



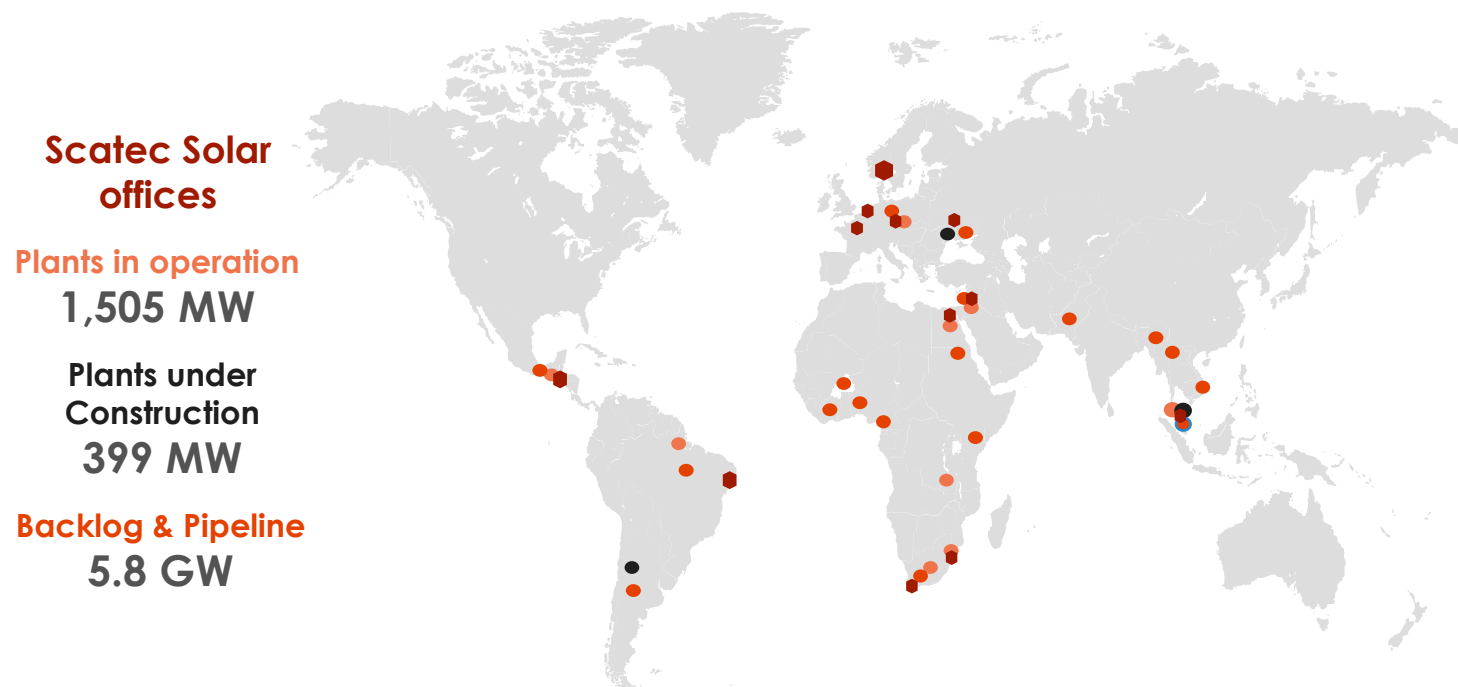
# Release

Customer presentation



# Release - A Scatec Solar company

## About Scatec Solar



## Proven track-record

**release**  
BY SCATEC SOLAR

**1,271k**

Households powered

**1,655GWh**

Produced in 2019

**4.5GW**

Target by end 2021

**359**

Employees

## About Release

### Key facts:

- Leasing of solar and storage solutions
- Owned by Oslo-listed Scatec Solar ASA
- Exclusive partnership with Cambridge Energy Partners

### Presence

- Available in Africa, Asia and LatAm

# Scatec Solar's track record

## 1.9 GW in operation & under construction on four continents

IN OPERATION	South Africa, 448 MW	Egypt, 390 MW	Malaysia, 197 MW	Brazil, 162 MW	Ukraine, 101 MW
					
	Honduras, 95 MW	Jordan, 43 MW	Mozambique, 40 MW	Czech, 20 MW	Rwanda, 9 MW
					
UNDER CONSTR.	Ukraine, 235 MW	Argentina, 117 MW	Malaysia, 47 MW		
					



# Release offers reliable, flexible and low cost solar power

## Leasing of solar and storage equipment

### Technical flexibility

- Pre-assembled and containerised
- Quickly installed
- Modular, scalable and redeployable
- Limited environmental impact – mobility prevents permanent occupation of land



### Financial flexibility

- Immediate cost saving
- Pre-financed – limited capex
- Short-term contract tenor possible



### Provided by Africa's largest solar player

- Serviced, operated and maintained by a reputable vendor – the largest solar operator and developer in Africa
- One contract-party
- Delivered from 0.5 MW and upwards



Photo: Cambridge Energy Partners

# Leasing – a flexible alternative

## EPC

- Heavy investment requires financing capacity
- Requires purchasing and technical competence from buyer
- Time consuming
- Requires O&M and service plan from buyer
- Best value if and in long term perspective
- Captive power provides flexibility on contracting and permits/licenses required

## Leasing

- Limited upfront payments and - no financing requirement
- Short term flexible contracts – one contract only
- O&M services and return-option of equipment to vendor
- Guaranteed performance
- Buy-out option
- Captive power – relying on Lessee existing permits/licenses
- Immediate delivery of equipment from professional vendors
- Premium paid for flexibility

## Power Purchase Agreement

- Long-term commitment – no flexibility
- Time consuming
- Contract heavy – significant obligations on Buyer –
- Requires stand-alone generation licenses, land rights, permits and licenses from vendor
- Low cost per MWh – while high break-up cost



**Leasing means a flexible contract duration and reduced financial commitments**

# The first redeployable and containerised tracker solution

## Movable equipment provides flexibility

- Reduces the customer's financial liabilities
- Provides counter-party risk mitigation
- Leads to shorter preparation and installation time
- Using the customer's own site requires less permits and licenses

## Our technical solution

- Cooperation agreement with Cambridge Energy Partners
- Certified by DNV GL and WSP\*
- Offers 30-40% more production using bifacial modules and trackers compared to customary fixed tilt solutions



Photo: Cambridge Energy partners



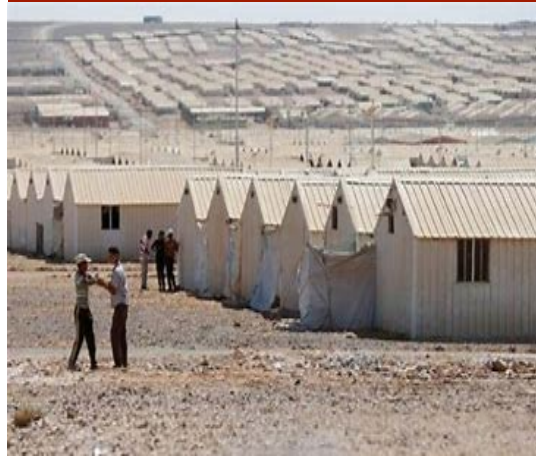
# Diverse customer group - with plant capacity of ~0.5 MW and upwards

## Off-grid operations powered by diesel



- Rural locations with own land
- High, stable electricity consumption on diesel/HFO

## UN and NGOs



- About 600 MUSD/year spent on diesel for power across UN
- UN target of operating carbon neutral by 2020

## Small utilities with diesel or thermal generation



- Utilities seeks distributed power generation in addition to large scale power plants
- Leasing reduces balance sheet exposure

## On-grid users with high cost/unreliable power



- Industrials suffers from black-outs and high power prices
- Self-consumption is more reliable

# A customer case – substantial long term savings

## Customer

- Mining company operating off-grid
- Relies on diesel – life of mine 5 - 20 years

## Customer need

- Power demand: 60 GWh/year - Solar to cover 28%
- Cost savings over 15 years: USD 24 million
- CO<sub>2</sub> emission reduction over 15 years: 160,000 tonnes

## Release solution set up

- Customer pays up front fee and issues bank guarantees for a certain period lease payment
- 4 year initial lease contract – extension as long as needed





# Example of the Release power supply agreement

## Lease Payments

- The customer decides how long he wants to commit to leasing the equipment | Short- or long-term lease
- The lease includes regular maintenance and 24/7 monitoring and support

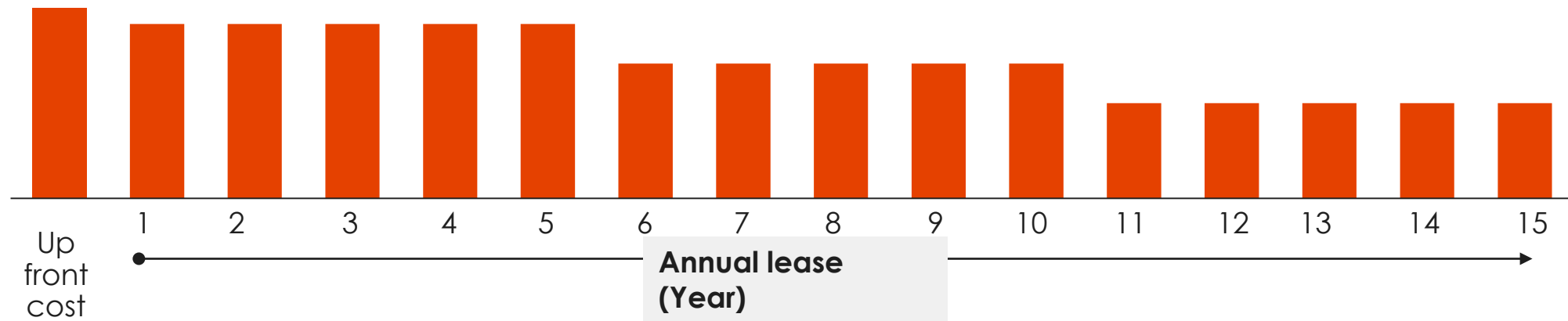
## Upfront Fee

- We will request an upfront fee to do the installation and to integrate the equipment with existing infrastructure on site

## Customer contribution

- The customer can choose to perform in-country logistics, site preparation and daily maintenance, as local competence and availability to local resources reduce overall project costs

### Example of payment scheme



# Storage is an integrated part of the Release offering

A battery solution adds benefits in combination with solar for diesel integration

<i>PV in % of total power consumption</i>	<b>Fuel saving</b>	<b>Mixed power generation</b>	<b>24/7 solar power</b>
	<b>10-30%</b>	<b>40-50%</b>	<b>70-90%</b>
<b>Customer need:</b>	Saving fuel costs	Unstable grid / power solution and inefficient generator utilisation	Remote locations with very expensive fuel supply
<b>Storage solution:</b>	None	Small battery mainly for power supply stabilisation	3-4 x standard PV capacity and large scale battery
<b>Cost reductions will enable wider use of batteries over the next 3-5 years, and increase solar PV share in energy mix</b>			

# 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
- Pipeline under development in Africa and LatAm
- 300–500 MW annual installation target from 2022 and onwards
- Partnerships for HoldCo financing



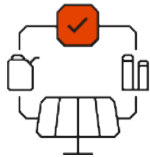


# Release – making solar simple

## Why choose Release



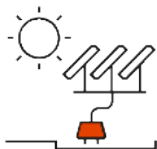
Reduced energy costs



Reduced fuel dependency



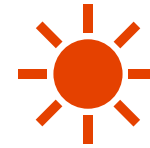
Flexible contract durations



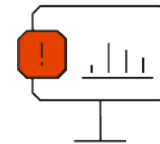
Quick installation  
Modular and scalable



Limited upfront investments



Clean energy



24/7 monitoring and  
technical support



Guaranteed availability and  
performance

## Benefits

[www.releasesolar.com](http://www.releasesolar.com)

**We finance – you lease**



release

BY SCATEC SOLAR