

# FOURTH QUARTER AND YEAR-END 2017 EARNINGS CALL

MARCH 1, 2018



# SAFE HARBOR STATEMENT

**This presentation includes Forward-Looking Statements and the disclaimer should be read carefully**

## Forward-Looking Statements

This presentation, and information provided during this presentation, may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These statements involve estimates, expectations, projections, goals, objectives, assumptions and risks, and activities, events and developments that may or will occur in the future. When used in or during the course of this presentation, the words “may”, “will”, “could”, “should”, “expects”, “plans”, “anticipates”, “believes”, “estimates”, “predicts”, “projects”, “thinks”, “forecasts”, “guidance”, “continue”, “goal”, “outlook”, “potential,” “prospect” or “target”, or the negative of these terms or other comparable terminology are intended to identify forward-looking statements, although not all forward-looking statements contain such words or expressions. Such forward-looking statements include, but are not limited to: statements about Ormat Technologies, Inc.’s and its affiliates’ (“Ormat”) business strategy;

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- statements about Ormat’s development and operation of electricity generation, storage and energy management assets, including distributed energy resources;
- statements about Ormat’s other plans, expectations, objectives and targets;
- statements about Ormat’s views on market and industry developments and economic conditions, and the growth of the markets in which Ormat conducts its business; and
- statements about the growth and diversification of Ormat’s customer base and Ormat’s future revenues, expenses, earnings, capital expenditures, regional market penetration, electricity generation, and other financial and operational performance metrics, including statements about “target” or “targeted” amounts for 2020 operational performance metrics of growth (MW),

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## **Forward-Looking Statements- cont.**

These risks, uncertainties and other factors include, but are not limited to, the risks, uncertainties and other factors set forth in Ormat's Annual Report on Form 10-K for the year ended December 31, 2017 and the other documents Ormat files with the Securities and Exchange Commission from time to time.

## **Reconciliation to US GAAP Financial Information**

This presentation includes certain “non-GAAP financial measures” within the meaning of Regulation G under the Securities Exchange Act of 1934, as amended, including EBITDA and Adjusted EBITDA. The presentation of these non-GAAP financial measures is not intended as a substitute for financial information prepared and presented in accordance with GAAP and such non-GAAP financial measures should not be considered as a measure of liquidity or as an alternative to cash flow from operating activities, net income or any other measures of performance prepared and presented in accordance with GAAP. Such non-GAAP financial measures may be different from non-GAAP financial measures used by other companies.

The appendix slides in this presentation reconcile the non-GAAP financial measures included in the presentation to the most directly comparable financial measures prepared and presented in accordance with US GAAP.

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## **FOURTH QUARTER AND FULL YEAR 2017 PREPARED REMARKS**

- Q4 and FY 2017 highlights: Isaac Angel, CEO
- Financial overview: Doron Blachar, CFO
- Operations & business updates: Isaac Angel, CEO
- Q & A

# Q4 AND FY 2017 HIGHLIGHTS

(in \$M except per share amounts)	Q4 2017	Q4 2016	Change	2017	2016	Change
<b>Revenues</b>						
Electricity	\$128.5	\$114.6	12.1%	\$468.3	\$436.3	7.3%
Product	\$37.9	\$51.9	-27.0%	\$224.5	\$226.3	-0.8%
<b>Total Revenues</b>	<b>\$166.4</b>	<b>\$166.5</b>	<b>-0.1%</b>	<b>\$692.8</b>	<b>\$662.6</b>	<b>4.6%</b>
<b>Gross margin (%)</b>						
Electricity <sup>(1)</sup>	41.6%	39.7%		41.9%	40.0%	
Product	28.7%	40.8%		32.2%	42.5%	
<b>Gross margin (%)</b>	<b>38.7%</b>	<b>40.0%</b>		<b>38.7%</b>	<b>40.9%</b>	
<b>Operating income</b>	<b>\$48.4</b>	<b>\$51.2</b>	<b>-5.5%</b>	<b>\$205.0</b>	<b>\$201.9</b>	<b>1.6%</b>
<b>Income before income taxes and equity in losses of investees</b>	<b>\$40.0</b>	<b>\$36.7</b>	<b>9.1%</b>	<b>\$170.7</b>	<b>\$141.1</b>	<b>21.0%</b>
<b>Adjusted Income before income taxes and equity in losses of investees</b>	<b>\$40.0</b>	<b>\$36.7</b>	<b>9.1%</b>	<b>\$172.6</b>	<b>\$157.1</b>	<b>9.9%</b>
<b>Adjusted EBITDA <sup>(2)</sup></b>	<b>\$87.4</b>	<b>\$76.9</b>	<b>13.6%</b>	<b>\$343.8</b>	<b>\$323.8</b>	<b>6.2%</b>

(1) Electricity revenues for the full year ended December 31, 2017 includes \$2.7 million of revenues and \$5.4 million cost of revenues from Viridity. Electricity revenues for the fourth quarter of 2017 includes \$0.5 million of revenues and \$1.9 million cost of revenues from Viridity.

(2) The way we compute Adjusted EBITDA and a reconciliation of GAAP income before income taxes and equity in losses of investees to EBITDA and Adjusted EBITDA is set forth in the appendix slide.



# FINANCIAL RESULTS

DORON BLACHAR, CFO

# FY 2017 - TOTAL REVENUES

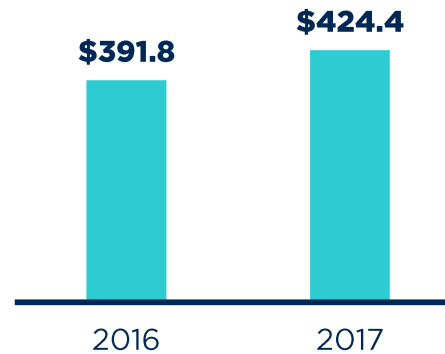
Total revenues

+\$30.2M (4.6%)

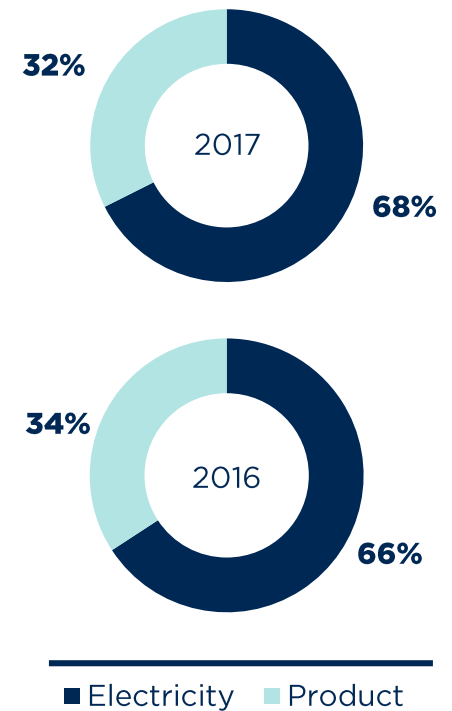


Total cost of revenues

+32.6 (8.3%)



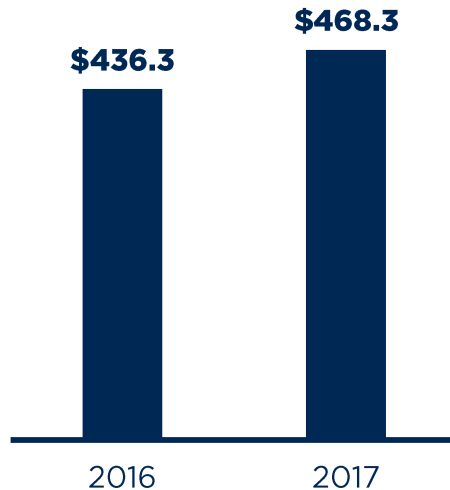
Segment contribution



# ELECTRICITY SEGMENT

## Revenues

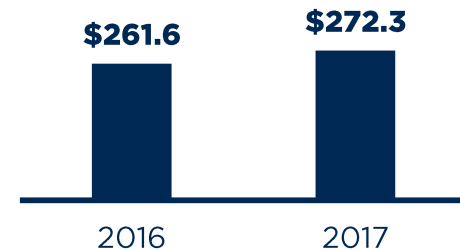
+\$32.0M (7.3%)



- \$13.6M from full year consolidation of Bouillante, Guadeloupe
  - \$12.2M-commencements of Platanares, Honduras and Tungsten Mountain, Nevada
  - \$2.7M-from storage activity and demand response by Viridity business
  - Increase in generation at Puna, Hawaii
- Increase was partially offset by:
- Decrease in generation at some of our power plants

## Cost of revenues

+10.7M (4.1%)



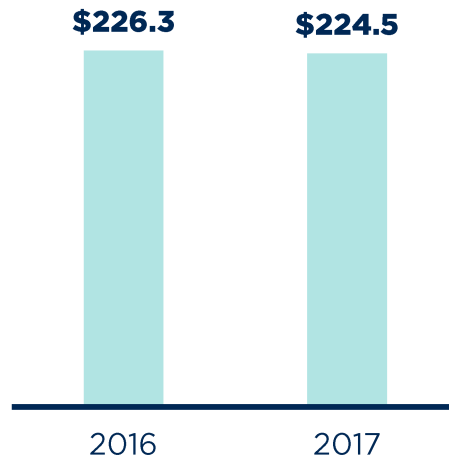
- Additional cost of revenues from the consolidation the full year consolidation of Bouillante and commencement of new power plants
- \$5.4M – cost of revenues by Viridity business from storage activity and demand response



# PRODUCT SEGMENT

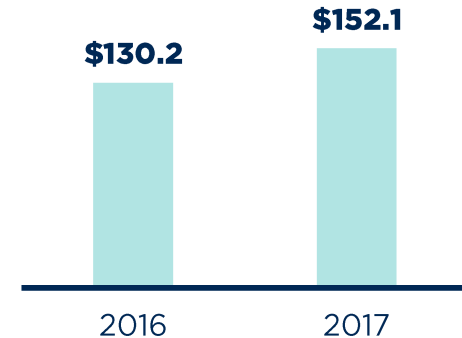
## Revenues

-\$1.8M (0.8%)



## Cost of revenues

+\$21.9M (16.8%)

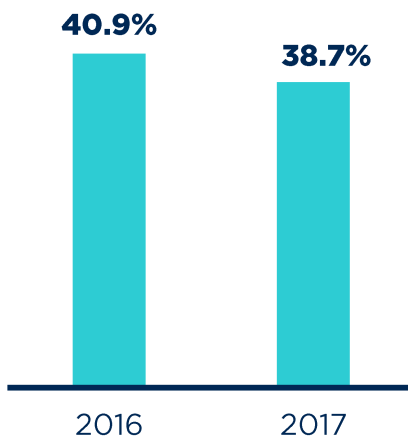


- Completion of our contracts in Cerro Pabellon, Chile, in Sarulla, Indonesia, and other projects in Turkey, which were completed during 2016  
Decrease was partially offset by:
- Revenue recognition from two new geothermal projects in New Zealand and China and new projects in Turkey

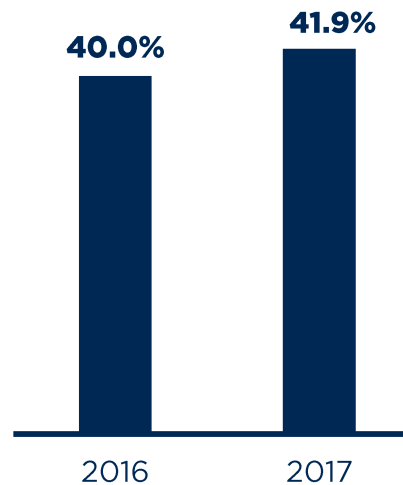
- Additional costs associated with Cerro Pabellon project in Chile
- Different product mix and different margins in the various sales contracts

# GROSS MARGIN

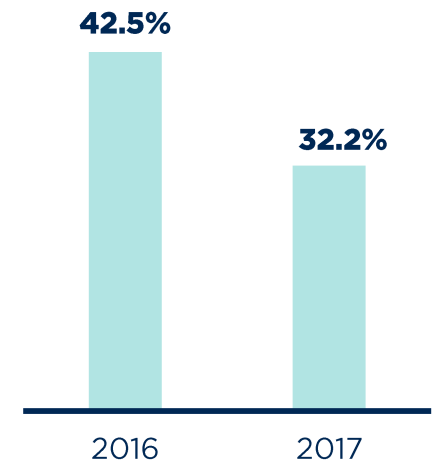
Total gross margin



Electricity gross margin



Product gross margin



(1) Electricity revenues for the full year ended December 31, 2017 includes \$2.7M revenues and \$5.4M cost of revenues from Viridity

# OPERATING INCOME

Total operating income

+\$3.1M (1.6%)

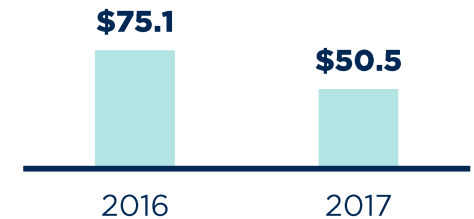
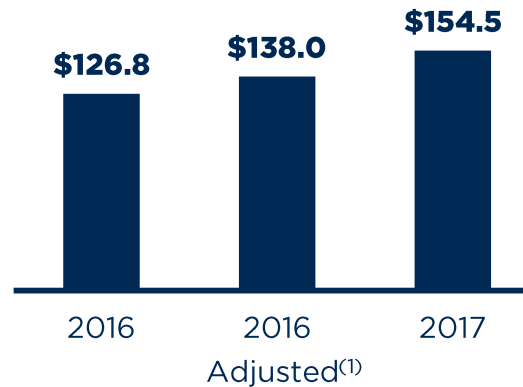
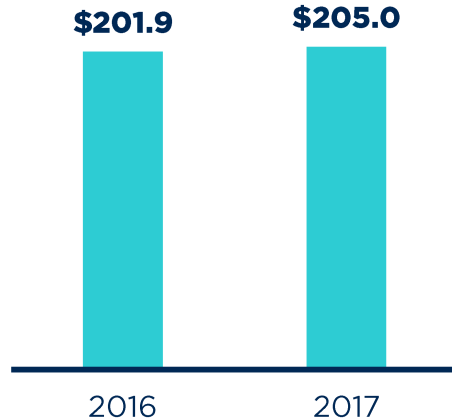
Electricity

+\$27.7M (21.8%)

Adjusted<sup>1</sup> +\$16.5M (12.0%)

Product

-\$24.6M (32.8%)

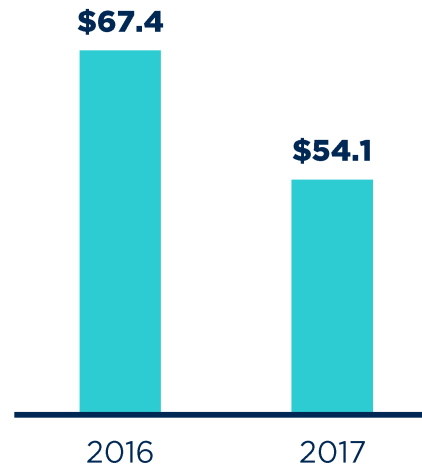


(1) Adjusted operating income for 2016 excludes \$11.0M of expenses related to the settlement of a previously outstanding claim

# INTEREST EXPENSE, NET

Interest expense, net

-\$13.2 (19.7%)



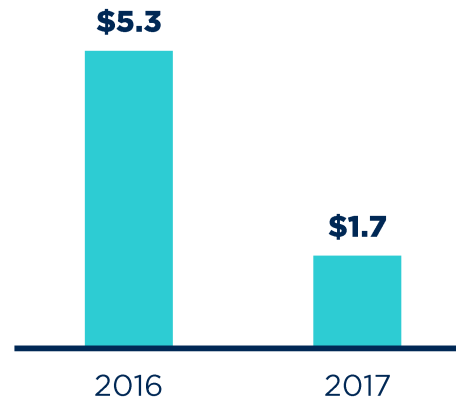
The decrease was primarily attributable to:

- Repayment of \$250M of senior unsecured bonds with 7% interest rate, through the issuance of \$204M senior unsecured bonds which bear average interest of 4.2%
- Lower interest expense as a result of principal payments of long term debt and revolving credit lines with banks
- \$3.9M decrease related to an increase in interest capitalized to projects

Partially offset by:

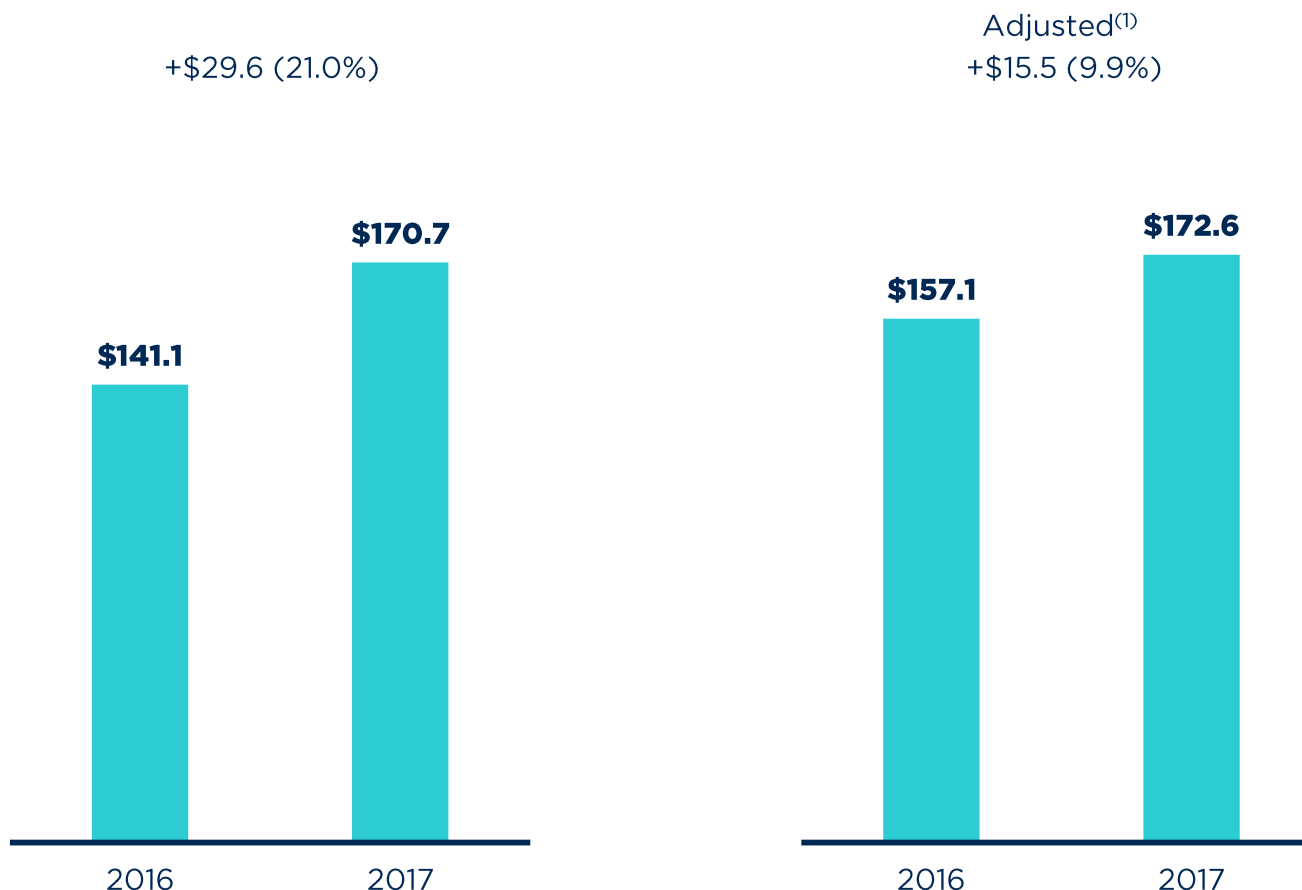
- Issuance of senior secured notes in Dec. 2016 for Don A. Campbell I project finance debt

## OTHER NON-OPERATING EXPENSE, NET



- Other non-operating expense, net for 2017 includes:
  - Make whole premium of \$1.9M resulting from the prepayment of \$14.3M of our OFC Senior Secured Notes and \$11.8M of our DEG loan
- Other non-operating expense, net for 2016 includes:
  - Prepayment fees of approximately \$5.0M due to the repayment of the senior unsecured bonds in September 2016
  - Premium of \$0.6M resulting from the repurchase of \$6.8M aggregate principal amount of OFC Senior Secured Notes

# INCOME BEFORE INCOME TAXES AND EQUITY IN LOSSES OF INVESTEES



- (1) Adjusted Income before income taxes and equity in losses of investees for the full year 2017 excludes \$1.9 million attributable to a one-time make whole premium paid in connection with the prepayment of OFC Senior Secured Notes and DEG loan, recorded in the third quarter of 2017. Adjusted Income before income taxes and equity in losses of investees for the full year 2016 excludes \$16 million related to: (i) \$11.0 million of one-time settlement expenses and (ii) \$5.0 million of one-time prepayment fees, both recorded in the third quarter of 2016.

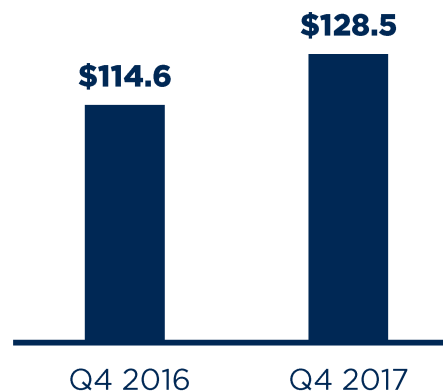


# FOURTH QUARTER 2017 REVENUES

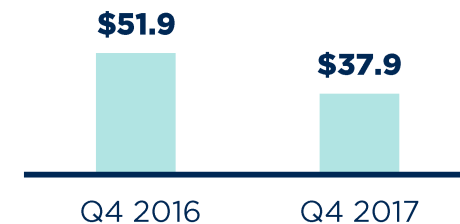
Total  
-\$0.2M (0.1%)



Electricity  
+\$13.9M (12.1%)

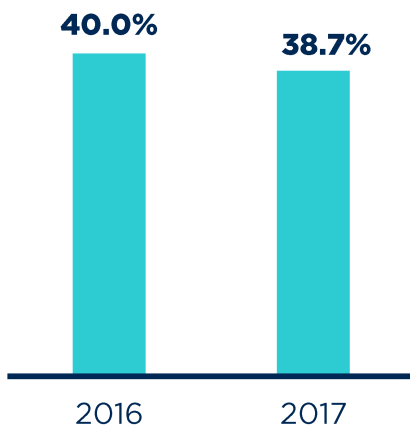


Product  
-\$14.0M (27.0%)

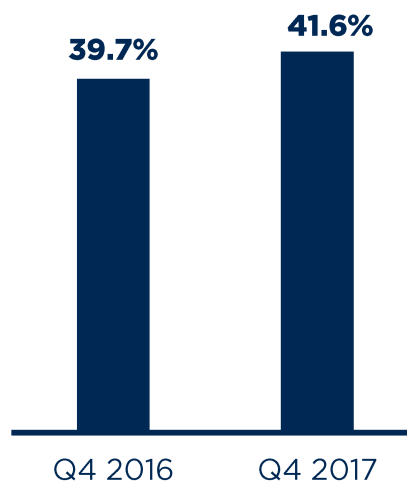


# FOURTH QUARTER GROSS MARGIN

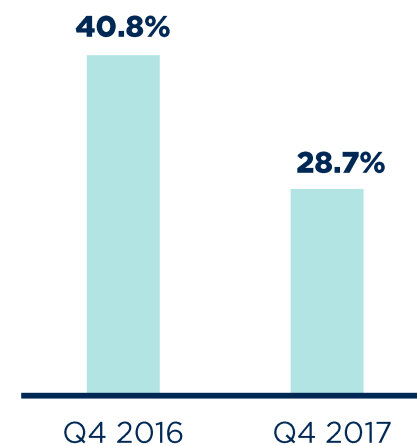
Total gross margin



Electricity gross margin



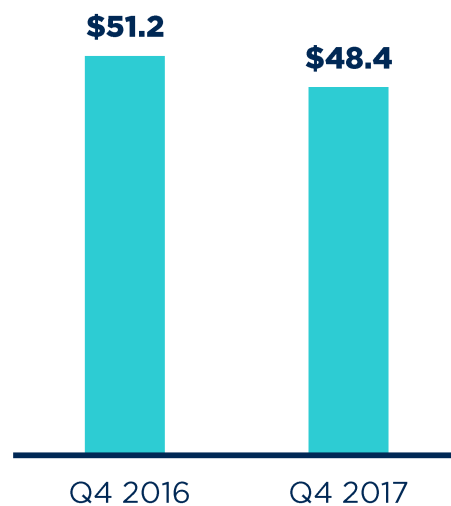
Product gross margin



(1) Electricity revenues for the fourth quarter of 2017 includes \$0.5M revenues and \$1.9M cost of revenues from Viridity

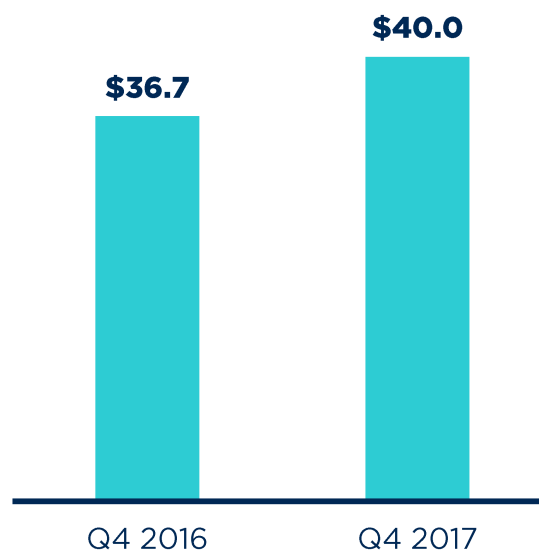
# FOURTH QUARTER 2017 OPERATING INCOME

-\$2.8M (5.5%)



## FOURTH QUARTER INCOME BEFORE INCOME TAXES AND EQUITY IN LOSSES OF INVESTEEES (\$M)

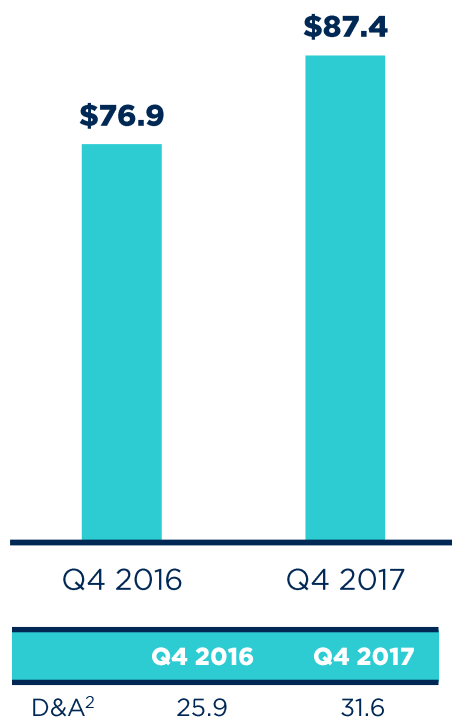
+\$3.3M (9.1%)



# FOURTH QUARTER ADJUSTED EBITDA<sup>1</sup> (\$M)

## Total adjusted EBITDA

+\$10.5M (13.6%)



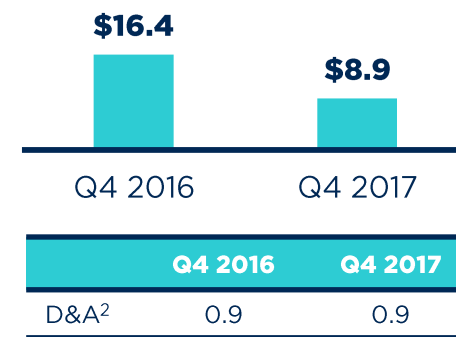
## Electricity

+\$18.1M (29.8%)



## Product

-\$7.6M (46.1%)



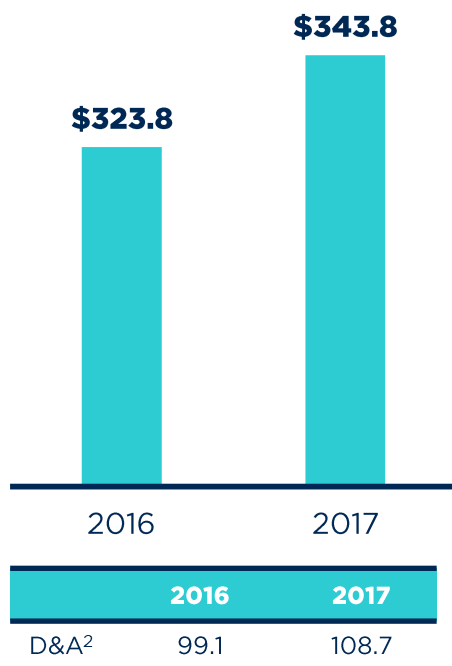
(1) For EBITDA reconciliation see appendix  
 (2) D&A is excluding deferred financing costs



# FULL YEAR ADJUSTED EBITDA<sup>1</sup> (\$M)

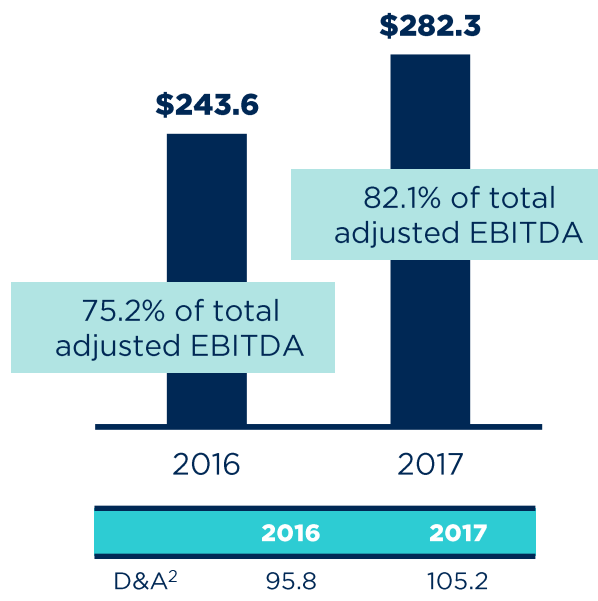
## Total adjusted EBITDA

+\$20.0M (6.2%)



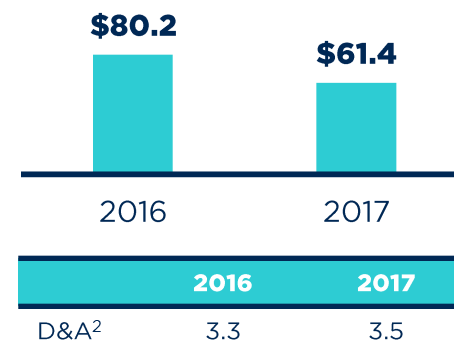
## Electricity

+\$38.7M (15.9%)



## Product

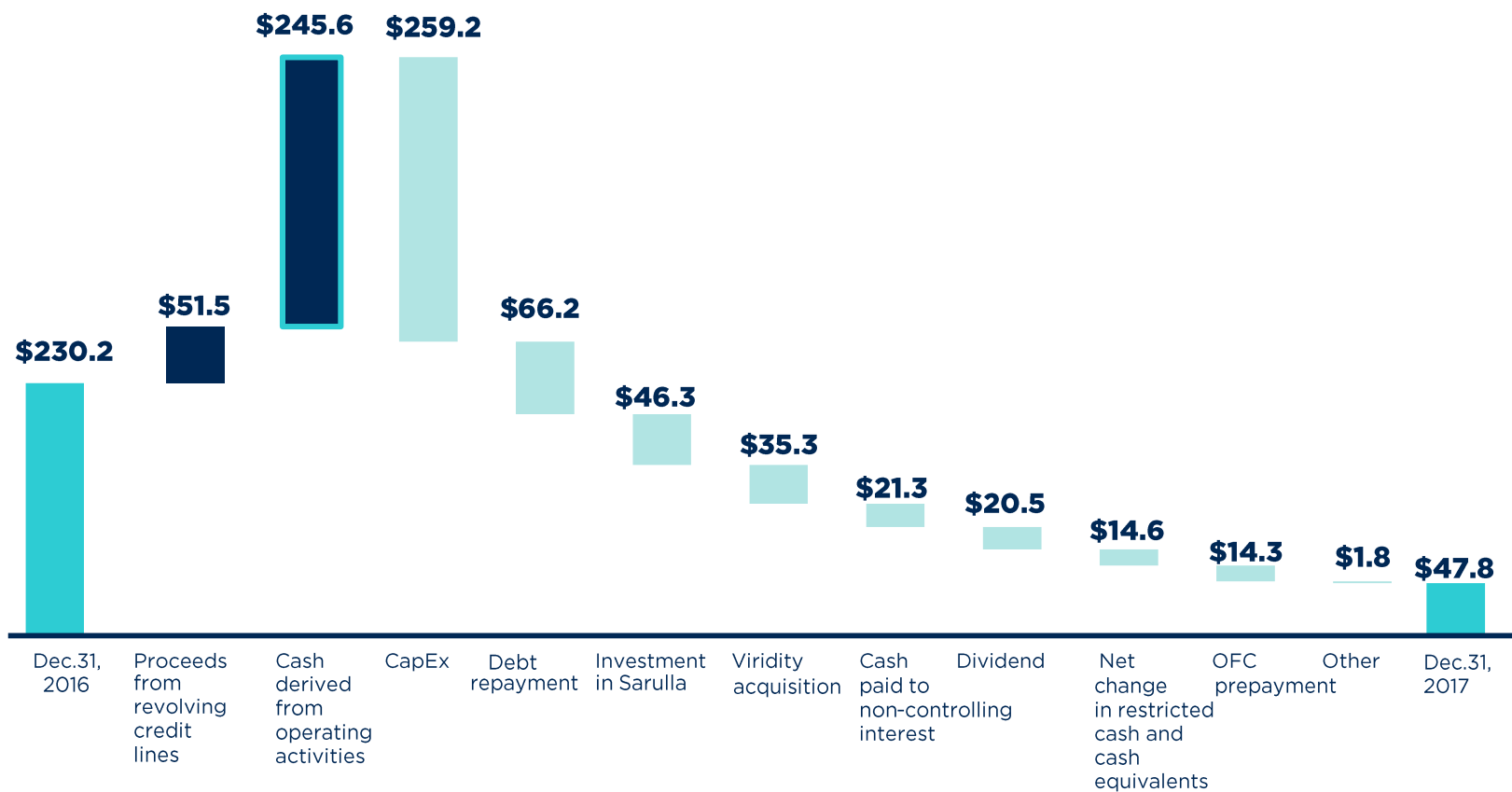
-\$18.8M (23.4%)



(1) For EBITDA reconciliation see appendix  
 (2) D&A is excluding deferred financing costs



# CASH AND CASH EQUIVALENTS (\$M)



# PAYMENT OF PRINCIPAL DUE BY PERIOD (\$M)

## AVERAGE INTEREST RATE: 4.8%

	Q1	Q2	Q3	Q4	FY 2018		
Long-term non-recourse debt & limited recourse debt	5.4	5.4	5.4	5.4	21.5		
Senior Secured Notes (non-recourse) due 2033	11.0	8.5	3.0	10.7	33.2		
Long-term loans (full recourse)	0.3	0.3	0.0	2.5	3.1		
Revolving bank credit	29.6	17.9	0.0	4.0	51.5		
<b>Total</b>	<b>46.3</b>	<b>32.1</b>	<b>8.3</b>	<b>22.6</b>	<b>109.3</b>		
	Remaining Total	2018	2019	2020	2021	2022	Thereafter
Long-term non-recourse debt & limited recourse debt	269.1	21.5	21.5	21.5	21.5	21.5	161.7
Senior Secured Notes (non-recourse) due 2033	353.0	33.2	29.0	29.4	20.1	20.5	220.7
<b>Total non-recourse debt (67%)</b>	<b>622.1</b>	<b>54.7</b>	<b>50.5</b>	<b>50.9</b>	<b>41.6</b>	<b>42.0</b>	<b>382.4</b>
Revolving bank credit	51.5	51.5					
Long-term Loans (full-recourse)	50.6	3.1	5.0	5.0	5.0	5.0	27.5
Senior Unsecured Bonds (full-recourse)	204.3			67.2	0.0	137.1	
<b>Total full-recourse debt (33%)</b>	<b>306.4</b>	<b>54.6</b>	<b>5.0</b>	<b>72.2</b>	<b>5.0</b>	<b>142.1</b>	<b>27.5</b>
<b>Total</b>	<b>928.6 <sup>(1)</sup></b>	<b>109.3</b>	<b>55.5</b>	<b>123.1</b>	<b>46.6</b>	<b>184.2</b>	<b>409.9</b>

(1) Before classification of deferred financing costs in the amount of \$15.0M



# OPERATIONS & BUSINESS UPDATES

ISAAC ANGEL, CEO



# DELIVERING GROWTH AND EXPANDING GEOGRAPHICAL FOOTPRINT



**90 MW**  
of new capacity

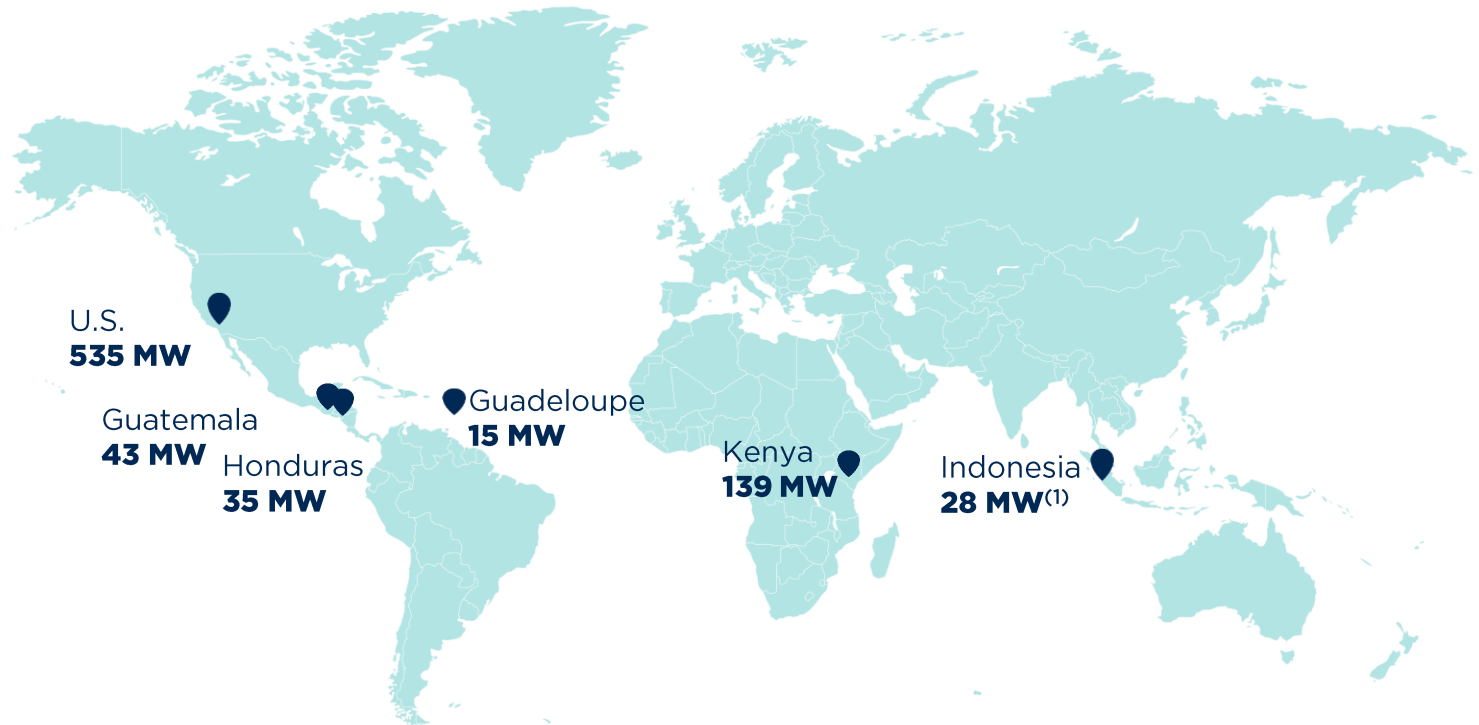
**4**  
new power plants

**2**  
new regions



(1) Ormat owns 12.75% minority interest at Sarulla, which is accounted under the equity method

# GLOBAL PORTFOLIO (795 MW)

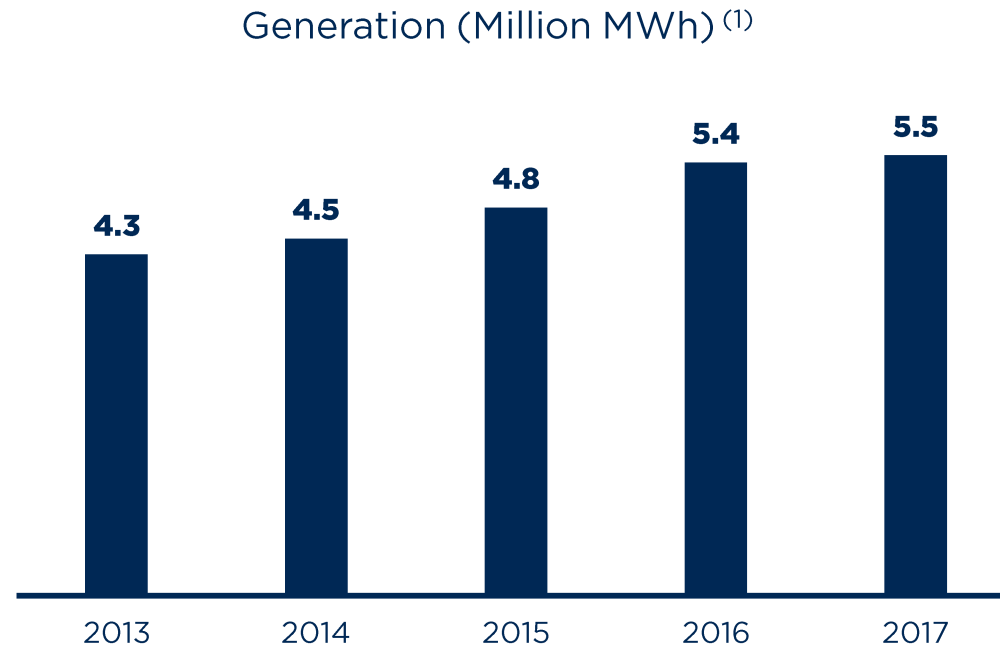


- Generating capacity adjustments taking advantage of a higher performing resource at:
  - McGinness Hills - adjusted to 90 MW from 86 MW
  - Tungsten Mountain - adjusted to 26 MW from 24 MW
- Generating capacity reductions due to lower performance of the resource at:
  - Heber Complex- adjusted to 89 MW from 92 MW
  - Steamboat Complex - adjusted to 70 MW from 73 MW
  - Brawley- adjusted to 13 MW from 18 MW

(1) Ormat owns 12.75% minority interest at Sarulla, which is accounted under the equity method

# GENERATION

- 1.7% increase year over year
  - Generation was positively affected from Puna and Bouillante



(1) Ormat owns 12.75% minority interest at Sarulla, which is accounted under the equity method. We include Sarulla in our 795 MW portfolio, however its generation is not included above



## PRODUCT SEGMENT

- **Backlog of approximately \$243.0M as of Feb. 26, 2018**
  - Includes revenues for the period between January 1, 2018 and February 26, 2018
  - The backlog includes the Soda Lake \$36M EPC contract
    - The contract was signed in December 2016 and is still pending final notice to proceed and was not included in 2018 revenue guidance
- **Added new orders from Turkey, New Zealand and Philippines**
  - To support our 2018 revenues and beyond

# ORGANIC GROWTH - EXPECT TO ADD BETWEEN 190 MW AND 200 MW BY YEAR-END 2020<sup>(1)</sup>

Project	Projected Capacity	Expected COD	PPA
Indonesia - Sarulla project, NIL 2	14 MW <sup>(2)</sup>	Q1 /Q2 2018 <sup>(3)</sup>	v
U.S - Brady Repowering	4 MW	Q1 2018	v
Kenya - Olkaria III – Plant 1 Repowering	10 MW	H2 2018	v
U.S - McGinness Hills, phase 3	48 MW	End of Q4 2018	v
U.S - Tungsten Solar	7 AC MW	End of Q4 2018	v
Puna Enhancements	8 MW	Q4 2019/Q1 2020	TBD
U.S. – CD4	25 MW	2020 <sup>(4)</sup>	TBD
Guadeloupe- Bouillante	10 MW	2020	TBD

(1) MW growth target is based on existing prospects and business development plans as of February 26, 2018. As we have not yet closed the US Geothermal acquisition, we did not include any of the expected operating and development pipeline in our growth target

(2) Ormat's share is 12.75% in Sarulla.

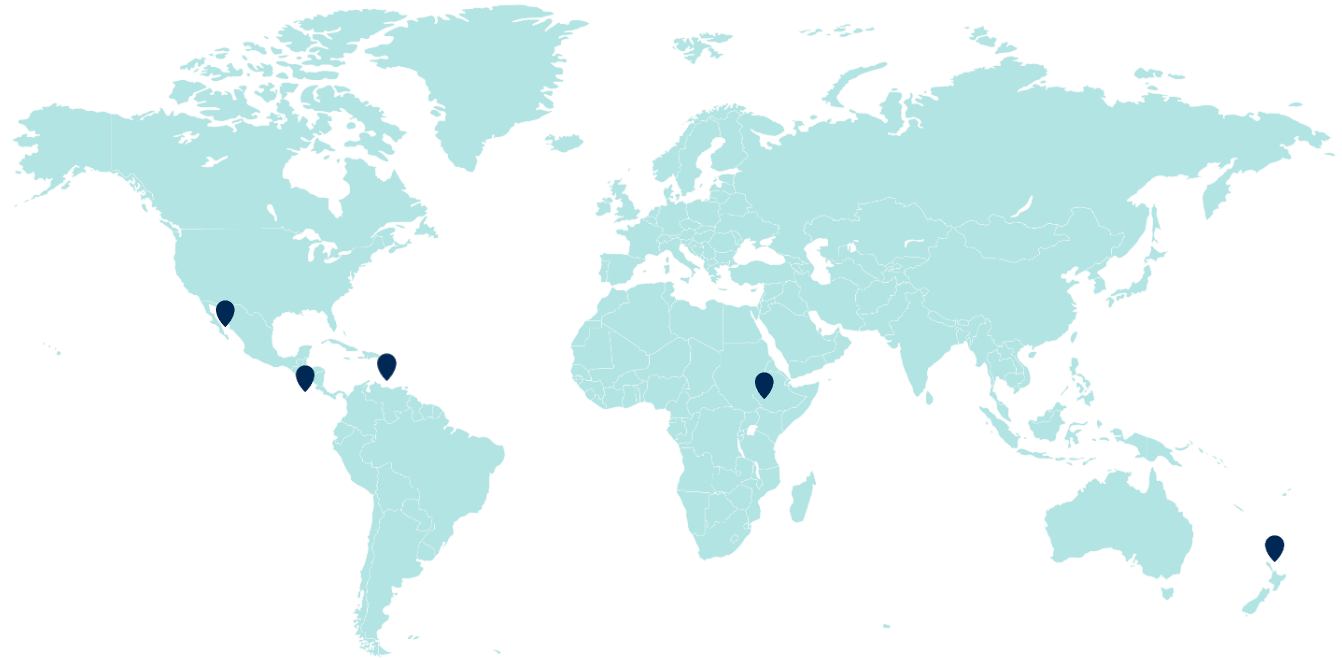
(3) NIL 2 will be commissioned in two stages. Approximately 80 MW (10 MW Ormat's share) will be commissioned in the first quarter of 2018 and approximately 30 MW (4 MW Ormat's share) will be commissioned by mid-April 2018

(4) CD4 projected COD is subject to PPA execution



# DEVELOPMENT AND EXPLORATION PIPELINE TO SUPPORT FUTURE GROWTH

32 prospects under exploration and development to support our growth targets



## **U.S.**

Nevada 15 sites  
California 3 sites  
Oregon 2 sites  
Utah 2 sites  
New Mexico 1 site

## **Central America & Caribbean**

Guatemala  
Honduras  
Guadeloupe

## **Africa**

2 sites  
1 site  
1 sites

Ethiopia

## **Asia Pacific**

4 sites  
New Zealand 1 sites

# ENERGY STORAGE

- Viridity acquisition (March 2017) positioned us to strengthen and expand our presence in the energy storage market
- Post merger integration process was completed
- Developed turnkey and unique offerings with Ormat integration: Battery Storage as a Service, BSAAS systems
- Developing with Viridity three Battery Storage systems in New Jersey
  - A 1MW/1MWh Behind- the-Meter energy storage system
  - Excepted completion: Q1 2018
  - Two 20MW/20MWh In-Front-of-the-Meter energy storage systems
  - Excepted completion: by YE 2018
- Participating in multiple RFPs in the east and west costs

# US GEOTHERMAL ACQUISITION

- **Key highlights:**

- Signed a definitive agreement to acquire U.S. Geothermal for a total consideration of approx.\$110M (on fully diluted basis)
- U.S. Geothermal operates three geothermal power projects in Oregon, Nevada and Idaho
- The operating assets
  - Currently generate approximately 38 MW net
  - Sell power under existing PPAs at favorable price terms with an aggregated contract capacity of 55 MW
- Development pipeline includes a second phase project at San Emidio, Nevada, and additional projects in California, Nevada and Guatemala
- Upon plans to improve the acquired portfolio and implementation of synergies and cost reductions Ormat expects to improve profitability of the operating projects by approximately 50% during 2019
- Closing expected in the second quarter of 2018



# CAPITAL NEEDS FOR 2018

Capital needs (\$M)	
Construction & enhancements	\$156
Maintenance CapEx	\$51
Exploration and development	\$41
Storage activity	\$40
Manufacturing facility	\$12
<b>Total CapEx</b>	<b>\$300</b>
Debt repayment	\$58
Revolving lines of credit	\$51
<b>Total</b>	<b>\$409</b>



## 2018 GUIDANCE<sup>(1)</sup>

2018 Revenue Guidance	(\$M)
Electricity revenues	500-510
Products revenues	180-190
Other revenues <sup>(2)</sup>	8-12
<b>Total expected revenues</b>	<b>688-712</b>

2018 Adjusted EBITDA Guidance	(\$M)
Adjusted EBITDA <sup>(3)</sup>	355-365

(1) As we have not yet closed the US Geothermal acquisition, we did not include any of the expected financial contribution in our 2018 guidance

(2) “Other” segment reflect revenues from energy storage, demand response and energy management related revenue

(3) We expect annual Adjusted EBITDA attributable to minority interest to be approximately \$24M

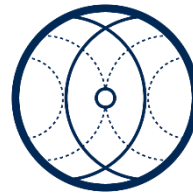
# SUMMARY – CONTINUING EXECUTION



Improve  
efficiencies



Organic  
growth



Strategic  
M&A



New  
activities

Increased electricity segment  
gross margin to:

**42%**

Added approximately

**90 MW**

of organic growth

Signed agreement to acquire  
U.S. Geothermal, which operates

**38 MW**

and has future prospects

Increased electricity segment  
Adjusted EBITDA margin to:

**82%**

Of the added capacity in 2017

**63 MW**

are located in two new regions

Expect to commission in 2018

**3** storage projects in the US

# THANK YOU!

**Contact IR:**

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# RECONCILIATION OF EBITDA ADJUSTED EBITDA

Reconciliation of EBITDA, Adjusted EBITDA  
For the Three and Twelve-Month Periods Ended December 31, 2017 and 2016  
(Unaudited)

Due to the matters mentioned above, for the purposes of this release, we have calculated EBITDA as income before income taxes and equity in losses of investees before interest, depreciation and amortization. We calculated Adjusted EBITDA as income before income taxes and equity in losses of investees before interest, 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 costs, (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.

	Three Months Ended		Year Ended December 31	
	2017	2016	2017	2016
	(in thousands)		(in thousands)	
Income before income taxes and equity in losses of investees	\$ 40,025	\$ 36,683	\$ 170,730	\$ 141,088
Adjusted for:				
Interest expense, net (including amortization of deferred financing costs)	12,860	15,688	53,154	66,418
Equity in losses of investees, net	(267)	(3,001)	(1,957)	(7,735)
Adjustment to investment in unconsolidated company:				
Our proportionate share in interest, tax and depreciation and amortization .....	(265)		(265)	
Depreciation and amortization.....	31,652	25,868	108,693	99,141
EBITDA.....	\$ 84,005	\$ 75,238	\$ 330,355	\$ 298,912
Mark-to-market on derivatives instruments	(700)	(478)	(1,500)	319
Stock-based compensation	1,556	1,774	8,760	5,157
Gain on sale of subsidiary and property, plant and equipment	—	—	—	(686)
Loss from extinguishment of liability	—	—	1,950	5,780
Settlement expenses	—	—	—	11,000
Merger and acquisition transaction cost	760	100	2,460	335
Write-off of unsuccessful exploration activities	1,796	303	1,796	3,017
Adjusted EBITDA.....	\$ 87,417	\$ 76,937	\$ 343,821	\$ 323,834

