

# Closing The Year 2020 with Substantial Deal Flow



**DISCLAIMER**

*This presentation is for information purposes only and does not constitute an invitation to purchase any securities of 7C SOLARPARKEN AG. All information contained herein has been carefully prepared. Nevertheless, we do not guarantee its accuracy or completeness. Certain statements contained in this presentation may be statements of future expectations that are based on the company's current views and assumptions and involve known and unknown risks. Investments in capital markets are fundamentally associated with risks and a complete loss of the invested capital cannot be ruled out. Copies of the content of this presentation will only be authorized by written consent from 7C SOLARPARKEN AG.*

# TODAY'S AGENDA

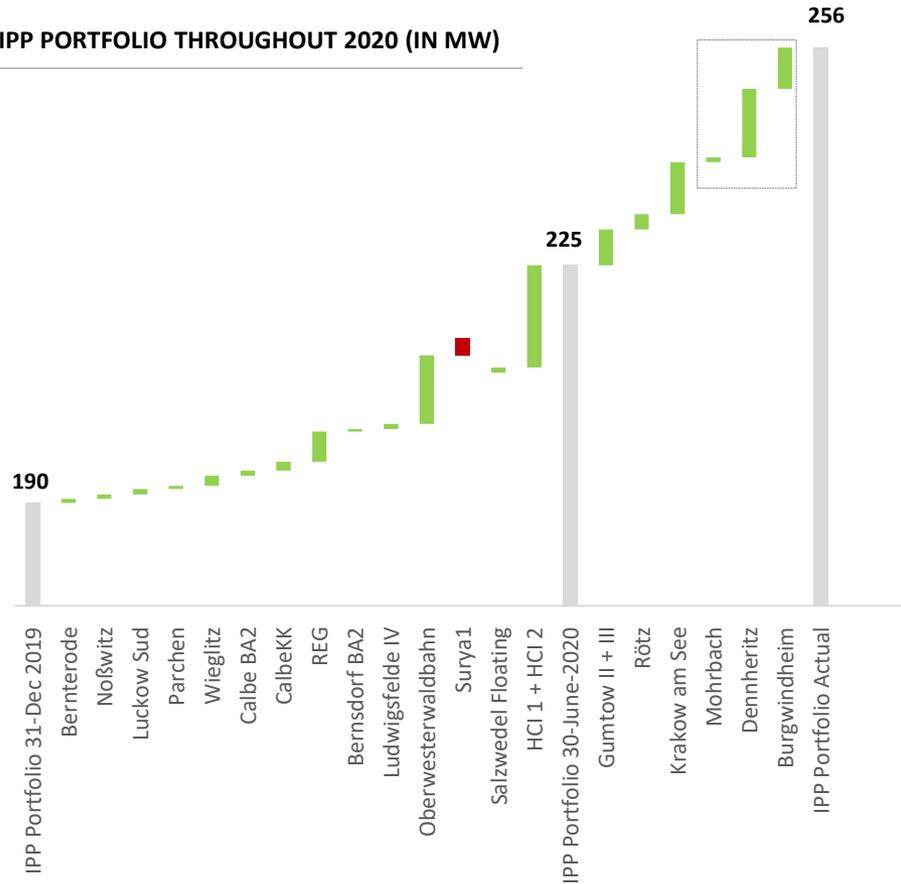
- 1 **IPP PORTFOLIO RAISED TO 256 MWP**
- 2 Acquisition of EnerVest Belgium
- 3 Construction Status Rieme 6.2 MWp



# IPP Portfolio raised to 256 MW

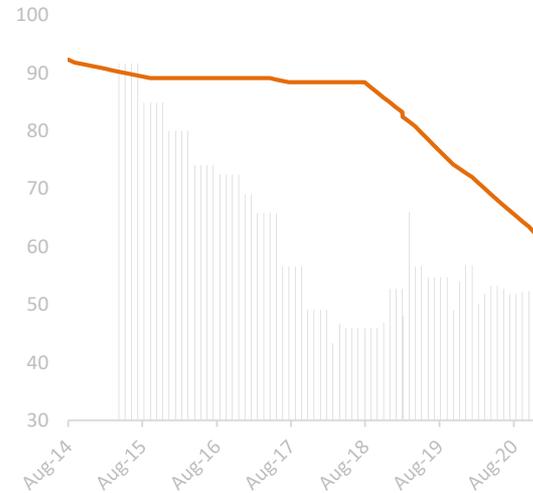
66 MW added during the year, of which 17 MW during December 2020

IPP PORTFOLIO THROUGHOUT 2020 (IN MW)



**INVESTMENT SHIFT** during the year away from < 750 kWp FIT projects into < 10 MWp FFAV-generated projects due to convergence in tariffs.

EUR/MWh



■ FFAV FIT    — EEG FIT

# #1: Freefield “Morbach”

0,7 MWp acquired from Juwi



Capacity: 672 kWp  
State: Rheinland Pfalz  
Site: Military site  
Panels: First Solar  
Commissioning: 2008-11  
FIT: EUR 354,9/MWh  
Yield: 850 kWh/kWp

## #2: Freefield “Dennheritz”

10 MWp acquired from IBC Solar



Capacity: 9,99 MWp

State: Sachsen

Site: Alongside motorway

Panels: Jinko Solar

Commissioning: 2020

FIT: EUR 72/MWh

Yield: 1025 kWh/kWp

## #3: Freefield “Burgwindheim”

6 MWp acquired from IBC Solar



Capacity: 6,0 MWp  
State: Bayern  
Site: Agricultural (-)  
Panels: URE Solar  
Commissioning: 2020  
FIT: EUR 57/MWh  
Yield: 1050 kWh/kWp

# Deal Economics

Projects will contribute EUR 1,3 Mio. to annual revenues

## FINANCIAL SUMMARY (IN MIO EUR)

	kWp	EUR/MWh	kWh/kWp	Revenues	EBITDA	Capex	Debt	Equity
Morbach	0.7	355	850	0.2				
Dennheritz	10.0	72	1,025	0.7				
Burgwindheim	6.0	57	1,050	0.4				
<b>Acquisitions</b>	<b>16,7</b>			<b>1.3</b>	<b>1,0</b>	<b>15,8</b>	<b>0</b>	<b>15,8</b>

- Acquisition financing through a 100% equity ticket (Morbach, Dennheritz and Burgwindheim) have facilitated execution and will enable a flexible (re-) financing during the next months.
- Through these investments, 7C Solarparken has now reached an IPP portfolio of 256 MWp versus the initial year-end target of 220 MWp. Next year's IPP <sub>2021</sub> objective has recently been set at **295 MWp**

# TODAY'S AGENDA

- 1 IPP Portfolio raised to 256 MWp
- 2 **ACQUISITION OF ENERVEST BELGIUM**
- 3 Construction Status Rieme 6.2 MWp



# Strategic Decision: Entry in Belgium

Why we focus on Belgium as our second market: (1) development potential available ...

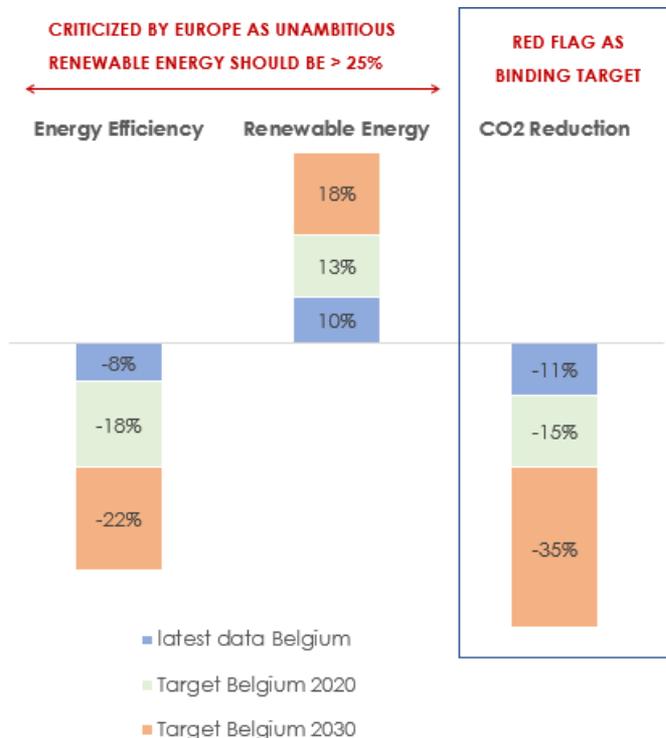
CO<sub>2</sub> PENALTIES LOOMING



POTENTIAL TO SCALE UP

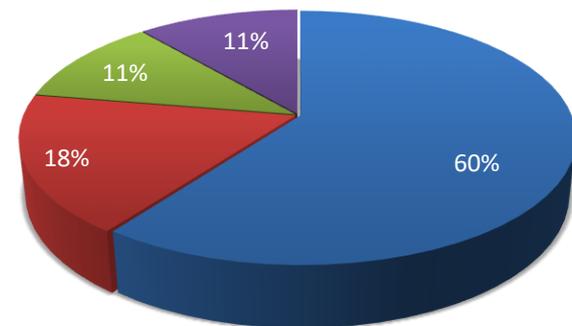
*NEED FOR UTILITY SCALE INVESTMENTS*

*UNDERUTILISATION OF LARGE ROOFS & LAND*



Available sites in Flanders	hectar
Residential Roofs	38,000
Large roofs	27,000
Alongside motorways & Railways	7,000
PV parks on undeveloped land	9,000
<b>TOTAL POTENTIAL</b>	<b>81,000</b>

BREAKDOWN OF THE 3,6 GW PV MARKET IN FLANDERS



- Residential < 10 kW
- Commercial < 250 kW
- Industry < 750 kW
- Large rooftop & ground

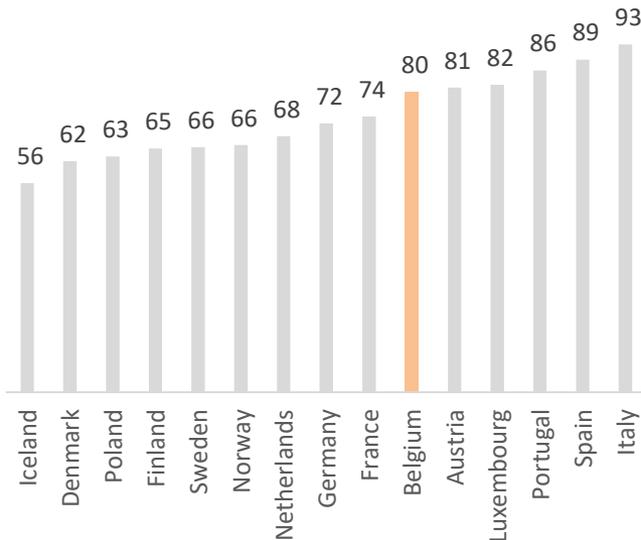
# Strategic Decision: Entry in Belgium

... (2) at the right remuneration

ON-SITE AUTO-CONSUMPTION PRICING

*ATTRACTIVE PPA MARKET TO END-USERS*

INDUSTRIAL END-USER PRICE EUR/MWH (TYPE IC EUROSTAT)



NEW: TENDER FOR INVESTMENT SUPPORT  
< 2 MW AS FROM 31/05/2021

*COMPARABLE TO FFAV-SCHEME IN GERMANY  
BUT THROUGH AN INVESTMENT INCENTIVE  
RATHER THAN THROUGH TARIFFS*



BANDING FACTOR FOR PROJECTS > 2 MW

*10 YEARS PROJECT-SPECIFIC GREEN  
CERTIFICATE TO ALLOW A PROJECT RETURN  
OF > 4%*

# Acquired Platform for PV Expansion in Belgium

“EnerVest Belgium” is experienced pure-play developer with roots back to 2008

## POSITIONING ACROSS VALUE CHAIN



### PROJECT DEVELOPMENT

- Securing land/rooftop
- Feasibility study
- Design
- Grid study
- Environmental studies
- PPA structuring
- EPC offers
- **Sale to End-Investor**



### INNOVATION

- Re-location of installations
- E-Mobility: PV carports with charging installations, e-Bike



### ASSET MANAGEMENT

- Commercial & Administration
- Technical Management

- Mobile solar parks for events and construction works

# Platform for PV Expansion in Belgium

“EnerVest Belgium” relies on strong track-record in Development and Asset Mgmt.

## SOME REFERENCES



NEW PV

Lantmännén – Londerzeel –  
820 kWp



ASSET MANAGEMENT

NV Pfizer Manufacturing –  
Puurs – 472 kWp



ASSET MANAGEMENT

Remitrans 1-5 – Ninove – 1  
MWp

### WHAT DO WE ACQUIRE:

- Belgian company with strong track-record and pioneering role in the country's PV market
- Almost 10 FTE's active in the different field of project development, headed by Mr. Stefaan Van Eenoo
- 13 MW in Asset Management contracts, which is raising the group's capacity in **Asset Management from 62 MW to 75 MW**
- Pipeline of new projects of which the first installations will be built in Q1'21
- Additional investment potential into PV charging stations

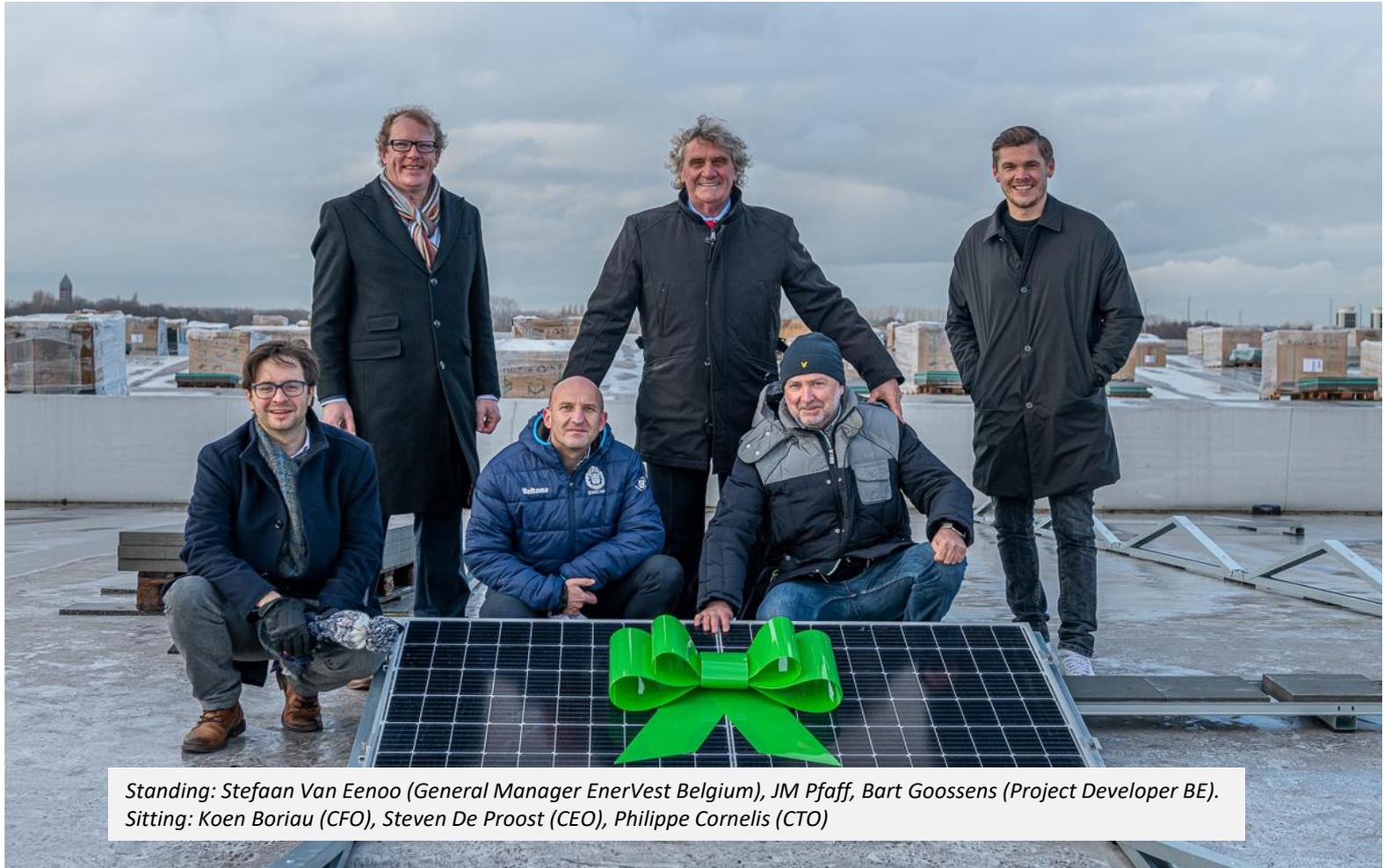
# TODAY'S AGENDA

- 1 IPP Portfolio raised to 265 MWp
- 2 Acquisition of EnerVest Belgium
- 3 **CONSTRUCTION STATUS "RIEME" 6.2 MWP**



# Construction Status Rieme 6.2 MWp

Jean-Marie Pfaff mounted the first PV panel on 28.12.2020



*Standing: Stefaan Van Eenoo (General Manager EnerVest Belgium), JM Pfaff, Bart Goossens (Project Developer BE).  
Sitting: Koen Boriau (CFO), Steven De Proost (CEO), Philippe Cornelis (CTO)*

# Construction Status Rieme 6.2 MWp

Jean-Marie Pfaff mounted the first PV panel on 28.12.2020



Capacity: **6,2 MWp**

State: **Belgium**

Site: **Rooftop**

Commissioning: **March 2021**

FIT: **EUR 25/MWh + market price**

**THE LEGENDARY BELGIAN FOOTBALL KEEPER JEAN-MARIE PFAFF (EX-BELGIAN NATIONAL TEAM, EX- BAYERN MÜNCHEN) ACTS AS FROM 01.12.2020 AS THE AMBASSADOR OF 7C SOLARPARKEN.**

- As Ambassador, Mr. Pfaff will mainly fulfil introduction work towards Belgian and German landlords, in their aim to raise corporate sustainability through teaming up with 7C Solarparken, which has recently been recognized as “most outstanding solar power plants operator 2020 in Germany”.
- Banking on its wide expertise in a big market as Germany, 7C Solarparken will now enter Belgium and aims to compete for local market leadership. The **#1** status of his Ambassador is a true inspiration for management and employees.



**7C Solarparken**  
Most Outstanding Solar Power  
Plants Operator 2020 - Germany

**CONTACT**

7C SOLARPARKEN AG  
An der Feuerwache 15  
95445 Bayreuth / Germany  
+49 (0) 921 23 05 57 77  
[www.solarparken.com](http://www.solarparken.com)  
[ir@solarparken.com](mailto:ir@solarparken.com)