



# Third quarter 2023

## Focus and discipline

CEO, Terje Pilskog & CFO, Hans Jakob Hegge





# Disclaimer

The following presentation is being made only to, and is only directed at, persons to whom such presentation may lawfully be communicated ('relevant persons'). Any person who is not a relevant person should not rely, act or make assessment on the basis of this presentation or anything included therein.

The following presentation may include information related to investments made and key commercial terms thereof, including future returns. Such information cannot be relied upon as a guide to the future performance of such investments. The release, publication or distribution of this presentation in certain jurisdictions may be restricted by law, and therefore persons in such jurisdictions into which this presentation is released, published or distributed should inform themselves about, and observe, such restrictions. This presentation does not constitute an offering of securities or otherwise constitute an invitation or inducement to any person to underwrite, subscribe for or otherwise acquire securities in Scatec ASA or any company within the Scatec Group. This presentation contains statements regarding the future in connection with the Scatec Group's growth initiatives, profit figures, outlook, strategies and objectives as well as forward looking statements and any such information or forward-looking statements regarding the future and/or the Scatec Group's expectations are subject to inherent risks and uncertainties, and many factors can lead to actual profits and developments deviating substantially from what has been expressed or implied in such statements.

Alternative performance measures (APM) used in this presentation are described and presented in the third quarter 2023 report for the group.





# Key highlights

- Solid revenue growth to **NOK 2.5 billion** (1.6) and EBITDA of **NOK 893 million** (850) proportionate
- **Strong Development & Construction** results - 13% gross margin
- **Aligning growth rate** with internal funding capacity
- Changing dividend policy to **no dividend**



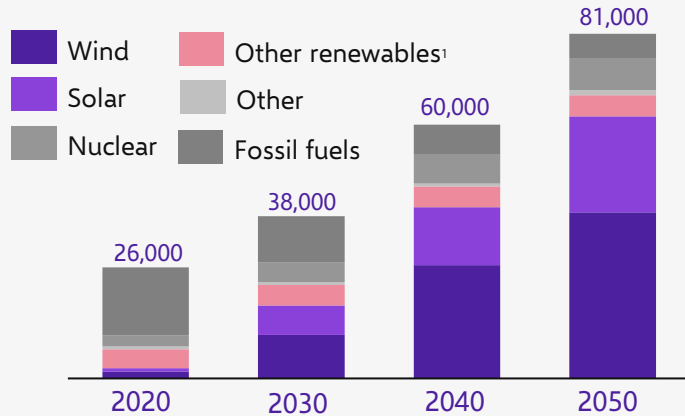




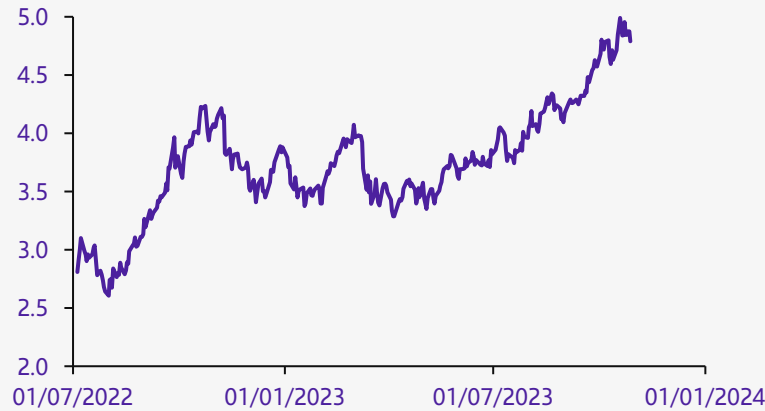
# Fundamentals of renewables remain strong

Attractive opportunities within solar as component prices are coming down

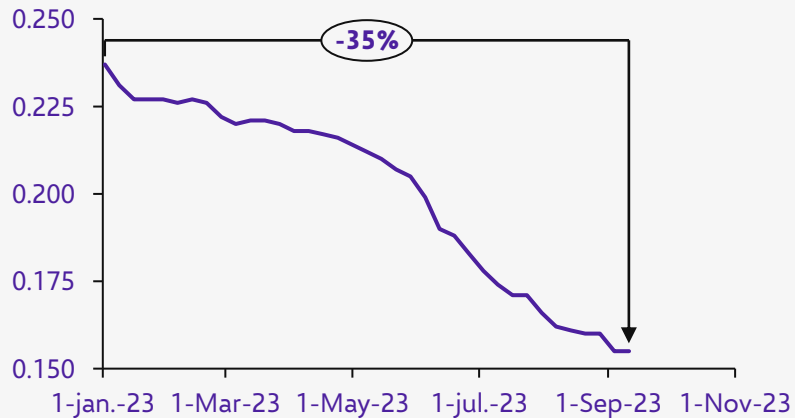
### Global electricity generation BNEF Net Zero (TWh)



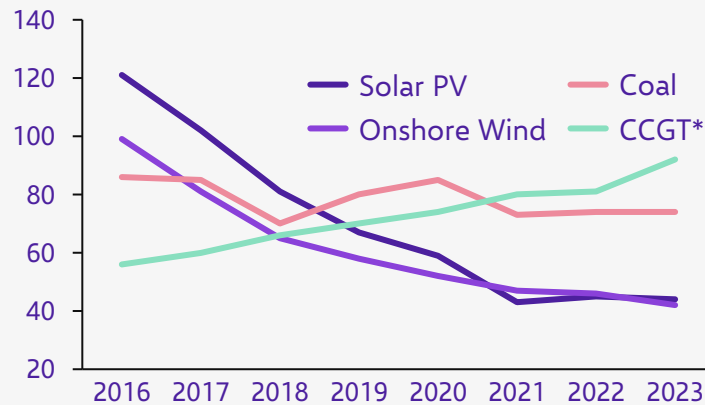
### US 10Y Treasury yield (%)



### Solar PV module prices (USD/W)



### Levelised cost of energy (USD/MWh)



- Solar and wind growing by 7x from 2020 to 2030
- Short-term increases in interest rates putting pressure on project profitability
- Component prices in solar rapidly decreasing - 35% YTD
- Strengthened competitiveness of solar and wind as levelised cost of energy is going down



# Strong and predictable cash flow from operating assets

Adding 25% EBITDA increase at attractive margins



**Philippines, 649MW**  
EBITDA LTM: NOK 664 million



**Uganda, 255MW**  
EBITDA LTM: NOK 353 million



**South Africa, 190MW**  
EBITDA Q3'23 LTM: NOK 680 million



**Egypt, 380MW**  
EBITDA LTM: NOK 270 million

PP EBITDA LTM  
**NOK 3.2bn**  
from operating  
assets<sup>1</sup>

+

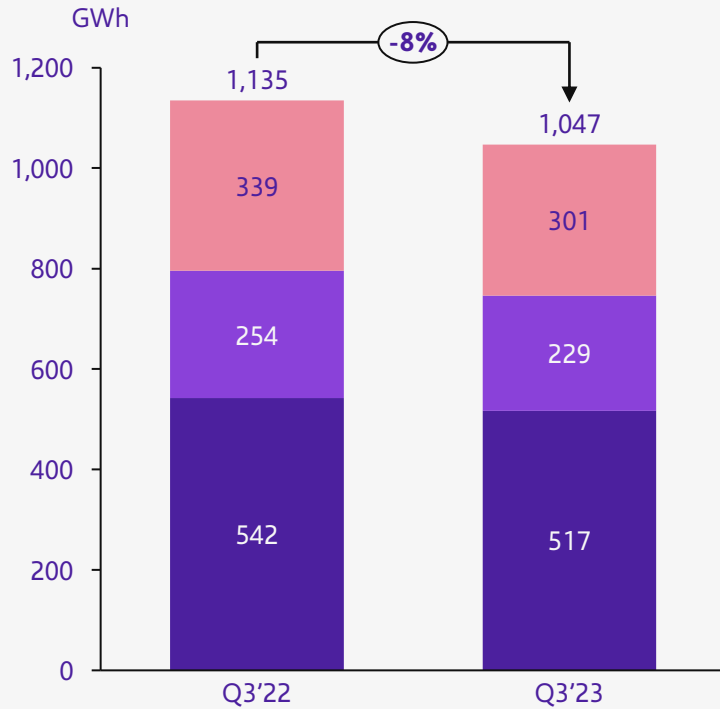
PP EBITDA addition  
**NOK 750m**  
from new assets

1) Including NOK 315 million gain from sale of the Upington power plant in Q2'23

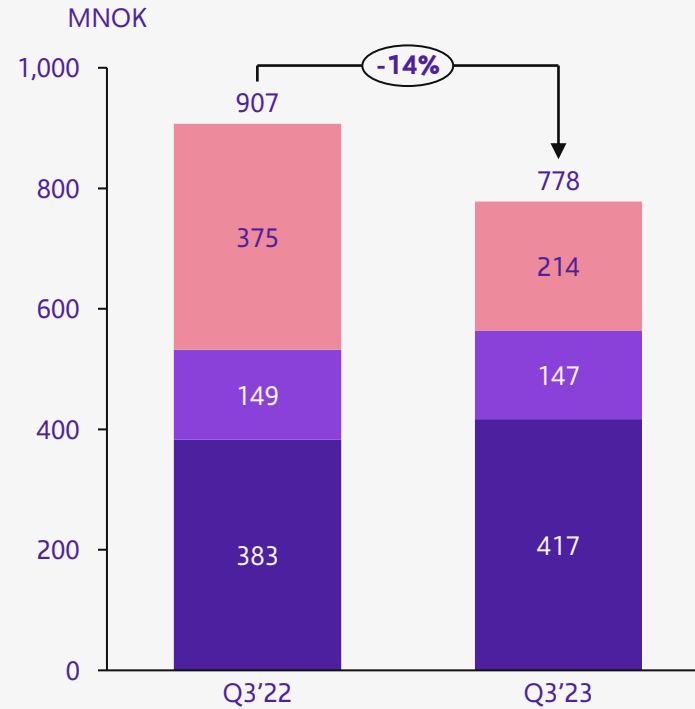


## Power Production EBITDA of NOK 778 million

Prop. power production, GWh



Prop. power production EBITDA, NOK million



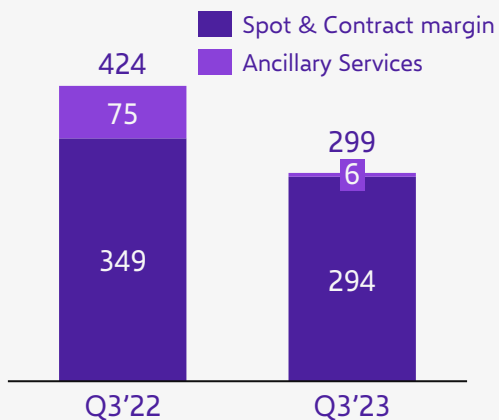
Hydro, Philippines Hydro, Laos and Uganda Solar & wind

- Kept availability close to 100% with no Lost Time Incidents
- Solar and wind EBITDA increased by 9% driven by Ukraine
- Lower production, prices and ancillary services in the Philippines

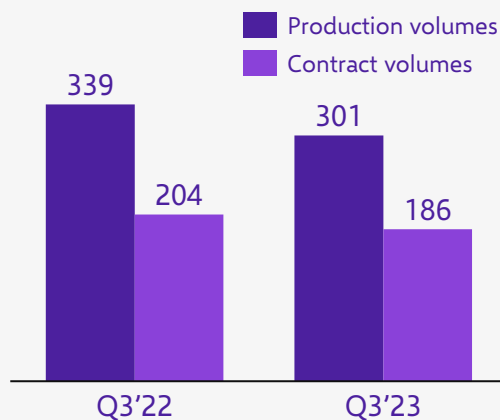


# Philippines: 3Q'23 impacted by production, limited ancillary services and spot prices

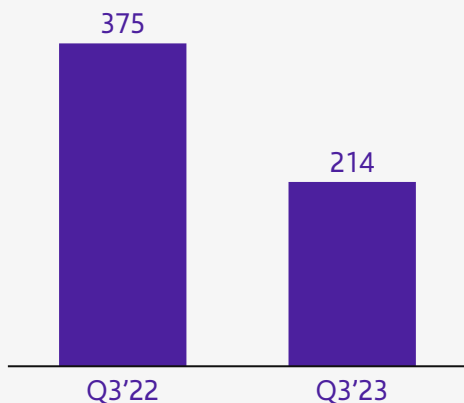
### Net Revenue, NOK million



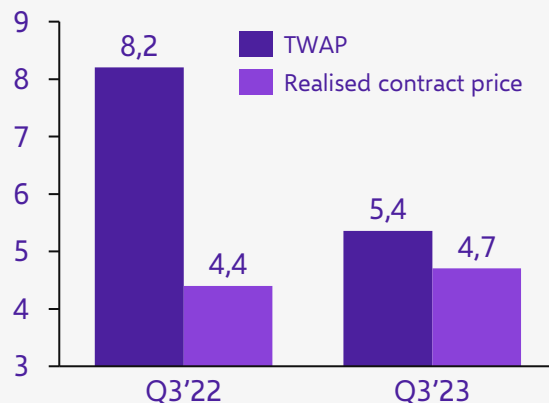
### Power Production, GWh



### EBITDA, NOK million



### Prices, PHPk/MWh



- Net revenue of 299 million (424) and EBITDA of NOK 214 million (375)
- Ancillary services revenues of NOK 6 million (75)
- Lower production volumes due to hydrology
- Significant reduction in spot prices year-on-year





## Development & Construction

# High construction activity - preparing for commercial operations

**NOK 1.3bn**  
D&C revenues  
Q3'23

**13%**  
gross EPC margin  
Q3'23

**NOK 2.5bn<sup>1</sup>**  
remaining  
contract value

### Kenhardt, South Africa

540 MW solar + 225MW battery storage



### Mendubim, Brazil

531 MW solar



### Sukkur, Pakistan

150 MW solar



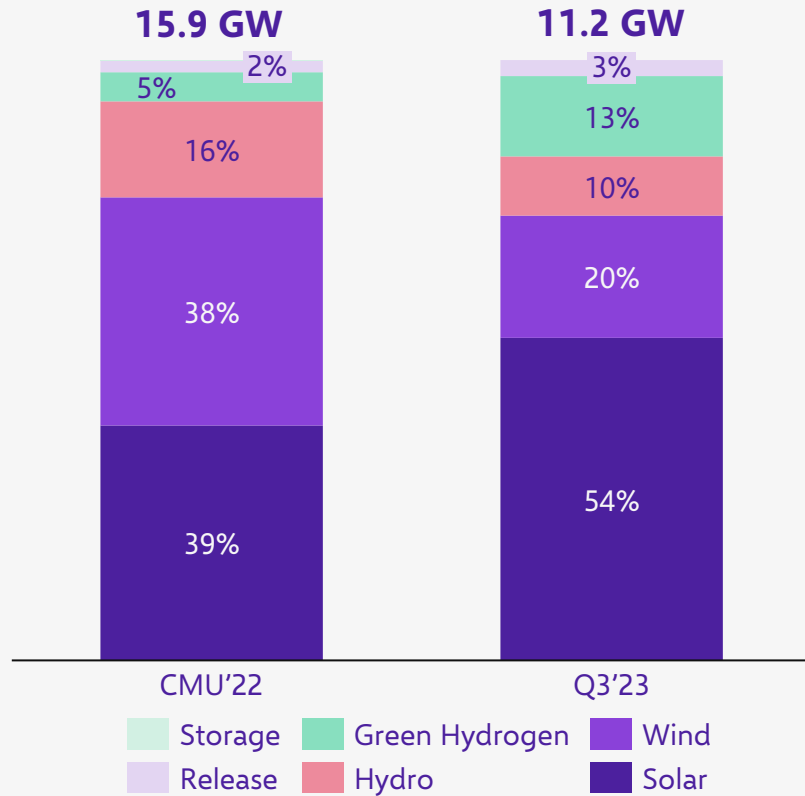
1) Includes NOK 0.5 billion remaining contract value from projects under construction and NOK 2 billion for the 273 MW Grootfontein in South Africa with construction start in 2024



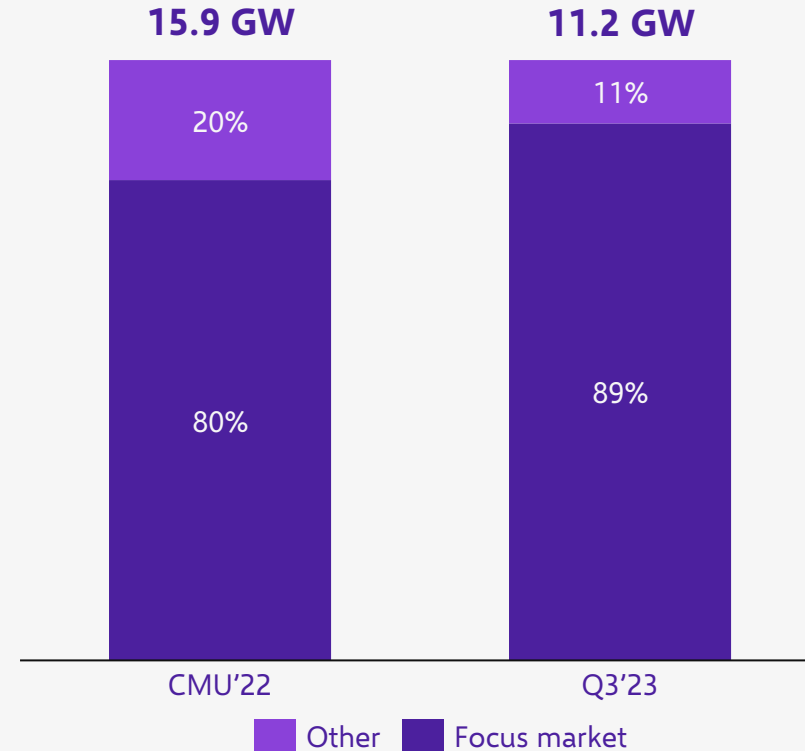


# High-graded pipeline with increased share of attractive solar

## Project backlog & pipeline



## Increased focus market share





# Continuing to scale up solar and battery storage in Sub-Saharan Africa

## Grootfontein, South Africa, 273 MW

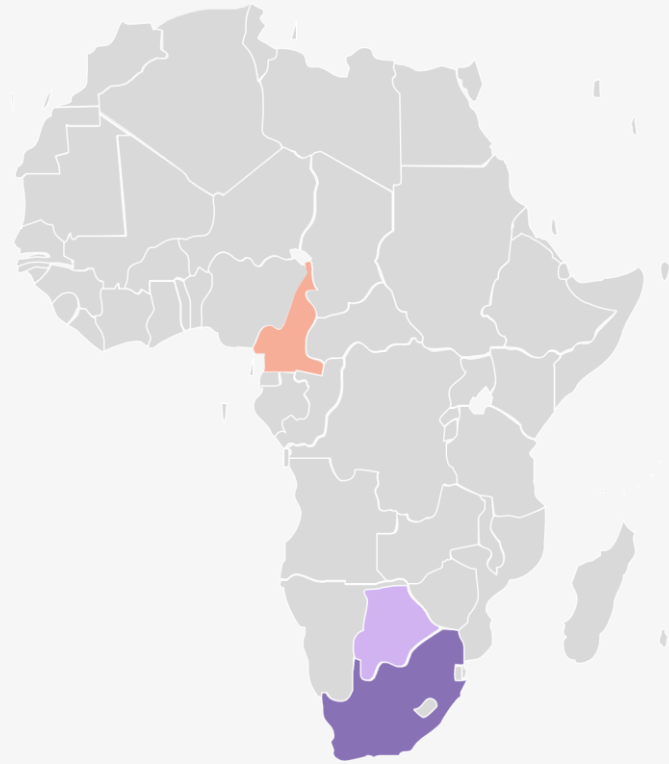
- PPA: 20-years with state utility
- Capex: NOK 3 billion
- EPC contract value: NOK 2.0 billion
- Scatec equity: NOK 150 million
- Construction start expected in 2024

## Selebi Phikwe, Botswana, 120 MW

- Project expanded to 120 MW
- 25-year PPAs with state utility
- Est. capex: NOK 1.3 billion
- Est. Scatec equity: NOK 390 million
- Est. EPC contract value: NOK 900 million
- Construction start expected in 2024

## Release, Cameroon, 36MW+19MWh

- Closed NOK 1 billion funding
- Construction completed in Cameroon
- Attractive opportunities within utilities and mining sector





# Financial review

Hans Jakob Hegge, CFO

 **Scatec**

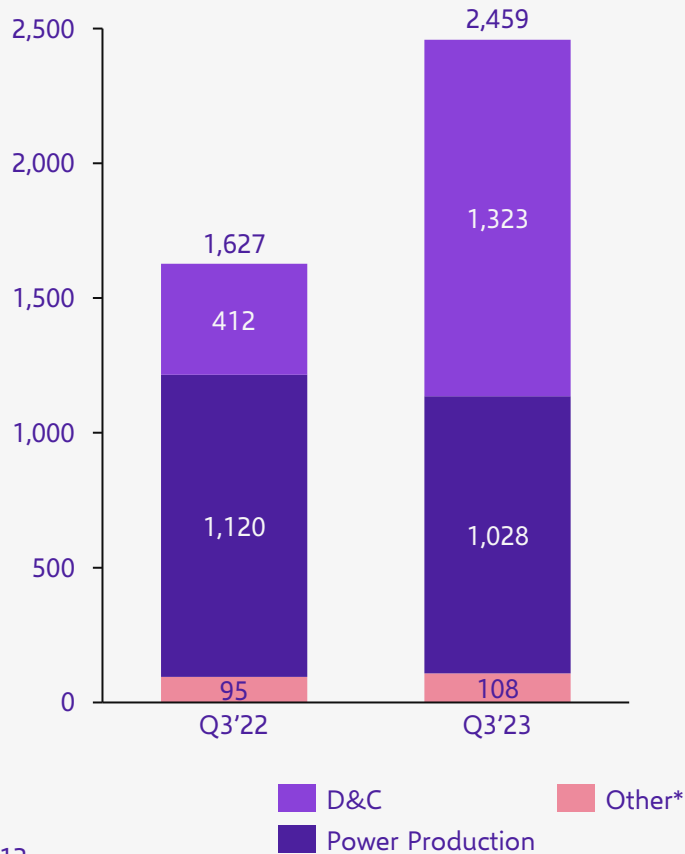




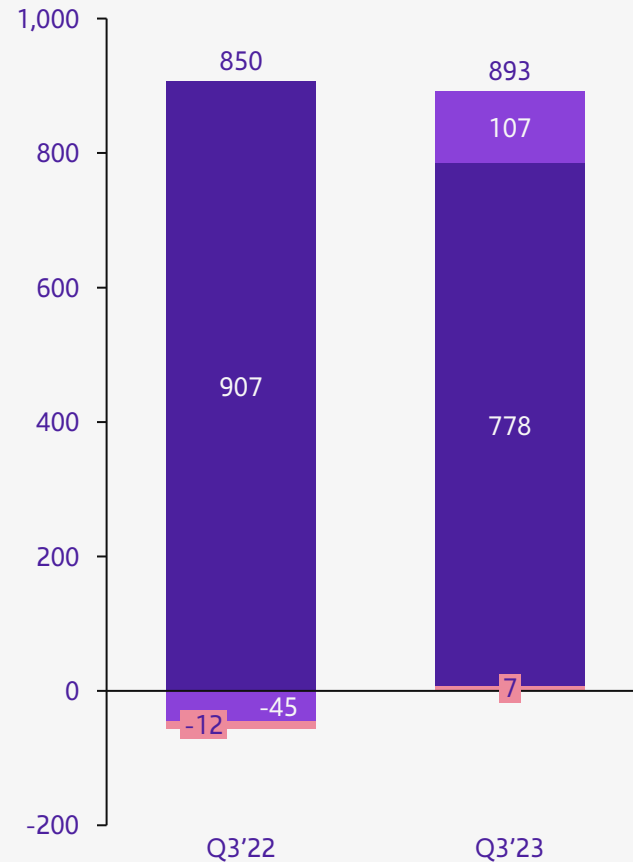
## Proportionate financials

# Total revenue growth driven by construction

### Proportionate revenues, NOK million



### Proportionate EBITDA, NOK million



**Proportionate revenues up 51% to 2.5bn due to high construction activity**

- D&C revenues of NOK 1.3 billion

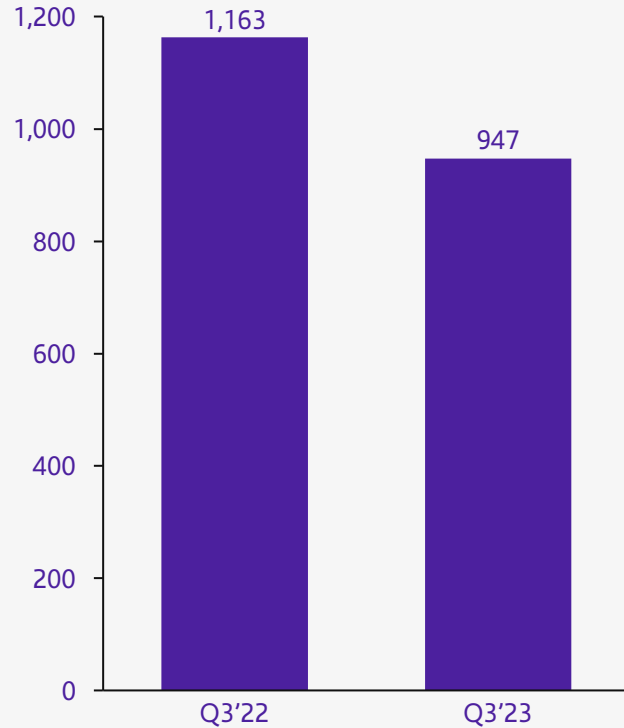
**5% EBITDA increase supported by construction and high margins**



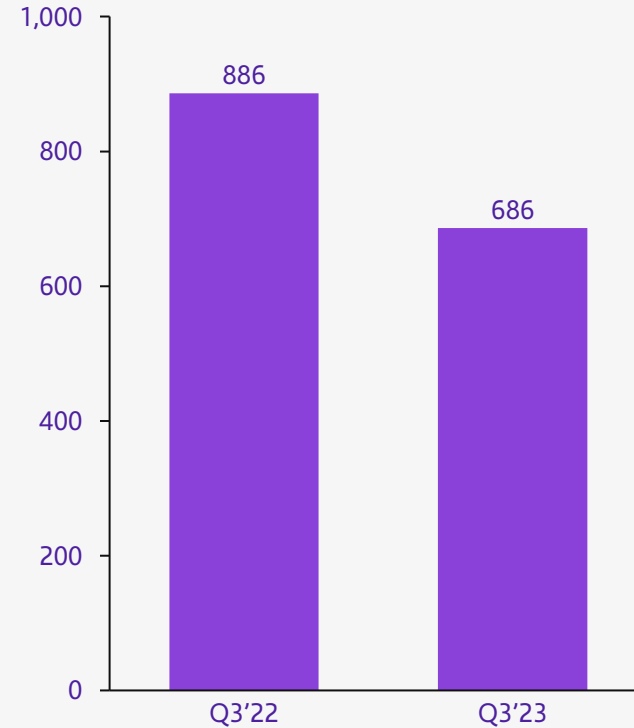
## Consolidated financials

### EBITDA of NOK 686 million impacted by the Philippines

Consolidated revenues, NOK million



Consolidated EBITDA, NOK million

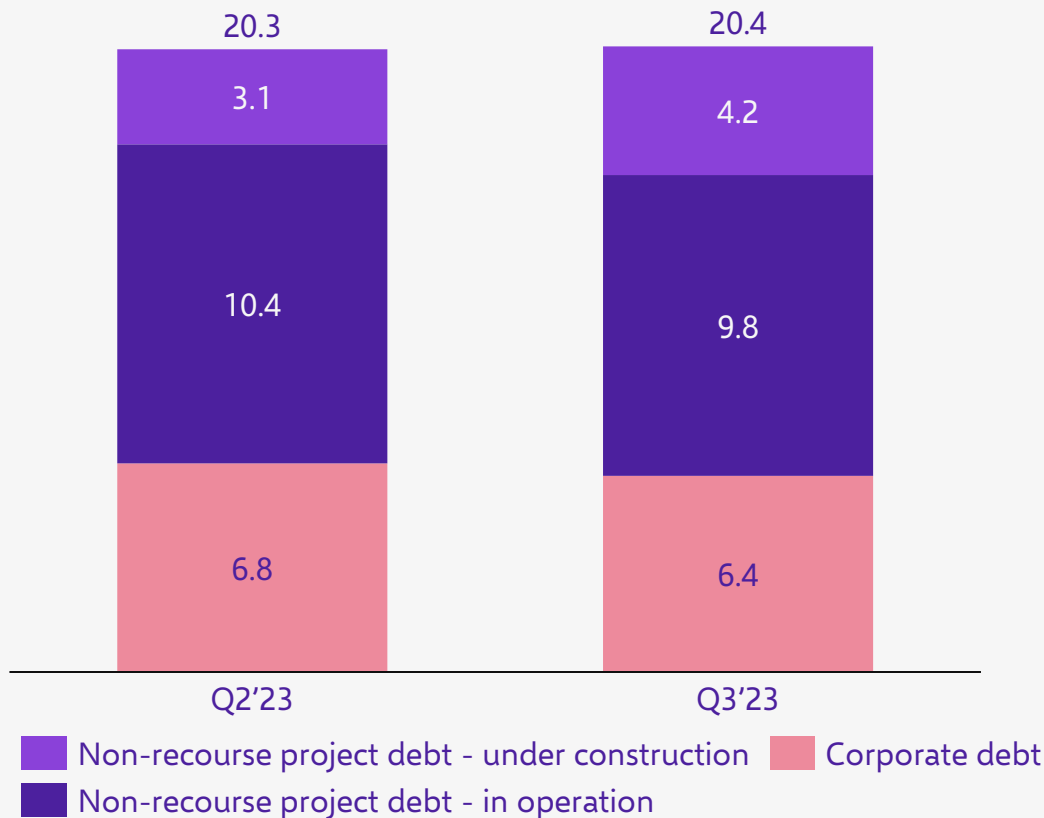


- Revenues of NOK 947 (-216) impacted by hydrology, prices and ancillary services in the Philippines
- EBITDA of NOK 686m (-200)



## Proportionate Net debt unchanged in the quarter

### Proportionate net interest-bearing debt NOK billion



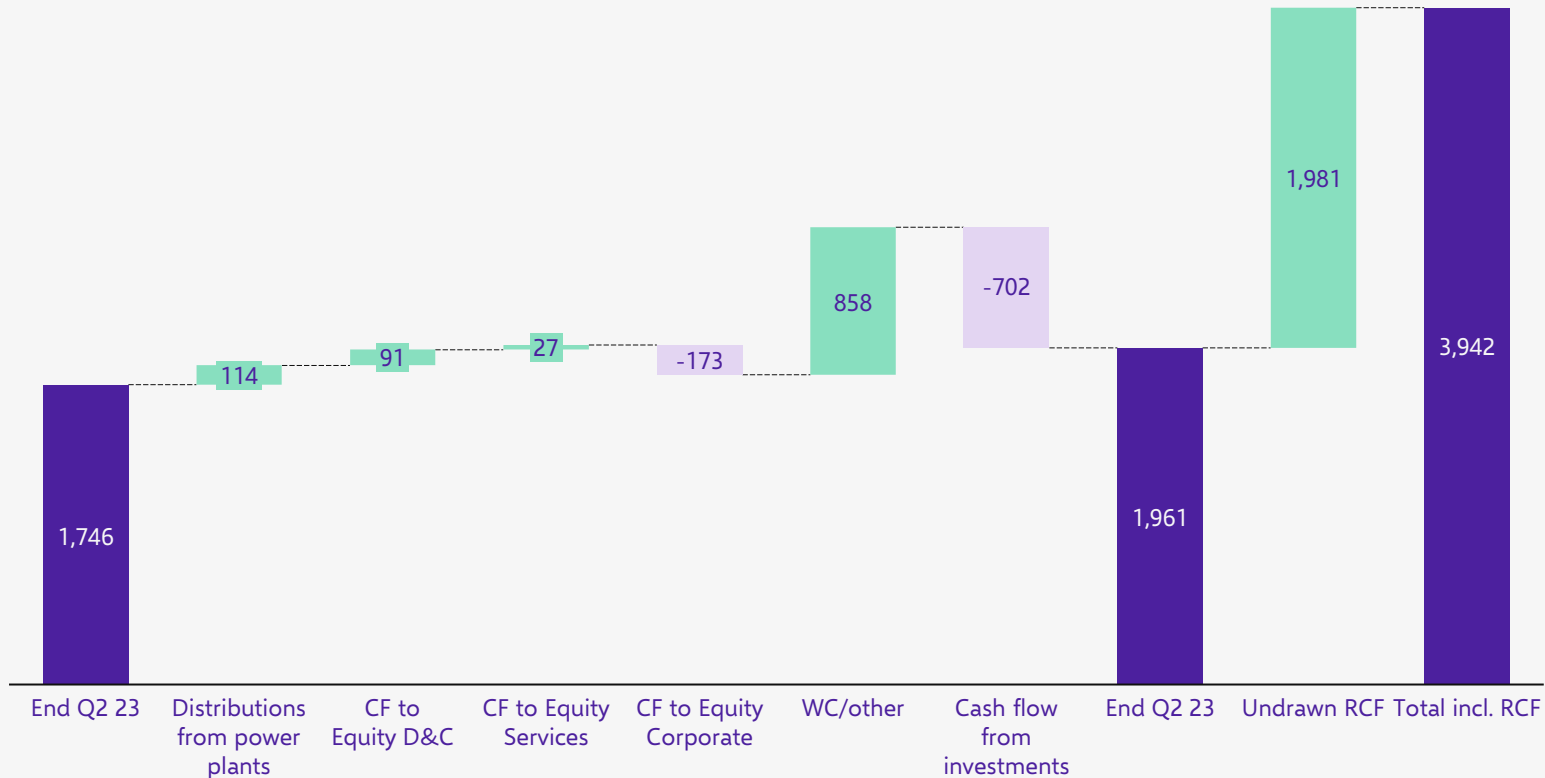
- Net corporate debt reduced by NOK 400 million due to amortisation, increased cash, and FX
- Non-recourse project debt reduced by NOK 600 million due to ordinary amortisations and FX
- Non-recourse project debt from projects under construction increased by NOK 1.1bn, supporting a 25% EBITDA increase





## Increased liquidity to NOK 3.9 billion

Q3'23 movements of the Group's free cash, NOK million



**NOK 200 million**  
added liquidity

**NOK 114 million**  
distributed from power plants

**NOK 702 million**  
invested in attractive growth



# Outlook

## Power Production

- FY'23 EBITDA estimate of NOK 3,050 – 3,250 million
- FY'23 Power production of 3,500 – 3,600 GWh
- 4Q'23 Philippines EBITDA estimate of NOK 200 – 260 million

## Total D&C remaining contract value

- Remaining contract value of NOK 2.5<sup>1</sup> billion
- Estimated gross margin of 10-12% for projects under construction and 8-10% for new projects

## Services EBITDA

- FY'23 estimate of NOK 95-105 million

## Corporate EBITDA

- FY'23 estimate of NOK -155 to -165 million



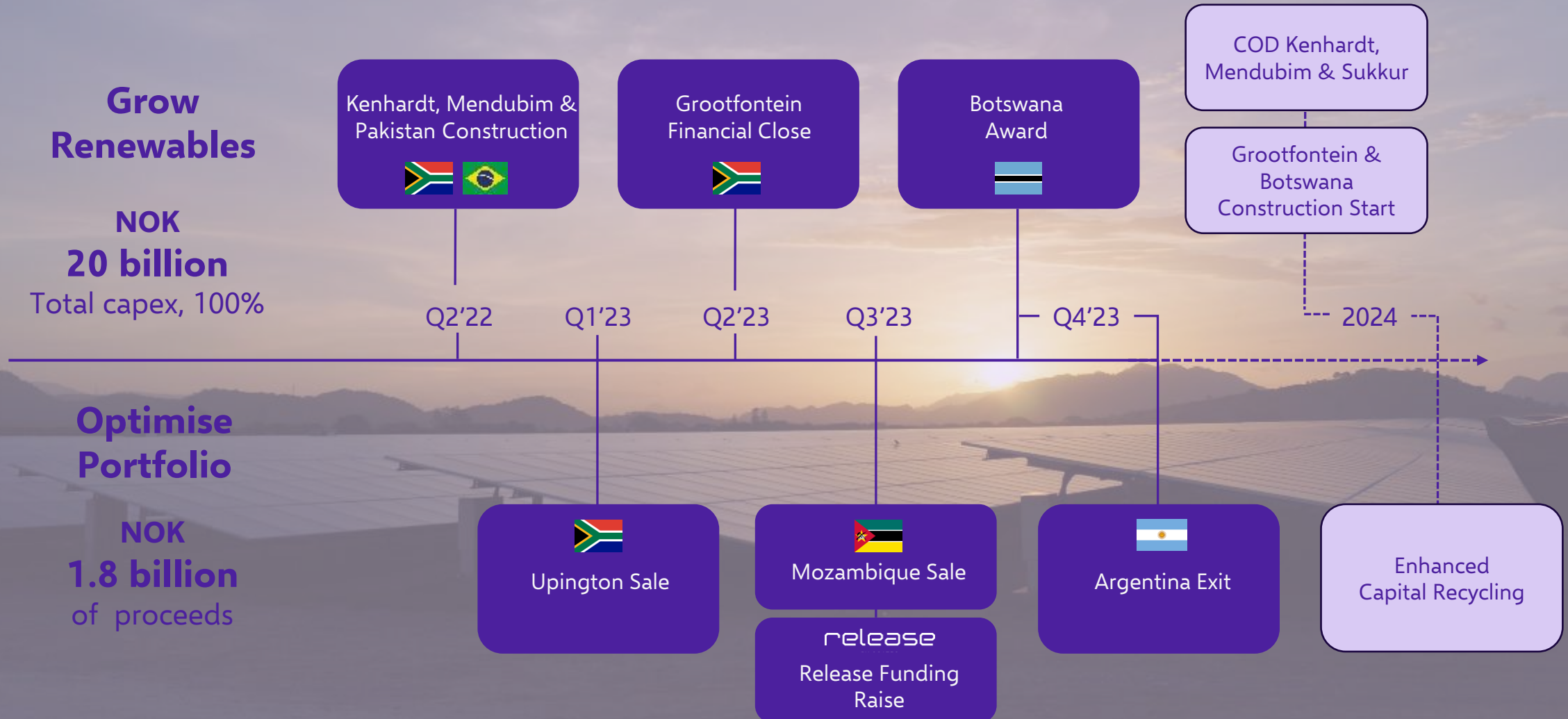


# Strategy update: Focus and discipline





# Delivering attractive growth and recycling of capital





# Building on our strengths



Emerging markets - track record and focus



Integrated business model – attractive margins



Technology integration – customer value



Partnerships – shared risk



Leading in ESG – competitive edge





Our strategy remains:  
Develop, build, own and operate renewable energy in emerging markets

## Grow Renewables

- Increased focus on solar, onshore wind & batteries
- Selective growth within green hydrogen and hydro

## Optimise Portfolio

- Enhanced focus on capital recycling
- Capital discipline and deleverage



# Aligning growth rate to internal funding capacity

## Sustaining the historic growth rate

### Growth

- Aligned growth rate: NOK 500 – 750 million equity investments annually
- Attractive returns: 1.2x CoE / D&C gross margin 8-10% / O&M margin 25-30%

### Deleverage

- Amortisations of approx. NOK 280 million annually
- Consider additional debt repayments

### Funding

- Growing cash flow from operating assets
- Enhanced capital recycling
- Changing dividend policy to no dividend





# Summary

- Strong fundamentals for renewables
- Growth aligned with internal funding capacity
- Enhanced focus on capital recycling and deleverage



**Scatec**



## Overview of change in proportionate net debt during the quarter

### Project and Group level net interest bearing debt

NOK billion	Q2'23	Repayments	New debt	Change in cash	Currency effects	Q3'23
Project level	-13.5	0.4	-1.1	0.0	0.2	-14.0
Group level*	-6.8	0.1	-	0.2	0.1	-6.4
<b>Total</b>	<b>-20.3</b>	<b>0.5</b>	<b>-1.1</b>	<b>0.2</b>	<b>0.3</b>	<b>-20.4</b>

- **Repayments:** Ordinary project debt repayments
- **New debt:** NOK 0.9 billion in South Africa and NOK 0.2 billion for Mendubim
- **Currency effects:** Strengthening of NOK against main functional currencies



# Our asset portfolio

## Plants in operation

	Capacity MW	Economic interest
Philippines	649	50%
Laos	525	20%
Egypt	380	51%
Ukraine	336	89%
Uganda	255	28%
Malaysia	244	100%
South Africa	190	45%
Brazil	162	44%
Argentina	117	50%
Honduras	95	51%
Jordan	43	62%
Mozambique	40	53%
Vietnam	39	100%
Czech Republic	20	100%
Release	38	100%
Rwanda	9	54%
<b>Total</b>	<b>3,142</b>	<b>52%</b>

## Under construction

	Capacity MW	Economic interest
Kenhardt, South Africa	540	51%
Mendubim, Brazil	531	33%
Sukkur, Pakistan	150	75%
Release	9	100%
Philippines	24	50%
<b>Total</b>	<b>1,254</b>	<b>47%</b>

## Project backlog

	Capacity MW	Economic interest
Tunisia	360	51%
South Africa	273	51%
Egypt	260	52%
Botswana	120	100%
<b>Total</b>	<b>1,013</b>	<b>57%</b>

## Project pipeline

	Capacity MW	Share in %
Solar	5,262	52%
Wind	2,280	22%
Hydro	1,102	11%
Green Hydrogen	1,240	12%
Release	300	3%
<b>Total</b>	<b>10,184</b>	<b>100%</b>