



# **Investors Presentation**

December 2024























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- 1. Overview
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  - Positioning and competitive advantages
  - C. Diversification and efficiency projects
- 3. Renewable Business
  - a. Positioning and competitive advantages
  - Growth and diversification projects



#### **Ence Group**

#### Main investment ideas



We are leaders in the circular bioeconomy

We are a leading European eucalyptus pulp producer and the largest biomass renewable energy producer in Spain We manage two independent and complementary businesses

5

The Pulp and Renewable businesses are physically, legally and financially separated

Consistent delivery of EBITDA and Cash throughout the cycle

The Renewables business complements the cyclical nature of the Pulp business

We have a solid balance sheet and a strong liquidity position

Long-term financing without covenants in the Pulp business

We have a clear growth and diversification strategy into biomass renewable energies and higher margin pulp products

With leverage limits and ROCE targets per business

Robust corporate governance and leadership in sustainability

We are recognized by prestigious agencies and indices, in environmental, social and corporate governance (ESG).

# **ULP Business**

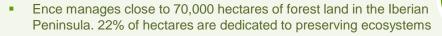
# **RENEWABLES Business**

#### Leading the circular bioeconomy

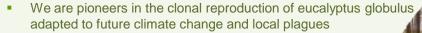
4 activities, 2 businesses, 1 vision



#### **Sustainable forestry management**



We have access to 3 Mn tons of wood acquired annually in the vicinity of our biomills, from certified responsible sources using our unique supply chain



 Our plantations remove >600.000 t of CO<sub>2</sub> annually from the atmosphere.

Platform to produce carbon credits and ecosystem services monetize them in the voluntary CO<sub>2</sub> market.





#### **Eco-efficient production of special pulp**

- We are a leading European eucalyptus pulp producer, with 1.2
   Mn tons of installed capacity (>1 Mn tons of annual production)
- We produce natural, renewable and biodegradable materials, which are substitutes for plastic used in multiple applications
- We have a growing portfolio of adapted products with higher margins under our trademark Ence Advanced, which already accounted for 22% of our pulp sales in 9M24.
- Ongoing diversification into eucalyptus fluff pulp as from 2026
  - We have developed a portfolio of renewable packaging solutions for the replacement of plastic food trays

#### **Biomethane**

- Through our subsidiary Ence biogas, we aim to produce
   1 TWh of biomethane by 2030.
- Our unique business model is based on the recycling of local agricultural and livestock biomass into biomethane, with corresponding sustainability certificates, as well as producing a high-quality organic fertilizer and biogenic CO2.
- We already have 28 projects with their land secured and their feasibility studies completed. 14 of them are in their engineering and permitting phase.
- We plan to build these plants with EPC contracts, using nonrecourse project financing, backed by long term PPAs









#### **Biomass electrical and thermal energy**

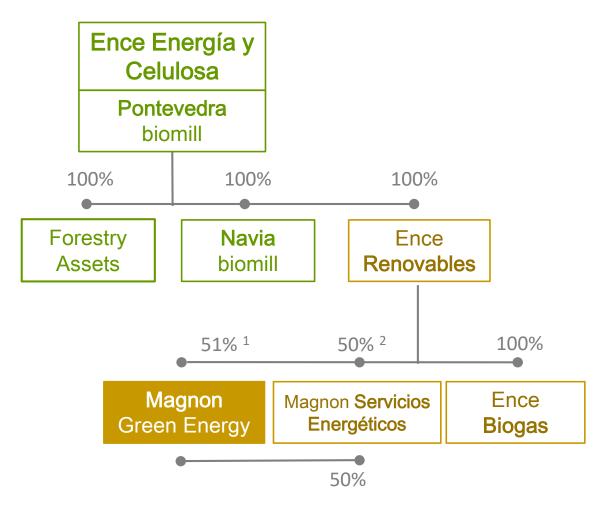
- We are the leading biomass collector and transformer in Spain (>2 Mn tons annually managed) and the largest biomass power producer in Spain, with an installed capacity of 266 MW (40% market share)
- We draw exclusively on local agricultural and forest byproducts.
   All our biomass power plants are certified in compliance with the RED II renewable directive.
- The biomass power is a regulated business that ensures a minimum 7.4% return for a standard plant
- Currently working with potential industrial customers in Spain to produce and sell renewable thermal energy based on biomass



#### **Pulp and Renewable Energy**

#### 2 independent and complementary businesses







<sup>1</sup> Ence directly controls 51% of the equity. Ancala Partners controls the remaining 49%.

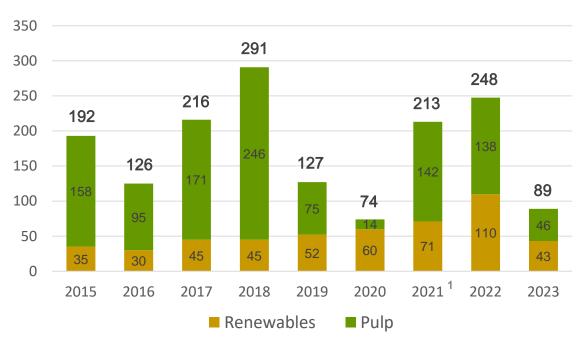
<sup>2</sup> Ence directly controls 50% of the equity. Magnon Green Energy controls the remaining 50%...

#### Consistent delivery of EBITDA and cash flow throughout the cycle

The Renewable business complements the cyclical nature of the Pulp business





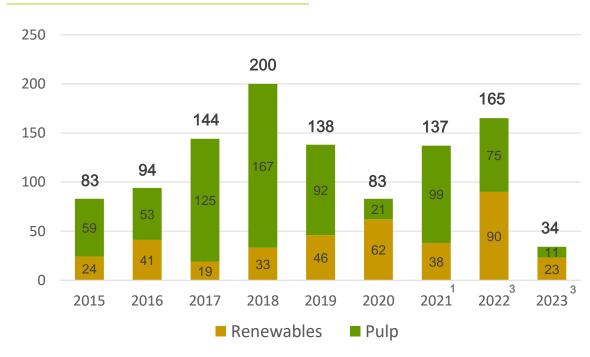


Average EBITDA <sup>1</sup> 2015 - 2023: **€175m** (€130m in Pulp and €45m in Renewables)

- 1 2021 excludes the impact one-off pulp and energy price hedges arranged in 2020, during the pandemic
- Normalized FCF = EBITDA +/- change in working capital maintenance capex net interest payments income tax payments.

  Measure of the cash flow available for growth capex, net debt reduction and dividends
- 3 FY22 and FY2023 normalized FCF adjusted by excess regulated remuneration (Ro) collected in 2022 and returned in 2023 amounting to €85m

2015 – 2023 LTM normalized FCF per business <sup>2</sup> €m

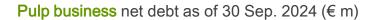


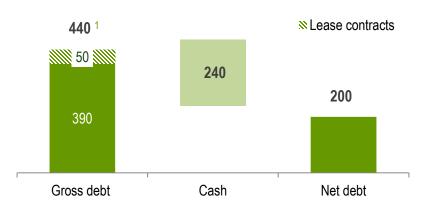
Average normalized FCF <sup>2</sup> 2015 - 2023: **€120m** (€80m in Pulp and €40m in Renewables)

#### Solid balance sheet and a strong liquidity position

#### Long-term financings and without covenants in the Pulp business

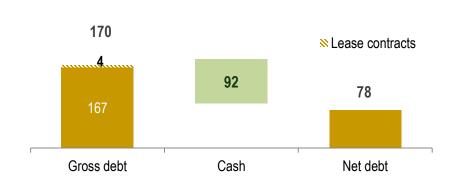






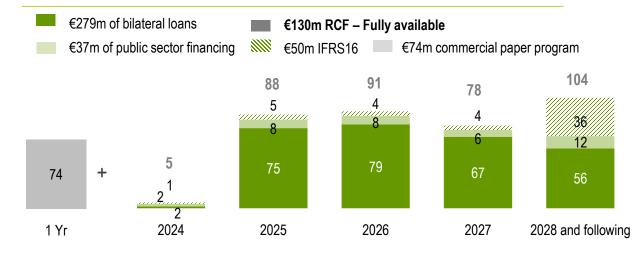
1) Pulp business financial debt is covenant free

Renewables business net debt as of 30 Sep. 2024 (€ m)





#### Pulp business debt maturity schedule (€ m)



#### Magnon debt maturity schedule (€ m)



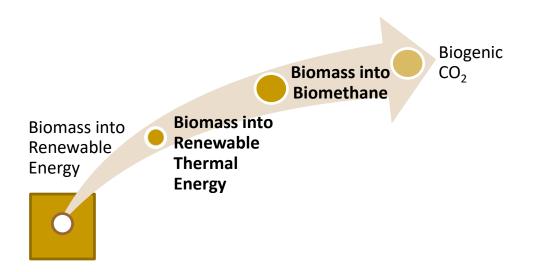
#### **Clear growth and diversification strategy**

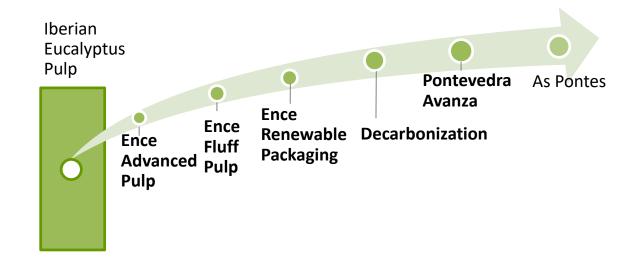
Into other biomass renewable energies and higher margin pulp products



Growth and diversification projects in Biomass Renewable Energy:

Diversification, efficiency and growth projects in Pulp:





We aim at more than doubling the Renewable business EBITDA over the next 5 years...

...while significantly increasing our Pulp business average cycle EBITDA

#### **Capital allocation priorities**

With clear leverage limits and ROCE targets for each business



# 1) Maintain a strong balance sheet with prudent leverage limits per business:

- Pulp business
  Net Debt / EBITDA < 2.5x</p>
- Renewable Energy business
  Net debt / EBITDA < 4.5x</p>

Note: leverage calculated with the average cycle EBITDA

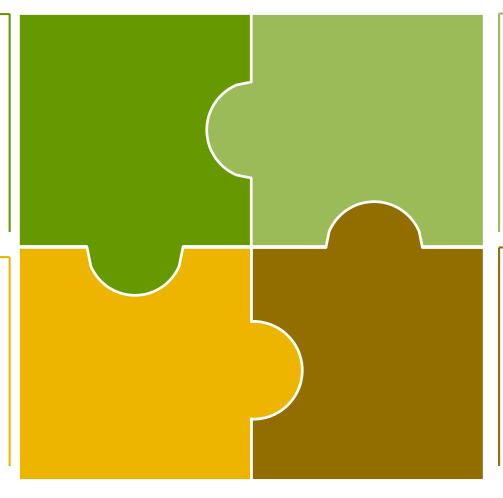
#### 3) Shareholder remuneration:

Enhanced dividend policy linked to

- > FCF generation
- and leverage limits per business

#### 3 annual payments

Note: leverage limits considering capex plans and commitments



## 2) Fund organic investments with clear ROCE¹ targets per business:

- Pulp business: >12%
- Renewable Energy business: >10%

1 ROCE = EBIT / Equity + Net Debt (including leases)

#### 4) M&A opportunities

Strong track record creating value through M&A and selective asset rotation in the Renewable Energy business

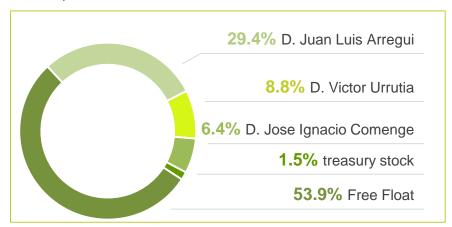
#### Robust corporate governance with a supportive shareholder base

Management remuneration aligned with shareholder interests



#### **Shareholding Structure**

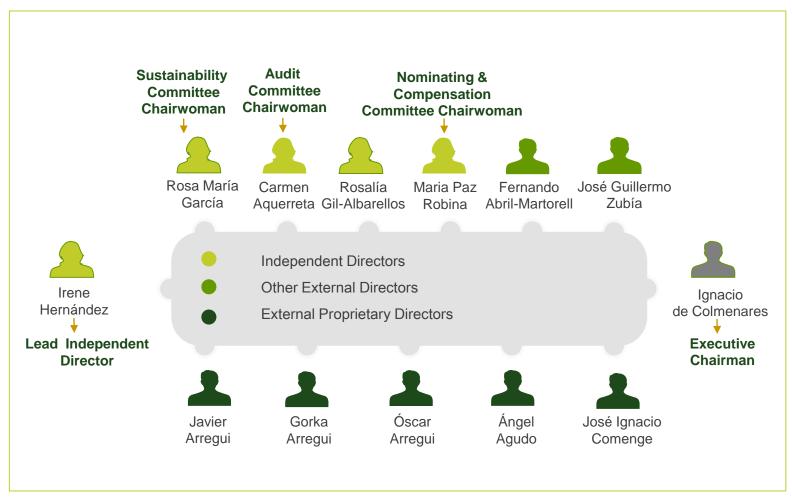
As of Sep. 2024



#### Transparency & best practices

- 38% independent and female directors
- Audit, Remuneration and Sustainability committees chaired by independent directors
- 60% of independent directors at the Audit and Remuneration committees
- Management remuneration aligned with shareholder interests
- Sustainability targets account for 15% of management's short-term bonus and for 25% of their long-term bonus

#### **Board of Directors**



#### **ENCE: industry leader in sustainability** (Sustainalytics)

#### 4 sustainable priorities





- 1. Health and safety
- Social license to operate (odour, noise and dust)
- 3. Water consumption
- 4. GHG emission reduction
- 5. Climate change
- 6. Biodiversity
- Governance
- A. Climate policy
- B. Biodiversity policy
- C. Environmental policy



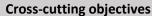
- Ence Advanced pulp
- 2. Bleached recycled pulp
- Carbon sinking and ecosystem services
- 4. Improved forestry material
- 5. Biomethane
- 6. Renewable industrial heating
- 7. Biogenic CO<sub>2</sub>



- Sustainable forestry certification
- 2. Due diligence in the value chain



- Equality, talent development and retention
- Professional development in local communities
- Social Investment Plan
- 4. Relation with stakeholders



Strengthen governance in each area Strengthen the *ethics and compliance* function

A. Stakeholder Engagement policy

























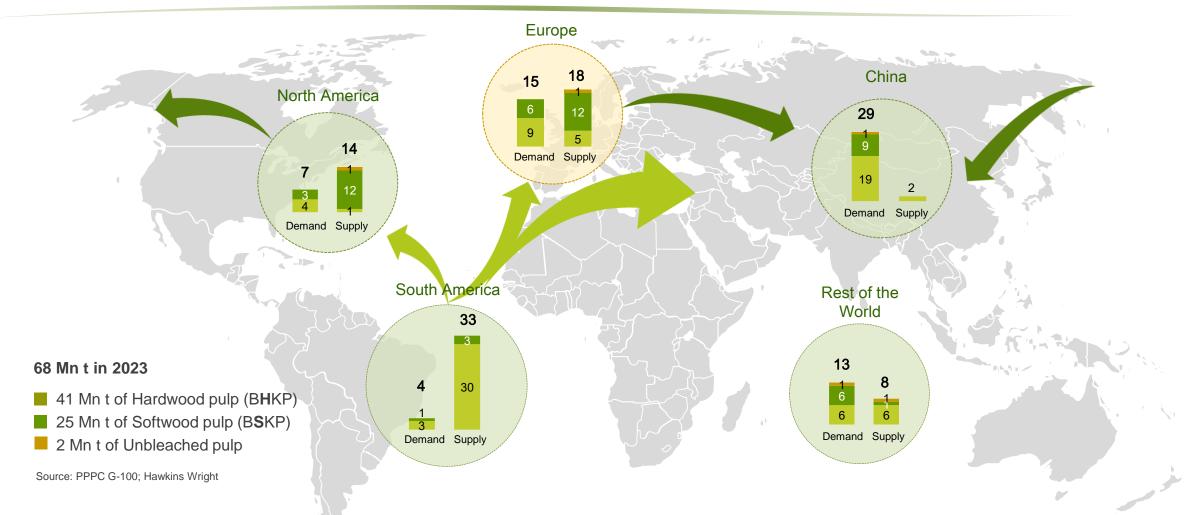




#### The global market pulp industry

Ence is a leading hardwood pulp producer in Europe with a ~10% European market share





China has 8 Mn tons of high cost integrated hardwood pulp capacity based on imported wood, acting as a floor mechanism for pulp prices

#### Hardwood pulp vs. softwood pulp

Substitutive materials with an increasing price spread



#### Hardwood pulp (BHKP)

Softwood pulp (BSKP)

Source

Most hardwood pulp from eucalyptus wood



Substitutive materials

Most softwood pulp from pine & spruce wood



**Primary Use** 

Best suited for products with high smoothness, opacity and uniformity (e.g. tissue)



Best suited for higher durability & strength (e.g. printing & writing)



Geography

Eucalyptus only grows under specific climate conditions (Iberia & LatAm)



More abundant pines are better adapted to cold climates (Nordic)



Yield<sup>1</sup>

Iberia: 4.8

Scandinavia: 1.1

**Production Cost** 



Low

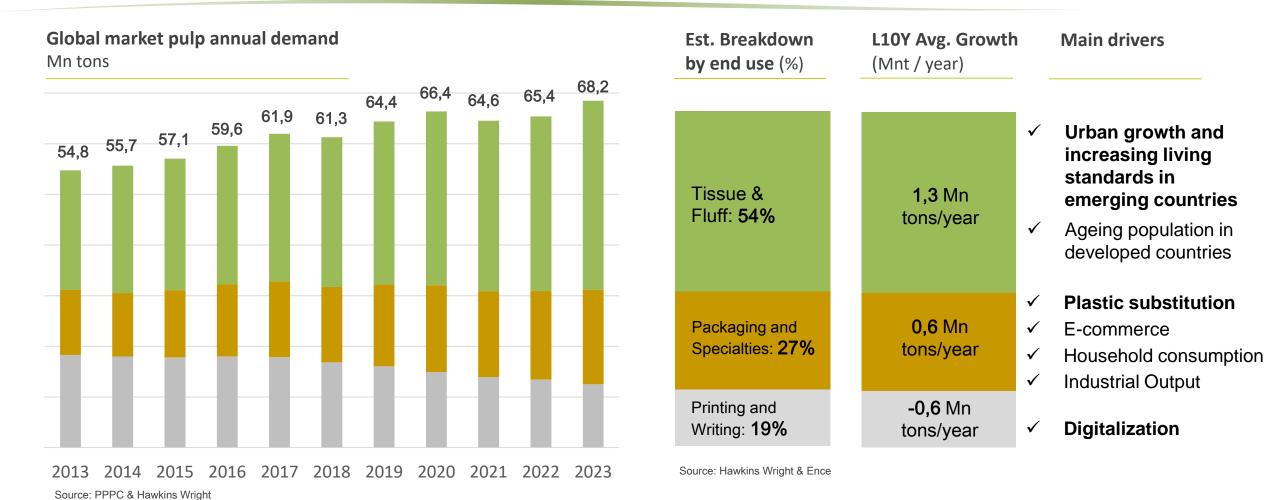


High

#### **Continued market pulp demand growth**

Boosted by structural megatrends



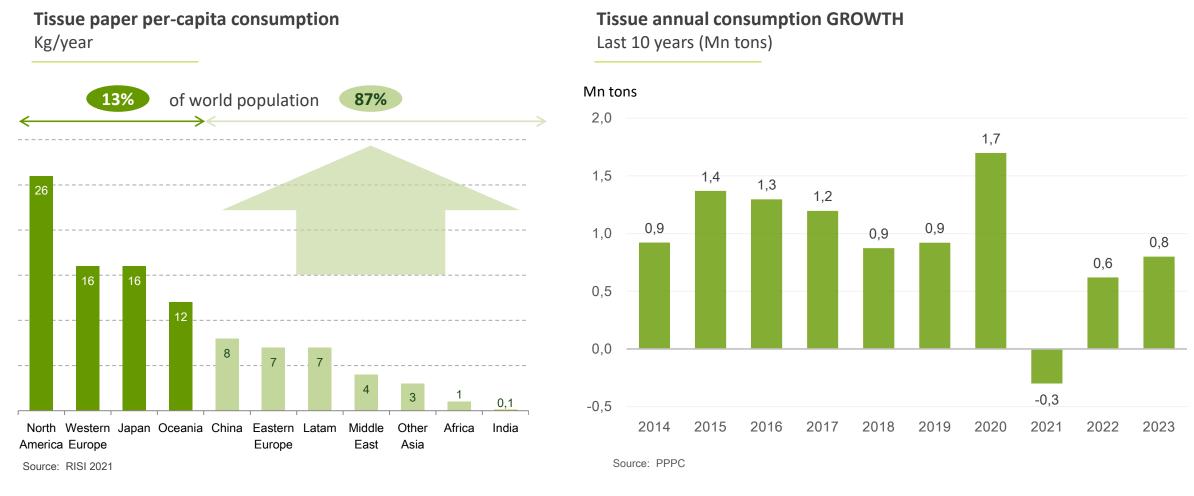


Average market pulp demand growth of 1.3 million tons per year driven by tissue and hygiene products

#### Tissue is the fastest growing paper segment

Driven by urban growth and increasing living standards in emerging countries





87% of the world population is starting to use tissue and hygiene products

#### Paper packaging is the best sustainable alternative to plastic packaging

A growing opportunity for the pulp and paper industry





Plastic used in food and beverage packaging is expected to halve by 2040, providing a secular tailwind for pulp and paper based packaging

#### No large pulp capacity increases in Latam during 2025 - 2027

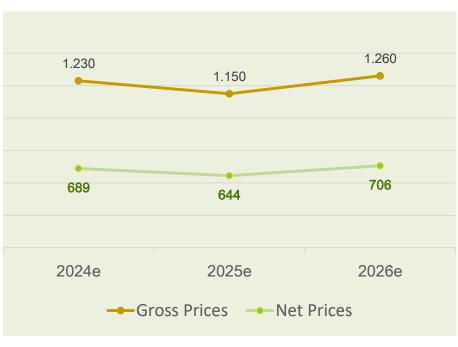
Supporting an improving outlook for pulp prices







## **European Pulp Futures Prices** (BHKP USD / ton)



Source: Norexeco (18/12/2024)

European pulp futures point to average net pulp prices above 700 USD / ton in 2026



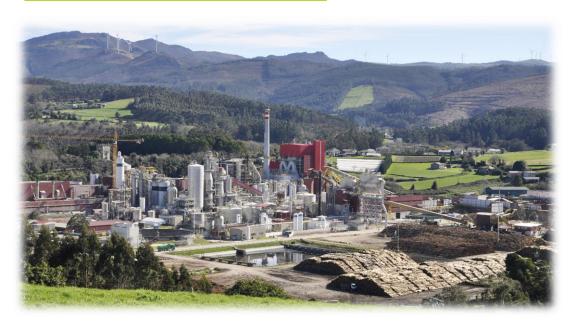
# Pulp business positioning and competitive advantages

#### A leading European eucalyptus pulp producer

Recognized for the quality, flexibility and sustainability of our pulp production



#### Navia biomill



Location:	Asturias – Own land	
Installed capacity:	685.000 tons / year	
Annual production:	<b>614.000</b> tons (2023)	
Bleaching system:	ECF	

#### Pontevedra biomill



Location:	Galicia – Public concession until 2073		
Installed capacity:	515.000 tons / year		
Annual production:	<b>431.000</b> tons (2021)		
Bleaching system:	TCF		

#### Largest private forest manager in Spain

Pioneers in the clonal reproduction of eucalyptus globulus and its adaptation to climate change



## Ence eucalyptus plantations Hectares



#### Annual production and book value 2023:

- ✓ Annual production: > 0,3 million m³/year
- ✓ Book value: €155m (€88m land + €67m standing timber)

#### Sustainability certification and biodiversity 2023:

- √ 84% of the forest land is certified.
- ✓ 22% of hectares are dedicated to preserving ecosystems

#### Carbon sink:

✓ Our plantations annually remove >600.000 t of CO₂ from the atmosphere

#### Innovation:

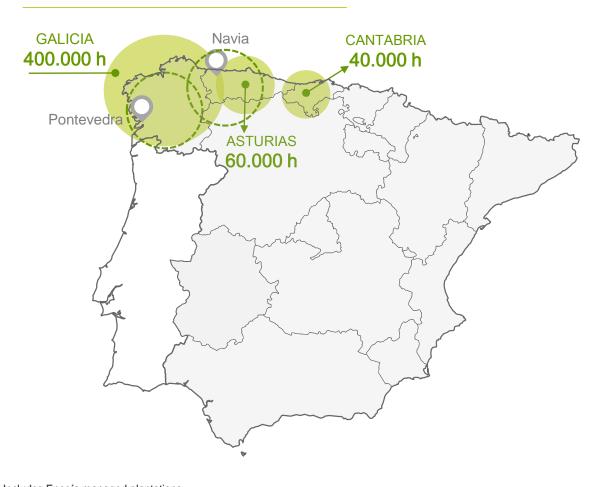
- ✓ Pioneers in the clonal reproduction of eucalyptus globulus
- ✓ Advanced Plant Material Improvement Program to adapt to future climate change and local plague conditions
- ✓ 3 Eucalyptus nurseries in Spain and 12 million improved clones and seedlings produced annually.

#### **Local wood sourcing**

#### We benefit from our close access to eucalyptus plantations around our biomills



#### Eucalyptus plantations surface in N.W. Spain



#### Main figures (FY2023):

- √ 3 million m3 of wood purchased
- ✓ 96% sourced locally in Spain
- √ 73% of supplied wood certified
- √ >99% wood suppliers homologated
- ✓ <110 Km of average supply distance
  </p>

#### Supplier split (%)



1 Includes Ence's managed plantations

#### Growing portfolio of Ence Advanced pulp products with higher margins

22% of total pulp sales in 9M24. Aim to reach 50% by 2028



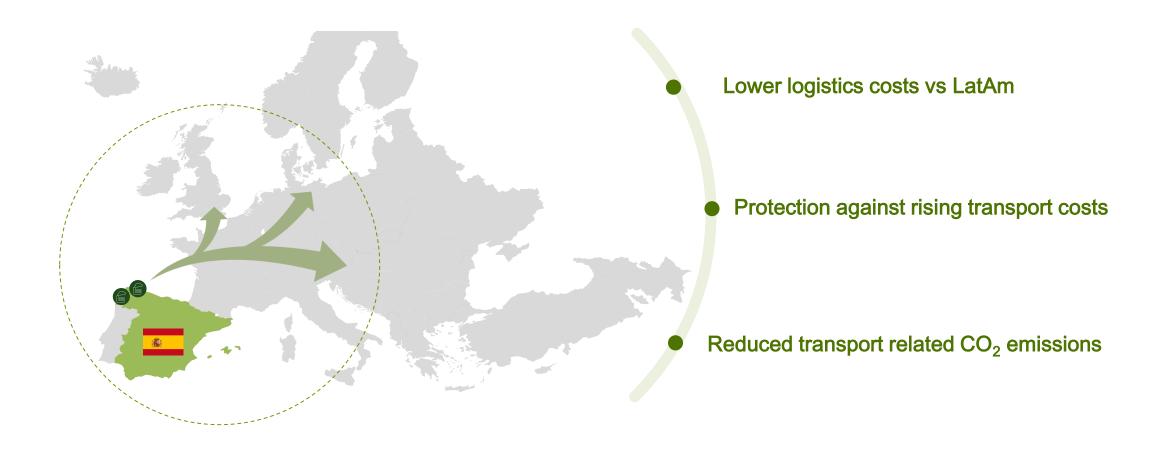
	Quality	Cost	Sustainability	Enhanced technical properties
porocell **	++			✓ High porosity pulp for filter and coated papers
closecell	++		+	<ul> <li>✓ Used as a plastic alternative in packaging for the food &amp; beverage industry</li> <li>✓ Low porosity material</li> </ul>
powercell	+	++	+	<ul> <li>✓ High strength pulp aiming to substitute softwood pulp</li> <li>✓ Minimizes the energy consumption during the refining process</li> </ul>
decocell decocell	++			<ul> <li>✓ Low wet-expansion pulp suitable for decor paper applications</li> <li>✓ Narrow range of porosity</li> </ul>
naturcell		+	++	<ul> <li>✓ First unbleached hardwood pulp in the market</li> <li>✓ Certified CO² footprint during the product life cycle</li> <li>✓ Increases tissue softness</li> </ul>

Ence Advanced pulp products offer a lower environmental footprint and better technical properties with a higher margin

#### Just-in-time service with 5-7 days delivery

Compared to 40 days from LatAm producers



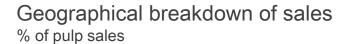


Ence has a privileged access to the European market with a capillarized sales force and a top customer service

#### Ence's Pulp sales breakdown

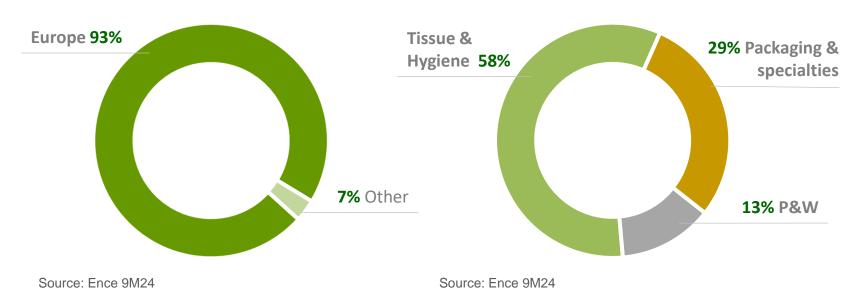
Focus on Europe and on growing segments with our own portfolio of higher margin pulp products





Breakdown by end product % of pulp sales

Higher margin pulp products % of pulp sales





93%

of our total pulp sales went to European markets, where we have strong logistic and service-related competitive advantages

87%

of our total pulp sales went to the fastest growing tissue & hygiene and packaging & specialties segments

Source: Ence 9M24

22%

22% of our total pulp sales corresponded to Ence Advanced pulp which deliver higher margins than our standard pulp



#### **Diversification projects in the Pulp business**

Aimed at significantly increasing our Pulp business average cycle EBITDA over the next 5 years



Status: On track

Status: On track

ROCE<sup>1</sup> target: >15%

#### Status: Engineering and permitting

ROCE<sup>1</sup> target: >15%

#### **ENCE ADVANCED PULP**

To develop and sell our Ence Advanced products, with enhanced technical properties and over 30 €/t higher operating margin than our standard pulp

% / total pulp sales 22% in 9M24

Substitution target 50% by 2028

Estimated capex 0

#### **ENCE FLUFF**

To diversify Navia's production into Fluff pulp for the absorbent hygienic products industry in Europe, substituting imported Fluff based on softwood. Over 60 €/t² higher operating margin expected vs. standard pulp

Substitution target 125 Kt

Estimated capex €30m in 2024-25

Exp. commissioning 4Q 2025



## ENCE RENEWABLE PACKAGING SOLUTIONS

To develop and produce a portfolio of renewable packaging solutions, capable of replacing single-use plastic packaging in the food sector

Production target: 1 Kt / 40 m units

Estimated capex: €12m in 2025

Exp. commissioning 4Q 2025



<sup>&</sup>lt;sup>2</sup> Based on Fluff pulp prices in Europe during 9M24

<sup>&</sup>lt;sup>1</sup> ROCE = EBIT / Equity + Net Debt (including leases)

#### Efficiency and growth projects in the Pulp business

Aimed at significantly increasing our Pulp business average cycle EBITDA over the next 5 years



Status: Engineering and permitting

ROCE<sup>1</sup> target: >15%

#### **NAVIA DECARBONIZATION**

60% reduction of Navia's scope 1 emissions by reconditioning the wood yard and replacing natural gas with biomass in its lime kiln

Navia cash cost 13 €/t (8 €/t in reduction target: the Group)

Net estimated capex: €35m in 2025-27

Investment decision: 1Q25



Status: Engineering and permitting

ROCE<sup>1</sup> target: >12%

#### **PONTEVEDRA AVANZA**

Integral project to boost the efficiency and flexibility of Pontevedra biomill

Pontevedra cash cost 50 €/t (20 €/t in reduction target: the Group)

Estimated capex: €120m in 2025-30

Investment decision: 2025



Status: Engineering and permitting

ROCE<sup>1</sup> target: >12%

#### **AS PONTES**

To produce bleached recycled pulp in As Pontes (Galicia) using recycled fibers, without increasing the consumption of wood

Production target: + 100 Kt

Estimated capex: > €125m

Investment decision: 2025







# Positioning and competitive advantages in Renewables

#### Ence is the leading biomass collector and transformer in Spain

A unique platform for growth and diversification into new biomass renewable energies



- We are the leading biomass collector and transformer in Spain. Each year we manage over 2 Mn tons of agricultural and forestry biomass
- We draw exclusively on local agricultural and forest byproducts, mitigating their environmental impact and reducing fire risk
- ➤ We have a **capillarized** supply network with over 1,000 suppliers nationwide
- ➤ We run **flexible operations**, able to process more than 100 types of agro-forestry biomass, depending on the location and the season of the year
- ➤ All our biomass power plants are **certified** according to the Sure System certification scheme, in compliance with the RED II renewable directive.



#### Ence is the largest biomass power producer in Spain

A regulated business that ensures a minimum 7.4%<sup>1</sup> return for a standard plant



#### **Biomass Power Plants Portfolio**



Operating biomass power plants 266 MW



2 biomass projects 100 MW

Ready to participate in future biomass capacity auctions



- ➤ Through our subsidiary Magnon Green Energy, we currently operate 8 biomass power plants in the south of Spain with a combined installed capacity of 266 MW
- ➤ Biomass power plants sell their power generation at a regulated price² aiming to cover all of the estimated costs of operating a standard facility, including biomass costs. This regulated price is comprised by the market energy price plus the corresponding supplementary remuneration for operation (Ro) earned by each plant, which is updated quarterly.
- ➤ In addition, all our biomass plants are fully manageable and they are prepared to provide the electricity system operator with back-up **ancillary services**, generating and additional source of revenues.
- Furthermore, our biomass plants receive an annual remuneration on investment amounting to €25m in 2024.

<sup>&</sup>lt;sup>1</sup> Profitability was set at 7.4% until 2031 by Royal Decree 17/2019

<sup>&</sup>lt;sup>2</sup> Around **115 €/MWh** for Magnon operating biomass power plants



#### **Growth and diversification projects in Renewables**

Aimed at more tan doubling our Renewables EBITDA over the next 5 years



#### **BIOMETHANE BUSINESS**

Biomethane generation from the recycling of local agricultural and livestock biomass, including the associated sustainability certificate and a high-quality organic fertilizer as a byproduct

Production Target: 1,000 GWh by 2030

Estimated Capex: €0.4m / GWh

ROCE Target: > 12%

Working on 37 biomethane projects in Spain **STATUS** 28 plants with secured location and feasibility study completed **BIOMETHANE PIPELINE** 14 plants in the permitting phase 6 plants expected RTB in 2025

Working on 37 biomethane projects in Spain for our own development and rotation at RTB (ready to build status)

<sup>1</sup> ROCE = EBIT / Equity + Net Debt (including leases)

#### **Growth and diversification projects in Renewables**

Aimed at more tan doubling our Renewables EBITDA over the next 5 years



#### **BIOMASS THERMAL ENERGY**

Development and operation of comprehensive thermal energy solutions based on biomass for industrial applications

Production Target: 2,000 GWh by 2030

Estimated Capex: €0.1m − €0.2m / GWh

ROCE Target: > 11%



**PIPELINE STATUS** THERMAL ENERGY RENEWABLE 1 renewable thermal energy contract in operation and 14 projects under negotiation

7 projects under advanced negotiations

4 plants under exclusivity in their engineering and permitting phase

4 plants expected RTB in 2025

Working on 14 renewable thermal energy projects in Spain for our own development

<sup>1</sup> ROCE = EBIT / Equity + Net Debt (including leases)

#### **Alternative Performance Measures (APMs)**

#### Pg.1



Ence presents its results in accordance with generally accepted accounting principles, specifically IFRS. In addition, its quarterly earnings report provides certain other complementary metrics that are not defined or specified in IFRS and are used by management to track the company's performance. The alternative performance measures (APMs) used in this presentation are defined, reconciled and explained in the corresponding quarterly earnings report publicly available through the investor section of our web page www.ence.es.

#### **EBITDA**

EBITDA is a measure of operating profit before depreciation, amortisation and forest depletion charges, non-current asset impairment charges, gains or losses on non-current assets and other non-operating items that undermine the comparability of the numbers.

EBITDA is an indicator used by management to track the Group's recurring profitability over time. This metric provides an initial approximation of the cash generated by the Company's ordinary operating activities, before interest and tax payments, and is a measure that is widely used in the capital markets to compare the earnings performances of different companies.

#### OTHER NON-OPERATING ITEMS

Other non-operating items refers to ad-hoc income and expenses unrelated to the Company's ordinary business activities that render two reporting periods less comparable.

#### **CASH COST**

The production cost per tonne of pulp, or cash cost, is the key measure used by management to measure and benchmark its efficiency as a pulp maker. The cash cost includes all of the costs directly related with the production and sale of pulp that impact cash flows. Therefore, it does not include asset depreciation and amortisation charges, impairment losses on non-current assets or gains or losses on their disposal, other non-operating items, finance income or costs or income tax.

The cash cost can be measured as the difference between revenue from the sale of pulp and EBITDA in the Pulp business, adjusted for the settlement of hedges, the effect of adjustments for tariff shortfall/surplus (the regulatory collar) on energy sales, forest depletion charges and the change in inventories. To calculate the cash cost, the related production costs are divided by the volume of tonnes produced, while overhead and sales and logistics costs are divided by the volume of tonnes sold.

#### **OPERATING PROFIT PER TONNE OF PULP**

The operating profit is a yardstick for the operating profit generated by the Pulp business without taking into account asset depreciation and amortisation charges, impairment losses on non-current assets and gains or losses on their disposal and other non-operating items, adjusted for the settlement of hedges, the effect of the regulatory collar on energy sales and forest depletion charges.

#### **Alternative Performance Measures (APMs)**

#### Pg.2



It provides a comparable measure of the business's profitability and is measured as the difference between the average sales price per tonne, calculated by dividing revenue from the sale of pulp by the number of tonnes sold, and the cash cost.

#### NET FINANCE COST AND OTHER FINANCIAL ITEMS

Net finance cost encompasses the various items of finance income and finance costs, while other financial items encompasses exchange differences, the change in the fair value of financial instruments and impairment losses on financial instruments and gains or losses on their disposal.

#### MAINTENANCE, EFFICIENCY, GROWTH AND SUSTAINABILITY CAPEX

ENCE provides the breakdown of the capital expenditure included in its statement of cash flows for each of its business classifying its investments into the following categories: maintenance capex, efficiency and growth capex, sustainability capex and financial investments.

Ence's technical experts classify its capital expenditure using the following criteria: Maintenance capex are recurring investments designed to maintain the capacity and productivity of the Company's assets. Efficiency and growth capex, meanwhile, are investments designed to increase those assets' capacity and productivity. Lastly, sustainability capex covers investments made to enhance quality standards, occupational health and safety and environmental performance and to prevent contamination. Financial investments correspond to payments for investments in financial assets.

The disclosure of capex cash flows broken down by area of investment facilitates oversight of execution of the published Business Plan.

#### **OPERATING CASH FLOW**

The operating cash flow coincides with the net cash from operating activities presented in the statement of cash flows. However, operating cash flow is arrived at by starting from EBITDA, whereas net cash from operating activities is arrived at by starting from profit before tax. As a result, the adjustments to profit do not coincide in the two calculations. This APM is provided to reconcile EBITDA and operating cash flow.

#### FREE CASH FLOW

Ence reports free cash flow as the sum of its net cash flows from operating activities and its net cash flows from investing activities. Free cash flow provides information about the cash generated by the Group's operating activities that is left over after its investing activities for the remuneration of shareholders and repayment of debt.

#### **Alternative Performance Measures (APMs)**

#### Pg.3



#### NORMALISED FREE CASH FLOW

Normalised FCF is the sum of EBITDA, the change in working capital, maintenance capex, net interest payments and income tax payments. It provides a proxy for the cash generated by the Company's operating activities before collection of proceeds from asset sales, the adjustments related with electricity sector regulations and other adjustments to profit. It represents the amount available for investments other than maintenance capex, for shareholder remuneration and for debt repayment.

#### NET DEBT / (CASH)

The borrowings recognised on the balance sheet, include bonds and other marketable securities, bank borrowings and other financial liabilities. They do not include, however, the measurement of derivatives or borrowings from Group companies and associates.

Net debt/(cash) is calculated as the difference between current and non-current borrowings on the liability side of the statement of financial position and unrestricted cash on the asset side, which includes cash and cash equivalents, the debt service cash reserve (included with non-current financial assets) and other financial investments (within current assets).

Net debt/(cash) provides a proxy for the Group's net indebtedness or liquidity and is a metric that is widely used in the capital markets to compare the financial position of different companies.

#### **ROCE**

ROCE stands for the return on capital employed and is used by management as a key profitability performance indicator. It is calculated by dividing EBIT for the last 12 months by average capital employed during the period, capital employed being the sum of equity and net debt. For the Pulp business, equity is calculated as the difference between consolidated equity and the equity recognised by the Renewable Energy business.

ROCE is widely used in the capital markets to measure and compare the earnings performance of different companies.

























# Delivering value Delivering commitments

