

# Briefing on Financial Results for The Fiscal Year Ended March 2020



May 11, 2020

# Disclaimer

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Information listed herein concerning industry and market trends, the economic climate and so on has been prepared based on currently available information. RENOVA does not guarantee the veracity, accuracy, reasonableness or completeness of the information and assumes no obligation to update the particulars of any information.

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As a general rule and unless indicated otherwise, consolidated figures are used for the monetary amounts listed in this document. As amounts less than one million yen are rounded down, totals in each column may not match.

In this document, current(quarterly) profit is listed as net(quarterly) income attributable to owners of the parent.

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\*1 To prevent the spread of the COVID-19 infection, RENOVA has implemented full telecommuting for all employees at the head office. For the time being, we will refrain from taking phone calls to the head office.



# 1. Overview of the Fiscal Year Ended March 2020

## Key Highlights of FY3/2020

1

**A record-high performance, exceeding forecasts**

**Net sales: 19.4 billion yen(+38% YoY)**  
**EBITDA\*<sup>1</sup>: 11.2 billion yen (+42% YoY)**

2

**Three\*<sup>2</sup> solar PV plants commenced operation.**  
**Generation capacity of plants in operation exceeded 300 MW.**  
**Began construction\*<sup>3</sup> on two 75 MW large-scale biomass projects\*<sup>4</sup>**

3

**Made a final investment decision**  
**into a large-scale overseas onshore wind project.**  
**In March 2020, the third council meeting for coordination\*<sup>5</sup>**  
**was held for the waters off of Yurihonjo City, Akita Prefecture.**

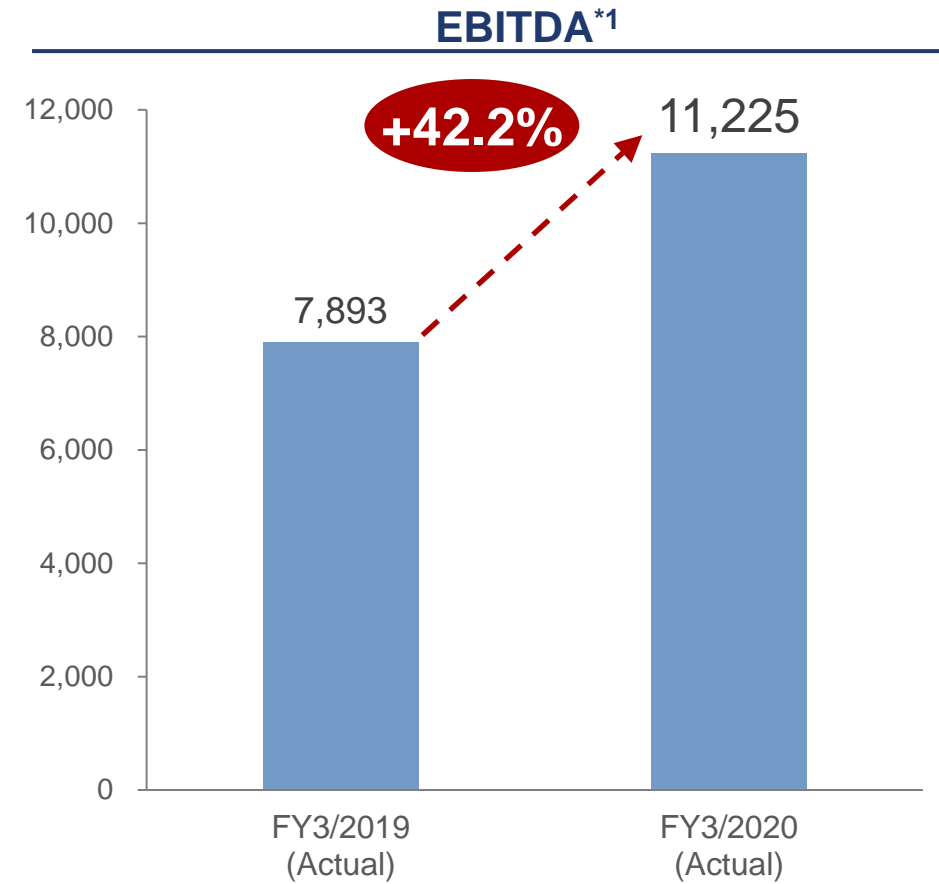
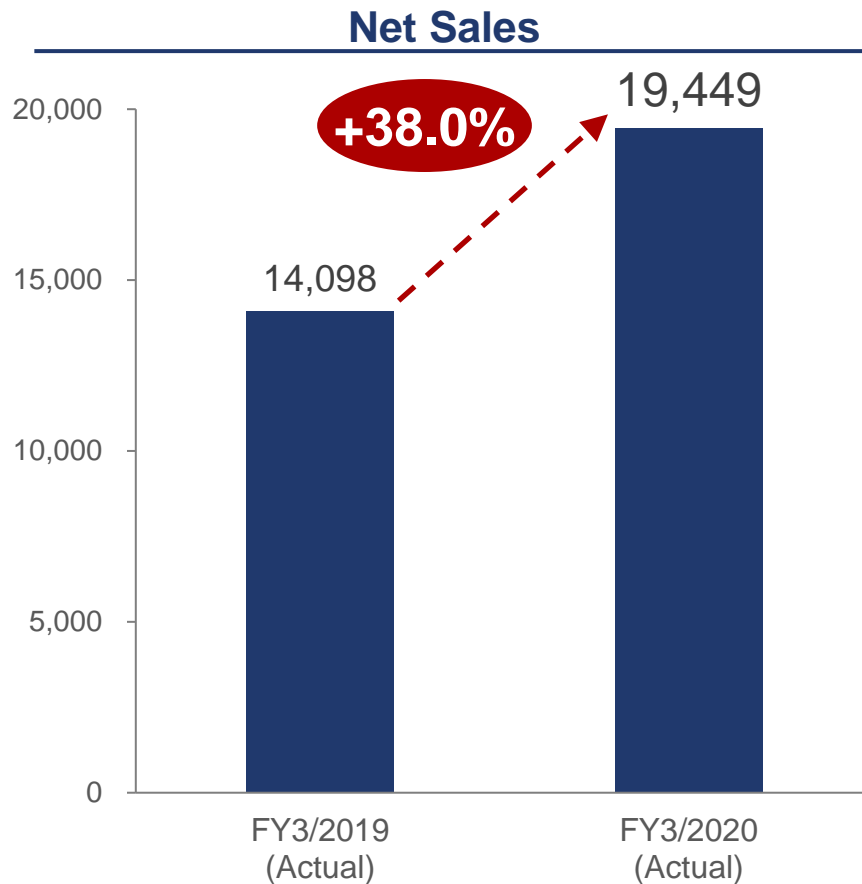
\*<sup>1</sup> EBITDA = ordinary profit + net interest expenses + depreciation + amortization of long-term prepaid expenses (grid connection costs and deferred consumption tax) + amortization of goodwill + amortization of deferred assets (business commencement expenses and deferred organization expenses). EBITDA is neither subject to audit nor quarterly review. \*<sup>2</sup> The Nasukarasuyama Solar Project reached COD in May 2019. The Karumai West Solar Project reached COD in July 2019. The Karumai East Solar Project reached COD in December 2019. \*<sup>3</sup> Projects for which work has commenced in accordance with the EPC contract are shown as "under construction".

\*<sup>4</sup> The Omaezakikou Biomass Project started construction in December 2019, and the Ishinomaki Hibarino Biomass Project started construction in March 2020. \*<sup>5</sup> The Ministry of Land, Infrastructure, Transport and Tourism, the Ministry of Economy, Trade and Industry, and Akita Prefecture jointly held a council meeting based on the provisions of Article 9, Paragraph 1 of Promoting Utilization of Sea Areas in Development of Power Generation Facilities Using Maritime Renewable Energy Resources.

# Trend in Net Sales and EBITDA

(Million yen)

- Maintained high growth with net sales increasing by 38% year-on-year, and EBITDA recording a 42% year-on-year rise.



\*1 EBITDA = ordinary profit + net interest expenses + depreciation + amortization of long-term prepaid expenses (grid connection costs and deferred consumption tax) + amortization of goodwill + amortization of deferred assets (business commencement expenses and deferred organization expenses). EBITDA is neither subject to audit nor quarterly review.

# Record High Financial Results

## Financial Highlights for FY3/2020 (Million yen)

- RENOVA outperformed all financial targets for the FY3/2020.
- Posted record figures across the board, from net sales to profit.

	FY3/2020 (revised forecast)	FY3/2020 (actual)	Versus forecast
<b>Net Sales</b>	19,200	<b>19,449</b> Record high	1.3%
<b>EBITDA*1</b>	10,800	<b>11,225</b> Record high	3.9%
<i>EBITDA margin</i>	56.3%	<b>57.7%</b>	-
<b>Operating profit</b>	6,700	<b>7,153</b> Record high	6.7%
<b>Ordinary profit</b>	4,100	<b>4,650</b> Record high	13.4%
<b>Profit</b>	3,300	<b>3,674</b> Record high	11.3%

Outperformed  
all targets for  
FY3/2020

\*1 EBITDA = ordinary profit + net interest expenses + depreciation + amortization of long-term prepaid expenses (grid connection costs and deferred consumption tax) + amortization of goodwill + amortization of deferred assets (business commencement expenses and deferred organization expenses). EBITDA is neither subject to audit nor quarterly review.

A large pile of cut logs is the central focus of the image. The logs are stacked in a somewhat organized manner, showing their natural brown and tan colors. In the background, a yellow excavator is visible, its arm extended towards the logs. The sky is a clear, bright blue. The overall scene suggests a logging or construction site.

## 2. Plants in Operation and Progress of Projects Under Construction

## Three Solar PV Plants Commenced Operation in FY3/2020

- In the FY3/2020, 3 new large-scale solar PV plants reached COD.

<b>Nasukarasuyama Solar</b> <b>(Nasukarasuyama-shi, Tochigi)</b>		<b>Karumai West Solar</b> <b>(Karumai-machi, Kunohe-District, Iwate)</b>		<b>Karumai East Solar</b> <b>(Karumai-machi, Kunohe-District, Iwate)</b>	
Capacity* <sup>1</sup>	19.2 MW	Capacity* <sup>1</sup>	48.0 MW	Capacity* <sup>1</sup>	80.8 MW
COD	May 2019	COD	July 2019	COD	December 2019
FIT price	¥36 / kWh	FIT price	¥36 / kWh	FIT price	¥36 / kWh
Net sales* <sup>2</sup>	Appx. ¥800 million/year	Net sales* <sup>2</sup>	Appx. ¥1.8 billion/year	Net sales* <sup>2</sup>	Appx. ¥3.1 billion/year
EBITDA* <sup>2</sup>	Appx. ¥600 million/year	EBITDA* <sup>2</sup>	Appx. ¥1.3 billion/year	EBITDA* <sup>2</sup>	Appx. ¥2.3 billion/year

\*1 The generation capacity for solar power plants is on a module capacity basis.

\*2 Figures are as currently planned and may be subject to change.



# Started Construction\*1 on Two Large-Scale 75 MW Biomass Projects

As of May 2020

- The Omaezakikou Biomass Project started construction in December 2019, and the Ishinomaki Hibarino Biomass Project started construction in March 2020\*1 as planned.
- Both are scheduled to start operation in FY3/2024.

## Omaezakikou Biomass (Omaezaki-shi, Shizuoka)



### COD in July 2023 (Planned)

Capacity*2	75.0 MW
FIT price	¥ 24 / kWh
Main Fuel	Imported Wood pellets (co-fired with palm kernel shells (PKS))
Net Sales*3	Appx. ¥13 billion/year

## Ishinomaki Hibarino Biomass (Ishinomaki-shi, Miyagi)



### COD in May 2023 (Planned)

Capacity*2	75.0 MW
FIT price	¥ 24 / kWh
Main Fuel	Imported Wood pellets (co-fired with palm kernel shells (PKS))
Net Sales*3	Appx. ¥13 billion/year

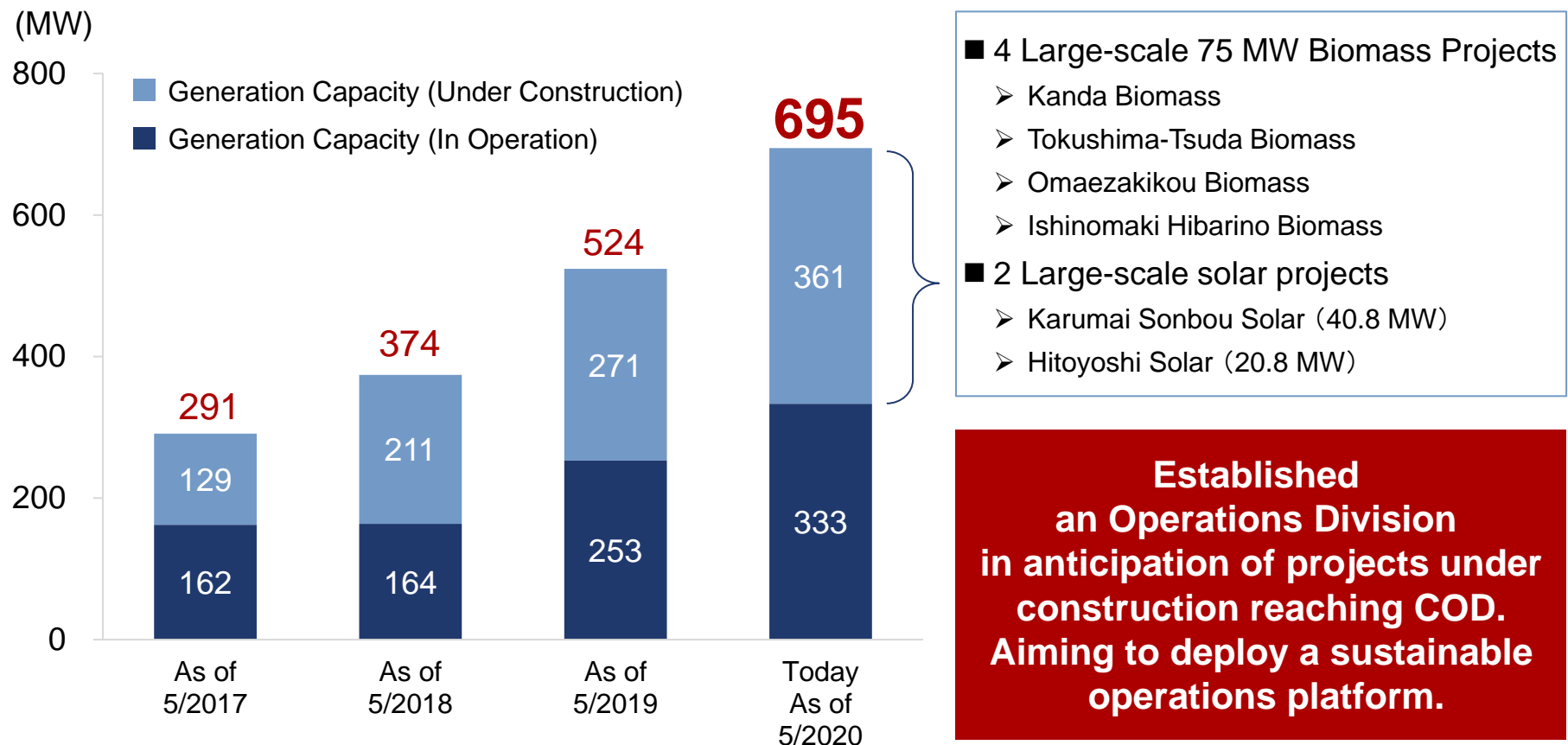
\*1 Projects for which work has commenced in accordance with the EPC contract are shown as "under construction".

\*2 The generation capacity for biomass power plants is based upon the generator output.

\*3 Figures are as currently planned and may be subject to change.

## Projects in Operation and Under Construction in Japan\*1

- The total generation capacity of power plants in operation now exceeds 300 MW. The total generation capacity of projects under construction now exceeds 350 MW.
- Established an Operations Division in anticipation of projects under construction reaching COD.



\*1 Projects for which work has commenced in accordance with the EPC contract are shown as "under construction".

### 3. Projects Under Development in Japan and Overseas



## Participation in the Quang Tri onshore wind projects (Quang Tri, Vietnam 144.0 MW)

As of May 11, 2020

- Made a final investment decision into a series of large-scale onshore wind projects led by the power utility PCC1\*<sup>1</sup> in Vietnam in May 2020.
- The projects will sell electricity under Vietnam's FIT scheme\*<sup>2</sup>, and operations are scheduled to start by the end of Oct 2021.



Overview of the Quang Tri Onshore Wind Projects	
Capacity	144.0 MW
Site	<ul style="list-style-type: none"> <li>■ Lien Lap (48.0 MW)</li> <li>■ Phong Huy (48.0 MW)</li> <li>■ Phong Nguyen (48.0 MW)</li> </ul>
FIT* <sup>2</sup>	8.5 cents (US\$) / kWh (appx.9.2 yen* <sup>3</sup> )
Construction* <sup>4</sup>	Commencing May 2020
COD	By the end of October 2021
Partnership	PCC1* <sup>1</sup> and others: 60.0% RENOVA: 40.0%
Financing	TBD

**First overseas onshore wind project for RENOVA.  
Contributing to development by leveraging engineering and financing ability.**

\*1 Power Construction Joint Stock Company No.1 \*2 Offtake under Vietnam's FIT scheme. The tariff will apply to projects reaching COD by the end of October,2021.

\*3 Reference value converted at \$1 = 108.42 yen (As of March 31, 2020).

\*4 Projects for which work has commenced in accordance with the EPC contract are shown as "under construction".

# Overview of the Quang Tri Onshore Wind Projects (Quang Tri, Vietnam 144.0 MW)

As of May 11, 2020

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**1** Approved under the Vietnamese Government's national Power Master Plan<sup>\*1</sup>

**2** Project operates under Vietnam's FIT scheme<sup>\*2</sup>

**3** Partner is a publicly listed local electric power company with a history of over 50 years<sup>\*3</sup>

**4** Optimal site conditions, including wind conditions. Expecting high capacity factor

**5** Turbine supply agreement signed. EPC contract to be signed shortly. The environmental and social impact assessment is progressing smoothly

<sup>\*1</sup> Power Development Plan Version 7 was revised to "revised PDP7" (REVISIONS TO THE NATIONAL POWER DEVELOPMENT PLAN FROM 2011 TO 2020 WITH VISIONS EXTENDED TO 2030) on March 18, 2020.

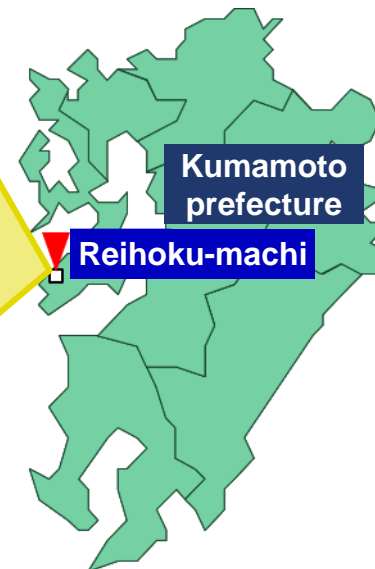
<sup>\*2</sup> Offtake under FIT 8.5 cents(US\$) /kWh will be applied for plants reaching COD by October 31, 2021. <sup>\*3</sup> Ho Chi Minh City Securities Trading Center

# Overview of the Reihoku Onshore Wind Project (Reihoku-machi, Kumamoto, appx.50 MW)

As of May 2020

- Project based on the seventh Reihoku City promotion plan\*1.
- FIT secured. Steady progress in wind condition measurements and environmental impact assessments.

Reihoku Onshore Wind Project	
Capacity	Appx. 50 MW
FIT price	¥ 21 / kWh
Construction	Appx. 2022
COD	Appx. 2024
Wind Condition Measurements	Measurement dates: <ul style="list-style-type: none"> <li>■ Met Mast : from Dec. 2017</li> <li>■ Doppler Lidar : from Nov. 2019</li> </ul>
Environmental Impact Assessments	Completed onsite survey (A draft Environmental Impact Statement under preparation)
Project Owner	RENOVA



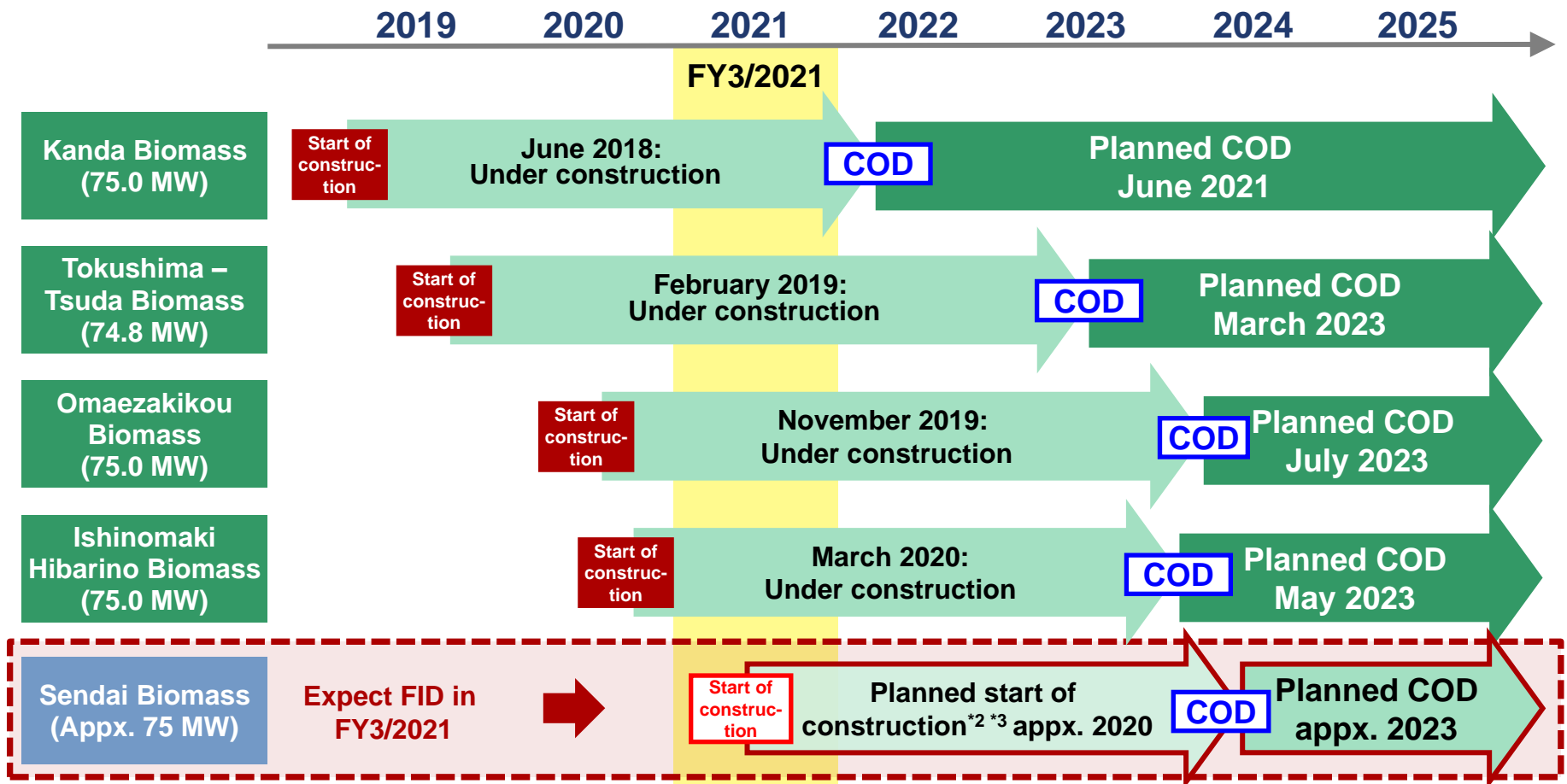
**Onshore Wind Project  
Developed from Scratch by  
RENOVA**

\*1 Established in 2019. Period of the promotion plan is 10 years.

# Development of 75 MW Large-scale Biomass Projects\*1

As of May 2020

- FID for the Sendai Biomass Project (RENOVA's 5<sup>th</sup> large-scale biomass project and appx. 75 MW) is expected in FY3/2021.



\*1 Pipeline projects may be altered, delayed or cancelled. Projects for which work has commenced in accordance with the EPC contract are shown as "under construction".

\*2 Including the period of preparation for construction after the financing contract. Development projects may be altered, delayed or cancelled due to development status, progress and comments reflecting environmental impact assessments.

\*3 Construction commencement presented in accordance with RENOVA's expected schedule, and not construction commencement dates indicated in the preliminary environmental impact assessments materials.

## 4. Updates on Offshore Wind Projects

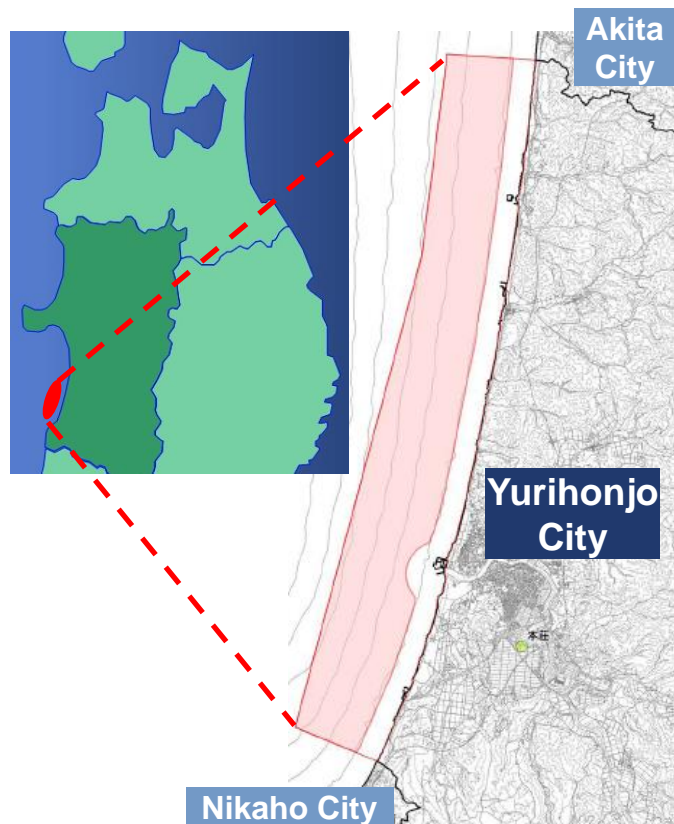




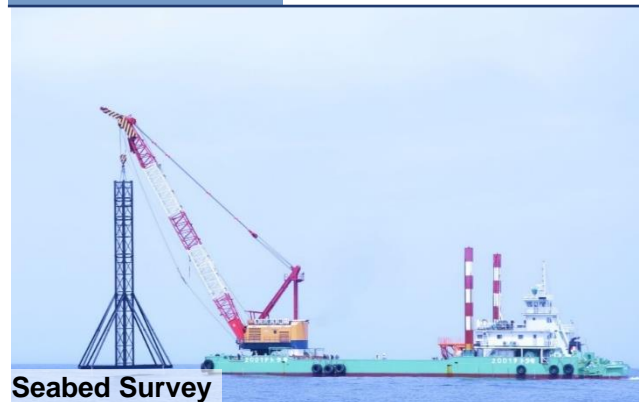
# Development Progress of the Yurihonjo Offshore Wind Project\*1

As of May 2020

- Developing one of Japan's largest offshore wind projects in Yurihonjo, Akita Prefecture (Northern Japan).
- RENOVA leads the development.
  - Cosmo Eco Power, JR-East Energy Development and Tohoku Electric Power take part as co-developers.



Yurihonjo Offshore Wind Project	
Capacity	Appx. [700] MW*2
Construction	TBD*2
Stockholders	(Lead) Cosmo Eco Power   JR-East Energy Development   Tohoku Electric Power



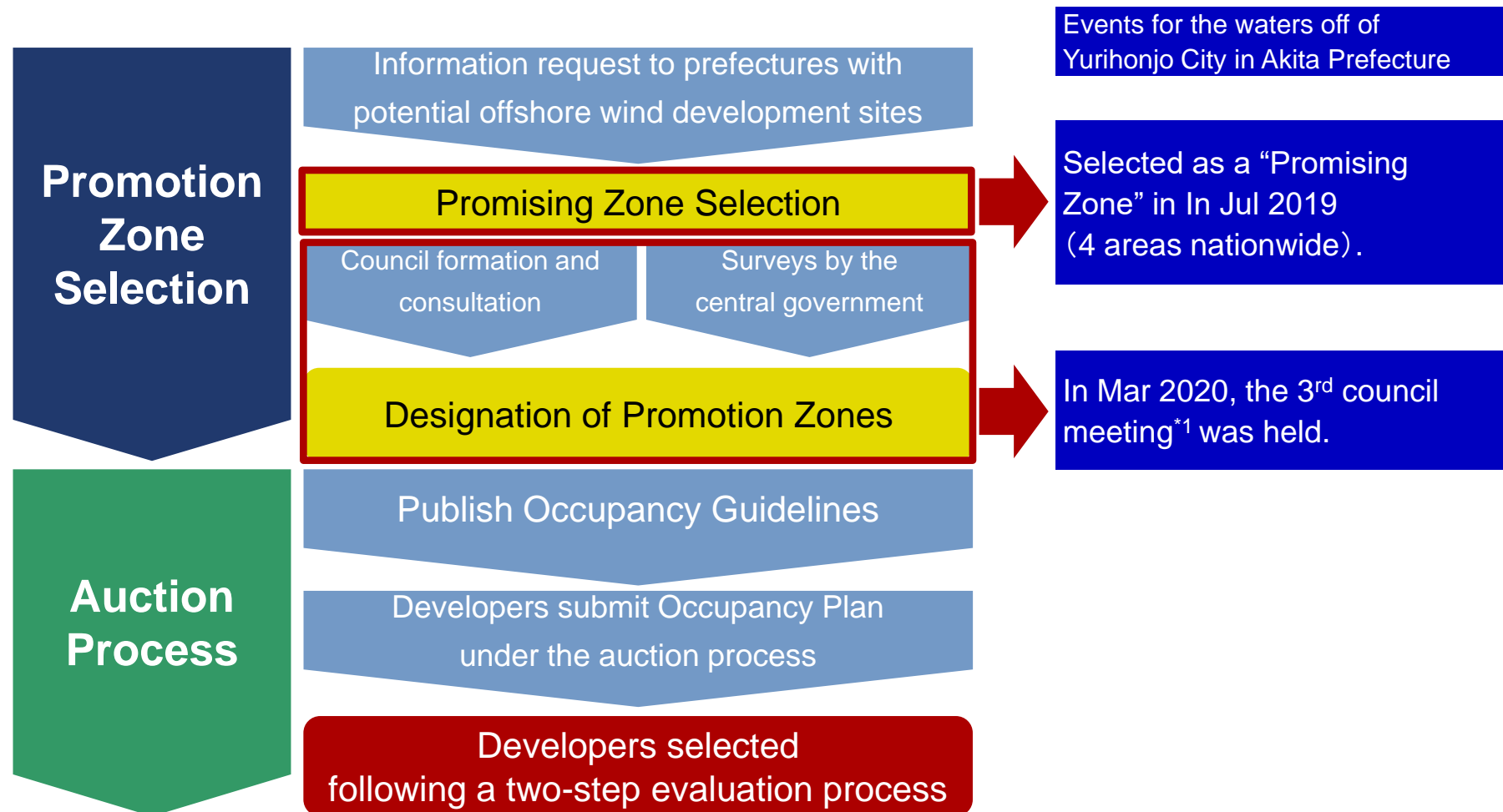
\*1 Development projects may be altered, delayed or cancelled.

\*2 The expected generation capacity for the Yurihonjo Offshore Wind Project is shown as a tentative figure, due to the upcoming promotion zone and subsequent developer selection processes. Furthermore, as promotion zones have not yet been selected, the project schedule is shown as "TBD".

# Overview of Developer Selection Process under the Offshore Wind Promotion Law

## Trend in the waters off of Yurihonjo City in Akita Prefecture (As of May 7, 2020)

- Selection process commenced under the Offshore Wind Promotion Law from February 2019.
- The waters off of Yurihonjo City in Akita Prefecture is at the final stage of promotion zone selection.



(Source) Interim report published by the joint committee between Agency for Natural Resources and Energy (METI) and Ports and Harbors Bureau (MLIT) on April 22, 2019

\*1 Based on the clause 1 article 9 of Law on Promotion of Use of Territorial Waters for Offshore Renewable Energy Generation Facilities, joint council meeting of METI, MLIT and Akita prefecture was organized for the waters off of Yurihonjo City

# Development Progress of the Yurihonjo Offshore Wind Project (1/2)

As of May 11, 2020

- Steady progress on seabed surveys and wind condition measurements.
- Selected MHI Vestas\*1, a major European wind turbine manufacturer, as the project's preferred supplier. Engineering progressing smoothly, including completion of preliminary engineering designs.

Updates from the previous financial results briefing session (November 5, 2019)

	Project Status	Progress
Seabed survey	<ul style="list-style-type: none"> <li>■ Started the fourth and final stage of the seabed survey in April.</li> </ul>	
Wind Conditions	<ul style="list-style-type: none"> <li>■ Wind conditions have been recorded for over one year at four separate observation points as of Aug. 2019. Measurements are ongoing.</li> </ul>	
Selection of wind turbines	<ul style="list-style-type: none"> <li>■ In April 2020, RENOVA selected MHI Vestas*1, a major European wind turbine manufacturer, as the project's preferred supplier.</li> </ul>	
EPC	<ul style="list-style-type: none"> <li>■ Completed preliminary engineering works.</li> <li>■ Final stage of the EPC selection process.</li> </ul>	

\*1 MHI Vestas Offshore Wind A/S.

# Development Progress of the Yurihonjo Offshore Wind Project (2/2)

As of May 11, 2020

- The environmental impact assessment is the final stage of the “Draft EIS”. Expected to receive recommendations from METI around June 2020.
- Partial completion of the grid connection process announced on January 22, 2020 for the first group of applicants.

Updates from the previous financial results briefing session (November 5, 2019)

	Project Status	Progress
<b>Environmental Impact Assessment</b>	<ul style="list-style-type: none"> <li>■ In the “Draft EIS” of the EIA, the briefing sessions in accordance with law were completed, and it is expected to be completed around June.</li> </ul>	
<b>Grid Connection</b>	<ul style="list-style-type: none"> <li>■ Partial completion of the first group announced on January 22, 2020. (The RENOVA’s current status cannot be disclosed)</li> </ul>	<b>Not Disclosed</b>
<b>Local Relations</b>	<ul style="list-style-type: none"> <li>■ Since April 2020, five RENOVA employees, including RENOVA’s COO*1 have been stationed at the Yurihonjo Office.</li> </ul>	<b>Continuing</b>
<b>Finance</b>	<ul style="list-style-type: none"> <li>■ Selected financial advisors in 2017.</li> <li>■ Received financing indications in January 2018.</li> </ul>	

\*1 Member of the Board and COO of RENOVA, Isamu Suyama

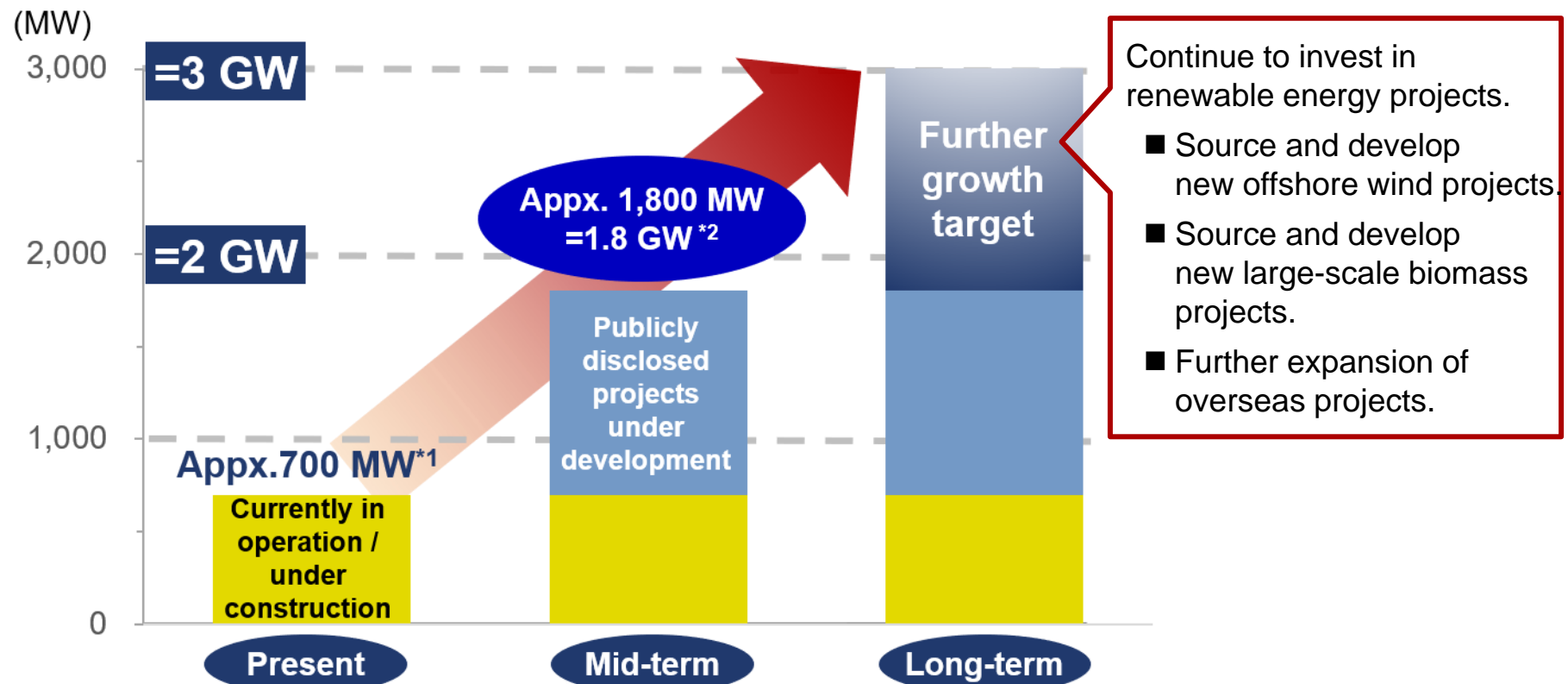
\*2 Financial Adviser

\*3 Letter of Intent

# Target Development Scale\*<sup>1</sup>

As of May 2020

- Continue to make proactive investments in renewable energy projects for future growth.



**Strengthening the development of new projects by increasing the number of dedicated personnel. Aiming to increase pipeline projects for long-term growth.**

\*<sup>1</sup> Pipeline projects may be altered, delayed or cancelled. Projects for which work has commenced in accordance with the EPC contract are shown as "under construction".

\*<sup>2</sup> One gigawatt (GW) equals 1,000 megawatts (MW).

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5. Summary of the impacts and countermeasures against COVID -19\*<sup>1</sup> on business results and performance

# Impacts and Countermeasures Against COVID -19\*<sup>1</sup> (1/3)

## Summary (As of May 11, 2020)

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- Currently, the social limitations and economic repercussions of COVID -19 have not impacted RENOVA's recent performance or the expected COD schedule for projects under construction.
- RENOVA will continue to be vigilant about medium and long-term impacts.

**1 Stable operation at all plants. No impact on power generation.**

**2 At present, there is no impact on the expected COD schedule for projects under construction. However, we will continue to monitor potential impacts on the supply chain (Europe, China, and India).**

**3 RENOVA will continue development while maintaining vigilance around the impacts of COVID -19, carefully examining future restrictions on movement and potential spillover effects to logistics and financing.**

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\*1 Coronavirus Disease, 2019

# Impacts and Countermeasures Against COVID -19\*<sup>1</sup> (2/3)

## Projects in Operation / Under Construction (As of May 11, 2020)

- No impact at present on business results or the COD dates for projects under construction.
- Continuing to maintain vigilance around biomass projects, including implementing measures to prevent infections on-site, as well as monitoring status of fuel suppliers

Energy Source / Status		Status	Risks and Mitigating Factors
Solar	In Operation	No effect on performance or COD at present	<ul style="list-style-type: none"> <li>■ Projects in operation have no significant risks.</li> <li>■ Projects under construction have not been impacted, with no major impacts on logistics or construction personnel.</li> </ul>
	Under Construction		
Biomass	In Operation (Akita Biomass (20.5 MW))	No effect on performance at present	<ul style="list-style-type: none"> <li>■ Maintaining vigilance around import / export status of fuels (PKS<sup>*2</sup>) and examining appropriate procurement methods.</li> <li>■ Implementing measures to prevent infections of employees on-site</li> </ul>
	Under Construction (4 x 75 MW projects)	No effect on COD at present	<ul style="list-style-type: none"> <li>■ Some concerns surrounding supply chain disruptions.                             <ul style="list-style-type: none"> <li>- Production and logistics in China were affected but have now <b>recovered</b>.</li> <li>- <b><u>The suspension of production/distribution in Europe/India will require close monitoring (Consider alternative procurement if necessary).</u></b></li> <li>- Implementing measures to prevent infections on-site</li> </ul> </li> </ul>

**➔ No impact at present on business results or the COD dates for projects under construction  
However, RENOVA will continue to maintain vigilance  
and disclose any developments as appropriate.**

\*1 Coronavirus Disease, 2019

\*2 Palm Kernel Shell



# Impacts and Countermeasures Against COVID -19\*<sup>1</sup> (3/3)

## Projects under Development (As of May 11, 2020)


- Continuing development while maintaining heightened vigilance around the impacts of COVID -19.

Projects	Status
<p><b>Projects scheduled for FID in the FY3/2021</b></p>	<ul style="list-style-type: none"> <li>■ Restrictions on site visits and business trips.</li> <li>■ Restrictions on overseas business trips to procure materials and inspect suppliers.</li> <li>■ Market volatility can impact the terms of long-term foreign exchange hedge contracts for fuel procurement of biomass projects, thereby impacting profitability.</li> </ul>
<p><b>Other projects under development</b></p>	<ul style="list-style-type: none"> <li>■ Long-term restriction of movement may potentially affect FID timing of certain pipeline projects.</li> </ul>

**Continue to maintain vigilance around movement restrictions and the extent of potential spillover effects on logistics and market conditions.**

**➔ If there is a significant delay in the timing of the FID for projects under development, RENOVA will disclose it as appropriate.**

\*1 Coronavirus Disease, 2019

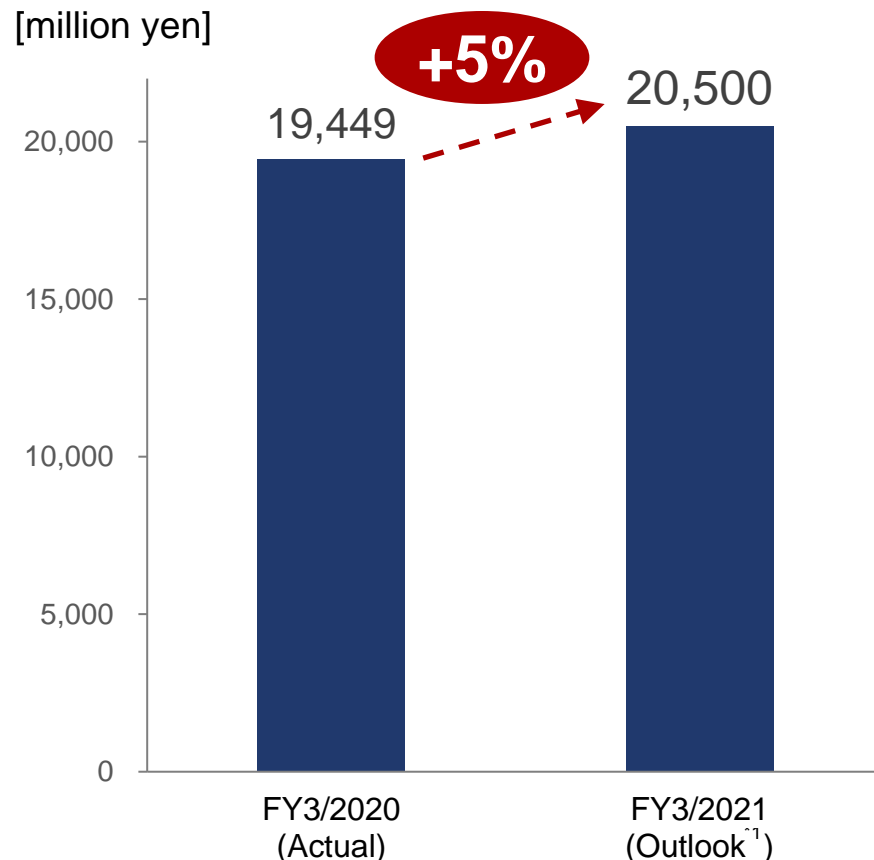


## 6. Outlook for the Fiscal Year Ending March 2021

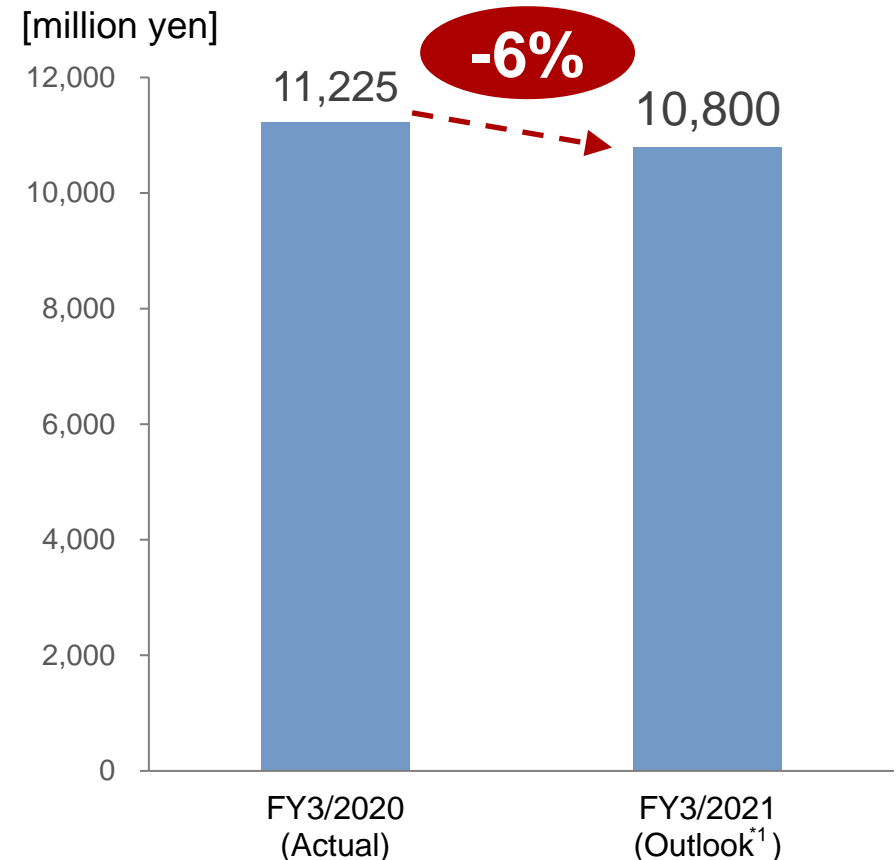
# Outlook (IFRS) of Net Sales and EBITDA for FY3/2021<sup>\*1</sup> <sup>\*2</sup>

■ Net sales and EBITDA are expected to remain almost unchanged from the FY3/2020.

## Net Sales



## EBITDA<sup>\*2</sup>



<sup>\*1</sup> Anticipated sales and EBITDA for the FY3/2021 are based on the voluntary application of International Financial Reporting Standards (IFRS). These figures are based on the accounting method currently under consideration and have not been reviewed or audited by an auditing firm. The contents of this report are subject to change in the future.

<sup>\*2</sup> EBITDA (JGAAP) = Ordinary profit + Net interest expenses + Depreciation + Amortization of long-term prepaid expenses (Amortization of grid connection costs and amortization of deferred consumption tax) + Amortization of goodwill + Amortization of deferred assets (amortization of business commencement expenses and amortization of deferred organization expenses).

EBITDA (IFRS) = Operating profit + Depreciation + Amortization of long-term prepaid expenses (Amortization of grid connection costs and amortization of deferred consumption tax) + Amortization of goodwill + Amortization of deferred assets (amortization of business commencement expenses and amortization of deferred organization expenses). EBITDA is neither subject to audit nor quarterly review.

# Outlook for FY3/2021

(Million yen, %)

- In the FY3/2021, RENOVA will elect to apply International Financial Reporting Standards (IFRS) from 4Q.
- Profit level is expected to be lower due to the expansion of the Operations Division (newly established in FY3/2020) for projects under construction and in operation, as well as continued upfront investment for development of new businesses, including overseas projects.

	FY3/2020 (Actual)	FY3/2021 (Outlook)		
		JGAAP (Reference)	IFRS (Outlook* <sup>1</sup> )	Change
Net Sales	19,449	20,500	20,500	+5%
EBITDA* <sup>2</sup>	11,225	10,000	10,800	-4%
EBITDA margin	57%	49%	53%	-
Operating profit	7,153	4,900	5,400	-25%
Profit before income taxes	6,600	2,050	3,100	-53%
Profit	3,674	200	800	-78%
EPS (yen)* <sup>3</sup>	48.58	2.62	10.47	-
ROE* <sup>4</sup>	26.4%	1.1%	4.3%	-

- Net sales include the impact of consolidation of [Nasukarasuyama Solar, Karumai West Solar and Karumai East Solar](#)

- Business development fees for [the Omaezakikou Biomass Project and Sendai Biomass Project](#) were recorded in [FY3/2021](#).

- Due to accelerated development, [the business development fee from the Ishinomaki Hibarino Biomass Project](#) was recorded in [FY3/2020](#).

- [Decrease in development business fees](#)

- Increased upfront investment such as personnel expenses

- In FY3/2020, [gains on step acquisitions were recorded](#) following the consolidation of Nasukarasuyama Solar, Karumai-nishi Solar and Karumai-higashi Solar and [a gain on negative goodwill was recorded](#) following the consolidation of Nasukarasuyama Solar. No similar transactions are expected to be recorded this year.

- Increase in profit attributable to non-controlling interests

\*1 Anticipated sales and EBITDA for the FY3/2021 are based on the voluntary application of International Financial Reporting Standards (IFRS). These figures are based on the accounting method currently under consideration and have not been reviewed or audited by an auditing firm. The contents of this report are subject to change in the future.

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EBITDA (IFRS) = Operating profit + Depreciation + Amortization of long-term prepaid expenses (Amortization of grid connection costs and amortization of deferred consumption tax) + Amortization of goodwill + Amortization of deferred assets (amortization of business commencement expenses and amortization of deferred organization expenses).

\*3 EPS figures represents basic EPS. EPS for FY3/2021 has been calculated assuming that the total number of issued shares will remain unchanged from the total number of issued shares at the end of FY3/2020.

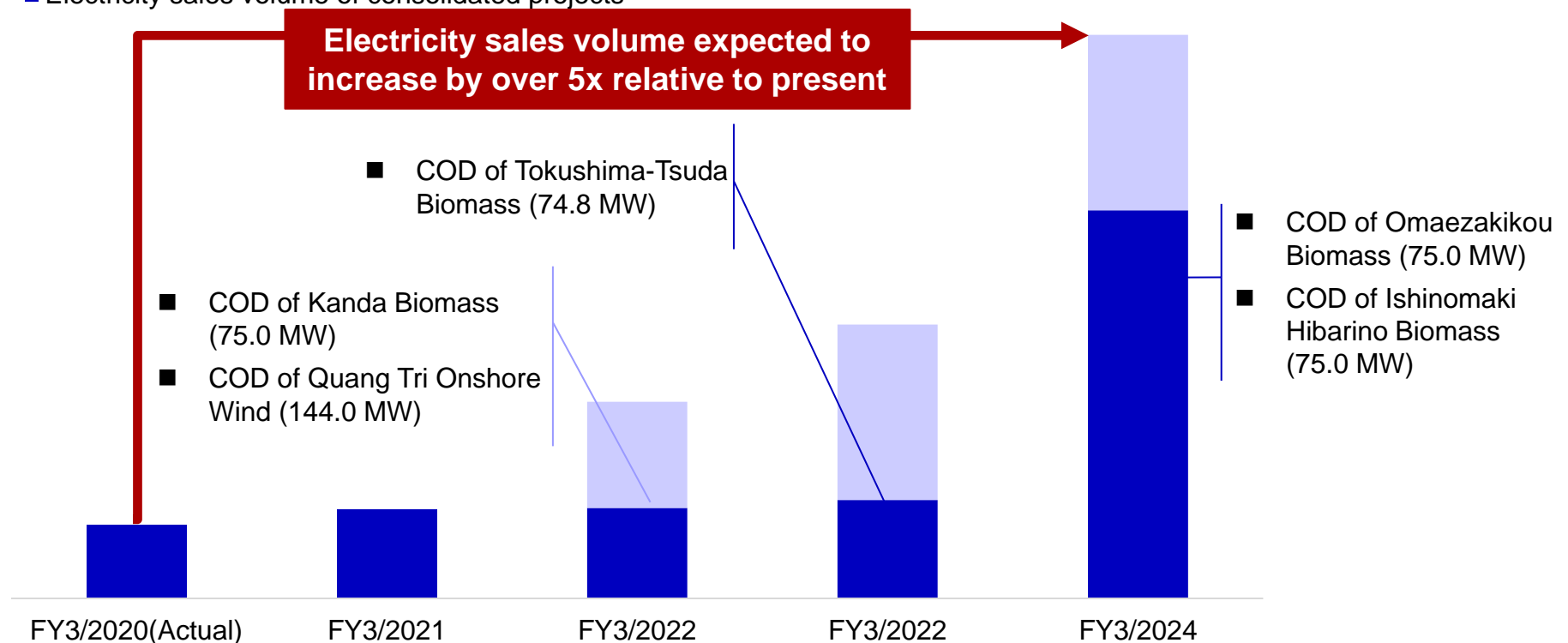
\*4 For the purpose of calculating ROE, the profit figure for the most recent 12-month period is used, and the equity figure used is the simple average of the values at the beginning of the most recent 12-month period and at the end of the most recent month period.

# Trend in Medium-Term Electricity Sales Volume\*1

As of May 2020

- For FY3/2021, projects that reached COD during FY3/2020 are expected to post electricity sales volume contributions on a full-year basis.
- Driven by projects under construction sequentially reaching COD, electricity sales volumes are expected to increase by over 5x relative to current levels within the next five years.

- Electricity sales volume of equity method affiliate projects
- Electricity sales volume of consolidated projects

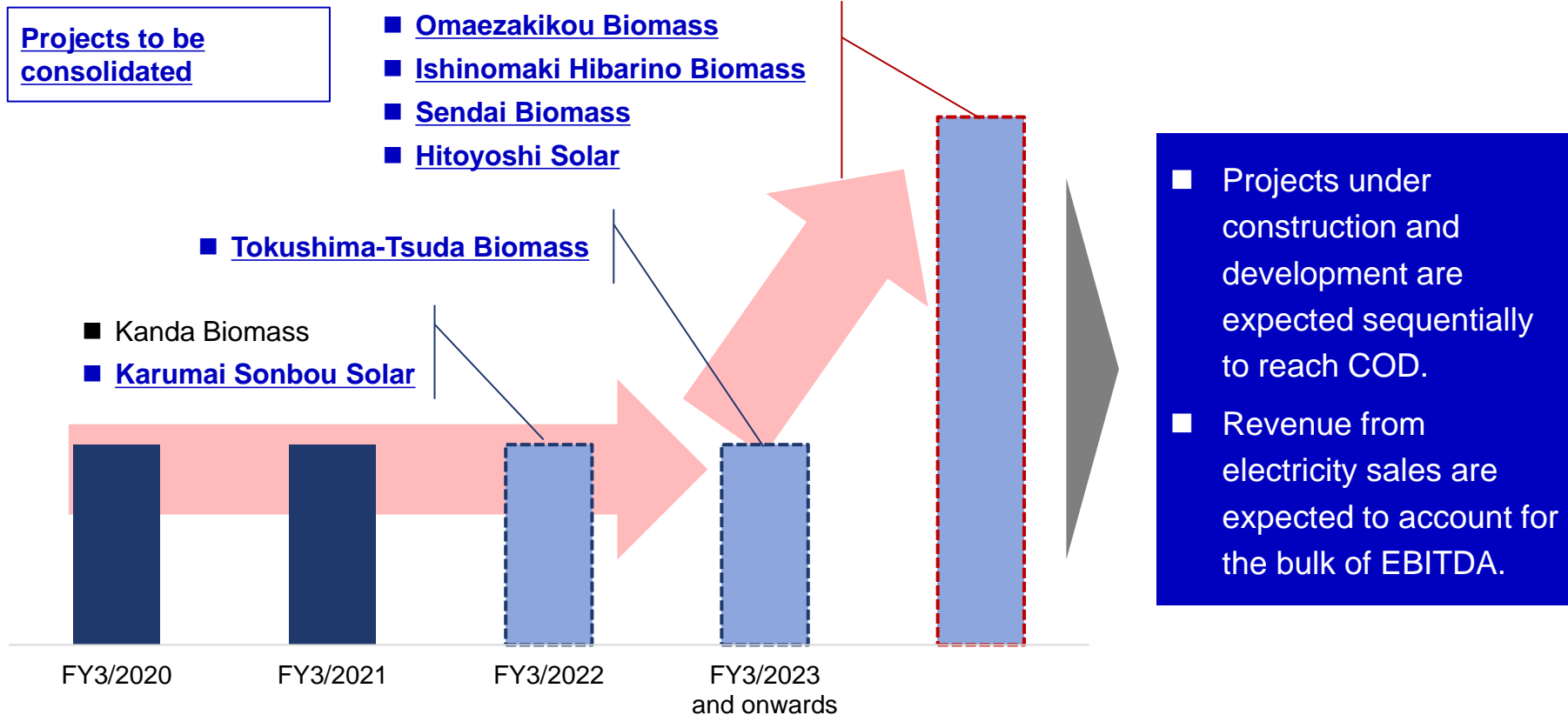


\*1 The graphs show medium-term estimates based upon projected electricity sales figures and expected COD dates for each of RENOVA's SPCs. COD dates for projects as well as all figures are subject to change. The medium-term estimates incorporate consolidation of projects for which RENOVA has call options to acquire additional ownership stakes.

# Trend in Medium-Term Consolidated EBITDA\*1

As of May 11, 2020

- Large-Scale projects under construction and under development are expected to sequentially reach COD and be consolidated after 2023. Significant contribution to EBITDA growth.
- RENOVA will utilize its solid earnings base to make appropriate medium and long-term growth investments.



\*1 The graphs show medium-term estimates based upon projected electricity sales figures and expected COD dates for each of RENOVA's SPCs. COD dates for projects as well as all figures are subject to change. The medium-term estimates incorporate consolidation of projects for which RENOVA has call options to acquire additional ownership stakes.

# Our Mission

To create green and sustainable energy systems  
for a better world



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I. Financial Results for the Fiscal Year Ending March 2020

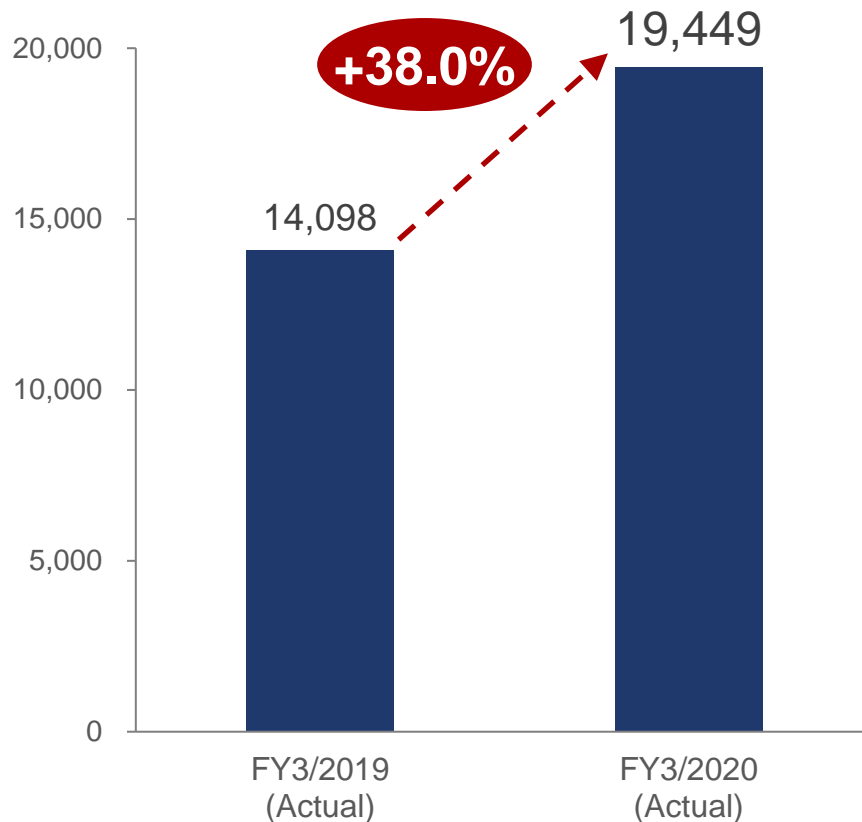


# Trend in Net sales and EBITDA

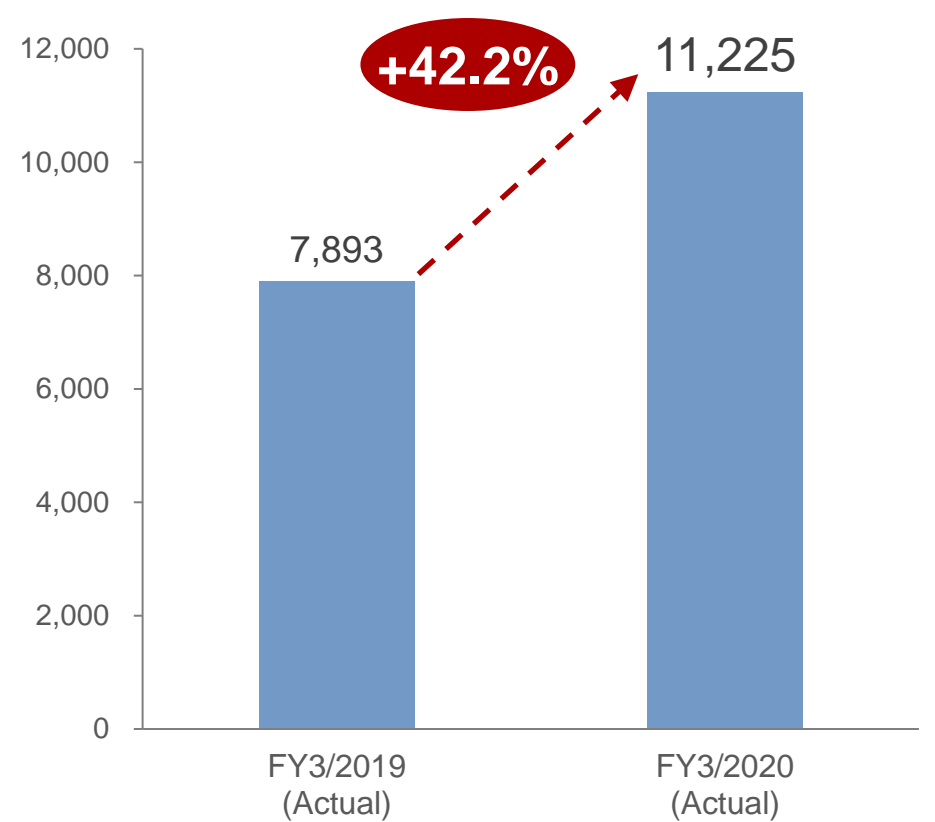
(Million yen)

- Net sales and EBITDA grew significantly year-on-year mainly due to the following factors.
  - Full-year contribution from Yokkaichi Solar.
  - Consolidation of 3 large-scale solar PV projects (Nasukarasuyama Solar, Karumai West Solar and Karumai East Solar).
  - Recording of business development fees for three 75 MW class large biomass projects (Tokushima-Tsuda Biomass, Omaezakikou Biomass, Ishinomaki Hibarino Biomass) and Hitoyoshi Solar.

### Net sales



### EBITDA\*1



\*1 EBITDA = ordinary profit + net interest expenses + depreciation + amortization of long-term prepaid expenses (grid connection costs and deferred consumption tax) + amortization of goodwill + amortization of deferred assets (business commencement expenses and deferred organization expenses). EBITDA is neither subject to audit nor quarterly review.

# Financial Highlights

(Million yen)

- Net income grew significantly year-on-year mainly due to the following factors.
  - Growth in net sales.
  - Recording of gains on step acquisitions accompanying the consolidation of Nasukarasuyama Solar, Karumai west Solar and Karumai East Solar.
  - Recording of a gain on negative goodwill accompanying the consolidation of Nasukarasuyama Solar.

	FY3/2019	FY3/2020		FY3/2020 (Revised Full-year plan)	Change (YoY)
Net sales	14,098	19,449	Increase in Sales and EBITDA driven by consolidation of 3 large-scale solar PV projects, the full-year contribution of Yokkaichi Solar, and 3 business development fees.	19,200	38.0%
EBITDA*1	7,893	11,225		10,800	42.2%
EBITDA margin	56.0%	57.7%		56.3%	-
Operating profit	5,025	7,153		6,700	42.4%
Ordinary profit	3,460	4,650		4,100	34.4%
Extraordinary income	268	1,949	Steady electricity generation in SPC power generation.	-	-
Extraordinary losses	5	-		-	-
Profit*2	1,659	3,674	Gains on step acquisitions accompanying the consolidation of Nasukarasuyama Solar, Karumai west Solar and Karumai East Solar, and a gain on negative goodwill accompanying the consolidation of Nasukarasuyama Solar	3,300	121.5%
EPS (yen)*3	22.25	48.58		43.77	-
ROE*4	19.5%	26.4%		23.7%	-
Number of power plants in operation (The figures in parentheses ( ) represents the number of power plants to which equity method investment is applied.)	9(0)	12(0)		12(0)	-
Capacity (MW)*5	185.3	333.3		333.3	-

\*1 EBITDA = ordinary profit + net interest expenses + depreciation + amortization of long-term prepaid expenses (grid connection costs and deferred consumption tax) + amortization of goodwill + amortization of deferred assets (business commencement expenses and deferred organization expenses). EBITDA is neither subject to audit nor quarterly review. EBITDA is neither subject to audit nor quarterly review. \*2 Profit attributable to owners of parent.

\*3 The EPS value does not consider adjustment for dilutive shares. This value has been calculated from the average number of shares after share splits on the assumption that share splits effective on September 1, 2018, had taken place at the beginning of the previous fiscal year.

\*4 For the purpose of calculating ROE, the profit figure used for FY3/2019 corresponds to a 10 month period, and a 12 month period for FY3/2020. The equity figure used is the simple average of the values at the beginning and end of the period. \*5 The capacity figures represent gross generation capacity.

# Results by Segment\*1

(Million yen)

			1Q	2Q	3Q	4Q	Full Year
Renewable Energy Power Generation Business (A)	Net sales	FY3/2020	3,460	4,044	3,137	3,962	14,605
		FY3/2019	3,003	3,229	2,616	2,772	11,622
	EBITDA	FY3/2020	2,404	2,803	1,968	2,649	9,825
		FY3/2019	2,020	2,123	1,522	1,818	7,484
	Ordinary profit	FY3/2020	1,214	1,202	376	627	3,422
		FY3/2019	928	1,031	440	752	3,154
Renewable Energy Development and Operation Business + Elimination (B)**1	Net sales	FY3/2020	88	1,267	1,683	1,805	4,844
		FY3/2019	339	83	1,249	803	2,476
	EBITDA	FY3/2020	-818	549	741	928	1,400
		FY3/2019	-249	-475	594	540	409
	Ordinary profit	FY3/2020	-852	507	696	876	1,227
		FY3/2019	-285	-508	562	538	306
Total (A + B)	Net sales	FY3/2020	3,548	5,311	4,821	5,768	19,449
		FY3/2019	3,343	3,313	3,866	3,575	14,098
	EBITDA	FY3/2020	1,585	3,352	2,709	3,577	11,255
		FY3/2019	1,770	1,647	2,116	2,358	7,893
	Ordinary profit	FY3/2020	361	1,710	1,073	1,504	4,650
		FY3/2019	643	522	1,002	1,290	3,460

Recorded business development fee from the Tokushima-Tsuda Biomass Project.

Recorded business development fees from the Omaezakikou Biomass Project and the Hitoyoshi Solar Project.

Recorded business development fee from the Ishinomaki Hibarino Biomass Project.

Impact of consolidation of 3 large-scale solar power projects.

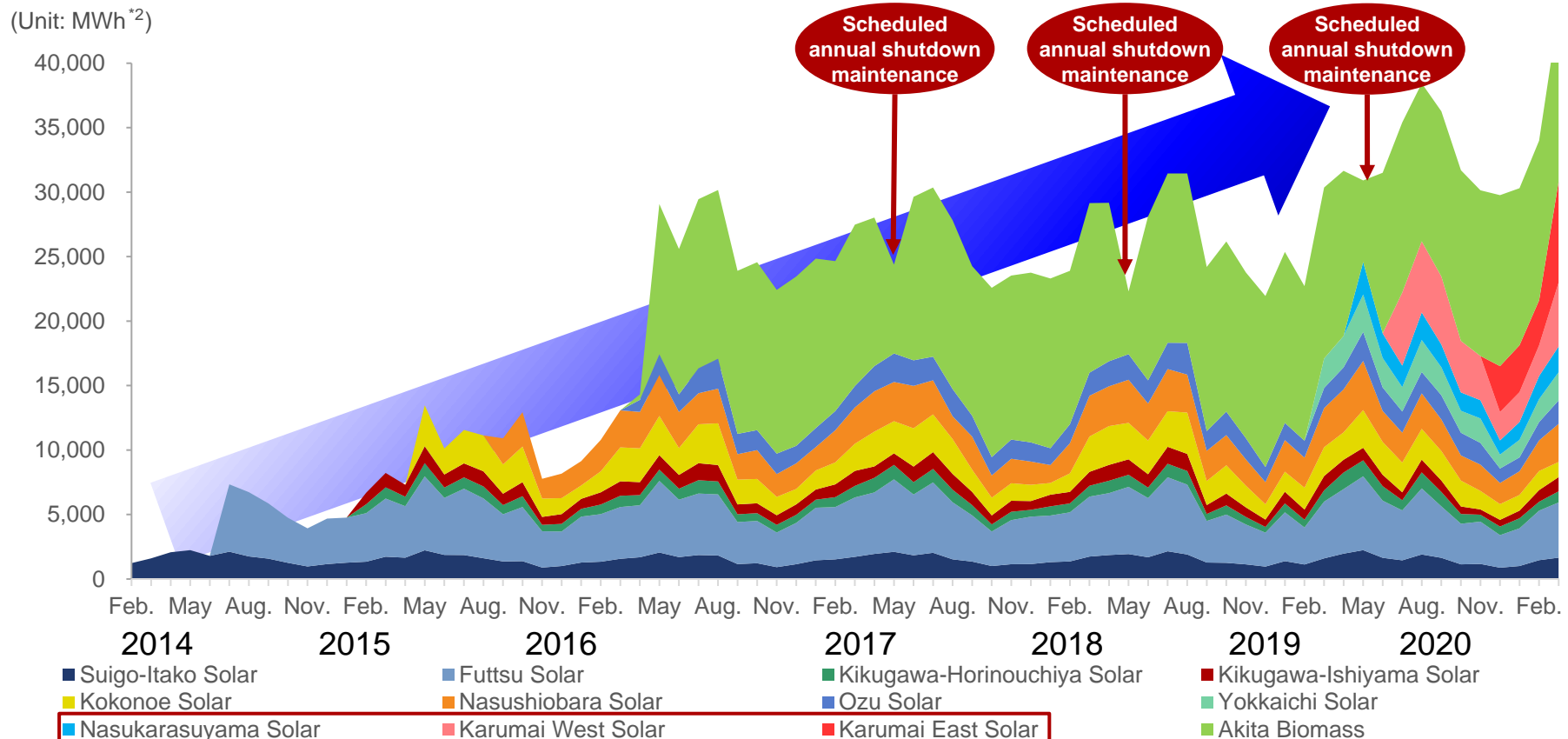
Aggressive investment for growth (personnel expenses)

\*1 When receiving development fees from affiliated companies, RENOVA records such development fees in its consolidated financial results after deducting amounts that correspond to RENOVA's ownership stake in those affiliated companies.

# Trend in Monthly Electricity Sales Volume by Power Plant

As of March 31, 2020

- Reached COD for Nasukarasuyama Solar (19.2 MW) in May 2019, Karumai West Solar (48.0 MW) in July 2019, and Karumai East Solar (80.8 MW) in December 2019.
- Output from solar PV plants is seasonal and is relatively larger from spring to fall due to favorable weather.
- Solar PV plants in Kyushu have experienced several instances of output curtailment since October 2018. However, the impact on business results has been minimal.
- The impact of the typhoons in September and October 2019 on business performance was minor\*1.
- Biomass power plants maintain stable output except during scheduled annual shutdown maintenance in May of every year.



\*1 Power transmission from Futtsu Solar was suspended for two days, on September 9-10, 2019, due to issues in the power grid of TEPCO Power Grid Co., Ltd. that were caused by Typhoon No. 15, which occurred on September 5, 2019. Some of the lost profits from the shutdown will be covered by insurance. The impact of this incident on consolidated results for the fiscal year ending March 2020 is immaterial.

\*2 Units express power generation volume (1 MWh = 1,000 kWh)

# Project Overview: Omaezakikou Biomass Project (75.0 MW)

## Omaezaki City and Makinohara City, Shizuoka Prefecture (As of May 2020)

- Reached FID on November 19, 2019.
- RENOVA led the development through all phases.
- Business development fee received from the SPC.

### Omaezakikou Biomass Project

Capacity*1	75.0 MW
Main Fuel	Wood pellets (co-fired with palm kernel shells)
FIT Price	¥24 / kWh
COD	July 2023 (Planned)
Net sales	Appx. 13 billion/year
Total project cost*2	Appx. 52 billion
LTC	90.0%
Sponsors	RENOVA : 38.0%*3 *4 Chubu Electric Power Co., Inc. : 34.0% Mitsubishi Electric Credit Corporation. : 18.0% Suzuyo Shoji Co., Ltd. : 10.0%



**RENOVA led development  
by promoting dialogue with local communities.  
Joint venture with major local companies.**

\*1 The generation capacity for biomass power plants is based upon the generator output.

\*2 Amount includes all costs and expenses required to start operation, such as power generation facilities, buildings, land, civil engineering development, finance related expenses (including reserves), and start-up related expenses. \*3 RENOVA's economic interest is 57.0%. \*4 RENOVA holds the right to additionally acquire a 18.0% stake (economic interest: 18.0%) at COD from Mitsubishi Electric Credit Corporation.

Following the acquisition, RENOVA's economic interest in the project will be 75.0% (RENOVA's investment ratio will be 56.0%).

# Project Overview: Ishinomaki Hibarino Biomass Project (75.0 MW)

## Ishinomaki City, Miyagi Prefecture (As of May 2020)

- Reached FID on March 24, 2020.
- RENOVA led the development through all phases.
- Business development fee received from the SPC.

### Ishinomaki Hibarino Biomass Project

Capacity*1	75.0 MW
Main Fuel	Wood pellets (co-fired with palm kernel shells)
FIT Price	¥24 / kWh
COD	May 2023 (Planned)
Net sales	Appx. 13 billion/year
Total project cost*2	Appx. 55 billion
LTC	84.9%
Sponsors	RENOVA : 38.0%*3 Tokyo Gas Co., Ltd. : 34.0% United Purpose Management, Inc. : 15.0% Mizuho Leasing Co., Ltd. : 13.0%



**RENOVA led the development by leveraging experience and knowledge from previous projects. Joint venture with a major utility**

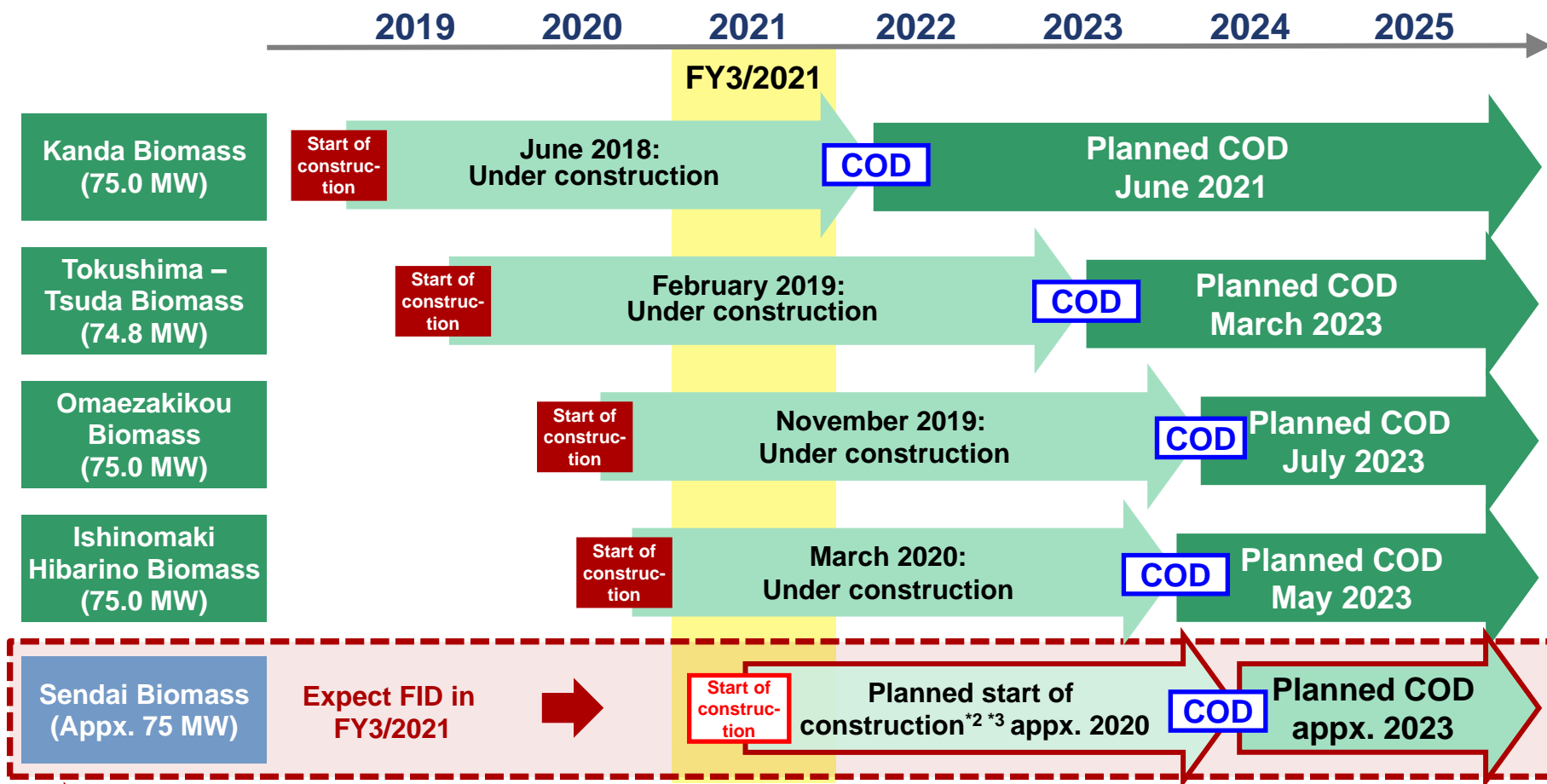
\*1 The generation capacity for biomass power plants is based upon the generator output.

\*2 Amount includes all costs and expenses required to start operation, such as power generation facilities, buildings, land, civil engineering development, finance related expenses (including reserves), and start-up related expenses. \*3 RENOVA's economic interest is 49.93%. RENOVA holds the right to additionally acquire a 13.0% stake (economic interest: 13.0%) at COD from Mizuho Leasing Co., Ltd. Following the acquisition, RENOVA's economic interest in the project will be 62.93% (RENOVA's investment ratio will be 51.0%).

# Development of Biomass Projects\*1

As of May 2020

- The FID for the Sendai Biomass Project (appx. 75 MW) is expected in FY3/2021.
- The total capacity of all biomass projects under construction is appx. 300 MW.



**The business development fee related to Sendai Biomass will be recorded if FID is achieved within this fiscal year.**

\*1 Pipeline projects may be altered, delayed or cancelled. Projects for which work has commenced in accordance with the EPC contract are shown as “under construction”.

\*2 Including the period of preparation for construction after the financing contract. Development projects may be altered, delayed or cancelled due to development status, progress and comments reflecting environmental impact assessments.

\*3 Construction commencement presented in accordance with RENOVA’s expected schedule, and not construction commencement dates indicated in the preliminary environmental impact assessments materials.

# Composition of EBITDA

(Million yen)

- EBITDA increased from the previous year due to the contribution of Yokkaichi Solar for the full fiscal year, the consolidation of 3 large-scale solar PV projects (Nasukarasuyama Solar, Karumai West Solar and Karumai East Solar) and the recording of 4 business development fees (Hitoyoshi Solar, Tokushima-Tsuda Biomass, Omaezakikou Biomass, Ishinomaki Hibarino Biomass).

	FY3/2019	FY3/2020	Change	
<b>Ordinary profit</b>	<b>3,460</b>	<b>4,650</b>	<b>1,189</b>	<ul style="list-style-type: none"> <li>Increased due to 4 business development fees (including the Ishinomaki Hibarino Biomass Project, which was recorded in 4Q), contribution of the Yokkaichi Solar Project for the full fiscal year, and consolidation of 3 large-scale solar PV projects.</li> </ul>
<b>Net interest expense(+)</b>	<b>1,299</b>	<b>1,715</b>	<b>415</b>	
Interest income	2	3	0	
Interest expense +interest on asset retirement obligations	1,302	1,718	416	
<b>Depreciations (+)</b>	<b>2,707</b>	<b>4,099</b>	<b>1,392</b>	<ul style="list-style-type: none"> <li>Increased due to the consolidation of 3 large-scale solar PV projects.</li> </ul>
<b>Amortization of long-term prepaid expenses*1 (+)</b>	<b>26</b>	<b>45</b>	<b>18</b>	
<b>Amortization of goodwill(+)</b>	<b>26</b>	<b>49</b>	<b>22</b>	
<b>Amortization of deferred assets*2 (+)</b>	<b>372</b>	<b>665</b>	<b>292</b>	
<b>EBITDA</b>	<b>7,893</b>	<b>11,225</b>	<b>3,331</b>	

\*1 Amortization of long-term prepaid expenses = Amortization of grid connection costs + Amortization of deferred consumption taxes..

\*2 Amortization of deferred assets = Amortization of business commencement expenses + Amortization of deferred organization expenses.



# Balance Sheet

(Million yen)

- Total assets increased due to consolidation of 3 large-scale solar PV projects (Nasukarasuyama Solar, Karumai West Solar and Karumai East Solar).
- Increased investments and other assets due to further investment in new projects.

	As of FY3/2019	As of FY3/2020	Change	Major Factors of Increase/Decrease
<b>Current assets</b>	27,623	36,473	8,850	Increased due to the consolidation of 3 large-scale solar PV projects (Nasukarasuyama Solar, Karumai West Solar and Karumai East Solar)
<b>Non-current assets</b>	52,977	108,714	55,736	
Property, plant and equipment	45,690	88,222	42,532	Increased due to the consolidation of 3 large-scale solar PV projects (Nasukarasuyama Solar, Karumai West Solar and Karumai East Solar)
Intangible assets	1,283	3,123	1,840	
Investments and other assets	6,004	17,368	11,363	Increased investment in biomass and offshore wind projects
<b>Deferred assets</b>	898	2,963	2,064	
<b>Total assets</b>	<b>81,499</b>	<b>148,151</b>	<b>66,651</b>	
<b>Interest-bearing debt<sup>*1</sup></b>	61,778	110,090	48,312	Increased due to the consolidation of solar projects (Nasukarasuyama Solar, Karumai West Solar and Karumai East Solar). Increase in borrowings to fund development projects
<b>Other liabilities</b>	6,835	13,746	6,910	
<b>Total liabilities</b>	<b>68,613</b>	<b>123,837</b>	<b>55,223</b>	
<b>Shareholders' equity</b>	9,025	12,877	3,851	Increase in retained earnings
<b>Accumulated other comprehensive income</b>	312	5,605	5,292	Market value evaluation of FX hedge contracts signed at the time of fuel procurement contracts for biomass projects.
<b>Subscription rights to shares</b>	9	34	25	
<b>Non-controlling interests</b>	3,539	5,797	2,258	Increased due to consolidation of solar projects (Karumai West Solar and Karumai East Solar)
<b>Total net assets</b>	<b>12,886</b>	<b>24,313</b>	<b>11,427</b>	

\*1 Interest-bearing debt = short-term loans payable + current portion of long-term loans payable + long-term loans payable + lease obligations

# Key Balance Sheet Items and Credit Metrics

(Million yen)

- Net interest-bearing debt increased due to the consolidation of the 3 large-scale solar PV projects (Nasukarasuyama Solar, Karumai West Solar, and Karumai East Solar).
- Net Debt / EBITDA<sup>\*1</sup> increased because EBITDA from newly consolidated subsidiaries is recorded for less than one year.

		As of FY 3/2019	As of FY 3/2020	Change	Major Factors of Increase/Decrease
Key balance sheet items	Total assets	81,499	148,151	66,651	
	Net assets	12,886	24,313	11,427	Increase in retained earnings and non-controlling interests
	Equity capital	9,337	18,482	9,144	Increase in retained earnings
	Net interest-bearing debt	40,529	85,145	44,616	81.39% of consolidated interest-bearing debt is financed at the SPC level through project finance (FY3/2020).
	Cash and deposits	21,249	24,945	3,696	
		Interest-bearing debt <sup>*2</sup>	61,778	110,090	48,312
Credit metrics	Equity ratio	11.5%	12.5%	1.0%	
	Net asset ratio	15.8%	16.4%	0.6%	
	Net D/E ratio <sup>*3</sup>	3.1x	3.5x	0.4x	
	Net Debt / EBITDA <sup>*1</sup>	5.1x	7.6x	2.5x	Net Debt / EBITDA <sup>*1</sup> increased because EBITDA from newly consolidated subsidiaries contributes for less than one year.

\*1 EBITDA amounted to 7,893 million yen for FY March 2019 and to 11,225 million yen for FY March 2020

\*2 Interest-bearing debt = Short-term loans payable + current portion of long-term loans payable + long-term loans payable + lease obligations

\*3 Net D/E ratio = Net interest-bearing debt / net assets

## (Reference) Consolidated Subsidiaries of the Power Generation Business

(Million yen)

		Net sales	EBITDA	EBITDA margin	Ordinary Income	Profit <sup>*4</sup>	Ownership Interest
Suigo-Itako Solar <sup>*1</sup>	FY3/2020	746	567	76.0%	282	203	68.0%
	FY3/2019	754	579	76.9%	261	190	68.0%
Futtsu Solar <sup>*1</sup>	FY3/2020	1,972	1,628	82.5%	795	573	51.0%
	FY3/2019	2,038	1,710	83.9%	833	600	51.0%
Kikugawa-Ishiyama Solar <sup>*1</sup>	FY3/2020	469	339	72.3%	121	90	63.0%
	FY3/2019	484	371	76.7%	143	104	63.0%
Kikugawa-Horinouchiya Solar <sup>*1</sup>	FY3/2020	367	254	69.2%	80	60	61.0%
	FY3/2019	379	280	73.9%	98	71	61.0%
Kokonoe Solar <sup>*2 *3</sup>	FY3/2020	941	688	73.1%	36	36	100.0%
	FY3/2019	1,090	840	77.1%	180	180	100.0%
Nasushiobara Solar <sup>*2 *3</sup>	FY3/2020	1,214	1,004	82.7%	379	379	100.0%
	FY3/2019	1,282	1,083	84.4%	448	448	100.0%

<sup>\*1</sup> K.K. (Corporation)

<sup>\*2</sup> T.K. (Silent Partnership)

<sup>\*3</sup> Taxable income from a T.K. belongs to the T.K. investors in proportion to their investment ratios, resulting in no taxation at the T.K. level.

<sup>\*4</sup> Profit at the SPC level. For silent partnerships, ordinary income and net income are the same because they are taxed at the parent company level.

## (Reference) Consolidated Subsidiaries of the Power Generation Business

(Million yen)

		Net sales	EBITDA	EBITDA margin	Ordinary Income	Profit <sup>*10</sup>	Ownership Interest
Ozu Solar <sup>*1 *2</sup>	FY3/2020	727	531	73.1%	49	49	100.0%
	FY3/2019	756	550	72.8%	62	62	100.0%
Yokkaichi Solar <sup>*1 *2 *3 *7</sup>	FY3/2020	869	709	81.6%	206	206	100.0%
	FY3/2019	-	-	-	-	-	100.0%
Nasukarasuyama Solar <sup>*1 *2 *4 *7</sup>	FY3/2020	528	421	79.8%	85	85	100.0%
	FY3/2019	-	-	-	-	-	-
Karumai West Solar <sup>*1 *2 *5 *7</sup>	FY3/2020	1,286	1,010	78.6%	86	86	51.0%
	FY3/2019	-	-	-	-	-	-
Karumai East Solar <sup>*1 *2 *6 *7</sup>	FY3/2020	537	460	85.6%	32	32	69.3%
	FY3/2019	-	-	-	-	-	-
Akita Biomass (URE) <sup>*8 *9</sup>	FY3/2020	4,876	2,103	43.1%	1,210	915	35.3%
	FY3/2019	4,835	2,019	41.8%	1,104	794	35.3%

\*1 T.K. (Silent Partnership) \*2 Taxable income from a T.K. belongs to the T.K. investors in proportion to their investment ratios, resulting in no taxation at the T.K. level.

\*3 COD and consolidation occurred on March 1, 2019. \*4 COD on May 1, 2019 and consolidated June 28, 2019. \*5 COD and consolidation occurred on July 1, 2019.

\*6 COD on December 1, 2019 and consolidated December 2, 2019.

\*7 Figures for FY3/2019 are not included in the table, as they were equity method affiliates during the previous consolidated fiscal year (FY3/2019). The businesses are recorded as consolidated subsidiaries in FY3/2020.

\*8 United Renewable Energy Co., Ltd. \*9 K.K. (Corporation)

\*10 Profit at the SPC level. For Silent Partnerships, ordinary income and net income are the same because they are taxed at the parent company level.

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## II. Outlook for the Fiscal Year Ending March 2021

# Differences in Major Assumptions for FY3/2021 Forecasts

	FY3/2020 (Actual)	FY3/2021 (Forecast)
Renewable Energy Power Generation Business	<p><b>Consolidated Subsidiaries</b></p> <ul style="list-style-type: none"> <li>■ 11 Solar PV plants <span style="float: right;">312.8 MW</span> <ul style="list-style-type: none"> <li>– 12-month contribution from Yokkaichi Solar</li> <li>– 9-month contribution from Nasukarasuyama Solar</li> <li>– 9-month contribution from Karumai West Solar</li> <li>– 3-month contribution from Karumai East Solar</li> </ul> </li>   <li>■ 1 Biomass power plant <span style="float: right;">20.5 MW</span></li> </ul>	<p><b>Consolidated Subsidiaries</b></p> <ul style="list-style-type: none"> <li>■ 11 Solar PV plants <span style="float: right;">312.8 MW</span> <ul style="list-style-type: none"> <li>– 12-month contributions from 3 large-scale solar PV plants (Nasukarasuyama Solar, Karumai West Solar and Karumai East Solar) which reached COD in the previous fiscal year.</li> <li>– No new projects expected to start operation.</li> <li>– Forecasts for some existing solar PV plants incorporate additional output curtailment</li> </ul> </li>   <li>■ 1 Biomass power plant <span style="float: right;">20.5 MW</span> <ul style="list-style-type: none"> <li>– Includes allowance for unplanned operational downtime</li> </ul> </li> </ul>
Renewable Energy Development and Operation Business + Elimination	<p><b>Profit from distribution of the Silent Partnership</b></p> <ul style="list-style-type: none"> <li>■ 2 Solar PV plants <ul style="list-style-type: none"> <li>– 2 months of results from Nasukarasuyama Solar</li> <li>– 1 months of results from Karumai East Solar</li> </ul> </li> </ul> <p><b>Business Development Fees</b></p> <ul style="list-style-type: none"> <li>■ 4.5 bn yen<sup>*1</sup> <ul style="list-style-type: none"> <li>– 1 Solar PV project (the Hitoyoshi Solar Project)</li> <li>– 3 Biomass projects (Tokushima-Tsuda Biomass Project<sup>*2</sup>, Omaezakikou Biomass Project, and Ishinomaki Hibarino Biomass Project)</li> </ul> </li> </ul>	<p><b>Business Development Fees</b></p> <ul style="list-style-type: none"> <li>■ Approx. <u>2.6</u> bn yen<sup>*1</sup> <ul style="list-style-type: none"> <li>– 2 Biomass projects (the Omaezakikou Biomass Project<sup>*2</sup> and the Sendai Biomass Project)</li> </ul> </li> </ul>

\*1 Figures for business development fees are after elimination of intra-company transactions.

\*2 Additional business development fee is expected from one of the project's co-sponsors, upon achieving a previously agreed upon development milestone

# Business Outlook by Segment

(Million yen)

- Renewable Energy Power Generation Business is expected to grow due to full-year consolidated contributions from Nasukarasuyama Solar, Karumai West Solar and Karumai East Solar.
- Business development fees for Sendai Biomass are expected, while upfront investments such as personnel costs are expected to increase.

		FY3/2020 JGAAP (Actual)	FY3/2021 IFRS (Outlook*3)	Change	
Renewable Energy Power Generation Business (A)	Net sales	14,605	17,500	2,894	<ul style="list-style-type: none"> <li>■ Increase in revenue and profit due to full-year consolidated contributions from Nasukarasuyama Solar, Karumai West Solar, and Karumai East Solar.</li> </ul>
	EBITDA*2	9,825	11,500	1,674	
	Operating profit	5,632	6,700	1,067	
Renewable Energy Development and Operation Business + Elimination (B)*1	Net sales	4,844	3,000	-1,844	<ul style="list-style-type: none"> <li>■ Business development fees for the Sendai Biomass Project are expected to be recorded in the current fiscal year, but the total amount of business development fees will decrease from the previous fiscal year.</li> <li>■ Expect an increase in upfront costs such as personnel expenses.</li> </ul>
	EBITDA*2	1,400	-700	-2,100	
	Operating profit	1,520	-1,300	-2,820	
Total*1 (A + B)	Net sales	19,449	20,500	1,050	
	EBITDA*2	11,225	10,800	-425	
	Operating profit	7,153	5,400	-1,753	

\*1 When receiving Business development fees from affiliated companies, RENOVA records such development fees in its consolidated financial results after deducting amounts that correspond to RENOVA's ownership stake in those affiliated companies.

\*2 EBITDA (JGAAP) = Ordinary profit + Net interest expenses + Depreciation + Amortization of long-term prepaid expenses (Amortization of grid connection costs and amortization of deferred consumption tax) + Amortization of goodwill + Amortization of deferred assets (amortization of business commencement expenses and amortization of deferred organization expenses).

EBITDA (IFRS) = Operating profit + Depreciation + Amortization of long-term prepaid expenses (Amortization of grid connection costs and amortization of deferred consumption tax) + Amortization of goodwill + Amortization of deferred assets (amortization of business commencement expenses and amortization of deferred organization expenses).

\*3 These figures are based on the accounting method currently under consideration and have not been reviewed or audited by an auditing firm. The contents of this report are subject to change in the future.

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### III. Voluntary Adoption of IFRS Accounting Standards



## Objective of Voluntary Adoption of IFRS to Consolidated Financial Reporting<sup>\*1</sup>

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RENOVA elects to adopt IFRS for the following reasons;

- To provide comparable financial information with global renewable energy companies.
- To provide financials that better represent business performance, by matching depreciation and amortization of assets with the duration of the FIT period.
- To partially recognize the fair value of assets on our consolidated balance sheet (recognition of asset value at an earlier stage than under J-GAAP<sup>\*2</sup>).

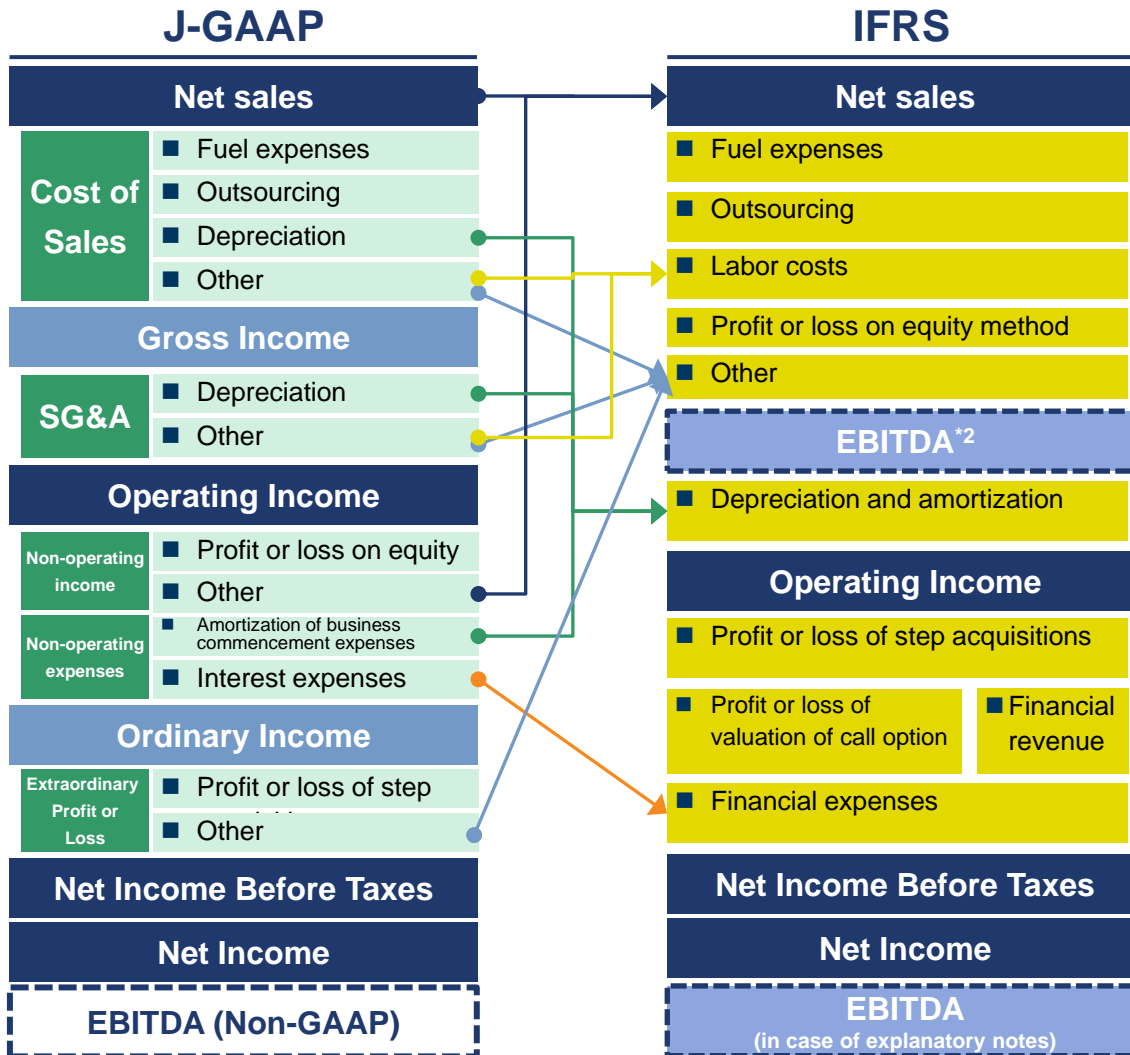
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<sup>\*1</sup> This material summarizes information concerning the adoption of IFRS. However, the information contained here has not been reviewed by an audit firm and may be subject to change in the future.

<sup>\*2</sup> Japanese Generally Accepted Accounting Principles

# Changes for Income Statement Between J-GAAP and IFRS (Overview)<sup>\*1</sup>

- Like global renewable energy companies, our IFRS income statements further focus on EBITDA.



### Key Points Under IFRS

- EBITDA is subject to audit and shown on the income statement or in explanatory notes.
- Audited financial statements will be in the same format as global renewable energy companies (and thus more readily comparable).

<sup>\*1</sup> This material summarizes information concerning the adoption of IFRS. However, the information contained here has not been reviewed by an audit firm and may be subject to change in the future.

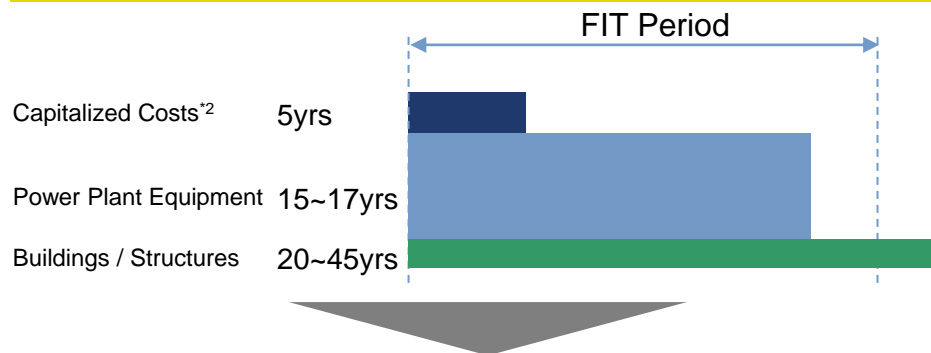
<sup>\*2</sup> EBITDA (IFRS) = Operating profit + Depreciation + Amortization of long-term prepaid expenses (Amortization of grid connection costs and amortization of deferred consumption tax) + Amortization of goodwill + Amortization of deferred assets (amortization of business commencement expenses and amortization of deferred organization expenses).

# Depreciation / Amortization Matches the FIT Scheme\*1

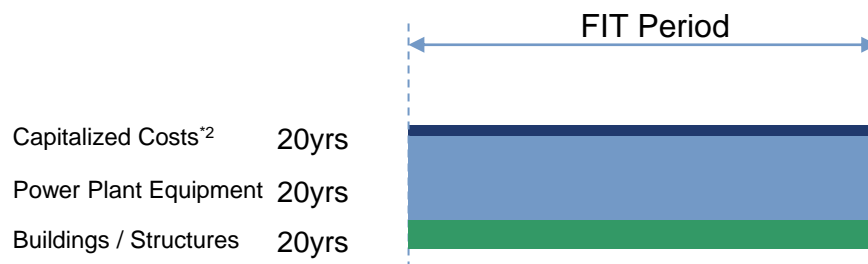
- Under IFRS, power plant-related assets are straight-line depreciated over the FIT period in consolidated financial statements.
- Accordingly, costs will be equalized over its business period.

## Illustrative Example of Change in Depreciation Calculation\*1

### At Present: Depreciation based on J-GAAP



### Depreciation under IFRS (Consolidated)



### Key Points Under IFRS

- Depreciation period for each items are standardized to match its business period (i.e., FIT period).
- Each of RENOVA's SPCs will continue to utilize depreciation periods in accordance with J-GAAP.

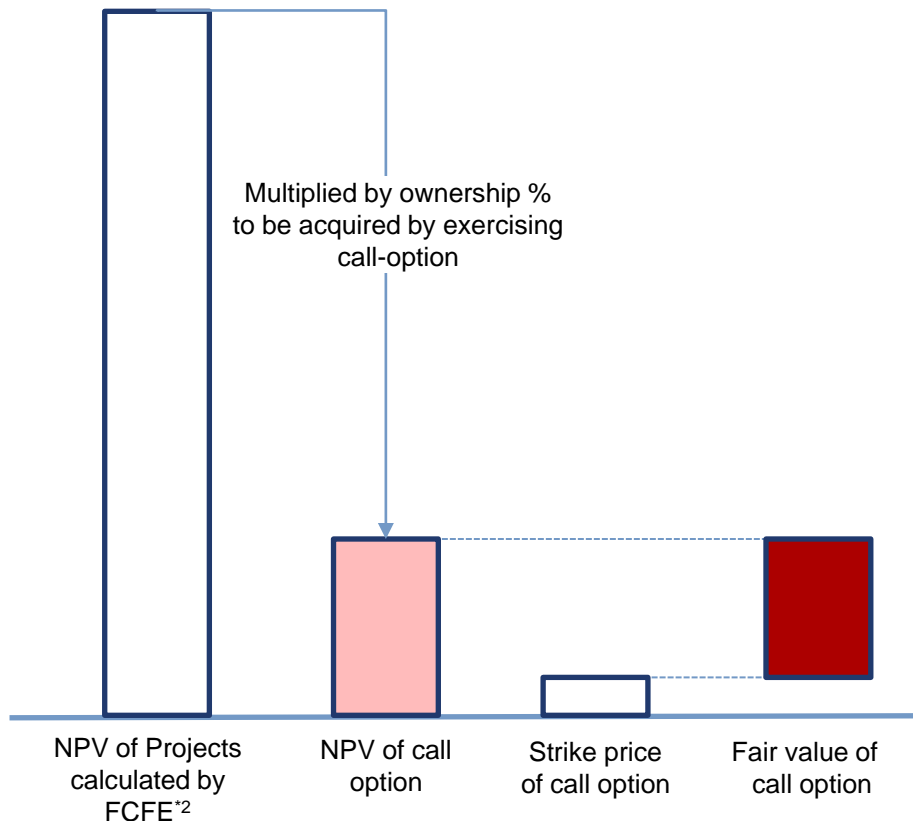
\*1 This material summarizes information concerning the adoption of IFRS. However, the information contained here has not been reviewed by an audit firm and may be subject to change in the future.

\*2 Capitalized costs, if related to offtake under the FIT, which had previously been categorized as business commencement expenses, are amortized over the FIT period under IFRS

# Fair Value Recognition of Call Options\*1

- When contracting a call-option for the ownership stake owned by a third party in an equity method affiliate, that option is valued at fair market value
- The value of such options are subsequently re-valued on a yearly basis, and changes are reflected on the income statement

## Conceptual Overview of Call Option Valuation



### Key Points Under IFRS

- Fair value recognition on IFRS financial statements.
- Fair value of call option on the balance sheet = NPV of call option share - strike price.
- Revalued every year. Changes reflected on the income statement.

\*1 This material summarizes information concerning the adoption of IFRS. However, the information contained here has not been reviewed by an audit firm and may be subject to change in the future.

\*2 Net present value as calculated by Free Cash Flow for Equity

# Scope of Consolidation / Change in Timing of Consolidation\*1

- Scope of consolidation may differ before and after IFRS adoption in some cases, which may in turn affect financial figures and KPIs.
- TK-GK (Silent Partnership) scheme businesses (part of the solar business) will apply these changes retroactively back to the first establishment of the TK.

## Scope of Consolidation

## Specific Examples

Solar SPC which use the GK-TK scheme are recorded as being retroactively consolidated upon FID

<ul style="list-style-type: none"> <li>■ Kokonoe Solar</li> <li>■ Nasushiobara Solar</li> <li>■ Ozu Solar</li> <li>■ Karumai West Solar</li> <li>■ Karumai East Solar</li> </ul>	<ul style="list-style-type: none"> <li>■ Yokkaichi Solar</li> <li>■ Nasukarasuyama Solar</li> <li>■ <u>Karumai Sonbou Solar</u></li> <li>■ <u>Hitoyoshi Solar</u></li> </ul>	<p><b>Retroactive consolidation from FID</b></p> <p><u>Will change from equity affiliate to consolidated subsidiary</u></p>
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Large-scale biomass projects are recorded as equity method affiliates until the exercise date of the call option.

<ul style="list-style-type: none"> <li>■ <u>Tokushima-Tsuda Biomass</u></li> <li>■ <u>Omaezakikou Biomass</u></li> <li>■ <u>Ishinomaki Hibarino Biomass</u></li> </ul>	<p><u>3 Biomass projects are accounted for as the equity method affiliates</u></p>
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\*1 This material summarizes information concerning the adoption of IFRS. However, the information contained here has not been reviewed by an audit firm and may be subject to change in the future.

# Operating Leases are Capitalized on the Balance Sheet\*<sup>1</sup>

- Right-of-use assets (e.g., land lease contracts) and liabilities are recognized on the balance sheet and depreciated over their contract periods.

## Accounting Treatment of Operating Leases

### J-GAAP

#### Income Statement

- Operating leases (Land leases etc.) are recorded as the expenses in COGS.
- Amounts are yearly payment amounts based on a contract.

#### Balance Sheet

- No capitalization on balance sheet.

### IFRS

#### Income Statement

- Depreciation by a straight-line method.
- Recognize interest expenses from lease liabilities.
  - Actual differences between J-GAAP and IFRS are insignificant

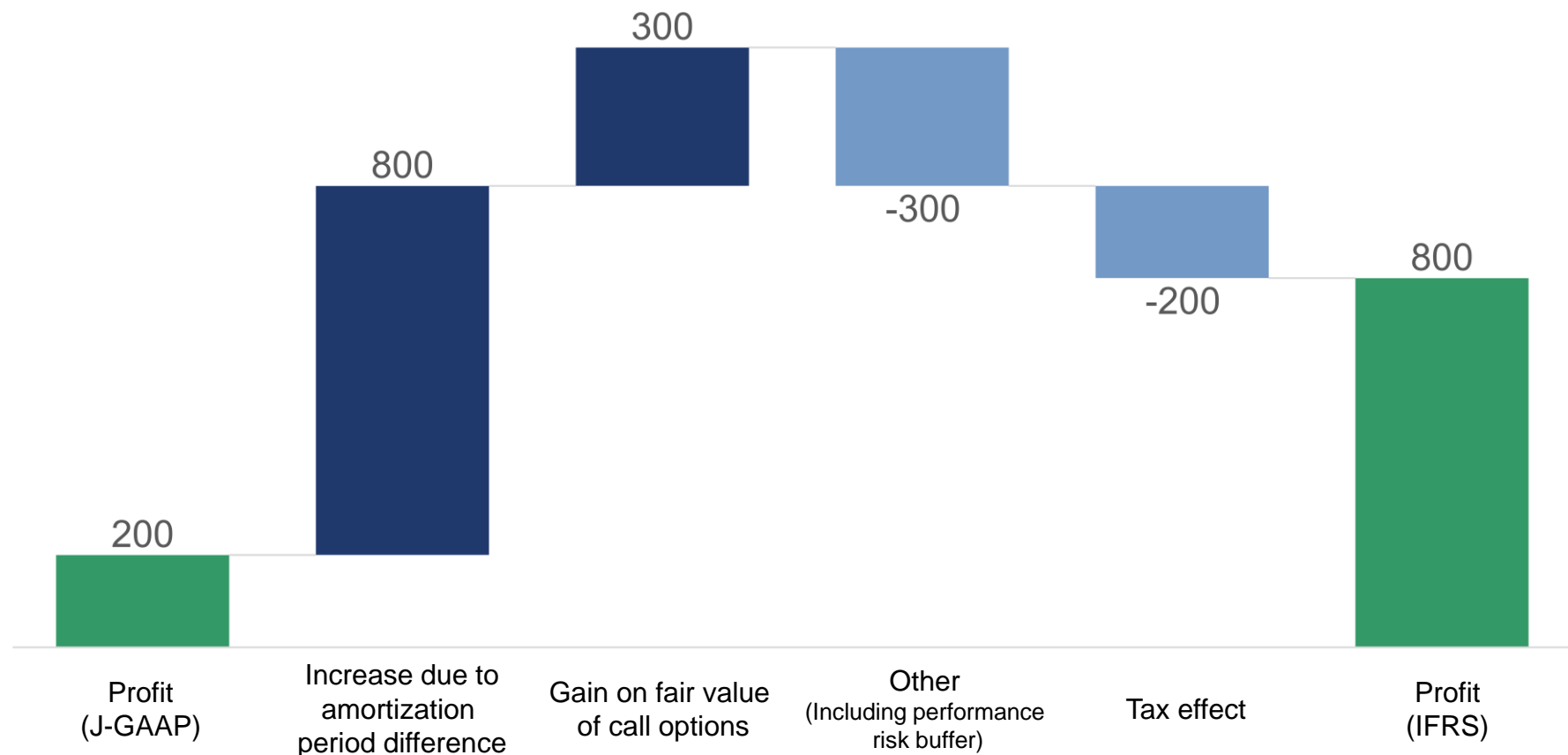
#### Balance Sheet

- Recognize the net present value of the contract's total payment amount on the balance sheet (both under assets and liabilities)
  - About 10 billion yen of liabilities are recognized on the balance sheet as of end of March 2020
- Recognize right-of use assets by a straight-line method over the contractual period
  - Liabilities decline over the payment period

\*1 This material summarizes information concerning the adoption of IFRS. However, the information contained here has not been reviewed by an audit firm and may be subject to change in the future.

## Differences between J-GAAP and IFRS (Impacts on Profit Outlook for FY3/2021\*1) (Million yen)

- Differences in profit between J-GAAP and IFRS arise mainly due to differences in depreciation and amortization periods of assets and fair value accounting of call options\*2 (valuation of call options for businesses that have achieved FID in the past\*3).



\*1 This material summarizes information concerning the adoption of IFRS. However, the information contained here has not been reviewed by an audit firm and may be subject to change in the future. \*2 Contractual rights to acquire all or part of the interest in a SPC from a Co-sponsor if certain future requirements are met. \*3 Fair value evaluation of call options in the Tokushima Tsuda Biomass Project, the Omaezakikou Biomass Project, and the Ishinomaki Hibarino Biomass Project.

## IV. Business Development Status and Other Information

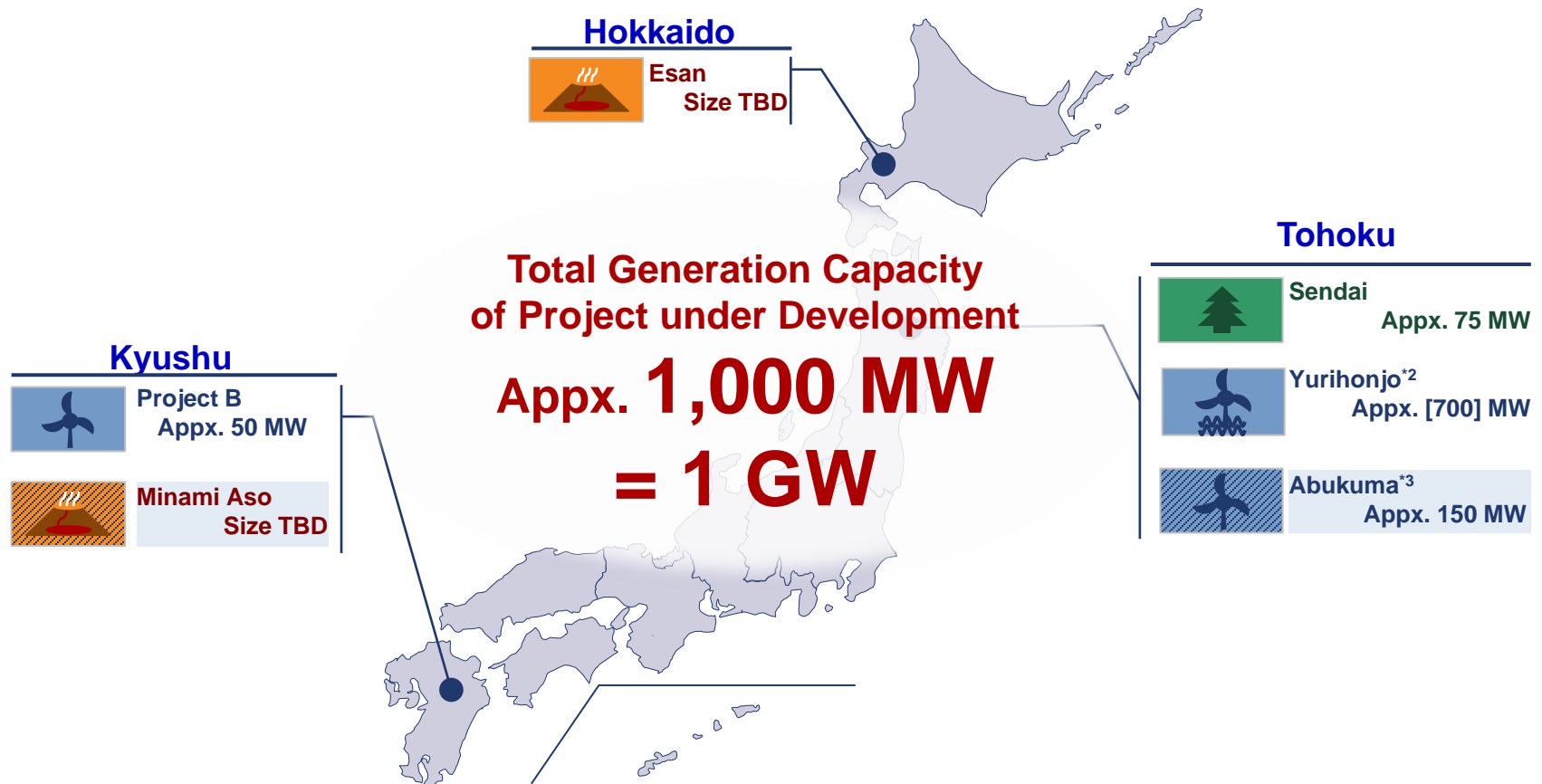


# Project Development Pipeline in Japan

## Currently Disclosable Pipeline Projects\*1 (As of May 2020)

- Total generation capacity of projects under development is approx. 1,000 MW (1 GW).

### Map of Major Disclosable Projects under Development (shading indicates non-lead participating projects)



\*1 Projects may be altered, postponed or cancelled due to development status, progress, or response to environmental impact assessment. Projects for which work has commenced in accordance with the EPC contract are shown as "under construction".

\*2 The expected generation capacity for the Yurihonjo Offshore Wind Project is shown as a tentative figure, due to the upcoming promotion zone and subsequent developer selection processes.

\*3 RENOVA is involved in the project as a minority investor. RENOVA's ownership in the project is less than 10%.

# RENOVA's Generation Portfolio and Pipeline (1/3)

## List of plants in operation, under construction and pipeline projects\*1 (as of May 7, 2020)

- The Nasukarasuyama Solar (19.2 MW), Karumai West Solar (48.0 MW) and Karumai East Solar (80.8 MW) Projects reached COD in May, July and December 2019 respectively, and subsequently all became consolidated subsidiaries.
- In November 2019, the Hitoyoshi Solar Project (20.8 MW) reached FID and started construction.
- Total generation capacity is over 370 MW for project either in operation or under construction.

Energy Source	Project Name	Location	Power Generating Capacity (MW)	Purchase Price*2 (/kWh)	Current Status	Ownership Ratio	EIA Status	COD (Target)*3	FIT end Year
Solar	Suigo-Itako	Ibaraki	15.3	¥40	In operation	68.0%	-	2014	2034
	Futtsu	Chiba	40.4	¥40	In operation	51.0%	-	2014	2034
	Kikugawa-Ishiyama	Shizuoka	9.4	¥40	In operation	63.0%	-	2015	2035
	Kikugawa-Horinouchiya	Shizuoka	7.5	¥40	In operation	61.0%	-	2015	2035
	Kokonoe	Oita	25.4	¥40	In operation	100.0%	-	2015	2035
	Nasushiobara	Tochigi	26.2	¥40	In operation	100.0%	-	2015	2035
	Ozu	Kumamoto	19.0	¥36	In operation	100.0%	-	2016	2036
	Yokkaichi	Mie	21.6	¥36	In operation	100.0%	-	2019	2039
	Nasukarasuyama	Tochigi	19.2	¥36	In operation	100.0%	-	2019	2039
	Karumai West	Iwate	48.0	¥36	In operation	51.0%*4	-	2019	2039
	Karumai East	Iwate	80.8	¥36	In operation	69.3%*4	-	2019	2039
	Karumai Sonbou	Iwate	40.8	¥36	Under construction	46.0%*5	-	(Appx. 2021)	(Appx. 2041)
	Hitoyoshi	Kumamoto	20.8	¥36	Under construction	38.0%*4	-	(Appx. 2023)	(Appx 2042)*6

\*1 Pipeline projects may be altered, delayed or cancelled. Projects for which work has commenced in accordance with the EPC contract are shown as "under construction".

\*2 Purchase price is not the actual contractual price agreed to with the party that purchases the electricity, but the fixed purchase price (displayed without consumption tax) applied based on the FIT Scheme for each power generation facility.

\*3 Expected COD of the business under development may be subject to change.

\*4 RENOVA holds the right to sequentially acquire all equity in the silent partnership currently owned by co-sponsors.

\*5 RENOVA holds the right to additionally acquire 9% equity in the silent partnership currently owned by a co-sponsor, on or after the date of completion of the power plant.

\*6 Hitoyoshi Solar is expected to reach COD in the middle of 2023, due to prolonged construction of a power transmission line by Kyushu Electric Power Co. The period of electricity sales under the FIT scheme is expected to be 18 years and 8 months, as a grid connection contract has been concluded since August 1, 2016, which resulted in a three-year COD time limit to receive a full 20 year FIT period.

## RENOVA's Generation Portfolio and Pipeline (2/3)

### List of plants in operation, under construction and pipeline projects\*1 (as of May 7, 2020)

- The Omaezakikou Biomass Project (75.0 MW) reached FID in November 2019 and the Ishinomaki Hibarino Biomass Project (75.0 MW) reached FID in March 2020.

Energy Source	Project Name	Location	Power Generating Capacity (MW)	Purchase Price*2 (/kWh)	Current Status	Ownership Interest	EIA Status	COD (Target)*3	FIT end Year
Biomass	Akita (URE)	Akita	20.5	¥32/¥24	In operation	35.3%*4	-	2016	2036
	Kanda	Fukuoka	75.0	¥24/¥32	Under Construction	43.1%*5	-	(June 2021)	(Appx. 2041)
	Tokushima-Tsuda	Tokushima	74.8	¥24/¥32	Under Construction	41.8%*6 *7	-	(March 2023)	(Appx. 2043)
	Omaezakikou	Shizuoka	75.0	¥24/¥32	Under Construction	57.0%*8 *9	-	(July 2023)	(Appx. 2043)
	Ishinomaki Hibarino	Miyagi	75.0	¥24/¥32	Under Construction	49.9%*10 *11	-	(May 2023)	(Appx. 2043)
	Sendai	Miyagi	Appx. 75	¥24/¥32	Development	-	Draft EIA process	(Appx. 2023)	-

\*1 Pipeline projects may be altered, delayed or cancelled. Projects for which work has commenced in accordance with the EPC contract are shown as "under construction".

\*2 Purchase price is not the actual contractual price agreed to with the party that purchases the electricity, but the fixed purchase price (displayed without consumption tax) applied based on the FIT Scheme for each power generation facility.

\*3 Expected COD of businesses under development may be subject to change.

\*4 RENOVA has invested in the Akita Biomass Project through Sensyu Holdings Co., Ltd., a subsidiary of RENOVA. RENOVA's ownership interest in the Akita Biomass Project, calculated as the product of RENOVA's ownership interest in Sensyu Holdings Co., Ltd., and Sensyu Holdings Co., Ltd.'s ownership in the Akita Biomass Project, is 35.3%.

\*5 The Kanda Biomass Project is a joint developed project that is led by RENOVA, which holds 43.1% of the shares of the SPC and is the largest shareholder. Note: We do not have the right to acquire additional equity in the SPC, which is held by four joint investors.

\*6 The figure indicates RENOVA's economic interest in the project. RENOVA's investment ratio is 36.1%. \*7 RENOVA holds the right to additionally acquire a 24.7% stake (economic interest: 28.6%) at COD from the project's co-sponsors. Following the acquisition, RENOVA's economic interest in the project will be 70.4% (RENOVA's investment ratio will be 60.8%).

\*8 The figure indicates RENOVA's economic interest in the project. RENOVA's investment ratio is 38.0%. \*9 RENOVA holds the right to additionally acquire a 18.0% stake (economic interest: 18.0%) at COD from Mitsubishi Electric Credit Corporation. Following the acquisition, RENOVA's economic interest in the project will be 75.0% (RENOVA's investment ratio will be 56.0%).

\*10 The figure indicates RENOVA's economic interest in the project. RENOVA's investment ratio is 38.0%. \*11 RENOVA holds the right to additionally acquire a 13.0% stake (economic interest: 13.0%) at COD from Mizuho Leasing Co., Ltd. Following the acquisition, RENOVA's economic interest in the project will be 62.93% (RENOVA's investment ratio will be 51.0%).

## RENOVA's Generation Portfolio and Pipeline (3/3)

### List of plants in operation, under construction and pipeline projects\*<sup>1</sup> (as of May 7, 2020)

- On March 30, 2020, the third council meeting\*<sup>2</sup> was held for the off the waters of Yurihonjo City, Akita Prefecture.
- Development of the Reihoku Onshore Wind Power (appx. 50 MW) in Reihoku-machi, Amakusa-District, Kumamoto Prefecture is progressing smoothly.
- Made a final investment decision into the Quang Tri Onshore Wind Project (144.0 MW) in May 2020, with an aim to expand our overseas business.

Energy Source	Project Name	Location	Power Generating Capacity (MW)	Purchase Price* <sup>3</sup> (/kWh)	Current Status	Ownership Interest	EIA Status	COD (Target)* <sup>4</sup>	FIT end Year
Offshore Wind	Yurihonjo* <sup>5</sup>	Akita	Appx. [700]	TBD	Under assessment (Grid tendering /Developer selection process)	-	Draft EIA* <sup>9</sup> process	TBD	-
Onshore Wind	Abukuma* <sup>6</sup>	Fukushima	Appx. 150	¥22	Under assessment (Joint)* <sup>7</sup>	-	Done	TBD	-
	Reihoku	Kumamoto	Appx. 50	¥21	Upfront investment	-	Onsite survey Done	(Appx. 2024)	(Appx. 2044)
	Quang Tri	Vietnam	144.0	\$8.5 cent* <sup>8</sup>	Upfront investment	40.0%		(October 2021)	(Appx. 2041)
Geothermal	Minami Aso	Kumamoto	TBD	TBD	Upfront investment (Joint)* <sup>7</sup>	-	-	(Appx. 2021)	-
	Esan	Hokkaido	TBD	TBD	Upfront investment	-	-	TBD	-

\*1 Pipeline projects may be altered, delayed or cancelled. Projects for which work has commenced in accordance with the EPC contract are shown as "under construction".

\*2 The Ministry of Land, Infrastructure, Transport and Tourism, the Ministry of Economy, Trade and Industry, and Akita Prefecture jointly councils act based on the provisions of Article 9, Paragraph 1 of Promoting Utilization of Sea Areas in Development of Power Generation Facilities Using Maritime Renewable Energy Resources.

\*3 Purchase price is not the actual contractual price agreed to with the party that purchases the electricity, but the fixed purchase price (displayed without consumption tax) applied based on the FIT Scheme for each power generation facility.

\*4 Expected COD of businesses under development may be subject to change.

\*5 Power generation capacity and COD target will be disclosed at a later time when there is further visibility.

\*6 RENOVA participates in the project as a minority investor. RENOVA's ownership in the project is less than 10%.

\*7 (Joint) indicates a jointly developed project where another company leads the project's development.

\*8 The FIT price represents the figure on the assumption that operation will commence on or before October 31, 2021.

# Progress of Projects Under Construction\*1

(As of May 7, 2020)

- Steady progress of projects under construction\*1.
  - The Kanda Biomass Project has made steady progress in the construction of boilers, turbine buildings, and fuel tanks.
  - The Tokushima-Tsuda Biomass Project and Karumai Sonbou Solar Project are currently performing civil engineering work.
  - The Omaezakikou Biomass Project (75.0 MW) and Ishinomaki Hibarino Biomass (75.0 MW) are in the process of boiler design preparation.

<b>Karumai Sonbou Solar</b> (Karumai-machi, Kunohe-District, Iwate Prefecture)		<b>Kanda Biomass</b> (Kanda-machi, Miyako-District, Fukuoka Prefecture)		<b>Tokushima-Tsuda Biomass</b> (Tokushima-city, Tokushima Prefecture)	
Capacity*1	40.8 MW	Capacity*2	75.0 MW	Capacity*2	74.8 MW
FIT price	¥36 / kWh	FIT price	¥24 / kWh (Use of imported wood pellets)	FIT price	¥24 / kWh (Use of imported wood pellets)
Net sales*3	Appx. ¥1.7 billion / year	Net sales*3	Appx. ¥13 billion/year	Net sales*3	Appx. ¥13 billion/year
COD (expected)	October 2021	COD (expected)	June 2021	COD (expected)	March 2023

\*1 Projects for which work has commenced in accordance with the EPC contract are shown as "under construction". Hitoyoshi Solar (20.8 MW) is under preparation for construction.

\*2 The generation capacity for solar power plants is on a module capacity basis. The generation capacity for biomass power plants is based upon the generator output.

\*3 Figures are as currently planned and may be subject to change.

## (Reference) Status of Share Options etc. with Dilutive Effects

As of March 31, 2020

Name	Strike price	Number of shares corresponding to the remaining number of share options* <sup>1</sup> (shares)	Capital incorporation (thousand yen)
16 <sup>th</sup> Share options	78 yen	36,800	1,435
18 <sup>th</sup> Share options	78 yen	100,800	3,931
19 <sup>th</sup> Share options	78 yen	41,600	1,622
20 <sup>th</sup> Share options	97 yen	68,800	3,336
21 <sup>st</sup> Share options	97 yen	139,200	6,751
22 <sup>nd</sup> Share options	97 yen	121,600	5,897
23 <sup>rd</sup> Share options	97 yen	22,400	1,086
24 <sup>th</sup> Share options	97 yen	51,200	2,483
25 <sup>th</sup> Share options	97 yen	584,000	28,324
26 <sup>th</sup> Share options	188 yen	630,400	59,257
27 <sup>th</sup> Share options	188 yen	686,400	64,521
1 <sup>st</sup> Share remuneration-type Share options	293 yen	60,000	8,790
2 <sup>nd</sup> Share remuneration-type Share options	987 yen	48,500	23,934
<b>Subtotal</b>	-	2,591,700	211,367
Share-based compensation plan (Treasury shares)	-	387,700	-
<b>Total</b>	-	2,204,000	-
<b>Dilution ratio*<sup>2</sup></b>	-	2.9%	-

\*<sup>1</sup> The total number of shares issued shows the number of shares reflecting the share split implemented on September 1, 2018.

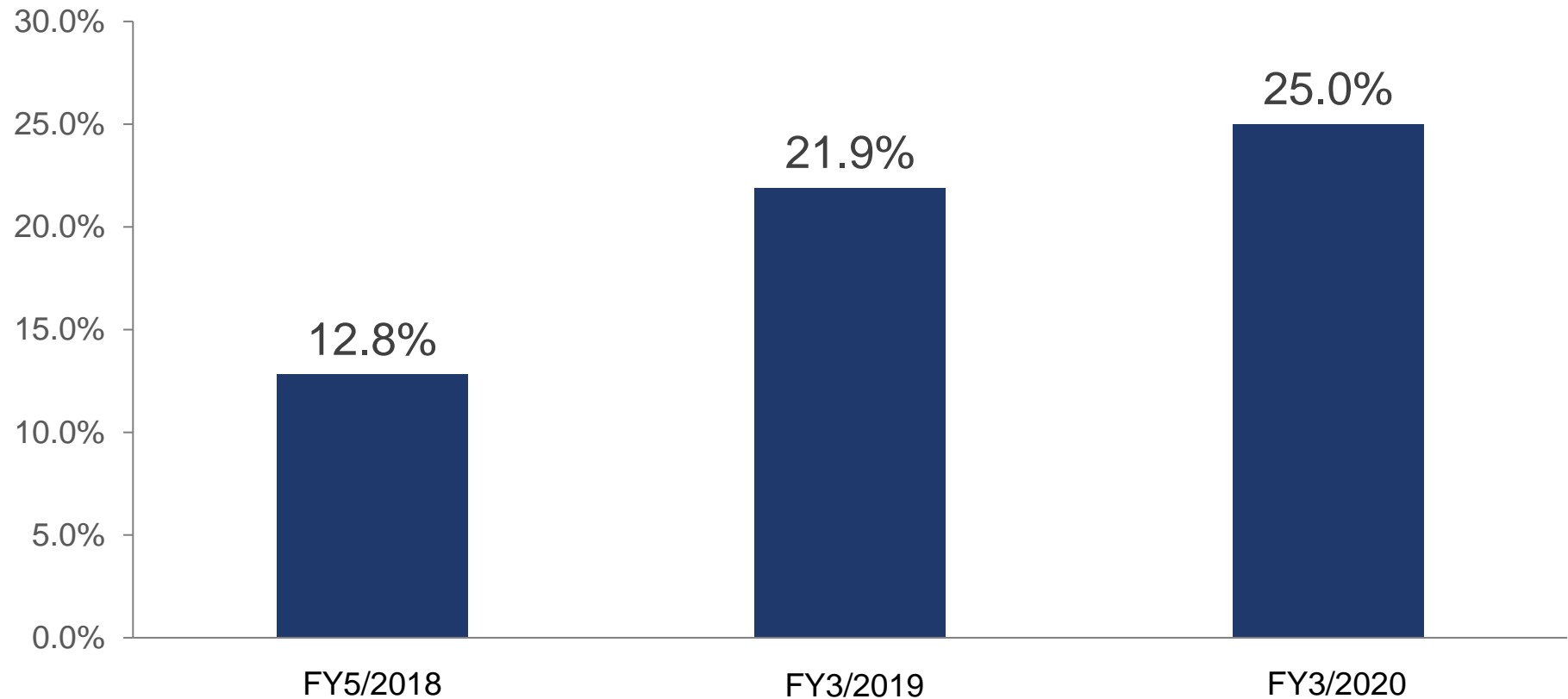
\*<sup>2</sup> Based on the total number of shares issued, net of treasury shares, which were 76,419,900 shares as of March 31, 2020.

\*<sup>3</sup> The third share remuneration-type Share options (239,800 shares), for which the issuance was resolved at the Board of Directors Meeting held on February 5, 2020, have no dilutive effect.

## (Reference) Ratio of Shares Held by Institutional Investors\*<sup>1</sup>

As of March 31, 2020

■ The ratio of shares held by institutional investors remains high.



\*<sup>1</sup> Calculated as the total ratio of the number of shares held by trust banks, life insurance companies and foreign nationals in the statistical tables of shareholders' registries.

# (Reference) Corporate Overview

As of March 31, 2020

## Corporate Information

Name:	RENOVA, Inc.
Location of Head Office	2-2-1 Kyobashi Chuo-ku, Tokyo
Representatives	Sachio Semmoto, Executive Chairman & Director Yosuke Kiminami, Founding CEO
Established	May 2000
Capital Stock	2,175 million yen
Stock Exchange	First section of Tokyo Stock Exchange
Securities code	9519
Business	Renewable energy business
Employees (consolidated)	206

## Corporate Governance

Board of Directors	8 directors, including 5 external directors
Audit & Supervisory Board	4 auditors, including 3 external auditors

Total Number of Authorized Shares	280,800,000
Total Number of Shares Issued	76,807,600
Number of Shareholders	8,516

## Key History (As of May 2020)

May 2000	Established Recycle One, Inc. (currently RENOVA, Inc.)
October 2012	Entered renewable energy business
December 2013	Company renamed RENOVA, Inc.
February 2014	COD for Suigo-Itako Solar Co., Ltd.
July 2014	COD for Futtsu Solar Co., Ltd.
February 2015	COD for Kikugawa-Ishiyama Solar Co., Ltd. and Kikugawa-Horinouchiya Solar Co., Ltd.
May 2015	COD for Kokonoe Solar GK
September 2015	COD for Nasushiobara Solar GK
April 2016	COD for Ozu Solar GK
May 2016	Entered the biomass power generation business (United Renewable Energy Co., Ltd.(Akita Biomass Project: URE) reaches COD)
August 2016	Divestment of plastic recycling business
February 2017	Listed on the Tokyo Stock Exchange Mothers Section
July 2017	Consolidated United Renewable Energy Co., Ltd. (Akita Biomass Project: URE)
February 2018	Changed listing venue to the First Section of the Tokyo Stock Exchange
March 2019	COD for Yokkaichi Solar GK
May 2019	COD for Nasukarasuyama Solar GK
July 2019	COD for Karumai West Solar GK
December 2019	COD for Karumai East Solar GK