## Third Quarter 2024 Financial & Operating Results Analyst & Investor Briefing

7 November 2024



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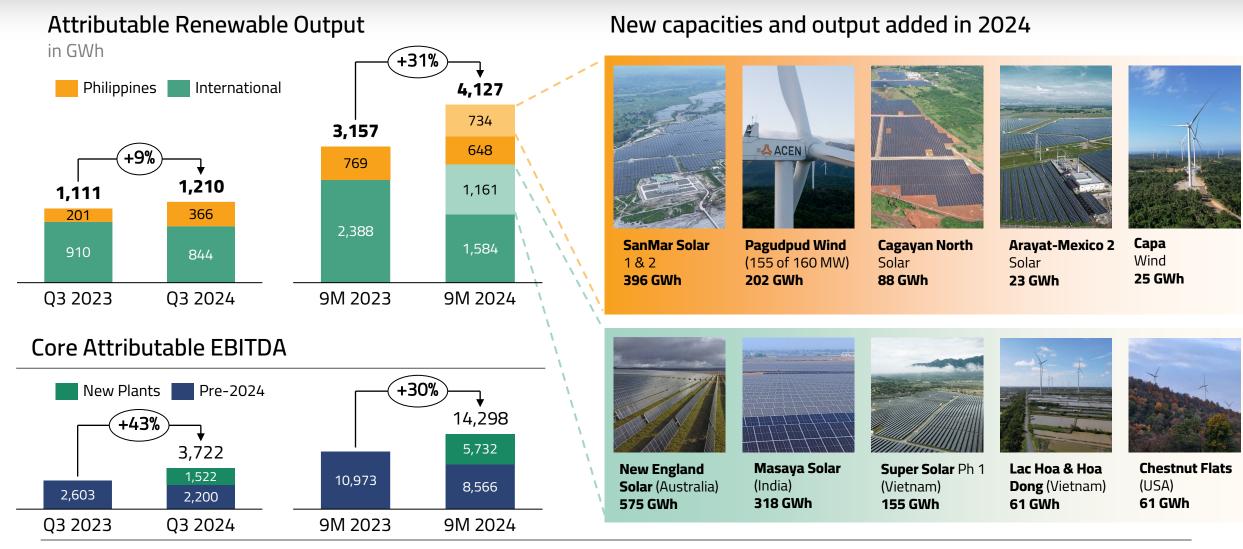
## Performance Highlights 9M 2024

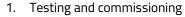


- Continued strong financial performance YoY:
  - Net income +24% to ₱8.14 Bn
    - Q3 NIAT at ₱1.85 Bn, -21% from Q3 2023
  - Core attributable EBITDA +30% to ₱14.3 Bn
    - Q3 at ₱3.7 Bn, +42% from Q3 2023
- Net D/E ratio of 0.62 amid continued cash deployments to fund growth
- 31% year-over-year growth in renewables output with new solar and wind farms that have started operations in 2024
- Q3 output in line with annual seasonality in PH and Australia; low wind season in all geographies
- Sustained net seller position in the Philippines at 663 GWh, up 35% YoY
- Gain in Q3 of ~₱1.0 Bn from acquisition of AREIT shares (considered an asset exchange); year-to-date, one-off gains stand at ~₱2.5Bn



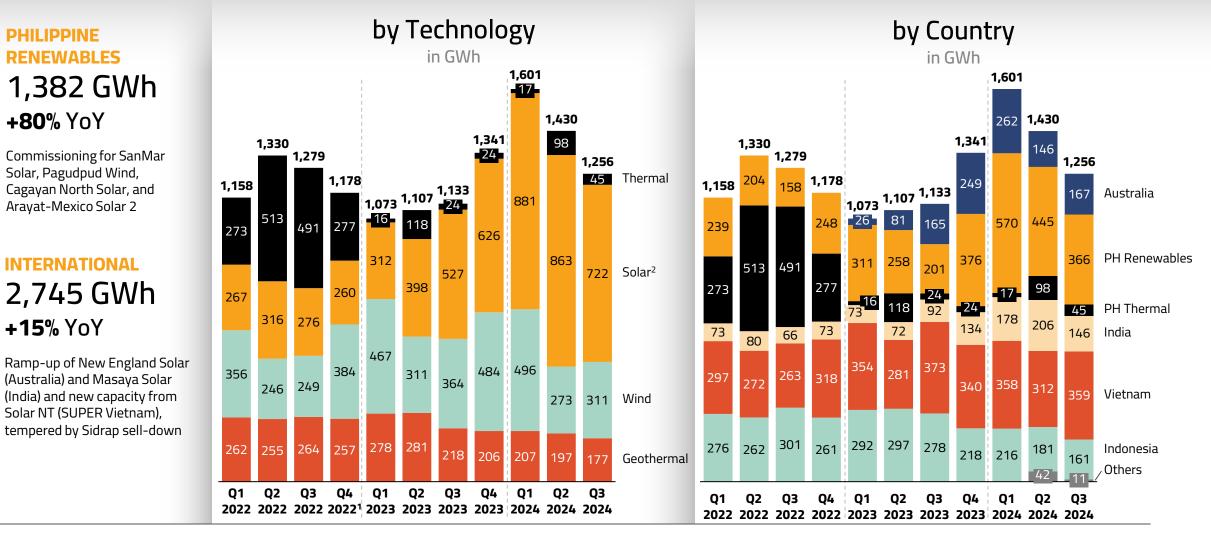
## New plants made up 46% of RE output, 40% of Core Attr. EBITDA





## Attributable Renewables Output 9M 2024 +31% YoY

YTD RE generation output reached 4,127 GWh; seasonal solar decline drove down Q3 output





1.

## Core Attributable EBITDA 9M 2024 +30% YoY

Strong operating performance with continued capacity ramp-up

	in million PHP	9M 2023	9M 2024	Change
Α	Revenue	28,650	28,085	-2%
В	Cost and expenses	(31,119)	(24,870)	-20%
С	Depreciation and amortization	1,228	1,741	+42%
D	Provision for impairment	2,683	808	-70%
E	Equity in net income of associates and joint ventures	1,560	1,101	-29%
F	Interest income - investment in redeemable preferred shares and convertible loans <sup>1</sup>	2,357	2,270	-4%
G	Value realization	1,216	2,499	+106%
Н	Interest income - accounts and other receivables	1,805	1,692	-6%
	Statutory EBITDA	8,380	13,326	+59%
Е	Equity in net income of associates and joint ventures	(1,560)	(1,101)	-29%
F	Interest income - investment in redeemable preferred shares and convertible loans <sup>1</sup>	(2,357)	(2,270)	-4%
	Attributable EBITDA from associates and joint ventures	9,351	8,534	-9%
	Attributable EBITDA	13,994	18,489	+32%
G	Value realization	(1,216)	(2,499)	+106%
Н	Interest income - accounts and other receivables	(1,805)	(1,692)	-6%
	Core Attributable EBITDA	10,973	14,298	+30%
	Net income after tax att. to equity holders of the parent company	6,566	8,144	+24%

A: Revenue - From subsidiaries in Philippines and Australia

B: Cost and Expenses - Includes Cost of sale of electricity and general & admin expenses (GAE)

C: Depreciation - Includes power plant depreciation under costs and expenses, and nonplant depreciation under GAE

D: Provision for impairment - Non-cash expense

E: Equity in net income of associates and joint ventures - Share in net income after tax in noncontrolled investees; ownership based on common interest

F: Interest Income – investment in redeemable preferred shares and convertible loans – Coupons on investments in redeemable preferred shares and convertible loans in non-controlled investees

**G: Value realization –** Cash gain from sale of assets; reflects reduction of stake in Mui Ne in Vietnam, full divestment of Sidrap Wind, and gain from acquisition of AREIT shares

H: Interest Income – accounts and other receivables – Earnings from project bridge financing and partner loans

1. Interest income on other financial assets at amortized cost are coupons from redeemable preferred share investments of the Group in operating



## Consolidated Income Statement 9M 2024

Mapping key items in EBITDA computation

	in million PHP	9M 2023	9M 2024 (	<u>Change</u>			9M 2023 9	<b>9M 2024</b>	Change
	Revenues					Other Income (Charges)			
	Revenue from sale of electricity	28,408	27,623	-3%		Interest and other financial income			
	Rental income	52	52	+1%			906	735	-19%
	Dividend income	-	126	-		Cash in banks and short-term deposit			
	Other revenues	190	284	49%	Н	Accounts and notes receivable	1,805	1,692	-6%
А		28,650	28,085	-2%	F	Investments in redeemable preferred shares and	2,357	2,270	-4%
	Costs and Expenses					convertible loan			
	Cost of sale of electricity						5,067	4,697	-7%
	Cost of purchased power	(21,764)	(16,172)	-26%					
С	Depreciation and amortization	(896)	(1,324)	+48%		Interest and Other Finance Charges	(1,342)	(2,124)	+58%
	Fuel	(1,289)	(991)	-23%					
	Others	(1,244)	(1,589)	+28%		Other Income - Net			
		(25,193)	(20,075)	-20%	G	Gain on asset disposal <sup>1</sup>	1,216	2,387	+96%
	General and administrative expenses					Others	3,979	293	-93%
	Personnel costs, management and professional	(2,057)	(2,288)	+11%			5,195	2,680	-48%
D	fees Descriptions for immediate and		(000)	7.0%		Income (loss) before income tax	8,011	9,570	
D	Provision for impairment	(2,683)	(808)			Provision for (benefit from) income tax	300	-	+101%
C	Depreciation and amortization	(332)	(417)						
	Others	(854)	(1,281)			Net income (loss)	7,711	8,966	
		(5,926)	(4,794)	-19%		Non-controlling interests	(1,145)	(822)	-28%
В	Total Costs and Expenses	(31,119)	(24,870)	-20%		Net income after tax att. to equity holders of the parent	6,566	8,144	+24%
Е	Equity in net Income of associates and joint ventures	1,560	1,101	-29%		company			

1. ₱389 Mn of cash value realization from partial sale to Acciona Energia of ACEN's loan to The Blue Circle's Mui Ne Wind project in Vietnam and ₱1 Bn net proceeds from divestment of Sidrap Wind



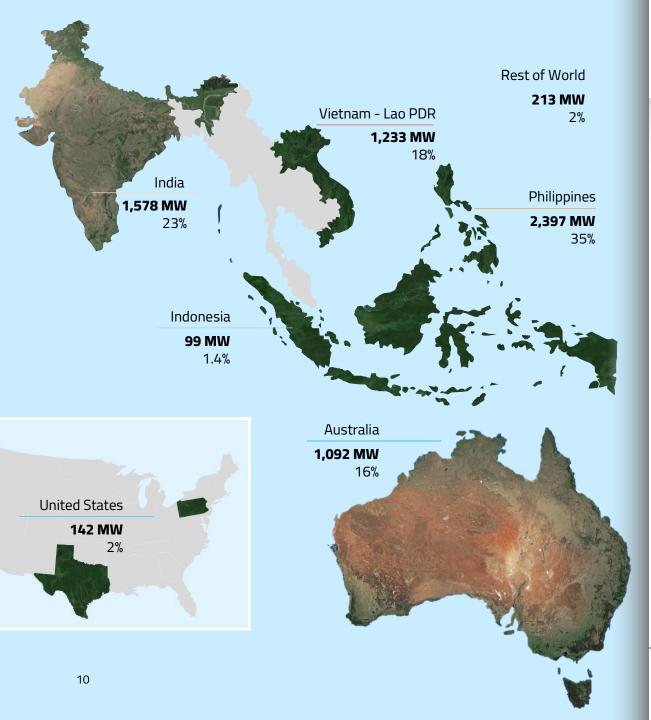
## Consolidated Income Statement 9M 2024

Adjustment in trading protocol for 2024 reflected in revenues and costs; no material impact on NIAT

		Proforma							
	in million PHP	9M 2023	9M 2024 (	Change					
	Revenues				d				
	Revenue from sale of electricity	24,283	27,623	14%		<ul> <li>From 2024, SLTEC Unit 2 now being used to</li> </ul>			
	Rental income	52	52	+1%		directly serve ACEN's Meralco contract –		735	-19%
	Dividend income	-	126	_ reducing need to sell its output to WESM		<b>3</b>	1,805	1.692	
	Other revenues	190	284	49%		<ul> <li>Normalized for this, revenues would have grown 14% year over year</li> </ul>			
Α		24,525	28,085	+15%	F			2,270	-4%
	Costs and Expenses								
	Cost of sale of electricity						5,067	4,697	-7%
	Cost of purchased power	(17,640)	(16,172)	-8%		Cost of purchased power likewise adjusted			
С	Depreciation and amortization	(896)	(1,324)	+48%		<ul> <li>Cost of purchased power likewise adjusted accordingly</li> </ul>	(1,342)	(2,124)	+58%
	Fuel	(1,289)	(991)	-23%					
	Others	(1,244)	(1,589)	+28%	C	<ul> <li>Reduction in cost driven mainly by lower third- party volumes purchased effectively replaced</li> </ul>			
		(21,069)	(20,075)	-5%	G	party volumes purchased, effectively replaced by lower cost renewable energy	1,216	2,387	+96%
	General and administrative expenses				by lower cost rene	by lower cost renewable energy	3,979	442	
	Personnel costs, management and professional	(2,057)	(2,288)	+11%			5,195	2,829	-46%
	fees					come (loss) before income tax	8.011	9,830	+23%
D	Provision for impairment	(2,683)	(808)				0,011		+101%
С	Depreciation and amortization	(332)	(417)					any	
	Others	(854)	(1,281)	+50%				le	+20%
		(5,927)	(4,794)	-19%	No	on-controlling interests		(822)	-28%
В	Total Costs and Expenses	(26,995)	(24,870)	-8%	Ne	et income after tax att. to equity holders of the pare	nt 6,566	8,144	+24%
E	Equity in net Income of associates and joint ventures	1,560	1,101	-29%	СО	mpany			

1. ₱389 Mn of cash value realization from partial sale to Acciona Energia of ACEN's loan to The Blue Circle's Mui Ne Wind project in Vietnam and ₱1 Bn net proceeds from divestment of Sidrap Wind





### Generation Portfolio 31 October 2024

Total Attributable Renewables Capacity<sup>1</sup>

6,754 MW

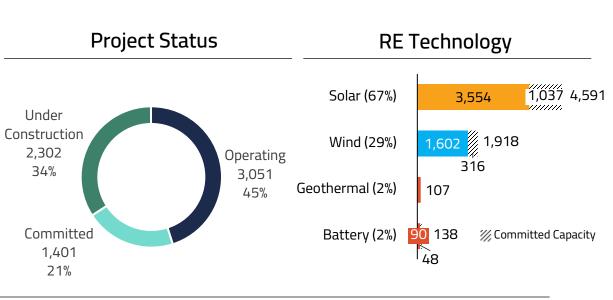
80%

(Value)<sup>2</sup>

84%

(GWh)<sup>2</sup>

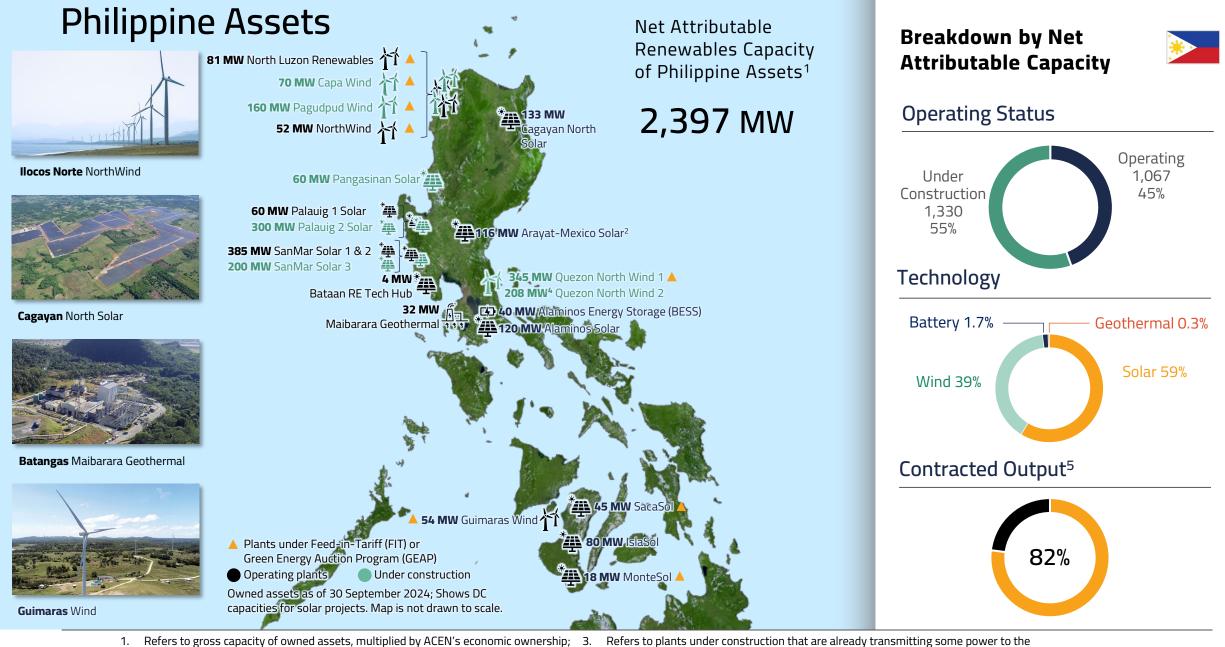
Contracted Output



1. Attributable capacity is computed as gross capacity of owned, under construction, and committed assets multiplied by ACEN's effective economic ownership. Does not include leased units and 68 MW of diesel plants fully owned by ACEN.



- 2. Weighted based on GWh and revenues for operating plants.
- 3. Rooftop solar from the NEFIN joint venture is reflected in Solar capacity.



- does not include leased units & 68 MW of diesel plants fully owned by ACEN
- 2. Includes 44-MW expansion under commissioning

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 Refers to plants under construction that are already transmitting some power to the grid under energization, testing and commissioning and/or awaiting key requirements
 Quezon North Wind 2 capacity subject to final configuration

📥 ACEN

5. Weighted by GWh

#### PHILIPPINE PERFORMANCE HIGHLIGHTS

# Contributions from plants operationalized in 2024 continue to boost output and strengthen net seller position despite resource seasonality





#### **PERFORMANCE UPDATES**

- Generation from new 2024 plants Pagudpud, San Mar, Cagayan, Arayat-Mexico, and Capa – continued to contribute to YoY growth
  - Q3 attributable EBITDA of ₱2.3 Bn, +68% YoY
  - RE output of 1,370 GWh, +78% YoY
- Net seller position thus strengthened over 35% YoY to 663 GWh
- Offset by lower WESM prices in Q3, driven by higher coal and gas availability as well as cooler weather that resulted in related suspensions, lower demand, and higher hydro output
- Q3 saw lower solar and wind resources in line with annual seasonality
- Retail electricity supply (RES) portfolio grew to 346 MW, up 44% YoY, with more commercial and industrial customers, longer tenors, and more contracts linked to distribution utility rates

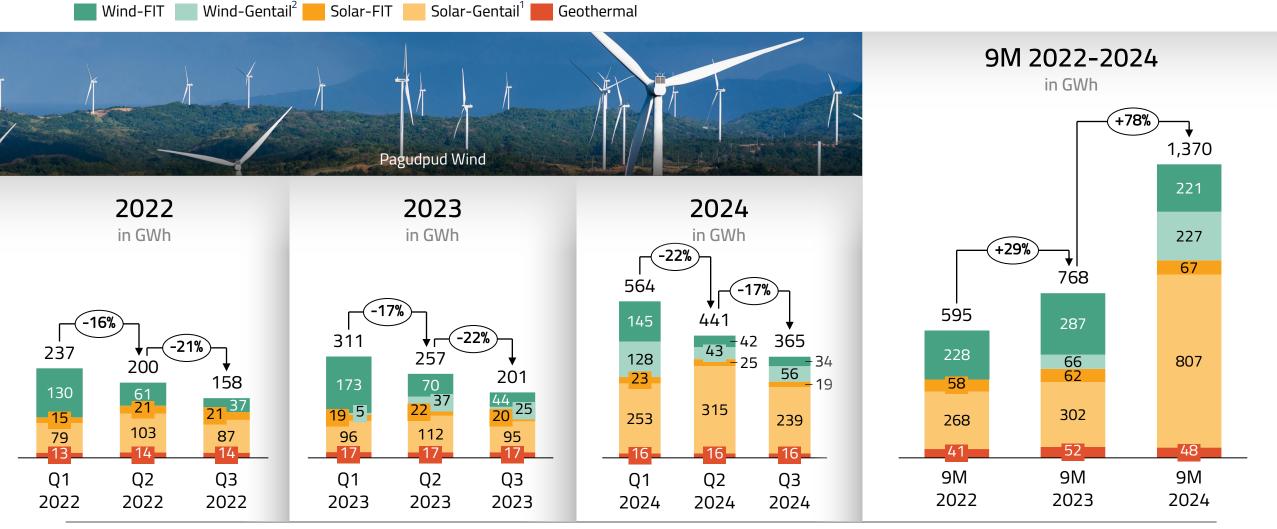
1. Covers tariffs from PPAs, RES book and FIT plants (including associate NLR), weighted.



#### PHILIPPINE PERFORMANCE HIGHLIGHTS

# Despite seasonal drop in resources in Q3, renewables output<sup>1</sup> from Q1-Q3 increased by 78% YoY





1. Excluding battery storage

13

2. Majority of merchant output is used to service the RES business



## Historical and Latest Philippine Spot Market Prices

After rates peaked in May; June prices fell with seasonal drop and Meralco staggered pricing, with WESM rates falling sharply in September with cooler weather, lower demand

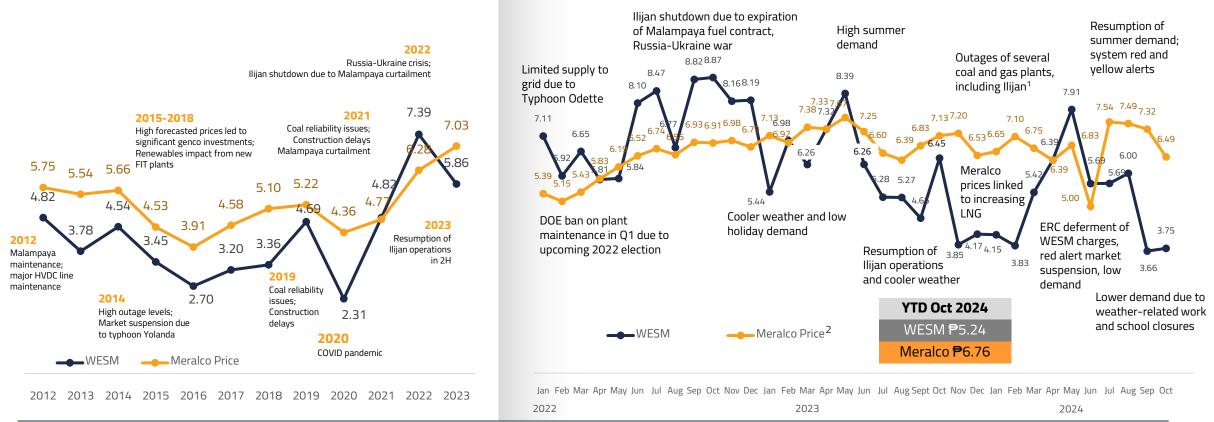


#### Annual Spot Prices, 2012-23

Generator Weighted Average Price (GWAP) in PHP per KWh

Monthly Spot Prices, 2022-24

Generator Weighted Average Price (GWAP) in PHP per KWh



Source: IEMOP, ACEN company analysis, Meralco website

14

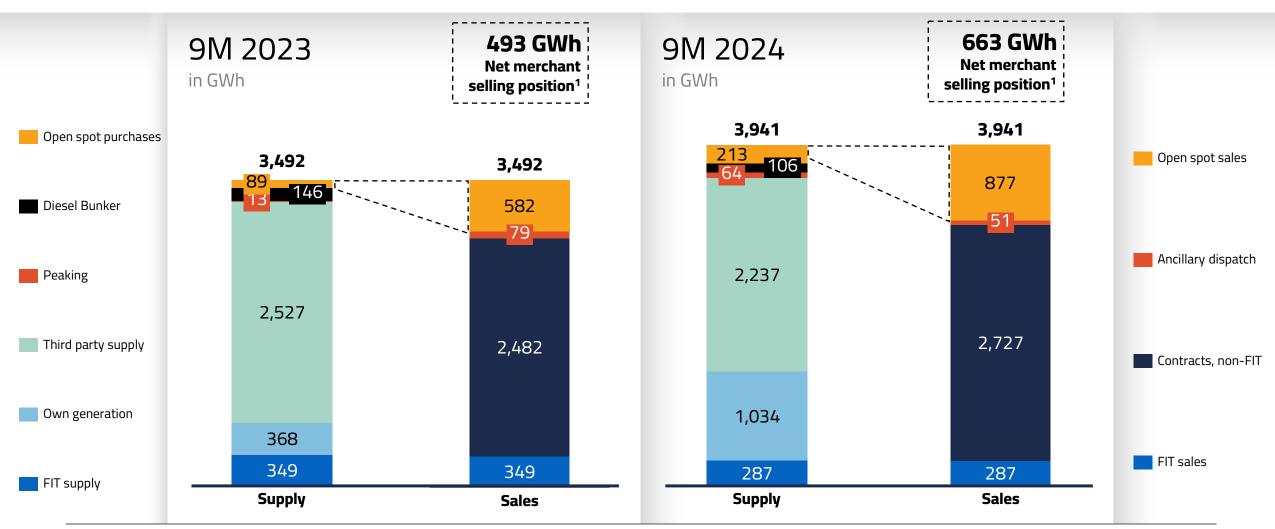
1. GNPD Unit2, Sual Unit2, QPPL G01, SBPL, Pagbilao Units 1 and 3, Masinloc Unit 3 and Sta Rita Units 2 and 3 and Ilijan plants (Source: https://businessmirror.com.ph/2023/10/30/iemoppower-spot-market-prices-in-luzon-up-in-oct/)



2. Generation charge, ex charges for interruptible load program (ILP) and generation rate over/under recovery (GOUR)

## **Spot Market Position - Philippines**

Net selling merchant position continues to strengthen as new capacity comes online



1. Net merchant selling (buying) position is the difference between gross open spot sales and purchases

2. SLTEC output included in Third Party Supply in 2023 and 2024, but included in Own Generation in 2022 (divested in Nov 2022)



Own Generation represents ACEN's attributable share of total plant output

15

З.



## Retail electricity supply update

**RES** Customers

No. of Customers

Demand in MW

Competitively expanding business book alongside fresh RE capacity

in MW and count, as at end of period specified



492

346

Sep-24

+44%

330

275

Dec 2023



ACEN RES continues to sign renewable energy supply agreements with key clients:

- The RCBC Plaza in Makati fully transitioned to renewable energy in August with ACEN RES
- In September, A.T. Yuchengco Centre, a 34-storey office building, transitioned to 100% RE
- Globe partnered with ACEN RES to shift 20 of its facilities, including its corporate headquarters in Taguig and several data centers nationwide, to RE



Customer Profile

Percent share of MW contracted capacity, 30 September 2024

156

199

Dec 2022



240

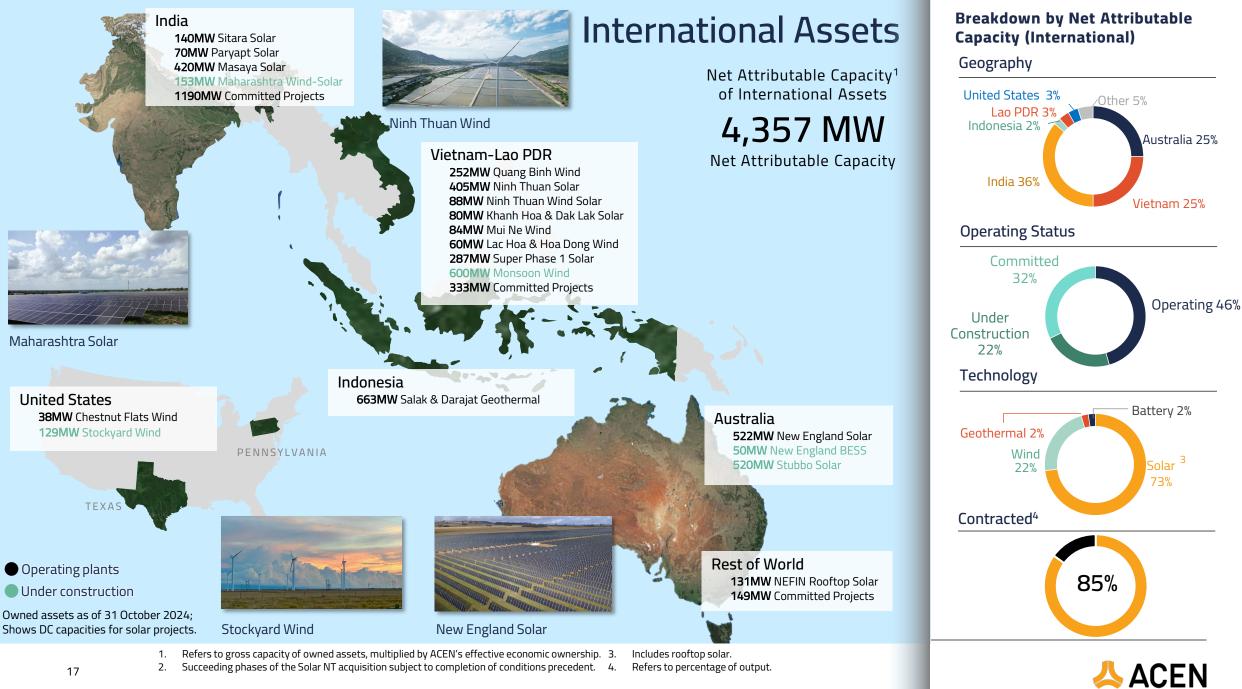
240

Sep 2023

1. The Green Energy Option Program is a voluntary mechanism under the Renewable Energy Act of 2008 that allows electricity end-users to choose Renewable Energy as their source of energy

2. Retail Competition and Open Access allows contestable customers to select their supplier of electricity with depending on the average demand set by the Energy Regulatory Commission (ERC); establishment of RCOA is mandated by EPIRA





#### AUSTRALIA PERFORMANCE HIGHLIGHTS

# Solid Q3 results despite resource constraints, lower demand, and economic curtailment



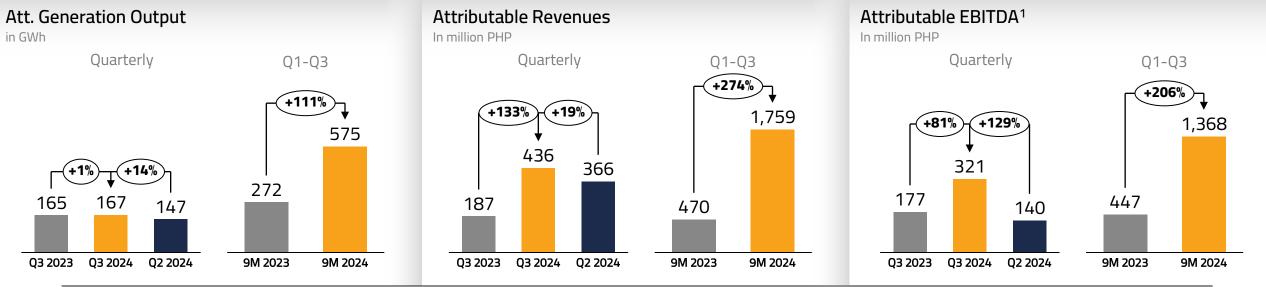


#### **PERFORMANCE UPDATES**

- +111% GWh attributable generation output YoY
- Q3 generation remains flat versus the same period the year before; NESF operationalized in Q3 2023

#### **STRATEGIC DEVELOPMENTS**

- New England Solar 35% contracted; continuing to negotiate with new customers to raise contracted capacity
- 520 MWdc Stubbo Solar already 85% complete as of end-September 2024





#### VIETNAM – LAO PDR PERFORMANCE HIGHLIGHTS

#### Lower wind resources versus last year offset by a 30% year-onyear increase in solar generation



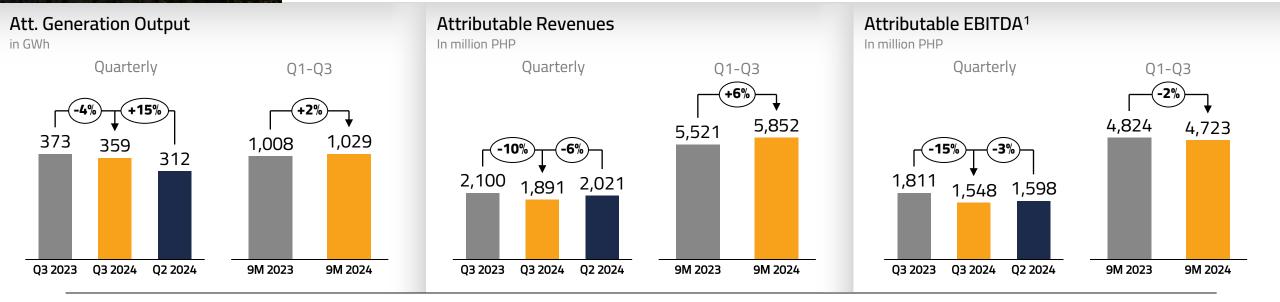


#### **PERFORMANCE UPDATES**

- YTD generation flat versus the same period last year
- Generation from Super Solar Phase 1 offset lower wind resources and flat output from other solar plants

#### **STRATEGIC DEVELOPMENTS**

- ACEN continues working with partners to expand pipeline in Mekong Region
- Additional met masts being installed in Laos project under development



1. Refers to Project EBITDA; Attributable EBITDA includes ACEN's share of EBITDA of non-consolidated operating assets

#### INDIA PERFORMANCE HIGHLIGHTS

# Masaya Solar continues to contribute to growth in generation and financial performance; ~1.8 GWdc in new projects awarded



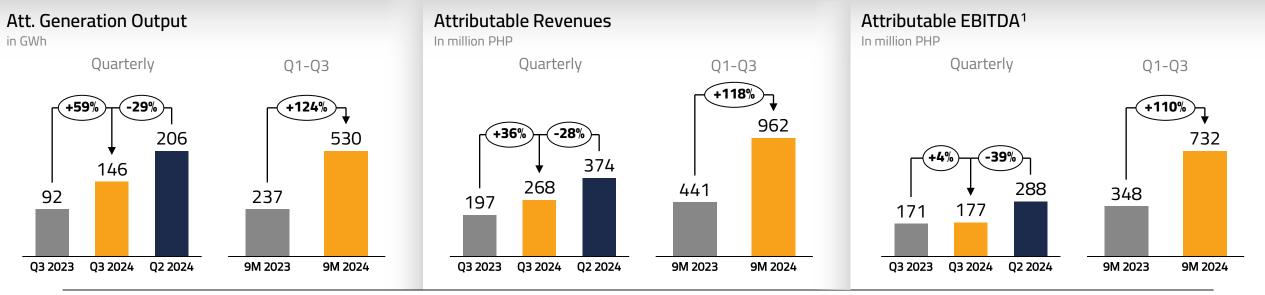


#### PERFORMANCE UPDATES

- Strong YoY growth across generation, revenues, and EBITDA driven by Masaya Solar
- QoQ decline primarily due to seasonal resource reduction

#### **STRATEGIC DEVELOPMENTS**

- Received LOAs for ~1.8 GWdc installed capacity of solar, wind, hybrid, and round-the-clock PPA<sup>2</sup> projects in national & local DU auctions
- Increased Maharashtra Solar capacity, taking advantage of reduced panel prices; the project has a 76 MW PPA with Maharashtra State Electricity Distribution Company



Refers to Project EBITDA; Attributable EBITDA includes ACEN's share of EBITDA of non-consolidated operating assets



2. Power Purchase Agreements

20

#### INDONESIA PERFORMANCE HIGHLIGHTS

# Geothermal generation remains strong; country performance stable ex-Salak & Darajat stake sell-down and sale of Sidrap Wind



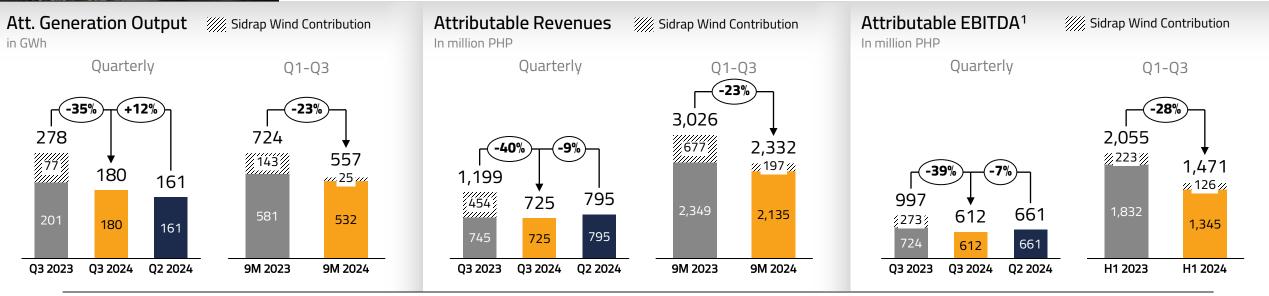


#### **PERFORMANCE UPDATES**

- Attributable revenues and EBITDA down by 23% and 28% respectively, driven by Sidrap sale and Salak & Darajat sell-down
- Performance stable ex-selldowns

#### **STRATEGIC DEVELOPMENTS**

- ACEN and Barito Renewables agreed in August to work together on three late-stage wind development projects with a combined potential capacity of 320 MW; ACEN holds a 49% stake in these assets and Barito holds 51%
- ACEN & Barito are exclusive partners for Indonesia wind assets



1. Refers to Project EBITDA; Attributable EBITDA includes ACEN's share of the EBITDA of non-consolidated operating asset



### Balance Sheet Highlights 9M 2024

Raising and deploying funds for international investments, and capital expenditures for ongoing projects

#### **Consolidated Balance Sheet**

in million PHP

22

	31 Dec 2023	30 Sep 2024	Change
Assets	284,934	322,950	+13%
Cash and Cash Equivalents	39,697	25,750	-35%
Long-Term Investments	156,607	198,350	+27%
Others	88,630	98,850	+2%
Liabilities	111,557	165,912	+49%
External Debt <sup>1</sup>	79,278	123,176	+55%
Others	32,279	42,736	+32%
Equity	173,377	157,038	-9%
Equity Attributable to Parent	143,473	146,911	+2%
Non-controlling interest	29,904	10,127	-66%
	31 Dec 2023	30 Sep 2024	
Statutory Net Debt	39,581	97,426	+146%
Gross Debt to Equity	0.46	0.78	
Net Debt to Equity	0.23	0.62	

#### **Attributable Net Obligations**

in million PHP

	31 Dec 2023	30 Sep 2024	Change
Statutory Net Debt	39,581	97,426	+146%
Attributable Net Debt from Associates and Joint Ventures	55,228	51,324	-7%
Attributable Net Debt	94,809	148,751	+57%
ACRI Redeemable Preferred Shares <sup>2</sup>	31,499	11,234	-64%
Attributable Net Obligations	126,308	159,985	+26%

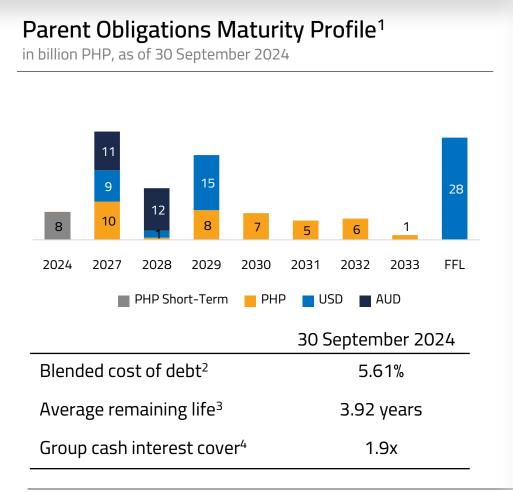
1. Includes short-term and long-term loans payable and notes payable.

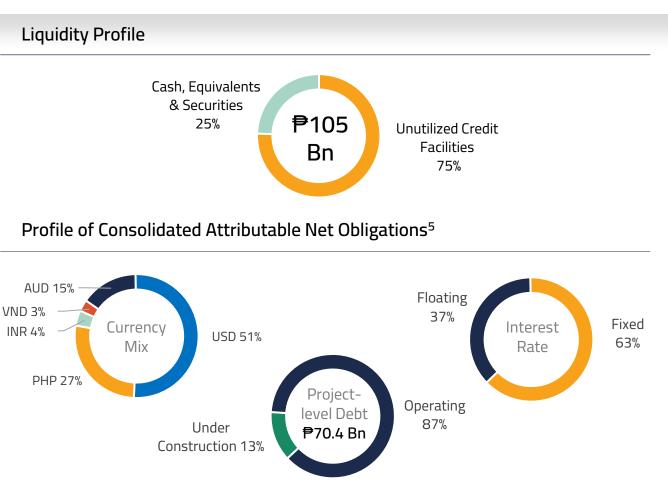
2. AC Renewables International; Represents US\$553 Mn proceeds from ACEIC Green Bonds



## **Debt Profile**

Coverage ratios and costs remain healthy with maturities spread out; liquidity and credit line availability remain robust





Parent obligations include ACEN bank debt and Green bonds, and ACEIC Green bonds 4. Attributable EBIT/Total attributable gross interest expense.

Parent obligations + attributable project finance debt of all investee companies, less attributable cash.



23

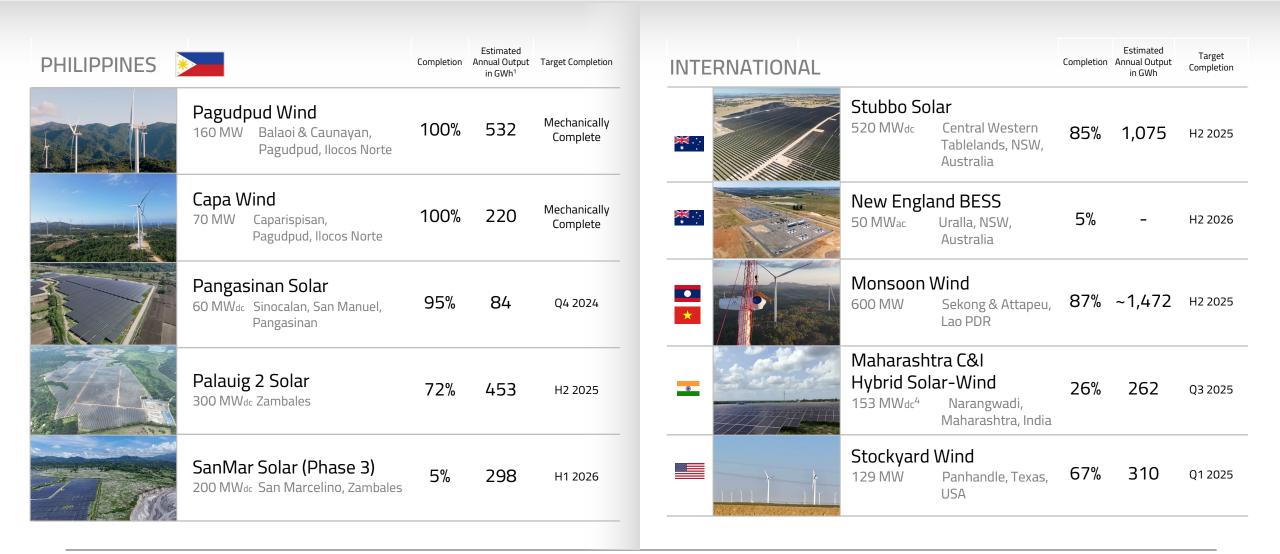
1.

deployed to ACRI. Blended cost of debt excludes redeemable preferred shares. 2.

Excludes perpetual fixed-for-life debt. Parent obligations only. З.

5.

### Construction Updates 30 September 2024



1. Expected annual output

24

- All MW capacities and GWh output figures shown in gross terms, not attributable
- 3. Testing and commissioning
- 4. Solar portion upsized to 124 MWdc from 102 MWdc to take advantage of recent decline in module prices



#### PHILIPPINE PERFORMANCE HIGHLIGHTS

Quezon North WPP

### In early October, ACEN's board approved the construction of the Quezon North Wind Project, located in the provinces of Laguna and Quezon



- Project is split into two initial phases, with room for expansion beyond:
  - Quezon North Wind 1 (QN1):
    - Located in the municipalities of Real and Mauban in Quezon
    - GEAP project, with a 20-year offtake agreement
    - Net dependable capacity: 344.5 MW, Est. annual output of 1,100 GWh
    - Jetty port construction underway, with the rest of the project to commence in Q4 2024
    - Target completion: Q4 2026\*
  - Quezon North Wind 2 (QN2):
    - Located in Real, Quezon, and Pakil and Pangil, Laguna
    - Net dependable capacity: up to 208 MW
    - Board-approved, target NTP by 2H 2025
- Both phases 100% owned by ACEN



Construction on project's jetty port is 50% complete

Laguna de Bay

Approximate location of Quezon North WPP

Metro Manila

#### Philippine Construction Updates

30 September 2024

## Pagudpud Wind Renewable Energy from ACEN

**ACEN** 

Balaoi & Caunayan, Pagudpud, Ilocos Norte

Mechanically 532 100% 160 MW Complete Net Dependable Capacity **Estimated Annual** Target Completion Output in GWh Completion Date

#### **Capa** Wind

Renewable Energy from ACEN & DGA

Caparispisan, Pagudpud, Ilocos Norte

220

70 MW	100%		
Net Dependable Capacity	Completior		

Mechanically Complete Target **Estimated Annual** Completion Date Output in GWh



ACEN

#### Philippine Construction Updates

30 September 2024

#### Pangasinan Solar Renewable Energy from ACEN

#### Sinocalan, San Manuel, Pangasinan

95%

60 MW

Net Dependable Capacity

**Estimated Annual** Completion Output in GWh

84 Q4 2024 Target **Completion Date**  Palauig Solar Renewable Energy from ACEN 2

Palauig, Zambales

72% 453

Net Dependable Completion Capacity

300 MW

**Estimated Annual** Output in GWh

Target **Completion Date** 

H2 2025

Net Dependable Completion Capacity

200 MW

SanMar Solar

San Marcelino, Zambales

298

Renewable Energy from ACEN

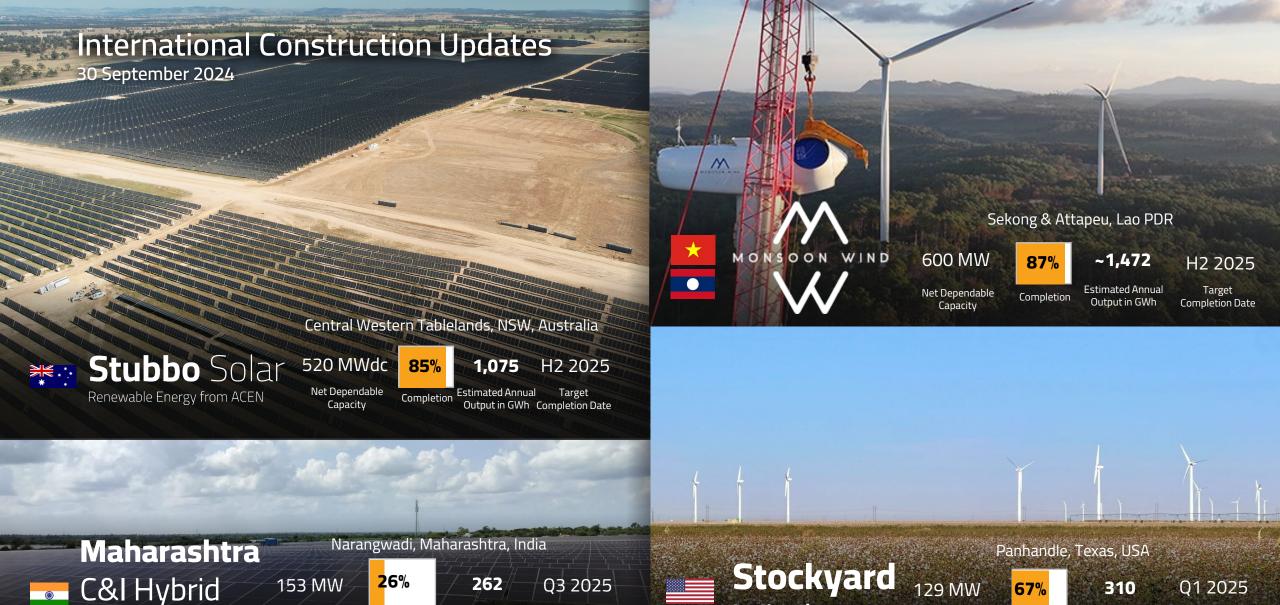
5%

Estimated Annual Target Output in GWh Completion Date

H1 2026

3





Target

Completion Date

Wind

Net Dependable Capacity

Completion Estimated Annual Output in GWh

Net Dependable

Capacity



**Estimated Annual** 

Output in GWh

Completion

Target

Completion Date

Solar-Wind

### Sustainability and impact milestones



#### ACEN, GenZero and Keppel join hands to catalyze retirement of coal-fired plants in Southeast Asia

- Parties to explore and pioneer use of carbon credits to finance early retirement and energy transformation of a coal-fired power plant in Batangas, the Philippines, by 2030
- Collaboration entails development of the coal-to-clean transition of the 246 MW coalfired power plant with a mid-merit Integrated Renewables and Energy Storage System
- The project will be carried out under Article 6 of the Paris Agreement in collaboration between the Philippines and Singapore

ACEN joined Climate Week NYC to highlight the crucial role of transition credits in early coal retirement

- ACEN President and CEO Eric Francia was part of a panel discussion that explored how transition credits can catalyze the early retirement of coal plants and replacing them with RE, particularly in Southeast Asia
- Emphasized the significant role transition credits can play in overcoming the challenges of energy transitions in emerging markets, including resource constraints, land and infrastructure issues and the need for costly renewable energy replacements.



## Takeaways

- Year-to-date results continued to be driven primarily by fresh output from ACEN's new renewable energy plants, as added capacities in previous years now being brought into operation
- Sustained financial expansion with NIAT of ₱ 8.14 Bn and core attributable EBITDA of ₱14.3 Bn, up 24% and 30% YoY, respectively
- Q3 generation 12% below Q2 due to annual resource seasonality, but represents 11% growth over Q3 2023
- Global portfolio now at ~6.8 GW, with 3.0 GW of operational assets,
   2.3 GW under construction, and 1.4 GW of committed projects
- Strong portfolio growth moving forward as ~1.5 GW of new and acquired operating capacity to contribute in 2025
- Further impact from recognizing depreciation and interest expenses moving forward as more projects are commissioned
- Several larger projects being prepared for transformation into integrated renewables and energy storage systems (IRESS)







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