



Energeia AS

Fearnley Securities

**Annual Renewables & Clean-Tech
Conference**

29 November 2023

Agenda



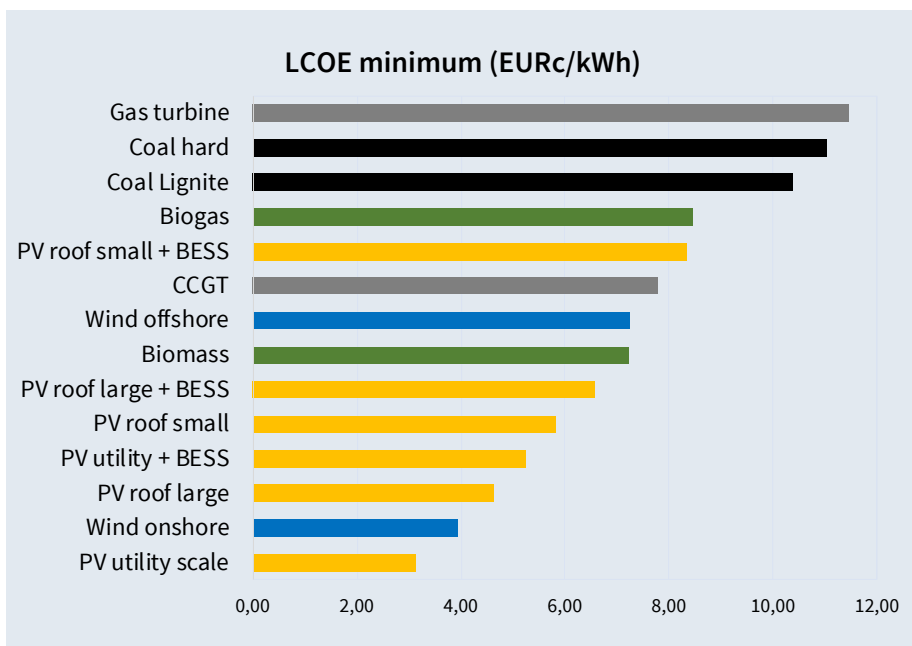
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Cost competitiveness & harmonization of power prices



2021 Germany LCOE by technology | EURc/kWh

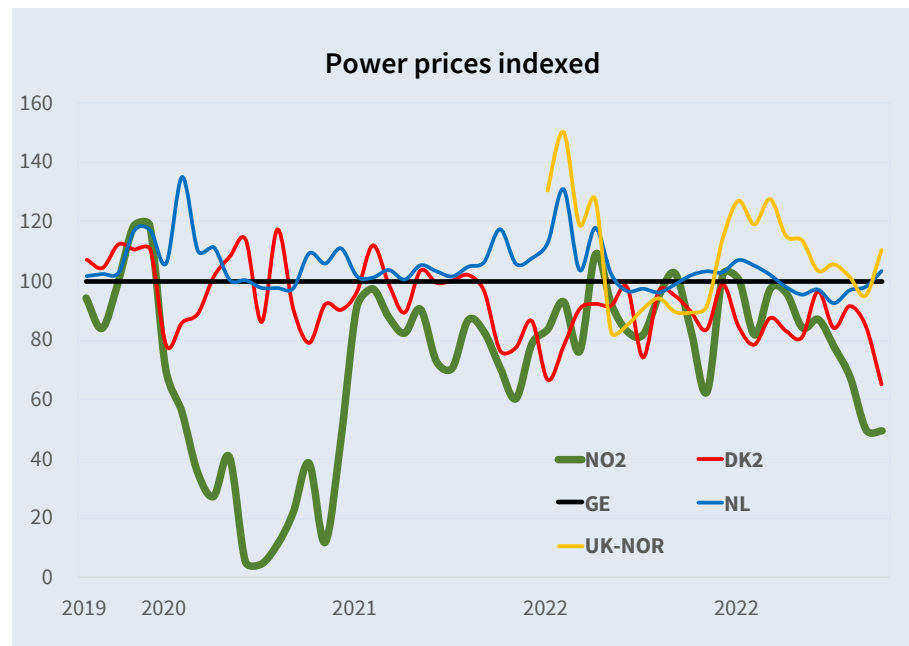


Source: Fraunhofer ISE; Levelized cost of energy analysis (2021)

Drivers for Solar PV + BESS cost competitiveness:

- Solar PV manufacturing costs down
- Battery manufacturing costs down
- Solar PV modules efficiency up
- Relative cost differential increased further since 2021

Geographical harmonization of power prices



Source: Nordpool (2023)

Grid interconnection harmonizes power prices:

- Norway transmission capacity to Europe increased from 25TWh to 78 TWh in 2022 (58% of power consumption).
- Norwegian power market is a EUR market.

Energeia group overview



- Established 2010.
- Purchased, sold, operated and constructed Solar PV power plants since 2011.
- Operating an Agrivoltaic power plant in the Netherlands since 2020.
- Geographical business focus the Netherlands and Norway.
- Energy system installation and services operation in the Netherlands with 47 employees.
- Development of utility scale Solar PV power plants with BESS since 2020 in Norway in collaboration with industrial partners.
- 40 utility scale Solar PV + BESS projects in development in Norway. 20 projects under contract representing approx. 1 000 MWp/1.2 TWh.



Industrial partnerships



- Working together in seamless teams with open-book philosophy with industrial partners to develop and jointly own utility scale Solar PV power plants + BESS in Norway.

Eidsiva Group:

- Total assets NOK 50bn, revenues of NOK 11bn and EBITDA of NOK 4.3bn in 2022.
- 100% owner of power distribution company Elvia.
- 43.5% owner of Hafslund ECO - producing 6.3 TWh of Hydropower.
- Investing and developing grid connected BESS systems.

Hydro Rein:

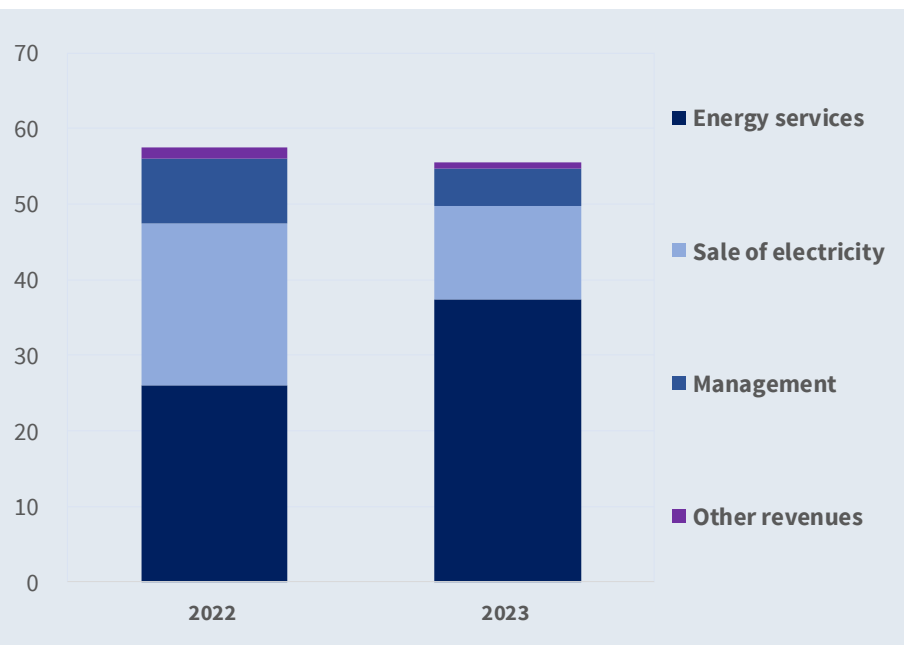
- Subsidiary of Norsk Hydro with mission to produce CO₂ emission-free power from Solar PV and Wind.
- 1 700 MWp portfolio in operation and under construction.
- Macquarie group to invest and own 49% in JV with Norsk Hydro.



9m 2023 revenues & EBITDA



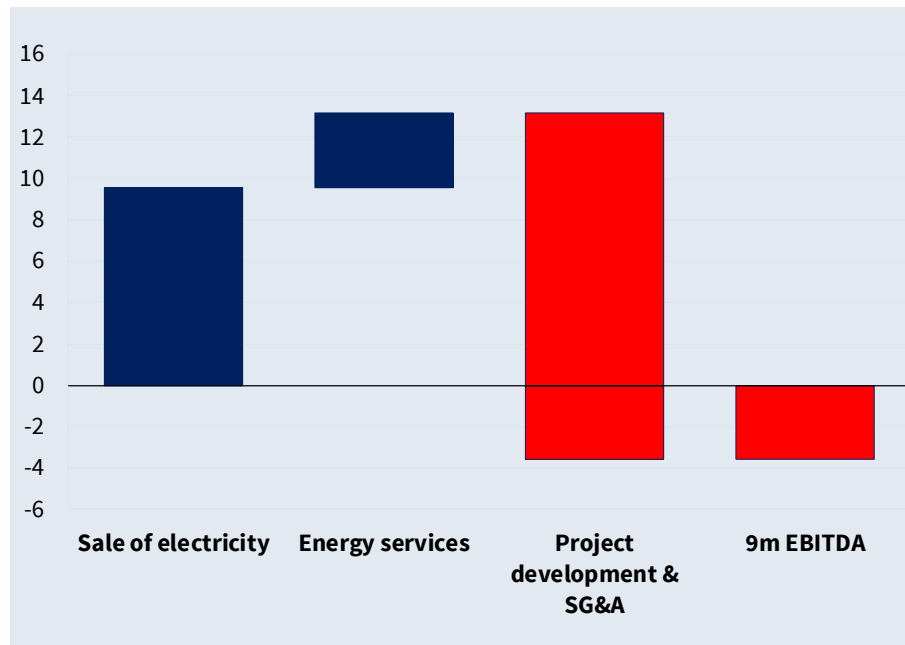
9m revenues 2022 & 2023 | NOKm



9m 2023 vs. 9m 2022 YoY change

- Electricity sales; Price down by 49%, Volume down by 8%.
- Estimated FY'23 realized price above SDE+ contract of EUR 90 per MWh.
- Energy installation & services organic sales growth of 28%
- Management revenues reduced by 41%.

9m 2023 EBITDA | NOKm



Cash profitability

- Running profitable business in power production & energy installation & services are funding project development costs in Norway & the Netherlands.

Assets & resources



Assets & financing | NOKm

Current assets	63	35	Short term debt
Cash	37	11	Payables
Receivables	16	4	Tax & duties
Inventories & other	10	20	Short term debt
Long-term assets	169	80	Long term debt
Power plants	106	72	Interest bearing debt
Assets in construction	8	8	Other long-term debt
Other lt. assets	12		
Brand & Goodwill	43		
		118	Equity
Total assets	233	233	Total financing

Asset base Sept. 2023

- 78% of asset base (NOK 180m) in operating business in the Netherlands.
- Interest bearing debt is for PV power plant. 1,26% fixed interest for duration of loan to 2038.
- Goodwill from acquisition (NOK 22m) depreciated over 5 years.

Human resources | Employees

Netherlands	47	37,6
Management & HR	6	5
Accounting	2	1,6
Sales & services support	10	7,3
Technical & installation	29	23,7
Norway & Italy	14	12,9
Management	2	2
Accounting & administration	6	5,4
Legal	1	1
Project development & technical	5	4,5
Energeia Group	61	50,5

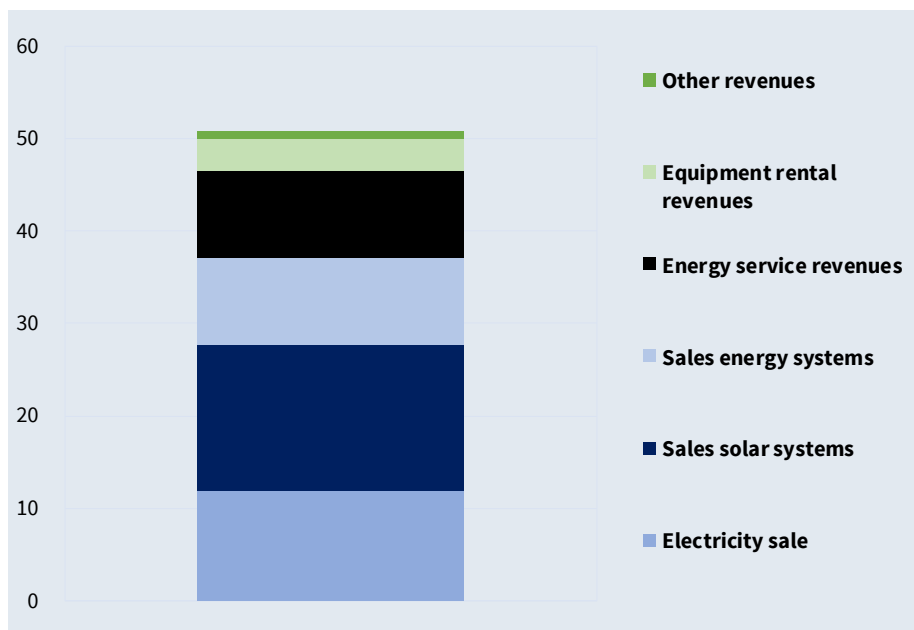
Human resources

- 61 employees representing 50,5 FTEs
- Increase of technical staff in the Netherlands to meet increasing demand for energy systems installation & services.

Netherlands activity & focus



Revenue structure | NOKm



9m'2023 revenue structure

- Installation & services revenues 77% of sales. Solar system installation sales increased 57% YoY.
- Energy service revenues comprise 8 000 own service customers and 2 000 on behalf of Energy company client.
- Product offering with cross selling increasing total sales.
- EUR 90 per MWh SDE+ electricity sales contract until 2035.

Profitability | NOKm

9m 2023	Group NL	Power prod.	Installation & services	SG&A & project
Revenues	50,7	11,9	38,9	-0,1
Cost of goods sold	-15,5	0,0	-15,5	0,0
Gross margin	35,3	11,9	23,4	-0,1
% Gross margin	69%	100%	60%	
Operating costs	-26,2	-2,4	-19,8	-4,0
EBITDA	9,1	9,6	3,6	-4,1
% EBITDA margin	18%	80%	9%	
Depreciation and amortization	-7,0	-3,3	-0,6	-3,2
EBIT	2,1	6,2	3,1	-7,2
Net financial items	-0,7	-0,7	0,0	0,0
Profit/loss before tax	1,3	5,5	3,1	-7,2

Cost & profitability

- Installation & services EBIT margin lower due to increased staff to meet increasing demand. August holiday affecting 9m revenues and profit. Target EBIT margin is 15%.
- Financial cost related is interest on long-term debt in power production.

Norway project development & portfolio

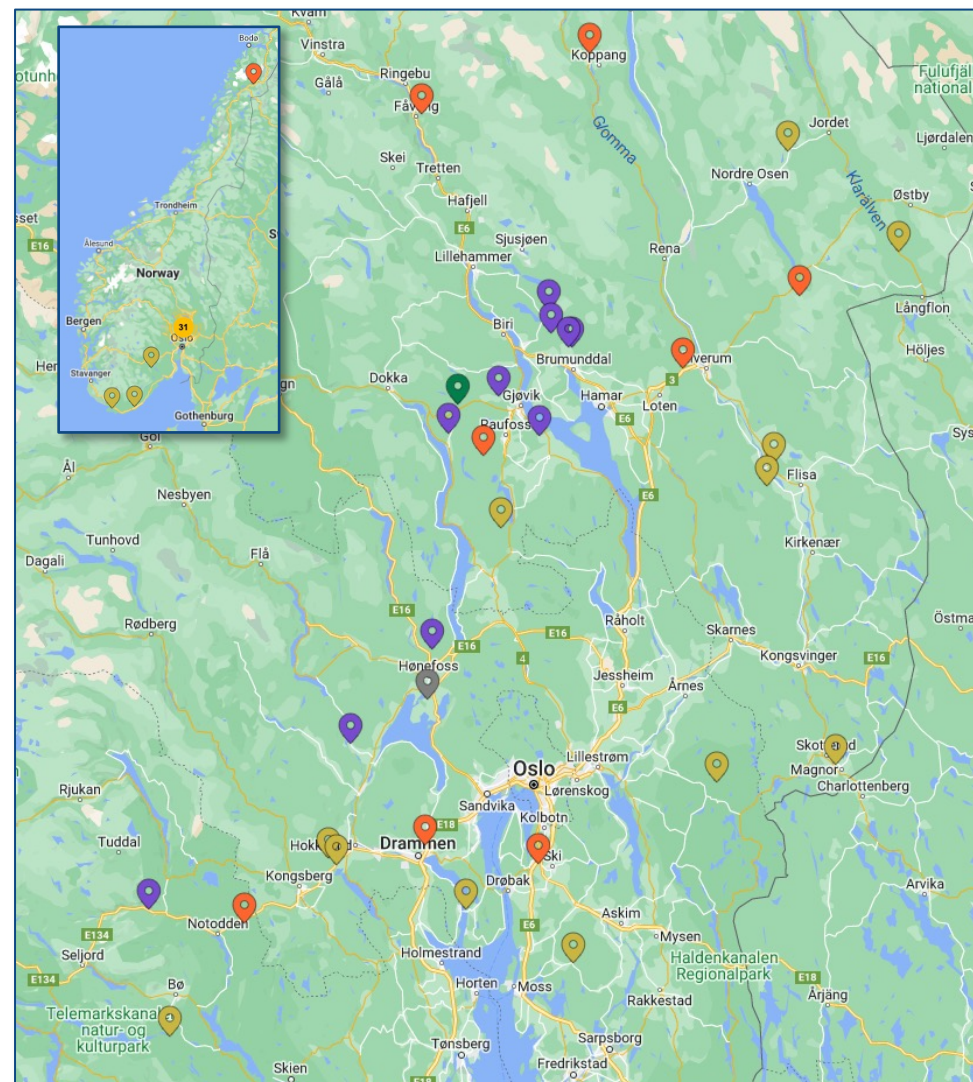


Portfolio under contract

Projects in development	No.	Area Hectare	Capacity MWp	Power GWh	Investment NOKm
Ready for consession process	4	384	264	316	1 714
Land lease & development	7	792	578	679	3 756
Lol & grid discussion	9	378	213	271	1 386
Project under contract	20	1 554	1 055	1 266	6 855

Project development Norway

- Approx. 40 projects in development, of which 20 currently under contract.
- Most projects in collaboration with Eidsiva Group with Energiea group in lead
- National concession authority (NVE) now requires grid connection agreement before handling concession application.
- Focus going forward is dialogue with Grid companies and TSO (Statnett) to secure grid connection prior to concession application procedure.
- Project development team strengthen with grid competence and experience from Solar concession applications in NVE.



Profitability of a utility scale PV power plant in Norway

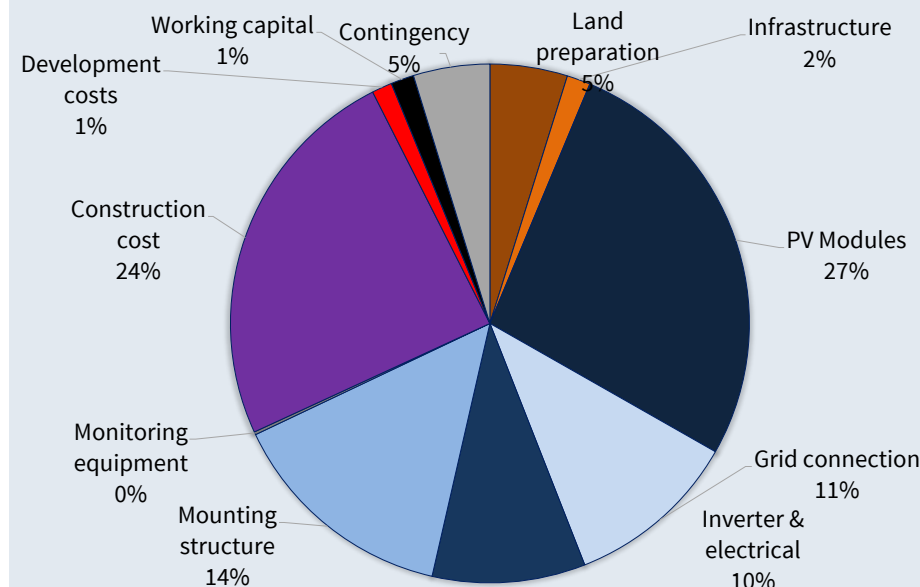


Construction cost | NOK/MW

Project construction cost NOKm/MW

Total investment	6,141
Land preparation	0,297
Infrastructure	0,090
PV Modules	1,655
Grid connection	0,664
Inverter & electrical	0,586
Mounting structure	0,882
Monitoring equipment	0,011
Construction cost	1,499
Development costs	0,077
Working capital	0,089
Contingency	0,292

Main elements in construction costs



P&L | NOK 0,50 per kWh

Revenues	0,500
Operating costs	0,086
Grid costs	0,044
Land Rent	0,010
O&M	0,019
Insurance	0,004
Utilities	0,005
SG&A	0,005
EBITDA	0,414
% EBITDA margin	83%
Depreciation	0,170
EBIT	0,243
% EBIT margin	49%
Cash cost	0,257

Valuation assessment per MW

30 yrs

Debt financing / MW	3,07	NOKm
Debt interest rate	5,24%	
Equity investment / MW	3,07	NOKm
FCF total assets aft.tax/MW	19,57	NOKm
Acc. Dividends/MW	14,20	NOKm

Capital return per MW

IRR (after tax)	8,9%	30yrs
IRR - Debt yield spread	368	bp
Equity cash IRR (after tax)	11,2%	30yrs
Average dividend yield	15,4%	30yrs
Equity cash payback	11,0	Years

What to expect for 2024



Status:

- Sufficient funding and Dutch profitability to bring Norwegian concession application to fruition.
- Bring Dutch projects forward to construction decisions in municipalities.
- Earliest construction start in 2025 of 4 mature Norwegian solar PV + BESS projects.

Focus & opportunities going forward:

- Continue organic growth of the Dutch business.
- Get Norwegian projects through concession approval process with NVE and grid companies.
- Develop the industrial partnerships further in Norway and the Netherlands.
- Exploring M&A opportunities within operational Solar PV power plants in the Netherlands.
- Exploring M&A opportunities within Energy system installation and services businesses in the Netherlands
- Exploring synergies between Netherlands operations and Norway within equipment B2B wholesale activity.



Thank you

