

**Ørsted**

# Capital Markets Day 2023

8 June, 2023

CMD  
2023

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# Ørsted organisation & Group Executive Team

**Mads Nipper**  
Group President & CEO



**2021-now:** Ørsted, Group CEO

**2014-2020:** Grundfos, Group President & CEO

**1991-2014:** LEGO, most recently as Chief Marketing Officer and EVP as well as member of the Management Board

**Daniel Lerup**  
EVP & CFO



**2022-now:** Ørsted, Group CFO

**2009-2022:** Ørsted, most recently as Head of Commercial and EPC & Operations Finance

**Rasmus Errboe**  
EVP & CEO Europe



**2022-now:** Ørsted, EVP & CEO Europe

**2012-2022:** Ørsted, most recently as SVP, Regional Head, Continental Europe

**2006-2012:** Kromann Reumert, Attorney

**David Hardy**  
EVP & CEO Americas



**2022-now:** Ørsted, EVP & CEO Americas

**2020-2022:** Ørsted, most recently as SVP, Regional Head, North America

**2010-2020:** Senvion, Executive Director & Chief Sales Officer, and Vestas, SVP Sales NA

**1990-2010:** Various positions in H.I.G. Capital, Idex Corp, General Electric, and the US Navy

**Olivia Breese**  
SVP & CEO P2X



**2022-now:** Ørsted, SVP & CEO Power-to-X

**2011-2022:** Ørsted, most recently as SVP, Portfolio Development and Strategy

**2006-2011:** Linklaters LLP. Solicitor, Energy and Infrastructure Finance

**Richard Hunter**  
EVP & COO



**2021-now:** Ørsted, EVP & Group COO

**2004-2021:** Bombardier Transportation, most recently as President of Rail Control Solutions and Wayside & South-East Asia

**1989-2004:** Various positions in Land Transportation Authority and London Underground



# Ørsted organisation & Group Executive Team

**Henriette Fenger Ellekrog**  
EVP & CHRO



**2019-now:** Ørsted, EVP & CHRO

**2014-2019:** Danske Bank, most recently as CHRO

**2006-2014:** SAS, most recently as Deputy CEO, EVP, HR & Communication

**1992-2006:** Various positions in TDC and Peptech

**Per Mejnert Kristensen**  
SVP & President APAC



**2022-now:** Ørsted, SVP & President of Region APAC

**1992-2022:** FLSmidth, most recently as Group EVP & President, Asia Region

**Ingrid Reumert**  
SVP & Head of GSR



**2022-now:** Ørsted, SVP & Head of Global Stakeholder Relations

**2011-2022:** Velux Group, most recently as VP, Global External Relations & Sustainability

**2008-2011:** Terma, Director, External Relations

**2003-2008:** Various positions in the Danish Parliament and European Parliament

**Neil O'Donovan**  
EVP & Head of SPP



**2022-now:** Ørsted, EVP & Head of Strategy, Portfolio & Partnerships

**2018-2022:** Ørsted, most recently as CEO Onshore

**2011-2018:** Lincoln Clean Energy, most recently as VP

**2002-2011:** Various positions in Stirling Energy Systems, Booz Allen Hamilton and General Electric

**Anders Zoëga**  
SVP & Head of Legal



**2012-now:** Ørsted, SVP & Head of Legal

**2005-2012:** Ørsted, various positions in Legal

**2000-2005:** Plesner, most recently as Attorney-at-Law



# Other presenters

**Virginie Van de Cotte**  
SVP & CPO

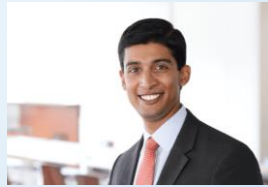


**2022-now:** Ørsted, SVP & Chief Procurement Officer

**2021-2022:** Alstom, VP Operations, D&IS

**2009-2021:** Bombardier Transportation, most recently as VP Equipment & Total Supply Chain

**Varun Sivaram, Ph.D.**  
SVP, Strategy & Innovation



**2023-now:** Ørsted, SVP & Head of Strategy & Innovation

**2021-2023:** U.S. Biden Administration, Senior Advisor to Sec. John Kerry

**2018-2020:** ReNew Power, Chief Technology Officer

**2012-2018:** Various positions: McKinsey, Columbia University, Council on Foreign Relations, Senior Advisor to Los Angeles Mayor, New York Governor

**Rasmus Keglberg Hærvig**  
Head of Investor Relations



**2022-now:** Ørsted, Head of Investor Relations

**2012-2022:** Various positions in Ørsted Finance

# Agenda

Section	Page
<b>Strategic update</b> – Mads Nipper	7
<b>Sustainability</b> – Ingrid Reumert	28
<b>Region Europe</b> – Rasmus Errboe	29
<b>Region Americas</b> – David Hardy	44
<b>Region APAC</b> – Per Mejnert Kristensen	58
<b>Power-to-X</b> – Olivia Breese	61
<b>EPCO</b> – Richard Hunter & Virginie Van de Cotte	72
<b>Innovation</b> – Varun Sivaram	87
<b>Financial update</b> – Daniel Lerup	88
<b>Wrap-up</b> – Mads Nipper	110
<b>Appendix</b>	112

# Strategic update

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**Mads Nipper**  
Chief Executive Officer



# A clean energy transition is increasingly urgent

**2.7 °C**

is the average global temperature increase by 2100 expected under current policies

**74 %**

of annual global greenhouse gas emissions are from energy

**10 %**

of all species will face a very high risk of extinction if global temperatures rise by more than 2.0 °C

**50-75 %**

of the global population is at risk of exposure to periods of life-threatening heat and humidity by 2100

**USD 44 tn**

of economic value generation globally is exposed to risks from nature loss

**Our vision is more relevant than ever**



**Let's create a world  
that runs entirely on  
green energy**



# Profound shifts in the energy landscape present opportunities for Ørsted

## Energy trilemma

Rising geopolitical tensions

Societal emphasis on not only clean but also secure and affordable energy

Impact on Ørsted



## Regulatory tailwind

Unprecedented political tailwind for green transition

Enhanced build-out targets, incentives, tax credits, and attempts to streamline permitting



## Increasing LCOE levels

Rising LCOE levels for the first time in a decade

Changed macro environment and supply chain issues

Increasing PPA prices/inflation indexed CfDs



## New sources of demand

New sources of demand from industry and mobility

Acceleration fuelled by regulatory requirements and political support



## System integration

Rising importance of system integration and flexibility management

P2X to absorb increasing share of renewable power



## Nature positive

Extent of projected renewables growth requires a sustainable and biodiversity-friendly build-out



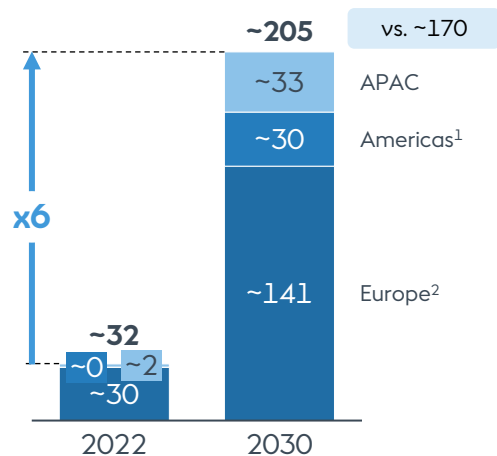


# Rapidly growing addressable market for Ørsted

## Offshore wind

Installed capacity (excl. China), GW

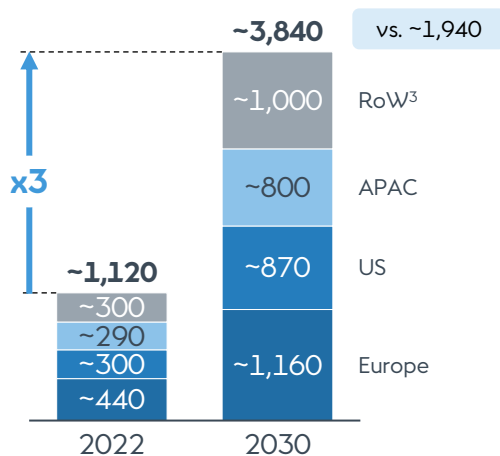
2030 market forecast at CMD 2021



## Onshore renewables

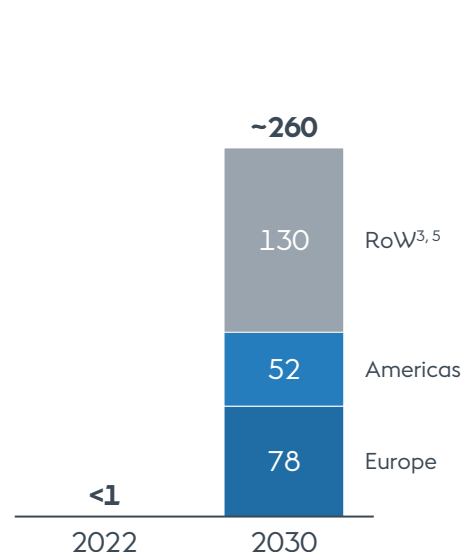
Installed capacity (excl. China), GW

2030 market forecast at CMD 2021



## Power-to-X (P2X)

Electrolyser capacity, GW<sup>4</sup>



Notes: 1. US Biden administration's target of 30 GW by 2030. 2. Based on the Ostend Declaration target (120 GW in the North Sea), the Marienborg Declaration target (19.6 GW in the Baltic Sea), and BNEF data for European countries not participating in these declarations (Portugal, Italy, Greece, and Spain). 3. Rest of world. 4. Estimated electrolyser capacity required to meet forecasted renewable H<sub>2</sub> demand of 21 mtpa, based on IEA's Announced Pledges Scenario (APS) H<sub>2</sub> balance. Regional split indicates location of expected demand (which may differ from supply) and is based on internal estimates applied to IEA data. 5. Incl. APAC. Sources: BNEF (2022), Ostend Declaration, Marienborg Declaration, The White House, IEA (2022).

# We have delivered strong results since the last CMD, strengthening our unique position

## Achievements

**7.6 GW** awarded offshore capacity, world-leading

**1.3 GW** installed at Hornsea 2, world's largest offshore farm

**2.8 GW** Hornsea 3 awarded, world's future largest offshore farm

**3.7 GW** entered construction across regions<sup>1</sup>

**2.2 GW** farm-downs completed<sup>2</sup>

**70 MW** FlagshipONE FID<sup>3</sup>

## Unique position

**No. 1** in offshore installed capacity across regions

**No. 1** in offshore awarded capacity, ~70 % more than #2<sup>4</sup>

**No. 1** offshore wind portfolio, 2.2x more than #2<sup>5</sup>

**Rapidly growing** in key onshore growth markets

**Leading player** in bringing P2X to commercial scale

**Top 3 deployer of capital** worldwide to the green transition

## CMD 2021 guidance status

**On track** to reach ~50 GW renewable capacity by 2030

**Outperforming** at ~15 % EBITDA CAGR from 2020-2027 vs. prior ~12 %

**Outperforming** at ~15 % average ROCE from 2020-2027 vs. prior 11-12 %

**On track** to deliver ~98 % reduction in scope 1-2 emissions by 2025<sup>6</sup>

Notes: 1. Across offshore, onshore, and P2X. 2. 50 % of the capacity of farmed-down assets, covering Borssele 1 and 2, Borkum Riffgrund 3, Hornsea 2, Greater Changhua 1, Plum Creek Wind, Willow Creek Wind, Lincoln Land Wind, and Muscle Shoals. 3. Largest e-methanol project under construction in Europe. 4. #2 competitor awarded 4.4 GW compared to Ørsted's 7.6 GW (only offtake agreements, i.e. not including leases). 5. #2 competitor has ~10.3 GW compared to Ørsted's 22.4 GW (covers capacity that is installed, under construction, and awarded). 6. Relative to 2006 levels.

# We are clearly delivering value across our portfolio

## Status of our value creation across each stage of our asset portfolio

### Installed capacity

15.5 GW

Across technologies

#### Status

**Value of operational assets significantly increased**

EBITDA CAGR<sup>1</sup> 2020-2027 increased to ~15 %

ROCE 2020-2027 increased to ~15 %

### Assets under construction

4.9 GW

Across technologies

#### Status

**Value creation confirmed at FID**

Continuous optimisation through cost/revenue levers

### Awarded projects

10.6 GW

Across technologies

#### Status

**Commitment to strict financial discipline**

Continuous project development optimisation through cost/revenue levers

Reconfiguration of projects with insufficient value creation

### Pipeline

~114 GW<sup>2</sup>

Across technologies

#### Status

**Unchanged industry-leading value creation requirement**

Targeting 150-300 bps spread to WACC<sup>3</sup>

Notes: 1. From offshore and onshore assets in operation by 2027. 2. Includes both substantiated and opportunity pipeline. See appendix for definition. 3. Targeted range for spread to WACC at time of bid/FID (whichever comes first) for individual projects. The targeted range is not a hurdle rate and, consequently, there could be projects that deviate from the targeted range.



# We are leveraging all of our industry-leading capabilities to enhance the value of our awarded portfolio

## Our approach to developing our awarded projects

**1**

Work intensely with the supply chain

**2**

Continue dialogues with regulators

**3**

Pursue revenue optimisation

**4**

Reconfigure projects with insufficient value creation

**5**

Exit projects if value creation is not sufficient

# Unparalleled capabilities to drive continued industry leadership

## Commercial



**Peerless development capabilities**

~70 % increase in substantiated pipeline since last Capital Markets Day



**Disciplined bidding**

Refrained from bidding in Massachusetts, Taiwan, France, Vietnam, New York Bight, and California



**Flexible and proven financing approach**

2.2 GW farm-downs executed since last Capital Markets Day<sup>1</sup>



**Positioned as preferred decarbonisation partner to corporates**

BASF  
TSMC  
Amazon  
Microsoft (CCS)

## EPCO



**Deep technical experience and superior execution engine**

Hornsea 2, the only major infrastructure project in the UK with no stoppage due to COVID-19



**Long-standing supplier approach to secure capacity**

Capacity for critical CAPEX components secured for >50 % of total build-out<sup>2</sup>  
Accelerating supply chain scale-up

## Stakeholders

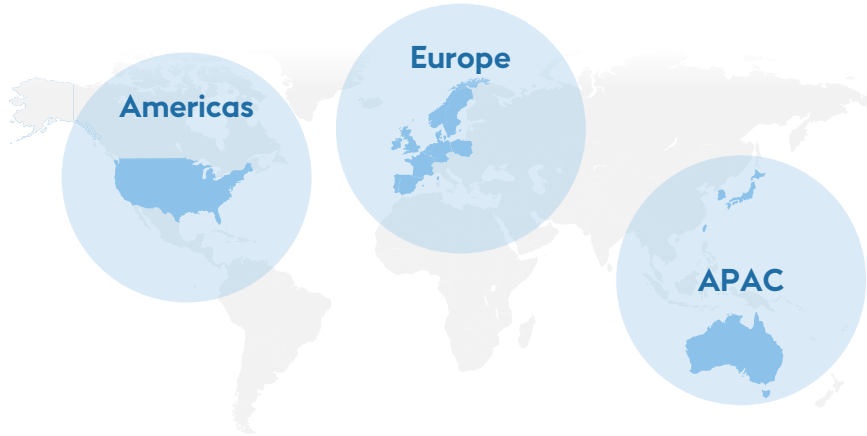


**Strong stakeholder relations, making us the voice of the industry**

Leader in regulatory engagement, e.g. in Poland and Maryland

# Our regional structure optimises our ability to deliver targeted solutions to meet regional decarbonisation demands

## Our integrated regional structure



- Three power generation regions integrated across offshore and onshore
- Global EPCO organisation<sup>1</sup>
- Global P2X organisation

## Benefits from our organisational setup



Allows regional business units to tailor their growth strategies across technologies to region-specific opportunities and markets



Meets local customer needs across technologies, enabling us to deliver customised decarbonisation solutions



Enables our corporate affairs functions in each region to speak with a powerful voice to reach regulators and stakeholders



Marshals global scale in our EPCO organisation to drive lower costs and superior execution performance

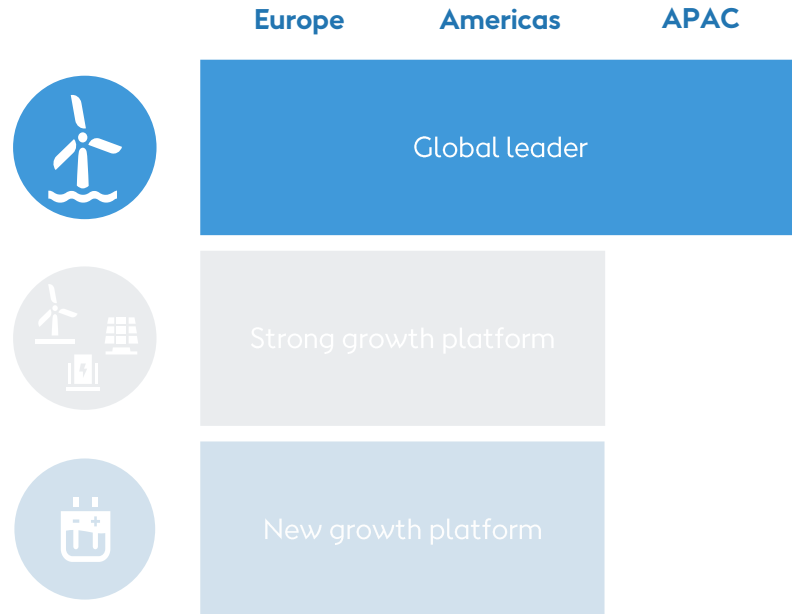


Reflects global nature of e-fuels customers, enables rapid learning loops, and ensures close alignment with power generation regions



# Maintain global offshore leadership

## Our growth platform



## Offshore wind – strategic principles



Maintain global offshore leadership across Europe, Americas, and APAC



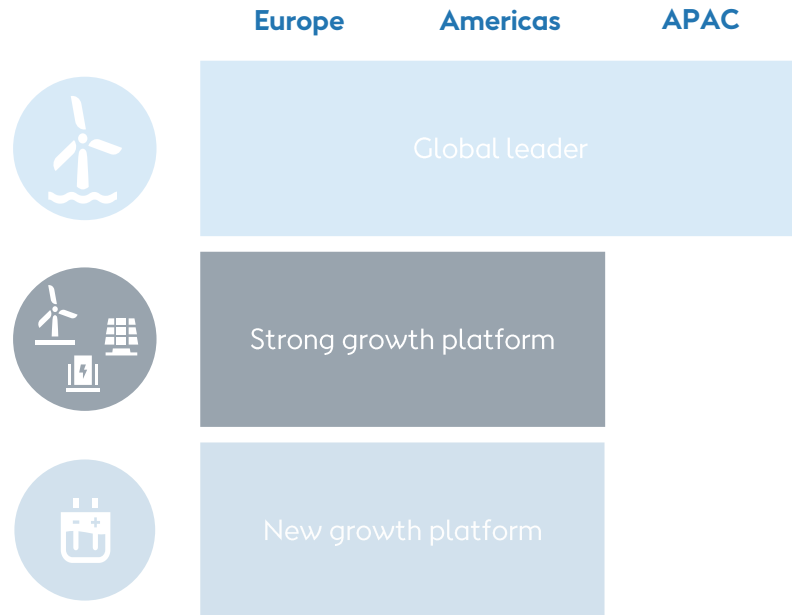
Bid selectively and deselect opportunities where value is not sufficient, as demonstrated by deselecting auctions in Massachusetts, Taiwan, and markets in France, Vietnam, etc.



Build strong opportunity pipeline in selected markets, including floating opportunity pipeline in Norway, UK, and Iberia

# A significant onshore renewable developer in the US and Europe

## Our growth platform



## Onshore – strategic principles



Target high-growth onshore markets in the US and Europe to tap into the massive growth opportunities



Leverage deep regional market expertise and capabilities across the organisation to deliver customer solutions



Diversify earnings given complementarity to offshore on load distributions and shorter timeline from CAPEX to COD

# Market-shaper in P2X in Europe and the US

## Our growth platform



## P2X – strategic principles



Shape the P2X market and position ourselves to take advantage of demand at scale later in the decade



Focus on production hubs in Europe and the US to become a significant regional player



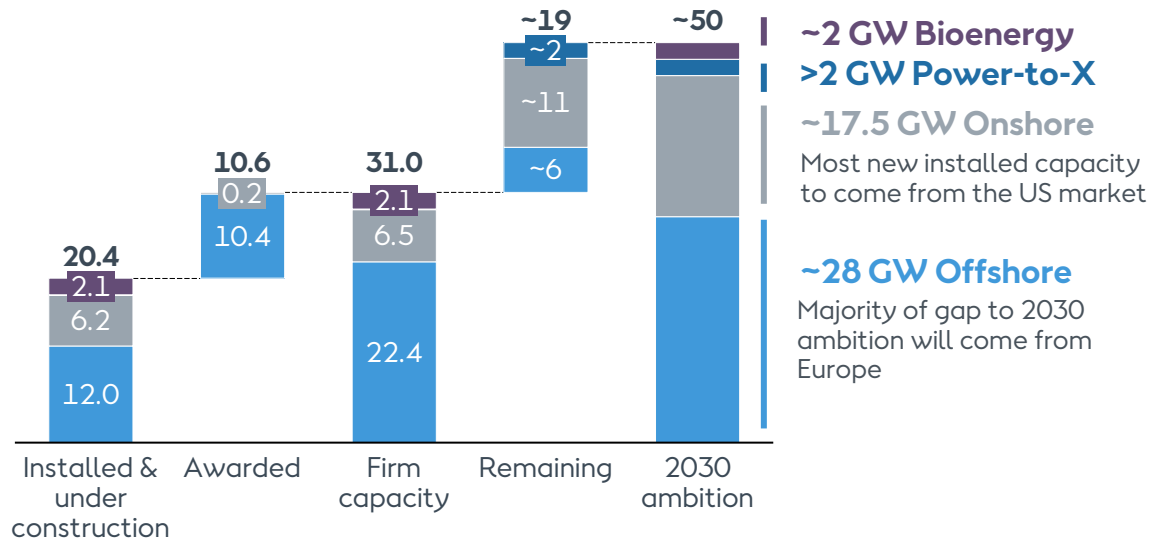
Delivery focus in the short to medium term on e-methanol and renewable hydrogen with late decade e-ammonia opportunities in portfolio



# Fully self-funded plan to maintain 2030 ambition of ~50 GW of installed renewable capacity

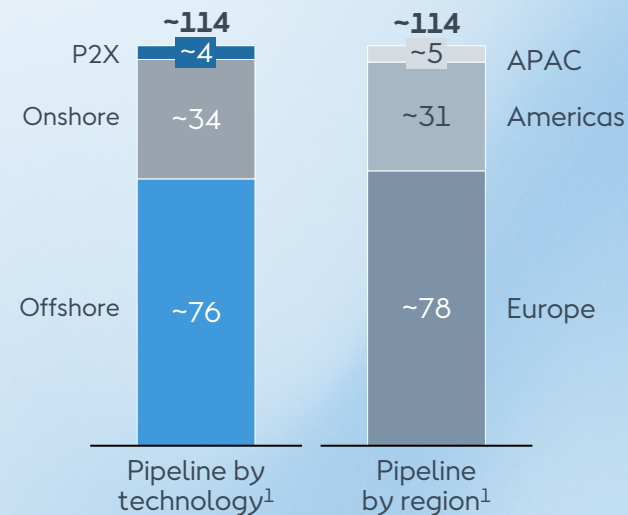
## Installed renewable capacity by 2030

Gross capacity, GW



## Our pipeline

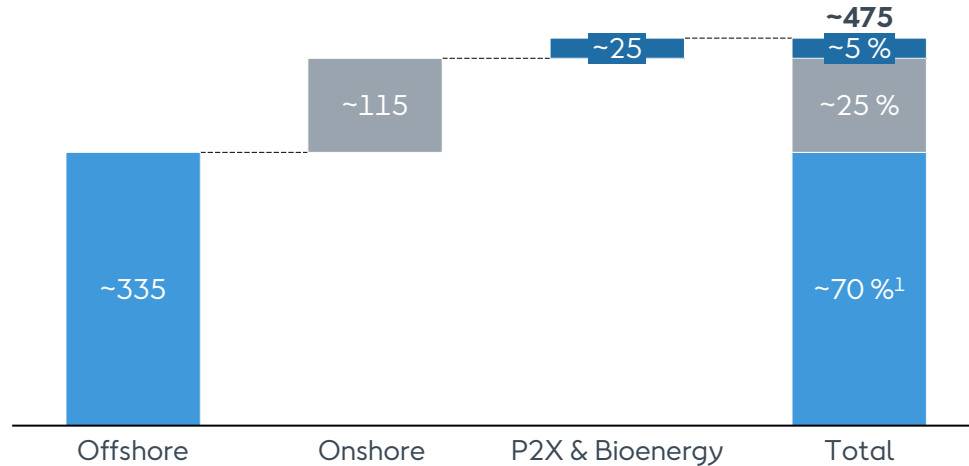
Gross capacity, GW



# We will invest DKK ~475 billion through 2030 in one of the largest investment programmes in the industry

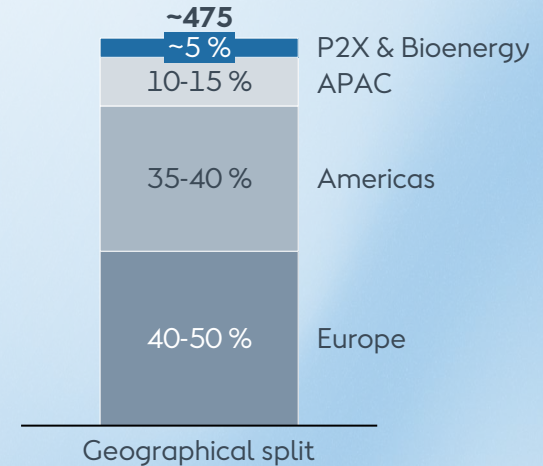
## Capital allocation towards 2030

Gross investments, 2023-2030, DKKbn



## Regional split

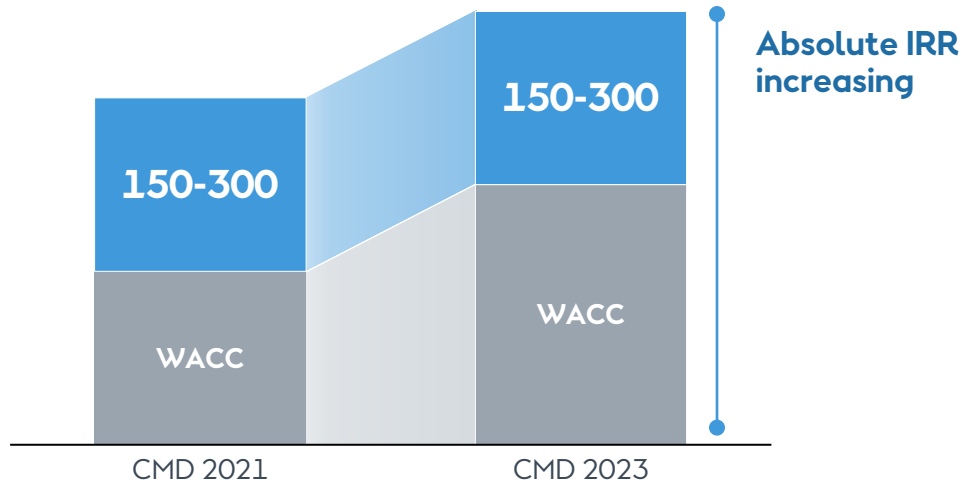
Gross investments, 2023-2030, DKKbn



# We remain committed to an industry-leading return requirement

## Targeted range for spread to WACC across all technologies

bps<sup>1</sup>



## Our capital allocation approach



Commit firmly to capital discipline



Achieve higher absolute IRRs due to our ability to ensure higher PPA prices and unique capabilities



Increase contingencies in our future bids

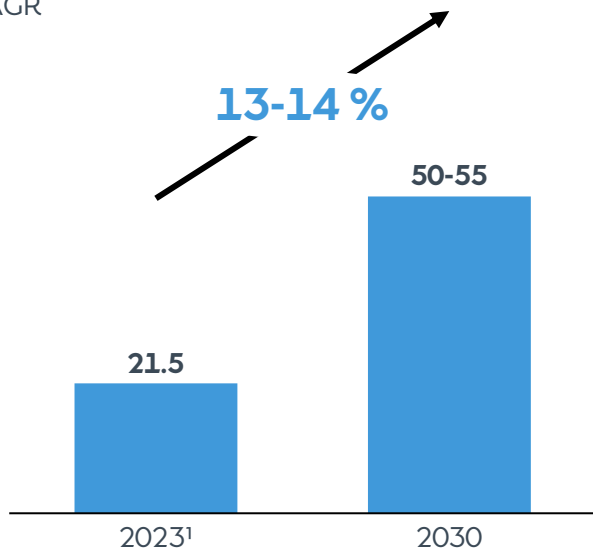


# We will deliver higher operating earnings and returns

## Group EBITDA (excl. new partnerships)

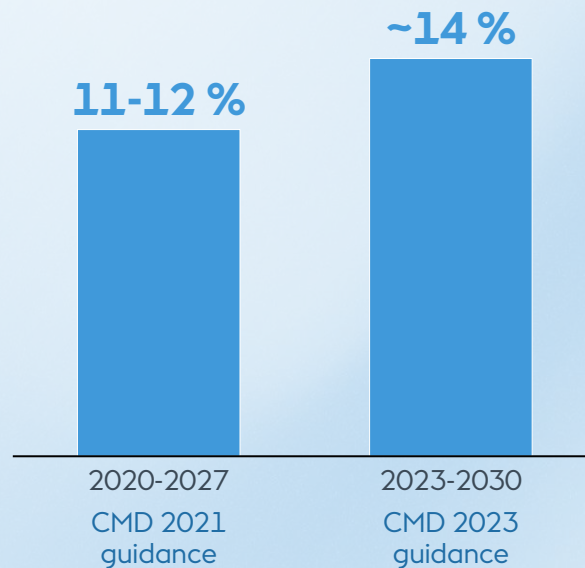
2023-2030, DKKbn

X% CAGR



## Return on capital employed (ROCE)

Average 2023-2030



# We have industry-leading sustainability ambitions and take action



## Science-aligned climate action

**2025**

98 % reduction in emissions intensity<sup>1</sup>

**2040**

Net-zero value chain<sup>2</sup>



## Green energy that revives nature

**2030**

No later than 2030, all new renewable energy projects commissioned must have net-positive biodiversity impact



**Today**

Zero wind turbine blades to landfill  
Zero solar panels to landfill

## A green transformation that works for people

**2030**

40:60 gender balance in our total workforce and among people leaders (women:men)

## Governance that enables the right decisions

**Today**

We exclusively deploy green and sustainable long-term financing, and all projects are taxonomy-aligned

# We are the first energy company in the world to issue a blue bond

## Highlights



On **World Oceans Day**, we are catalysing investment into the sustainable blue economy



Taking action with a 5-year, **EUR 100 million** private placement blue bond



Funding **offshore biodiversity** to support our 2030 net-positive biodiversity ambition



Funding **sustainable shipping fuels** to decarbonise hard-to-electrify sectors through our growing P2X business



*We need to increase financing to the sustainable ocean economy. Blue bonds, such as Ørsted's, by the private sector are an important tool to deliver crucial financing for projects aimed at addressing a broad scope of environmental and social issues facing our world today*

**Sanda Ojiambo**  
United Nations Assistant  
Secretary General



# We aspire to become the world's leading talent platform in renewable energy

## Selected people initiatives



Global graduate programme to target emerging talent from across the world (4,200 applications received in 2023, 50% higher than 2022)



Talent development programmes in place at all levels of seniority to strengthen internal talent pipeline



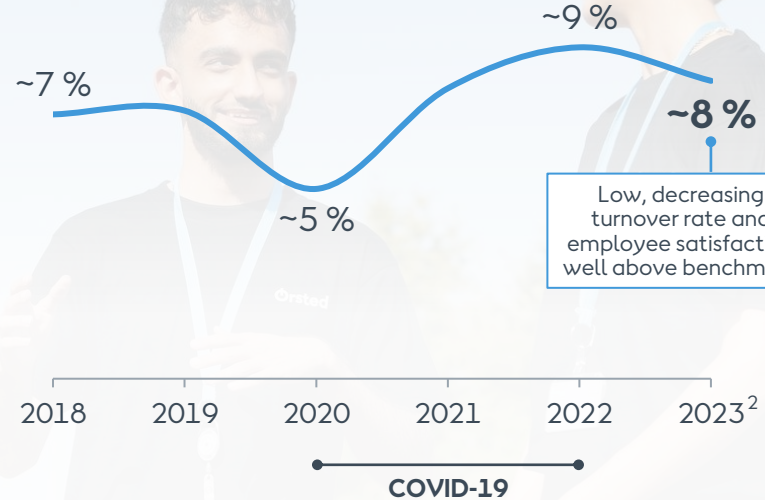
Employee-driven Inclusion Networks (IN) such as Gender IN, LGBTQ+ IN, Race & Ethnicity IN, and Disability Equality IN



Wind Power Ready, a first-of-its-kind job-readiness scheme providing a path for people from underserved communities to a wind farm technician career

## Low turnover rate

Voluntary turnover<sup>1</sup>, 2018-2023, %



# Becoming the world's leading green energy major

## Our strategy

Be selective in the massively growing market, and continue to deliver industry-leading value creation

Maintain global leadership in offshore wind across Europe, Americas, and APAC

Establish a significant regional growth platform in onshore renewables and shape the market for P2X

Leverage our unrivalled global pipeline of ~114 GW to advance the most value-creating ~50 GW renewable capacity by 2030

Deliver significant growth in operating earnings, attractive long-term return on capital, and a long-term dividend commitment to our shareholders

## Our strategic ambition, financial targets, and policies

**~50 GW**

installed renewable capacity by 2030

**150-300 bps**

targeted range for spread to WACC<sup>1</sup>

**13-14 %**

EBITDA CAGR for the period 2023-2030

**~14 %**

ROCE for the period 2023-2030

**Extending dividend commitment to 2030**

Notes: 1. Targeted range for spread to WACC at time of bid/FID (whichever comes first) for individual projects. The targeted range is not a hurdle rate and, consequently, there could be projects that deviate from the targeted range.



## Sustainability

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**Ingrid Reumert**

SVP & Head of Global  
Stakeholder Relations



# Region Europe







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**Rasmus Errboe**  
EVP & CEO of Region  
Europe




# We are a major green power producer, and we compete from a position of strength as the undisputed regional offshore leader

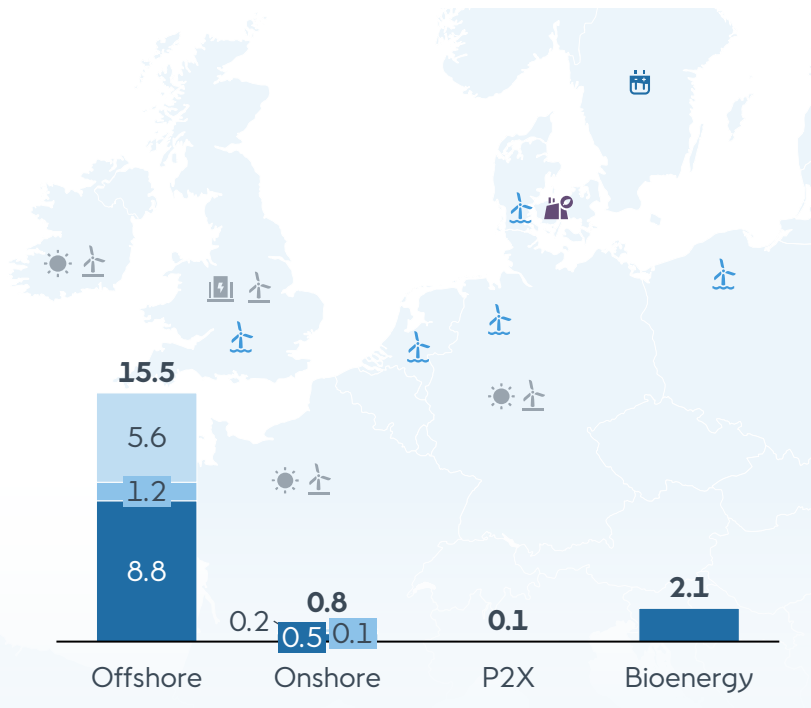
## Ørsted footprint<sup>1</sup>

-  Offshore wind
-  Onshore wind
-  Onshore solar PV
-  Storage
-  Bioenergy CHPs<sup>2</sup>
-  P2X

## Ørsted firm capacity<sup>1</sup>

Gross capacity, GW

-  Awarded
-  Under construction
-  Installed



## Unique positioning in Europe

**27** operational offshore farms

**1,500+** spinning offshore wind turbines

**~30** installed onshore wind, solar PV, and storage assets

**~11 million** homes powered

**5** biomass-fuelled CHP<sup>2</sup> plants

# Since our last Capital Markets Day, we have delivered on major milestones and industry firsts

## Key achievements in Region Europe in the last 24 months

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- **1.3 GW** entered construction phase across offshore and onshore
- COD of **world's largest** offshore wind farm (1.3 GW Hornsea 2)
- Awarded **5.6 GW** of new offshore wind capacity<sup>1</sup>
- First-ever **merchant farm-down** (out of three successful farm-downs)<sup>2</sup>
- First-ever **25-year pre-FID CPPA** (186 MW CPPA with our strategic partner BASF)
- **Entry into industrial-scale floating offshore wind** with attractive pipeline (1.1 GW UK leases)
- **Successful integration** of onshore acquisitions and platform scale-up



# We will deliver on four key strategic priorities in the coming 12-24 months in Region Europe

## Key strategic priorities in Region Europe

1

**Deliver on our 5.6 GW awarded portfolio,** e.g. Hornsea 3 and Baltica 2 and 3

2

**Win 4-6 GW new offshore capacity** through a focused bidding strategy, greenfield, and developer-led build-out

3

**Leverage onshore platform** to deliver additional **~3 GW** with strong value creation in our prioritised markets

4

**Lead the structural shift towards corporate demand at scale** to help deliver on our partners' decarbonisation needs



# We continue to progress Hornsea 3 and expect to take FID in 2023

## Project details: Hornsea 3



**2.8 GW**

World's future largest offshore wind farm

**2027**

Expected COD

**3 million**

Households will receive power daily<sup>1</sup>

## Value creation

Our target is to progress Hornsea 3 towards the guided range over time through levers and continued project maturation

## Our actions



Working with suppliers to ensure high proportion of CAPEX contracted before FID to safeguard business case



Pursuing scale benefits and synergies with Hornsea 1 and 2, enabling, e.g. >25 % lower expected OPEX per MW per year for Hornsea 3 than Hornsea 2



Optimising revenue through merchant flexibility and potential for future CPPAs



Strong and continued regulatory engagement to ensure sustainable framework conditions for this and future UK offshore wind farms

# Our Baltica 2 and 3 projects showcase our leading project development capabilities and relentless focus on value creation

## Our actions



Key driver behind fundamental post-award changes to Polish CfD scheme



### Baltica 2

We are satisfied with the value creation and we are progressing the project on the existing timeline



Signed WTG supply agreement with Siemens Gamesa on Baltica 2



### Baltica 3

Agreed with partner to postpone and reconfigure Baltica 3 with expected COD no later than 2029



## Project details: Baltica 2 and 3

**2.8 GW<sup>1</sup>**

Poland's largest offshore wind farms

**2027/2029**

Expected COD for Baltica 2 and 3, respectively

**8 million**

Tonnes of avoided carbon emission per year in Poland

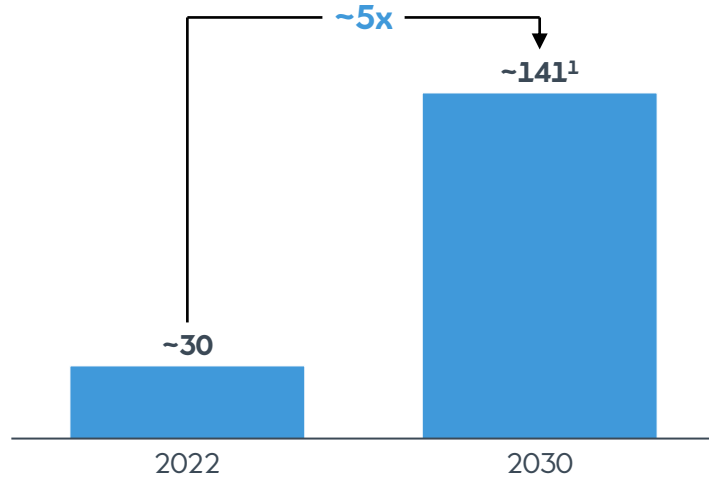
**4 million**

Households will receive power daily

# We are standing at the brink of a new era with massive offshore wind growth projections across all our European markets

## Offshore wind growth

Installed offshore wind capacity in Europe, GW



## Regulatory tailwind stronger than ever

### Policies & legislation

EU Fit for 55 and Green Deal Industrial Plan



Ostend Declaration (North Sea)



Marienburg Declaration (Baltic Sea)



### Renewables support

EU incentives for renewables  
CfD & PPA backbone with qualitative criteria  
Measures to improve supply chain resilience  
Framework for offshore hybrid solutions

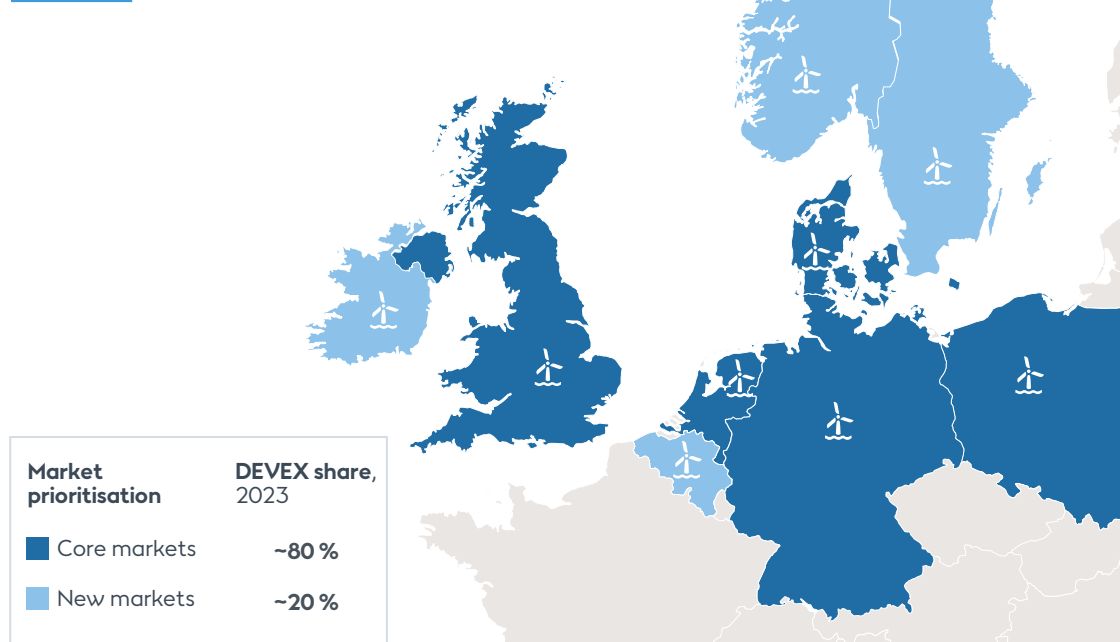
**120 GW** offshore wind installed by 2030  
**300 GW** offshore wind installed by 2050

**19.6 GW** offshore wind installed by 2030  
Commitment to faster permitting processes

Notes: 1. Based on the Ostend Declaration target (120 GW in the North Sea) and Marienburg Declaration target (19.6 GW in the Baltic Sea), as well as BNEF data for European countries not participating in these declarations (Portugal, Italy, Greece, and Spain).  
Sources: BNEF (2022), European Commission, Danish Ministry of Climate, Energy & Utilities.

# We focus our bottom-fixed offshore wind growth in five core markets, with portfolio optionality from adjacent new markets

## Our strategic markets



## Market selection criteria

Attractive market outlook and sizeable pipeline of capacity

Political stability and transparency of regulatory frameworks

Market-shaping ability

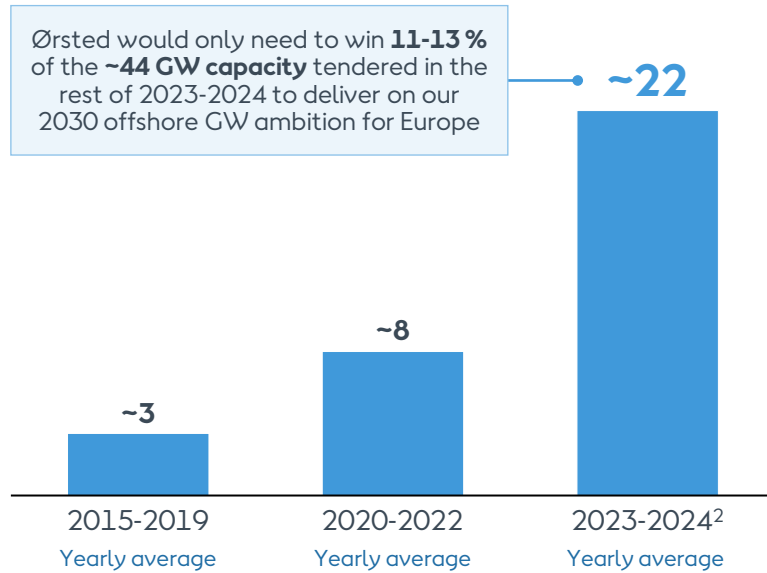
Multiple growth avenues across tenders, auctions, greenfield projects, and developer-led build-out



# Industry-leading pipeline enables focus on winning the most value-creating offshore wind GWs

## Auction speed will accelerate in coming years

Expected average annual offshore bottom-fixed capacity tendered in Europe<sup>1</sup>, 2015-2024, GW



## How we will win

### Development capabilities

We are best positioned to identify and price the most attractive projects

### Partnerships

We have leading offtake and development partnerships in place where needed

### Leveraging scale

We have a unique opportunity to leverage our scale across project design, procurement, execution, and operations

Notes: 1. The tendered capacity is based on the expected year of bid and includes only offtake agreements (awards) for bottom-fixed tenders, i.e. leases and floating tenders are excluded. Only known auctions are included. 2. The ~22 GW only includes capacity not yet tendered, and only for Ørsted's bottom-fixed markets.  
Sources: Ørsted market outlook.

# We are building a strong floating pipeline that facilitates staged capability building, portfolio optionality, and post-2030 growth

## Current floating presence



Norway, UK, and Iberia as focus markets

**1.1 GW<sup>1</sup>**

Floating lease portfolio

**4** development partnerships

Strong new partnerships<sup>2</sup> tailored to market needs

**1** technology partnership

Pan-European partnership with Acciona to explore options for floating foundations

## Strategic approach to floating



Leverage offshore track record and capabilities to mature floating technology and tap into the high-growth market (exp. ~16 GW additions 2030-2035<sup>3</sup>)



Efficiently build a pipeline in prioritised markets, leveraging partnerships to gain learnings and share risks



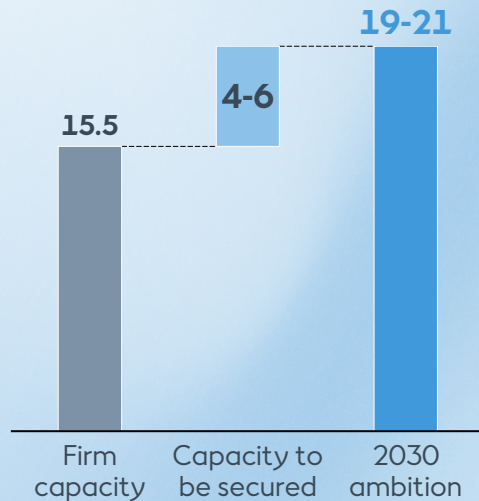
Work with the supply chain to ensure competitiveness and readiness to execute utility-scale projects from around 2030

Notes: 1. Gross capacity, consisting of Stromar (1 GW, of which Ørsted owns 33%) and Salamander (100 MW, of which Ørsted owns 80 %) in Scotland. 2. Partnerships with BlueFloat and Renantis (Stromar), Simply Blue Group and Subsea7 (Salamander), Fred Olsen and Hafslund Eco (Blåvinge), and Repsol (Spain & Portugal). 3. Expected additions to installed capacity in Europe 2030-2035. Sources: BNEF (2022).

# We are aiming to reach 19-21 GW installed offshore capacity in 2030, leveraging our unparalleled pipeline of ~67 GW

## Ørsted offshore wind pipeline

Gross capacity, GW



## Substantiated and opportunity offshore pipeline in Europe<sup>1</sup>

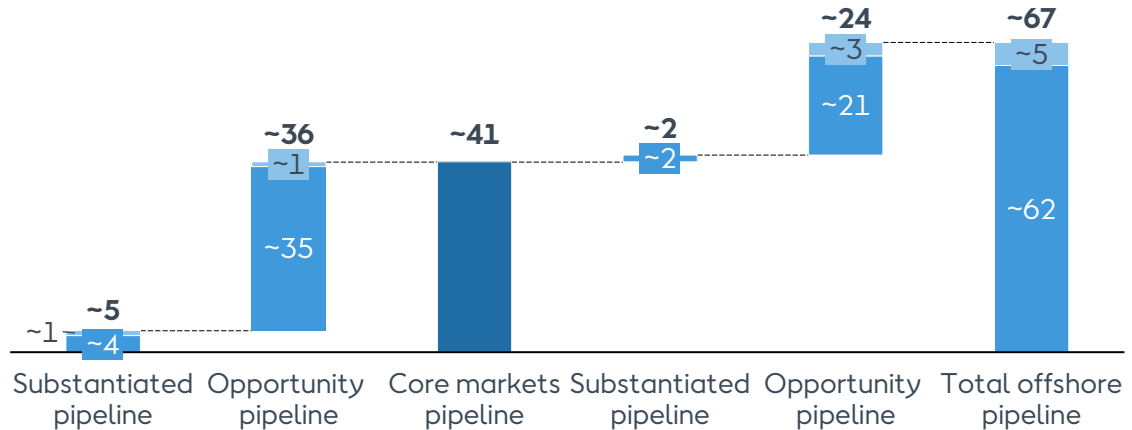
Gross capacity, GW

■ Bottom fixed ■ Floating wind

Core markets



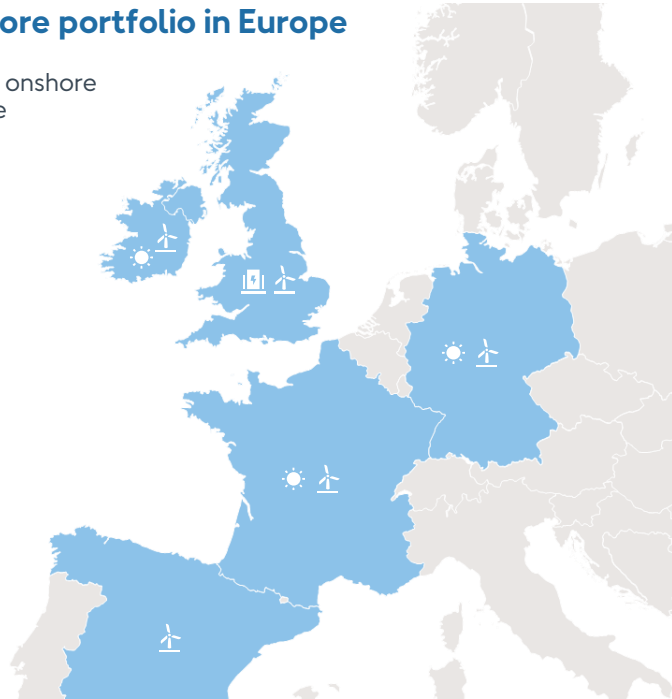
New markets



# We now have a proven onshore wind and solar PV development capability, providing a platform for growth across five markets

## Our onshore portfolio in Europe

■ Ørsted's onshore presence



## Onshore highlights

Brookfield and Ostwind acquisitions successfully integrated and partnership established in Spain

**175** FTEs on ground in development team, **+20** years of tenure in leadership team

**Present in five markets<sup>1</sup>**, representing 55 % of the expected market growth towards 2030 in Europe<sup>2</sup>

**~30 %** increase in installed capacity in UK & Ireland alone since last CMD, Europe total now at **500 MW** installed

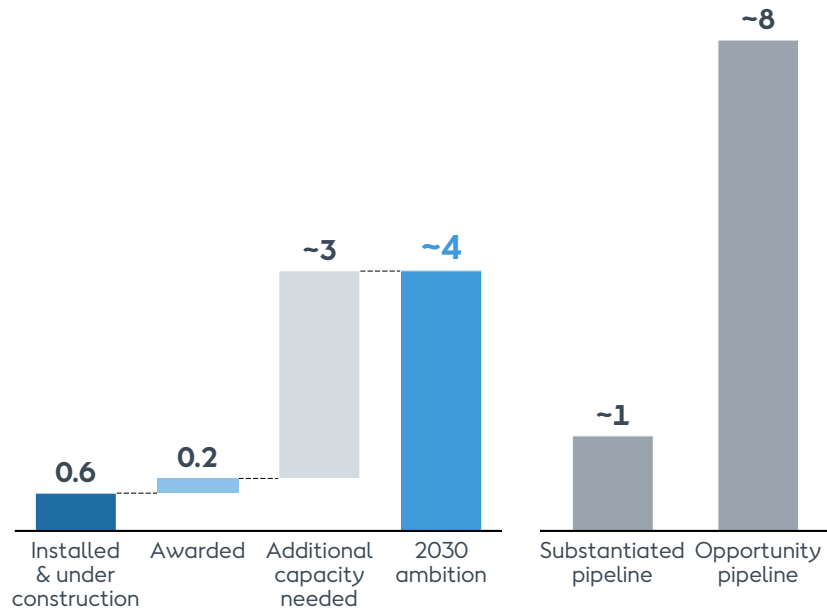
Value creation comfortably within guided range for projects under construction and awarded portfolio



# We aim to reach ~4 GW onshore capacity in Europe by 2030 with attractive value creation

## Capacity additions towards 2030

Gross capacity, GW



## Our value creation proposition



Pipeline increased to ~9 GW, giving us the flexibility to select the projects with the most attractive returns



Strong ground game in selected markets with extensive development and execution capabilities



Partnerships in place that can be scaled further to capture growth potential



Deep onshore capabilities we can leverage to deliver large-scale, integrated offerings to corporate customers, with increasing focus on solar PV & storage

# We are set up to lead the structural shift to corporate demand at scale and to deliver on our partners' decarbonisation needs

## Energy demand in the future

Customer demand is shifting towards green, abundant, and reliable power agnostic to technology

As the energy system transitions and develops, handling complex multi-tech projects is essential

Corporate customers will play an increasingly important demand role alongside governments

## We focus on three sectors



### Global tech

~970 TWh<sup>1</sup>  
global electricity demand in 2030



### Chemicals

~470 TWh<sup>2</sup>  
global electricity demand in 2030



### Steel

~2,360 TWh<sup>2,3</sup>  
global electricity demand in 2030

## How we work with strategic corporate partners

### PPAs

**1.1 GW of CPPAs signed in Europe<sup>4</sup>**  
Such as with **AWS** and **Covestro**

### Offshore wind equity partnerships

Concluded partnership in Germany with **BASF**

### Decarbonisation partnerships

Collaborating with strategic corporate partners to develop integrated solutions linked to scalable green generation

Notes: 1. Covering only electricity demand from data centres. 2. Based on IEA's 2050 net-zero scenario. 3. Including electricity consumption from iron production.  
4. From 2019 until today.  
Sources: IEA (2022), Andrae, A. S. G. (2020).

# We aim to reach 26-28 GW in Europe by 2030

## Key highlights

- We are a **major green power producer**, and we compete from a position of strength as the undisputed regional offshore wind leader
- We **will deliver on our 5.6 GW awarded offshore wind portfolio**, leveraging our scale and leading project development capabilities
- We are well-positioned to add the most value-creating green electrons in the industry to our portfolio, and **we aim to reach an additional 8-10 GW capacity across technologies from a pipeline of ~76 GW<sup>1</sup> to reach 26-28 GW installed capacity by 2030**
- We are **strategically committed to leading the structural shift** towards corporate demand at scale and deliver on our partners' decarbonisation needs

## 2030 ambitions

Offshore	19-21 GW
Onshore	~4 GW
P2X	>1 GW
Bioenergy	~2 GW
Total	26-28 GW



# Region Americas

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**David Hardy**  
EVP and CEO, Region  
Americas

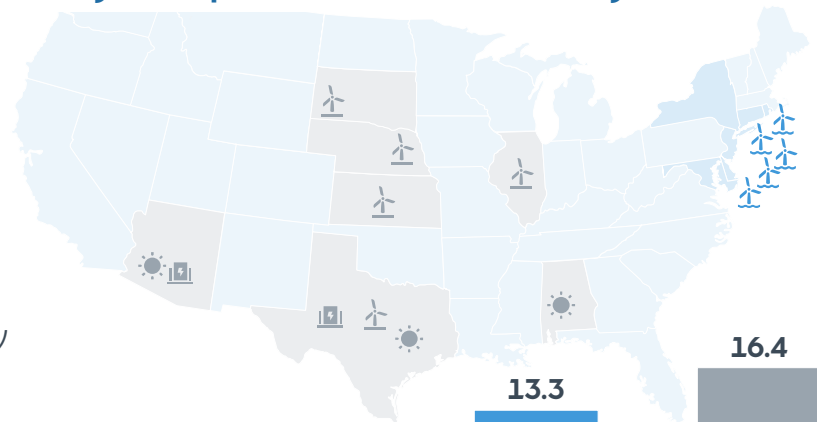


# We are a prominent renewable energy developer in the US market, strongly positioned to scale

## Strong and balanced growth platform across technologies

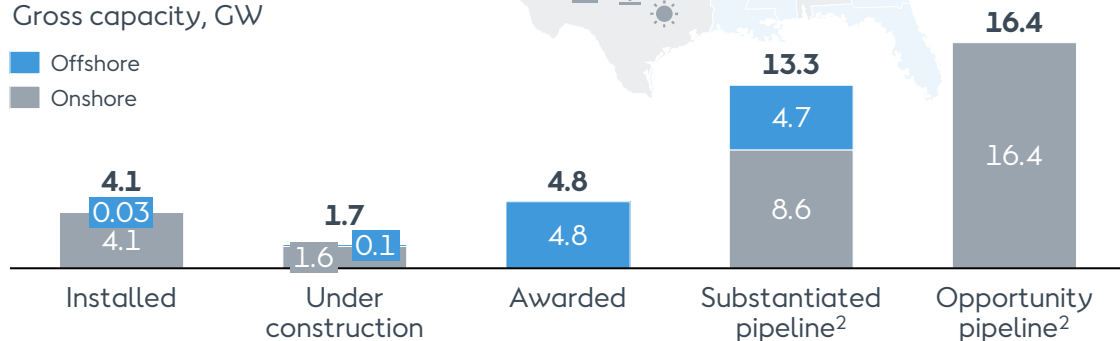
Ørsted assets<sup>1</sup>

-  Offshore wind
-  Onshore wind
-  Solar PV
-  Storage



Gross capacity, GW

- Offshore
- Onshore



## Ørsted footprint

**Only pure-play** renewable developer in the US with installed capacity in onshore wind, solar PV, storage, and offshore wind

**16** assets in operation

**5** assets under construction

**3** late-stage development projects in offshore wind

**2** early-stage development projects awarded in offshore wind

# Since our last CMD, we have delivered on major milestones and industry firsts

## Key achievements in Region Americas in the last 24 months

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- **0.1 GW** South Fork Wind offshore wind project progressed to construction phase
- **3** offshore wind projects matured towards near-term FID
- **2 GW** of offshore wind awarded in competitive offtake contracts
- **~2 GW** of onshore assets added, with 1.6 GW under construction
- **24** signed CPPAs, now participating in five US power markets
- **Ørsted's first-ever onshore asset farm-down** completed with a DKK 2.8 billion transaction and ~100% NPV retention
- **Built solid regional platform** harvesting synergies across technologies



# Massive growth expected towards 2030 propelled by the IRA

## Key highlights of the Inflation Reduction Act (IRA)

### USD 0.4-1.2 trillion<sup>1</sup>

Investment in climate and clean energy policies aimed at cutting emissions by >40 % by 2030

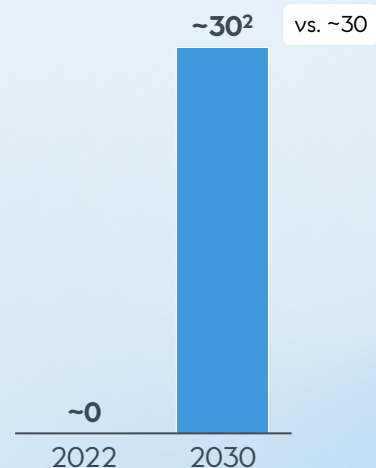
- Extension and expansion of tax credits for offshore wind, onshore wind, and solar PV
- New tax credits for clean hydrogen and energy storage
- New loan authority of USD 367 billion for the Department of Energy Loan Programs Office for clean energy infrastructure and technologies
- Newly established transferability of tax credits to increase ease of tax credit monetisation

## Renewable growth 2022-2030

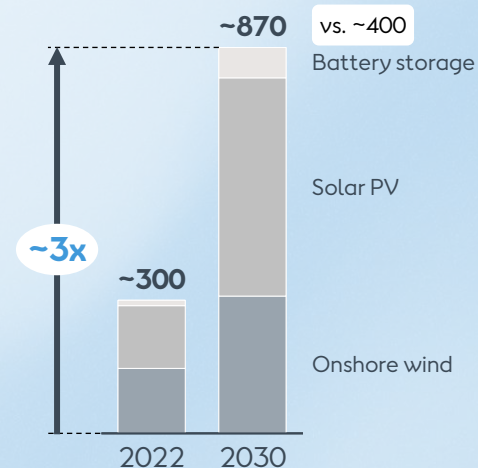
Installed capacity in the US, GW

2030 market forecast at CMD '21

### Offshore wind



### Onshore renewables



# We will deliver on four key strategic priorities in the coming 12-24 months in Region Americas

## Key strategic priorities in Region Americas

1

**Maximise value of existing portfolio** of 4.8 GW awarded offshore wind projects, while exercising strict financial discipline on project decisions

2

**Prepare for future offshore wind growth** as market matures and bid frameworks improve

3

**Grow onshore platform to leverage the IRA**, while developing integrated solutions to meet growing customer demand

4

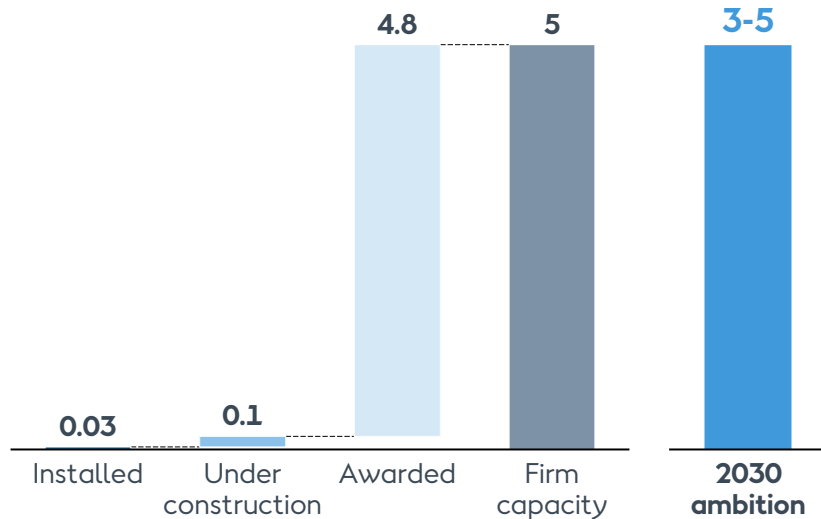
**Shape favourable business environment** for green energy expansion and growth through policy advocacy and stakeholder engagement







# We aim to reach 3-5 GW installed offshore wind capacity by 2030, focusing on the most attractive markets

## Market-leading offshore wind portfolio in our priority Northeast and Mid-Atlantic markets

Gross capacity, GW



## Our rationale for focusing on Northeast and Mid-Atlantic markets

-  High electricity demand on the East Coast, with significant state-level ambitions for offshore
-  Attractive bathymetry off the Northeast and Mid-Atlantic coasts, comparable to that of the North Sea
-  High load factors vs. onshore renewables, helping accelerate state-level decarbonisation
-  Ability to build a business hub for development, supply chain, O&M, and stakeholder relations

# We are establishing a market-leading offshore wind portfolio

## Strengths of our offshore portfolio

- Seabed leases secured below regional average price (60 % below average cost per MW)<sup>1</sup>
- Very attractive leases with high wind speeds, distance to shore, sea depth, etc.
- Relatively attractive PPA/OREC<sup>2</sup> price and terms
- Early supply chain commitments locking in prices before more recent increases, e.g. recent increases for wind turbines, vessels, etc.
- Favourable discussions with state off-takers to help overcome negative macro-economic impacts

## Awarded offshore wind portfolio

Project	State	Capacity	COD
Revolution Wind	RI	0.7 GW	2025
Ocean Wind 1	NJ	1.1 GW	2025
Sunrise Wind	NY	0.9 GW	2025
Skipjack	MD	1.0 GW	2026 <sup>3</sup>
Ocean Wind 2	NJ	1.1 GW	2029 <sup>3</sup>
<b>Total</b>		<b>4.8 GW</b>	

# We have confidence that we can create value on a forward-looking basis for near-term awarded US offshore projects

## Current view

Near-term awarded portfolio<sup>1</sup> is value-neutral from life cycle perspective assuming:

- 40% ITC qualification
- Continued progress on OREC terms
- Risk-free rate increase >250 bps since CMD 2021

Final investment decisions for near-term awarded portfolio of projects will be made on a case-by-case basis on a forward-looking return criteria

## Opportunities and risks

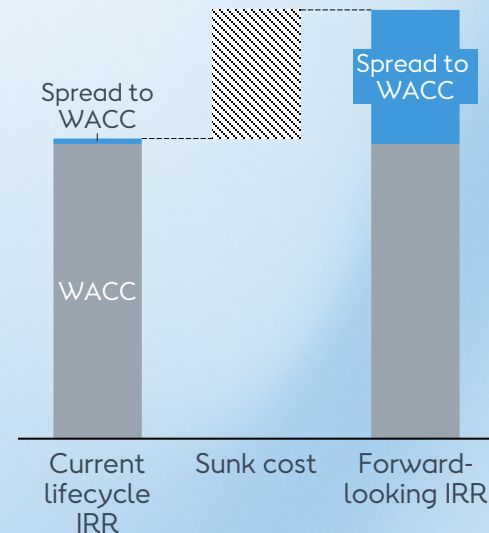
### Opportunities

- Additional tax credits
- Low interest loan potential from the DOE Loan Program Office
- EPC initiatives

### Risks

- Domestic Content and/or Energy Community bonus tax credits not secured by all projects
- OREC amendments not materialising
- Additional supply chain challenges and/or permitting delays

## Offshore near-term awarded portfolio





# Our first-mover advantage will de-risk future offshore projects

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**Largest pipeline** of seabed secured at favourable prices, enabling highly competitive future business cases

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**Unique learnings** as the sole US operational offshore operator and constructor of the first commercial offshore wind farm

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**Market-leading corporate affairs engagement**, positioning us as a trusted partner with policymakers

---

**Early investments** in local content, established strong reputation and track record in communities with key stakeholders, and as a first-mover with labor

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**Exclusivity rights** to critical port and infrastructure on the East Coast

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**Preferential rights** and supply chain capacity for future bids and access to favourable supply terms



# We see US offshore wind market conditions improving

## Market conditions for offshore wind are improving



Strong Democratic support for offshore wind and growing Republican support



Continuous uplift in state ambitions for offshore wind build out



Positive changes in bid frameworks in recent tenders as the market matures



Future pricing expected to reflect current market conditions

## We are positioning for future growth with the acquisition of Eversource's stake in Lease Area 500

Purchase of Eversource's 50 % interest in Lease Area 500<sup>1</sup> for USD ~525 million, in line with strategic ambition in the US

**187,000** Total acreage ownership in the Northeast to increase from 95,600 to 187,000 acres

**\$~5.7 K per acre** Vs. average New York Bight price of USD 9.0 K per acre

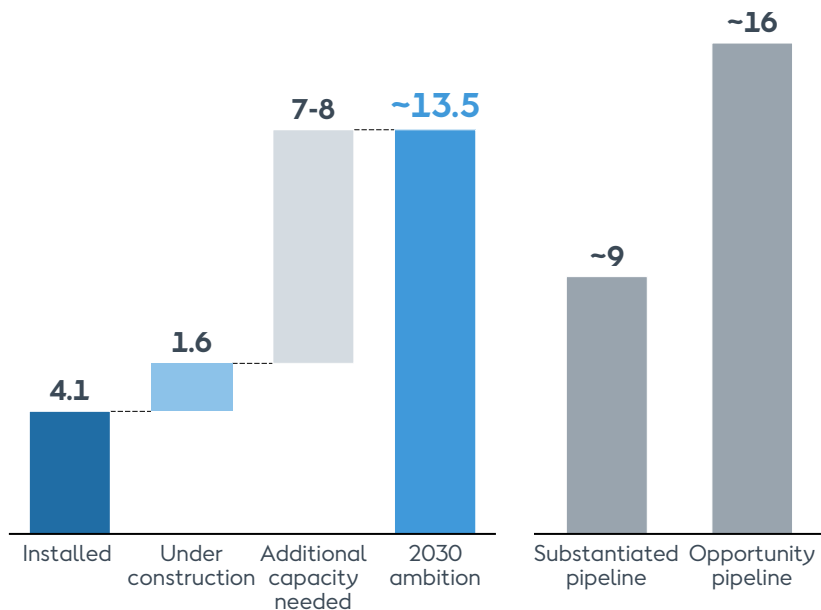
**4 GW** Lease rights with potential to secure future awards

**~2.3 GW** Combined capacity offered into NY3 and RI2 solicitations

# We are on track to deliver ~13.5 GW onshore capacity in 2030

## Ørsted's build-out plan towards 2030

Gross capacity, GW



## Our value creation proposition



Leading onshore developer with strong execution record, as #6 in capacity additions over the last two years in the US<sup>1</sup>



Strategically focused within three core energy markets (ERCOT, WECC, MISO) while staying opportunistic in others



Value creation comfortably within the guided range for assets under construction



Expect to achieve ~100 % NPV retention across projects in future farm-down scenario



Strong commercial capabilities including M&A, tax equity monetisation, project structuring, energy trading, and customer relationships

# We have a track record of execution and value creation in onshore

## Strong onshore platform acquired in 2018

### Lincoln Clean Energy



3.3 GW

capacity added since 2018,  
~2 GW since last Capital  
Markets Day

Tracking above initial  
expectations on aggregate  
returns for the seven  
acquired assets

## Selected recent onshore projects

### Sunflower Wind

Under construction



214 MW

Very low-cost acquisition,  
seller viewed as low-value  
project

Reconfigured and re-  
contracted project,  
retendered CPPA at  
attractive level

### Eleven Mile

Under construction



900 GWh

energy produced annually

300 MW

solar PV capacity

1,200 MWh

battery storage  
3<sup>rd</sup> largest in the US

# Our integrated setup further strengthens our leading market-shaping capabilities with policymakers, regulators & stakeholders

## Our expanded offering across three technologies



### Offshore

Large-scale offshore wind assets and infrastructure



### 'Classic' onshore renewables

Onshore wind and solar PV assets



### Complex onshore renewables

Complex power systems, combining solar PV, batteries, onshore wind, and/or transmission

## Our strengths in stakeholder engagement



Unparalleled 'trusted advisor' status in Washington with Administration and Congress, building bipartisan support for the industry



Shaping the regulatory environment to help create the long-term favourable conditions needed for success



Strong state and local relationships across both 'project markets' and 'supply chain' markets



Wide breadth of stakeholder engagement with unions, ENGOs, EJ communities, grid operators, etc. to strengthen support for our projects



Market-leading sustainability and biodiversity initiatives to grow renewables in balance with nature



# We aim to reach 17-19 GW in Americas by 2030

## Key highlights

- We are the **only pure-play renewable developer** in the US with installed capacity across onshore wind, solar PV, storage, and offshore wind, strongly positioned to scale and engage with key stakeholders
- We will **maximise value creation while pursuing strict financial discipline across our 4.8 GW awarded offshore portfolio**, leveraging our first-mover advantage to create further value from our future offshore wind pipeline
- We will **grow our onshore platform aiming to reach ~13.5 GW capacity from a pipeline of ~25 GW<sup>1</sup>**, leveraging the Inflation Reduction Act and targeting customer needs with multi-tech offerings

## 2030 ambitions

Offshore	3-5 GW
Onshore	~13.5 GW
P2X	>1 GW
Total	17-19 GW



# Region APAC

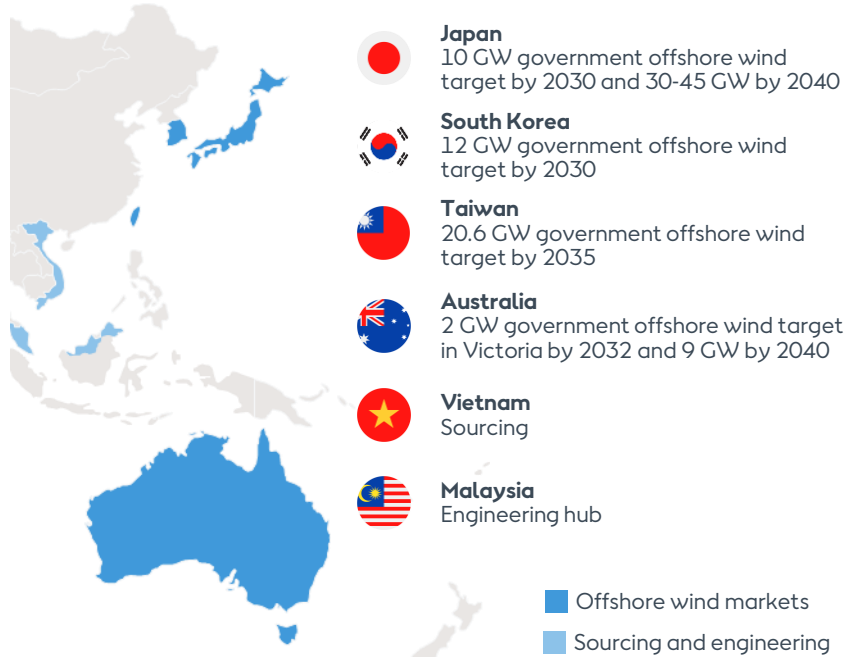
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**Per Mejnert Kristensen**  
SVP & President APAC

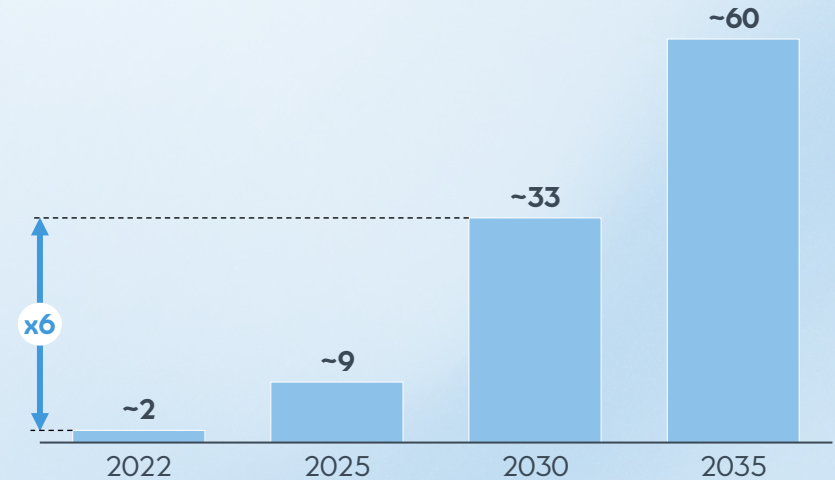
# Significant ambitions for offshore wind in APAC

## Market outlook for selected APAC markets



## Offshore wind forecasted build-out

Installed offshore wind, APAC (excl. China), GW

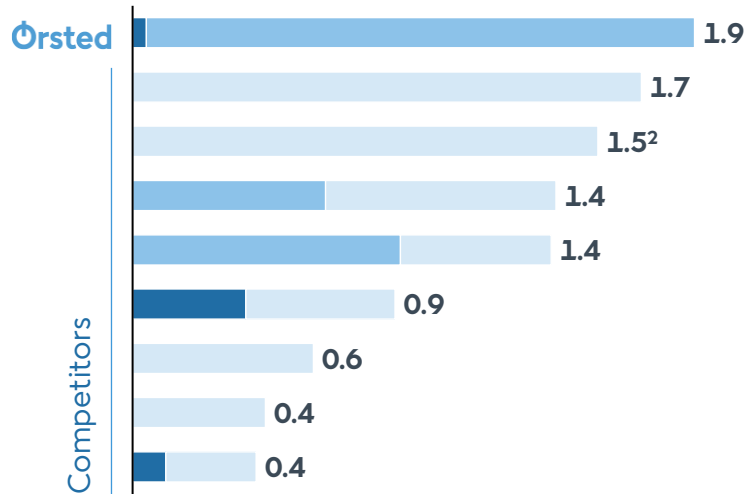


# We aim to deliver 3-5 GW offshore capacity by 2030

## APAC offshore wind developer portfolios

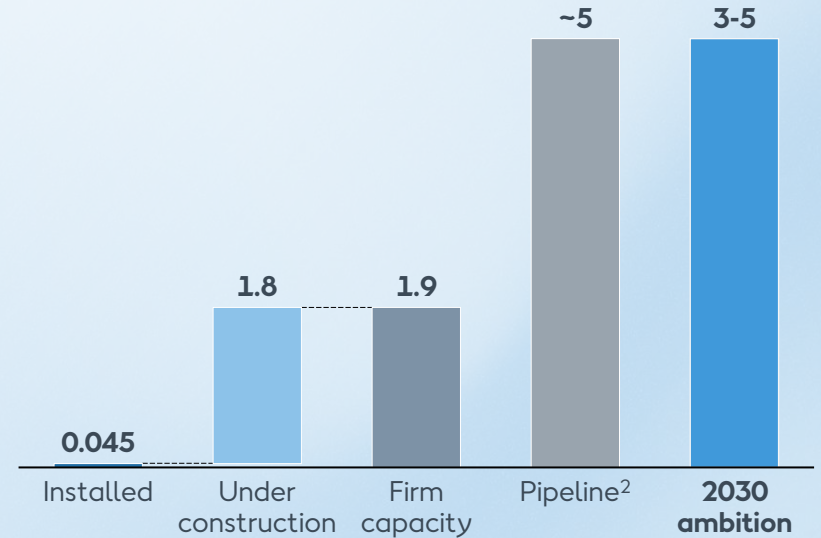
Gross capacity (excl. China), GW<sup>1</sup>

■ Awarded 
 ■ Under construction 
 ■ Installed



## Ørsted APAC offshore build-out towards 2030

Gross capacity, GW



Notes: 1. Installed, under construction and awarded/secured, measured by constructor capacity. Ørsted is constructor on all projects, which means that 100% of capacity for projects is given to Ørsted. 2. Includes substantiated and opportunity pipelines.





# Power-to-X

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**Olivia Breese**

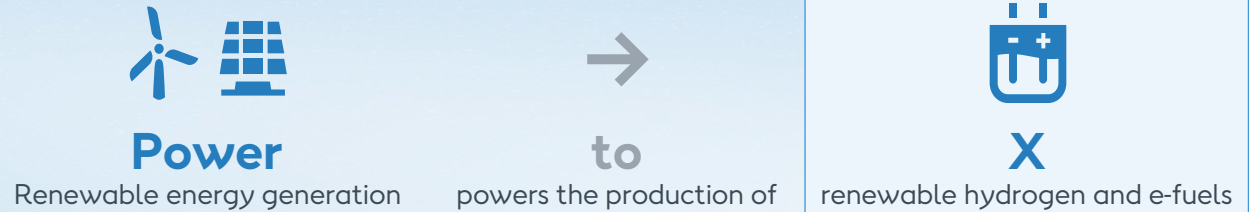
SVP & CEO  
Power-to-X

# To reach net-zero, the world requires Power-to-X solutions

Many sectors can be decarbonised with green electricity, but

**~30 %**

of global emissions come from **hard-to-electrify** sectors, which need different solutions



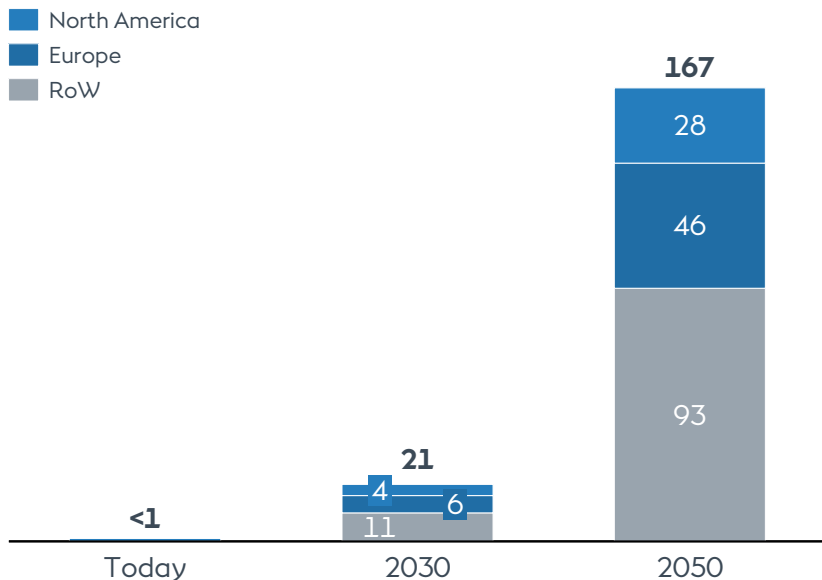
Direct hydrogen	E-fuels		
	E-methanol	E-ammonia	E-kerosene
Steel	Chemicals	Chemicals	Aviation
Refining	Maritime	Maritime	
Transport	Input to jet fuel	Fertilisers	



# Exponential P2X growth outlook with clear market signals

## Exponential demand growth for global renewable H<sub>2</sub>

Renewable hydrogen demand mtpa H<sub>2</sub> equivalent<sup>1</sup>



## Promising signals for tangible market growth

### Strong regulatory signals

Demand and supply side support, delivered by the US & Europe, signals increasing support and catalyses sector maturation<sup>2</sup>

### Forward-leaning demand sectors

Tangible demand is developing from sectors, such as the steel and maritime industries

### Emerging pockets of value now

'First phase' projects can realise both financial returns and concrete learnings

### Enabling infrastructure build out

Necessary hydrogen backbone build-out by TSOs<sup>3</sup> in Europe and hydrogen hub development in the US

Notes: 1. Based on IEA's Announced Pledges Scenario (APS) H<sub>2</sub> balance overview, as of September 2022. Regional demand split percentage applied from internal forecast to IEA data. 2. Incl. 20 million tonnes RePowerEU target, EUR 3 billion supporting 820 MW through the European Hydrogen Bank, EUR 10.6 billion, Inflation Reduction Act (IRA) subsidisation up to USD 3/kg H<sub>2</sub> production tax credit (the US), H2Hubs funding of USD >1.4 billion (the US). 3. Transmission System Operator (TSO)

Sources: IEA (2022), GlobalData, Nexant.

# P2X creates value for Ørsted through both standalone and integrated projects

1

**New customer verticals offer growth opportunity**

---

Provides access to new and growing demand verticals, such as shipping, chemicals, and heavy transport

2

**Expand Ørsted's decarbonisation offering**

---

Enables provision of diversified decarbonisation products for strategic corporate partners

3

**Maximise value via system integration**

---

Presents opportunity to maximise end-to-end value through flexible conversion between electrons and P2X

4

**Enable large-scale renewables build-out**

---

Offers an alternative route to market for green electrons to overcome network constraints



## Our P2X ambition

# Catalyse the decarbonisation of hard-to-electrify sectors

Leveraging Ørsted's pioneering DNA to grow a scalable P2X platform in Europe and North America by 2030

### >2 GW ambition

Deliver >2 GW gross electrolyser installed capacity by 2030<sup>1</sup>

### ~4 GW pipeline

Develop ~4 GW pipeline across priority markets

### Value-accretive growth

Ensure value creation in line with Ørsted's target returns

Under construction portfolio of P2X and CCS is within 150-300 bps range spread to WACC

# We have the right experience and capabilities to scale P2X

## Leader in optimising power generation

Leading capabilities to optimise power generation, which represents ~50 % of renewable H<sub>2</sub> cost, delivering safely, at low cost, and with high availability

## +20 years of expertise in scaling emerging technologies

Growing offshore to 8.9 GW and delivering 'first-of-a-kind' complex energy projects globally

## Building capabilities in adjacent technologies

Delivering CCS on two Danish CHP plants totalling carbon emissions reductions of 430,000 tonnes annually from 2026

## Global experience in executing JVs, partnerships, and offtake

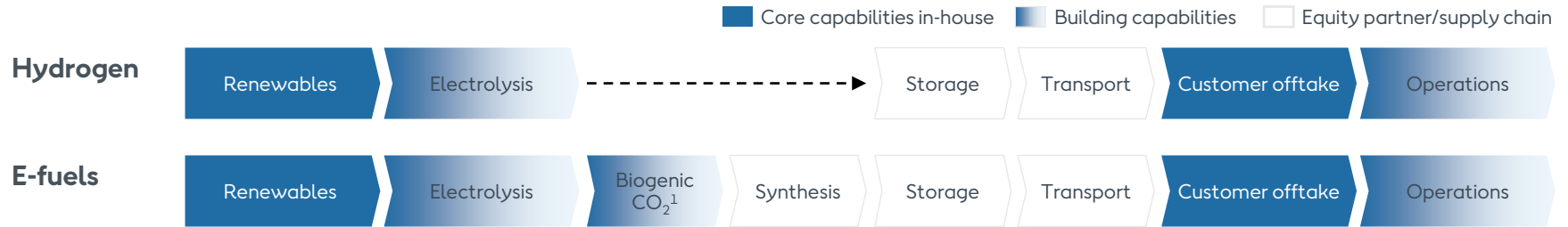
Executing 8 joint ventures, 22 farm-down partnerships, and +55 corporate PPAs globally

## Experienced team with deep technical capabilities

+100 dedicated FTEs across P2X and EPCO with profound expertise in project development and origination, process engineering, process safety, procurement, and partnerships

# Balancing building core capabilities with supply chain partnerships

## Ørsted's focus throughout the P2X value chain



## Principles for how we play

Leverage existing in-house capabilities to deliver P2X solutions cost efficiently

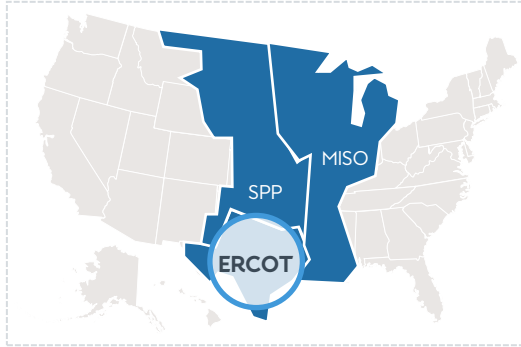
Build dedicated P2X execution capabilities as differentiation, or where supply chain is not available

Develop carbon capture and usage capabilities for e-methanol production

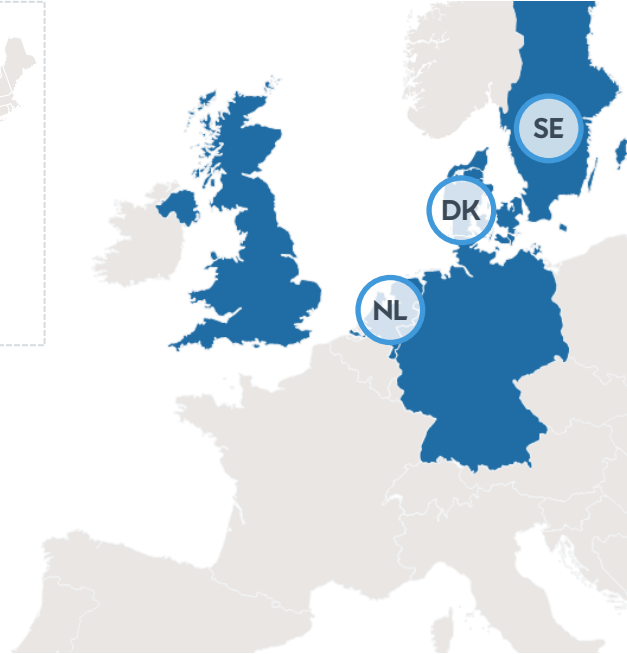
Implement new ownership strategies, partnering for capabilities and capital

# Targeting development of production hubs in key markets

## P2X production hub development in Europe and North America



- Priority markets
- Production hubs pre-2030



## Our prioritisation

Targeting four key production hubs across selected markets



### Products

Hydrogen and e-methanol

### Offtake sectors

Maritime, steel, and chemicals



### Products


E-methanol and late-decade e-ammonia

### Offtake sectors

Maritime and chemicals



# Managing project risk by utilising a phased demand-led approach

 Received funding<sup>3</sup>

## Demonstrate

Pilot project to proof of concept

## Scale

Small-scale project to serve early customers and build expertise

## Expand

Medium-scale projects to establish market presence

## Lead

Demand-led production hub to service offtake demand

### H2RES

#### Product

Hydrogen for local road transport

#### Capacity

2 MW

#### COD

2023

#### Project stage

Under construction

### GFDK<sup>1</sup> phase 1

#### Product

Hydrogen for heavy-duty road transport

#### Capacity

10 MW

#### COD

~2025

#### Project stage

Under development (land rights secured)

### GFDK phases 2a & b

#### Products

E-methanol for maritime and e-jet fuel for aviation<sup>2</sup>

#### Capacity

~100 MW and ~300 MW

#### COD

2026/27 and 2028/29

#### Project stage

Under development (partial land rights secured)

### GFDK phases 3

#### Products

E-methanol for maritime and e-jet fuel for aviation

#### Capacity

~1,300 MW

#### COD

~2030

#### Project stage

Early-stage development

Notes: 1. Green Fuels for Denmark. 2. GFDK 2a – capturing biogenic CO<sub>2</sub> from Ørsted's Avedøre plant. 3. H2RES DKK 34.6 million funding from the Danish Energy Agency; GFDK phases. 1, 2a and 2b DKK 600 million IPCEI funding received.

# FlagshipONE



## Location

Örnsköldsvik, Northern Sweden

## Product

E-methanol

## Electrolysis capacity

70 MW

## Annual e-methanol production

50,000 tonnes

## Commercial operation date

2025

## Offtake

Maritime industry

## First-mover advantage

One of the world's first commercial scale e-methanol projects

## Project execution capabilities

Ørsted is acting as an end-to-end project manager with experienced suppliers, such as Siemens Energy, Topsoe, and Carbon Clean, delivering critical components

## Stepping stone for future projects

Learnings from FlagshipONE will be applied to our project portfolio

## Credible supply partner

Enables tangible offtake conversations and commitments, which will unlock further projects in line with our demand-led approach

## Development of supply chain partnerships

Opportunity to build strategic partnerships with logistics and transport providers

# We will be a market-shaper and significant player in Europe & US



**Deliver >2 GW gross electrolysis capacity by 2030**



**Position for market take-off by targeting selected strategic markets across Europe and North America**



**Grow hubs to GW scale through a phased demand-led approach**



**Ensure disciplined capital allocation and long-term value creation**



# EPCO

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**Richard Hunter and  
Virginie Van de Cotte**

**EVP, Chief Operating Officer  
SVP, Chief Procurement Officer**



# We are the leading offshore wind farm constructor and operator

+30

years of offshore  
wind experience

33

offshore wind  
farms constructed  
across Europe,  
APAC, and the US

8.9

GW capacity  
installed

28

offshore wind  
farms in operation

# Our global integrated EPCO model enables us to create more value across the asset life cycle

## Integrated EPCO organisation

### Engineering



Deep in-house design competences and experience

Able to deliver complex integrated assets within the overall energy system

### Procurement



Industry-leading supplier proposition to secure critical supply at competitive prices

Front-runner in developing critical supply chains

### Construction



Best-in-class project delivery with unparalleled track record

Ability to execute 4-6 large-scale projects at a time

### Operations



Industry-leading performance of assets in operation

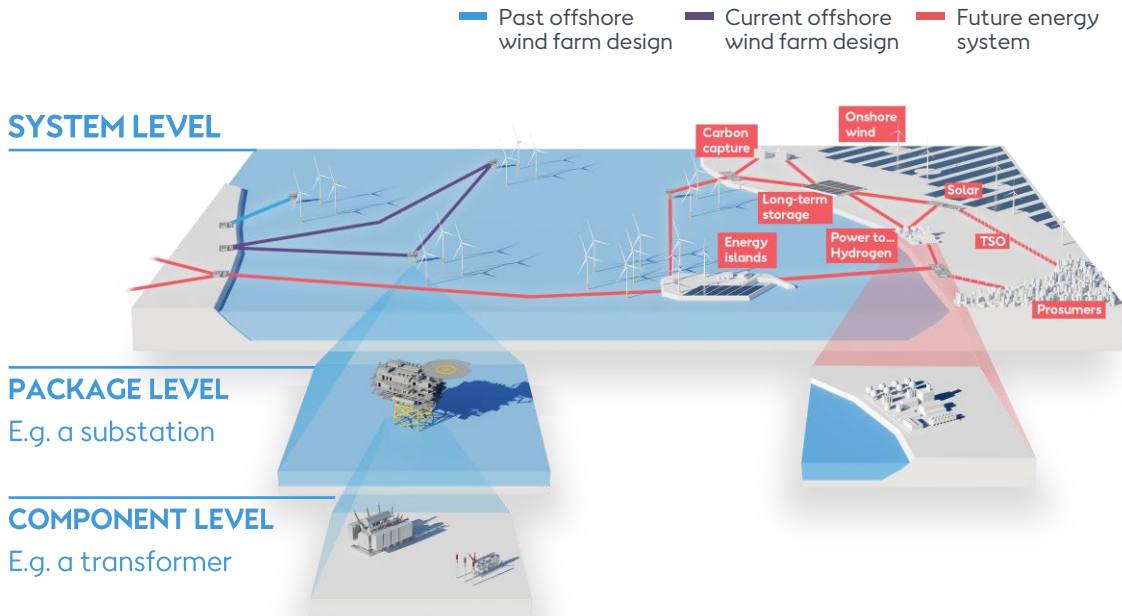
Leveraging clusters, scale, and our unrivalled database and analytics platform

### Talent

>3,500 engineering, construction, procurement, operation, and digital experts creating value across all our activities

# Increased complexity of wind farms within future energy systems

## Future energy systems



## Enhanced requirements



Large renewable assets and transmission systems becoming increasingly complex



Rapidly increasing requirements for security and grid compliance



Capability to deliver individual subsystem packages essential but not sufficient



Deep competences and capabilities to integrate complete system required



# We have unparalleled in-house project design capabilities

## Project design track record

### Ground risk assessment

-50 %

Saving in ground investigations from technological innovation

### Foundations

-15 %

Weight saving in Hornsea 2 foundations vs Hornsea 1

### Transmissions

10 %

Increase in transmission capacity

### Yield accuracy

>99.5 %

Accuracy in yield production forecasts



# We offer a unique supplier value proposition



**Industry-leading scale  
and pipeline**



**Unrivalled experience  
and track record**



**Joint technology  
development and  
innovative collaboration**



**Sustainability  
commitment**

# Long-term capacity secured through strategic alliances

Critical CAPEX components	Capacity secured <sup>1</sup>	% of total build-out secured <sup>1</sup>
 Wind turbines	>10 GW until 2030	>50 %
 Steel	>16 GW equivalent until 2030 <sup>2</sup>	>80 %
 Foundations	>10 GW equivalent until 2030	>50 %
 Cables	>4,000 km secured until 2030	>50 %
 Heavy-lifting vessels	~10 GW equivalent until 2030 <sup>3</sup>	>50 %

# Front runners in developing critical supply chains

## Unique technical capabilities and close collaboration



### Cadeler collaboration

Facilitating the development of Cadeler from a vessel provider into a fully capable T&I supplier



### Supplier-shaping

Supporting Doosan Vina – a supplier of large industrial structures – to mature into an offshore foundation supplier

## Joint investments accelerating the supply chain build-out in the US



### Jones Act-compliant vessel

Facilitated construction of the first American-made offshore wind installation vessel and service operation vessel



### Supply chain commitments

Facilitating close to USD 2 billion in investment through our offshore supply chain<sup>1</sup>

## Long-term agreements allowing suppliers to take investment decisions



### Foundations

Demand generated by Ørsted catalysed SeAH's investment into a new state-of-the-art facility in the UK

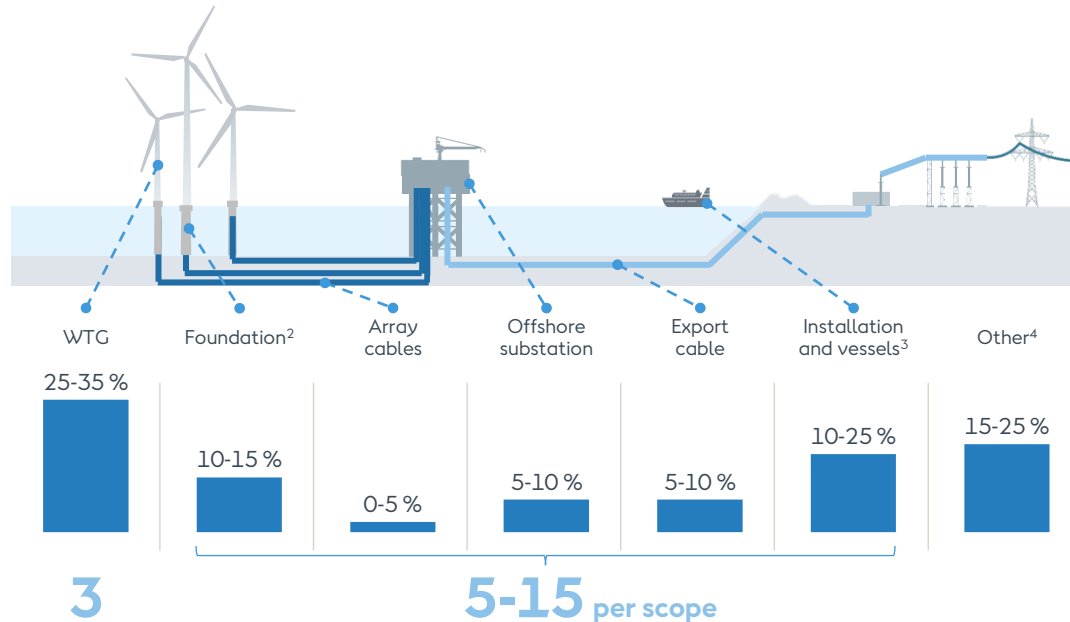


### Cables

Mature supply-partner relationship and the framework agreement supported Nexans business case for South Carolina cable factory

# Global supply chain leveraged to contract all CAPEX at FID

## Our offshore wind farm CAPEX shares in %<sup>1</sup>



### Number of suppliers we can leverage to lock in CAPEX

Notes: 1. CAPEX shares based on several of our latest wind farms. 2. Includes monopile and jacket foundation suppliers. 3. Includes heavy lifting and offshore cable installation suppliers. 4. Includes onshore substation, contingency, resource costs, and other.

## CAPEX flexibility and certainty

### Development projects

Ensure access to capacity while maintaining competitiveness and flexibility

### Mature projects

Ensure that a significant proportion of total CAPEX is awarded or contracted

### Assets under construction

Lock in majority of CAPEX at FID to ensure project economics






# Catalysing sustainability in the supply chain

## Enabling accelerated sustainability build-out

-  **Net-zero greenhouse gas emissions** target across our whole value chain by 2040
-  **Framework agreements** accelerating investments into greener supply chain
-  **Driving sustainability** across offshore wind supply chain

## Our work with Dillinger towards low-carbon steel

-  **Long-term agreement enabling Dillinger to accelerate investment decision** for low-carbon steel production allowing for 55 % CO<sub>2</sub> reduction by 2030
-  **Low-carbon steel production to start in 2027/28**, jointly exploring future circular supply opportunities
-  **Potential to supply green hydrogen, electricity, and recycle scrap** to enable low-carbon steel production

# We deliver and execute despite challenging circumstances

## Hornsea 2

1.3 GW installed



### Issues

COVID-19 lockdowns spiked during main construction season with people in quarantine, while transportation and installation vessels could not be utilised

### Results

**0 days** of construction stoppage

Only major infrastructure project in the UK with no stoppage during COVID-19

**2 months** delay

Only delayed 2 months from originally planned COD, despite very challenging situation

## Changhua 1 and 2a

0.9 GW under construction



### Issues

COVID-19 led to +1 year effective lockdown of installation activities as we were not able to bring in construction workforce to the country and were unable to extend vessel crews

### Results

**97** wind turbines installed

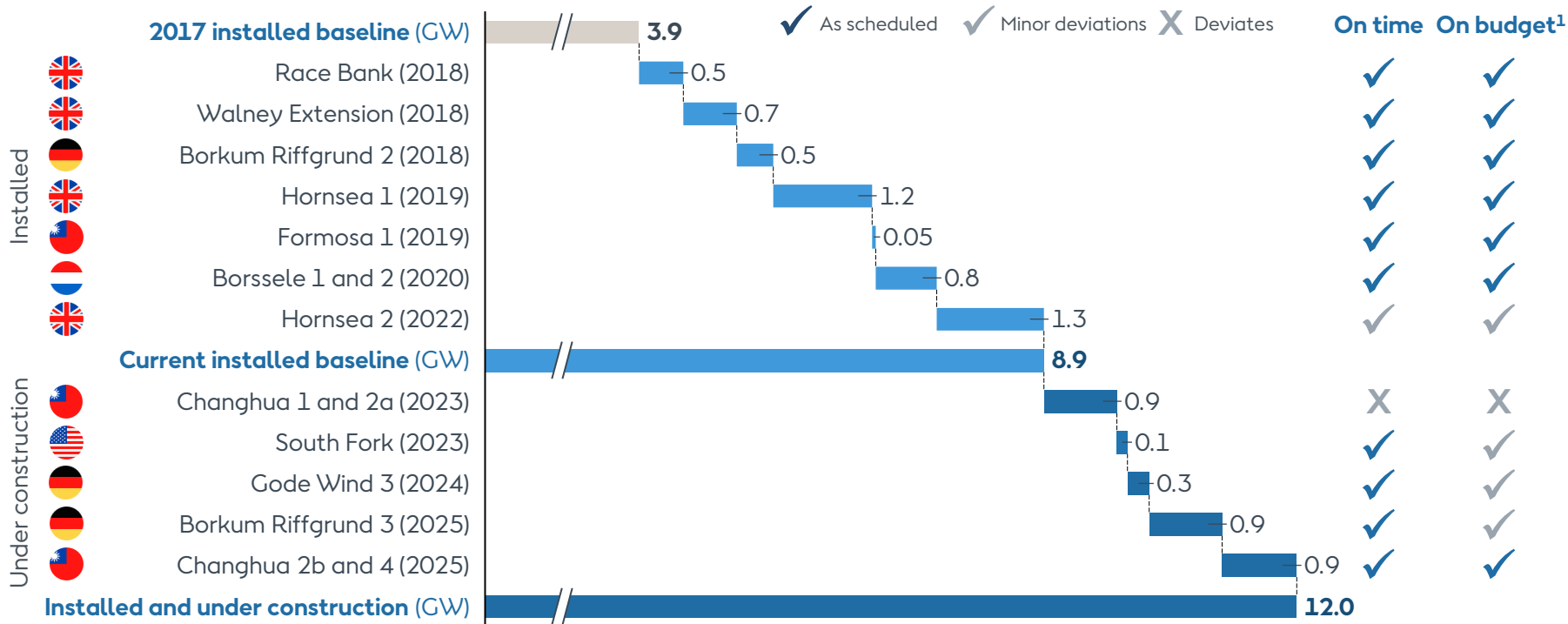
Twice that of any other player in Taiwan

**1 year** of expected delay

Asset project expected to be commissioned with 1 year delay - half the expected delay of peers

Final completion of remaining 14 turbines remains a challenging activity given the shortages of vessels, but we remain confident in our ability to address this challenge

# Unparalleled track record of delivering projects on time, on budget

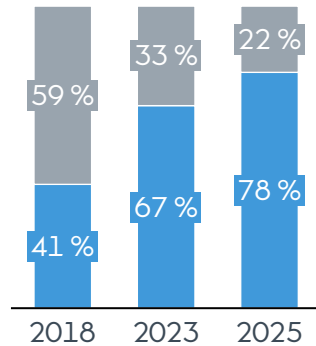


# We get the maximum output out of any given wind farm

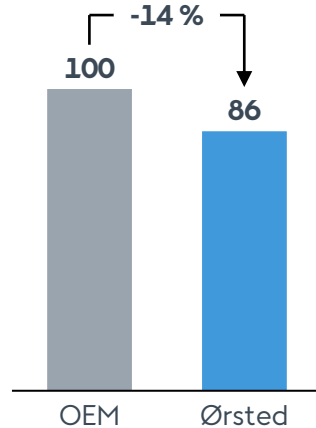
## Operational performance improves after full take-over from OEMs

### Share of wind turbines self-operated

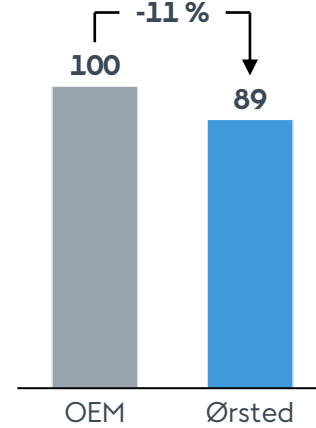
■ OEM-operated  
■ Self-operated



### Lost production factor, portfolio average 2020-2023, Indexed to 100



### OPEX/MW, portfolio average 2020-2022, Indexed to 100



## Our capabilities

### Analytics

Unrivalled database, diagnostics, and analytics platform for condition-based maintenance and fault recovery

### Innovations

Spearheading innovations around wind turbine optimisation

### Synergies

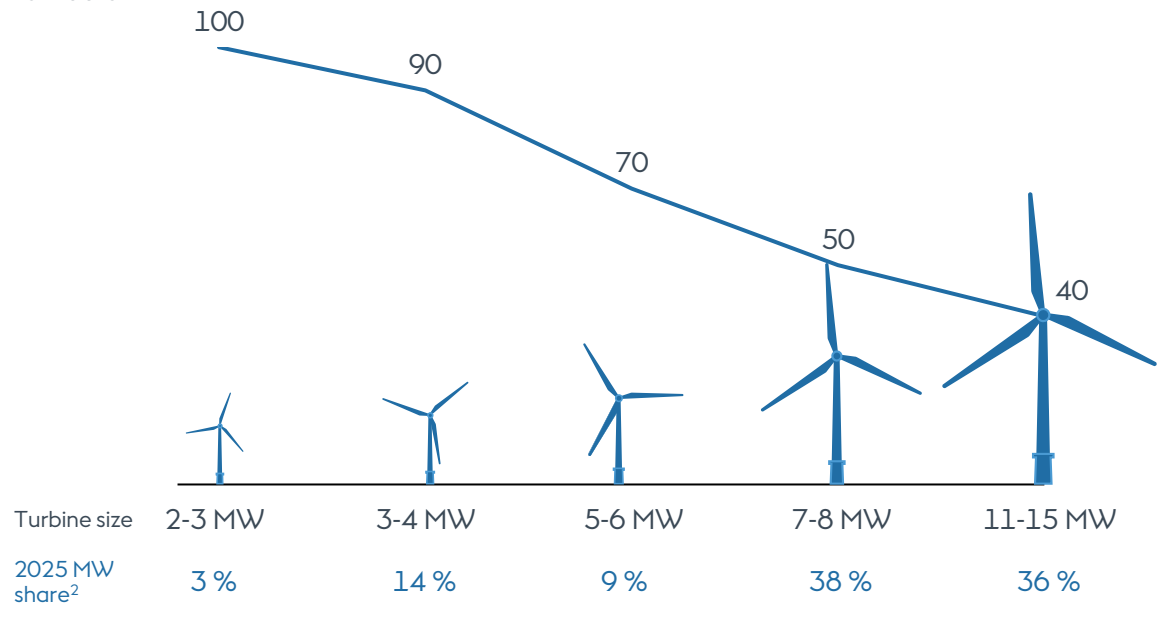
Achieving increased yields as we both operate and maintain our wind farms



# We continue to reduce our operating costs

## OPEX/MW has decreased steadily as wind turbine sizes have increased

Development in OPEX/MW by wind turbine size, 2-3 MW = index 100<sup>1</sup>, real 2023 numbers<sup>1</sup>



## Development drivers

### Fewer annual service hours required

**45 %** reduction in service hours per MW, maintaining 11 MW wind turbines for no more hours than 6 MW

### Increased automated and digital inspections

**50 %** conversion of manual to digital inspection hours achieved on inspections of blades, structures, and confined spaces by drones and robots

### Strong returns to scale and hub synergies

**2-5 %** OPEX reduction achieved on our portfolio from securing long-term commitments, and sharing of logistics, warehouses, and staff

# Unrivalled experience and capabilities to execute increasingly complex energy systems

Our unique skillset to address current and future energy system demands



**Deep engineering competences**



**Long-standing supplier approach and relationships**



**Best-in-class and cost-effective project delivery**



**Unique operational experience and tools**



**Comprehensive understanding of renewable energy systems**



**Global leader in incorporating sustainability**





# Innovation

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**Varun Sivaram**

SVP, Strategy &  
Innovation

CMD  
2023

# Financial update

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**Daniel Lerup**  
EVP & CFO



# Strong financial development since CMD 2021

Follow up <sup>1</sup>	Time period	CMD 2021 target	Status
Renewables capacity	2030	~50 GW	On track
Average ROCE	2020-2027	11–12 %	Outperforming
EBITDA CAGR from offshore and onshore assets in operation	2020-2027	~12 % CAGR	Outperforming
Gross investments	2020-2027	DKK ~350 billion	Trending above

*See appendix for forecast assumptions underlying business plan*



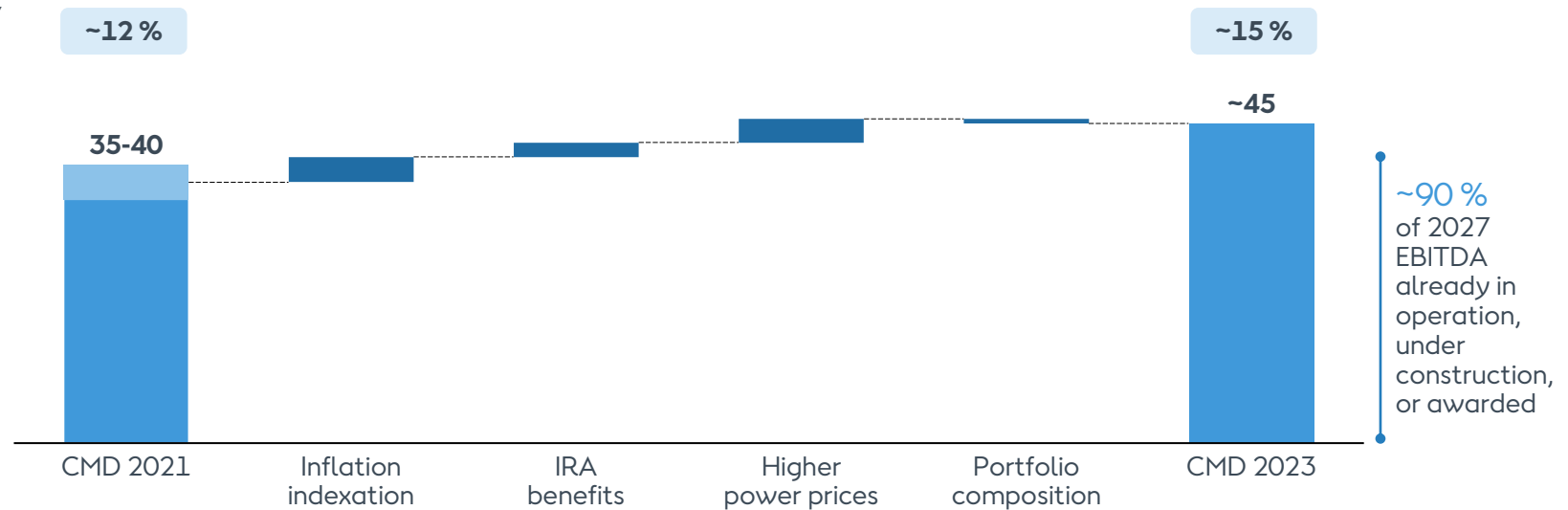
# Significant upside to 2027 earnings

## EBITDA from offshore and onshore asset in operation by 2027

DKKbn, %

CMD 2021 follow-up

2020-27  
CAGR

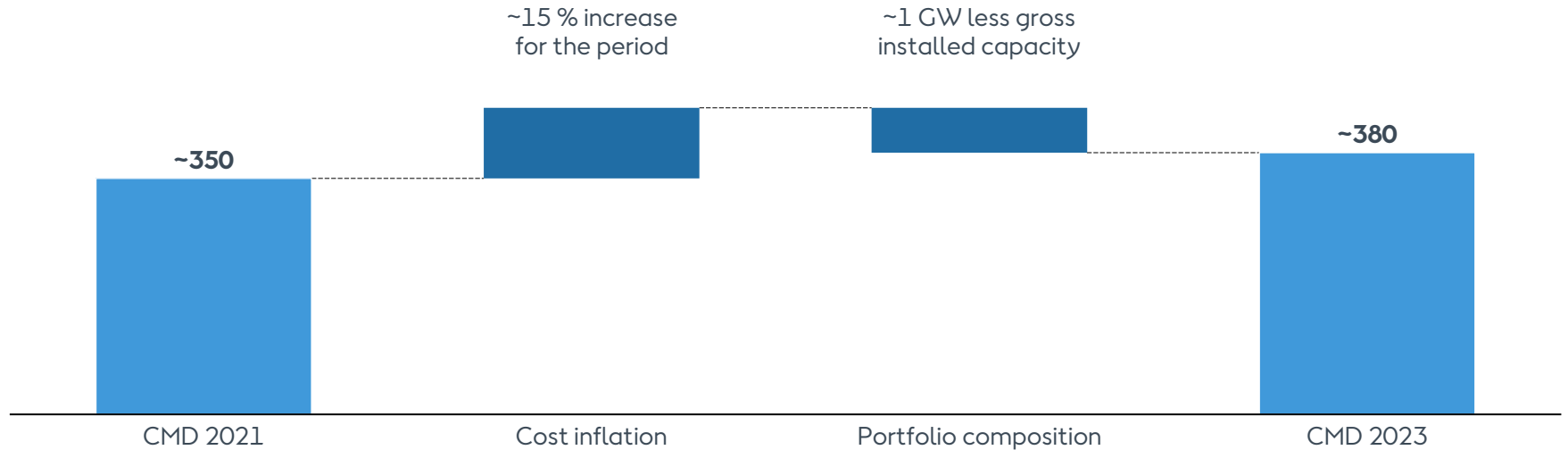


# Higher gross investment level towards 2027

## Gross investments

2020-2027, DKKbn

CMD 2021 follow-up

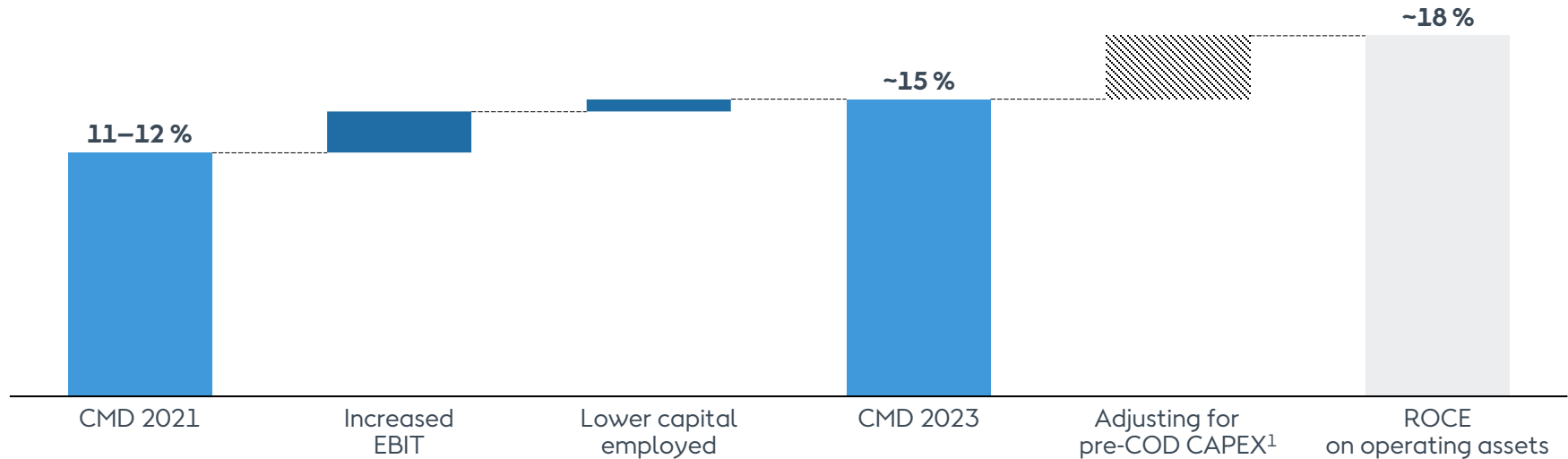


# Higher returns on capital employed towards 2027

## Average return on capital employed (ROCE)

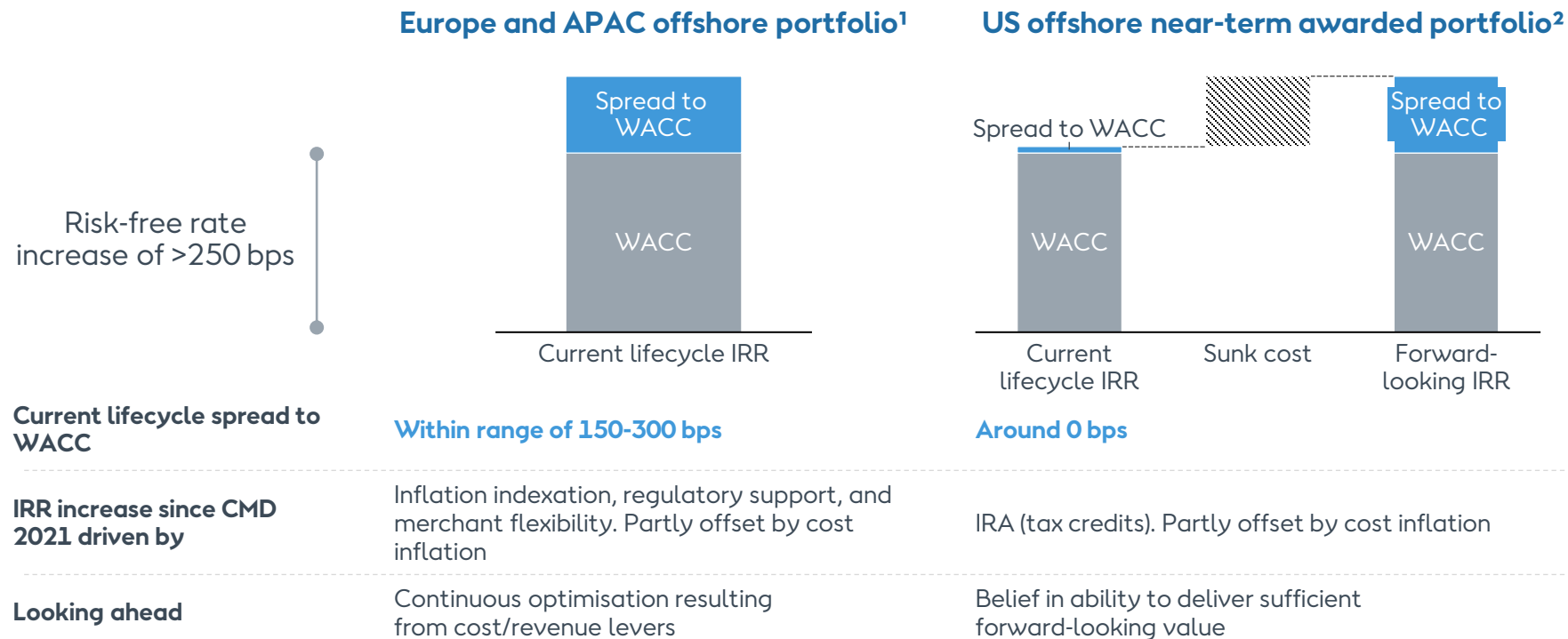
2020-2027, %

CMD 2021 follow-up





# Strong value creation in Europe and APAC offshore projects and absolute IRR levels increasing across global portfolio



Inflation indexation, regulatory support, and merchant flexibility. Partly offset by cost inflation

IRA (tax credits). Partly offset by cost inflation

Continuous optimisation resulting from cost/revenue levers

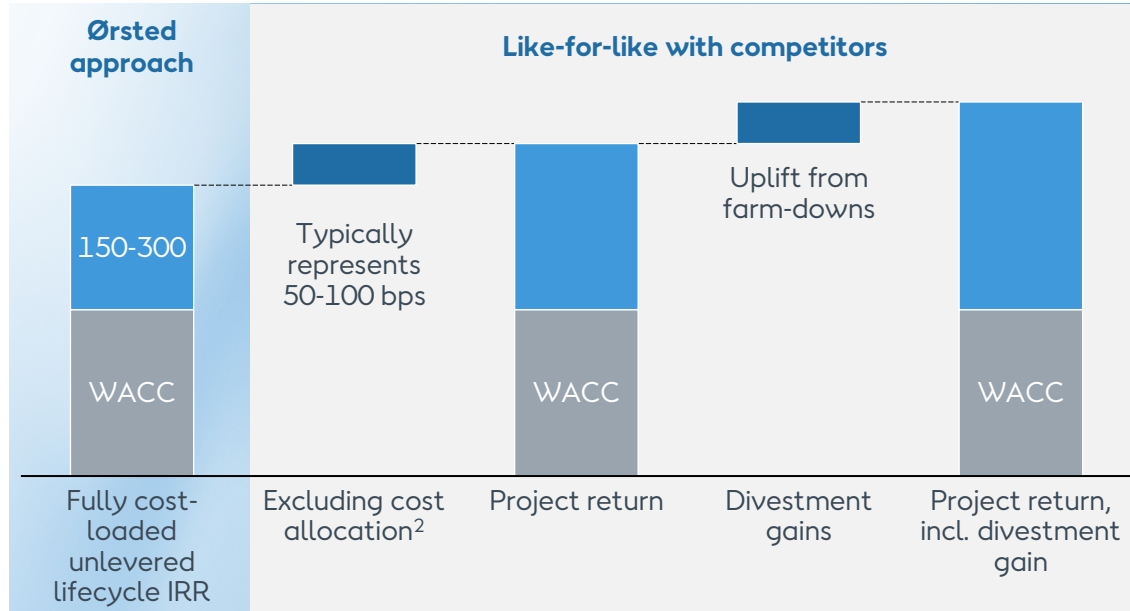
Belief in ability to deliver sufficient forward-looking value

93 Notes: 1. Assets matured towards operation: Hornsea 2, Borkum Riffgrund 3, Gode Wind 3, Greater Changhua 1 & 2a, Greater Changhua 2b & 4, Hornsea 3 and Baltica 2. 2. US offshore near-term awarded portfolio: Sunrise Wind, Revolution Wind, and Ocean Wind 1.

# We remain committed to an industry-leading return target

## Targeted range for spread to WACC

bps<sup>1</sup>, illustrative



WACC approach ensures robust and competitive risk-adjusted returns, including:



Technology risk



Merchant risk



Country risk

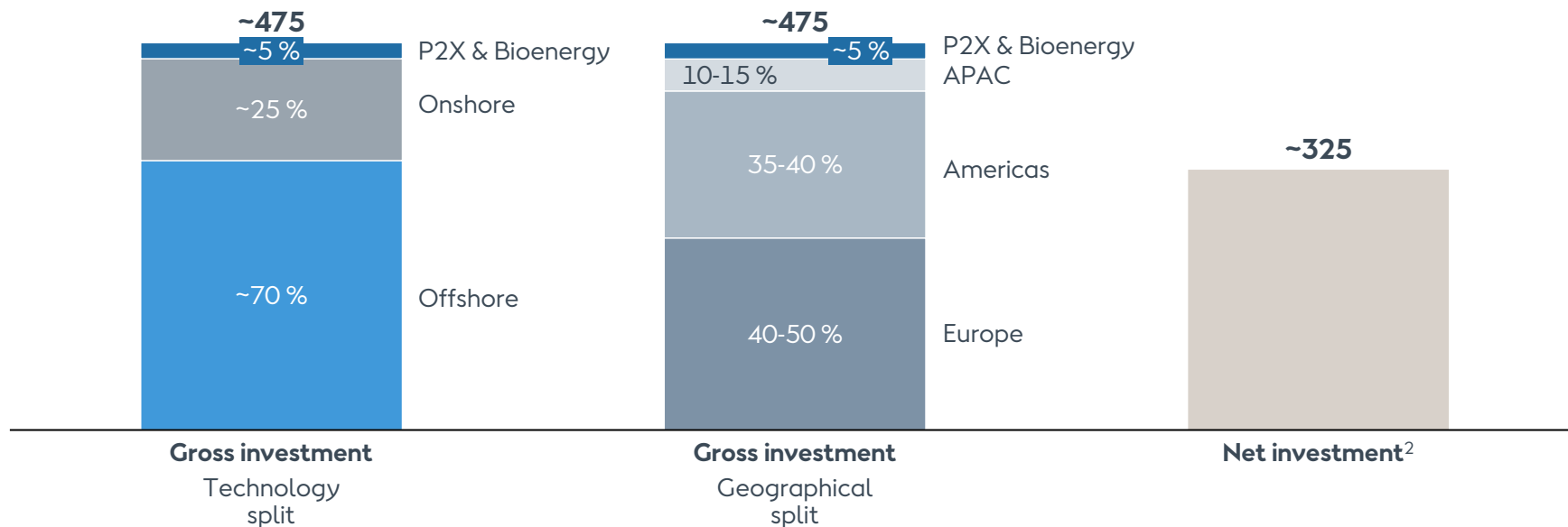


Inflation indexation

# Investment programme for new guidance horizon for 2023-2030

## Gross and net investments

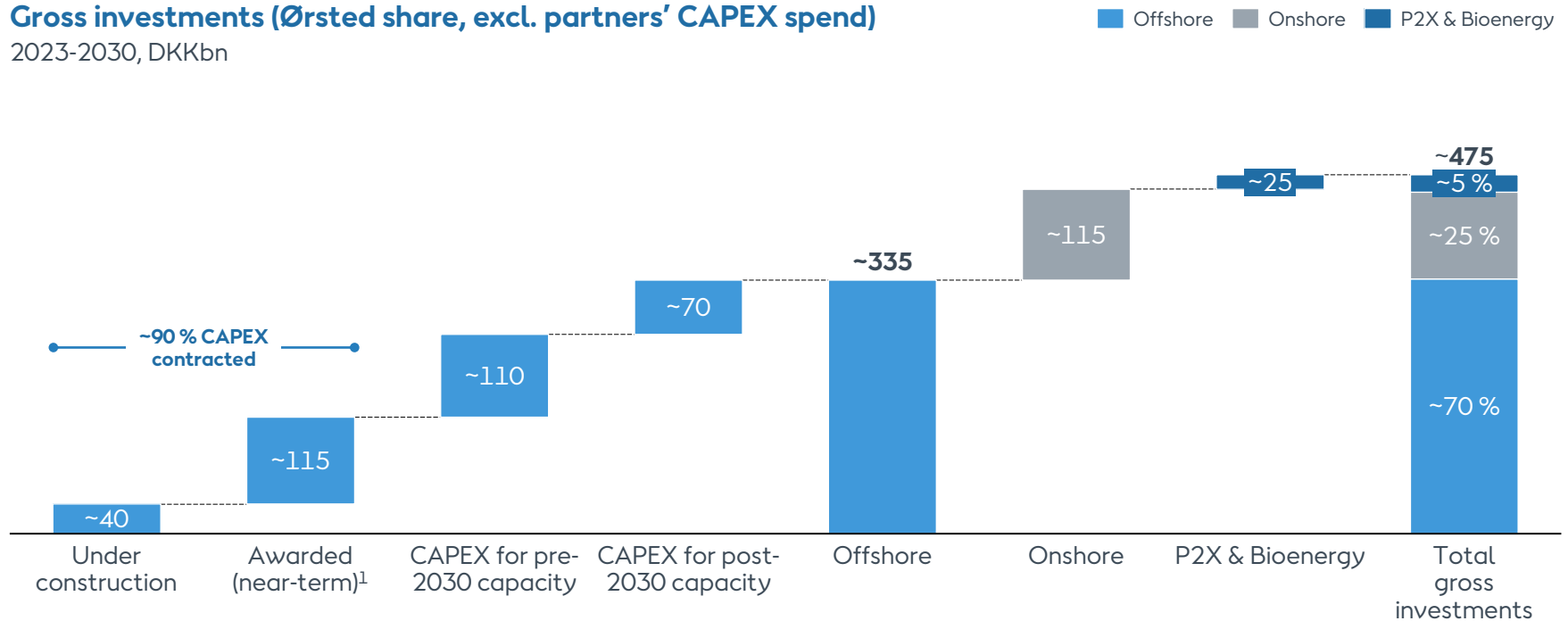
2023-2030<sup>1</sup>, DKKbn



# CAPEX certainty for significant share of portfolio

## Gross investments (Ørsted share, excl. partners' CAPEX spend)

2023-2030, DKKbn



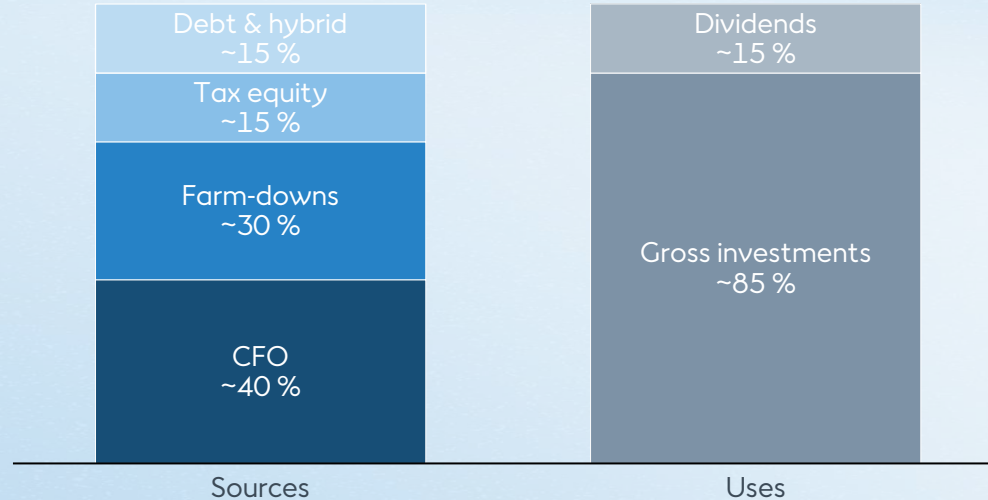
96 Notes: 1. Awarded (near-term) portfolio: Hornsea 3, Revolution Wind, Sunrise Wind, Ocean Wind 1 and Baltica 2. Pre-2023 CAPEX spend of DKK ~40bn for under construction and awarded.



# Sources are anchored in a stable cash flow profile

## Funding programme

2023-2030



# Unrivalled farm-down track record for over a decade

## Farm-down track record

Proceeds

**DKK ~200 bn**

~100 % NPV retention  
and efficient capital recycling achieved

### Farm-downs completed<sup>1</sup>



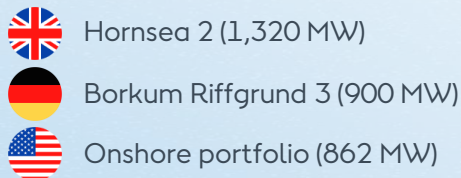
## Farm-downs closed in 2022

Proceeds

**DKK ~30 bn**

>100 % NPV retention  
under challenging conditions

### Farm-downs completed



## Future farm-down approach

Proceeds

**DKK ~20 bn**

per year between 2023 and 2030

~100 % NPV retention  
target

### Assumed ownership shares

**50 % offshore and onshore**  
ownership of assets assumed

Maintain flexibility to opportunistically  
go below 50 % ownership

# Strong and transparent financial model enabling low cost of debt



## Centralised financing model

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Competitive and flexible balance sheet financing backed by strong investment grade rating



## Sustainable financing

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Market-leading green bond issuer with visible premium of 5-10 bps



## Liquidity management

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Strong liquidity reserve, mainly through undrawn committed facilities



## Multiple financing sources

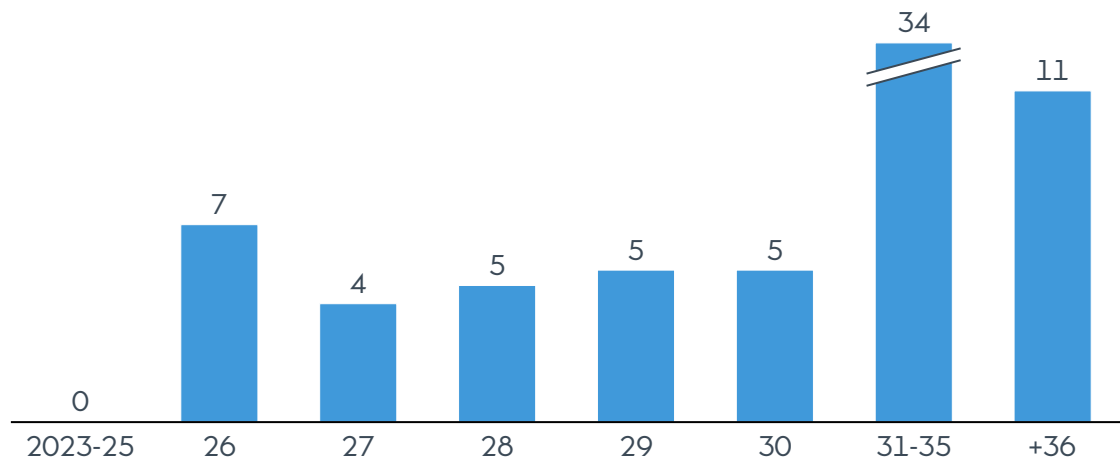
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Senior and hybrid bonds issuances supported by lending from supra-nationals and export credit agencies

# Balanced bond portfolio with low refinancing risk

## Average debt maturity of 9.3 years<sup>1</sup>

Senior bonds maturity profile, DKKbn



## Highlights

Deep access to debt capital markets for long-dated issuances

Strong investor demand with ~3.6x oversubscription<sup>1</sup>

Average current cost of debt of ~3.4 % with limited refinancings in coming years<sup>2</sup>

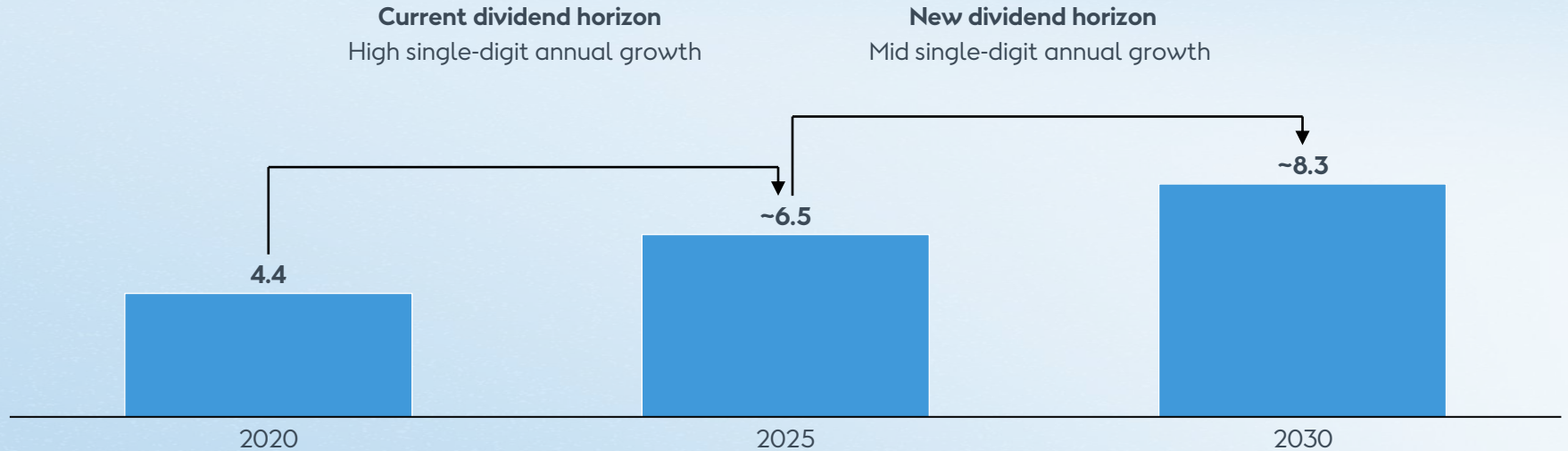
Average cost of debt expected to increase to ~4.5 % towards 2030<sup>3</sup>



# Dividend commitment extended to 2030

## Dividend policy

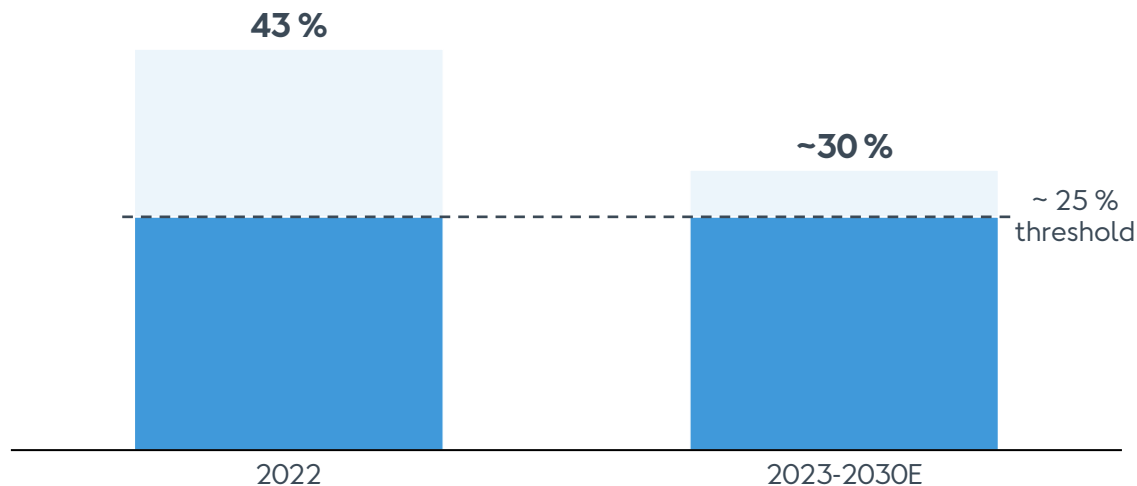
In-year dividend, DKKbn



# Strong balance sheet to support business plan

## FFO/adjusted net debt projection based on business plan

2022-2030, %



## Our commitments

Maintain investment grade rating of BBB+/Baa1

Deliver on dividend policy

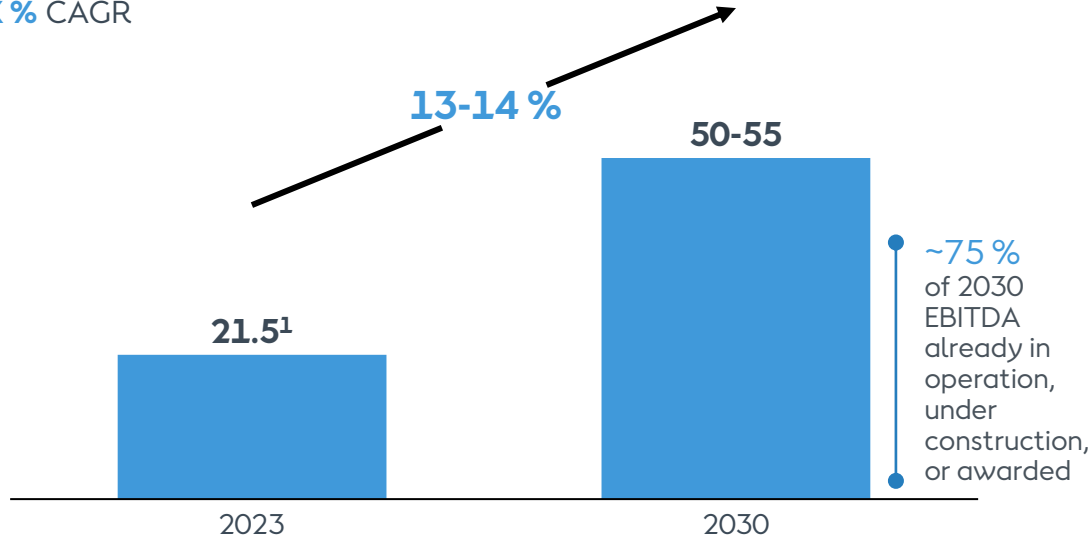
No new equity raise needed to deliver on our business plan

# Significant growth in Group earnings towards 2030

## Group EBITDA (excl. new partnerships)

2023-2030, DKKbn

X % CAGR



## Details

Group EBITDA definition slightly higher than site EBITDA

Earnings from P2X, Bioenergy & Other, and construction agreements mostly offset by expensed DEVEX and unallocated overhead cost<sup>2</sup>

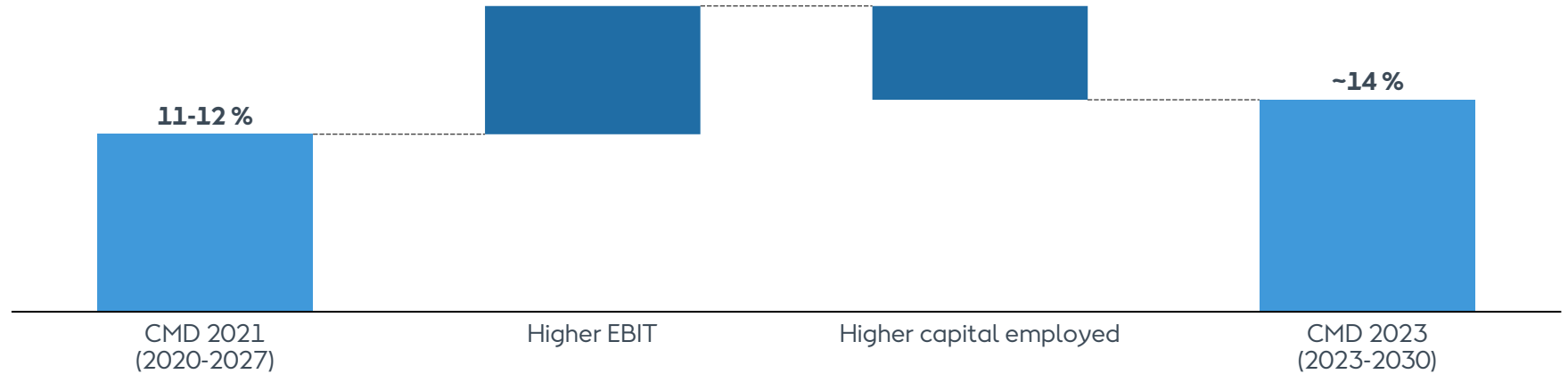
27 GW net capacity in 2030

Notes: 1. 2023 EBITDA assumes mid-point of current full-year guidance. 2. DEVEX and unallocated overhead cost is DKK ~5 billion, earnings from construction agreement is DKK ~2 billion, remaining earnings are from P2X and Bioenergy & Other.

# Attractive return on capital towards 2030

## Average return on capital employed (ROCE)

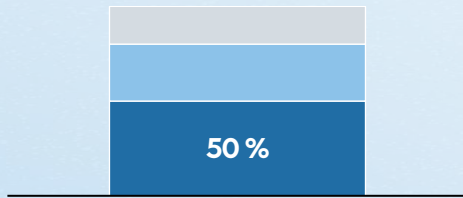
2023-2030, %





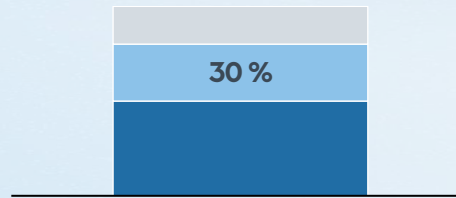
# Key financial exposures are proactively managed

## Inflation-indexed revenue



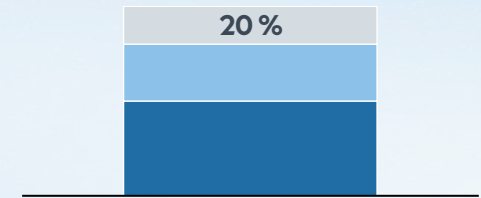
- **Prioritise inflation-indexed revenue** to protect against cost inflation and higher cost of capital

## Fixed nominal revenue



- **Debt used to de-risk fixed nominal exposure** from assets in operation and under construction
- Financial derivatives used to manage short-term interest exposure from award until funding of project

## Merchant revenue



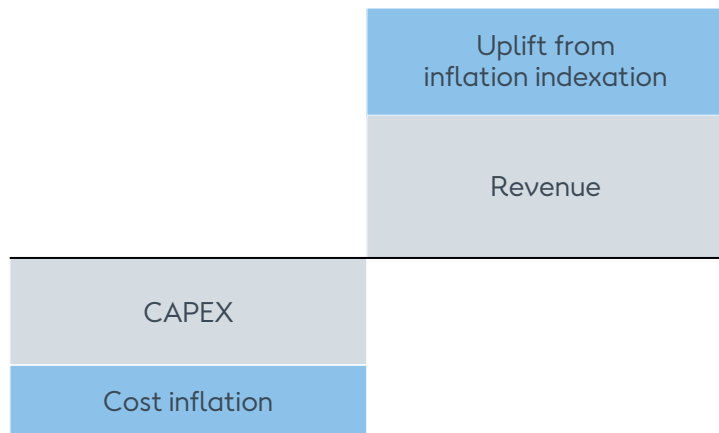
- **Corporate PPAs used to de-risk merchant exposure**
- New hedging framework addresses the need for additional earning stability and makes the portfolio more resilient in turbulent years

# Inflation-indexed revenue uplift outweighs CAPEX cost inflation across portfolio

## Inflation-indexed assets compensated for cost inflation through a higher strike price

Increase in CAPEX from cost inflation...

...offset by higher strike price throughout subsidy period



## Key highlights

**~65**  
DKKbn

higher forecasted revenue<sup>1</sup> (+20 % increase) from inflation-indexed assets since CMD 2021 exceeds the increase in gross investments



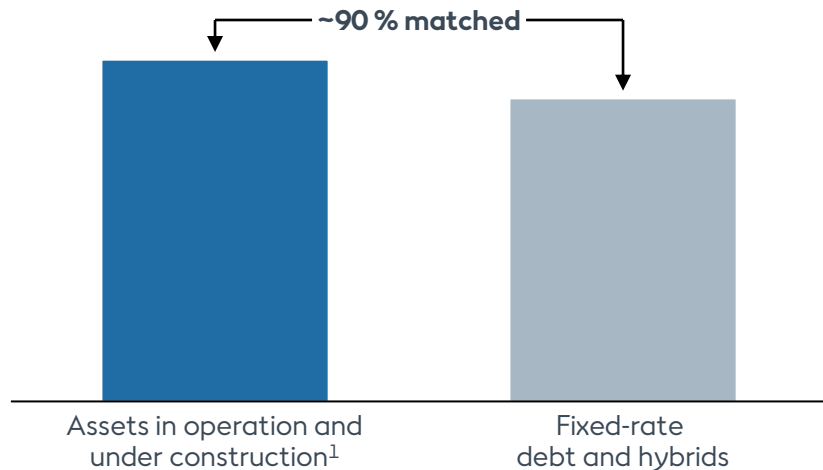
Inflation indexation in revenue contracts provides a relief to WACC level



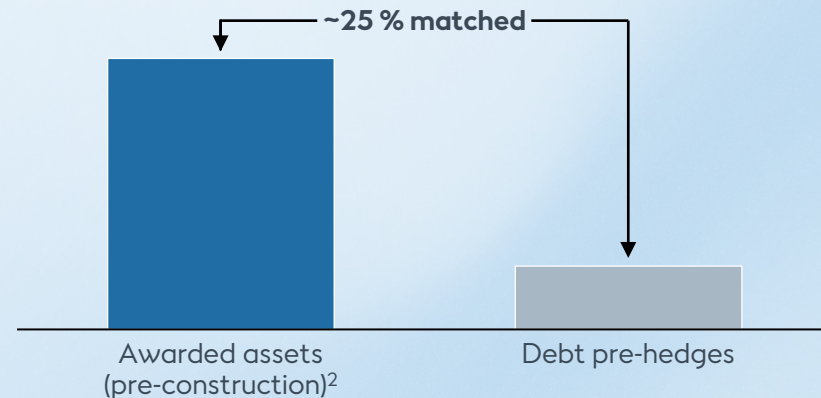
Engaging with regulators to introduce or improve inflation-indexation with recent success in Poland, New York, Rhode Island, and Massachusetts

# Protecting assets with fixed nominal cash flow against interest rates via fixed-rate debt and derivatives

Fixed-rate debt used to protect fixed nominal cash flows against interest rate increases



Pre-hedging of debt for awarded assets to increase as they progress towards construction



# Earnings profile optimised through high degree of contracted & regulated revenue combined with new hedging framework

## High visibility on future earnings

**~80 %**

Group regulated and long-term contracted EBITDA average, 2023-2030

**~16 years**

Average remaining subsidy lifetime on offshore projects in operation, under construction, and awarded

## Key outcomes for new hedging framework for merchant risk

**~25 %** reduced downside risk for offshore EBITDA

**>50 %** reduction in collateral postings

**>50 %** reduction in risk of IFRS hedge ineffectiveness

The risk of overhedging has now been reduced to only **1 in every 20 months**



# Summary of financial update

## ~50 GW renewable capacity by 2030

Fully self-funded growth plan for ~50 GW by 2030, enabled by strong growth in operational cash flow and flexible value-creating partnership model

## 150-300 bps spread to WACC

Commitment to strict financial discipline through industry-leading targeted value creation of 150-300 bps spread to WACC<sup>1</sup>

## Proactive management of financial exposure

High level of contracted and regulated earnings, long-duration offtake contracts, and 50 % of inflation-indexed revenue

## Increasing EBITDA and ROCE towards 2030

Annual Group EBITDA growth of 13-14 % and average ROCE of ~14 % towards 2030

## Growing dividend to 2030

Dividend commitment extended to 2030<sup>2</sup>

Notes. 1. Targeted range for spread to WACC at time of bid/FID (whichever comes first) for individual projects. The targeted range is not a hurdle rate and, consequently, there could be projects that deviate from the targeted range. 2. High single-digit dividend growth policy towards 2025 and mid single-digit dividend growth from 2026-2030.

# Wrap-up

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**Mads Nipper**  
Chief Executive Officer

# By 2030, Ørsted will be the world's leading green energy major

## Key highlights

- Leverage **industry-leading global position** and unrivalled development and execution capabilities to become one of the largest green electricity producers
- **Deploy a massive development pipeline** through **strict financial discipline** to secure the most value accretive projects against the rapidly growing opportunity set
- Invest **DKK ~475 billion in green value-creating growth** across Europe, Americas, and APAC, to support ambition of **~50 GW renewable capacity** by 2030
- **Maintain global leadership** within offshore wind, while establishing a **significant regional growth platform** in onshore renewables and **shape the market for P2X**
- Leverage our **integrated renewables offering** towards our customers and deliver customised decarbonisation solutions
- Drive **annual operating earnings growth of 13-14 %** and deliver long-term **return on capital employed (ROCE) of ~14 %**, supported by high share of contracted and regulated earnings
- **Grow dividend annually**, while maintaining balance sheet strength and credit ratings
- Continue our **sustainability leadership** and drive industry change through concrete actions





# Appendix





# Disclosure summary

## Strategic ambition, financial targets, and policies

Ambition for installed renewable capacity by 2030	~50 GW
- Offshore	~28 GW
- Onshore	~17.5 GW
- P2X	>2 GW
- Bioenergy	~2 GW

Fully loaded unlevered lifecycle spread to WACC. Targeted range for spread to WACC at time of bid/FID (whichever comes first) for individual projects <sup>1</sup> .	150-300 bps
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Average yearly increase in Group EBITDA excluding new partnerships, 2023-2030	~13-14 % DKK ~50-55 bn by 2030
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Average ROCE, 2023-2030	~14 %
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## Financial policies

Corporate rating	BBB+/Baa1
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FFO to adjusted net debt	~25 %
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Dividend policy extended until 2030. Annual dividend percentage increase compared to the previous year	To 2025: High single-digit ; 2026-2030: Mid single-digit
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## Additional disclosure

Total CAPEX spend, 2023-2030	DKK ~475 bn
- Offshore	~70 %
- Onshore	~25 %
- P2X & Bioenergy	~5 %

Substantiated and opportunity pipeline	~114 GW
- Offshore	~76 GW
- Onshore	~34 GW
- P2X	~4 GW

Net capacity installed across technologies, 2030	~27 GW
--	--------

Average share of regulated and contract-based EBITDA, 2023-2030	~80 %
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Average remaining subsidy lifetime	~16 years
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## ESG/Sustainability ambitions

Net-zero value chain, Scope 1-3	2040
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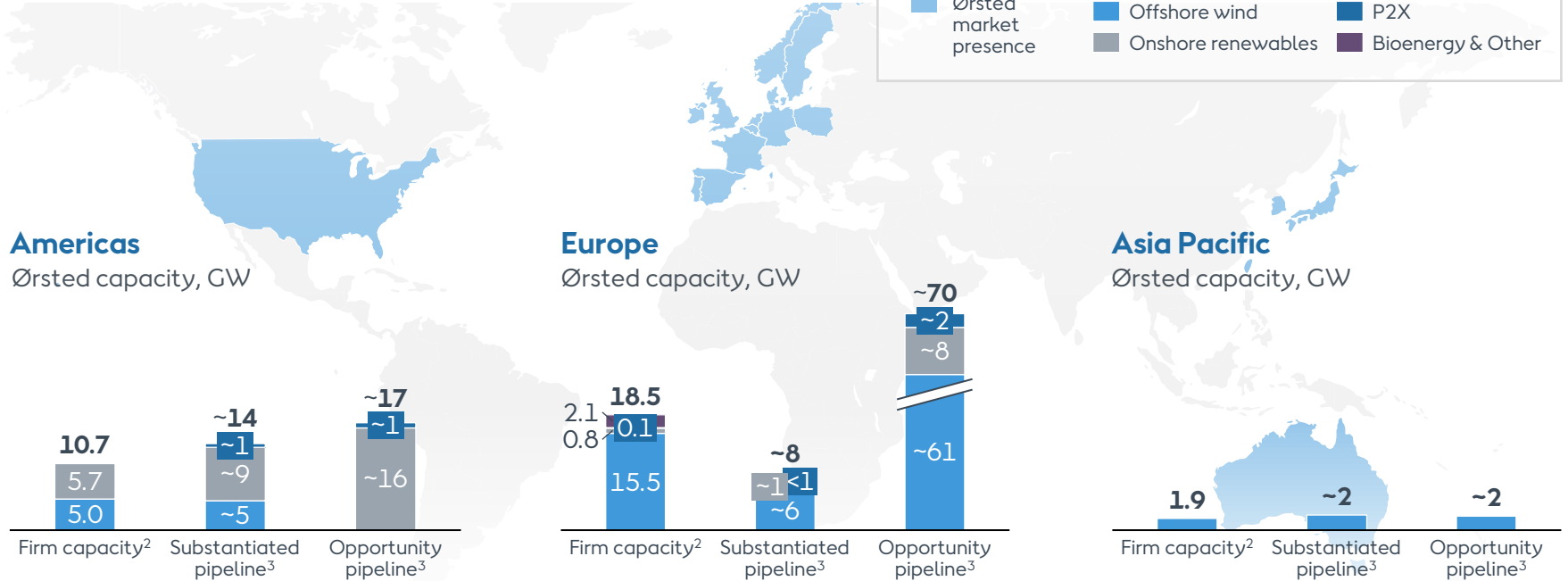
Reduction in emissions intensity <sup>2</sup> , 2025	98 %
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Ban on landfilling, today	Turbine blades, Solar modules
---------------------------	----------------------------------

Gender balance, 2030 (women:men)	40:60
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# We are perfectly positioned to capture growth

## Ørsted footprint<sup>1</sup>



Notes: 1. Numbers may vary slightly throughout the presentation due to rounding. 2. Covers offshore installed, under construction and awarded capacity as well as capacity installed and under construction for onshore, P2X and bioenergy & other. 3. See glossary in appendix for definition.

# Region Americas pipeline

## Substantiated pipeline

Technology	Capacity (MW)
Offshore wind	4,700
Onshore renewables	8,604
P2X	580
<b>Total Americas</b>	<b>13,884</b>

## Opportunity pipeline

Technology	Capacity (MW)
Offshore wind	-
Onshore renewables	16,400
P2X	825
<b>Total Americas</b>	<b>17,225</b>

# Region Europe pipeline

## Substantiated pipeline

Technology	Capacity (MW)
Offshore wind	6,200
Onshore renewables	1,461
P2X	362
<b>Total Europe</b>	<b>8,023</b>

## Opportunity pipeline

Technology	Capacity (MW)
Offshore wind	60,665
Onshore renewables	7,550
P2X	2,208
<b>Total Europe</b>	<b>70,423</b>



# Region APAC pipeline

## Substantiated pipeline

Technology	Capacity (MW)
Offshore wind	2,408
<b>Total APAC</b>	<b>2,408</b>

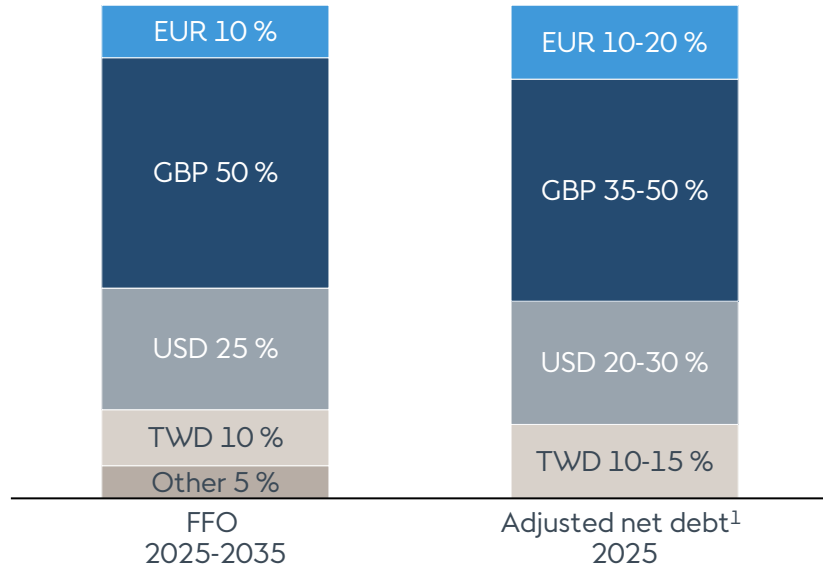
## Opportunity pipeline

Technology	Capacity (MW)
Offshore wind	2,250
<b>Total APAC</b>	<b>2,250</b>

# Debt issuances aim at optimal currency match with projected FFO

## Current and planned debt issuances towards 2035

%



## Key elements of FX exposure management



Matching currency composition of net debt with FFO protects credit rating against FX moves



FX exposure handled at group level to allow for netting and a holistic management of short- and long-term currency risks

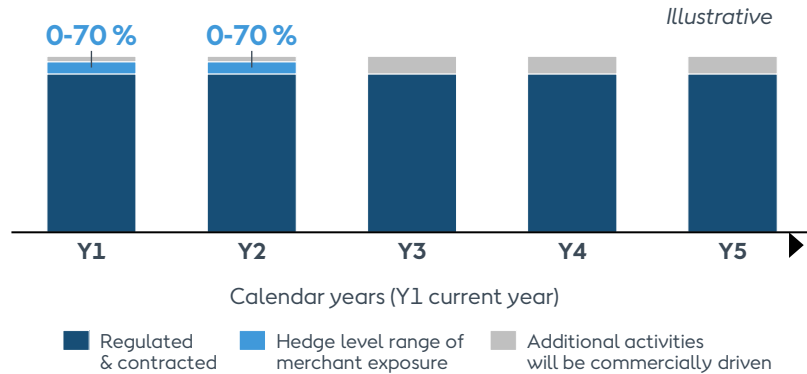


Remaining FX exposure hedged through derivatives under hedge accounting

# Hedge approach suits the characteristics of our portfolio

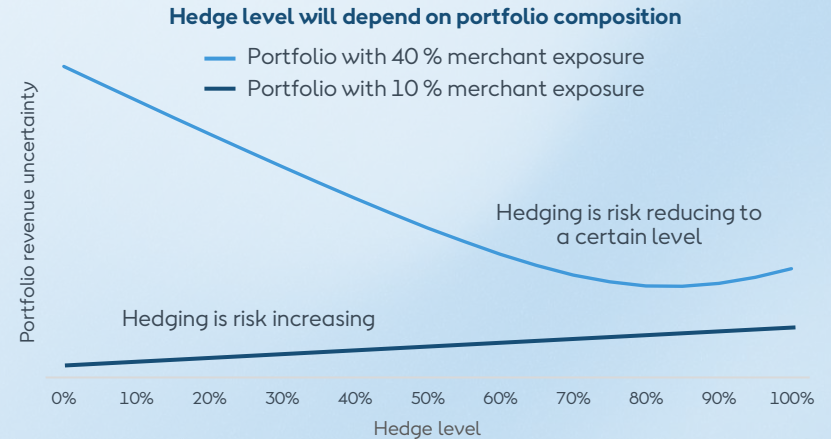
## Lower hedge level & shorter time horizon. Hedge level of merchant exposure between 0-70 % in Y1 & Y2

- Risk of overhedging and IFRS-9 ineffective hedges significantly reduced
- Hedging no more than 70 % will lead to overhedged volumes in 1 out of 20 months, instead of 1 out of 3 months with previous approach
- Reduction in liquidity and counterparty risk



## Hedge level will depend on portfolio composition<sup>1</sup>

- Leveraging portfolio diversification as natural hedge between price and production variability
- Desired year-to-year level will account for portfolio effects
- Low share of merchant power exposure in front years leads to low hedge levels and vice versa



# Tax benefits for renewables in the US

Renewable energy tax credits include a variety of indirect federal subsidies to finance investment and production of renewable energy in the US, including production tax credits (PTCs) and investment tax credits (ITCs).

In addition to the tax credits, qualified renewable projects also benefit from accelerated depreciation of eligible property over five years.

## Production tax credits

Allows owners and developers of energy facilities (land-based and offshore) to claim a federal income tax credit on every kWh of electricity generated for the power grid annually for a period of 10 years after a facility is placed into service

### Preferred technologies:

- Onshore wind

## Investment tax credits

Unlike the PTCs, this one-time credit is based on the dollar amount of the investment in the generating property and earned when the equipment is placed into service

### Preferred technologies:

- Offshore wind
- Solar PV
- Storage

## Other tax attributes

Primarily consist of tax depreciation and other taxable results. Under US tax rules, depreciation of certain tangible assets, which includes wind and solar assets, can be accelerated and recognised in the first several years an asset is in operation



# Tax equity at Ørsted

Tax equity partnerships are a key driver of value for our US portfolio of wind and solar PV projects.

Item/Element	PTC	ITC
Eligibility of projects	✓ Mainly onshore wind farms: Comparably low CAPEX	✓ Mainly offshore wind farms and solar PV: Comparably high CAPEX and lower production volume on solar PV
Credit period	PTCs are generated over the first 10 years and based on MWhs produced  Income is recognised as 'Other operating income' in the periods in which they are generated	ITCs are one-time credits based on the CAPEX spent and earned at COD  TE partners share of income is recognised as 'Other operating income' on a straight line basis over the flip-period (TE partner agreement specific)
Value of credit	USD 27.5/MWh (2023)	Base level ITC of 30 % Potentially 20 % in additional bonus ITC for domestic content (10 %) and locations in energy communities (10 %)
Flip-period	Expected 10 years from COD	Usually 5-7 years from COD
TE partner entry	TE contribution received at COD	TE contribution received at COD

# Production tax credit (PTC) – accounting treatment

## Illustrative example

	Y0	Y1	Y2 ...	Y11-12	Y13 →	Comments
Ørsted cash ownership	70 %	70 %	70 %	100 %	100 %	
Ørsted tax ownership	1 %	1 %	1 %	100 %	100 %	
<b>1</b> Revenue (full consolidation)		+100	+100	+100	+150	<b>1</b> Revenue from years 1-12 reflects presence of long-term, fixed price offtake arrangements, desired by tax equity partners to efficiently monetise PTCs
OPEX (full consolidation)		-75	-75	-75	-75	<b>2</b> PTCs (TE partner and Ørsted share) are recognised in EBITDA in the periods in which they are generated. TE partner's share of other tax attributes are recognised on a straight line over the flip-period
<b>2</b> Other operating income		+252	+232	-	-	<b>3</b> Recognition of a deferred tax liability at Y0 equalling the liability Ørsted expects to take over when the arrangement flips
Partner's share of PTCs		+200	+180	-	-	
Ørsted's share of PTCs		+2	+2	-	-	
Partner's share of other tax attributes		+50	+50	-	-	
<b>EBITDA (full consolidation)</b>		<b>+277</b>	<b>+257</b>	<b>+25</b>	<b>+75</b>	<b>4</b> Tax equity partner's upfront contribution (1,600) is recognised as a liability and divided into: - a NWC element to be repaid through PTCs and other tax attributes - an interest-bearing debt element expected to be repaid through cash distributions
Interest on tax equity		-5	-4	-	-	
<b>3</b> Tax		-	-	-5	-47	
Net working capital (NWC)	+1,525	-232	-212	-	-	
<b>4</b> Upfront contribution from TE partner	+1,525					<b>5</b> Deferred contributions (Pay gos) represent the difference between actual PTCs generated and expected PTCs at the time of the contribution
<b>5</b> Pay go		+20	+20	-	-	
<b>6</b> PTCs and other tax attributes, reversed		-252	-232	-	-	<b>6</b> Tax equity partner receives PTCs, other tax attributes and a small share of operating earnings to achieve an agreed upon return after which the partner expects to exit the project. Partner receives part of operational earnings as cash contributions in the post-flip period. From Y0 a buy-out liability will be built up towards the expected flip date
<b>Operating cash flow</b>	<b>+1,525</b>	<b>+40</b>	<b>+41</b>	<b>+20</b>	<b>+28</b>	
CAPEX	-2,000					
<b>Free cash flow (FCF)</b>	<b>-475</b>	<b>+40</b>	<b>+41</b>	<b>+20</b>	<b>+28</b>	
Upfront contribution from TE partner	+75					
<b>4</b> Cash distribution to TE partner		-10	-12	-	-	
<b>Financing cash flow</b>	<b>+75</b>	<b>-10</b>	<b>-12</b>			

# Investment tax credit (ITC) – accounting treatment

## Illustrative example

Impact on accounts	Y0	Y1	Y2 ...	Y6-12	Y13 →	Comments
Ørsted cash ownership	70 %	70 %	70 %	100 %	100 %	
Ørsted tax ownership	1 %	1 %	1 %	100 %	100 %	
<b>1</b> Revenue (full consolidation)		+100	+100	+100	+150	<b>1</b> Revenue from years 1-12 reflects presence of long-term, fixed price offtake arrangements, desired by tax equity partners to efficiently monetise ITCs
OPEX (full consolidation)		-75	-75	-75	-75	
<b>2</b> Other operating income		+306	+306	-	-	<b>2</b> Tax equity income is recognised in EBITDA as other operating income:
Partner's share of ITCs		+255	+255	-	-	- TE partner's share of ITCs is recognised on a straight line over the flip-period
Ørsted's share of ITCs		+1	+1	+1	+1	- Ørsted's share of ITCs is recognised on a straight line over the lifetime of the asset
Partner's share of other tax attributes		+50	+50	-	-	- TE partner's share of other tax attributes are recognised on a straight line over the flip-period
<b>EBITDA (full consolidation)</b>		<b>+331</b>	<b>+331</b>	<b>+26</b>	<b>+76</b>	
Interest on tax equity		-5	-4	-	-	<b>3</b> Recognition of a deferred tax liability at Y0 equalling the liability Ørsted expects to take over when the arrangement flips
<b>3</b> Tax		-	-	-5	-47	
NWC	+1,525	-306	-306	-	-	<b>4</b> Tax equity partner's upfront contribution (1,600) is recognised as a liability and divided into:
<b>4</b> Upfront payment	+1,525					- a NWC element to be repaid through ITCs and other tax attributes
<b>5</b> ITCs and other tax attributes, reversed		-306	-306	-	-	- an interest-bearing debt element expected to be repaid through cash distributions
<b>Operating cash flow</b>	<b>+1,525</b>	<b>+20</b>	<b>+21</b>	<b>+21</b>	<b>+29</b>	
CAPEX	-2,000					
<b>Free cash flow (FCF)</b>	<b>-475</b>	<b>+20</b>	<b>+21</b>	<b>+21</b>	<b>+29</b>	<b>5</b> Tax equity partner receives ITCs, other tax attributes and a small share of operating earnings to achieve an agreed upon return after which the partner expects to exit the project. Partner receives part of operational earnings as cash contributions in the post-flip period.
Upfront contribution from TE partner	+75					From Y0 a buy-out liability will be built up towards the expected flip date
<b>4</b> Cash distribution to TE partner		-10	-12	-	-	
<b>Financing cash flow</b>	<b>+75</b>	<b>-10</b>	<b>-10</b>			

# Macroeconomic assumptions for 2023-2030

## Key macroeconomic assumptions for 2023-2030

### Power

- Forward power price curves applied until 2027; internal conservative estimates used for the period beyond

### Inflation

- Decrease through 2024 and back to normalised levels in 2025 and onwards

### FX

- Estimates roughly in line with current market prices for key currency pairs

### Interest rates

- Interest rate curves in line with current short-term and long-term market pricing



# Glossary (I/II)

<b>Term</b>	<b>Definition</b>
<b>Adjusted net debt</b>	Interest-bearing debt + 50% of hybrid capital + cash and securities not available for distribution (excl. repo loans) +/- add-back of other interest-bearing debt and receivables
<b>Awarded capacity</b>	Offshore capacity that we have been awarded in auctions and tenders, but where we have yet to sign a PPA and take final investment decision
<b>CAGR</b>	Compound annual growth rate
<b>CCS</b>	Carbon capture and storage
<b>CfD</b>	A contract for difference is a subsidy that guarantees the difference between the market reference price and the exercise price won
<b>CHP</b>	A combined heat and power plant (CHP) generates both heat and power in the same process
<b>Commissioned</b>	When our assets are in operation, and the legal liability has been transferred from the supplier to us
<b>Contracted capacity</b>	Onshore capacity where we have signed PPAs covering more than 50 % of the asset's capacity, but where we have not yet taken final investment decision
<b>Corporate Power Purchase Agreement (CPPA)</b>	An agreement between us and a buyer/seller to purchase/sell the power we generate, which includes all commercial terms (price, delivery, volumes, etc.)
<b>EPCO</b>	Engineering, procurement, construction and operation. The part of our business which handles the construction, installation and operation of assets
<b>Farm-down</b>	Otherwise known as asset rotation, where a developer sells stakes in green power assets to institutional investors seeking long-term, stable yield
<b>FFO</b>	Funds from operations
<b>FID</b>	Final investment decision. When the Board of Directors approves major investments for construction assets
<b>FTE</b>	Full time equivalent
<b>Generation capacity</b>	Ørsted's ownership of the asset. Offshore wind turbines are included when each turbine has passed the 240-hour test. Onshore capacities are included after COD of the entire asset
<b>Installed capacity</b>	Installed capacity where the asset has been completed and has passed a final test
<b>Investment tax credits (ITC)</b>	Federal tax credit based on qualifying renewable investment costs
<b>IRR</b>	Internal rate of return used to estimate the profitability of our investments
<b>Load factor</b>	The ratio between the actual power generation in a given period relative to the potential generation which is possible by continuously exploiting the maximum capacity over the same period

# Glossary (II/II)

<b>Term</b>	<b>Definition</b>
<b>LCoE</b>	Levelised cost of energy calculates the present value of the total cost of building and operating a power plant over an assumed lifetime
<b>Local content</b>	The value that an asset project brings to the local, regional or national economy beyond the resource revenues
<b>Lost production factor</b>	Metric that compares what could be produced by a turbine in normal conditions with what the turbine has actually produced within a time period
<b>NPV</b>	Net present value of an investment through its lifetime, discounted to today's value
<b>OEM</b>	Original equipment manufacturer
<b>Opportunity pipeline</b>	Covers projects without rights (centralised tenders or immature decentralised projects) that we are actively working on (such as have established a project team, preparing for a lease auction or in mature partnership dialogues), or regulatory framework yet uncertain
<b>OREC</b>	Offshore wind renewable energy certificate
<b>Overhedging</b>	When our hedged volumes are higher than our actual generation, we are overhedged. This is normally caused by lower wind speeds and lead to financial losses if market prices are above our hedged prices
<b>P2X</b>	Renewable hydrogen and e-fuels, collectively referred to as Power-to-X (P2X)
<b>Power Purchase Agreement (PPA)</b>	An agreement between us and a buyer/seller to purchase/sell the power we generate, which includes all commercial terms (price, delivery, volumes, etc.)
<b>Production tax credits (PTC)</b>	Federal tax credit based on eligible power generation in the US
<b>ROCE</b>	Return on capital employed
<b>RoW</b>	Rest of world
<b>Scope 1 - 3 emissions</b>	All greenhouse gas (GHG) emissions from own use (scope 1), indirect emissions from purchased energy consumed by Ørsted (scope 2), and emissions from supply chain and use of products (scope 3)
<b>SCP</b>	Strategic corporate partners
<b>Substantiated pipeline</b>	Covers projects that have reached a certain level of maturity in a market with a regulatory framework, such as secured consent, exclusivity through lease, secured EIA or established partnership
<b>Transmission System Operator (TSO)</b>	Entity entrusted with transporting energy in the form of natural gas or electrical power on a national or regional level, using fixed infrastructure
<b>WACC</b>	Weighted average cost of capital is the average rate we pay to finance our assets
<b>WTG</b>	Wind turbine generator

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