

NEOEN



Renováveis na electrificação de Moçambique

Conferência ALER – 26 de Outubro 2017

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An aerial photograph of a high-voltage power line tower. The tower is a complex structure of metal beams and insulators, with several parallel power lines extending from it across a clear, bright blue sky. The lines are supported by a series of insulators that appear as small, dark, rectangular blocks along the length of the cables. The perspective is from a low angle, looking down at the tower and the lines as they stretch away into the distance.

Neoen in a few words

Key figures



1,281 MW
Installed
and forthcoming capacity



€187 million
Forecast revenue
per annum



**N°1 independent energy
specialist**
in France



Worldwide operations
On four continents



€1.5 billion
already invested



3,000 MW
The goal for 2020

Installed and forthcoming capacity



1,281 MW

Installed and forthcoming capacity



672 MW

solar



488 MW

wind



106 MW

storage



15 MW

biomass

Financial elements



€84 million
Revenue 2016



€53.7 million
2016 EBITDA



€1.5 billion
Invested since 2008



Another €2 billion
to be invested by 2020

What we do



A four-pronged integrated business model



Development

The technical, economical and environmental feasibility of each project is determined during the development stage via surveys of potential, soil and environmental impact. A designated project manager liaises with the parties concerned, including local residents and authorities.



Finance

We finance our projects with a combination of capital and long-term borrowing. Our policy is to involve local financial institutions in our projects. Our own capital increases regularly and constitutes a solid foundation enabling us to make long-term investments.



Construction

As a responsible construction project manager, we are directly involved in the construction work for the power plants we operate. We ensure that each plant is a sustainable asset, with a life span of several decades. As far as possible, we use the services of local businesses.



Operations

We take the utmost care of our power plants and ensure they are always in excellent working order. Our specialists supervise operations and undertake maintenance whenever necessary. In some markets, we also supply electricity.



Our sectors

Our sectors



Solar power

We develop solar photovoltaic plants all over the world and are proud to play a part in the growth of solar power as a source of energy. Having initiated and managed the project, we now operate the most powerful solar park in Europe.



Wind

We are pursuing growth in this field in France and in Australia where we are setting new benchmarks in terms of competitive pricing. We have a number of assets in this sector and a large array of ongoing projects.



Storage

Storage is a vital element in smoothing the intermittence of natural energy sources and in balancing the power supply to grids. We are leading the way in storage development. Recent projects include the largest storage system in the world (in Hornsdale, Australia) developed in partnership with Tesla.



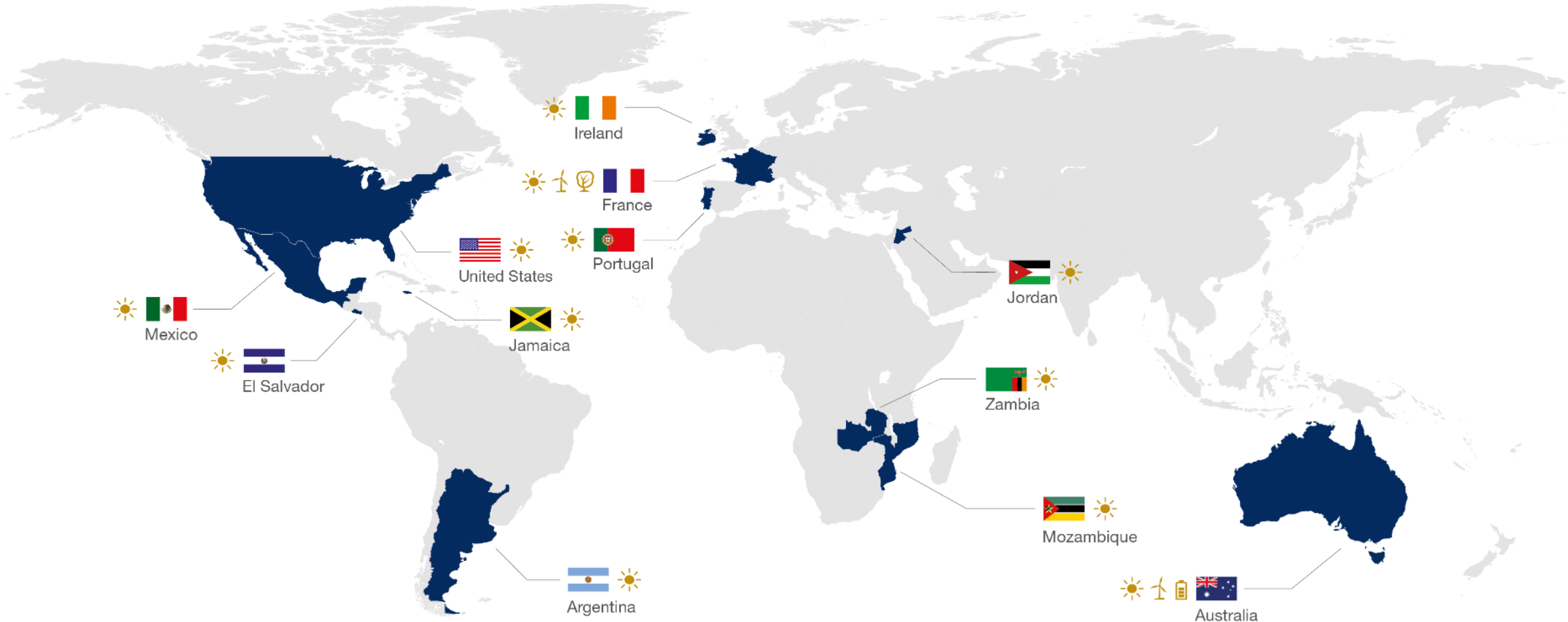
Biomass

We operate a biomass cogeneration plant in France, combining 15 MW of electrical power with 50 MW of heat. The resulting steam is used in industrial processes and helps keep manufacturing costs under control.

A white three-bladed wind turbine stands on a hill, with its blades extending outwards. The background is a clear, bright blue sky. The bottom of the image shows the dark silhouette of trees and foliage.

Where we operate

International operations



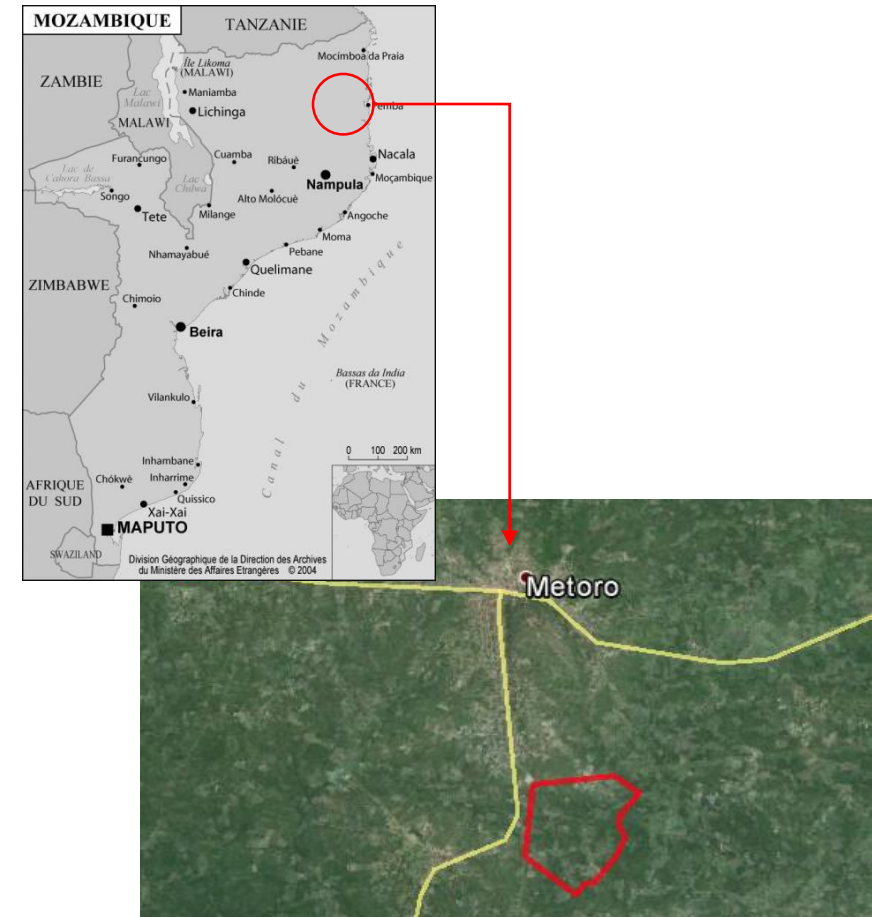
An aerial photograph of a solar farm. The solar panels are arranged in long, parallel rows that curve across a green, grassy field. The panels are dark and reflective, showing some glare. The rows are separated by narrow paths of grass. The overall scene is bright and clear.

Neoen's Mozambican experience

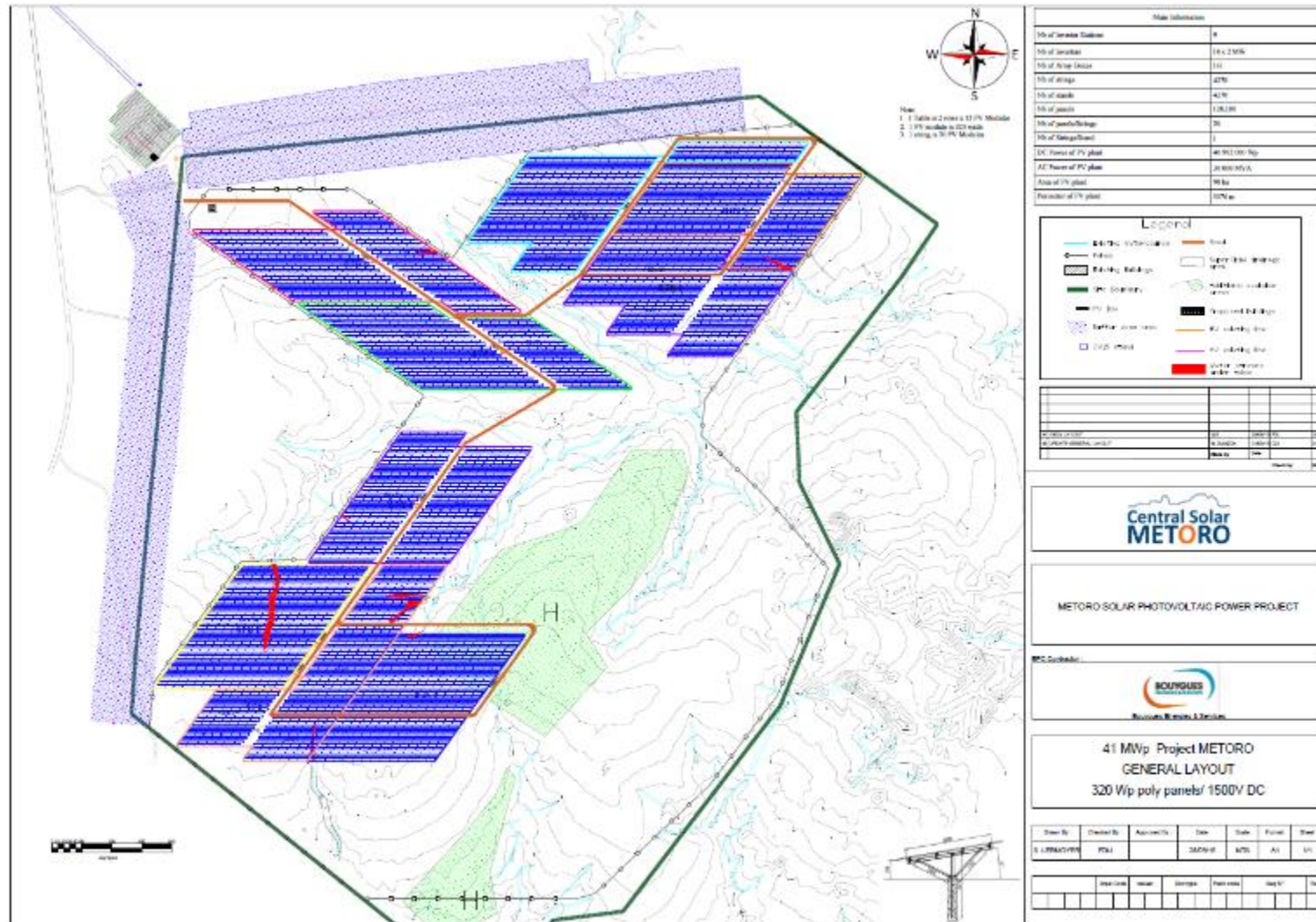
The Central Solar Metoro project – 41 MWp



- A project under development since 2013
- 138ha land indicated by the local authorities, located next to EDM's Metoro substation
- A licensing at an advanced stage (DUAT obtained, Environmental impact study approved etc.)
- Co-investment between EDM and Neoen
- Key Technical Parameters
 - Capacity: 41 MWDC (30 MWAC of injection)
 - Fixed Tilt Structure
 - Polycrystalline PV modules
 - Yield: 1675 kWh/kWp/year
 - Annual production: 68 GWh
 - Total investment of approx. USD 51,1 m
- Financing process ongoing with AFD/Proparco
- FC expected S1 2018 – COD S1 2019



Indicative preliminary design



Some key findings



- Main barriers / difficulties:
 - Political context and uncertainties... how to give comfort to the investors and lenders?
 - New project = new challenges (connection to the grid & grid code, tax regime applicable? applicable law?)
 - Time is money...
- Recommendations for actions:
 - Closing of the first projects
 - Clarification of the applicable laws & tax regime
 - More comfort on the management of the currency risk
 - Continuation of the current EDM's dynamic/strategy to comfort the lenders on EDM's health for the coming years



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Obrigado

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