

Ormat Technologies, Inc. First Quarter 2017 Earnings Call

May 9, 2017



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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 March 1, 2017.

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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.

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.

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Agenda

- First Quarter 2017 prepared remarks
 - Q1 2017 highlights: Isaac Angel, CEO
 - Financial overview: Doron Blachar, CFO
 - Operations & business updates: Isaac Angel, CEO
- Q & A

Q1 2017 Highlights

(\$ millions, except per share amounts)	<u>Q1 -17</u>	<u>Q1 -16</u>	<u>Change</u>
Revenues			
Electricity	\$115.8	\$107.9	7.3%
Product	\$74.1	\$43.7	69.5%
Total Revenues	\$189.9	\$151.6	25.3%
Gross profit	\$74.4	\$63.9	16.5%
Operating income	\$59.5	\$50.5	17.7%
Net income attributable to the Company's stockholders	\$35.3	\$29.3	20.6%
Earnings per share	0.70	0.59	18.9%
Adjusted EBITDA	\$91.8	\$80.2	14.4%

- Product segment backlog remains strong at \$207 million; added approximately \$30 million from new orders
- Closed acquisition of substantially all of the business and assets of Viridity Energy, Inc.
- Commenced commercial operation of the first unit of the Sarulla geothermal power plant, one of the world's largest power plants, in Indonesia

Q1 2017 Highlights

- ORIX will acquire 22% ownership stake in Ormat from FIMI, Bronicki Investments, and senior members of management
- Enter into strategic partnership with Ormat
 - Closing is expected in the third quarter of 2017
- ORIX is one of Asia's leading investors in the renewable energy sector, with a growing global portfolio of renewable energy investments
- ORIX see geothermal as an increasingly important component of the world's overall energy mix
- With ORIX's global presence, access to capital and strong positioning in Asia, Ormat can enhance and accelerate its strategic growth plans in the renewable energy market

Financial Results

Doron Blachar, CFO

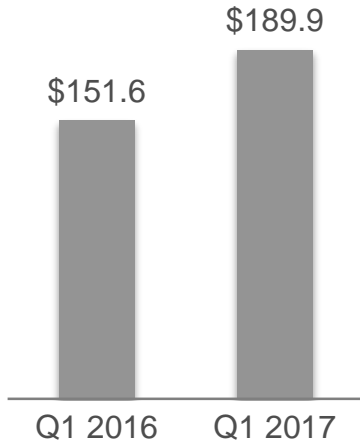


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Total Revenues

Total Revenues

+38.3 million (25.3%)

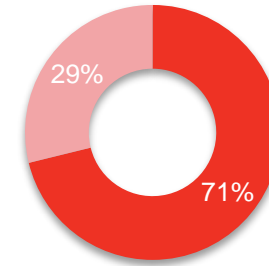


Total Cost of Revenues

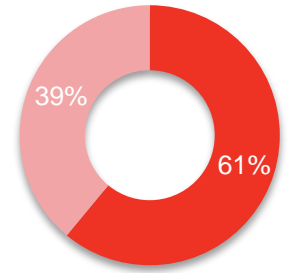
+27.8 million (31.7%)



Segment Contribution



Q1 2016



Q1 2017

■ Electricity Segment

■ Product Segment

Electricity Segment

Revenues

+\$7.9 million (7.3%)



Cost of Revenues

+\$2.4 million (3.7%)



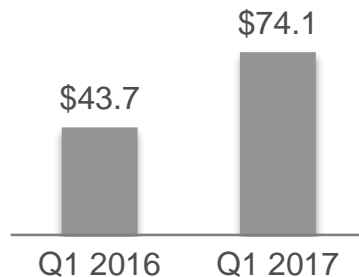
- The consolidation of the Bouillante power plant in Guadeloupe, effective July 5, 2016, with revenues of \$5.4 million for Q1 2017
- Increase in generation in the Puna power plant as a result of successful improvement of the resource performance.

- Additional cost of revenues from the consolidation of the Bouillante power plant

Product Segment

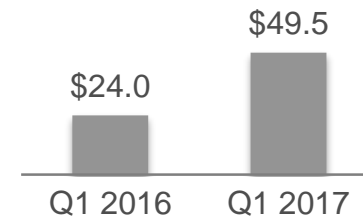
Revenues

+\$30.4 million (69.5%)



Cost of Revenues

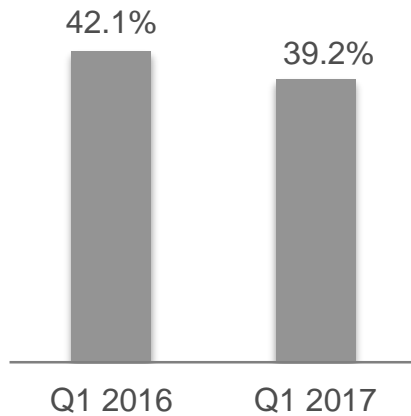
+\$25.4 million (105.7%)



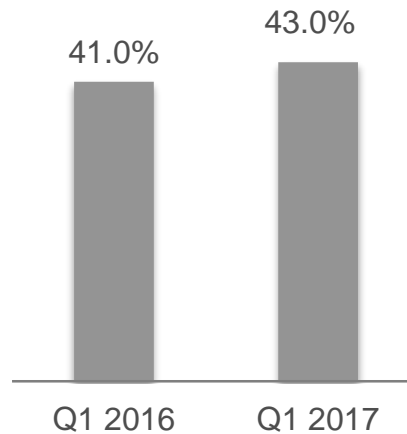
- Start of revenue recognition from two new geothermal projects in New Zealand and China that we started to construct in the Q1 2017
- Approximately \$17.0 million in revenue recognition from our new projects in Turkey, partially offset by other projects in Turkey, which were completed in 2016

Gross Margin

Combined

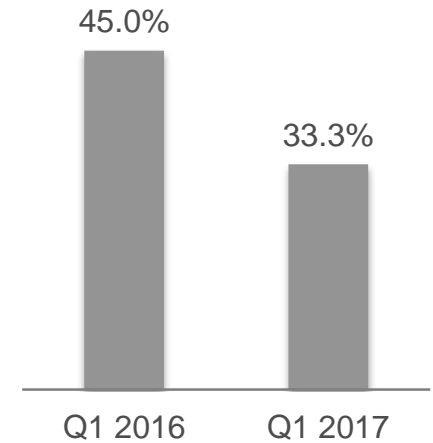


Electricity Segment



- Increase due to higher efficiency in some of our operating power plants

Product Segment



- Decrease due to a different product mix and different margins in the various sales contracts between the periods
- Additional costs associated with our project in Chile

Operating Income

Total

+\$9.0 million (17.7%)



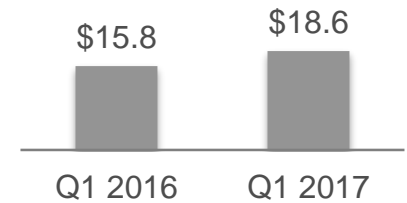
Electricity Segment

+\$6.1 million (17.6%)



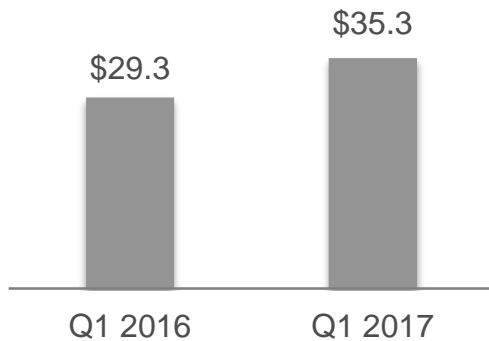
Product Segment

+\$2.8 million (18.0%)

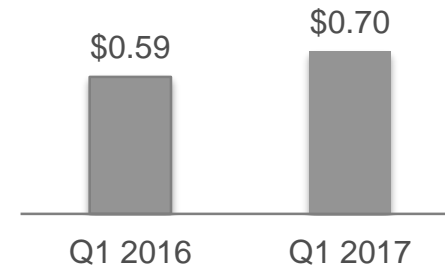


Net Income Attributable to the Company's Stockholders & EPS

Net Income Attributable to the Company's Stockholders



Earnings per Share (Diluted)¹



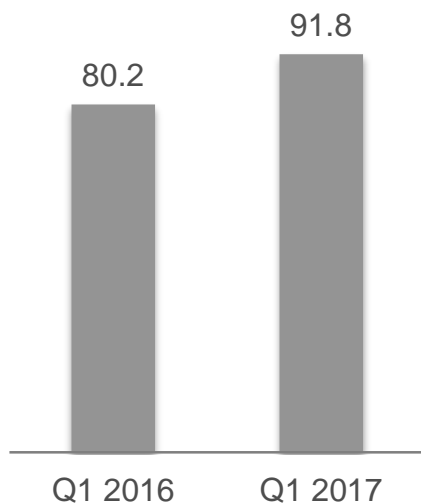
All amounts in million USD;

1. Weighted average number of shares used in computation of earnings per share (diluted) attributable to the Company's stockholders is 50,491 for Q1 2017 and 49,782 for Q1 2016

Adjusted EBITDA

Total

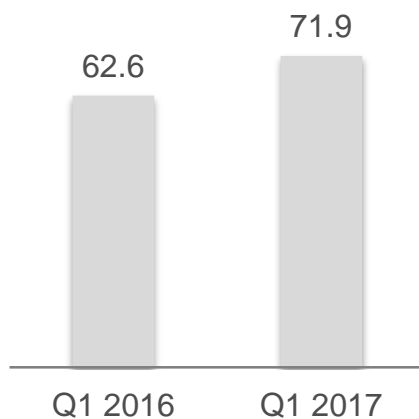
+\$11.6 million (14.4%)



	Q1-16	Q1-17
D&A	24.3	25.5

Electricity Segment

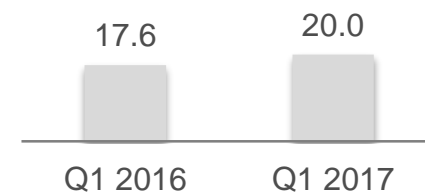
+\$9.2 million (14.7%)



	Q1-16	Q1-17
D&A	23.4	24.7

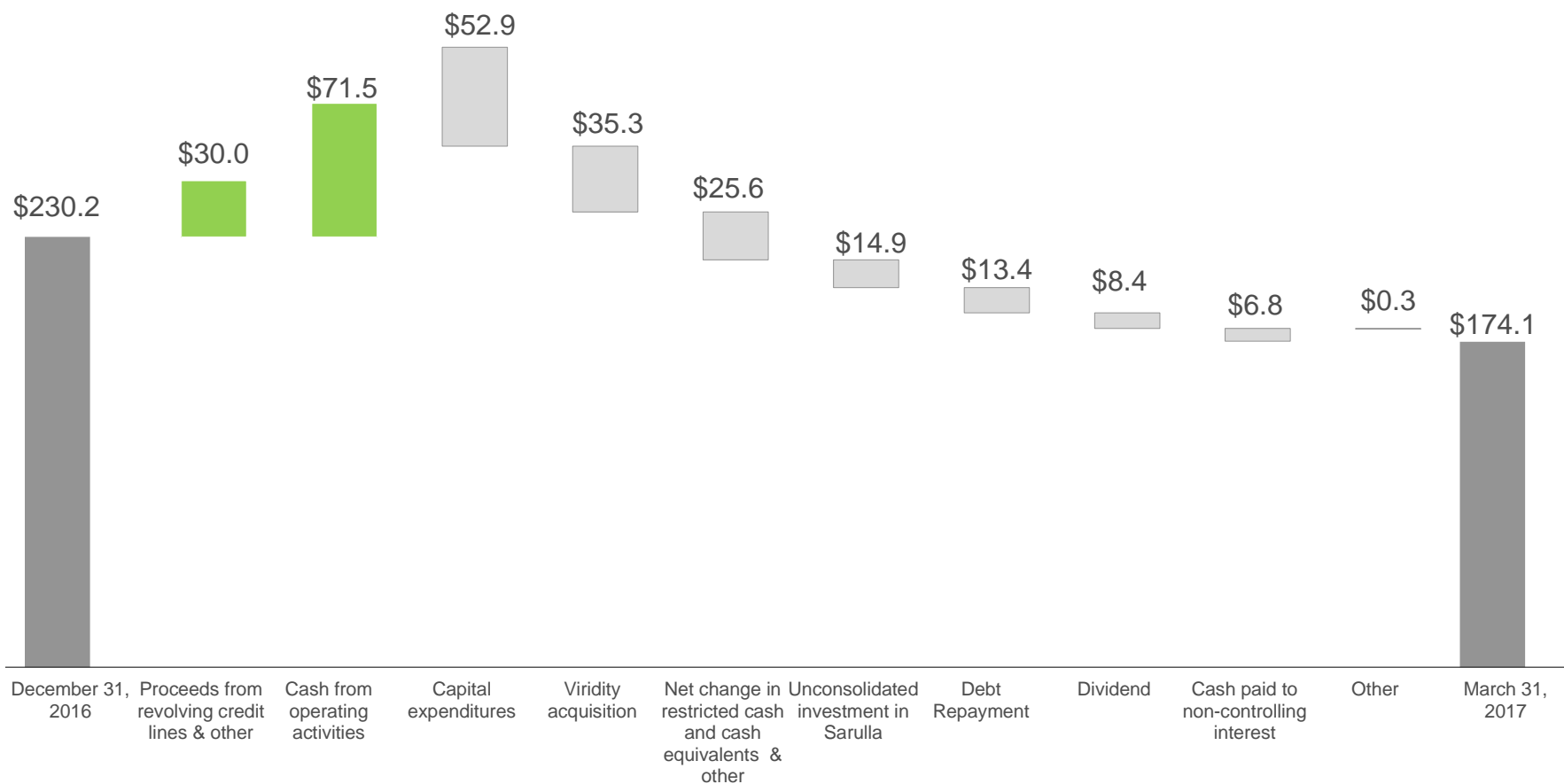
Product Segment

+\$2.4 million (13.5%)



	Q1-16	Q1-17
D&A	0.9	0.8

Cash and Cash Equivalents



Payment of Principal Due by Period

The average interest rate for the total debt is 5.0%

	Q2-2017	Q3-2017	Q4-2017	FY 2017
Long-term non-recourse debt & limited recourse debt	6	5	6	17
Senior Secured Notes (non-recourse) due 2033	10	3	13	26
Long-term loans (full recourse)	4	2	4	10
Total	\$20	\$10	\$23	\$53

	Remaining Total	2017	2018	2019	2020	2021	Thereafter
Long-term non-recourse debt & limited recourse debt	284	17	21	21	21	21	183
Senior Secured Notes (non-recourse) due 2033	386	26	33	33	33	20	241
Total non-recourse debt (69%)	670	43	54	54	54	41	424
Revolving bank credit	30	0	30	0	0	0	0
Long-term Loans (full-recourse)	69	10	11	5	5	5	33
Senior Unsecured Bonds (full-recourse)	204	0	0	0	67	0	137
Total full-recourse debt (31%)	303	10	41	5	72	5	170
Total	\$973	\$53	\$95	\$59	\$126	\$46	\$594

All amounts in million USD;

Operations & Business Updates

Isaac Angel, CEO

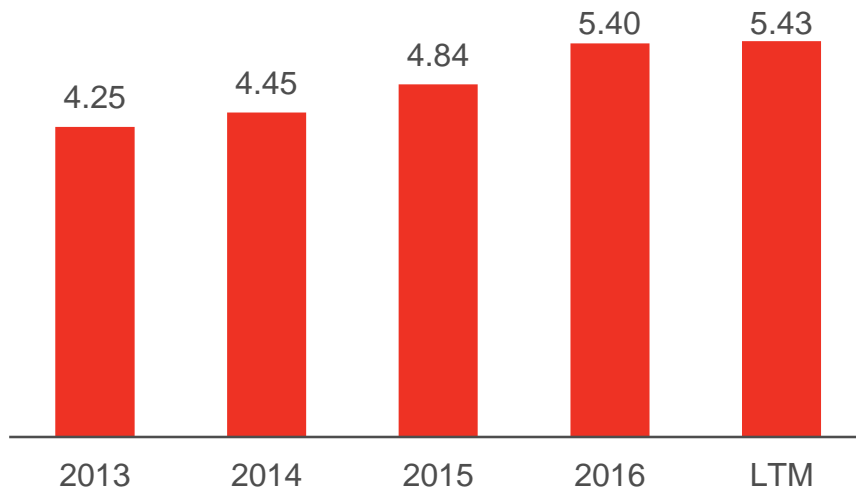


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Generation

- Generation increased by 2.2% in Q1 2017 from Q1 2016
 - Increase in generation at the Puna power plant, Hawaii
 - Consolidation of the Bouillante power plant, Guadalupe (July 5, 2016)

Generation (million MWh)



Product Segment

- Backlog of approximately \$207.0 million as of May 8, 2017
 - Includes revenues for the period between April 1, 2017 and May 8, 2017
- Signed new contracts for a total of \$30 million
- We expect overall lower margin for the products segment compared to previous years

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 200MW and 210MW by YE 2019



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

¹ Ormat's share is 12.75% in Sarulla

Energy Storage

- 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



Global Business
Development



EPC &
Operation



Funding



Energy Storage
Management
Software



Battery



Technology Provider

Capital Needs for the Remainder of 2017

Capital Needs (millions)

\$125	Construction & enhancements
\$25	Development
\$30	Maintenance CapEx
\$14	Exploration
\$3	Production facility
\$197	Total CapEx
\$53	Debt repayment
<hr/>	
\$250	Total

2017 Guidance

- We are reiterating our 2017 full-year guidance:
- **2017 revenues guidance between \$680 million and \$700 million**
 - Electricity Segment - between \$460 million and \$470 million
 - Product Segment - between \$220 million and \$230 million
- **Adjusted EBITDA 2017 guidance:**
 - Between \$340 million and \$350 million
 - Annual Adjusted EBITDA attributable to non-controlling interest of approximately \$23 million

Q&A



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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 thousands)	
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