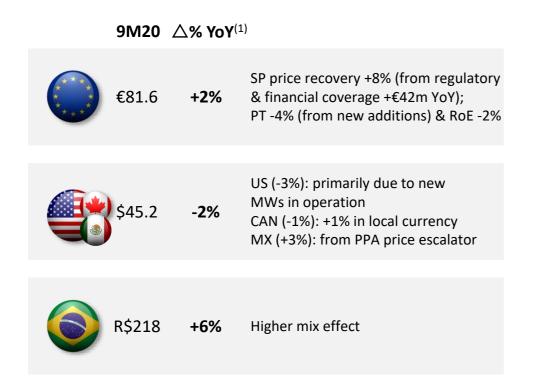
# Electricity output lower 7% YoY disrupted by assets Sold-down; +1% excluding Sell-down impact

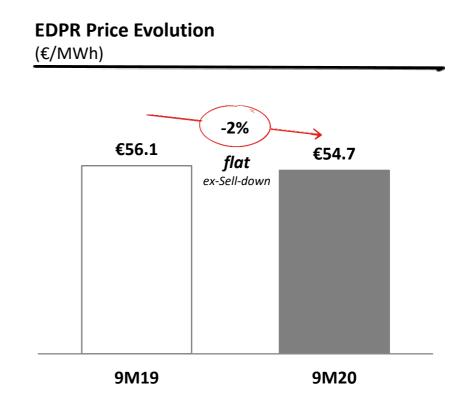




EDPR produced 20.4 TWh of clean electricity (-7% YoY; +1% excluding Sell-down), avoiding 13 mt of CO<sub>2</sub> emissions Geographical output breakdown: 61% in North America, 35% in Europe and 4% in Brazil

# Avg. price at €55/MWh decreasing 2% YoY, or flat YoY if excluded Sell-down impact, driven by strong hedging coverage





Excluding portfolio mix, sum of individual price performance is positive YoY, benefiting from strong hedging coverage (hedges in Spain +€42m YoY)

Revenues decreased 8% YoY (+1% excluding Sell-down) where lower MWs (-5%) and wind resource (-4%) were not offset by higher price (+2%)

### Main drivers for Revenues performance

Volume: -9% YoY; -€73m

from wind resource (-4%; -€57m),

MW additions (+4%; +€49m) and Sell-down (-9%; -€122m)

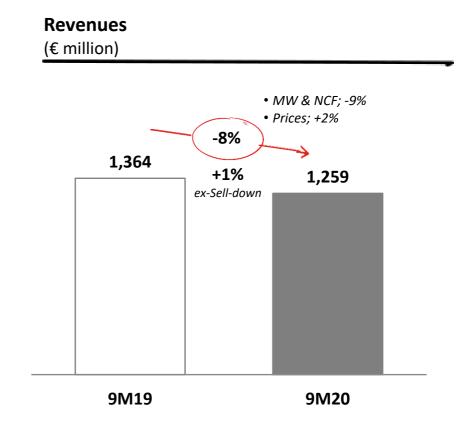
Higher average selling price (ex Sell-down):

+2% YoY; +€29m

given strong hedging coverage

Forex impact & Others Flat YoY

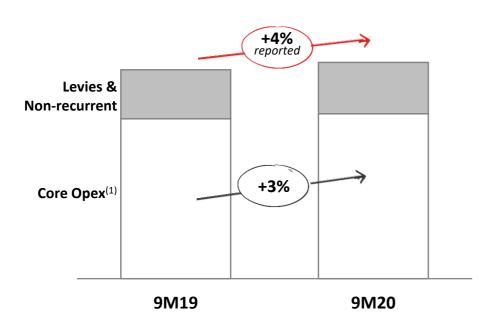
Impact from Forex & Others: -€4m

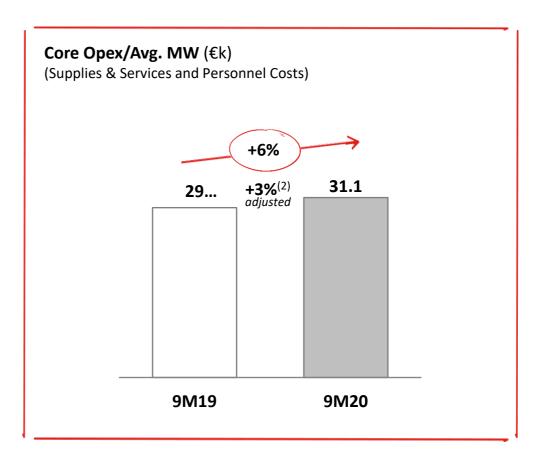


Revenues decreased €105m mainly driven lower MWs (-€73m), lower NCF (-€57m) and Forex (-€12m), despite higher prices (+€29m) and Others (+€8m)

# Core Opex per avg. MW +3% adj. YoY, to cope with expanded growth, namely the 2.2 GW under construction

# **Opex (excludes Other Operating Income)** (€ million)



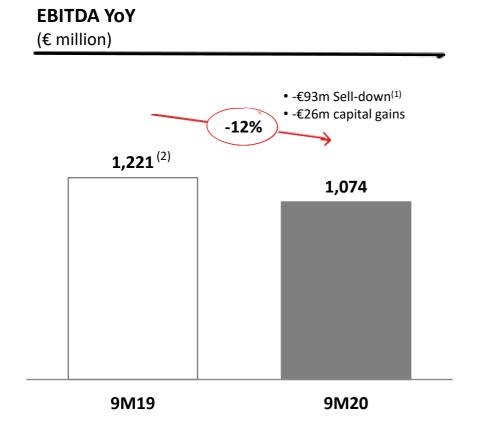


Core Opex increasing YoY given requirements needed to cope with expanded growth

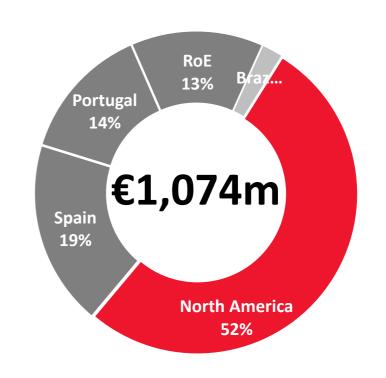
<sup>(1)</sup> Includes Supplies and Services and Personnel Costs;

<sup>(2)</sup> Core Opex adjusted by Sell-down, offshore costs (mainly cross-charged to projects' SPVs), service fees, one-offs and Fx

# Delivering EBITDA of €1,074m (-12% YoY); impacted by Sell-down assets deconsolidation along with lower capital gains YTD







EBITDA totaled €1,074m (-12% YoY) given impact from assets deconsolidation related to Sell-down transactions (-€93m in EBITDA) and lower capital gains YoY (-€26m)

<sup>(1)</sup> EU Sell-down (997 MW; 491 net MW); Brazilian Sell-down (137 MW)

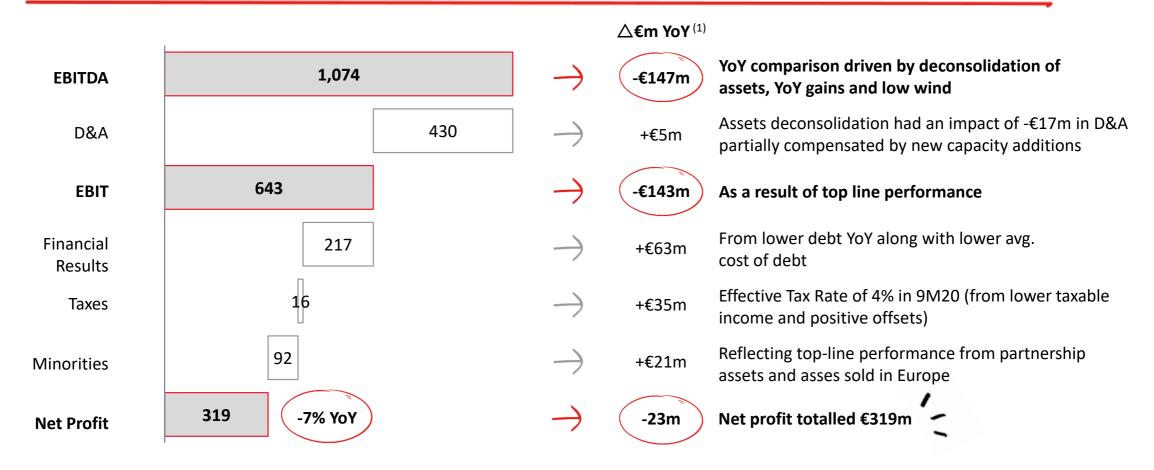
<sup>(2)</sup> Only for comparable purposes, 9M19 EBITDA includes share of profit from associates

<sup>(3)</sup> Includes hedges from Spain, Rest of Europe and US

# Net Profit totaled €319m; decreasing 7% YoY driven by low wind resource and Sell-down YoY effects

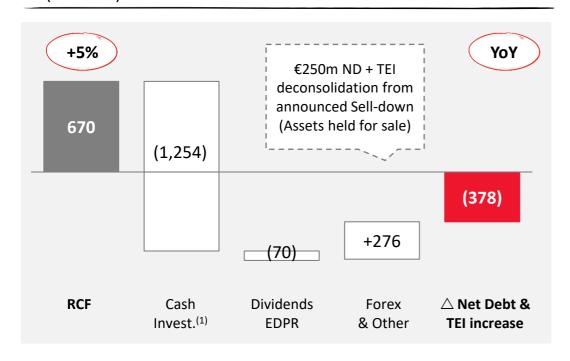
### 9M20 EBITDA to Net Profit

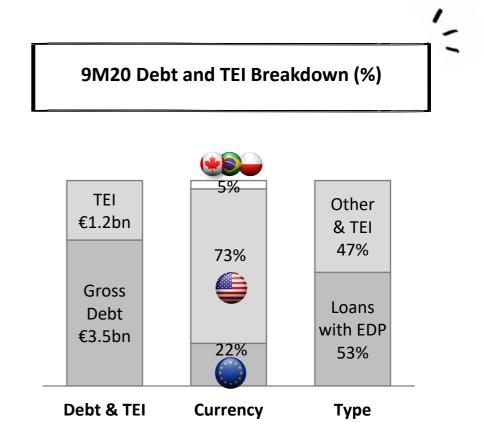
(€ million)



Balance sheet with Net debt and Tax Equity increasing due to ongoing growth by €378m...

# **9M20** from RCF to Debt and TEI variance (€ million)



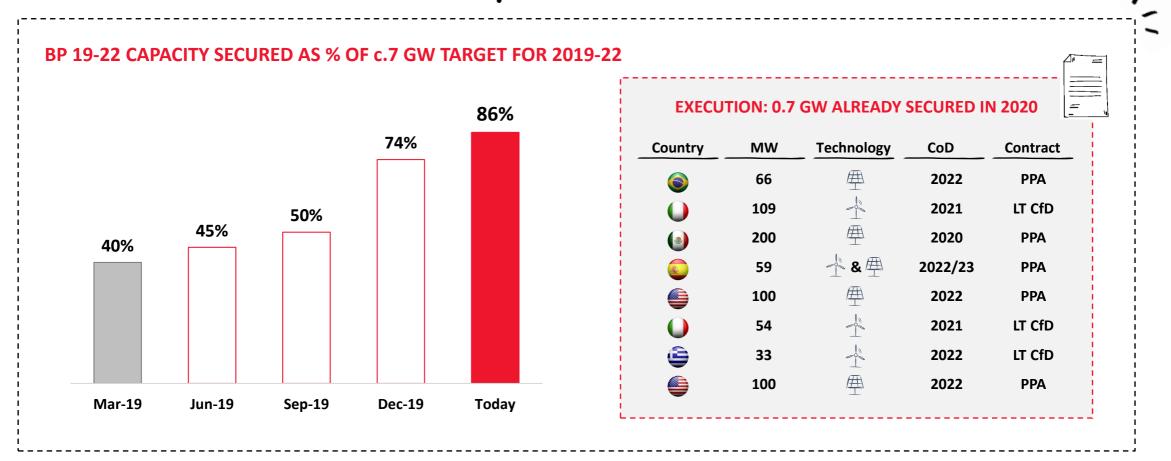


...to €3.2bn of Net Debt and €1.2bn Tax Equity

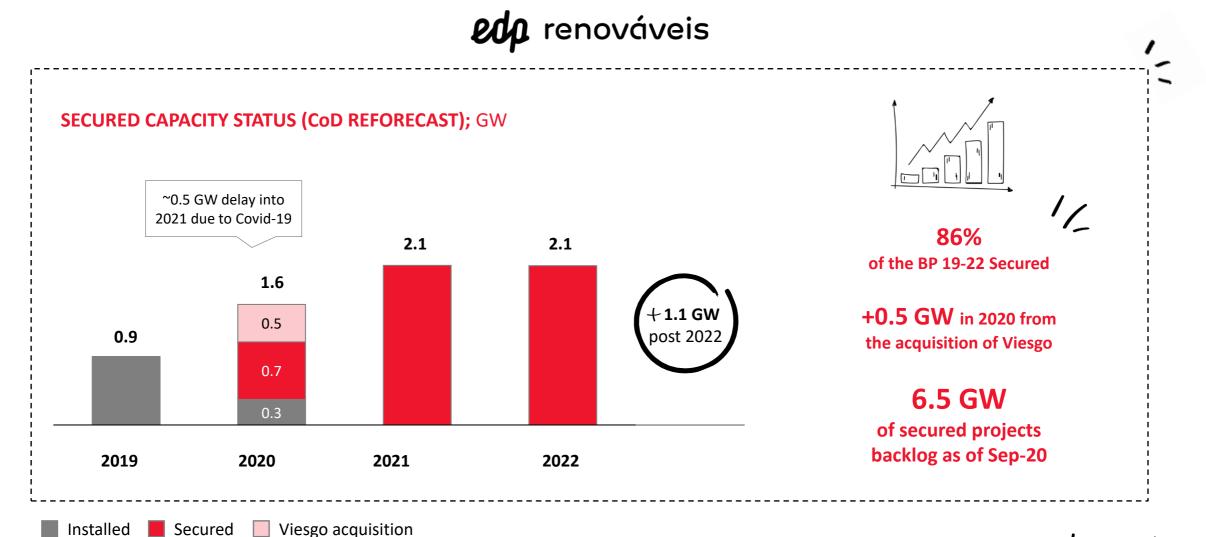
### BUSINESS PLAN UPDATE

EDPR continue its excellent execution on the BP19-22 with 6.1 GW of the plan already secured

# edp renováveis



Despite 2020 timing impacts due to Covid-19, with the Viesgo acquisition EDPR has already 6.5 GW of secured projects backlog as of Sep-20



### CONCLUSIONS

### Conclusions

9M20 operating performance impacted by low wind resource (91% of P50), while strong hedging coverage offset market prices decline

EBITDA of €1,074m (-12% YoY) and Net Profit of €319m (vs €342m in 9M19) as a consequence of low wind resource, assets deconsolidation and lower Sell-down gains YoY

EDPR's strategy is well on track with 86% of the 7 GW capacity 19-22 target build-out secured (+0.7 GW only YTD), acquiring a portfolio of 0.5 GW wind assets in Spain and formalizing the creation of its wind offshore JV Ocean Winds

Despite timing impacts due to Covid-19, with the Viesgo acquisition EDPR has 6.5 GW of secured projects backlog as of Sep-20

Throughout the Covid-19 crisis **EDPR** is demonstrating that **operates a solid business model based on a strategic agenda and sustainability principals** that places the company **well positioned to take advantage of the potential economic stimulus towards green energy** 

### ANNEX

# EDPR operates a solid business model based on sustainable and clean energy, on which risks to its Business Plan are expected to be limited at this stage

Operational excellence

11.5 GW Operational portfolio

revenues visibility given by investment criteria based on long-term PPAs

Selective growth

**BP 2019-22 target 86% secured** 

along with +0.5 GW from Viesgo acquisition in Spain

Self-funding business

**Growth supported by** 

assets cash generation and c.€4bn from Sell-down proceeds

### **Potential Disruptions from Covid-19?**

- Limited exposure to merchant prices: 2020 @ 95% of revenues contracted; 2021 @ 94%<sup>1</sup>;
- Very low availability losses at 0.2% of fleet in 9M20
- Construction and supply chain disruptions that expects to lead to potential COD delays in 2020 (~0.5 GW), however without impact in projects' fundamentals
- Medium-term execution on track with additional +0.7 GW secured YTD along with +0.5 GW from Viesgo acquisition

- €0.5bn Sell-down deal in Spain;
- \$0.7bn Sell-down deal in North America;
- Tax Equity: \$352m closed YTD and LOI signed w/ institutional partner for 100% of 2020 projects

Clean and sustainable investments to potentially be at the centre stage of the economic recovery

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(1) As of Sep-20 - 44 -

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