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Holaluz concludes 2025 with strong H2 turnaround, delivering 30% reduction in operating costs and 95% battery attachment

- Holaluz concludes 2025 with a positive normalised EBITDA of €2.6m, following a second half of the year (H2) that confirms the company's operational inflection point.
- The Solar & Storage division achieved operating break-even in the fourth quarter (Q4 2025), maintaining a steady run rate of 90 to 100 installations per month.
- Holaluz has established itself as the sector leader in domestic battery installations, reaching a attachment rate of 95% in 2025—significantly outperforming the Spanish market average of 43%.

Barcelona, 27 April 2026. Holaluz, the green energy technology company, has today presented its results for the 2025 financial year. The year saw a definitive inflection point in the second half (H2), as operations returned to normal following the implementation of the company's Restructuring Plan.

The company emphasised that the first half of the year (H1) was technically constrained while awaiting court approval of the Plan. During this period, Holaluz executed a deliberate **cash preservation strategy**. Consequently, the company stresses that the performance of revenue and contracts in H1 did not reflect a loss of market share, but rather a temporary strategic decision to safeguard financial stability.

By the close of 2025, Holaluz had consolidated significant growth across its core business lines. **Normalised EBITDA for H2 surged by 321%** compared to H1, confirming an operational recovery and the model's capacity to generate profitability once transitional restrictions were lifted.

Structural Efficiency through AI

A key milestone of the year was a **30% reduction in operating and personnel costs**. This was achieved through the permanent integration of Artificial Intelligence (AI) and automation across all operations. Holaluz highlights that this improvement is **structural rather than a one-off**, representing a profound transformation of its management model—from customer acquisition through to billing and support.

Within the **Energy Management** division, the recovery of the gross margin in H2 confirms the robustness of the business and the effectiveness of its "Tarifa Justa" (Fair Tariff) model, supported by process optimisation and intensive technological use.

Leadership in Storage

In the solar and battery installation business, Holaluz achieved a **95% battery attachment rate** by December 2025, significantly outperforming the Spanish market average of 43%. The company views this as a primary differentiator for the year, reinforcing its position as a benchmark in **distributed storage** and allowing it to anticipate evolving needs within the electricity market.

This leadership is underpinned by a proprietary technological foundation developed over the last 15 years and a strategy that built capacity well ahead of regulatory recognition.

Regulatory and Geopolitical Context

Holaluz also highlighted the impact of the new energy decree, which expands the radius for surplus energy sharing and strengthens the role of storage. The company believes this regulatory shift validates its long-standing commitment to a **decentralised, intelligent energy model** based on local generation and storage.

Against an international backdrop of geopolitical volatility and the need to bolster European energy security, Holaluz noted that distributed models with storage are becoming increasingly vital as a structural response to a system exposed to supply tensions.

"2025 has been a year of two halves, and the second half proves that our model works. With the Restructuring Plan now in full effect, operations have normalised, we have restored profitability to our energy management business, and we have reached break-even in solar and storage installations. We enter 2026 with a strengthened financial position, greater efficiency, and a technological advantage that is now fully aligned with the new regulatory framework," said **Carlota Pi, co-founder and CEO of Holaluz**.

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