



H1 2023

FINANCIAL RESULTS

September 26th, 2023

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H1 2023 FINANCIAL RESULTS

Agenda

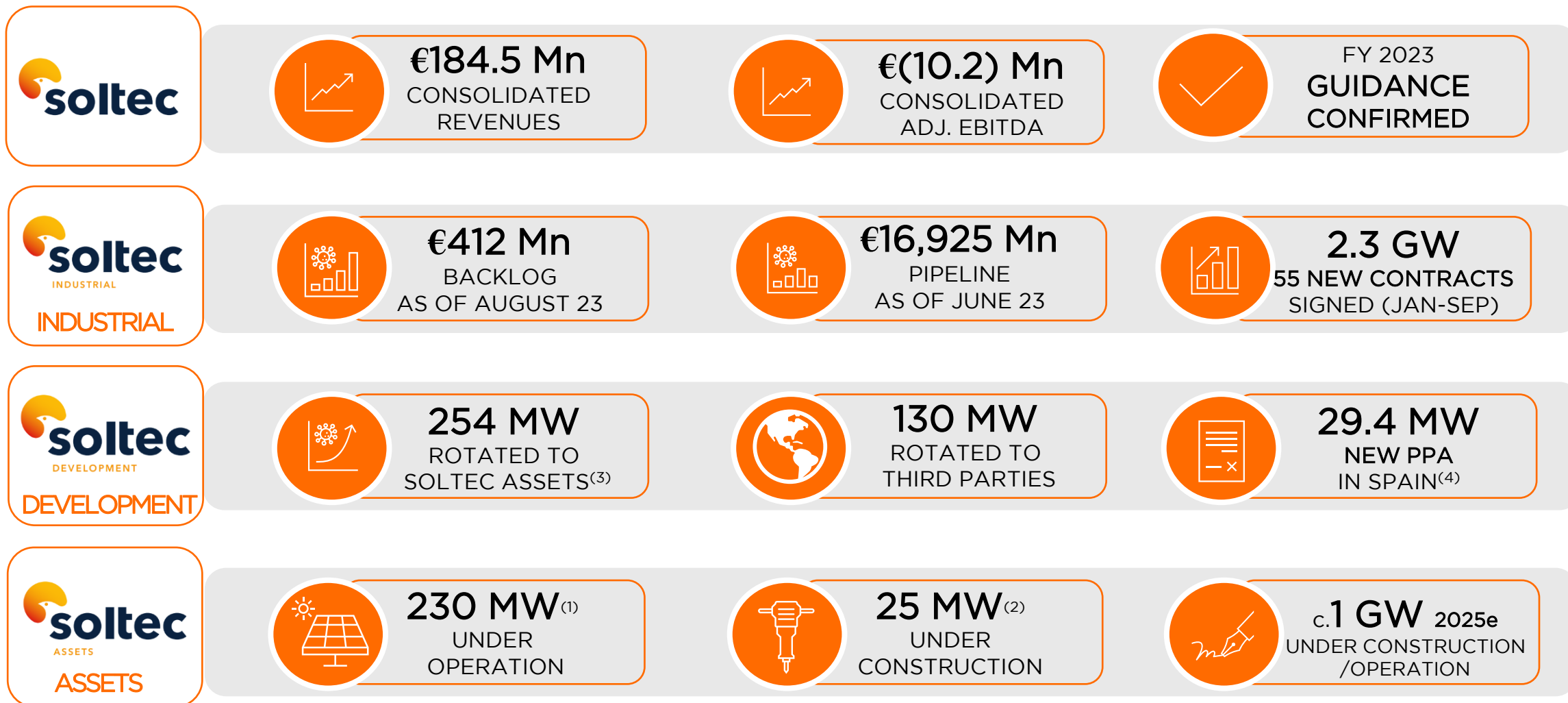
01

**Key
Highlights**



KEY HIGHLIGHTS

H1 2023: STRONG VISIBILITY CONFIRMED AND GOOD VOLUMES TO COME



(1) 5 MW under operation in Spain with 35% ownership and 225 MW under operation in Brazil with full ownership. (2) 19.4 MW under construction in Spain with 35% ownership and 5.5 MW under construction in Spain with full ownership.(3) Araxá: 112.5 MW, Pedranópolis: 112.5 MW, La Asomada: 4.5 MW (ownership: 35%), Los Valientes I & II: 14.9 MW (ownership:35%), La Isla: 4.5 MW (ownership: 35%) and Totana IV: 5.5 MW. (4) 35% Ownership.

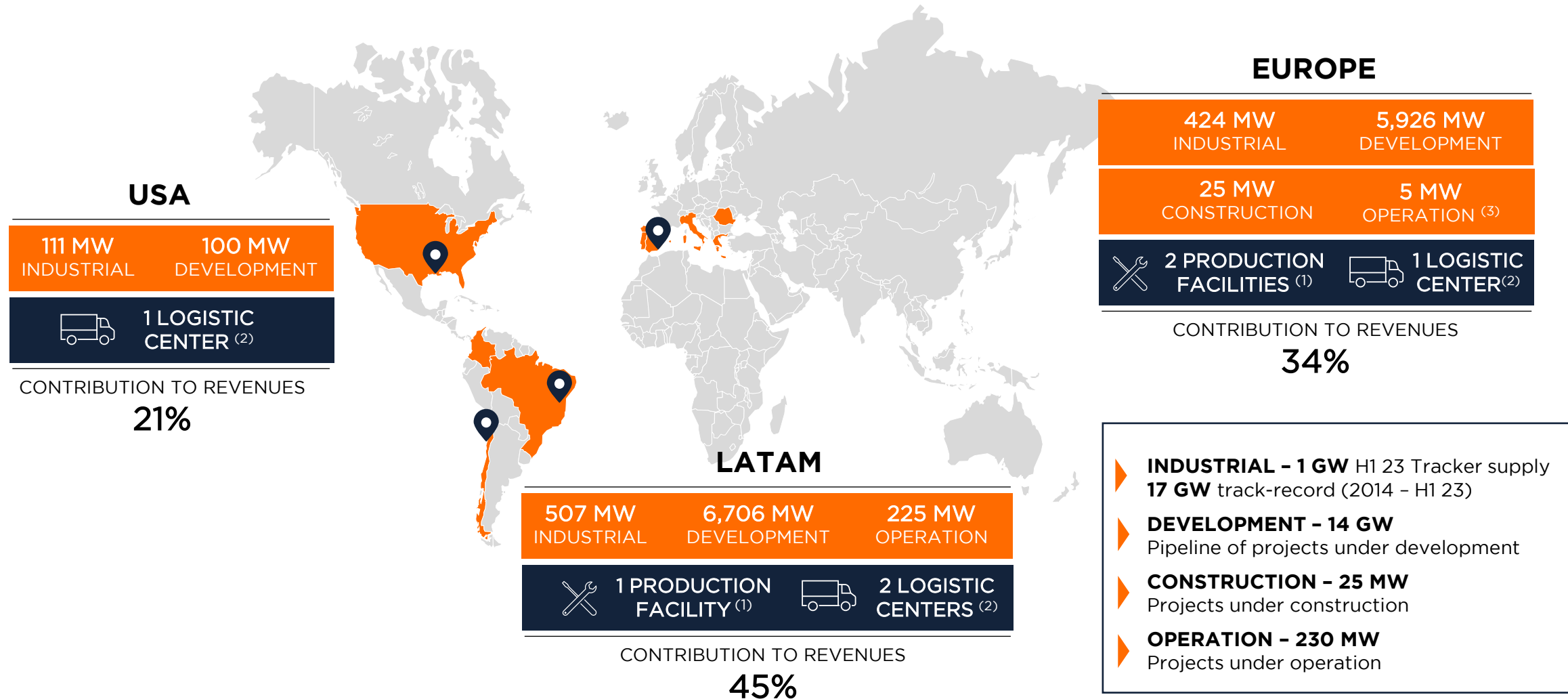
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**Operational
Indicators**



SOLTEC AT A GLANCE

BUSINESS AND GEOGRAPHICAL DIVERSIFICATION



(1) Production facilities located in Spain and Brazil: i) Murcia; ii) Teruel, to be built with Enel, and iii) Salvador.

(2) Logistic centers located in Spain, United States, Brazil and Chile

(3) 35% ownership

SOLTEC INDUSTRIAL

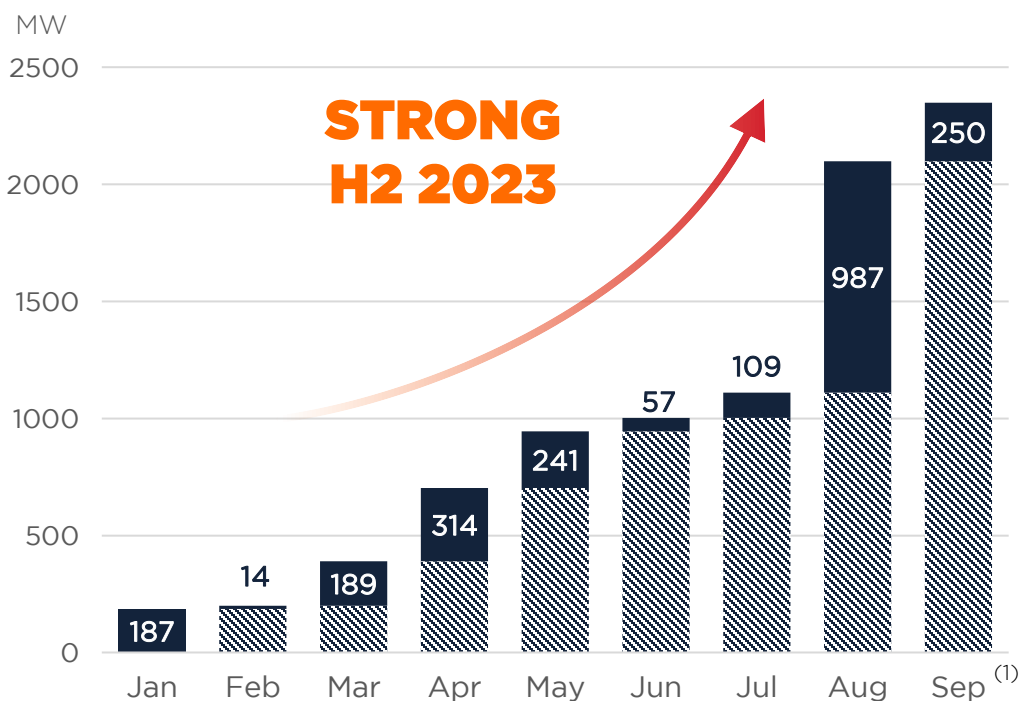
STRONG ACTIVITY DURING H2 2023



55
CONTRACTS SIGNED
January-September 2023

2.3
GW

286
€ Mn



(1) Data as of September 15th, 2023.

STRONG VALUE PROPOSITION OF SOLAR TRACKERS

- High energy prices and the increasing demand for solar energy, together with the increasing production of trackers versus fixed tilt installations (+15%-25% energy output), reinforce the value proposition of solar trackers for which there is a strong demand worldwide.

SOLTEC STRENGTHENS ITS POSITION IN KEY MARKETS

- **Track record** of more than **17 GW** of trackers installed worldwide.
- Our core markets are:
 - **Europe:** good evolution expected for PV countries such as Spain and Italy.
 - **United States:** the United States remains the largest solar tracker market in the world (excluding China), accounting for 50% of tracker shipments. The IRA ensures strong demand for renewables.
 - **Latam:** big solar markets, and strong historical positioning of Soltec.

STRONG VISIBILITY AND INCREASING VOLUMES FOR COMING QUARTERS

- Increasing volumes during the year, reflected in the number of contracts signed per month.
 - 1 GW of supply contracts signed in July and August 2023
 - 250 MW signed in September 2023⁽¹⁾

REINFORCING OUR POSITIONING IN THE US

LOCAL TEAM	OFFICE IN FLORIDA	LOGISTIC CENTER IN TEXAS
SUPPLY CHAIN SECURED		STATE OF THE ART TECHNOLOGY 1P & 2P TRACKERS

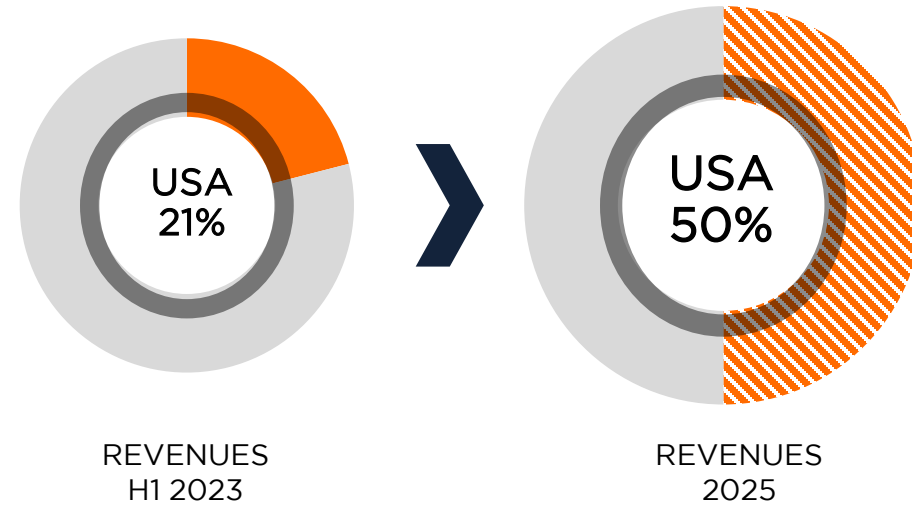


NEW AGREEMENTS
With 3 key suppliers
Negotiating 9 additional MSA agreements

Inflation Reduction Act (IRA)

Encourages investment in domestic energy production and manufacturing through 2030 to reduce carbon emissions.

INCREASING REVENUES UP TO 50%



OPERATIONAL FIGURES AS OF JUNE 2023

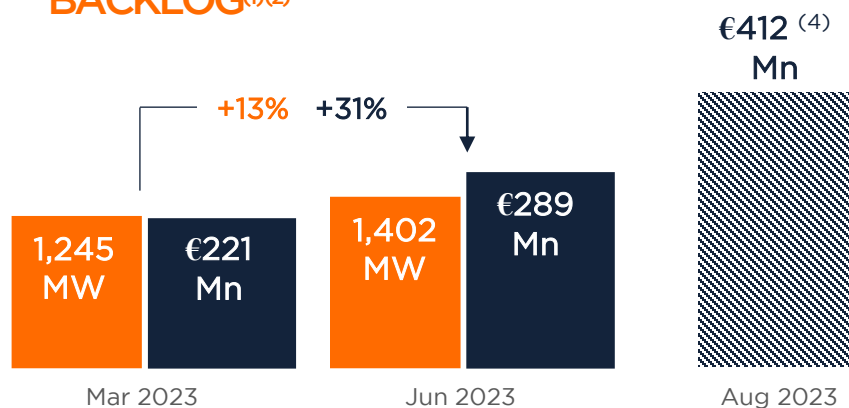
€88 Mn BACKLOG

€4,925 Mn PIPELINE

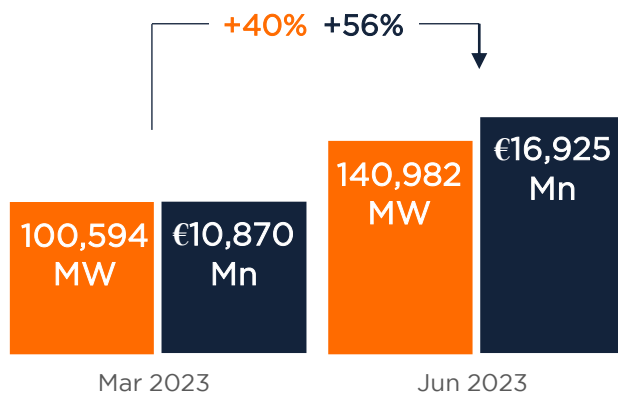
SOLTEC INDUSTRIAL

STRONG OPERATIONAL INDICATORS

BACKLOG⁽¹⁾⁽²⁾



PIPELINE⁽¹⁾⁽³⁾



+2 GW NEW CONTRACTS
 Imminent closing in Markets with local production capabilities

PIPELINE BY PROBABILITY

Probability of execution of potential projects.

Status	Prob.	€ Mn
Contract Signed, MOU	90%-100%	€1,472 Mn
LOI, Contract under negotiation	80%-60%	€69 Mn
Shortlisted (2 contenders)	50%	€146 Mn
Shortlisted, Offer	<50%	€15,238 Mn

> 50% Probability
€1,686 Mn

(1) Backlog and pipeline in €Mn include tracker supply and construction-related services. (2) Backlog: Contracts signed pending execution. (3) Pipeline: Future potential contracts (not signed) with a certain probability of success. (4) Calculated based on the reported backlog as of H1 2023 and the new contracts signed in July and August 2023.

SOLTEC INDUSTRIAL

OPERATIONAL INDICATORS



Operational indicators underpinned by the strong value proposition of solar trackers, and demand worldwide

NORTH AMERICA

UNITED STATES
Backlog: €88 Mn
Pipeline: €4,925 Mn

MEXICO
Pipeline: €90 Mn

CANADA
Pipeline: €78 Mn

LATAM

BRAZIL
Backlog: €58 Mn
Pipeline: €4,129 Mn

PERU
Pipeline: €164 Mn

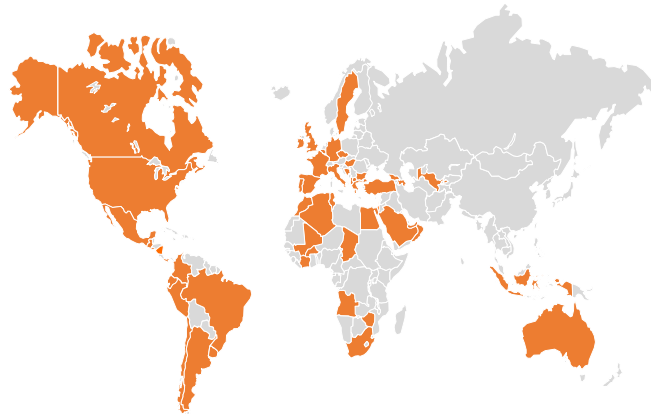
ARGENTINA
Pipeline: €73 Mn

CHILE
Backlog: €6 Mn
Pipeline: €484 Mn

ECUADOR
Pipeline: €23 Mn

COLOMBIA
Backlog: €44 Mn
Pipeline: €211 Mn

OTHER
Pipeline: €54 Mn



EUROPE

SPAIN
Backlog: €80 Mn
Pipeline: €1,646 Mn

AZERBAIJAN
Pipeline: €30 Mn

ITALY
Backlog: €6 Mn
Pipeline: €1,235 Mn

GEORGIA
Pipeline: €27 Mn

PORTUGAL
Backlog: €1 Mn
Pipeline: €205 Mn

GERMANY
Pipeline: €24 Mn

GREECE
Pipeline: €96 Mn

FRANCE
Pipeline: €22 Mn

ROMANIA
Backlog: €6 Mn
Pipeline: €39 Mn

ARMENIA
Pipeline: €20 Mn

OTHER
Pipeline: €90 Mn

MIDDLE EAST AND AFRICA

SAUDI ARABIA
Pipeline: €870 Mn

QATAR
Pipeline: €132 Mn

U.A.E.
Pipeline: €35 Mn

SOUTH AFRICA
Pipeline: €362 Mn

ISRAEL
Pipeline: €60 Mn

ALGERIA
Pipeline: €26 Mn

OMAN
Pipeline: €199 Mn

MOROCCO
Pipeline: €38 Mn

OTHER
Pipeline: €92 Mn

ASIA PACIFIC

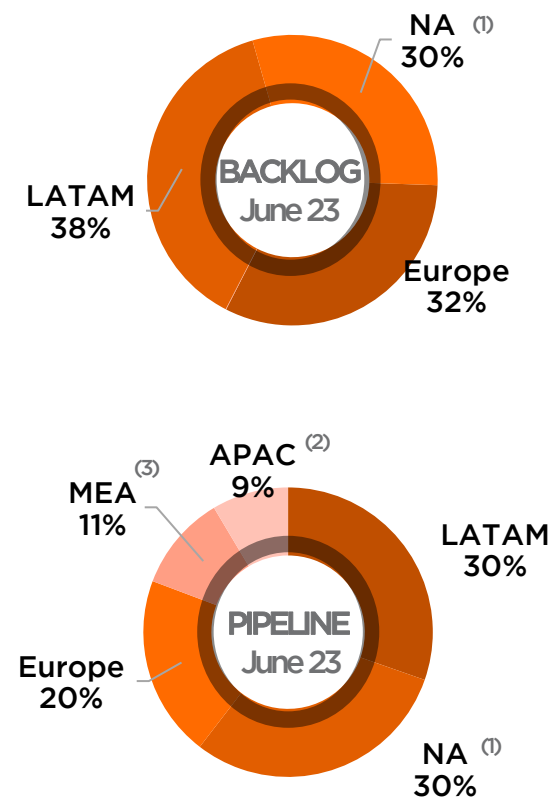
INDIA
Pipeline: €752 Mn

INDONESIA
Pipeline: €59 Mn

AUSTRALIA
Pipeline: €391 Mn

OTHER
Pipeline: €33 Mn

UZBEKISTAN
Pipeline: €212 Mn



(1) NA - North America; (2) APAC - Asia Pacific; (3) MEA - Middle East & Africa.

SOLTEC DEVELOPMENT

H1 2023 PLATFORM UNDER DEVELOPMENT



A QUALITY PLATFORM
14 GW

TECHNICAL AND ENGINEERING

Lean Development platform with strong local expertise, partnering with **best-in-class industry players.**

LOCAL PARTNERSHIPS

Existing co-development partnerships with leaders in the market. Soltec Development remains as developer ensuring that the portfolio continues to progress until RTB status. The industrial know how is included in the agreement to take advantage of **vertical integration.**



468 MW in Spain
Total: **65%**
Soltec: **35%**



1.2 GW in Italy
Aquila: **51%**
Soltec: **49%**

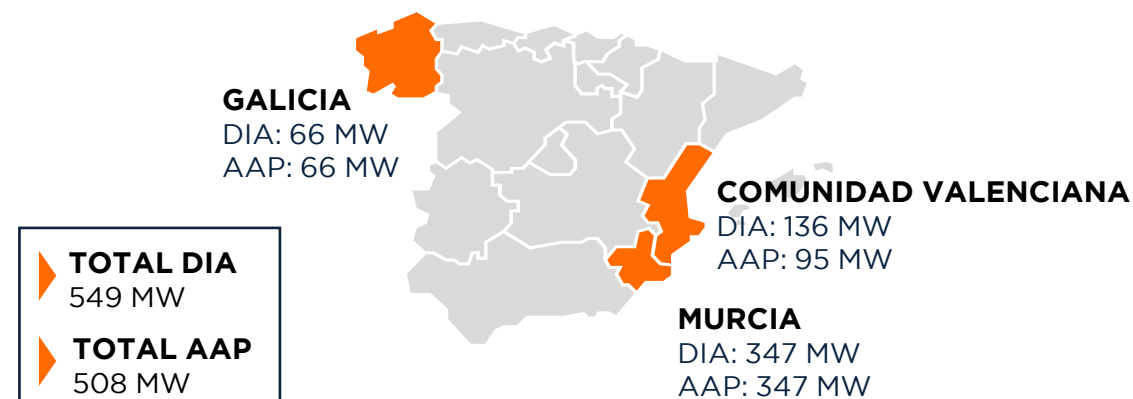


340 MW in Italy
ACEA: **51%**
Soltec: **49%**

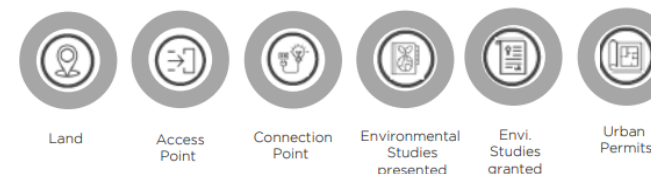
45%: EUROPE - 55%: AMERICAS

MW	BACKLOG	ADV. STAGE	EARLY STAGE	ID. OPP ⁽¹⁾	TOTAL PIPELINE
Probability	>80%	50-80%	30-50%	<30%	-
Spain ⁽¹⁾		841	708	782	2,331
Brazil	488	173	1,238	4,380	6,279
Italy ⁽²⁾		2,234	387	85	2,706
Denmark				733	733
USA				100	100
Colombia		135		1,099	1,234
Romania				156	156
Mexico				375	375
Total	488	3,383	2,333	7,710	13,914

ENVIRONMENTAL AND ADMINISTRATIVE AUTHORIZATIONS (DIA & AAP) OBTAINED IN SPAIN IN H1 2023



Project Development process in Spain



Construction



(1) 468 MW in Spain in co-development (Ownership: 35%)

(2) 1.5 GW in Italy in co-development (Ownership: 49%)

SOLTEC DEVELOPMENT

SOLID PIPELINE UNDER DEVELOPMENT

BACKLOG

MW/year



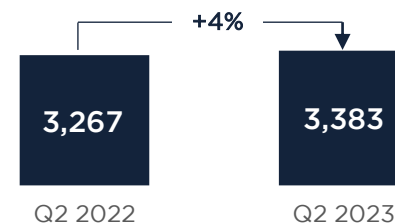
- 488 MW in the Backlog, correspond to projects in Brazil, at RTB status.

Expected probability of completion >80%

- Land secured
- Interconnection rights granted
- PPA / Off-take agreement agreed + financing
- Rest of permits granted

ADVANCED STAGE

MW/year



Projects mainly located in Italy & Spain:

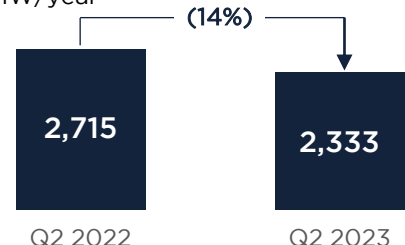
- **Italy:** 2,234 MW
 - 1,728 MW expected RTB in 2024.
 - 57% in co-development with Aquila and 23% with ACEA.
- **Spain:** 841 MW
 - Expected RTB in 2024.
 - 19% co-development with Total.
 - 32 MW reduction vs Q2 22 due to the sale of 100% stake to DISA (Dec 2022)

Expected probability of completion 50%-80%

- Land secured and Interconnection rights granted
- Environmental permits already in process or granted.

EARLY STAGE

MW/year



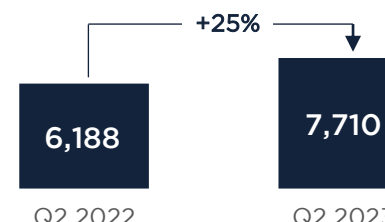
- Early stage projects in:
 - Spain (708 MW)
 - Italy (387 MW)
 - Brazil (1,238 MW)
- Reduction in early-stage projects in Italy as 199 MW have advanced to the next phase of development.

Expected probability of completion 30%-50%

- Land or interconnection rights secured.
- Environmental permits presented.

IDENTIFIED OPPORTUNITIES

MW/year



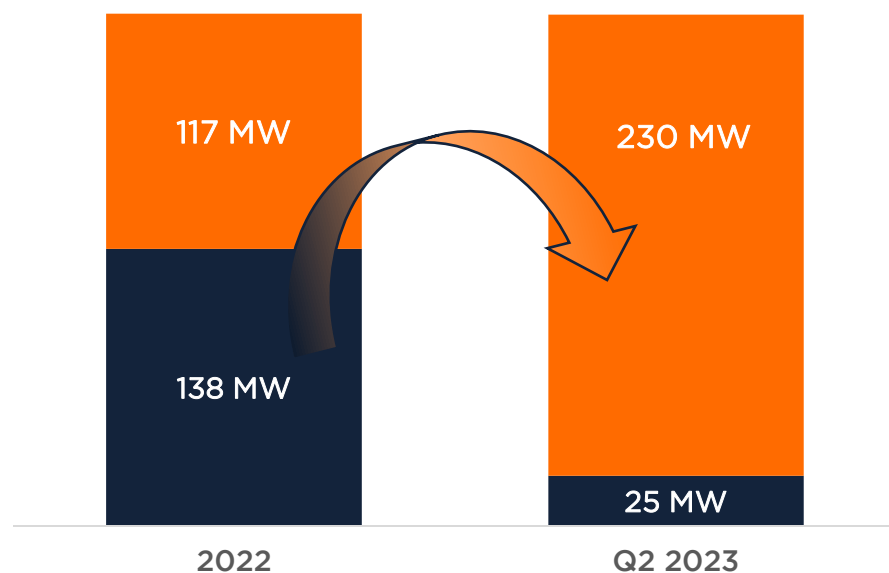
- Diversified countries with increasing demand for solar projects.
- Projects located in Brazil (4,380 MW), Colombia (1,099 MW), Spain (782 MW), Denmark (733 MW), Mexico (375 MW), Romania (156 MW), USA (100 MW) and Italy (85 MW).

Expected probability of completion <30%

- Land secured or in process, and/or feasibility study and business case performed

SOLTEC ASSETS

CAPACITY UNDER OPERATION AND UNDER CONSTRUCTION



- Capacity under operation
- Capacity under construction

CAPACITY UNDER OPERATION



Pedranópolis
112.5 MW



Araxá
112.5 MW



La Asomada ⁽¹⁾
4.5 MW

CAPACITY UNDER CONSTRUCTION



La Isla ⁽¹⁾
4.5 MW



Los Valientes I & II ⁽¹⁾
14.9 MW



Totana IV
5.5 MW

(1) Ownership: 35%

SOLTEC ASSETS

CAPACITY UNDER OPERATION

PEDRANÓPOLIS⁽¹⁾



KEY PROJECT DATA

Location	Sao Paulo (Brazil)
Capacity	112.5 MWp
Net Energy Generated P50 – Year 1	2,100 kWh/kWp

KEY DEVELOPMENT PERMITS

Site Control	✓
Interconnection Rights	✓
Environmental Approvals	✓
RTB	✓
COD	Nov 2022
PPA	✓ 172 R\$/MWh
Est. selling energy date	Nov 2022

ARAXÁ⁽¹⁾



KEY PROJECT DATA

Location	Minas Gerais (Brazil)
Capacity	112.5 MWp
Net Energy Generated P50 – Year 1	2,100 kWh/kWp

KEY DEVELOPMENT PERMITS

Site Control	✓
Interconnection Rights	✓
Environmental Approvals	✓
RTB	✓
COD	Feb 2023
PPA	✓ 172 R\$/MWh
Est. selling energy date	Feb 2023

LA ASOMADA⁽²⁾



KEY PROJECT DATA

Location	Murcia (Spain)
Capacity	4.5 MWp
Net Energy Generated P50 – Year 1	2,075 kWh/kWp

KEY DEVELOPMENT PERMITS

Site Control	✓
Interconnection Rights	✓
Environmental Approvals	✓
RTB	✓
COD	Feb 2022
PPA	Expected
Est. selling energy date	Feb 2022

(1) Financing secured. BNDES: funding scheme of c.€60 Mn for Araxá and Pedranópolis projects for a period of 22 years.

(2) Ownership: 35%.

SOLTEC ASSETS

CAPACITY UNDER CONSTRUCTION

LA ISLA⁽¹⁾



KEY PROJECT DATA

Location	Murcia (Spain)
Capacity	4.5 MWp
Net Energy Generated P50 - Year 1	2,075 kWh/kWp

KEY DEVELOPMENT PERMITS

Site Control	✓
Interconnection Rights	✓
Environmental Approvals	✓
PPA	✓ Secured
RTB	✓
Mechanical Completion	✓
COD	2024

(1) Ownership: 35%.

(2) PPA obtained in the last capacity auction.

LOS VALIENTES I Y II⁽¹⁾



KEY PROJECT DATA

Location	Murcia (Spain)
Capacity	14.9 MWp
Net Energy Generated P50 - Year 1	2,067 /2,075 kWh/kWp

KEY DEVELOPMENT PERMITS

Site Control	✓
Interconnection Rights	✓
Environmental Approvals	✓
PPA	✓ Secured
RTB	✓
Mechanical Completion	✓
COD	2024

TOTANA IV



KEY PROJECT DATA

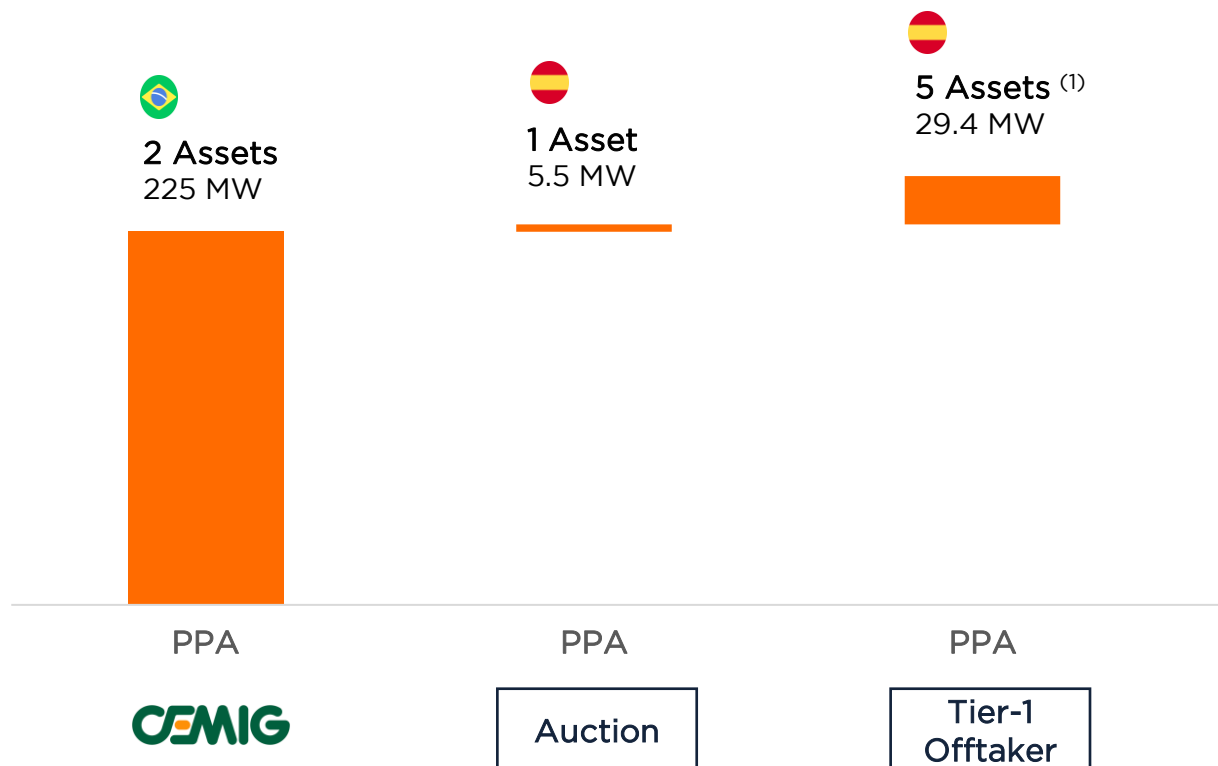
Location	Murcia (Spain)
Capacity	5.5 MWp
Net Energy Generated P50 - Year 1	2,065 kWh/kWp

KEY DEVELOPMENT PERMITS

Site Control	✓
Interconnection Rights	✓
Environmental Approvals	✓
PPA ⁽²⁾	✓ EUR 54
RTB	✓
COD	2024

SOLTEC ASSETS

PPA STRATEGY



PPA STRATEGY

Hedging against merchant volatile prices

1. Offtakers with investment grade ratings to guarantee success in negotiations
2. Fixed price to provide a shield
3. Long-term PPA
4. PPA prices linked to inflation to balance costs in countries with soft-currencies

(1) Projects with 35% ownership

03

**Financial
Results**



H1 2023 FINANCIAL RESULTS

SOLTEC POWER HOLDINGS CONSOLIDATED RESULTS ⁽¹⁾

€ Mn	H1 23	H1 22	23 vs.22
Revenues	184.5	244.5	(60.0)
Adj. EBITDA ⁽²⁾	(10.2)	(5.1)	(5.1)
Net Profit / (loss)	(14.4)	(10.0)	(4.4)

- The company shows **strong visibility** with strong shipments and commercial agreements in areas with high growth potential.
- **Financial performance:** As expected, key metrics for Q2 2023 remain as in Q1 2023, underpinned by low activity levels in the industrial division.
- **Financing secured:** €100 Mn raised in H1 2023 to fund the growth of the development and asset management division.

QUARTERLY EVOLUTION (2023)

€ Mn	Q1 23	Q2 23	Q2 23 vs. Q2 22
Revenues	76.8	107.8	(39.0)
Adj. EBITDA	(4.6)	(5.6)	(13.6)
Net Profit	(9.6)	(4.8)	(10.3)



(1) Sum of Soltec Industrial, Soltec Development and Soltec Assets figures may differ with Soltec Power Holdings (SPH) figures due to consolidation adjustments and the impact of the corporate expenses of SPH.

(2) Under the guidelines given by the CNMV - communicated on April 17th, 2023 - regarding alternative performance measures (APMs), Soltec promotes their usefulness and transparency, and contributes to an improvement in the comparability, reliability, and/or comprehensibility of APMs through their definition (provided on page 32 of this document).

H1 2023 FINANCIAL RESULTS

SOLTEC INDUSTRIAL₀ FINANCIAL RESULTS

€ Mn	H1 23	H1 22	23 vs.22
Revenues	174.8	265.7	(90.8)
Adj. EBITDA ⁽¹⁾	(7.6)	2.0	(9.6)

QUARTERLY EVOLUTION (2023)

€ Mn	Q1 23	Q2 23	Q2 23 vs. Q2 22
Revenues	71.3	103.5	(45.1)
Adj. EBITDA	(3.2)	(4.4)	(13.9)
EBITDA Margin	(4.4%)	(4.3%)	(10.9)



Strong orders and good visibility for coming quarters.

- Strong contract signing and operational indicators, reflecting the strong demand in the market and the good market positioning:
 - 1 GW signed in July and August 2023
 - 250 MW signed in September 2023⁽²⁾
 - More than 55 contracts signed during the year 2023
 - 2 GW of contracts with imminent closing in regions with production capabilities

Strong gross margin performance for the supply of trackers

- Tracker supply gross margins remain strong, with double digit margins across the regions.

Seasonality in 2023 is reflected in the results of H1, as expected

- Volumes and revenue growth is expected for Q3 and especially Q4 2023.
- The shortfall in Q2 2023 is largely due to the late release of the IRA guidelines and the postponement of administrative milestones in the permitting in Spain.

Focus in the United States

- The U.S. took in 2022 c.50% of tracker shipments in the world (ex. China) and is a key market in the development of renewables.
- The company has reinforced its positioning in the U.S.
- Soltec has an experience of more than 10 years in the county, and a track record of +2GW.

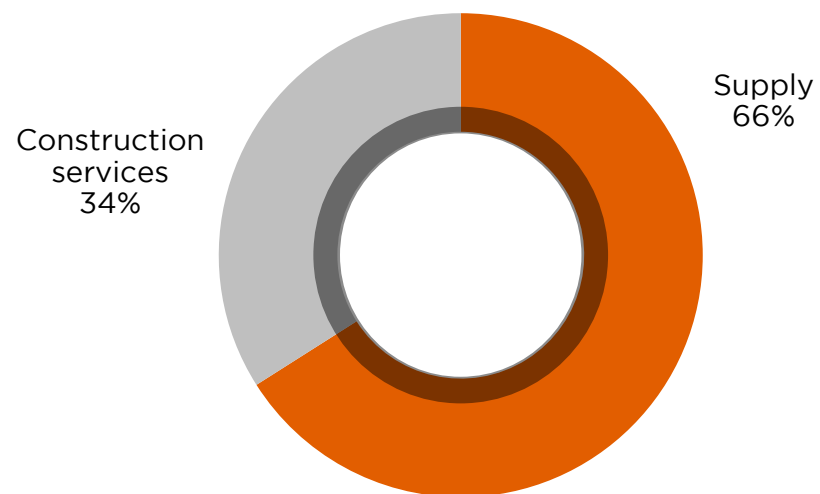
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(2) As of September 15th, 2023

H1 2023 FINANCIAL RESULTS

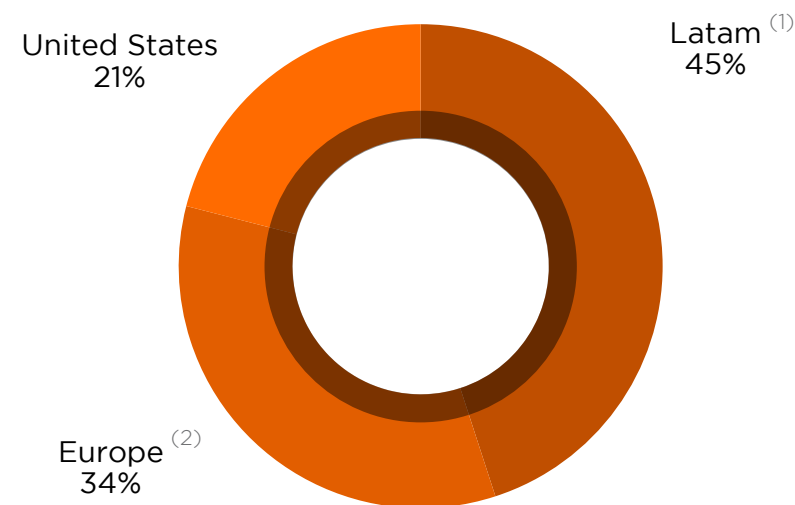
SOLTEC INDUSTRIAL REVENUE BREAKDOWN

BY ACTIVITY



- Supply of Solar trackers represented 66% of revenues, while construction services represented 34%.
- Construction services range from installation to BoP and are just offered to key clients to increase the company's value proposition in certain strategic areas where construction services might be scarce.

BY GEOGRAPHY



- Europe 34%, the United States 21% and Latam 45%.
- (1) Latam includes Brazil, Colombia, Chile, Mexico and Peru.
- (2) Europe includes Spain, Romania, Italy, Greece and Portugal.

H1 2023 FINANCIAL RESULTS

SOLTEC DEVELOPMENT

€ Mn	H1 23	H1 22	23 vs.22
Adj. EBITDA Proforma ^{(1) (2)}	(5.1)	(3.0)	(2.1)

QUARTERLY EVOLUTION (2023)

€ Mn	Q1 23	Q2 23	Q2 23 vs. Q2 22
Adj. EBITDA Proforma ⁽²⁾	(2.1)	(3.1)	(1.0)



- **Asset rotation strategy: 384.4 MW in H1 2023**
 - **254.4 MW** rotated to Soltec Assets in 2023:
 - Araxá (Brazil): 112.5 MW
 - Pedranópolis (Brazil): 112.5 MW
 - La Asomada (Spain): 4.5 MW ⁽³⁾
 - Los Valientes I & II (Spain): 14.9 MW ⁽³⁾
 - La Isla (Spain): 4.5 MW ⁽³⁾
 - Totana IV (Spain): 5.5 MW
 - **130 MW** rotated to a third party in Colombia (P/L impact expected in Q3 2023).
 - Asset rotation transactions (M&A) launched for 2023.
- **PPA strategy** confirmed, with new PPA agreements secured in Spain for 5 projects totaling 29.4 MW.
- Soltec obtains **environmental permits** for 549 MW and **administrative authorizations** for 508 MW in Spain.

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(2) Adj. EBITDA proforma excludes internal adjustments related to the transfer of Araxá and Pedranópolis from Soltec Development to Soltec Assets Projects with 35% ownership

H1 2023 FINANCIAL RESULTS

SOLTEC ASSETS

€ Mn	H1 23	H1 22	23 vs. 22
Revenues	4.6	-	-
Adj. EBITDA ⁽¹⁾	3.8	-	-

QUARTERLY EVOLUTION (2023)

€ Mn	Q1 23	Q2 23	Q2 23 vs. Q2 22
Revenues	3.0	1.6	-
Adj. EBITDA	2.3	1.5	-



- **Financing secured:**
 - Successful equity raise of €100 Mn in H1 2023.
- **Capacity under operation in Brazil and Spain in H1 2023: 225 MW**
 - Araxá: 112.5 MW
 - Pedranópolis: 112.5 MW
 - La Asomada: 4.5 MW ⁽²⁾
- **New capacity under construction in Spain in H1 2023: 25 MW**
 - La Isla: 4.5 MW ⁽²⁾
 - Los Valientes I&II: 14.9 MW ⁽²⁾
 - Totana IV: 5.5 MW

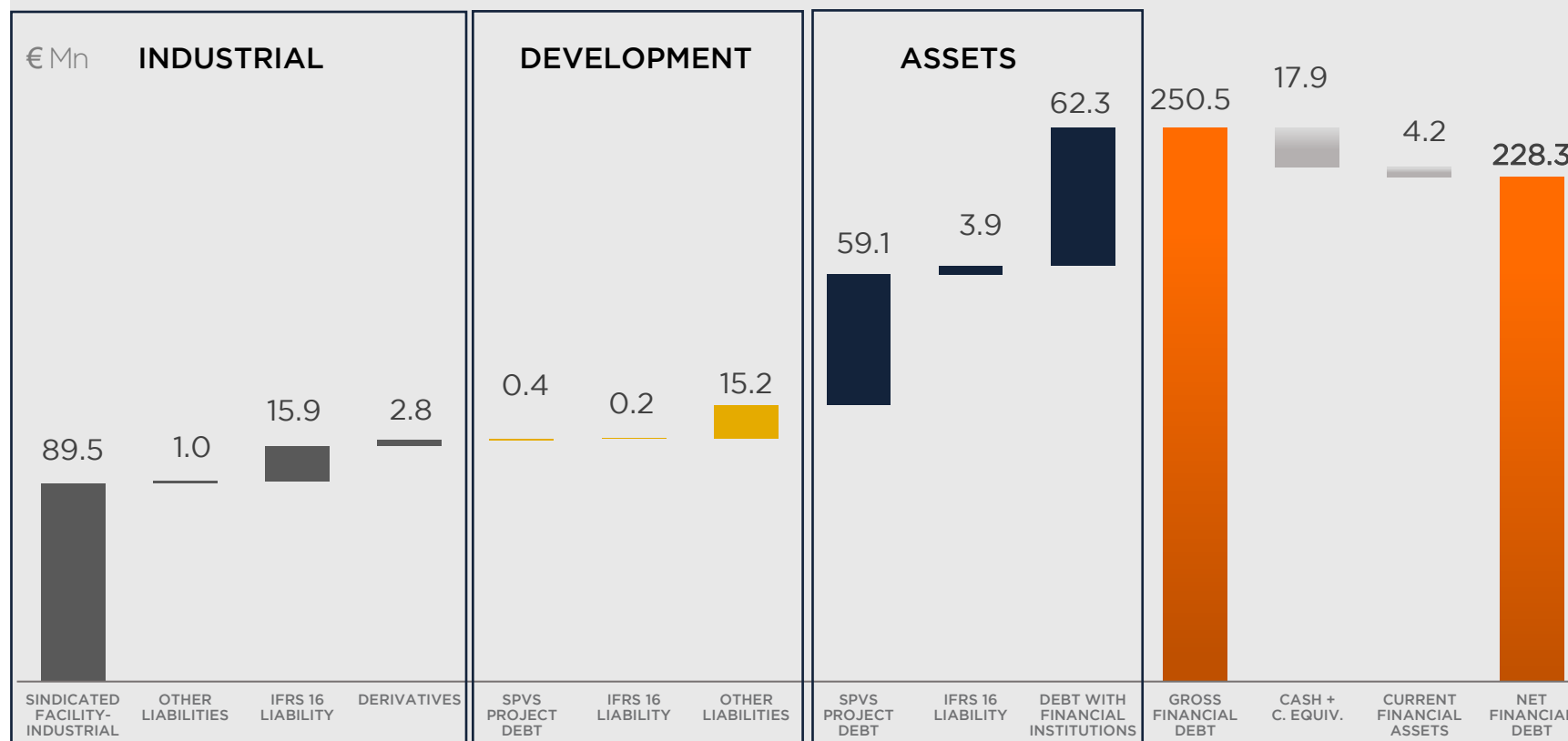
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(2) Projects with 35% ownership

NET FINANCIAL DEBT

AS OF JUNE 30TH, 2023

DEBT WITH NO RECOURSE TO SOLTEC POWER HOLDINGS



SOLTEC INDUSTRIAL

REVOLVING CREDIT FACILITY

- Bankable projects: €80 Mn
- Disposition: €10 Mn
- Maturity: February 11, 2024
- Bank guarantees: €110 Mn
- Covenant: NFD/Equity<1.5

SOLTEC DEVELOPMENT

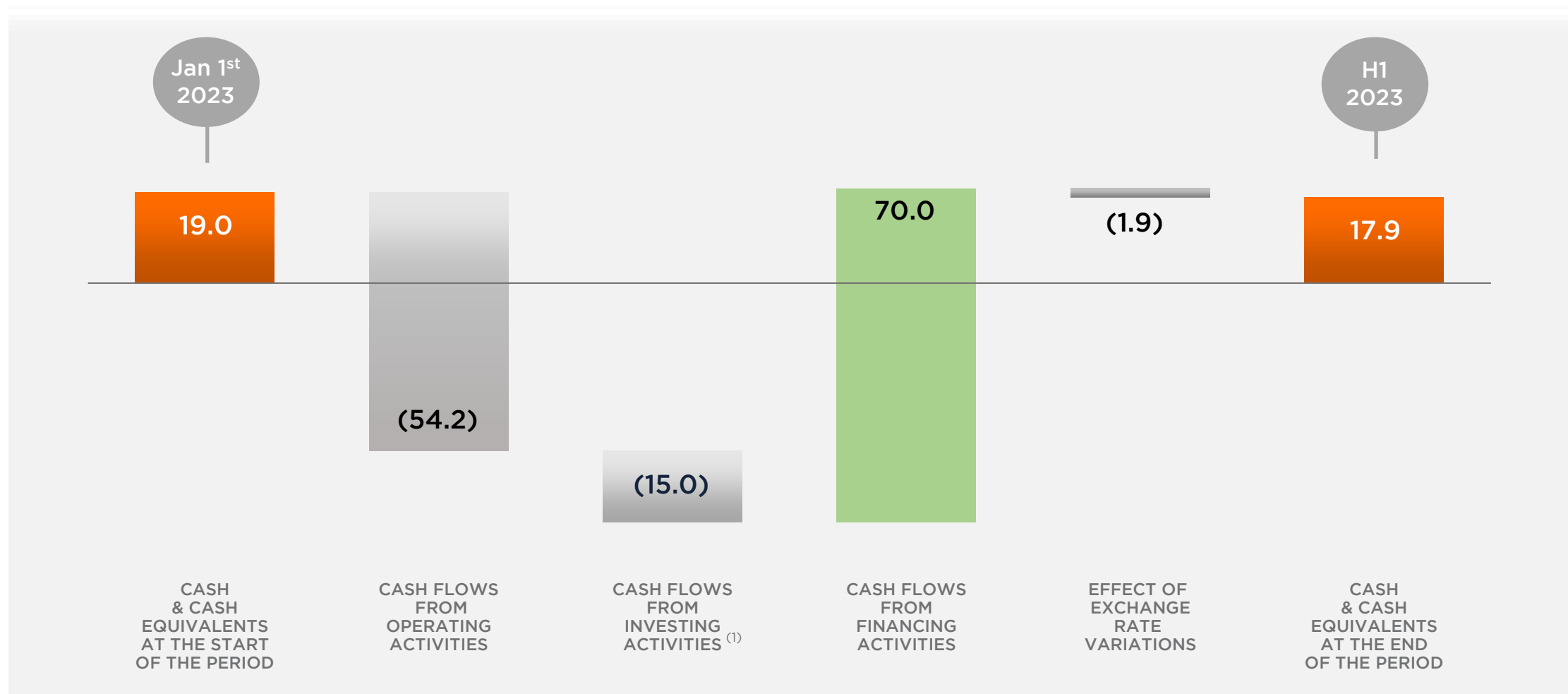
- Includes working capital loans

SOLTEC ASSETS

- SPVs Project debt:
Araxá and Pedranopolis financing secured, c.€60 Mn. Disposals H123: €59 Mn
- Debt with financial institutions:
€100 Mn raised in January 2023.
- Disposition H1 23: €66 Mn

CASH FLOW AS OF JUNE 30TH, 2023

€ Mn



(1) Mainly linked to the construction of two assets in Brazil (Araxá and Pedranópolis)

04

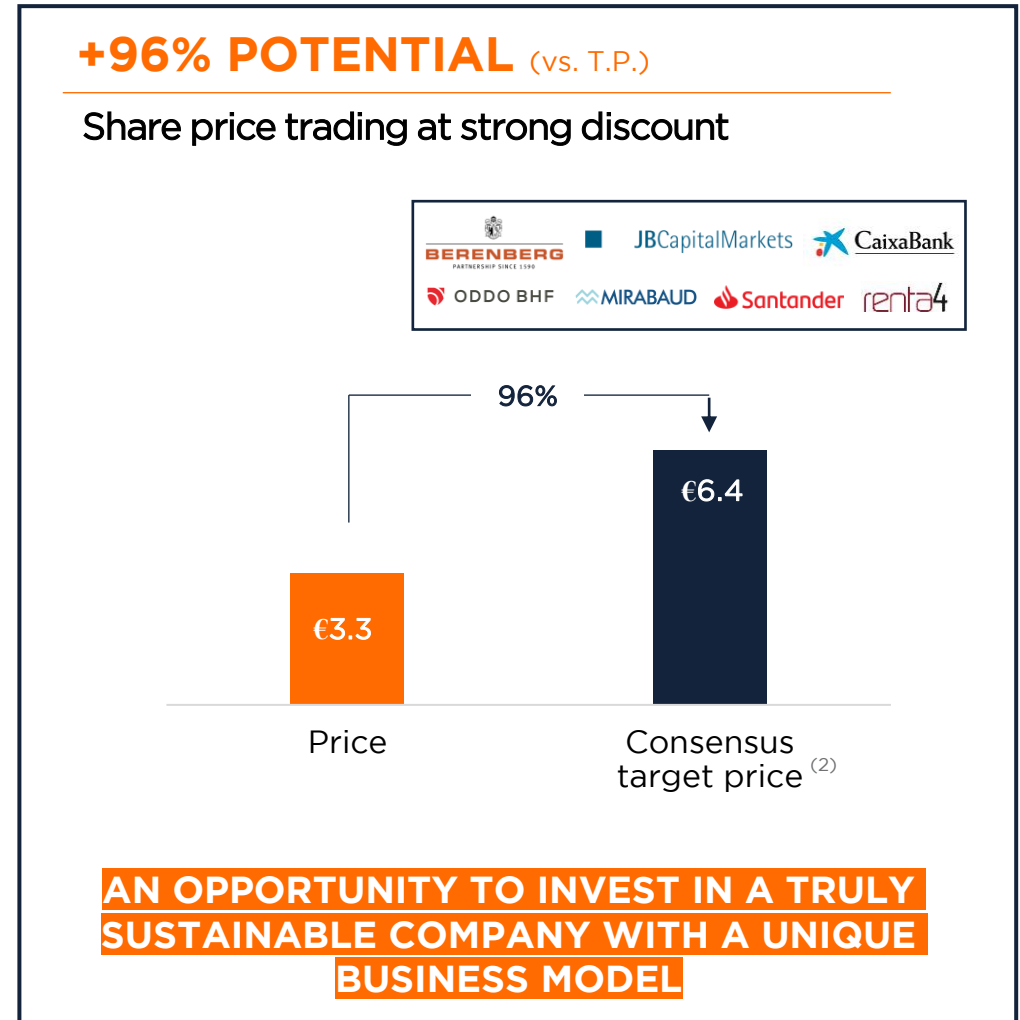
**Closing
Remarks**



AN UNIQUE, VERTICALLY INTEGRATED SOLAR COMPANY WITH 3 PROVEN BUSINESSES



<p>STRONG VISIBILITY AND DEMAND OF SOLAR TRACKERS</p>	<ul style="list-style-type: none"> • €412 Mn BACKLOG ⁽¹⁾ AS OF AUGUST 2023 • €16,925 Mn PIPELINE AS OF JUNE 2023 • + 2 GW INMINEENT CONTRACTS • GROWING IN THE US MARKET <p>1</p>
<p>PROJECT DEVELOPMENT PLATFORM</p>	<ul style="list-style-type: none"> • 14 GW PLATFORM • CO-DEVELOPMENT PARTNERSHIPS <p>2</p>
<p>230 MW UNDER OPERATION, CONSOLIDATING THE IPP</p>	<ul style="list-style-type: none"> • 700 MW- 1GW BY 2025 • €100 Mn FINANCING RAISED IN 2023 <p>3</p>
<p>GROSS MARGINS</p>	<ul style="list-style-type: none"> • SECURE SUPPLY CHAIN AND LOGISTICS ALLOWING DOUBLE DIGIT GROSS MARGINS IN THE SUPPLY OF TRACKERS <p>4</p>
<p>PPA STRATEGY</p>	<ul style="list-style-type: none"> • HEDGING AGAINST VOLATILE PRICES 260 MW (4 DEALS) <p>5</p>



(1) Calculated based on the reported backlog as of H1 2023 and the new contracts signed in July and August 2023

(2) Based on the target prices of each of the independent analysts covering the stock. Source Bloomberg.

05

Appendix



CONSOLIDATED INCOME STATEMENT



(€, 000)	H1 2023	H1 2022
Revenue	184,513	244,533
Changes in inventories of finished goods and work in progress	(153)	262
Other operating income	2,223	832
Works carried out by the Group for its assets	8,422	31,396
Supplies	(116,933)	(178,150)
Personnel expenses	(35,371)	(32,958)
Other operating expenses	(53,174)	(72,099)
Amortization and depreciation	(4,449)	(1,875)
Other results	(2,917)	(2,106)
EBIT	(17,839)	(10,165)
Adjusted EBITDA	(10,178)	(5,086)
Financial income	743	171
Finance expenses	(11,469)	(2,911)
Changes in the fair value of financial instruments	(97)	(11,791)
Net exchange rate differences	6,571	15,013
Loss of net monetary position	389	191
Net financial profit	(3,863)	673
Share of profit/(loss) investments valued using equity method	(229)	(27)
Profit/(Loss) Before Tax	(21,931)	(9,519)
Income tax	7,517	(449)
CONSOLIDATED NET PROFIT/(LOSS)	(14,414)	(9,968)

CONSOLIDATED BALANCE SHEET



ASSETS (€, 000)	30.06.23	31.12.22
NON-CURRENT ASSETS		
Intangible assets	34,065	28,349
Property, plant and equipment	171,304	160,041
Right-of-use	18,056	16,249
Long-term investments in group companies and associates	48,955	41,371
Non-current financial assets	14,008	14,134
Deferred tax assets	32,110	22,303
Total non-current assets	318,498	282,447
CURRENT ASSETS		
Inventories	51,417	38,757
Debtors and other current assets	179,267	181,036
Credits with public administrations	23,605	19,649
Short-term investments in group companies & associates	2,266	2,805
Current financial assets	4,188	7,346
Other current assets	5,314	4,769
Cash and cash equivalents	17,948	19,001
Total current assets	284,005	273,363
TOTAL ASSETS	602,503	555,810

SHAREHOLDERS' EQUITY AND LIABILITIES	30.06.23	31.12.22
SHAREHOLDERS' EQUITY		
Capital and reserves		
Share capital	22,847	22,847
Share premium	143,472	143,472
Reserves	4,957	(9,782)
(Treasury stock)	(3,358)	(4,895)
Exchange rate differences and hedging transactions	(3,970)	(2,020)
Profit/loss attributed to the Parent Company	(14,403)	13,088
Shareholders' equity attributed to the Parent Comp.	149,546	162,710
Non-controlling interest	(52)	(44)
Total shareholders' equity	149,494	162,666
NON-CURRENT LIABILITIES		
Non-current financial liabilities	134,945	75,540
Non-current provisions	3,042	2,571
Deferred tax liabilities	2,213	1,513
Total non-current liabilities	140,201	79,624
CURRENT LIABILITIES		
Current financial liabilities	115,511	101,697
Trade and other accounts payable	186,079	200,602
Debts with public administrations	7,511	8,018
Current provisions	3,707	3,203
Total current liabilities	312,808	313,520
TOT. SHAREHOLDERS' EQUITY & LIABILITIES	602,503	555,810

CONSOLIDATED STATEMENT OF CASH FLOWS



(€, 000)	H1 2023	FY 2022
Profit/(loss) before tax	(21,931)	18,079
Adjustments to the profit / (loss)	10,528	14,289
Changes in net working capital	(31,817)	(1,867)
Other operating cash flow	(10,931)	(7,625)
Cash flows from operating activities	(54,151)	22,876
Cash flows from investing activities	(15,018)	(99,157)
Cash flows from financing activities	70,017	61,874
Effect of exchange rate variations	(1,903)	(2,772)
Net increase/(decrease) of cash and cash equivalents	(1,055)	(17,179)
Cash and cash equivalents at the beginning of the Period	19,001	36,180
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	17,948	19,001

ALTERNATIVE PERFORMANCE MEASURES

GROSS MARGIN

Net turnover + Changes in inventories of finished goods and work in progress - Supplies

The Parent Company as a measure of the activity's performance, since it provides information on the result or gross margin from the execution of the projects, which is obtained by taking external sales and subtracting the cost incurred to achieve those sales. This margin is the best measure of the cost of manufacturing and supplying PV trackers.

€ Mn	H1 23	H1 22
Net turnover	184.5	244.5
Changes in inventories of finished goods and work in progress	0.7	0.3
Supplies	(117.7)	(178.2)
Gross margin	67.4	66.6

GROSS MARGIN ON SALES

Gross margin / Net turnover

The gross margin on sales is considered by the group's management as a measure of the performance of its business, as it provides information on the percentage contribution of the gross margin to the total sales. This contribution enables comparative analysis of the project margin performance for the group's managers.

€ Mn	H1 23	H1 22
Gross margin	67.4	66.6
Net turnover	184.5	244.5
Gross margin on sales	37%	27%

NET MARGIN

Gross margin - Other personnel expenses - Other operating expenses + Losses, impairment and changes in provisions for trading operations + Work carried out by the Group for its assets + Results from the loss of control of SPVs.

The net margin is considered by the group's management as a measure of the performance of its business, as it provides information on the net margin of the projects that have been manufactured and installed during the period. This net margin is calculated on the basis of the gross margin, net of personnel expenses and operating expenses, excluding losses, impairments and changes in trade provisions made during the year, adjusted by the allocation of guaranteed provisions.

€ Mn	H1 23	H1 22
Gross margin	67.4	66.6
Personnel expenses	(35.4)	(33.0)
Other operating expenses	(53.2)	(72.1)
Losses, impairment and changes in trade provisions	0.3	1.1
Works carried out by the Group for its assets	8.4	31.4
Results from loss of control of SPVs	-	-
Net profit margin	(12.4)	(5.9)

ALTERNATIVE PERFORMANCE MEASURES

NET MARGIN ON SALES

Net margin / net turnover

The net margin on sales is considered by the group's management as a measure of the performance of its activity, as it provides information on the percentage contribution of the net sales margin to the net turnover.

€ Mn	H1 23	H1 22
Net profit margin	(12.4)	(5.9)
Net turnover	184.5	244.5
Net margin on sales	(7%)	(2%)

EBITDA

Net Margin + Other operating income - Losses, impairment losses and changes in provisions for trading operations

EBITDA is considered by the group's management as a measure of the performance of its business, as it provides an analysis of the result for the year (excluding interests and taxes, as well as D&A) as a proxy for operating cash flows reflecting cash generation. Additionally, it is a metric widely used by investors when valuing companies, as well as by rating agencies and creditors to assess the level of indebtedness by comparing EBITDA to net debt and by comparing EBITDA to debt service.

€ Mn	H1 23	H1 22
Net margin	(12.4)	(5.9)
Other operating income	2.2	0.8
Losses, impairment and changes in trade provisions	(0.3)	(1.1)
EBITDA	(10.5)	(6.2)

ADJUSTED EBITDA

EBITDA + Losses, impairment losses and changes in provisions for trading operations

Adjusted EBITDA is considered by the group's management as a measure of the performance of its business, as it provides an analysis of operating results excluding commercial provisions which do not represent cash outflows.

€ Mn	H1 23	H1 22
EBITDA	(10.5)	(6.2)
Losses, impairment and changes in trade provisions	0.3	1.1
Adjusted EBITDA	(10.2)	(5.1)

ALTERNATIVE PERFORMANCE MEASURES

BORROWINGS

Current bank borrowings + Non-current financial liabilities + Other current financial liabilities + Derivatives

Borrowings are considered by the Group's management as a measure of the Group's performance as they measure the Group's financial position and are necessary for the calculation of leverage ratios typically used in the market.

€ Mn	H1 23	Y 22
Current debts with credit institutions	97.2	97.0
Total non-current financial liabilities	116.7	48.8
Other non-current financial liabilities	18.2	26.8
Other current financial liabilities	15.5	4.4
Derivatives	2.8	0.4
Borrowings	250.5	177.2

LEVERAGE

Borrowings / Total assets

Leverage is an indicator that measures the company's debt position. It is widely used by investors to assess the financial leverage of companies in the sector, as well as by rating agencies and creditors to assess the level of indebtedness.

€ Mn	H1 23	FY 22
Borrowings	250.5	177.2
Total assets	595.5	555.8
Leverage	42%	32%

NET FINANCIAL DEBT

Borrowings - Current financial assets - Cash and cash equivalents (excluding those other components of cash that are pledged as collateral for the syndicated loan)

The Net Financial Debt is a financial measure of a company's net debt position. In addition, it is widely used by investors to assess the net financial leverage of companies, as well as by rating agencies and creditors to assess the level of net indebtedness.

€ Mn	H1 23	FY 22
Borrowings	250.5	177.2
Current financial assets	(4.2)	(7.3)
Cash and cash equivalents	(17.9)	(19.0)
Net Financial Debt	228.3	150.9

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The Company understands that alternative performance measures should be considered by users of financial information as complementary to the magnitudes presented in accordance with the presentation bases of the consolidated annual accounts, but in no case as substitutes for them. The Company is not responsible for the decisions that users make based on alternative performance measures. These measures should not be considered as alternatives to those established in accordance with IFRS, have a limited use as analysis tools, should not be considered in isolation, and may not be indicative of operating results.

The audited semi-annual and annual Results Report issued by the Company includes a list and definition of alternative performance measures (APMs).

The definition and classification of the pipeline (project portfolio) of the industrial division and photovoltaic project development may not necessarily be the same as that used by other companies engaged in similar businesses. Therefore, Soltec's estimated pipeline capacity may not be comparable to the estimated pipeline capacity disclosed by those other companies. Likewise, given the dynamic nature of the pipeline, Soltec's pipeline is subject to both changes without notice and based on certain projects classified in a certain pipeline category, as previously identified, they could be reclassified in another pipeline category or could be discontinued in case of unexpected events, which may be beyond Soltec's control and will be periodically reported in communications relating to business operational information.

The image features a large-scale solar farm with rows of photovoltaic panels tilted towards the sky. The panels are dark blue with a grid of silver lines. They are supported by metal poles and are situated in a lush green field with yellow wildflowers. The sky is bright blue with scattered white clouds. The Soltec logo, a white stylized 'S' shape, is positioned to the left of the company name 'soltec', which is written in a bold, lowercase, white sans-serif font. The logo and text are overlaid on the solar panels.

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