Infratil

Longroad Energy: Infratil Investor Presentation Phoenix, Arizona 12 September 2023

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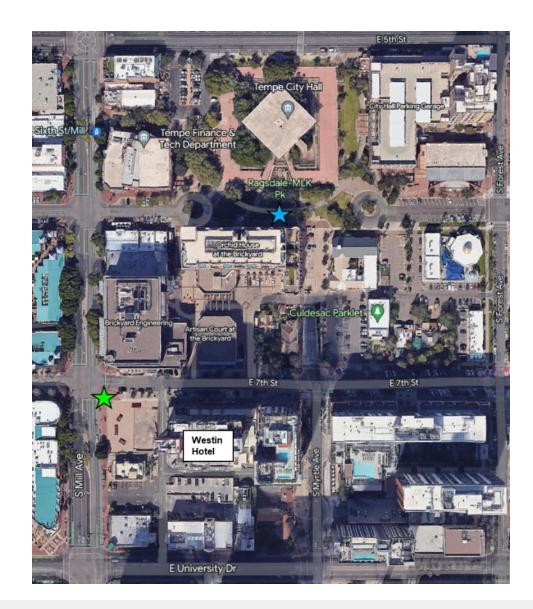
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Timutin

Longroad Energy: Infratil Investor Day **Safety**

Hotel Emergencies

- Dial 9-1-1 for any emergency
- Primary muster point is on Southwest corner of East 7th St. and S. Mills Ave. ★
- Secondary muster point is on the south lawn of Tempe City Hall
- Nearest Medical Facility is 2 blocks south
- University Health Walk-In Clinic 28 S Mill Ave, Tempe, AZ 85281







Longroad Energy: Infratil Investor Day Agenda

Торіс	Speaker	Time		
Market Overview and Five-Year Goals	Paul Gaynor	8:15 – 8:30		
Operating Assets	Michael Alvarez	8:30 – 8:45		
Understanding The Inflation Reduction Act	Ben Miller	8:45 – 9:15		
Execution: Supply Chain and EPC	Michael Alvarez	9:15 – 9:30		
Development Plan	Paul Gaynor	9:30 – 9:45		
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Sun Streams Overview	Rebecca Kelly	10:00 – 10:15		
Questions		10:15 – 10:45		



Market Overview Market Commentary

- Policy on target: increasing domestic manufacturing, decreasing reliance on China
- Treasury guidance imperfect and delayed
- Start-up time to establish domestic manufacturing
- Transmission build out required
- Permitting reform
- Workforce training

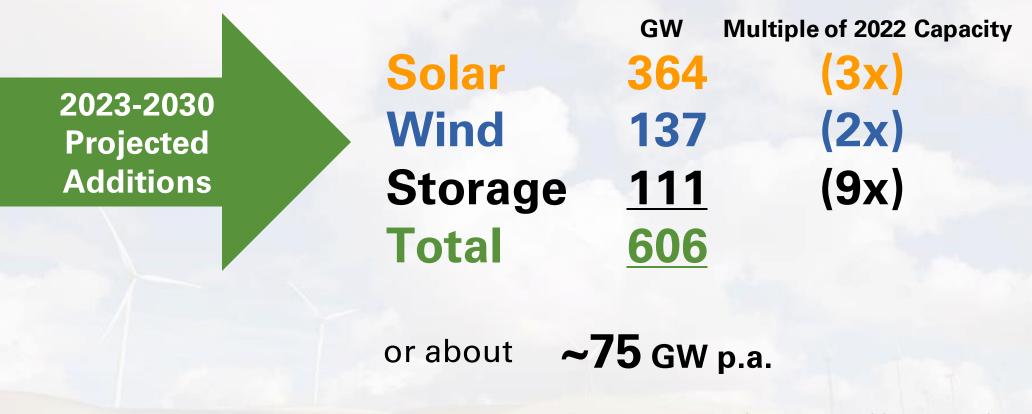
Once in a Generation Growth Opportunity

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Market Overview

Game Changing Legislation – IRA 2022



Source: BNEF 1H 2023 US Clean Energy Market Outlook

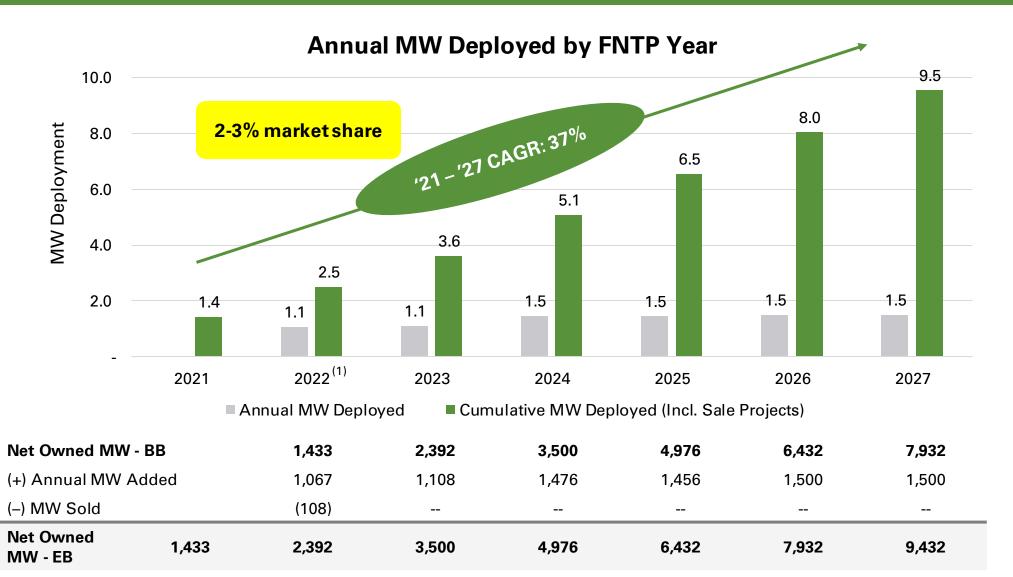
Need ~100 GW p.a. to hit 80% clean power by 2030

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Five-Year Goal ~10 GW by 2027



Note: Represents the year in which projects reach NTP. Excludes Valta MW deployment.

1. Includes Foxhound.

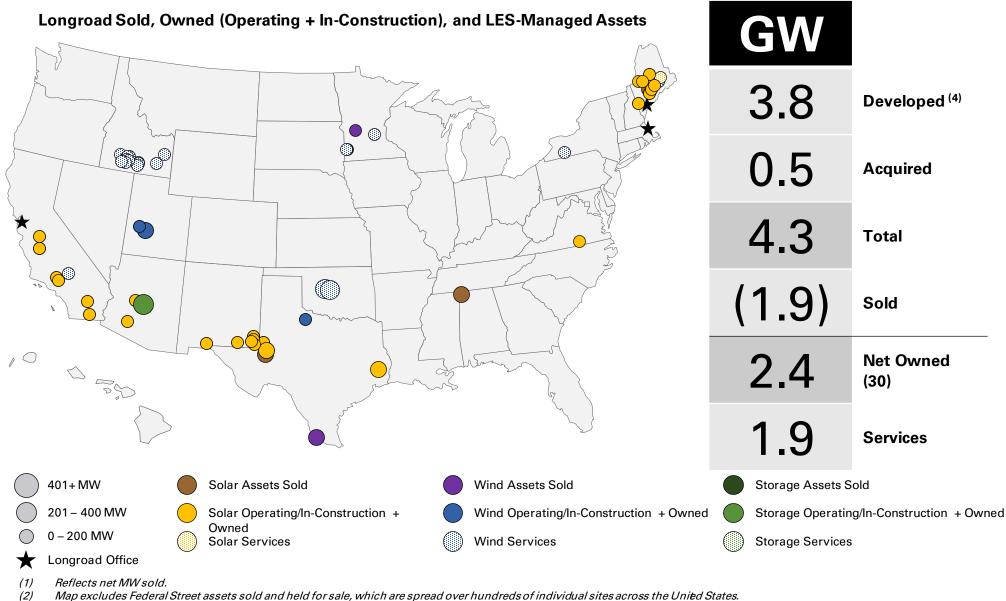


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Operating Assets 2.4 GW / 30 Projects



- (3) Maine DG tranche 2 development portfolio sold is represented by a single marker in the state of Maine on the map
- (4) Includes Umbriel, Sun Streams 3, Pittsfield and Three Corners which are currently under construction

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Operating Assets 2023 Performance update

Key 2023 Performance Drivers

- Prospero Solar 1 and 2 hail repairs completed ahead of schedule
- Milford Wind repower nearing completion (September COD)
- Maine DG Solar overperforming investment case so far primarily due to strong power pricing and favorable REC market

New Projects

• Onboarding of Umbriel, Sun Streams 3, Three Corners and Pittsfield on schedule

Challenges

- Sun Streams 2 unfavorable pricing basis due to CAISO modeling error
- Little Bear being curtailed significantly due to local congestion; primarily shielded due to PPA reimbursements.
- El Campo performance struggling due to equipment quality and failures; Longroad protected through availability guarantee LDs

Opco on track to achieve 2023 Plan EBITDA of US\$147 million





Operating Assets

2023+ Opco Execution Plan

2023

- Safe execution is the Highest Priority
- 2023 Opco EBITDA is forecast to be ~US\$147 million across 30 projects
- Prioritized improvement of key systems (e.g., performance optimization, document management)
- Seamless onboarding of in-construction projects (Umbriel, Sun Streams 3, Three Corners, and Pittsfield)
- Total Staff: Asset Management (20), Site Operations (33), ROC (7)

2023 & beyond

Key Issues to Address for Growth to Opco run rate EBITDA of US\$500 million

- Congestion/basis and Energy/REC Management
- Uncontracted merchant price exposure
- Severe convective storm risks insurance costs
- Increasing regulatory focus critical infrastructure/cyber
- Supply chain and spare parts management
- Labor training and retention; Service Partnerships
- Technology enhancements and repowering



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The IRA directs nearly US\$400 billion in federal funding to clean energy, with the goal of substantially lowering the nation's carbon emissions by the end of this decade

Key Features:

- 10-year Production Tax Credit (PTC) (including new solar PTC)
- 10-year Investment Tax Credit (ITC)
- Stand-alone Storage ITC
- Made in America
- Energy Communities
- Hydrogen
- Transferability (and Refundability)
- ...and more



Understanding The Inflation Reduction Act **Economic Impact**

Potential Value

1	• 110% multiplier for PTC	+Unlev IRR%	PPA Price Discount \$/MWh
Domestic Content Adder	 +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 	+4%	\$(10)
2 Energy Comm- unity 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)



Understanding The Inflation Reduction Act

Prevailing Wage and Apprenticeship

Specific Guidance

- Projects must pay prevailing wage and 10-15% apprenticeship labor hours for construction and alterations/repairs during operations
- Projects unable to find qualified apprentices are excused
- Without compliance, tax credits reduced from 30% ITC / 100% PTC to 6% / 20%, respectively

Longroad Implications

- Longroad's 2022 NTP projects exempt
- Incorporated compliance obligations into key agreements (EPC, O&M, etc.) for 2023 NTP projects
- Ability to cure and maintain tax credits by paying correct labor rates and fines.
 Willful noncompliance non-curable

Core Requirement

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Understanding The Inflation Reduction Act Energy Community

Specific Guidance

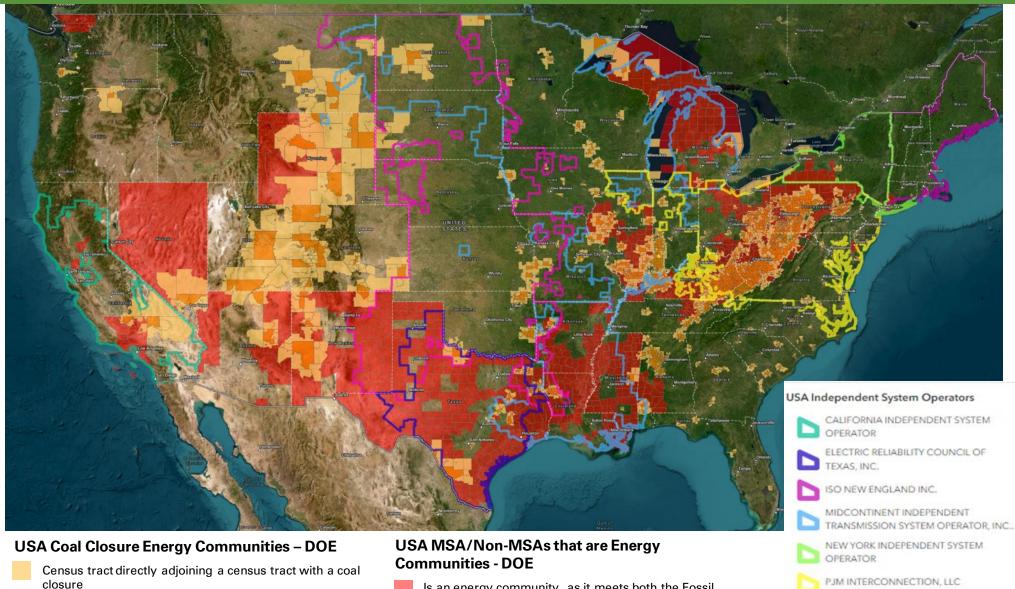
- Qualify one of three ways:
 - 1. Brownfield site
 - O&G employment + general unemployment, or
 - 3. Coal plant or mine closure
- IRS published map of areas qualifying under #2 / #3. To be updated annually
- Qualification test under #2 is done either at start of construction or placed in service

Longroad Implications

- Opportunity to secure qualification status under method #2 at start of construction
- Qualification under method #3 will remain in place, providing certainty much earlier in project development cycle
- Value sharing with PPA offtakers will vary across markets
- Relatively small economic pick-up on solar PTC projects, but more substantive on ITC projects. Can create large difference in project economics and viability competing against others with/without qualification



Understanding The Inflation Reduction Act Energy Community Map



Census tract with a coal closure

Source: IRS, various ISO

Is an energy community, as it meets both the Fossil Fuels Employment (FFE) threshold and the unemployment rate requirement

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SOUTHWEST POWER POOL

ENERGY

Understanding The Inflation Reduction Act Made in America

Specific Guidance

- Issued proposed guidance (can be utilized interim), formal guidance expected 1H '24
- Structural steel must be US-made. Includes PV piles (but not trackers) and wind-turbine generator (WTG) towers
- US Manufactured Product (non-structural steel/iron) test is done on direct costs instead of cost to project. Direct costs exclude profits, overhead and transport (among other things)
- Project submits certificate to IRS that it qualifies for adder but must retain records

Longroad Implications

- Direct cost methodology not anticipated or based on Made in America precedent. Industry lobbying for changes, mainly:
 - Manufactured Product calculation done on project cost to purchase equipment, not supplier direct costs
 - Explicit list of equipment that is subject to Manufactured Product test
 - Ability to claim Domestic Content adder on PV in paired PV + BESS project
- Path to PV qualification in near-term with module/tracker US-content. Longer-term PV + BESS with cell manufacturing in US by mid-decade



Understanding The Inflation Reduction Act

Made in America Examples

+Unlev PPA Price IRR% Discount \$/MWh Solar PTC vs. ITC Comparison Chart \$(0.50) +0.2% Net Capacity Factor 110% multiplier for PTC 15.0% 35.0% 40.0% \$1.00 \$1.10 Solar \$1.20 \$1.30 \$1.40 \$1.50 \$1.60 \$(10) +4% +10 percentage points for ITC \$1.70 \$1.80 \$1.90 More likely to elect ITC 2 PTC less accretive in general. Most wind 110% multiplier for PTC, or TBD **TBD** Wind projects elect PTC +10 percentage points for ITC Value uplift depends on cost premium 3 **Relies on US-based** cell manufacturing BESS TBD TBD Also depends on cost +10 percentage points for ITC premium

Potential Value

Source: CohnReznick Capital August 2022 presentation, "Inflation Reduction Act: Tax Credit Monetization Analysis"

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Understanding The Inflation Reduction Act Transferability

Specific Guidance

- Tax credit sale proceeds are tax exempt
- Seller (i.e., project) unable to sell only bonus tax credit (i.e., Domestic Content or Energy Community). Tax credit can only be sold once
- Buyer responsible if tax credits are later disallowed, Sellers expected to sign up to indemnity (similar to tax equity)
- Individuals will have difficulty acting as buyers, as can only use credits to offset income from the project that is the source of the tax credits

Longroad Implications

- Credit unable to be transferred using lease-passthrough structure due to "double sale" restriction. May limit use of structure going forward
- Tax equity still base case. Credit transfers offer no upfront monetization of depreciation, inability to "step-up" basis to fair market value and ~10% price discount to credit value
- Does provide backstop for tax equity in case of not being able to monetize credits

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Understanding The Inflation Reduction Act

IRA: Transferability vs. Tax Equity

625 Project Size **Transfer Rate** Project Size (MWdc) (MWdc) \$0.90 \$1.00 \$0.92 \$0.94 \$0.96 \$0.98 125 Tax Equity Transfer 1.3525 7 34 5 Tax Equity vs. Transfer Breakeven 68 Transfer 1 135 20.9A 20.9° 57.00 338 **Tax Equity** \$ per ITC 675

Solar Tax Equity vs. Transfer Comparison Chart

Source: CohnReznick Capital August 2022 presentation, "Inflation Reduction Act: Tax Credit Monetization Analysis"



Solar Tax Equity vs. Transfer Breakeven Line

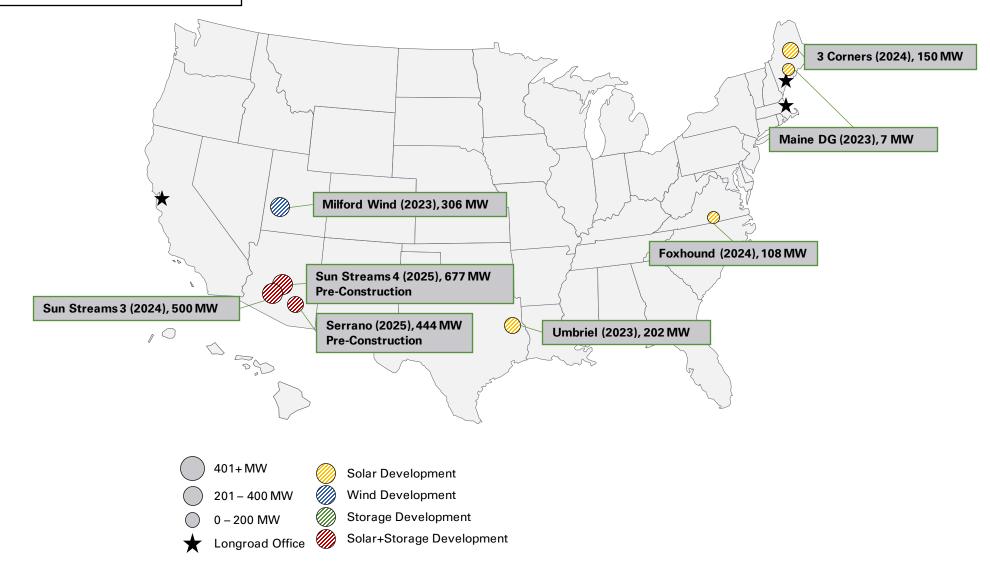
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Construction: 8 projects/2.4 GW/\$3.1 B

Key: Project Name (COD Year), MW



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



Construction: 3 Corners (Maine)





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Construction: Umbriel (Texas)



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Execution: Supply Chain and EPC **EPC Suppliers**

- Longroad partners with six EPC contractors, principally using a Guaranteed Maximum Price (GMP) contract structure
- Tier 1 EPC firms are in high demand given IRA tailwinds, with most being awarded a portfolio of deals or have pivoted to unilateral negotiations and prefer larger projects
- Tier 2 EPC firms are now advising they are not interested in participating in RFPs with numerous participants given access to direct opportunities
- No current indication EPC pricing will decline as companies are booking well into 2025/2026 and prevailing wage considerations driving labor costs higher
- Shortage of preconstruction/estimating personnel, so EPCs will only dedicate resources to opportunities they are reasonably certain will get built and meet their desire project profile
- Access to First Solar modules is a plus given project delays caused by silicon module import tariffs and other regulatory restrictions
- Availability of competent craft labor is becoming an issue in a few markets; craft pay is up 50-100% in most markets



Equipment – PV Modules

- Longroad continues to leverage the strategic partnership with First Solar via a frame agreement
- Frame capacity plus previous procurement totals multi-GW
- Current frame agreement:
 - Successfully contracted and/or supplied Three Corners, Foxhound, Umbriel and Serrano
 - Multi-GW
 - Flexible volume but critical to manage projections given shortfall damages, annual min/max ranges and notices for domestic content
 - Pricing is fixed with some pass through for steel and aluminium adjustments
 - Transportations cost risk mitigated with US production
- Foreign silicon production shifting to Malaysia and Vietnam still affected by anti-circumvention regulation
- IRA inducing additional announced US manufacturing capacity, but existing guidance is limiting actual investment to date



Equipment – Inverters

- Longroad's current prequalified inverter manufacturers include Power Electronics, SMA, TMEIC, and Sungrow
- Will not look to procure inverters direct given consequences of essentially taking on all commissioning/performance risk
- Commissioning to commence shortly on the first block of Sungrow inverters at Sun Streams 3
- SMA (contracted via Powin) will have a large presence on projects with BESS systems
- Reviewing EPC inverters and other alternatives with Powin given domestic content requirements
- Inverter pricing has remained steady; largest schedule and supply risk are the medium voltage transformers that are incorporated into the skid



Equipment – Trackers

- Longroad sources field-proven single axis tracker system from financially stable vendors
- Longroad has successfully contracted multi-GW of single-axis trackers between 2016 – 2023, primarily with NEXTracker
- Longroad is currently reviewing technology and commercial considerations of others as potential additions to the approved vendor list
- Suppliers are developing higher tilt angle options for hail regions and Longroad is piloting NEXTracker's Hail Pro option
- Since the primary component of single axis trackers is steel, tracker manufactures are adapting by sourcing US steel. NEXTracker has been building 10 GW of U.S. tracker manufacturing capacity with partners at 4 factories in the South, Southwest, and Midwest over the last year
- Lead times are currently 4 to 6 months for piles and tracker racking



Equipment – Storage

- Powin is supplying BESS integrations services for Sun Streams 3 & 4 and Serrano
- Longroad Energy storage team evaluating alternative BESS suppliers
 - Current short list includes two other suppliers
- IRA domestic content guidelines for BESS unclear and poorly received by industry
 - 50% US content threshold will require US made cells, supply of which from Tier 1 vendors will be extremely limited for the next 5 years at least
 - Price premiums on US made cells are also vague with estimates anywhere from 20-50% over landed cost from China
- Lithium carbonate market has decreased ~33% of its peak in 2022 but is still 400% higher than 2021 low point. General expectation is that it will remain around current levels for foreseeable future
- BESS delivery times driven by inverter/transformers which are currently at 12 months or greater



Execution: Supply Chain and EPC Equipment – Wind Turbines

- All major original equipment manufacturers (OEMs) are struggling through a combination of higher-than-expected supply chain costs and unexpected warranty costs on turbines that were rushed to market over the past few years; resulting in major price increases by all OEMs
- GE, Vestas, and Siemens Gamesa are all struggling with challenges to their service business through combination of unprofitable service contracts and a high rate of failures of major components affecting availability
- Closely engaged with three major OEMs to bid on King Pine, a ~1,000 MW wind project in Maine currently in development
- All major OEMs are exploring options to qualify for IRA Domestic Content adders, although high cost of transport to project sites presents wind-specific challenge

Equipment – Main Power Transformers

Example of Market

- Historically Main Power Transformers (MPT) were wrapped within EPC agreements, except when pursuing a safe harbor play, which kept any delays on the EPC to manage
- With lead times and costs doubling/tripling, work is underway to stand up direct procurement given need to release prior to EPC RFP full selection
- MPT results from recent project procurement confirms that market conditions are disappointing, and a seller's market
- With sites that do not have aux power from a local utility, the critical path of MPT -> substation energization -> BESS Delivery can drive projects well into a 3+ year from present time schedules
- Expect other equipment to fall into this same category in the near term (aux transformers, switchgear, HV breakers, etc.)



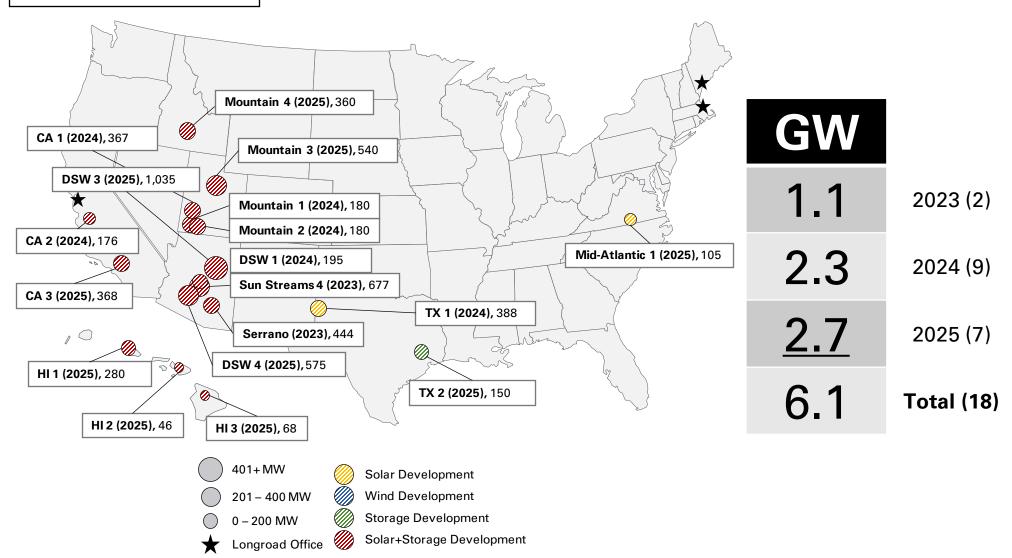
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Near Term Plan Candidate Projects

Key: Project Name (FNTP Year), MW



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



Near Term Plan Projects (2023)

Project	Market	Technology	Wind/Solar MW	BESS MW	Total MW	Land	Interconnect Initiated
Sun Streams 4	AZ/CAISO	PV + BESS	377	300	677	Yes	Yes
Serrano	AZ	PV + BESS	230	214	444	Yes	Yes
Total			607	514	1,121		

- Both projects are in Arizona and share Sun Streams 3 design and equipment features
- Long term PPAs with APS
- McCarthy is the EPC contractor; construction activities underway
- First Solar is supplying solar panels
- BESS to be supplied by Powin and AESC with long-term service performed by NovaSource



Near Term Plan Candidate Projects (2024)

Project	Market	Technology	Wind/Solar MW	BESS MW	Total MW	Land	Interconnect Initiated
TX 1	SPP	PV	388	-	388	Yes	Yes
DSW 1	AZ/CAISO	PV + BESS	110	85	195	No	Yes
CA 1	SCPPA	PV + BESS	267	100	367	Yes	Yes
Mountain 1	PAC	PV + BESS	130	50	180	Yes	Yes
Mountain 2	PAC	PV + BESS	130	50	180	Yes	Yes
Mountain 3	PAC	PV + BESS	390	150	540	Yes	Yes
CA 2	CAISO	PV + BESS	101	75	176	Yes	Yes
Mid-Atlantic 1	PJM	PV	105	-	105	Yes	Yes
TX 2	ERCOT	BESS	-	150	150	Yes	Yes
2024 Candidates, Total			1,621	660	2,281		

- Diversified portfolio includes projects in seven different markets; represents a mix of development regimes and offtake opportunities
- Key variables driving FNTP schedule include permitting, interconnection construction timelines and access to PPAs
- 370 MW in active PPA negotiations
- 900 MW awaiting RFP results



Near Term Plan Candidate Projects (2025)

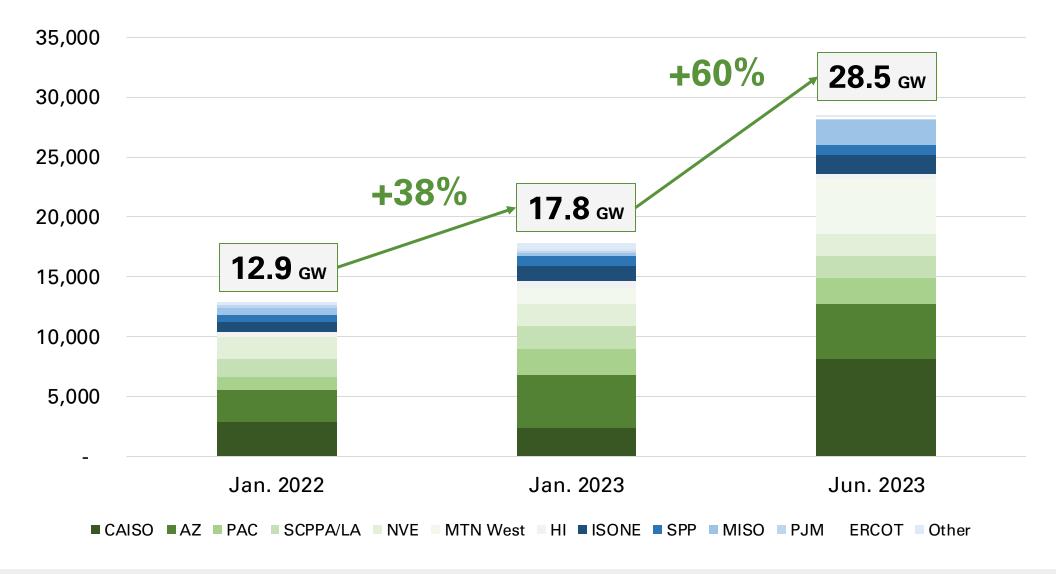
Project	Market	Technology	Wind/Solar MW	BESS MW	Total MW	Land	Interconnect Initiated
CA 3	SCPPA	PV + BESS	268	100	368	Yes	Yes
HI 1	HI	PV + BESS	160	120	280	No	Yes
HI 2	HI	PV + BESS	26	20	46	Yes	Yes
HI 3	HI	PV + BESS	38	30	68	Yes	Yes
DSW 3	AZ	PV + BESS	585	450	1,035	Yes	Yes
DSW 4	AZ	PV + BESS	325	250	575	Yes	Yes
Mountain 4	PAC	PV + BESS	260	100	360	Yes	Yes
2025 Candidates, Total			1,662	1,070	2,732		

- Portfolio is concentrated in western markets and positioned to meet sustained utility demand for renewable energy
- Projects are participating in active utility PPA/BTA RFP processes (e.g., PacifiCorp, HECO, APS)
- HECO's potential entanglement with recent Maui wildfires introduces a risk of delay in signing PPAs in Hawaii
- Other potential 2025 FNTP projects exist within Longroad's pipeline



Total Pipeline Growth

January 2022 to June 2023, Pipeline Change

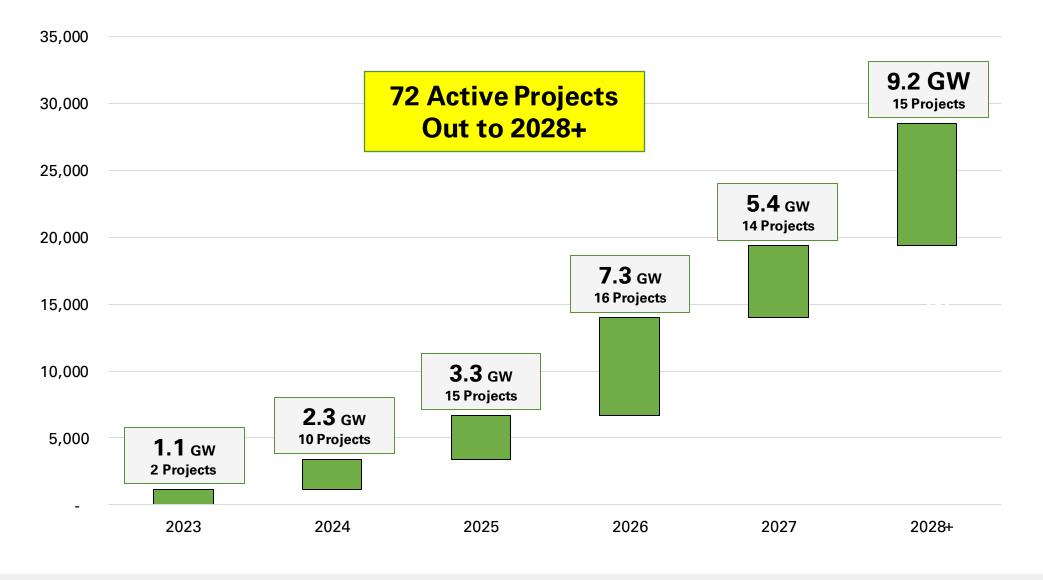






Pipeline Breakdown by Year (GW)

Pipeline Breakdown by Project Total MW and FNTP Year



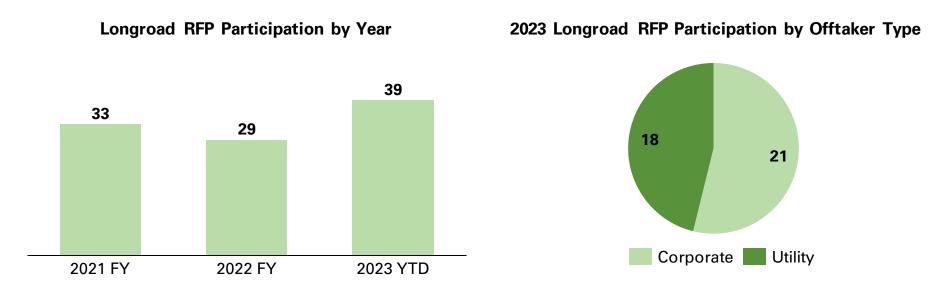


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Development Plan

Origination Big Picture

There continues to be a sustained demand for renewables; Longroad has increased its opportunity set via an expanded development footprint



- 2023 YTD RFP participation exceeds both 2022 and 2021 FY
- 2023 PPA opportunities are nearly split evenly between corporates and utilities; participation across six of Longroad's nine markets
- Longroad is actively negotiating PPAs and awaiting further RFP shortlist advancement

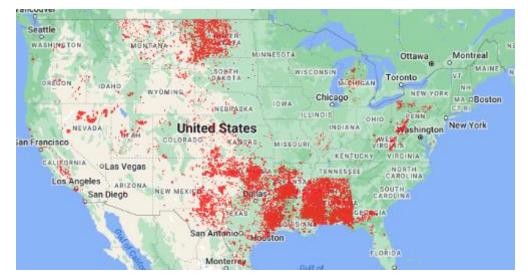


Development Plan

Agreement with Black Stone Minerals

The agreement provides Longroad with exclusive rights to several thousand acres of Black Stone Minerals (BSM) assets

- BSM is one of the largest owners of mineral rights with 20+ million acres under management
- Relationship established via successful execution at Longroad's Umbriel project
- Will provide avenue for growth and help de-risk projects already in Longroad's existing pipeline
- Multi-year term



Map of BSM's mineral holdings; Longroad's agreement with BSM includes a subset of the portfolio covering 12 states

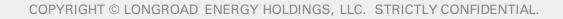


Development Plan M&A Environment

- 12 large platform transactions since Q4 2021
- Significant number of asset level opportunities in market of varying quality, constraining investors' bandwidth
- Longroad M&A focus in line with portfolio rebalancing strategy and/or opportunistic
- ~33% of deals completed to date have originated as acquisitions
- 11 of 72 deal pipeline projects have been acquired
- Valta investment (2022), anchoring exposure to DG market

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Capital Requirements

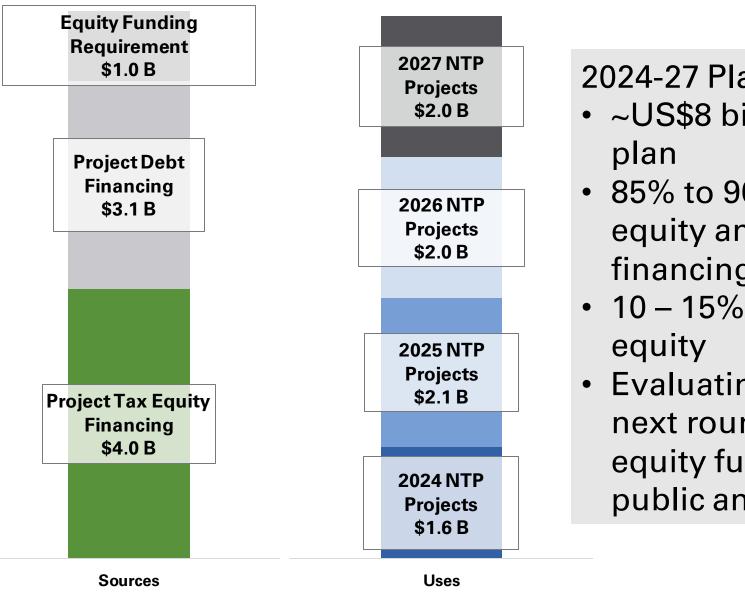
Longroad Today (pro forma December 23)

- 3.5 GW operating and in-construction on December 31, 2023
 - 2.4 GW operating and in-construction today
 - 1.1 GW (Sun Streams 4 and Serrano) achieving FNTP in the balance of the year
- Equity in 3.5 GW fleet fully funded with existing Longroad capital
- Pipeline positioned to deliver incremental ~6 GW of projects through 2027



Capital Requirements

Capital to Fund 2024-27 Plan (~6 GW)



2024-27 Plan ~6 GW

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



Capital Requirements

Raising Capital in New World of IRA

- Longroad has raised US\$10 billion since inception
- Development plan through 2027 will require ~US\$8 billion of incremental capex investment
- Expect 85-90%, or US\$7.0 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 and PNC); tax equity market remains constrained which creates competitive advantage for experienced developers like Longroad
 - ~US\$3 billion would be sourced by traditional bank debt (e.g., Keybank, CIT, HSBC, Morgan Stanley, MUFG, CIBC)
- Remaining US\$1.0 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 development plan through 2027 and generating US\$600+ million of EBITDA



Longroad Today vs. ~10 GW (2027)

- Operating fleet growing from 3.5 GW today to 10 GW in 2027
- EBITDA increases from US\$200 million to US\$600 million on a run-rate basis
- ~6 GW of new projects requires ~US\$8 billion of new capital
 - US\$7 billion funded by project level term debt and tax equity
 - US\$1 billion of equity funding required; could be funded via incremental Longroad equity, additional holding company debt and operating company distributions
- Assets on balance sheet grow from ~US\$4 billion today to ~US\$12 billion in 2027



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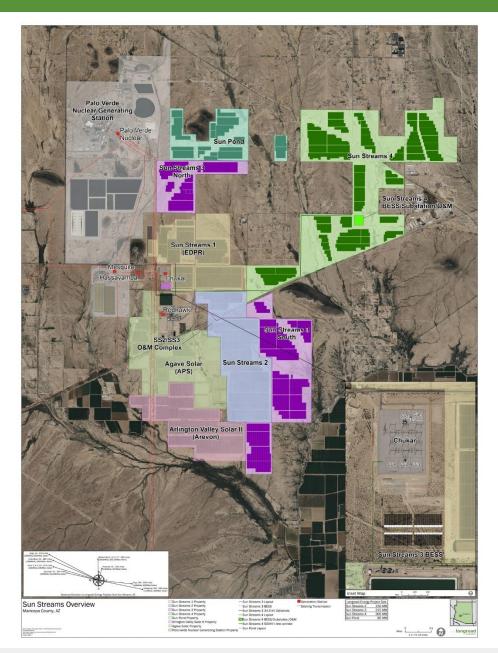
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Sun Streams Overview

Sun Streams Overview

- Sun Streams are located at a major transmission hub associated with Palo Verde, the largest nuclear plant in the U.S.
- Longroad has 20-year contracts with Phoenix-based utility Arizona Public Service for offtake of energy and capacity from 515 MW solar and 2 GW BESS at Sun Streams
- Post-PPA term the projects can sell into other markets including California because of their unique location on the grid



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Sun Streams Overview

Operational Highlights

	PV MW	# panels	Annual generation (MWh)	# piles	BESS MW	BESS MWh (nameplate)	BESS MWh (installed)	# BESS Cells	Acres
SS2	199	452,790	465,359	70,024	-	-	-	-	1,388
SS3	285	606,492	656,259	87,520	215	860	1,308	1,340,640	2,172
SS4	377	793,404	887,238	114,915	300	1,200	1,741	1,784,160	3,140
Confidential	111	224,798	123,000	32,559	85	340	493	505,512	841
TOTAL	972	2,077,484	2,131,856	305,018	600	2,400	3,542	3,630,312	7,541

- The projects will generate enough electricity to power over 200,000 U.S. homes; in order to generate this much electricity, a coal plant would consume 775 million pounds (350 million kg) of coal
- Over 1,000 jobs to support construction
- These projects will provide over US\$100 million to Arizona schools via leases for land owned by the state



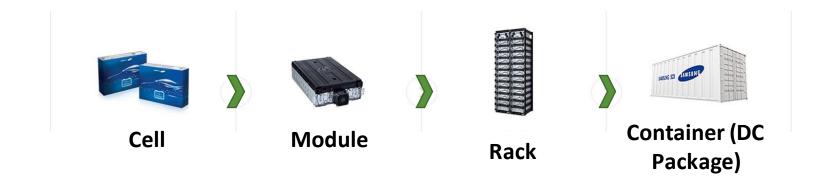
Tour Overview: 4 Stops

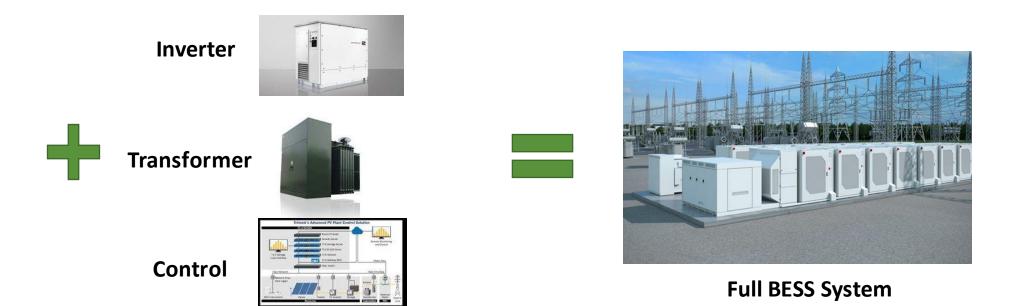
- SS2: solar arrays at operational project
- **SS3 north**: solar arrays under construction adjacent to Palo Verde nuclear plant
- SS3 BESS yard and Chukar substation: battery storage area next to 500 kV step-up substation shared by Sun Streams projects
- **SS4**: preliminary construction activities



Sun Streams Overview









Infratil

Longroad Energy: Infratil Investor Presentation Phoenix, Arizona 12 September 2023

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