

**PNE WIND**  
**Webcast Presentation**  
**Q1 2018**  
May 9, 2018

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## OPERATIONAL HIGHLIGHTS Q1 2018

### Successes in the onshore business

- Projects completed: Looft, St. Martin-L'Ars
- Projects under construction: Gerdau-Schwiebau, Laxaskogen, 19,2 MW project in France
- New permits received in Germany (21 MW) and France (7 MW)

### Successes in the offshore business

- Gode Wind 4 successful in first German Offshore tender in 2018
- Construction of Borkum Riffgrund 2 started

### Progress in build up of new Wind Farm Portfolio 2020

- Repowering project Gerdau-Schwiebau (21,6 MW) successful in first German onshore tender in 2018, construction has already started

### Strategy SCALE UP

- First successes in the service segment, e.g. construction management and financing for the project Wangerland

## FINANCIAL HIGHLIGHTS Q1 2018

### Corporate bond placed successfully

- € 50m corporate bond placed in the market at an attractive coupon of 4%

### Strong financial basis

- Gross cash position at € 189.3m, Net cash position of € 0.6m
- Equity ratio remains solid at 47%

### Q1 results according to plan – impacted by preparations and portfolio build up

- EBITDA at € 2.1m (€ 1.7m), EBIT bei € -0.2m (€ 0.3m)
- Operating performance and earnings situation in Q1 were influenced by preparations for project implementation and the sale of project rights for the remaining nine months of the fiscal year as well as
- the development of the „wind farm portfolio 2020“, since complete or partial sales to third parties will be postponed due to the expansion of the portfolio, and thus also the Group's earnings from these sales

### Positive outlook for FY 2018 confirmed

- EBIT of € 10-16m, EBITDA of € 20-26m expected

## ONSHORE

Land	I-II	III	IV	Total MW
Germany	1392	90	22	1504
Bulgaria	121	0	0	121
France	317	132	29	478
United Kingdom	43	0	0	43
Italy	102	14	0	116
Canada	505	0	0	505
Poland	223	42	0	265
Romania	54	102	0	156
South Africa	230	30	0	260
Sweden	0	158	0	158
Turkey	629	71	0	700
Hungary	0	42	0	42
USA	232	200	0	432
<b>Total</b>	<b>3848</b>	<b>881</b>	<b>51</b>	<b>4780</b>

Phase I – II = Exploration & Development  
 Phase III = Planning  
 Phase IV = Implementation till handover

As of March 31, 2018

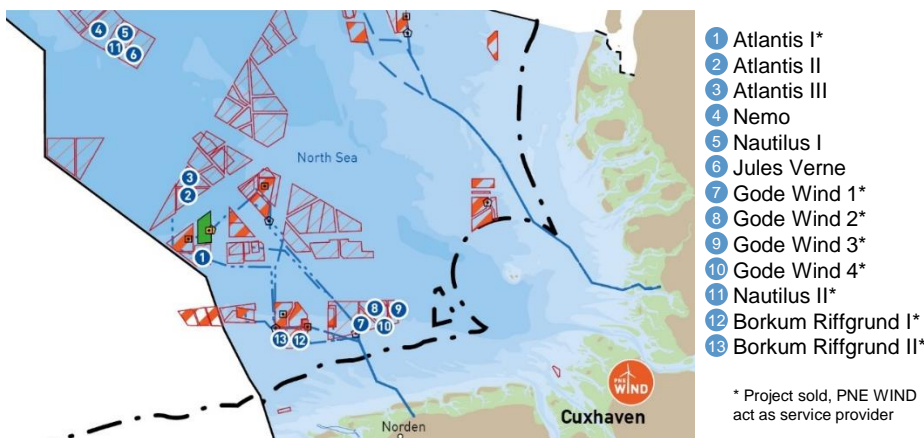
### Q1 2018 Highlights:

- **Germany**
  - Repowering project Gerdau-Schwiebau (21,6 MW) successful in first German onshore tender in 2018, construction has already started
  - Repowering project Loofthaus (16,5 MW) completed in Q1
  - Wind farm Wangerland: construction is underway
  - Permit for project Kittlitz (21 MW) received
- **Increasing activities in France**
  - Permit for project Dargies 2 (7,05 MW) received
  - Wind farm Saint-Martin-L'Ars (10,3 MW) put in operation
  - Construction has started of another wind farm in Eastern France (19,2 MW)
- **Progress in Sweden**
  - Project Laxaskogen (25,2 MW) under construction
  - Start of operation expected in Q1 2019
- **69 MW of own wind farms currently in operation**

## OFFSHORE

Zone	Sold projects	Phase	#WET	Total MW	Sold to
1	Borkum Riffgrund I	8	78	312	Ørsted (DONG)
1	Borkum Riffgrund II	6	56	448	Ørsted (DONG)
1	Gode Wind 1 & 2	8 / 8	55 + 42	582	Ørsted (DONG)
1	Gode Wind 3 & 4	5 / 4	14 + 42	450	Ørsted (DONG)
2	Atlantis I	3	73	584	Vattenfall
4	HTOD5 (Nautilus II)	2	68	476	Ventizz/Hochtief
<b>Total</b>			<b>428</b>	<b>2,852</b>	

Phase 2 = Application conference held, 3 = Hearing held,  
 4 = Approval granted, 5 = Grid connection, 6 = Investment decision,  
 7 = Under construction, 8 = In operation



### Q1 2018 Highlights:

- **Gode Wind 4 successful in offshore tender [April 2018]**
- **Construction of Borkum Riffgrund 2 has started**
- **Active as service provider for projects sold**
  - Consultant agreements in place with Ørsted (DONG) and Vattenfall
- **Further milestone payments expected**
  - Up to € 24m from Borkum Riffgrund 2 and Gode Wind 3 and 4
- **Regulatory Changes: Constitutional complaint filed**
  - According to WindSeeG all projects in Zone 3 to 5 will be brought into the “Central Model” to be tendered off by the government
  - Legal opinions conclude that parts of WindSeeG are unconstitutional
  - A constitutional complaint has been filed in the end of July 2017 together with others

## INCOME STATEMENT (IFRS)

### Q1 2018 Highlights:

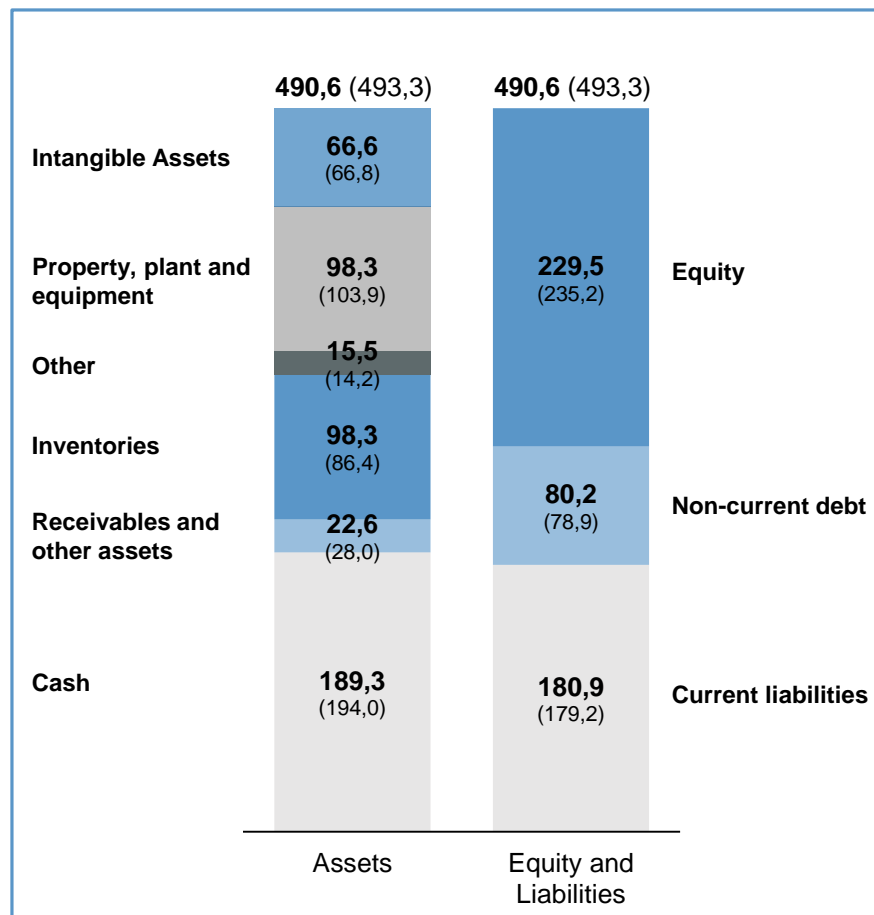
- **Q1 results according to plan**
- **Operating performance and earnings situation in Q1 were influenced by**
  - preparations for project implementation and the sale of project rights for the remaining nine months of the fiscal year
  - the development of the „wind farm portfolio 2020“, since complete or partial sales to third parties will be postponed due to the expansion of the portfolio, and thus also the Group’s earnings from these sales
  - The earnings before taxes accrued in the „wind farm portfolio 2020“ to date – eliminated at the Group level – amount to approx. € 3.7m in Q1 2018 (accumulated since 2017, approx. € 16.1m).
- **Total output at € 15,7m (€ 24,6m)**
  - Power generation segment contributed approx. € 3.9m to Group sales
- **EBITDA at € 2,1m (€ 1,7m)**

In € m	Q1 2018	Q1 2017
<b>Sales</b>	<b>10.9</b>	<b>20.4</b>
Work in progress	4.2	3.6
Other income	0.6	0.6
<b>Total output</b>	<b>15.7</b>	<b>24.6</b>
Cost of materials	-3.7	-12.3
Personnel	-5.6	-6.3
Others	-4.2	-4.3
<b>EBITDA</b>	<b>2.1</b>	<b>1.7</b>
Depreciation	-2.3	-1.4
<b>EBIT</b>	<b>-0.2</b>	<b>0.3</b>
Financial result	-3.7	-2.4
<b>EBT</b>	<b>-3.9</b>	<b>-2.6</b>
Taxes	0.5	-0.5
Non-controlling interests	-0.4	-0.6
<b>Net income</b>	<b>-3.0</b>	<b>-2.0</b>
<b>EPS (in €)</b>	<b>-0.04</b>	<b>-0.03</b>
EPS (in €) Diluted	-0.04	-0.02

## BALANCE SHEET (IFRS)

### Q1 2018 Highlights:

- **Property, Plant and Equipment at € 98.3m**
  - Transformer stations € 12.7m
  - Land and building € 11.6m
  - Own wind farms € 67.3m
- **Inventories at € 98.3m**
  - Offshore € 24.3m
  - Onshore Germany € 22.7m
  - Onshore International € 40.4m
- **Strong liquidity position still at very high level at € 189.3m**
  - Strong basis to fund future developments



in € m as of March 31, 2018 (as of December 31, 2017)  
(rounding differences possible)

- **Equity at € 229.5m**
  - Equity ratio remains very solid at 47% (48% as of 31 December 2017)
- **Non-current debt at € 80.2m**
  - 2014/19 convertible bond € 6.4m
  - Liabilities to banks € 67.3m, which is mainly project financing (non recourse)
- **Current liabilities at € 180.9m**
  - 2013/18 corporate bond (€ 100m) is being accounted for under current liabilities as due date is May 2018
  - Liabilities to banks € 13.7m, which is mainly project financing (non recourse)
- **Net cash at € 0.6m**



## OUTLOOK

### Onshore wind power – Good start into the year 2018

- Further projects far advanced in the permitting process, being prepared for upcoming tender rounds
- Continue build up of Wind Farm Portfolio 2020
- Continue to ride momentum in key international markets France and US
- Examination of entrance into new markets (e.g. Asia, Latin America)

### Offshore wind power

- Ongoing consultant agreements with DONG and Vattenfall
- Explore new markets (e.g. USA)

### SCALE UP strategy

- First cooperation already started with VPC related to regional clean energy solutions
- First new products/services to become available in 2018
- Significant improvement of financing structure after successful completion of refinancing process
- Examine opportunities for anorganic growth and cooperations

### Positive outlook for FY 2018 confirmed

- EBIT of € 10-16m, EBITDA of € 20-26m expected

# Q&A

## CONTACT

### **Rainer Heinsohn**

Head of Communication

Tel: +49 (0) 47 21 – 7 18 - 453

Fax: +49 (0) 47 21 – 7 18 - 373

E-mail: [rainer.heinsohn@pnewind.com](mailto:rainer.heinsohn@pnewind.com)

### **Christopher Rodler**

Head of Investor Relations

Tel: +49 (0) 47 21 – 7 18 - 454

Fax: +49 (0) 47 21 – 7 18 - 373

E-mail: [christopher.rodler@pnewind.com](mailto:christopher.rodler@pnewind.com)