

Magnora ASA SEB Nordic Seminar – Copenhagen 2024

8 January 2024



A pure play "**asset-light**" renewables developer - greenfield origination







Highly experienced team from investments and renewable energy development – operating leverage

Landbank growing rapidly – in Q3 we reached 6,7 GW aiming for 9GW¹ of renewables in 2025

Zero debt, low burn, solid cash position and near-term cash flow from project sales, legacy business and dividends

Listed on the main board of Oslo Stock Exchange with some 7,800 shareholders²

A portfolio diversified across technologies and regions

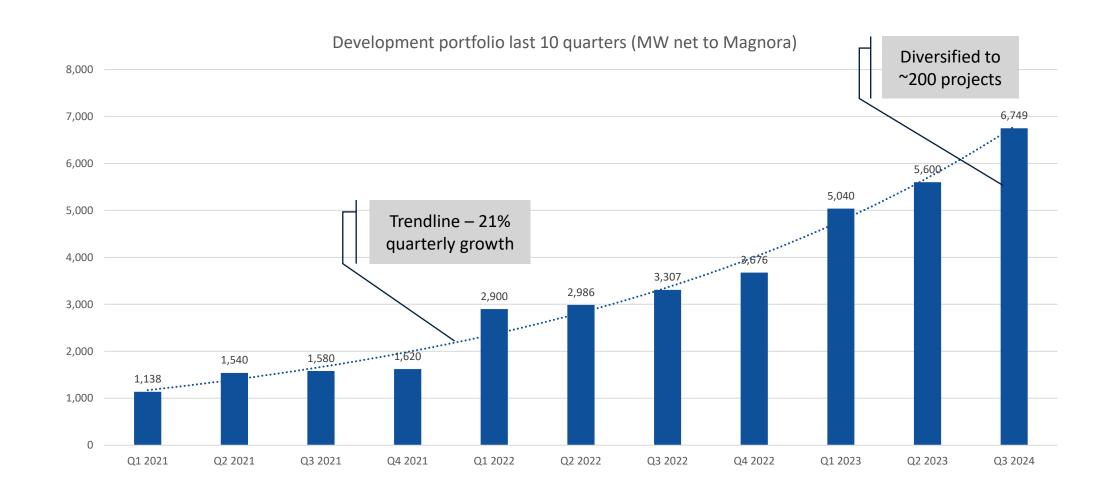


All figures are MW net to	Solar PV	Offshore floating wind	Offshore bottom-fixed	Onshore wind	Storage	Under development
Magnora ¹ as of 19 October 2023						
Sweden	2,485		250		600	3,335
Finland ²	201					201
Scotland		396				396
England	108				110	218
Norway	376					376
South Africa	1,465			605	153	2,223
Development portfolio	4,635	396	250	605	863	6,749

1) Figures includes some volumes that have been transferred to customer – these are strictly speaking not in the portfolio but may trigger future milestone payments. 2) Indirect ownership through Helios Nordic Energy AB



Sustained portfolio growth of ~100% annually Magnora's portfolio typically grows ~20% per quarter



Both our clean energy projects and our approach to business are built in a sustainable way



 Strategy established Returned 517 MNOK to shareholders and buybacks from 2018 Four employees and NOK 50m cash Q1 Focus on renewables with support from top shareholders 	 Building business Diversification to various renewable segments Investments in Helios, South Africa Helios first sale ScotWind application Kustvind, Evolar 	 Operational and financial excellence First dividend from portfolio company Hafslund becoming largest shareholder New mutual funds top 20 shareholders 	 "Go to market" Sold 420 MW net First "hand-overs" Exit from Evolar at up to x10 multiple Three sales in South Africa Sale to Hafslund, Commerz Growth combined with return of capital to shareholders Legacy contract extension
2018-2020	2020-2021	2022	2023

2024 Sc

Scaling and harvesting

- Multiple businesses shifting to sales SA, Uk, Finland, Norway in addition to Sweden
- · More revenue recognition as sold projects are delivered in multiple markets
- Organic growth across geographies and products/technologies
- Multiple milestone payments
- Focus on internal growth as well as new markets business development
- Capital allocation dividend and buybacks as we receive more cash

The recent transformation of Magnora has been profound and combines growth and harvesting



The Journey in numbers

- 420MW Sales met to Magnora in 2023 (above our 200-325 MW guiding)
- **367 mNOK** Cash in Q3 versus 11 mNOK 15 months prior
- Ca 180 mNOK EBITDA as of Q3 vs 10 mNOK for 2022
- 39 mNOK Capital returned since June 2023 including share buyback

Revenues from a diversified business, with long term growth prospects* Bright outlook across all our segments

Onshore

- » Success criteria: sales and portfolio management in a scalable business with 200+ medium sized developments, marketable in 1-3 years, sought by growth investors and utilities
- » Revenue from sales processes in all portfolio companies, with Helios being the most advanced (sold close to 1 GW to date with contractual revenues of some SEK 1 bn)

Legacy

- » Success criteria: managing relationship to secure long-term, low risk license revenue from reliable customers
- » Revenue estimated at USD 8.6 million in 2024 (Shell Penguins)
- » Western Isles extension securing long term revenues of 50 cent per barrel in years to come

Offshore

- Success criteria: careful development of large deals in a political economy
- Revenue from farm-downs when the conditions are favourable (typically grid, permits and CfD prices)**

Other

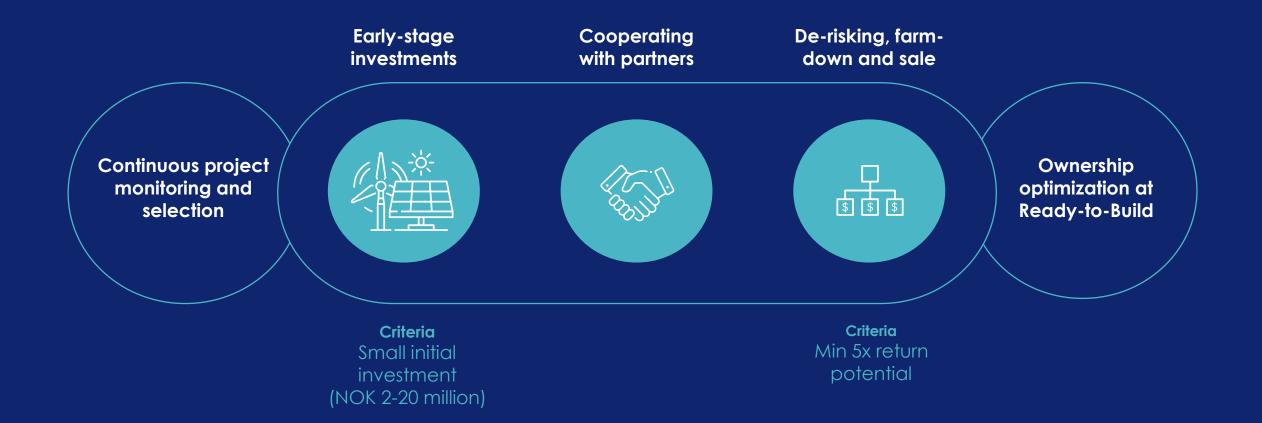
- » Evolar earn-out with First Solar potentially 24 MUSD
- » Sold shares in Neptun to existing shareholders

- * Note, the disclaimer on page 31 applies fully to these forward-looking statements
- ** CfD levels soared in UK for floating wind to NOK 3.25 KWh (vs. i.e. NOK 0.66 KWh for bottom fixed at in Sørlig Nordsjø 2)



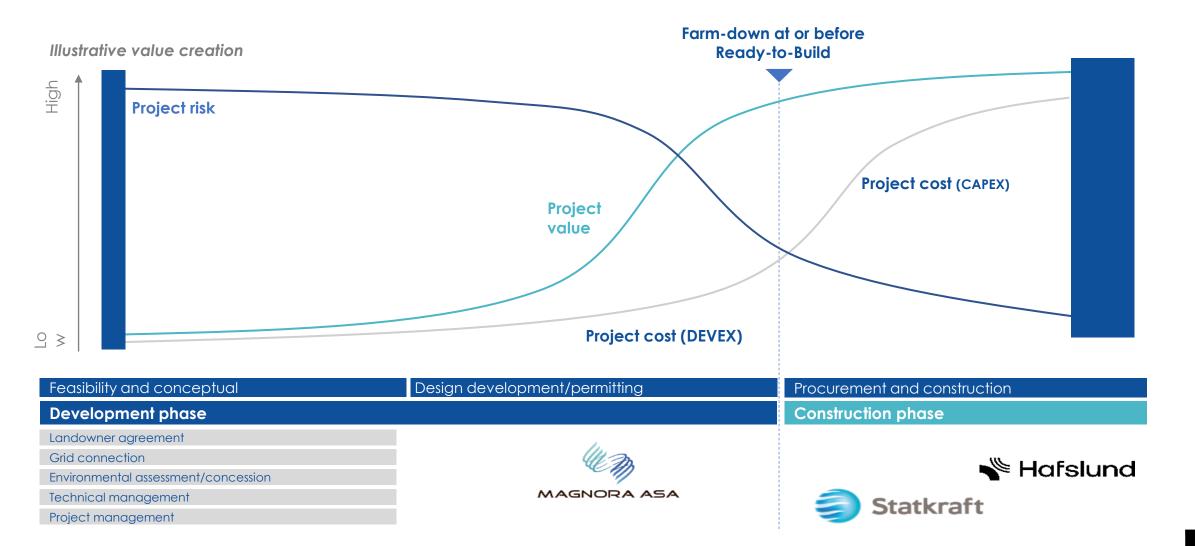
Business model

We are developing renewable projects to the Ready-to-Build phase



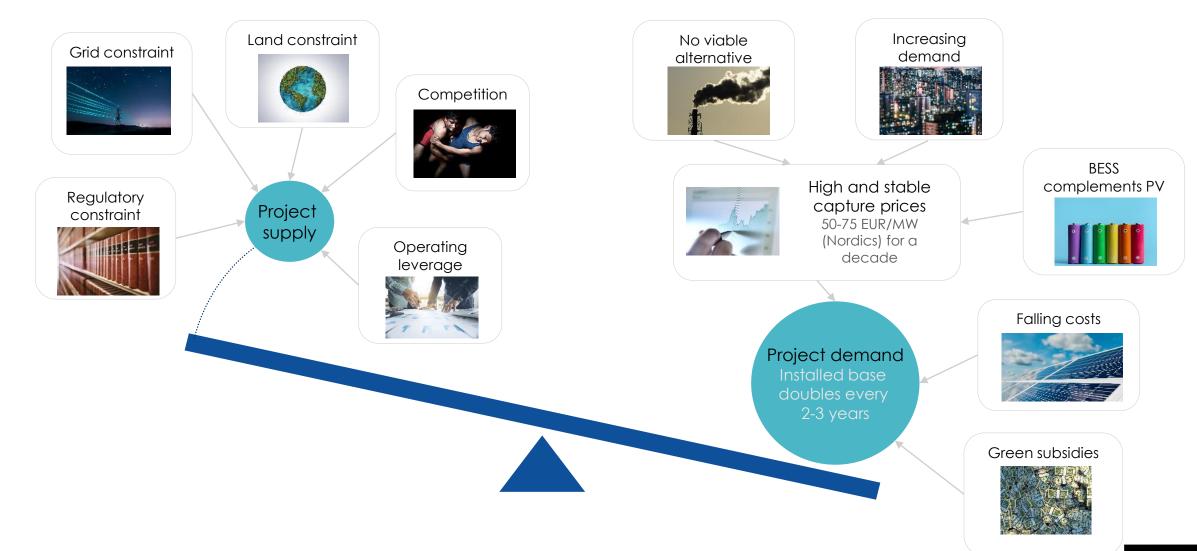
Developing projects to Ready-to-Build phase ("ASSET-LIGHT") with limited balance sheet risk





Basic economics ensure that RtB projects will remain in high demand with limited new supply





The global energy market is only starting to transition forcing a sustained mega trend









OIL & GAS 55%















SOLAR & WIND 6% BIO & OTHER 1%

Our ("repeat") customers are leaders in their respective markets with low risk and high future potential for Magnora



Globeleq	Our first customer in South Africa - is owned by the Norwegian and UK governments and is an ambitious and respected developer	
Commerz Real AG	is a Helios customer and a leading European bank and infrastructure investor	COMMERZ REAL 스
Hafslund	(21 TWh year in green energy)– a Helios customer and a partner in Hafslund Magnora Sol AS - is a leading European utility	Hafslund
Nordic Solar	Leading European Solar Independent power producers (IPP), Helios customer	°N Nordic Solar
Solgrid	Owned by some of the largest utilities in Norway, Helios customer	ខ sol grid
First Solar Inc.	America's leading manufacturer of Solar PV, and the most valuable solar PV company anywhere, acquired Evolar AB from Magnora	First Solar.

Organization

Hand-picked management and team executing on big renewables opportunities with entrepreneurial approach



Torstein Sanness Executive Chairman



- **Co-founder** of Lundin Petroleum Norway and DNO, and from several executive positions during his 25 years at Saga Petroleum.
- Board member IPC, Panoro Energy, Carbon Transition, previously Chairman of Lundin Petroleum Norway.
- Master's degree in Engineering (geology, geophysics and mining engineering) from NTH.



Erik Sneve CEO



- 25 years experience from various positions in the investment and renewable industry
- Experience from working as an analyst, consultant and investment director in EY, DnB Markets, Energy Future Invest (EFI - a Statkraft, Hafslund and Eidsiva Energi joint-venture), Tore Tønne and Torstein Tvenae.
- COO Has worked internationally in the US, Sweden, Germany and opened offices in the UK and Sri Lanka in software company.
- Responsible for the Solibro AB (Swedish solar technology company) development, construction and exit for EFI to Qcells.
- Former Chairman Evolar AB development and exit to First Solar Inc.
- B.Sc. in Finance from Arizona State University with Summa Cum Laude (Dean's list).



Strong team of professionals with extensive experience from the energy industry



Bård Olsen CFO

Bjørn Drangsholt

CEO Hafslund

Maanora

equinor Hydro

Statkraft

M

BI Deloitte.





Emilie Brackman VP Wind & Solar







Trond Gärtne SVP Business development





Haakon Alfstad CEO Magnora Offshore Wind





Espen Erdal VP Business development



Slide 15











Board and management exposure "Skin in the game"



Board and Management exposure

Person		Number of shares	Number of options
Erik Sneve	CEO	1,173,871	450,000
Torstein Sanness	Chairman	629,442	325,000
Haakon Alfstad	CEO Magnora Offshore Wind	111,177	200,000
Hilde Ådland	Board Member	39,011	10,000
Bård Olsen	CFO	75,000	125,000
John Hamilton	Board Member	33,837	40,000
Espen Erdal	VP Business Development	17,174	125,000
Trond Gärtner	SVP Business Development	7,000	100,000
Emilie Brackman	VP Wind & Solar	2,600	75,000
Hanne Wiger	Business Controller	4,474	50,000
Stein Bjørnstad	Head Advisor	1 <i>5,</i> 000	50,000
Total		2,108,586	1,550,000
% of shares outstanding	9	3.16 %	

Ownership structure

- On the main list of Oslo Stock Exchange ca 7 800 shareholders
- Hafslund Vekst AS (large renewable utility) holds 6.7 per cent of the shares
- A dozen private investors hold between one and four per cent of the shares
- The 20 largest investors hold somewhat less than 50 per cent of the shares
- Increasingly favored by fund investors

Outlook





* Outliers are excluded: stand-alone solar PV in South Africa is unlikely to fetch premium prices while certain projects in certain markets sell above this range. Board initiated an evaluation of corporate structure and engaged Pareto Securities to assist in the process of enhancing shareholder value based on interest for the group and group companies



Appendices



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Update on some key markets

The case for renewable energy is strong in all our markets

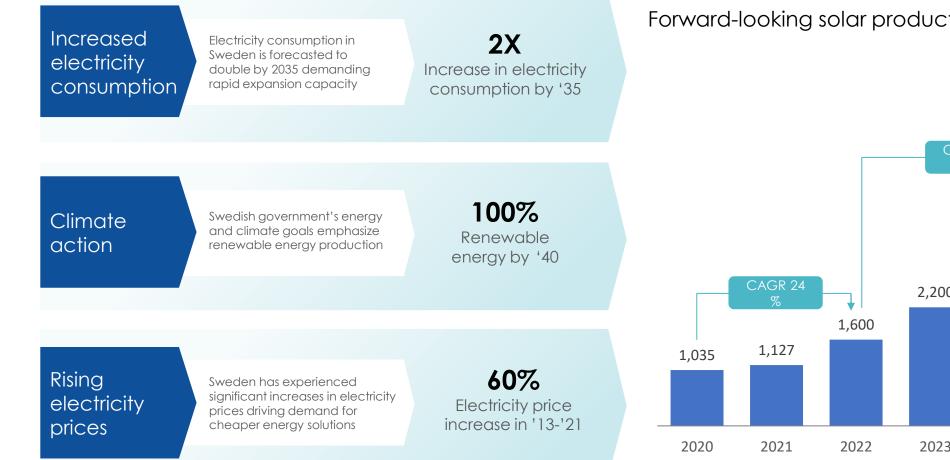


	Electricity price to consumer (NOK/kWh) 2023 excl. net and tax	LCOE Solar PV (NOK per kWh)	Stated govt. ambition or similar for renewables by 2030	Regulatory regime
Norway	Ca 0.95 (Q1 and Q2)	NA	40TWh (incl. 5-10 hydro (Energikommisjonen)	Generally supportive
UK	0.70 (52 GBP per MW in first half of 2023)	Ca 0.5 (0.33 by 2030*)	Government aims for 30 GW solar, 50 GW offshore wind	Generally supportive
Sweden	Ca 0.75 (SE3 and SE4)	Ca 0.5 (0.33 by 2030*)	Market expect 30TWh (no official policy)	Very supportive
South Africa	1.20 (above 2 ZAR) including net	0.35- 0.45	Government and Eskom aims for 20-30 GW	Supportive but complex - lacks spot market

*According to Norwegian Water Resource and Energy Directorate (NVE), 2022 prognosis

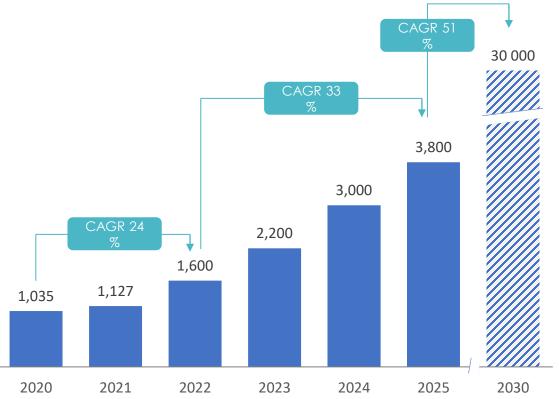
Swedish electricity market is set to double by 2035

Solar power is expected to be one of the main contributors



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Forward-looking solar production in Sweden (GWh)



..in addition, the UK energy market is expecting soaring growth in both battery and solar markets by 2030

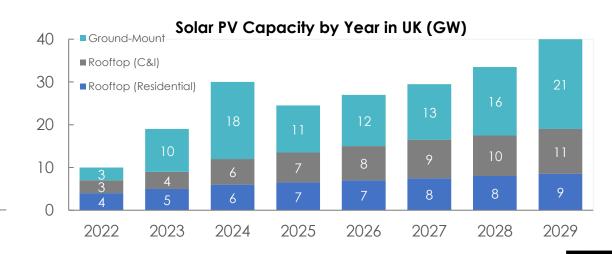


Rapid growth of utility-scale battery storage facilities in the UK

- Short-term electricity energy storage capacity in the UK is currently dominated by pumped hydro, a mature technology with limited potential for significant capacity increase over the next three decades due to geographical constraints.
- On the other hand, utility-scale battery storage facilities in the UK have experienced rapid growth in recent years and now account for approximately one-third of the grid's storage power capacity. This growth trend is expected to continue, with projected energy storage capacity reaching 190 GWh by 2050.



- While dominated by wind power, the UK solar market is set to experience significant growth, with the potential to add up to 25GW of solar capacity by 2030
- All market segments in the UK solar industry are in growth mode, showing encouraging contributions from various subcategories, including residential and commercial rooftops, as well as utility-scale ground-mounted solar farms. The cumulative capacity is expected to reach 40GW by the start of 2030, driven by a combination of rooftop and ground-mount installations



UK utility-scale electricity storage capacity (GWh) 250 Pumped Hydro 200 ■ Li-ion battery 150 Standalone long duration Co-located with solar 6 100 25 6 50 ਨੇ 29 24 20 $\left(\right)$ 2010 2020 2030 2040 2050

Source: DNV Energy transition outlook, UK 2022

The UK has been number one in EY's ranking of attractive countries for offshore wind for the past three years¹



Benefitting from governmental policies and regulatory regimes focused on accelerating the deployment of offshore wind.

Scotland's Pioneering Role in Offshore Wind Innovation

2

Ambitious government targets for deployment

- ▶ Up to 50GW offshore wind capacity by 2030, including up to 5GW of FOW²
- Scottish government is targeting 11GW by 2030³

Excellent geography for offshore wind

- > As an island nation, the UK is well suited to offshore wind deployment
- > The UK, in particular Scotland, has some of the best wind resource in the world³

Established, well-regarded regulatory regime

▶ The UK has developed a regime covering the entire offshore wind project life cycle with plans to accelerate the pipeline deployment

Scotland at the forefront of FOW development

- Scotland deployed the world's first FOW farm, Hywind, followed by the world's largest FOW farm, Kincardine
 40% of the c.78GW offshore pipeline is FOW²

Map of operational UK offshore wind sites⁴

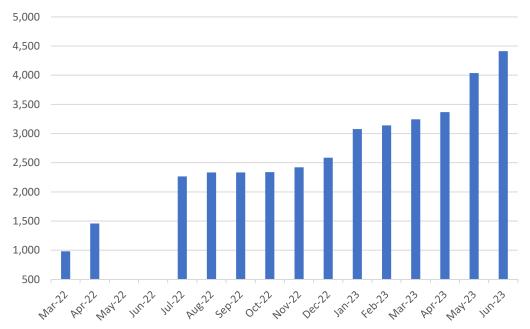
South Africa has huge potential, and our asset-light model carries little risk



The fundamentals of this market is very promising

- Some 60 million customers in the only potential mid-income market in Africa
- A power-consuming and export-oriented industry, particularly mining that needs secure power supply and may be subject to pressure from customers about sustainability (a very interesting PPA market)
- Rolling shut-downs of electricity system drives strong interest from corporate and industrial customers bypassing the government auction system.
- Ambitious goals from the government, and a well-established system of auctions (REIPPP) where private companies bid to supply capacity. This REIPPP program has secured 2.8 GW of solar PV and 3.4 GW as of August 2023
- The ambition is to expand the REIPPP program to secure another 20-30 GW in 10 years
- A geography with excellent opportunities for renewable energy: abundant land, best-in-class sun resources and fairly constant and stable wind resources
- A run-down power system where coal contributes 80-85 % of the current electricity supply, set for replacement by a combination of renewables, batteries and some gas power

Rapid growth of installed Solar for both industry and consumer markets

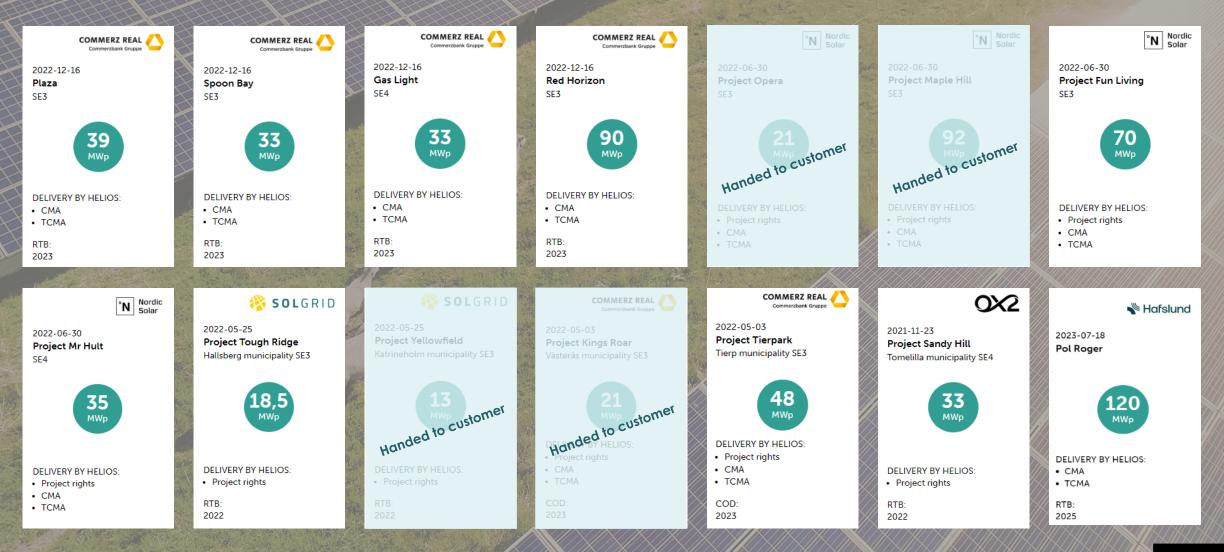


Estimated Cumulative Solar PV in South Africa (C&I and Residential) in MW

Source: Eskom, integrated resource plan, and <u>https://www.bloomberg.com/netzeropathfinders/best-practices/integrated-resource-plan-south-africa/</u>

Example of Helios farm-downs – total 953,5 MWp Magnora is largest shareholder in Helios

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Broad portfolio of attractive companies and projects – Gross Numbers (per October 2023)



Ownership	40%	100%	92%	80%	45% Option to 50%	50%	50%	48%
	Helios	SOUTH AFRICA		OFFSHORE WIND	kust vind	MAGNORA STORAGE UK	MAGNORA PV UK	Hafslund Magnora Sol
Segment	Solar & Energy Storage	Onshore Wind & Solar		Offshore Wind	Offshore Wind Shallow Water	Energy Storage	Solar	Solar
Gross Capacity	8,214 MW	2,223 MW		495 MW	500 MW	220 MWh	215 MW	784 MW
Location	Sweden, Finland, Baltics	South	Africa	Scotland	Sweden	UK	UK	Norway

Reported financials

Condensed consolidated income statement

NOK million	Note	Q3 2023	Q2 2023	YTD 2023	Q3 2022	YTD 2022	2022
Operations							
Operating revenue	5	3.9	2.3	22.7	3.8	13.5	91.7
Otherincome	4	10.2	229.6	239.8	0.0	0.0	0.0
Operating expense	2	-10.7	-9.5	-28.0	-6.4	-22.3	-31.8
Development and M&A expense	2	-18.8	-18.2	-54.5	-15.6	-46.1	-49.4
EBITDA		-15.3	204.3	180.0	-18.2	-55.0	10.5
Profit/loss from associated companies		-8.1	-4.9	13.6	-2.3	0.6	-3.9
Operating profit/(loss)		-23.5	199.3	193.6	-20.5	-54.3	6.6
Financial income/(expense)		4.0	-1.4	2.0	-1.8	-0.9	-2.1
FX gain/(loss)		0.5	5.1	-0.9	3.9	4.6	7.4
Net financial items		4.5	3.7	1.1	2.1	3.7	5.4
Profit/(loss) before tax		-19.0	203.0	194.7	-18.4	-50.6	12.0
Tax income/(expense)		0.0	0.0	0.1	0.1	0.2	-8.1
Net profit/(loss)		-19.0	203.1	194.8	-18.3	-50.4	3.9



Reported financials



Condensed statement of financial position

NOK million Note	30.09.23	30.06.23	31.12.22
Deferred tax assets	15.1	15.1	15.1
Intangible assets	136.1	142.1	170.9
Right-of-use assets	0.0	0.0	9.0
Fixed assets	0.5	0.3	15.3
Goodwill	8.4	10.4	34.1
Other non-current assets	2.0	2.0	0.0
Investment in associates	41.9	50.2	26.4
Total non-current assets	203.9	220.0	270.9
Trade and other receivables	26.8	23.7	97.7
Other current financial assets	24.8	25.8	23.7
Cash and cash equivalents	367.6	409.1	171.9
Total current assets	419.2	458.5	293.3
Total assets	623.2	678.5	564.2
Share capital	32.7	32.7	32.7
Treasury shares	-0.5	-0.2	0.0
Other equity	525.0	578.2	353.3
Total shareholders' equity	557.2	610.7	386.0
Non-controlling interest	18.3	21.6	45.8
Total equity	575.5	632.3	431.8
Deferred tax liability	0.4	0.4	4.9
Non-current liabilities	0.0	0.0	5.2
Total non-current liabilities	0.4	0.4	10.1
Overdraft facility*	0.0	0.0	76.3
Current liabilities	47.2	45.8	46.0
Total current liabilities	47.2	45.8	122.3
Total liabilities	47.6	46.3	132.4
Total equity and liabilities	623.2	678.5	564.2

For further details and notes see Q3 report 2023 (magnoraasa.com)

Reported financials

Condensed statement of cash flow

NOK million	Q3 2023	Q2 2023	YTD 2023	Q3 2022	YTD 2022	2022
Cash flow from operating activities						
Cash from operations	-10.3	-18.0	13.8	-18.9	-51.8	-67.7
Taxes paid/repaid	0.0	0.0	0.0	0.0	0.0	0.0
Net cash generated from operating activities	-10.3	-18.0	13.8	-18.9	-51.8	-67.7
Cash flow from investment activities						
Net purchase of marketable securities	0.0	0.0	0.0	0.0	1.3	0.0
Investment in fixed assets	-0.1	-1.7	-5.5	-0.8	-4.7	-8.7
Dividend received	0.0	24.1	24.1	6.1	6.1	6.1
Divestment of subsidiary net of cash acquired	8.9	299.1	308.0	0.0	3.8	-6.7
Net purchase of associated companies	-2.5	-10.0	-24.0	-5.1	-30.7	-21.4
ScotWind lease option fee	0.0	0.0	0.0	0.0	-94.6	-118.3
Received loan related to ScotWind lease option	0.0	0.0	0.0	0.0	0.0	23.7
Net cash from investment activities	6.3	311.4	302.6	0.2	-118.8	-125.3
Cash flow from financing activities						
Purchase of own shares	-26.9	-5.3	-32.2	0.0	0.0	0.0
Capital distribution/increase	0.0	0.0	0.0	192.3	195.6	194.4
Leasing payments	0.0	-0.4	-1.4	0.0	0.0	-2.7
Project Loan	1.6		1.6			
Overdraft facility drawn*	0.0	0.0	-76.3	12.1	74.6	76.3
Capital reduction paid out	-12.3		-12.3			
Net cash from financing activities	-37.6	-5.7	-120.6	204.4	270.1	268.0
Net cash flow from the period	-41.5	287.7	195.7	185.7	99.6	75.0
Cash balance at beginning of period	409.1	121.5	171.9	10.7	96.9	96.9
Cash balance at end of period	367.6	409.1	367.6	196.4	196.4	171.9

For further details and notes see Q3 report 2023 (magnoraasa.com)



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