



## Interview with Ecoener

Shortlisted company in the International Star category

### What are the key qualities your company has?

- Ecoener is a family-run independent power producer (IPP) with more than 30 years of history in the renewable energy sector. Masters of three technologies - wind, photovoltaic and hydroelectric - and pioneers in the implementation of renewable energies, Ecoener has a concrete vision for a brighter future. Headquartered in Galicia, we employ more than 100 specialists across the globe, and boasts a 15+ year international presence, operations in Guatemala, Honduras, Dominican Republic, Panama, Colombia and Kenya.

### What prompted your company to go public?

- Our primary ambition was to take the leap from a small-scale regional company to a consolidated global corporation. We saw this measure as a great way to finance our growth while maintaining our independence.

### What were the main challenges along the road to becoming public?

- One can't help but feel like they're playing a final, for the whole world to see, during the final stages of preparation for an IPO launch. Indeed, it seemed like a huge gamble, to essentially place an entire year's worth of effort on the line over the course of just a few, critical days. For us, preparing presentations and polishing up our English skills and public speaking abilities was definitely an additional challenge, on top of the Spanish regulator's rigorous requirements concerning the prospectus. The seemingly-endless amount of difficult, perilous work presented an immense challenge, but ultimately, we did succeed in getting our company listed on the exchange.

### What have been the key benefits (for your company) of going public?

- Ecoener's improved visibility resulting from the IPO has greatly facilitated financing, simplified insurance practices, strengthened our balance sheet, and allowed the company to now undertake almost any project that comes our way. It's also enhanced our pool of potential providers, who are heartened by our status as a public company, and new employees, who regard us as an exciting, long-term project.

After going public, what reactions have you had from investors, customers, employees, etc.?

- Our stakeholders and partners were impressed with Ecoener's IPO, which raised 100 million euros, and hailed the company for its impeccable 30+ year track record in renewable energy. They share our conviction that we're ready to expand and upscale rapidly, and that we're ready and able to attract differentiated, high-return projects.

**What experience/advice would you want to share with companies that are thinking of going public?**

- Our recommendation would be to set up dedicated teams, with very precise, reasonably-paced timelines in place. We'd also suggest securing high-quality independent advisers, outside of the investment banks, to maintain your decision-making autonomy.