

Holaluz reaches 4,000 Photovoltaic Installations, has expanded its client base by 31%, achieves an EBITDA of 3.5 million euros, and delivers 4.5 million euros in savings to its customers, all in the midst of the pandemic

- Holaluz closed on September 30, 2020 (fiscal year end) with consolidated sales of 235.9 million euros. Holaluz's consolidated EBITDA grew to 3.5 million euros which represents growth of 35 per cent compared to the previous year.
- The Rooftop Revolution has grown in strength. As of December 31, 2020, Holaluz manages 4,022 photovoltaic installations which represents growth of 350 per cent on the previous year. Holaluz added 70,608 new clients in the 2020 calendar year. This represents growth of more than 31 per cent on calendar year 2019. As of December 31, 2020 Holaluz has a total of 297,816 clients.
- Holaluz has been ranked at number one in the ESG world ranking of electricity companies by Sustainalytics, which rates the sustainability of listed companies. To add to its green credentials, Holaluz contributed to saving 480,262 tons of CO₂ in 2020.
- In the light of the health and economic crisis caused by Covid-19, Holaluz has put into action a savings plan which has helped clients save 4.5 million euros. This equates to an average saving of 57 euros per family.
- The financial results of September 30, 2020 put Holaluz one step closer to its purpose of creating a 100 per cent renewable world. Holaluz reiterates its objectives by the end of 2023: one million clients, 50,000 photovoltaic installations under management and an energy capacity of 1000 MW.

Barcelona, January 25, 2021- Holaluz, the green energy technology company listed on BME Growth (previously called the Alternative Equity Market (MAB)), added 70,608 new clients during the last calendar year (which closed on December 31, 2020). This represents an annual increase of 31 per cent. Holaluz's total client portfolio, meanwhile, rose to 297,816 . Despite a year affected by the health and economic crisis caused by COVID-19, the 2020 calendar year data reaffirms Holaluz position as a fast-growing company.

● **Total number of clients** **297,816**

30 September 2019 (annual)	31 December 2019	31 March 2020	30 June 2020	30 September 2020	31 December 2020
212,862	227,208	241,163	255,543	272,727	297,816

* close of the fiscal year on 30 September

The Rooftop Revolution is a movement that aims to transform as many rooftops as possible into sources of green energy. Since its launch on June 30, 2020, the project has gone from strength to strength and has helped Holaluz enjoy a growth rate in photovoltaic installations of 61 per cent between June 30 and September 30 2020. By 31 December, 2020 Holaluz had reached a total of 4,022 installations which represents growth of 350 per cent on December 31, 2019.

● **Total number of installations** **4,022**

30 September 2019 (annual)	31 December 2019	31 March 2020	30 June 2020	30 September 2020	31 December 2020
498	883	1,270	1,879	3,033	4,022

* close of the fiscal year on 30 September

Considering the energy that Holaluz has sold during 2020, it can be said that the green energy company has contributed to saving 480,262 tons of CO₂. This saving is equivalent to not producing a plastic bag for 15 years.

With regard to financial results, in the fiscal year from September 2019 to September 2020, Holaluz's sales reached 235.9 million euros which represents an increase of 13 per cent when compared with the sales figure of the previous year. (The 2019 figure was 208.8 million euros.) Consequently, Holaluz's gross margin has increased from 16.3 million in 2019 to 27.4 million in 2020. Holaluz's EBITDA this fiscal year was 3.5 million euros. This represents an increase of 35 per cent.

- **Financial income, consolidated EBITDA, and gross margin**

	30 September 2019 (annual)	30 September 2020 (annual)	Year-on-year change
Financial Income	208.8 million euros	235.9 million euros	+27,9 per cent
EBITDA	2.6M million euros	3.5 million euros	+35 per cent
Gross margin	16.3 million euros	27.3 million euros	+67,48 per cent

2020: resilience in a complex environment

In 2020 Holaluz celebrated its tenth birthday in an extremely complex economic environment. On November 29, 2019 Holaluz entered the capital market with its incorporation into **BME Growth (previously known as the Alternative Equity Market (MAB))**. The programme included a capital increase of 30 million euros aimed at obtaining one million clients and 50,000 photovoltaic installations by the end of 2023.

Despite the extreme difficulty **caused by Covid-19**, Holaluz has managed to keep its entire team working at 100 per cent of salary and put into action a savings plan which

has helped clients save 4.5 million euros. This equates to an average saving of 57 euros per family. **The Rooftop Revolution**, which was launched by Holaluz last June, is central to Holaluz's objectives. The project increases Holaluz's client portfolio and in the longer term will help to create a 100 per cent renewable world in which everyone is connected to green energy.

In a sign of Holaluz's green credentials, the company has been **ranked at number one in the ESG world ranking of electricity companies by Sustainalytics**. This rating recognises 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. 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").

The aforementioned achievements, together with the financial results as of September 30, 2020, put Holaluz one step closer to its goal of creating a 100 per cent renewable world. The green energy company **reiterates its objectives that by the end of 2023:** one million clients, 50,000 photovoltaic installations under management and an energy capacity of 1000 MW.

About Holaluz

Holaluz has the goal of a world powered by 100 per cent green energy. This objective is advanced by persuading people to switch to a green energy plan made with 100 per cent renewable energy. On average, Holaluz clients can make savings of 10 per cent 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. Holaluz 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).

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

At the heart of Holaluz's strategy is the 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 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 one of the founding companies of "Capitalism with a Conscience in Spain", a philosophy that recognises the innate potential for business to improve the world.

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. 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").

For further information:

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

Interprofit | Albert Bisellach
albert.bisellach@interprofit.es

Interprofit | Valença Figuera
valenca.figuera@interprofit.es

Tel. +34 660 805 317

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