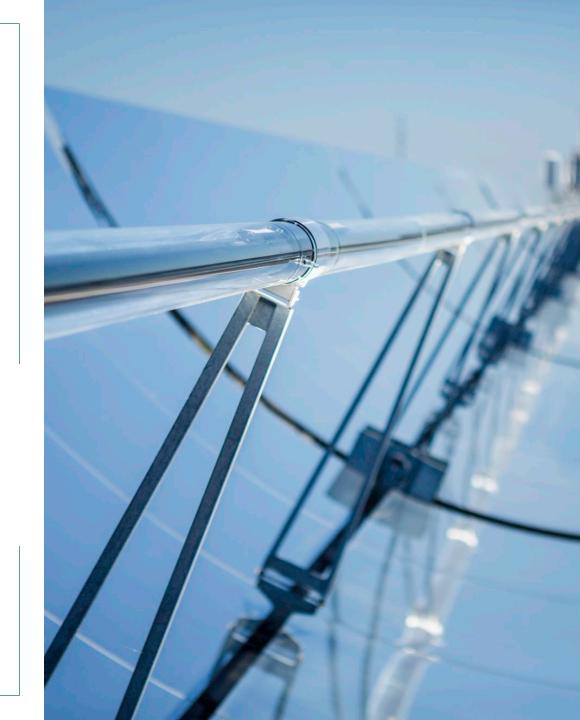


## Northland Power **2022 Investor Day**

February 8, 2022



## Agenda

Mike Crawley
Corporate Overview

David Povall
Executing on Growth and Pipeline

Pauline Alimchandani
Financial Overview

4 Mike Crawley
Closing Remarks and Q&A

## **Corporate Overview**



Mike Crawley

President & CEO

## Northland Power Investor Day 2022

- 1. Re-Cap on 2021 Investor Day Objectives
- 2. Renewables Market Growth
- 3. Northland Corporate Strategy Update
- 4. Becoming a Leader in Sustainability
- 5. Executing on Growth and Pipeline
- 6. Financial Overview
- 7. Closing Remarks and Questions

#### **2021 Investor Day Objectives**



How did we do on our objectives from last year?

#### **Advance Growth Pipeline**

- Progress offshore wind pipeline
- · Create storage and hydrogen capacity

#### **Near Term Growth**

- Expand onshore renewables development
- Source attractive and strategic M&A opportunities

#### **Position Northland for Long-term Growth**

 Continue to seize market position and early mover advantage to build out long-term growth pipeline

- Closed acquisition of 1.2 GW Baltic Power project and secured CfD (PPA)
- Formed 1.3 GW German Nordsee cluster with RWE
- Advanced Asian offshore wind portfolio
- Added storage and hydrogen talent
- 551 MW Spanish operating renewables portfolio acquired
- 220 MW New York Wind project construction launched and on schedule
- Colombia solar project construction started and PPA secured on second project

Awarded 2.3 GW Scottish offshore leases

#### **Global Renewables Growth Accelerates**



The need for more renewable power capacity continues to grow

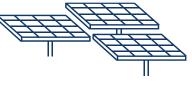
**Global Forecast for Renewables Growth** sees Annual Additions of



**102GW** 

of new wind per year

Offshore Wind alone will require US \$380 billion of investments 2021 - 2030



**250GW** 

of new solar per year

#### **Building a Global Asset Management and Growth Platform**



Ensuring Northland's Competitiveness and Resilience



# Growth Pipeline Moves to Construction and Operations

2,907 MW reach financial close in next 24 months as pipeline matures

Over the next two years Northland's operating and inconstruction projects will grow by 2,907 MW, substantially derisking \$600 million of annual Adjusted EBITDA (50% increase)



#### **Offshore Wind Strategy**

Leveraging our global leadership position

# **TOP 10** Incumbent in Global Offshore Wind

**1.2 GW** in operations and **2.7 GW**<sup>1</sup> of projects which will achieve financial close within the next 2 years

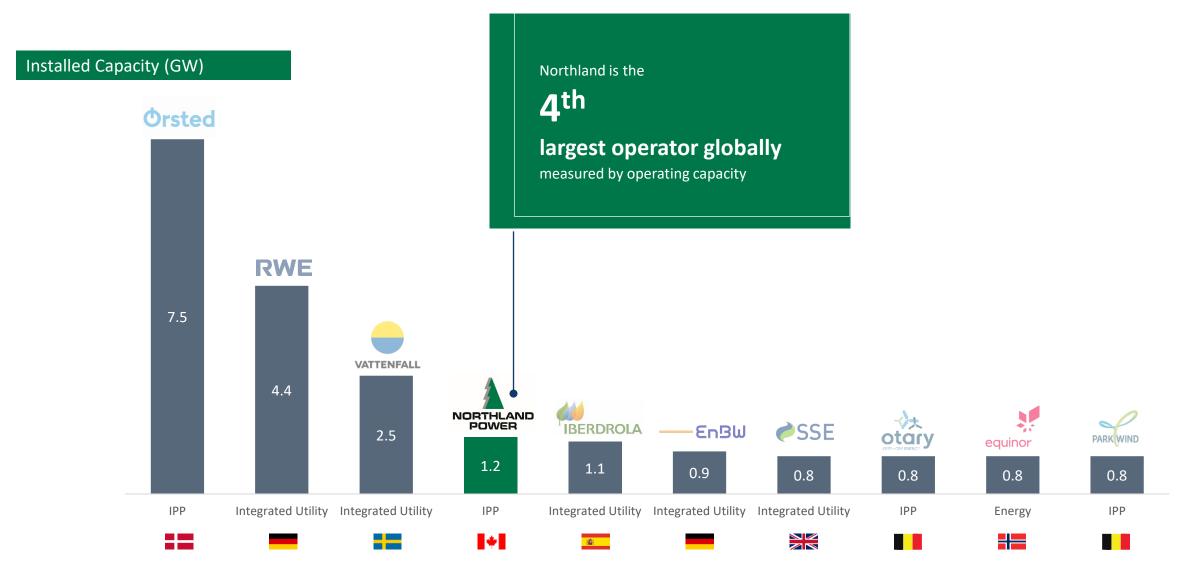
Fastest Growing Renewables Technology



#### **Global Offshore Wind**



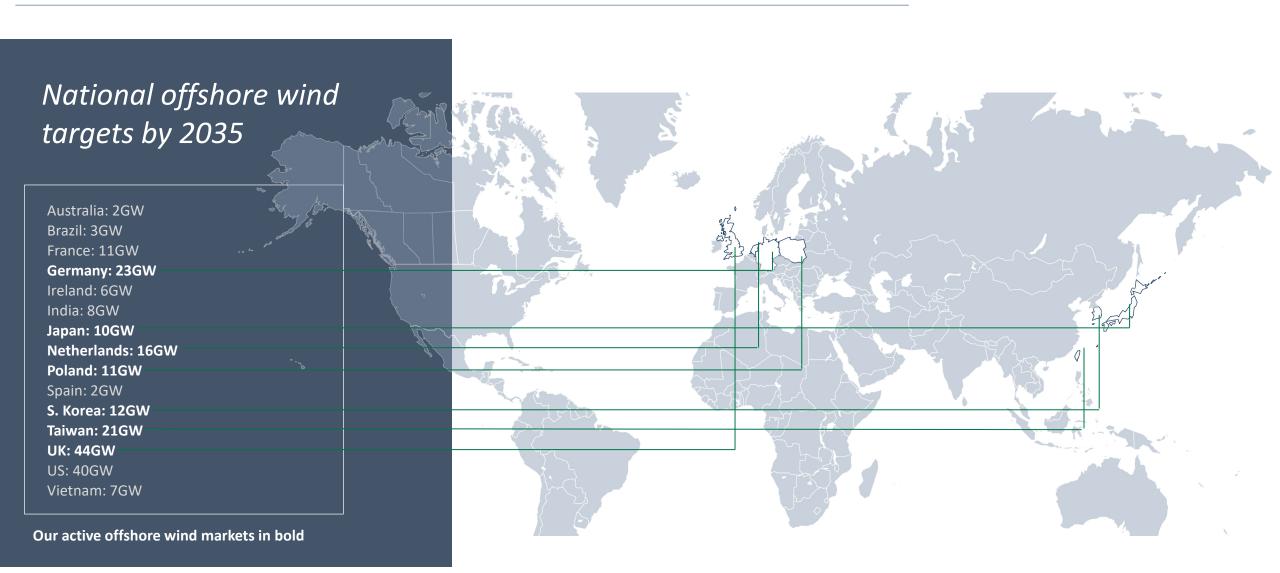
Northland is a top 10 incumbent in global offshore wind



#### **Offshore Wind Strategy**



Projects and teams in top global markets for offshore wind



Source: BNEF, 4C Offshore, NPI analysis

Northland Power 2022 Investor Day | 11

## Onshore Renewables Strategy

Targeted Approach

- ✓ Target limited number of high growth markets
- ✓ Create competitive positions on the ground
- ✓ Secure scale at local level



#### **Spain**

- 57 GW market growth by 2030
- Northland is top ten operator
- Focus on development and M&A to grow platform



#### **EU Eastern Europe**

- 22 GW market growth by 2030
- Capitalise on Northland "brand" created by Baltic Power
- Focus on development



#### **North East United States**

- 50 GW market growth by 2030
- Established Northland development team
- Focus on development



#### Colombia

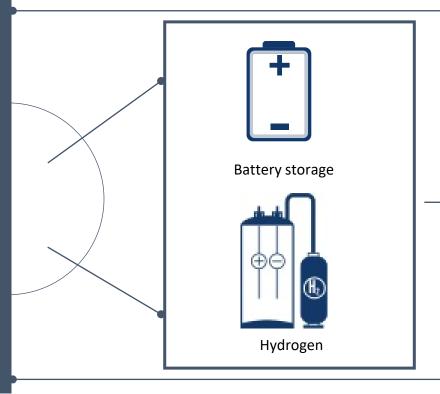
- 8 GW market growth by 2030
- EBSA platform creates advantage
- Focus on development and M&A

#### **Delivering Growth – New Initiatives**

A way to tap higher-value end markets for our electrons

#### There is a clear need for

- Peaker plant replacements
- Managing the grid with increasing intermittent renewables
- Long-duration energy storage
- Displacing fossil fuels in heating, transport and industry



#### How do we capture higher value?

- Existing operating and development assets
- Stand-alone projects
- Open new markets

#### **2030 Target Cash Flow**



New cash flow comes online throughout this decade











#### **Inflation and Cost Certainty**



Cost Certainty for Northland's Operating assets and development projects

Operating Facilities	% of 2022 EBITDA
Efficient Natural Gas  Majority of thermal input costs are pass through costs with capacity payments indexed	16%
Offshore Wind Offshore wind contracts do not have indexation	52%
Canadian Onshore Renewables  Contract indexation to CPI for wind; No indexation for solar	11%
EBSA Rate base escalated to Colombian CPI	8%
Spain  RAB mechanism guarantees a fixed RoR	13%

#### **Development Projects**

#### **New York Wind**

- New York projects under construction have all costs are locked in
- All of the supply contracts have been finalized and signed

#### **Hai Long**

- Preferred supply agreements on both the balance of plant and as well as on the turbine procurement
  - Provide good visibility through all of the sub-suppliers of those contractors at different iterations over the year
- We have good visibility into what's happening in regard to pricing from their subcontractors.

#### **Baltic Power**

CfD indexed to Polish CPI resulting in some insulation against inflationary price pressures

#### Suba

Costs are expected to be secured in the coming months

### **Sustainability**



#### Significant improvement across all measures

			Accomplishments		ESG	Previous <sup>2</sup>	
Ε	4-5 GW of additional energy generation from renewable sources	65% Reduction Carbon intensity across our portfolio	>- 20% co2/MWh	+1.3 GW	DISCLOSURE INSIGHT ACTION	Current¹ B-	D
•	sources	across our portiono		by 2024	MSCI	AA	Α
S	highest standards of Health & Safety	A positive and contributing community partner	0.76 Total recordable injuries per 200,000 hours worked	75/100 Overall engagement score in inaugural Engagement survey	ISS⊳	4	7
G	<b>30%</b> of female	Continuing emphasis on	22	TCFD Reporting in alignment with	S&P Global	45	33
G	representation on Board of Directors/ Executive Office	Corporate Governance best practices	44% Q 43% Board of Executive Office	Task Force on Climate- related Financial Disclosures (TCFD) Recommendations in <b>2022</b>	BEST 50 CORPORATE CITIZENS	#11	#27

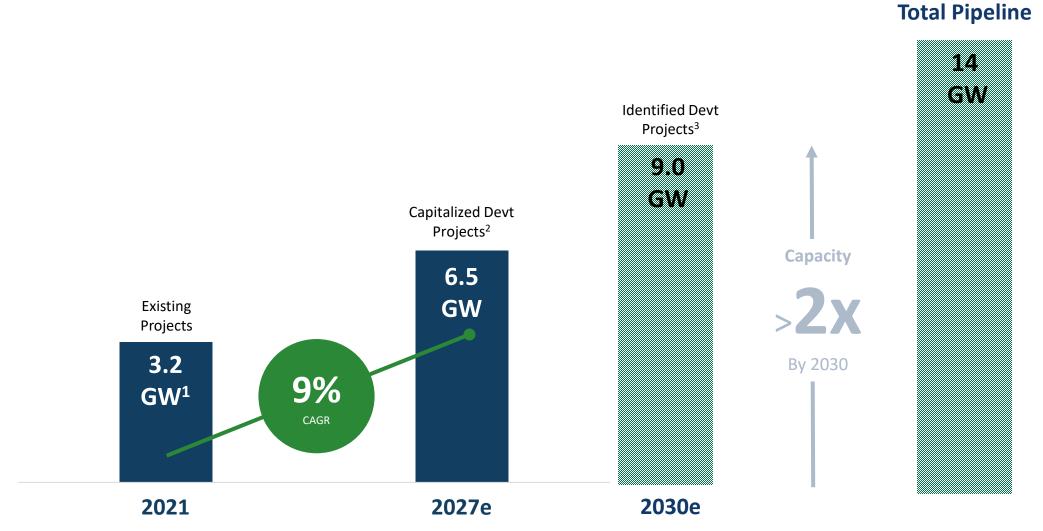
<sup>2021</sup> rankings reflecting 2020 reported metrics

<sup>2020</sup> rankings reflecting 2019 reported metrics

#### **Looking Forward**



Northland's identified development projects to deliver substantial growth



Based on installed gross capacity and before any potential sell downs

<sup>2027</sup> includes contributions from capitalized growth projects only (Hai Long, Baltic Power, Suba, Nordsee Two and High Bridge)

<sup>2030</sup> also includes contributions from identified growth projects (Dado, Chiba, N3 and Delta) in addition to capitalized projects

## **Funding Growth**

Creating Value By Creating Renewable Capacity



## De-Carbonizing World

**1,122 GW** of additional renewa

of additional renewables Capacity needed By 2030



## Northland: Offshore & Onshore Developer

Creating and de-risking

**14 GW** 

renewables pipeline



#### **Project Funding**

Northland Equity Sell-Down Partner Equity Sell-Down Premium Senior Debt Green Corporate Hybrids



# **Executing on Growth Strategy and Pipeline**



**David Povall** 

**EVP Development** 

#### **Global Company with Local Presence**

Established Regional Presence Provides Competitive Advantage

## **Regional Development Teams**Continue to deliver competitive advantage

Regional teams have built up a robust growth pipeline of approximately **14 GW** 

- Significant growth opportunities delivered by regional teams and across all technologies
- Partnership approach continues to deliver success
- Projects from early development to financial close being progressed through the pipeline
- Offshore wind represents largest component of the growth pipeline representing 12 GW





Strong Growth Portfolio Across Multiple Technologies

Continue to target **Europe and Asia** as key markets for **offshore** wind development

**Expand onshore footprint** in Northeast United States and Colombia as well as Europe, targeting EU Eastern Europe and Spain

Focus on establishing global position in renewable hydrogen and storage

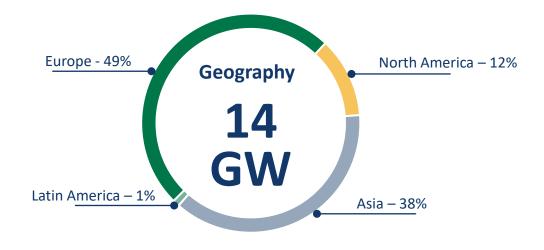
> Northland Power presence

Houston Bogota Mexico City Glasgow Hamburg Amsterdam Warsaw Madrid Tokyo Seoul Taipei

Toronto



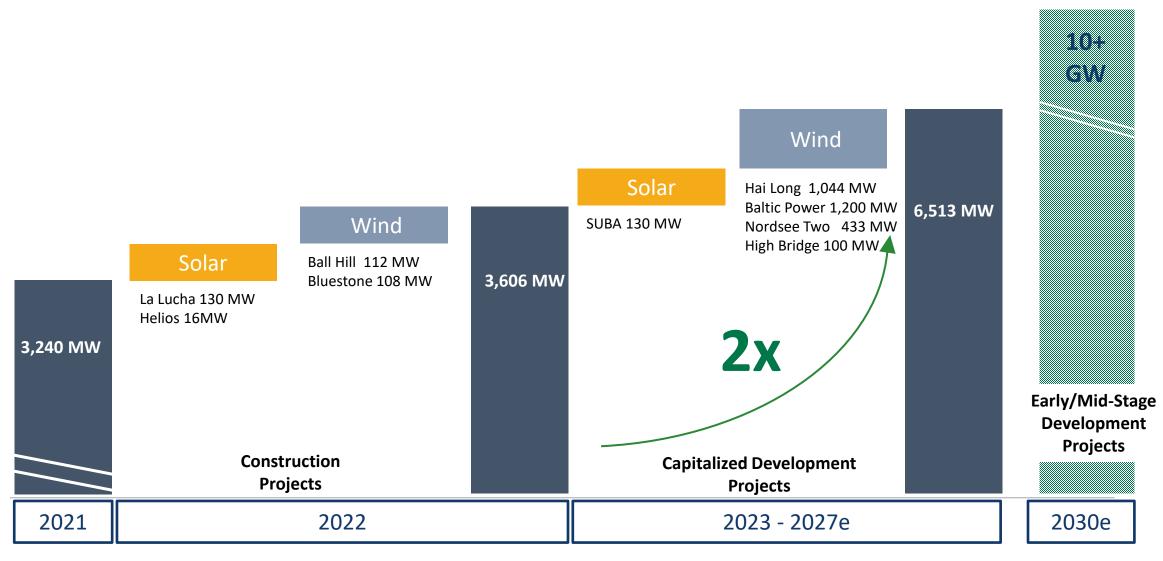




#### **Northland Growth Pipeline**



Significant Growth to be delivered over next decade



#### **Offshore Wind**



#### Success Achieved in 2021 to advance our offshore wind strategy



#### **Poland**

- Secured partnership for 1.2 **GW Baltic Power** offshore wind project
- Secured 25-year CfD offtake contract
- Staffed up team to move project forward to financial close in 2023



#### Germany

- Exercised step-in rights to retain Nordsee Two lease
- Formulated strategy for Nordsee Cluster formation, with our partner RWE creating 1.3 GW cluster in North Sea



#### **Scotland**

- **Executed** site selection and engaged local partner to help with bid preparation and submission
- Successfully secured two leases in early 2022



#### Korea

- Secured first Energy **Business Licence** (EBL) for Dado Ocean offshore wind project
- Additional work ongoing to secure additional EBLs to secure sites and allow grid connection



#### **Taiwan**

- Preparations in anticipation of Round 3 Auction in 2022
- Secured permits and completed surveys to support bid submission



#### Japan

- Progressed on development of projects
- Achieved "Promising Area" zonal designation for Chiba and Katagami

#### **Hai Long**

#### Progressing to financial close



Taipei City

## **1.0GW**

- Hai Long comprises two adjacent sites: 532 MW Hai Long 2 and 512 MW Hai Long 3
- Localization plan obtained in 2021
- Tendering for main components concluded, preferred supplier agreements signed
- EIA amendment approved, allowing for 14MW turbines
- Extensive geophysical and geotechnical campaigns conducted
- Main design works (turbine foundations, Offshore and onshore substations) and corresponding certification progressing well and on track, now well into the detailed design phase
- Siemens Gamesa 14MW prototype already erected and in operation, undergoing testing

# HL3

#### **Timeline For Hai Long Development**

Project optimization through offtake, design and procurement

2021

2022

2023

Construction underway

Commercial Operations

**Taiwan** 

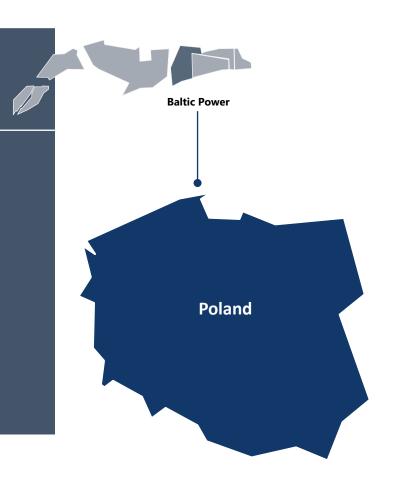
#### **Baltic Power**



Established position in Eastern Europe through Baltic Power offshore wind project

## Up to 1.2GW

- Poland is an attractive new country within the EU, with growth potential in onshore and offshore
- Granted a 25-year fixed price Contract for Differences ("CfD")
- Partnership provides local presence and scale resulting in enhanced returns due to synergies in development, construction and operation
- Progress the project to financial close by completing design, certification, consents, procurement strategy, optimisation and financing plan



#### **Timeline For Baltic Power Development**



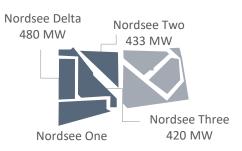
#### **Nordsee Cluster Offshore Wind**



Building Scale and Size in German Offshore Wind

## 1.3**GW**

- Partnership provides scale resulting in enhanced returns due to synergies in development, construction and operation of the cluster projects
- Secured Nordsee Two site through exercise of step-in rights
- Auction for Nordsee Three and Nordsee Delta with a total capacity of 900 MW will be in 2023. Partnership holds step-in rights for both sites
- Enhanced offtake capabilities through formation of cluster





#### **Timeline For Nordsee Cluster Development**



#### **Scotwind Offshore Wind**



Executing on our strategy to Extend our Offshore wind runway

## 2.3 GW

- Successfully awarded two leases in recent Crown Estate Scotland offshore wind process
  - Lease N4 840 MW fixed bottom foundation
  - Lease N2 1,500 MW floating foundation
- Continuation of Northland's offshore strategy of being early mover in key markets. Extends Company's development runway into next decade
- Example of establishing local partnerships leading to success
- Next steps include moving development plans forward and finalizing local content requirements in plan

#### **Timeline For Scotwind Development**





#### **Asia Offshore Wind Development**



Advancing milestones to facilitate growth and opportunities for future offshore wind



Expanded in-country team to progress the portfolio, opened new offices for the Japan and regional team in Tokyo. Key skills include government relations, finance, project development, engineering and commercial

#### Isumi City, Chiba Prefecture

- Developing in partnership with Shizen Energy and Tokyo Gas
- 2021 key milestones achieved:
  - The Government designated the area as a Promising Area in the Round 3 announcement. Deployed a floating LIDAR to collect data on meteorological conditions alongside onshore measurements
  - Completed offshore geotechnical and geophysical surveys and engineering work for the auction
  - Continued work with the local communities and stakeholders to support the project

#### Katagami City, Akita Prefecture

- Developing in partnership with Mitsui Co. Ltd, Osaka Gas and United Keikaku
- 2021 key milestones achieved:
  - The Government designated the area as a Promising Area in the Round 3 announcement.
  - Completed offshore geotechnical and geophysical surveys and engineering work for the auction
  - Continued work with the local communities and stakeholders to support the project

#### **Asia Offshore Wind Development**



Advancing milestones to facilitate growth and opportunities for future offshore wind



- Expanded in-country team to progress the portfolio, opened new office in Seoul alongside project offices. Key skills include government relations, finance, project development, engineering and commercial
- The team continues to add early-stage opportunities to the portfolio.

#### Dado

- A 1GW+ mid-stage offshore wind project in-development
- 2021 key milestones achieved:
  - Secured 2 out of 3 electricity business licenses (EBLs) which grant the priority development rights to Northland. The third EBL is expected in the summer of 2022.
  - First major permit on route to financial close. Gives Northland development exclusivity over the site area
  - Team secured EBLs through gaining local community support for the project and wind data collection
- Expanded Dado team to add local community and government relations specialists in support of this major milestone
- Project development is progressing and expecting to start offshore works, design and securing grid in 2022.

#### **Bobae, Jindo County**

- 600 MW+ early-stage offshore wind development project
- Early-stage milestones being met:
  - Completed 12-months of onshore wind measurement for use in the initial EBL applications
  - Submitted the initial EBL applications with results expected in the first half of 2022
  - A floating LIDAR was deployed, wind data is under measurement and will be used to submit additional EBLs in 2022.

#### **Asia Offshore Wind Development**



Advancing milestones to facilitate growth and opportunities for future offshore wind



#### Expanded the in-country dedicated team to progress the project to auction bid in 2022 and 2023

- Early-stage development, fixed-foundation project
- Commenced early stage site identification and development works in 2020
- Publicly announced the sites in February 2021 at the start of the EIA process
- 2021 was a busy year progressing the development works ready for the Round 3 auctions in 2022 onwards, key notable achievements include:
  - Completing offshore EIA studies such as geophysical and geotechnical works.
  - Preliminary engineering design optimisation works.
  - Completed site registration, submitted the EIA to MOEA in December 2021 and are expecting to receive formal acceptance and review to commence in early 2022.
  - Key procurement and supply chain strategies have commenced.

Our onshore renewables strategy

## Onshore renewables present an attractive growth opportunity for Northland

- The industry is expected to grow at upwards of 10% per annum over the next decade.
- We continue to build local capabilities in development to ensure that sufficient resources are available in supporting functions
- Growth in near-term cash flow
- M&A will continue to play a role to grow presence in select markets
- Focus will be on key markets including the US Northeast, Southern and Eastern Europe and Colombia





Success Achieved in 2021 to advance our onshore strategy



#### Spain

- Acquired 551 MW onshore wind and solar portfolio
  - Building up team to grow platform



#### Colombia

- Utilized EBSA platform to expand portfolio
- Achieved financial close on 16 MW Helios solar project
  - Secured 130 MW Suba solar project



#### **United States**

- Achieved financial close on 220 MW Ball Hill and Bluestone onshore wind projects in New York
- Progressing work on 100 MW High Bridge onshore wind project in New York



Achieving Success in onshore renewables

Execution on M&A strategy to secure near-term cash flow and establish new market

- Acquired a portfolio of 551 MW (net) of onshore renewables with a regulated tariff
- Delivers **near-term cash flow** which helps fund the development of Northland's large offshore wind projects
- Creation of a European onshore renewables asset management platform
- It places Northland immediately as a top 10 operator in the growing Spanish renewables market.
- Assets are supported with a regulated tariff with more than 13 years remaining of regulatory life



Achieving Success in onshore renewables

#### **New York Wind - 320 MW**

Execution on development milestones to progress projects forward

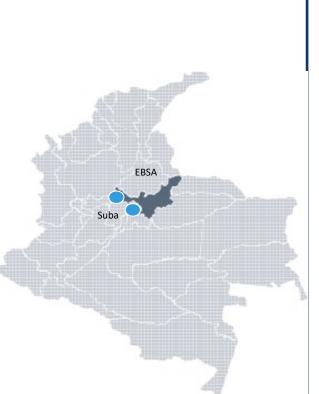
- 320 MW potential capacity (Bluestone, High Bridge and Ball Hill)
- Secured 20-year indexed REC contract (CfD all-in PPA)
- Ball Hill and Bluestone advanced to construction in 2021



#### Suba Solar - 130 MW

Success in competitive auctions to grow existing platforms

- Secured two solar projects in Colombian renewables auction with a combined capacity of 130 MW
- Projects underpinned by 15year Power Purchase Agreements





Our onshore business continues to grow to supplement growth in offshore wind

Our onshore strategy will provide nearly 1.2GW of near-term growth to complement growth from our offshore wind portfolio

Project	Technology	Size	Status	COD
Spain	Solar and wind	551MW	Operational	
La Lucha	Solar	130MW	Construction	2022
Ball Hill and Bluestone	Wind	220MW	Construction	2022
High Bridge	Wind	100MW	Development	2023
Helios	Solar	16MW	Construction	2022
Suba	Solar	130MW	Development	2023
		1,147MW		

## **Project Pipeline**



Nearly 8 GW of capitalized and identified projects to support growth to 2030

Project	Location	Technology	Size	Northland Current Ownership	Status	Contract Type	Est. COD	
Capitalized Grov	wth Projects							
Hai Long	Taiwan	Offshore Wind	1,044MW	60%	Late-Stage Development 20-yr PPA		2026/2027	
Baltic Power	Poland	Offshore Wind	Up to 1,200MW	49%	Mid/Late –Stage development 20-yr PPA		2026	
Nordsee Two	Germany	Offshore Wind	433MW	49%	Mid–Stage development	velopment TBD 20		
Suba	Colombia	Solar	130MW	50%	Late-Stage Development	15-yr PPA 2023		
Highbridge	United States	Onshore Wind	100MW	100%	Mid/Late –Stage development	20-yr PPA	2023	
Total Capitalized Growth Projects 2,907 MW								
Identified Proje	cts							
Nordsee Three	Germany	Offshore Wind	420MW	49%	Mid-Stage Development			
Nordsee Delta	Germany	Offshore Wind	480MW	49%	Mid-Stage Development			
Chiba	Japan	Offshore Wind	600MW	50%	Early/Mid-Stage Development	COD 2027 – 2030+		
Dado	South Korea	Offshore Wind	Up to 1000MW	100%	Early/Mid-Stage Development			
Scotwind	Scotland	Offshore Wind	2340MW	100%	Early-Stage Development			
Hecate	Canada	Offshore Wind	400MW	100%	Early-Stage Development			
Total Identified Projects 5,240MW								
Additional Pipe	line							
Various ~5,900MW			~5,900MW	Early-Stage Development				
Total Pipeline (Capitalized + Identified + Additional) ~14,000MW								

### **Financial overview**



### **Pauline Alimchandani**

**Chief Financial Officer** 

### **Northland's Finance Team**



Expanding the Team and our Capabilities to Support Continued Global Growth

### Over the last 12 months we have:



### We Delivered on our Promises



Finance Objectives As Per Last Investor Day

Launch Green Financing Framework and first steps to green the balance sheet	<b>✓</b>
Executed Northland's largest \$1Bn equity raise to fund Spain acquisition, New York Wind and Baltic Power purchase price	$\checkmark$
Continue to grow and diversify Northland's long-term and/or institutional shareholder base	<b>✓</b>
Execute on non-recourse Project Financings and re-financings	
Refinance Deutsche Bucht project debt & Ontario Solar cluster project debt	_
• EBSA HoldCo debt up-financing driven from growth in business and re-structured the financing on favourable terms	$\checkmark$
• Finance La Lucha <sup>1</sup>	
Finance (debt and tax equity) New York Wind Projects	
Refinanced our \$1Bn Corporate Facility, increasing liquidity and including sustainability linked ("SLL") overlay tied to ESG KPI's	<b>✓</b>
Added Fitch Corporate Credit rating at BBB (Stable)	$\overline{\mathbf{V}}$
Finalize preferred FX hedging strategy for Asia specifically Hai Long <sup>2</sup>	In Progess
Commence initial steps to bring value forward through monetization of asset-level sell-downs	$\checkmark$

#### Additional activities (New) since 2021 investor day

<sup>1.</sup> Did not finance La Lucha in 2021 given delays in commercial operations date to 2022

<sup>2.</sup> Made progress in 2021 and will finalize hedging strategy prior to financial close



# Long-term financial objectives

Maintaining flexibility, adding corporate funding tools to diversify sources of capital, preserving low cost of capital and investment grade balance sheet are key to the successful growth execution of Northland, to ultimately drive growth in FCF/AFCF per share



### **BBB** (Stable)

Maintain investment grade balance sheet to support growth



### \$12-15B<sup>1</sup> pipeline

Maintain flexibility to fund Capitalized Projects costs



### 7-10% CAGR by 2027

Significant growth in adj. EBITDA expected on completion of Capitalized Growth Projects

<sup>1.</sup> Represents the total gross capital costs of the ~3 GW capitalized growth projects.

## Annual Growth Investments

Increasing our Investment Pace to Drive Value

Next 5-yr capital plan is expected to grow by over 2x from historical levels which reflects a solid but manageable growth trajectory for Northland

### Last vs. Next 5 Years



- 1. EV = Enterprise Value assumed using the current share price and average share count over the respective period
- 2. 2017-2021 growth investments includes Deutsche Bucht, EBSA, Spanish acquisition, Ball Hill, Blue Stone, La Lucha and Helios

### **Growth Capital Funding Requirements**



Projects that have been Capitalized on Northland's Balance Sheet

Capitalized Development Projects <sup>1</sup>	Northland Ownership	Financial Close Dates	Gross Capacity	Gross Capital Investment (CAD)	Net Capital Investment (CAD)	Advanced Development	Commercial Operations Pre-2025	Commercial Operations Post-2025
NY Onshore Wind - High Bridge	100%	2022	0.1 GW	\$0.3 Bn		<b>√</b>	<b>√</b>	
Suba	50%	2022	0.1 GW	\$0.2 Bn		<b>√</b>	✓	
Hai Long	60%	H2 2022	1.0 GW	\$7-8 Bn		✓		✓
Baltic Power	49%	2023	Up to 1.2 GW	\$3-5 Bn		✓		<b>√</b>
Nordsee Two	49%	2024	0.4GW	\$1Bn		✓		<b>√</b>
			~3.0 GW	\$12 to 15+ Bn	\$7 to \$9 Bn			

~3 GW current capitalized growth projects of \$12 to \$15+ billion<sup>2</sup> (\$7 to \$9 billion at Northland interest) over next 5 years

Gross capital investments includes expenditures related to advancing capitalized projects to financial close (FC) which is estimated to be ~150 -\$200 million for 2022 for these projects. These are funded via cash on hand, corporate revolver and non-recourse upfinancings until the FC milestone is achieved.

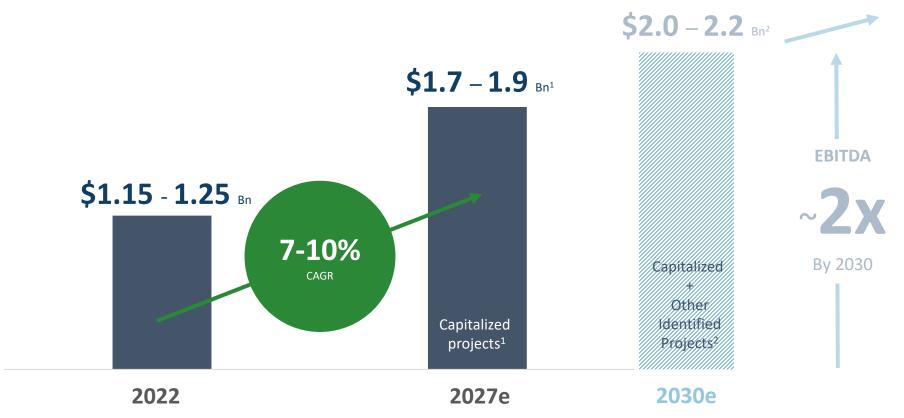
2. Excludes incremental Greenfield Development and M&A. Total capital investments are based on recent estimates of Capitalized Growth Projects that are subject to change that Northland has publicly disclosed

<sup>1.</sup> Capitalized projects are those projects that have secured a long-term offtake agreement or grid interconnection rights (i.e. Nordsee Two) and have visibility towards achieving financial close.

### Strong annual EBITDA growth



Capitalized Growth Projects will increase EBITDA and Quality of Cash Flow through 2027+



14 year avg. contracted life

+ Ability for more growth through 6 GW Additional Pipeline

10 year avg. contracted life

<sup>1. 2027</sup> includes contributions from capitalized growth projects only (Hai Long, Baltic Power, Suba, Nordsee Two and High Bridge)

<sup>2. 2030</sup> also includes contributions from identified growth projects (Dado, Chiba, N3 and Delta) in addition to capitalized projects

### **Strong Balance Sheet will Support Growth**

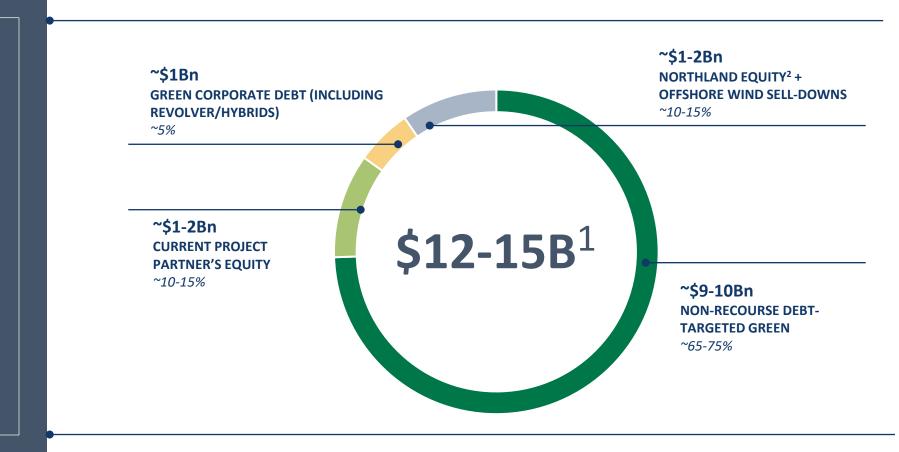


Illustrative Capital Funding Plan of Capitalized Growth projects Over Next Five Years

# Illustrative Funding Plan for Capitalized Projects (2022-2026)

### **Key takeaways:**

- Achievable funding plan given the diverse sources of capital available at corporate and asset level
- Continuing to diversify our tool kit & partner prospects to achieve optimal cost of capital



<sup>1.</sup> The capital funding plan is based on recent estimates of total capital costs for Capitalized Growth Projects, that Northland has publicly disclosed. The chart illustrates potential sources of funding that is subject to change/update.

<sup>2.</sup> Northland intends to fund common equity portion through a combination of cash on hand, proceeds from financings/optimizations of existing facilities and new share issuances

### **Development Asset Partial Sell-downs**

Enhance Project Returns and Cash Flows through capital recycling

### Our partnering strategy

- Align low cost of capital with high quality long-term contracted cash flows
- Allows partners to meet their ESG/renewable investment targets
- Attract high credit-worthy players comfortable with investing at financial close/at time of construction
- Enhance local stakeholder relationships
- Targeting sell down of between 25-49% of development projects (i.e. seeking a minority interest partner as Northland would maintain governance and operating control)



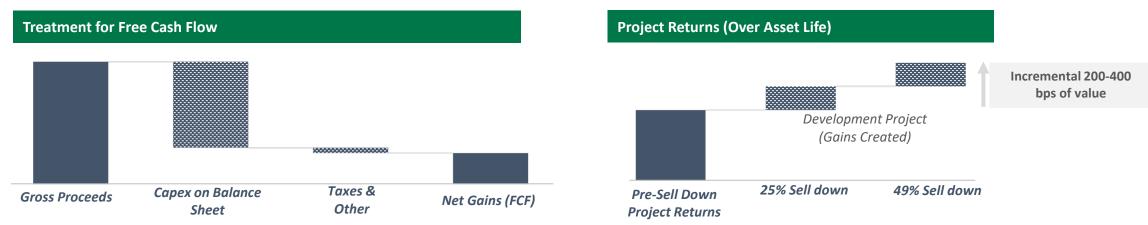
### **Development Asset Sell-downs**



Poducos absoluto ECE

Illustrative Example of Asset Sell-down at 25% and 49%

							Reduces NPI equity required FC	Crystalizes value upfront		ntribution over the long term
Illustrative Sell-down Example	Pre-FC Investments	FC Equity	Total NPI Equity	Annual FCF Yield on Equity (pre-sell down)	Ownership Sell-down %	Net Sale Proceeds (net of taxes and other)	Total NPI Equity <sup>1</sup> (Post-sell-down)	Recognized Gains at FC	Value Created on Invested Equity	Average Annual FCF (post-sell down)
Project A	\$125M	\$375M	\$500M	11%	49%	\$305M	\$195M	\$75M	~25%	\$30M
Project B	\$125M	\$375M	\$500M	11%	25%	\$155M	\$345M	\$35M	~25%	\$42M



<sup>1.</sup> Northland's total net equity in this illustrative example is calculated after receiving proceeds from 49% & 25% partner which includes promotes for projects sold at FC based on market comparisons that are estimated between 200-400 bps. This example assumes 250 bps for illustration purposes

# Committed to prudent capital structure and investment grade rating

## Commitment to investment grade credit rating and continued balance sheet strength

Corporate Credit Ratings						
S&P	Fitch					
BBB (Stable) (since 2013)	BBB Stable (since fall 2021)					

- Strong financial condition supported by investment grade ratings
- Growth investments funded
  - First with non-recourse debt (65-75%) to match revenue contract (PPA) life
  - With sources of capital selected and sized to maintain our investment grade credit rating
- Diversified model provides stability to free cash flow
- ~95% of revenues are contracted through long-term PPAs
- As calculated by ratings agencies, we have continued low historical Corporate Debt/EBITDA of 1.5x<sup>1</sup>

### **Sustainable Finance**



Adding Financial Optionality to Portfolio

## Green Financing allows Northland to diversify and optimize additional sources of capital to fund growth plan



### **Green Financings**

Targeting all of our project finance debt to be green, where possible

Executed first green financing with New York wind projects

Additional green financing for Helios solar in Colombia



## \$1Bn+ Credit Facility with sustainability linked KPIs

Renewable Energy (%) in Generation Portfolio

Carbon intensity of assets



### **Green Bonds**

Up to \$1Bn included in 5-year capital plan

Prepare to issue inaugural green bond or hybrid bond over the next 12-18 months

### **2022 Financial Guidance**



Adjusted EBITDA and Free Cash Flow

Adjusted EBITDA

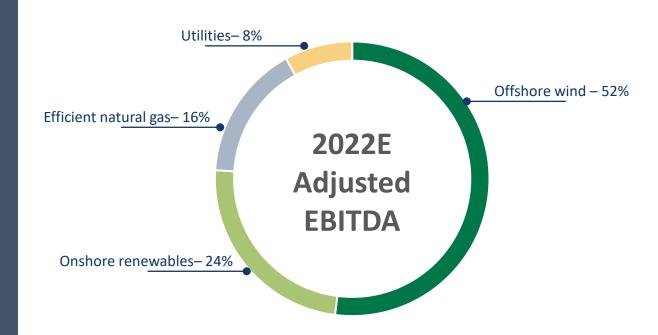
\$1.15 to \$1.25 Billion

Free Cash Flow (incl. growth expenditures)

\$1.20 to \$1.40 **Per Share** 

Adjusted Free Cash Flow (excl. growth expenditures)

\$1.65 to \$1.85 **Per Share** 

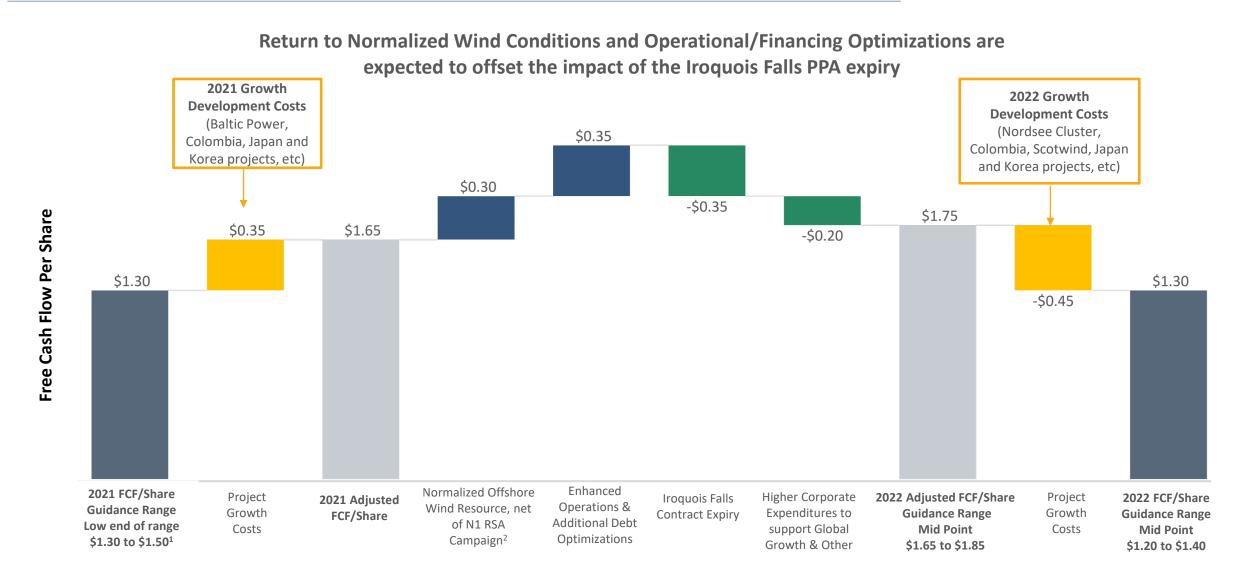


The current financial guidance excludes any gains that could be realized on asset-level sell-downs

### 2022 Adjusted Free Cash Flow Guidance Bridge



Summary



Northland updated its 2021 financial guidance in the Q2 2021 Report, guiding to the lower end of the Free Cash Flow Per Share range

### **Finance Team**



Key Activities for 2022

Diversifying sources of corporate capital to enhance financing flexibility while maintaining our investment grade ratings	
Execute on ESG related strategies (supply chain, climate change and enhance reporting)	
Execute on non-recourse Project Financings and re-financings	
Finance Hai Long in Taiwan and Project Suba in Colombia	
Finance (debt + tax equity) New York Wind Projects	_
<ul> <li>EBSA HoldCo debt up-financing driven from growth in business from annual growth in EBITDA (recurring)</li> </ul>	
Continue to enhance liquidity and funding redundancy through further project finance optimizations	
Bring value forward of our development assets through planning for first potential sell-down	
Finalize our preferred debt and equity hedging strategy for Hai Long and prepare for Baltic Power	

# Closing remarks and Q&A



Mike Crawley

President & CEO

### **Northland's Competitive Positioning**

Northland is well positioned to capitalize on market growth opportunities

### **Growth Pipeline Moves Toward Financial Close**

### Global De-carbonization movement is accelerating

Significant growth in renewables expected to offer immense opportunities for Northland

### 2.9 GW of development projects will be de-risked over next 24 months

Provides certainty to costs as projects approach financial close

### Proven ability to enter new markets and establish competitive position

Established teams in key markets provide local presence to generate growth opportunities

### Capital plan to support growth

Prudent capital strategy with multiple levers to support continued growth of business





Q&A



### **Forward looking statement**



This written and accompanying oral presentation contains certain forward-looking statements which are provided for the purpose of presenting information about management's current expectations and plans. Readers are cautioned that such statements may not be appropriate for other purposes. Northland's actual results could differ materially from those expressed in, or implied by, these forward-looking statements, and accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur. Forward-looking statements are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "predicts", "believes", "estimates", "intends", "targets", "projects", "forecasts" or negative versions thereof and other similar expressions or future or conditional verbs such as "may", "will", "should", "would" and "could".

These statements may include, without limitation, statements regarding future adjusted EBITDA, free cash flow, adjusted free cash flow, dividend payments and dividend payout ratios; the construction, completion, attainment of commercial operations, cost and output of development projects; litigation claims; plans for raising capital; and the future operations, business, financial condition, financial results, priorities, ongoing objectives, strategies and outlook of Northland and its subsidiaries. These statements are based upon certain material factors or assumptions that were applied in developing the forward-looking statements, including the design specifications of development projects, the provisions of contracts to which Northland or a subsidiary is a party, management's current plans and its perception of historical trends, current conditions and expected future developments, as well as other factors that are believed to be appropriate in the circumstances.

This presentation contains forward-looking statements and information, within the meaning of Canadian securities laws and in any applicable Canadian securities regulations, concerning the business and operations of Northland Power Inc. Forward-looking statements may include estimates, plans, expectations, opinions, forecasts, projections, guidance or other statements that are not statements of fact. Forward-looking statements in this presentation include statements regarding the quality of Northland's assets and the resiliency of the cash flow they will generate, Northland's anticipated financial performance and payout ratio, future commissioning of assets and expected returns from such assets, technology diversification, acquisition opportunities, expected completion of acquisitions, contract, contract counterparties, operating performance, variability of renewable resources and climate change, offshore wind concentration risk, market power prices, fuel supply, transportation and price, operations and maintenance, permitting, construction, development prospects and advanced stage development, financing and refinancing opportunities, certain information regarding the company's expected cash flow profile and liquidity, , liquidity, credit rating, currency fluctuations, variability of cash flows and potential impact on dividends, taxes, natural events, environmental, health and safety, government regulations and policy, international activities, relationship with stakeholders, reliance on information technology, reliance on third parties, labour relations, insurance, co-ownership, bribery and corruption, legal contingencies, future energy prices and demand for electricity, economic recovery, project development and capital expenditure costs, energy policies, economic growth, growth potential of the renewable asset class, the future growth prospects and distribution profile of Northland Power and its access to capital and the other factors described in Northland's 2020 Annual Report and 2020 Annual Information For

All figures are presented in Canadian dollars unless otherwise indicated. Unless otherwise indicated, the statistical and financial data in this presentation is presented as of January 31, 2022.

