

Scatec

# Capital Markets Update

23 March 2021



**Scatec**

# Building a global leader in renewables

Raymond Carlsen, CEO





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The following presentation contains unaudited pro forma financial information which has been prepared solely for illustrative purposes to show how the acquisition of SN Power might have affected the financials of the group if the acquisition had occurred at an earlier date. All pro forma financials in this presentation are unaudited.

Alternative performance measures (APM) used in this presentation are described and presented in the fourth quarter report of the group for 2020.







# Building a global leader in renewables

- Realising **15 GW** by end of 2025
- Proven **business model**
- Team with a **growth track record**
- **Solid cash flow** to fund growth
- **ESG** at the center





# The world can be powered by renewables in 2050

**60%**

increase in global  
electricity demand

**75%**

demand covered by  
renewables

Fossil from **64%**  
to **20%** market  
share

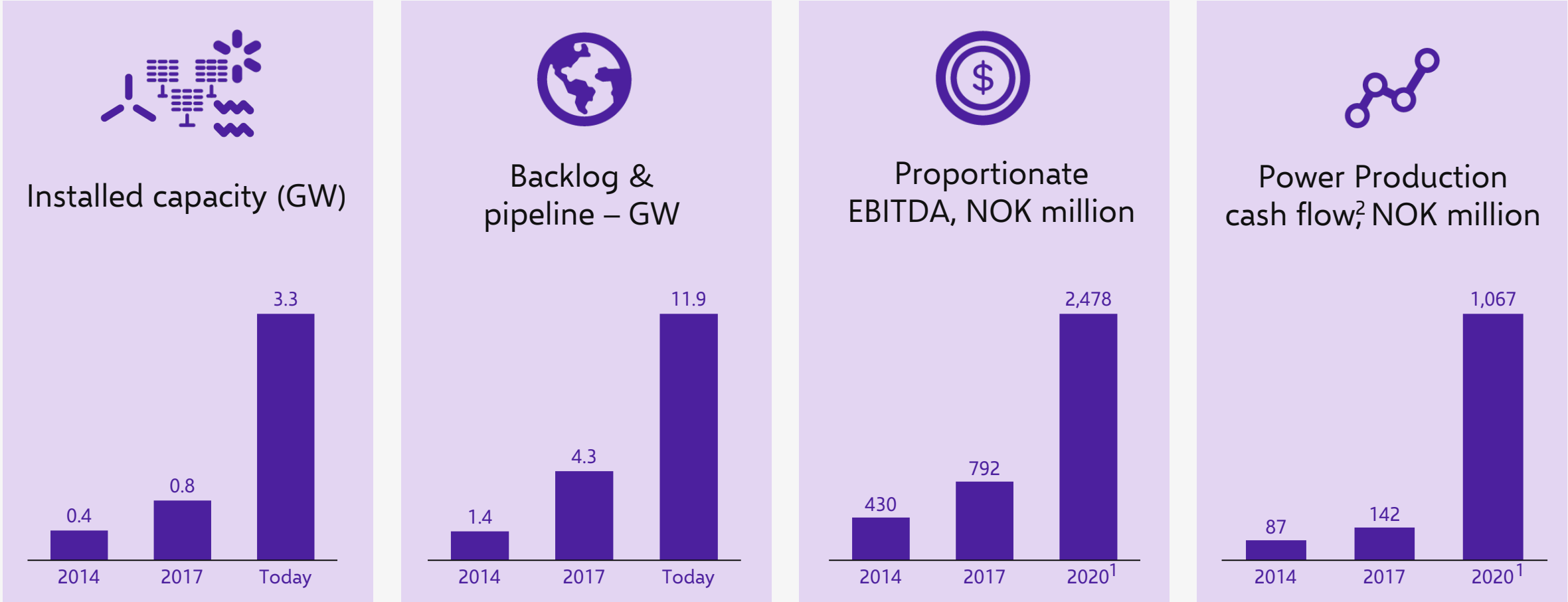
Solar, wind, hydro  
& storage share of  
energy mix from  
**36%** to **73%**

**USD 500 billion**  
Annual renewables  
investments



# Scatec has grown significantly since the IPO in 2014

- invested NOK 34 billion<sup>3</sup>



6

1) 2020 EBITDA and cash flow pro forma including SN Power  
2) Cash flow to Equity form Power Production  
3) In total, including SN Power



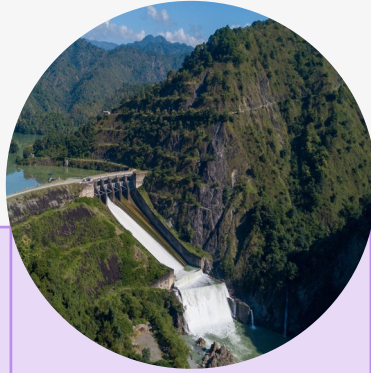
## Key achievements since our 2019 Capital Markets Update



Broadened growth strategy  
- building a **global leader in renewables**



Global footprint expanded to 35 countries  
Backlog and pipeline **increased to 11.9 GW**



Acquired leading hydropower player SN Power  
- added significant cash flow and assets



Grid connected **446 MW** new capacity in four countries



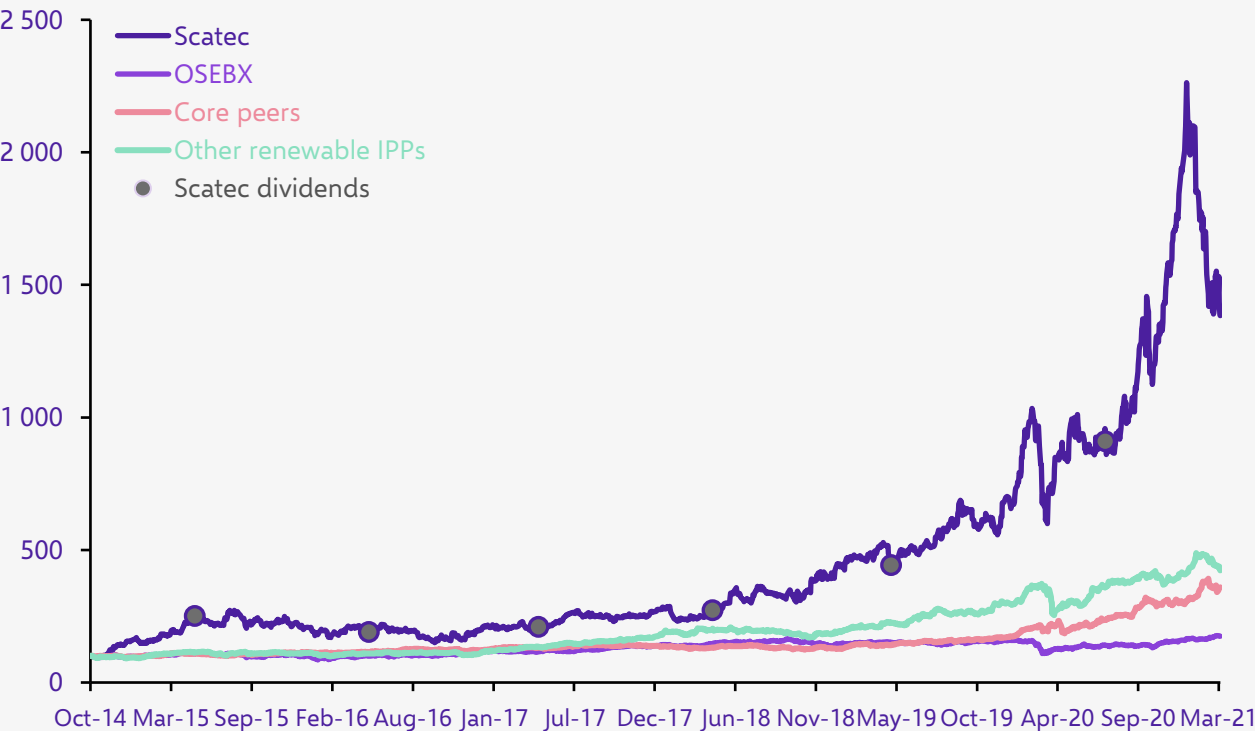
**Strong ESG performance**  
- top ratings from leading ESG agencies



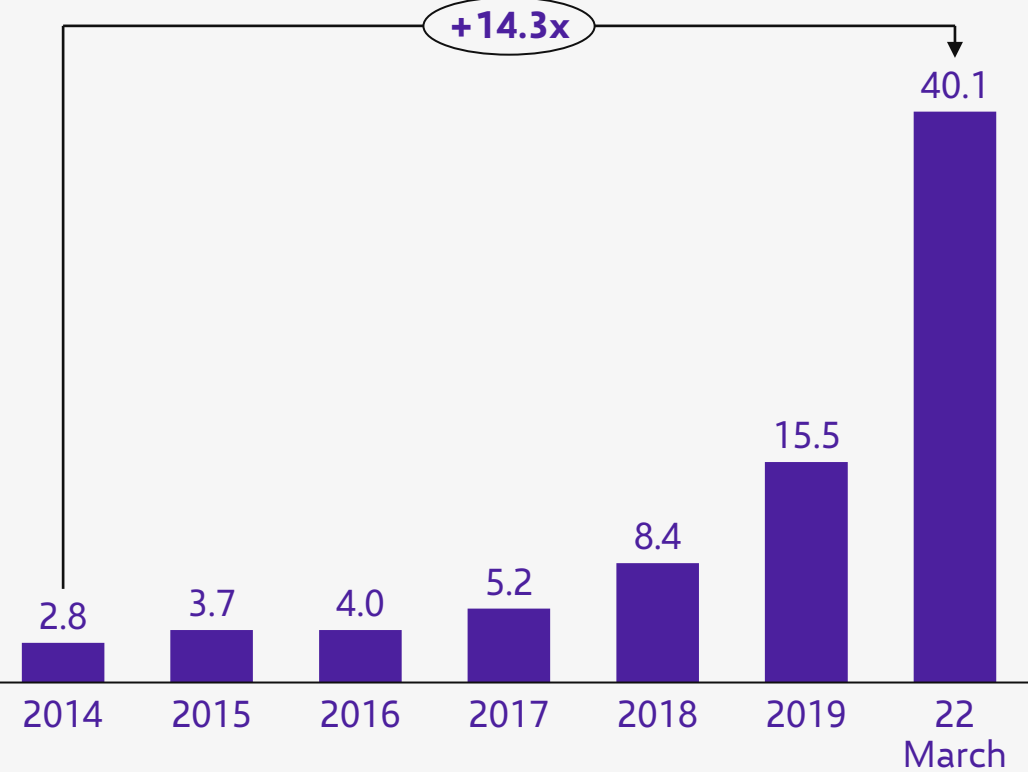


# Strong shareholder value creation

Share price development since IPO (NOK)



Market cap growth since IPO (BNOK)



Source: Factset as of March 19, 2021  
Note: Rebased to 100; Dividends reinvested on payday; Core peers includes Northland Power, Neoen and Valtia; Other renewable IPPs includes Falck Renewables, ERG, Albioma and Boralex.



# A broad and growing asset portfolio

## Scatec in brief



Develop, build, own and operate renewable energy



3.3 GW in operation and under construction



More than 500 employees in 24 countries

### Latin America

257 MW



### Europe & Central Asia

153 MW



### Africa & Middle East

1,175 MW



### Rest of Asia

1,449 MW



1,574 MW



1,422 MW



39 MW



## We continue to lead and are broadening our growth strategy



**Build a global leader**  
across solar, hydro,  
wind and storage



Focus on new and existing  
**high growth markets**  
**and a broader offering**



Continue to **adapt our**  
**business model** to a  
changing market

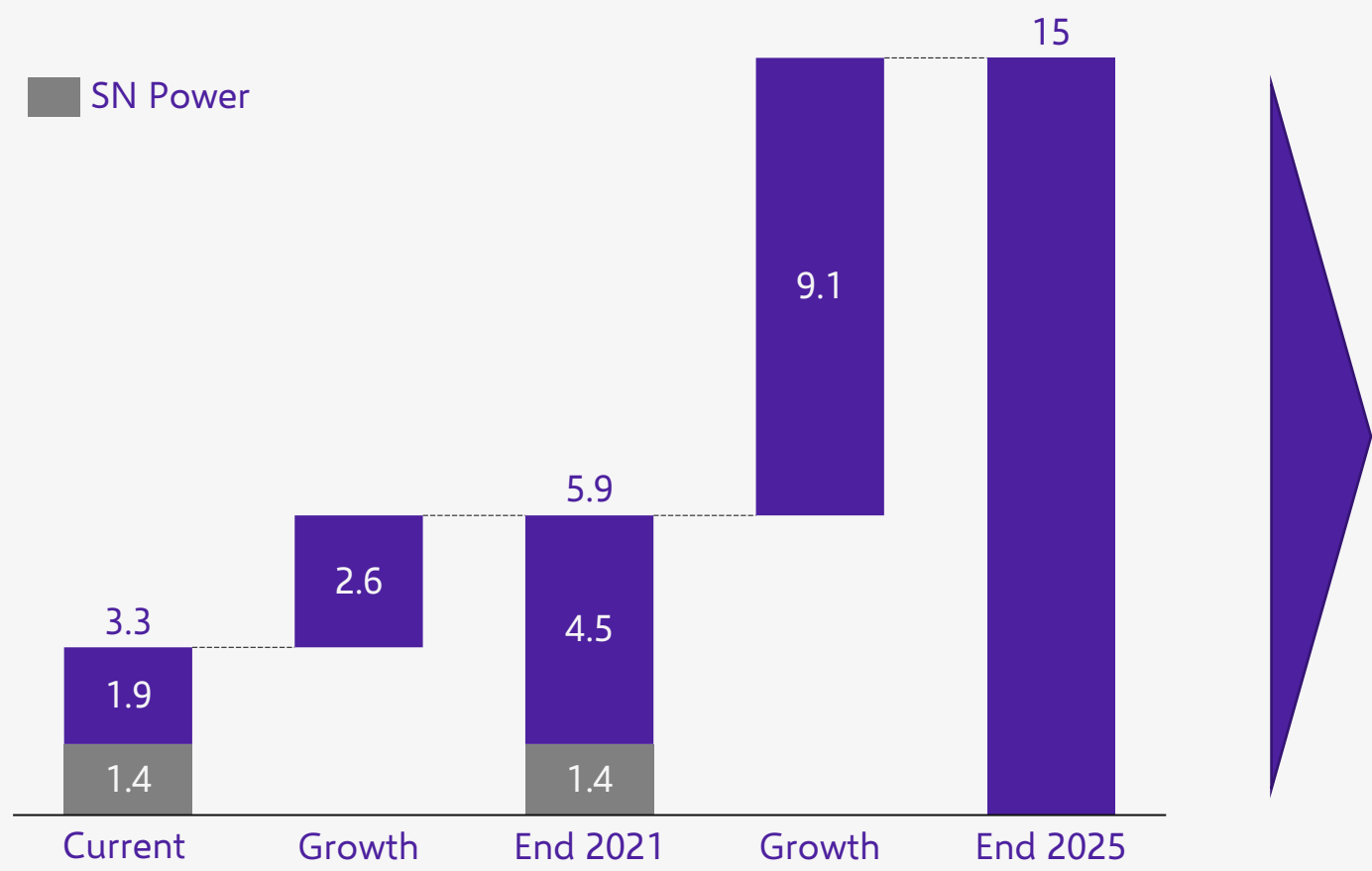






# 4.5 GW by end 2021 and 15 GW by end 2025

GW – In operation and under construction – 100% basis



## 2021

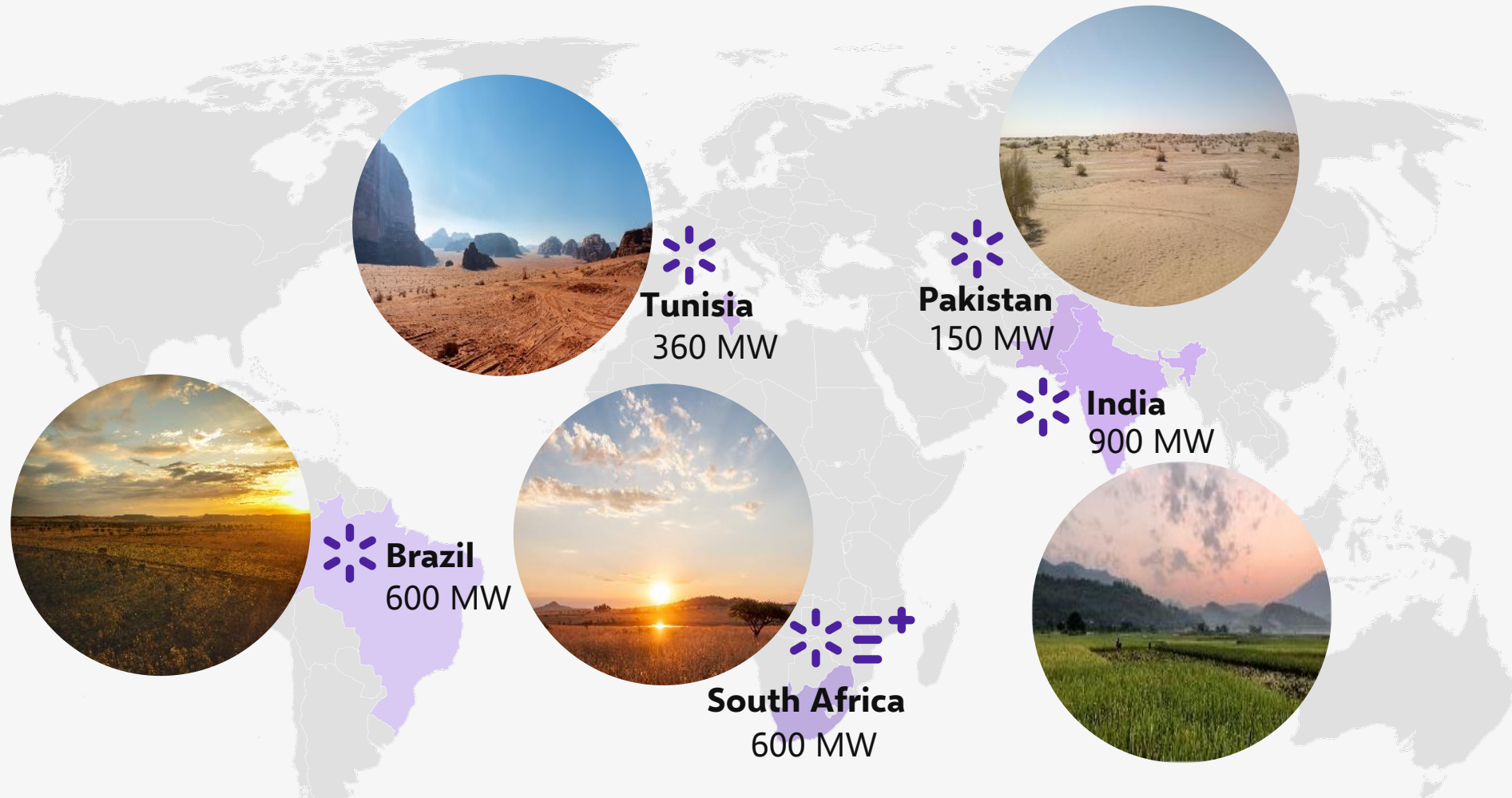
Delivery of large solar projects in India, Brazil, Tunisia, South Africa & Pakistan

## 2025

Continued growth in pipeline and conversion of projects across key regions and technologies



## 2.6 GW in 2021 to be delivered from five large projects























## A proven business model across renewables

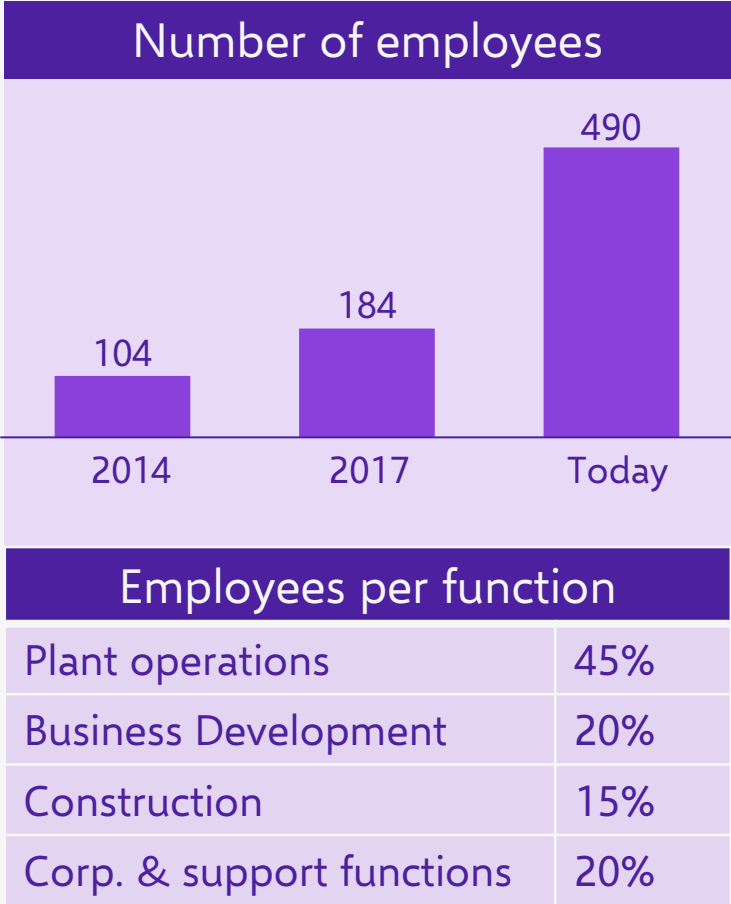
- Scatec role in wind and hydro expected to be similar to solar

	Develop	Build	Own	Operate
Scatec's role	Lead developer	Engineering, procurement and construction management	Scatec target equity of 50-60%	Scatec to provide O&M and Asset Mng. services
Solar				
Wind				
Hydro				
Hybrid systems				



# An agile organisation with a track record of delivering growth

- Experienced global team – developed and built >6 GW across technologies
- M&A capabilities
- Strong result-driven and value-based culture
- Matrix organisation with focus on enterprise leadership





## A leading position in ESG

- Experience from navigating complex markets
- Identifies ESG project risks early with dedicated teams on the ground
- A net positive carbon footprint – and set targets for reductions in direct emissions
- Comprehensive ESG reporting and close monitoring of regulations (e.g. EU Taxonomy)



**Rating summary: Low risk**  
#1 of 450 – Utilities  
#1 of 48 – Renewable power producers



**Rating: A- (excellent)**  
Status: Prime  
Prime threshold: C+



**Rating: AAA (top rating)**  
Highest scoring range  
relative to global peers



**Rating: A**  
Carbon Disclosure Project  
Top score





## Staying selective when investing

### - Operating cash flow funding growth

- Power Production: **Avg. Equity IRR on investments: 12-16%**
- Development & Construction gross margin: **10-12%\***
- 15 GW representing **NOK 100 billion** of capex
- Scatec equity investments of **NOK 15-20 billion**
- Liquidity available & operating cash flow until 2025: **NOK 14-16 billion\*\***

(\*) D&C revenues expected to average 50-70% of project capex

(\*\*) Cash flow to Equity across all segments net of shareholder dividends





# A NOK 100 billion business plan towards 2025

## - Building on our key strengths



**15 GW  
capacity\* by  
end of 2025**



Renewables in high  
growth markets



A proven business  
model



Agile organisation with  
a growth track record



Financial discipline  
and solid cash flow



Leading in ESG



Strong partnerships

(\*) In operation or under construction..

**Scatec**

# Solar and wind

Terje Pilskog, EVP Project  
Development Solar & Wind



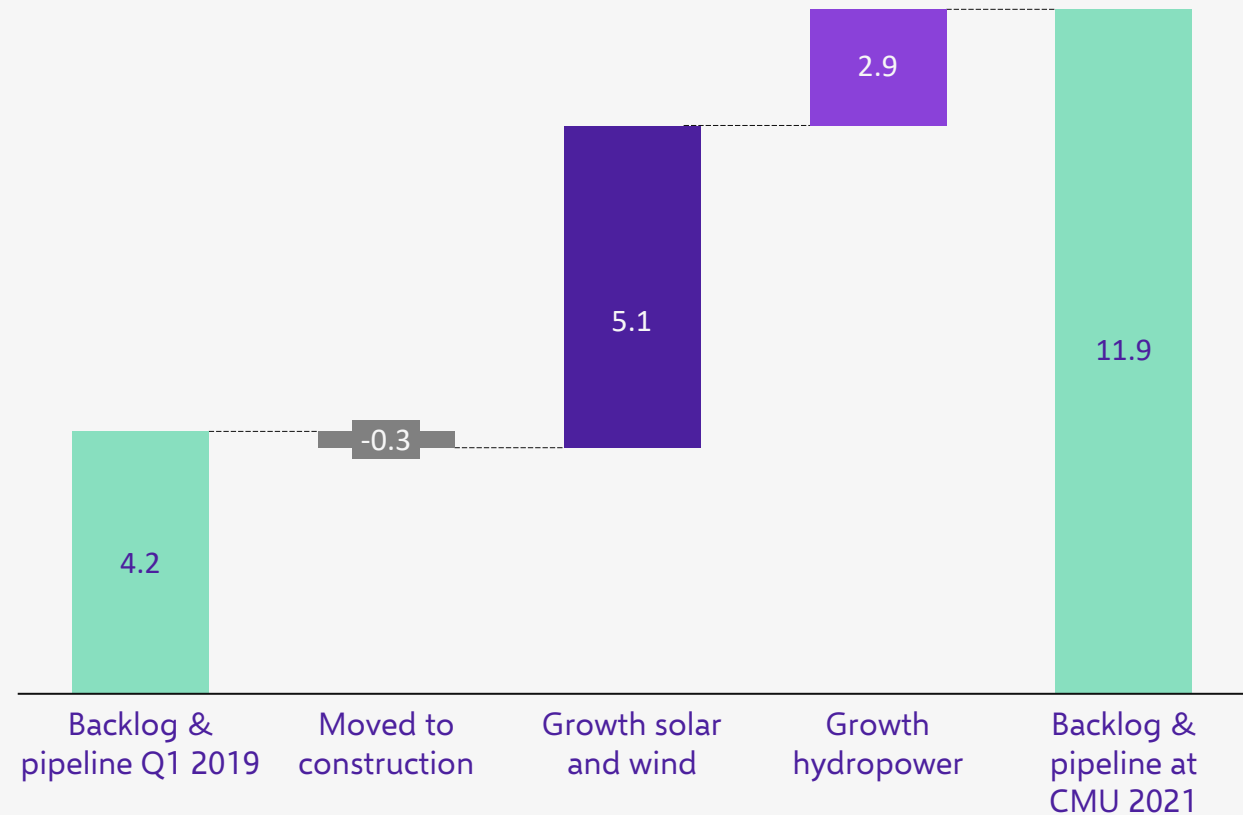




## Consistent positive development in pipeline

- Structured work over many years
- PV, wind, hybrids and hydro
- Projects increasing in size
- Broad opportunity space beyond pipeline
- Comfort related to future growth targets

### Backlog and pipeline development last two years, GW





## Key principles of development strategy

### Growth markets

Predictable,  
sizeable growth  
markets  
Market  
understanding

### Early development

Secure rights  
early  
Capture value  
from develop-  
ment work

### Partners

Local developers  
Global network of  
partners  
Financing  
institutions

### Integrated

Optimize projects  
Ensure  
competitiveness  
Manage  
complexities  
Attractive partner

### Multi- technology

Broad  
competence  
Seek hybrid  
opportunities  
Market synergies



## Multi technology broadens opportunity space in key markets

	Size (GW)	RE (%)	PV	Wind	Hydro	Hybrids	State PPA	Corporate PPA	Merchant
South Africa	60	17%	✓	✓		✓	✓	✓	
Brazil	71	29%	✓	✓			✓	✓	✓
India	378	28%	✓	✓	✓	✓	✓	✓	
Vietnam	56	19%	✓	✓	✓		✓		
Philippines	25	15%	✓	✓	✓	✓		✓	✓





## First operational project in Vietnam

- 39.4 MW Dam Nai Wind power plant
- Located in the Ninh Thuan province
- Operating since 2018
- Consists of 15 Siemens WTGs, each of 2.6 MW, 80m hub height
- ~123 GWh/yr generation
- USD~10.5 million annual revenues, dollar-pegged on 20-year PPA
- Non-recourse financing from the Bank for Investment and Development of Vietnam (BIDV)





## Key mature projects to reach Financial Close in 2021



### **Pakistan, 150 MW**

- Financial Close reached
- 75% leverage
- 75% equity stake



### **Tunisia\*, 360 MW**

- Backlog
- Tariff awarded
- 75% leverage
- 50-60% target equity stake



### **Brazil, 101 MW**

- Backlog
- Blended off-take
- Kroma and Equinor partners
- 60% leverage
- 40% equity stake



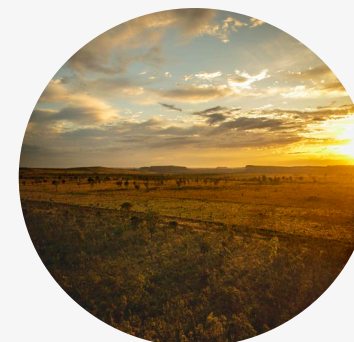
### **India, 900 MW**

- Pipeline
- Tariff awarded
- 75% leverage
- 50% equity stake
- No EPC



### **South Africa, 600 MW**

- Pipeline
- Bid into RMIPP\*\*
- 80% leverage
- 51% equity stake



### **Brazil, 530 MW**

- Pipeline
- Equinor and Hydro partners
- Negotiating off-take
- 70% leverage
- 33% equity stake





## First financial close in 2021 - the 150 MW Sukkur project in Pakistan

- Key project information:
  - Capex est. USD 100 million
  - Annual production: 305 GWh
  - Ownership: Scatec 75%, Nizam Energy 25%
- Scatec to provide EPC, O&M and Asset Management Services to the project
- 75% project finance from FMO, Faysal Bank, Bank of Punjab and PAK Kuwait Investment
- Start of construction expected in 1H 2021
- Pakistan has plans to increase the share of renewable energy to 30% by 2030



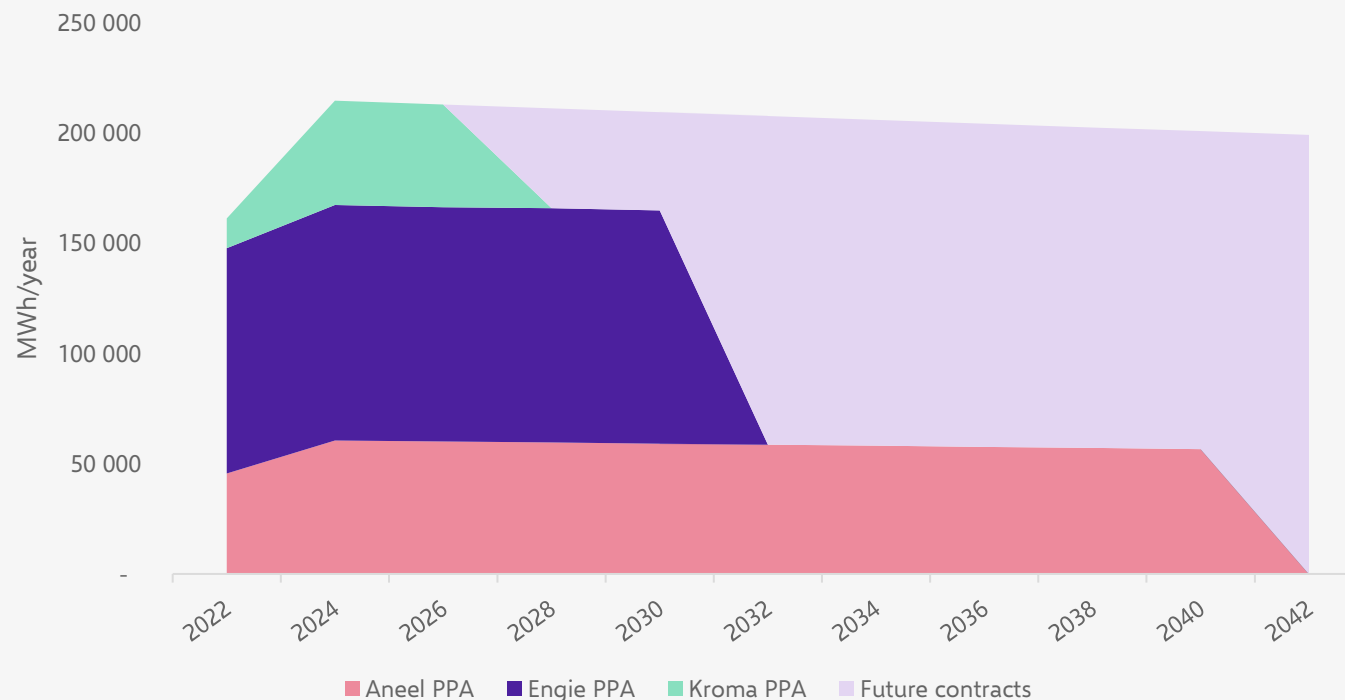




## First project in merchant market with blended contract portfolio - The 101 MWp Sao Pedro and Paulo (SPP) project

- Located in Flores, Pernambuco
- 40/40/20 equity participation by Scatec/Equinor/Kroma
- Financing from Banco do Nordeste (BNB)
- Financial Close 2021 and COD in 2022
- Awarded a 20-year regulated PPA with ANEEL for 25% of generation
- Signed a 10-year PPA with Engie for 50% of the volume
- Remaining energy to be contracted in the Brazilian Free Market

**SPP energy contracting strategy**

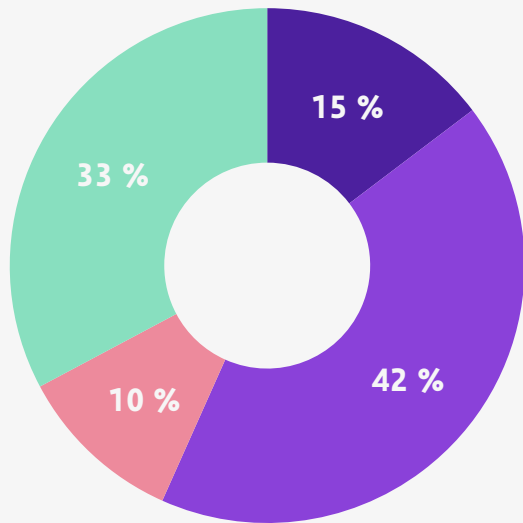




# The 12 GW development portfolio

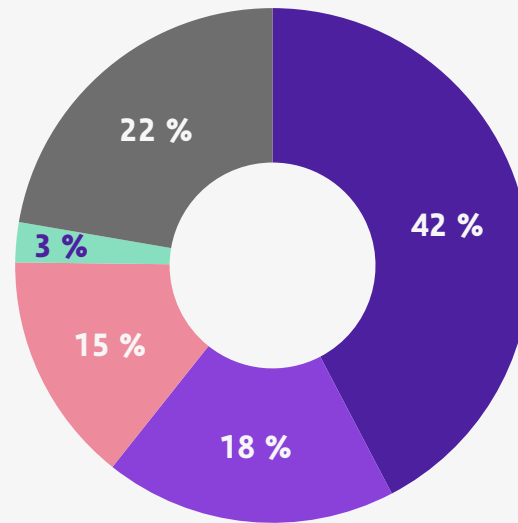
## - Broadening across geographies, technologies and off-take

Regions



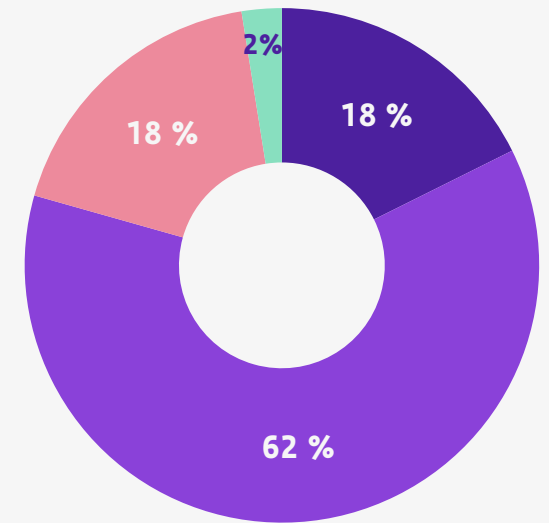
■ LatAm  
■ Africa / Middle East  
■ Europe / Central Asia  
■ Rest of Asia

Technology



■ PV ■ Hybrid solutions ■ Wind ■ Release ■ Hydro

Off-take structure



■ FiT ■ PPA ■ Corporate PPA ■ Release



## Significant project pipeline for 2025 delivery



### South Africa

- Pipeline of 2,250 MW
- Large ready to bid portfolio
- Permits to also include batteries
- Wind portfolios secured



### Vietnam

- Pipeline of 1,940 MW
- Broad set of projects pursued
- Floating PV and offshore wind



### Brazil

- Pipeline of 1,230 MW
- Two large PV projects in mature stage
- MoU with Hydro and Equinor
- Further projects in pipeline



### India

- Pipeline of 900 MW
- Securing further pipeline of large projects
- Preparing for future tenders

(\*) RMIPP: Risk Mitigation IPP Procurement Program. REIPPP: Renewables IPP Procurement Program



# Positioning for growth in India

## - A key growth market for renewables

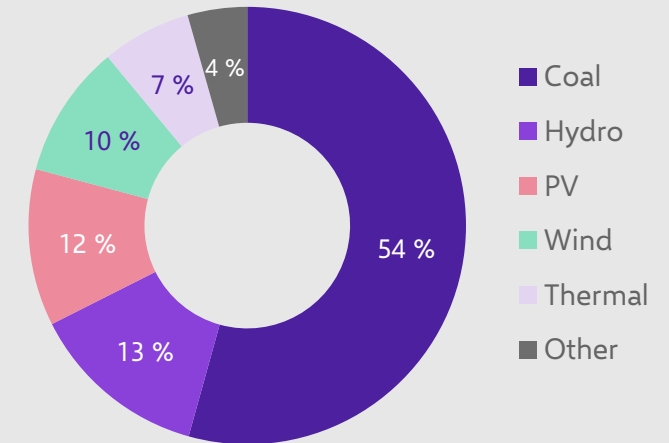
### Market

- Strong economic growth and 1.3 billion population
- More than 50% of power generation is coal
- Targeting +200 GW of new RE capacity by 2030

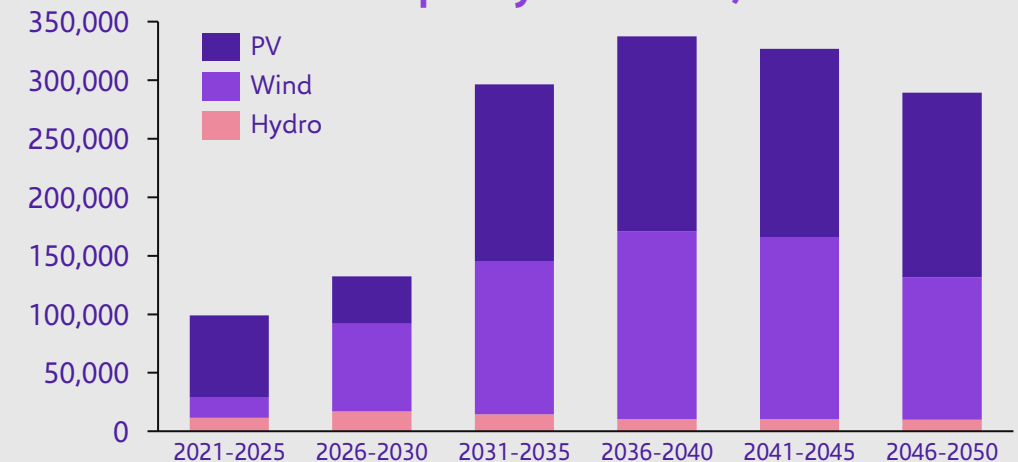
### Scatec position

- Scatec presence established on the ground
- Closing 900 MW of projects with offtake secured
- Negotiation partnerships and portfolio acquisitions with experienced local players
- Participating in future solar, wind and hybrid tenders
- Round-the-clock tenders, corporate PPAs and hydrogen

Electricity mix



RE capacity additions, MW







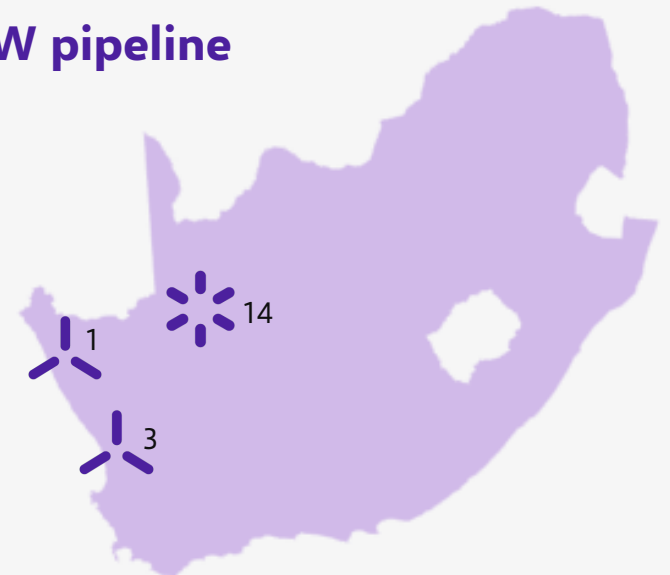
## Large potential in South Africa

- More than 10 GW expected to be procured through IPP program by 2025
- Deregulation ongoing to allow for wheeling and large corporate PPAs
- Deep understanding of market and strong local organisation
- 14 PV projects fully permitted also for storage
- Four wind projects of 140 MW secured
- Corporate PPA with AbInbev

### Current planned IPP Procurement Program

Technology	MW	RFP to Market*
PV + Wind	1,000+1,600	R5 March 2021
PV + Wind	1,000+1,600	R6 August 2021
Storage	513	R6 August 2021
Wind	1,600	R7 January 2022
PV + Wind	1,000+ 3x1,600	R8, R9, R10 TBA

### Current 2 GW pipeline



\* Based on IRP 2019, SONA Feb '21

Scatec

# Introduction to hydropower

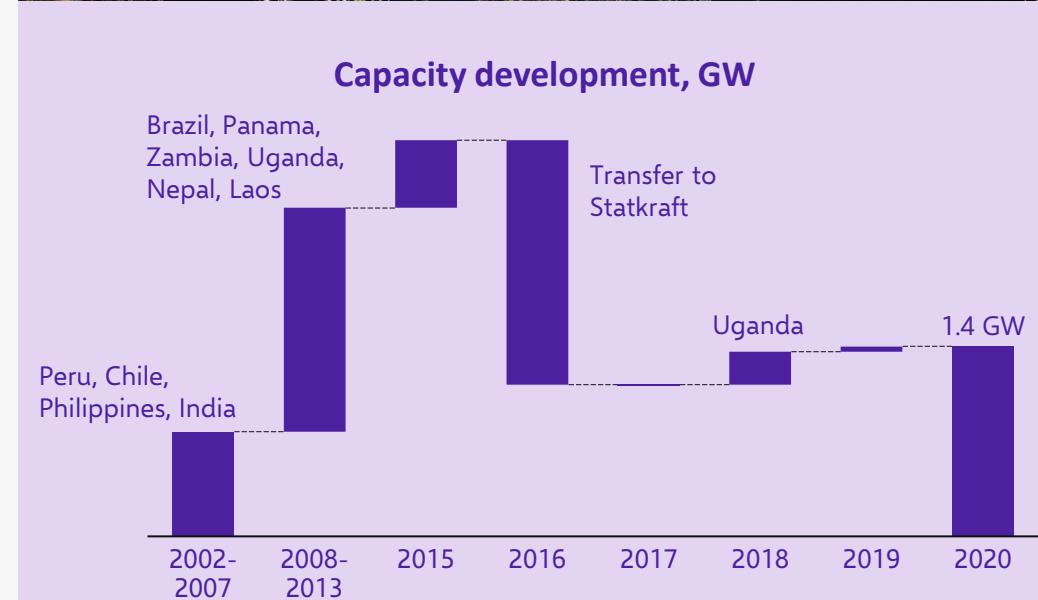
Jarl Kosberg, EVP Project  
Development Hydropower





## SN Power - a leading hydropower developer in emerging markets since 2002

- Founded by Norfund and Statkraft based on taking Norwegian hydropower expertise into emerging markets
- Developed and built 3.5 GW across Asia, Latin America and Africa with attractive financial returns - separated from Statkraft in 2016
- Today, gross 1.4 GW in operation and a robust development pipeline
- Highly recognised in hydropower markets and among international finance institutions based on track record and global competence
- Strong focus on international HSE, Environmental and Social standards







# Hydropower

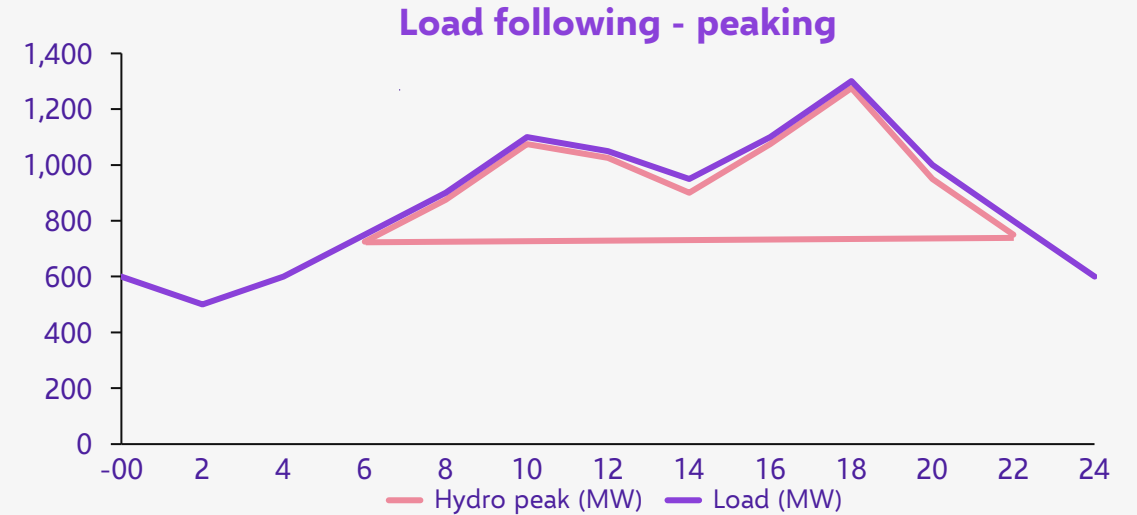
## - provides more than pure energy

### Hydropower provides:

- Energy
  - Determined by hydro inflow
- Energy storage
  - Energy when market requires - at premium prices
- System stabilisation and support
  - Reserve capacity to stabilise the power system

### Other features:

- Long term / perpetual
- Low operational cost resulting solid cash flow
- Strategic to country and regional power supply
- Enabler for other (intermittent) energy sources







## Scatec's hydropower asset portfolio



### Philippines, 642 MW

- Annual production: 1,600 GWh (100%)\*
- Sale of power and ancillary services
- 50% ownership



### Laos, 525 MW

- Annual production: 3,000 GWh (100%)
- Long term PPA
- 20% ownership



### Uganda, 255 MW

- Annual production: 1,500 GWh (100%)
- Sale of capacity
- 28.3% ownership

\*) Energy generation excluding other services



# Philippines, 642 MW

## – SNAP, a joint venture with Aboitiz Power

### A history of strong value creation

#### Acquired by SN Power in 2006 and 2008

- Initially 465 MW

#### Plant rehabilitation and modernisation program

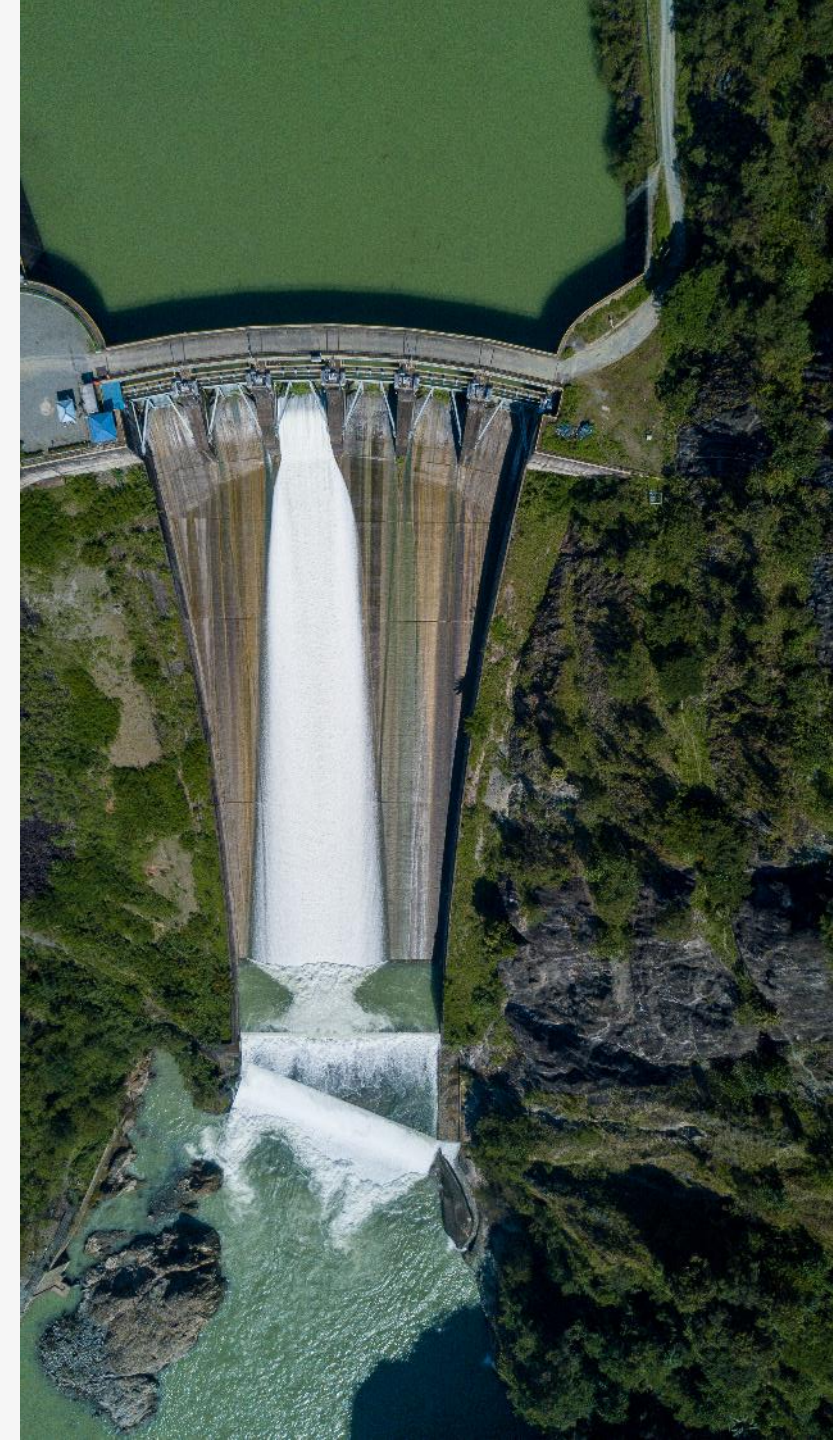
- Currently 642 MW

#### Transformed market and market approach

- Transition from low value energy production to high-value energy and system services

#### Further value creation

- Battery System (BESS) - decision to install 20 MW system for reserve and grid support
- Floating Solar (FPV) additions - pilot plant in operation; Full scale feasibility study ongoing
- Greenfield and Brownfield acquisition opportunities







## Philippines: A de-regulated power market where SNAP operates in all market segments

### Spot market & power trading ~ 30%

- Benefits from higher peak prices

### Bilateral contract Market ~30%

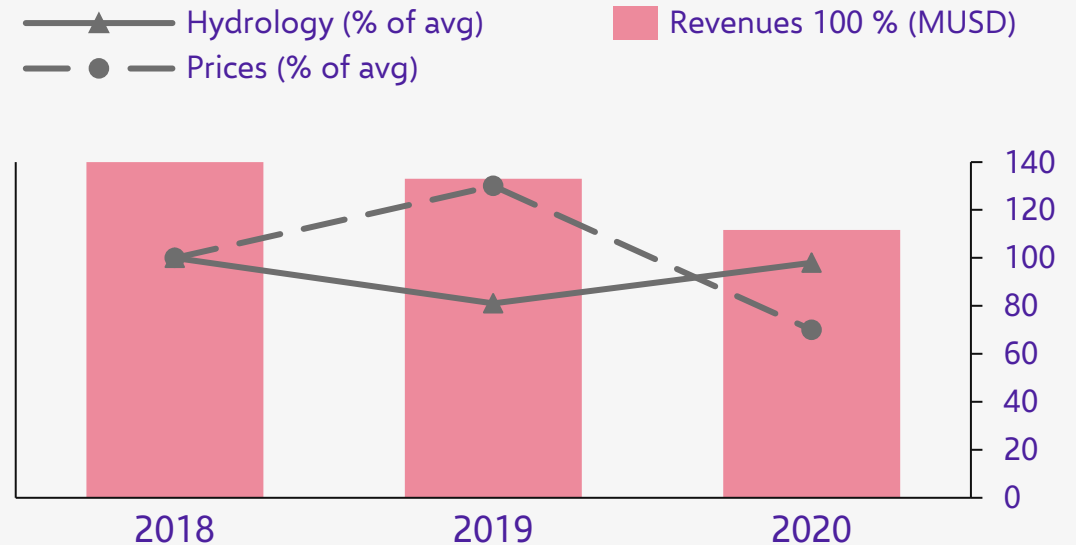
- Contracts with 1-3 year duration
- Used for midterm hedging

### Power System Support (Ancillary Services) ~ 40%

- Benefits from services in stand-by modes

*Revenues optimised based on hydrology and market modelling – competence from Norway*

## Revenues development



### Q1 2021 update:

- Improved hydrology – full reservoirs
- Power prices recovering due to thermal plant maintenance and improved power demand



# Theun Hinboun, Laos, 525 MW

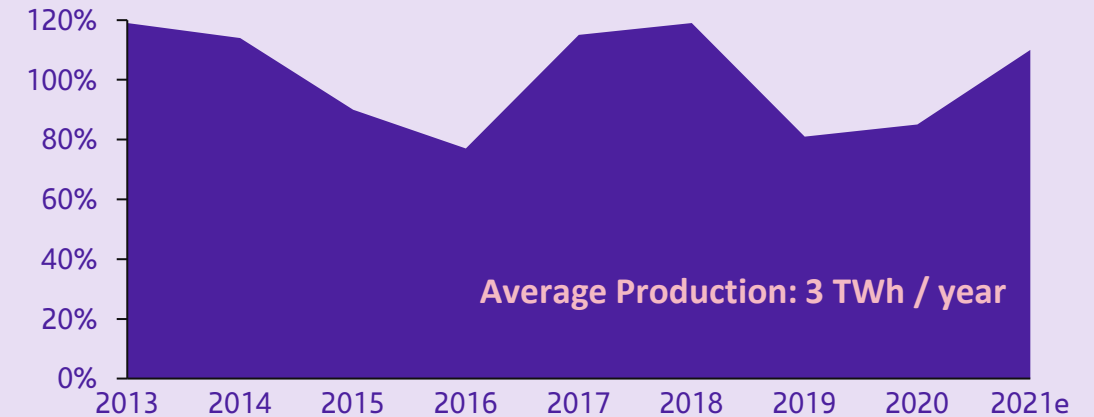
## – Delivering hydropower to Thailand and Laos

### Plant history

- Built by Statkraft - commissioned in 1998 with 220 MW
- Expanded in 2012 with 280 MW
- Turbine overhaul in 2017 - added 25 MW



### Production variation driven by hydrology



### Acquired by SN Power in 2016

- Concession and PPA ends in 2039
- Scatec responsible for O&M

### Power sales and financing

- Take-or-pay contract for ca 90% with EGAT (Thailand) remaining with EdL (Laos)
- Project finance provided by commercial banks

### Further value potential

- Large dam surface (up to 105 km<sup>2</sup>) significant floating solar potential
- Greenfield and Brownfield acquisitions





# Bujagali, Uganda, 255 MW

– Largest operating independent hydropower investment in Africa

## Majority stake acquired by SN Power in 2018

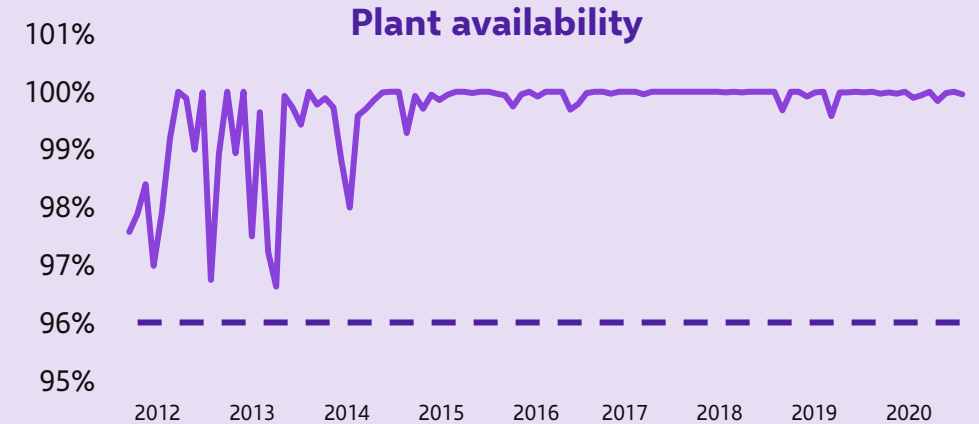
- Plant commissioned in 2012 at 255 MW
- Run-of-river plant located on the Victoria Nile
- 30-year concession and PPA expiring in 2042

## Power sales and financing

- Off taker: Ugandan Electricity Transmission Co
- Long-term PPA (30 years) based on capacity (availability)
- Project finance provided by Development Banks (incl. IFC)
- MIGA insurance from the World Bank

## Further value creation

- In position for brownfield opportunities in the region





# Hydropower development

## – Building on key strengths from SN Power and Scatec

### Hydro project development focus:

- Brownfield projects with upgrade potential
- Greenfield with regulation capability
- Hybridization

### Building on key strengths:

- Hydropower competence
  - Project development
  - Hydropower engineering and construction
  - Structuring and financing
  - Market operations
- Strong ESG focus and high HSSE standards
- Applying Scatec's integrated business model

**Project opportunity in Africa:**  
Existing hydro portfolio of 260 MW

Opportunity to add 220 MW:  
Upgrade plant, add hydro capacity, and  
add floating solar on reservoir





## Established a new partnership for hydropower in Sub-Saharan Africa

### A joint venture for Sub-Saharan Africa

- Objective: to further develop build and operate renewable projects in the Sub-Sahara region
- The joint venture will own the Bujagali Hydro Asset and other pipeline projects under development
- Norfund has extensive local knowledge and experience



51%

49%

Hydropower production and project development in Sub-Saharan Africa

**In operation:  
Bujagali,  
Uganda**

**255  
MW**

**Pipeline  
projects in Sub-  
Saharan Africa**

**1,130  
MW**



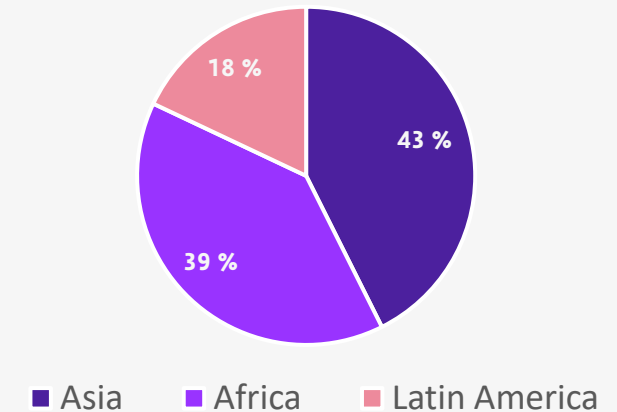
## A 2.9 GW quality hydropower pipeline

### Selected pipeline projects with target start of construction in 2-3 years

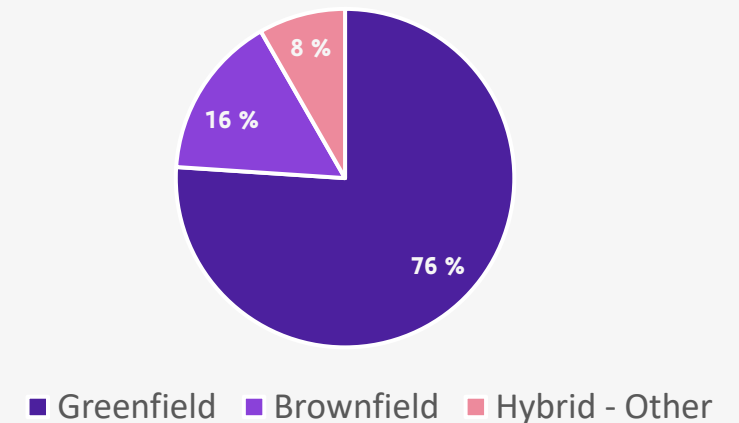
Project	Ruzizi III, Rwanda, DRC, Burundi	Volobe, Madagascar	Alimit, Philippines	BESS & FPV, Philippines
Capacity	153 MW	120 MW	140 MW	87 MW
Economic interest	28%	15%	50%	50%
Status	<div>- PPA, PA <span>Completed</span></div> <div>- Permitting <span>Completed</span></div> <div>- Procurement <span>In progress</span></div> <div>- Financing <span>In progress</span></div>	<div>- PPA, PA <span>In progress</span></div> <div>- Permitting <span>Completed</span></div> <div>- Procurement <span>In progress</span></div> <div>- Financing <span>In progress</span></div>	<div>- Concession <span>Completed</span></div> <div>- Permitting <span>Completed</span></div> <div>- Procurement <span>In progress</span></div> <div>- Financing <span>In progress</span></div>	<div>- Concession <span>Completed</span></div> <div>- Permitting <span>In progress</span></div> <div>- Procurement <span>In progress</span></div> <div>- Financing <span>Completed</span></div>

Completed In progress

Hydropower Pipeline by Region



Hydropower Pipeline by Project type





# Hydropower Development: 153 MW Ruzizi III

## – Regional project for Burundi, DR Congo & Rwanda

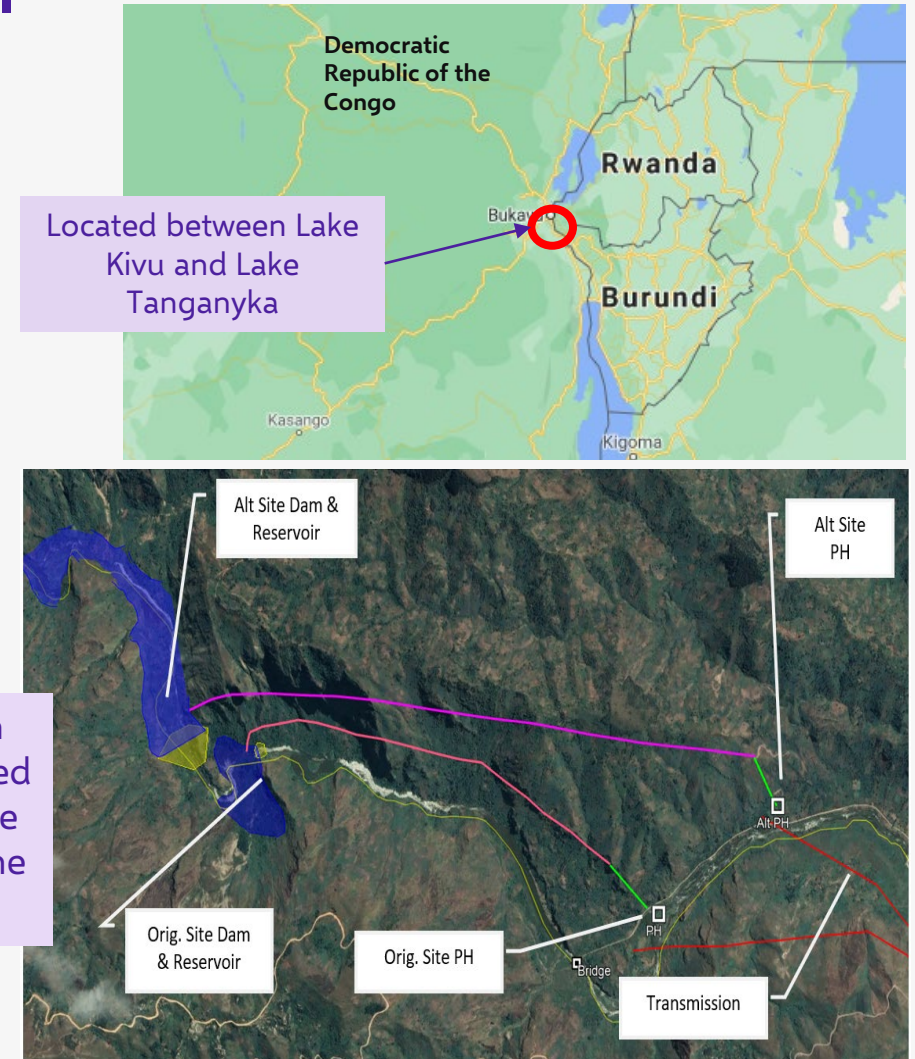
### Project Description

- Annual production / Capacity Factor: 951 GWh / 72%
- Estimated capex of USD 650 million
- 25 years concession and PPA - sovereign guarantee
- Ownership: Scatec /NF: 28%; IPS: 42%; Contracting States: 30%
- 75% debt leverage - Committed concessional and commercial financing from AfDB, EIB, WB, AFD, KfW & others

### Status & Timeline

- Development/financing phase
- Financial Close: 2022/23
- Commercial Operations Date: 2026

SN Power entered project in 2017 - introduced an optimised design solution improving the energy output by 35% with the same cost level





## Intensifying hydropower project development

- High quality operating assets with strong cash flow
- Greenfield and brownfield development
- Hybrid solutions
- Adopt Scatec's integrated business model
- Building on hydro- and power market competence





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# Hybrid solutions introduction

Terje Pilskog, EVP Project  
Development Solar & Wind



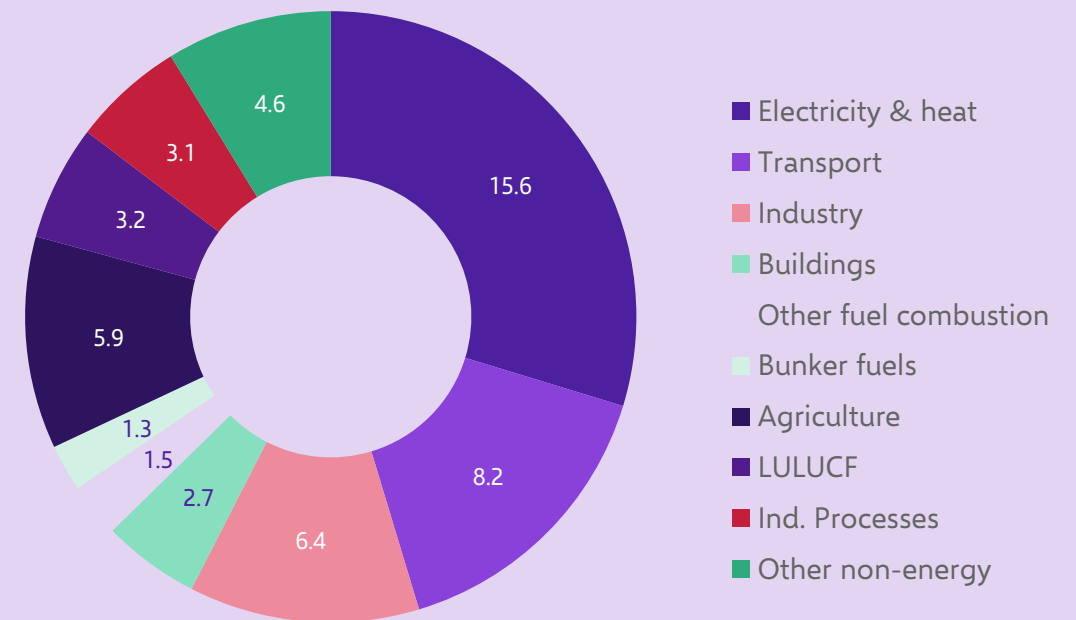


# Combating climate change

- Global GHG emissions more than 50 Gigatons CO<sub>2</sub>
- Net zero target for 2050
- Renewable energy penetration in power sector
- Electrification of other sectors based on renewables

Source: ZERO, report on renewable investments in emerging economies, 2021

## Source of CO<sub>2</sub> emissions



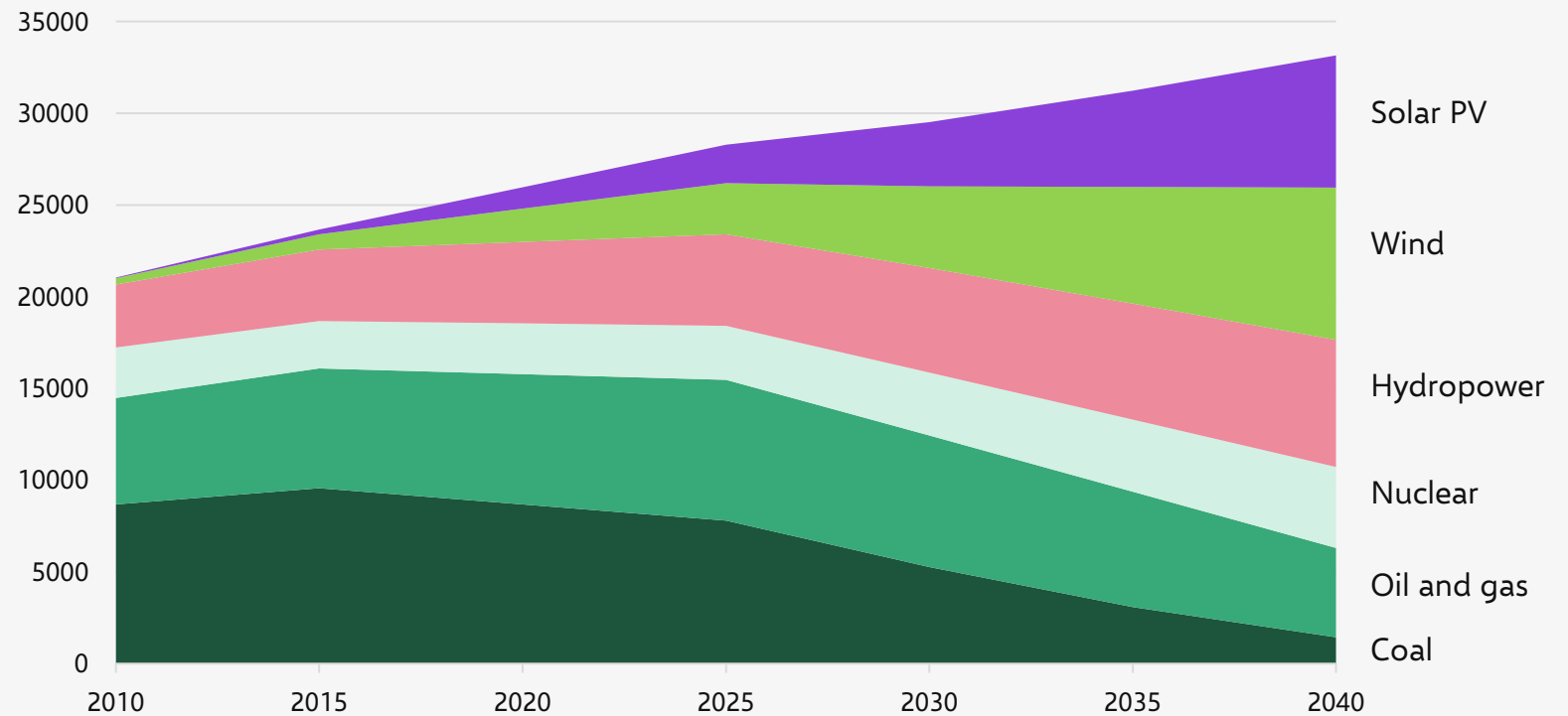




## Managing variable renewable

- Electrification will drive growth of energy generation
- Variable renewable will become major part of generation mix
- Managing the intermittancy will increase in importance
- Especially in smaller energy systems with higher renewable penetration and limited dispatchable power

**Generation mix in IEA's Sustainable Development Scenario (TWh)**



Sources: IEA (2019), World Energy Outlook



# Technology integration strengthens renewables and expands our market potential



## Firm Renewable Power

PV and/or wind with battery storage to provide stable renewable power



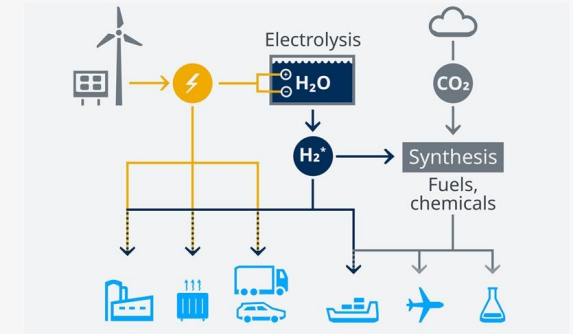
## Hybridising PV and hydro

PV installations mounted on floating supports on the artificial basin of a hydro dam



## Release

Redeployable PV systems to replace diesel and HFO generators as standard solution



## Power to x

Competitive renewable power as enabler of infrastructure and industrial projects







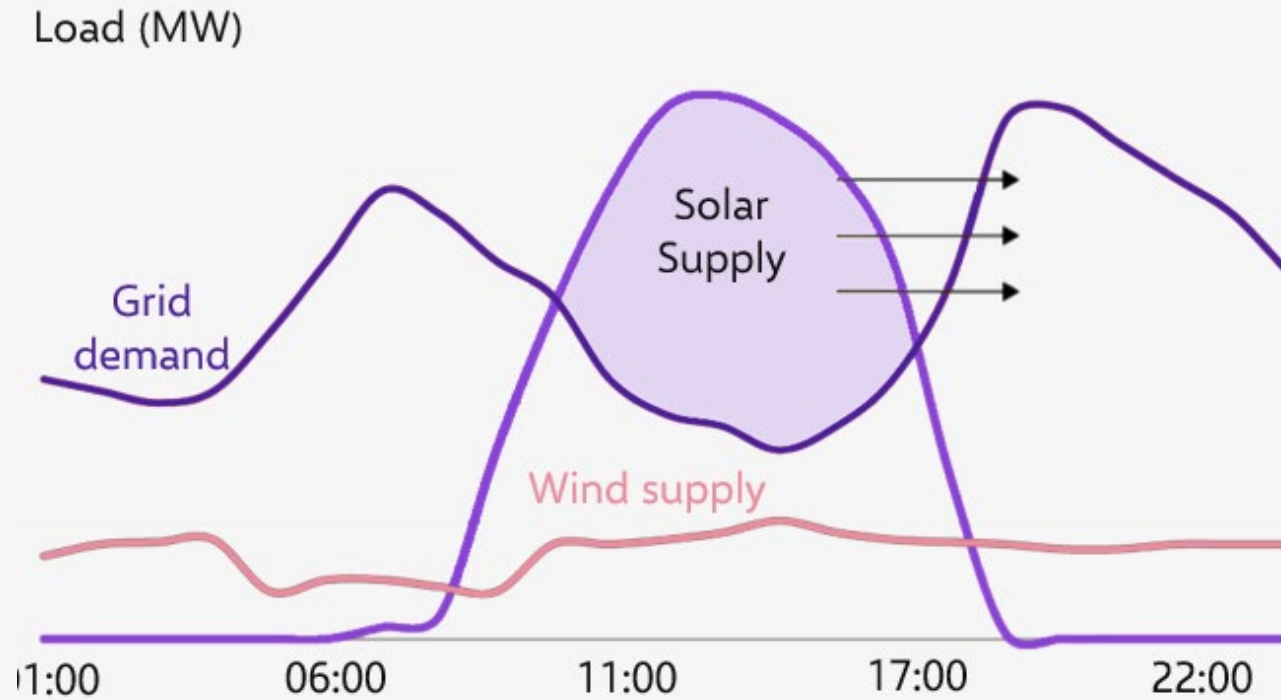
# Providing firm renewable power

Jan Fourie, General Manager,  
Sub-Sahara Africa





## Why renewable energy and batteries?

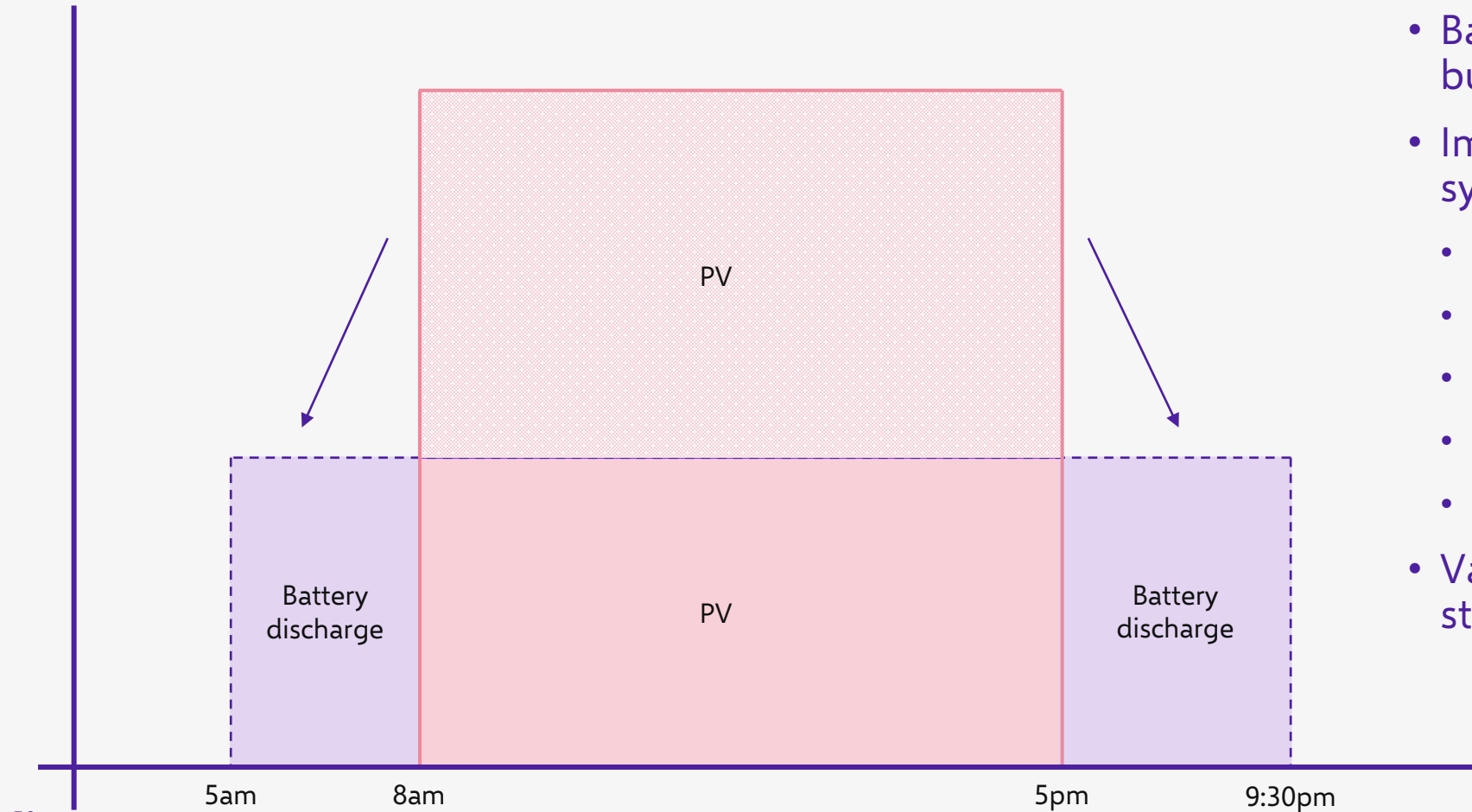






# Solar power and batteries explained

Capacity (MW)



- Batteries cannot generate energy, but rather act as energy reservoirs
- Important factors that influence system sizing include:
  - Solar irradiation and day length
  - Seasonal swing
  - Inter annual variations
  - On-grid/off-grid & grid constraints
  - Application & testing requirements
- Variety of use-cases for solar + storage

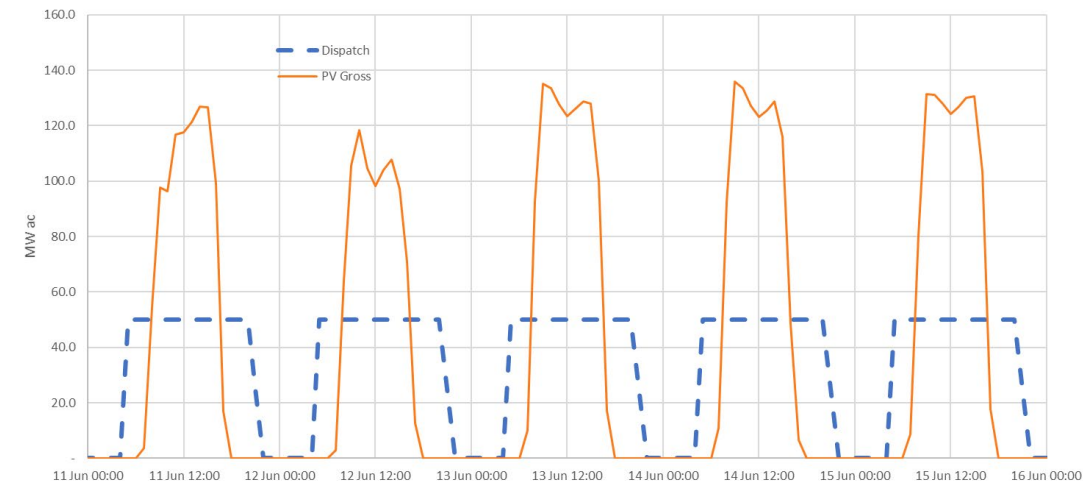


# Hybrid case study: Solar + battery solution in South Africa

- South Africa continues to struggle with a constrained power supply
- A technology agnostic tender was launched in 2020, aiming to add 2 GW of dispatchable power to the grid (RMIPPP<sup>1</sup>)
- Dispatch of Contracted Capacity is required between 5:00 am and 21:30 pm – all year
- System required to be grid connected within 12-18 months of financial close
- Scatec submitted 3 bids totalling 150 MW of Contracted Capacity, purely PV + batteries
- Preferred Bidders announced last week and Scatec is in ongoing discussions with the Department of Mineral Resources and Energy

<sup>1</sup> RMIPPP: Risk Mitigation Independent Power Procurement Programme.

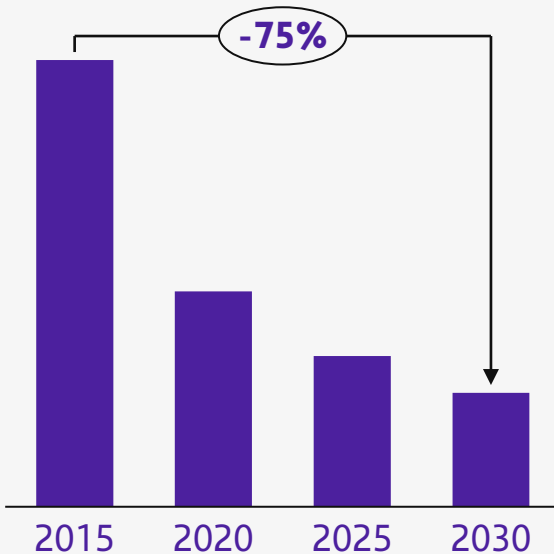
## RMIPPP: Dispatch requirement



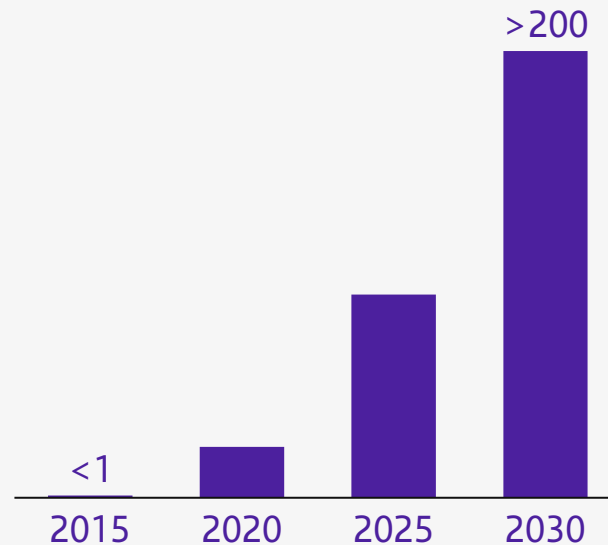


## As costs come down the energy storage market is expected to grow exponentially

Battery system cost development



Cumulative energy storage installations (GW)



- Decreasing technology cost will drive hybrid proliferation and decarbonisation
- Renewables can now compete on a like-for-like basis with traditional power generation technologies
- The addressable market will see exponential growth in the coming decades

Source: Bloomberg New Energy Finance.



## Leveraging Scatec's track record and market presence for hybrids

Immediate opportunities in existing Scatec markets

Building on experience from large scale solar and Release

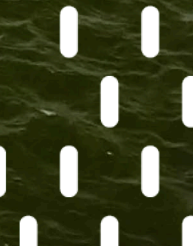
Applying the integrated business model for system optimisation





# Hybridising PV and hydro

Ernest Kofi Poku, VP Project  
Development Hydropower Africa





# A hydro-solar hybrid system combines low cost PV with the regulating abilities of hydropower

Market potential of  
3 GW in Scatec  
assets

Increased firm  
power from  
hydro-solar plants

Better utilisation of  
Infrastructure

Hybrid hydro-solar  
projects have a  
lower LCOE than  
hydro alone

PV enables faster  
supply growth into  
existing markets





# Hybrid PV + hydro:

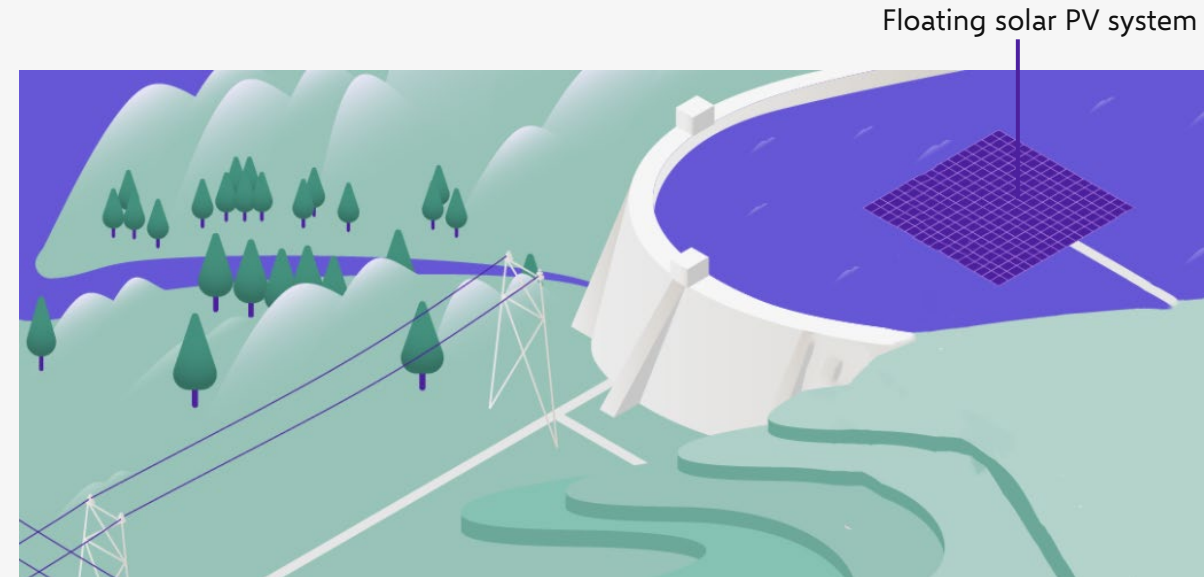
## Concept

- Hydro-solar hybrid systems using hydropower and PV (land/reservoir) and shared sub-station and transmission infrastructure.

## Hybridisation Benefits

- Adding PV lowers the overall system LCOE\*
- PV & hydropower are complementary on a seasonal basis
- Hydropower can convert intermittent PV into higher value firm power
- Reduced water evaporation and PV cooling effects increasing energy yield

\*LCOE: Levelised cost of energy



Schematic of Floating PV and hydropower plant hybrid solution



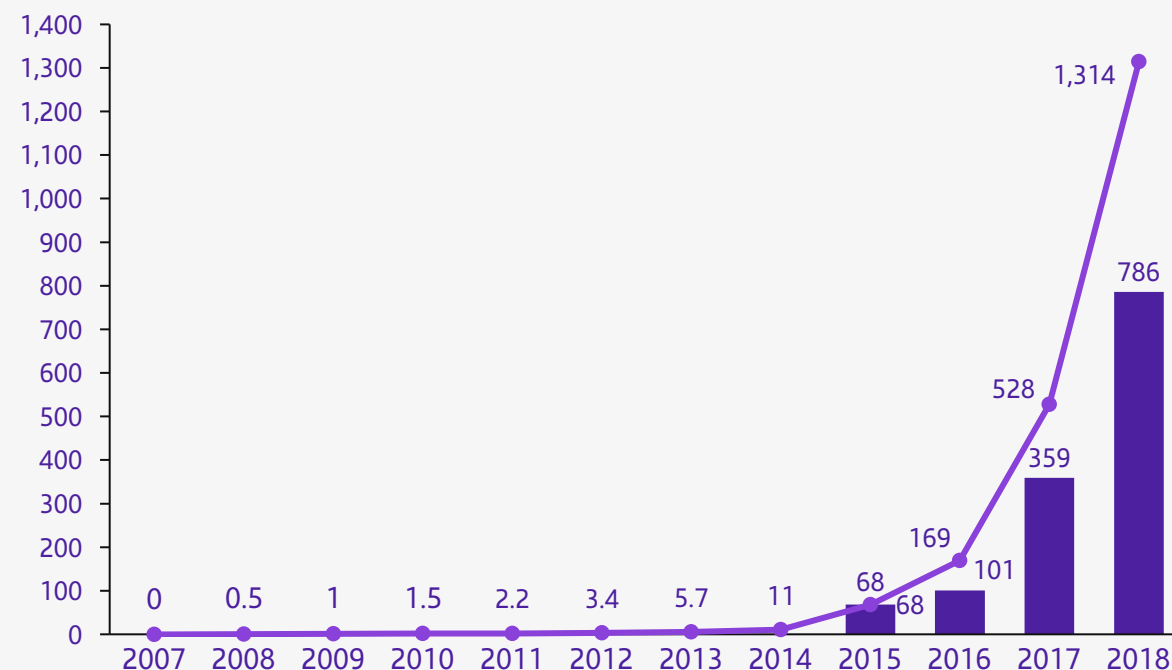
# The floating PV market opportunity

## Opportunity

- Scatec operating hydropower assets have 2GW of floating PV potential based on reservoir size
- Scatec projects under development have 1GW of floating PV potential
- If panels covered 1% of Africa's reservoirs it would increase the 138 TWh generated in 2020 by 50%\*
- The global potential on reservoirs exceeds 400 GW

\*Source: Elsevier, Renewable Energy volume 169 - Assessment of floating solar photovoltaics potential in existing hydropower reservoirs in Africa

Global installed FPV capacity and annual additions



Source: World Bank Group, and SERIS 2019





## Floating solar pilot on Magat

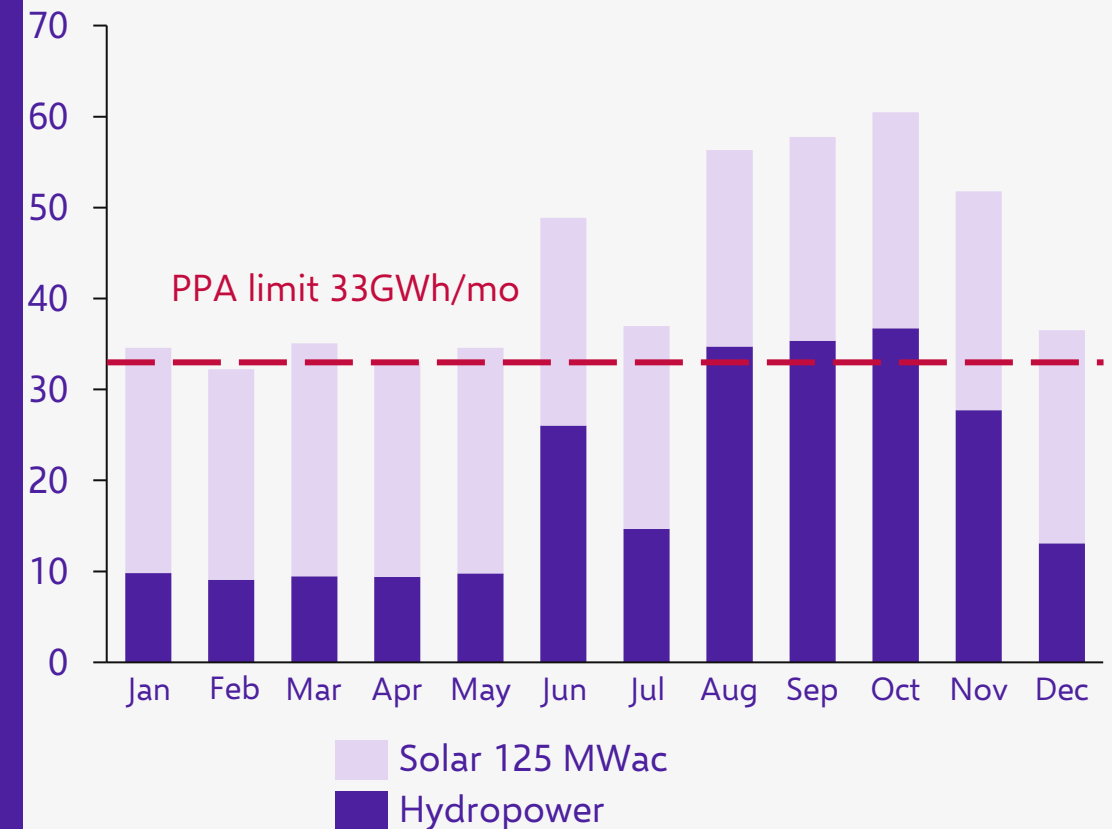
- In March 2019, a 220-kWp floating PV test facility was installed
- 2020 was a year of successful operations
- The plan is to install a full scale 150 MW floating PV plant in two phases on Magat
- Adding the floating PV plant to our portfolio in the Philippines will increase the value of the power
- Floating PV operations in Asia are a focus area for Scatec





## Hybrid solutions in action

- **West Africa (Greenfield): Original 102 MW hydropower development**
  - **The challenge:** reduce the large number of impacted persons due to potential reservoir size and ensure a minimum firm power year round.
  - **The solution:** 64 MW hydro + 125 MW floating PV allows the size of the reservoir and hydropower impact to be reduced
  - **The impact:** Firm power can be delivered year around with a lower social and environmental impact and a lower tariff
- Scatec is well placed to take advantage of the 3 GW hybrid hydro-solar opportunity across its existing assets and similar opportunities in the future





# Update on Release

Øydis Gadeholt, Senior Project  
Developer





# Release - reliable, flexible and low-cost solar power

Containerised, modular and movable  
solar and storage



Short timeline to deployment



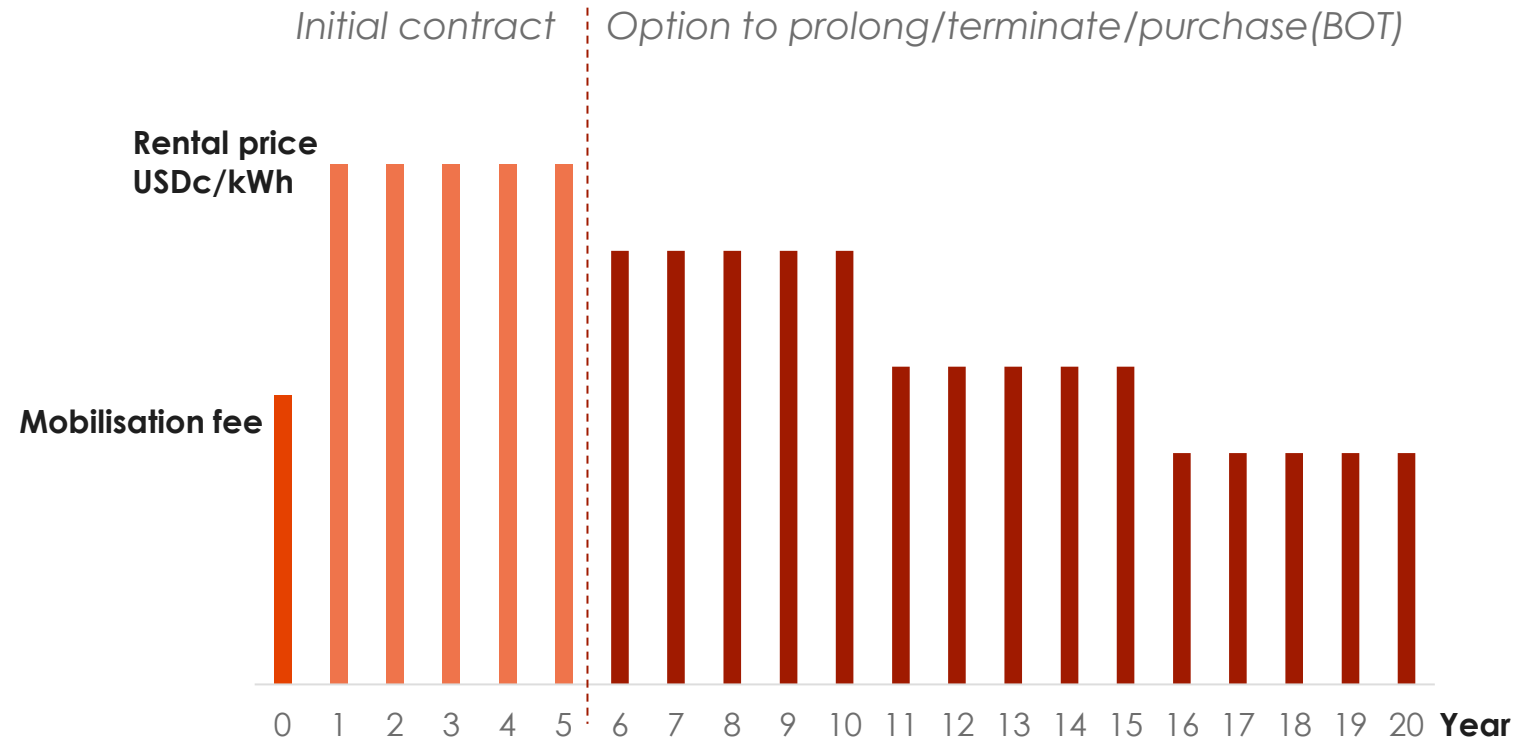
Flexible contract durations





# Contact structure | Solving for flexibility

- Mobilisation fee to cover installation costs
- Short initial commitment (5 years) – limited guarantee requirements and reduced impact on balance sheet
- Long-term tariff similar to PPA



# Scatec Release business model

**Funded on  
portfolio basis**

**Mobilisation  
fee covering  
up to 20 % of  
capex**

**Counterparty  
risk mitigation**  
-> short payback  
-> movable  
-> guarantee

**Simplicity -  
one contract  
only**

# Targeting customers with plant capacity of 1-20 MW in Africa

## Off-grid mining



- 23 GW only in Africa
- High and stable electricity consumption

## UN, NGOs, Microgrids



- Small scale initiatives
- Release supplier of equipment and financing

## Small utilities



- Running on diesel and HFO
- Financial constraints are limitations for regular PPAs

## On-grid industrials



- Self-consumption/captive power is more reliable and cost-efficient

# Small, landmark projects deployed

## Malakal, South-Sudan – Our first base-load hybrid

- Installed at International Organization for Migration (UN) camp
- 0.7 MW PV and 1.4 MWh battery
- Providing up to 90 % of power

## ROAF – Largest ground mounted solar plant in Norway

- 0.6 MW to supply a waste station outside Oslo with energy
- Cooperation with Solenergiklyngen and Multiconsult

## Stellenbosch – Visitor demonstration plant

- Installed at the University of Stellenbosch in 2020
- Customer/partner visits, tests and Scatec trainings





# 16 MW of Release projects signed

## 8.7 MW – undisclosed mining company Mexico

- International customer
- Project to be completed Q4 2021



## 7.7 MW – ZIZ, off-grid utility in Chad

- Customer backed by FMO
- First containers shipped in March 2021 – full delivery within Q3



# Partnership with IFC on utilities in Africa

## Exclusive partnership agreement with IFC to offer Release to utilities in Africa

- IFC provides financing and guarantee structures to support the rental contracts
- Operating out of a joint company in the Netherlands



## Most advanced project in a West-African country:

- 36 MW solar and 24 MWh of storage at 3 sites
- 5-year Build-Own-Transfer model
- Scheduled delivery 2021



## Key focus: Most advanced projects in maturing pipeline of 300 MW

### Off-grid mining



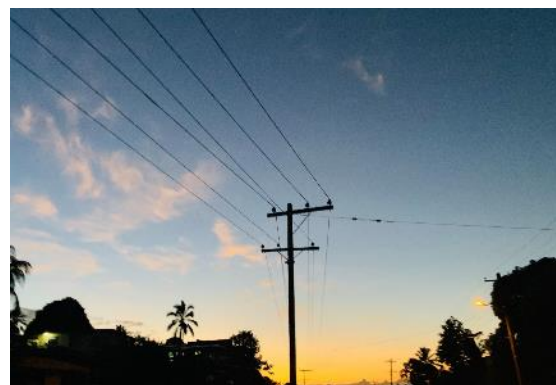
- ~80 MW PV
- 20 MWh storage
- 5-10 projects

### UN, NGOs, Microgrids



- ~20 MW PV
- 3 projects

### Small utilities



- 100 MW PV
- 40 MWh storage
- ~5 projects

### On-grid industrials



- ~20 MW PV
- 5 MWh storage
- 3 projects

- **Total pipeline of active projects about 300 MW across segments and markets**
- Most contracts have buy-out options that will be exercised to variable extent
- About 50/50 mix of fixed rate lease and variable lease based on output (due to IFRS 16)



**Scatec**

# ESG – a competitive advantage

Roar Haugland, EVP Sustainable Business & HSSE

Julie Hamre, Senior Sustainability Manager,  
ESG Reporting & Strategy







# ESG is integrated in Scatec's operating model

## How we work with ESG

- ESG is an integrated part of our business
- Dedicated E&S resources for long term approach and impact
- Solid Environmental and Social Management System covering all projects

## A competitive advantage

- Attracts projects and business partners
- Reduces risks and strengthens probability of successful completion of projects
- Becoming imperative to qualify for and win new projects

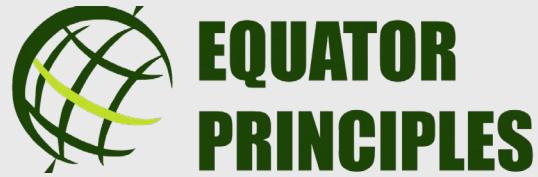




## All Scatec projects must adhere to the IFC PS and Equator Principles



Defines IFC clients' responsibilities for managing their environmental and social risks



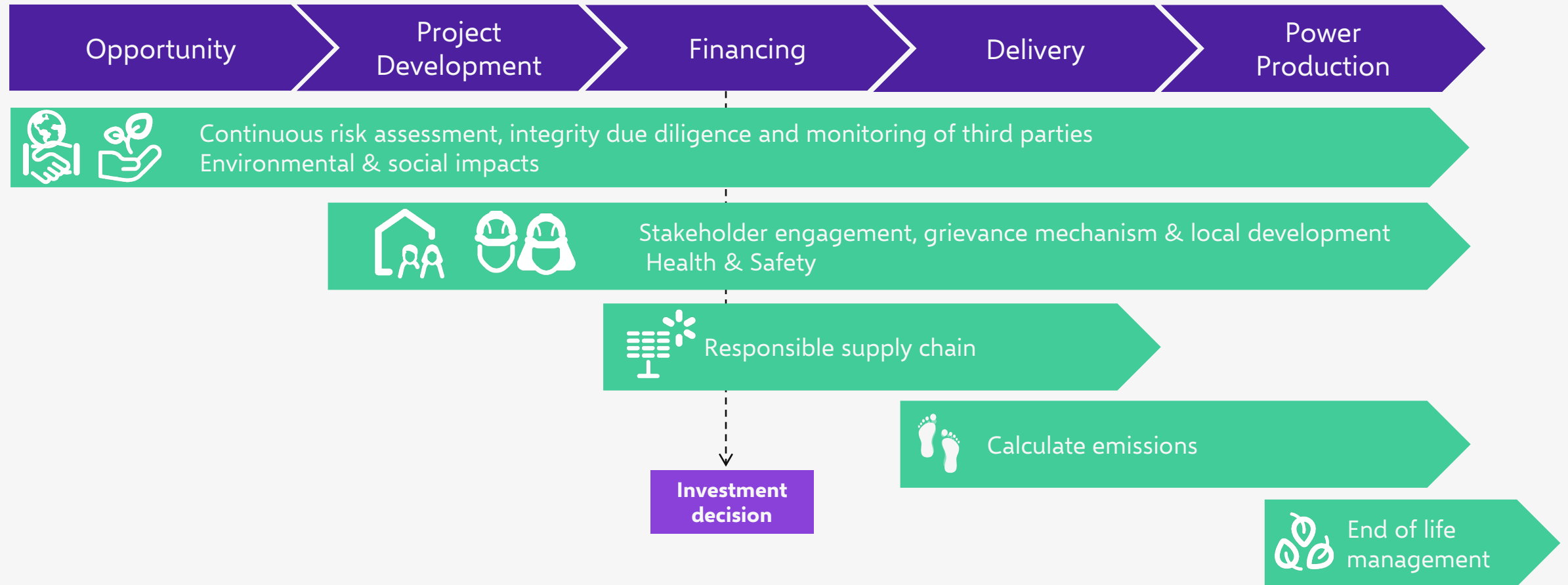
Risk management framework for determining, assessing and managing environmental and social risk in projects



Standards for responsible business conduct for issues such as human rights, labour rights and the environment



## ESG is integrated in our operating model







## Key risk area: Labour and working conditions

### BenBan Solar Park, 380 MW

- Location: Aswan, Upper Egypt
- Grid connected: 2019
- Annual electricity production: 870 GWh
- Number of workers during peak construction: 4,010 – of which 80% local







## Potential impact area: Land resettlement and livelihood restoration



### Mocuba solar plant, 40 MW

- Location: Zambézia Province, Mozambique
- Grid connected: 2019
- Livelihood restoration of 223 local households
- IFC Performance Standard 5
- Long term monitoring and reporting



## Our ESG reporting is guided by close dialogue with key stakeholders



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### Global Reporting Initiative

- Strategic disclosure
- ESG100: Top rating on ESG reporting by the Governance Group

### Carbon Disclosure Project

- CDP score: A List company
- CDP: Recognised as a supplier engagement leader

### Task Force on Climate related Financial Disclosure

- Climate risk and opportunities
- TCFD report 2020





# Climate reporting and targets: Closer engagement with key suppliers

## 2020 GHG emissions:





# EU Taxonomy discussion

## Assessment criteria:

- ✓ **Substantial contribution** to one of the six environmental objectives
- ✓ **Do No Significant Harm** to the other five environmental objectives
- ✓ **Minimum Safeguards** – e.g OECD Guidelines on Multinational Enterprises and the UN Guiding Principles on Business and Human Rights





## A leading position in ESG

- Experience from navigating complex markets
- Identifies ESG project risks early with dedicated teams on the ground
- A net positive carbon footprint – and set targets for reductions in emissions
- Comprehensive ESG reporting and close monitoring of regulations (e.g EU Taxonomy)



**Rating summary: Low risk**  
#1 of 450 – Utilities  
#1 of 48 – Renewable power producers



**Rating: A- (excellent)**  
Status: Prime  
Prime threshold: C+



**Rating: AAA (top rating)**  
Highest scoring range  
relative to global peers



**Rating: A**  
Carbon Disclosure Project  
Top score





**Scatec**

## Sustainability Report

2020



### **Publication date:**

26 March 2021

**For questions  
or feedback:**

[julie.hamre@scatec.com](mailto:julie.hamre@scatec.com)

**Scatec**

# A robust financial platform

Mikkel Tørud, CFO





## A robust financial platform

- Solid operating cash flow
- Excellent access to funding
- Prudent risk management
- Focus on capital discipline





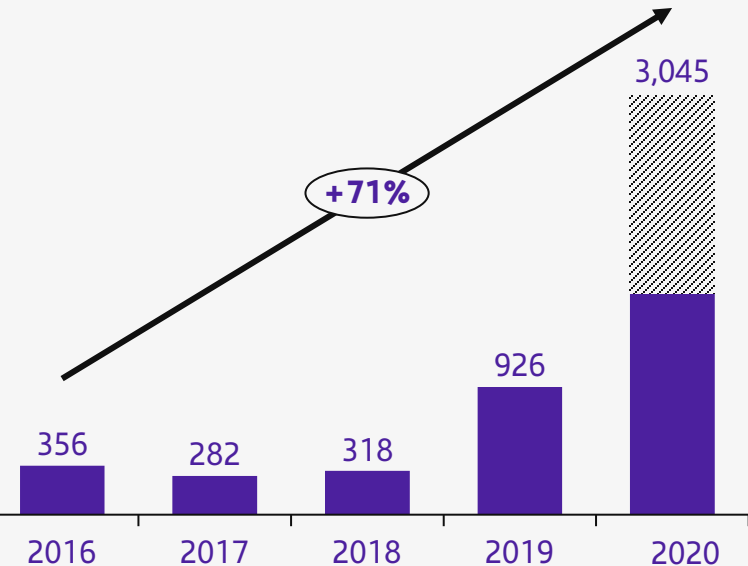


# Strong growth in power production

## Proportionate production, revenues and EBITDA

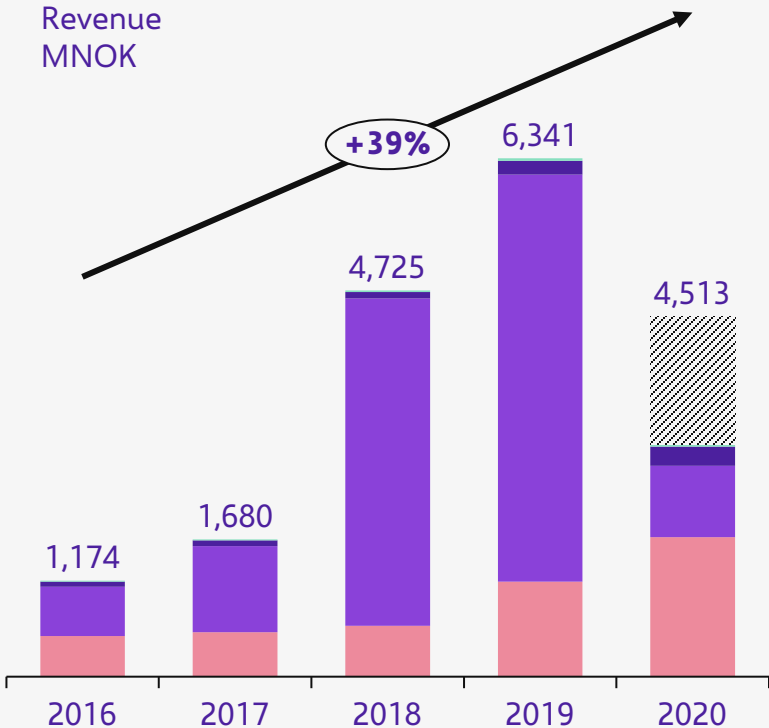
Power Production SN Power

Production  
GWh

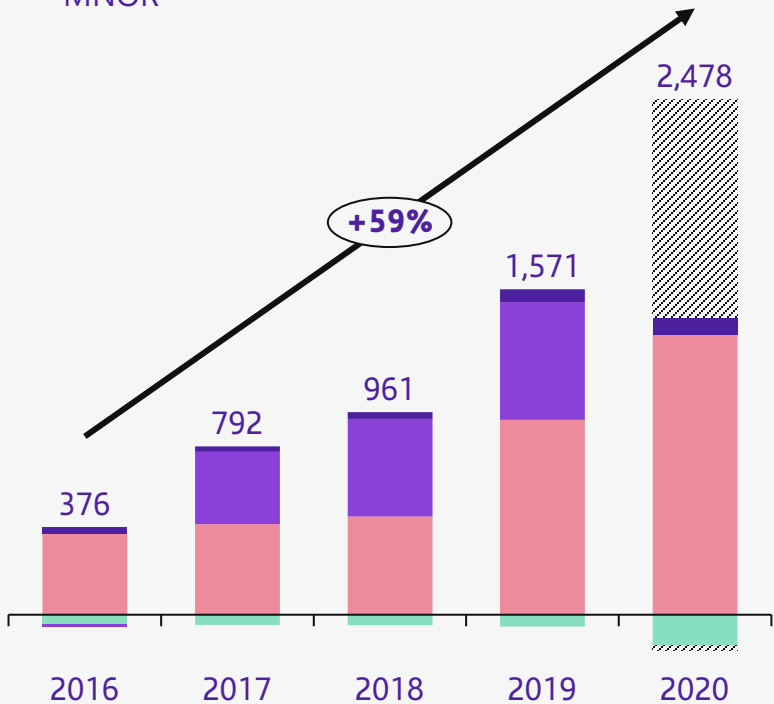


Power Production Development & Construction Services Corporate SN Power

Revenue  
MNOK



EBITDA  
MNOK





## 2020 EBITDA almost doubled with new hydro assets

### 2020 pro forma proportionate financials

NOK million

Revenues	Solar	Hydro	Total
Power Production	1,708	1,648	3,356
Development & Construction	873	-	873
Services	232	11	243
Corporate	33	7	40
<b>Total</b>	<b>2,844</b>	<b>1,667</b>	<b>4,512</b>
EBITDA			
Power Production	1,404	1,302	2,706
Development & Construction	-28	-84	-112
Services	82	6	88
Corporate	-153	-50	-203
<b>Total</b>	<b>1,306</b>	<b>1,173</b>	<b>2,478</b>

### Pro forma 2020 explained

- Hydro production revenues impacted by low hydrology and Covid-19
- Growth in solar production and reduced construction activities
- D&C opex of NOK 221 million – 85% on development of project pipeline
- Corporate includes NOK 102 million of SN Power transaction cost
- Solar & Hydro financials to be reported combined going forward
- Country P&L break down of Power Production to be provided



## A well diversified and high quality asset portfolio

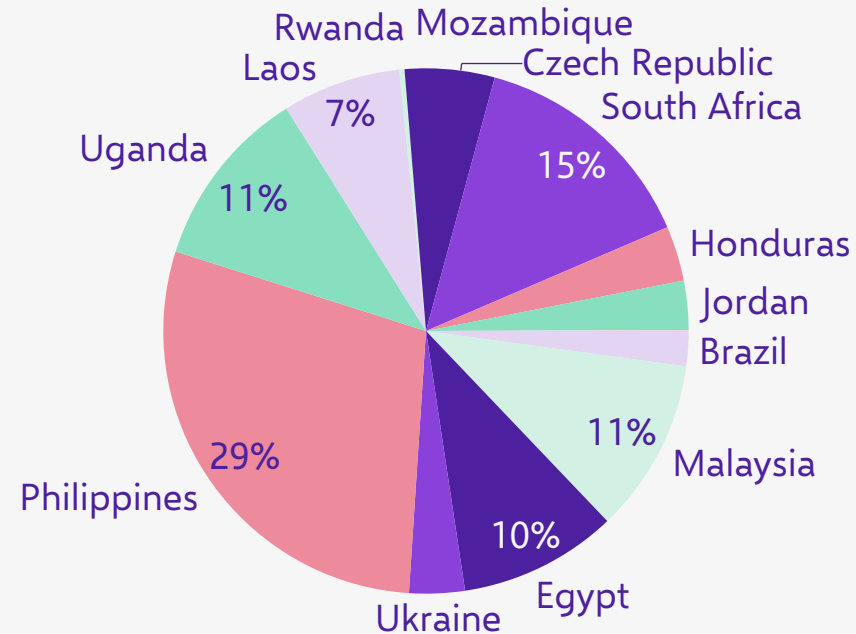
### 2020 Pro forma Power Production:

**EBITDA:**  
NOK 2,706 million

**Cash flow to Equity**  
NOK 1,067 million

**Remaining contract  
duration\***  
18+ yrs

### 2020 EBITDA distribution:



(\*) Perpetual concession for the hydro assets on the Philippines.





## Dividends will grow with increased cash flow

- The Group's objective is to pay shareholders consistent and growing cash dividends
- From 2021, Scatec will adjust its dividend policy to pay out a minimum of **25 %** of the cash distributions received from the power plants
- Cash distributions is typically received by Scatec 6-12 months after cash being generated in the power plants



## Group funding: A solid financial position

Year End 2020: Pro forma proportionate net debt post closing of SN Power acquisition

NOK billion	Project level	Group level	Total
Cash	1.7	2.9	4.6
Debt	12.1	7.2	19.2
Net debt	<b>10.4</b>	<b>4.3</b>	<b>14.7</b>

### Green financing

- Scatec Green Finance Framework
- Dark Green shading from CICERO
- EUR 250 mill Green bond issued in Q1'21
- Undrawn USD 180 million Green RCF



Available liquidity\*  
**NOK 4.4 billion**

2020 Cash flow to equity /  
Group level net debt:

**20%**

Group debt  
all in interest rate

**2.5%**

(\*) Post SNP transaction – Group level cash + USD 180 million Revolving Credit Facility (RCF).



## Strong partnership with project-equity and debt providers

### Raised project level financing of NOK 20 billion

- Experienced project equity partners - often DFIs
- Non-recourse project level debt of 60-80%
- Quality projects with good ESG profile in high demand

### Opportunistic re-financing

- Highly dependent on project structure and market
- Hydro assets in the Philippines refinanced and released **NOK 408 million** to Scatec in Q1 2021
- Refinancing continues to be explored across portfolio



European Bank  
for Reconstruction and Development



BNP PARIBAS



Share of funding from multilateral  
development banks

~50%





## Careful structuring of projects to manage risks

### Project structuring

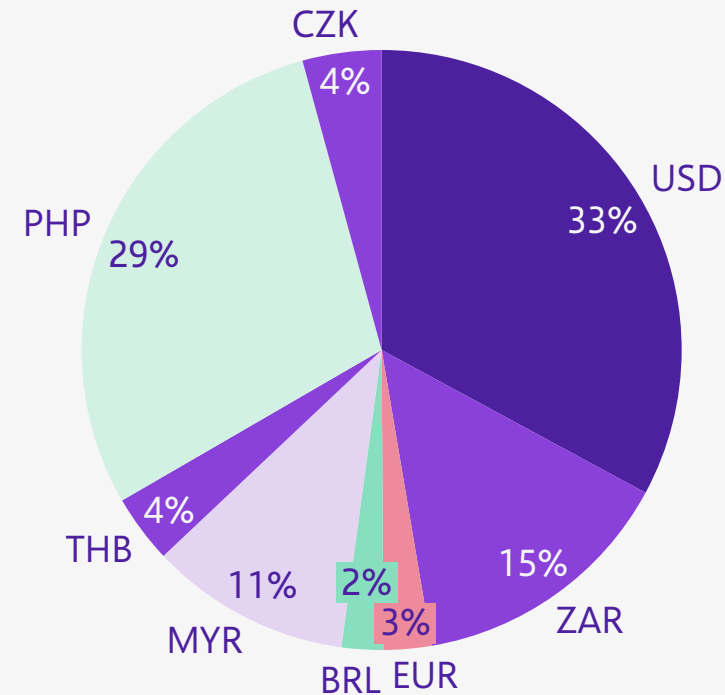
Project level debt  
**currency matching** cash flows

Long debt tenors:  
**12.2** years avg. remaining

Fixed interest rate:  
**6.5%** average interest rate  
**86%** hedging ratio

**MIGA** insurance in South  
Africa, Egypt, Uganda

### 2020 Power Production EBITDA





## Staying selective when investing

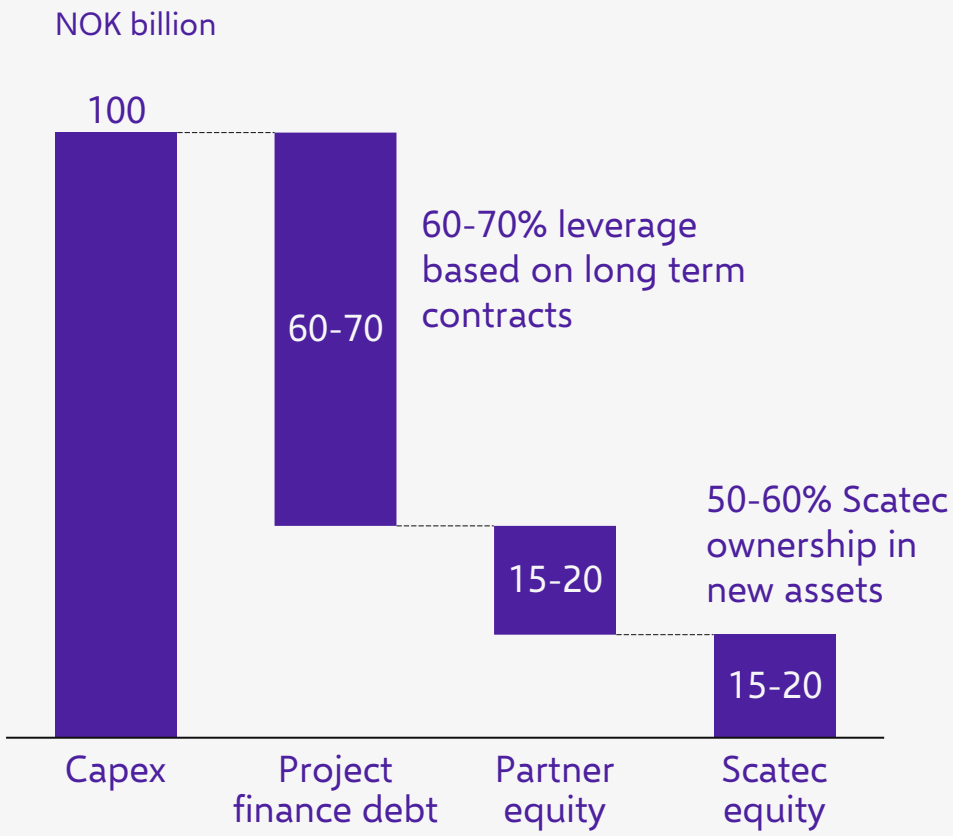
- Focus on capital discipline
- Power Production: **Avg. Equity IRR on investments: 12-16%**
  - 30 year cash flows
  - Average across technologies, regions & currencies
- Development & Construction gross margin: **10-12%**
  - D&C revenues expected to average 50-70% of project capex dependent on Scatec's role in the project



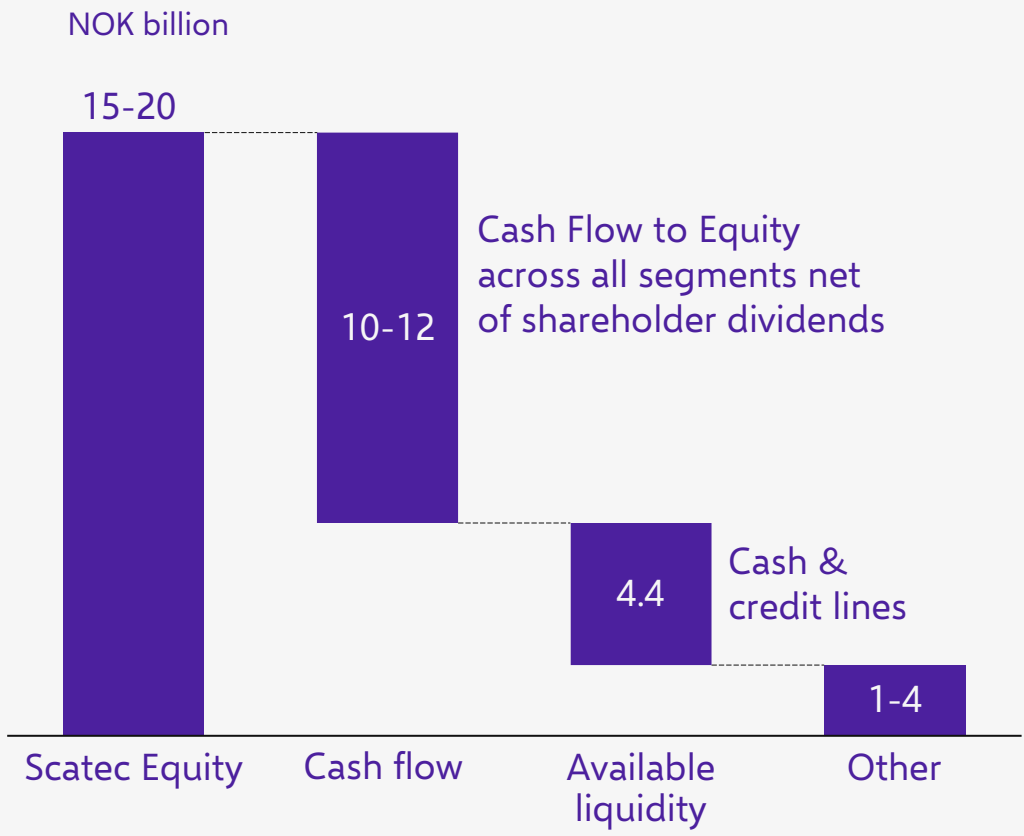


# Target of 15 GW by end 2025 representing NOK 100 billion of capex

Capital structure for 12 GW new capacity towards 2025



Scatec Equity funded by cash & operating cash flow







## Scatec - 2021 Guidance

Q1 2021 Power Production	FY2021 Power production volume*	FY2021 Services	FY2021 Corporate
Proportionate volume: <b>800-825 GWh</b>	Proportionate: <b>3,500 - 3,700 GWh</b>	Revenues <b>NOK 280 million</b>	EBITDA <b>NOK -110 million</b>
Proportionate EBITDA: <b>NOK 660-680 million</b>	Up from 3,045 GWh in 2020	EBITDA margin: <b>30-35%</b>	

(\*) Production from plants in operations.



# A robust financial platform supporting growth









# 2020 Proportionate P&L segment details

## 2020 pro forma proportionate financials

NOK MILLION	Power Production	Development & Construction	Services	Corporate	Total
<b>Revenues and other income</b>	<b>3,356</b>	<b>873</b>	<b>243.4</b>	<b>40</b>	<b>4,512</b>
Cost of sales	-100	-764	-	-	-864
<b>Gross profit</b>	<b>3,256</b>	<b>109</b>	<b>243</b>	<b>40</b>	<b>3,649</b>
Personnel	-96	-117	-78	-97	-388
Other operating expenses	-453	-104	-77	-146	-780
<b>EBITDA</b>	<b>2,706</b>	<b>-112</b>	<b>88</b>	<b>-203</b>	<b>2,478</b>
D&A	-812	-26	-3	-20	-861
<b>EBIT</b>	<b>1,894</b>	<b>-138</b>	<b>84</b>	<b>-223</b>	<b>1,618</b>
<b>Cash flow to equity</b>	<b>1,067</b>	<b>-78</b>	<b>69</b>	<b>-190</b>	<b>867</b>
Cash flow to Equity % of EBITDA	39 %	70 %	79 %	94 %	35 %

Note: The pro forma figures include financials for SN Power as if the acquisition by Scatec occurred before January 1<sup>st</sup> 2020



# 2020 Proportionate - Power Production P&L details

## 2020 pro forma proportionate financials

NOK million	Power Production					Other	Total
	Philippines	Laos	Uganda	Solar assets			
Power Production - GWh	576	473	394	1,602		n.a.	3,045
<b>Revenues and other income</b>	<b>1,053</b>	<b>242</b>	<b>337</b>	<b>1,703</b>		<b>21</b>	<b>3,356</b>
Cost of sales	-89	-11	0	-		-	-100
<b>Gross profit</b>	<b>964</b>	<b>231</b>	<b>337</b>	<b>1,703</b>		<b>22</b>	<b>3,256</b>
Personnel	-27	-7	-3	-2		-57	-96
Other operating expenses	-115	-16	-15	-253		-54	-453
<b>EBITDA</b>	<b>822</b>	<b>208</b>	<b>319</b>	<b>1,449</b>		<b>-90</b>	<b>2,706</b>
D&A	-126	-58	-60	-564		-3	-812
<b>EBIT</b>	<b>696</b>	<b>149</b>	<b>258</b>	<b>885</b>		<b>-93</b>	<b>1,894</b>
<b>Cash flow to equity</b>	<b>400</b>	<b>59</b>	<b>216</b>	460		-68	1,067
Cash flow to EQ % of EBITDA	49%	28%	68%	32%		n.a.	39%
<b>Net debt end 2020</b>	<b>2,151</b>	<b>306</b>	<b>786</b>	<b>7,141</b>			<b>10,383</b>

Note: The pro forma figures include financials for SN Power as if the acquisition by Scatec occurred before January 1<sup>st</sup> 2020



# 2019 Proportionate - Power Production P&L details

## 2019 pro forma proportionate financials

NOK million	Power Production					Total
	Philippines	Laos	Uganda	Solar assets	Other	
Power Production - GWh	671	454	414	926	n.a.	2,465
<b>Revenues and other income</b>	<b>1,191</b>	<b>217</b>	<b>315</b>	<b>1,162</b>	<b>21</b>	<b>2,906</b>
Cost of sales	-258	-14	-	-	-	-272
<b>Gross profit</b>	<b>933</b>	<b>203</b>	<b>315</b>	<b>1,162</b>	<b>21</b>	<b>2,634</b>
Personnel	-28	-7	-2	-	-48	-86
Other operating expenses	-90	-18	-16	-164	-26	-314
<b>EBITDA</b>	<b>815</b>	<b>178</b>	<b>297</b>	<b>999</b>	<b>-60</b>	<b>2,229</b>
D&A	-116	-55	-50	-376	-36	-633
<b>EBIT</b>	<b>699</b>	<b>123</b>	<b>247</b>	<b>624</b>	<b>-97</b>	<b>1,596</b>
<b>Cash flow to Equity</b>	<b>422</b>	<b>58</b>	<b>166</b>	<b>380</b>	<b>-47</b>	<b>979</b>
Cash flow to Equity % of EBITDA	52%	33%	56%	38%	n.a.	44%

Note: The pro forma figures include financials for SN Power as if the acquisition by Scatec occurred before January 1<sup>st</sup> 2019



# Fairly stable EBITDA generation through the year

## 2020 pro forma Power Production quarterly results

Power Production (NOK million)		Q1	Q2	Q3	Q4	Total
<b>Solar</b>						
	Revenues	391	458	457	402	1,708
	<b>EBITDA</b>	<b>331</b>	<b>374</b>	<b>379</b>	<b>320</b>	<b>1,404</b>
<b>Hydro</b>						
	Revenues	329	389	419	512	1,648
	<b>EBITDA</b>	<b>242</b>	<b>307</b>	<b>340</b>	<b>413</b>	<b>1,302</b>
<b>Total</b>						
	Revenues	720	847	876	914	3,356
	<b>EBITDA</b>	<b>573</b>	<b>681</b>	<b>719</b>	<b>733</b>	<b>2,706</b>
	% of yearly total	21%	25%	27%	27%	100%

Note: Solar & Hydro will be reported jointly in the Power Production segment going forward





# 2020 Cash flow to Equity details

## 2020 pro forma proportionate financials

NOK million	Power Production	Development & Construction	Services	Corporate	Total
Revenues	3,356	873	243	40	4,513
<b>EBITDA</b>	<b>2,706</b>	<b>-112</b>	<b>88</b>	<b>-203</b>	<b>2,478</b>
Debt repayments	-731	0	0	0	-731
Interest expenses	-783	1	1	-56	-837
Tax	-126	33	-19	69	-43
<b>Cash flow to equity</b>	<b>1,067</b>	<b>-78</b>	<b>69</b>	<b>-190</b>	<b>867</b>

- Power production – includes debt service of project finance debt
- Corporate – includes debt service of group level debt
- **Quarterly reports** will include P&L, balance sheet items and Cash flow to Equity for assets/countries:
  - The Philippines, South Africa, Laos, Uganda, Egypt, Malaysia, Brazil, Czech Republic, Jordan, other

Note: The pro forma figures include financials for SN Power as if the acquisition by Scatec occurred before January 1<sup>st</sup> 2020



# Our capital structure - details

Pro forma capital structure – Per 31.12.2020 – with SN Power closing adjustment

## Scatec

NOK million	Consolidated	Proportionate Project Level	Group level*	Total Proportionate
Cash	7,788	1,065	5,949	7,014
Interest bearing liabilities	-13,011	-8,205	-748	-8,953
Net debt	-5,223	-7,141	5,201	-1,939

## SN Power

NOK million	Consolidated	Proportionate Project Level	Group level*	Total Proportionate
Cash	491	614	491	1,105
Interest bearing liabilities	-	-3,856	-	-3,856
Net debt	491	-3,242	491	-2,751

## SN Power Acquisition closing

NOK million	Consolidated	Proportionate Project Level	Group level*	Total Proportionate
Acquisition financing debt	-6,415	-	-6,415	-6,415
Cash settlement	-3,558	-	-3,558	-3,558

## Combined

NOK million	Consolidated	Proportionate Project Level	Group level*	Total Proportionate
Cash	4,721	1,679	2,882	4,561
Interest bearing liabilities	-19,426	-12,061	-7,163	-19,224
Net debt	-14,704	-10,382	-4,281	-14,663

