

The energy transition technology company today provides an update on its business figures for the Q4 2022.

## **Holaluz' solar installations grew by 53% quarter-on-quarter and is positioned as a fast-growing technology company in Europe**

- The company sells 500 solar installations and acquires around 1,000 solar (cloud) customers per month, **incorporating 1,500 new managed installations per month**. Also, the **number of installations in the last quarter of 2022 grew by 53% compared to the third quarter and increased 2.5 times compared to the first quarter**.
- Last October, the company **decommissioned gas commercialization** for the benefit of its customers and as an effective solution to the urgent climate crisis. Thanks to this strategic decision, **Holaluz customers will save more than 10 million euros in the first quarter of 2023 alone**.
- Thanks to the intensive use of technology and data and the company's strategy of putting the customer at the core of all decisions, **Holaluz has decided to move its portfolio of electricity customers to the "Tarifa Justa", providing value from a unique product based on a green electricity subscription model**. The technology company has also maintained its portfolio of more than 300,000 customers in a context of unprecedentedly high energy prices.
- Last week, **Holaluz was ranked No. 1 in Sustainalytics' global ESG ranking as an energy producer**. The company's ESG DNA, together with its impact business model that enables it 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 economic and positive impact for the planet and people.

**Barcelona, 25 January 2023.** Holaluz, the energy transition technology company that aims to create a 100% renewable planet, has today presented an update on its business figures for Q4 2022.

### **The Rooftop Revolution: Solar installations grew by 53% in Q4 2022.**

The company's Solar First approach has resulted in a strong acceleration of its installation capacity and sales force during the last quarter of 2022.

The number of installations in the fourth quarter increased by 53% quarter-on-quarter to 1,268 installations. This is more than double the figure of what we achieved in the first quarter of 2022.

To support the strong growth of The Rooftop Revolution during this fourth quarter, the energy transition technology company has continued to invest in people, specially in the sales and installation teams, which represent for the first time more than half of the total workforce (402 people). This has enabled it to sustain its growth incorporating 1,500 managed installations per month - 500 solar installations and around 1,000 solar management contracts (cloud) -, maintain installation time industry leading and significantly increase the installation force.

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

Sales of Holaluz' own installations (which always have a solar management contract attached), amounted to 1,149, 2.6 times the level of Q1 2022. 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.

At year-end 2022, the number of prosumers (customers with solar installations under management), counted 11,384 up from 9,176 at the end of September (+24% quarter-on-quarter).

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 the gas commercialisation business. Excluding the exit of the gas business, the number of contracts remained stable.

Revenues from the sale of solar installations showed a further significant acceleration in the fourth quarter of 2022, reaching €12.1 million in the fourth quarter alone, which is an increase of 61% compared to the previous quarter, in line with the growth in installations, and 12x year-on-year. These are figures that Holaluz expects 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 as well as the exit of the gas commercialisation business, which we executed during the fourth quarter 2022).

**Carlota Pi, co-founder and CEO of Holaluz** says “2022 has been a year of deep transformation for Holaluz and the sector as a whole. A year that we have faced with strength and optimism by committing to our structural solution for the entire energy system: The Rooftop Revolution. To date, we have managed to transform more than 11,000 roofs into new green electricity producers for everyone, leading the energy transition in southern Europe in a context where the market for residential solar exploded in 2022, tripling from 65,000 to 200,000 installations.

Committed to our founding purpose of creating a 100% green planet and in a situation of climate emergency, we face 2023 with zero dependence on gas with a 100% decarbonised generation model. All of this has recently allowed us to be ranked number 1 in Sustainalytics’ ESG world ranking as an energy producer, demonstrating that it is possible to generate economic and positive impact at the same time”.

**Holaluz successfully decommissioned gas commercialisation, delivering 10 million euros in savings to its customers in a context of energy crisis.**

On 3 October 2022, Holaluz announced its strategic decision to decommission gas commercialisation for the benefit of its customers and as an effective weapon against

the climate emergency. The extraordinary situation in the market, and the difficulty of offering a sustainable proposal to its customers, accelerated the decision. Therefore, Holaluz transferred its gas customer portfolio - approximately 70,000 customers - to regulated tariff.

Ending the commercialisation of gas will allow Holaluz customers to save more than 10 million euros in the first quarter 2023 alone, which focuses the company definitively and uniquely on The Rooftop Revolution. A movement that aims to transform the current electricity generation model - centralized and non-renewable - to a model that combines centralized and distributed generation and leverages entirely on renewable energies.

**Holaluz transfers its portfolio of electricity customers to the "Tarifa Justa", betting on a 100% green electricity subscription model.**

Holaluz took the decision to transfer its portfolio of 300,000 electricity customers to the "Tarifa Justa" with the aim of continuing to offer green electricity at fair prices and with the best possible experience through a personalized fixed tariff. Furthermore, thanks to the intensive use of technology and data, this determination allows the company to focus on sustainable and profitable growth by simplifying the supply product offering.

**Holaluz ranks No. 1 in Sustainalytics' global ESG ranking as an energy producer company**

Last week Holaluz was ranked number 1 in the ESG Risk ranking of Sustainalytics - Morningstar's leading ESG and corporate governance research and ratings agency - in the Independent Power Production and Traders subcategory with a risk score of 11.6 (-3.33% from the previous assessment in 2020). A low overall risk score that places it among the 4% of companies with the best valuation (lower risk) within the Sustainalytics universe of 15,000 companies and among the top 2% in the Industry (utilities) category out of a total of 712 companies.

## About Holaluz

Holaluz is an energy transition technology company that was born with the conviction of being a tool for global change and the purpose of achieving a world powered 100% thanks to green energy.

The current climate emergency requires urgent and sustainable long-term solutions. Holaluz proposes a structural change: transforming the current energy generation model - centralized and non-renewable - towards a new model with more weight of distributed and 100% green generation.

From a unique strategy of two businesses - the installation of solar panels and energy management - and with the vision of creating the largest green energy community in Southern Europe, Holaluz builds a green ecosystem in homes by transforming m2 of rooftops into 100% renewable electricity producers and optimizing the efficiency of its installations through flexible assets such as EV chargers and batteries. A sustainable, cheaper way for everyone to meet the growing electrification of demand.

Holaluz's purpose is centered on the planet and people. The people in the team can develop holistically, with flexibility, autonomy and parity at all levels of decision-making. All this, together with a business model of genuine impact and an ESG DNA have made Holaluz the first European electricity company to receive the B Corp certification, (a seal that gives visibility to companies that innovate to maximize their positive impact on employees, on the communities they serve and on the environment). She is also the founder of the Conscious Capitalism movement in Spain, a philosophy that recognises the innate potential of business to have a positive impact on the world.

Last week Sustainalytics has placed Holaluz at number 1 in Sustainalytics' global ESG risk ranking in Independent Power Production and Traders.

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