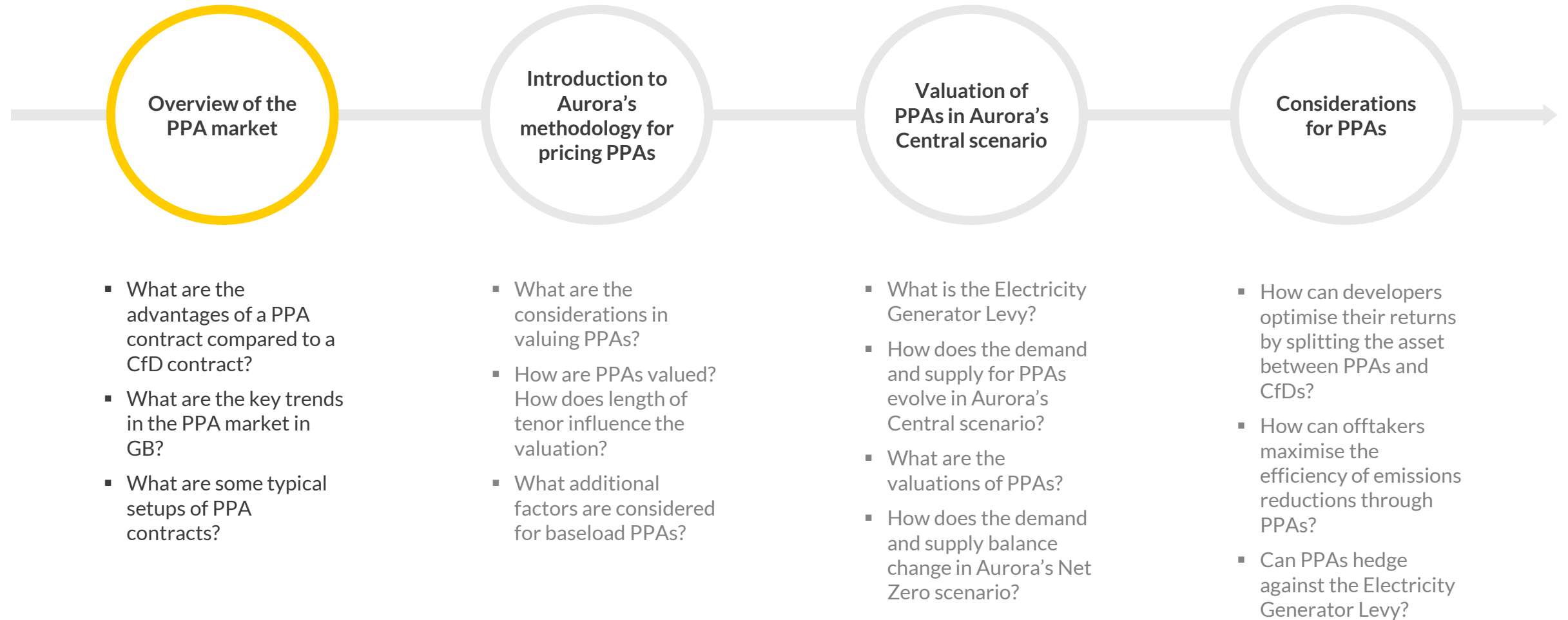


The Role of PPAs in the GB Power Market

December 2022

This is a redacted sample of the report. For the full report, contact Pablo Mayo, (pablo.mayo@auroraer.com).

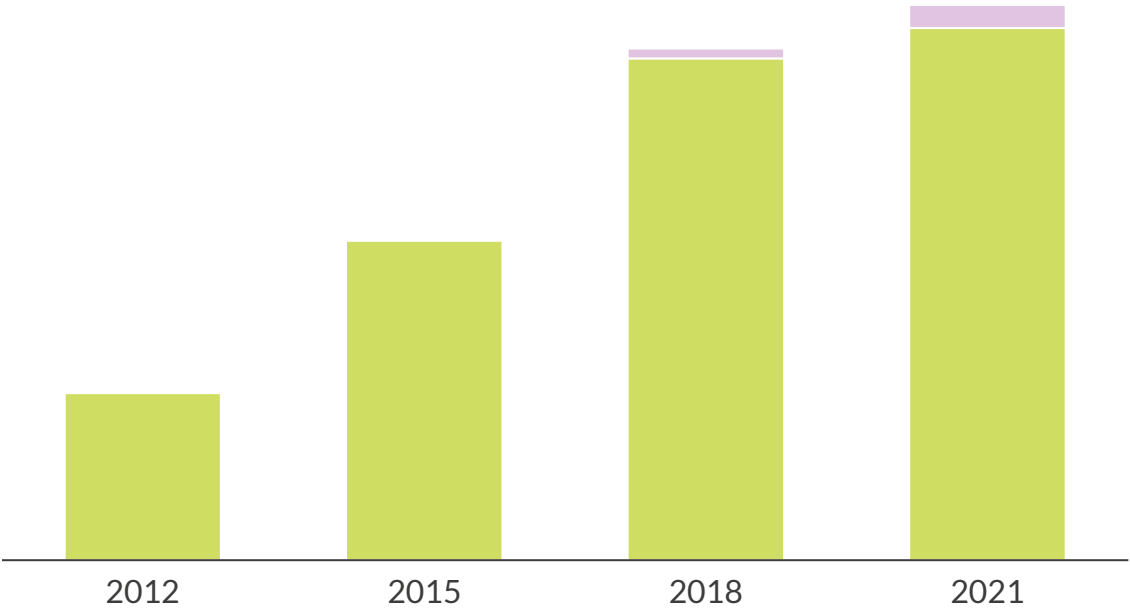




Route to market Power Purchase Agreements (PPAs) are playing an increasingly important role in making renewable projects bankable

1 Renewables projects backed by PPAs have grown by 2 GW since 2018 as Government support has shifted its focus from solar PV and onshore wind

Operational renewable capacity¹ by financing model
GW








- Subsidies have brought over 20GW of renewables capacity to market since 2012
- Financing renewables projects through PPAs has become increasingly lucrative due to the greater flexibility in contract terms compared to CfDs

PPA-backed Subsidised²

1) Includes solar PV, onshore wind and offshore wind; 2) Financed through the FiT, RO or CfD schemes, may still have an offtake agreement for the production volumes; 3) Final Investment Decision Enabling for Renewables was a pre-cursor to the CfD scheme without a competitive auction; 4) Levelised Cost Of Energy



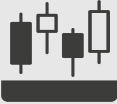
Sources: Aurora Energy Research, BEIS

2 PPAs offer developers the option to trade off the lower cost of capital that CfDs offer for increased flexibility in tenor and volume delivery





















	CfD	PPA
 Length of contract	15 years	Highly flexible, under 3 years to over 20 years
 Volume delivery	As produced	Flexible
 Strike price	Fixed, consistently declining since FIDER ³ , expected to reach LCOE ⁴	Negotiated on a project-specific basis, can be at a premium to LCOE
 Cost of capital	Under 6% due to revenue streams guaranteed by the Government	6-9% depending on creditworthiness of the offtaker
 Hedge against risk	Very strong for the duration of the CfD, guaranteed by the Government	Subject to a range of risks relating to the offtaker

In addition to hedging risk, PPAs offer a range of benefits to both developers and offtakers

1 While the energy transition brings unique challenges to asset developers, financiers and offtakers, PPAs provide certainty to better manage them

Area	Challenges	Solutions from PPAs
 Cost of capital	Energy transition will lead to extensive deployment of renewables and lower capture prices	Predictable, constant revenue streams allow developers to unlock lower cost of capital
 Compliance	Fuel Mix Disclosure requirements and stakeholder pressure for corporates to decarbonise	Access to high quality green power
 Risk	Utilities and heavy industry require hedges against high power prices	Hedge against short and long term risk

2 Route to market alternatives mainly differ on the level and type of risk management opportunities they offer

Risk Category	CfD	CfD + PPA	PPA	PPA + Merchant	Merchant
Price Risk ¹					
Profile Risk ²					
Credit Risk ³					
Cost of Capital ⁴					























- An asset’s risk profile varies based on its financing model, with CfD contracts offsetting most risks while a merchant-risk profile is largely unhedged
- Hybrid financing options allows developers to optimise risk profiles and maintain some upside potential

 Low Risk  Medium Risk  High Risk

GB has a more mature PPA market than most of continental Europe with 14 GW of contracted capacity

1 GB is one of three mature markets for PPAs in Europe, second only to Spain in terms of capacity contracted

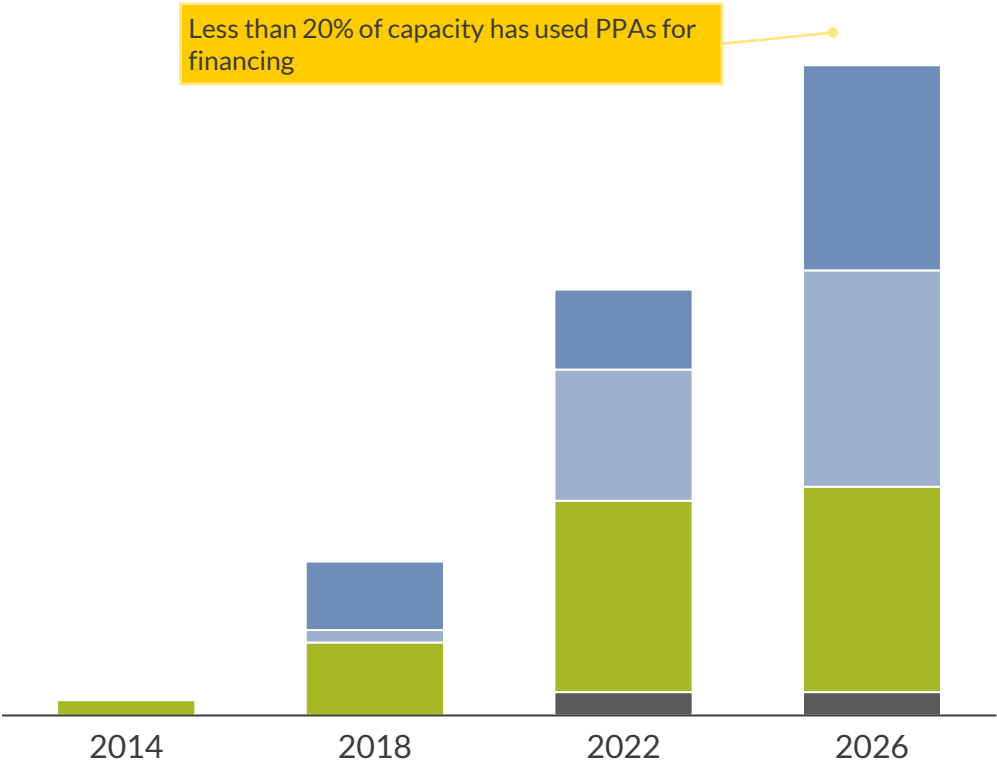
Operational capacity in 2026 that presently hold PPA contracts¹
GW

Country	Contracted PPA capacity (GW)	Share of installed RES capacity (GW)	Market Maturity Stage
		24%	
		24%	
 ²		12%	
		10%	
		2%	
		5%	
		2%	
		10%	
		1%	
		6%	
		7%	

 Mature  Medium  Immature

2 While route-to-market PPAs in GB initially facilitated the deployment of solar capacity, they are increasingly being used to finance wind projects

Operational capacity by technology in GB that presently hold RtM³ PPA contracts, GW



 Offshore  Onshore  Solar  Other⁴

1) Includes both offtake and route-to-market agreements which will be operational by 2026; 2) Nordic countries: Denmark, Finland, Sweden and Norway; 3) Route-to-market; 4) Energy from Waste and battery storage.

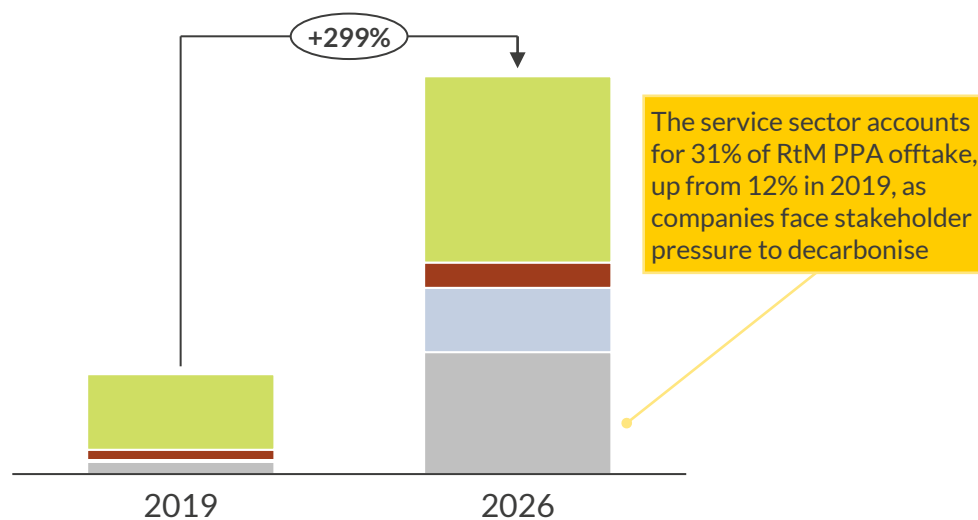
Utility firms dominate both the demand and supply side of route-to-market PPAs, but corporate demand is increasing

PPAs are commonly classified based on the type of offtaker. A corporate PPA involves a businesses directly agreeing to purchase power from a generator, while the offtaker in the case of utility PPAs is a commercial energy provider

- 1 Utility RtM PPAs are dominant in GB, while corporate agreements will grow 8-fold by 2026

RtM¹ PPA offtake capacity in GB by industry

GW



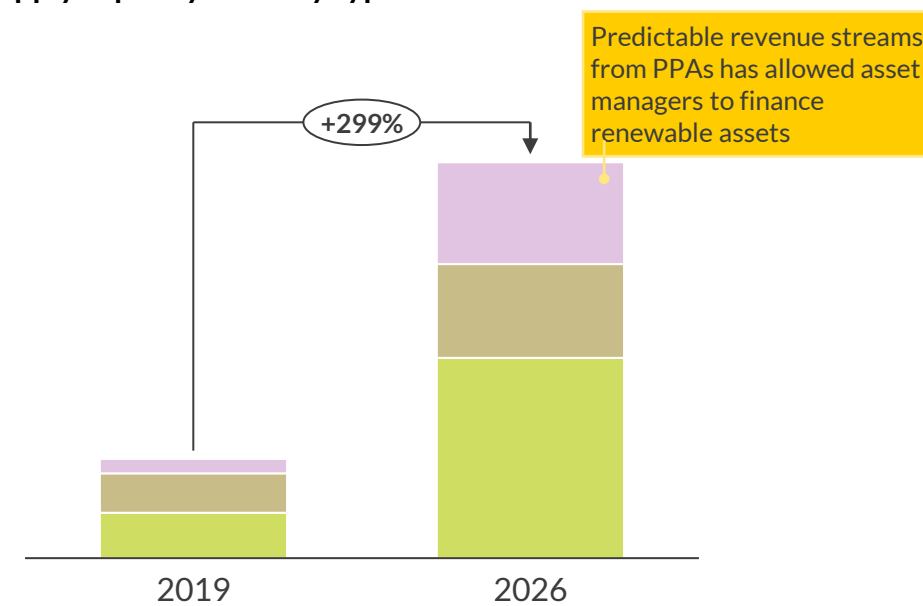
- Utility offtakers make up 47% of RtM PPA volumes to meet Fuel Mix Disclosure requirements and lower exposure to market prices

Utility Heavy Industry² Light Industry³ Services⁴ → Corporate

- 2 Utilities also supply 51% of RtM¹ PPAs in GB, while asset managers account for a further 26%

RtM¹ PPA supply capacity in GB by type of asset owner

GW



- Vertically integrated utilities leverage route-to-market PPAs as an alternative financial route to expand their generation fleets

Asset Manager Renewable Developer Utility

1) Route-to-market 2) High capex industries focused on raw material production, e.g. Iron-steel, chemicals 3) Agriculture and low CAPEX industries focused on producing consumer goods, e.g. Automotive, food/beverages 4) Industries not directly concerned with the production of physical goods

PPAs can be set up in a variety of arrangements with differing commercial clauses to meet the needs of both parties

Offtake volumes and contract durations in PPAs can be customised to best suit the needs and risk tolerance of the counterparties involved. This flexibility can make them more attractive than CfDs to developers

I Volume Clauses

II Tenor Clauses

Description

Historical Trend

Expected Trend

Balance of Risk¹

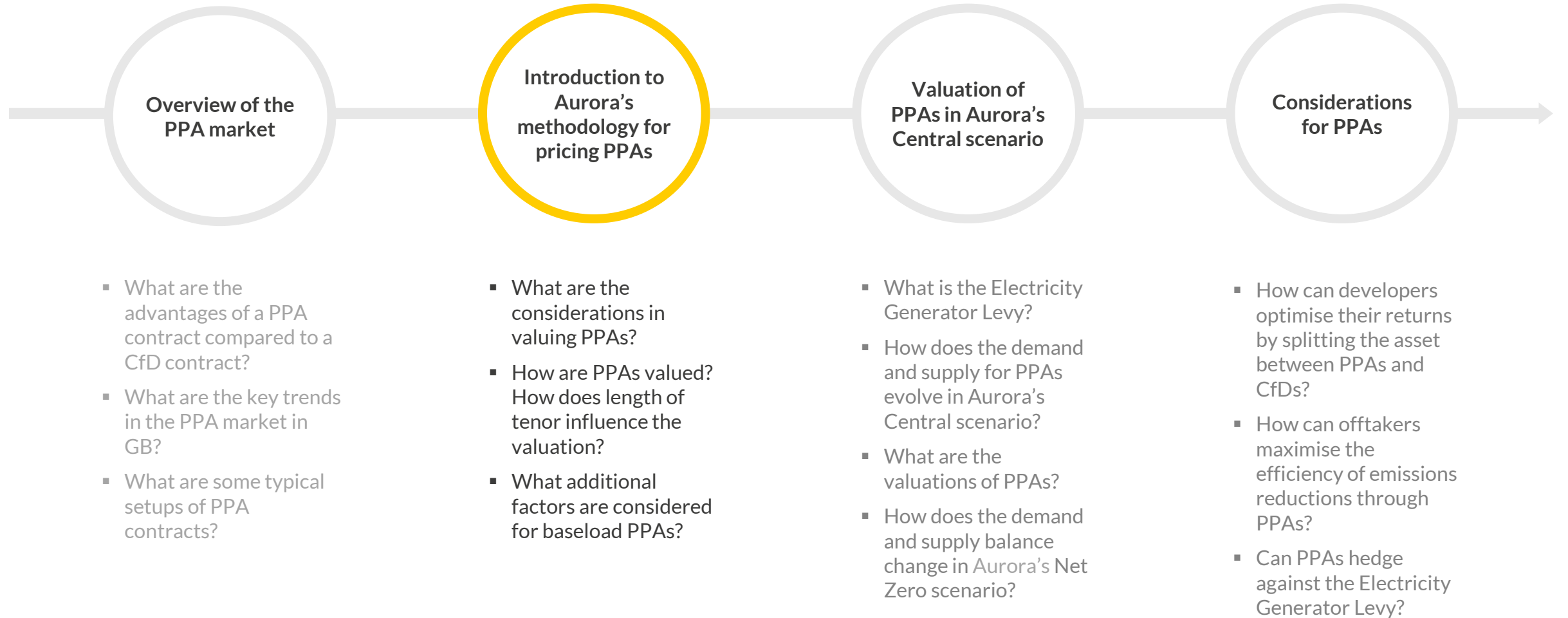
As produced or As forecasted	Monthly % of P90	Baseload
Offtaker receives the asset generation profile	A minimum pattern is guaranteed by the asset	Asset delivers an agreed volume of power
↑	↑	—
↑	↑	—
Offtaker Developer	Offtaker Developer	Offtaker Developer

Short term (<= 5 years)	Medium Term (6 – 9 years)	Long term (> 9 years)
Typically suitable if no debt financing required	Allows for debt financing in smaller scale projects	Allows for highly debt leverage financing for high risk project
—	Medium term contracts may offer greater flexibility to both developers and offtakers	—
↑	↑	↑
Offtaker Developer	Offtaker Developer	Offtaker Developer

↑ Common — Few Cases

1) Balance on risk assessed based on expected weightage of volume risk in the case of volume clauses and ease of financing in the case of tenor clauses

Agenda



Aurora has modelled two pricing methodologies and considered three different types of PPA arrangements

 Deep-dive on subsequent slides

1 The fair value of PPAs can be derived either from futures prices or a bottom-up pricing of individual cost components

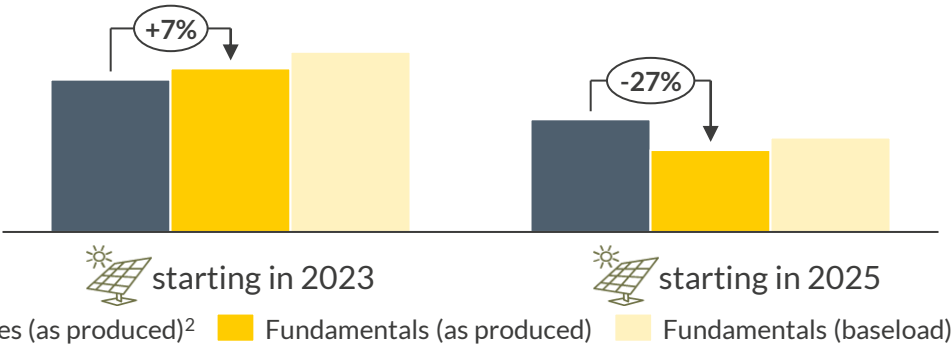
	A Futures based pricing models	B Fundamentals based pricing models
Description	PPA value is derived from futures settlement price curves indicating the current market value of power	PPA value is linked to renewable capture prices, with an asset’s LCOE representing the lower price limit
Baseline	Extrapolated futures settlement prices	Forecasted baseload or capture price
Additional Factors	Expected renewable and offtaker discounts Expected risk of stack and roll strategy	Expected renewable discount to baseload price Expected risk and value of hedge
Challenges	Poor liquidity in backend tenors reduces price confidence and increases volatility	Less suited for near-term PPAs as capture price forecasts might differ significantly from prompt derivative prices

2 Aurora has considered three types of PPA arrangements, as produced, baseload and 24/7 clean

	As produced 1	Baseload 2	24/7 clean 3
Description	The asset is required to produce a fixed volume over the year without any profile requirements	The asset is required to deliver a fixed “baseload” volume, either by generating or by procuring from the market	The half-hourly demand of the off-taker is matched by generation from the asset or a time-stamped REGO

3 Valuations derived using these approaches diverge and a blended approach can be used to incorporate near-term futures with fundamentals

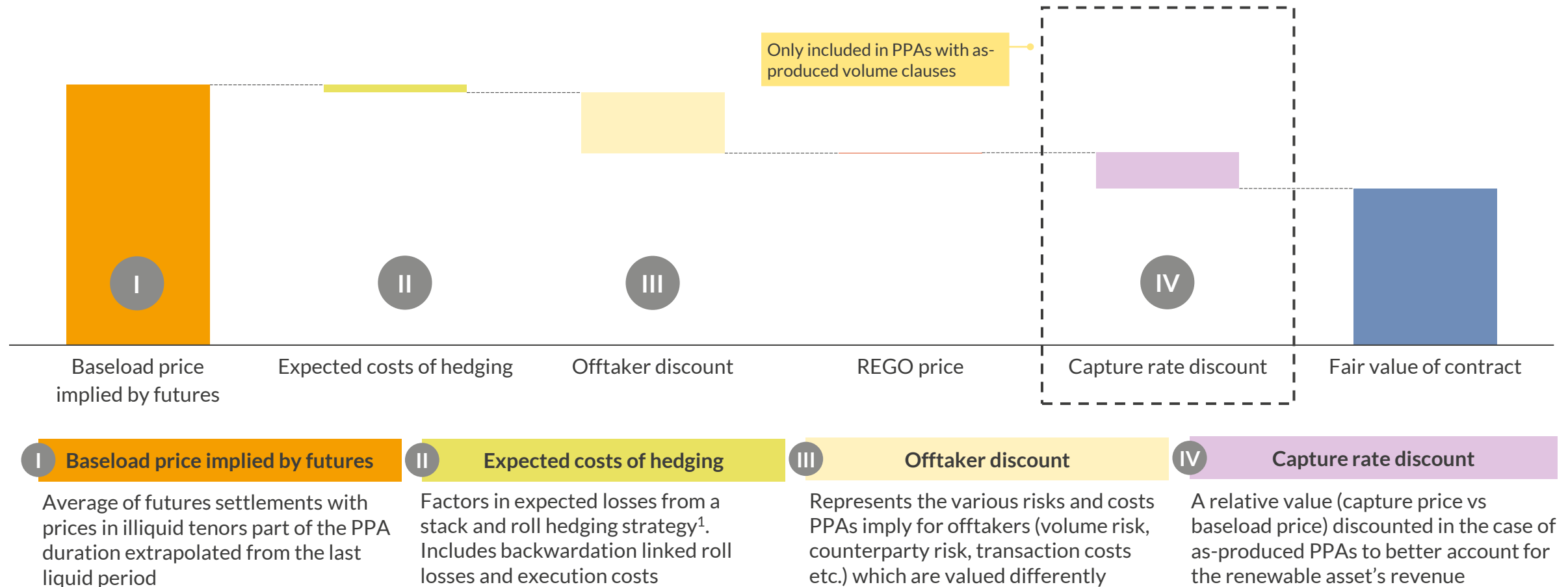
As-produced 5-year PPA prices for solar PV¹
£/MWh (real 2021)



1) We use a 9% WACC; 2) Futures taken 12th September 2022, or same date as commodity futures for Aurora October 2022 Central forecast which the fundamental PPA approach uses.

The futures based approach uses market prices and considers capture rates, costs of hedging and offtaker risks

Futures-based PPA pricing methodology

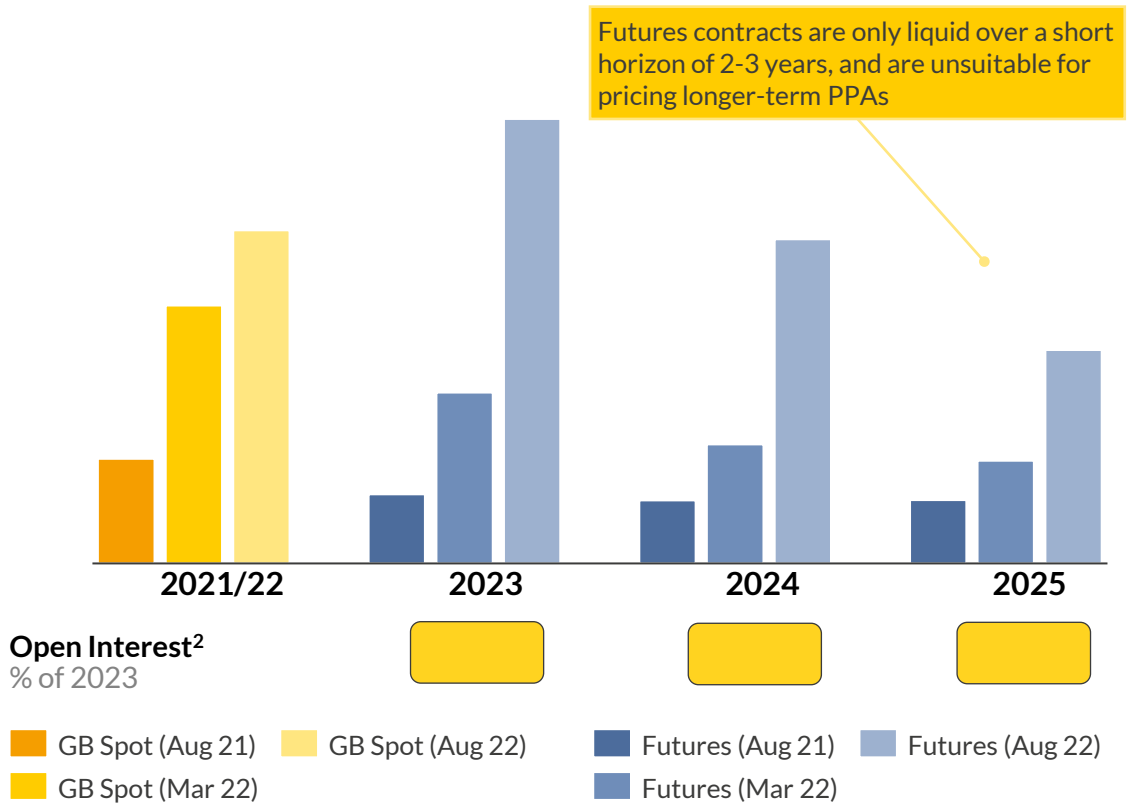


1) Hedges for periods with no liquid futures contract held in a nearby liquid delivery date, with the position is rolled forward into pricing

Due to decreasing liquidity in the futures market, the fundamentals-based methodology is more suitable for longer-term PPAs

1 Futures liquidity decreases down the curve with low open interest and traded volumes reducing price confidence

Power prices on the spot and futures markets¹
£/MWh

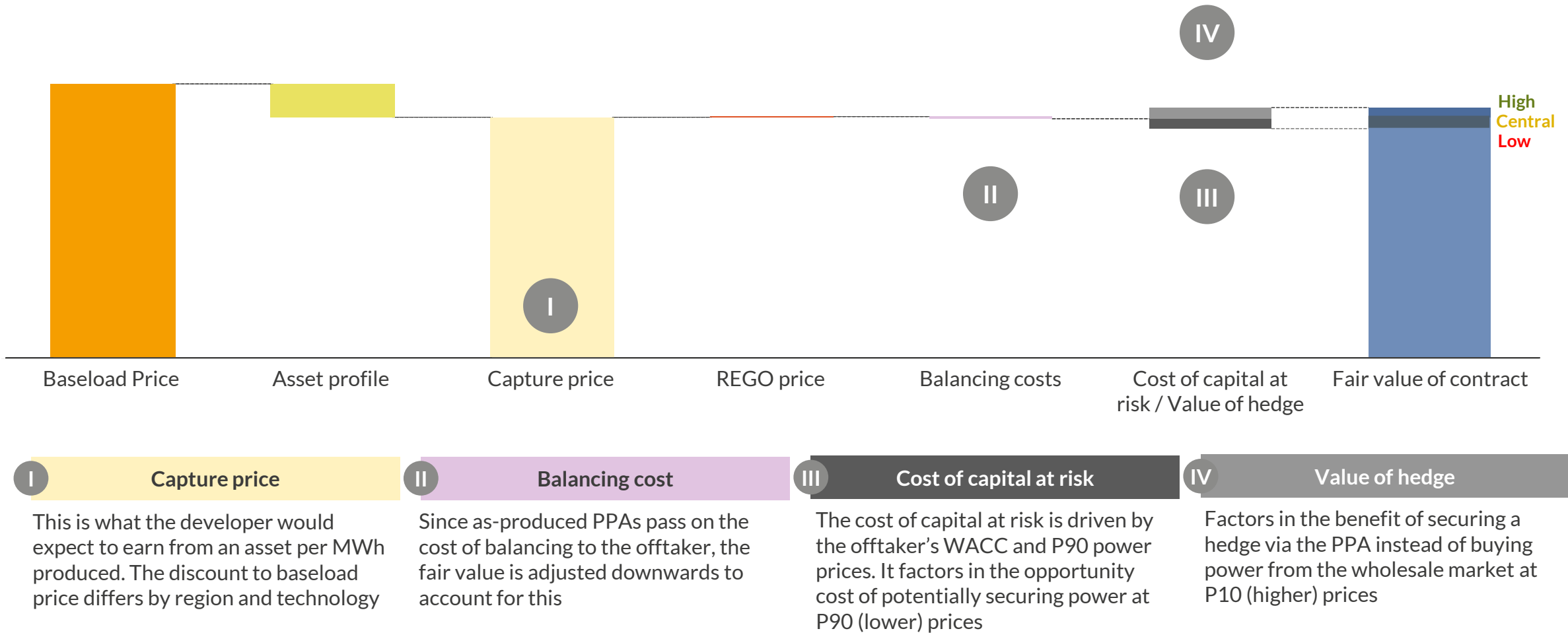


2 Due to lower liquidity over 3 year horizons, fundamentals-based valuations are more suitable for longer term PPAs

	Near-term	Medium-term	Long-term
Contract Length	1-3 years	3-7 years	7-15 years
Futures Liquidity	High liquidity allows near-term PPAs to be priced using futures	Lower futures liquidity requires medium-term PPAs to use a hybrid approach	Poor futures liquidity requires long-term PPAs to be priced using fundamental forecasts
Suggested Approach	Settlement prices of the most liquid contract to be used	Blend of futures and fundamentally forecasted prices to be used	Fundamentally forecasted prices with high and low sensitivity to be used

Aurora’s methodology prices PPAs using its fundamental forecasts and is better suited for longer tenors

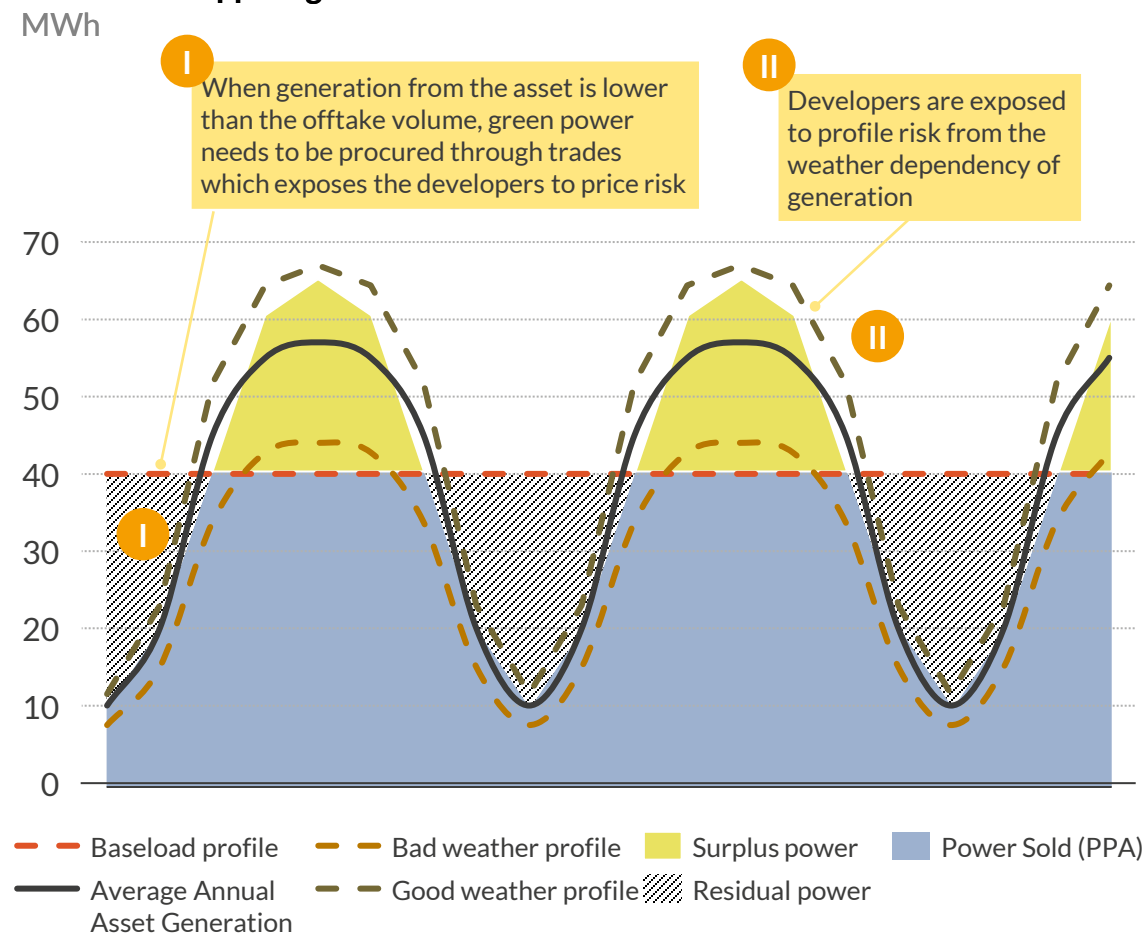
‘As-produced PPA’ fundamentals-based pricing methodology



Baseload PPAs require additional costs and risks to be factored into the fundamental model

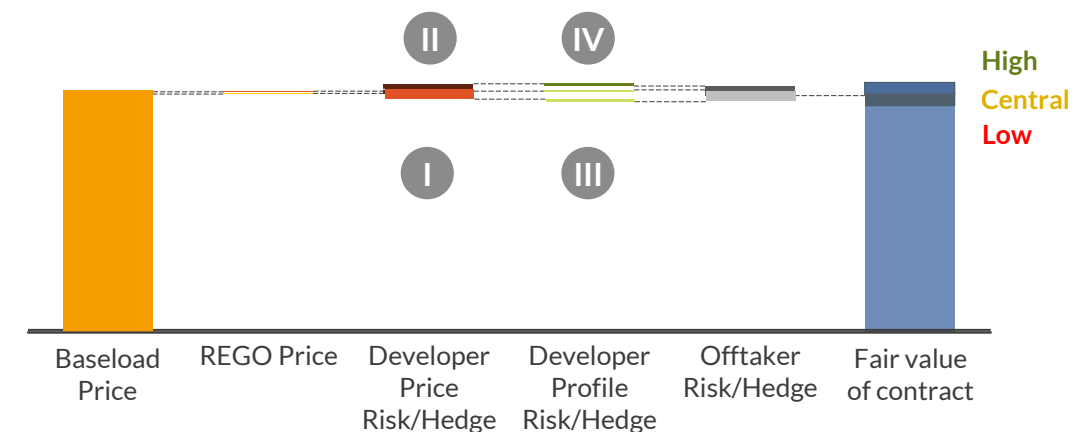
- 1 Baseload PPAs have a pre-agreed offtake volume while renewable generation is intermittent

Illustrative supplier generation and offtaker demand under a baseload PPA



- 2 The expected costs associated with managing residual price and asset profile risk are considered to arrive at the fair value of baseload prices

Generic baseload PPA pricing methodology based on fundamentals



- | | |
|--|---|
| <p>I Developer Price Hedge</p> <p>Represents the cost of procuring residual power at P10 prices</p> | <p>II Developer Price Risk</p> <p>Captures the lost value if P90 prices materialise</p> |
| <p>III Developer Profile Hedge</p> <p>Captures the insulation against lower prices in a good weather year</p> | <p>IV Developer Profile Risk</p> <p>Opportunity cost of not being able to deploy capital in a bad weather year</p> |

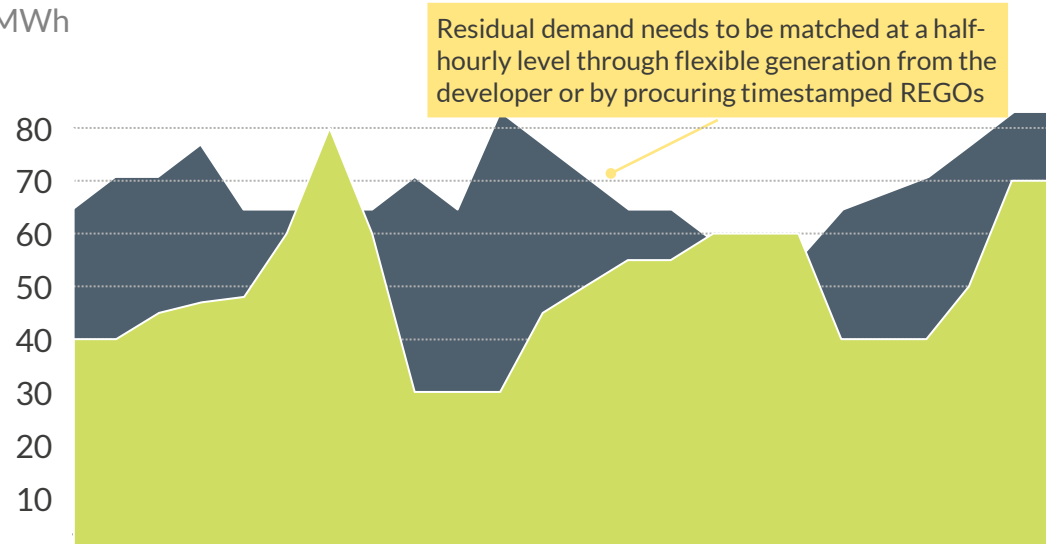
■ Risk item ■ Hedge item

24/7 clean PPAs measure the demand from the offtaker to deliver time matched clean power

- 1 The inability of as-produced PPAs to meet an offtaker's demand profile through the day can result in carbon intensive generation filling the shortfall

Illustrative generation and offtaker demand profile under an as-produced PPA

MWh



Granular measurement of demand in 24/7 PPAs, allows for supply shortfalls from renewable generation to be met by low-carbon flexible assets



Accelerates the path to corporate decarbonisation resulting in improved ESG scores and a reduced cost of capital

■ Residual Demand ■ Renewable generation

- 2 Despite a spike in popularity, key challenges still need to be addressed to improve the adoption of 24/7 clean PPAs

Technological complexities



- In addition to real time data collection, complex multi-technology asset portfolios are required that can currently only be satisfied by large suppliers

Lack of consensus on contract agreements



- Key parameters such as eligible technologies and time granularity at which demand must be met are not standardised













Variability in pricing models



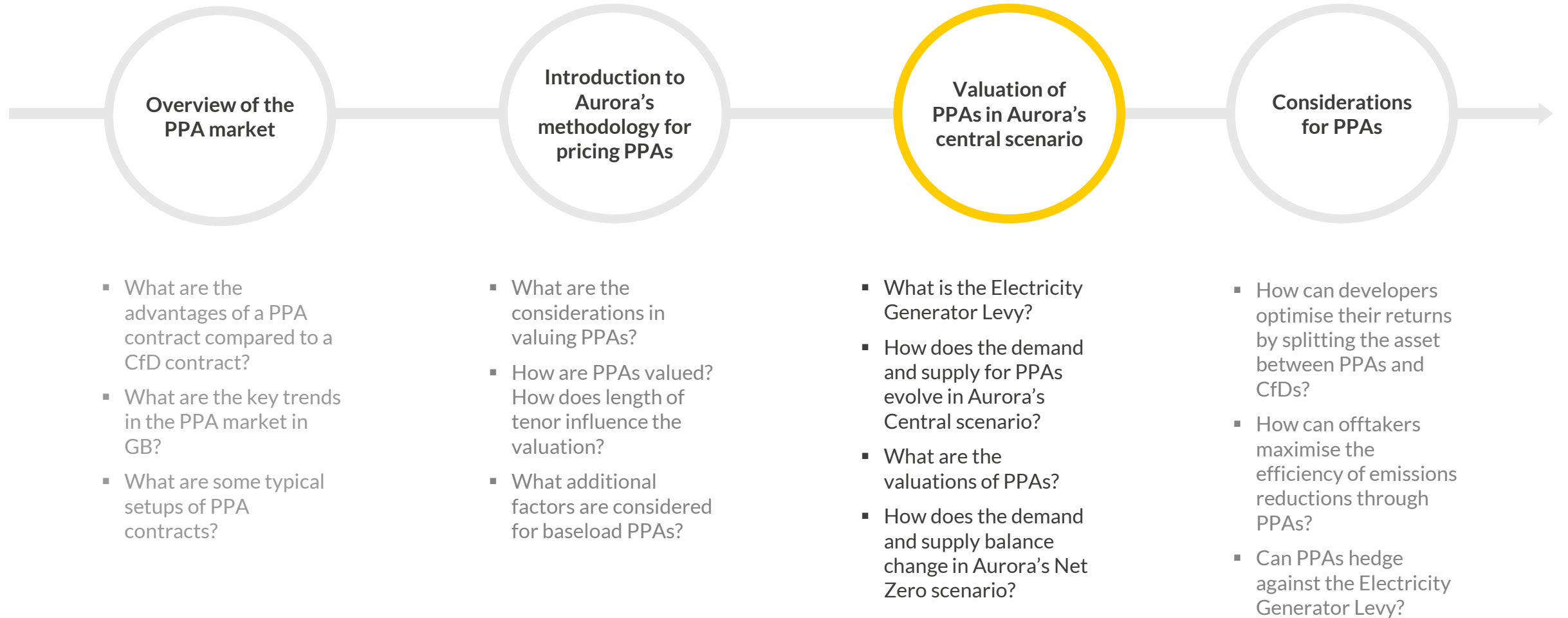
- Pricing models vary significantly with poor market liquidity disincentivising smaller offtakers with a limited understanding of energy markets

Developer and offtakers need to consider additional risks beyond valuations based on fundamentals and futures

While fundamental models price in key risk categories, stakeholders need to consider additional factors which can alter the attractiveness of securing a PPA. These additional risks are typically managed using specialised contract clauses

Description of Risk		Impact on developers	Impact on offtakers
	Credit Risk <ul style="list-style-type: none"> Since PPAs are bilaterally agreed, both sides hold significant counterparty risk which needs to be evaluated based on contract length 		
	Policy and Regulatory Risk <ul style="list-style-type: none"> Changes to subsidy schemes, taxation and changes to market structure can alter the value of a PPA for both parties 		
	Development and consent risk <ul style="list-style-type: none"> While PPAs are usually agreed during the project financing phase, PPA contracts are usually set up such that developers bear the risk for development and consenting 		
	Delivery Risk <ul style="list-style-type: none"> Risk of outages, and failures affect both parties and are managed using tailored clauses in the contract 		

Agenda



Aurora has studied the evolution of demand and supply for PPAs, and evaluated the business case for PPAs with the fundamental methodology

X Deep-dive on subsequent slides

1 The demand for PPAs will outstrip supply in 2030 as offtakers seek to reduce their carbon emissions **A**

Offtakers consider PPAs for a variety of reasons:



Reducing emissions by procuring power from renewable generators



Additionality is often an objective in many Corporate Social Responsibility charters



Hedging against price risk is a consideration for heavy industrial demand

H₂

The Low Carbon Hydrogen Standard requires electrolyzers to produce hydrogen at an intensity of up to 2.4 kgCO₂/kgH₂

Greater interest from offtakers could exert an upwards pressure on the demand for PPAs, while:



CfD is an alternative to PPAs for developers

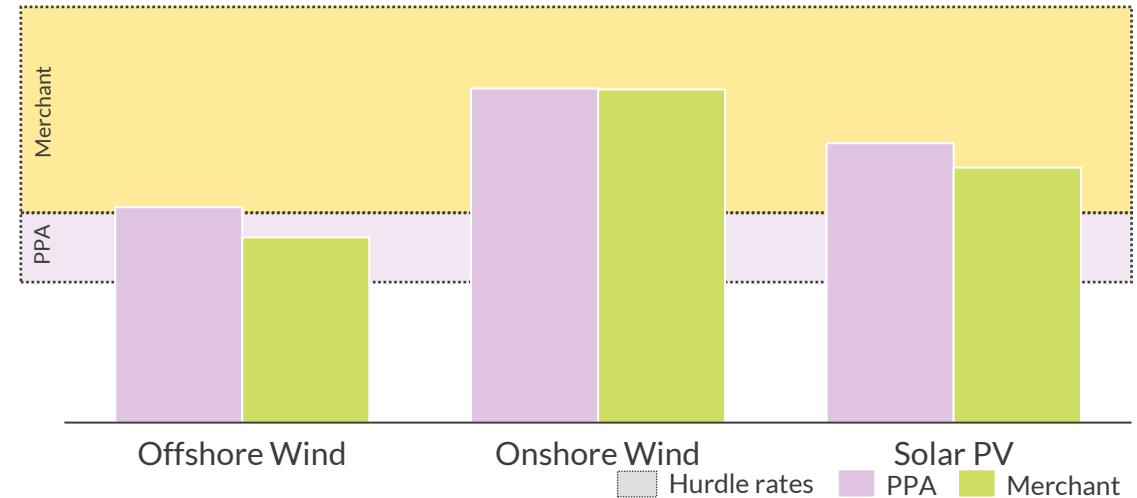


Logistical and regulatory constraints limit the deployment of renewables in the mid-term

1) The Electricity Generation Levy is included in the IRRs.

2 PPAs are a lucrative option for developers due to the lower cost of capital compared to merchant projects **B**

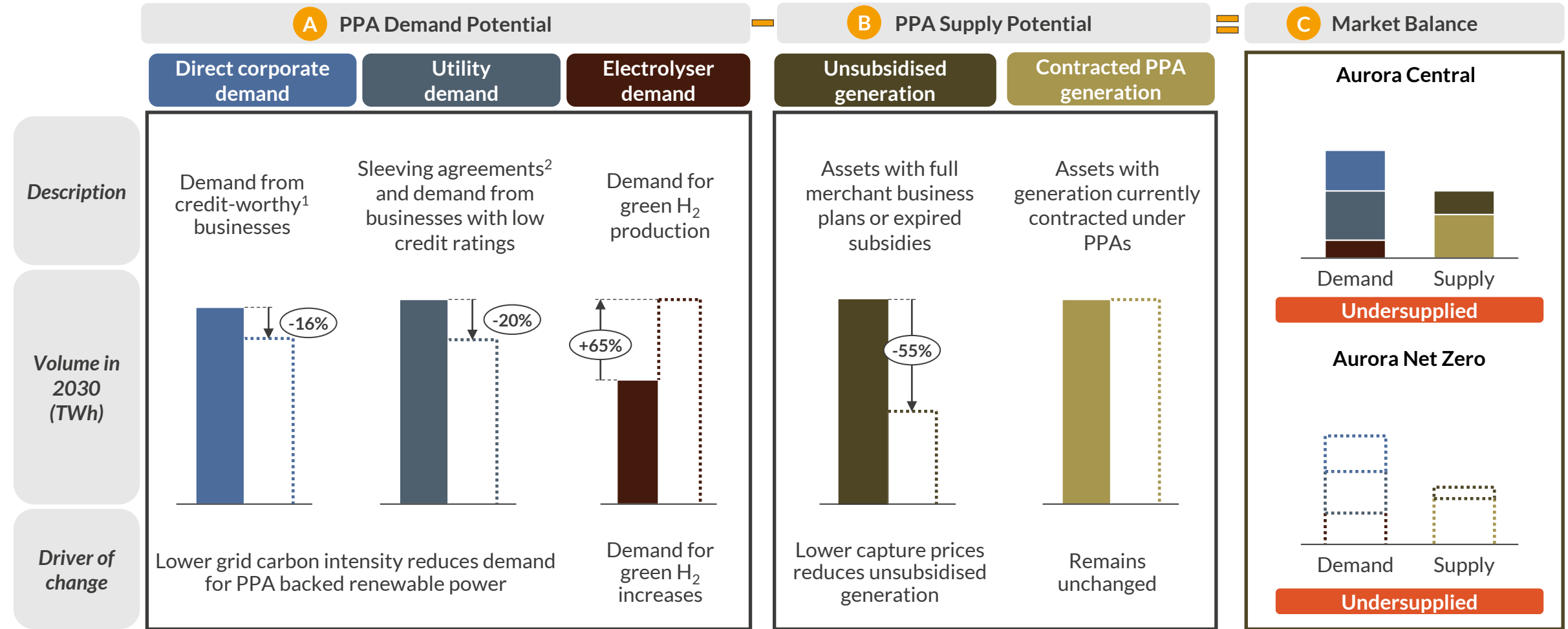
As produced 10-year PPA projects starting in 2025¹
IRR %, pre-tax (real 2021)



3 PPAs can serve as a hedge against declining capture prices due to rapid deployment of renewables in Net Zero **C**

- The rapid deployment of renewables in the 2030s leads to capture prices decreasing below LCOEs
- The supply for PPAs decreases faster than demand in the Net Zero scenario, consequently the imbalance increases

Aurora Central sees the GB PPA market undersupplied in 2030, with the deficit widening in Aurora Net Zero

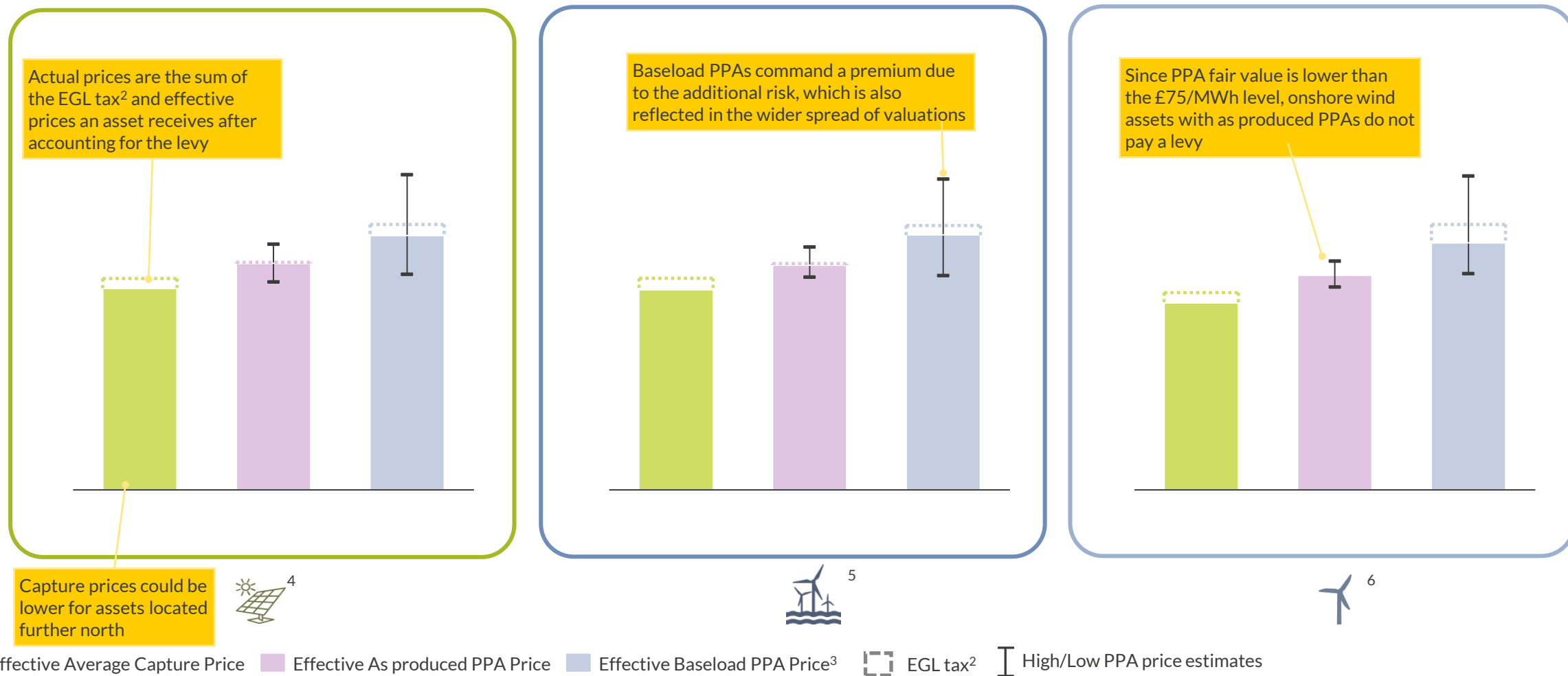


Aurora Central
 Aurora Net Zero

1) Minimum rating of BBB- (S&P) or Baa3 (Moody's); 2) Agreements where an intermediary utility handles transfer of power between counterparties

As demand outstrips supply, PPAs offer attractive returns due to the lower cost of capital, and solar PV assets command a premium to capture prices

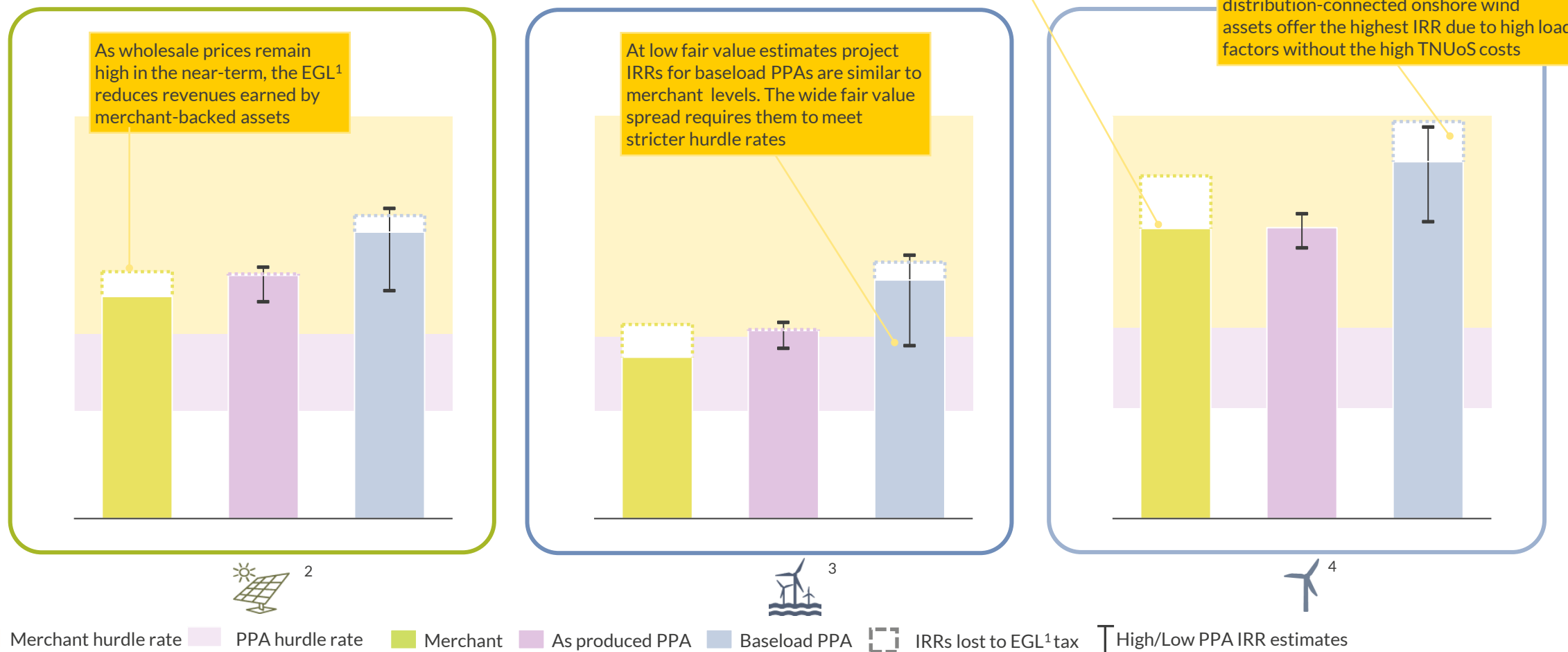
PPA prices by technology for 10-year contracts starting in 2025¹
£/MWh (real 2021)



1) Fully indexed PPAs with investment grade offtaker, WACC of 9% assumed; 2) Electricity Generator Levy 3) Central price estimate assuming developer price and profile risk/hedge to be zero in cases where value of hedge greater than risk, as we assume that developers would not accept a discount on the basis of power price forecasts alone; 4) Distribution connected solar PV in South England, assumed load factor of 12.5%; 5) Transmission connected offshore wind in North Sea, assumed load factor of 52.5%; 6) Distribution connected onshore wind in Scotland, assumed load factor of 37.6%. Sources: Aurora Energy Research

Solar PV can benefit from higher IRRs by entering 10-year baseload PPA contracts compared to a pure merchant route to market...

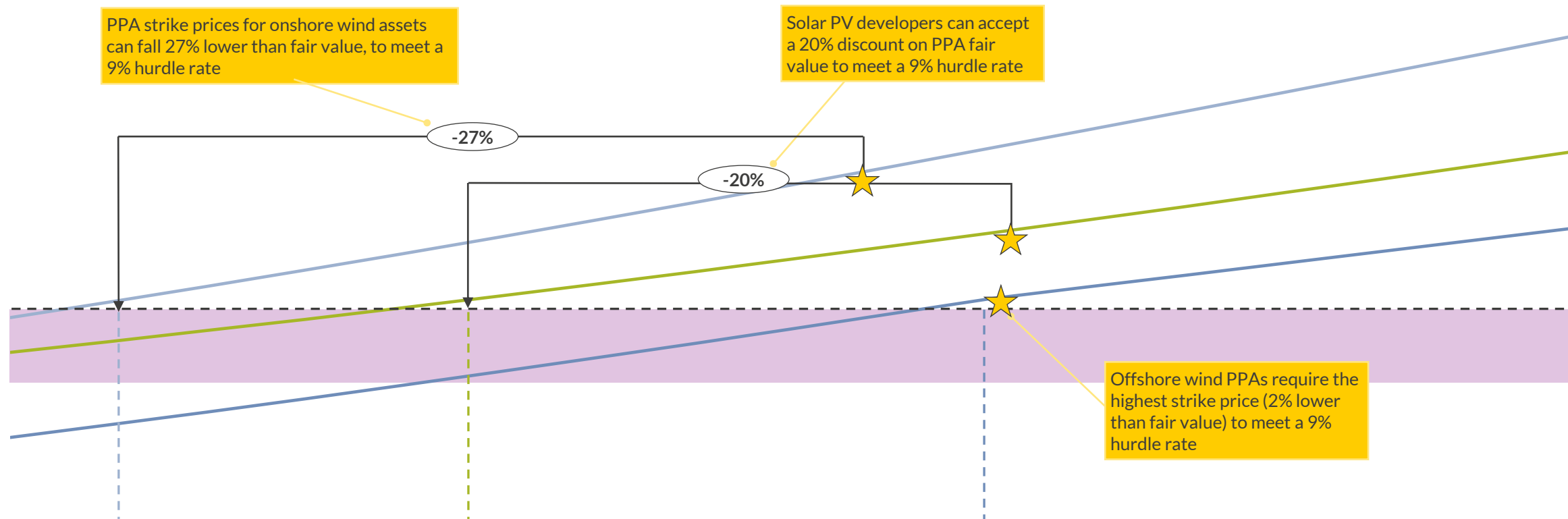
PPA projects IRRs by technology for 10-year contracts starting in 2025
IRR %, pre-tax (real 2021)



1) Electricity Generator Levy; 2) Distribution connected solar PV in South England, assumed load factor of 12.5%; 3) Transmission connected offshore wind in North Sea, assumed load factor of 52.5%; 4) Distribution connected onshore wind in Scotland, assumed load factor of 37.6%, assuming no curtailment

... however, developers might accept PPA prices closer to their hurdle rate to close projects and secure financing if competition is stiff

PPA projects IRRs by technology for 10-year, as-produced contracts starting in 2025
IRR %, pre-tax (real 2021)



PPA prices by technology for 10-year, as-produced contracts starting in 2025¹
£/MWh (real 2021)

— Solar PV² — Offshore wind³ — Onshore wind⁴ ■ PPA Hurdle rate - - - Minimum PPA strike price to achieve 9% hurdle rate ★ Fair value PPA price

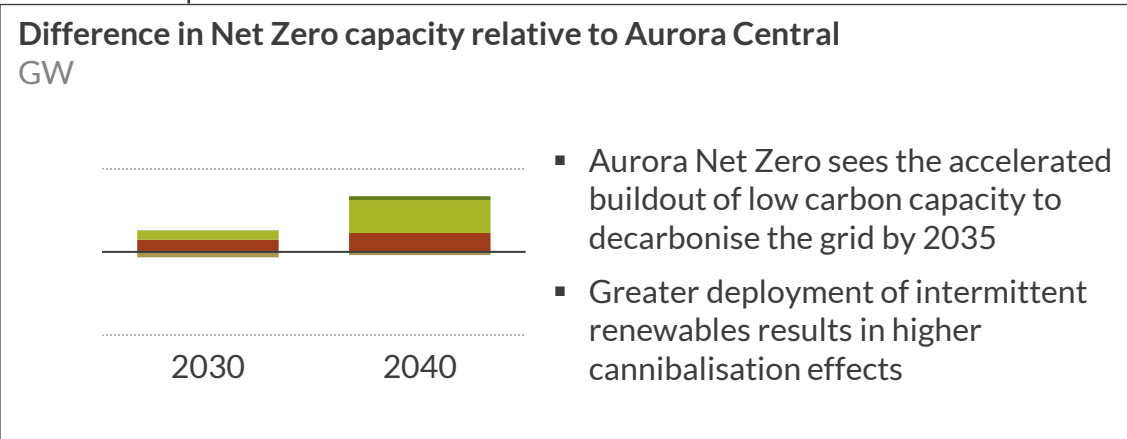
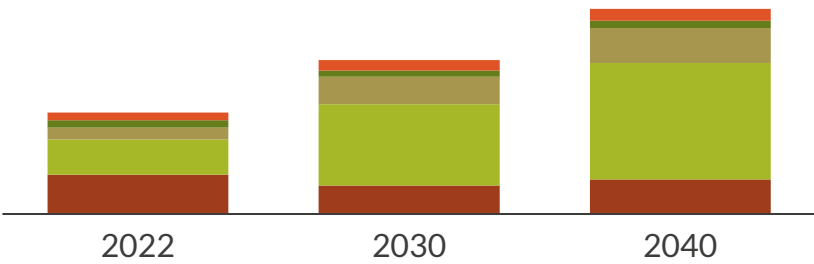
1) WACC of 9% was used; 2) Distribution connected solar PV in South England, assumed load factor of 12.5%; 3) Transmission connected offshore wind in North Sea, assumed load factor of 52.5%; 4) Distribution connected onshore wind in Scotland, assumed load factor of 37.6%.

Sources: Aurora Energy Research

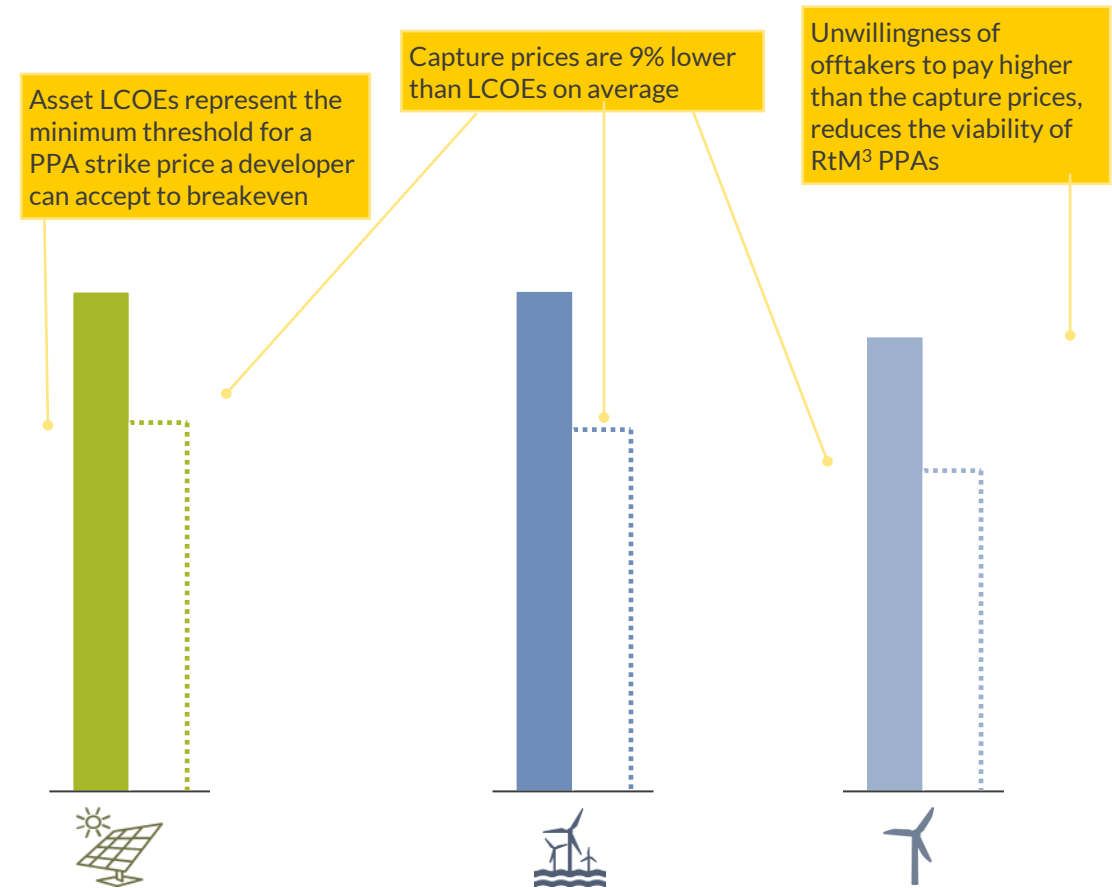
This is a redacted sample of the report. For the full report, contact Pablo Mayo, (pablo.mayo@auroraer.com).

In Aurora Net Zero, the capture price is 9% lower than the LCOE, which is the minimum price that developers can accept

Installed capacity in Aurora Net Zero
GW



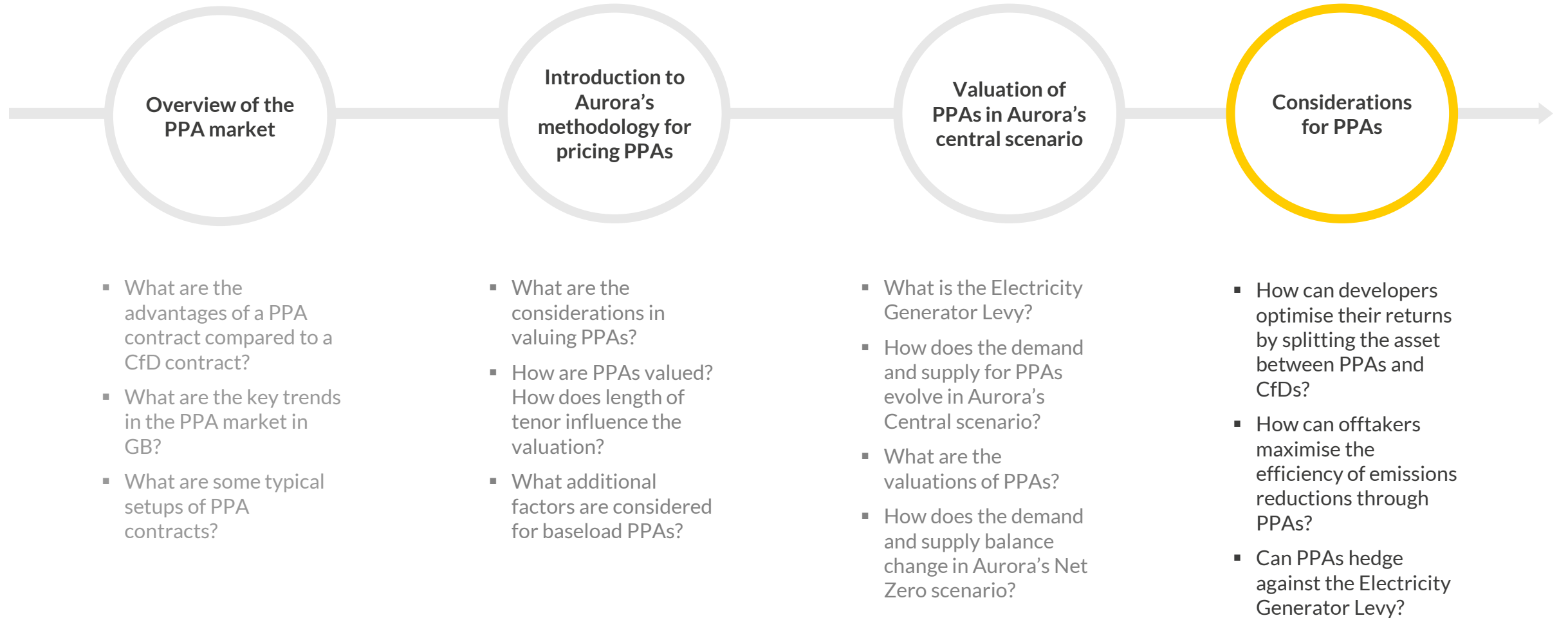
Average renewable capture prices and LCOEs⁵ between 2026-2040
£/MWh (real 2021)



■ Interconnectors ■ Other RES¹ ■ Flexible Assets² ■ Intermittent Renewables³ ■ Baseload⁴ ■ Aurora Central ■ Aurora Net Zero — — LCOE (minimum PPA strike price)

1) Includes, biomass, hydro, EfW and BECCS; 2) Includes battery and pumped storage, gas and hydrogen reciprocating engines and gas and hydrogen OCGTs; 3) Solar, onshore and offshore wind capacity; 4) Includes, nuclear, gas and hydrogen CCGTs, and gas CCS; 5) LCOEs are calculated at a 6% discount rate; 4) Route to market
Sources: Aurora Energy Research
This is a redacted sample of the report. For the full report, contact Pablo Mayo, (pablo.mayo@auroraer.com).
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Agenda

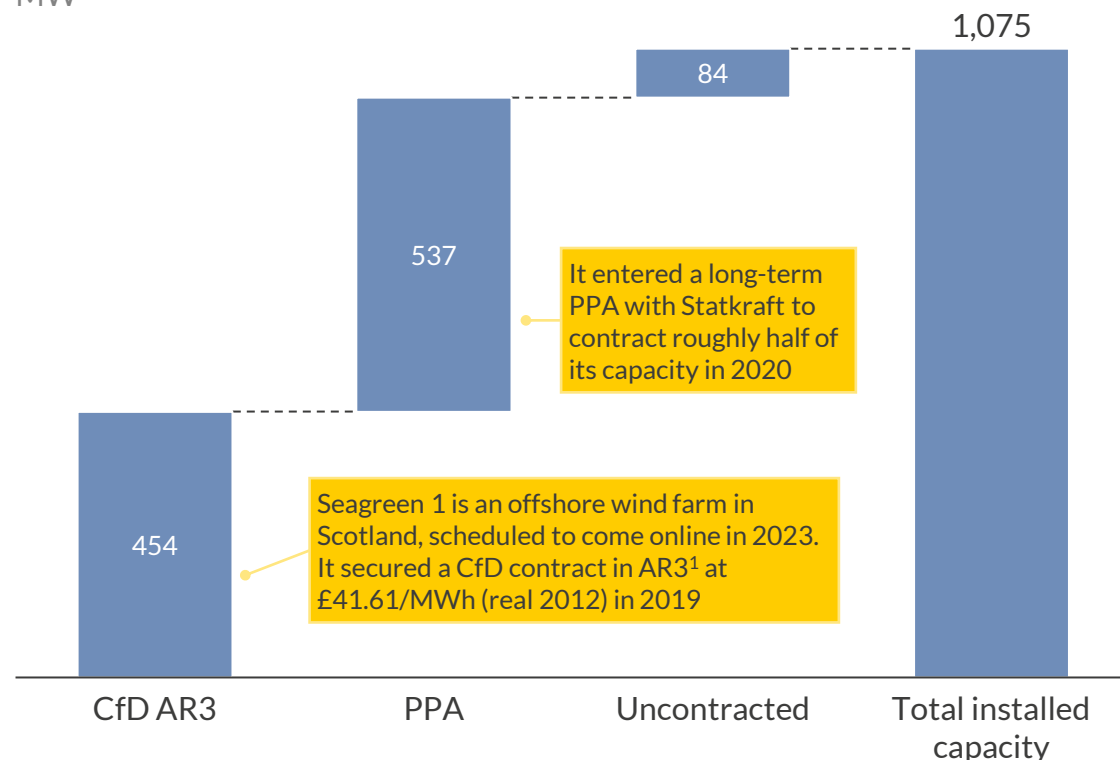


Further considerations include a blend of multiple financing models, the level of emissions abatement achieved and the Electricity Generator Levy

X Deep-dive on subsequent slides

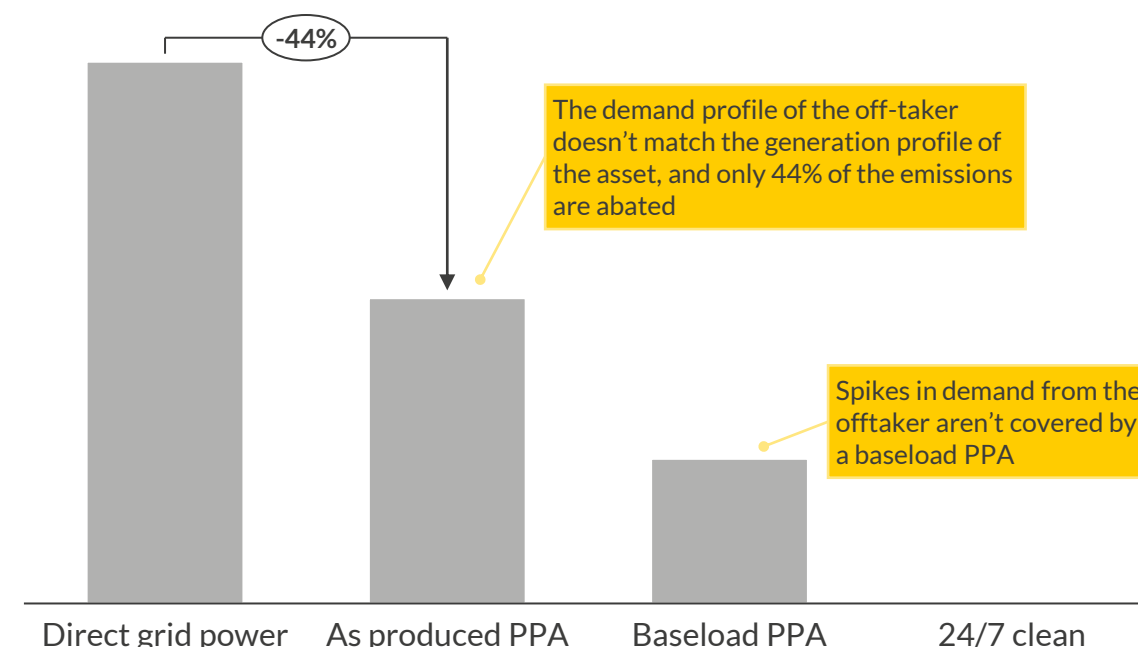
- 1 Developers use PPAs in conjunction with subsidies and merchant financing models to manage risk and increase their returns **A**

Capacity of Seagreen 1 by financing model
MW



- 2 The emissions reduction offered by PPAs depends on the type of PPA and the demand profile of the offtaker **B**

Emissions intensity in 2025 for a corporate offtaker with direct grid power and PPAs², gCO₂e/kWh



The Autumn Statement (17th November 2022) announced an Electricity Generator Levy (EGL). It applies to non-fired generators that benefit from the high-price environment with limited or no exposure to the underlying high costs, and is intended as one of the measures to cover the UK's fiscal deficit. This policy could impact investor sentiment, but the impact on business cases for PPA-backed projects is lower than merchant risk projects **C**

1) Allocation Round 3; 2) As-produced PPA to cover 100% of annual demand with a solar PV asset; baseload PPA covering up to 90th percentile of the offtaker's demand.

Both CfD-backed and merchant projects can increase profitability and mitigate risk by incorporating PPAs into their strategies

Project IRR by technology assuming 2025 entry

IRR %, pre-tax (real 2021)

Solar PV^{1,4}



Onshore wind^{2,4}



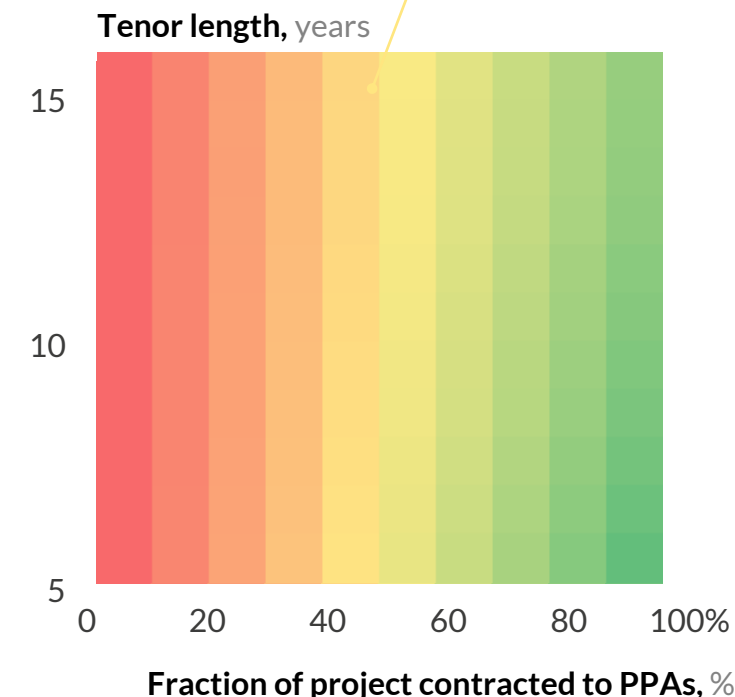
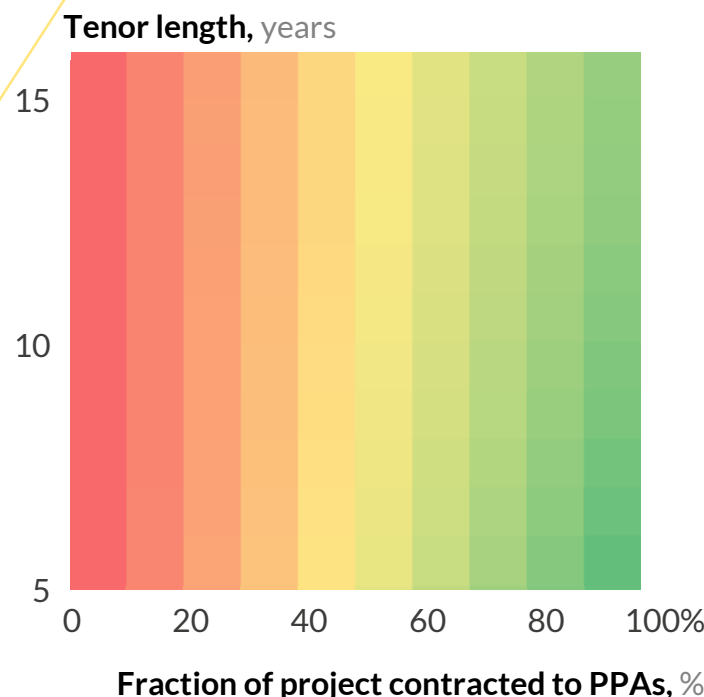
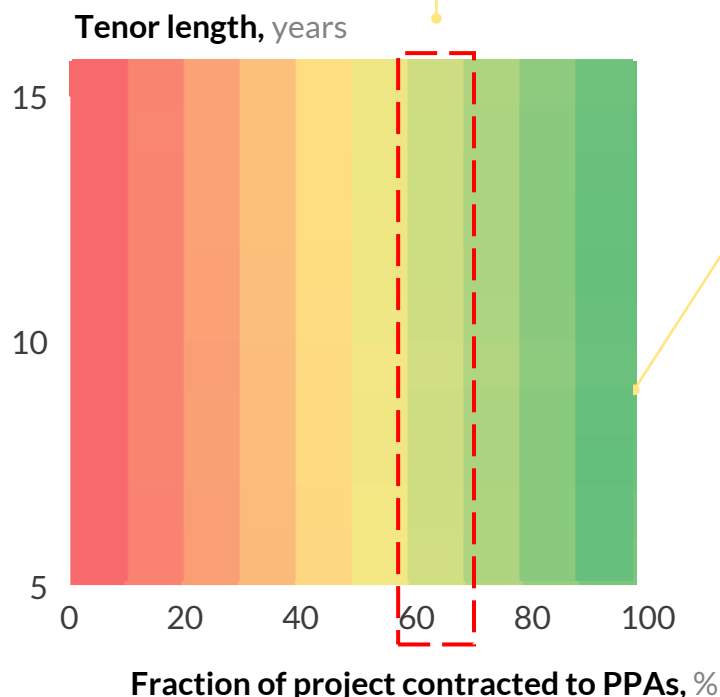
Offshore wind^{3,4}



The share of generation between PPA and CfD is varied, 10% of the generation is always assumed to be sold unhedged. Here, the split is 60% PPA, 30% CfD and 10% merchant

Longer tenors decrease the PPA price and lead to lower IRRs, while shorter tenors increase the PPA price, which leads to higher taxes due to EGL⁵ and lower IRRs

When a smaller fraction of the project is financed by PPAs, greater portion of financing comes from CfDs which have lower hurdle rates

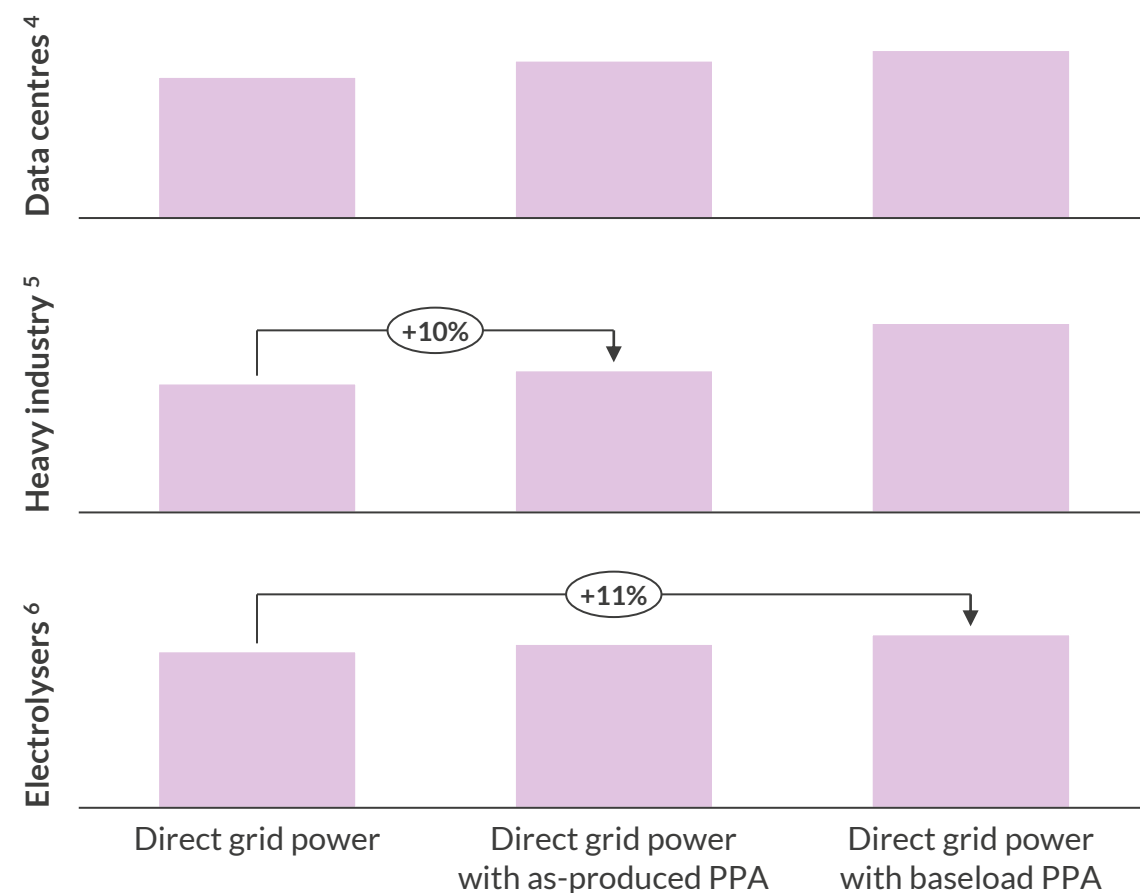


1) Distribution connected in South England, assumed load factor of 12.5%; 2) Distribution connected in Scotland, assumed load factor of 37.6%; 3) Transmission connected in the North Sea, assumed load factor of 52.5%; 4) Assuming 2025 entry, CfD strike price for each technology assumed to be the LCOE at 6% WACC in 2025; 5) Electricity Generator Levy

Offtakers can achieve significant emissions reductions by entering PPAs, with electrolyzers able to abate all emissions at 11% higher than wholesale prices

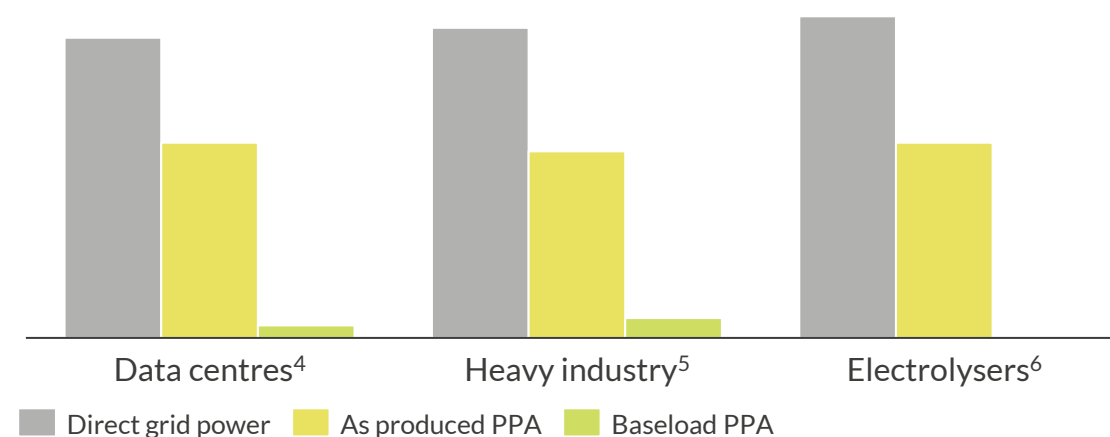
- 1 Compared to wholesale prices, as produced PPAs cost up to 10% more and baseload PPAs cost 47% more depending on the offtaker

Average wholesale cost of PPAs by offtaker type between 2025-34^{2,3}
£/MWh (real 2021)

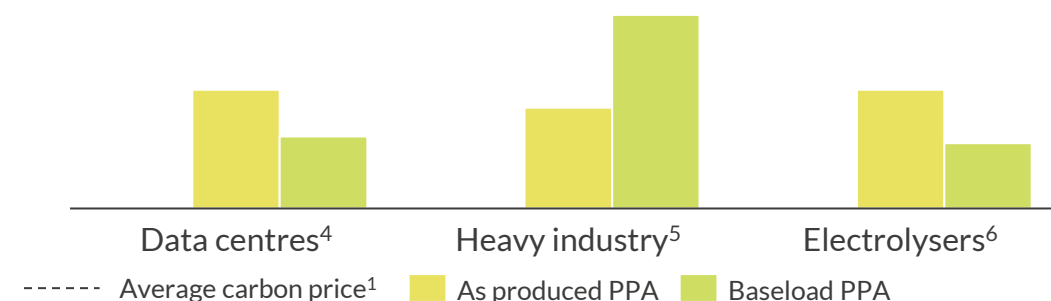


- 2 The optimal emissions reductions depend on the cost of the PPA and the magnitude of emissions reduction it offers

Average emission intensity between 2025-34 by sector for different offtake options, gCO₂e/kWh



Average cost of emissions reduction and UK carbon price from 2025-34
£/tCO₂ (real 2021)



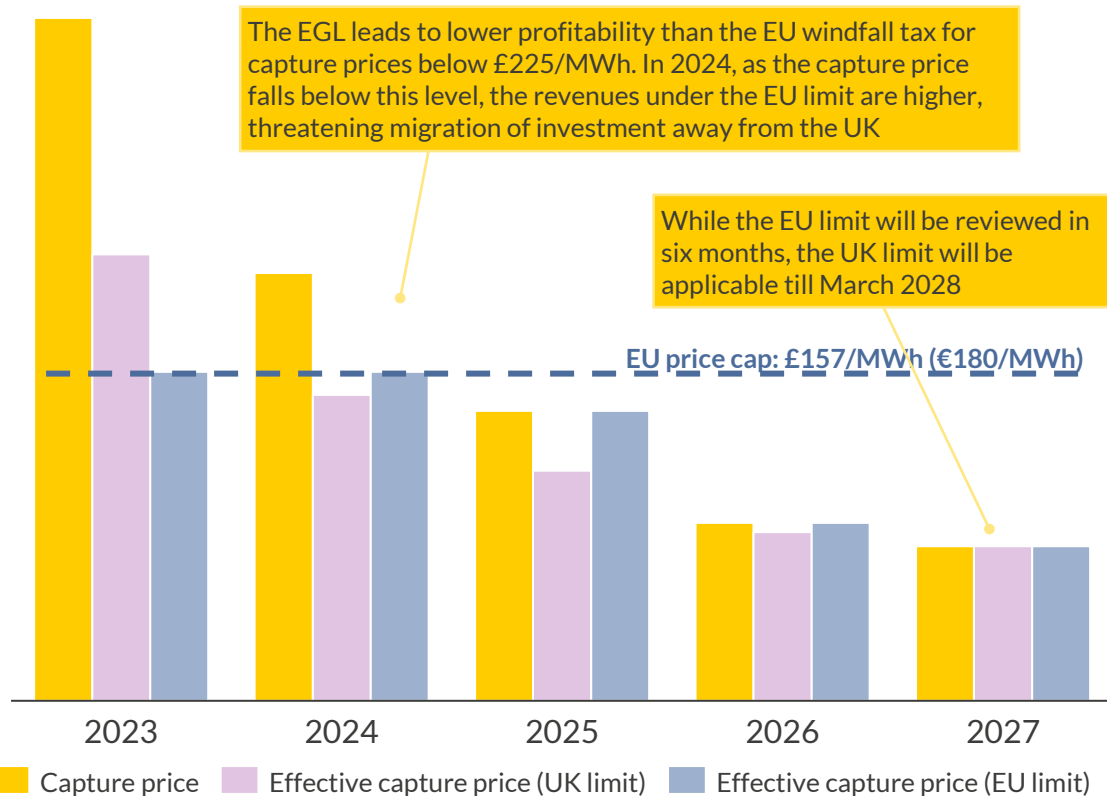
1) Average UK carbon price from 2025-34; 2) Solar PV asset in the south of England with an assumed load factor of 12.5%; 3) Baseload PPA volume set to covers the 90th percentile of offtaker's demand 4) Demand profile for a flat load data centre located in the USA considered, assumed load factor of 85% 5) Demand profile for an Iron and Steel plant in Korea considered, assumed load factor of 20% 6) Demand profile for a GB PEM electrolyser consider, assumed load factor of 90%

The EGL risks diverting investment in renewables to EU countries, but the impact on PPA-backed projects is lower than merchant projects

The EGL mandates a 45% tax on profits from capture prices over £75/MWh made by low-carbon generators between January 2023 and March 2028. It applies to nuclear, renewable and biomass generators that are not backed by CfD contracts. The EU has a similar scheme that taxes all profits from prices over €180/MWh

- 1 The EGL risks an investment hiatus in the UK as the EU price cap of €180/MWh leads to greater profitability for assets between 2024 and 2026

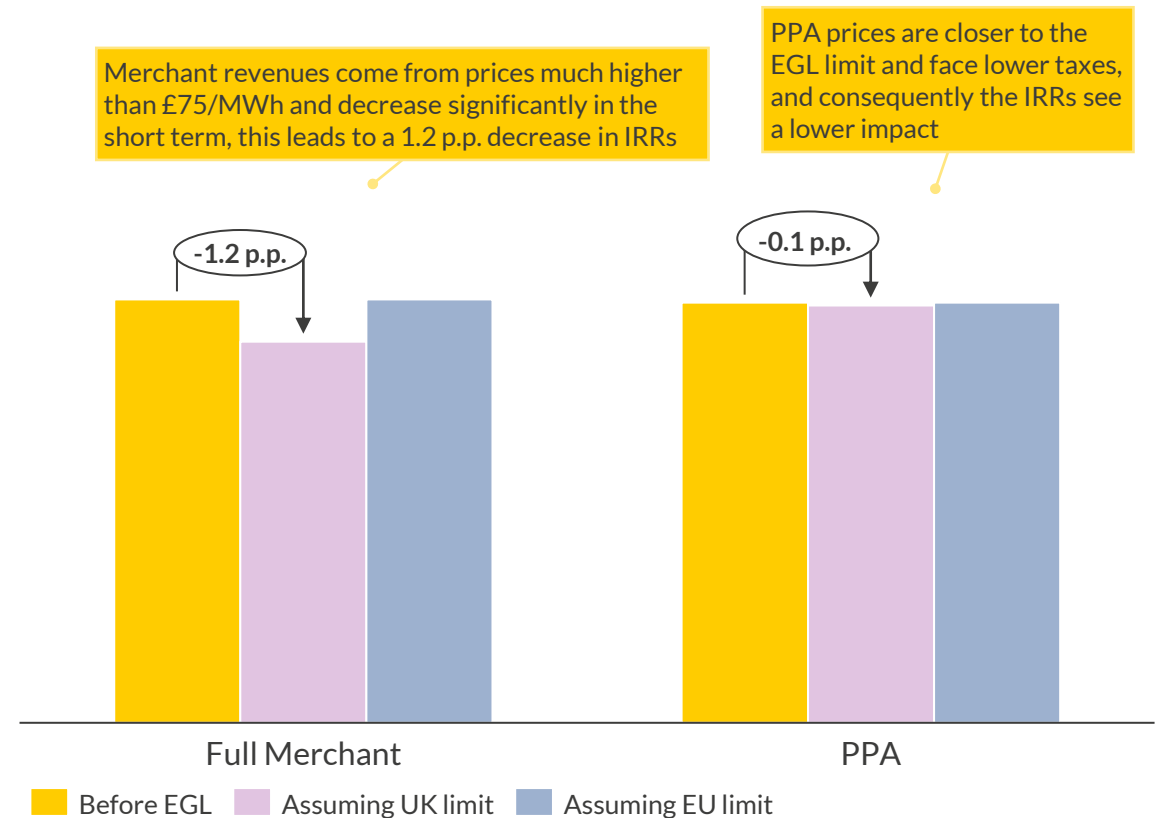
Solar PV¹ capture price and effective capture prices due to windfall taxes assuming the UK and EU limit, £/MWh (real 2021)



1) Solar PV asset in the south of England with an assumed load factor of 12.5%

- 2 PPAs lock in lower prices for 10- or 15-year tenors, and are less impacted by the EGL compared to merchant-risk projects

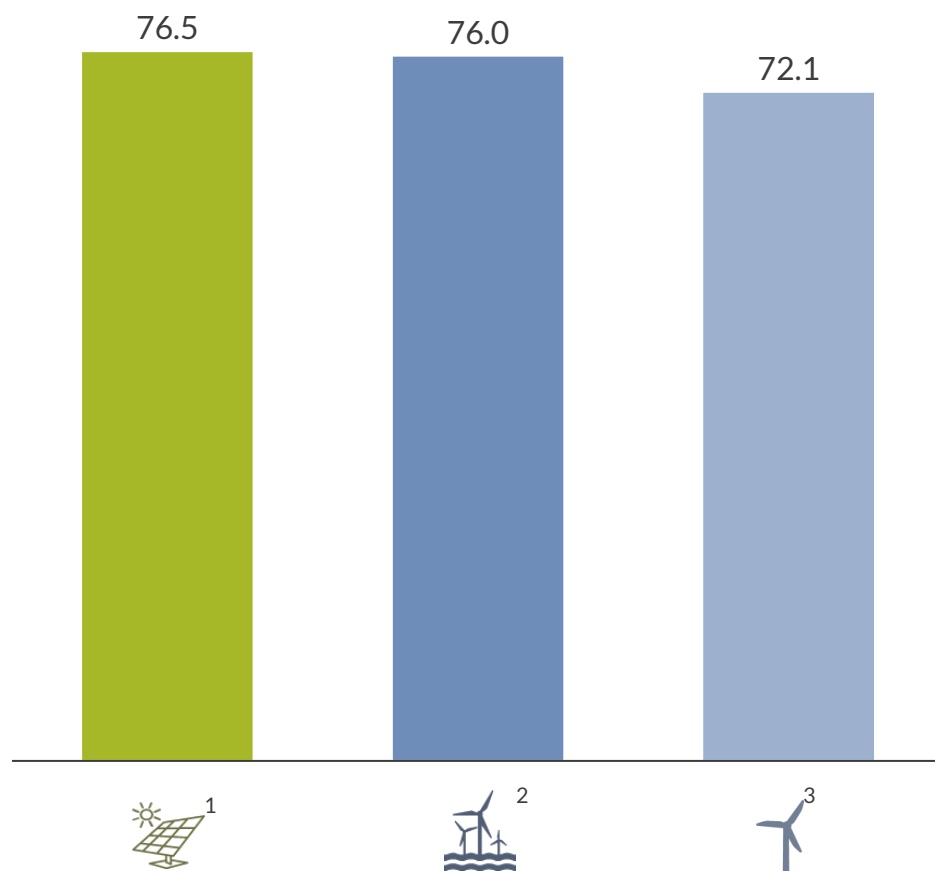
Full merchant and 10-year as produced PPA-backed solar PV¹ project starting 2025, IRR %, pre-tax, (real 2021)



Key takeaways: PPAs can make renewables projects bankable as Government subsidies wane while helping offtakers decarbonise faster than the grid

PPA prices for a 10-year contract starting in 2025

£/MWh (real 2021)



- 1 Route-to-market PPAs have become an increasingly prevalent financing model for renewables due to lower availability of subsidies and the lower flexibility that the dominant subsidy scheme, Contract-for-Difference offers
- 2 PPA can be set up in a range of contract arrangements like as produced, baseload or 24/7 clean PPAs to meet the needs of both offtakers and developers
- 3 Aurora forecasts the GB PPA market to be undersupplied in 2030, with the demand rising to 101 TWh as offtakers seek to decarbonise, with supply only rising to 63 TWh due to logistical constraints
- 4 10-year as produced PPAs starting in 2025 can offer IRRs of 14.5% for onshore wind, 12.1% for solar PV and 9.3% for offshore wind according to Aurora's fair value analysis, however developers would likely accept lower IRRs of up to 9% to close projects
- 5 Offtakers can achieve significant emissions reductions by entering PPAs, with a moderate reduction from as produced PPAs and a significant reduction from baseload PPAs
- 6 Developers can manage risk and increase their returns by choosing to blend the CfD, PPA and merchant-risk financing models, however due to the introduction of the Electricity Generator Levy, the attractiveness of the merchant-risk model has decreased

1) Distribution connected solar PV in South England, assumed load factor of 12.5%; 2) Transmission connected offshore wind in North Sea, assumed load factor of 52.5%; 3) Distribution connected onshore wind in Scotland, assumed load factor of 37.6%.

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To learn more about the GB Power and Renewables market, contact Pablo Mayo, (pablo.mayo@auroraer.com).

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Details and disclaimer

Publication: Role of PPAs in the GB Power Market

Date: 13th December 2022

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