



*Nordsee One, North Sea*

# 2024 Investor Day



# Forward looking statement

This written and accompanying oral presentation contains certain forward-looking statements and information within the meaning of Canadian securities laws concerning the business and operations of Northland Power Inc. and 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, and Northland cautions you not to place undue reliance upon any such forward-looking statements. The forward-looking statements contained in this presentation are, unless otherwise indicated, stated as of the date hereof and are based on assumptions that were considered reasonable as of the date hereof. Other than as specifically required by law, Northland undertakes no obligation to update any forward-looking statements to reflect events or circumstances after such date or to reflect the occurrence of unanticipated events, whether as a result of new information, future events or results, or otherwise.

Forward-looking statements include statements that are not historical facts and are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "plans", "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, Adjusted Free Cash Flow and Free Cash Flow, including respective per share amounts, dividend payments and dividend payout ratios, the quality of Northland's assets and the resiliency of the cash flow they will generate, the timing for and attainment of the Hai Long and Baltic Power offshore wind, and Oneida energy storage projects' anticipated contributions to Adjusted EBITDA, Adjusted Free Cash Flow and Free Cash Flow, the expected generating capacity of certain projects, guidance, the completion of construction, acquisitions, dispositions, whether partial or full, investments or financings and the timing thereof, the timing for and attainment of financial close and commercial operations, for each project, the potential for future production from project pipelines, cost and output of development projects, the all-in interest cost for debt financing, the impact of currency and interest rate hedges, energy policies, growth in power prices, growth potential of the renewable asset class, future funding requirements, and the future operations, business, financial condition, financial results, priorities, ongoing objectives (including ESG-related objectives and targets), strategies and the outlook of Northland, its subsidiaries and joint ventures. 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 or joint venture is a party, management's current plans and its perception of historical trends, current conditions and expected future developments, the ability to obtain necessary approvals, satisfy any closing conditions, satisfy any project finance lender conditions to closing sell-downs or obtain adequate financing regarding contemplated construction, acquisitions, dispositions, investments or financings, as well as other factors, estimates and assumptions that are believed to be appropriate in the circumstances.

Although these forward-looking statements are based upon management's current reasonable expectations and assumptions, they are subject to numerous risks and uncertainties. Some of the factors that could cause results or events to differ from current expectations include, but are not limited to, risks associated with further regulatory and policy changes in certain regions which could impair current guidance and expected returns, risks associated with merchant pool pricing and revenues, risks associated with sales contracts, the emergence of widespread health emergencies or pandemics, Northland's reliance on the performance of its offshore wind facilities at Gemini, Nordsee One and Deutsche Bucht for over 50% of its Adjusted EBITDA, counterparty and joint venture risks, contractual operating performance, variability of sales from generating facilities powered by intermittent renewable resources, wind and solar resource risk, unplanned maintenance risk, offshore wind concentration, natural gas and power market risks, commodity price risks, operational risks, recovery of utility operating costs, Northland's ability to resolve issues/delays with the relevant regulatory and/or government authorities, permitting, construction risks, project development risks, integration and acquisition risks, procurement and supply chain risks, financing risks, disposition and joint-venture risks, competition risks, interest rate and refinancing risks, liquidity risk, inflation risks, commodity availability and cost risk, construction material cost risks, impacts of regional or global conflicts, credit rating risk, currency fluctuation risk, variability of cash flow and potential impact on dividends, taxation, natural events, environmental risks, climate change, health and worker safety risks, market compliance risk, government regulations and policy risks, utility rate regulation risks, international activities, cybersecurity, data protection and reliance on information technology, labor relations, labor shortage risk, management transition risk, geopolitical risk in and around the regions Northland operates in, large project risk, reputational risk, insurance risk, risks relating to co-ownership, bribery and corruption risk, terrorism and security, litigation risk and legal contingencies, and the other factors described in Northland's management's discussion and analysis (MD&A) for the year ended December 31, 2023 included in Northland's 2023 annual report (2023 Annual Report) and Northland's annual information form for the year ended December 31, 2023, both of which are filed electronically on Northland's SEDAR+ profile at [www.sedarplus.com](http://www.sedarplus.com) and Northland's website [www.northlandpower.com](http://www.northlandpower.com).

Certain forward-looking statements in this presentation, including, but not limited to our projected Adjusted EBITDA and Free Cash Flow also constitute a "financial outlook" within the meaning of applicable securities laws. Financial outlook involves statements about Northland's prospective financial performance, financial position or cash flows and is based on and subject to the assumptions about future economic conditions and courses of action and the risk factors described above in respect of forward-looking information generally, as well as any other specific assumptions and risk factors in relation to such financial outlook noted in this presentation. Such assumptions are based on management's assessment of the relevant information currently available, and any financial outlook included in this presentation is provided for the purpose of helping readers understand Northland's current expectations and plans for the future. Readers are cautioned that reliance on any financial outlook may not be appropriate for other purposes or in other circumstances and that the risk factors described above, or other factors may cause actual results to differ materially from any financial outlook. The actual results of Northland's operations will likely vary from the amounts set forth in any financial outlook and such variances may be material.

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 March 4, 2024.

# Reporting of Non-IFRS Financial Measures

This investor presentation includes references to Northland's Adjusted EBITDA, Adjusted Free Cash Flow and Free Cash Flow and applicable payout ratios and per share amounts, which are measures not prescribed by International Financial Reporting Standards (IFRS), and therefore do not have any standardized meaning under IFRS and may not be comparable to similar measures presented by other companies. These measures should not be considered alternatives to net income (loss), cash flow from (used in) operating activities or other measures of financial performance calculated in accordance with IFRS. Rather, these measures are provided to complement IFRS measures in the analysis of Northland's results of operations from management's perspectives. Management believes that Adjusted EBITDA, Adjusted Free Cash Flow and Free Cash Flow and applicable payout ratios and per share amounts are widely-accepted and understood financial indicators used by investors and security analysts to assess the performance of a company. These measures provide investors with additional information to assist them in understanding these critical components of the company's financial performance, including its ability to generate cash through its current operations.

## **Adjusted EBITDA**

Adjusted EBITDA represents the core operating performance of the business excluding leverage, income tax and non-core accounting items. Adjusted EBITDA is calculated as Northland's share of net income (loss) adjusted for the provision for (recovery of) income taxes; depreciation of property, plant and equipment; amortization of contracts and other intangible assets; impairment/write-off of capitalized growth projects; net finance costs; interest income from Gemini; fair value (gain) loss on derivative contracts; foreign exchange (gain) loss; (gain) loss on sale of operating or full divestiture of development facilities; exclusion of Northland's share of (profit) loss from equity accounted investees, net of sell-downs; including Northland's share of Adjusted EBITDA from equity accounted investees; including gain (loss) on dilution of controlled development assets; costs attributable to an asset or business acquisition and other adjustments as appropriate, such as management and incentive fees earned by Northland from non-wholly owned assets. For clarity, Northland's Adjusted EBITDA reflects a reduction of its share of general and administrative costs during development and construction that do not qualify for capitalization. Management believes Adjusted EBITDA is a meaningful measure of Northland's operating performance because it excludes certain items included in the calculation of net income (loss) that may not be appropriate determinants of long-term operating performance.

## **Free cash flow**

Free Cash Flow is calculated by deducting growth-related expenditures and adjusting for historically incurred growth expenditures' recovery due to sell-down, from Adjusted Free Cash Flow. Management believes Free Cash Flow is a meaningful measure of Northland's ability to generate cash flow after growth-related costs to fund dividend payments. For clarity, Northland's Free Cash Flow includes a reduction for expenditures on development activities until an advanced project qualifies for capitalization under IFRS. The Adjusted Free Cash Flow and Free Cash Flow payout ratios, calculated using the respective financial measure, demonstrate the proportion of the respective measure paid as dividends, whether in cash, or in shares under Northland's dividend reinvestment plan ("DRIP"). The net payout ratios indicate the proportion of Free Cash Flow paid as cash dividends. The payout ratios generally reflect Northland's ability to fund growth-related expenditures and sustain dividends.

## **Adjusted Free Cash Flow**

Commencing with the 2020 Annual Report, Northland introduced Adjusted Free Cash Flow, a supplementary non-IFRS measure, and associated per share amounts and payout ratios. Adjusted Free Cash Flow represents the cash generated from the business, before investment-related decisions, and available to pay dividends. Adjusted Free Cash Flow is calculated as Northland's share of cash provided by operating activities adjusted for short-term changes in operating working capital; non-expansionary capital expenditures; growth expenditures; interest incurred on outstanding debt (except for the interest on corporate-level debt raised to finance the capitalized growth project); scheduled principal repayments and net up financing proceeds; major maintenance and debt reserves; Northland's share of Adjusted Free Cash Flow from equity accounted investees; interest income from Northland's subordinated loan to Gemini ("Gemini sub-debt"); repayment of Gemini sub-debt; proceeds from government grants; preferred share dividends; gain (loss) from the sale of operating and development facilities and where net proceeds are received in respect of certain transactions entered in to generate cash flow as part of an active asset management strategy of the overall portfolio; and other adjustments as appropriate. Adjusted Free Cash Flow excludes pre-completion sales required to service debt and related operating costs for projects under construction and excludes costs attributable to an asset or business acquisition.

Where Northland controls the distribution policy of its investments, the Adjusted Free Cash Flow reflects Northland's portion of the investment's underlying Adjusted Free Cash Flow; otherwise, Northland includes the cash distributions received from the investment. Adjusted Free Cash Flow from foreign operations is translated to Canadian dollars at the exchange rate Northland realizes on cash distributions. Management believes Adjusted Free Cash Flow is a meaningful measure of Northland's ability to generate cash flow after ongoing obligations to reinvest in growth and fund dividend payments.

Readers should refer to the disclosure under "Non-IFRS Financial Measures" in Section 1 and Sections 5.5, 5.6 and 5.7 of the MD&A included in the 2023 Annual Report, which sections are incorporated by reference herein, for an explanation of key non-IFRS measures, and for a reconciliation of consolidated net income (loss) under IFRS to reported Adjusted EBITDA, a reconciliation of cash provided by operating activities under IFRS to reported Adjusted Free Cash Flow and Free Cash Flow and a reconciliation to non-IFRS measures before a definition change that was adopted in the second quarter of 2023.

# Agenda

9:30 – 11:00 a.m.

## **Formal Presentation Begins**

Corporate and Market Overview

Strategy and Execution

Hai Long Update

Baltic Power Update

Oneida Update

11:00 - 11:15 a.m.

## **Break**

11:15 - 12:15 p.m.

## **Financial Overview**

Looking Ahead & Closing Remarks

Q&A

**Lunch to follow Q&A**



# Corporate and Market Overview

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**Mike Crawley**

President & CEO



# Northland Overview



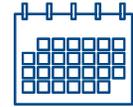
**36+**

Years of success



**1,344**

Employees<sup>1</sup>



**16yrs**

Weighted average contracted revenue life<sup>2</sup>



**2.4 GW**

Under construction<sup>3</sup>



**3.4 GW**

In operations<sup>3</sup>



**90%+**

Contracted revenue



**BBB**

Credit rating<sup>4</sup>



**\$5.8B**

Market cap<sup>5</sup>



**\$14B**

Total assets<sup>6</sup>

1. Includes 500 employees at EBSA in Colombia. Includes all employees, permanent and temporary; full-time and part-time
2. Including gross operating and construction projects
3. Gross capacity gigawatts (GW)
4. S&P Global and Fitch ratings - reaffirmed in May 2023
5. Market cap as of March 1, 2024
6. As of Dec. 31, 2023

# Global Footprint

## Operating Assets (Gross)



**1.2 GW**

Offshore Wind



**1.4 GW**

Onshore  
Wind/Solar



**0.7 GW**

Natural Gas

## Assets under Construction (Gross)



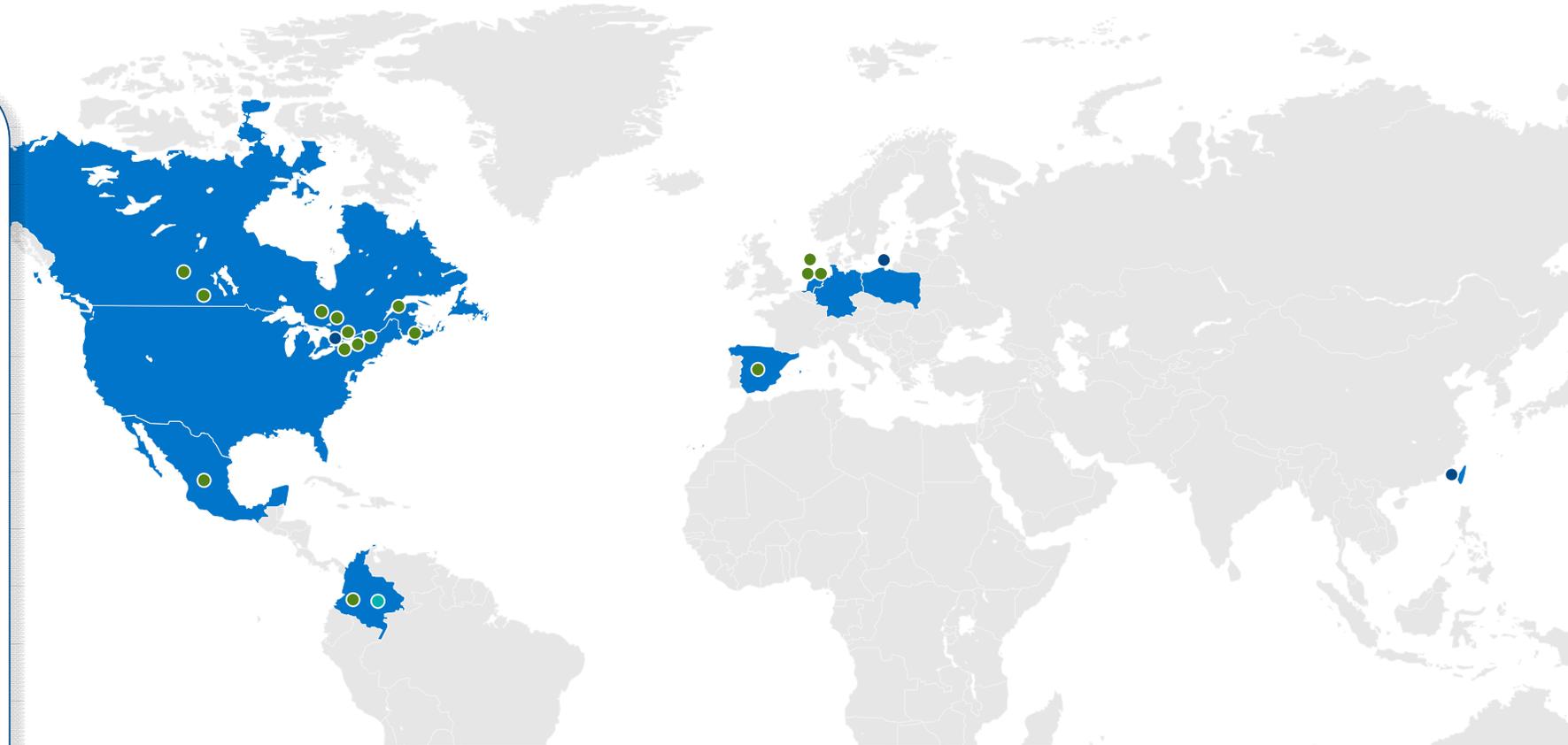
**2.2 GW**

Offshore Wind



**0.3 GW**

Energy  
Storage



### Canada:

- Operating: 1,246 MW
- Construction: 250 MW

### Mexico:

- Operating: 130 MW

### Europe (Offshore Wind):

- Operating: 1,184 MW
- Construction: 1,140 MW

### U.S.:

- Operating: 220 MW

### Colombia:

- Operating Utility
- Operating: 16 MW

### Spain:

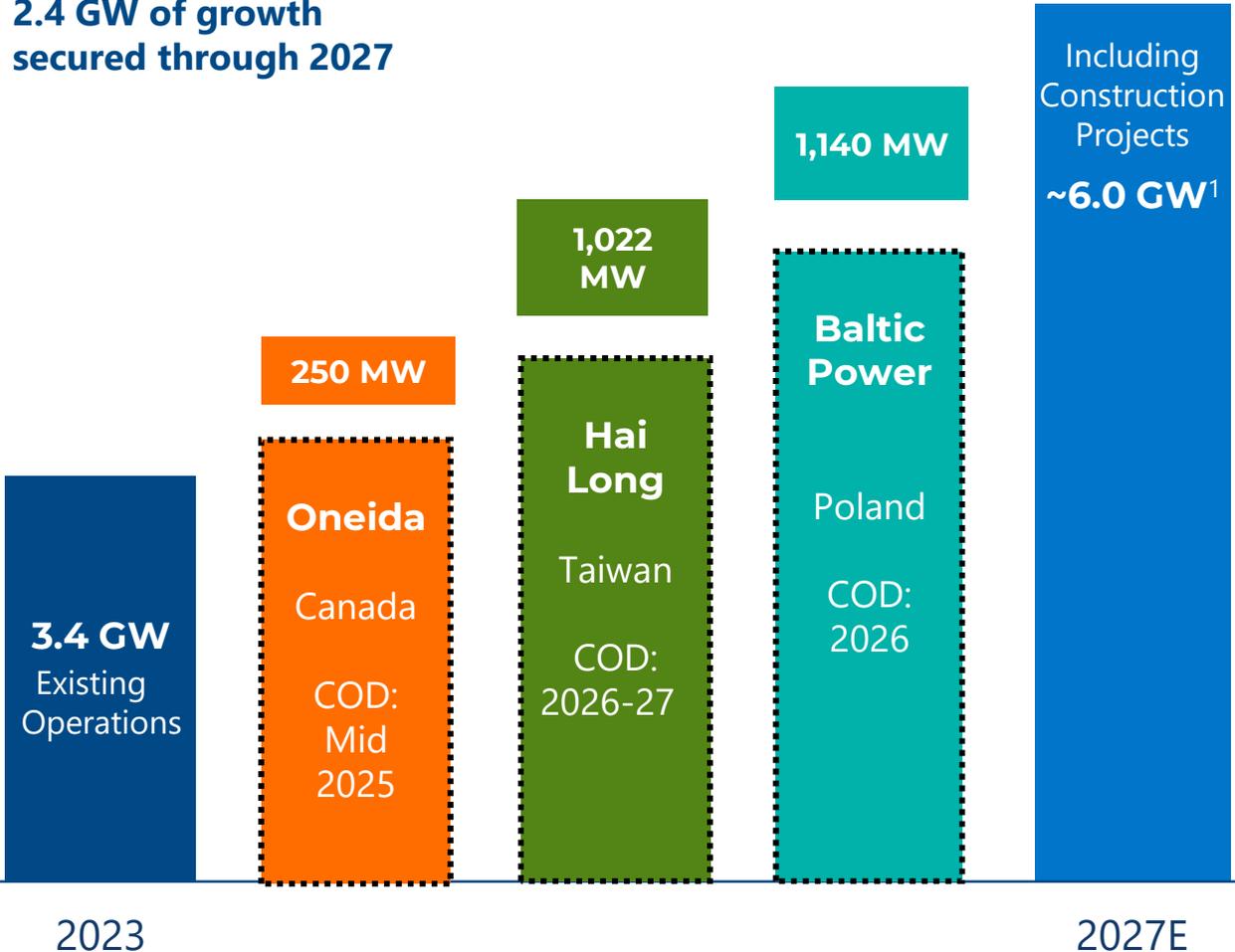
- Operating: 559 MW

### Taiwan:

- Construction : 1,022 MW

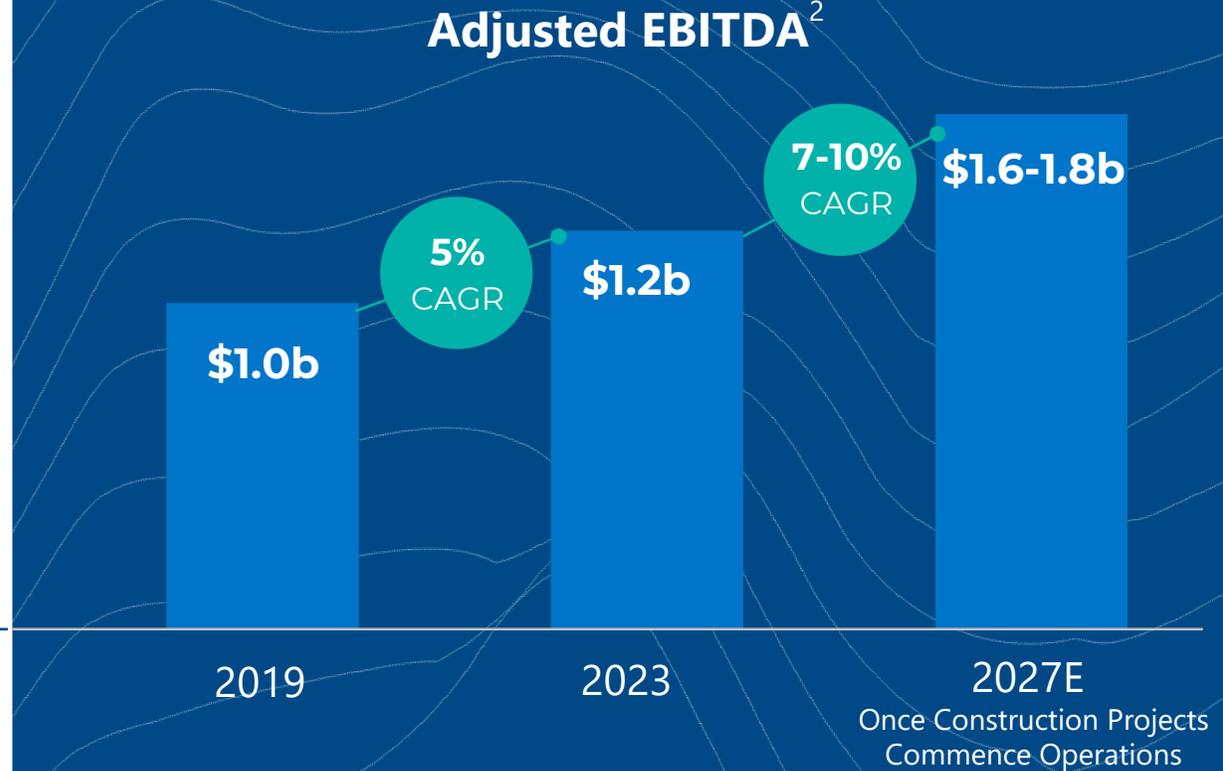
# Significant Construction Pipeline Growth

**2.4 GW of growth secured through 2027**



# Secured Financial Growth

**Investment grade balance sheet with fully funded construction program**



1. Based on installed gross capacity and before any potential sell downs. Excludes any further potential developments during this time.  
 2. See Reporting of Non-IFRS Measures

# 2023 Highlights

Delivered over

**300 MW**

of projects into commercial operations

Executed on

**\$15b**

of financings

Commenced construction on

**2.4 GW**

of projects

Executed on over

**\$1 billion**

of asset level partnerships

Achieved over

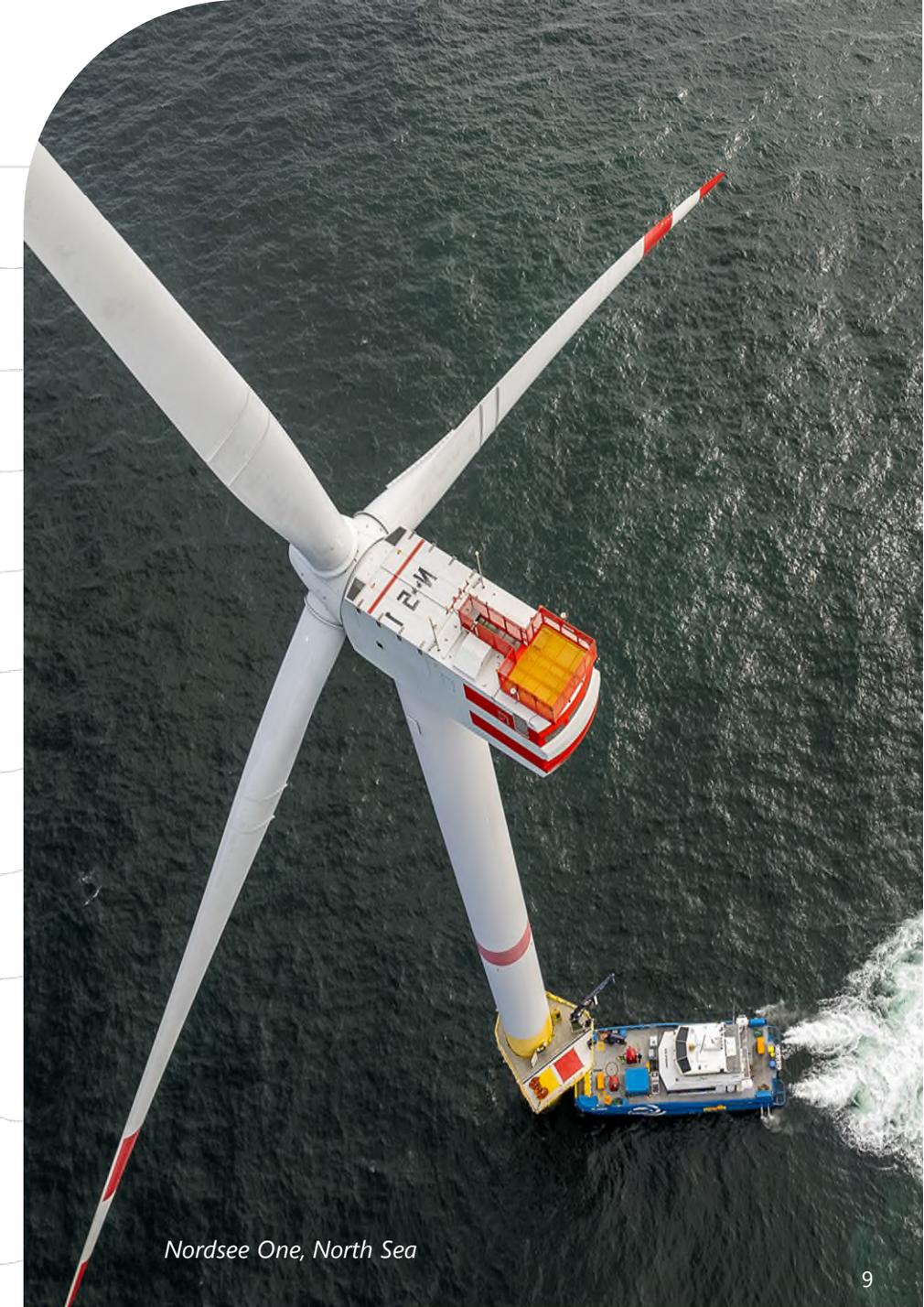
**96%**

operating availability

Established protocols for

**success**

with the introduction of Business Units and Project Management Office



Nordsee One, North Sea

# Headwinds

2023 Industry challenges



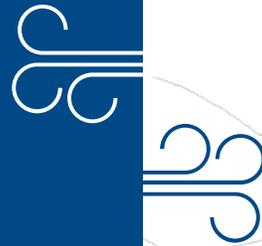
Supply chain constraints



Higher interest rates



Inflation and commodity prices



# Tailwinds

Positive trends taking shape in 2024



Growth in demand for renewables



Increased government support



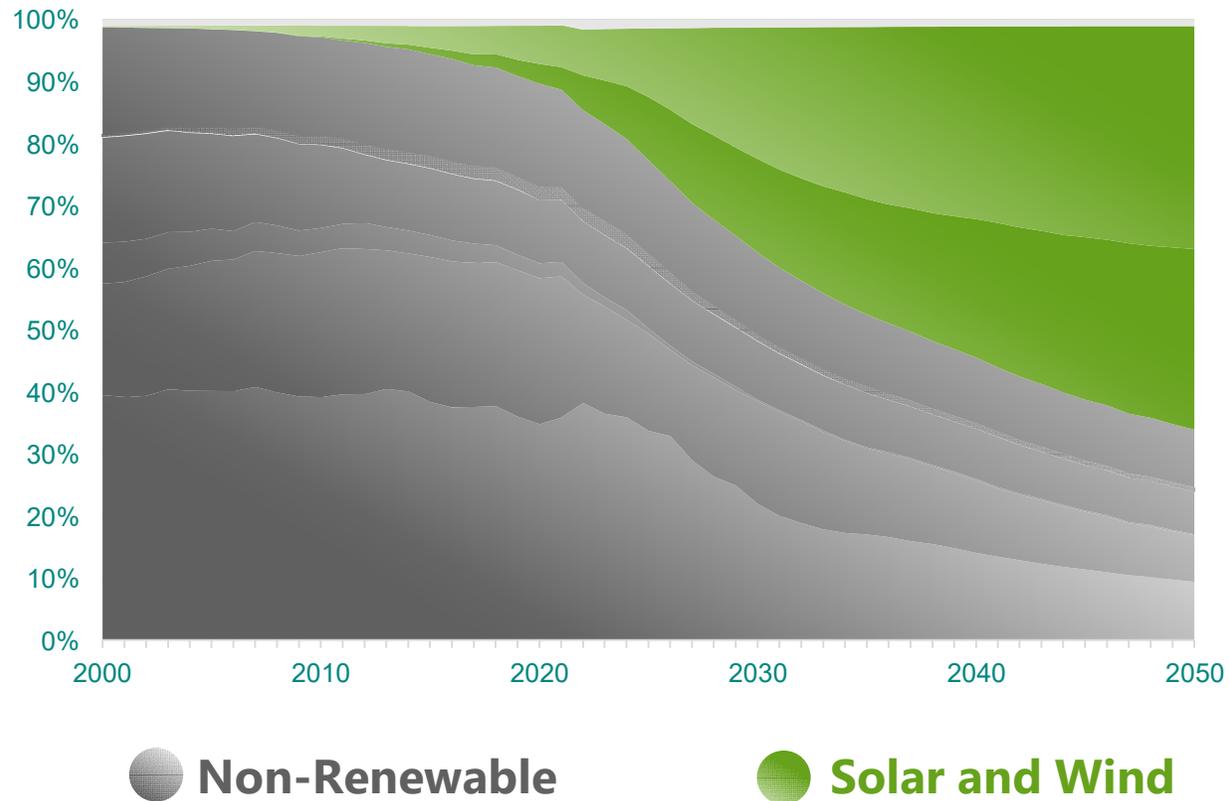
Rising contracted power prices



Improving economic outlook

# Growth in Demand for Renewables

## Global Power Generation Share by Fuel Type



**2030:** Global offshore wind capacity expected to reach **>300GWs**



Global onshore wind and solar expected to reach **4.7 TW** and **8.2 TW** by 2050, respectively



Nearly **two-thirds** of new capacity additions by **2030** is expected from renewables and **75-80%** of all new capacity by **2050**

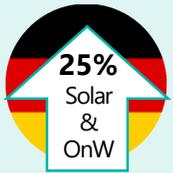


# Increased Government Support

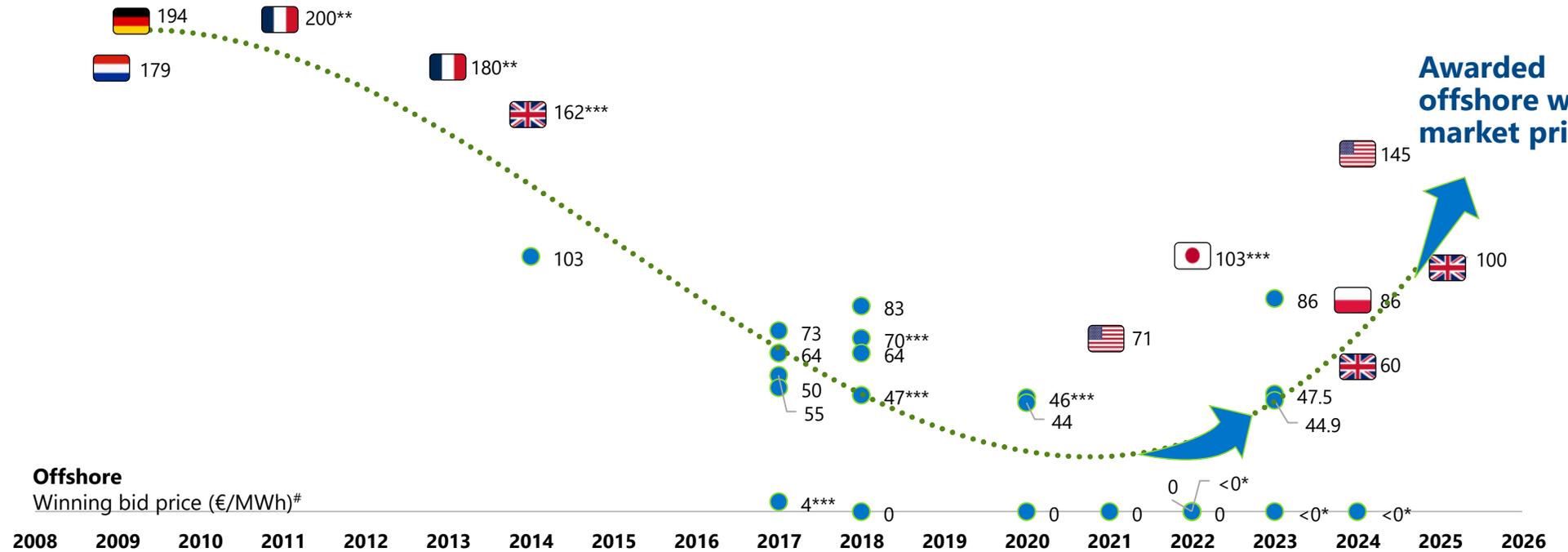
	Canada	United States	Europe	Taiwan	Korea
Targets	<p>Net-zero by 2050</p> <p>Ontario: 5 GW of new non-emitting electricity generation by early 2030s</p>	<p>New York State 70% renewables by 2030</p>	<p><b>Poland</b></p> <ul style="list-style-type: none"> <li>• 13 GW of renewables by 2030, 11 GW of offshore wind by 2040</li> </ul> <p><b>United Kingdom</b></p> <ul style="list-style-type: none"> <li>• 50 GW of offshore wind capacity by 2030</li> </ul> <p><b>Scotland</b></p> <ul style="list-style-type: none"> <li>• 20 GWs of renewables by 2030</li> </ul> <p><b>Spain</b></p> <ul style="list-style-type: none"> <li>• 74% renewables by 2030</li> </ul>	<p>20% of electricity produced from renewables by 2025</p> <p>15 GW of offshore wind by 2035</p>	<p>21.6% of electricity produced from renewables by 2030</p>
Support Mechanisms	<p>Investment Tax Credits (ITCs) &amp; Carbon Tax Credits (CTCs)</p> <p>Canada Infrastructure Bank (CIB) &amp; Ontario Infrastructure Bank (OIB)</p>	<p>Inflation Reduction Act with PTCs and ITCs</p>	<p>European Wind Power Package</p> <p>Renewable Energy Directive</p> <p>Green Industrial Plan</p>	<p>Government support for procurement and permitting</p>	<p>Renewable Energy 3020 Plan</p>

# Rising Contracted Power Prices

## Change from prior auctions across regions



Source: Govt. websites, media reports  
As of Dec-2023



Source: Green Giraffe

\* Owner expected to provide payments to the State over the first years  
 \*\* Based on estimates made in public statements (bid results are confidential)  
 \*\*\* Based on weighted MW-average for all projects awarded  
 # Bid prices exclude interconnection cost

# Strategy and Execution



# 2024 Business Plan Strategic Pillars

1

## Resilience

Financial strength, stability and risk management.

2

## Execution

On-time, on-budget and without incident.

3

## Prudent Growth

Strategic growth in priority markets.

4

## Optimization

Building value for the long-term across facilities.

# 1 Resilience



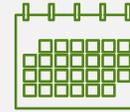
## BBB Stable

credit rating by S&P and Fitch<sup>1</sup>



## ~\$0.9 billion

Available liquidity protects against construction and operating surprises



## 16 Year

average PPA tenure (as of 2027 including Hai Long, Baltic Power, and Oneida)



## ~95%

debt with fixed interest rates, primarily long-term non-recourse project-level debt



## Low Corporate Debt

with only ~\$100 million<sup>2</sup> outstanding @ 2023 year-end

Execution

2

Prudent Growth

3

Optimization

4

1. Reaffirmed ratings in May 2023.

2. Corporate debt was only from the corporate revolving facility as of December 31, 2023.

**2**

# Execution



## 2.4 GW

in construction across Hai Long, Baltic Power and Oneida



## PMO

Implementation of PMO processes and toolbox



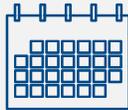
## Oversight

from PMO, Business Unit, PF Lenders and Board of Directors



## Stakeholders

Coordination with various stakeholders



## Timelines

Adhering to timelines and budgets



## Quality

Ensuring projects meet quality standards

Resilience

**1**

Prudent Growth

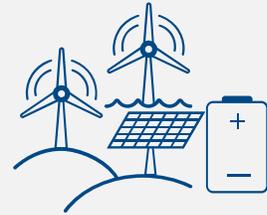
**3**

Optimization

**4**

# 3 Prudent Growth

Optionality through diverse **~12 GW** portfolio



## Priority Markets

Canada	Scotland
U.S.	Taiwan
Poland	Korea
	Spain



## Deprioritized Markets

Japan  
Mexico  
Colombia

Resilience

1

Execution

2

Optimization

4

Resilience

1

Execution

2

Prudent Growth

3

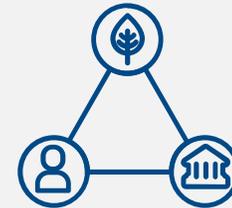
4

# Optimization



## Revenue

Increase asset revenue through **optimizations, new partnerships** and **contracting/re-contracting**



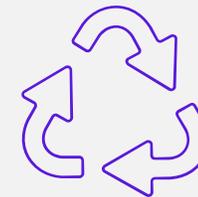
## Improving

Improving **delegation** and **accountability**



## Budget

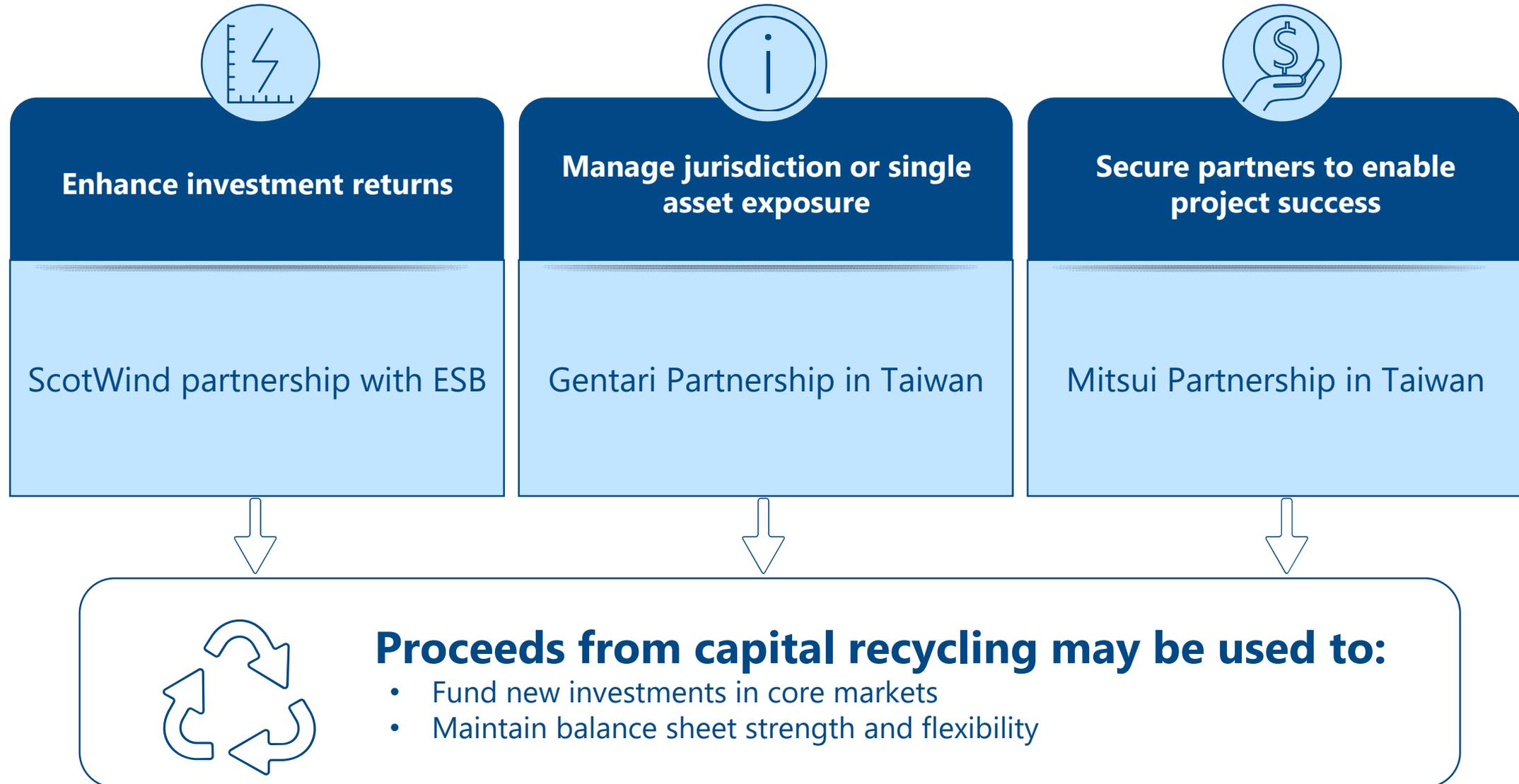
Budget **rationalization** and cost **reductions**



## Asset

**Technology** and process **improvements**

# Capital Recycling – Core Pillars of Partnership Process



# ESG Commitments



**31%**  
reduction in GHG emissions intensity (Scope 1+2 tCO<sub>2</sub>e/MWh) since 2019

In 2023  
**+2.6M tonnes**  
of avoided emissions

In 2023  
**67%**  
of gross energy generation from renewables

**Achieve Net Zero**  
over scope 1-3 emissions by 2040

**Achieve 65%**  
reduction of GHG emissions intensity (Scope 1+2 tCO<sub>2</sub>e/MWh) from a 2019 baseline by 2030



**40%** women Board members  
**38%** women Executive officers  
**28%** women in management roles<sup>1</sup>



Commitment to **diversity beyond gender** on the Board of Directors

**Pledge to EQUAL** by 30  
By 2030



Published our Supplier and Partner **Code of Conduct**

**ecovadis**  
Partnered with EcoVadis to help monitor the sustainability of our supply chain



New Board-approved **Human Rights** Policy

**Joined the UN Global Compact**

1. Includes all permanent employees

# Sustainable Impact from our Projects



## Hai Long

- Over **1 million** Taiwanese households with clean energy
- Avoid **~2.2 million** tonnes of CO<sub>2</sub> per year
- Developed **Environmental and Social Management System** aligned with International Finance Corporation Performance Standards



## Baltic Power

- Over **1.5 million** Polish households with clean energy
- **4,000 GWh** of zero-emission electricity per year
- Avoid **~2.8 million** tonnes of CO<sub>2</sub> per year
- Procurement of **green steel** for towers



## Oneida

- Expected to reduce greenhouse gas emissions up to **4.1 million tonnes** over a 20-year lifespan – the equivalent of taking 40,000 cars off the road every year
- Enhances **grid reliability** and energy affordability in a growing region of Southern Ontario, and complements Northland's renewable energy portfolio



## Green Steel at Baltic Power

- **First offshore wind farm in the world to be built using Low-emission steel** produced almost entirely from recycled raw material in an electric arc furnace powered by renewable energy
- The use of this material will reduce the turbine's lifecycle carbon footprint by **10%**
- This material will be used for the top elements of 52 of Baltic Power's 76 towers
- The sustainable material will account for **15% of the total steel used in the towers**
- This will **reduce the CO<sub>2</sub> intensity by 66% per kilogram** of steel compared to conventional steel

# Construction & Execution

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**Mike Crawley**  
President & CEO



# Construction Progress Milestones

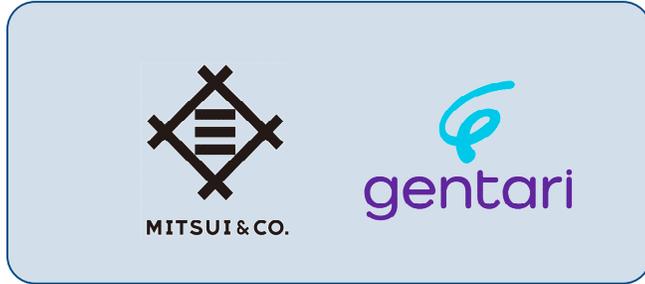
	Hai Long	Baltic Power	Oneida
	1GW Offshore Wind, Taiwan	1.1GW Offshore Wind, Poland	250MW Battery Storage, Canada
Executed Revenue Contract	✓	✓	✓
Executed EPC Construction Contracts	✓	✓	✓
Executed Financing	✓	✓	✓
Starts In-water Construction	✓	2024	N/A
Battery Delivery/ Foundation Installation	2024/2025	2025	Spring 2024
First Power	H2 2025	2026	H1 2025
Full Commercial Operations	2026/2027	2026	2025
% of Construction Completed (as of December 31, 2023) <sup>1</sup>	30%	10%	45%
<b>Executing \$16 billion of construction over the next 2-3 years</b>			

1. The percentage of construction completion is a calculated percentage reflecting the amount tasks completed for the project's respective construction program.

# Partners and Contractors

## Partner(s)

## High Quality Contractors



# Projects are Structured to Mitigate Downside Risk

Beyond financial close, **returns are protected** through a variety of **risk mitigation** measures

Potential Risks:	Mitigated Via:
Interest Rate Fluctuation	Long-term interest rate swaps on debt at financial close
FX Fluctuation	Long-term hedging program for construction costs and distributions
Cost Overruns	Fixed price contracts with lender-mandated contingencies factored into costs
Delay Risk	Substantial schedule buffer, early intervention, experienced Project Directors and team
Weather Risk	Risk transfer to contractor along with schedule buffer and contingency
Multi-Contract Structure	Comprehensive interface agreements between contractors

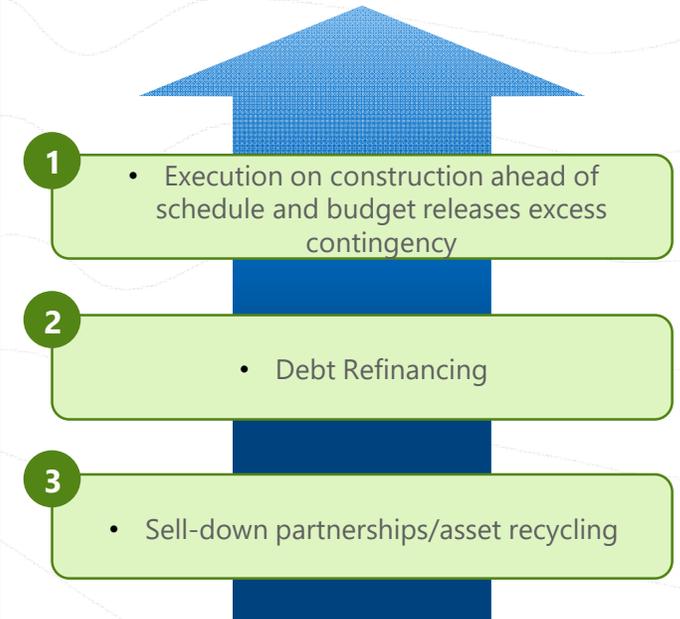
Adheres to the **disciplined execution** approach Northland has demonstrated for **decades**

Several factors could contribute to **optimizing** our current return profile

## Expected Return



## Elements that could further increase IRR:



# Experienced Team of Project Leaders

**Toby Edmonds**  
**EVP Offshore**  
**Wind**



**Previously:**

- Maple Power Ltd, COO/Interim CEO/CTO
- RWE Project Director Galloper Offshore Wind Farm
- RWE Project Director Gwynt y Mor Offshore Wind Farm

**Tim Kittelhake**  
**Vice President, Offshore**  
**Project Execution**



**Previously:**

- NPI Deutsche Bucht, COO
- NPI Nordsee One, CEO
- RWE Project Director
- Senvion VP Sales Offshore Wind
- Global Tech I OWF CEO and Project Director

**Jens Poulsen**  
**Project Director,**  
**Baltic Power**



**Previously:**

- NPI Deutsche Bucht, Project Director
- MHI Vestas Offshore Wind, Head of Product Development
- EPCI Director – Gode Wind offshore wind farm, Orsted

**Michelle Chislett**  
**EVP Onshore**  
**Renewables**



**Previously:**

- Northland - North America Managing Director of Development
- Country Manager Canada, SunEdison
- Vice President of Business Development, GDF SUEZ Canada

**Nick Zsofcsin**  
**Project Director,**  
**Oneida**



**Previously:**

- Director of Energy Storage, Saturn Power
- Principal Consultant, NSZ Energy (Energy Storage Consultancy)

**Bill Small**  
**Director, Construction**  
**Oneida**



**Previously:**

- Construction Project Manager, Able Grid Energy Solutions
- Director Of Implementation, TC Energy

# Construction Update: Hai Long

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**Tim Kittelhake**

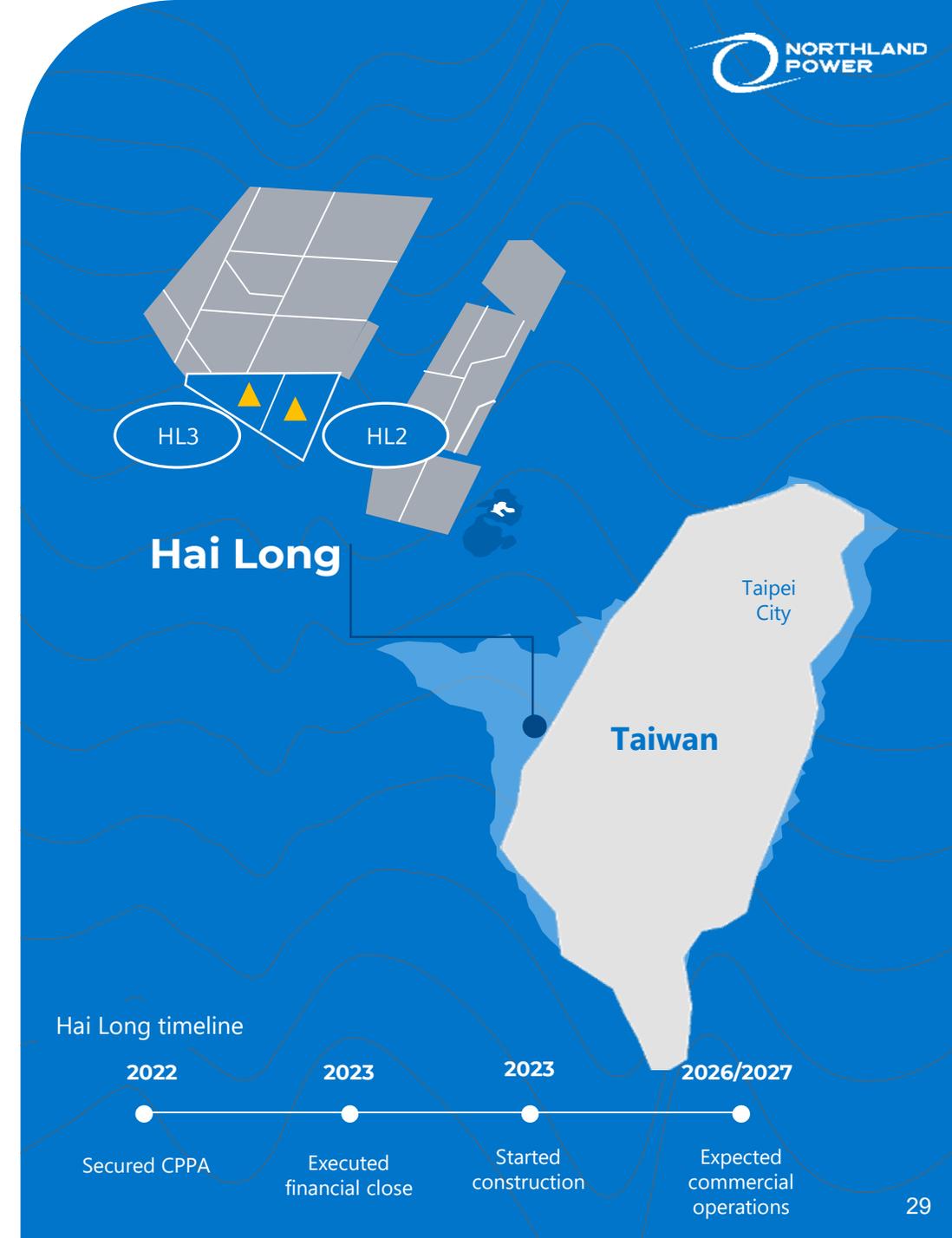
Vice President, Offshore Project Execution



# Hai Long (1.0 GW)

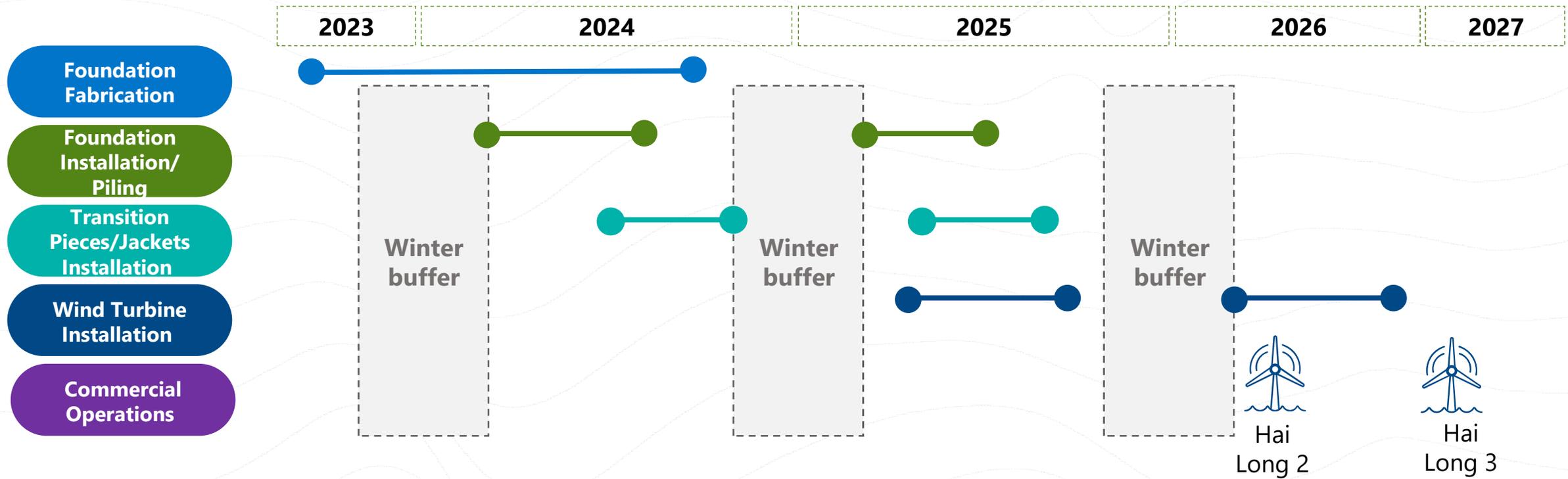
- Stable revenue through 20-year FIT and 30-year Corporate Power Purchase Agreement with S&P AA- rated counterparty
- Construction is fully funded, with long-term non-recourse project financing secured
- Major construction programs running as planned
- Material contribution to Northland's Adjusted EBITDA and Free Cash Flow anticipated when commercial operations commence by 2026 & full year 2027
- Well diversified sponsor group, with each being global leaders in their respective fields (Mitsui and Gentari Renewables)
- Opportunity to enhance returns further through optimizations

Will be one of the largest offshore wind facilities in Asia that will power more than **one million** Taiwanese households, making a significant contribution to Taiwan's renewable energy target of **15 GW** of **offshore wind**

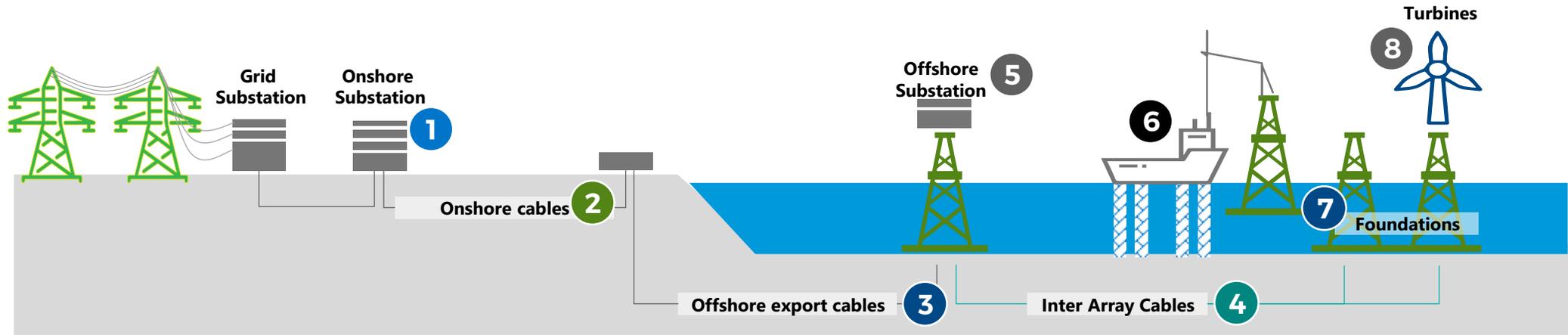


# Hai Long Construction Schedule

- All construction contracts secured with experienced high-quality contractors
- Hai Long will be built over three construction seasons, assuming no construction activities takes place during the winter
- Scheduled buffers between construction phases/contracts
- To date, significant progress has been made with overall execution on track



# Construction Highlights (On Track)



## Onshore Substation

1

All main transformers are installed and on track to meet key milestones for energization

## Onshore cables

2

Horizontal Directional Drilling (HDD) completed in 2023 for the cable preparation

## Export cables

3

Fabrication commenced in 2023, planned loadout in Q2 2024. Fabrication is on track.

## Inter Array Cable

4

Fabrication has started and on track to meet transportation & installation schedule



## Turbines

8

Siemens Gamesa nacelle assembly plant in Taichung was completed in Jan 2024. Start of assembly of WTGs in Q3 2024.

## Offshore Substation

5

Fabrication of two offshore substations in Vietnam close to completion. Load-out and installation to begin in H1 2024

## Vessels

6



Green Jade vessel launched in summer 2023 and is making good progress on its current contracted project

## Foundations (Pin Piles and Jackets)

7

Over 150 of 219 pin piles have been fabricated and in storage area



Free issue materials like switchgears, navigation aids and SCADA panels were supplied on time

Jacket sailing out, February 2024



Onshore substation, 2024



Siemens nacelle factory, January 2024



Transition pieces mated with upper jackets



Transition piece of jackets are being completed and ready for final paint coat



Vessel – Green Jade (launched in 2023)



Load out of piling frame in Vietnam, February 1st, 2024



# Construction Update: Baltic Power

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**Jens Poulsen**

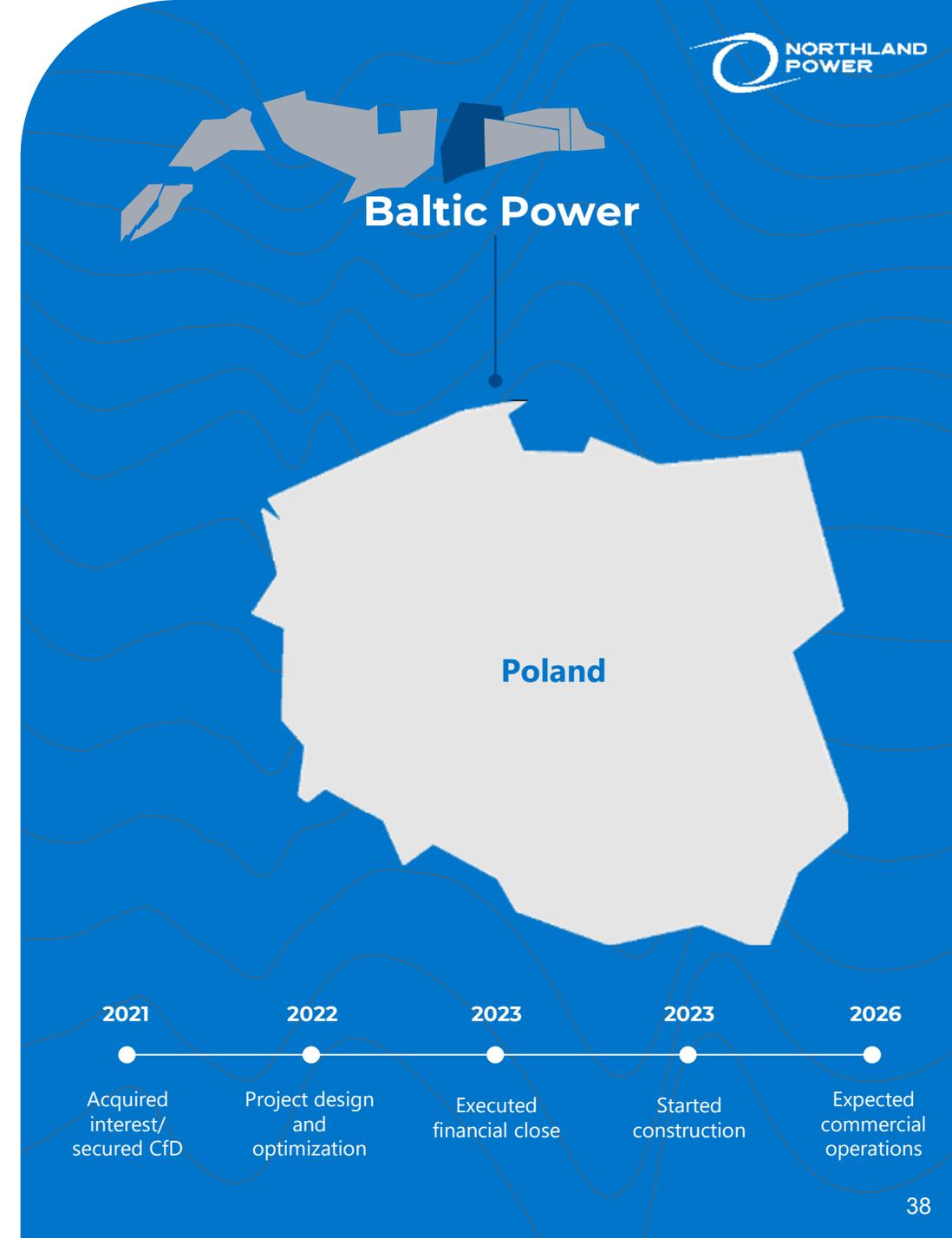
Project Director



# Baltic Power (1.1 GW)

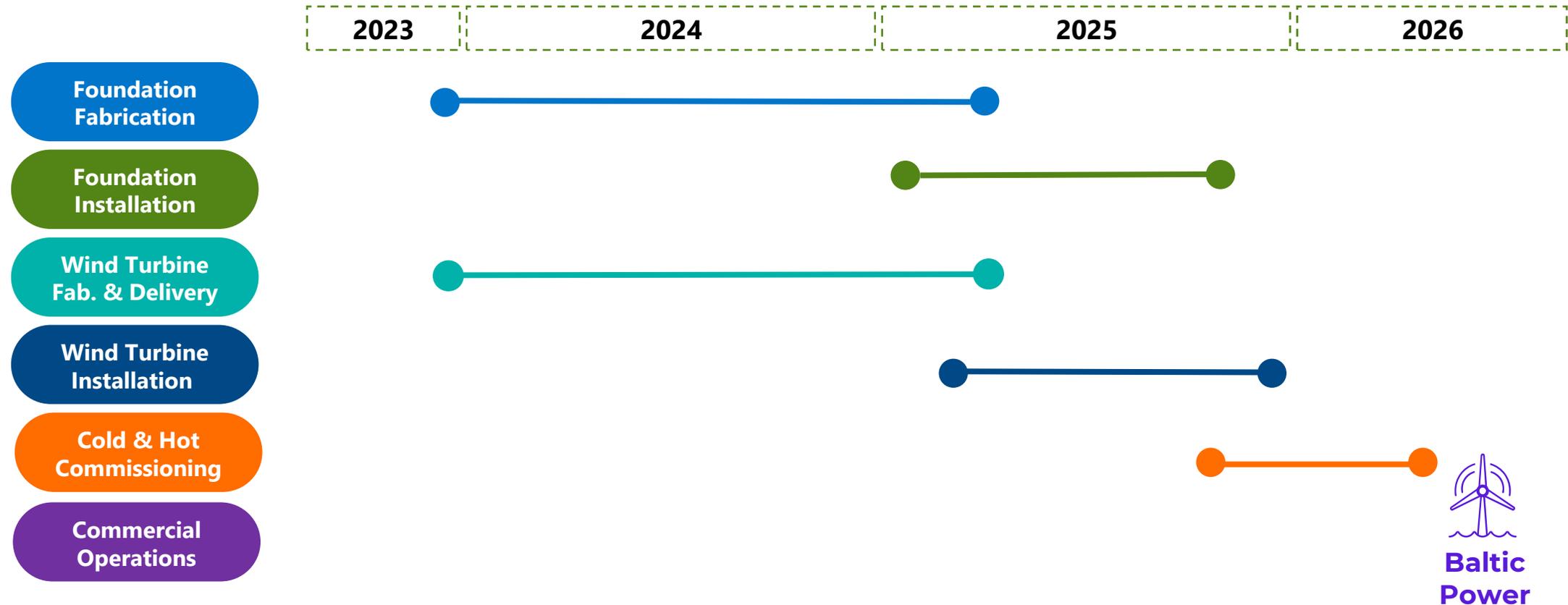
- Construction is fully funded and long-term project financing with 25 financial institutions is secured
- Stable cash flow from 25-year Contract for Differences (CfD) revenue contract that has indexation based on the Polish CPI commencing in 2022
- Currency: In 2022, CfD changed from Polish Zloty to Euro-pegged
- Indexation: Indexation base year moved up one year to 2022 using 2021 CPI
- Inflation Protection: i.e. Inflation in Poland in 2022 was 14.7%
- Signed construction agreements with reputable & experienced suppliers
- Material contribution to Northland's Adjusted EBITDA and Free Cash Flows anticipated when commercial operations commence in 2026
- Strong Project Partner in Orlen S.A., a large Polish energy company

Baltic Power will be **Poland's first** offshore wind facility and power more than **one and a half million** Polish households making a significant contribution to Poland's renewable energy target of **11 GW of offshore wind** by 2040

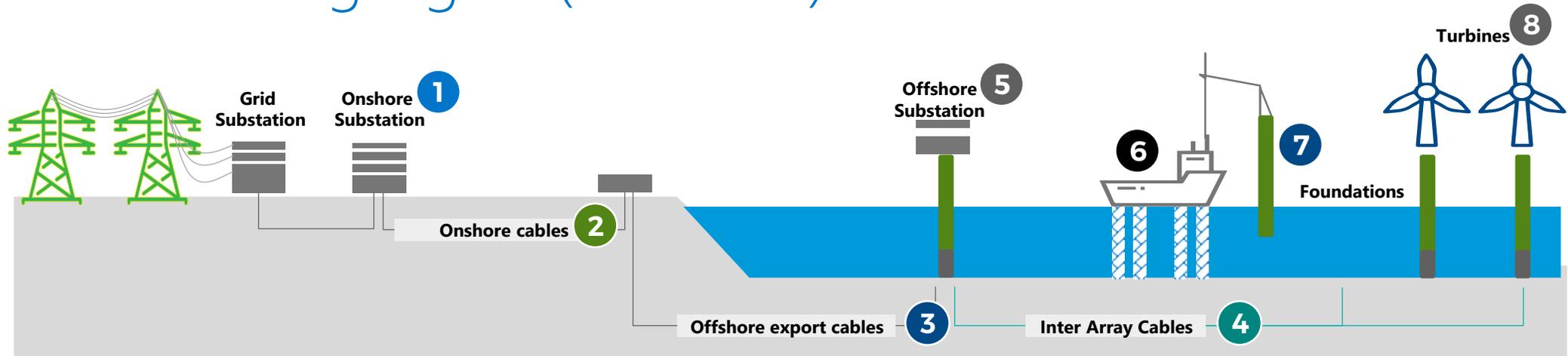


# Baltic Power - Construction Schedule

- All construction contracts secured with experienced high-quality contractors
- Project will be built over three construction years on a continuous basis, with buffers factored in all-seasons
- Schedule provides for ample buffers between EPC contracts
- Leverages Northland's prior European on-time, on-budget construction programs
- Construction is fully funded with project finance secured



# Construction Highlights (On Track)



## Onshore Substation

1

Broken ground and starting with the foundation

## Onshore cables

2

First cables have been fabricated

## Export cables

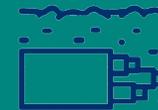
3

Early fabrication activities have commenced  
3 Export cables fully produced

## Inter Array Cable

4

Early fabrication activities have commenced



## Turbines

8

Blades and nacelles are under fabrication in Denmark

## Offshore Substation

5

All steel cut and fabrication work commenced

## Vessels

6

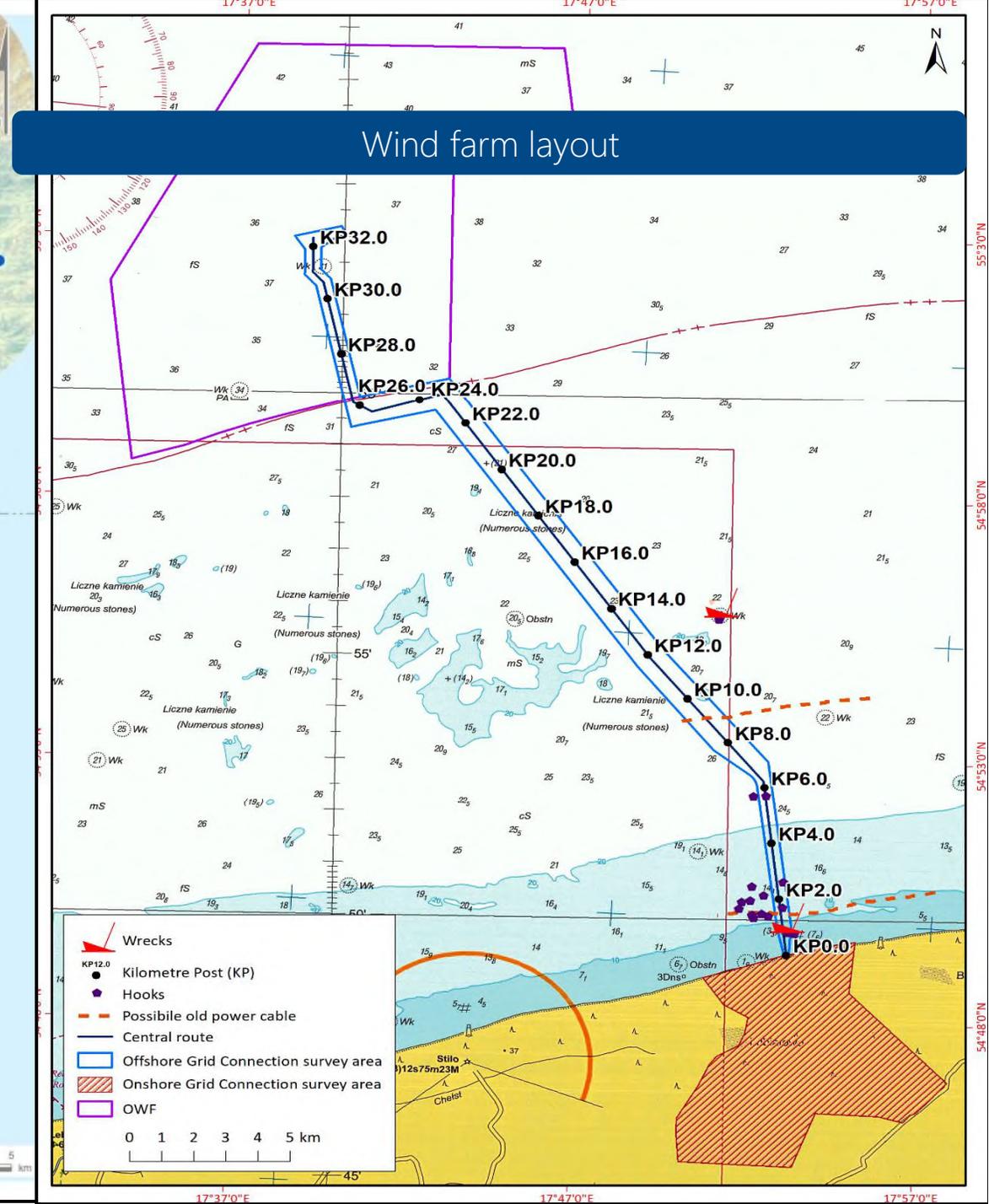
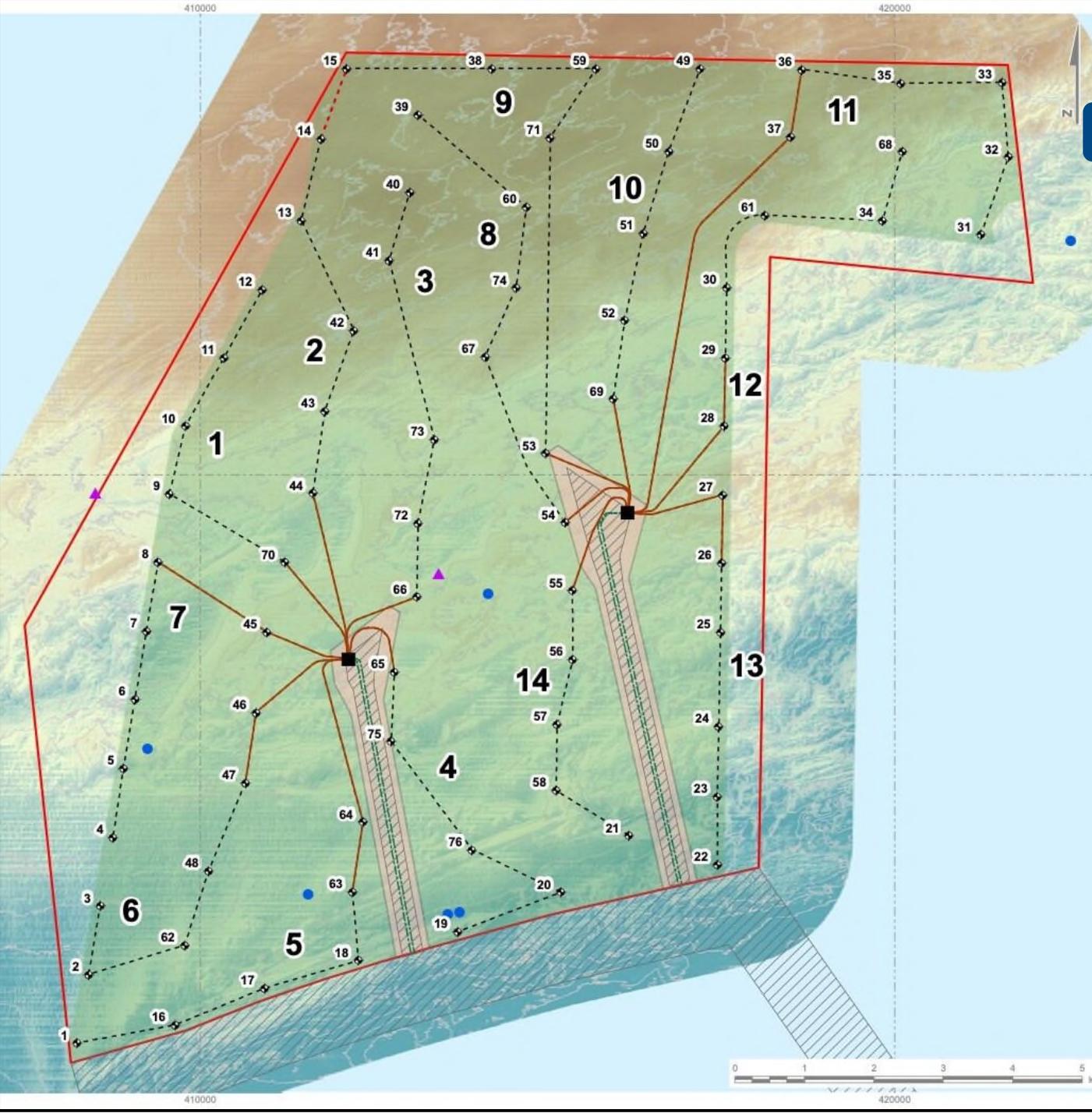


All installation vessels are contracted and ready to start installation in Q1 2025

## Foundations (Monopiles)

7

Ordering of steel completed and first 21 transition pieces have been fabricated



Project Cables, February 2024





Operations & Maintenance Base in Łeba (image render)



Onshore Substation, February 2024



# Construction Update: Oneida

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**Michelle Chislett**

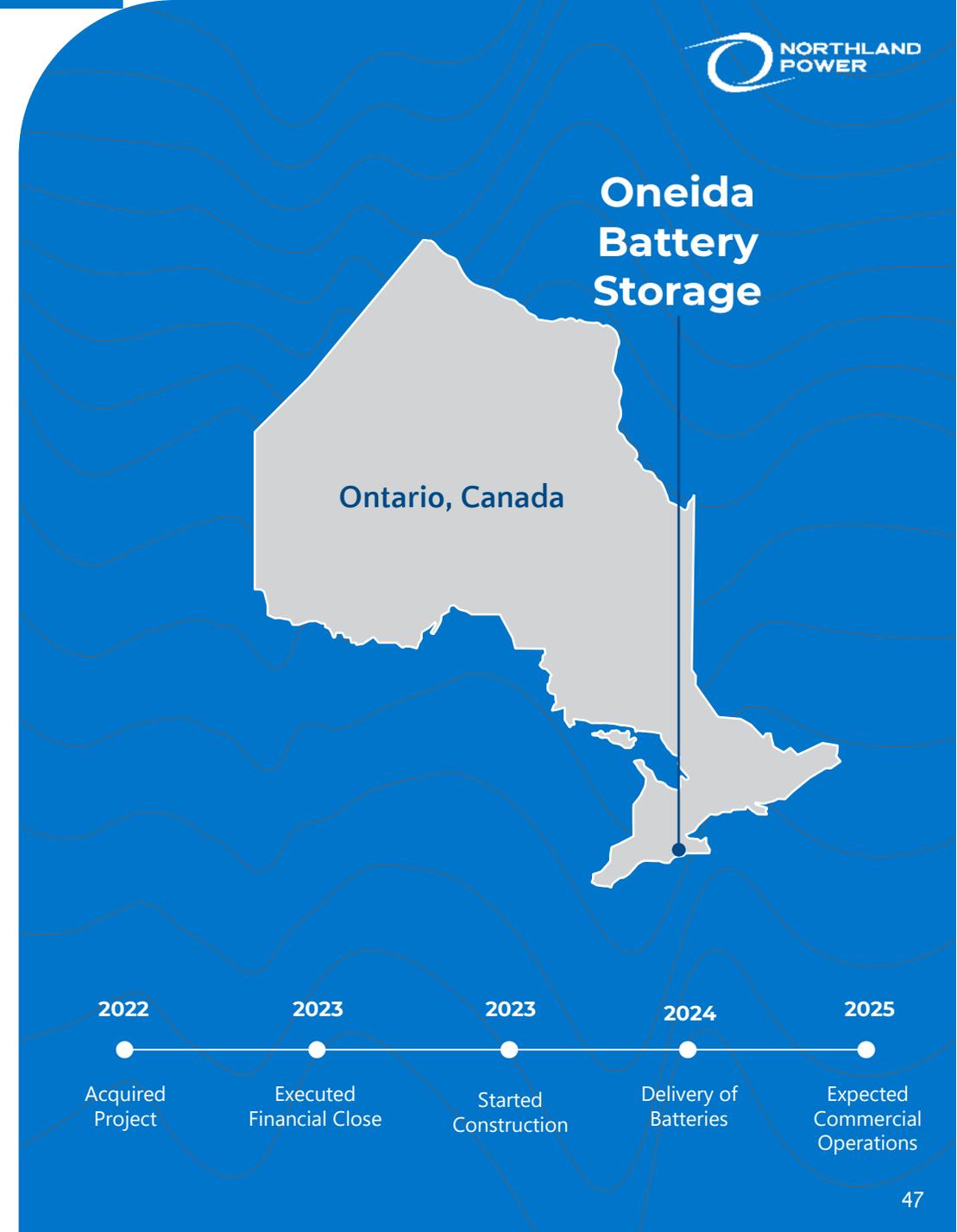
Executive Vice President, Onshore  
Renewables



# Oneida (250 MW)

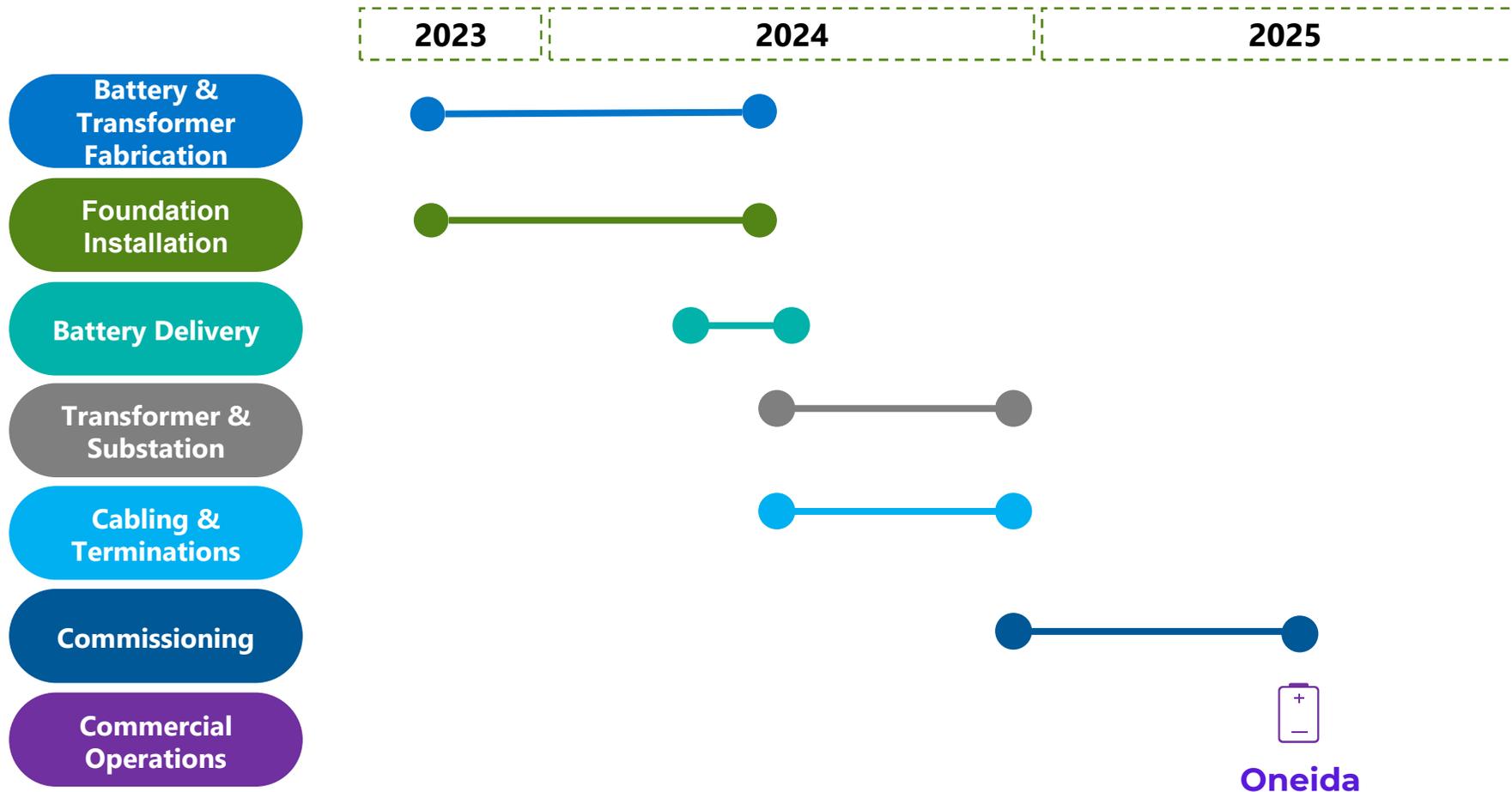
- 250 MW (4-hour duration) Lithium-Ion Battery Storage in Southwestern Ontario
- Largest battery storage project in Canada and one of the largest in North America
- 20-year capacity contract with the IESO
- Strong group of equity partners with Six Nations of the Grand River Development Corporation – Canada’s largest indigenous economic development corporation; Aecon - Canadian construction and infrastructure development company with global experience; NRStor – leading Canadian storage developer
- Financial close reached in 2023 and COD expected in 2025
- Construction progressing well

Oneida will be the largest battery storage project in Canada that will reduce greenhouse gas emissions equivalent of taking **40,000 cars** off the road every year and will **enhance grid reliability** and energy affordability in a growing region of Southwestern Ontario

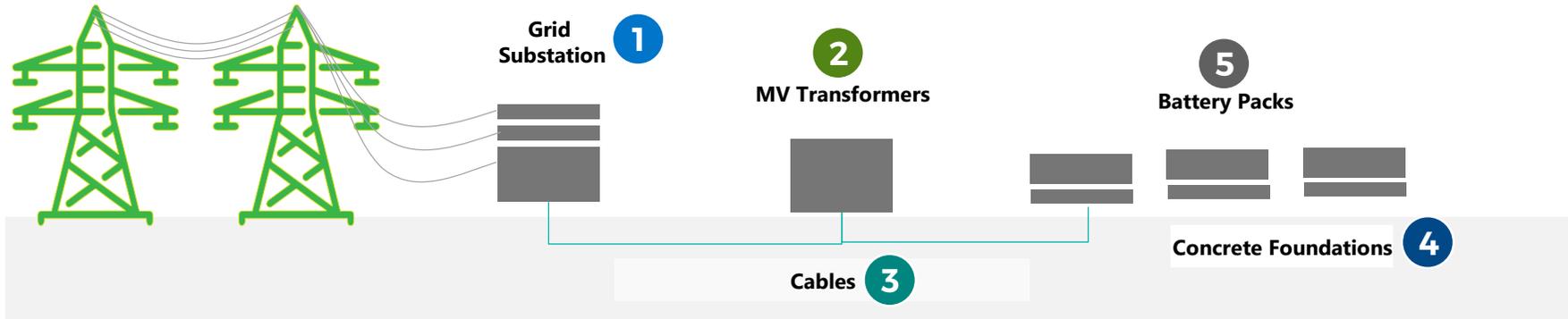


# Oneida - Construction Schedule

- Leverage Northland’s experience in Ontario building on-time & on-budget construction programs
- Experienced contractor with equity ownership
- Construction is fully funded with project finance secured



# Construction Highlights (On Track)



**Grid Substation** 1

2 x High-voltage transformers to arrive summer 2024 with connection to Hydro One grid in late 2024

**Transformer** 2

70 x Medium voltage transformers, each connecting to 4 Battery Packs; delivery in spring/summer 2024

**Cables** 3

Conduit currently being installed, and cabling expected onsite in spring/summer 2024

**Battery Foundations** 4

Each foundation holds two Tesla Megapacks. 140 Mega pack foundations and 70 MV transformer foundations

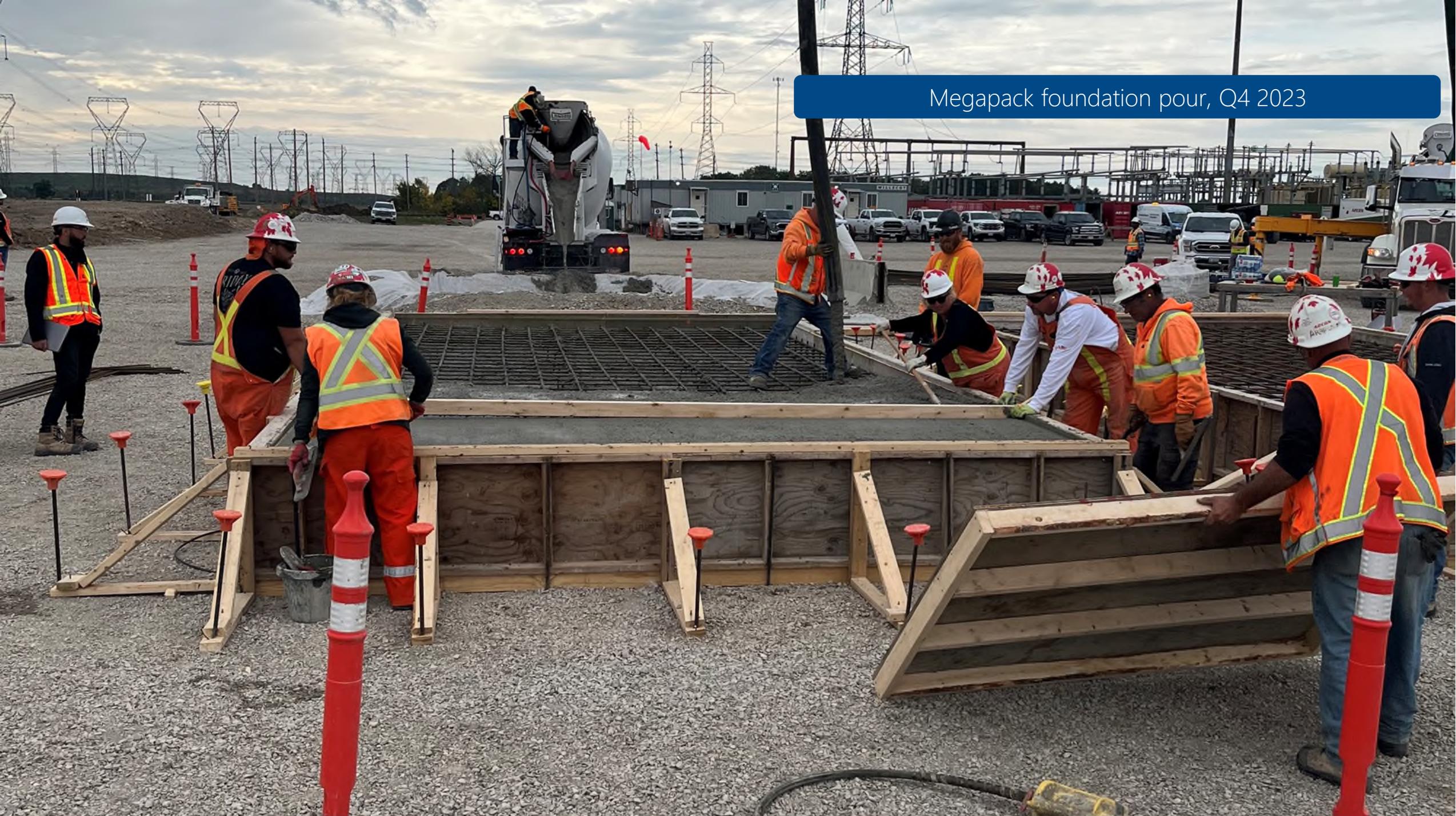


Photo rendering of site.

**Battery Packs** 5

278 Tesla Megapack 2XL packages; delivery expected in spring/summer 2024  
Each battery pack contains batteries, inverters and controls

Megapack foundation pour, Q4 2023



Conduit lines, March 2024



Conduits and Foundations, March 2024



Megapack Foundations, February 2024



# Financial Overview

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**Adam Beaumont**

Interim Chief Financial Officer



# Finance Objectives

per last Investor Day

Diversifying sources of corporate capital to enhance financing flexibility while maintaining our investment grade ratings



Complete

Onboard new Business Unit CFOs and new org structure



Complete

Execute on non-recourse project financings and re-financings



Complete

Strengthen corporate global position and relationships with Canadian and international financial institutions along with export credit agencies



Complete

Continue to diversify and enhance the value of our development assets through planning additional sell-downs



Complete

Finalize and execute our hedging strategy for Hai Long and Baltic Power



Complete

# Strong Balance Sheet

- Limited Corporate Debt
- Balance sheet position provides significant funding flexibility and liquidity
- S&P and Fitch both re-affirmed BBB (stable) credit rating in Q2'2023<sup>1</sup>

**S&P Global**  
Ratings

**BBB (stable)**

**Fitch**Ratings

# Financing Discipline

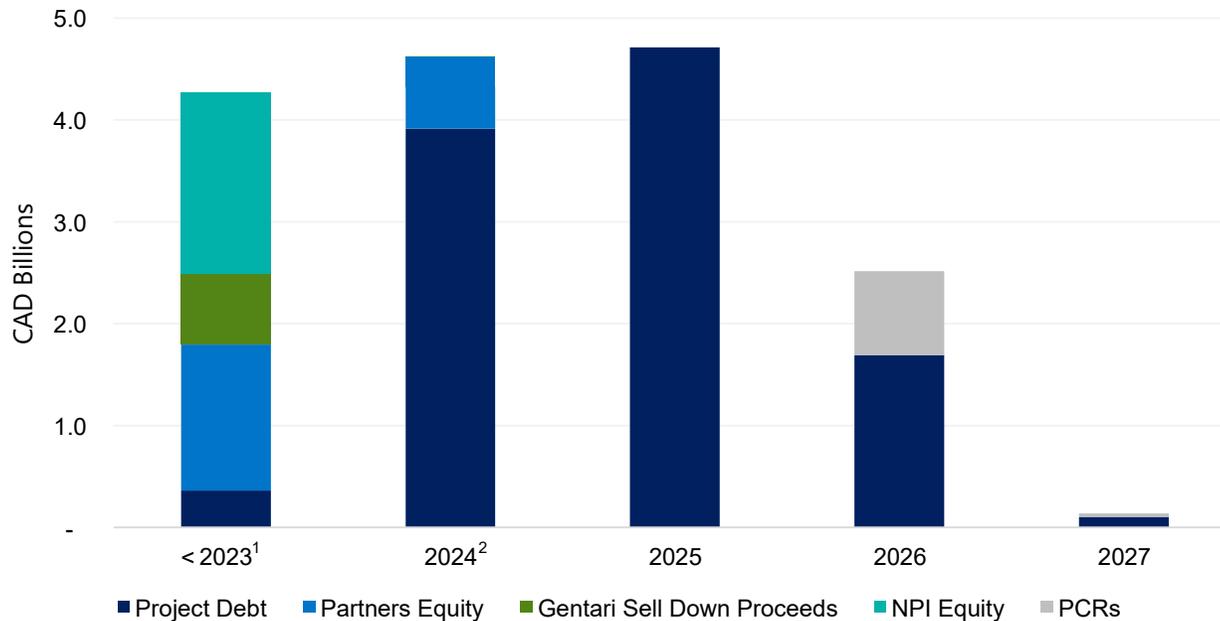
## Project Financing

- Project Debt amortizes over life of revenue contracts
- Non-recourse project financing
- Drives high quality assets with independent oversight
- Requires high quality contractors and rigor in construction plans

# Consolidated Construction Costs Profile

Fully funded \$16B pipeline under construction for Hai Long, Baltic Power, and Oneida

## Sources of Funds



### Full Project Costs: Hai Long, Baltic, and Oneida

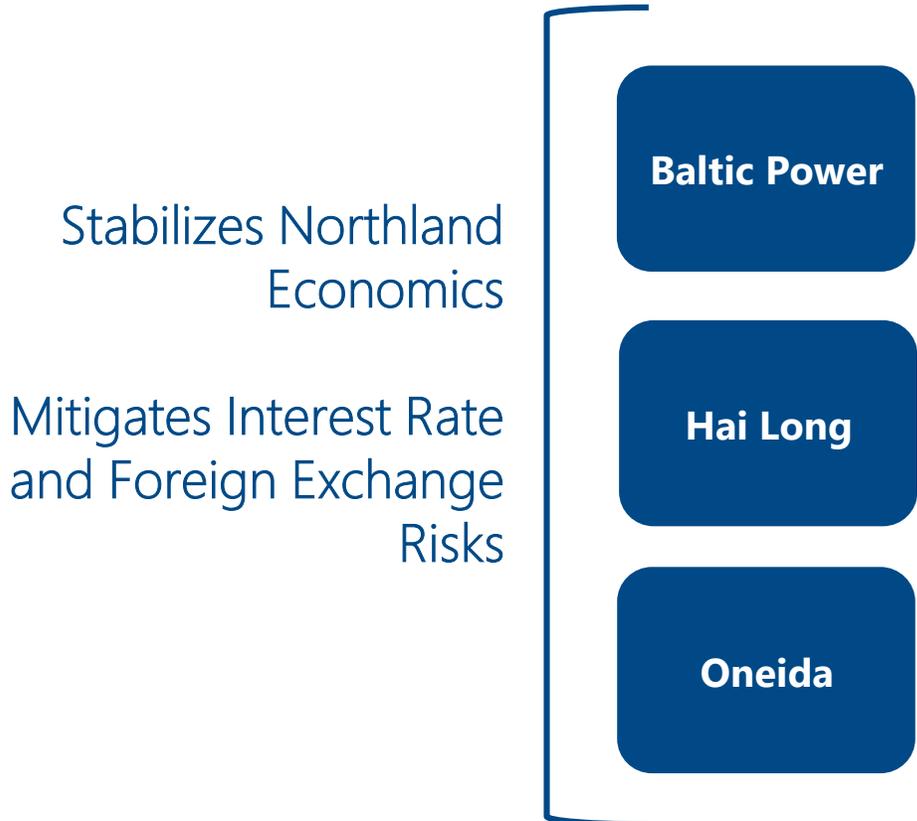
CAD

Net NPI Equity	~1.8B
Pre-Completion Revenues (PCRs)	~0.9B
Project Debt	~10.8B
Partners Equity	~1.8B
Gentari Equity	~1.0B
<b>Total Sources of Funds</b>	<b>~16.3B</b>

1. Cumulative project costs to 2023 for Hai Long, Baltic and Oneida.

2. Final equity contribution for Hai Long in early 2024 from partners, which NPI has already fully secured funds for in 2023.

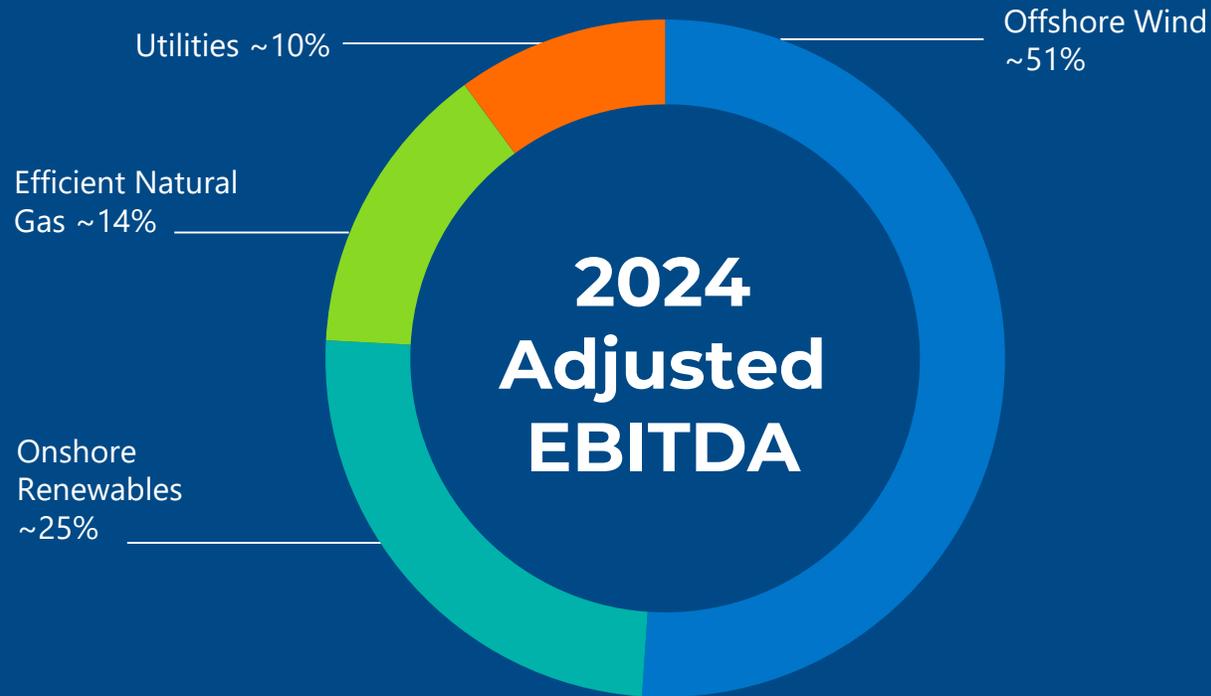
# Comprehensive Hedging Strategies Mitigate Key Risks



	Foreign Exchange	Interest Rate	Cash Flow Repatriation
Baltic Power	<ul style="list-style-type: none"> <li>✓ Construction costs matched to project debt currency</li> </ul>	<ul style="list-style-type: none"> <li>✓ 100% of project debt is hedged for the full loan tenor</li> </ul>	<ul style="list-style-type: none"> <li>✓ Majority of cash distributions hedged for 15 years</li> </ul>
Hai Long	<ul style="list-style-type: none"> <li>✓ Majority of foreign-denominated construction costs matched to project debt currencies</li> </ul>	<ul style="list-style-type: none"> <li>✓ Majority of project interest rate exposure fixed or hedged for 10 years</li> </ul>	<ul style="list-style-type: none"> <li>✓ Majority of cash distributions hedged for 10 years</li> </ul>
Oneida	<ul style="list-style-type: none"> <li>✓ Majority of construction costs matched to project debt currency</li> </ul>	<ul style="list-style-type: none"> <li>✓ ~100% of project interest rate exposure fixed for full loan tenor</li> </ul>	<ul style="list-style-type: none"> <li>✓ N/A - All in CAD</li> </ul>

- Active management of all hedge positions (*Hai Long, Baltic Power, European & Canadian operations/construction, and Colombia*)
- Use of internal hedges minimizes cost and leverages global scale
- Rolling strategies maintain protection on regular intervals

# 2024 Financial Guidance



Adjusted EBITDA<sup>1</sup>

**\$1.2 to \$1.3 billion**

Adjusted Free Cash Flow  
(excl. growth expenditures)<sup>1</sup>

**\$1.30 - \$1.50**

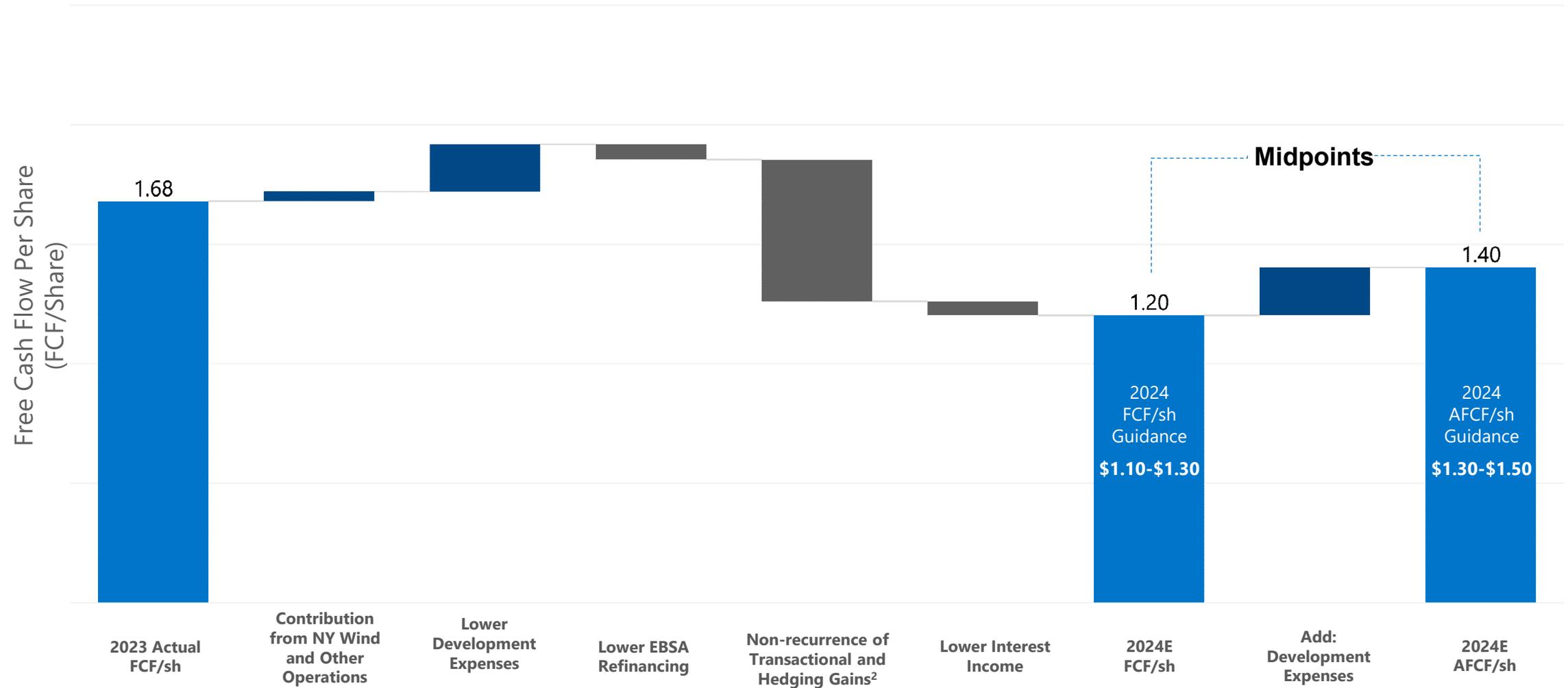
Free Cash Flow  
(incl. growth expenditures)<sup>1</sup>

**\$1.10 - \$1.30**

1. See Reporting of Non-IFRS Measures.

# 2024 Free Cash Flow Per Share Guidance Bridge<sup>1</sup>

Increased contributions from operating facilities and reduced expenses are being offset by the loss of one-time gains

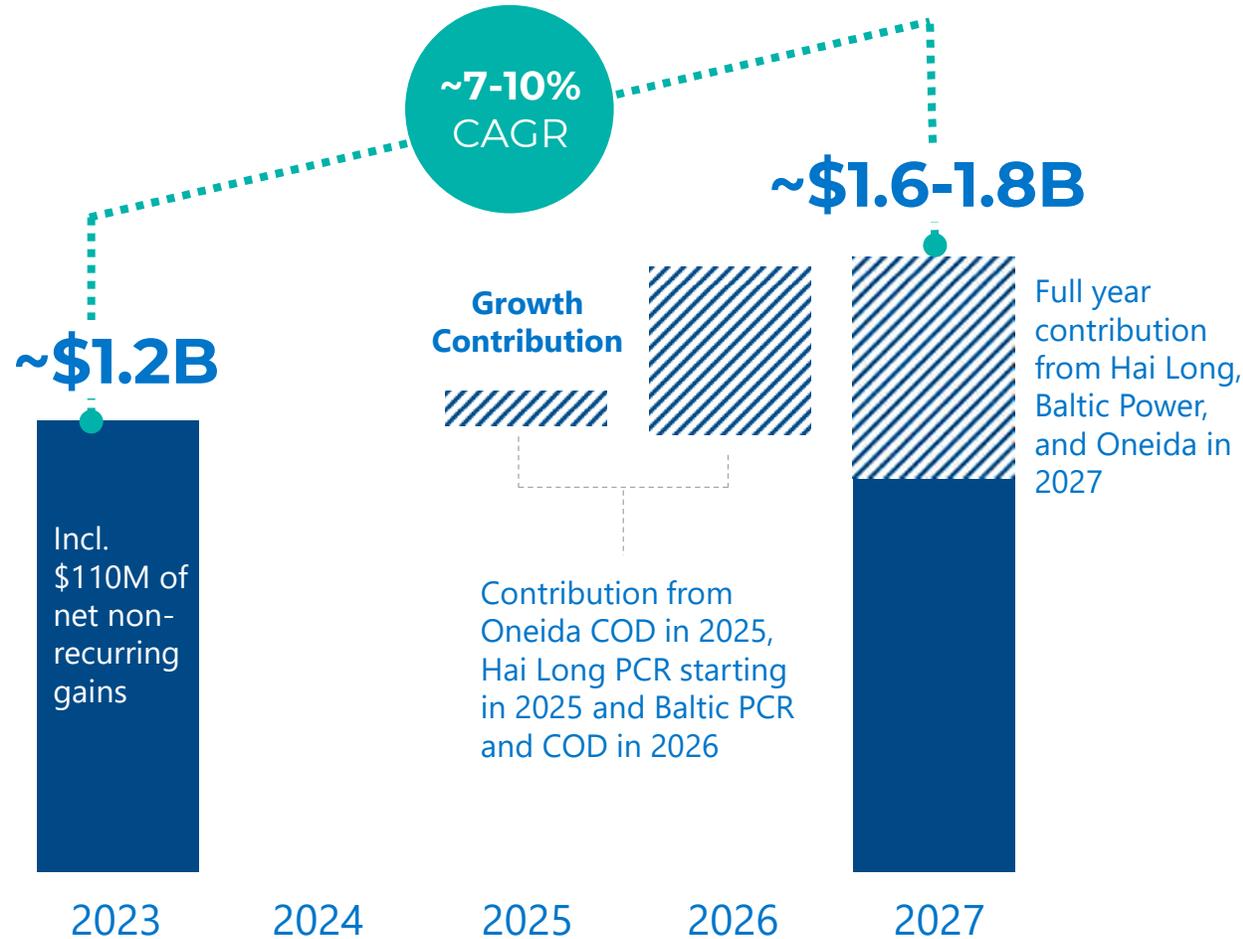


1. See Reporting of Non-IFRS Measures.

2. Northland does not include future gains in guidance. Transaction gains are only added after execution.

# Significant Adjusted EBITDA Growth<sup>1</sup>

Fully funded incremental growth starting in 2025



Notes

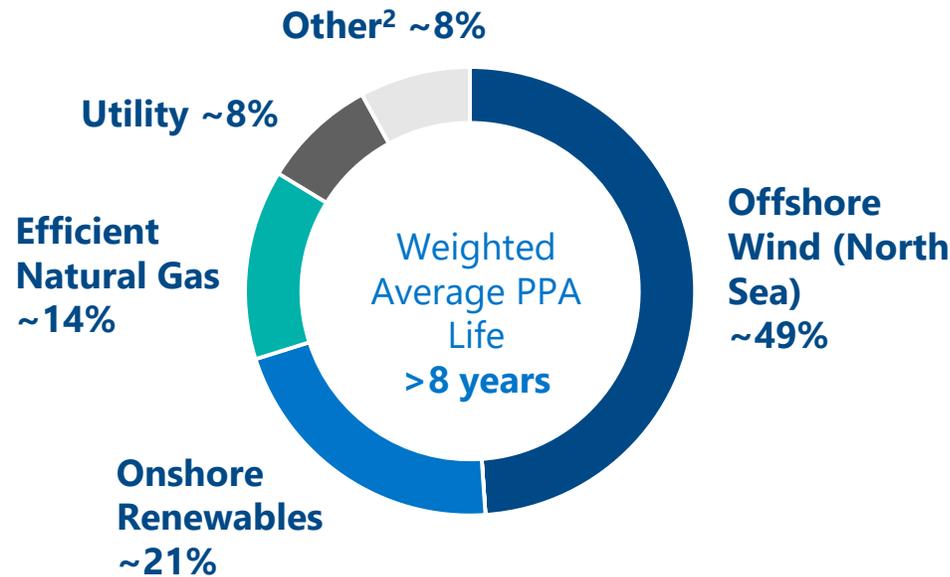
- Contribution from fully funded capitalized growth projects: Hai Long, Baltic Power, and Oneida and excludes any additional growth achieved during the period
- Assumes Nordsee One's subsidy contract expires Q1'2027 and is re-contracted at market rates
- Sell down gains items are included in 2023 as transactions occurred. 2027 EBITDA does not include sell down gains

1. See Reporting of Non-IFRS Measures.

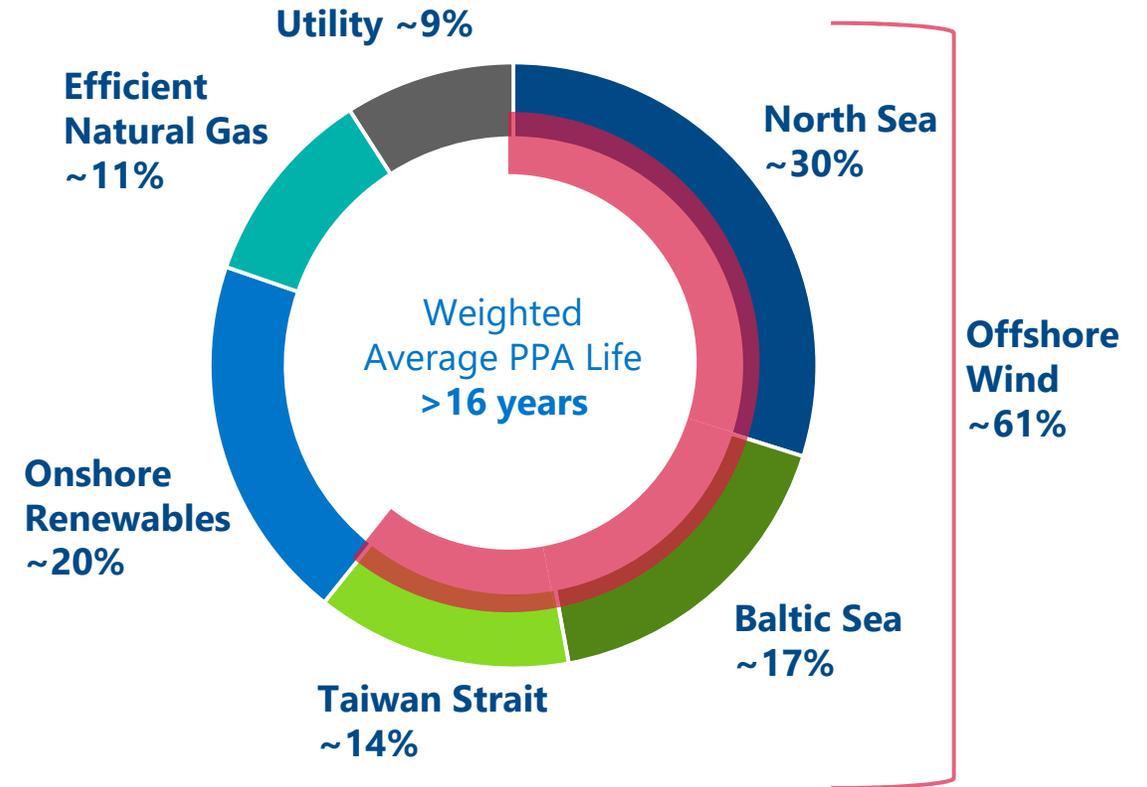
# Increase Adjusted EBITDA Diversification (2023-2027)<sup>1</sup>

By 2027, cash flow growth will diversify across more regions providing higher quality and stability

## 2023 Adjusted EBITDA



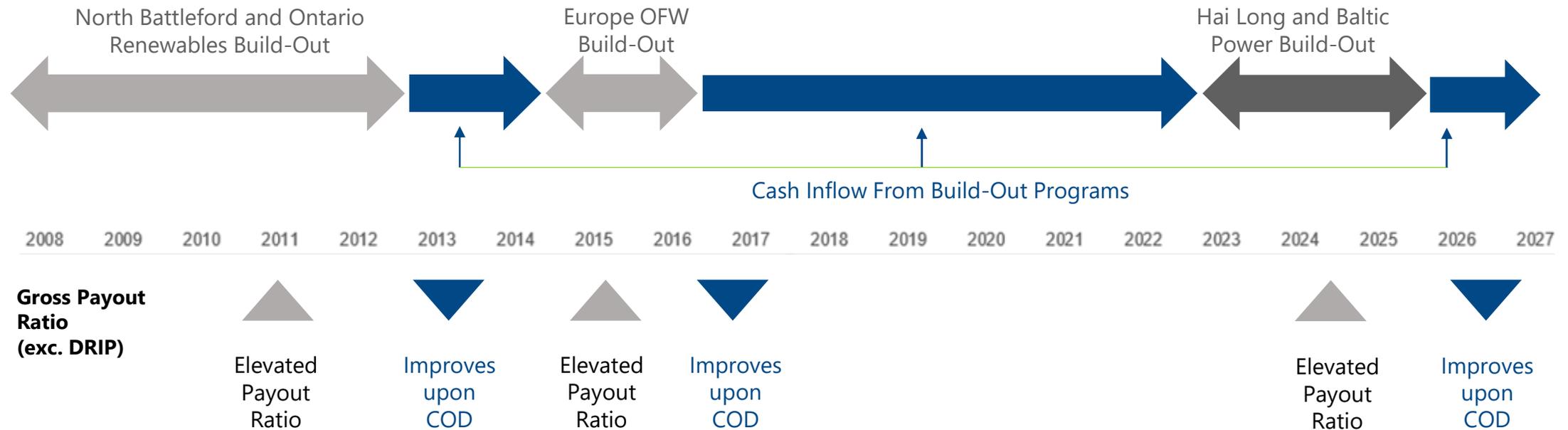
## 2027 Adjusted EBITDA



1. See Reporting of Non-IFRS Measures.  
 2. Other includes sell downs and other one-time events

# Illustrative Payout Ratio

- Northland’s large build-out cycles in the past resulted in elevated payout ratios for short periods until they start generating FCF
- Northland’s investment in Hai Long and Baltic Power is projected to result in a similar increase in payout ratio in 2024-2025 until the projects reach commercial operations in 2026-2027 and provide significant support to the long-term perpetuation of the dividend



# Looking Ahead & Closing Remarks

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**Mike Crawley**

President & CEO



## Our Value

Experienced developer with proven track record

A growth mindset with a focus on execution

Early mover advantage

Diversified global portfolio

## Our Promise

- Protect **investment grade balance sheet** with funding strategy that ensures discipline
- Focus on execution of **\$16 billion** construction pipeline
- Deliver on our **commitments**
- Give investors exposure to the **tremendous upcoming growth** in **offshore wind** and **onshore renewables** at some of the **world's best markets**
- **Optimize** performance of our assets
- Seek **new growth** in attractive markets



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Toronto, ON Canada M4V 3A1



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**Website:** [northlandpower.com](http://northlandpower.com)

# Consolidated Forecast by Business Unit (2023A, 2024F, 2027F)

Segment	2023A EBITDA	2023A Debt Service	2024F EBITDA	2024F Debt Service	2027F EBITDA	2027F Debt Service
Offshore Wind	\$699M	(\$453M)	\$690-750M		\$515-575M	
Onshore Renewables	309M	(196M)	335-365M		295-325M	
Efficient Natural Gas & Utilities	313M	(125M)	320-360M		345-385M	
Corporate & Other	(190M)	(13M)	(140-150M)		(140-150M)	
Construction (Oneida, HL, BP)	109M	-	-		570-615M	
<b>TOTAL</b>	<b>\$1,241M</b>	<b>(\$787M)</b>	<b>\$1.2B - \$1.3B</b>	<b>(\$0.8B)</b>	<b>\$1.6B - \$1.8B</b>	<b>(\$1.1B)</b>

Note: Free Cash Flow (FCF) = EBITDA - Debt Service +/- Other which is excluded from the above table (Interest Income, Corporate Preferred Share Dividends, Cash Taxes, Reserve Funding, Tax Equity, Realized Gains/Losses and Other)

# Construction Projects | Key Financial Metrics

	Hai Long	Baltic Power	Oneida
<b>Capacity</b>	1,022MW	1,140MW	250 MW
<b>Total Project Costs</b>	C\$9.0 Billion	C\$6.5 Billion	C\$0.8 Billion
<b>Revenue Contract Type</b>	Feed in tariff & Corporate PPA	Contract for Differences	Energy Storage Facility Agreement
<b>Revenue Contract Term</b>	~20-30 years	~ 25 years	20 years
<b>Revenue Contract Price</b>	Hai Long 2A - 20-yr PPA under FiT no escalation <ul style="list-style-type: none"> <li>• Years 1-10: 6.2795 NTD/kWh (€195 or ~C\$288)</li> <li>• Years 11-20: 4.1422 NTD/kWh (€129/MWh or ~C\$190/MWh)</li> </ul> 30-yr CPPA Hai Long 2B and 3 – (undisclosed)	<ul style="list-style-type: none"> <li>• PLN 319.6/MWh (equivalent to EUR71.8/MWh)</li> <li>• CfD price pegged to EUR at 4.45 PLN/EUR (BC~90%)</li> <li>• Indexed to Polish CPI from January 1, 2022</li> </ul>	<ul style="list-style-type: none"> <li>• Monthly capacity payments plus revenue from operating on the wholesale market.</li> </ul>
<b>NPI Ownership</b>	30.6%	49%	72%
<b>Adjusted EBITDA<sup>1</sup></b>	\$230-250 Million	\$300-320 Million	\$40 - \$45 Million
<b>Total Current Debt Amount</b>	\$5.0 Billion	\$5.2 Billion	\$0.6 Billion
<b>Base Rate</b>	TAIBOR	EURIBOR	(undisclosed)
<b>Current All In Interest Rates</b>	5.0%	5.0%	(undisclosed)

1. Represents Northland's proportionate interest. Gemini, Nordsee One, and Deutsche Bucht Adjusted EBITDA range based on 2024-2027 period. Gemini includes investment income. Hai long and Baltic Power based on 2027-2031 average. See Reporting of Non-IFRS Measures.