

[x] is looking to invest in a wind developer with two primary business segments consisting of the following:

- A project-level equity investment for a ready-to-build Offshore Wind Project (“**OFSW Project**”)
- A platform-level equity investment to fund a pipeline of earlier stage wind projects (“**Development Pipeline**” and together with the OFSW Project, the “**Full Portfolio**”)

To evaluate this opportunity, you need to build a high-level financial model and calculate the equity returns for the following:

- OFSW Project equity investment on a standalone basis
- Development Pipeline equity investment on a standalone basis
- Full Portfolio equity investment including both the OFSW Project and Development Pipeline

You have 3 hours to complete as much of this assessment as possible. The deliverable we would like you to produce for this exercise includes the following:

1. Financial Model with the following worksheets:
 - a. Key Assumptions
 - b. Standalone OFSW project cash flows (construction period + operating period)
 - c. Standalone Development Pipeline cash flows
 - d. Full Portfolio/consolidated cash flows
 - e. Returns Summary (as described further below)
2. Slide Presentation (6-8 slides)
 - a. Summary of Key Assumptions
 - b. Results & Returns for three cases below – please include responses to any questions noted in the “Results & Returns Summary Overview” section of prompt:
 1. Standalone OFSW Project
 2. Standalone Development Pipeline
 3. Full Portfolio
 - c. Full Portfolio Sum of the Parts Valuation
 - d. Key Sensitivities, including but not limited to:
 - Standalone OFSW Project Investment:
 1. Merchant Pricing +/- 20%
 2. Capacity Factor +/- 10%

3. Operating Costs +/- 10%

4. Construction Costs +/- 10%

• Standalone Developer Pipeline Investment:

5. Conversion/Sales of Pipeline (MW) +/- 20%

6. Pipeline Sale Proceeds +/-20%

7. Annual carrying cost to develop Initial Pipeline +/- 20%

e. Summarize any qualitative risks or areas of optimization across a Full Portfolio investment

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FINANCIAL MODEL INSTRUCTIONS

1. OFSW Project Model Assumptions:

• Timing Assumptions:

o Assume a model start date of January 1, 2023 (“**Financial Close**”)

o 24-mth construction period with a Commercial Operations Date (“**COD**”) of December 31, 2024

o 15-year operating period from COD

o Model assumes fiscal years ending 12/31

o During construction period – cash flows modeled monthly (end of month)

o During operating period – cash flows modeled semi-annual (end of six-mth period)

• Construction Cost Assumptions:

o NTP payment of \$50m is payable by Project to the developer at financial close (“**NTP Fee**”)

o Project Capex of \$540m is spread over 2 years: ☞ Months 1-12 = \$25m per month

☞ Months 13-24 = \$20m per month

• Capacity/Generation Assumptions:

o Project’s capacity is 200MW with 100% of capacity commissioned at COD

o Each turbine has a gross capacity factor (before adjusting for the turbine availability noted below) of 60% assuming 8,760 hours in a year

o Gross energy production (MWh) is calculated as Capacity (MW) * number of hours in the relevant period (hours) * capacity factor (%)

o The availability of the turbines will degrade over time as follows:

☞ To 95% in the initial 10 years of operations, and

☞ To 90% in the final 5 years of operations

• **Revenue Assumptions:**

o Off taker will pay for all electricity generated by the Project under a 10-year Power Purchase Agreement (“**PPA**”)

o PPA is awarded 12/31/2018 (“**Award Date**”) and contains a fixed price of \$100 (real 2018 value) for each MWh of electricity generated (“**Contract Price**”)

o Revenue is paid semi-annually on 6/30 and 12/31 of each year

o With respect to the Contract Price, 30% of the payment is subject to an annual adjustment for inflation at 2.5% p.a. (once per year calculated from Award Date) with remaining 70% of Contract Price fixed and not subject to inflation

o Merchant power prices (real 2018 value, subject to 1% increase p.a.) are as follows: ☞
Operating Year 1-5: \$100/MWh

☞ Operating Year 6-10: \$120/MWh

☞ Operating Year 11-15: \$110/MWh

• **Operating Costs:**

o Annual opex of \$25m (real 2018 value) during operations

o 75% of opex is subject to annual inflation of 2.5% a year with remaining 25% fixed

o No opex costs assumed during construction

o No income taxes assumed

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• **Project Finance Debt:**

o [x] has put in place a Project Finance Term Loan (“**Term Loan**”) to fund a portion of the NTP Fee, Capex, Debt Fees, and Interest During Construction (“**IDC**”)

o Debt Fees:

☞ Upfront Fee of 2.0% is paid at Financial Close on Term Loan Commitment

☞ Commitment Fee of 1.0% is paid on undrawn balance of the Term Loan during construction

☞ Interest rate on the Term Loan is 5.0% per annum

o Debt Service Timing:

- 📅 Interest and commitment fees are paid monthly during construction
- 📅 Interest and principal repayment are paid semi-annually during operations

o Debt Sizing Criteria:

📅 Term Loan should be fully repaid 10 years post COD assuming a 1.50x Debt Service Cover Ratio ("**DSCR Sizing**") for each 6-month period

📅 DSCR (for the relevant period) is calculated as CFADS/Debt Service:

- CFADS = revenue less opex
- Debt Service = interest expense + principal repayment

📅 Max loan-to-value (LTV) of up to 80% of the Project's total S&U

📅 Debt sizing for the Term Loan should be the lesser of (i) DSCR Sizing or (ii) LTV

• **Equity Assumptions:**

o Portion of NTP Fee, Capex, Debt Fees and IDC that is not funded by the Term Loan proceeds will be funded by [x] project equity investment

o Assume the funding required in each monthly construction drawdown is funded by the same proportion of senior debt and equity (pro-rata debt/equity drawdown)

o Assume 100% of cash flow available at the end of each 6-month period during operations post Opex and Debt Service will be distributed to equity

2. Developer Pipeline Assumptions:

• **Timing Assumptions:**

o Assume acquisition of the pipeline occurs simultaneously with Financial Close of OFSW Project A (January 1, 2023)

o For the initial 24-mth post Financial Close – cash flows of the Development Pipeline modeled on a monthly basis (end of month) and thereafter on a semi-annual basis (end of 6-mth period)

• **Pipeline & Cost Assumptions:**

- o Total development pipeline at Financial Close is 1.5 GW ("Initial Pipeline") with no additional development projects assumed post Financial Close
- o The annual carrying cost to develop the Initial Pipeline is \$1,500 per MW (real 2023 value) and subject to 2.5% inflation adjustment p,a. (Devex Cost)

- **Pipeline Sale Assumptions:**

- o Assume 300 MWs of Initial Pipeline projects are sold every 3 years post Financial Close with the first 300 MW sale occurring December 31, 2025
- o Proceeds from sale of the Initial Pipeline projects is assumed to be \$20,000 per MW (real 2023) and is not subject to any inflation adjustment

- **Equity Assumptions:**

- o Assume equity funds the amount of any monthly or semi-annual cashflow shortfall of the Development Pipeline

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- o Assume 100% of any cash flow available at the end of each semi-annual period is post Devex Costs will be distributed to equity

3. Full Portfolio Assumptions:

- No change to underlying assumptions for OFSW Project or Development Pipeline
- Recalculate required [x] equity investment/contributions based on the cash flows and funding requirements of the combined businesses

RESULTS AND RETURNS SUMMARY OVERVIEW:

- **Standalone OFSW Project Investment**

- o Show a summary of Sources & Uses of Funds during construction

- o Show a summary of Sources & Uses during operations

- ☞ PPA Revenue and Merchant Revenue as Sources

- ☞ Opex, Debt Service and Equity Distributions as Uses

- o Show summary cash flows on an annual basis

- o Show DSCRs and % of debt outstanding on an annual basis

- o Calculate the IRR and the Money-of-Multiple ("MoM") for the OFSW equity investment assuming [x] holds through end of useful life (or HtM) basis?

- o In relation to the NTP Fee: ☞ What discount rate does a \$50m NTP Fee represent?

If [x] was targeting a 10.0% HtM IRR – what could we afford to pay the developer as an NTP Fee?

- **Standalone Development Pipeline Investment**

- o Show a summary of Sources & Uses of Funds from Financial Close through full sale of the Initial Pipeline

- ☞ Equity and Sales Proceeds as Sources

- ☞ Devex and Equity Distributions as Uses

- o Show summary cash flows on an annual basis

- o Calculate the IRR of the Development Pipeline and MoM of the equity investment assuming [x] holds through sell-down of the Initial Pipeline (or HTM) basis?

- **Full Portfolio / Consolidated Investment**

- o Show a summary of Cons. Sources & Uses of Funds from Financial Close through hold-to-maturity period

- o Show summary cash flows on an annual basis

- o What is the IRR of the Full Portfolio equity investment on a HTM basis

- o Calculate the IRR of the Full Portfolio and MoM of the equity investment assuming [x] holds the investment through the earlier of (i) OFSW useful life or (ii) sell-down of the Initial Pipeline?

- o Assuming no change to the \$50m NTP Fee for the OSWF Project, what purchase price could we pay for the Developer Pipeline if [x] is targeting a 10.0% return on a Full Portfolio investment?

- o Produce a Sum-of-the Parts Valuation for the full