

# **Greencoat UK Wind PLC**

### **Interim Results**





### **Important Information**

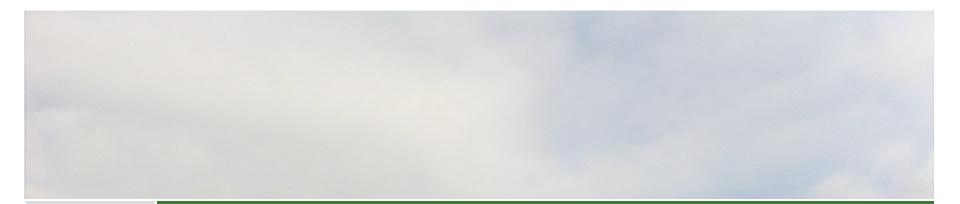
This document has been prepared by Greencoat Capital LLP and Greencoat UK Wind PLC ("**UKW**") solely for use at a presentation in connection with UKW's interim results in respect of the period from 4<sup>th</sup> December 2012 to 30<sup>th</sup> June 2013 (the "**Presentation**"). For the purposes of this notice, the Presentation shall include these slides, the oral presentation of the slides including the answering of any questions following such presentation, hard copies of this document and any other materials distributed at, or relating to, the Presentation.

The Presentation does not constitute or form part of and should not be construed as, an offer to sell or issue, or the solicitation of an offer to buy or acquire, securities of UKW in any jurisdiction or an inducement to enter into any investment activity. No part of this Presentation, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever.

Certain statements made in this Presentation may constitute forward-looking statements. By their nature, forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause actual results, performance or developments to differ materially from those expressed or implied by such forward-looking statements. Accordingly, no assurance is given that such forward-looking statements will prove to have been correct. They speak only as at the date of this Presentation and UKW undertakes no obligation to update these forward-looking statements.

Past performance of UKW cannot be relied upon as a guide to its future performance.

The information and opinions contained in this Presentation do not purport to be comprehensive, are provided as at the date of this Presentation and are subject to change. UKW is not under any obligation to update or keep current the information contained therein.





### 1. Introduction



Simple and transparent business model and investment objective

- Sustainable 6p target dividend
- Escalation target of RPI due to the stability of the support regime
- Reinvestment of dividend cover for real NAV growth
- •No project leverage
- High EBITDA margin provides key downside sensitivity protection
- Upside potential through exposure to power price

• Supportive regulatory framework in an established and growing UK wind market

- Stability of yield
- •Operating assets have **track record** no significant windfarm modelling risk
- •UK asset base for sterling investors no significant currency risk
- •UK domiciled company no tax jurisdiction risk

• Fully invested on day one – no initial yield drag



- Operational and financial performance in line with management expectations
- Cash generation of £10.8 million
- Dividend of 1.5p (£3.9 million) declared; consistent with stated dividend policy
- NAV per share of 100.9p
  - Growth of 3% from IPO NAV of 98p
- Net assets per share of 101.1p
- Team and Board build-out completed; strong blend of experience and skills
- Substantial progress being made on new acquisitions

### Good performance during the first three months



#### **Investment Manager**

Stephen Lilley – Investment Manager

Laurence Fumagalli – Investment Manager

Jimmy Hansson – Operations Director – 20 years operational career managing and servicing turbines with Vattenfall and Vestas

Peter McHale - Finance Director - 20 years experience in financial roles across the banking and fund sector

Connie Lee – Investment Principal - 5 years of renewable investment advisory at CCC preceded by 10 yrs of industrial and banking exp.

Faheem Sheikh – Chartered Accountant - 6 years audit and management consultancy exp. across financial services and property sectors

#### **Independent Non-Executive Board**

Tim Ingram (Chairman) - Investor and experienced chairman – ex Caledonia CEO, Abbey National and ANZ

Shonaid Jemmett-Page (Auditco chair) - Accountant – ex KPMG, Unilever & CDC

Willy Rickett – Policy – ex Director General of DECC

Kevin McCullough – Utility operations - ex-RWE Innogy COO (the Group's renewables business) and RWE npower COO

Dan Badger – currently Hideal Partners and long career in the energy sector with significant experience in wind farm transactions





### **2.** Operational and Financial Performance

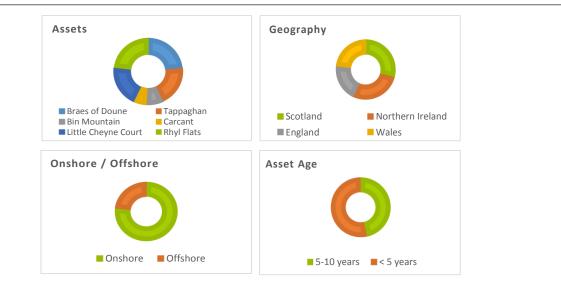


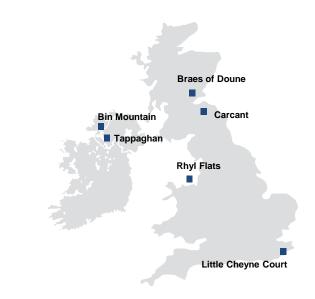
### **Operational Performance**

### **Overview of Assets**

GREENCOAT







- Asset availability on budget
- Power generation 5% above budget
- Hermes GPE LLP introduced to own the other 50% of Braes of Doune (from Centrica)

### Assets performing in line with management expectations at IPO



Net assets of £263.0 million, as of 30<sup>th</sup> June 2013

Cash of £15.1 million, as of 30<sup>th</sup> June 2013

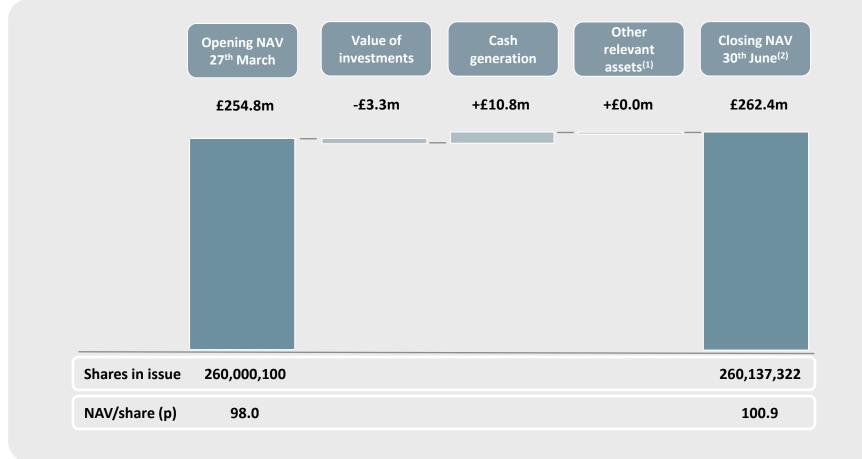
Cash generation of £10.8 million

Profit before tax of £7.6 million

Earnings per share of 2.94p

Dividend of 1.5p (£3.9 million)





(1) Net movement of £20,207 in other relevant assets

(2) Difference to 30<sup>th</sup> June net assets of c.£263.0m arises due to VAT receivable of c.£0.6m





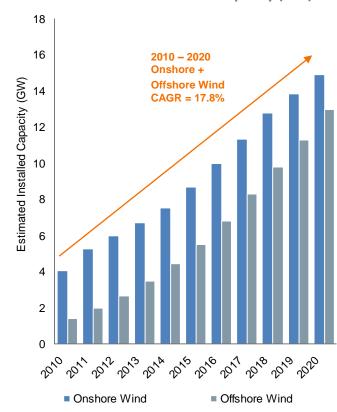
Opportunities to grow	<ul> <li>Utilities seeking long term, like-minded capital to own operating assets in order to recycle capital into their development programmes</li> <li>Utilities not generally writing long-term, fixed price power purchase agreements due to rating constraints</li> <li>UKW is an attractive buyer due to desire for power price exposure</li> <li>UKW is an attractive co-investor as it is capitalised like the utilities</li> </ul>
Low execution risk	<ul> <li>UKW may use acquisition debt and subsequent equity refinancing to buy new on and offshore assets</li> </ul>
Independence and Governance	<ul> <li>No obligation to buy assets from any seller – market pricing</li> <li>Experienced investment management team</li> <li>Board with functional expertise</li> <li>Board approve asset acquisitions</li> </ul>

UKW is an attractive independent buyer for utility sellers and developers needing to recycle capital

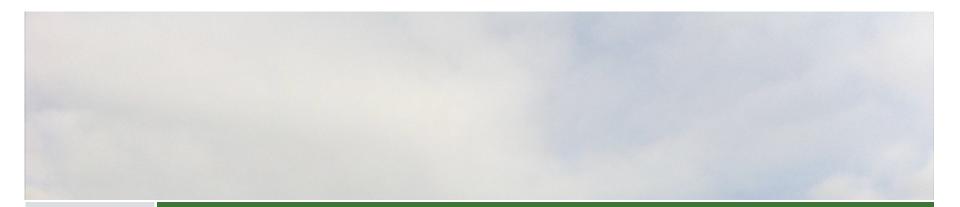


GREENCOAT

- Estimated pool of £35 billion of UK onshore and offshore assets available in the next few years
  - Utilities will be the main source and will need to recycle capital to build
  - Lack of project finance requirement makes UKW utility-friendly
- Substantial progress made on asset acquisitions to supplement seed portfolio
- Finalising acquisition debt arrangements

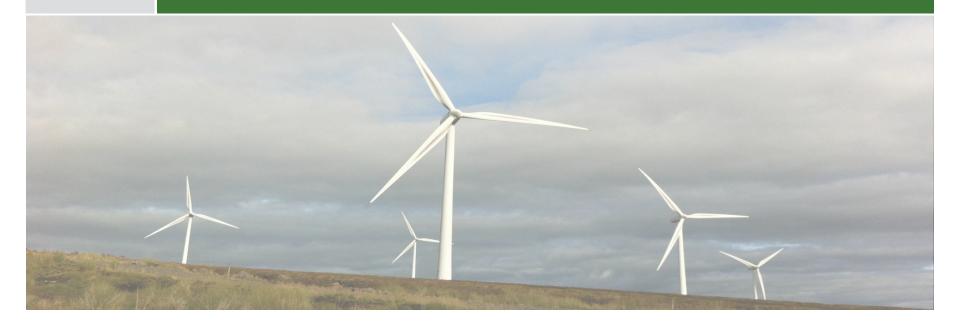


**Estimated UK Installed Capacity (GW)** 





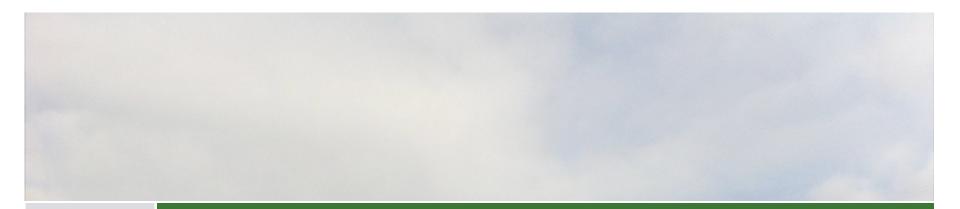
# 4. Summary





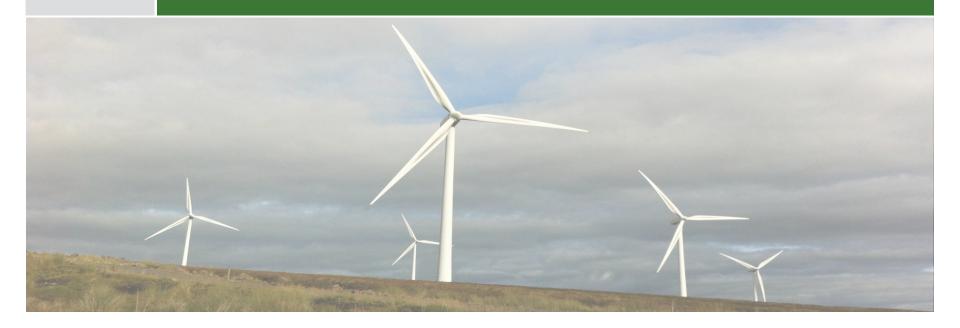
- Operational and financial performance in line with management expectations
- Cash generation of £10.8 million
- Dividend of 1.5p (£3.9 million) declared; consistent with stated dividend policy
- NAV per share of 100.9p
  - Growth of 3% from IPO NAV of 98p
- Net assets per share of 101.1p
- Team and Board build-out completed; strong blend of experience and skills
- Substantial progress being made on new acquisitions

Platform in place to deliver sustainable inflating returns, preserve capital and further growth





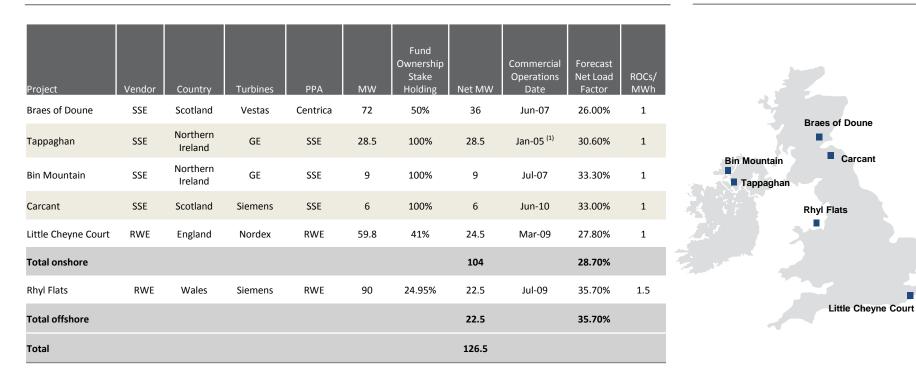
## Appendix A Additional Information





#### **Overview of Assets**

#### **Location of Assets**



(1) Tappaghan extension (9.0MW) commissioned June 2009.