



GRUPPOFALCK

# FALCK RENEWABLES

## ENDLESS ENERGIES WITH A LONG HISTORY

**FAMILY OFFICE INVESTOR DAY**



Milano, Sala Convegni Intesa Sanpaolo - 8 marzo 2012

## OUR ACTIVITIES



Waste  
to energy

Biomass  
energy

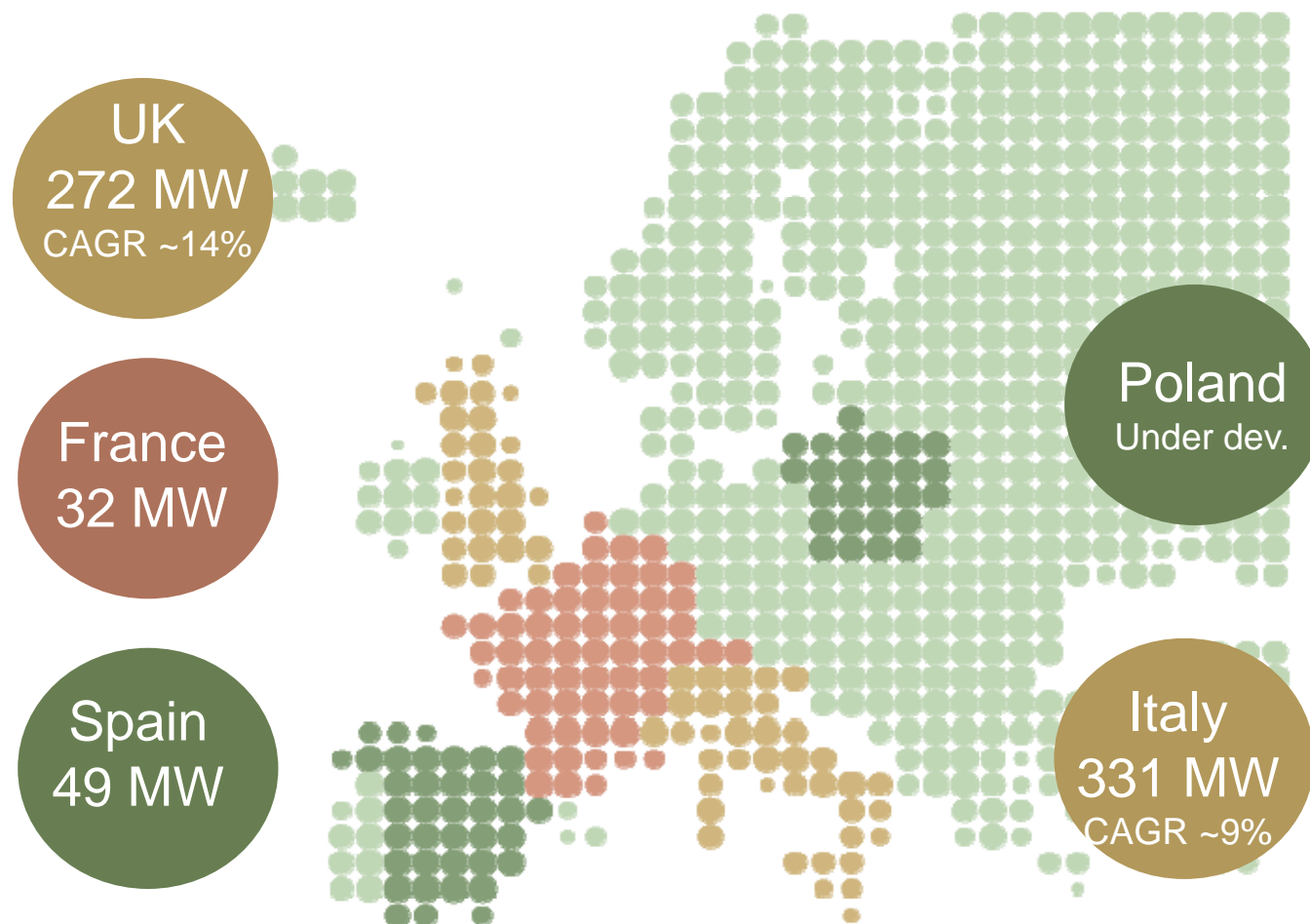
Wind  
energy

Solar  
energy

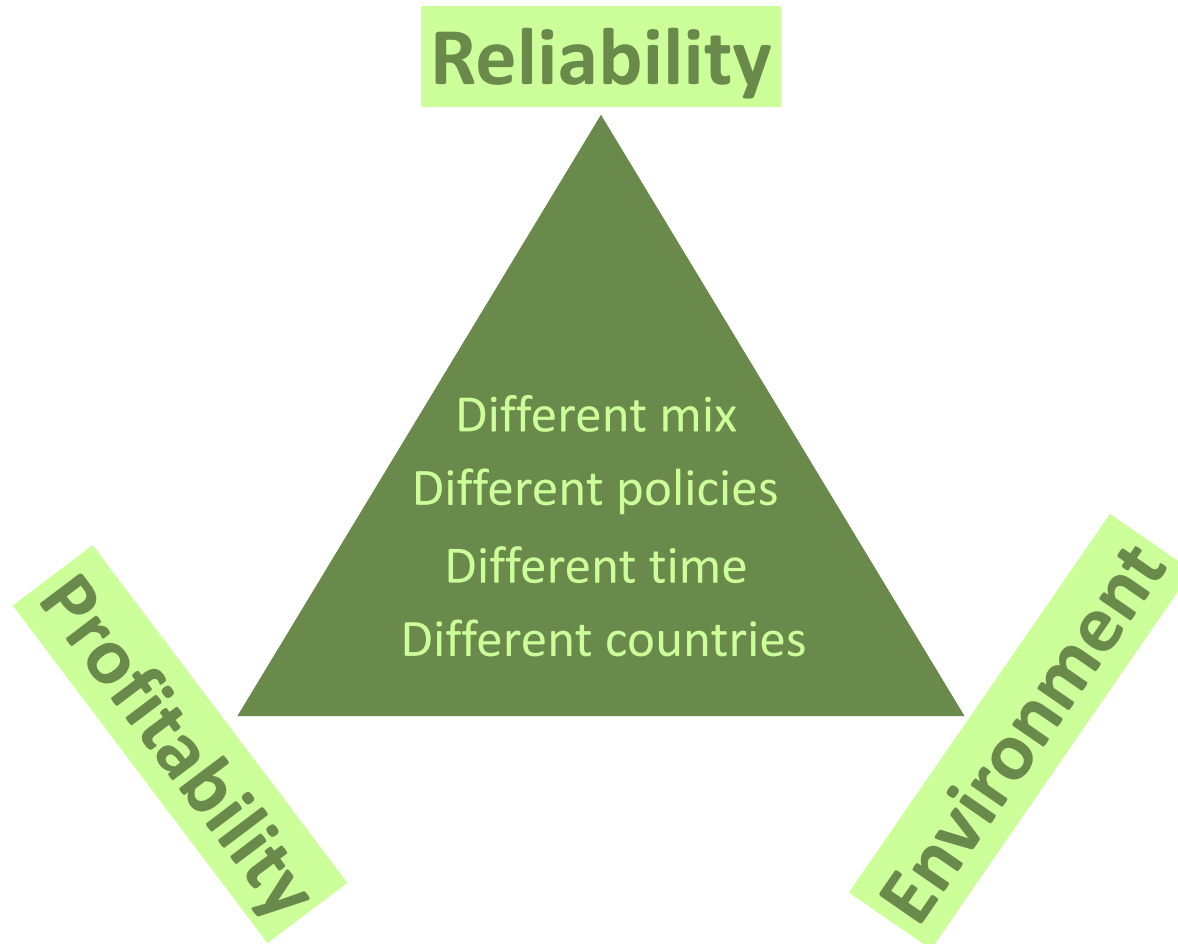
Waste  
treatment



## OUR PRESENCE IN EUROPE



**ENERGY ISSUES**



## RECENT ACHIEVEMENTS

IN HOUSE

SUPERVISION



- 🌐 2.000 MW approx. of projects under development
- 🌐 New approach to biomass and waste plants

- 🌐 Euro 600 mio approx.: 2010 total pro-forma PF negotiated
- 🌐 Euro 230 mio PF accomplished for Buddusò and Alà dei S. wind farm
- 🌐 Euro 47 mio PF for 3 Sicilian solar plants

- 🌐 From 498 MW in 2010 to 684 MW in 2011: + 37%
- 🌐 Full revamping of a 14 MW biomass plant
- 🌐 Biggest wind farm in Italy 138MW completed in 30 months

- 🌐 8.200 approx. operating hours in Trezzo w-t-e plant during 2010
- 🌐 500.000 ton/y approx. of waste treated during 2010
- 🌐 1.100.000 MWh approx.: 2010 pro-forma production
- 🌐 Operation of plants for third parties

Achievements are the result of a tight integration of the activities throughout the value chain that allows FKR to mitigate risks and capture contingent opportunities

## FINANCIAL HIGHLIGHTS

€ millions

	Combined Entity			Target	Combined Entity	
	2008	2009	2010	2011	9 months 2010	9 months 2011
Revenues	152	185	185		132	169
EBITDA	72	96	95	>130	71	94
<i>% on sales</i>	47%	52%	51%		53%	55%
EBIT	48	56	48		38	58
<i>% on sales</i>	31,4%	30,4%	25,9%		29,0%	34,6%
MW	378	454	498	684	480	546

**THANK YOU**

**For further information:**

**[www.falckrenewables.eu](http://www.falckrenewables.eu)**

**[comunicazione@falckgroup.eu](mailto:comunicazione@falckgroup.eu)**