

# THEOLIA

## 2010 first half results

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- This presentation includes forward-looking statements. Such forward-looking statements are not guarantees of future performance. These statements are based on management's current expectations or beliefs and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements, including the risks described in the documents filed by THEOLIA with the Autorité des marchés financiers (the "AMF") and available on the AMF website (www.amf-france.org) and THEOLIA website (www.theolia.com), to which investors are invited to refer. THEOLIA does not undertake, nor does it have any obligation, to provide updates or to revise any forward-looking statements.
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### Key highlights over the period

- $\downarrow$  Sale of 2 wind farms in operation in Germany: 55.5 MW and 4.5 MW
- Project financing implemented for a 30 MW project in Italy and sale of 39% stake in this project
- ↓ Implementation of financial restructuring plan
  - → Success from the general meetings of both bondholders and shareholders
  - ↓ Launch of the capital increase, fully subscribed in July 2010





Consolidated financial statements as of June 30, 2010

↓ Operational update as of June 30, 2010



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### Consolidated income statement

| (in million euros)                   | H1 2010 | H1 2009 | FY 2009 |
|--------------------------------------|---------|---------|---------|
| Revenue                              | 115.8   | 104.9   | 328.6   |
| EBITDA <sup>(1)</sup>                | (1.4)   | 25.4    | 49.6    |
| Current operating income             | (6.4)   | 10.5    | 27.7    |
| Operating income                     | (8.2)   | 2.0     | 32.2    |
| Financial result                     | (19.1)  | (14.9)  | (30.8)  |
| Net income from continued activities | (23.7)  | (11.2)  | (11.7)  |
| Net income                           | (24.2)  | (14.1)  | (21.1)  |

(1) EBITDA = current operating income + amortization + non operational risk provisions.



### **Composition of revenue**

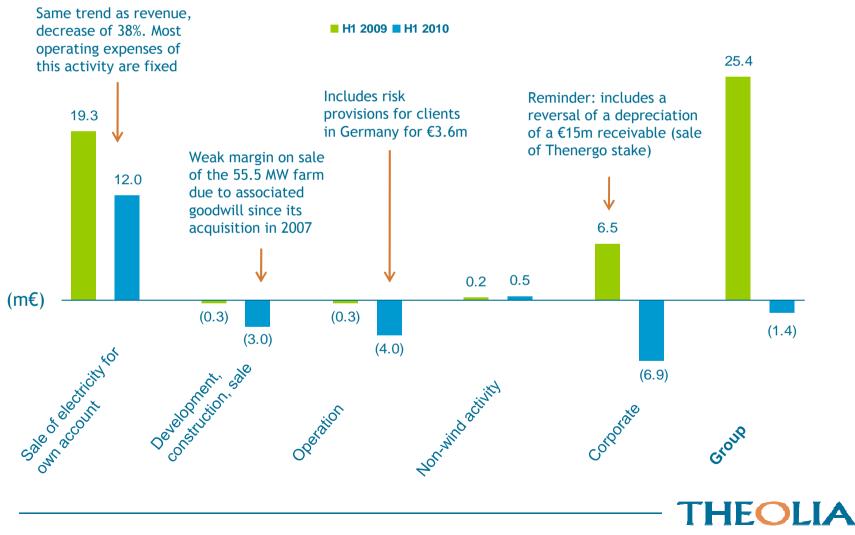
|                    | Wind activities                     |                                       |           |                      |                       |
|--------------------|-------------------------------------|---------------------------------------|-----------|----------------------|-----------------------|
| (in million euros) | Sale of electricity for own account | Development,<br>construction,<br>sale | Operation | Non-wind<br>activity | Consolidated<br>total |
| H1 2010            | 18.6                                | 77.1                                  | 19.3      | 0.8                  | 115.8                 |
| H1 2009            | 27.7                                | 57.2                                  | 19.1      | 0.9                  | 104.9                 |
| Change             | - 33%                               | + 35%                                 | + 1%      | - 13%                | + 10%                 |

Increase of 35% in Development, construction, sale activity following sale of 60 MW of operating capacity in Germany

- Decrease in Sale of electricity for own account activity mainly due to the reduction of installed capacity for own account (from 421 MW as of June 30, 2009 to 267 MW as of June 30, 2010, a decrease of 37%)
- Operation activity stable: the increase in installed capacity managed for third parties (from 329 MW as of June 30, 2009 to 518 MW as of June 30, 2010) has been offset by negative impact of unfavorable weather conditions in Germany at the beginning of 2010



### EBITDA breakdown by activity



### From EBITDA to operating income (1/2)

| (in million euros)         | H1 2010 | H1 2009 |
|----------------------------|---------|---------|
| EBITDA <sup>(1)</sup>      | (1.4)   | 25.4    |
| Amortization               | (3.4)   | (12.9)  |
| Depreciation/provisions    | (3.2)   | (2.0)   |
| Impairment (IAS 36)        | -       | (8.8)   |
| Other non current expenses | (0.3)   | 0.3     |
| Operating income           | (8.2)   | 2.0     |

(1) EBITDA = current operating income + amortization + non operational risk provisions.



### From EBITDA to operating income (2/2)

- → Sharp decrease in amortization due to sales of farms, but especially due to change in accounting method applied since September 1, 2009
  - → Farms held for sale amortized over 4 years => no amortization beyond that period
  - → If estimated sales price > net accounting value => no amortization
  - → Only farms not held for sale retain amortization over their lifetime
  - Amortization stopped for a large portion of wind farms in operation
- ↓ No impairment (as per IAS 36) in H1 2010 (versus €8.8m as of H1 2009)
- ↓ Cumulative impact of operational provisions and provisions for loss of value: €3.2m



### Financial result

| (in million euros)  | H1 2010 | H1 2009 |
|---|---------|---------|
| Net interest on loans   | (12.3)  | (14.3)  |
| OCEANE (convertible bond)   | (7.5)   | (6.7)   |
| Wind farms in operation   | (4.1)   | (5.9)   |
| THEOLIA Naturenergien GmbH  | (0.6)   | (1.4)   |
| Other   | (0.1)   | (0.3)   |
| Interest rate swaps   | (4.5)   | (1.2)   |
| Deconsolidation of goodwill allocated to loan related to the 55.5 MW farm sold in Germany | (2.6)   | -       |
| Other financial income/expenses   | 0.3     | 0.6     |
| Financial result  | (19.1)  | (14.9)  |



### Financial structure

| (in million euros)             | June 30, 2010 | December 31, 2009 |
|--------------------------------|---------------|-------------------|
| Goodwill                       | 79.5          | 79.5              |
| Tangible and intangible assets | 345.4         | 411.7             |
| Other assets                   | 174.2         | 158.1             |
| - Financial debt               | 454.4         | 490.5             |
| + Cash and cash equivalents    | 78.6          | 94.4              |
| - Other liabilities            | 94.3          | 104.6             |
| Shareholders' equity           | 128.9         | 148.7             |



### Debt structure

| (in million euros)  | June 30, 2010 | December 31, 2009 |
|---|---------------|-------------------|
| Financial debt  | (222.1)       | (267.2)           |
| of which project financing, non-recourse or with limited recourse to parent company | (206.5)       | (238.7)           |
| of which corporate lines of credit  | (15.6)        | (28.5)            |
| Convertible bond <sup>(1)</sup>   | (221.5)       | (218.7)           |
| Other financial liabilities   | (10.7)        | (4.5)             |
| of which financial instruments or derivatives<br>(swaps)                            | (8.2)         | (4.5)             |
| Fotal financial debt  | (454.4)       | (490.5)           |
| ash and cash equivalents  | 78.6          | 94.2              |
| Current financial assets  | -             | 0.2               |
| Total cash  | 78.6          | 94.4              |
| Net financial debt  | (375.8)       | (396.1)           |
|   |               |                   |

(1) The stated amounts correspond to the debt component of the convertible bond.



### Cash position

| (in million euros)   | June 30, 2010 | December 31, 2009 |
|----------------------|---------------|-------------------|
| Pledged cash         | 22.0          | 24.9              |
| Reserved cash (SPV)  | 16.7          | 16.5              |
| Free cash (holdings) | 39.9          | 52.8              |
| Total net cash       | 78.6          | 94.2              |

#### ↓ Pledged cash

Cash the SPV (Special Purpose Vehicle) or the holdings cannot freely use for current transactions. Mainly corresponds to amounts pledged to the benefit of banks

#### → Reserved cash

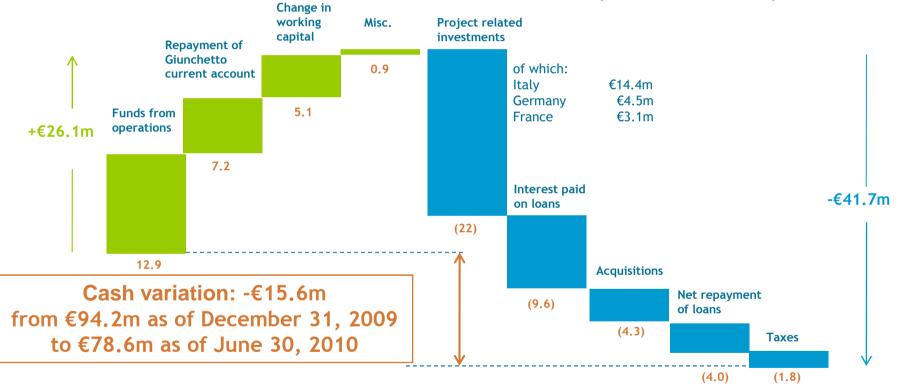
Freely usable by the SPV to finance its operating expenses but subject to limitations with regard to upstream transfers to holdings

#### $\perp$ Free cash

May be used at any time by the Group



### Cash flow



#### (in million euros)



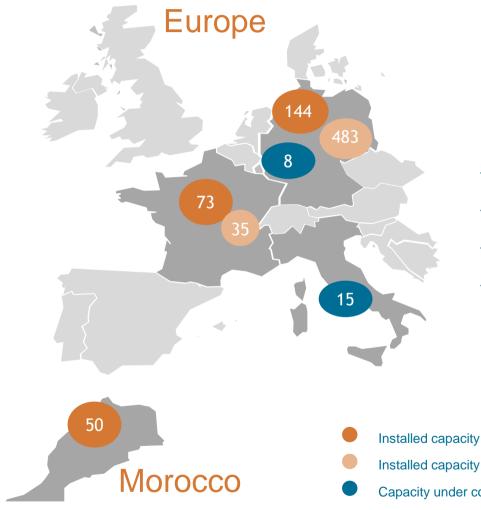


↓ Consolidated financial statements as of June 30, 2010

Uperational update as of June 30, 2010



### A significant base of installed capacity



#### Installed capacity in operation

| (in MW)       | June 30, 2010 | December 31, 2009 |
|---------------|---------------|-------------------|
| Own account   | 267           | 322               |
| Third parties | 518           | 458               |
| Total         | 785           | 780               |

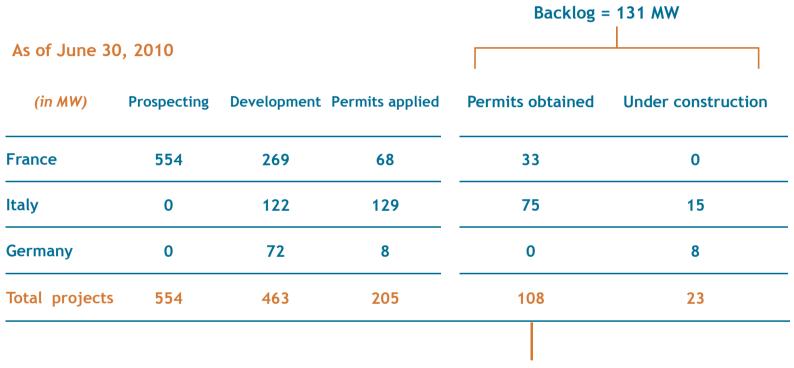


- Installed capacity managed for 3rd parties: 518 MW
- Capacity under construction: 23 MW

Figures as of June 30, 2010. Net capacity, excluding third party ownership.



### Strong pipeline in core markets



Project financing in process of being implemented



### Financial means to support growth

↓ Capital increase => increase in cash position

→ For financing equity in backlog projects

L Convertible bond restructuring => improved balance sheet

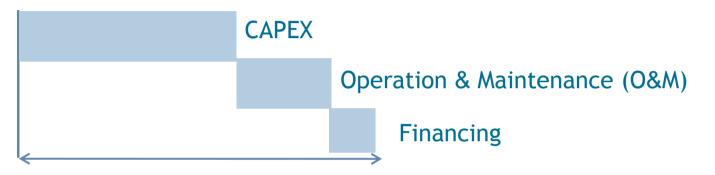
→ Improved access to project financing

→ Better lending terms



### Build an industrial Group

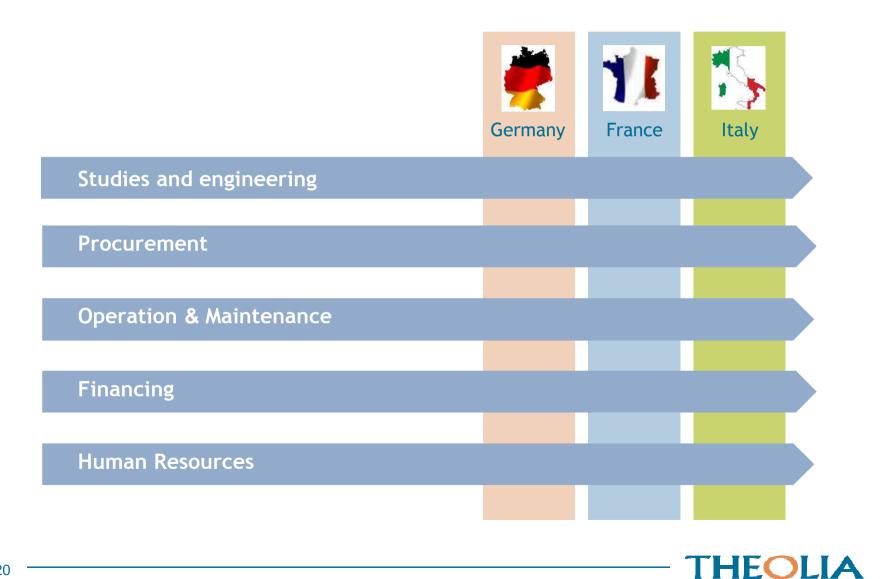
Total cost of a wind farm investment over its lifetime



- Move from a Holding with operational subsidiaries structure towards an industrial Group with appropriate processes
- → Pool expertise and make it available at a lower cost in each country location
- → Pursue cost reductions
- $\bot$  Focus allocation of resources on projects with highest returns



### The future pooling of our expertise





### Thank you for your attention

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