



# NFF breakfast seminar

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# Scatec Solar at a glance

1.9 GW

In operation & under construction

5.6 GW

Backlog & pipeline

319

Employees

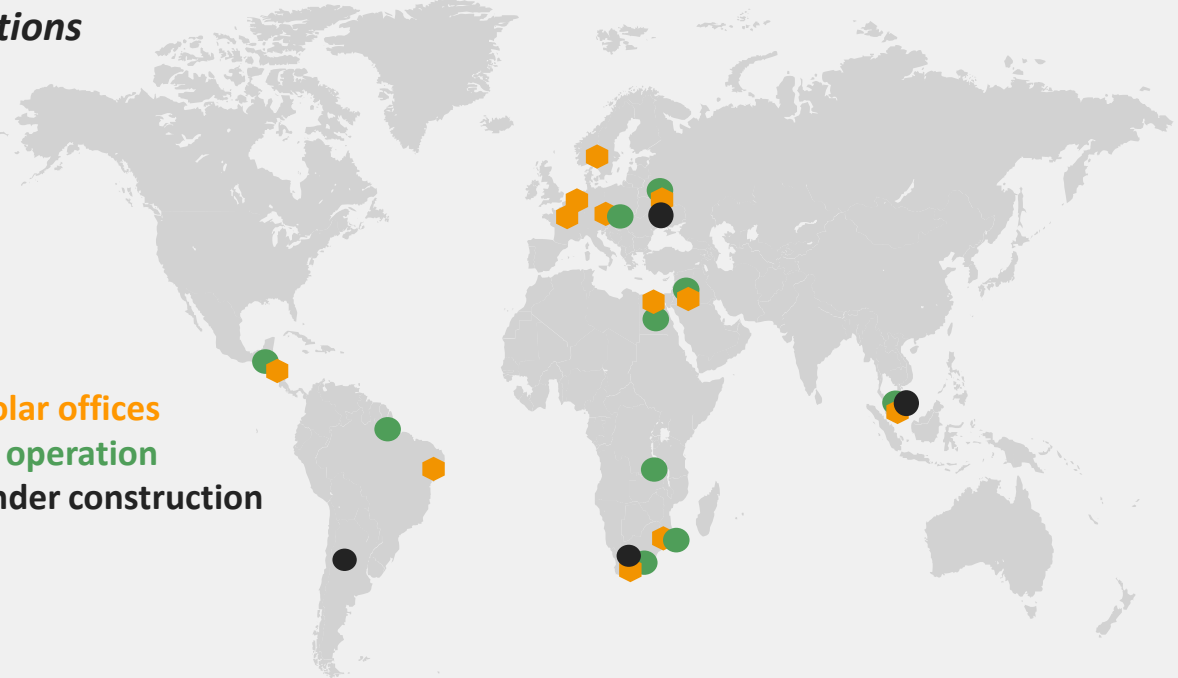


## Key facts

- We develop, build, own and operate solar plants across emerging market
- Founded in 2007 – Headquarter in Oslo, Norway
- Present in 15 countries globally

## Our locations

Scatec Solar offices  
Plants in operation  
Plants under construction



# A portfolio of 1.9 GW in operation and under construction

IN OPERATION

**Egypt, 390 MW**



**Malaysia, 197 MW**



**South Africa, 190 MW**



**Brazil, 162 MW**



**Honduras, 95 MW**



**Ukraine, 47 MW**



**Jordan, 43 MW**



**Mozambique, 40 MW**



**Czech, 20 MW**



**Rwanda, 9 MW**



UNDER  
CONSTR.

**Ukraine, 289 MW**



**South Africa, 258 MW**



**Argentina, 117 MW**



**Malaysia, 47 MW**



# We are further expanding our market segments & product offerings

## Utility scale solar



- PPAs with state owned utilities
- Non-recourse project finance

## Corporate & Industrial



- Large industrial customers
- Long-term PPAs with fixed prices

## Release – Redeployable solar



- Hybrids with storage and gensets
- Off-grid or on-grid solutions

# Release offers reliable, flexible and low cost solar power

**Pre-assembled and containerised solar and battery equipment**



**Quickly installed - modular, scalable and redeployable**



**Limited upfront investment - flexible contract duration**



Photo: Cambridge Energy Partners

# Supporting corporates in making the shift

## Key challenges in emerging markets:

- Replace or reduce diesel consumption
- Secure a reliable power source
- Get solar with shorter contract duration at competitive prices

## Moving from expensive and polluting...



...to low cost and clean



Photo: Cambridge Energy Partners

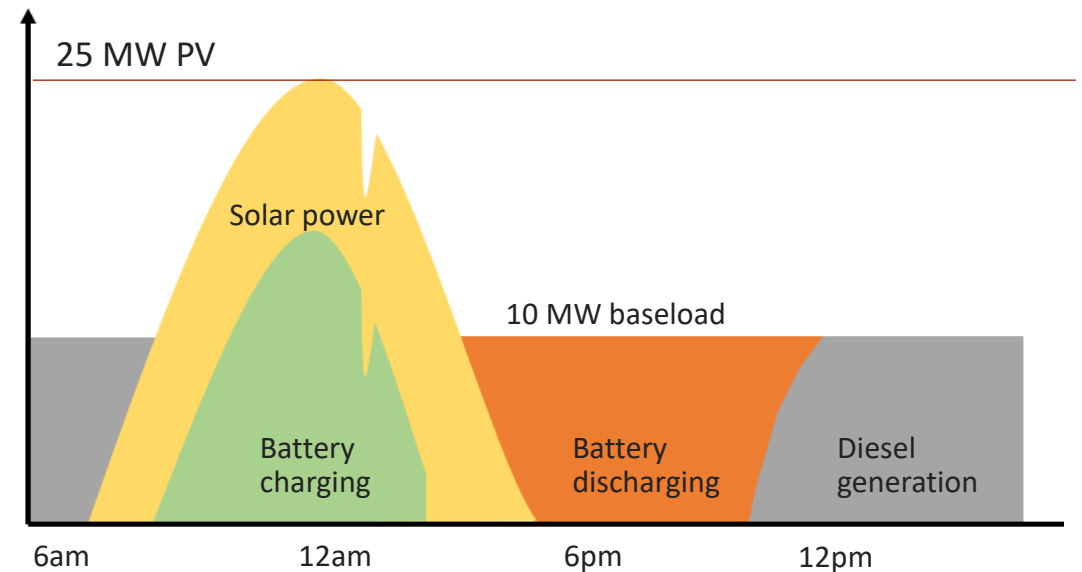
# Storage is an integral part of the Release offering

A battery solution can add benefits in combination with solar for diesel integration - today:

- Up to **40%** solar penetration, batteries can be included to optimise diesel and solar uptake
- Above **40%** solar penetration, batteries can be used to shift load from day to night
- Cost reductions will enable wider use of batteries over the next 3-5 years
- Framework agreement with Tesla and DEIF for supply of batteries with an integrated solution

## Illustrative example

Hybrid plant with 65 % solarisation and constant base load of 10 MW – average per day



# Release – A new growth platform with significant long term potential

- Affordable, clean, reliable and flexible solar power
- Targeting industrial customers in emerging markets
- Large addressable market, including 600 GW of large scale diesel power plants
- Current pipeline of 300 MW in Africa
- 300–500 MW annual installation target from 2022 and onwards
- Equity partnership with Norfund and other partners





# Expanding our platform for increased growth

- Strong market outlook
- Growth target raised
- Release introduced
- Continued ESG focus

Installed capacity\*  
**4.5 GW**  
by end 2021

Annual growth of  
**1.5+ GW**  
from 2022  
onwards



Effective execution of  
current project portfolio



Secure growth in  
priority regions



Broaden commercial  
and technology scope



Optimise financing and asset  
portfolio to enhance value



# Scatec Solar

Improving our future™