

Infratil Investor Day Presentation

24 March 2023

Paul Gaynor

Chief Executive Officer

Background and LTM Achievements



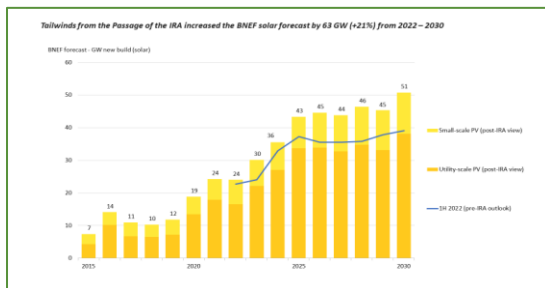
Background

- Vertically integrated developer, owner, operator, established 2016
- US wind, solar, and storage
- ~160 people
- Ownership: 37% Infratil; 37% NZSF; 14% Management; 12% MEAG
- ITD developed and acquired 4.3 GW; own 2.4 GW; 1.6 GW third party

LTM Achievements

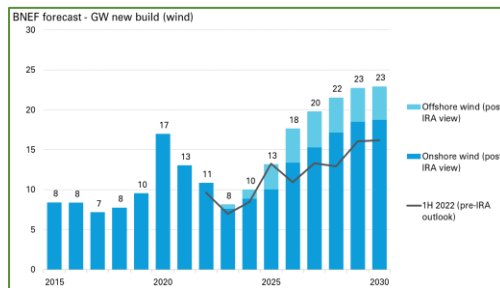
- 1.3 GW project closings
- US\$3 billion total capital raised
- US\$500 million equity raise; MEAG introduced as new investor
- Minority investment in Valta Energy (DG developer)
- First storage supply contract signed
- Disposition of Federal Street portfolio
- 38% pipeline growth

On the Path to US\$500 million run-rate Opco EBITDA

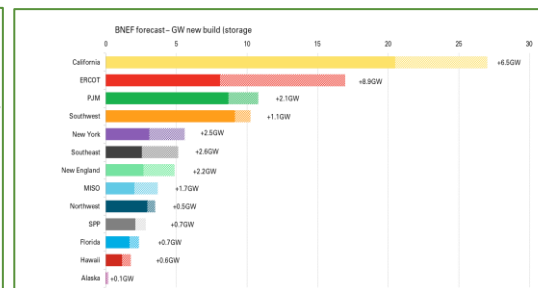


Solar +63 GW

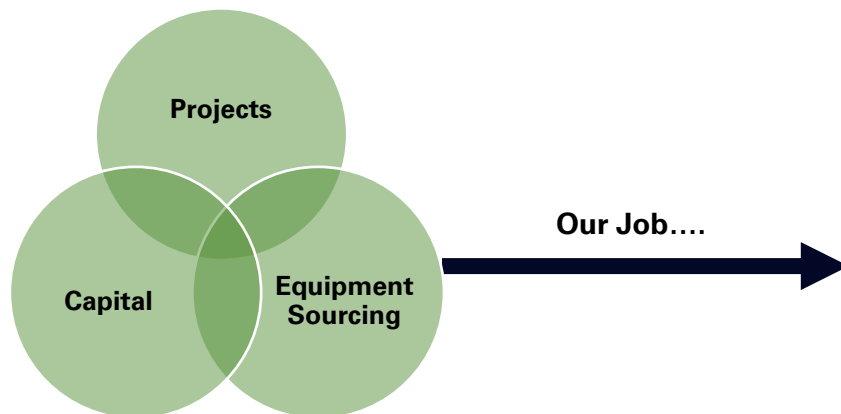
Source: BNEF



Wind +38 GW



Storage +20 GW/78 GWh



To grow Opco EBITDA to US\$500 million run-rate

Market Fundamentals Are Strong

Game Changing Legislation: Inflation Reduction Act



2022-2030 Solar Build

301 + 63 (IRA) = 364 GW

2022-2030 Wind Build

109 + 38 (IRA) = 147 GW

2022-2030 Storage Build

87 + 20 (IRA) = 107 GW

Features of the IRA 2022

- 10-year PTC
- 10-year ITC
- Solar PTC
- Stand-alone Storage ITC
- Made in America
- Community Energy
- Hydrogen.....and more

600 GW Total Market to 2030 ~ 65 GW Annually

The Inflation Reduction Act Economic Impact



1

Domestic Content Adder

- 110% multiplier for PTC
- +10 percentage points adder to ITC
- FSLR procurement of US-made modules for under-construction solar-only projects
- Additional OEMs (modules, trackers, inverters, BESS) expanding US manufacturing base

Potential Value

*+Unlev
IRR%* *PPA Price
Discount
\$/MWh*

+4% **\$(10)**

2

Energy Community Adder

- Brownfield site or Direct employment or tax revenues from coal/O&G and unemployment higher than national average
- Census tract with coal mine closed after 2009 or coal power plant retired since 2009
- Similar to Domestic Content Adder, results in 110% PTC multiplier or +10 pts ITC

+5% **\$(12)**

3

Solar PTC

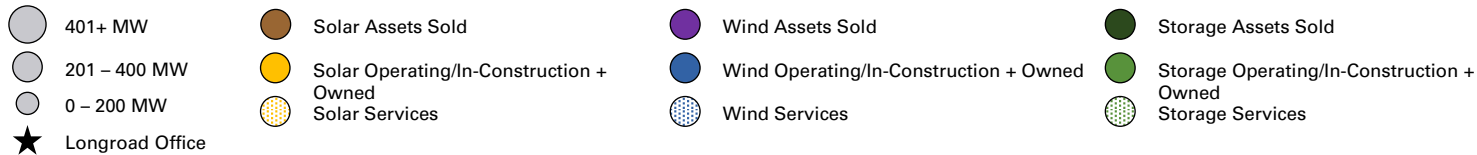
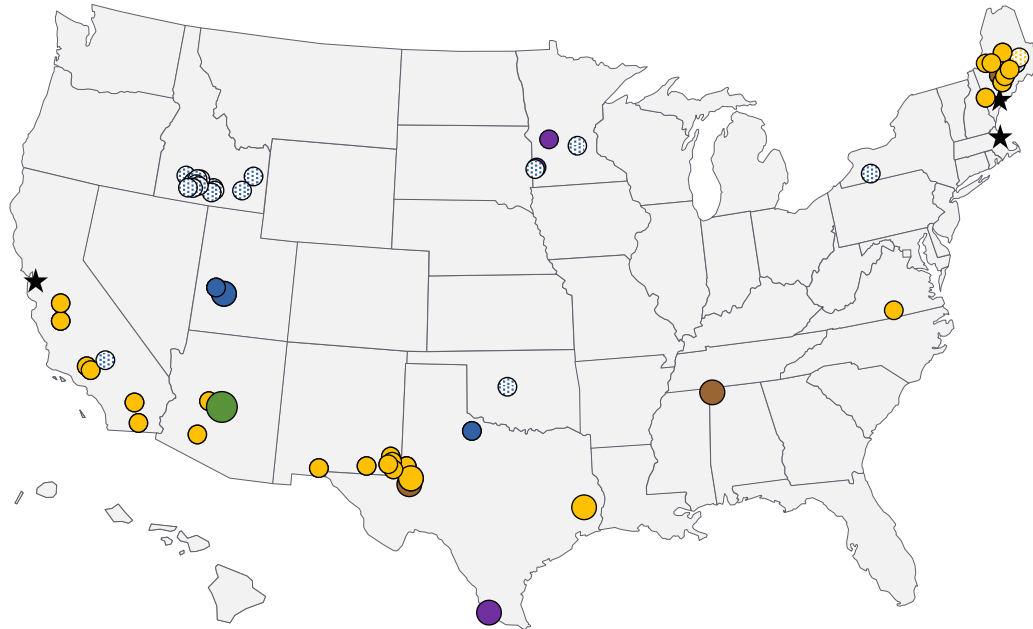
- Solar projects can elect solar PTC
- Projects with biggest value opportunity are in locations with strong solar resource and cheap cost to build (i.e., US southwest)
- PTC protections to be added to new solar PPAs. Expect similar financing structures as precedent wind PTC deals

+2% **\$(5)**

Current Opco: 2.4 GW / 30 Projects



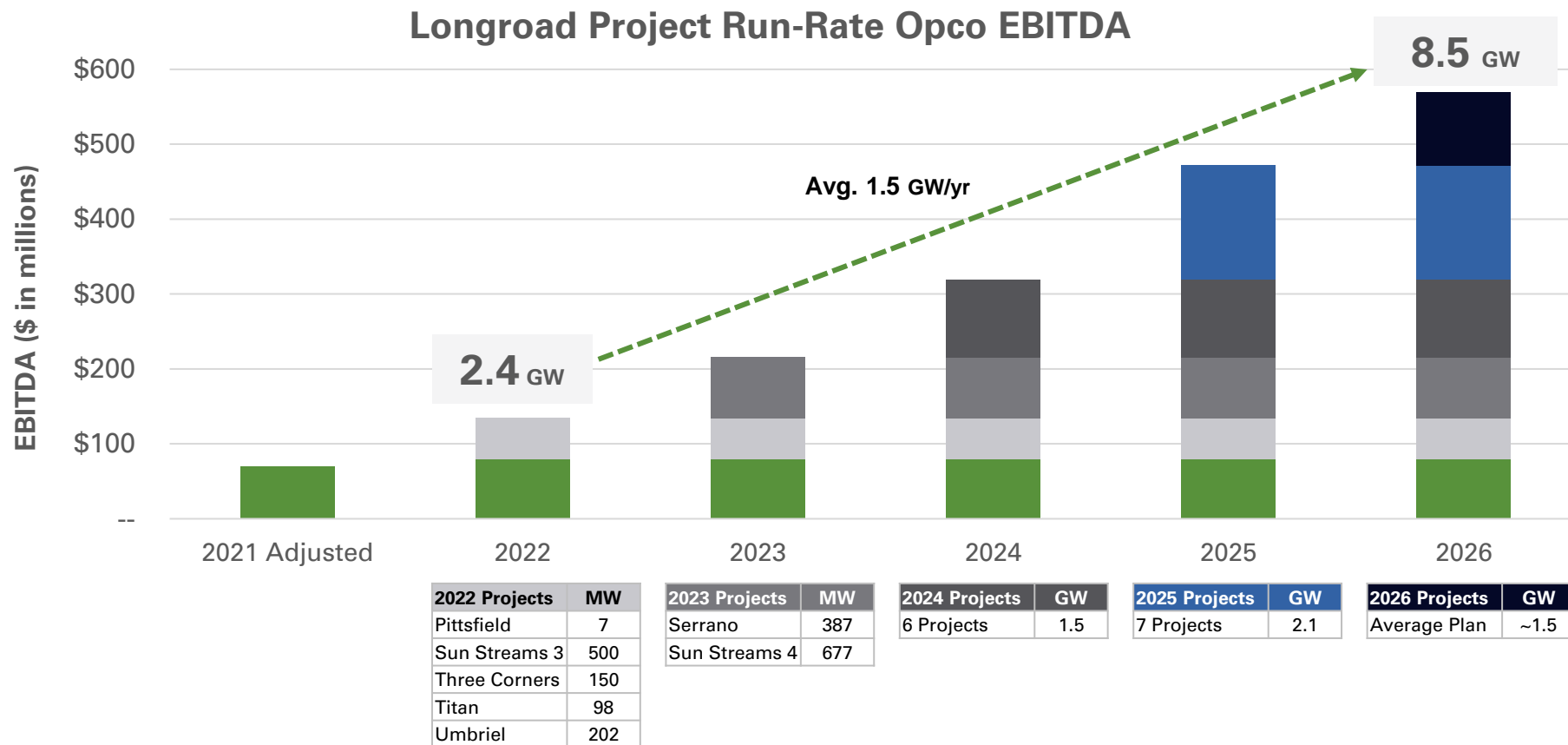
Longroad Sold, Owned (Operating + In-Construction), and LES-Managed Assets



- (1) Reflects net MW sold.
 (2) Map excludes Federal Street assets sold and held for sale, which are spread over hundreds of individual sites across the United States.
 (3) Maine DG tranche 2 development portfolio sold is represented by a single marker in the state of Maine on the map.

GW	
3.8	Developed
0.5	Acquired
4.3	Total
(1.9)	Sold
2.4	Net Owned (30 Projects)
1.6	Services

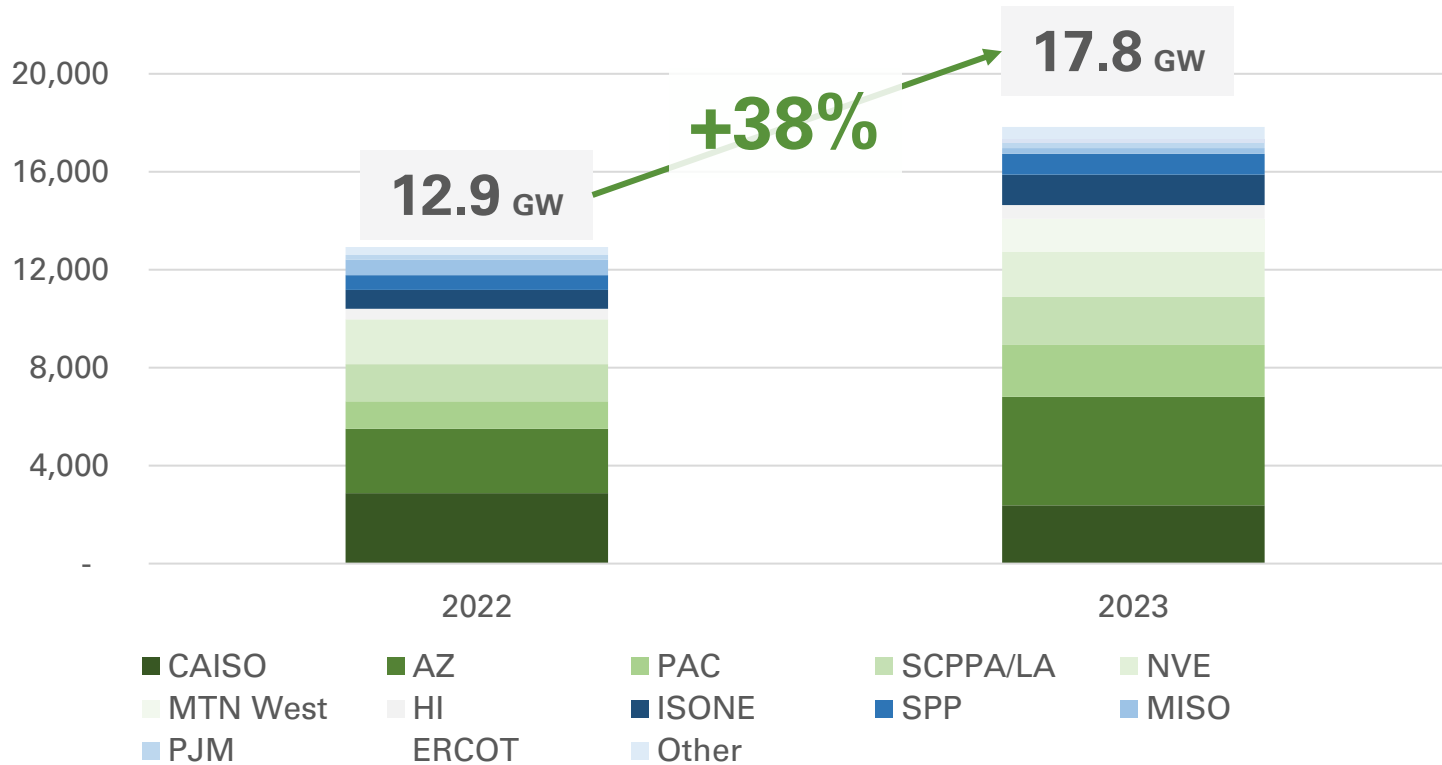
On the Path to US\$500 million run-rate Opco EBITDA



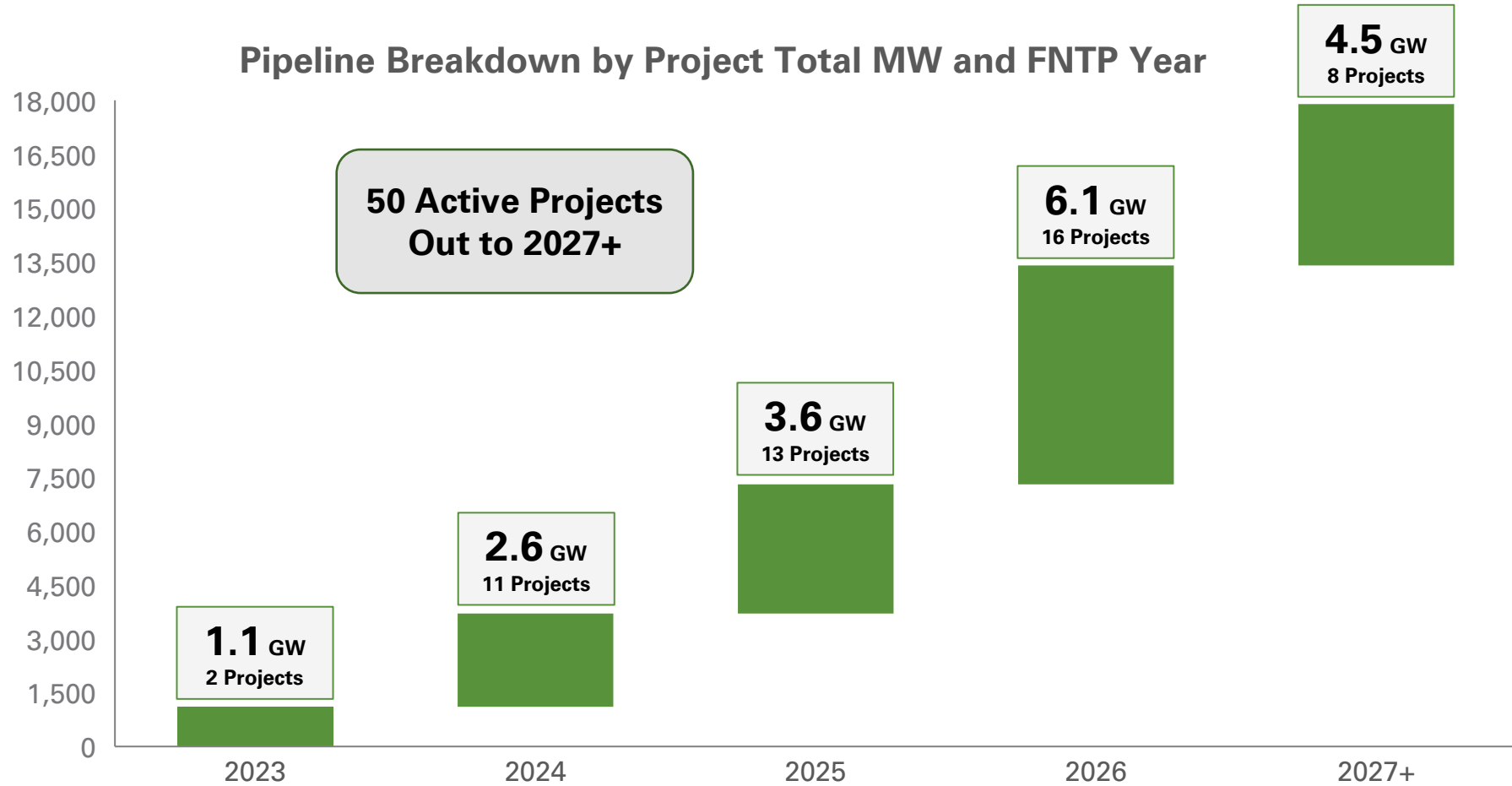
Total Pipeline Growth



January 2022 to January 2023, YOY Pipeline Change



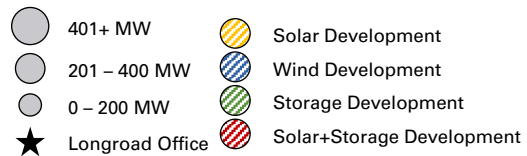
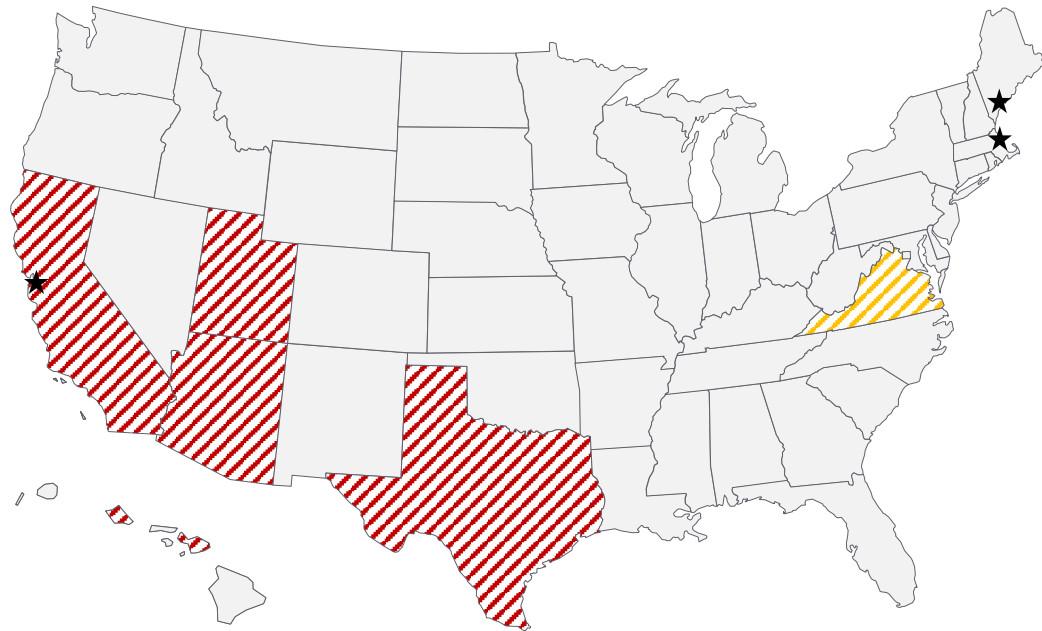
Pipeline Breakdown by Year (GW)



Near Term Plan Projects (2023-2025)



Longroad 2023-2025 Near Term Plan Projects



(1) Reflects total installed capacity (solar, wind and storage).

GW	
1.1	2023 (2)
1.5	2024 (6)
2.1	2025 (7)
4.6	Total (15)

2023 EPC Execution Plan – Three Corners



Three Corners Solar
152 MWdc
Kennebec County, Maine

2023 EPC Execution Plan – Sun Streams 3



Sun Streams 3 Solar & Storage
285 MWdc PV
215 MWac / 860 MWh storage
Maricopa County, Arizona

2023 EPC Execution Plan – Umbriel Solar

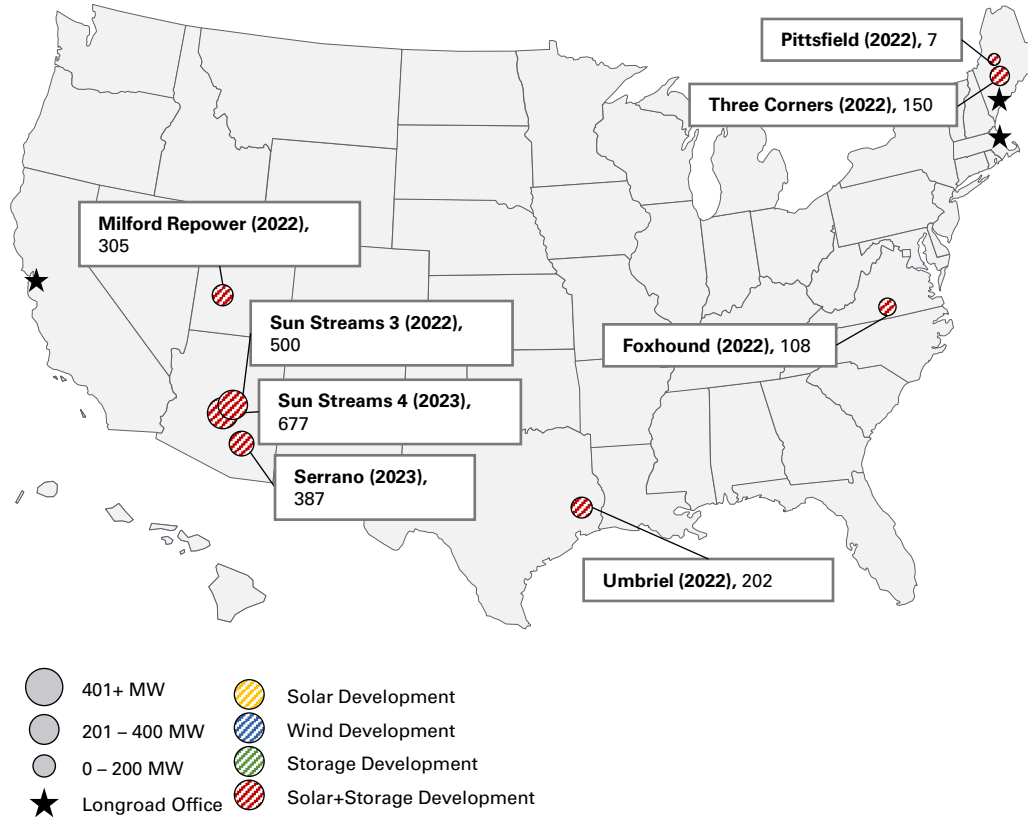


Umbriel Solar
202 MWdc (150 MWac)
Polk County, Texas

2023 EPC Execution Plan



Longroad 2023 EPC Execution Plan

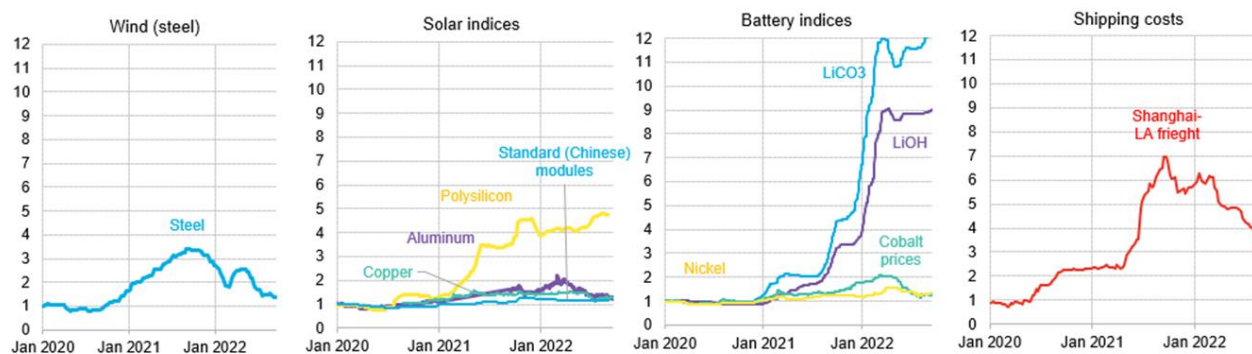


(1) Reflects total installed capacity (solar, wind and storage).

Highlights

- Approximately US\$3 billion of EPC execution and pre-construction now underway
- Longroad execution team currently 17 – acquiring resources for SS4 and Serrano
- No tariff risk on PV modules sourced: US, Vietnam, Malaysia, Germany
- Chinese sourcing: Sungrow and AESC. Contracting through US entities so no applicable tariffs; labor and social issues diligenced and contracted
- Diversified and experienced EPC contractor group

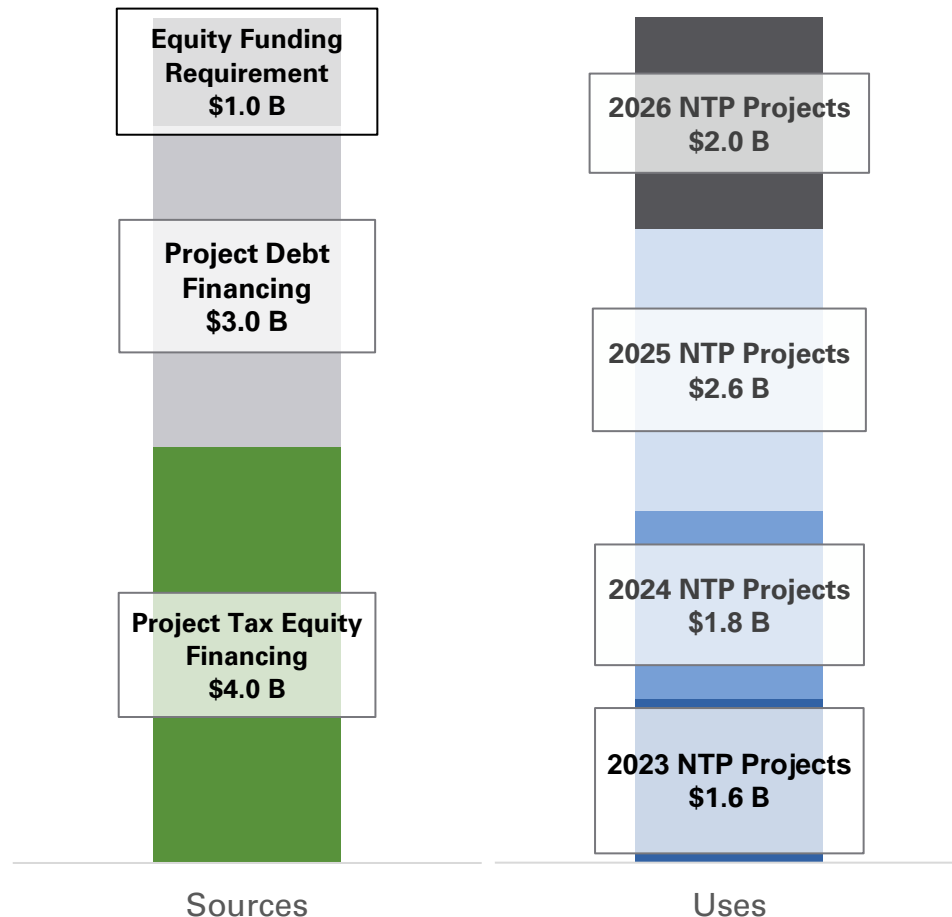
EPC Execution Plan 2024-2026



- Anticipating ~US\$10 billion of additional EPC execution of FNTF projects during this period
- IRA requires prevailing wages to capture credits, driving upward wage pressure. Mitigated by industry-wide apprenticeship program
- US-sourced inputs should substantially hedge global transportation cost risk
- Modules currently sourced through FSLR through 2027; continue to monitor silicon options as increased production shifts to US; further FSLR US investment is expected
- Lithium costs expected to decline, and US cell production is expected to rapidly increase. Supplier diversification required to mitigate supply and execution/augmentation risks
- Tracker production increasingly shifting to US; diversify supplier base
- Overall – the EPC cost structure is expected to rise and to be reflected in forward PPAs

**IRA Driving Procurement to US Sources – But at a Premium
Expect Inflation and Rising Interest Rates to Increase Costs**

Capital to Fund 2023-26 Plan (~6 GW)



2023-26 Plan: 6 GW

- ~\$8 billion capex plan
- 85% to 90% via tax equity and debt financing
- 10 – 15% funded via equity
- Evaluating options for next round of Longroad equity funding, both public and private

Raising Capital in New World of IRA



- Longroad has raised US\$10 billion since inception
- 2023-2026 development plan will require ~US\$8 billion of capex investment
- Expect 85-90%, or US\$7 billion, of capex to be funded via non-recourse project financings (i.e., tax equity and debt financings);
 - ~US\$4 billion of the project financings expected to be sourced from tax equity banks that Longroad has traditionally used (e.g., US Bank, Wells Fargo, PNC)
 - ~US\$3 billion would be sourced by traditional bank debt (e.g., Keybank, CIT, HSBC, Morgan Stanley, MUFG, CIBC)
- Remaining US\$1 billion would be funded via additional Longroad equity, additional holding company debt or cash distributions from Opco
- IRA offers potential additional tax equity optimizations for refundability, domestic content adders, energy community adders, and solar PTCs

~US\$8 billion capex plan to deliver on Longroad's 2023-2026 development plan

Executing on Growth: Development



- Have ramped up investment in longer term pipeline as interconnection queues have extended project timelines
- Increased greenfield wind development activity
- Continued focus on M&A to further deepen pipeline and access to different markets
- Creating some “big plays” of 1 GW+ (e.g., King Pine Wind)
- Evaluating deeper push into standalone storage and hydrogen development markets
- Expanding relationships with key counterparties

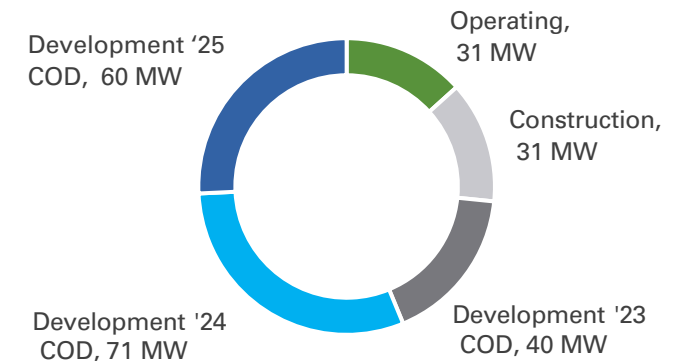
Thinking More Creatively Given Long Development Horizon

Valta Investment Overview



- Longroad committed US\$100 million of cash and credit to acquire a ~32% interest in Valta Energy, a C&I platform, with an option to increase this stake over time
- Provides access to fast-growing and lucrative C&I and community solar markets
- Avoids distraction with Longroad's core utility-scale business
- Valta has a successful track record but has never taken outside capital; transaction provides significant growth capital to expand its platform
- Longroad can leverage its position in areas like financing and procurement to help Valta scale to 100+ MW per year over time

**Valta Operating and Near-Term
~232 MW**



Provides Longroad access to fast-growing US DG market

Conclusion



- Strong and durable market fundamentals
- Longroad targeting US\$500 million run-rate Opco EBITDA by 2026
- Actively developing and acquiring projects in order to hit this goal
- IRA not priced into recent capital raise
- Bringing financing track record to bear in order to raise required capital
- Experienced, aligned team

Photo: Nolan Hartleben

Thank you - See you in Phoenix