

# KEY PRESENTATION SECTIONS

- 1. Summary of the year
- 2. Earnings and valuation
- 3. Future plans







# INTRODUCTION TO BLUEFIELD SOLAR

Lower risk renewable technologies with high predictability and visibility of earnings

Focus on solar (not less than 75%) with balance into complementary technologies (wind and storage)

Active management to protect and enhance returns

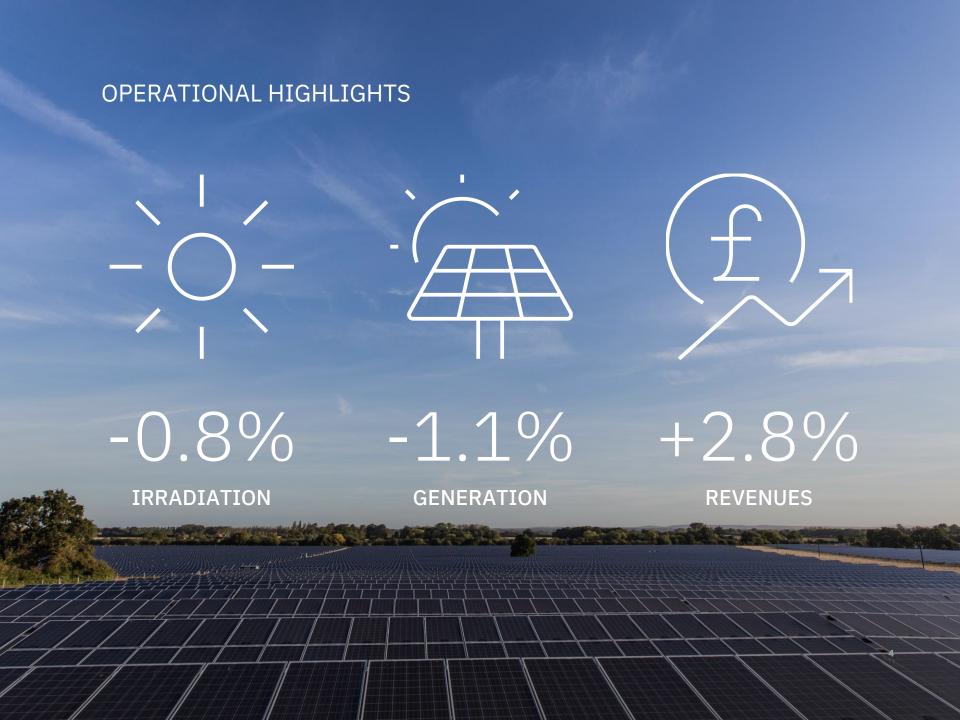


# PERIOD HIGHLIGHTS <sup>1</sup>

- 8.00pps share dividend and 115.8pps NAV
- Acquisition of 134MWp ROC supported ground mounted PV plants
- Planning consent achieved on 50MWp subsidy free plant and over 700MWp being developed
- Materiality Assessment completed to address key ESG issues
- Shareholder approval to invest in wind and storage resulting in a wind and storage acquisition post period.







# ANNUAL RESULTS HIGHLIGHTS

#### EXCELLENT PERFORMANCE IN THE FINANCIAL YEAR <sup>1</sup>

	FY 2020/21 Pence per share	FY 2019/20 Pence per share	FY 2018/19 Pence per share
Total underlying earnings	11.34	12.03	11.01
Debt amortisation	(2.17)	(2.50)	(2.40)
Reserves brought forward	2.23	0.60	0.30
Total funds available for distribution	11.09	10.13	8.91
Dividend distribution 2	(8.00)	(7.90)	(8.31)
Reserves carried forward <sup>3</sup>	2.67	2.23	0.60
Net asset value per share	115.8	117.0	118.0



# ANNUAL HIGHLIGHTS

ENVIRONMENTALLY & SOCIALLY CONSCIOUS COMPANY

# 545 GWh

OF RENEWABLE ENERGY GENERATED DURING THE FINANCIAL YEAR

187,000

HOUSES POWERED WITH
RENEWABLE ENERGY FOR A YEAR

127,000

TONNES OF CO2e SAVINGS ACHIEVED

151,000

GBP PAID TO COMMUNITY BENEFIT SCHEMES



# ANNUAL HIGHLIGHTS INFORMING BSIF'S ESG STRATEGY

#### **MATERIALITY MATRIX**

#### Ethics & compliance Reducing carbon emissions Responsible investment Natural environment Employee Responsible procurement engagement & satisfaction Resource use Diversity & inclusion Training & development Responsible Data security & customer privacy selling & marketing Customer satisfaction Economic growth engagement Lower

### **Very High**

Need active management

Occupational health & safety

•

Human rights

#### **PURPOSE**

To identify ESG topics material to the Company.

#### **METHODOLOGY**

Results from a Business Impact Assessment (BIA) were combined with qualitative analysis from stakeholder feedback to map materiality topics onto a matrix, based on an aggregated score.

#### **RESULTS**

In total, 16 material topics were identified. These were subdivided into three categories of importance.

#### **NEXT STEPS**

The materiality assessment will inform the Company's ESG strategy, which will be developed over the coming year.

**High**Actively monitoring

′

TRACKING

HIGHER

IMPORTANCE TO STAKEHOLDERS

**BUSINESS IMPACT** 

**HIGHER** 

# PORTFOLIO ACQUISITIONS

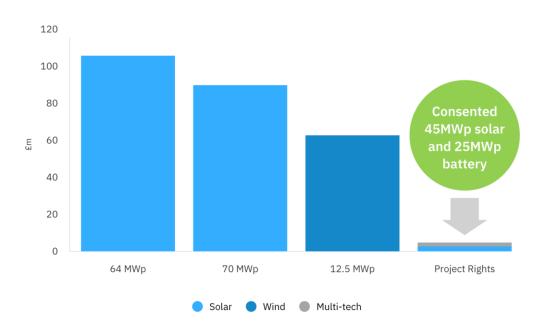
#### COMBINED IMPACT ON EVOLVING BSIF PORTFOLIO

#### **EXECUTION OF INVESTMENT STRATEGY**

Acquisitions in period mirror Shareholder approval to invest up to 25% of GAV in wind and storage

#### **ENHANCING REGULATED REVENUES**

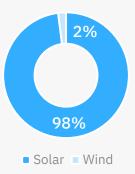
Investment of £195m into subsidised solar (avg 1.6 ROCs) + £63m into FiT accredited wind drive fixed revenues to 68%\* over subsidy life



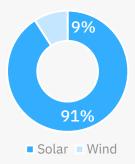


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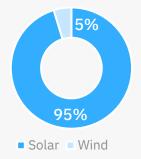
#### **TOTAL CAPACITY\***



#### **REVENUE OVER SUBSIDY LIFE\***



#### **PORTFOLIO GENERATION\***



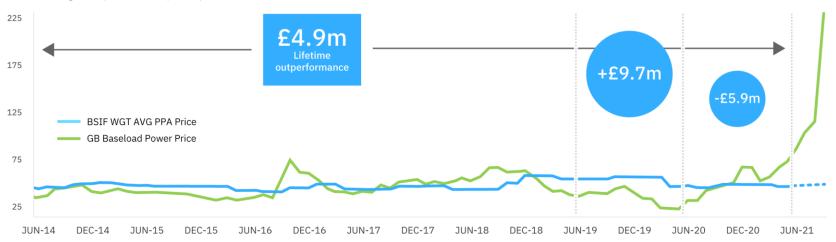
# **EARNINGS & VALUATION**



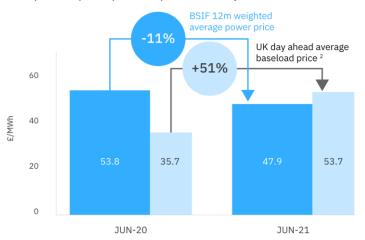


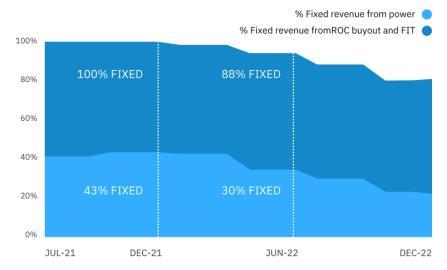
# POWER PRICE FIXES PROTECTED AGAINST MARKET VOLATILITY POWER PRICE FIXING STRATEGY ENSURES STABLE REVENUE GENERATION

BSIF's average PPA price and UK power price (£/MWh) 1



#### BSIF portfolio power price compared to UK Day Ahead Auction Prices 2







<sup>&</sup>lt;sup>1</sup> Bluefield analysis

<sup>&</sup>lt;sup>2</sup> Argus/NordPool data

# CONSOLIDATED PORTFOLIO EARNINGS

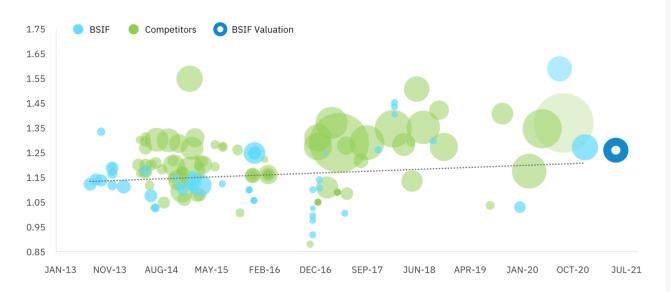
#### CONVERTING INCOME INTO COVERED DIVIDENDS

		Year to 30 Jun 202	21 (£m) 1 Year to 30 J	un 2020 (£m) <sup>1</sup>		June 2021 commentary	
Poi	Portfolio Income		80.2	2 69.7 PPA reve		renue £26.5m, subsidy revenue £46.5m, net earnings from acquisitions £5.1m	
Portfolio & Project Finance Interest Costs			(19.4)	(14.7)	Includes £1.8m interest payments for Project related debt (Durrants and NatWest term loan)		
Tot	tal Portfolio Income Earned		60.8	55.0			
Gro	Group Operating Costs		(7.5)	(5.8)	Includ	Includes corporation tax charge in UK Topco	
Gro	oup Third Party Interest Costs		(4.7)	(4.6)	Intere	st on Aviva long-term & RCF financing	
Un	derlying Earnings		48.6	44.6			
	rnings & dividend flows: FY 20/21 vs FY 2019/20 (pps) *	1	£48.6m =	11.34 p	ps + 1.93		
14 12	FY 2020/21 FY 2019/20		(2.17) (2.50	))			
10							
8							
6		11.34 12.03		(8.00)	(7.90) (0.43)		
2							
0	1.93 0.60					2.67 2.23	
	RESERVES B/F (PPS)	UNDERLYING EARNINGS PER SHARE	TOTAL DEBT REPAYMENTS	DIVIDE DECLAR			

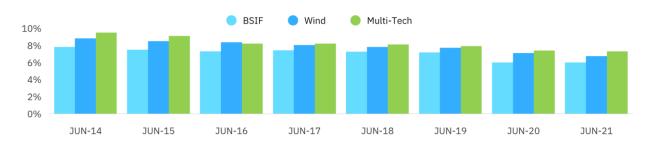


### VALUATION PARAMETERS

#### VALUATION BENCHMARKED TO MARKET ACTIVITY



UK solar market pricing (£m/MW) <sup>2</sup>



Renewable funds – equity discount rate trends <sup>2</sup>

# Valuation underpinned by

Low risk portfolio – low leverage (average c. 40%), high regulated revenues (c. 65%) <sup>1</sup>, no currency risk

Discount rate of 6.0% (6.0% Jun 2020)

Blend of three leading forecasters power curves

Inflation of 3.0% to June 2025, 2.75% thereafter

Weighted average remaining life of portfolio 30.2 years (Jun 20: 27.4 years)



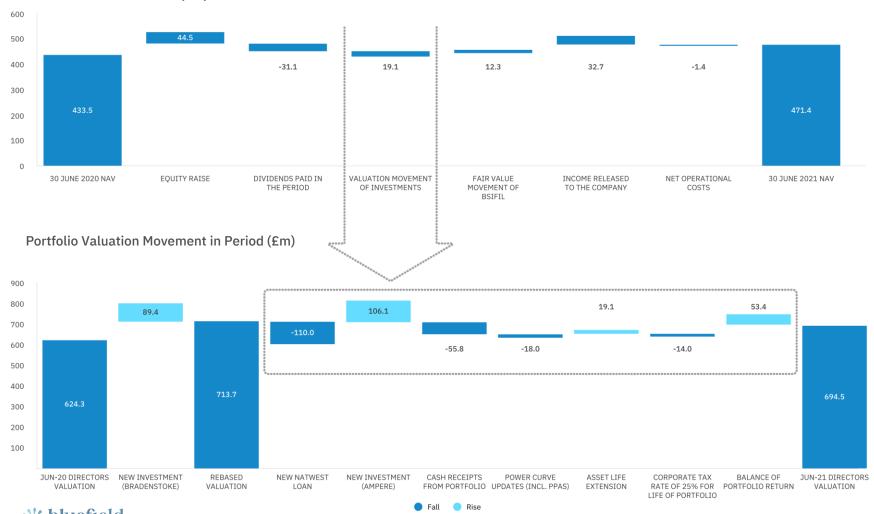
<sup>&</sup>lt;sup>1</sup> BSIF annual accounts FY20/21

<sup>&</sup>lt;sup>2</sup> Bluefield analysis.

# NAV CONSISTENT WITH PRIOR YEAR

#### ACQUISITIONS AND ASSET LIFE EXTENSION BRING ADDITIONAL VALUE

#### NAV Movement in Period (£m)





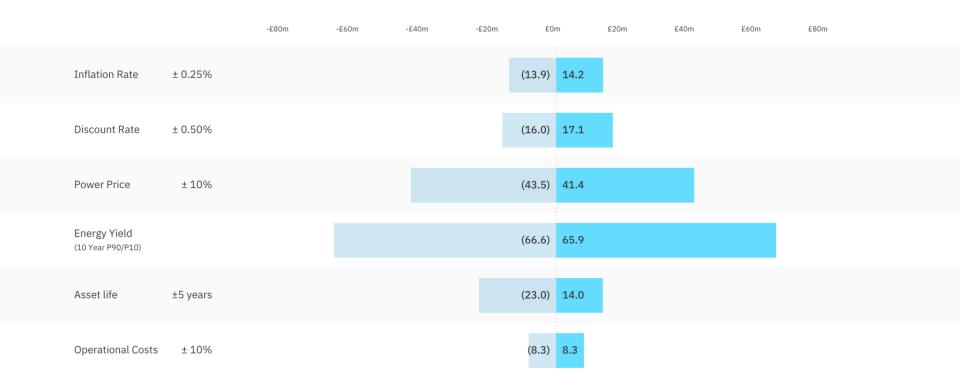
<sup>&</sup>lt;sup>2</sup> Bluefield analysis

# SENSITIVITY ANALYSIS

BSIF VALUATION REMAINS ROBUST AGAINST FLUCTUATIONS OF KEY PARAMETERS

# £770.1m

Enterprise Portfolio DCF value (EV) 1





# THE FUTURE





### STRONG PERFORMANCE SINCE LISTING

#### HIGHEST DIVIDEND FROM LOWEST RISK PORTFOLIO IN UK RENEWABLES SECTOR

#### Above target dividends achieved\*



#### Strong return to shareholders since listing 1



#### Share price performance vs. index, low beta 1



#### Capacity growth since listing<sup>2</sup>





### WHY SOLAR?

- Highly predictable energy source: daylight hours driven.
- Simple, proven technology: converts irradiation into energy predictably.
- Highest levels of regulated income in sector.

# 613 MWp

of operational UK regulated solar assets

# 770 MWp

of solar assets under development

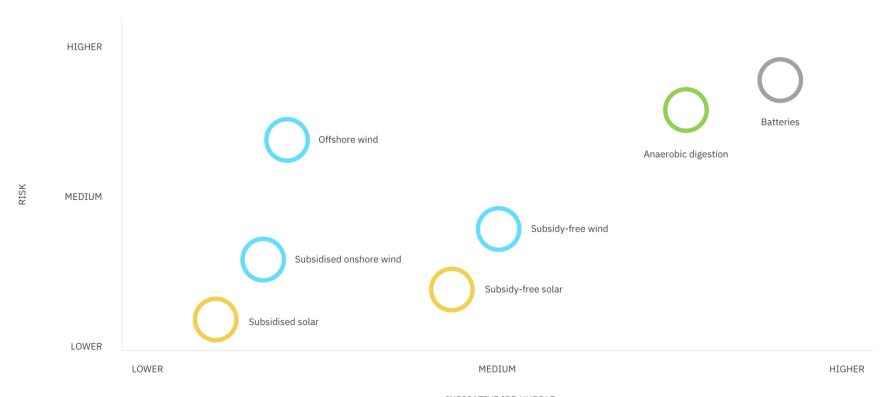




# TECHNOLOGY FOCUS

#### SOLAR AND WIND OUTPERFORM RELATIVE TO RISK

#### Risk and market pricing for renewables



INDICATIVE IRR HURDLE



# ASSET LIFECYCLE STRATEGY

MORE THAN JUST A FUND MANAGER









2

PEOPLE \*

16

**PEOPLE** 

20

PEOPLE

28

**PEOPLE** 

Development

Investment,
Construction
Engineering and
Portfolio
Management

Asset Management, Monitoring and Reporting and Finance Operation & Maintenance



# POWER/REVENUE STRATEGY

#### POWER SALES OPTIMISATION FOR STABLE INCOME

- Power sales strategy smooths out the volatility in electricity markets
- Consistent fixing allows the IA to capture value and limit downside
- BSIF average price fixes generally in-line with summer baseload price, where bulk of solar generation occurs

#### **FUTURE UPSIDE**

Average fix Price (June 2021)

£49.88/MWh

Average Fix Price (new 2022 contracts)

£56.7/MWh

Total contracts being restruck in 2022

300MWp

#### Seasonal power prices vs. BSIF price fixes <sup>1</sup>

Average fixed price c. £68/MWh starting Q1 2022 for 24-36m





### OPPORTUNITIES & CHALLENGES

#### **OPPORTUNITIES**

#### SUPPORTIVE PUBLIC POLICY

- COP 26 to support ambitious 10 point plan
- Broad political and public support to decarbonise
- 100% renewable energy by 2035

#### HIGHER EARNINGS IN INFLATION

- 65% + of revenues linked to RPI
- · Majority of bank debt fixed
- · Net earnings boost in an inflationary environment

#### **ENERGY PRICE INFLATION**

- Highest pricing since IPO in 2013
- 'Structural' imbalances likely to remain
- · Beneficial for generators and storage

#### **CHALLENGES**

#### **ENERGY PRICE INFLATION**

- Higher energy prices unpalatable politically
- Long term thinking needs to trump short term politics

#### CONCERNS OVER FUTURE POWER PRICES

- Wide range of outcomes of long range forecasts
- 'Cannibalisation' of returns as deployment increases

#### SUPPLY CHAIN CHALLENGES

- Ethical concerns about module supply from certain regions
- Significant module inflation
- Structural pressure on supply of modules outside China



# **APPENDIX**





### SOLAR PV: REVENUE GENERATION

#### CONVERTING IRRADIANCE TO PORTFOLIO INCOME



#### **Power Generation Process**

Expected variability +/- 7% based on 90% confidence interval

**Solar Irradiation** 

#### Warranted by contractor

Expectations set by lenders technical advisor based on analysis of plant design and expected losses

Plant Performance

Power revenues based on PPAs fixed contracts

ROC/FiT tariffs fixed on commissioning for 20-25 years

Output

#### **Revenue Generation Process**

FY 2020/21 per MWp <sup>1</sup>

1168.0 kWh/m<sup>2</sup>

**Solar Irradiation** 

X

80.3%

**Performance Ratio** 

545.1 MWh Plant Output £79.7 MWh ROC/FIT Tariff

£48.6 MWh

PPA Tariffs

£74.8k

+

£45.6k

£120.3k MWp



# SUSTAINABLE DEVELOPMENT GOALS

THE COMPANY'S CONTRIBUTION TO THE SUSTAINABLE DEVELOPMENT GOALS (SDGs)



The Company solely invests in renewable energy infrastructure and associated technologies, such as storage.

The Company's portfolio continues to grow in size and as of 30 June 2021 has over 610 MWp installed capacity.



Last year, the Company saved the equivalent of over 127,000 tonnes of  ${\rm CO_2e}$  from being released into the atmosphere, contributing to a more sustainable future and the UK's 2050 net zero target.



Biodiversity enhancement measures are in place across the portfolio and measures beyond those required by planning have also been implemented.



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