



Q4 2024 Results Conference

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Photon Energy N.V.

20 February 2025

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Business Results
Financial Results
Guidance
Q&As

Lord Howe Island, Australia (1.3 MWp / 3.7 MWh)



Photon Energy Group

Business Results

Financial Results

Guidance

Q&As

Slavkov, Czech Republic (1.2 MWp)

Segment: Investments / Electricity Generation

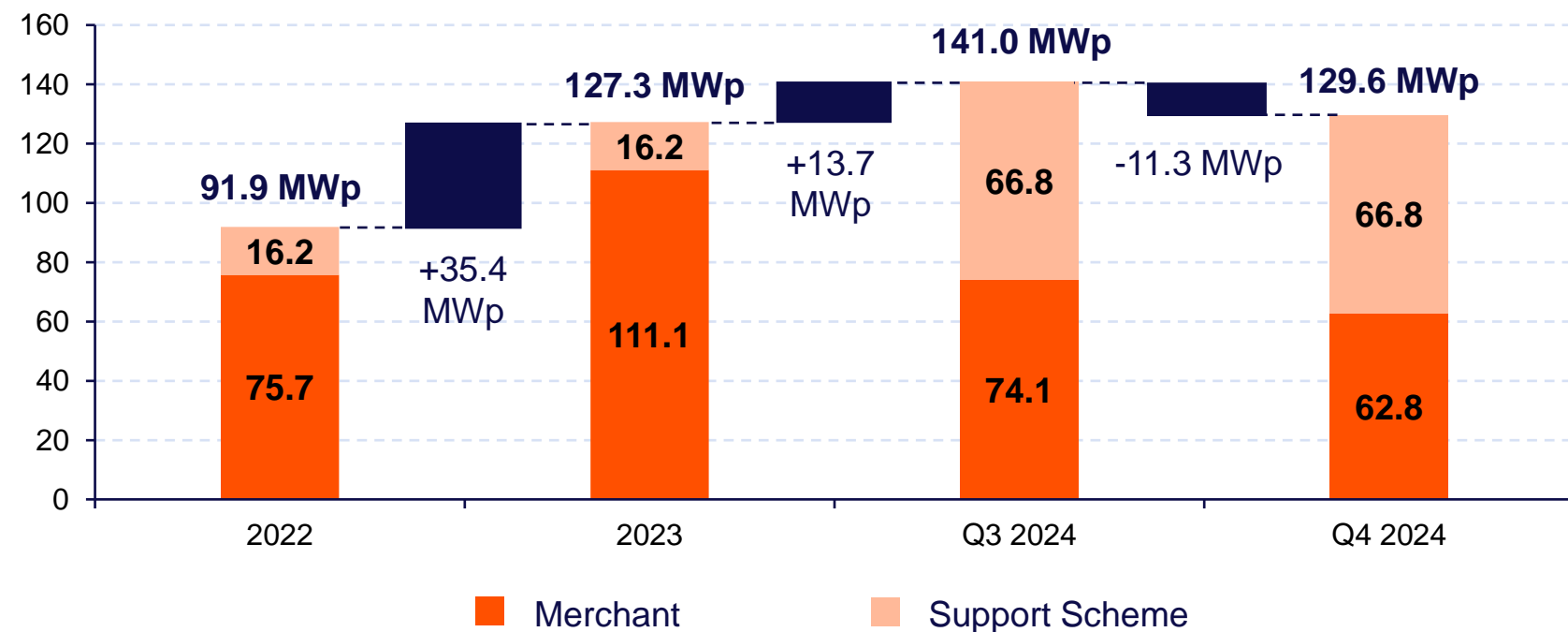
IPP portfolio declining by 11.3 MWp in Q4 2024 as a net results of:

- ▶ Sale of 14.5 MWp of operating PV assets in Australia – strategic decision to divest assets with the lowest profitability; transaction completed at the end of October 2024.
- ▶ Commissioning of 3.2 MWp in Sarulesti, in Romania.

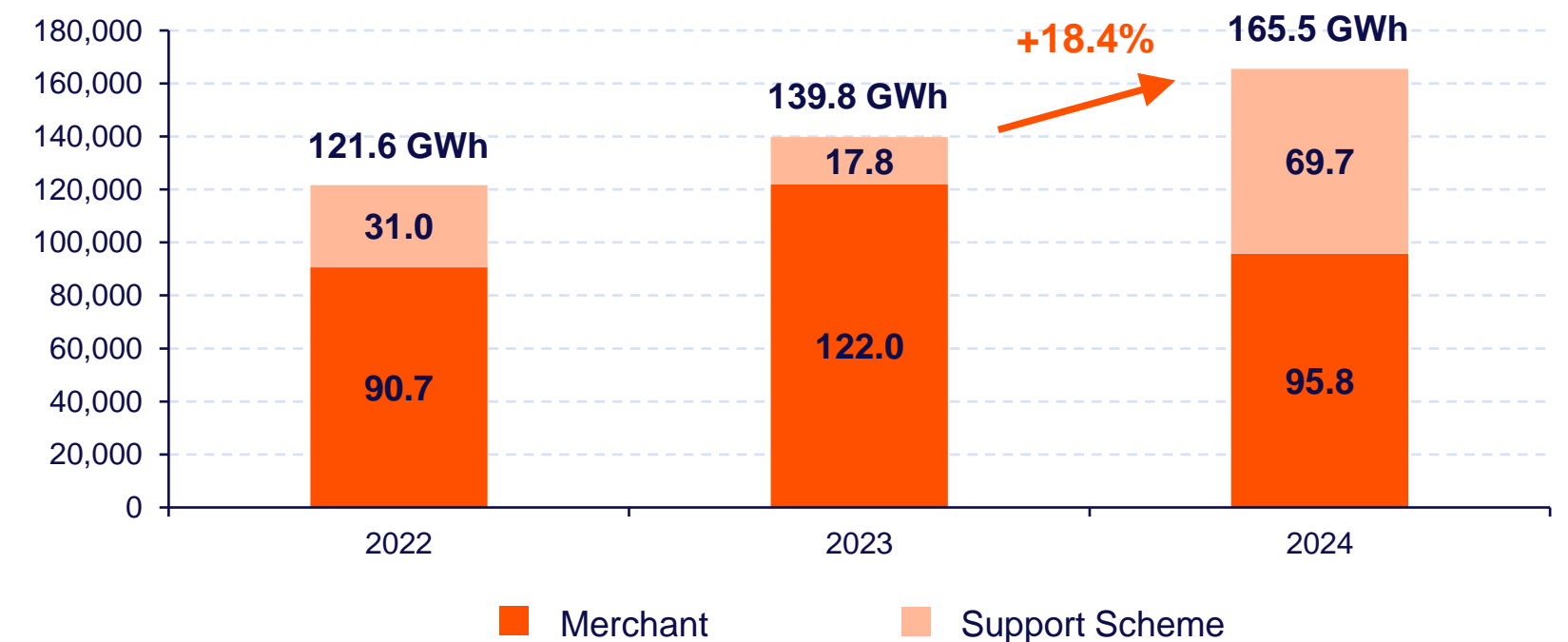
Additional 5.1 MWp is under construction in Hungary.

- ▶ Q4 2024 electricity generation of 23.4 GWh (-6.6% YoY); decline due to the sale of Australian assets, which previously offset lower generation in winter months in Europe.
- ▶ FY 2024 electricity generation of 165.5 GWh (+18.4% YoY) on the back of capacity increase in Romania.
- ▶ Specific yield of 173 kWh/kWp in Q4 2024 compared to 200 kWh/kWp in Q4 2023 (-13.5% YoY); good weather conditions but negative impact from sale of assets with higher yield in Australia.

IPP Portfolio (MWp)



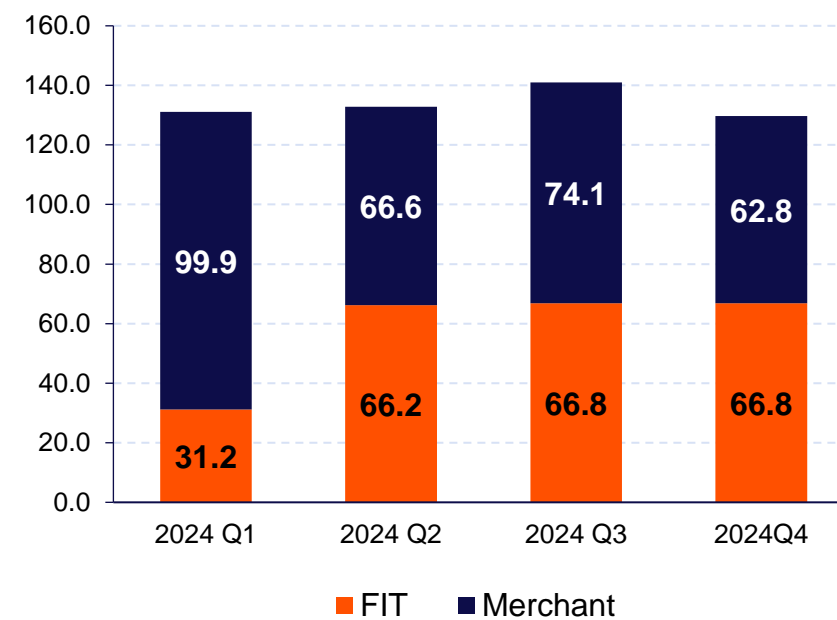
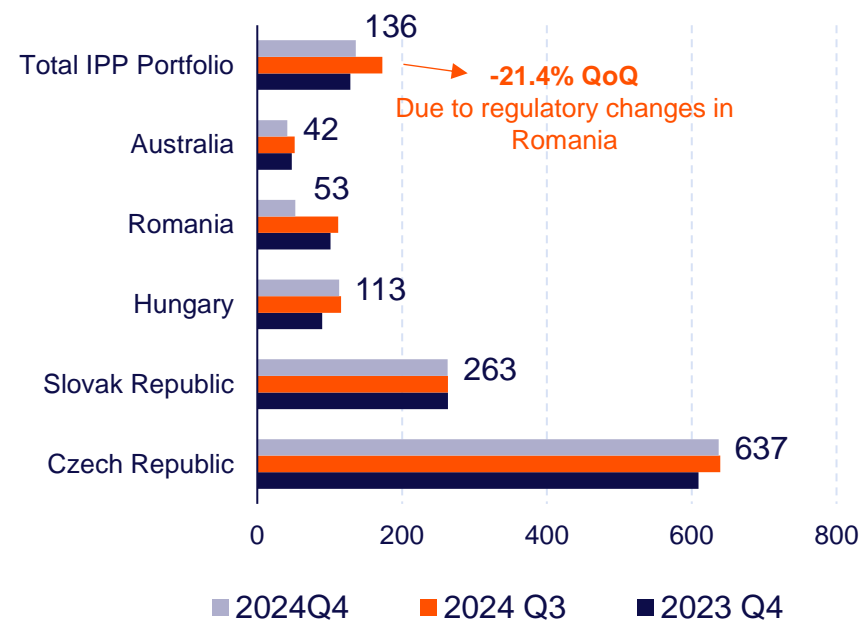
Electricity Generation (GWh)



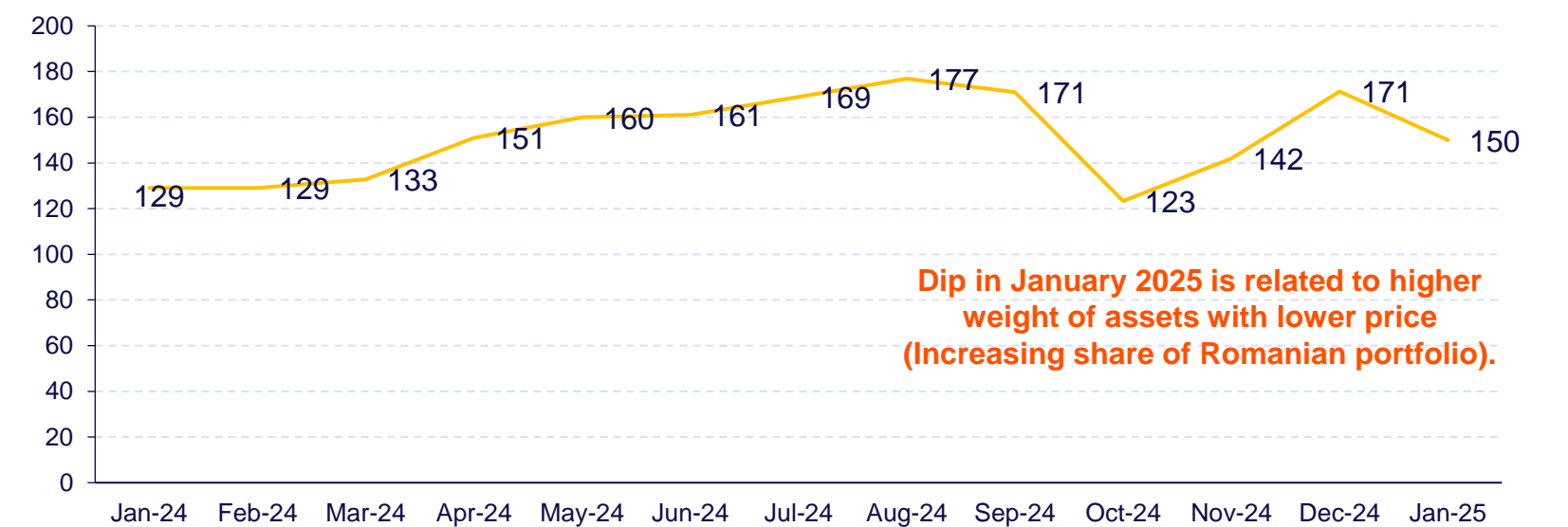
Segment: Investments / Electricity Prices

- ▶ Average realised electricity prices declined from 173 EUR/MWh in Q3 2024 to 136 EUR / MWh in Q4 2024 (-21.4% QoQ) due to negative regulatory changes in Romania: i) revised sales price mechanism, ii) price cap of EUR 80/MWh, iii) deduction of negative prices, and iv) no remuneration for weekends and bank holidays.
- ▶ Negative regulatory changes in the Czech Republic moved back to the Parliament; the result of the legislative process is not yet known.
- ▶ YE 2024, the share of feed-in-tariff versus merchant was 51.5% FIT and 48.5% Merchant.
- ▶ 15.0 MWp in the Czech Republic has been switched to Green bonus but New Energy has purchased this capacity at pre-agreed price hence securing a fixed price of EUR 655/MWh in 2025. The difference will be recorded in the result of the trading arm of New Energy segment.
- ▶ Freezing of Feed-in-Tariff Indexation in Hungary at HUF 47,04 / kWh (EUR 114,3 / MWh) impacting 33.6 MWp of our assets. Remaining 7.0MWp is set at HUF 48,31 / kWh (EUR 117,4 / MWh) and will be indexed with inflation.

Realized Average Revenue in Q4 2024 (EUR/MWh)

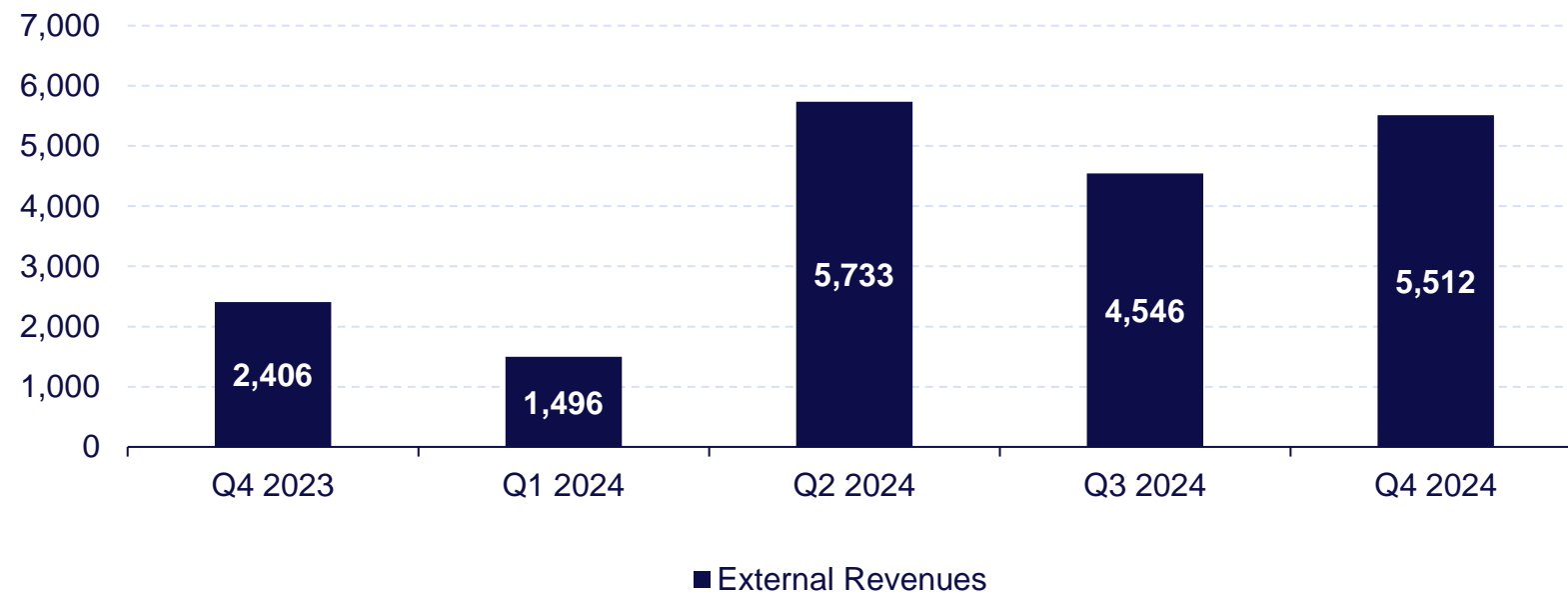


Realized Average Revenue in the Last 12 Months (EUR/MWh)



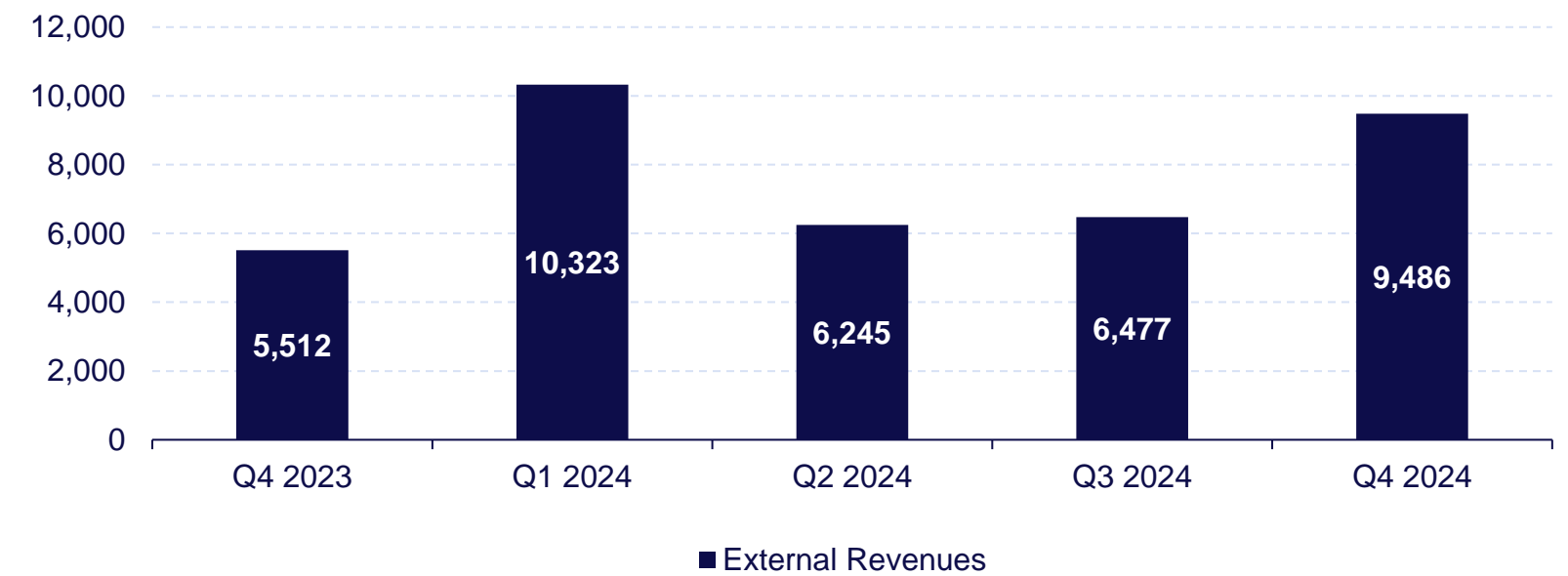
Other Business Segments

Engineering Revenues (EUR 000s)



- ▶ External revenues of EUR 5.5 million in Q4 2024 (+129% YoY) and EUR 17.3 million FY 2024 (+91% YoY), related primarily to EPC contracts for C&I clients in Australia and 20.4 MWp project in New Zealand.
- ▶ Roughly 10% of external revenues is stemming from PV Solutions segment for C&I clients in the Czech Republic.
- ▶ Internal revenues of EUR 4.9 million related to the construction of 5.1 MWp in Tolna, Hungary.

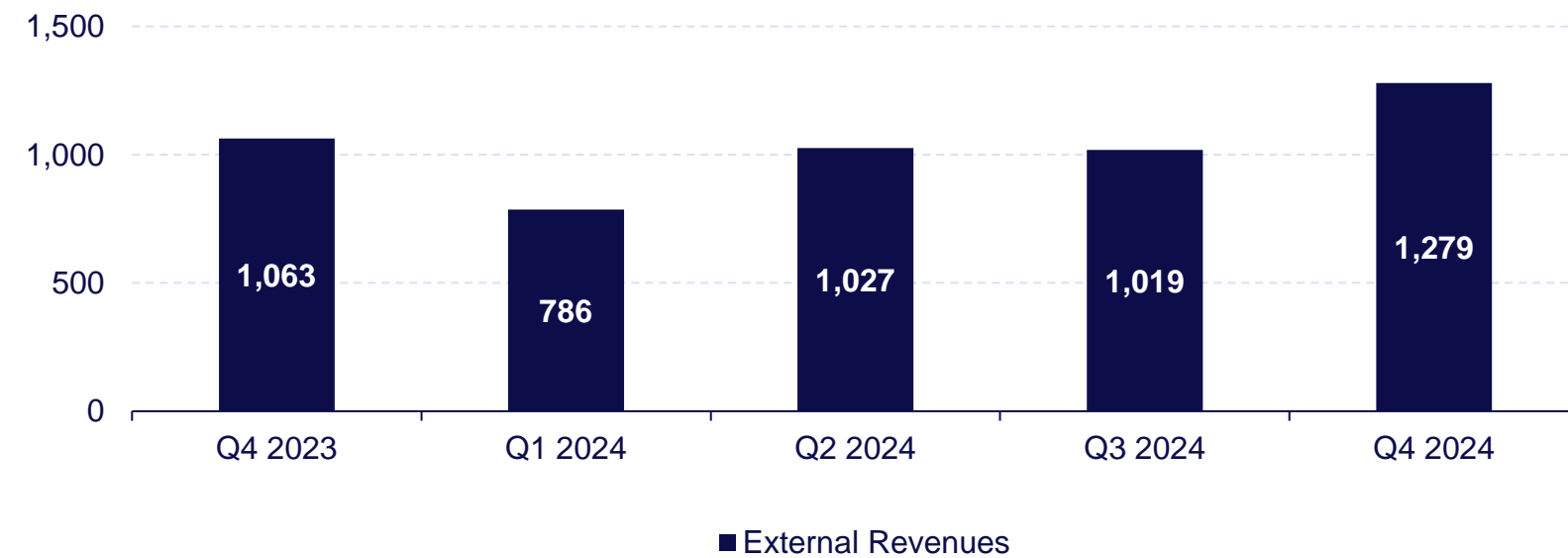
New Energy Revenues (EUR 000s)



- ▶ External revenues of EUR 9.5 million (+72% YoY) including capacity market revenues of EUR 6.2 million Q4 2024 (+135% YoY).
- ▶ O&T revenues of EUR 3.1 million in Q4 2024 (+8% YoY) resulting from increasing electricity prices.
- ▶ Regulatory changes introduced as of 1 October 2024 have resulted in a decrease of expected annual revenues from capacity market contracts from EUR 24 million to approx. EUR 21.7 million for FY 2024.

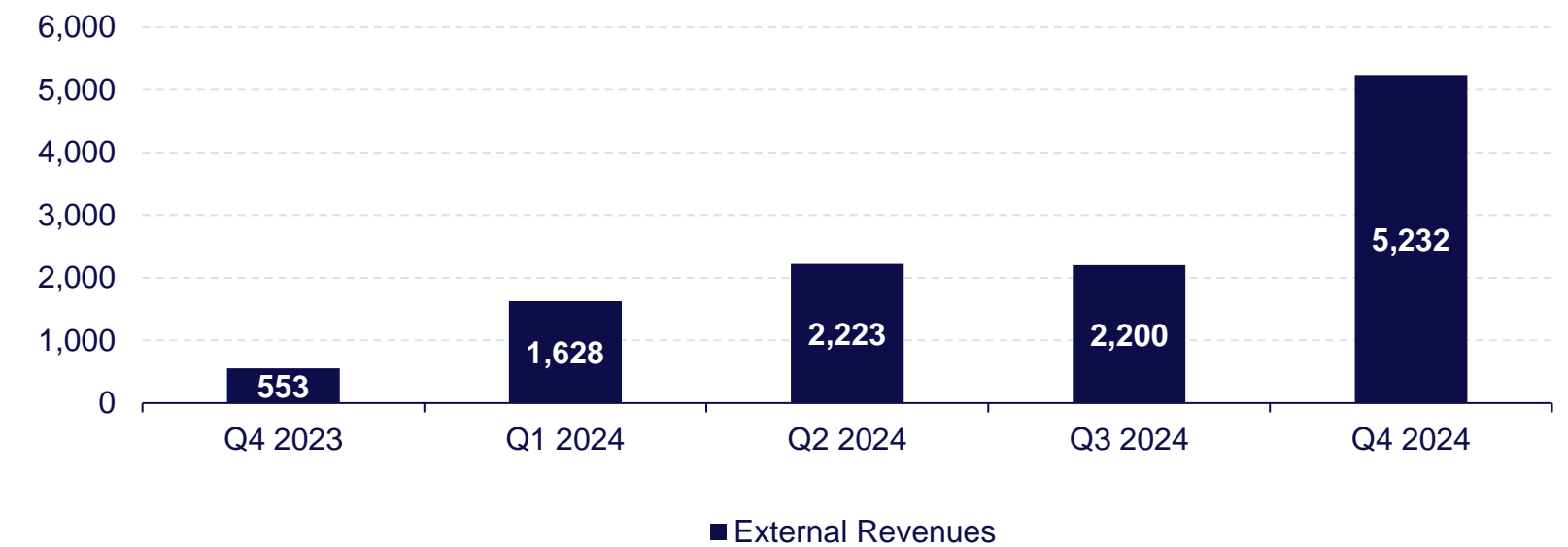
Other Business Segments

O&M Revenues (EUR 000s)



- ▶ External revenues of EUR 1.3 million in Q4 2024 and EUR 4.1 million in FY 2024 (+14% YoY).
- ▶ Increased O&M portfolio under contracts now exceeds the threshold of 1.0 GWp.
- ▶ So far only 70% is generating revenues with remaining 30% still undergoing construction or in the commissioning phase.

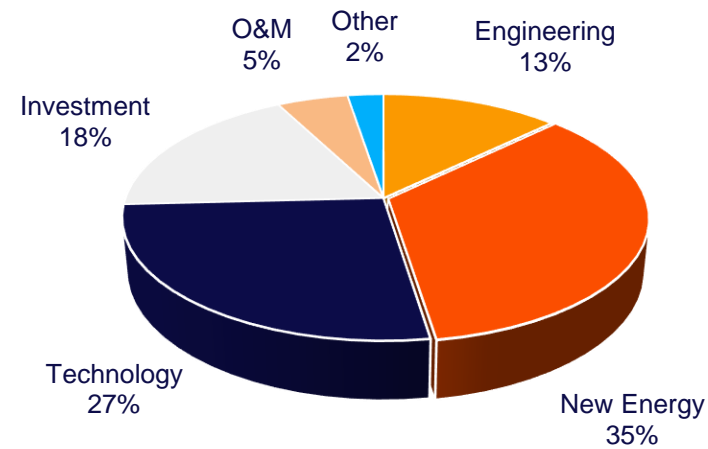
PV Technology Revenues (EUR 000s)



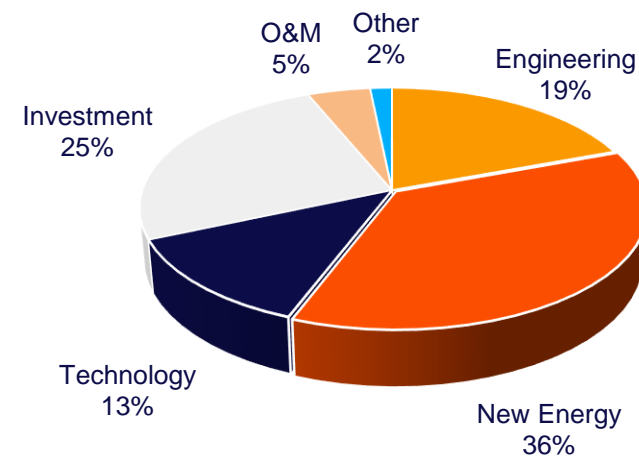
- ▶ External revenues of EUR 5.2 million in Q4 2024, compared to EUR 0.6 million in Q4 2023 (+846% YoY). Significantly increased volumes with improving pricing conditions, however the clearance of stock overhang led to reduced margins in Q4 2024.
- ▶ Our new team has expanded to several new markets and brought more Tier 1 brands into our portfolio. With stronger efforts, a wider market focus and growing demand for PV technology, we anticipate accelerated growth and profitability from this business in the year ahead.

External Revenue Mix and Profitability

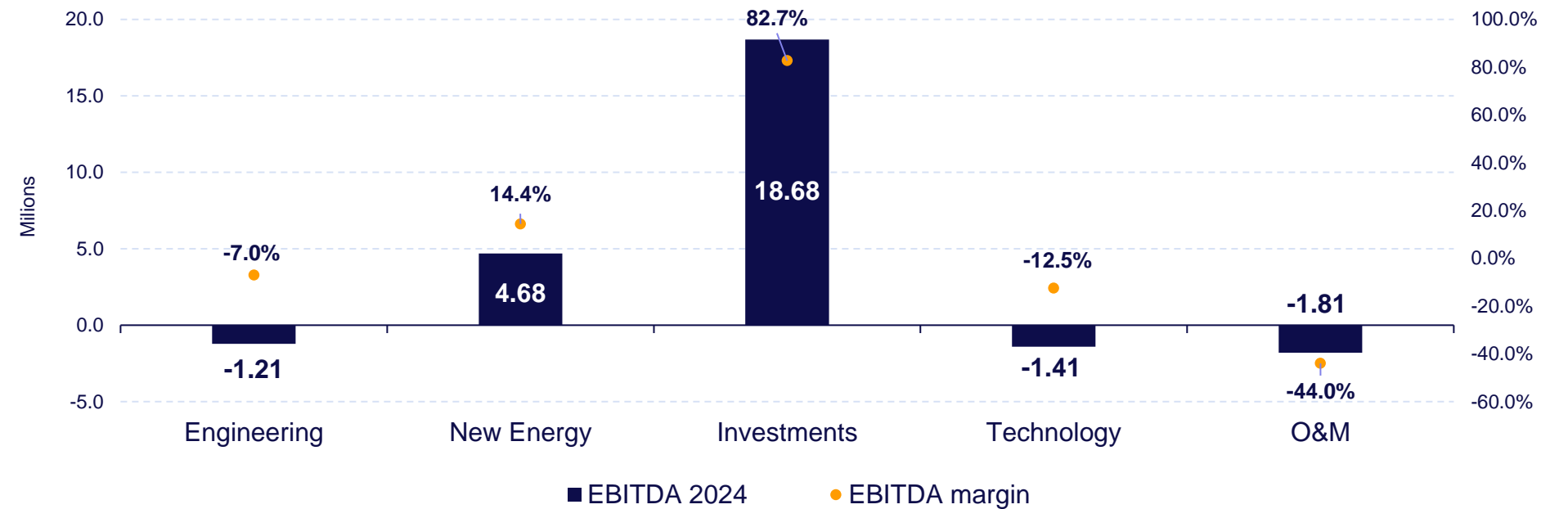
Revenue mix FY 2023



Revenue mix FY 2024



External EBITDA (MEUR) and EBITDA margin in FY 2024



- ▶ More balanced revenue mix; Increase of Investment and Engineering share in revenue mix at the expense of Technology trading segment.
- ▶ New Energy and O&M remain stable in revenue mix but total value of both is increasing YoY.
- ▶ We intend to growth the whole revenue mix and keep a balanced shared of diversified revenue streams.

- ▶ Investments and New Energy segments – main drivers of the Group’s profitability with EUR 18.7 million and EUR 4.7 million contributed to external EBITDA of the Group, respectively.
- ▶ Engineering recorded a loss of EUR -1.2 million, primarily due to ongoing EPC contracts where profits are expected to be recognized once certain contract milestones are met.
- ▶ External EBITDA in O&M remains negative at EUR -1.8 million due to two factors: i) the delay between contracting and the operational phase of these assets, and ii) increased costs due to the growing number of technicians required to service these assets.
- ▶ Technology booked a loss of EUR -1.4 million; significant increase of trading volumes but margins remained squeezed due to the clearance of inventory hangover.



Photon Energy Group

Business Results

Financial Results

Guidance

Q&As

Siria, Romania (5.7 MWp)

Financial Results

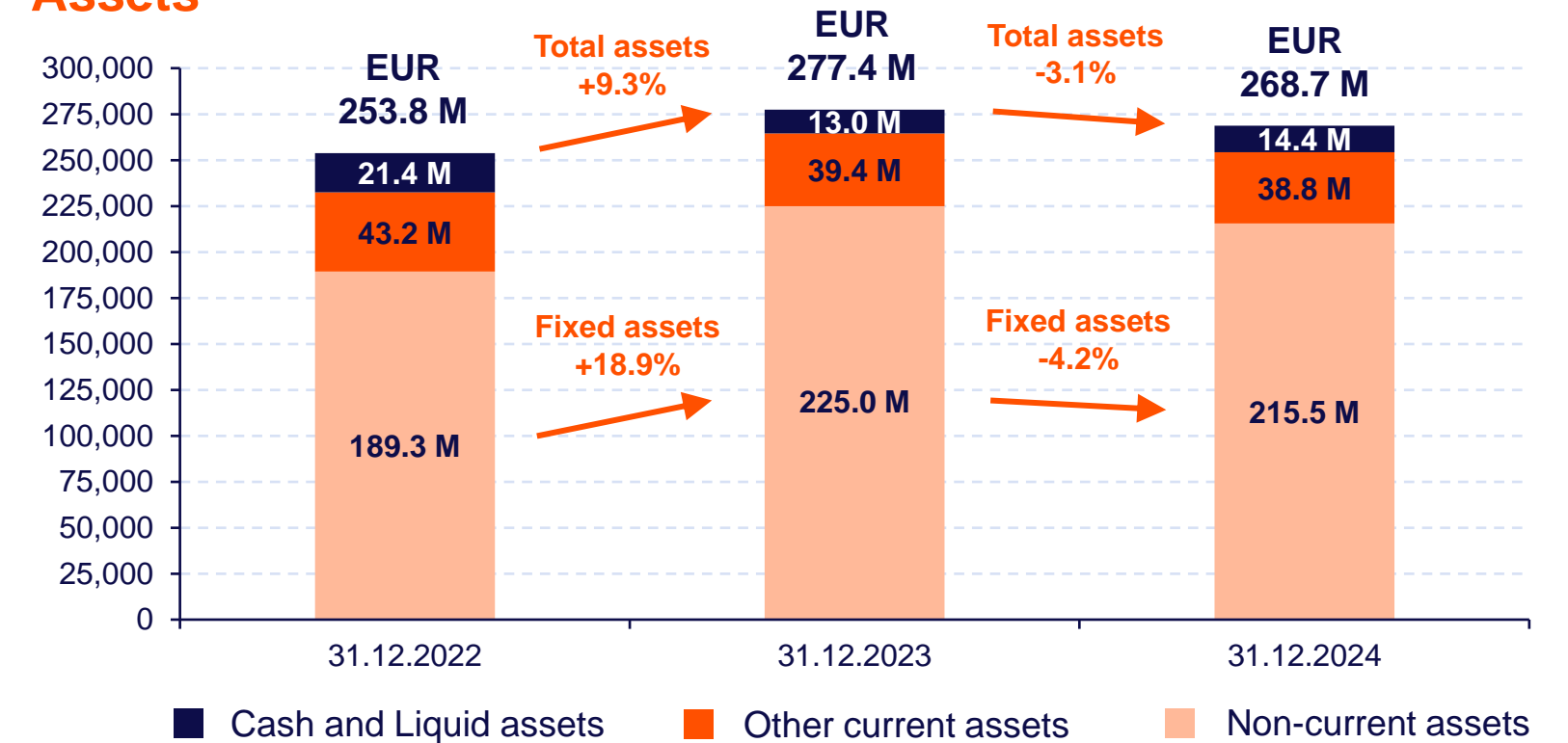
In thousand EUR	Q4 2024	Q4 2023	YoY change	FY 2024	FY 2023	YoY change
Total revenues	25,088	11,194	124.1%	89,229	70,649	26.3%
<i>of which from electricity generation</i>	3,373	2,743	23.0%	24,705	21,407	15.4%
<i>other revenues</i>	21,714	8,450	157.0%	64,525	49,242	31.0%
EBITDA	-1,130	-1,044	NA	8,726	3,706	135.5%
EBIT	-4,361	-2,681	NA	-3,134	-5,196	NA
Net profit/Net loss	-6,535	-6,155	NA	-13,604	-15,750	NA
Total Comprehensive Income (TCI)	-4,732	90	NA	-9,935	-459	NA

- ▶ Electricity generation revenues increased to EUR 3.373 million (+23.0% YoY). This was achieved despite: (i) adverse regulatory changes in Romania and (ii) the sale of 14.5 MWp of operating PV assets in Australia.
- ▶ Significant increase of revenues from other segments, namely PV technology trading, capacity market contracts, and EPC business, which contributed jointly to the overall revenue increase to EUR 21.714 million (+157.0% YoY)
- ▶ EBITDA of EUR -1.130 million impacted by several factors: i) raw materials and consumables expenses increased to EUR 13.031 million, up 75.6% YoY due to growing volumes in the technology trading, capacity market contracts, and engineering business ii) Other expenses amounted to EUR 9.226 million, of which half was engineering direct costs due to increased business activity, iii) reduced margins in PV component trading resulting from clearing of stock overhang and iv) negative one-off transactions related to severance payment and balance sheet clearance (EUR 0.55 million).
- ▶ EBIT of EUR -4.361 negatively impacted by EUR -1.550 million loss on the sale of Australian assets.
- ▶ Total comprehensive income of EUR -4.732 million includes: i) EUR 4.338 million revaluation related to commissioning of 3.2 MWp in Romania and revaluation of existing assets, and ii) negative foreign currency translation differences of EUR -2.056 million.

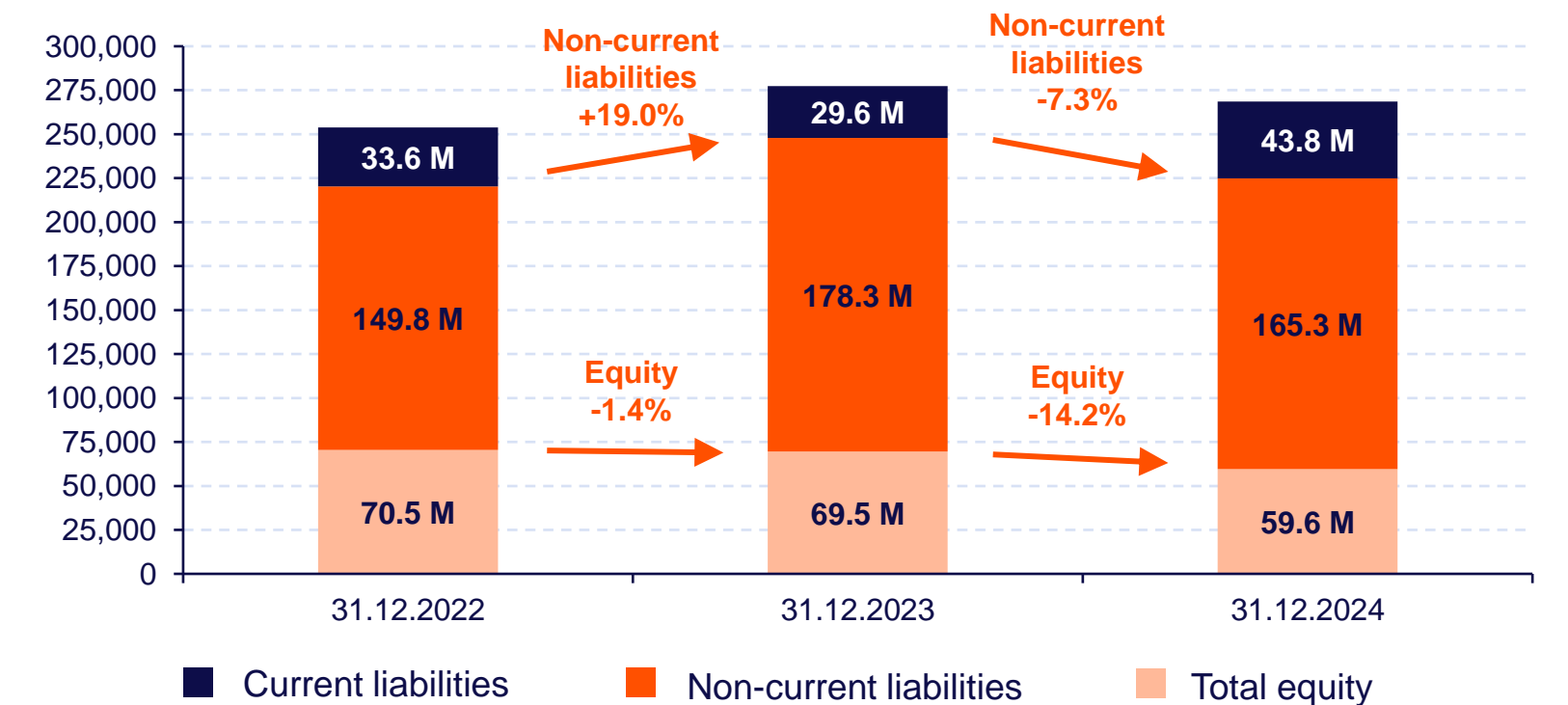
Balance Sheet

- ▶ **Fixed assets** amounted to EUR 215.480 million compared to EUR 225.003 million at the end of 2023. This reduction can be primarily explained by the sale of Australian operating assets .
- ▶ **Current assets** remained stable year-on-year at EUR 53.173 million, up by EUR 0.751 million compared to YE 2023. Main changes include a reduction in inventories by EUR 7.7 million, offset by increased trade and other receivables by EUR 7.8 million. Cash position up to EUR 14.353 million.
- ▶ **Equity** of EUR 59.563 million, down by EUR 9.940 million compared to YE 2023. Changes reflect the negative results of operations during the reporting period; adjusted equity ratio of 25.7% (excluding Hungarian regulatory changes adjusted equity ratio would be 26.5%).
- ▶ **Long-term liabilities** decreased to EUR 165.262 million, down by EUR 13.086 million compared to YE 2023. This reduction reflects reductions in loans and borrowings, including the repayments of EUR 4.7 million following sale of Australian Assets.
- ▶ **Current liabilities** amounted to EUR 43.828 million, up by EUR 14.256 million compared to YE 2023, this is partly due to an increase in trade payables of EUR 7.4 million resulting from increased Engineering activities and Technology sales during 4Q 2024, and also to reclassification of a EUR 5.0 million loan from long term to current liabilities.

Assets



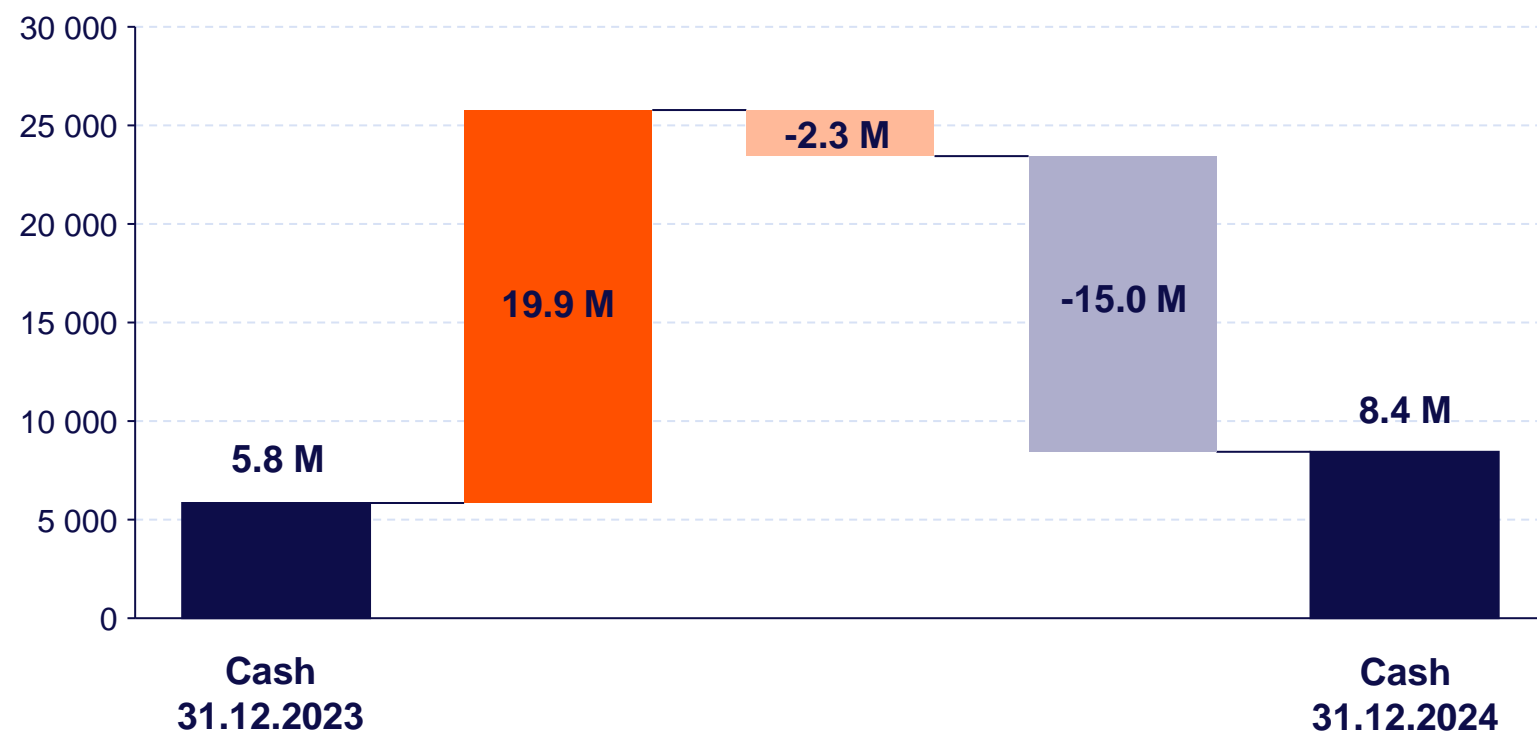
Total liabilities and equity



Cash Flow

In thousand EUR	Q4 2024	Q4 2023
Operating cash flow	6,429	5,651
Investment cash flow	5,202	-8,972
Financial cash flow	-10,671	2,601
Net change in cash	960	-720

- ▶ **Operating cash flow** of EUR 6.429 million in Q4 2024 thanks to positive developments of working capital.
- ▶ **Investment cash flow** of EUR 5.202 million in Q4 2024, primarily driven by positive proceeds from the sale of Australian operating assets and project rights
- ▶ **Financial cash flow** of EUR -10.670 million reflects the repayment of loans (including EUR 4.7 million of Australian liabilities) and scheduled repayments of loans and interest.
- ▶ **Net cash** position increased to EUR 8.437 million.



- Operating cash flow
- Investment cash flow
- Financial cash flow



Photon Energy Group

Business Results

Financial Results

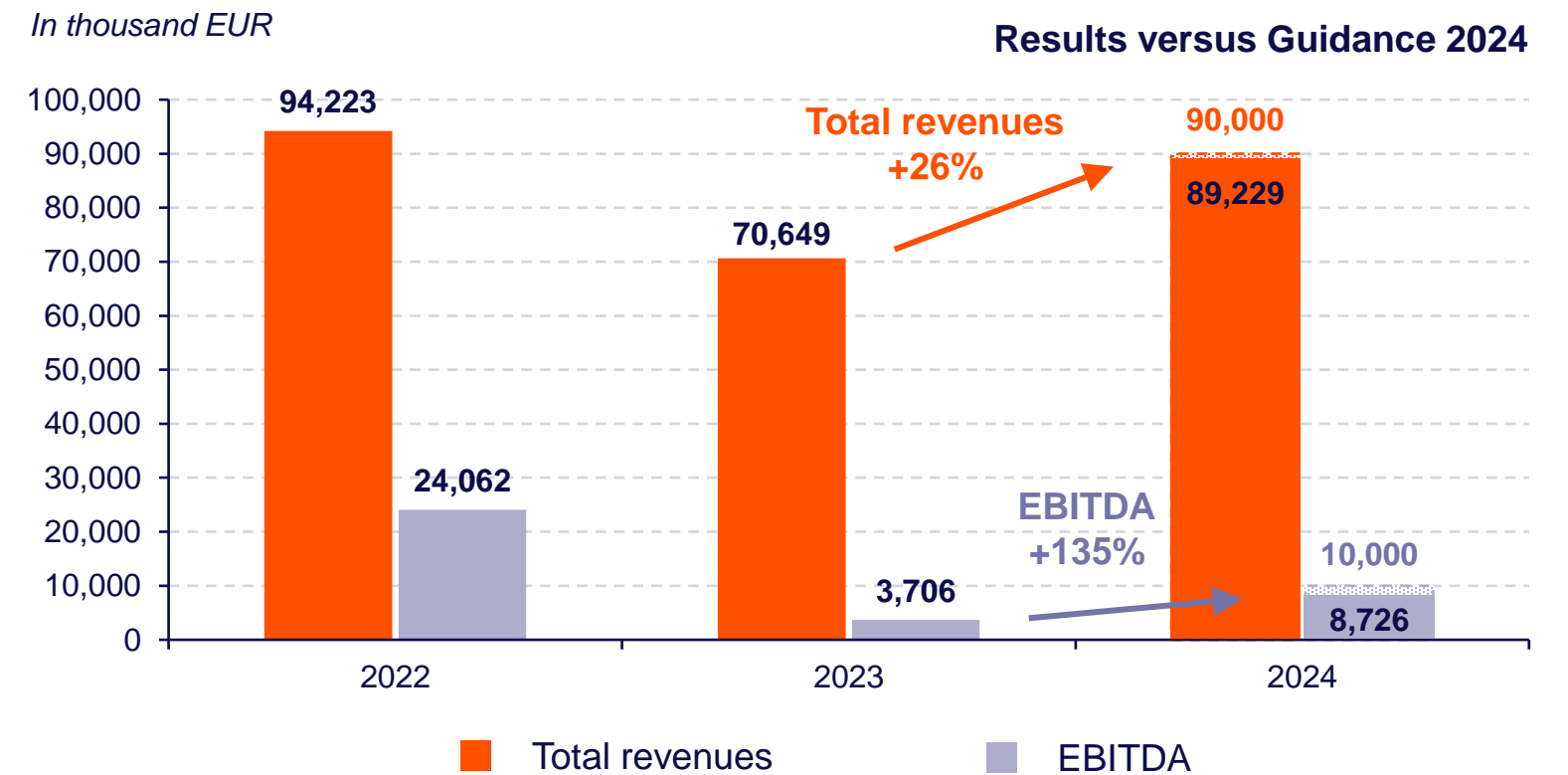
Guidance

Q&As

Sydney, Australia (100 kWp)

Photon Energy: Guidance 2024

- ▶ Preliminary consolidated revenues are EUR 89.2 million, close to the lower end of the guided range of EUR 90-100 million.
- ▶ Preliminary consolidated EBITDA is EUR 8.7 million, representing a shortfall of 12.7% compared to the guided amount of EUR 10 million due to the combinations of the following factors:
 - Reversal of the first instalment of other gain realised in Q2 2024 on the sale of the 20.4 MW solar PV project in Poland for the amount of EUR 0.9 million.
 - EUR 0.25 million of higher-than-expected costs related to restructuring and severance payments.
 - EUR 0.30 million of write-offs resulting from a balance sheet review and the clearance of old working capital positions.
- ▶ Guidance for year 2025 will be published together with Q1 2025 report.





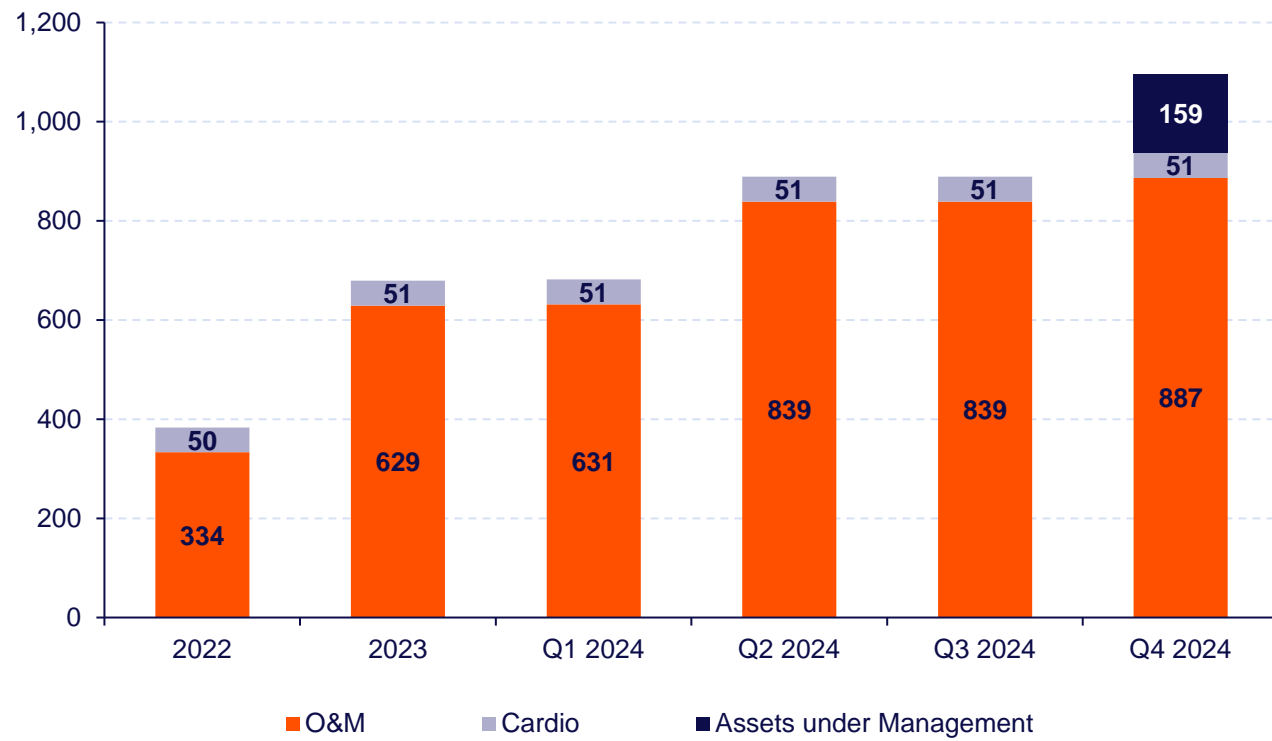
Q&A



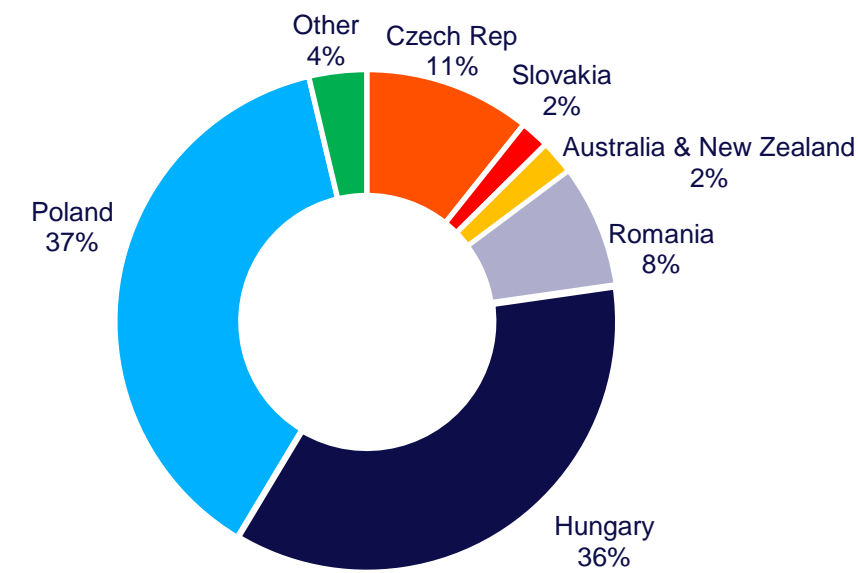
Thank you for joining us today!

O&M Contracts

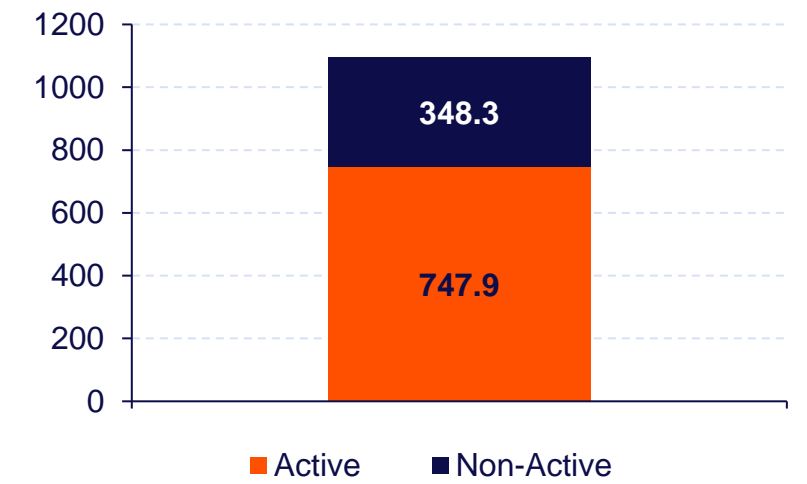
Capacity under O&M contracts, by country (MWp)



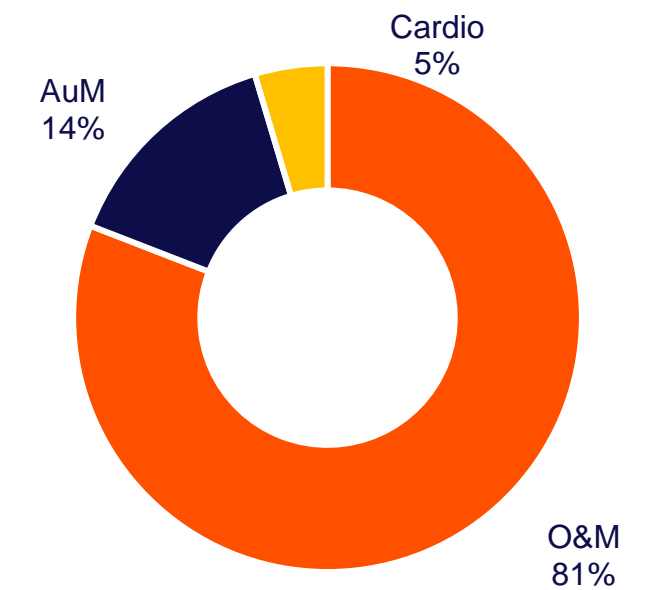
O&M contracts, geographical split



O&M, per status in MWp



O&M contracts, per type, in %



About Us

We are dedicated to ensuring that everyone has access to clean energy and water.

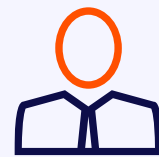
Photon Energy Group



Founded in
2008



Headquartered in
Amsterdam



330+
Employees



Active in
10+ countries



Shares traded
in PL, CZ and DE



Sustainability
Rating*

Energy Business Lines

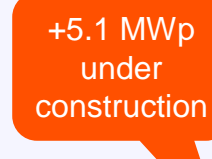
(Current core activity and strategic area of development)



1.0 GWp
PV project pipeline



180+ MWp
constructed



+5.1 MWp
under
construction



129.6 MWp
proprietary portfolio



165.5 GWh
produced in 2024



1,100 MWp
O&M portfolio



389 MW
capacity market
in 2024

Water Business Line

(Strategic area of development)

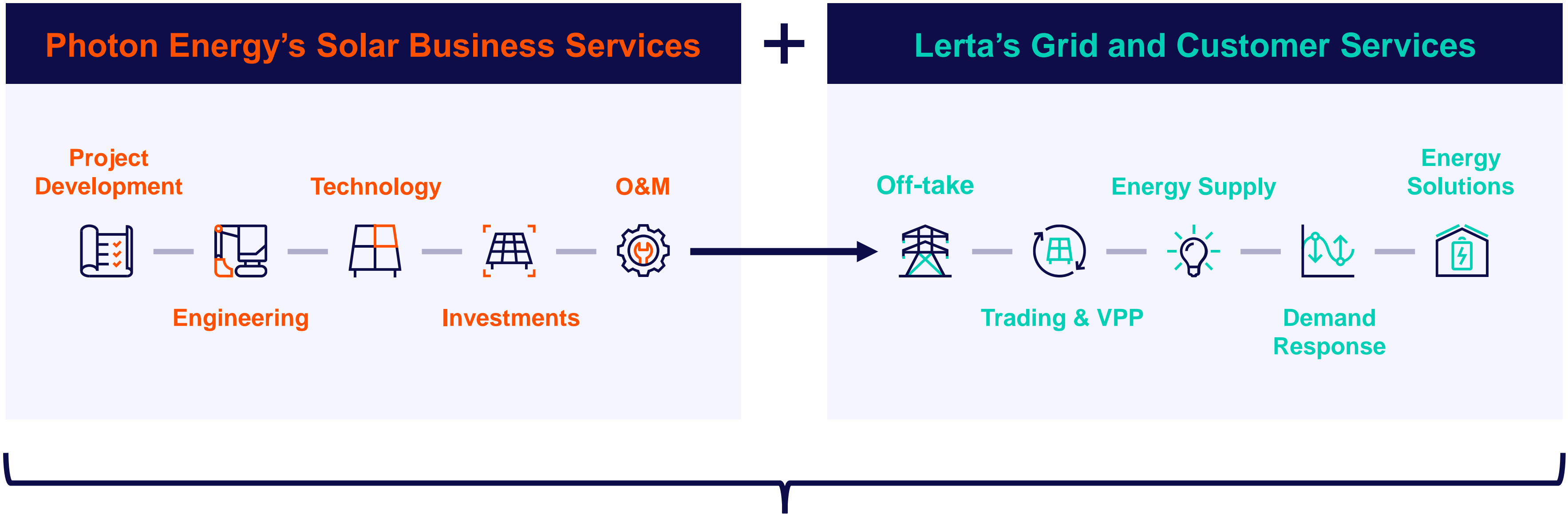


PFAS**
patent pending

* Rating report can be found under <https://www.photonenergy.com/en/photon-energy-group/our-esg-commitments.html>

** Per- and polyfluoroalkyl substances

Expansion of Photon Energy's Business Model



The fusion of physical & digital energy to create a customer-centric renewable energy utility.

Business Model: Solar Services

Our services cover the entire lifecycle of photovoltaic systems.



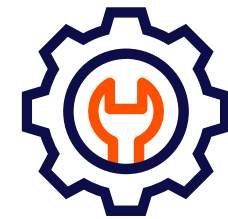
Project Development

We **develop projects** in-house and **acquire them** at all stages of development.



Engineering (EPC)

We design and build **on- and off-grid** installations, including **energy storage solutions**.



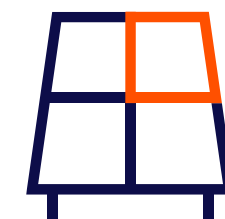
Operations and Maintenance

We provide a full range of O&M services, including **monitoring** and **inverter maintenance**.



Electricity Generation

We invest in PV power plants for the **sustainable** production and sale of **solar energy**.

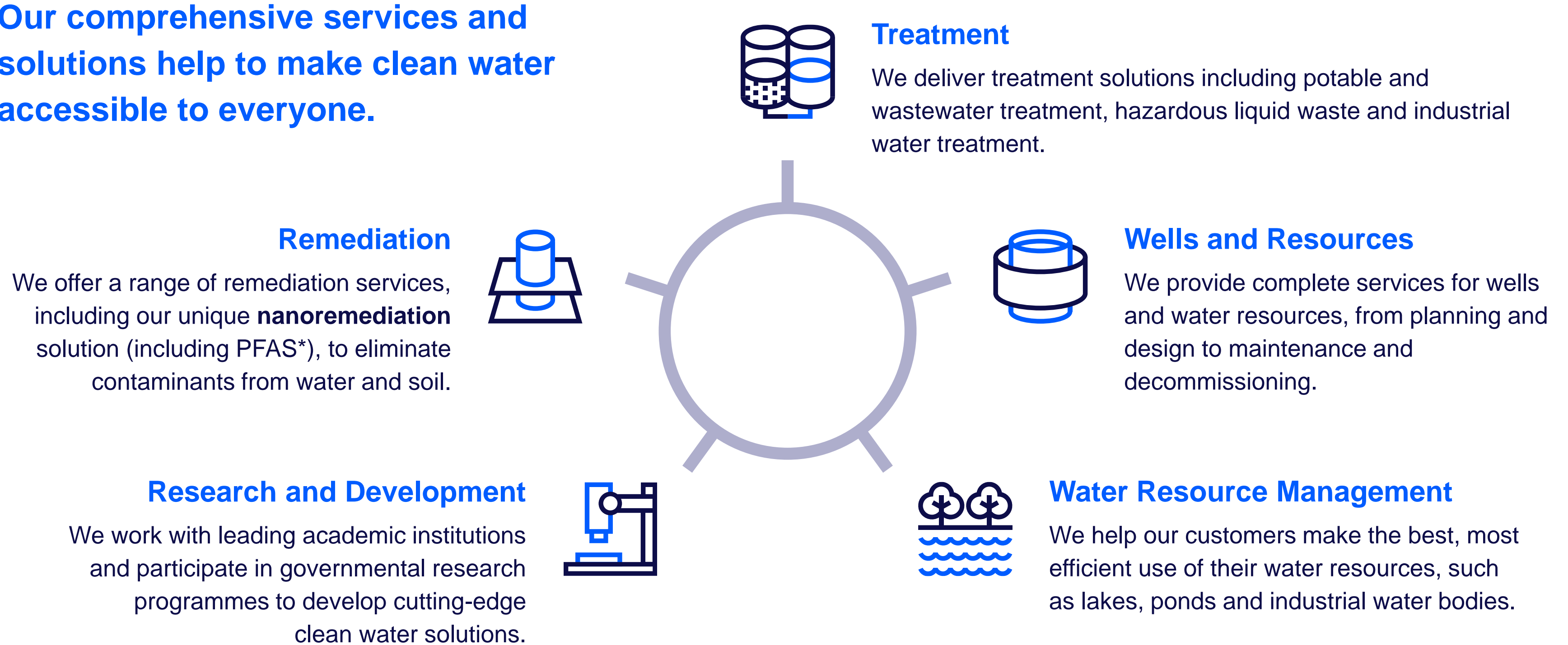


Technology

We procure and trade **PV components** to fit any project's location, design and budget.



Business Model: Water Services

Our comprehensive services and solutions help to make clean water accessible to everyone.



* Per- and polyfluoroalkyl substances.

GREEN EUR Bond 2021/27


Bond	GREEN EUR Bond 2021/2027	 Best Issuer Green SME Bonds 2021  BOND MAGAZINE
Volume	EUR 79.4 million	
Coupon	6.50% p.a., quarterly payment	
Initial offering	23 November 2021	
Ratings/Awards	<ul style="list-style-type: none"> ▶ IMUG rating – <u>second party opinion</u>, ▶ KFM Barometer 4 of 5 stars ▶ Best Issuer Green SME Bonds 2021 	
Segment	Secondary market: trading on Open Market of the Frankfurt Stock Exchange since 23 November 2021	
Covenants	<ul style="list-style-type: none"> ▶ Dividend restriction (max 50% if EBITDA/ICR > 2) ▶ Group Equity ratio ≥ 25%* ▶ Cross default ▶ Negative pledge ▶ Pari passu ▶ Change of Control-Clause ▶ Transparency clause 	
Denomination	EUR 1,000	
Term / Redemption	Six years / 23 November 2027 at par	
ISIN	DE 000A3KWKY4	

KFM-Barometer
Mittelstandsanleihen
November 2021

6,50%-Anleihe

Photon Energy N.V.

Anleihe 21/27, WKN A3KWKY



Attraktiv
 (4 von 5)

* The Group defines and calculates adjusted equity ratio as total equity divided by the sum of interest-bearing debt and equity.