

## PRESS RELEASE

### TOZZI GREEN APPROVES THE CONSOLIDATED RESULTS FOR FINANCIAL YEAR 2021

- **Revenues of € 73.8 million, EBITDA of € 38.5 million, net profit of € 9.3 million, Net Financial Position (NFP) of € 166.2 million, NFP/EBITDA ratio of 4.3x.**
- **The EBITDA/Revenues ratio rose to a new all-time high of 52%.**
- **Foreign sales accounted for more than 43% of total sales.**
- **Plant portfolio increased by 67.4 MW (+57%) thanks to greenfield projects and acquisitions in all the Group's main markets (Italy, South America, and Africa).**
- **Significant investments of around € 50 million planned for 2022 to complete construction and bring into operation several new plants worldwide.**

*Mezzano (RA), 06th April 2022* - The Shareholders' Meeting of the Tozzi Green Group, one of Italy's leading renewable energy groups and one of the world's leading players in rural electrification, approved the 2021 consolidated financial statements.

The Group closed the year with **consolidated revenues of € 73.8 million**, down from € 88.3 million in 2020. The decrease in revenues, widely anticipated in the Group's plans, is attributable to lower revenues from rural electrification activities in Peru. In fact, as a result of the IFRIC 12 accounting standard to be applied to the initiative, the initial phase of the project, during the supply and installation period (which mainly took place in 2018 and 2019), recorded higher revenue recognition than the maintenance and management phase, which will continue for the next 12 years. However, the cash flow, as set out in the tender, will remain stable for the entire 15-year period.

**EBITDA** amounted to **€ 38.5 million** (equal to 52% of consolidated turnover - **a new all-time high for the group**). **Net profit was € 9.3 million** compared to € 4.5 million in 2020.

Foreign turnover amounted to 43% of total turnover, broken down as follows: Italy € 41.7 million (57%), South America € 19.5 million (26%), and Africa € 12.5 million (17%).

Energy production from renewable sources contributed 60% of turnover, rural electrification contributed 26%, and corporate services (which include Operation & Maintenance and Asset Management activities for owned or third-party plants and the agricultural branch) 14%.

In 2021, the Group launched several greenfield projects and made acquisitions of new plants for a total of 67.4 MW, which in 2022 will **increase the Group's total capacity from 118.56 MW (in 2021) to 186 MW (+57%) and 222,000 photovoltaic power kits installed.**

Specifically, the rural electrification project in Peru, for which the Group won **an international government tender to bring autonomous electricity to rural areas not connected** to the national electricity grid, saw **further growth at the beginning of 2021 thanks to the award** of more than 14,000 new photovoltaic power kits that will bring **the total number of kits installed to 222,000** and provide energy to nearly 1,000,000 people and 3,000 health and energy facilities.

Also in early 2021, the Group commenced construction on a new 11.8-MW solar power plant in Tinogasta (Argentina) and connected it in March 2022.

In July 2021, the Group signed an agreement with Asja Ambiente for the construction, commissioning, and subsequent purchase of 2 wind farms with total capacity of 17.6 MW.

In September 2021, the subsidiary Solarwind 2 S.r.l. was awarded a GSE tariff for a new 10-MW wind farm in the municipality of Mazzarino (Caltanissetta), which is expected to be constructed in 2022.

In March 2022, the 28-MW Mahitsy Hydro hydroelectric plant in Madagascar was also put into operation.

In 2022, the Group **will implement a major investment plan**, amounting to around € 50 million, **to complete and place into operation new plants** in Italy and South America.

Andrea Tozzi, CEO of Tozzi Green, stated: *“The 2021 financial year was a year of very intense growth for us in total capacity worldwide, and in 2022 we will need to complete our investment plan to bring all the projects we have started into operation as soon as possible.*

*We continue with our very ambitious internal growth plan focused on the design and commissioning of new greenfield plants in every major region of the world where we operate, while at the same time we are always considering possible acquisitions that will allow us to continue to increase our installed capacity worldwide.*

*I am convinced that the current situation in the energy sector has made it clear that the only chance Italy has of becoming truly more autonomous in the sector is by developing renewable energies on a large scale, as both the International Energy Agency and the European Commission have recently suggested. The current crisis has also made the public more aware of the urgent need to help reduce dependence on natural gas and, at the same time, to continue to invest in the fight against climate change.*

*We are, therefore, even more confident that we will soon be able to obtain the necessary permits from the Government to put into operation new plants with a capacity of over 200 MW also in Italy, for which we have been awaiting the green light for years.*

*It is crucial to move decisively into the implementation and start-up phase of the new projects because, unfortunately, in recent months the new installed capacity has still been marginal compared to the approximately 8 GW per year envisaged by the Government and by European commitments, unlike what is occurring instead in large European countries, in the US, and in China.*

*An enormous concrete effort is needed in the authorisation process if we are to even come close to the target set by the Ministry of Economic Development in May 2019 of 33% of domestic energy needs being met by renewable energy plants by 2030 (we are currently at 18%), which implies adding 70 GW of new power.*

*I have always been convinced that great opportunities can arise from great crises: allowing families and businesses to save several billion euros by reducing the impact of natural gas on their bills and making our country more energy independent is, I believe, a feasible project.”*

## **Tozzi Green**

Tozzi Green is one of Italy's leading renewable energy groups and one of the world's leading players in rural electrification. The Group has been operating worldwide for over 30 years developing plants for the generation of energy from renewable sources and is the only one that completely and horizontally integrates the entire supply chain (Development, EPC, O&M) for all plants from renewable energy sources (RES): hydroelectric, wind, photovoltaic, and biogas. Consolidated revenues in 2021 amounted to € 73.8 million, EBITDA € 38.5 million, and net profit € 9.3 million. At the end of 2021, the Group owned plants in Italy and worldwide and qualified interests with total capacity of 118.56 MW, which will increase by 57% (186 MW) in 2022, and has installed 222,000 photovoltaic power kits.

*For further information:*

*Tozzi Green*

*Grazia Ramponi*

*Ph.: 0544 525215*

*E-mail: grazia.ramponi@tozzigreen.com*

*Moccagatta Associati*

*Ph.: 02 8645.1695 / 02 8645.1419*

*E-mail: segreteria@moccagatta.it*