

Holaluz client numbers reach 272,727, while figures for the management of photovoltaic installations extend to 3,033, a rise of 61 per cent

- The Rooftop Revolution, a movement driven by the aim of transforming rooftops into sources of green energy, has been expanding. Since June 30 there has been a rise of 61 per cent in the number of photovoltaic installations that Holaluz manages. As of September 30 the green energy company manages 3,033 installations. In relation to the same period in 2019, this represents a rise of 520 per cent.
- Holaluz adds 17,193 new clients between June and September 2020. In relation to the same period in 2019, this represents growth of more than 65 per cent. In relation to the previous quarter (April-June 2020), this is an increase of seven per cent. As of 30 September 2020, Holaluz has a total number of 272,727 clients.
- Holaluz closed on June 30, 2020 with consolidated sales of 171 million euros. This represents an increase in sales of 11 per cent. The EBITDA reflects the impact of Covid-19 and stands at 0.3 million euros. Holaluz's gross margin has reached 17.71 million euros. This is an increase of 52 per cent compared to the previous year.
- Holaluz has been ranked at number one in the ESG world ranking of electricity companies by Sustainalytics. This rating recognizes Holaluz's leadership position in the energy transition. Holaluz also ranked in the top two per cent of companies in the Sustainalytics universe which assesses the performance of 13,028 companies.
- The commitment to distributed generation, the success of the Rooftop Revolution, the strong financial and capital situation, and the premier position in the Sustainalytics ESG rankings brings Holaluz closer to its primary objective; by the end of 2023 the green energy company is determined to reach one million customers and have completed 50,000 photovoltaic installations.

Barcelona, November 6.- The green energy technology company, which has been listed on BME Growth (formerly known as the Alternative Stock Market – MAB) since November 2019, continues to grow.

Despite the impact of Covid-19, Holaluz results as of June 30 2020 show consolidated sales of 171 million euros. This represents an annual increase in sales of 11 per cent compared with the same period in the previous year. EBITDA (profit before interest, taxes, depreciation and amortization) stands at 0.3 million euros. The company's gross margin reaches 17.71 million euros. This is an increase of 52 per cent compared to the previous year.

● Financial Income and Consolidated EBITDA

	September 2019 (anNual)*	October-June 2019	October-June 2020
Financial Income	208.8 million euros	152.2 million euros	171 million euros
EBITDA ¹	2.6 million euros	1 million euros	0.3 million euros ²

*close of the fiscal year on 30 September

With regard to customers and facilities, Holaluz has achieved accelerated growth. Between June 30 and September 30 2020, there has been a rise of 61 per cent in the number of photovoltaic installations that Holaluz manages. In relation to the same period in 2019, this represents a rise of 520 per cent. As of September 30 the green energy company manages 3,033 installations.

Also, as of 30 September 2020, Holaluz has a total number of 272,727 clients. In relation to the same period in 2019, this represents growth of more than 65 per cent. In relation to the previous quarter (April-June 2020), this is an increase of seven per cent.

The Rooftop Revolution is a unique proposal for distributed generation which harnesses the latest technological developments. Its performance during the first half of the year was impressive especially considering the challenging context caused by the pandemic.

● **Total number of installations** **3,033**

September 2019 (annual)*	31 December 2019	31 March 2020	30 June 2020	30 September 2020
498	883	1,270	1,879	3,033

*close of the fiscal year on 30 September

● **Total number of clients** **272,727**

September 2019 (annual)*	31 December 2019	31 March 2020	30 June 2020	30 September 2020
212,862	227,208	241,163	255,543	272,727

*close of the fiscal year on 30 September

¹Consolidated data

² This includes expenses incurred due to the IPO and provision for hedging which is necessary due to the non-purchase of electricity as a result of Covid-19.

The commitment to distributed generation, the success of the Rooftop Revolution, the strong financial and capital situation, and the premier position in the Sustainalytics ESG rankings brings Holaluz closer to its primary objective; by the end of 2023 the green energy company is determined to reach one million customers and have completed 50,000 photovoltaic installations.

The net on-balance sheet cash at 30 June is solid and available to be used to achieve Holaluz's business objectives, set for the end of 2023.

The Rooftop Revolution: one step closer to achieving a 100 per cent renewable planet

Holaluz takes another step towards its goal of achieving a 100 per cent renewable planet with the expansion of the Rooftop Revolution, a movement driven by the aim of transforming as many square metres of roof space as possible into green energy.

According to 2019 data, if all the available surface area was transformed into a source of green energy, Spain's renewable electricity production would double from 39.3 per cent to around 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, owned by the client, generate an average savings of 20% on the electricity bill during the first 15 years. After these 15, will reach savings rates of up to 63%. By paying a monthly fee customers are guaranteed a photovoltaic installation at the end of their plan whilst achieving fixed monthly saving in the meantime. This is all without any initial outlay. Clients that collaborate with Holaluz through the Rooftop Revolution are particularly valuable because they have a close and durable relationship with the company in a range of services from the management of energy to the supply of electricity, and this entails a long-lasting relationship with the company.

Thanks to Holaluz's technological innovation more than 40 million people could benefit from 100 per cent green energy whilst making average monthly savings of 15 per cent.

Holaluz ranks number one in Sustainalytics' ESG world ranking for electricity companies

Holaluz's leadership position in the energy transition has been recognised by Sustainalytics, the world's leading agency for ESG and corporate governance research and ratings. Sustainalytics places Holaluz at number one in the world in the category of electricity companies. To achieve this premier position Holaluz beat off competition from more than 189 companies worldwide. In the overall reckoning, the Sustainalytics universe, which collates the performance of 13,028 companies, Holaluz was placed among the top two per cent of companies. In the utilities category, which compares 446 companies, Holaluz finished second worldwide. In terms of measured risk, Holaluz was apportioned a score of 12 which is "low risk" (scores of between 10 and 20 are considered "low risk").

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 10 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. 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 in the moment).

The company expects to reach one million customers and 50,000 photovoltaic installations by the end of 2023.

At the heart of its strategy is Holaluz's commitment 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 to the technology team.)

Holaluz has had a positive impact on its employees, the community and wider environment. It was 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. 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.

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For further information:

Holaluz | Marissé Arrufat
marisse.arrufat@holaluz.com
Telf. +34 608 733 170

Interprofit | Albert Bisellach
albert.bisellach@interprofit.es

Interprofit | Valença Figuera
valenca.figuera@interprofit.es

Telf. +34 660 805 317

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