



*The leading European  
renewables developer*

*Handelsbanken Seminar*

*November 24*

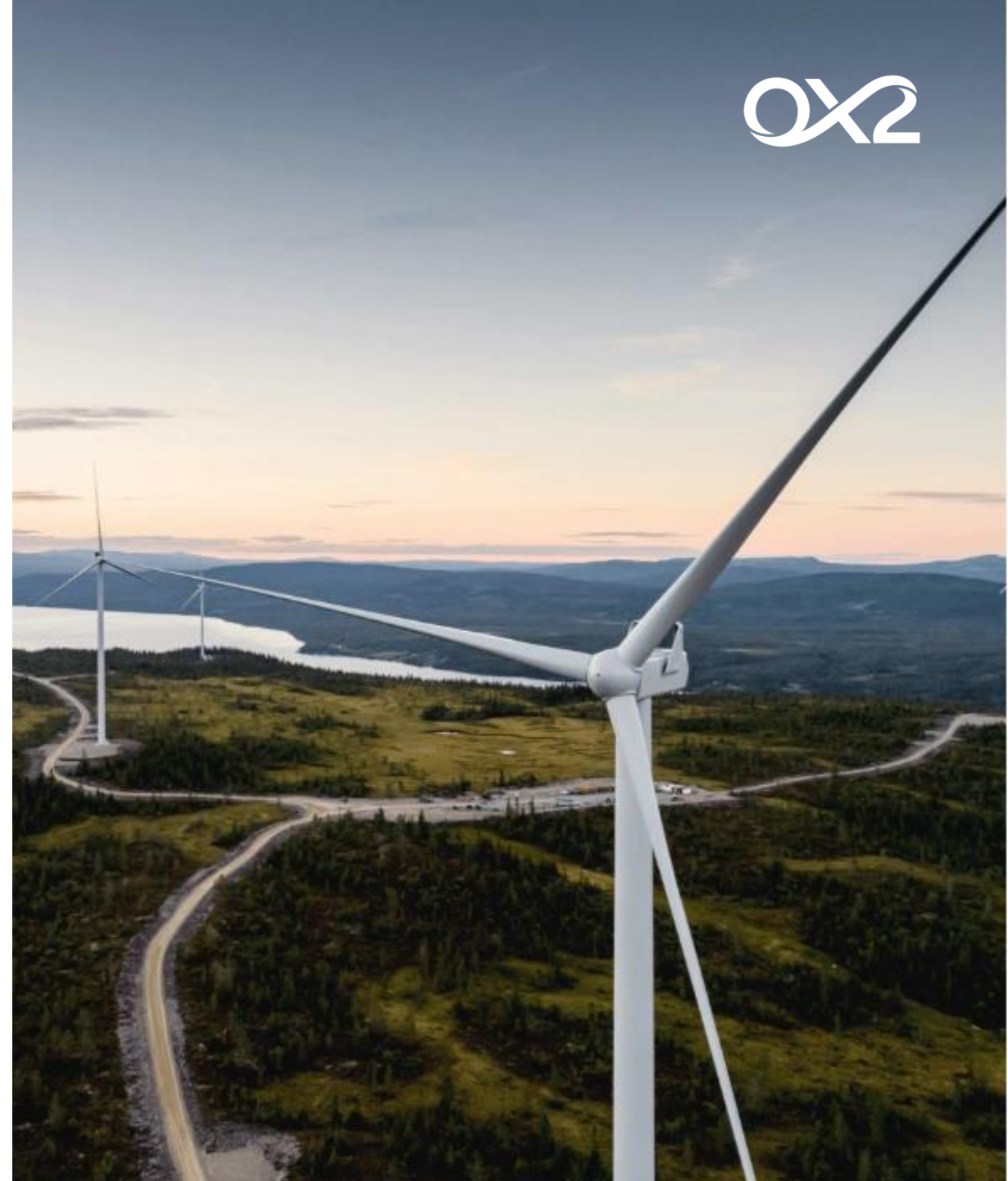
*Paul Stormoen, CEO*



# Agenda

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- 1 **Introducing OX2**
- 2 **Year to date activities**
- 3 **Market drivers**
- 4 **Financial targets**
- 5 **Offshore in focus**





# OX2 is the pioneer of the renewables sector in Europe

Leader<sup>1</sup> in markets at the forefront of the energy evolution

**Develop and sell wind and solar farms**

Onshore wind

Solar PV

Offshore wind

**SEK 4.3bn**

Net sales LTM

**SEK 251mn**

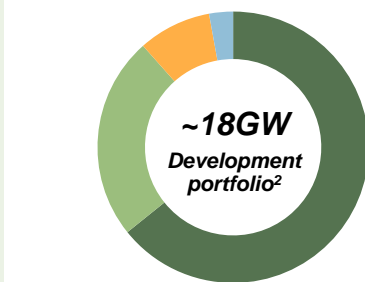
Operating income LTM<sup>3</sup>

**358%**

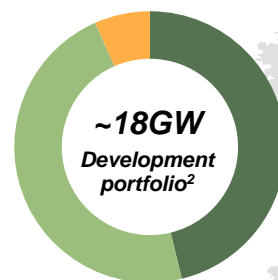
Average cash conversion LTM

**18%**

Average ROCE LTM<sup>3</sup>

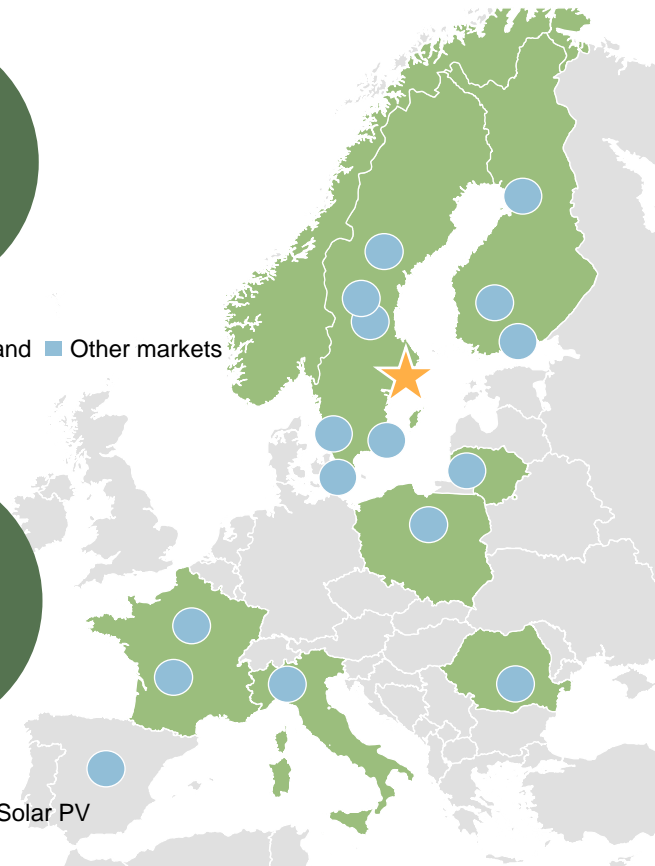


■ Sweden ■ Finland ■ Poland ■ Other markets



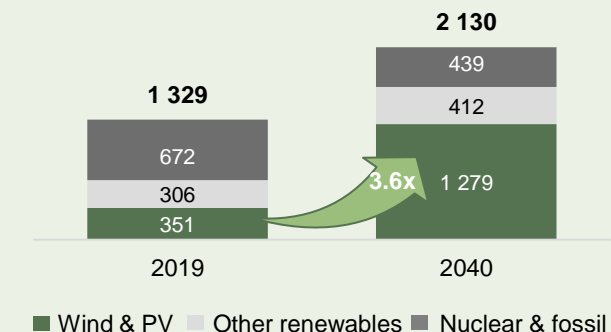
■ Onshore ■ Offshore ■ Solar PV

★ Headquarter ● Local offices ● Portfolio / project in construction

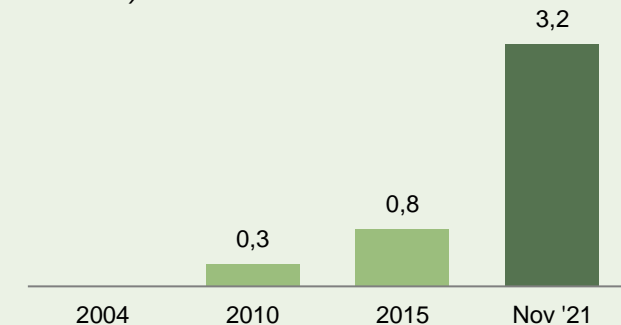


## Strong growth

Installed capacity Europe (GW)



OX2 track record (accumulated GW realized)



Source: Company information

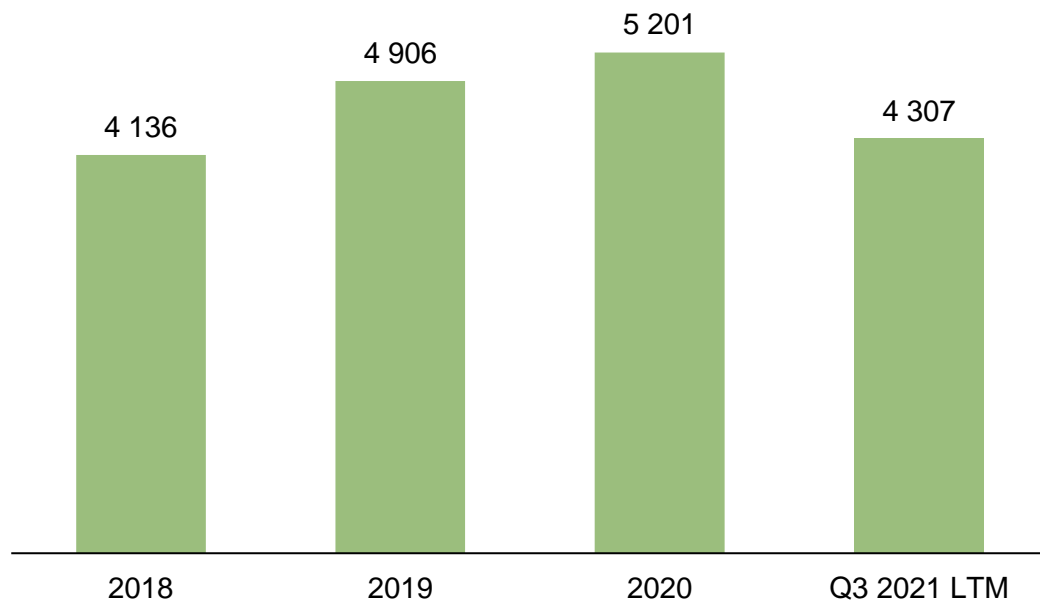
1) WindEurope (OX2 has installed the most onshore wind turbines in Europe, 2014-Q3 2020); 2) OX2's development portfolio excluding projects in construction; 3. Adjusted for listing expenses



## Development of Net sales and Operating income adj. for listing expenses

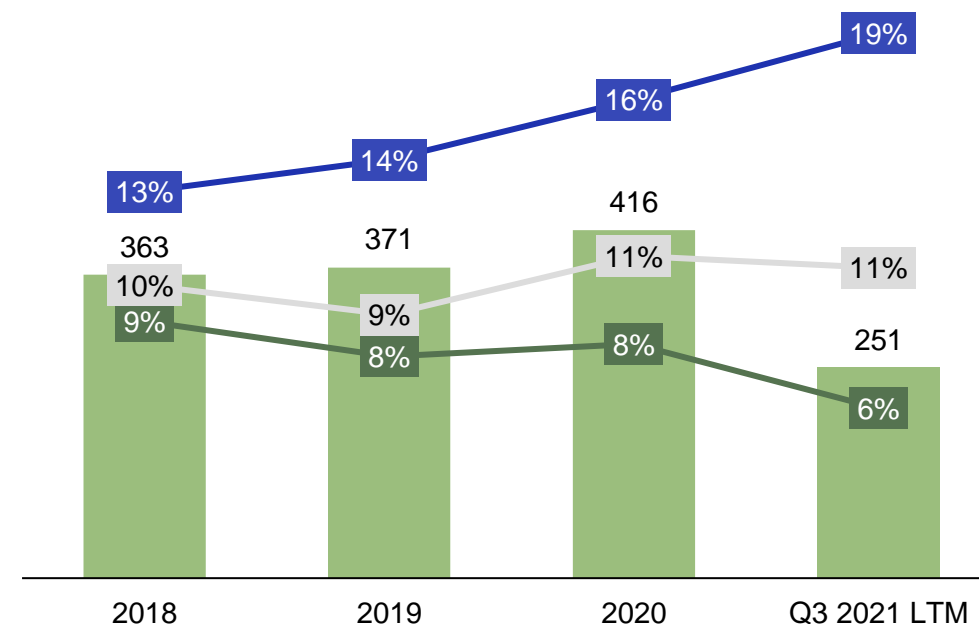
### Net sales development

Net sales, SEKm



### Profits development

- Operating income adj. for listing expenses, SEKm
- Gross margin, %
- Operating income adj. margin for listing expenses, %
- Operating income adj. margin for listing and development expenses, %



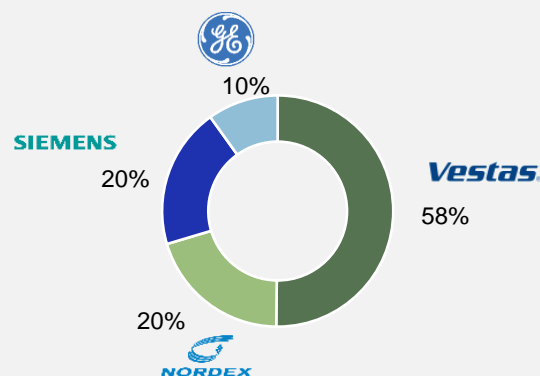


# OX2 has a state-of-the-art realization process which is essential to secure a good return

## Efficient procurement process

- OX2 utilizes its position as Europe's largest player and buyer of wind turbines<sup>1</sup>
- Wind turbines account for ~70% of total project cost
- Ability to optimize technology selection to site and attract high level of supplier competition

### Main turbine suppliers 2009-2021 YTD



**OX2 drives project returns through value-adding procurement process**

## Competitive sale process

- OX2's transaction team runs a highly competitive auction process
- Wide customer base of +100 customer accounts
  - OX2 receives 10 non-binding offers per project on average

### Illustration of auction process



### Customers



**Attract high interest from broad investor spectrum allowing for highly competitive sale processes**

## Track record in providing PPA solutions<sup>2</sup>

- OX2 has a long track record of structuring PPA solutions on the Swedish market
- Already in 2013 OX2 signed one of the first corporate PPAs in Europe – with Google – for the Maevaara project

### Example of buyers of PPAs

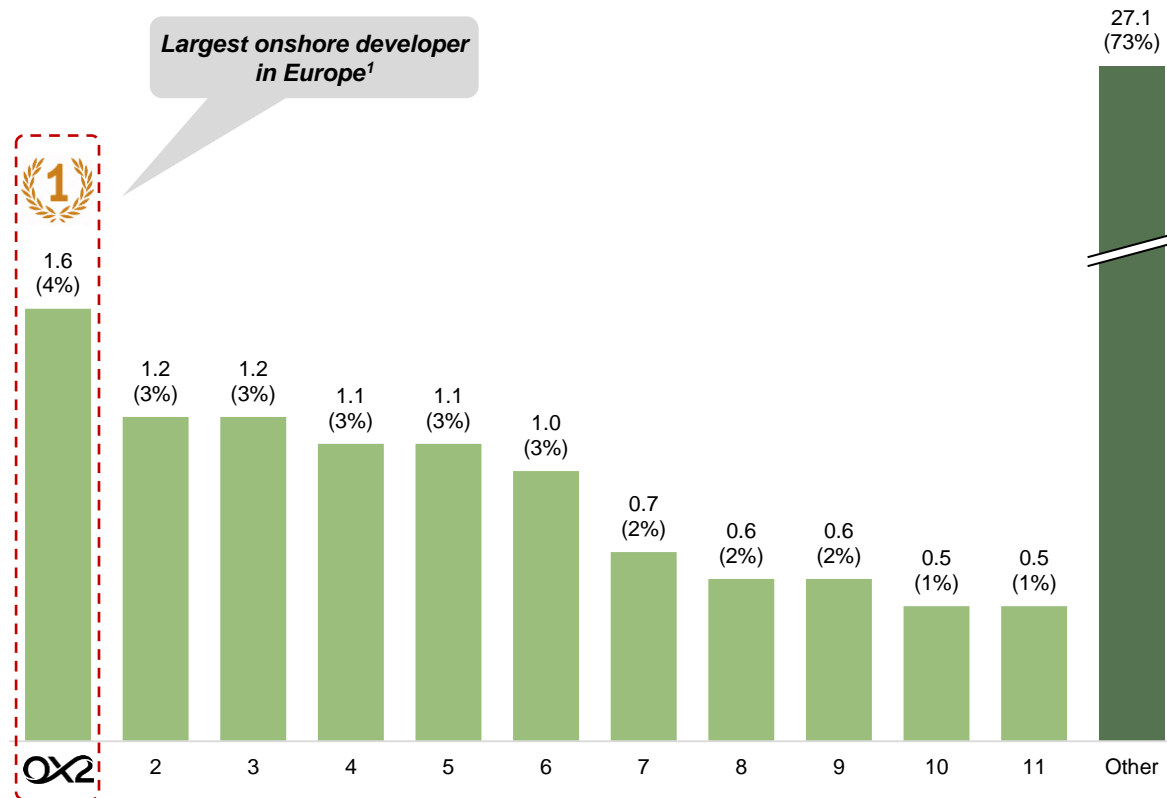


**By facilitating PPA solutions OX2 can secure a deeper pool of potential customers**



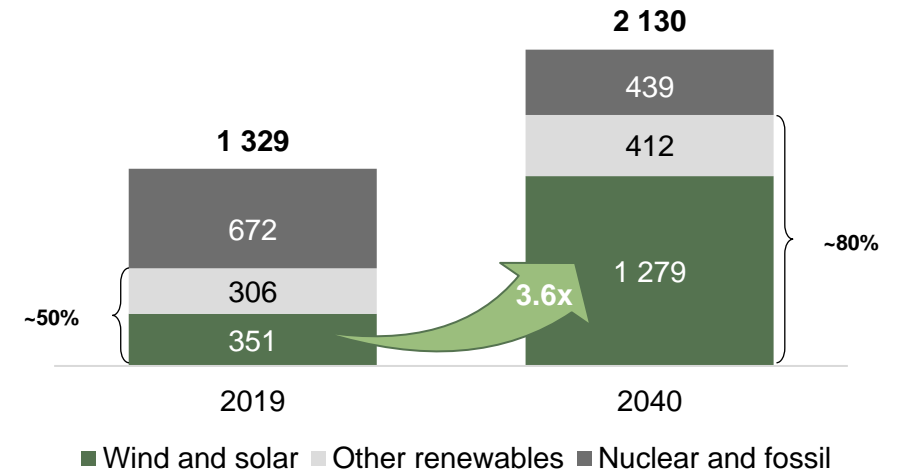
# OX2 is the leading player in a market set for significant growth

Total constructed onshore volume 2014-2020Q3 (GW)<sup>1</sup>



#1 in Europe

Key differentiators in a growing market



- Track record**
- Pure play renewables developer**
- Large and dedicated transaction team**
- Best-in-class execution**

<sup>1</sup> WindEurope (OX2 has installed the most onshore wind turbines in Europe, 2014-Q3 2020).



# November '21: OX2 continues its establishment as a Pan-European renewable player expanding across Southern and Eastern Europe: Romania and Italy entrance

## OX2 European footprint

2021 market establishments by OX2



**Sold projects (2021 YTD)**  
716 MW

**Acquisition (2021 Q3)**  
2 871 MW

**Development portfolio**  
17,6 GW<sup>1</sup>

## 2021 achievements to date (November '21)

### High activity across all parts of the development portfolio

- Sold 716 MW across Sweden, Finland and Poland at strong valuations
- Completed acquisition of 2 871 MW across several markets including new market Romania by 2021 Q3
- 1,356 MW of wind power currently under construction

### Organizational capabilities within new technologies and markets

- Established in Romania and Italy
- Offshore activity in Sweden, Finland and Poland
- Attracted over 50 people since spring with new Country Mgr. in RO and IT

### Positive topline, gross margin and EBIT development

- Strong gross margin on projects sold

### Preparation for listing on Nasdaq Stockholm Main Market ongoing

- First North Premier listing completed June 23rd

**Continued growth in our markets and new technologies**

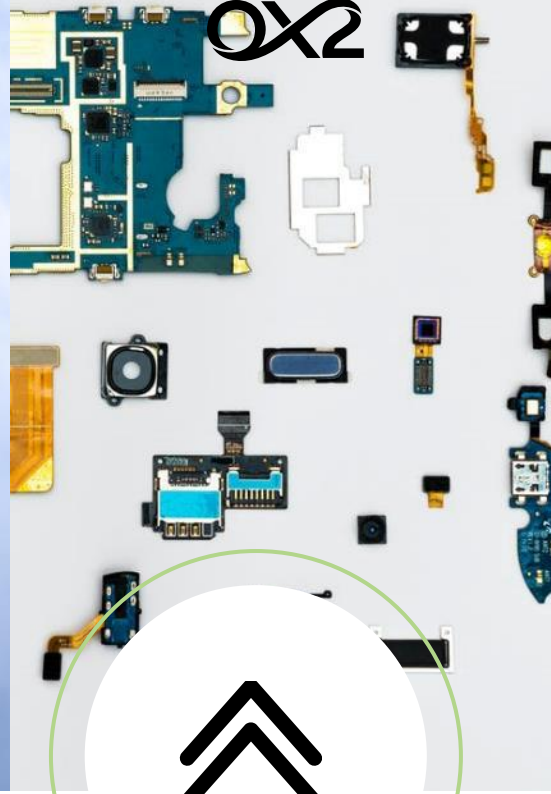
## OX2 to construct and divest the largest wind farm in Finland

- OX2 to construct and divest Lestijärvi wind farm of 455 MW for ~SEK 6.5 bn
  - Will be largest wind farm ever in Finland once operational with an estimated annual output of ~1.3 TWh (~2% of total electricity production in Finland)
- OX2 acquired the project rights in February this year and will already now start the construction
  - The buyer is a consortium of energy companies, Kymppivoima Oy (65%), Oulun Energia (25%) and Kuopion Energia (10%)
- OX2 will also construct a significant grid infrastructure to connect the wind farm, including substation and a 58 kilometers 400 kV transmission line





# MARKET OUTLOOK



**1st**

The **EU** to become the **world's first climate neutral** region by 2050.

**x25**

The **EU** plans for a **25-fold increase** in offshore wind by 2050.

**€800B**

**Expanding offshore** renewable energy in Europe will require investment worth nearly **800 billion euros**.

**100 %**

Sweden targets **100 percent renewable energy** by 2040.

**↑↑**

Market driven by **decreasing tech. costs, increasing electricity consumption, green wave and investor interest**

## Financial targets

### Growth (MW to project sale)

- more than 500 MW on average per year in 2021–2022;
- more than 1,500 MW on average per year in 2023–2024, and
- more than 2,000 MW per year in the medium term

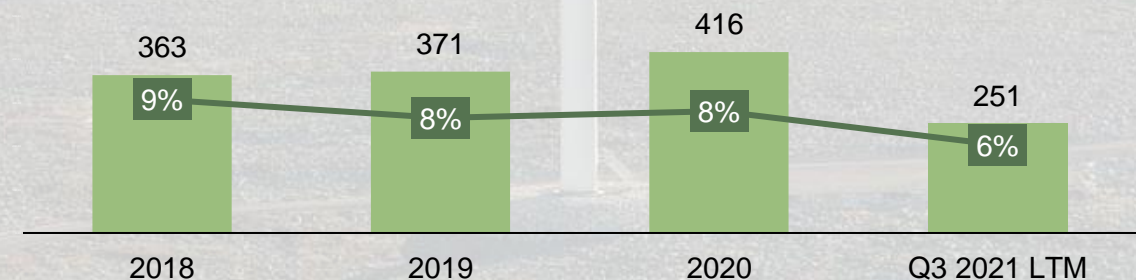
### MW to project sale p.a.



### Profitability

- OX2's goal is to reach an annual operating margin of 10% in the medium term. In certain years, the operating margin may be temporarily affected by increased operating costs in order to accelerate the Company's growth
- OX2's goal is to generate an annual operating profit of at least SEK 2.5bn in the medium term

### Operating income adj. for listing expenses (SEKm) and Operating income adj. margin (%)





# OFFSHORE WIND IN THE EASTERN SEA



**RELIABILITY**

Favorable conditions with **steady and strong winds**.



**SCALE**

Offshore allows for **larger turbines and bigger parks**.



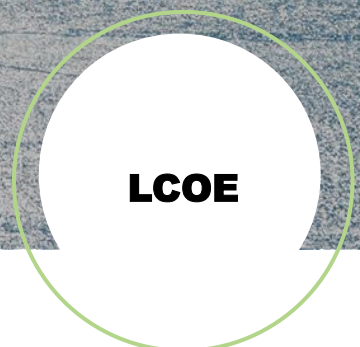
**x5**

OX2's Galatea-Galene alone will produce close to **five times as much energy** as the Porjus hydropower plant.



**LOCATION**

Energy will be produced in Southern Sweden, close to demand.



**LCOE**

Highly competitive levelized cost of energy.



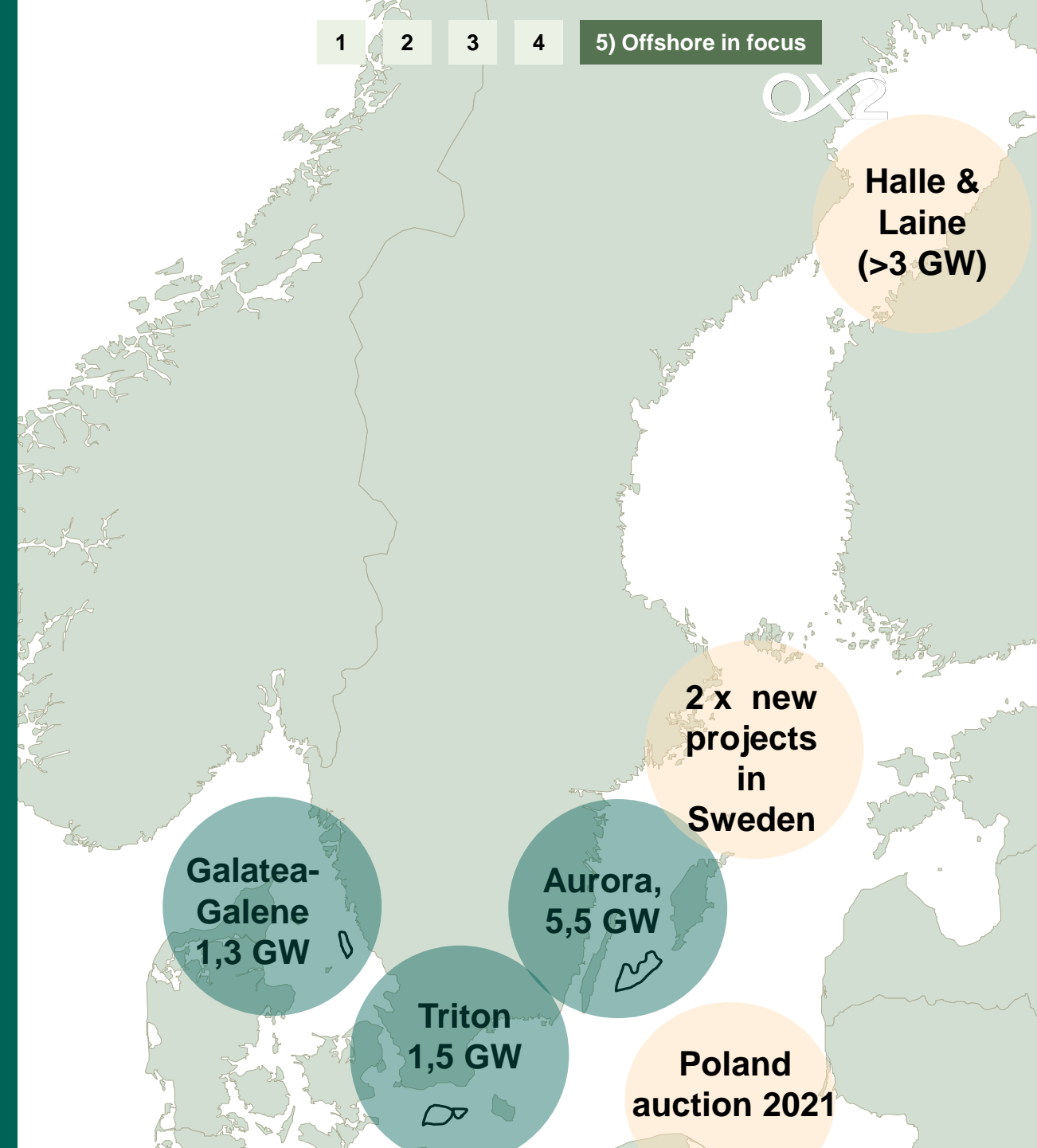
**GRID**

Opportunity to build a Baltic offshore grid.

# OX2 OFFSHORE

OX2 targets to further accelerate our existing offshore portfolio while expanding with new opportunities in existing and new geographies.

- ✓ 50+ people team
- ✓ 8,3 GW announced portfolio (Three Swedish projects)
- ✓ Two new projects (Halle & Laine) started permitting work in Finland (~ 3 GW)
- ✓ Two new projects started permitting work in Sweden
- ✓ Ready to participate in 2021 seabed auction in Poland
- ✓ Expanding reach in existing as well as new geographies





# BIODIVERSITY AND ENVIRONMENTAL CONCERNS



## ENVIRONMENTAL CONCERNS

Sensitive locations are avoided. Screening and development always take place with great regard for wildlife and environmental interests.



## OXYGENATION

As oxygen is a by-product of hydrogen production, each wind turbine can help oxygenate the seabed, and thereby contribute to healthier marine environments.



## REEFS AND BANKS

Every offshore fundament provides the opportunity to create mussel and alga beds, with the capacity to purify water, provide a safe zone for fish populations and deliver healthy and ecological food for humans.

**Thank you**

