



Report on the first quarter of 2020

Brief portrait of Energiekontor AG

A solid business policy and a lot of experience in renewable energies: Energiekontor has stood for this for 30 years. Founded in 1990 in Bremerhaven, the Company is one of the pioneers in the industry and is today one of the leading German project developers. The core business ranges from planning and construction to the operational management of wind farms in Germany and abroad and was expanded in 2010 to include solar energy. In addition, Energiekontor operates wind and solar parks with a rated output of almost 287 megawatts (MW) in its own portfolio.

Energiekontor AG also plays a pioneering role from an economic point of view and wants to realize the first wind and solar parks in all target markets as quickly as possible at market prices, independent of state subsidies.

In addition to its headquarters in Bremen, Energiekontor has offices in Bremerhaven, Hagen im Bremischen, Aachen, Bernau near Berlin, Potsdam and Augsburg. The company also has branches in England (Leeds), Scotland (Edinburgh, Glasgow), Portugal (Lisbon), USA (Austin / Texas and Rapid City / South Dakota) and France (Toulouse, Rouen).

The proud record since the company was founded: 126 wind farms and ten solar parks with a total capacity of over 1 gigawatt (GW). This corresponds to an investment volume of approx. € 1.7 billion. The wind and solar parks that have been realised produce more than 2 billion kilowatt hours (kWh) of electricity per year. This corresponds to the electricity requirements of a large city like Hamburg.

The company went public on 25 May 2000. The share of Energiekontor AG (WKN 531350 / ISIN DE0005313506) is listed in the General Standard of Deutsche Börse in Frankfurt and can be traded on all German stock exchanges

Investor Information

Stock exchange listing:	Deutsche Börse, Frankfurt (tradable on the Frankfurt Stock Exchange, XETRA and all other German stock exchanges)
market segment:	General Standard
Class of shares:	Bearer shares
Industry:	Renewable energies
WKN:	531350
ISIN:	DE0005313506
Shareholding structure:	51.18% Corporate bodies; 47.18% free float; 1.64% Energiekontor AG
Designated Sponsor:	Oddo Seydler Bank AG
Research:	Dr. Karsten von Blumenthal, First Berlin Guido Hoymann, Metzler Capital Markets Jan Bauer, Warburg Research
Financial calendar:	20.05.2020: Annual general meeting of Energiekontor AG 28.08.2020: Publication of half-yearly report 2020 13.11.2020: Publication of report on the 3rd quarter of 2020 16-18.11.2020: German Equity Forum, Frankfurt a. M.
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Realized wind and solar parks

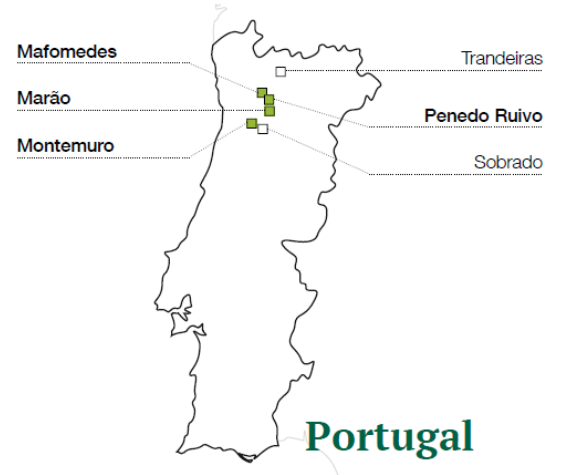
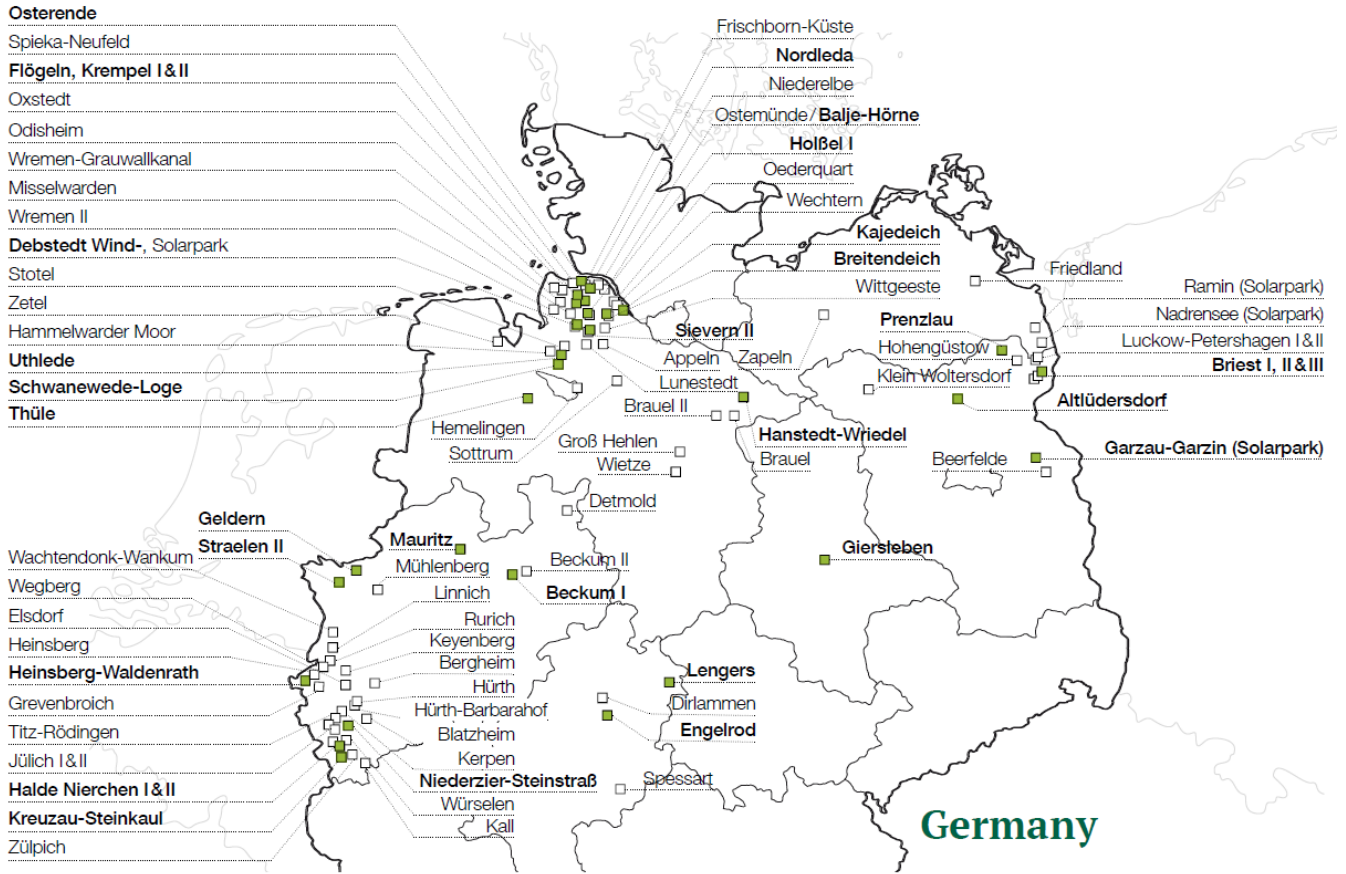
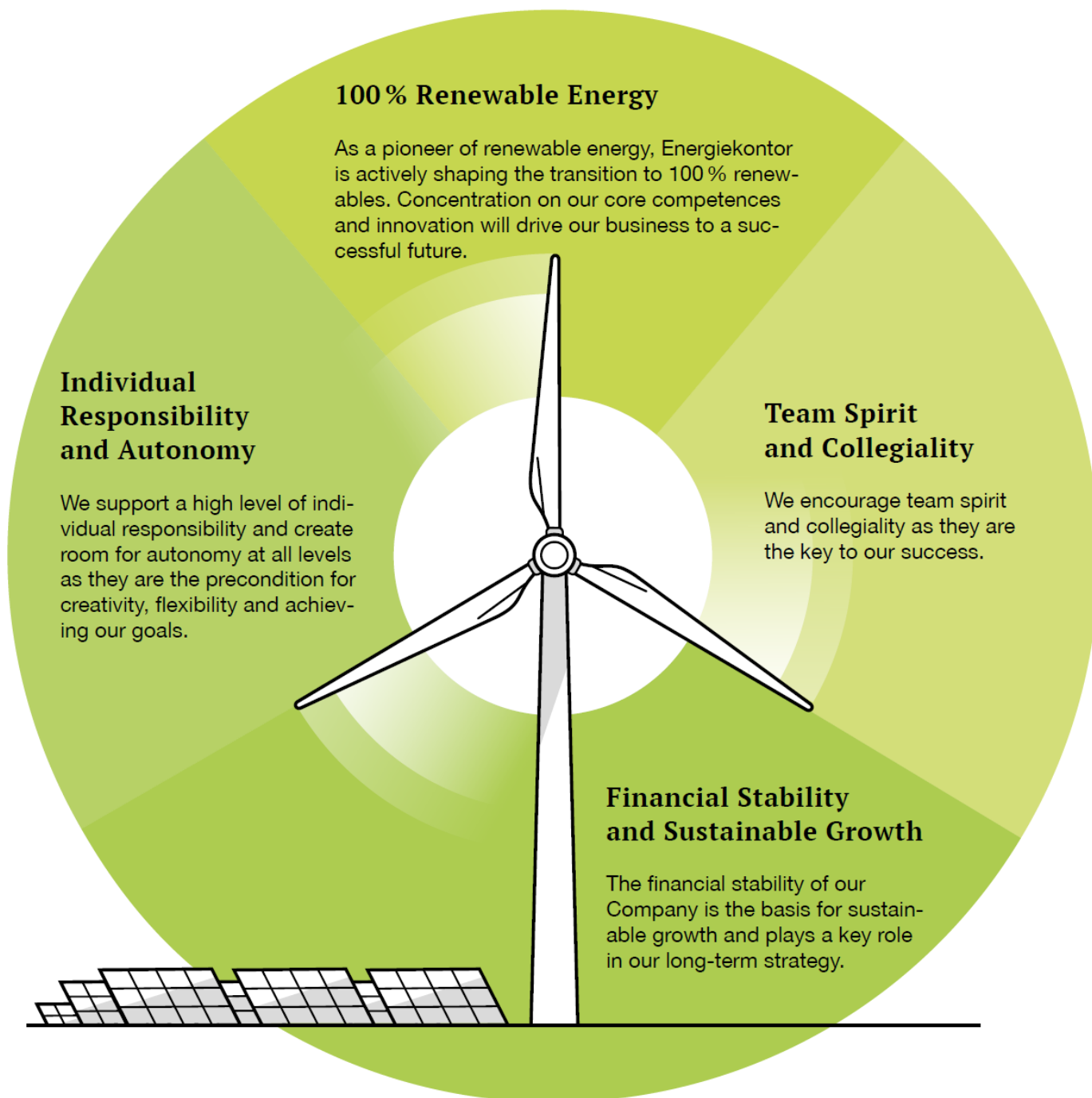


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Our mission statement

As pioneer to 100% renewable energy



The Energiekontor share

Share capital

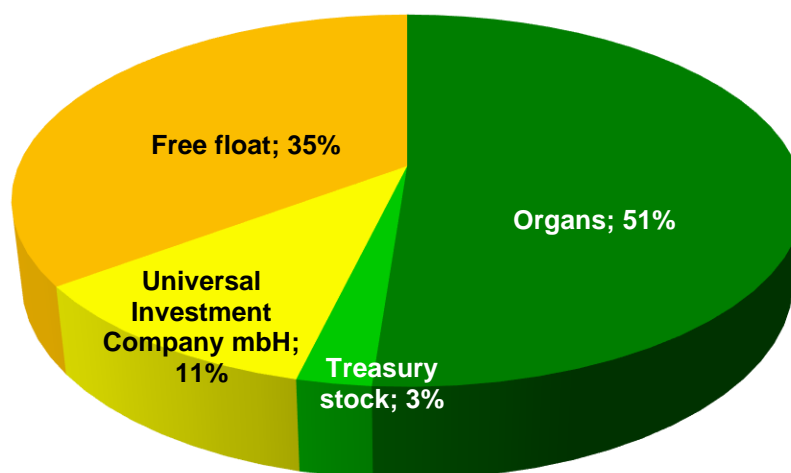
The subscribed capital (share capital) of the company entered in the Commercial Register amounts to € 14,678,160 as of 31 March 2020 and is divided into 14,678,160 no-par value bearer shares.

Shareholder structure

The Management Board is aware of the following direct or indirect shareholdings in capital (Section 315 (4) No. 3 of the German Commercial Code) in excess of 10 percent:

Dr. Bodo Wilkens (Chairman of the Supervisory Board)	25,62 %	3.759.835 Shares
Günter Lammers (Deputy Chairman of the Supervisory Board)	25,57 %	3.752.474 Shares
Universal Investment Company mbH	11,06 %	1.623.538 Shares

The shareholder structure of Energiekontor AG as at 31 March 2020 is thus as follows:



Share buyback program

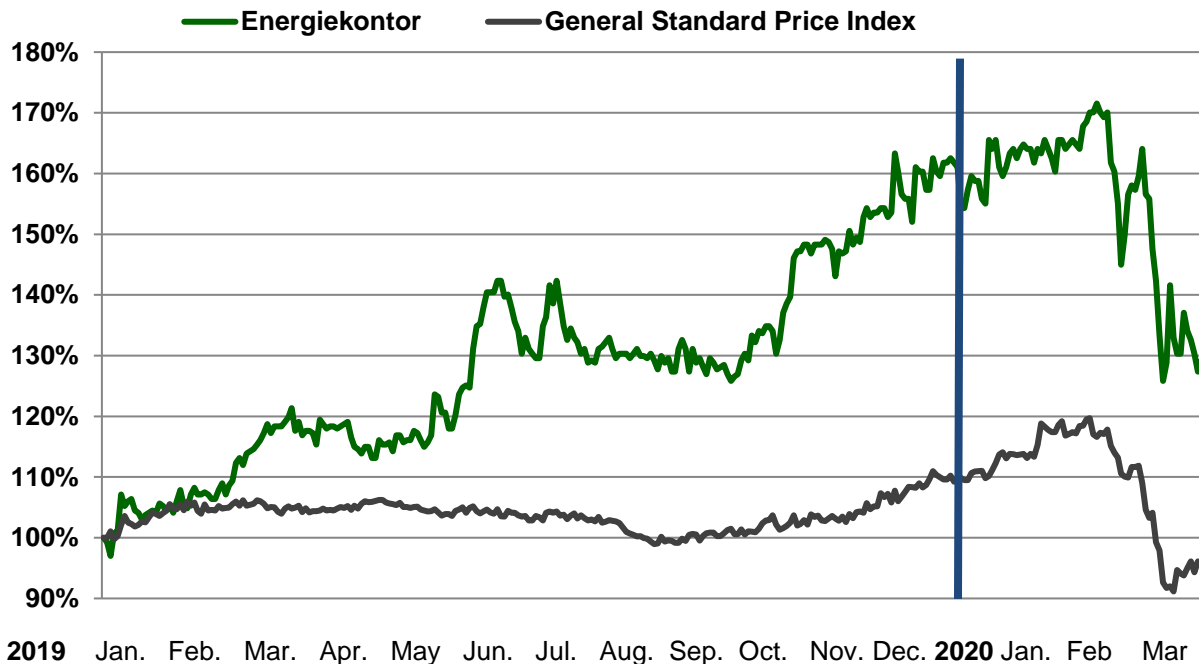
By resolution of the Annual General Meeting of Energiekontor AG on 21 May 2015, the Board of Management was authorised pursuant to § 71 para. 1 no. 8 AktG (German Stock Corporation Act) to acquire own shares of the company up to a total of 10 percent of the current share capital.

Under the current share buyback programme, 364,147 shares were acquired for a total amount of € 6,396,385.28 by 31 March 2020. This corresponds to an average price per share of € 17.57.

Research Coverage

Currently, the Energiekontor share is monitored by three analyst firms (First Berlin, Bankhaus Metzler, Warburg Research), which have all assigned a buy rating and calculated an average target price of € 26.23. This corresponds to a price potential of around 40%. The research reports can be requested from Investor Relations.

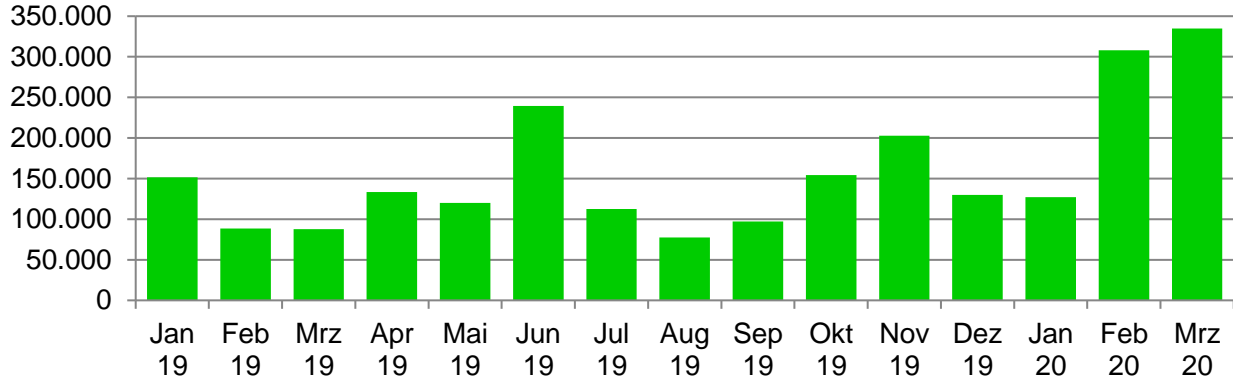
Development of the Energiekontor share* from 1 January 2019 to 31 March 2020 compared to the General Standard share price index



The Energiekontor share started the current business year at a price of € 21.30. Despite the news from China about the outbreak of a virus infection, the share prices in general and the share of Energiekontor AG continued their upswing. The Energiekontor share was able to reach its highest level in the last 19 years at EUR 23.00 on 17 February. With the outbreak of the corona virus in Northern Italy, the situation on the capital markets changed dramatically. Within a very short period, all global stock indices fell and, just a few weeks after their historic highs, were trading at discounts of 30 percent and more. The Energiekontor share was also unable to escape the negative sentiment and by the end of the quarter it had fallen sharply to EUR 17.25, a drop of 19 percent compared with the beginning of the year. The General Standard price index lost 14% in the same period.

The monthly trading volume on XETRA rose in the first three months of 2020 from approximately 125,000 to over 335,000 shares.

Monthly turnover (pieces)



Annual General Meeting on 20 May 2020

The current corona pandemic has implications for the ordinary general meeting of Energiekontor AG both in terms of organization and content. Due to the current situation, it is currently not possible to hold a general meeting in person. It cannot be said with certainty whether such a general meeting could have taken place in the further course of the year. For this reason, the Supervisory Board and the Board of Management decided in a meeting on 2 April 2020 to make use of the facilitations in the holding of general meetings provided by the "Act on Measures in Company, Cooperative, Association, Foundation and Home Ownership Law to Combat the Effects of the COVID 19 Pandemic" adopted on 30 March 2020 and to invite shareholders to a virtual general meeting. The entire Annual General Meeting will now be broadcast live on the Internet for duly registered shareholders.

In addition to the usual items on the agenda, the management proposes a dividend of EUR 0.40, as in the previous year, thus sending a signal that a good business year 2020 is expected despite possible Corona-related delays.

Industry and market development

The global spread of the coronavirus and the restrictions it imposes on the world economy. To contain the global coronavirus pandemic, far-reaching health policy measures have been taken in many countries. Despite initial easing tendencies, the restrictions will continue and leave clear economic traces, and it is currently difficult to predict how long the contact-reducing measures will remain necessary. The forecasts of the individual organisations and institutes on further economic development vary accordingly. There is, however, agreement that the global economy will slide into a severe recession and that this will be much more severe than, for example, during the financial crisis of 2008/2009. Following an increase of 2.4 percent in the calendar year 2019, the experts of the International Monetary Fund expect the global economy to contract by 4.2 percent in the calendar year 2020. For Germany, even larger declines are to be expected.

The extent to which the coronavirus pandemic and the resulting economic slump will have an impact on the renewable energy sector cannot yet be fully predicted. Certainly, the sector will be much less affected than others and, at least in the medium term, should continue its growth trend of previous years.

In principle, the industry growth in the renewable energy sector, both in wind power and solar energy, continues to be led by China, followed by the USA. Together, the two countries each cover well over half of the annual growth in wind and solar power.

The main driving force behind further growth in the sector will continue to be the international targets on climate protection and sustainable energy supply. The countries within the EU have committed themselves to binding expansion targets. Not only the international agreement reached at the UN Climate Conference in Paris at the end of 2015 has shown that there is now an almost worldwide consensus on climate protection and the necessary containment of carbon dioxide emissions, even if this is sometimes called into question in the course of changes of government.

Since the general conditions in the international markets in which Energiekontor operates have changed only insignificantly compared with the explanations in the 2019 Annual Report, we refer here in particular to the comments made there.

Germany

Wind

The framework for the expansion of renewable energies in Germany is provided by the Renewable Energy Sources Act (EEG). Since the introduction of the EEG, the share of renewable energies in gross electricity consumption has risen from 6 percent in 2000 to over 40 percent this year.

The difficult situation regarding permits for the erection of wind turbines issued by the competent state authorities continues to have a decisive influence on the tendering procedure and -result.

There are still no signs of an improvement in the situation in 2020. In the first two tenders for onshore wind, a total of 1,200 MW was tendered. However, only 86 bids with a bid volume of 674 MW were accepted; this corresponds to an acceptance rate of just 56.2 percent.

From a project planner's point of view, the current situation must be seen in two ways. On the one hand, one would be pleased if the backlog of approvals could be cleared and projects could be realized faster, thus increasing the total number of realized projects. This would make a significant contribution to the full supply of electricity from renewable energies, especially in view of our claim to make a significant contribution to the full supply of electricity from renewable energies. On the other hand, due to the small

number of subsidized projects, the compensation rates have been set close to the maximum price of 6.20 ct/kWh. As a result, very adequate margins can be achieved for awarded projects.

Solar

In contrast to the wind tenders, competition among project developers in the solar tenders functioned throughout the year, as the volume of projects submitted significantly exceeded the amount awarded.

After significant rises in the first tenders in 2019, bids were recently placed in a much narrower range and the most recent tender price averaged around 5 euro cents. per kWh.

The company

Business model of Energiekontor AG

Energiekontor AG specialises in the project planning and operation of wind and solar parks at home and abroad. As one of the pioneers in this field, the company can draw on 30 years of experience and covers the entire value-added chain in the field of onshore wind farms and solar parks, from acquisition and project development to financing and construction of the plants and their operation.

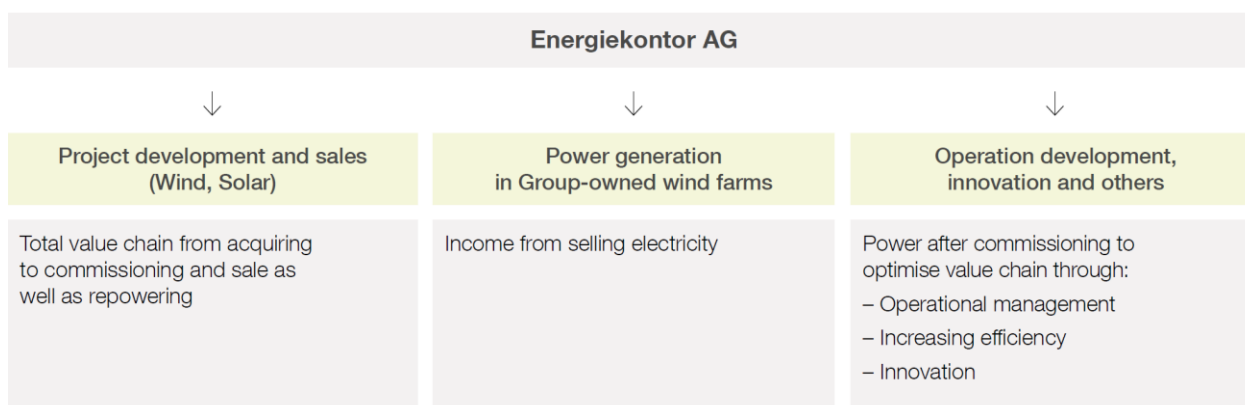
As of the date of this report, the Energiekontor Group has planned and constructed 634 wind turbines with a total output of around 987 MW in 123 wind farms in Germany, Great Britain and Portugal as well as ten PV ground-mounted systems of around 65 MW in Germany. The total investment volume of these projects amounts to over € 1.7 billion.

In addition to the sale of turnkey projects, the Energiekontor Group, as an independent electricity producer, operates a portfolio of the Group's own wind and solar parks. At the moment 286.5 MW are operationally in the own portfolio.

The company is active in the national markets of Germany, Great Britain, Portugal, USA and France.

The Energiekontor Group is organisationally divided into three business divisions, according to which segment reporting is also carried out:

- a) Project planning and sales (wind, solar)
- b) Power generation in the Group's own wind and solar parks
- (c) business development, innovation and others

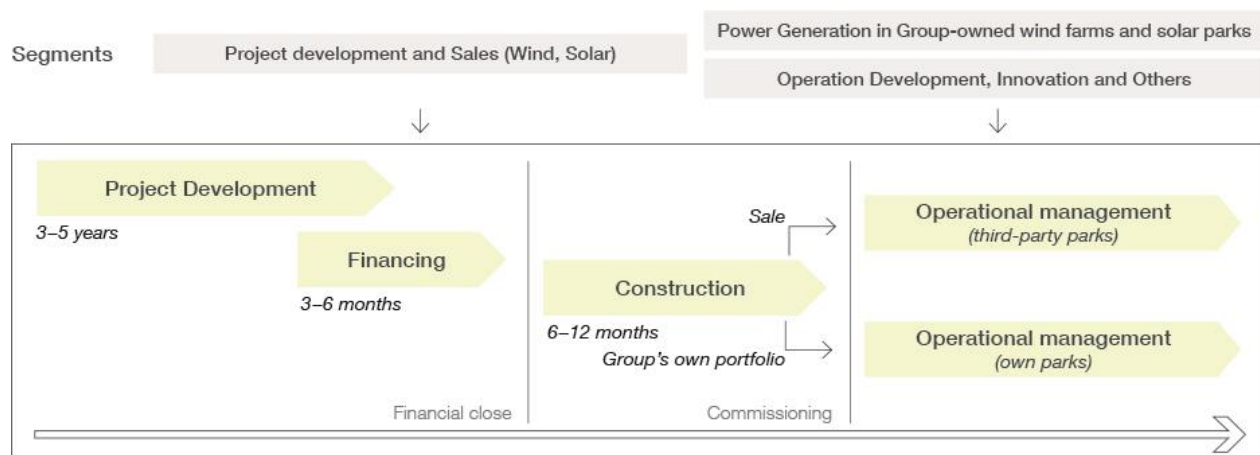


a) Project planning and sales (wind, solar)

The project planning and sales segment (wind, solar) comprises the project planning of onshore wind and solar parks, which are either taken over into the company's own portfolio or sold to third parties. This segment covers the entire value chain from acquisition, planning, financing and construction or repowering to the sale of the turbines. The wind and solar parks are sold in Germany and abroad to institutional investors, private complete buyers or local residents. An independent project company is founded for each wind/solar park.

The repowering of locations, i.e. the replacement of old plants by new, more powerful plants, has been an important part of the Energiekontor Group's business activities for many years. Starting in 2021, a large number of wind farms in Germany will be phased out of the 20-year guaranteed remuneration every year. It is therefore foreseeable that repowering projects will gain enormously in importance in the future.

Energiekontor's activities taking onshore wind farms as an example (simplified)



b) Power generation in the Group's own wind and solar parks

This segment comprises electricity generation in the Group's own wind farms. The expansion of the portfolio of the group's own wind farms is the core component for the organic growth of the company. In addition, the operation of the company's own wind and solar parks allows Energiekontor to cover ongoing company costs, e.g. in the event of delays in project implementation, and to become more independent of political conditions as well as interest rate and commodity price developments. Moreover, hidden reserves are created by the plants in the company's own portfolio. If necessary, these assets could be sold, and the financial resources tied up in them plus the hidden reserves released. Additional potential lies in the possibility of upgrading the company's own wind farms, for example through repowering or efficiency-enhancing measures such as the rotor blade extension assigned to the third segment and described under c)

The Energiekontor Group added the first wind farm to its own portfolio in 2002. Since then, the portfolio has been continuously expanded. This is currently done mainly by taking over self-developed projects into the own portfolio. Thus, about half of all projects developed by the company itself each year are to be transferred to the company's own portfolio. In the past, economically interesting operative wind farms were also purchased. These were both projects developed and sold by Energiekontor itself in earlier years and projects from other developers and operators. The total output of the wind and solar parks owned by Energiekontor in Germany, Great Britain and Portugal amounted to 286.6 MW at the time of publication of this report.

Existing parks as at 31 March 2020:

Name Wind- or solar park	Total output MW	Name Wind- or solar park	Total output MW
Altlüdersdorf	13.5	Mafomedes	4.2
Balje-Hörne	3.9	Marão	10.4
Beckum	1.3	Montemuro	10.4
Breitendeich	6.0	Penedo Ruivo	13
Briest (Tandem II)	7.5	Wind farms in Portugal	38.0
Briest II	1.5		
Debstedt	3.0	Hyndburn	24.6
Engelrod	5.2	New Rides	9.0
Flögeln	9.0	Withernwick	18.5
Geldern	3.0	Withernwick II	8.4
Giersleben	11.3	Wind farms in Great Britain	60.5
Halde Nierchen I	5.0		
Halde Nierchen II	4.0	Garzau-Garzin	10.0
Hanstedt-Wriedel	16.5	Solar parks in Germany	10.0
Heinsberg-Waldenrath	7.2		
Kajedeich	4.1		
Krempel	14.3		
Krempel II	6.5		
Kreuzau-Steinkaul	5.5		
Lengers	4.5		
Mauritz-Wegberg (Energiekontor holds 88.52 %)	7.5		
Niederzier-Steinstraß	8.3		
Nordleda (Energiekontor holds 51 %)	6.0		
Osterende	3.0		
Prenzlau	1.5		
Schwanewede	3.0		
Sievern (Tandem II)	2.0		
Thüle	14.0		
Wind farms in Germany	178.1		
Total	286.6		

(c) business development, innovation and others

All services aimed at optimising operating value added after the wind and solar parks have gone into operation are combined in the segment business development, innovation and other. These include in particular the technical and commercial management of wind and solar parks, including the direct marketing of the electricity generated, as well as all measures to reduce costs, extend the service life and increase yields in order to optimise the yields of wind and solar energy plants, e.g. by

- Updates in the plant control system or replacement of the old controls with new, modern controls
- more precise wind tracking and increase in generator output
- Reduction of failure rates through preventive maintenance
- Reduction of downtimes by converting all wind farms to permanent live data monitoring with automated fault clearance workflow
- Consistent reduction of electricity generation costs for existing parks

Irrespective of whether the projected plants are sold or taken over into the company's own stock, Energiekontor generally provides the commercial and technical management and thus generates a current cash flow for the company.

In the commercial area, the core tasks include, in particular, forward-looking liquidity management, invoicing with the energy supplier, service and maintenance companies and lessors, and long-term optimisation of profitability. Communication with banks, insurance companies, tax consultants and investors are also part of this. Furthermore, the settlements for feed-in management, variable, either via the flat-rate or peak load procedure, are carried out.

In the technical area, the tasks include monitoring the wind turbines and evaluating and assessing data, as well as coordinating repair and maintenance operations and planning and implementing preventive maintenance measures. This procedure can significantly extend the service life of the individual turbine and the overall project. At the same time, the cost of repairing the main components can be significantly reduced. The primary objective is to maximize the availability and yield of the plants and to guarantee safe operation over the entire lifetime. To this end, the plant data is monitored around the clock using live data and automated workflows. In addition, we guarantee the legally compliant operation of the wind farm by complying with all legal requirements and also assume responsibility for the turbines.

Objectives and strategy

In the three decades since the company was founded, the market for renewable energies has undergone constant change and development. In 1990, when the first electricity feed-in law was introduced, wind and solar energy were still absolute exotics and only hydropower made a modest contribution to the total energy supply. Only at the turn of the millennium did the rise of renewables begin very slowly, and renewables slowly grew out of their small niche. It is well known that the large electricity companies, which now also play an important role in the renewable energy sector, were initially extremely critical of the new technologies. Today, however, renewable energies have developed into a mature, established and recognised technology that makes a significant contribution to energy supply in all industrialised countries. In Germany alone, the share of renewable energies in total power generation is currently around 40 percent. The higher the share of renewable energies in meeting demand, the more sustainable and environmentally friendly the entire energy supply will be.

Energiekontor's self-image: Pioneer in renewable energies

Since its foundation, Energiekontor has had a clear vision of the future: a world in which the entire energy demand is covered 100 percent by renewable energy. The company has placed this vision at the beginning of its mission statement. It is the supreme guiding principle of Energiekontor's entrepreneurial activities and the strongest motivation for its employees in their efforts to come closer to this goal every day with creative ideas and the joy of shared success.

A sustainable penetration of the energy market with 100 percent renewable energies will only be possible if the production costs for electricity from renewable energies are lower than those from fossil and nuclear energy sources. In order to promote the expansion of renewable energies, Energiekontor is striving to play a pioneering role in the addressed markets and wants to be one of the first to realise wind and solar parks whose electricity production costs are lower than those of the conventional energy industry. As soon as this is achieved, a large number of barriers will disappear. Social support in politics and society will also increase significantly when wind and solar energy are no longer dependent on public funding measures. The spread of renewable energies will thus receive a strong boost.

As a pioneer in the realization of wind and solar parks at pure market prices, Energiekontor not only makes an important contribution to helping renewable energies achieve a breakthrough on the way to 100 percent full supply. At the same time, Energiekontor's pioneering role secures a lead over other competitors and thus a strong competitive position in the industry.

Thus, the efficiency measures for cost reduction along the entire Energiekontor value-added chain, which have been prepared for a long time and are constantly being further developed, should provide Energiekontor with decisive competitive advantages in order to drive forward the expansion of renewable energies as an innovative pioneer and independently of government support measures.

Sustainable growth on solid foundations

Overall, the growth model of Energiekontor AG is closely oriented to the mission statement of the company. By strengthening the regional approach and opening up new foreign markets, the organic growth of the company is to be consolidated in order to actively accelerate the expansion of renewable energies even in an increasingly competitive environment. In doing so, the management relies heavily on the participation and development of the employees and creates the necessary organisational framework. The basis and foundation of the growth strategy is the financial stability of Energiekontor, which is based to a very large extent on the stable cash surpluses from electricity generation in the Group's own wind and solar parks and from commercial and technical management activities.

Strengthening the regional approach

Energiekontor has always emphasized a regional approach. This allows for close cooperation with local and regional authorities and tailor-made regional approaches with high local acceptance. At the same time, this generates a competitive advantage in the respective region and accelerates project development. In organisational terms, this approach is implemented with our own local teams and largely independent decision-making powers. This principle is to be further strengthened by expanding the number of regions in which Energiekontor has a local presence, both in Germany and abroad.

Development of new foreign markets - strengthening of solar activities

A key element of Energiekontor's growth strategy is increased internationalization through successive expansion of the existing country portfolio (Germany, Great Britain, Portugal), as well as the further development of solar activities in order to tap additional growth potential for the coming years. In addition to Germany, the solar sector will be expanded above all in the USA and France, since these countries have much more favourable radiation conditions and corresponding electricity production costs.

The focus in France and the USA is initially primarily on the solar sector. Following acquisition successes, Energiekontor has already made significant progress in project development in the USA and pushed ahead with the sale of rights for two solar projects. The solar segment in the USA is managed from the office in Austin (Texas), while the office in Rapid City (South Dakota) is responsible for the wind segment. Only native speakers with regional roots are used, a principle that also contributes significantly to success in all other markets.

In France, Energiekontor maintains offices in Toulouse for the development of solar activities and an office in Rouen for wind activities. Since solar projects can generally be planned more quickly, we expect the first success stories from the solar sector in France as well.

Innovation and efficiency measures

In recent years, Energiekontor has developed a series of measures to increase economic efficiency in the planning, construction and operation of wind and solar parks and to optimize processes along the entire value chain.

There are three directions of impact:

- increasing the profitability of the projects planned by Energiekontor
- the increase in earnings from wind farms in the Group's own portfolio
- the accelerated solution finding in project development

These measures are closely linked to the deepening of the decentralised organisation and an employee-led project organisation.

Design areas and organisational decentralisation

Innovation and efficiency are not necessarily limited to technical innovations. For Energiekontor, increasing the company's efficiency includes deepening its decentralised organisation. Thus, the management consciously relies on a strong decentralisation of work and decision-making processes with flat hierarchies in order to avoid unnecessary bureaucratisation and to ensure flexibility and quick decisions even with a growing number of employees. At the same time, the company creates scope for creative and flexible solutions and motivates each individual employee to act on their own responsibility.

Own park portfolio as a reliable generator of growth

The engine and core element of the growth model is the expansion of electricity generation from the Group's own wind farms. Continuous income is generated by selling the electricity generated in the wind farms. A further guarantee for continuous income is the takeover of the operational management of the completed and running wind farms and in future possibly also of the solar farms by specialised teams of the Energiekontor Group. This applies both to the wind farms in our own portfolio and to the turnkey plants that are sold to energy suppliers, strategic investors or financial investors. By taking over the operational

management, the vast majority of the buyers remain connected to Energiekontor AG as customers and thus secure the company ongoing income from the wind farms even beyond the completion date.

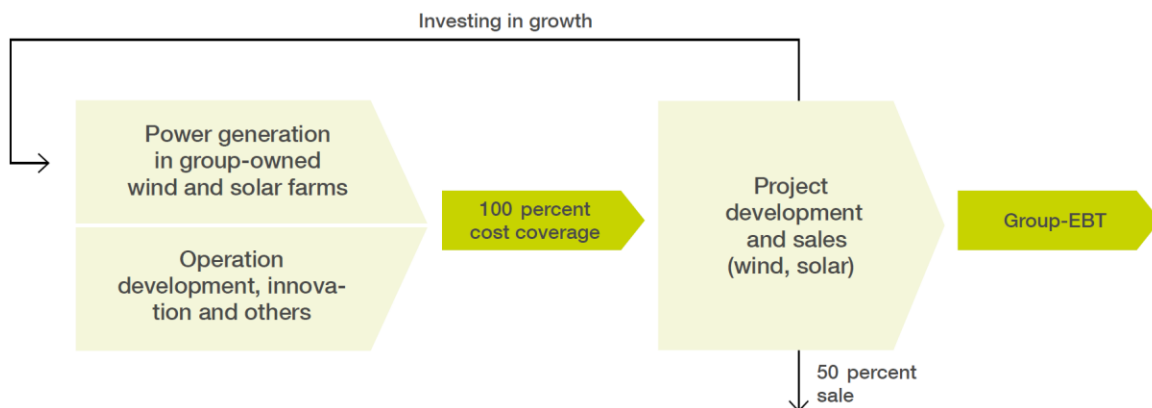
Together with the steady income from the operation of the company's own and third-party parks, the income from the sale of electricity ensures financial stability and forms the basis for sustainable growth of the company. With the cash surpluses generated, Energiekontor essentially covers the costs of project development including group-wide personnel and overhead costs. The income from the sale of the wind and solar parks developed in-house generates the annual result and is used to pay taxes and dividends and to form liquidity reserves.

Power generation in the Group's own wind and solar parks is to be expanded through:

- Takeover of self-developed and built projects
- Repowering of own portfolio
- Optimization and efficiency increase

About half of the projects developed in-house are to be transferred to the company's own portfolio, the other half is intended for distribution. Management reserves the right to adjust this ratio depending on the business situation.

Growth model of Energiekontor AG



Different growth dynamics

Corporate growth takes place in different ways in the individual segments. In the project development sector, Energiekontor is driving growth by intensifying location acquisition and the regional approach, as well as expanding into new markets. In contrast, the area of power generation in the Group's own wind and solar parks is growing because the company is taking over projects from project development into its own portfolio. The more parks are transferred to the company's own portfolio, the greater the increase in cash surpluses from electricity sales and operational management activities. This in turn means that more funds are available for project development to drive growth. Further growth will thus be determined primarily by the further expansion of the own park portfolio and the increase in cash surpluses from the operation of own wind and solar parks and operational management. This organic growth process will be reinforced by accompanying innovation and efficiency measures which will lead to further increases in

earnings and further increase the cash surplus from electricity generation in the Group's own wind and solar parks.

A positive side-effect of this growth strategy is that it reduces dependence on project sales and income from project sales. Even if no income could be generated from project sales, the Group's liquidity position and the financing of project development (including Group-wide personnel and overheads) is secured by the cash surpluses generated from electricity generation in the Group's own wind and solar parks and from operations management. The risk of financial imbalances is thus minimised to the greatest possible extent. In this respect, the Energiekontor growth model also differs from the business models of many competitors in the industry who do not have a comparable portfolio of their own wind and solar parks.

Economic objective

With this strategy, Energiekontor plans to increase the EBT from project development in the medium term in a stable and sustainable manner to approx. € 30 million p.a. It has already been taken into account that about half of the realised projects are to be transferred to the company's own portfolio each year, whereby the construction profits of these own-stock parks are eliminated in the course of the group consolidation and therefore have no effect on the consolidated profit.

The expansion of the portfolio of the Group's own wind farms is intended to establish Energiekontor as a medium-sized regenerative power producer and ensure that it is largely independent of general market developments. It is planned to further expand the company's own park portfolio and, with the income from the park and operational development, to achieve a sustainable EBT of to generate € 25 - 30 million p. a.

The expansion of the own park portfolio is to be achieved through the company's own project development, the repowering of existing parks and, if necessary, the acquisition of third-party parks. These new investments are to be financed by project financing loans, project-related bonds, own contributions and ongoing liquidity surpluses from the operation of the own park portfolio.

Overall, the EBT generated by the Group should rise to € 55 to 60 million p.a. in the medium term.

In recent years, Energiekontor has created the conditions for stable and sustainable growth and is optimally equipped for the challenges of the future in a competitive market environment.

Business performance

Overall, Energiekontor looks forward to a good start to the current financial year. Feared restrictions on business activities due to the corona pandemic have so far only materialised to a limited extent. The consistent decision to send most employees to their home office since the beginning/mid-March has certainly contributed to this. After the expected initial difficulties, the experience gained has been largely positive, as efficiency has suffered only minimally. This is certainly also due to the process of migrating IT to the cloud, which was initiated last year and now makes it possible to work from any location.

In Germany, two wind farms with a total capacity of 13.2 MW are under construction at the time of publication of this report. One wind farm is a repowering project, while the other only consists of a single turbine. As is known, the Waldfeucht wind farm with a capacity of 13.5 MW went into operation in January, and three solar farms with a cumulative capacity of around 13 MW have also been built. The solar parks will be commissioned in the 2nd quarter. In the further course of the year, we expect to receive the credit rating for a larger number of projects. Once this is achieved, a project can go into construction. However, the majority of these projects will not be commissioned until 2021.

Together with ING Wholesale Banking, we made history for the Jacobsdorf wind farm: For the first time in the world, a loan for the financing of a wind farm was concluded on the basis of the new European reference interest rate €STR. ING provided Energiekontor with a 19-year loan which is not based on Euribor (Euro InterBank Offered Rate) as before, but calculates the interest on the basis of the new European Central Bank reference rate, the Euro Short Term Rate (€STR). Through the joint press release on the conclusion of this loan, the general public learned about our pioneering role in using the new ECB reference rate.

At the end of April Energiekontor concluded a power purchase agreement (PPA) with ENGIE for the Wöpkendorf solar park in Mecklenburg-Western Pomerania. The plant, with an installed capacity of 41.5 MW, is to go into operation in 2021 and then produce around 45,600 megawatt hours of solar electricity per year, which is equivalent to supplying around 15,000 German households. With ENGIE, Energiekontor has found the third major supplier who is taking this still new path with us and thus strengthening our pioneering role.

Under the agreed contract term of 15 years, the two companies expect to produce a total volume of electricity of around 684 gigawatt hours, which will be fed into the grid outside the EEG support regime. This will save approx. 400,000 t CO₂ emissions compared to the average German power generation.

The scope of the project pipeline is being continuously expanded. Foreign markets will become increasingly important in the medium term, particularly as a result of the expansion of projects in Scotland, the USA and France, which are at various stages of development. Overall, the project pipeline has now been expanded to more than 4,200 MW.

With the commissioning of the Witherwick II wind farm in the previous year, the total output of the Group's own portfolio increased to almost 287 MW.

Wind yields in Germany in the first quarter of 2020 were above the long-term average. The yields of the wind farms in the UK and Portugal were in line with expectations.

Due to the still low level of own capacities in the solar sector, the good solar radiation in the first quarter did not lead to any significant increase in earnings.

The management fee depends largely on the energy generated in the wind and solar parks managed. In the first 3 months, this largely developed according to plan.

Outlook

The forecast for the current fiscal year is based on the growth plans of Energiekontor AG on the basis of a solid business model and against the background of the different systems of remuneration for electricity generated from renewable sources.

Under the premise of a 100 percent supply of the energy demand with renewable energies, Energiekontor has set itself the goal of realising the first wind and solar parks whose electricity production costs are lower than those of the conventional energy industry, in order to help renewable energies achieve a higher market penetration overall. The company's various departments have been preparing for this for years with various efficiency measures along the entire value chain. At the same time, these cost-cutting measures represent a competitive advantage and help the company to achieve a good position within the industry in a tightening market environment with increased cost pressure.

In addition to participating in future tenders, Energiekontor is concentrating above all on concluding power purchase agreements with large industrial partners (PPAs). With these PPAs, the company has already been able to successfully gain experience in Great Britain for many years and to gain trust among the industrial partners.

The current focus for the development of further projects is now on Scotland, where large wind farms are to be economically realised without subsidy measures if wind conditions are excellent. Building permits are currently available for eight major projects in Scotland with a volume of more than 280 MW, with construction work due to start in 2020. According to the current status, grid connections are available for two projects in 2022 (with a chance of 2021) and for two further projects in 2023. The aim is to reach financial close for several of these projects in the second half of 2020 in order to use the funds from project financing to accelerate grid expansion and, if necessary, shorten the grid connection dates even further. However, the possibilities for this are limited because the grid connections for the EC projects are also dependent on the speed of the general grid expansion in Scotland. This is another reason why Energiekontor expects a result in project development for 2020 that is based primarily on business in Germany. Not least because of the unintentional postponement of the Waldfeucht wind farm project (commissioning in January 2020), the Project Development segment is expected to make a significantly higher contribution to earnings than in 2019.

In the segment "Operating Development, Innovation and Other", a slight increase in sales and EBT is also expected from today's perspective. This is due to further efficiency measures and the increased volume of wind and solar park management compared to the previous year. As the management remuneration for all wind and solar parks is linked to the electricity revenues generated, there should also be a slightly higher contribution to earnings. However, should plants fail, there is a risk that the plants could not be serviced promptly due to corona. This could lead to a not inconsiderable deterioration in earnings. Personnel costs are expected to rise slightly in 2020 as the workforce expands, especially at the newer locations. Availability of 98 percent is expected for the company's own parks.

All in all, the Management Board assumes that consolidated EBT in the double-digit million range will most likely be achieved in fiscal year 2020. The concrete earnings trend will depend on how the corona crisis will actually affect project implementation and the maintenance and repair of wind and solar parks. This cannot be fully predicted at present. Provided that there are no significant project delays in the building permit proceedings already underway, in the negotiations on central supply contracts and in the financing negotiations, we expect even better results and further increases in earnings from 2021 onwards.

Miscellaneous

Risk Management

The statements described in the Opportunities and Risks Report of the Annual Financial Report 2019 continue to apply with regard to current developments. The annual financial report and other financial reports of Energiekontor AG are published on our homepage www.energiekontor.com under "Investor Relations - Financial Reports".

Declaration on corporate governance

The declaration on corporate governance in accordance with the German Accounting Law Modernisation Act (BilMoG) can be found on the website www.energiekontor.de under the heading "Investor Relations/Corporate Governance".

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Disclaimer

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