



Green energy you can rely on

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## Introduction

Market leader with proven track record in the geothermal sector

Our mission is to become a leading global renewable energy provider

52

Years of experience



663<sub>\$M</sub>

FY 2016 Revenues



Own & Operate

727<sub>MW</sub>



**324** \$M FY 2016 Adj. EBITDA



1,180

**Employees** 





# Why Geothermal



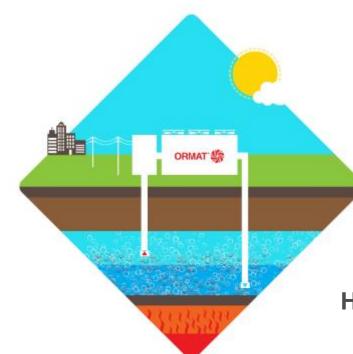
#### Renewable

- Supporting legislation
  - Growing demand



#### **Global growth potential**

 Estimated 10X the installed capacity





#### Competitive

- Firm & flexible
- Cost effective



### High entry barriers

- Niche market
- Capital intensive
  - Expertise



# Market Opportunities for Geothermal Growth

Industry estimate: potential is over 10x the global installed capacity of 13.8 GW



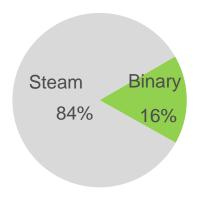
Source: Hydrothermal Geothermal Resources Potential, EMERGING ENERGY RESEARCH, LLC. Global "Geothermal Markets and Strategies: 2009–2020", May 2009. "Geothermal Power Generation in the World 2005–2010 Update Report" Ruggero Bertani Enel Green Power, via Dalmazia 15 – 00198 Roma (Italy) April 2010. 2015 Annual U.S. & Global Geothermal Power Production Report GEA Feb.2016,2016 International Development - Interim Report, GEA Report Oct, 2016.

## **Geothermal Market**

#### Leading the Geothermal binary market with 80% market share

Total Global Installed Capacity (13.8 GW) by Technology Type (%)

5-Year Total Global Installed Capacity (2.1GW) by Technology Type (%)





Source: Annual U.S. & Global Geothermal Power Production Report GEA Feb.2016,2016 International Development - Interim Report, GEA Report Oct, 2016 & Ormat analysis



# The Only Vertically Integrated Geothermal Player

#### **Electricity Segment**













Development

Engineering

Manufacturing

Construction

Operation

Local Utilities

64% of total revenues



# The Only Vertically Integrated Geothermal Player

### **Products Segment**









Engineering

Manufacturing

Construction

36% of total revenues

Local Utilities, Developers C&I

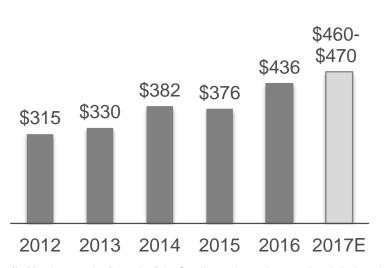


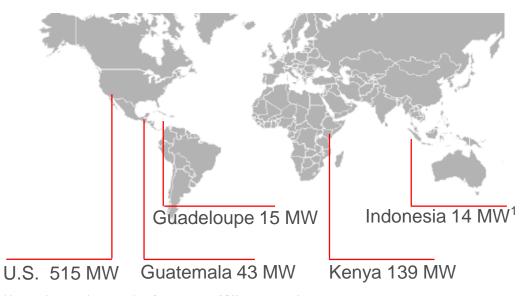
# **Electricity Segment Overview**

#### Stable, well managed, cash generating assets

- Global operation of 727 MW in 20 sites
- 93% geothermal; 7% REG
- Weighted average PPA life -15 years

#### **Annual Revenue (\$million)**



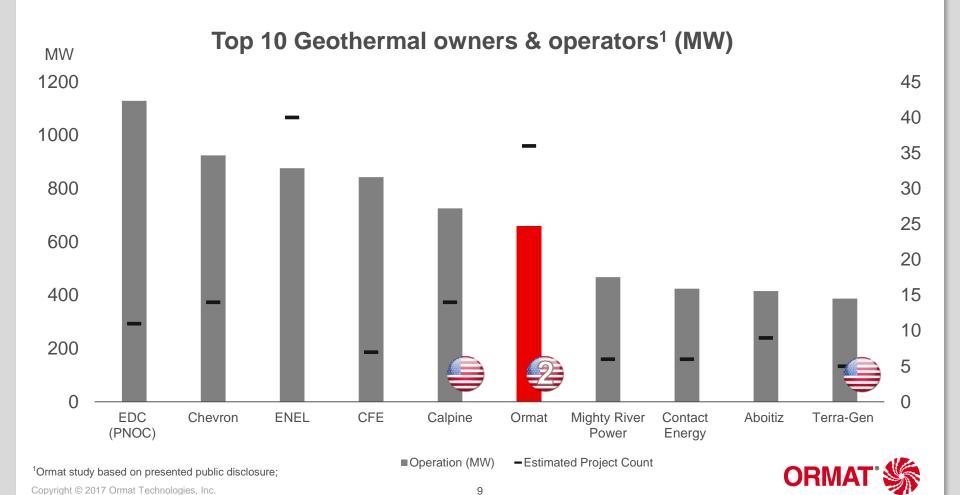


<sup>1</sup>In March 2017, the first unit of the Sarulla geothermal power plant in Indonesia with a total generating capacity of approx. 110 MW commenced commercial operation. Ormat's share in the Sarulla Consortium is 12.75%.



# Market Share - Electricity Segment

Most active global developer - with over 400 MW developed in the last decade



# **Product Segment Overview**

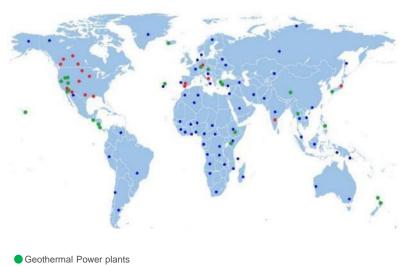
#### Built over 150 power plants and installed over 2,200 MW of Geothermal & REG

- Backlog of approximately \$207 million<sup>1</sup>
  - Signed new contracts for a total of \$30 million
  - Improvement in costs, technology and delivery lead-time enabled backlog increase

#### Revenue from 3<sup>rd</sup> Party Sales (\$million)



<sup>&</sup>lt;sup>1</sup> The backlog is as of May 8, 2017 and it ncludes revenues for the period between April 1, 2017 and May 8, 2017



REG (Recovered Energy Generation)

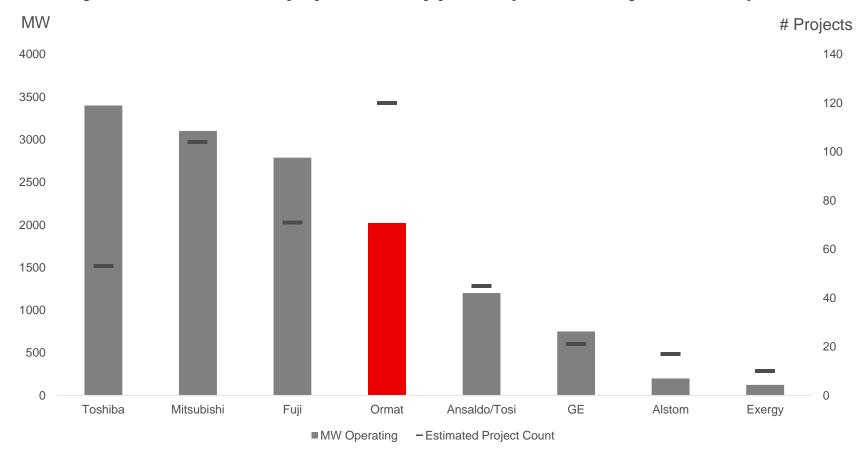
Remote Power Units



<sup>&</sup>lt;sup>2</sup> EPC- Engineering Procurement and Construction

# Market Share - Products Segment

#### Major Geothermal Equipment Suppliers (MW & Project Count)



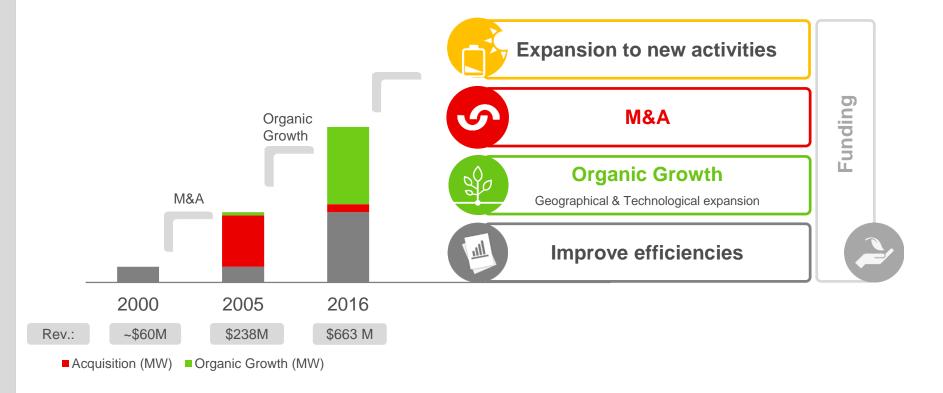
1GEA 2015 Annual U.S. & Global Geothermal Power Production Report & Ormat study based on presented public disclosure for Fuji, Exergy, Toshiba & Mitsubishi

Most of the installed capacity presented in the chart is based on Steam technology while most of Ormat installed capacity is based on Binary technology



# Increasing Shareholders Value

Proactive growth initiatives to accelerate profitable growth





## Improve Efficiencies -The Numbers Tell It All



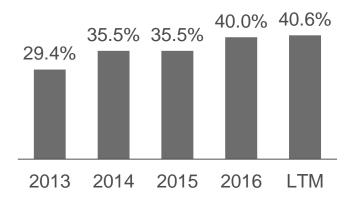
#### **CapEx Reduction**

Reduction in equipment and construction cost

Reducing the CapEx/MW

from \$4.5M-\$5M to \$4M-\$4.5M

# **Electricity Segment Gross Margin**



### Operating Cost <sup>1</sup> (\$/MWh)



<sup>1</sup>Operating cost excludes depreciation

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# Organic Growth - Market Growth Drivers







Supportive Legislation



Leadership



## **Future Growth**

- Expanding geographical footprint and diversifying technologies
  - 2016 added 44 MW from Olkaria III, Kenya & Bouillante, Guadeloupe
  - March 2017 added 14 MW from SIL, the first unit of the 330MW Sarulla geothermal project in Indonesia
- Expect to add between 200 MW and 210 MW by YE 2019



Project	Projected Capacity	Expected COD
Honduras, Platanares	35 MW	Q3 2017
U.S Tungsten	24 MW	Q4 2017
U.S Dixie Meadows	15 -20 MW	2018
Indonesia - Sarulla Project, NIL 1&2	28 MW¹	2017& 2018
Kenya - Olkaria Repowering	10 MW	2018
Guadeloupe- Bouillante	10 MW	2018/2019
U.S - McGinness Hills Phase 3	48 MW	2018/2019



<sup>&</sup>lt;sup>1</sup> Ormat's share is 12.75% in Sarulla Copyright © 2017 Ormat Technologies, Inc.



# Expansion to New Activities - Energy Storage Market

A growth engine that diversifies our technological, geographical & customer base

2015

- Outline strategy
- Target energy storage market
- Establish M&A team

2016

- Establish storage team
- · Collaboration with Alevo to jointly build and own a first storage project

2017

 Viridity acquisition - a platform to develop and expand opportunities in the energy storage market

Becoming an EPC, Developer, Owner, Operator and Integrator in the Energy Storage Market



# Expansion to New Activities - Energy Storage Market

- March 15, 2017 closed the acquisition of substantially all the business and assets of Viridity Energy, Inc. for \$35 million
- Viridity acquisition a platform to develop and expand opportunities in the energy storage market









Funding



Energy Storage Management Software



Battery



viridityenergy

An ORMAT © Company

Technology Provider



# Funding Our Growth

#### Strong balance sheet to support growth initiatives

- Cash on balance sheet
- Growing cash from our existing portfolio
- Access to capital
  - Project debt financing
  - Cash from equity transactions



# Portfolio Approach Geographical & Technological Expansions

- Portfolio approach diversification
  - Geographies
  - Technologies (Geothermal, REG, Solar, Storage)
- Additional risk mitigation aspects
  - Host country guarantee
  - Project finance (OPIC, ADB, DEG and AFDB)
  - Political Risk Insurance (MIGA)
  - Competitive pricing
    - Low incentive for breach of contract

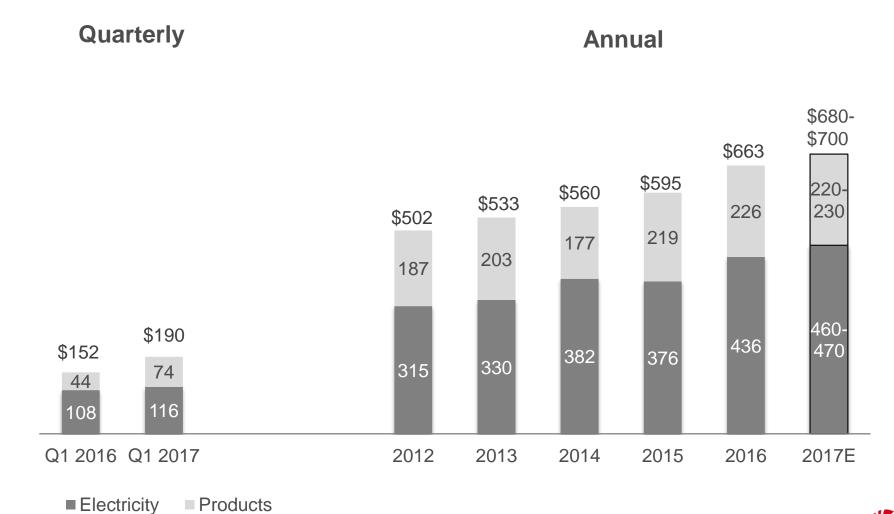






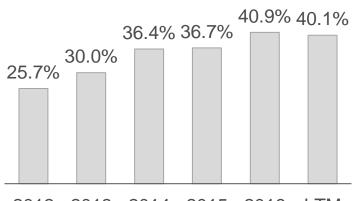


# Strong Execution - Revenue (\$million)



# **Gross Margin**

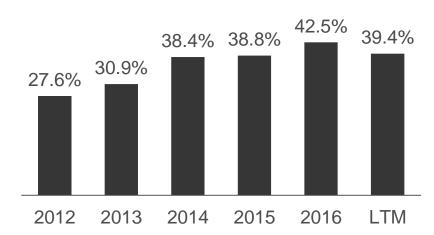




**Electricity Segment** 2012 2013 2014 2015 2016 LTM

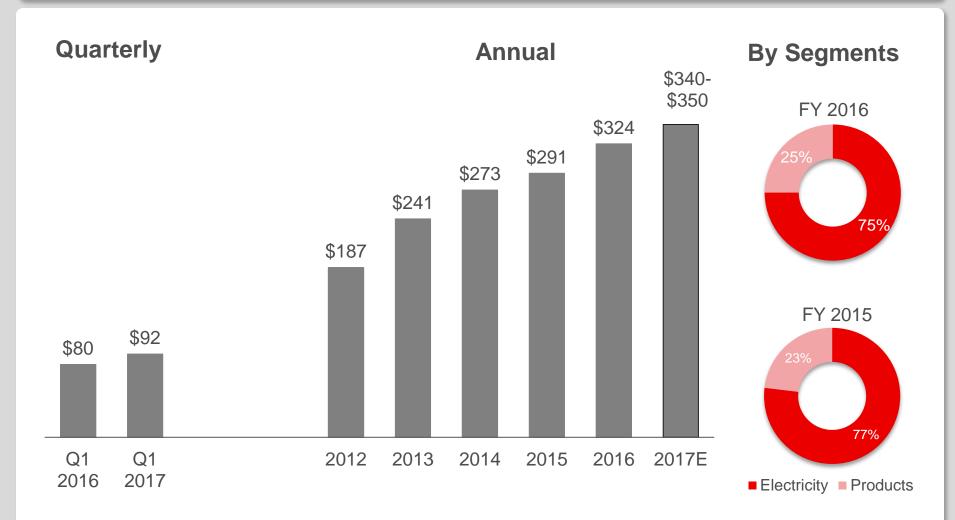
#### **Product Segment**





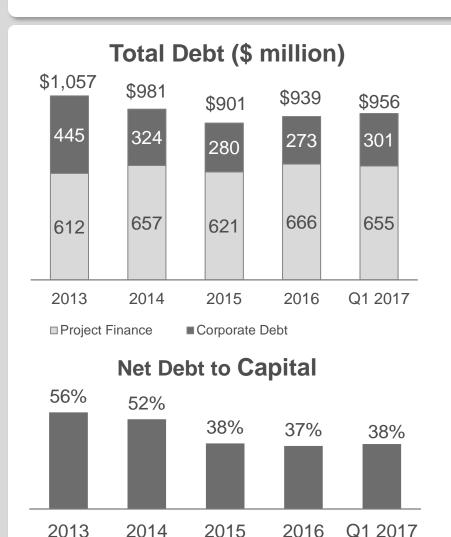


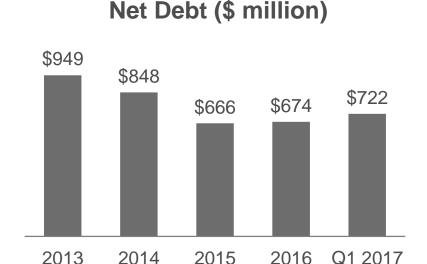
# Strong Execution - Adjusted EBITDA (\$million)



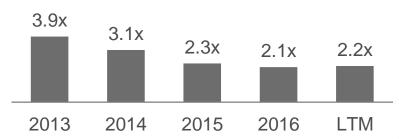


# Well Positioned to Support Growth - Organic & M&A





#### Net Debt to Adjusted EBITDA (<3)





# Investment Highlights



#### Sustainable growth

- Market leader
- Substantial and growing cash flow from operation
- Potential for accelerated growth from new activities
- Global regulatory support



**Efficient operation** 

- Efficient operation new management focus
- Improving margins



# Well positioned to fund growth

- Strong balance sheet
- Access to various sources of capital



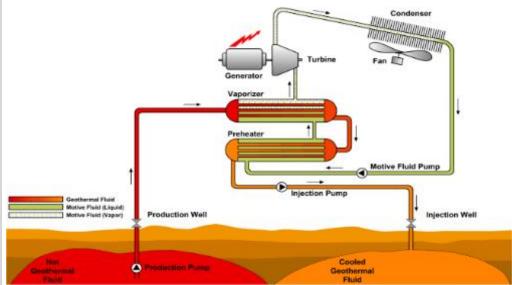




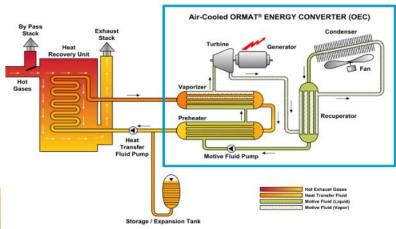
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# Same Technology- Different Applications

# Air-Cooled Binary Geothermal Power Plant



# Recovered Energy Generation (REG) System





# Expansion to New Activities - Long-Term Growth

#### Leveraging our capabilities to exploit growth opportunities

#### What activities



Solar PV and /or Storage solutions

#### Why



Growing global demand driven by legislation and/or energy shortage

#### Why Ormat



Capabilities and global presence to provide reliable integration solutions



# Reconciliation of EBITDA Adjusted EBITDA and Additional Cash Flows Information

#### Ormat Technologies, Inc. and Subsidiaries

Reconciliation of EBITDA, Adjusted EBITDA and Additional Cash Flows Information for the Three Month Periods Ended March 31, 2017 and 2016 (Unaudited)

We calculate EBITDA as net income before interest, taxes, depreciation and amortization. We calculate Adjusted EBITDA as net income before interest, taxes, depreciation and amortization, adjusted for (i) termination fees, (ii) impairment of long-lived assets, (iii) write-off of unsuccessful exploration activities, (iv) any mark-to-market gains or losses from accounting for derivatives, (v) merger and acquisition transaction cost, (vi) stock-based compensation, (vii) gain from extinguishment of liability, and (viii) gain on sale of subsidiary and property, plant and equipment. EBITDA and Adjusted EBITDA are not a measurement of financial performance or liquidity under accounting principles generally accepted in the United States of America and should not be considered as an alternative to cash flow from operating activities or as a measure of liquidity or an alternative to net earnings as indicators of our operating performance or any other measures of performance derived in accordance with accounting principles generally accepted in the United States of America. EBITDA and Adjusted EBITDA are presented because we believe they are frequently used by securities analysts, investors and other interested parties in the evaluation of a company's ability to service and/or incur debt. However, other companies in our industry may calculate EBITDA and Adjusted EBITDA differently than we do.

The following tables reconcile net cash provided by (used in) operating activities and net income to EBITDA and Adjusted EBITDA for the three month periods ended March 31, 2017 and 2016.

	 Three Months Ended March 31		
	 2017	2016	
	(in thousand		
Net cash provided by operating activities	\$ 71,463 \$	27,044	
Adjusted for:			
Interest expense, net (excluding amortization			
of deferred financing costs)	13,405	14,127	
Interest income	(244)	(320)	
Income tax provision	10,886	9,509	
Adjustments to reconcile net income or loss to net cash			
provided by operating activities (excluding			
depreciation and amortization)	(4,669)	30,082	
EBITDA	\$ 90,841 \$	80,442	
Mark-to-market gains or losses from accounting for derivatives	(1,523)	(1,746)	
Stock-based compensation	1,713	842	
Merger and acquisition transaction cost	800	147	
Write-off of unsuccessful exploration activities	_	557	
Adjusted EBITDA	\$ 91,831 \$	80,242	
Net cash used in investing activities	\$ (128,738) \$	(44,620)	
Net cash provided by (used in) financing activities	\$ 1,199 \$	(19,845)	
	 	·	



# Reconciliation of EBITDA Adjusted EBITDA and Additional Cash Flows Information

	 Three Months Ended March 31		
	 2017	2016	
	(in thousands)		
Net income	\$ 39,735 \$	30,945	
Adjusted for:			
Interest expense, net (including amortization			
of deferred financing costs)	14,679	15,703	
Income tax provision	10,886	9,509	
Depreciation and amortization	25,541	24,285	
EBITDA	\$ 90,841 \$	80,442	
Mark-to-market gains or losses from accounting for derivatives	(1,523)	(1,746)	
Stock-based compensation	1,713	842	
Merger and acquisition transaction cost	800	147	
Write-off of unsuccessful exploration activities	_	557	
Adjusted EBITDA	\$ 91,831 \$	80,242	



# Reconciliation of EBITDA Adjusted EBITDA and Additional Cash Flows Information

		Three Months Ended December 31			Twelve Months Ended December 31			
		2016		2015		2016	2015	
		(in thousands)				(in thousands)		
Net cash provided by operating activities	. \$	1,258	\$	67,060	\$	159,285 \$	190,025	
Adjusted for:								
Interest expense, net (excluding amortization								
of deferred financing costs)		13,284		16,231		60,553	63,802	
Interest income		(140)		(191)		(971)	(297)	
Income tax provision		2,450		11,438		31,837	(15,258)	
Adjustments to reconcile net income or loss to net cash								
provided by operating activities (excluding								
depreciation and amortization)		58,386		(16,169)		48,208	40,530	
EBITDA	\$	75,238	\$	78,369	\$	298,912 \$	278,802	
Mark-to-market gains or losses from accounting for derivatives		(478)		(1,385)		319	1,409	
Stock-based compensation		1,774		878		5,157	3,955	
Gains or losses on sale of subsidiary and property, plant and equipment		_		_		(686)		
Gains or losses from extinguishment of debt		_		_		5,780	1,710	
Termination fees		_		_		_		
Impairment of long-lived assets		_		_		_		
Merger and acquisition transaction cost		100		_		335	3,800	
Settlement expenses		_		_		11,000		
Write-off of unsuccessful exploration activities		303		1,220		3,017	1,579	
Adjusted EBITDA	\$	76,937	\$	79,082	\$	323,834 \$	291,255	
Net cash used in investing activities	\$	(33,342)	\$	(14,433)	\$	(158,531) \$	(90,971)	
Net cash provided by (used in) financing activities				(38,249)	\$	43,541 \$	46,635	

