

Holaluz's turnover amounts to 122.9 million euros reaching 255,543 clients and 1,879 photovoltaic installations.

- Holaluz has grown at a rate quicker than expected and, up until June 30, has reached 255,543 clients in Spain. The company has been managing 1,879 photovoltaic installations in the second quarter of 2020 which represents growth of 57 per cent compared to the first quarter of the same year.
- Holaluz have continued to pursue growth despite global uncertainty caused by Covid-19, the fact that 100 per cent of the company's staff are working from home, and the significant reduction in advertising investment during lockdown; a key part of this is the Rooftop Revolution, an exciting new tech based proposal for distributed generation which has been developed this year.
- Holaluz launched the Rooftop Revolution in late June, a movement born with the desire to transform as many rooftops as possible into sources of green energy.
- Holaluz closed on March 31, 2020 with consolidated sales of 122.9 million euros which represents an increase in sales of 22.8 per cent. Holaluz's EBITDA reflects the impact of Covid-19 and stands at -2.3 million euros. The company's gross margin reached 9.9 million euros, an increase of 81% compared to the previous year.
- With a binding commitment to distributed generation, with the Rooftop Revolution, and with a strong capital position, Holaluz's pre-existing objectives can be re-iterated: by the end of 2023 Holaluz wants one million clients and 50,000 photovoltaic installations.

Barcelona, July 27, 2020.- Holaluz, which has been listed on the MAB since last November, continues to grow. The green technology company today announced its results which cover the period up until March 31, 2020. In the first half of the 2019-20 fiscal year (which closed on March 31, 2020), sales reached 122.9 million euros, an increase of 22.8 per cent compared to the same period in the previous year. EBITDA (profit before interest, taxes, depreciation and amortization) reflects the impact of Covid-19 and stands at -2.3 million euros. Holaluz's gross margin reached 9.9 million euros, an increase of 81% compared to the previous year.

- **Income and EBITDA**

	September 2019 (annual)*	October-March 2019	October-March 2020
Income	208,81M€	100,101M€	122,9M€
EBITDA	2,61M€	-1,4M€	-2,3M€

*Up until 30 September, the close of the financial year

Regarding clients and installations, Holaluz reached a total of 1,879 photovoltaic installations in Spain. This represents growth of 57 per cent compared to the first quarter of the same year.

- **Total number of installations**

1.879

September 2019 (annual)*	December 2019	31 March 2020	30 June 2020
498	883	1.270	1.879

*Up until 30 September, the close of the financial year

● **Total number of clients** **255.543**

September 2019 (annual)*	31 December 2019	31 March 2020	30 June 2020
212.862	227.208	241.163	255.543

*Up until 30 September, the close of the financial year

Holaluz have continued to pursue growth despite global uncertainty caused by Covid-19, the fact that 100 per cent of the company's staff are working from home, and the significant reduction in advertising investment during lockdown; a key part of this is the Rooftop Revolution, an exciting new tech based proposal for distributed generation which has been developed this year.

With a binding commitment to distributed generation, with the Rooftop Revolution, and with a strong capital position, Holaluz's pre-existing objectives can be re-iterated: by the end of 2023 the green technology company wants one million clients and 50,000 photovoltaic installations.

The Rooftop Revolution takes Holaluz a step closer towards its goal of achieving a 100 per cent renewable planet

The Rooftop Revolution takes Holaluz a step closer towards its goal of achieving a 100 per cent renewable planet. The Roof Revolution is a movement that wants to transform as many rooftops as possible into sources of green energy.

Once all the rooftops covered by the proposal have been transformed into sources of green energy, the production of renewable electricity in Spain will have doubled, rising from 39.3 per cent of all energy produced (according to 2019 data) to 81 per cent.

Holaluz installs rooftop solar panels free of charge. They manage energy production and in return, from the first month, offer a fixed monthly discount on electricity bills.

The photovoltaic facilities outlined in the Rooftop Revolution will be owned by Holaluz at first but, after 15 years, and after savings of up to 63 per cent will have been made on energy bills, the system will be transferred into the client's name. The plan put forward by Holaluz allows clients to have a discount on their monthly energy bills and, at the end of the scheme, own a photovoltaic installation of their own.

The plan that Holaluz puts forward can be broken down into two phases. In the first, private homes will take part. In the second, community rooftops will be involved along with rooftops from the services sector.

Thanks to the technological innovation of Holaluz, more than 40 million people could benefit from 100 per cent green energy with an average monthly saving of 15 per cent.

About Holaluz

Holaluz has the goal of a world powered by one hundred per cent green energy. This objective is advanced by persuading people to switch to a green energy plan made with one hundred per cent renewable energy. On average savings of 12 per cent can be made thanks to the intensive use of technology and a people focused business strategy which promotes a trusting relationship with clients.

Created with the conviction that companies can be tools to change the world, Holaluz leads the transformation of the Spanish energy sector with a commitment to the new model of distributed generation and differential supply in self-consumption. Holaluz is a benchmark company not only statistically but also in terms of quality and service innovation. It was the first electricity company to implement a simplified compensation package in the Spanish market with Holaluz Cloud, a programme that allows the deduction of surpluses from energy bills (in other words, the excess energy produced by solar panels that can't be consumed at that moment).

The company expects to reach one million clients and 50,000 photovoltaic installations by the end of 2023. Up until September 30, 2019, the closing date of the last fiscal year, Holaluz employs 188 people; and it has a revenue of 208.81 million euros and an EBITDA of 2.61 million.

As part of its strategy Holaluz is committed to a new business model which gives employees flexibility and autonomy to carry out their responsibilities in a way that allows for a better work/life balance. Examples of this approach include goal based tasks and easy scheduling. This holistic business approach has helped Holaluz close in on its target of achieving parity of representation in all areas of the company. This development has come about almost completely organically. (It has only been necessary to apply quotas for parity to the technology team.)

All of this has helped to make Holaluz the first European power company to be B Corp certified. This authorisation of social and environmental performance beyond profit is shared with 2,400 other companies in 50 countries. It reinforces the fact that Holaluz has had a positive impact on its employees, the community and wider environment. Holaluz is also the founding company of “Capitalism with a Conscience” in Spain, a philosophy that recognizes the innate potential for business to improve the world.

*Calculations made by Holaluz are based on data from the European Climate Action Commission. ** A person in Spain uses on average 180 plastic bags per year. Each bag entails emissions of 4 grams of CO₂.