

Clean energy community engagement

Falck Renewables sustainability approach

Powering the future
International workshop EnergyKeeper
29 October 2019 - Lelystad, the Netherlands



Falck Renewables

COMPANY OVERVIEW



About Falck Renewables

- We are an international pure play in the field of renewable energy, focused on the development, design, construction and management of electricity production plants
- We provide highly specialized energy management and downstream services to energy producers and consumers, while also drawing on our expertise for the technical and administrative management of third-party assets
- We are listed in the STAR segment of Milan Stock
 Exchange and included in FTSE Italia Mid Cap index





Overview

MW 1,026*

| Country | Source | Project | MW | COD |
|----------|--------|---------------|-------|---------|
| + | 十 | Aliden | 46.8 | Q4 2019 |
| • | 十 | Brattmyrlyden | 74.1 | Q4 2020 |
| + | 十 | Hennoy | 50.0 | Q4 2019 |
| + | + | Okla | 21.0 | Q4 2020 |
| & | 十 | Carrecastro | 10.0 | Q4 2019 |
| v | | | 202.0 | |

^{*}It includes minority stakes in La Muela windfarm (26%) and Frullo Energia Ambiente (49%) for a total amount of 37 MW

International experience and worldwide presence (assets and services)



Asset Management & Technical Services



Energy Management & Energy Efficiency





From Steel to Renewable Energy

1970-2000

The Group gradually shifts the focus of its activities towards the environment and clean energy production, including renewable energy

The Group begins an extensive program in the thermoelectric sector, developing combined cycle cogeneration plants for industrial uses and district heating

2000-2010

Actelios, a company focusing on the renewable energy market, is created

The Group is listed on the Milan Stock Exchange

2010- Today

The Group changes its name to Falck Renewables S.p.A. and acquires Vector Cuatro (2014) and Energy Team (2018) and creates Falck Next ESCO

> The Group diversifies its business in asset management, energy efficiency and energy management services





1906-1970

The Falck Group is

Sesto San Giovanni

founded in

Lombarde

mills

with the name

Società Anonima

Acciaierie e Ferriere

first in Italy to build

The Group is among the

energy plants to ensure

the operation of the steel













2018 Highlights

KEY SUSTAINABILITY INDICATORS

2,187 GWh TOTAL RENEWABLE ENERGY PRODUCTION

867,818 +co₂
AVOIDED THANKS TO
WIND AND PV
GENERATION*

KEY EMPLOYMENT INDICATORS

460NUMBER OF EMPLOYEES

PROPORTION OF WOMEN
42% IN THE BOD
31% IN TOP
MANAGEMENT
+14.3% in top
management compared to 2017

KEY FINANCIALS

€ 335.9 million REVENUES

€ 191.5 million

€ 44.2 million
GROUP NET EARNINGS

€ 509.2 million

NET FINANCIAL DEBT

without fair value
derivatives

€ 164.7 million

ADDED VALUE
DISTRIBUTED TO
STAKEHOLDERS

^{*} Calculated using the factors published by Terna based on ISPRA data for electricity production in Italy; the factors published in the JRC "Technical Report 2017" for the UK, France and Spain; the factors published by the US Environmental Protection Agency for the United States.



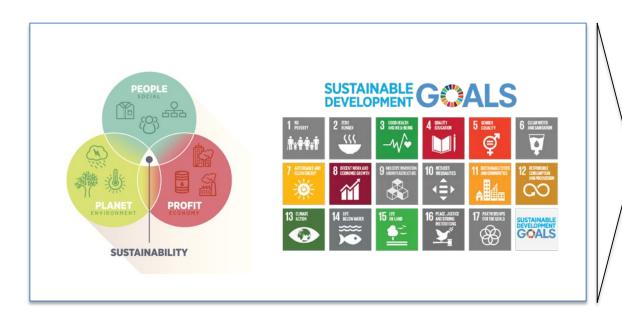
Falck Renewables

OUR SUSTAINABLE APPROACH



Our Sustainable Strategy

- For us, **sustainability** is the creation of **shared value** for the **company** and its **stakeholders** that must last over time, without compromising the **quality of the areas** in which we operate.
- Sustainability is an essential driver of our industrial plan, which goes through the complete alignment of the interests of shareholders and other stakeholders, which unleashes virtuous development paths between the economy, society and environment.





Economic Capital



Relational Social Capital



Natural Capital



Human Capital



Our commitments aligned with materiality analysis

Our sustainable actions and the impact that they have had on (tangible and intangible) aspects of our business, together with our long-term commitments, are aligned with the **materiality analysis** implemented on the sustainability issues that are most relevant to the company's activities





The Capitals We Transform through Our Activities



Economic Capital



- It refers to the generation and redistribution of value over the time
- We work to achieve the best capex/opex balance, relying on updated financial instruments



Relational Social Capital



- Meaning our reputation, history and credibility
- We aim at pursuing common goals with local communities and we want to leave part of the value we create where it is generated



Natural Capital



- It refers to our ecological footprint, both locally and globally
- We are committed to adopt the most advanced practices to avoid or reduce the environmental impact of our activities



Human Capital



- Meaning the people who work with us, with their values, experience and skills
- We work to maintain strong internal cohesion through financial incentives, corporate wellbeing and by promoting distinct values



Falck Renewables

CLEAN ENERGY COMMUNITY ENGAGEMENT



FinCoops, Energy Cooperatives & Energy Communities...

FinCoops

The scheme encourages residents around a RES infrastructure (wind farms) to establish cooperatives whose members participate in the **financing of a project owned by a private company**

Energy cooperative

Cooperatives where members are small-scale renewable energy producers

Energy community

Legal entity where citizens, SMEs and local authorities come together, as final users of energy, to cooperate in the generation, consumption distribution, storage, supply, aggregation of energy from renewable sources, or offer energy efficiency/demand side management services (www.rescoop.eu)

Community shared solar (USA)

Solar-electric system that provides power and/or financial benefit to multiple community members (www.nrel.gov)



Our shared value model with local communities

A focus on the **impact** we have in the territories and the local communities in which we operate is a fundamental part of our understanding of the business.

We believe that the local community should be given a **benefit**, **in economic and social terms**, against our presence in the area.



" ...it is not only about **WHAT** we do, but **HOW** we do it, and the **VALUES** that we live by"

Sustainability Charter

WE PROMOTE THE LOCAL WORKFORCE AND SUPPLY CHAIN.

WE WELCOME THE PARTICIPATION OF COMMUNITIES IN OUR BUSINESS, ALSO THROUGH **OWNERSHIP SCHEMES.**

WE BACK **COMMUNITY PROJECTS** - FROM SOCIAL & EDUCATIONAL TO ENVIRONMENTAL & INFRASTRUCTURAL — AND WE ENCOURAGE COMMUNITIES TO SHARE PROJECTS PRACTICES TO MAXIMIZE BENEFITS FOR OTHERS.

WE SHARE OUR **KNOWLEDGE** OF ENERGY SUSTAINABILITY TO SPREAD THE WORD ABOUT ITS IMPORTANCE.

WE ENSURE ALL OUR OPERATIONS HAVE THE **MINIMUM**IMPACT ON THE ENVIRONMENT.



Communities participating in our business: co-operative investment scheme (fincoop)

We encourage the local community to establish cooperatives, whose members contribute to financing the energy plant. Returns on investment are attractive and the initial investment is repaid in full.



the BenCom purchase a share of the plant's financing and its members participate with individual contribution (UK: 100 - 20,000 £)

distribution of annual dividends deriving from the sale of clean energy produced by the plant to the BenCom shareholders

WE ARE AN INTERNATIONAL BENCHMARK



NSW's largest windfarm highlights power of community investment Simon Holmes à Court

The Sapphire Wind Farm in northern NSW has invited the locals to invest in it - the first such co-investment project in Australia



▲ Local landowners dwarfed by a Sapphire Wind Farm turbine blade in the New England region of northern NSW.

Photograph, Singer Halmer a Court

OVER **3,500** INVESTORS IN **7** CO-OPS,
RAISED OVER **£10.5M** AND DISTRIBUTED
CLOSE TO **£6M** IN DIVIDENDS

community create an

cooperative, called

independent

BenCom



THE FIRST FALCK RENEWABLES COOPERATIVE ESTABLISHED IN BOYNDIE

2006 GREEN ENERGY AWARD FOR
BEST COMMUNITY PROJECT IN SCOTLAND





Falck Renewables co-operatives

| Wind farm | Location | Co-ops |
|--|---|---|
| Boyndie (16,7 MW) | Banff, Aberdeenshire (UK) | Boyndie Wind Farm Co-op |
| Ben Aketil (27,6 MW) | Dunvegan, Isle of Skye (UK) | Isle of Skye Renewables Co- op |
| Millennium (65 MW) | Invergarry, Highland (UK) | Great Glen Energy Co-op |
| Kilbraur (67,5 MW) | Brora, Sutherland (UK) | Kilbraur Wind Energy Co-op |
| Assel Valley (25 MW) | Girvan (UK) | Assel Valley Community Renewable Society |
| Westbrowncastle (30 MW) Nutberry (15MW) | Strathaven, South Lanarkshire (UK) Coalburn, nel South Executive (UK) | Spirit of Lanarkshire Wind Energy Co-operative |
| Auchrobert (36MW) | Strathaven, South Lanarkshire (UK) | Auchrobert Community Energy Society |















Communities participating in our business: separate ownership scheme

Virtual ownership of a turbine at the Earlsburn plant located in Fintry, Scotland.

The community has set up the Fintry Renewable Energy Enterprise Limited (FREE) which, having received a loan from Falck Renewables, has invested the sum in the purchase of the virtual property.

The community uses the proceeds to fuel energy sustainability initiatives aimed at creating a sustainable zero-emission community.

Scottish villagers stun developers by demanding extra turbine

Fintry in Scotland claims to be first community in UK to run its own wind turbine to cut carbon emissions and energy bills





6.62 GWH PRODUCTION OF THE COMMUNITY TURBINE IN 2018,

3,330 tCO2 GHG EMISSIONS AVOIDED.

112 tCO2 EQ GHG EMISSIONS AVOIDED WITH THE CAMPSIE GLEN BIOMASS DISTRICT HEATING SYSTEM



Falck Renewables separate ownership scheme

| Wind farm | Location | Social eneterprise |
|---------------------|----------------------------|--|
| Earlsburn (37,5 MW) | Fintry, Stirlingshire (UK) | Fintry Renewables Energy Enterprise Ltd |













Working with USA energy communities

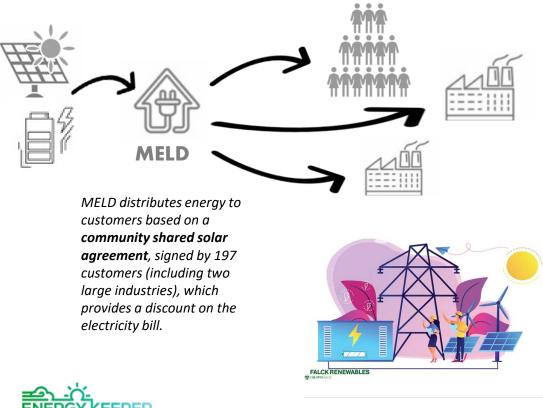
The Middleton plant operates under the **Solar Renewable Energy Credit II program**, sold on the independent energy market, and sells energy to the Middleton Electric Light District (MELD) a Massachusetts' utility with a long-term PPA.

Last May 2019, Falck Renewables announced an investment in energy storage system to be integrated with the existing solar Middleton PV plant.

MELD has entered into a long-term capacity service agreement with Falck Renewables to dispatch the energy storage system during periods of high demand charges on the power grid.

197 END CONSUMERS IN ENERGY **COMMUNITIES THAT HAVE SIGNED** A PPA AND CARRY OUT COLLECTIVE **SELF-CONSUMPTION**

OVER 88,000 RESIDENTS SHARE THE BENEFITS OF SPENDING REDUCTION THANKS TO COMMUNITY **SOLAR PROJECTS IMPACT**





Our storage in Middleton PV plant





TOTAL CAPITAL INVESTMENT: \$3.6M

CAPACITY / COD: 3.0 MWDc/6.6 MWH COD: 3Q'19

TECHNOLOGY: NEC BESS
BUNDLED FOR FALCK (LG CHEM
BATTERY, SMA INVERTERS)
MELD TO PROVIDE EPC

OFFTAKER: MELD
CAPACITY SERVICES AGREEMENT
20-YEAR TERM







Working with US energy communities

In Massachusetts we provide clean energy through an on-site exchange program: the **Net Metering Credit program**.

The program provides a percentage of electricity needs to participants, with **discounts** compared to the retail rates charged by utilities, clearly **benefiting local communities**.



The **Dartmouth PV** plant powers the **Silver Lake School District** and the **City of Carver**.

The **Leominster plant** provides electricity to both the **City of Leominster** and the **Hoosac Water District**.

The **Palmer Airfield plant** supplies **Worcester State University** and the **municipalities of Spencer and Leicester**.







Falck Renewables

SUSTAINABILITY IN ACTION



Promote Local Workforce and Local Supply Chain

We place contracts for the construction, operation, and maintenance of our plants with **local** companies, wherever possible and commercially viable

CLOSING THE GAP BETWEEN JOB OFFER AND DEMAND

Supporting the creation of **local technical capacity**. Involving our tech partners in screening for talents





PRESENTING PROCUREMENT NEEDS TO LOCAL COMPANIES

We locally stage **Contractors' Open Days**, where our procurement needs are first presented to the local entrepreneurial community

2017 Hennøy (Norway)

2018 Åliden & Brattmyrliden (Sweden)





Supporting Community Projects

COMMUNITY BENEFIT SCHEMES

Falck Renewables supports the implementation of **community projects** establishing community benefit schemes.

Funds are delivered to a **local** community trust or association.

Over 100 supported projects.



SOLAR PANELS FOR THE BOYNDIE VISITOR CENTRE BUILDING BOYNDIE WIND FARM (UK)





CILL CHUIMEIN MEDICAL
CENTRE REBUILD
MILLENNIUM WIND FARM
(UK)





RESTORING GOLSPIE BIG BURN WALK KILBRAUR WIND FARM (UK)



SCOTTISH AMBULANCE SERVICE COMMUNITY RESPONSE VEHICLE BEN AKETIL WIND FARM (UK)



Encouraging communities project practice sharing

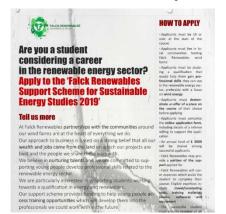


Creating a (virtual) community of communities



An additional program of initiatives exclusively dedicated to the Falck Renewables Sustainable Community.





www.community.falckrenewables.eu



HOME ABOUT COMMUNITIES SHOWCASES INITIATIVES 2018 NEWS FORUM CONTACTS

FALCK RENEWABLES SUSTAINABLE COMMUNITY PORTAL

Through the Falck Renewables Sustainable Community portal, the different local communities hosting Falck Renewables' UK wind farms become a (virtual) community of communities.

This is a space where communities can **showcase** projects supported through wind energy benefit funds, they can **exchange** experiences and practices in the use of the funds, they can mutually **reach out** for advice, and they can **promote** new local initiatives in the area of sustainable development and sustainable energy.

Safe path for valking and eveling in Whitehills

SEE ALL SHOWCASES

For this is what, at Falck Renewables, a virtual community is for



Below the list of Falck

Renewables

Sustainable Community members

Assel Valley wind farm



Auchrobert wind farm



Ben Aketil wind farm



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Sharing knowledge on sustainable energy

We are committed to **disseminating knowledge** in the field of clean energy and sustainability by:

- collaborating with the academies and research institutions;
- developing education and training programs;
- participating in national and international events on the themes of green economy and sustainable development.



Falck Renewables @falckrenewables · Mar 20

A group of students and two of their professors from @uofcincy enjoyed a visit to #FKR Ben Aketil wind farm in #Scotland #isleofskye #universityofcincinnati #Renewables #windenergy Read the news on FKR sustainable community portal bit.ly/2JrRh9W









Protecting the environment



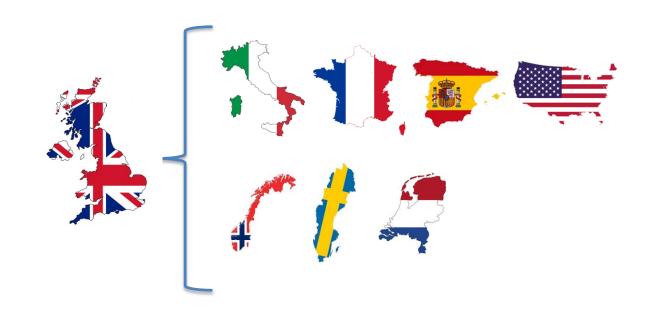
We aim at performing beyond legal compliance:

- Working with **BD**, **E&C**, **O&M**, **QHSE**, and procurement
- Involving our partners and suppliers

| Domain | Area of intervention | Procurement guideline |
|----------------------|---|--|
| | GHG emission reduction & low-carbon society | Reducing carbon footprint of purchased goods and services |
| | Pollution prevention & control (air, water, soil, groundwater) | Reducing the environmental impact of supplied goods & services |
| Environmental impact | Protecting biodiversity | Assessing the impact of supplied goods & services on the biosphere |
| (local, global) | Responsible use of reources (water, energy, natural resources; i.e. ecological footprint) | Minimising water & other scarce resources consumption in the products/services we purchase |
| | Adopting 3R philosophy: recycle, reduce, | Fostering the purchasing of recycled/recyclable products |
| | reuse (circular economy) | Rightsizing of indirect procurement |



Adopting (and adapting) the sustainability model



A bit of a challenge... (to be done not in a single day!)



Nesting the sustainability culture in our staff

In meeting company's sustainability goals, we have to make sure we share these values among us, at first place.

To do so, we are developing for our staff a **sustainability knowledge base** around our community engagement approach.

In the **recruitment process**, new hires are assessed also on how they share our approach to sustainability and on their ability to deliver within a responsible framework.





The results obtained and the effects on the business

The Falck Renewables plants have a **good degree of acceptance** in all the countries where we are present. This has allowed us to extend the size of our projects over the years.

The community engagement model has become a benchmark in the sector.



Community co-investment is not uncommon overseas. Italian developer Falck Renewables has built a number of wind farms in Britain using the model and it is now law in Denmark that every onshore wind farm must offer at leat 20% of equity to those who live near the project. Some projects have allowed the community to name and paint a turbine and have provided "visitation rights" for community events.

Rather than saying "We don't want these things" we said "can we have more?"



Gordon Cowtan, Director, Fintry Development Trust

Please In My Backyard!



The results obtained and the effects on the business

When Falck Renewables decided to expand its activities in the **Nordic market**, the Norwegian local communities / landowners considered the previous successful experiences in the **local relations** of Falck Renewables as a **determining factor**.

This allowed Falck Renewables to reach an **agreement** with a local Norwegian utility for the construction of two wind farms with the consent of the same local communities.



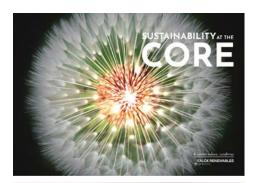
MEETING LOCAL COMMUNITIES IN NORWAY, 7 November 2018

Falck Renewables intends to replicate the successful community integration model implemented in the United Kingdom in the other geographies where it operates.

Falck Renewables Vind is currently building a wind farm in Hennøy, Norway. The company has a long-term and sustainable strategy for its activity in Bremanger Municipality, with great emphasis on cooperation with municipality, landowners and local communities. Next Wednesday 14th November, Falck Renewables Vind will hold a public consultations and information meeting in Svelgen Samfunnshus with the purpose of communicating about the company and its activity in the Bremanger municipality with emphasis on the wind power project being under construction at Marafjellet / Hennøystranda and on illustrating the sustainability approach Falck Renewables adopts in the places where it operates.



Business International - Finance Award 2019





"The Report 'Sustainability at the Core' was able to showcases how Falck Renewables generates added value for its stakeholders and how it aims, in a long-term perspective, at consolidating the advantages of a strategy that looks to sustainability not only in environmental but also in social terms.

The company, in fact, succeeded in creating an investment method that allows a local community to finance the local energy plant through a specially established cooperative. The residents, members of the cooperative, purchase a share of the plant's funding with individual holdings and receive an annual interest on the funding, partly calculated based on the sale of energy. These are therefore low-risk investments for local communities, but which lead to rather interesting returns.

A particularly innovative form of local communities involvement that allows for having them as investment supporters, overcoming the typical "NIMBY" (not in my backyard) problems and conflicts, meaning the potential local opposition to the construction of the plants that would delay the investment in the construction of the plant and therefore the economic returns for the Group."

Category: Non-Financial Indicator, Sustainability Report



Contacts & Info



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BACK UP



Economic Capital

IMPACT INDICATORS

€ 164.7_M

ADDED VALUE

DISTRIBUTED TO

STAKEHOLDERS

56 %
ORDERS TO **LOCAL SUPPLIERS** EQUAL TO
€110.8 M

CORPORATE GOVERNANCE



BoD Composition

Executive DirectorNon Executive Director

Independent Dir. according to T.U.F. and Corporate Governance Code



12 members **5** women

6 independent members



12 BoD meetings per year

The new Board of Directors – as approved at The Shareholders' Meeting on 27 April 2017 – reflects the group's international presence and includes members with relevant experience.

OUR COMMITTMENT





CREATION OF LONG-TERM ECONOMIC VALUE

geographical diversification of assets

balancing of asset types

business diversification towards the sustainable consumption services sector

RELATIONS WITH REGULATORY AUTHORITIES



develop proposals for improving the efficiency of the markets that we are involved in, with attention to local energy communities and collective self-production



DEVELOPMENT OF ADVANCED BUSINESSES AND INNOVATION

further growth in the services sector

continued investment in digitalisation

PPA market growth

creation of synergies between traditional technical activities and new services

research technical knowledge and experience on the market and create new skills, including digital and agile working methods



BUSINESS INTEGRITY

spread a highly ethical culture inside and outside the Group CORPORATE GOVERNANCE



entrust supervision of sustainability actions to the Group's highest governance structures

RISK ANALYSIS AND MANAGEMENT

optimise the financial community's perception of corporate risk

predictability and reliability of financial targets and reporting





Relational Social Capital

IMPACT INDICATORS

£ 1.2 M

THE VALUE OF **BENEFIT SCHEMES** IN THE UK

£962,000

INTEREST PAID TO THE COOPERATIVES IN THE UK

3,207

PARTICIPANTS IN **5 COOPERATIVES** IN THE UK

615.8 gWh

ELECTRICITY SOLD UNDER
THE **PPA REGIME** IN USA
AND ITALY

88,230

US RESIDENTS
BENEFITTING OF
COMMUNITY SOLAR COST
CUTTING

197

ENERGY COMMUNITIES
MEMBERS DOING
COLLECTIVE SELFCONSUMPTION IN USA

€ **515,000**

ENERGY EFFICIENCY
CERTIFICATES MANAGED IN
THE PORTFOLIO IN ITALY

8,992 mwh

POTENTIAL **SAVINGS**IDENTIFIED THROUGH
ENERGY AUDITS IN ITALY

589,083 MWh

POTENTIAL **SAVINGS** OF CUSTOMERS WITH SMART METERS IN ITALY

OUR COMMITTMENT













RELATIONS WITH COMMUNITIES AND LOCAL DEVELOPMENT

creation of shared value with the local community

offer of an energy price linked to the cost of production and without fluctuations DEVELOPMENT OF A RESPONSIBLE MARKET FOR RENEWABLE ENERGY

with energy communities and othe local aggregators

promotion of sustainable consumption of clean energy with less externalities on the electricity system



SUPPLY CHAIN MANAGEMENT



adoption of sustainability criteria in the selection of suppliers

nhancement of the short



Natural Capital

IMPACT INDICATORS

2,187 GWh
TOTAL RENEWABLE
ENERGY PRODUCTION

867,800 tco₂

GHG EMISSIONS
AVOIDED*

€2.8 м

FOR ENVIRONMENTAL
RESTORATION OR
COMPENSATORY
ACTIVITIES

13,324 MWh

WIND POWER AND PV PRODUCTION INCREASE THANKS TO VC SERVICES 4,146.8 tco₂

AVOIDED **GHG EMISSIONS**THANKS TO VC SERVICES

471.1 tNOx

141.9 tSOx

189.8 tCO

11.3 tPM10

AIR POLLUTION AVOIDED THANKS TO WIND AND PV PRODUCTION**

OUR COMMITTMENT













ENVIRONMENTAL, RESOURCE AND ENERGY MANAGEMENT

reduction of environmental impact throughout the life cycle of assets through continuous adoption of advanced sustainability practices in their construction and management

CO₂ footprint minimisation

reduction of polluting emissions

participation in the decarbonisation economy

- Calculated using the factors published by Terna based on ISPRA data for electricity production in Italy; the factors published in the JRC "Technical Report 2017" for the UK, France and Spain; the factors published by the US Environmental Protection Agency for the United States.
- ** Calculated using the factors published by Terna based on ISPRA data for electricity production in Italy.



Human Capital

IMPACT INDICATORS

460 EMPLOYEES

75 %
OF EMPLOYEES INVOLVED IN TRAINING ACTIVITIES

746 HOURS
OF HEALTH AND
SAFETY TRAINING IN 2018

31 % OF **EMPLOYEES** ARE FEMALE

AVERAGE HOURS OF TRAINING PER EMPLOYEE IN 2018

O INJURIES IN 2018

+ 14 %

FEMALE PRESENCE IN
TOP MANAGEMENT
COMPARED TO 2017

20
AVERAGE HOURS OF TRAINING PER FEMALE EMPLOYEE

OUR COMMITTMENT









HUMAN RESOURCES DEVELOPMENT

continuous active employee involvement and close relationship between the management and the company

creation of a flat organisational structure, with plenty of room for personal initiative

continuous professional development

consolidation of a welfare policy with a strategic focus on the family, well-being and work-life balance

investment in talent growth and gender and culture diversity

code of ethical conduct based on shared values

recruitment based on skills, behaviours and values

HEALTH AND

continuous monitoring of the application of QHSE standards

greater involvement of staff in QHSE training activities



