

Managed by Lords LB Asset Management



UTIB UAB “Atsinaujinančios  
energetikos investicijos”

**INVESTOR PRESENTATION**

January 2024

Private and confidential



# Table of contents

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I.	INVESTMENT COMPANY OVERVIEW
II.	ASSET PORTFOLIO
III.	KEY CREDIT CONSIDERATIONS
•	RENEWABLES MARKET OVERVIEW
•	FINANCIAL PERFORMANCE
•	TEAM
•	SUSTAINABILITY
IV.	INDICATIVE TRANSACTION OVERVIEW



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Section 1:  
INVESTMENT COMPANY  
OVERVIEW



# Investment company overview (I/II)



**UTIBUAB  
"Atsinaujinančios  
energetikos  
investicijos" (AEI)**

investment  
company

**Lords LB Asset  
Management**

management  
company

- AEI is a closed-end investment company (hereinafter the Company) intended for informed investors with 91.3 mEUR of equity capital raised
  - Assets in the fast-growing renewable energy sector (solar and wind) with a primary focus on the regional market (the Baltic States and Poland)
  - Assets under management:
    - 265.6 MW of operating solar and wind power capacity in Lithuania and Poland
    - 122.8 MW of under-construction solar power capacity in Poland
    - 47.7 MW of ready-to-build solar power capacity in Poland
  - Other assets include:
    - 520 MW solar energy development portfolio
    - 1,288 MW wind energy development portfolio
  - Company's term: February 2026 (+2)
  - Target size of a single investment is up to 20 mEUR with a target leverage of 70-75% per investment
  - Electricity will be sold to government-backed schemes and investment grade off-takers via long-term fixed or partially fixed price power purchase agreements
  - No dividend payment plan, but discretionary dividends are possible during the last two company's operation years
- 
- AIFM licensed fund management company, established in 2008
  - Manages 17 active investment vehicles
  - Total value of assets under management as of 30 June 2023: 943 mEUR



MANAGER



REGULATOR



DEPOSITORY



AUDITOR



ACCOUNTANT  
& VALUATOR

# Investment company overview (II/II)

## GROUP STRUCTURE



- Multiple SPVs are established under sub-holdings shown here
- SPVs are fully or partially (in case of joint development with a third party) owned by sub-holdings
- Senior lending via bank loans is arranged on sub-holding / SPV level

Note: Group structure as of 31 December 2023



Section 2:  
CURRENT ASSET PORTFOLIO



# Current asset portfolio (I/VII): operating



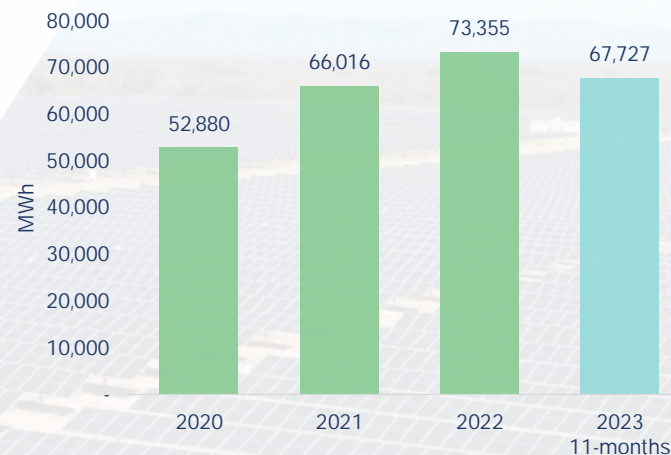
ENERGY SOLAR PROJEKTY SP. Z O.O. (65.5 MW SOLAR POWER PLANTS IN POLAND)	
<b>CAPACITY</b>	65.5 MW
<b>OWNERSHIP</b>	100%
<b>LOCATION</b>	Central and northern Poland
<b>PROEJECT STATUS</b>	Operating
<b>TARIFF DURATION</b>	15 years beginning from 2020 for 100% of generation capacity
<b>TARIFF PRICE</b>	<ul style="list-style-type: none"> <li>94.86 EUR/MWh tariff price in 2023</li> <li>Indexation by annual Polish Consumer Price Index</li> </ul>
<b>FINANCING</b>	European Investment Bank and Bank Pekao S.A. (15-year agreement)
<b>MARKET VALUE OF AEI INVESTMENT</b>	23.9 mEUR as of 31 December 2023



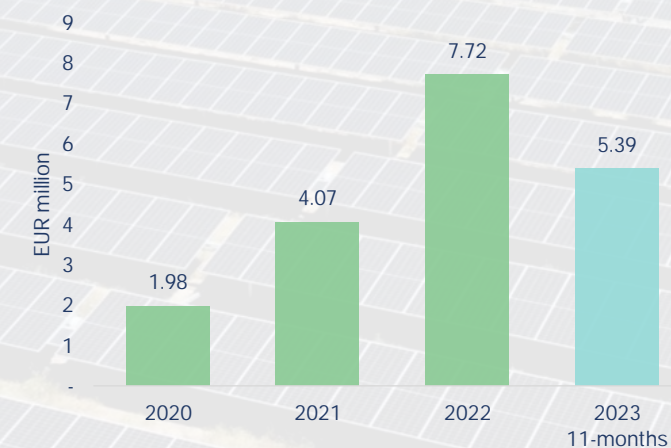
Financing Institutions:



## PRODUCTION RESULTS



## EBITDA RESULTS\*



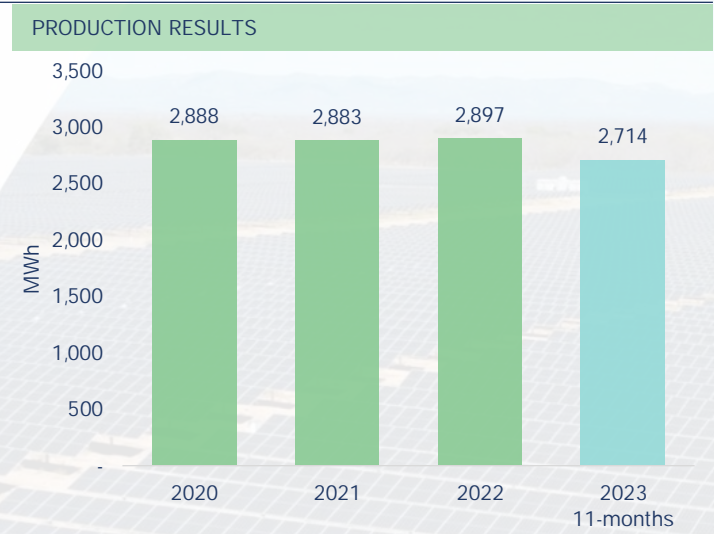
\*Converted to Euros from Polish Zloty using annual average EUR/PLN exchange rate



# Current asset portfolio (II/VII): operating



UAB SAULĖS ENERGIJOS PROJEKTAI (2.6 MW SOLAR POWER PLANTS IN LITHUANIA)	
<b>CAPACITY</b>	2.6 MW
<b>OWNERSHIP</b>	30%
<b>LOCATION</b>	Kaunas district, Lithuania
<b>PROJECT STATUS</b>	Operating
<b>TARIFF DURATION</b>	until January 2025 for 100% of generation capacity
<b>MARKET VALUE OF AEI INVESTMENT</b>	0.3 mEUR as of 31 December 2023

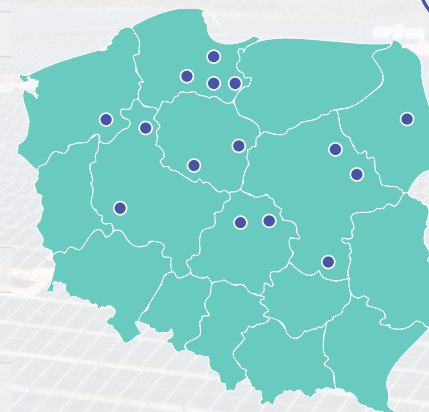


# Current asset portfolio (III/VII): operating / under-construction



## PV ENERGY PROJECTS SP. Z O.O. (67.8 MW SOLAR PORTFOLIO IN POLAND)

<b>CAPACITY</b>	67.8 MW (36 separate projects)
<b>PLANNED YEAR1 PRODUCTION</b>	77,112 MWh
<b>AEISHARE</b>	100%
<b>PROJECT STATUS</b>	<ul style="list-style-type: none"> <li>Portfolio construction is being finalized</li> <li>2 MW of assets are still under construction and are expected to be finalized in Q1 2024</li> <li>12 MW of assets are operating with significant operating capacity ramp-up expected in Q1 2024</li> <li>105 mPLN senior financing facility secured from Bank Pekao S.A</li> </ul>
<b>REVENUE HEDGING</b>	60.9 MW of projects have secured CfD auction support
<b>MARKET VALUE OF AEI INVESTMENT</b>	42.9 mEUR as of 31 December 2023
<b>ADDITIONAL INVESTMENT NEED</b>	No additional investment is expected to be made by AEI
<b>FINANCIER</b>	Bank Pekao S.A.
<b>COMPLETION DATE</b>	March 2024



## PROJECT DEVELOPMENT TIMELINE



Video: For bird view video of the construction works of the 20MW project in Zaganiec, [click here](#)

# Current asset portfolio (IV/VII): operating / under-construction

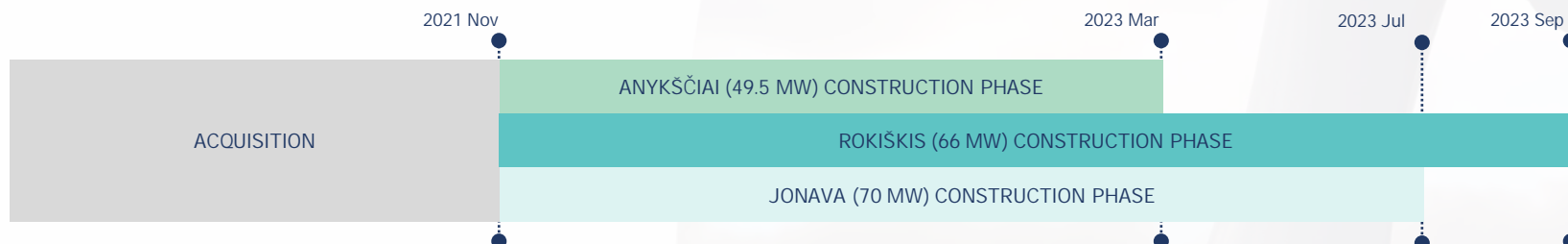


## UAB ZALIOSIOS INVESTICIJOS (185.5 MW WIND PORTFOLIO IN LITHUANIA)

<b>CAPACITY</b>	185.5 MW (34 wind turbines)
<b>PLANNED YEAR 1 PRODUCTION</b>	583,463 MWh
<b>AEI SHARE</b>	25%
<b>INVESTMENT PARTNER</b>	Taaleri Energia
<b>PROJECT STATUS</b>	<ul style="list-style-type: none"> <li>All of the turbines in Anykščiai (49.5 MW), Jonava (70 MW), and Rokiškis (66 MW) wind parks are operational. The parks are currently completing necessary tests and procedures to obtain the production license</li> <li>During the first 11-months of the year, wind park portfolio generated 5.4 mEUR of EBITDA</li> </ul>
<b>REVENUE HEDGING</b>	10-year PPA for 50% of generation capacity
<b>MARKET VALUE OF AEI INVESTMENT</b>	46.0 mEUR as of 31 December 2023
<b>ADDITIONAL INVESTMENT NEED</b>	No additional investment is expected to be made by AEI
<b>FINANCIER</b>	AIP Asset Management
<b>COMPLETION DATE</b>	December 2023



## PROJECT DEVELOPMENT TIMELINE



# Current asset portfolio (V/VII): under-construction



## PL-SUN SP. Z O.O. (114.7 MW SOLAR PORTFOLIO IN POLAND)

<b>CAPACITY</b>	114.7 MW
<b>PLANNED YEAR 1 PRODUCTION</b>	128,485 MWh
<b>AEI SHARE</b>	100%
<b>PROJECT STATUS</b>	<ul style="list-style-type: none"> <li>Tenders for solar modules and inverter providers, and EPC for the first 67 MW are executed</li> <li>The first stages of construction for 56 MW of assets are ongoing, while construction for the remaining 58.5 MW of assets is planned to start in January 2024</li> <li>Project financing is expected to be acquired in January 2024</li> </ul>
<b>TOTAL PLANNED PROJECT INVESTMENT</b>	86.3 mEUR
<b>AEI CURRENT INVESTMENT</b>	45.1 mEUR as of 31 December 2023
<b>ADDITIONAL INVESTMENT NEED</b>	41.2 mEUR
<b>COMPLETION DATE</b>	January 2025



## PROJECT DEVELOPMENT TIMELINE



# Current asset portfolio (VI/VII): advanced development stage













## ADVANCED DEVELOPMENT STAGE PIPELINE PROJECTS

COUNTRY				
ASSET TYPE				
NAME	UAB „Ekoelektra”	UAB „JTPG”	UAB “Pakruojo vējas”	Zaļā Elektrība SIA
CURRENT SHARE	50%	100%	100%	50%
CAPACITY	100 MW	70 MW Solar+ 69 MW Wind+ 7 MW Battery	45 MW Wind + 9 MW Battery	102 MW
READY TO BUILD STAGE DATE	2024 Q4	Solar - 2024 Q2 Wind - 2024 Q4	2025 Q1	2024 Q3
CURRENT STATUS	Environmental impact assessment and development permit received  Final grid connection conditions received	Grid connection secured  Land lease secured  Environmental impact assessment received	Grid connection secured  Land leases being secured  Environmental impact assessment received	Grid connection secured  Land lease secured  Environmental impact assessment received
COMPLETION DATE	2026 Q2	Solar - 2025 Q3 Wind - 2026 Q2	2027 Q1	2026 Q1

# Current asset portfolio (VII/VII): early to mid development stage



## EARLY DEVELOPMENT STAGE PIPELINE PROJECTS

COUNTRY					
ASSET TYPE					
NAME	UAB „KNT Holding“	Zālais Spēks SIA	UAB „Nimela“	UAB „Atelda“	UAB „Rineila“
CURRENT SHARE	50%	50%	100%	100%	100%
CAPACITY	250 MW Solar+ 250 MW Wind+ 50 MW Battery	132 MW	200 MW	150 MW	300 MW
READY TO BUILD STAGE DATE	Solar - 2024 Q4 Wind - 2024 Q4	2024 Q4	2024 Q4	2025 Q2	2025 Q2
CURRENT STATUS	Grid connection secured Land lease secured Environmental impact assessment under review	Majority of land leases secured Environmental impact assessment under review	Grid connection secured Land lease secured	Green field	Green field
COMPLETION DATE	Solar - 2026 Q3 Wind - 2026 Q4	2026 Q2	2026 Q3	2026 Q4	2026 Q4



Section 3:  
KEY CREDIT CONSIDERATIONS

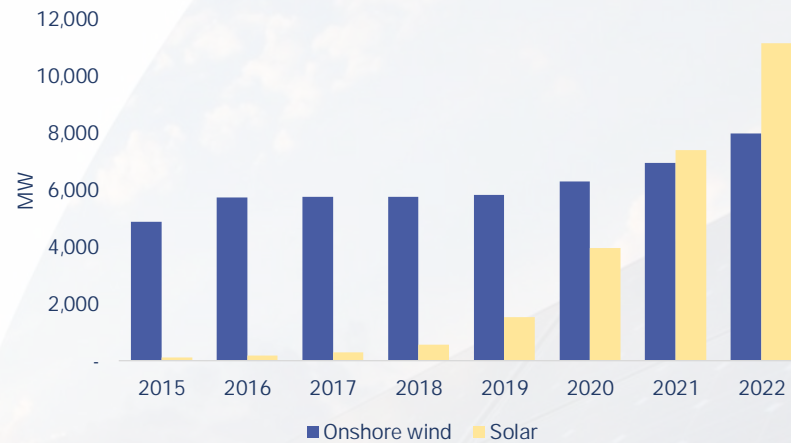


# Regional renewable energy policy trends

## GENERAL TRENDS

- **Growing Renewable Energy Demand:** Rapidly increasing demand for clean energy sources in the Baltics and Poland driven by environmental concerns and government initiatives
- **Favorable Regulatory Environment:** Supportive policies, incentives, and feed-in tariffs promoting renewable energy adoption and development
- **Strategic Geographical Location:** The Baltics and Poland's strategic location allows for potential energy exports to neighboring countries, enhancing the economic viability of projects
- **Maturing Renewable Energy Market:** Emerging as a viable and attractive investment destination with significant growth potential
- **Increasing Investor Interest:** Growing interest from institutional investors seeking sustainable and socially responsible investment opportunities
- **Infrastructure Development:** Continuous improvement of infrastructure supporting renewable energy projects in the region
- **Positive Public Perception:** Increasing support and positive perception of renewable energy projects among local communities and stakeholders

## POLAND: ONSHORE WIND AND SOLAR INSTALLED CAPACITY<sup>1</sup>



## SUPPORTIVE POLICIES AND GOVERNMENTAL TRENDS

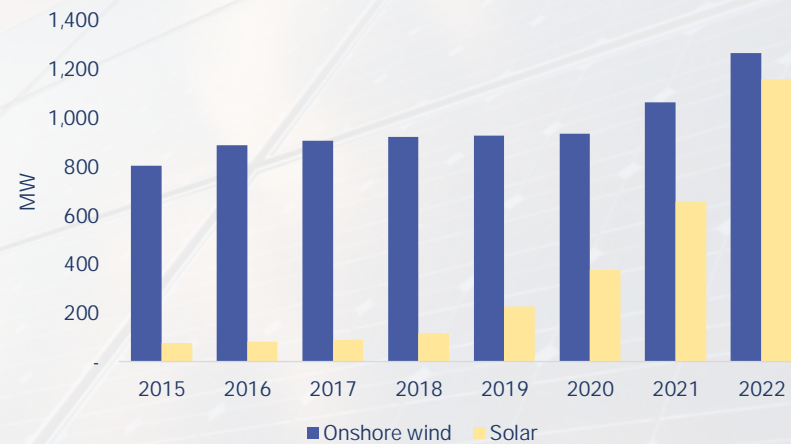


12.12 GW  
12.12 GW of onshore wind and solar capacity added under Polish RES auction schemes during 2016 – 2022.  
Support scheme will be operated until 2039<sup>3</sup>



45.0%  
European Commission target for renewable energy share in total energy mix<sup>2</sup>

## THE BALTICS: ONSHORE WIND AND SOLAR INSTALLED CAPACITY<sup>1</sup>



Source: <sup>1</sup> IRENA (2022). Renewable Energy Statistics 2022. <sup>2</sup> EC REPowerEU Plan (2022). <sup>3</sup> URE (2023). RES Auction 0222.



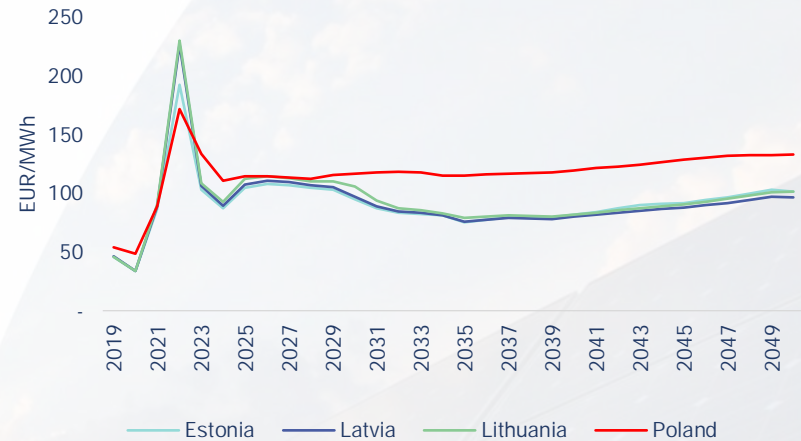
# Regional renewable energy investment trends



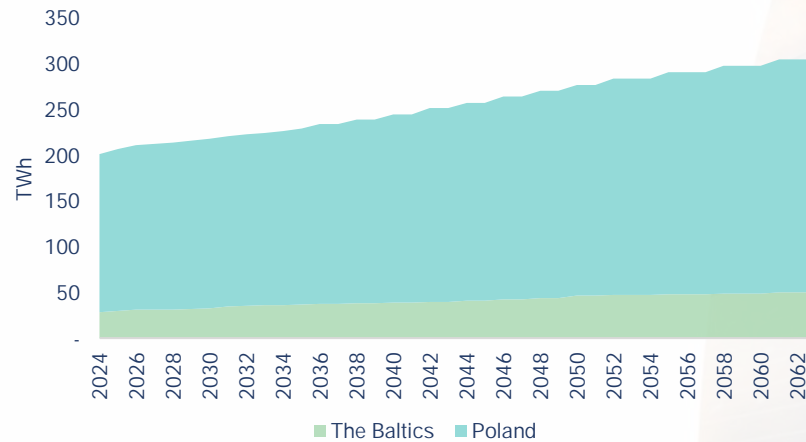
## GENERAL TRENDS

- **Early to Late-stage Development Projects:** A diverse range of solar PV, onshore wind, and grid battery storage projects in various stages of development, providing investment flexibility
- **Technological Advancements:** Investments in projects leveraging the latest advancements in energy technologies for improved efficiency and performance
- **High Growth Potential:** Projects benefiting from the region's increasing energy demand and transitioning towards a low-carbon future
- **Strong Off-taker Partnerships:** Projects with reliable off-taker partnerships, ensuring consistent revenue streams
- **Environmental and Social Impact:** Prioritizing projects that adhere to high environmental and social sustainability standards
- **Yield Gap Advantage:** Exploiting the yield gap between early to late-stage renewable energy projects
- **Exit Opportunities:** Well-defined exit strategies for projects, allowing the Company to capitalize on favorable market conditions and maximize returns for investors

## REGIONAL NOMINAL ELECTRICITY MARKET PRICE FORECAST<sup>1</sup>



## THE BALTICS AND POLAND: ELECTRICITY DEMAND GROWTH<sup>1</sup>



## EUROPEAN LEVELIZED COST OF ELECTRICITY 2025 FORECAST<sup>2</sup>



Source: <sup>1</sup> SKM Market Predictor (August 2023). Nominal prices assumed at 2 percent annual indexation starting Y2024. <sup>2</sup> Wood Mackenzie (March 2023)

# Financial performance (I/III)



GRADUALLY GROWING AEE BALANCE SHEET DELIVERING HIGHER CASH FLOW

	2020	2021	2022	2023
BOOK VALUE OF ASSETS	32.2 mEUR	96.2 mEUR	156.6 mEUR	186.8 mEUR
BOOK EQUITY	30.5 mEUR	65.0 mEUR	103.5 mEUR	115.3 mEUR
EXTERNAL DEBT	1.4 mEUR	30.2 mEUR**	52.1** mEUR	72.6** mEUR
CASH	0.4 mEUR	26.5 mEUR	9.9 mEUR	2.1 mEUR
NET PROFIT	5.3 mEUR	5.4 mEUR	13.4 mEUR	5.0 mEUR

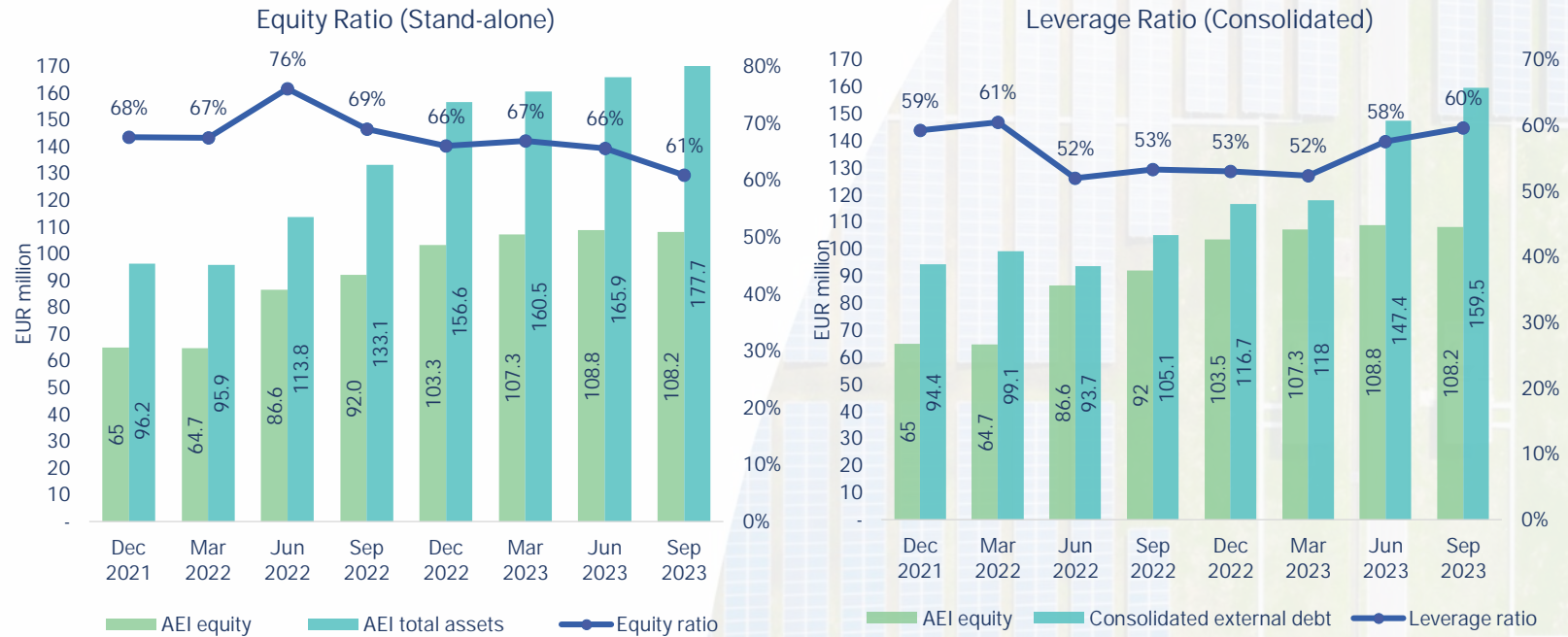
Source: Company's audited consolidated financial statements as at and for the financial years ended 31 December 2021, 31 December 2022. Company's disclosed unaudited net asset value figures as at 31 December 2023

\*\* External debt figures reflect principal and accrued interest amounts of bonds issued excluding Capitalized Costs of Bond's Issue and Discount on Bonds Issue

# Financial performance (II/III)



## HISTORIC EQUITY AND LEVERAGE RATIO LEVELS



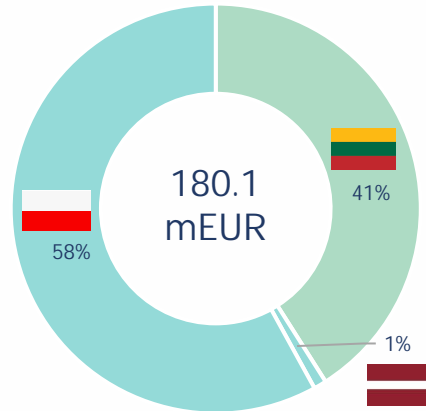
AEI targets 70-75% senior debt leverage on SVP level for each solar/wind project without intention to re-leverage when amortized  
 Based on "green bonds" covenants minimum stand-alone equity level will not be lower than 50% and consolidated leverage level will not be higher than 75%

# Financial performance (III/III)

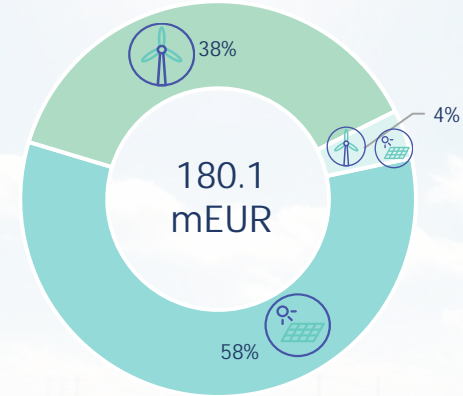


## MARKET VALUE OF AEI INVESTMENTS

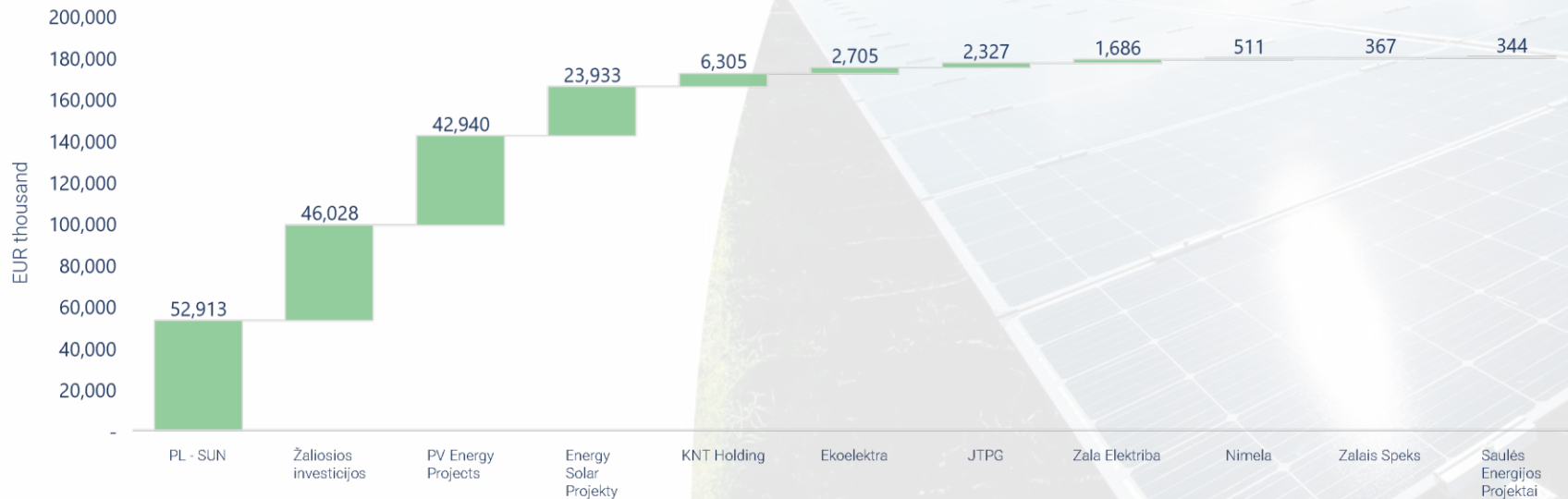
Market Value Split by Region



Market Value Split by Asset Type



Market Value of AEI Investments per Project



Note: as of 31 December 2023

# Team



TEAM OF FIELD PROFESSIONALS WITH EXTENSIVE EXPERIENCE



**Name:** Andrius Stonkus  
**Position:** Board Member in charge of AEI investments  
**Area of expertise:** Fund raising, project pipeline  
**Previous experience:** M&A and real estate advisor



**Name:** Kristina Bugaitienė - Kepsnytė  
**Position:** Head of Business Development  
**Area of expertise:** Photovoltaic projects investments management  
**Previous experience:** SoliTek, BOD Group



**Name:** Lukas Meškelė  
**Position:** Head of Operations and Asset Management  
**Area of expertise:** Operating projects management  
**Previous experience:** Enefit Green



**Name:** Konstantin Leškevič  
**Position:** Project Manager  
**Area of expertise:** Wind projects technical management, project development consultancy  
**Previous experience:** Modus Group, SNG Solar



**Name:** Giedrius Bražiūnas  
**Position:** Construction manager  
**Area of expertise:** Photovoltaic and wind projects construction management  
**Previous experience:** Ignitis, BOD Group



**Name:** Grėtė Bukauskaitė  
**Position:** Investment Company Manager  
**Area of expertise:** Investment company management, wind projects investment management  
**Previous experience:** Ludwig-Maximilian-University Munich



**Name:** Mantas Auruškevičius  
**Position:** Head of Finance  
**Area of expertise:** Financing, corporate finance  
**Previous experience:** EY



**Name:** Dominykas Svetikas  
**Position:** Investment Manager  
**Area of expertise:** Wind and transition assets projects investment management  
**Previous experience:** Covalis Capital



**Name:** Algimantas Mitkus  
**Position:** Project Manager  
**Area of expertise:** Photovoltaic projects management  
**Previous experience:** Thermo Fisher Scientific Baltics



**Name:** Darius Rudnickas  
**Position:** Investment Associate  
**Area of expertise:** Financial modelling and investment analysis  
**Previous experience:** PwC

# Sustainability at AEI (I/II)



## AEI SUSTAINABILITY CONTRIBUTION

		CURRENTLY OPERATING ASSETS
<p><b>Article 9 Dark Green</b></p>	<p>The Company was classified as SFDR 9 “dark green” in January 2023, ensuring exclusive focus on sustainable investments, generation of renewable energy, and reduction in carbon emissions</p>	<p><b>52,212</b></p> <p>Annual GHG Emissions Avoided (tCO2e)</p>
<p><b>Dedication to Sustainable Goals</b></p>	<p>AEI recognizes that its economic activities have an influence on society and the environment, As a result, AEI is dedicated to being responsible in business operations by incorporating environmental, social, and governance aspects into investment and operational choices</p>	<p><b>2,175,516</b></p> <p>Number of trees compensated</p>
<p><b>Contribution to Society</b></p>	<p>AEI is committed to contributing to EU's long-term strategy of achieving carbon neutrality by 2050. The Fund takes full responsibility to make investments only in renewable energy assets and development projects to support the transition towards a decarbonized economy</p>	<p><b>4,351</b></p> <p>Hectares of forest compensated</p>
<p><b>Sustainability Strategy</b></p>	<p>Our sustainable strategy stems from two specific Sustainable Development Goals set by the United Nations (UN SDGs):</p> <ul style="list-style-type: none"> <li>• Business activity directly advances SDG 7 (Affordable and Clean Energy) via investing in renewable energy projects</li> <li>• Commitment to contribute to SDG 13 (Climate Action) via building a net-zero carbon emission balance sheet</li> </ul>	

# Sustainability at AEI (II/II)



## GREEN BOND FRAMEWORK

### Established Framework

AEI has established Green Bond Framework. The primary goal of this Framework is to establish a clear approach for all future Green Bonds, ensuring that the principles of this Framework are applied to each issued instrument



**SUSTAINALYTICS**

a Morningstar company

### ESG Committee

Lords LB Asset Management has established an ESG Committee which consists of representatives from Finance and Investment Management teams. The central function of the Committee is to investigate the environmental and social hazards associated with each potential investment. The Committee's functions are:

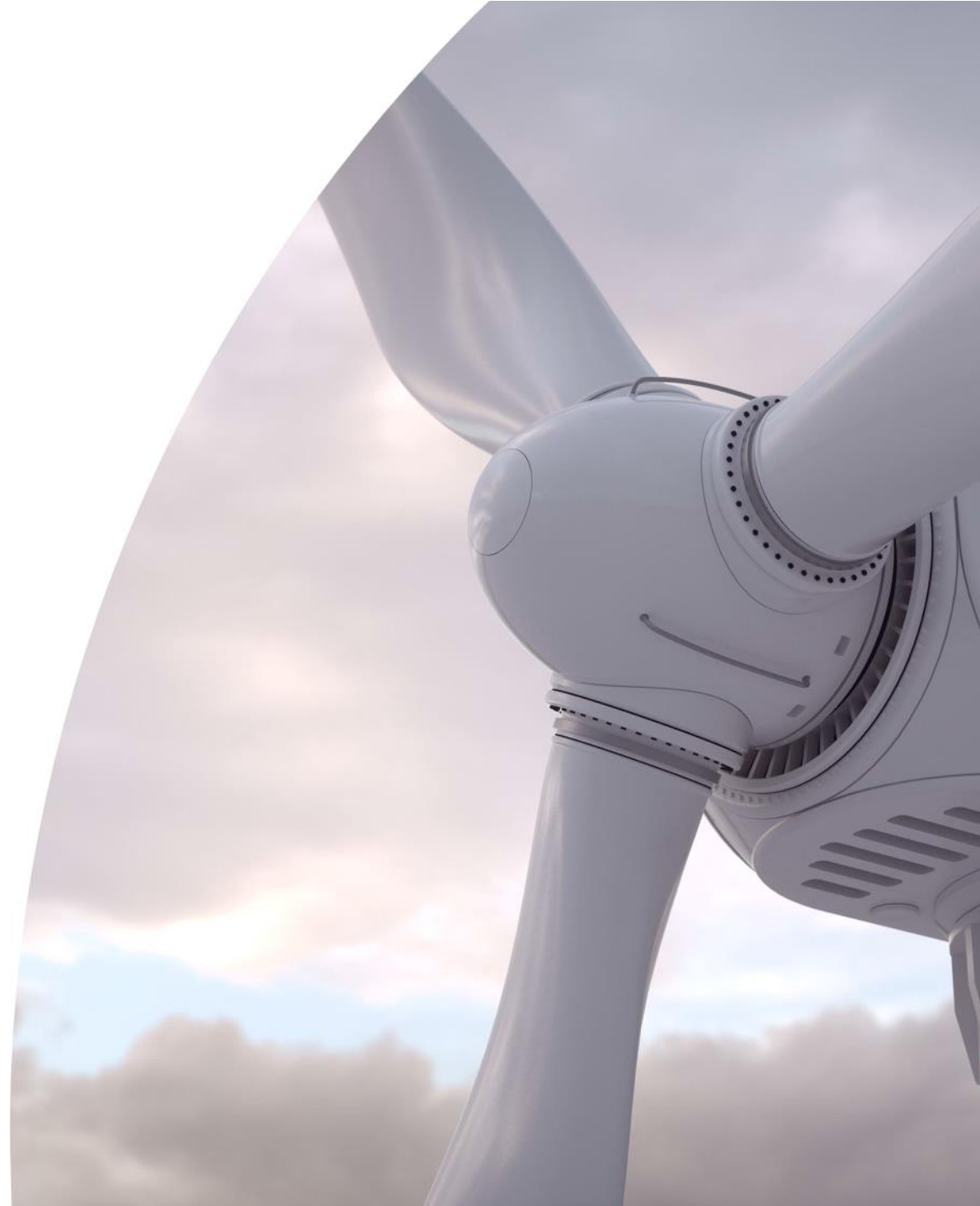
- Evaluation
- Approval
- Monitoring
- Replacement of project and Observation

### Second party opinion

Established framework was reviewed and evaluated by second-party "Sustainalytics"



Section 4:  
INDICATIVE TRANSACTION  
OVERVIEW





# Indicative transaction overview



<b>Issuer</b>	UAB ATSINAUJINANČIOS ENERGETIKOS INVESTICIJOS, Closed-End Investment Company Intended for Informed Investors	
<b>Status</b>	Senior unsecured, green bonds	
<b>Issuer's/Instrument's rating</b>	B+ (negative)/BB- by Scope ratings	
<b>ISIN</b>	LT0000405938	
<b>Deal size</b>	Up to EUR 18.9 million tap issue under EUR 100 million Programme	
<b>Yield to maturity</b>	10.0%	
<b>Issue price</b>	Issue Price (%) without accrued interest: 91.573055% Issue Price (%) with accrued interest: 92.128611%	
<b>Coupon</b>	Fixed rate of 5.00% per annum, paid semi-annually in arrears	
<b>Subscription period</b>	03 January 2024 – 18 January 2024	
<b>Trade date</b>	18 January 2024	
<b>Settlement date</b>	24 January 2024 (T+4)	
<b>Maturity date</b>	14 December 2025	
<b>Amortization</b>	100% bullet repayment at maturity	
<b>Denomination</b>	EUR 100,000 and integral multiples of EUR 1,000	
<b>Documentation</b>	Unsecured Fixed Rate Note Programme under the Lithuanian law	
<b>PRIIPs</b>	No PRIIPs key information document (KID) has been prepared as not deemed within scope	
<b>Key undertakings</b>	<b>Issuer:</b> <ul style="list-style-type: none"> <li>• Asset revaluation requirement</li> <li>• Asset disposal</li> <li>• Reporting requirement</li> <li>• Limitation on dividends and additional borrowings</li> <li>• Other common undertakings (pari passu and etc.)</li> </ul>	<b>Group:</b> <ul style="list-style-type: none"> <li>• Cross default threshold of 500,000 EUR</li> <li>• Other common undertakings</li> </ul>
<b>Financial undertakings (Maintenance)</b>	<b>Issuer:</b> <ul style="list-style-type: none"> <li>• Equity ratio <math>\geq</math> 50%</li> <li>• Minimum liquidity: Free Cash of EUR 1'500'000</li> </ul>	<b>Group:</b> <ul style="list-style-type: none"> <li>• Leverage ratio <math>\leq</math> 75%</li> </ul>
<b>Trustee</b>	Intertrust	
<b>Listing</b>	Listed on Nasdaq Vilnius	
<b>Arranger and bookrunner</b>	Luminor	

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