

Ormat Technologies, Inc.

Second Quarter 2014 Earnings Call

August 6, 2014



Green energy you can rely on

Disclaimer

Information provided during this presentation may contain statements relating to current expectations, estimates, forecasts and projections about future events that are forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995.

These forward-looking statements generally relate to the company's plans, objectives and expectations for future operations, and are based on management's current estimates and projections of future results or trends. Actual future results may differ materially from those projected as a result of certain risks and uncertainties.

For a discussion of such risks and uncertainties, please see risk factors as described in the Annual Report on Form 10-K filed with the securities and exchange commission on February 28, 2014.

In addition, during this presentation, statements may be made that include a financial measure defined as non-GAAP financial measures by the Securities and Exchange Commission, such as EBITDA and adjusted EBITDA. These measures may be different from non-GAAP financial measures used by other companies. The presentation of this financial information is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP.

Management of Ormat Technologies believes that EBITDA and adjusted EBITDA may provide meaningful supplemental information regarding liquidity measurement that both management and investors benefit from referring to this non-GAAP financial measures in assessing Ormat Technologies' liquidity, and when planning and forecasting future periods. This non-GAAP financial measures may also facilitate management's internal comparison to the company's historical liquidity.

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Agenda

- 2014 Second Quarter Prepared Remarks
 - Quarter Highlights and Operations Update: Isaac Angel, CEO
 - Financial Overview: Doron Blachar, CFO
 - Business Update: Isaac Angel, CEO

- Q & A

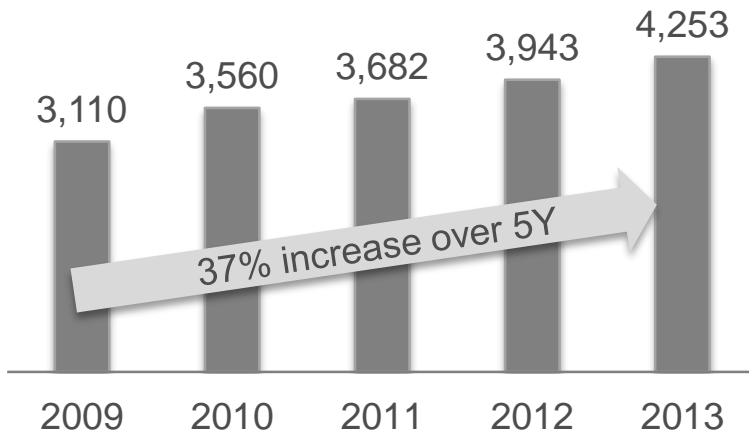
Highlights

Quarterly financial and operational highlights:

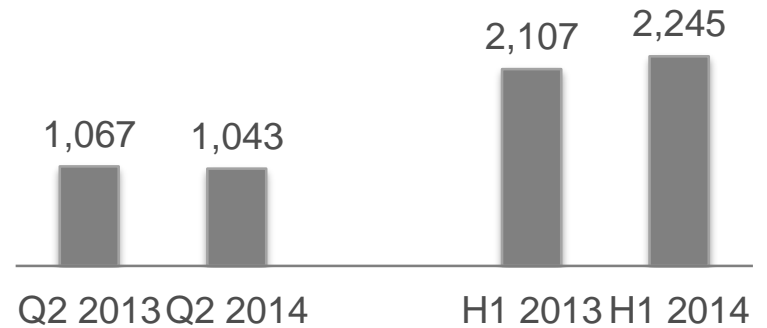
- Quarterly revenues amounted to \$127.6 million, a 16.4% decrease from the second quarter of 2013 as a result of an expected reduction in Product Segment revenues. For the first six months of 2014, total revenues decreased slightly from the prior year by 0.6%;
- Quarterly gross margins reached 31.3% for the second quarter and 34.6% for the first half of the year;
- Adjusted EBITDA for the quarter reached \$59.7 million and \$130.3 million for the first half of the year;
- Net income attributable to the company's shareholders of \$9.1 million, or \$0.20 per share for the second quarter and \$30.7 million, or \$0.67 per share for the first six months of 2014;
- Sarulla Consortium closed a \$1.17 Billion financing agreement;
- Product backlog grew to a record of \$376.0 million primarily with the addition of the Sarulla \$254.0 million supply contract; and
- Isaac Angel became CEO on July 1, 2014

Total Generation(GWh)

Annual



Quarterly



Projects Update

- 30 MW McGinness Hills Phase 2, Nevada - expected on line by Q1 2015
- Mammoth G3 - refurbishment to be completed by 2015
- Sarulla - released for construction following financing closing
- Heber 1 - assessing refurbishment results

- 35 prospects in various stages of exploration, or where activity has yet to begin, in the U.S., Chile Guatemala, New Zealand and Indonesia

Product Segment

- Approximately \$376.0 million backlog as of July 31, 2014
- The backlog includes:
 - Revenues for the period between July 1 and July 31, 2014
 - \$254 million supply contract signed for the 330 MW Sarulla project in Indonesia
 - New contracts signed during the second quarter

CapEx Needs & Sources for the Balance of 2014

As of the end of June 30, 2014

Capital Needs (\$ millions)

62	Construction & Enhancements ¹
20	Development of new projects
18	Exploration activities
8	Maintenance CapEx
3	Production Facility & other

111.0 Total CapEx

41.7 Debt repayment

Total: \$152.7 million

Sources of Capital (\$ millions)

80.1	Cash and cash equivalents
168.4	Unused corporate lines of credit
248.5	Total sources
140.0	OFC 2 - McGinness Hills Phase 2 financing

140.0 Total expected sources

Total: \$388.5 million

1. Enhancement budget is mainly related to Zunil.

Financial Results

Doron Blachar, CFO

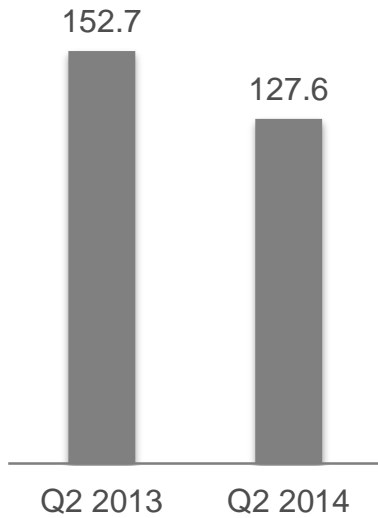


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Total Revenues

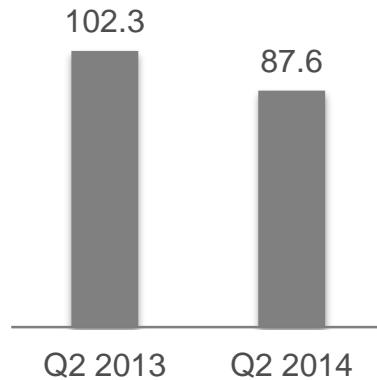
Total Revenues

-25.1 million (16.4%)

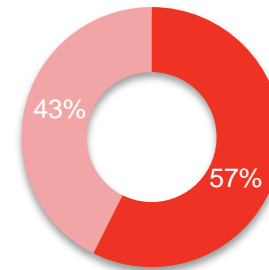


Total Cost of Revenues

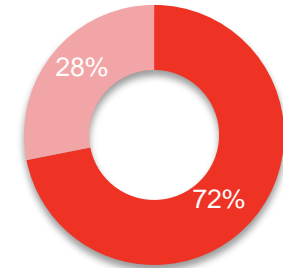
-14.7 million (14.3 %)



Segment Contribution



Q2 2013



Q2 2014

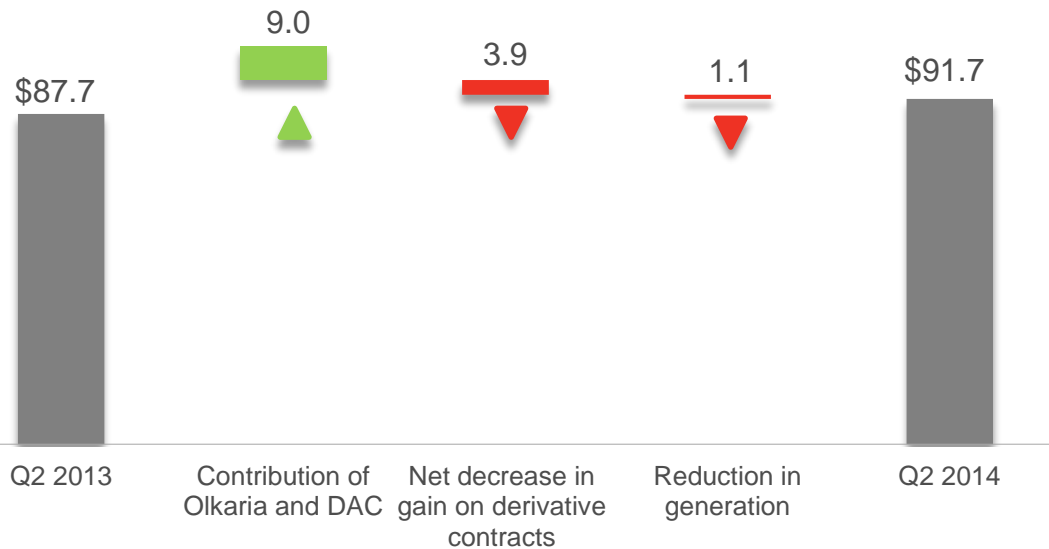
■ Electricity Segment

■ Product Segment

Electricity Segment

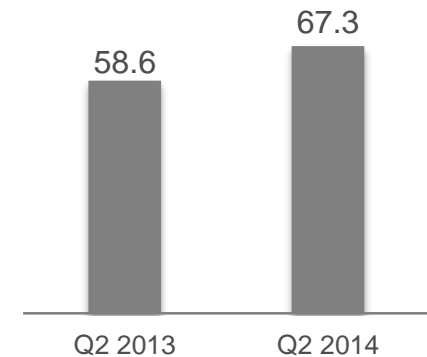
Revenues

+4.0 million (4.5%)



Cost of Revenues

+8.7 million (14.8%)



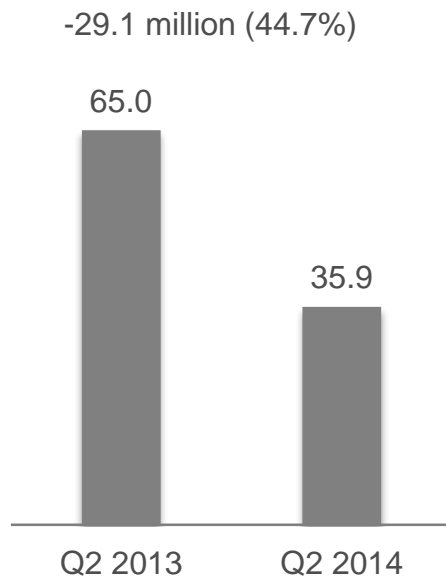
- Average revenue rate was \$88 per MWh in Q2 2014 compared to \$82 per MWh in Q2 2013
- Excluding hedging adjustments, electricity revenues increased 9.3% year-over-year.

- Additional cost of revenues from the new power plants that commenced commercial operation in 2013 and 2014
- Higher costs in the North Brawley power plant due uncontrolled well flow

(1) Net gain on derivative contracts of \$3.6 million in Q2 2013 compared to net loss of \$0.3 million in Q2 2014

Product Segment

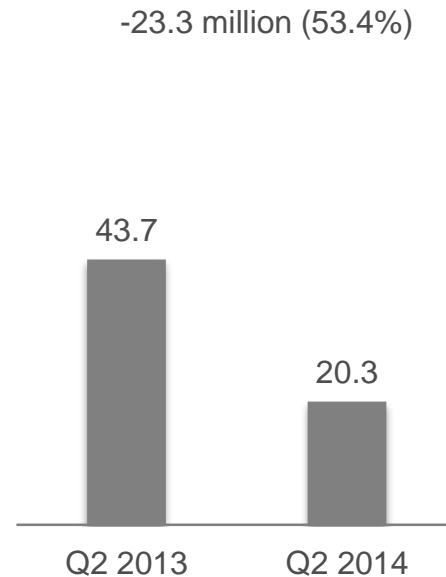
Revenues



Decrease primarily due to:

- Timing of revenue recognition, timing of release of the notice to proceed of certain projects and different product mix

Cost of Revenues

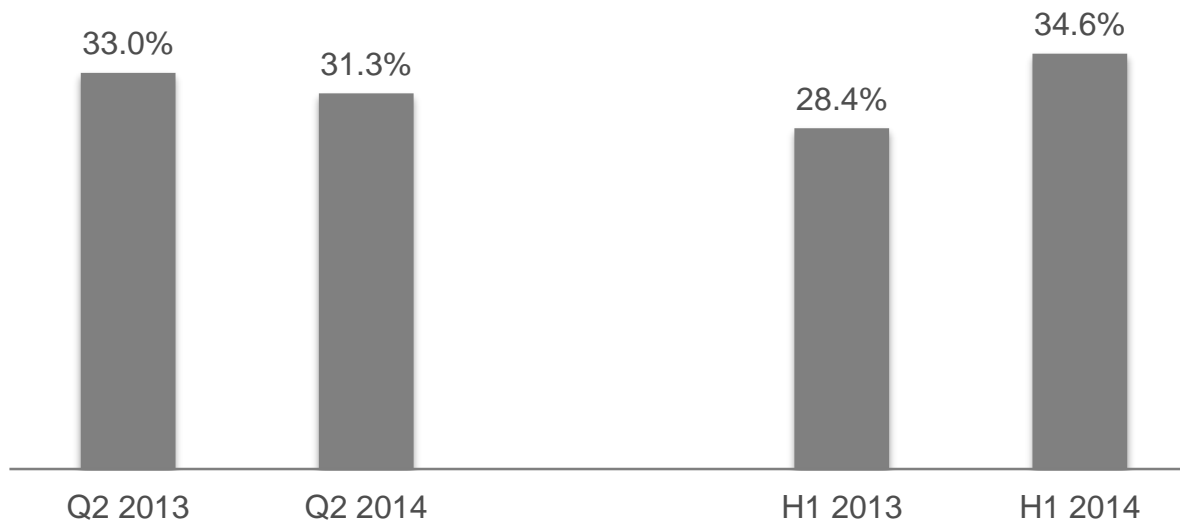


Decrease primarily due to:

- Decrease in revenues
- A reimbursement of costs in Q2 2014, related to the Sarulla Project as a result of the financing of the project

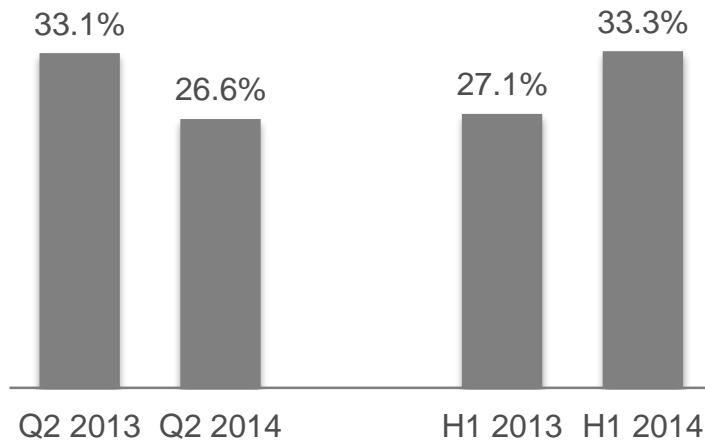
Gross Margin

Combined

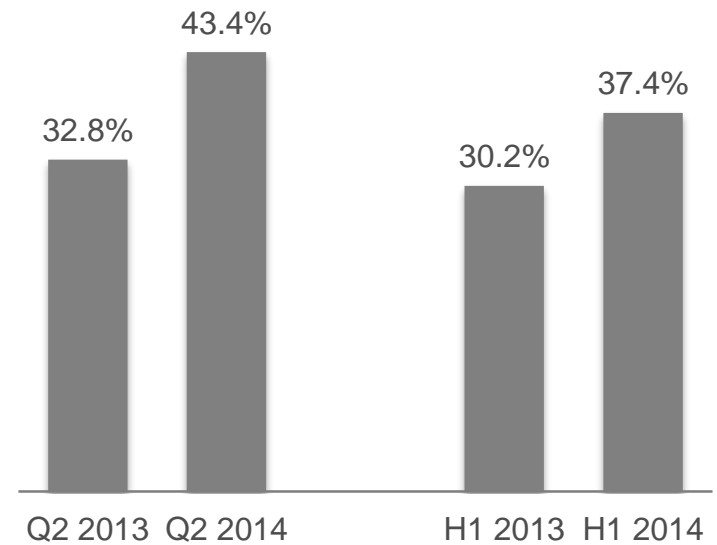


Gross Margin

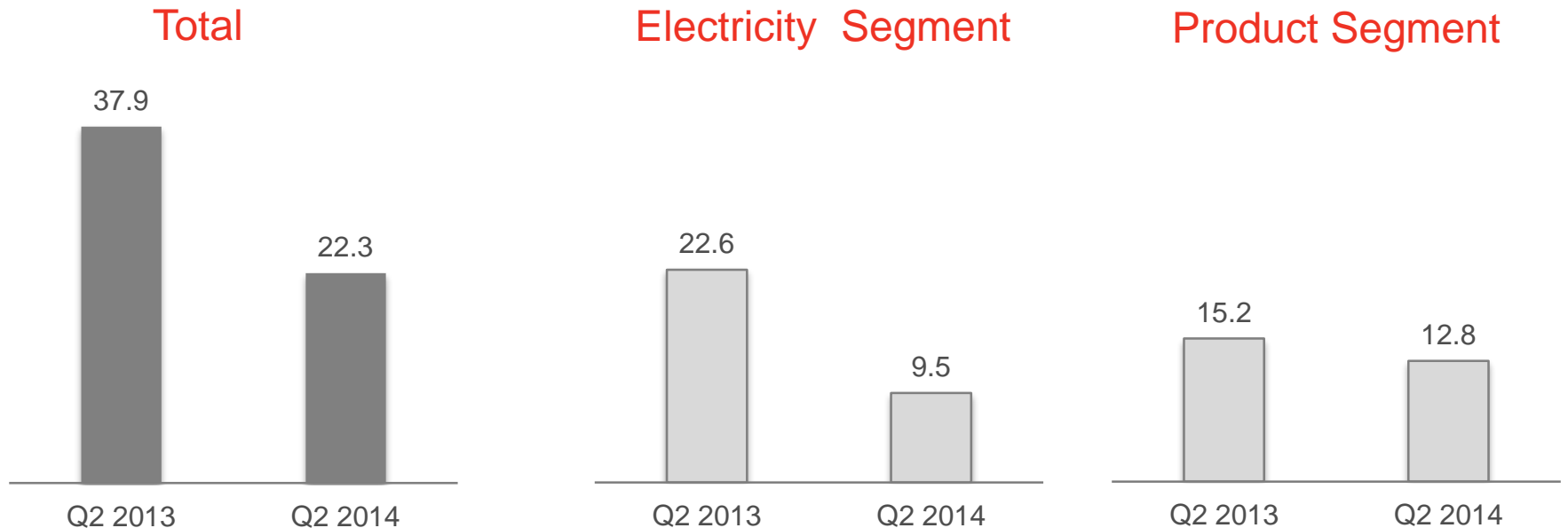
Electricity Segment



Product Segment



Operating Income

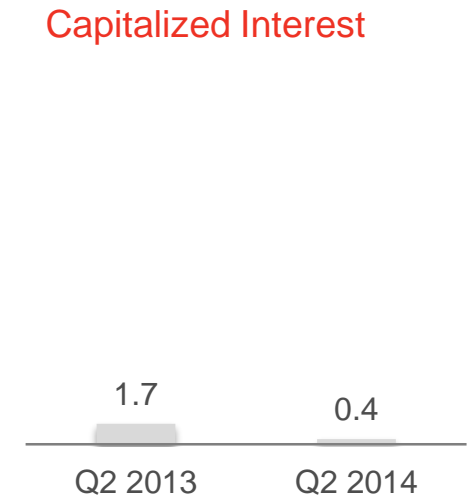
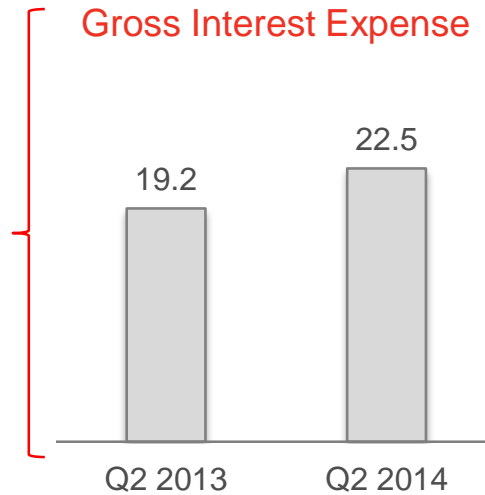
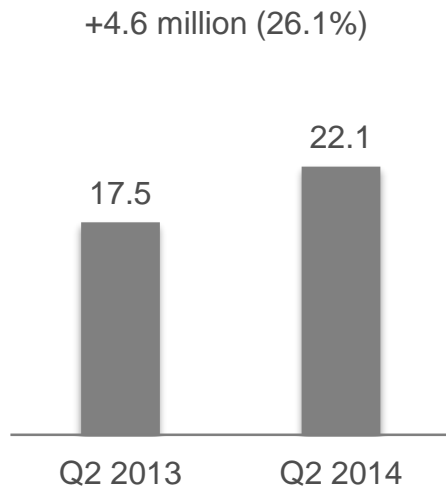


The decrease was principally due to:

- Decrease in gross margin in both Electricity and Product segments which resulted primarily from the increase in electricity cost of revenues and the decrease in product revenues,
- The write-off of unsuccessful exploration activities

Interest Expense, Net

Interest Expense, Net

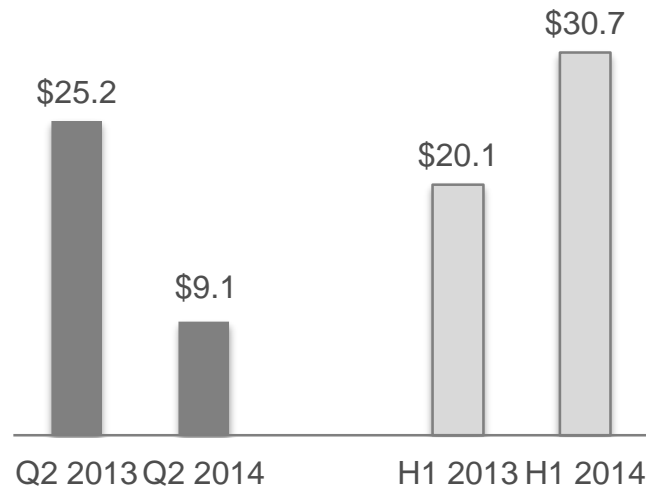


Increase was primarily due to

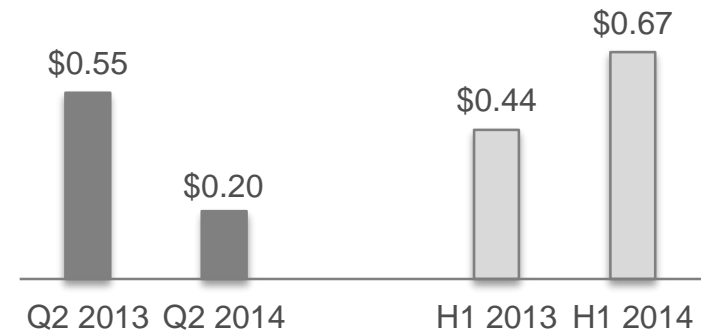
- Increase in interest expense related to new loan received from OPIC
- The conversion of OPIC interest loans from floating interest rate to fixed interest rate
- \$1.3 million decrease related to interest capitalized to projects

Net Income Attributable to the Company's Stockholders & EPS

Net Income Attributable to the Company's Stockholders



Earnings per Share

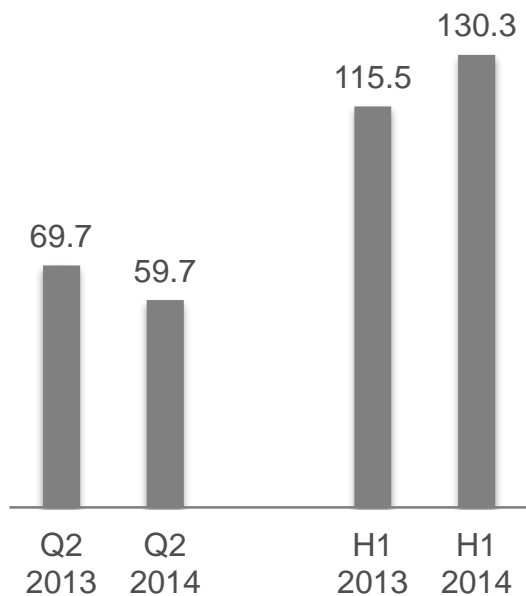


The decrease was mainly due to:

- \$12.1 million decrease in income from continuing operations principally attributable to:
 - \$15.5 million decrease in operating income
 - \$4.6 million increase in interest expense
- The decrease was offset partially by a \$7.6 million gain from sale of Heber Solar project in California
- Excluding the write-off of the Wister site, net income reached \$17.2 Million, or \$0.37 per diluted share.

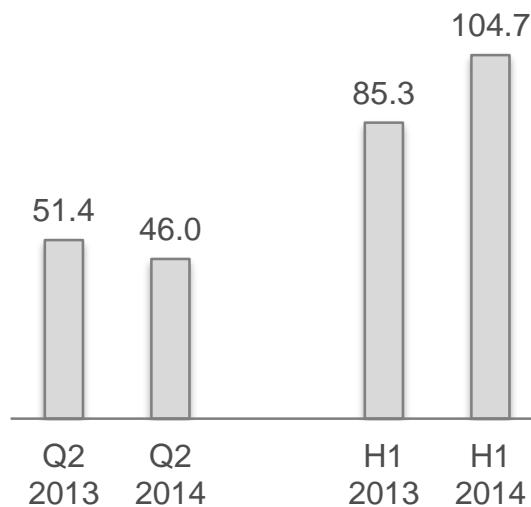
Adjusted EBITDA

Total



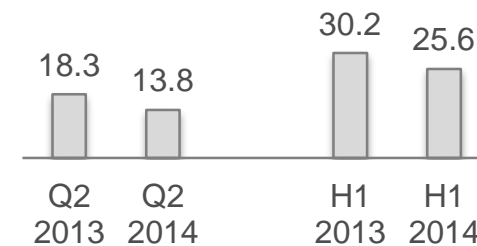
	Q2-13	Q2-14	H1-13	H1-14
D&A	20.9	23.5	42.5	45.6

Electricity Segment



	Q2-13	Q2-14	H1-13	H1-14
D&A	19.9	22.8	40.6	44.1

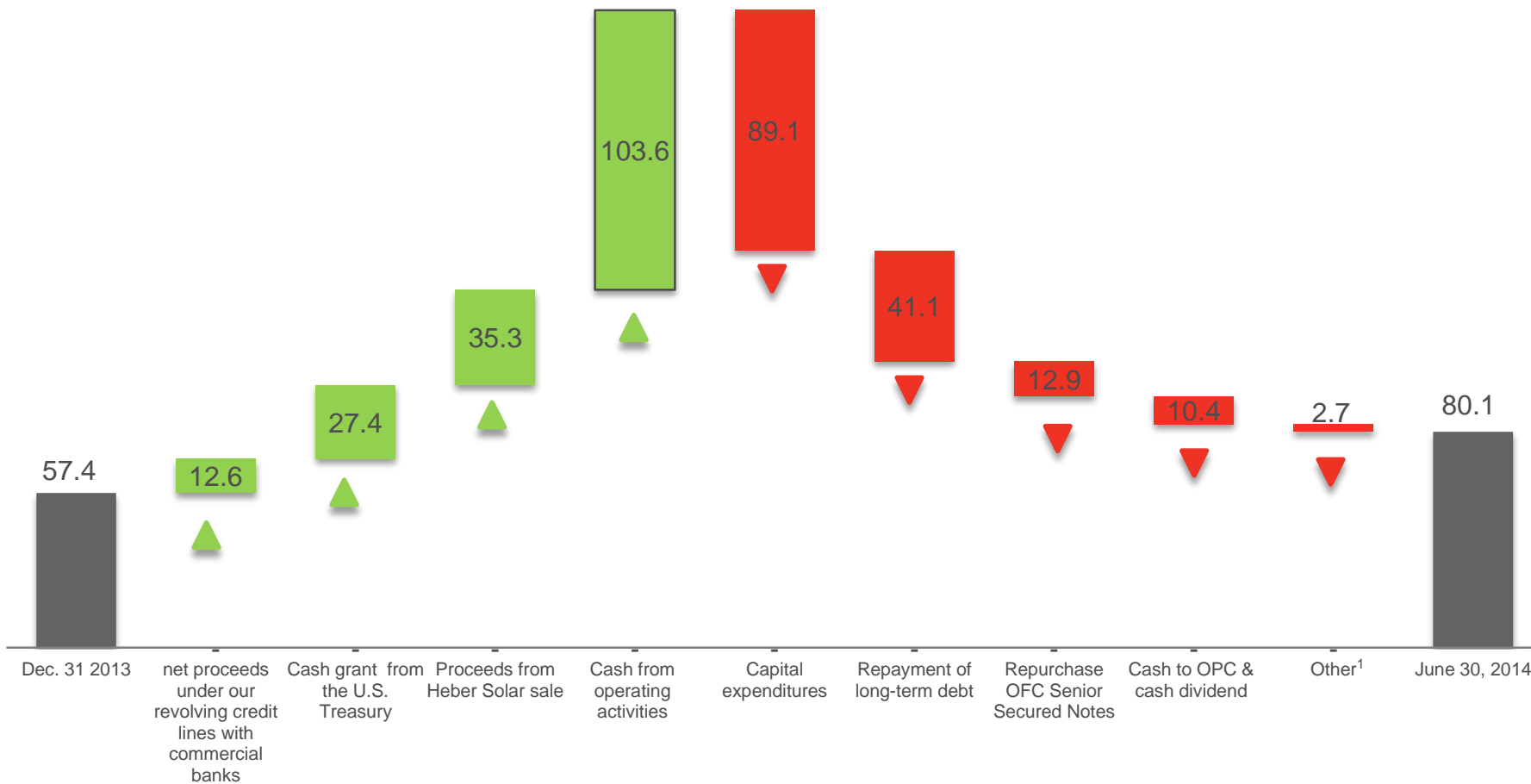
Product Segment



	Q2-13	Q2-14	H1-13	H1-14
D&A	0.9	0.7	1.9	1.4

All amounts in million USD; For EBITDA reconciliation see appendix
 *D&A is excluding deferred financing costs

Cash, Cash Equivalents and Short-Term Bank Deposit



(1) Others include net change in restricted cash, cash equivalents and marketable securities.

Payment of Principal Due by Period

The annual average interest rate for the total debt is 6.0%

	<u>Q3-2014</u>	<u>Q4-2014</u>	<u>Year 2014</u>
Long-term non-recourse debt & limited recourse debt	5,272	5,291	10,563
Senior Secured Notes (non-recourse) due 2020	1,165	15,513	16,678
Long-term loans (full recourse)	3,519	10,948	14,467
Total	\$9,956	\$31,752	\$41,708

	<u>Remaining Total</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>Thereafter</u>
Long-term non-recourse debt & limited recourse debt	321,636	10,563	21,375	43,070	17,995	17,995	210,638
Senior secured notes (non-recourse)	271,354	16,678	31,592	28,859	29,461	26,143	138,621
Total non-recourse debt (55%)	592,990	27,241	52,967	71,929	47,456	44,138	349,259
Revolving lines of credit from banks (full-recourse)*	124,600	0	42,600	82,000	0	0	0
Long-term Loans (full-recourse)	67,934	14,467	19,115	15,228	11,230	7,894	0
Senior Unsecured Bonds (full-recourse)	250,443	0	0	0	250,443	0	0
Total full-recourse debt (45%)	442,977	14,467	61,715	97,228	261,673	7,894	0
Total	\$ 1,035,967	\$ 41,708	\$ 114,682	\$ 169,157	\$ 309,129	\$ 52,032	\$ 349,259

*we expect to renew the revolving bank credit in 2015-6
All amounts in thousands of USD;

Financing Updates

- Sarulla consortium closed \$1.17 billion financing for the world largest 330 MW geothermal power plan
 - Japan Bank for International Cooperation (JBIC)
 - Asian Development Bank (ADB)
- Expect to finance the McGinness phase II project
 - Construction loan and term loan under the OFC 2 Senior Secured Notes
 - Expected \$140.0 million in the second half of 2014

Business & Operations Update

Isaac Angel, CEO



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Revenues Guidance for 2014

- Electricity Segment - between \$370 and \$380 million
- Product Segment - between \$170 and \$180 million
 - Including \$36 million revenues from the Sarulla project
- Total: between \$540 and \$560 million

Regulatory Updates

- Continues supportive legislation to renewable and geothermal
- June 2014 the EPA, under President Obama's Climate Action Plan, released the Clean Power Plan (CPP) proposal to cut carbon pollution from existing power plants in the United States
 - The goals of the proposed program include cutting carbon emission from the power sector by 30 percent nationwide below 2005 levels by 2030
- In May, California State Senate approved the proposed geothermal legislation Senate bill (SB) 1139
 - The bill will require retail sellers to increase their geothermal-powered electricity use by a combined total of 500 MW by 2024

Reconciliation of Adjusted EBITDA and Additional Cash Flows Information

Reconciliation of EBITDA, Adjusted EBITDA and Additional Cash Flows Information

For the six and three-month periods ended June 30, 2014 and 2013(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, excluding impairment of long-lived assets and one-time termination fee. 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 operating activities and net income to EBITDA and Adjusted EBITDA for the six and three-month periods ended June 30, 2014 and 2013:

	Three Months Ended June 30		Six Months Ended June 30	
	2014	2013	2014	2013
	(in thousands)		(in thousands)	
Net cash provided by operating activities	\$ 35,503	\$ 1,734	\$ 103,579	\$ 19,950
Adjusted for:				
Interest expense, net (excluding amortization of deferred financing costs).....	20,152	15,626	39,328	29,962
Interest income.....	(90)	(87)	(201)	(128)
Income tax provision	4,967	6,143	11,287	10,441
Adjustments to reconcile net income or loss to net cash provided by operating activities (excluding depreciation and amortization).....	(788)	46,303	(23,658)	46,246
EBITDA.....	\$ 59,744	\$ 69,719	\$ 130,335	\$ 106,471
Termination fees	—	—	—	8,979
Adjusted EBITDA.....	\$ 59,744	\$ 69,719	\$ 130,335	\$ 115,450
Net cash provided by (used in) investing activities.....	\$ 6,311	\$ (4,925)	\$ (29,012)	\$ (103,169)
Net cash provided by (used in) financing activities.....	\$ (9,621)	\$ (25,543)	\$ (51,801)	\$ 45,484