



TO BME GROWTH

Barcelona, 25 January 2023

In accordance with the provisions of article 17 of Regulation (EU) no. 596/2014 on market abuse and article 228 of the consolidated text of the Securities Market Law, approved by Royal Legislative Decree 4/2015, of 23 October, and related provisions, Holaluz-Clidom, S.A. (the "Society") hereby informs you of the following information:

OTHER RELEVANT INFORMATION

We are publishing today key performance indicators and a general update on our business in Q4 2022.

In compliance with the provisions of BME MTF Equity Circular 3/2020, it is hereby expressly stated that the information provided has been prepared under the sole responsibility of the Company and its directors.

Philippe Protto

Chief Financial Officer
HOLALUZ-CLIDOM, S.A

Quarterly Update

Q4 2022

Letter from our CEO

Any revolution is just the impossible waiting to be challenged.

That is why we are showing day after day that our Rooftop Revolution is possible, fueled by a driving ambition for a green planet and based on real actions.

2022 has been a year of **deep transformation** for Holaluz.

We have navigated with resilience and strength all the challenges within and outside our company, showing that it's possible to climb onto people's rooftops in order to lead the energy transition in southern Europe by transforming over **11,000 rooftops into new producers of green electricity for everybody**.

Showing that it is possible to allow families not only to produce their own energy but also to produce it for the communities around them, going from an inefficient, centralised non-green system to a **fully decarbonized distributed generation model**.

Showing that it's possible to build a **green tech** company around energy, thanks to our team of 752 high-performing, passionate revolutionaries. Each and every one 100% committed to a world run on green energy.

Showing that it's possible to break down gender prejudices in workplaces, opening the **world's first ever school for female solar installers** and creating equality in tech roles.

Showing that it's possible to keep growing and get 1,500 new rooftops per month and be **one of the fastest growing energy transition companies in Europe**.

Showing that it's possible to overcome one of the world's most serious energy crises in many years and yet face the future with confidence and optimism. Showing that it's possible for an **energy transition company to have a real impact on climate change**. So far, we've saved over 1.7 million tonnes of CO₂ from being released into the atmosphere. And we're sticking to UN climate goals aimed at maintaining our planet's temperature increase to just 1.5°C.

2022 highlights

1. We are selling 500 solar systems, and acquiring almost 1,000 solar management contracts (cloud) per month, thus acquiring 1,500 new solar systems under management per month. **In Q4, the number of solar installations grew+50% qoq and x2.5 vs Q1 22.** Solar revenues +55% qoq and x12 yoy.
2. We have decommissioned our gas business, taking a leap forward to achieve our purpose of a green Planet. **Thanks to this decision, our customers save more than €10m in Q1 23 alone.**
3. Thanks to the heavy use of technology and data, we have rolled out our customer's portfolio to the Tarifa Justa, delivering value through our **unique subscription model product for green electricity.** We have managed to keep more than 300k customers in an environment with spot prices never seen before.
4. Holaluz is ranked **No. 1 in Sustainalytics' global ESG** ranking as an energy producer company. Our company's ESG DNA, together with an impact business model that enables us to respond to the global challenge of climate change, positions Holaluz as a key player in the energy transition, demonstrating that it is possible to generate both an economic and positive impact on the planet and people.

And all this is thanks to **you**. To your effort, your brains, your willingness to play hard and to be team players. Thanks to your joy and your true passion for achieving a 100% green planet. Thanks to every single investor, every single team member, and to each and every one of our customers. Rooftop by rooftop, day after day.

Any revolution is just the impossible waiting to be challenged.

Thanks for being part of The Rooftop Revolution.

Holaluz. It is possible.

Carlota Pi Amorós, CEO of Holaluz

Solar installations grow by 53% quarter-on-quarter

The number of installations finalised and billed for in the fourth quarter rose by 53% quarter-on-quarter to 1,268. This is more than double the figure of what we achieved in the first quarter of 2022. Installations have been following the increase in sales throughout the year and our installation time remained industry leading.

Solar installations	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Installed	551	763	830	1,268

During the quarter, we continued to build out our headcount in the solar division, both in the installation and the sales teams. At the end of 2022, 402 people were employed in solar sales and delivery, accounting for more than half of our total workforce for the first time.

Sales of solar management contracts x3 compared to Q1 2022

The total number of sales of solar management contracts amounted to 3,715 in Q4 2022 alone. This is 3x the level of the first quarter 2022 and an increase of 20% over the previous quarter.

Sales of our own installations (which always have a solar management contract attached), amounted to 1,149, 2.6x the level of Q1 2022. When compared to the previous quarter, this figure remained largely stable, due to seasonality. While sales in October and November were markedly ahead of the Q3 run rate, in December, they were impacted by the holiday season.

Sales to solar customers (Cloud) reached 2,566 in the fourth quarter of 2022, up 34% quarter-on-quarter, and reached a level of 3x when compared with Q1 2022.

Sales of solar management contracts	Q1 2022	Q2 2022	Q3 2022	Q4 2022
With HLZ installations*	450	814	1,180	1,149
Cloud Sales**	788	1,371	1,912	2,566
Total sales	1,238	2,185	3,092	3,715

Note: * Sales differ from the number of installations installed in the table above. Here, we refer to the number of Holaluz installations sold, of which some are installed in the quarter and others are installed in the next quarter.

** Solar management contracts sold to customers where installations were not installed by Holaluz or on behalf of Holaluz.

Continued growth in solar management contracts

At year-end 2022, Holaluz counted 11,384 prosumers (customers with solar installations under management), up from 9,176 at the end of September (+24% quarter-on-quarter). The growth was attributable both to the increase in own installations as well as to taking over the energy management of third party installations. However, it was less than the 13,000, which had been anticipated due to the slow-down in sales during the holiday season.

Number of contracts (at end of period)	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Prosumers* (solar management contracts)	7,023	7,737	9,176	11,384
Electricity & gas (incl. maintenance)	379,477	367,303	361,149	297,666
Total	386,500	375,040	370,325	309,050

Note: * Holaluz calls customers with solar management contracts as these customers are both "PROducers" and "Consumers" of energy.

The number of electricity & gas contracts decreased to 297,666 at the end of 2022. The main reason for this decline is the decommissioning of our gas commercialisation business, which took place during Q4 2022 (more details below) and which affected close to 70,000 customers. As of 31 December 2022, the number of gas contracts amounted to some 4,000. Excluding the exit of the gas business, the number of contracts has been stable.

Solar revenues show a further significant acceleration in Q4

Revenues (€m)	Q4 2021	Q3 2022	Q4 2022	% change y-o-y	% change q-o-q
Energy management	225.2	221.8	156.2	-31%	-30%
Solar installation	0.9	7.5	12.1	+1244%	+61%
Total	226.2	229.3	168.3	-26%	-27%

Note: Figures estimated. Energy Management is the sum of the previously separately reported business lines of Supply and Representation. Representation revenues amounted to €128.1m in Q4 2021, €94.2m in Q3 2022 and €56.8m in Q4 2022.

Revenues from the sale of solar installations showed a further significant acceleration in the fourth quarter of 2022. They reached €12.1m in the fourth quarter alone, which is an increase of 61% compared to the previous quarter, in line with the growth in installations, and a multiplication of more than 12x when compared to Q4 2021. We expect solar revenues to continue to accelerate throughout 2023.

In Energy Management, revenues decreased markedly both compared to the previous quarter and year-over-year. This is mainly due to the decrease in energy prices (which resulted in lower revenues in the representation business and in the part of the portfolio which is on an indexed tariff) as well as the exit of the gas commercialisation business, which we executed during the fourth quarter 2022.

Energy Managed (GWh)	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Energy Sold to Customers	308.2	254.0	260.7	235.5
Energy purchased through centralised PPAs	163.0	248.9	250.3	168.7
Energy purchased through distributed generation	1.5	4.0	4.3	2.4
Energy represented	809	975	998	805

Gas marketing business successfully exited

On 3rd October 2022, we announced our intention to exit our gas commercialisation business. Gas prices had increased significantly in the market. At the same time, a much cheaper, subsidised alternative was available for all our customers. As a result, we took the decision to actively transfer our gas customers to this much cheaper alternative.

In the fourth quarter of 2022, we transferred almost 65,000 customers successfully to the providers of last resort. As a result, we will help these customers to save more than €10 million in Q1 2023 alone, while, at the same time, reducing our risk profile, both from a financial and environmental perspective. As of 31 December 2022, the number of gas contracts amounted to some 4,000, which we expect to be transferred during the first quarter of 2023.

At the end of the year, the market value of the inventory of gas which had not been sold to customers using prices as of 31 December 2022 amounted to €4.5m, which compares to the book value of €7.8m.

Strategic decision to move all electricity clients to “Tarifa Justa”

Holaluz launched “Tarifa Justa”, a subscription based electricity product --first in Europe-- on the 8th of October 2018. Since then, Holaluz has conducted several in-depth analyses in order to understand what really creates value for its customers in the long run. With “Tarifa Justa”, Holaluz is offering a customised fixed fee to its customers.

These analyses showed consistently over time that the “Tarifa Justa” portfolio exhibited much higher customer satisfaction values. As a consequence, churn rates and costs to serve are significantly lower than for the overall portfolio. In addition, non-payments tend to be significantly lower due to the predictability of the payments.

Therefore, based on more than 4 years of data, the strategic decision was taken to simplify the tariff structure and move all customers in the electricity portfolio to the “Tarifa Justa” model. Unlike the “No Surprises” tariff, where a customer paid the same amount every month based on the estimated yearly consumption, with an adjustment once a year based on the actual consumption, this is a genuine fixed fee model. Until now, Holaluz had been offering three different pricing models: the “Classic” tariff, where the customer pays for what he/she consumes, the “No Surprises” tariff, as well as the “Tarifa Justa” model.

While the move of all remaining customers to the “Tarifa Justa” over the next few weeks could result in higher churn values initially, the other KPIs are expected to develop favourably throughout the remainder of the year. As a result, the customer-lifetime-value should be impacted positively from this decision.

Financing

In December, Holaluz debuted on the debt capital markets with the inaugural tranche of a Green Financing commercial paper programme. This programme is part of a long-term financing strategy to diversify sources of funding away from solely bank lines and credit. The emission was oversubscribed and raised €6.5m.

As a result of the usual working capital seasonality of the business as well as increased inventories, net debt increased in the quarter, bringing it to around EUR 60.5m as of

year-end 2022. Adjusting for c€7.7m in rooftop loans¹ and for the market value at 31 December of the gas inventory held for resale, the level of net debt would be around €48.3m.

Outstanding sustainability positioning confirmed by Sustainalytics

This month, Morningstar Sustainalytics confirmed its Low Risk ESG rating for Holaluz-Clidom S.A. following a comprehensive review. Holaluz was ranked **9th within** the utility sector globally (out of a total of 712 companies), which positions us in the 2nd percentile of the global universe. Within our sub-industry of Independent Power Producers and Traders, we were ranked 1st globally. The risk ranking of 11.6 was achieved as a combination of low ESG risk exposure as well as strong ESG risk management.

We are particularly pleased with this recognition as Holaluz was created with a purpose and with the vision to promote shared value generation for all of our stakeholders and with the aim of maximising our positive impact not only on the planet but also on society. The Morningstar Sustainalytics rating confirms our commitment to this.

¹ Rooftop Loans are the loans for photovoltaic installations granted to customers which were undertaken as a proof of concept for raising an SPV. Holaluz does not at present intend to provide such additional loans without raising an SPV and we have deducted these from net debt as we do not consider that these should form part of our balance sheet on an ongoing basis and would expect these loans to be transferred to an SPV when one is raised.