

# Northland Power Investor Presentation

November 2020



TSX: NPI



# Forward-Looking Statements Disclaimer



This written and accompanying oral presentation contains certain forward-looking statements which are provided for the purpose of presenting information about management's current expectations and plans. Readers are cautioned that such statements may not be appropriate for other purposes. Northland's actual results could differ materially from those expressed in, or implied by, these forward-looking statements, and accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur. Forward-looking statements are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "plans", "predicts", "believes", "estimates", "intends", "targets", "projects", "forecasts" or negative versions thereof and other similar expressions or future or conditional verbs such as "may", "will", "should", "would" and "could".

These statements may also include, without limitation, statements regarding future adjusted EBITDA, free cash flow, dividend payments and dividend payout ratios; the construction, completion, attainment of commercial operations, cost and output of development projects; litigation claims; plans for raising capital; and the future operations, business, financial condition, financial results, priorities, ongoing objectives, strategies and outlook of Northland and its subsidiaries. Statements regarding Northland's expectations or ability to integrate the EBSA acquisition, Northland's ability to participate across the energy infrastructure spectrum in Colombia, key members of EBSA continuing to lead EBSA in the future, the future growth of EBSA's regulated base rate and expected Adjusted EBITDA. These statements are based upon certain material factors or assumptions that were applied in developing the forward-looking statements, including the design specifications of development projects, the provisions of contracts to which Northland or a subsidiary is a party, management's current plans and its perception of historical trends, current conditions and expected future developments, as well as other factors that are believed to be appropriate in the circumstances.

These forward-looking statements are based upon management's current reasonable expectations and assumptions and are subject to numerous risks and uncertainties. Some of the factors that could cause results or events to differ from current expectations include, but are not limited to, revenue contracts, impact of COVID-19, counterparty risks, contractual operating performance, variability of revenue from generating facilities powered by intermittent renewable resources, offshore wind concentration, natural gas and power market risks, operational risks, recovery of utility operating costs, permitting, construction risks, project development risks, acquisition risks, financing risks, interest rate and refinancing risks, liquidity risk, credit rating risk, currency fluctuation risk, variability of cash flow and potential impact on dividends, taxation, natural events, environmental risks, health and worker safety risks, market compliance risk, government regulations and policy risks, utility rate regulation risks, international activities, reliance on information technology, labour relations, reputational risk, insurance risk, risks relating to co-ownership, bribery and corruption risk, legal contingencies, and the other factors described in the "Risks Factors" section of Northland's 2019 Annual Information Form, which can be found at [www.sedar.com](http://www.sedar.com) under Northland's profile and on Northland's website at [northlandpower.com](http://northlandpower.com). Northland's actual results could differ materially from those expressed in, or implied by, these forward-looking statements and, accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur.

All figures are presented in Canadian dollars unless otherwise indicated.

# Northland Overview

---

- **Global** developer, owner and operator of **sustainable infrastructure assets**
- **Over 30 years of successfully developing**, constructing and operating power projects over full lifecycle
- Well-diversified, **modern fleet** of high-quality assets
- **Power Generating Assets: 2.6+ GW global fleet**
  - **1,400+ MW** of visible renewable power projects pipeline
    - **Offshore Wind**
      - 1,044 MW Hai Long – advanced development
    - **Onshore Wind**
      - 300 MW NY onshore wind – advanced development
    - **Solar**
      - 130 MW La Lucha – in construction
  - **Utility:** Regulated utility servicing 480,000 customers in Latin America
  - **Significant development opportunities** across multiple jurisdictions and technologies



# Northland's Strategy

---

**1** Creating and sourcing high-quality clean energy projects

**2** Early mover into growth markets and technology

**3** Operating our facilities with a view to optimizing worker safety and financial performance while minimizing any environmental impact



*Northland's business strategy is centered on establishing a significant global presence as a sustainable clean and green energy producer*

# Focused on Sustainability

---

- We seek to achieve a sustainable and prosperous future for all of our stakeholders
- We will achieve this through:

## Environmental

---



Focusing on clean and green technologies  
Supporting sustainable economies through clean energy and responsible business practices  
Delivering strong and sustainable financial results  
Preserving the natural environment

## Social

---



Prioritizing health and safety  
Investing in our communities  
Hiring locally and providing international opportunities  
Partnering with First Nations and Indigenous groups

## Governance

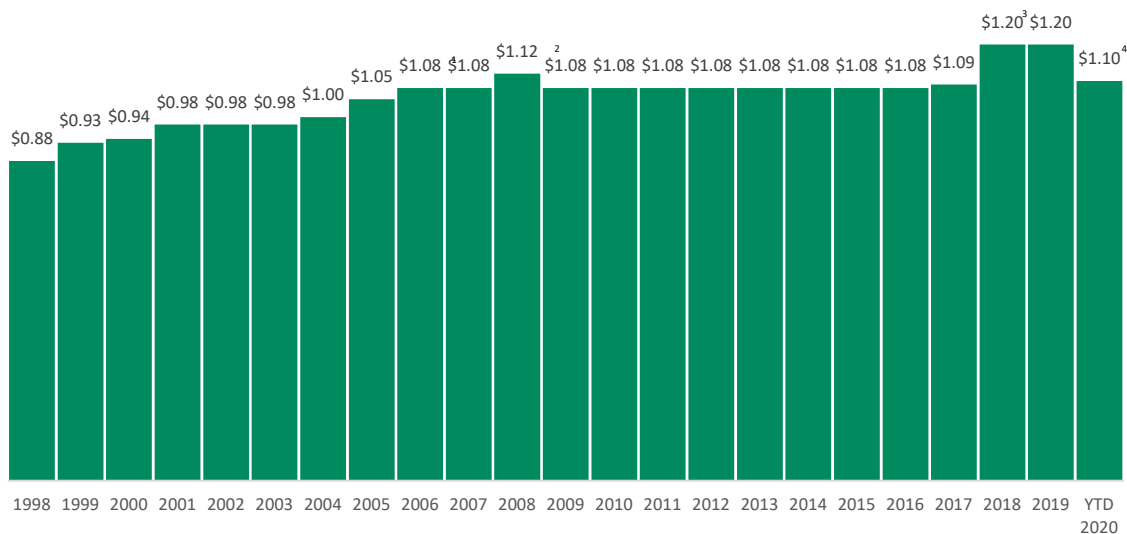
---



Fostering a diverse and inclusive culture  
Aligning with interests of shareholders and stakeholders  
Enhancing board diversity and structure  
Adhering to best governance practices

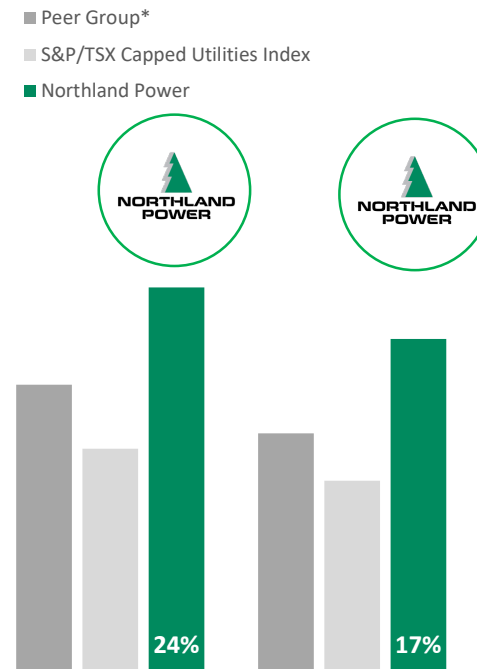
# Track Record of Strong Returns to Shareholders

## Annual Dividends (Distributions) Per Share (Unit) Since 1997



1. Includes a special cash dividend of \$0.02 per unit declared on December 18, 2006.
2. Includes a special cash dividend of \$0.04 per unit declared on December 4, 2008.
3. Dividend increased from \$0.09 to \$0.10 for December 2017.
4. Dividends paid year to date as at November 15, 2020.

## Total Shareholder Return



### 5-Year TSR

### 10-Year TSR

1. Canadian IPP Peer Group includes Algonquin Power, Boralex, Brookfield Renewable, Capital Power, Innergex, and TransAlta.
2. As at November 13, 2020.

**Northland Power has consistently delivered strong long-term returns and stable dividends to shareholders**



# Track Record of Corporate Growth

	2014 <sup>1</sup>	2020 <sup>2</sup>	Annual Growth	
<b>Assets</b>	\$5.0 B	\$11.6 B	<b>18%</b>	▲
<b>Operating Capacity (Gross)</b>	1,417 MW	2,681 MW	<b>14%</b>	▲
<b>Operating Capacity (Net)</b>	1,345 MW	2,266 MW	<b>11%</b>	▲
<b># Corporate Offices</b>	1	8		
<b>Market Value</b>	<b>2014</b>	<b>2020<sup>2</sup></b>		
<b>Enterprise Value</b>	\$4.9 B	\$16.4 B	<b>27%</b>	▲
<b>Market Capitalization</b>	\$2.5 B	\$8.6 B	<b>28%</b>	▲
<b>Share Price</b>	\$15.29	\$42.86	<b>24%<sup>3</sup></b>	▲

**Building on our success, we continue to deliver on our promises, delivering long-term value for our shareholders**

1. As at December 31, 2014

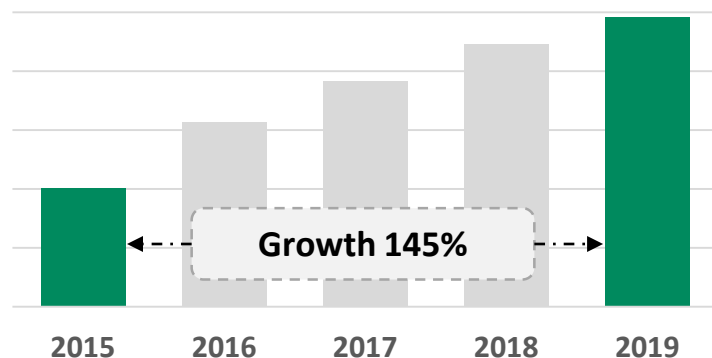
2. As at September 30, 2020, market values as at November 13, 2020

3. This number represents the 5-Year Total Shareholder Return (includes capital appreciation and dividend reinvestment)

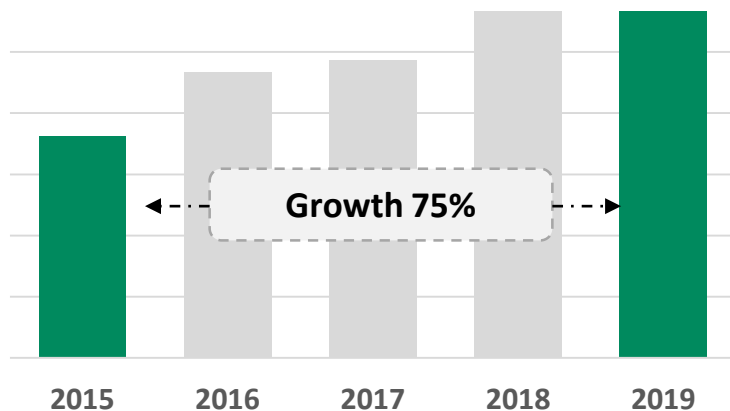
# Track Record of Growth in Financial Results

Northland's growth in Adjusted EBITDA and Free Cash Flow Per Share has been substantial

## Adjusted EBITDA Growth



## Free Cash Flow per Share Growth



Strong year-to-date 2020 results continue to demonstrate growth

	YTD 2020	YTD 2019	Change
Energy Volumes (GWh)	6,804	6,394	6%
Net Income (\$MM)	\$458	\$391	17%
Adjusted EBITDA (\$MM)	\$902	\$712	27%
Free Cash Flow (\$MM)	\$289	\$251	15%
Free Cash Flow per share	\$1.46	\$1.39	5%

- Continue to deliver strong results showcasing significant year-over-year growth
- Expanded development footprint with addition of 300 MW onshore wind projects in United States



# Track Record of Financial Stewardship

- Prudent use of leverage and liquidity
- Northland has a BBB (Stable) investment grade credit rating by S&P
- Strong S&P FFO<sup>1</sup>-to-Debt, well above minimum threshold
- Healthy corporate debt level relative to IPP industry, to support flexibility
- Prudent use of leverage: **96% of \$7.8B total debt is non-recourse to Northland**



## Corporate Credit Facility

**\$1.0B** credit facility to support further development

## Corporate Debt<sup>2</sup>

**\$0.3B** utilized  
Corporate Credit Facility

## Project Debt

**\$7.5B** drawn  
Non-Recourse Debt

1. FFO represents Funds From Operations
2. Numbers may not add due to rounding

# 2020 Financial guidance

Expect to continue the growth in Adjusted EBITDA and Free Cash Flow  
Per Share in 2020

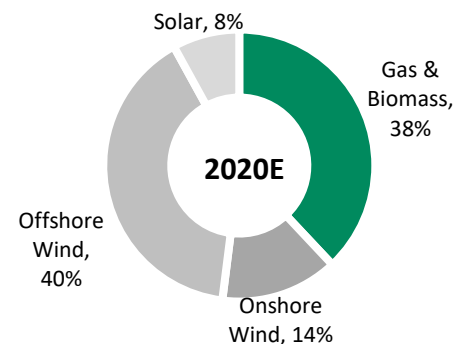
**Adjusted EBITDA**

**\$1.1 to \$1.2  
Billion**

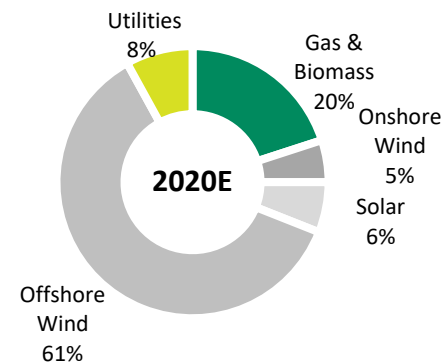
**Free Cash Flow**

**\$1.60 to \$1.70  
Per Share**

**Operating Capacity by Technology (Net MW)**



**Adjusted EBITDA by Technology (\$M)**



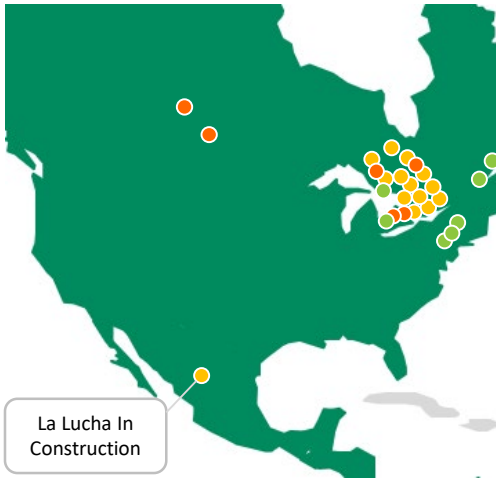


**Portfolio Overview**

---

# Diversified Asset Portfolio

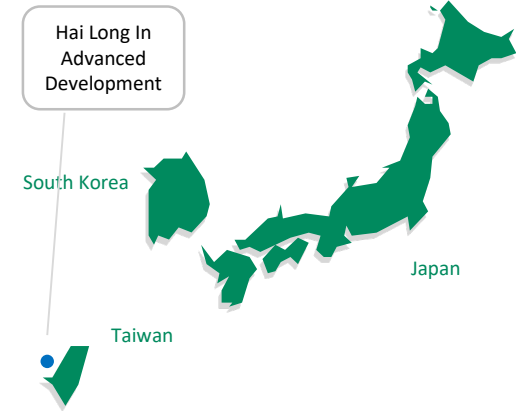
## North America



## Europe







## Asia



## South America



Technology:		Operating	Under Construction & Advanced Development
Offshore Wind		1,184 MW	1,044 MW
Onshore Wind		394 MW	300 MW
Solar		130 MW	130 MW
Natural Gas		973 MW	-
<b>Total Capacity (Gross)<sup>1,2</sup></b>		<b>2,681 MW</b>	<b>1,474 MW</b>

**Northland Power owns and operates 2.6 GW of power assets globally**

1. As at April 15, 2020. Includes Hai Long and La Lucha
2. Total Net Capacity: 2,266 MW (Operating) and 756 MW (Under Construction & Advanced Development).

# Optimization of Existing Portfolio

---

## Internalize Expertise

Leverage in-house knowledge to support development and construction

## Enhance Profitability

Optimize existing assets and secure new revenue streams

### Maximize cash flows from existing assets

- Apply in house expertise to optimize performance of operating assets and enhance value

### Utilize Technology

- Leverage “big data” to optimize performance
- Smarter maintenance practices

### Secure New Revenue Streams

- New offtake opportunities for post PPA assets

### Integrate Energy Marketing

- Greater margins by bringing in-house gas and electricity services
- Manage merchant markets

# Looking Ahead – Business Objectives

---

1

- Maintain excellent operating track record
- Maintain excellent health, safety and environmental record
- Continue to optimize operating portfolio

2

- Continue track record of on-time, on-budget execution
- Execute on La Lucha project construction

3

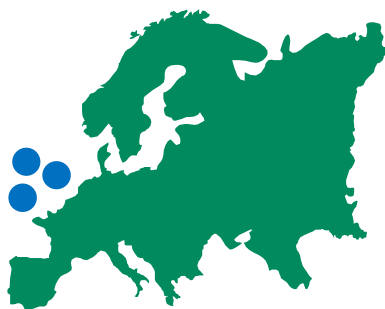
- Continue to advance and secure high-quality projects
- Continue to diversify across locations and technologies
- Be a leading player in the global transition towards decarbonization



Successfully constructed and operating three offshore wind projects

# 1.2 GW<sup>1</sup>

## European offshore Wind Power



1. Represents total gross operating capacity.
2. COD represents Commercial Operations Date.

<b>Gemini</b>	<b>600 MW</b>
---------------	---------------

60% Net Northland Interest  
COD<sup>2</sup> April 2017  
Completed on time and on budget

<b>Nordsee One</b>	<b>332 MW</b>
--------------------	---------------

85% Net Northland Interest  
COD<sup>2</sup> December 2017  
Completed on time and on budget

<b>Deutsche Bucht</b>	<b>252 MW</b>
-----------------------	---------------

100% Net Northland Interest  
Declared COD on March 31, 2020  
Project completed with 31 monopile foundation turbines



# European Offshore Wind Facility Details

	<b>Gemini</b>	<b>Nordsee One</b>	<b>Deutsche Bucht</b>
Capacity	600 MW	332 MW	252 MW
Distance to Shore	85km	40km	95km
Wind Turbines	150 x Siemens 4 MW	54 Senvion x 6.15 MW	31 x MHI Vestas 8MW
Turbine Foundation	Monopile	Monopile	Monopile
Water Depth	28m to 36m	26m to 29m	39m to 41m
Total Project Costs	€2.8 Billion	€1.2 Billion	€1.5 Billion
Revenue Contract Type	Contract for Differences (CFD) (FIT-Type)	Feed in tariff	Feed in tariff
Revenue Contract Term	15 years	~10 years	~13 years
Revenue Contract Price	~€169/MWh [No escalation]	€194/MWh for 8 years, €154/MWh for 1.5 years [No escalation]	€184/MWh for 8 years, €149/MWh for 4.7 years [No escalation]
Grid Connection Responsibility	Gemini responsible for connection to shore	Tennet responsible for connection to shore	Tennet responsible for connection to shore
NPI Ownership	60%	85%	100%

# Deutsche Bucht

## Key Project Highlights

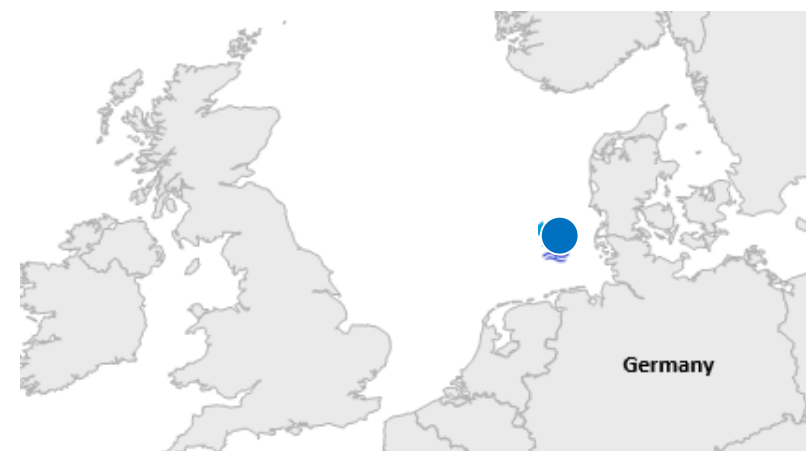
<b>Location:</b>	North Sea, Germany
<b>Model FC/COD:</b>	May 2017 / March 2020
<b>Ownership:</b>	100%
<b>Capacity:</b>	252 MW
<b>Capacity Factor:</b>	49%
<b>PPA Term From COD:</b>	13 years
<b>PPA Strategy:</b>	Feed In Tariff subsidy with German Govt. - €184/MWh (8 years) - €149/MWh (additional 5 years)
<b>Project Status:</b>	Operational

## Background Information

- In 2015, Northland acquired 100% interest in offshore development project Deutsche Bucht
- Northland developed, financed and led the construction of project through its Hamburg office. Leveraged offshore experience and operations at Nordsee One and Gemini.
- Offshore wind project is located 95 km Northwest of the island of Borkum
- Project interconnects to the 800 MW BorWin beta offshore substation (TenneT), which was commissioned in January 2015
- Two-contract structure
  - Van Oord (contractor of Gemini) for entire balance of plant
  - MHI Vestas to supply 31 V164 (8.37 MW) wind turbines and provide operations and maintenance service for 15 years



## Asset Map

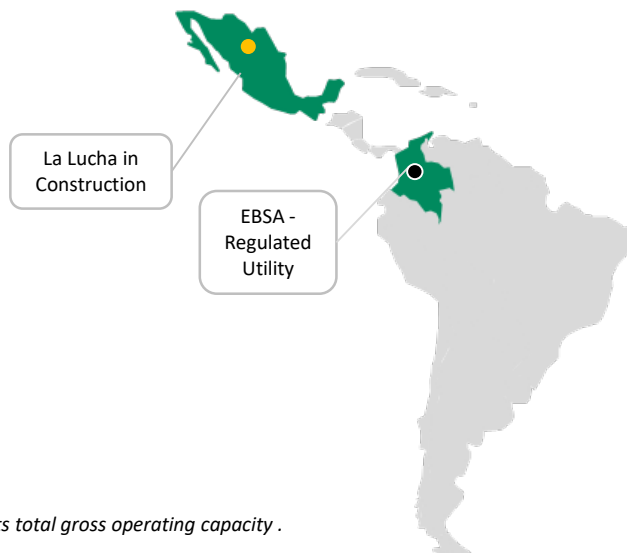


# Global Reach – Latin American Development

**Established development platforms in Mexico with La Lucha Solar project and in Colombia with EBSA regulated utility; opportunities for additional developments across countries and technologies**

# 130 MW<sup>1</sup>

## Mexico Solar



**La Lucha**

**130 MW**

First investment in Mexico targeting commercial and industrial offtake

**In Construction**

**EBSA**

Regulated Utility in Colombia serving 480, 000 customers

**Latin America**

Potential opportunities for on-shore renewables, transmission and hydro across multiple countries

1. Represents total gross operating capacity.

# La Lucha – Mexican Solar

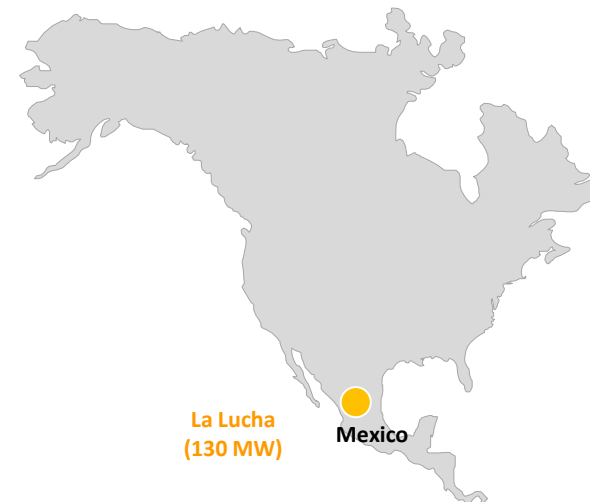
## Key Project Highlights

<b>Location:</b>	Durango, Mexico
<b>Model FID/COD:</b>	May 2019 / H2 2020
<b>Ownership:</b>	100%
<b>Capacity:</b>	130 MW
<b>Technology:</b>	Solar
<b>Contract Strategy:</b>	Bilateral Contracts /Merchant Mix
<b>Project Status:</b>	Under construction
<b>Estimated Net Capex:</b>	\$0.2B

## Background Information

- Develop, construct and operate 130 MW solar project in the state of Durango, Mexico
- First step in Mexico strategy that will focus on commercial and industrial market with a diversified generation portfolio
- All major permitting for the project has been obtained as well as access to required lands
- Commercial and Industrial offtake contracts to be secured during construction with full 130 MW expected to be contracted by commercial operations date (COD)
- Non-recourse project financing to be secured at COD

## Asset Map



Northland announces FID and start of construction

May 2019

Second half 2020

Completion of construction and commencement of Commercial operations

# EBSA Acquisition Summary

---

- Northland announced acquisition of EBSA on September 9, 2019, adding a high-quality regulated utility in Colombia
- Acquisition represented a further pivot in Northland's long-term global growth strategy and introduced a new line of business
- EBSA provided strategic value to existing asset portfolio
  - *Provided a measure of stability and predictability to Free Cash Flow*
  - *Diversified asset base*
  - *Reduced concentration risk as well as exposure to re-contracting and merchant power price risk*
- Provided Northland with a platform to drive future opportunities in Colombia and Latin America
- Acquisition closed on January 14, 2020



# Acquisition Highlights and Investment Thesis

1

## Expands Northland's Latin American Energy Infrastructure Business into Colombia

- 3<sup>rd</sup> largest population in the region with a growing middle class and attractive GDP growth profile with real GDP growth averaging 3.5% over the past 10 years
- Member of the OECD and a creditworthy jurisdiction that has maintained an investment grade credit rating with S&P (BBB-), Moody's (Baa2) and Fitch (BBB) since 2011
- Significant support for infrastructure investments with strong economic and demographic fundamentals and supportive government policies
- EBSA is one of a few energy companies in Colombia with favourable grandfathered rights allowing for vertical integration across all segments of the electricity market

2

## Adds a High-Quality Regulated Utility Business

- Sole distributor to a population of over 1.3 million; proven management team with local expertise
- Operates under regulatory framework with an average approved WACC of approximately 11.5%
- RAB is expected to grow at a rate in excess of inflation
- Other key regulatory features including RAB inflation indexation, a five-year planning cycle and limited to no demand risk

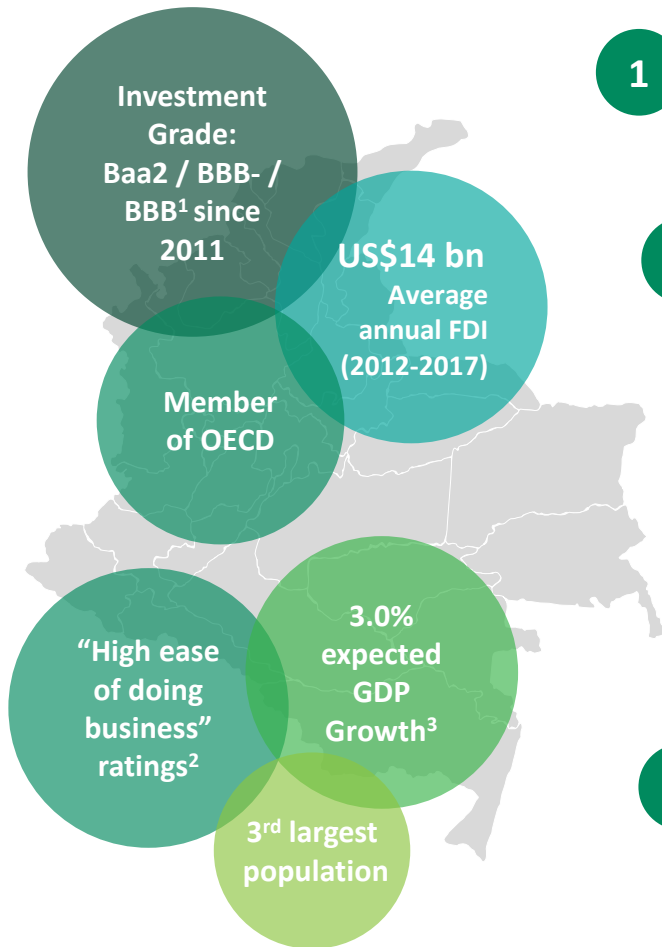
3

## Strong Financial Contribution

- Further diversifies Northland's portfolio by adding a perpetual utility infrastructure business
- Adds 2020 Adjusted EBITDA of approximately COP 255 billion (approximately \$100 million<sup>1</sup>)
- Expected to generate average, mid-single digit accretion to Free Cash Flow per Share during the current regulatory period ending 2023, and increasing accretion over the long-term

1. Adjusted EBITDA is based on the submitted tariff, the CAD amount assumes COP / CAD rate of 2,540.

# Colombian Market Overview



1

## Creditworthy jurisdiction with established legal and regulatory frameworks

- Colombia is a member of the OECD
- Colombia is among the top 3 economies to do business in Latin America<sup>2</sup>

2

## Solid macroeconomic fundamentals underpin growth prospects

- One of the most attractive GDP growth profiles in the region<sup>3</sup>
- Single digit inflation since the early 2000s
- 3rd largest population in the region with a growing middle class and GDP per capita

3

## Fiscally disciplined jurisdiction

- Strong monetary and fiscal policy, maintaining inflation in single digits since the early 2000's and having a controlled external debt
- Successful economic and political reform and positive long-term investment ratings

4

## Thriving investment environment

- Over 400% growth in foreign direct investment since the early 2000s<sup>4</sup>
- Stable exchange rate has supported industrial recovery and non-traditional goods exports

Source: Bloomberg, National Administrative Department of Statistics (“DANE”), World Bank.

1. Ratings for Moody's, Standard and Poor's and Fitch, respectively.
2. World Bank Doing Business 2019 Report.
3. BBVA LatAm Economic Outlook Report.
4. 2017 FDI.



# Premier Regulated Utility

## Asset Highlights

### Business Overview

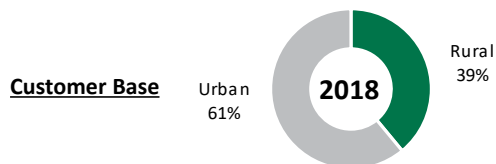
- Sole distribution company in Boyacá, operating in 123 municipalities with 1.3 million residents
- Currently serving electricity needs for approximately 480,000 customers

### Business Segments

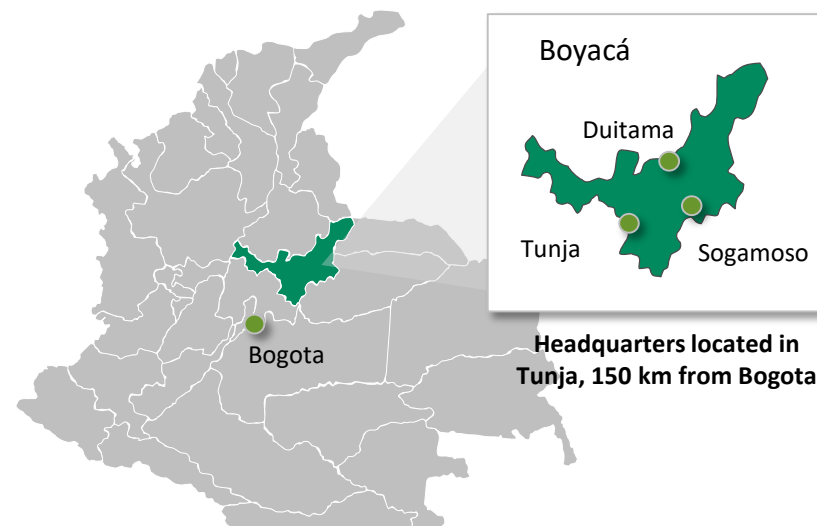
- **Distribution**
  - 2019 RAB of over COP 1,600 billion (\$630 million<sup>1</sup>)
  - Regulatory mechanism provides for fixed annual income to distributors, limiting demand risk
- **Commercialization**
  - Electricity retailer for 100% of regulated customers in Boyacá
- **Transmission & Others**
  - Owns and operates transmission assets

### Customer Base

- Customer base is primarily comprised of the residential sector, which is entirely regulated



## Geographic Location



*The department of Boyacá is a region located near the capital of Bogotá and has abundant natural resources and a growing economy supported by agricultural, mining, and industrial activities*

## Key Operating Metrics

**32,541 km**  
Distribution Lines  
(SDL + STR)<sup>2</sup>

**104**  
Substations

**1.8 TWh**  
Energy  
Distributed

1. Based on the submitted tariff and assumes COP / CAD rate of 2,540.

2. Note: **SDL** = Sistema de Distribución Local. Local distribution system. Includes all assets operating below 57.5kV. **STR** = Sistema de Transmisión Regional. Regional transmission system. Includes all assets operating tension levels between 57.5kV and 220kV.

# Platform for Growth in Latin America

*EBSA is one of a few energy companies in Colombia with grandfathered rights which allow for vertical integration and participation in all segments of the electricity supply chain*

## Distribution

1



- In addition to the growth in the distribution segment approved by regulators, EBSA is able to add additional growth projects in Boyacá to its RAB
- Further consolidation in distribution sector is expected nationally

## Transmission

2



- Experienced local team coupled with Northland's greenfield development experience positions EBSA to participate in future growth projects identified in Colombia's electricity and energy national planning agency's expansion plan
- >US\$2 billion of transmission projects expected to be tendered in the next 18 months<sup>1</sup>

## Generation

3



- EBSA currently has its own development pipeline of generation projects
- Boyacá region has some of Colombia's highest irradiation levels which provides an opportunity to develop solar projects

## Ancillary Services

4



- EBSA's unique access to all households in Boyacá provides an opportunity to offer additional services to its customers

1. UPME 2017-2031 Expansion Plan.



## Development Overview

---

# Power Markets are Changing

---

## Our industry has evolved over the past 10 years

- **Supportive Government Policies** – *Governments have taken real action to reduce carbon footprint*
- **Industry Evolution & Technological Advancement** – *Renewables are now a cost-effective and feasible alternative to add new power*
- **Market Liberalization and Competition** – *Increased demand has attracted new players ready to deploy capital in competition with traditional IPPs*

### Opportunities:

- Global shift towards renewable power
- Offshore wind expansion to new markets
- Large volume of power and infrastructure assets to be constructed globally

### Challenges:

- Significant volume of capital chasing late stage projects
- Long-term PPAs less prevalent in mature markets
- Global growth creates new exposures



# Adapting to Change - Enhancing our Development Pipeline



**Focus on current projects under advanced development, while increasing pipeline of future development opportunities**

## **Global Development Offices**

Decentralize development to increase project pipeline

## **Strategic Partnerships**

Establish strategic partnerships in target markets to enhance marketing and development efforts

### **Opportunity Set**

- Offshore wind opportunities in multiple regions
- Decarbonization and denuclearization of electricity grids

### **Higher value early stage development**

- Apply earlier mover advantage
- Leverage experience and knowledge to establish presence in new markets

### **Explore infrastructure and non-power opportunities**

- Storage and transmission opportunities
- Bulk storage
- Water desalination

# Global Reach – Additional Development Opportunities

## Multiple renewable power opportunities across jurisdictions and technologies



### North America

Mature markets for renewable power projects  
Opportunity for bulk storage

### Europe

Significant offshore wind presence  
Further potential for additional offshore and on-shore development opportunities across continent

### Latin America

Markets for renewable power projects  
Qualified supplier/power marketing  
Transmission and storage

### Asia

Significant potential for renewables across region  
Offshore wind industry in its infancy but has substantial potential

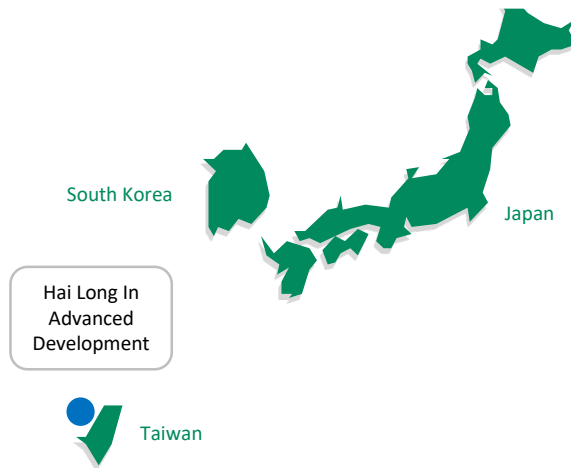
### The Opportunity Set

- Renewable power opportunities in multiple regions
- Decarbonization and denuclearization of electricity grids
- Storage and transmission opportunities

# Global Reach – Asian Offshore Wind Development

Successfully secured 1,044 MW of grid allocation offshore wind in Taiwan  
 Secured additional early stage opportunities in Japan and South Korea

## 2.6 GW<sup>1</sup> Asia Offshore Wind Power



<b>Hai Long</b>	<b>1,044 MW</b>
-----------------	-----------------

60% Net Northland Interest  
 Construction expected to be completed by end of 2025

<b>South Korea</b>	<b>1,000 MW</b>
--------------------	-----------------

Acquired Dado Ocean to establish to early stage offshore development opportunities with 1,000 MW of development potential

<b>Japan</b>	<b>600 MW</b>
--------------	---------------

Signed joint venture for early stage offshore wind with 600 MW development potential  
 Potential for other developments

1. Represents total gross operating capacity.



# Taiwan – Hai Long Offshore Wind

## Project Overview

- Northland and its partner Yushan Energy continue to advance development and work to execute PPAs<sup>1</sup> for two remaining projects
- Hai Long awarded 1,044 MW grid allocation for 2025E COD<sup>2</sup>
- Major Milestones:
  - **April 2018** – FIT<sup>3</sup> allocation (Hai Long 2A: 300 MW)
  - **June 2018** – Competitive auction (Hai Long 2B and 3: 744 MW)
  - **February 2019** – Executed PPA for 300 MW FIT<sup>3</sup> allocation
    - 20 year tiered FIT<sup>3</sup> price structure

## Key Project Highlights

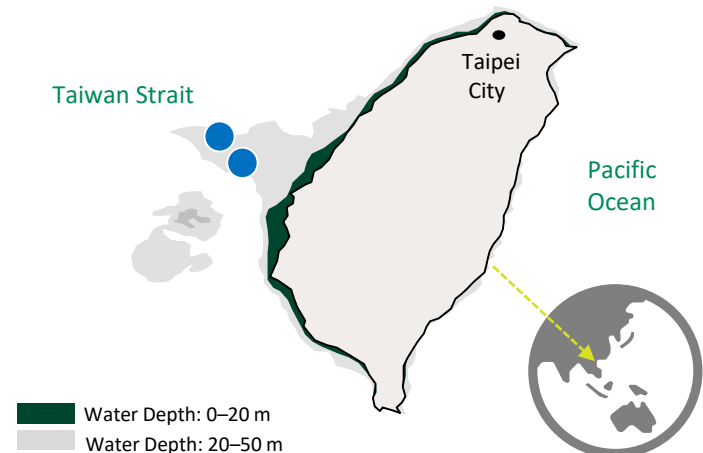
<b>Status:</b>	Advanced Development
<b>Location:</b>	<ul style="list-style-type: none"> <li>• 40-50 km off the west coast of Taiwan, in Taiwan Straits, located in Changhua County</li> <li>• Water depth between 35 and 50 meters</li> <li>• 10 m/s average wind speed</li> </ul>
<b>Capacity:</b>	1,044 MW (gross)
<b>Contract:</b>	Signed 20-year PPA <sup>1</sup> under FIT <sup>3</sup> (300 MW); pursuing 20-year PPA <sup>1</sup> for remaining (744 MW) with Taipower
<b>Technology:</b>	Offshore wind
<b>Ownership:</b>	Northland Power: 60% Yushan Energy: 40%

Project Name	Capacity	PPA <sup>1</sup> Rate (NTD <sup>4</sup> /kWh)
--------------	----------	---

Hai Long 2A	300MW	<ul style="list-style-type: none"> <li>• Yrs 1-10<sup>4</sup>: 6.2795</li> <li>• Yrs 11-20<sup>4</sup>: 4.1422</li> </ul>
Hai Long 2B	232MW	
Hai Long 3	512MW	

1. PPA represents Power Purchase Agreement.
2. COD represents Commercial Operations Date.
3. FIT represents Feed In Tariff.
4. NTD represents New Taiwan Dollar.

## Asset Location



# Japan and South Korea Development

---

## Developing local partnerships to facilitate opportunities for future offshore wind development

### Japan

- Announced entry into Japanese market with joint venture in November 2019
- Established Chiba offshore Wind Inc. to develop early stages offshore wind opportunities
- Early stage development projects with potential for 600 MW of offshore wind



### South Korea

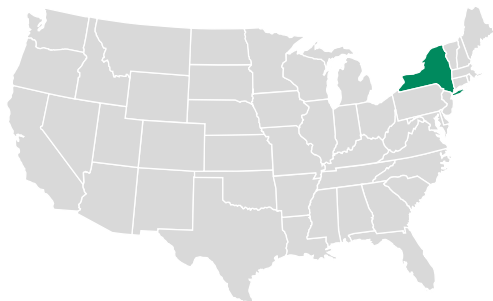
- Acquired Dado Offshore Wind Corp. in February 2020
- Multiple early stage development opportunities near Chodo Island
- Early stage development projects with potential for 1,000 MW of offshore wind



# Global Reach – U.S. Onshore Wind Development

Successfully acquired three development stage onshore wind opportunities in United States with total capacity of approximately 300 MW

**300 MW<sup>1</sup>**  
U.S.  
Onshore Wind Power



**Ball Hill** **100 MW**

Hanover & Villenova, Chautauqua County, New York, USA

**Bluestone** **105 MW**

Sanford & Windsor, Broome County, New York, USA

**High bridge** **100 MW**

Guilford, Chenango County, New York USA

1. Represents total gross operating capacity.

# U.S. Onshore Wind

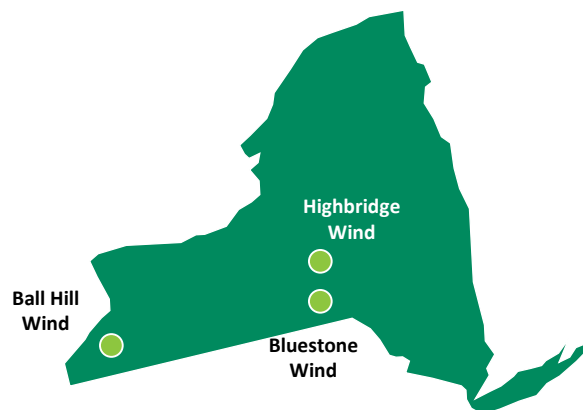
## Overview

- Projects expand Northland’s North American portfolio by providing investment opportunities into the US renewables market.
- Utility-scale wind projects under advanced development.
- Will connect directly to New York’s power grid.
- Hold Long-Term contracts with the New York State Energy Research and Development Authority (NYSERDA).
- Commercial operations expected as early as 2022.

## Key Highlights

<b>Status:</b>	Development Stage
<b>Location:</b>	New York State, USA
<b>Capacity:</b>	300 MW (gross)
<b>Contract:</b>	Long-term contract for energy, Capacity and RECs
<b>Technology:</b>	Onshore wind
<b>Ownership:</b>	Northland Power: 100%

## Asset Location

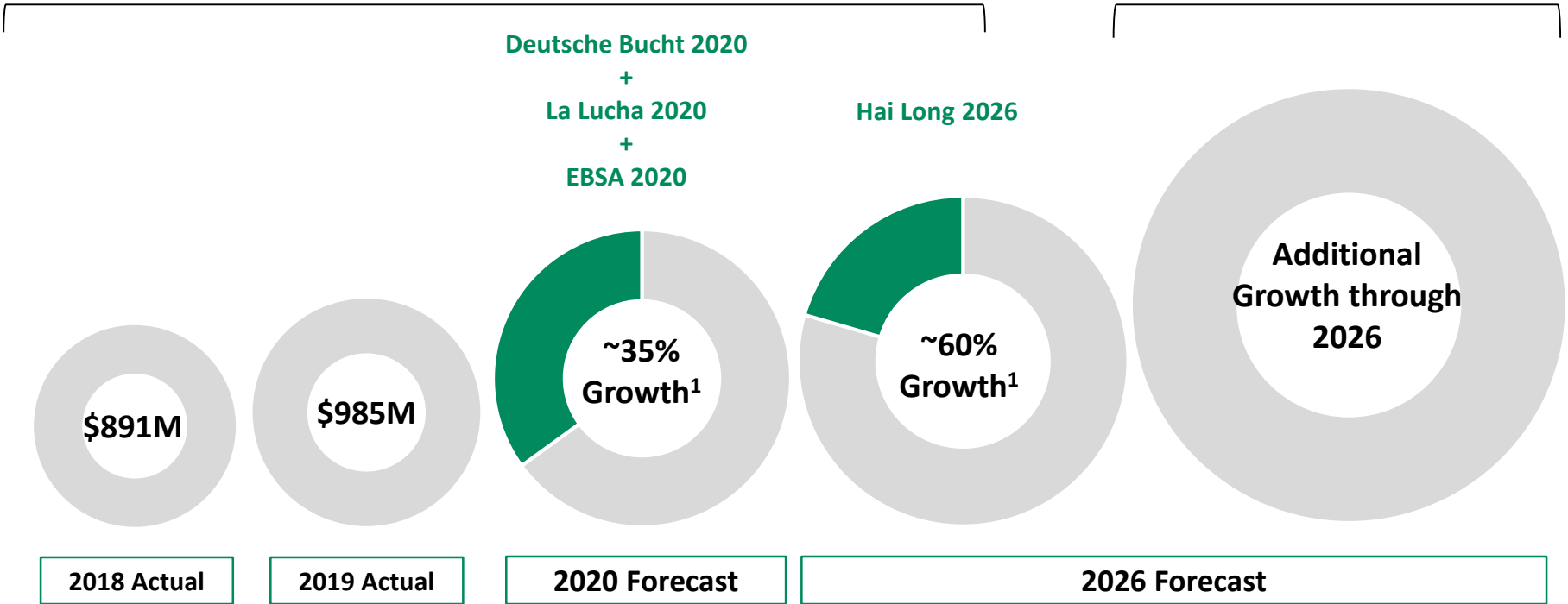


# Northland's Visible Pipeline of Growth Opportunities

Executing on Business Plan to provide platform for significant Adjusted EBITDA growth

Visible Growth

Business Plan



1. The growth % is based on 2018 Adjusted EBITDA.

The above graphic/chart is an illustration of management's business plan. They are based upon Northland's operating facilities continuing to perform in a manner consistent with operations in 2018, with additions to Adjusted EBITDA from projects in development, construction, and management business plan, and other adjustments resulting from power contract renewals as described in our MD&A and 2019 AIF. The illustrations do not constitute a financial forecast, projection or guidance and are based upon assumptions that are subject to change.

# Northland - Delivering on Growth

---

- 1 *High quality globally diversified asset portfolio offering exposure across multiple technologies*
- 2 *Experienced management team with a track record of delivering on commitments*
- 3 *Track record of strong consistent growth and strong consistent returns for shareholders*
- 4 *Disciplined approach to business execution and sourcing of development opportunities ensures maximum realized value*



*Northland's business strategy is centered on establishing a significant global presence as a sustainable clean and green energy producer*





## Appendix

---

# Reporting of Non-IFRS Financial Measures

---

This investor presentation includes references to Northland’s adjusted EBITDA and free cash flow, measures not prescribed by International Financial Reporting Standards (**IFRS**). Adjusted EBITDA and free cash flow, as presented, may not be comparable to other similarly-titled measures presented by other publicly-traded companies, as these measures do not have a standardized meaning under IFRS. These measures should not be considered in isolation or as alternatives to net income, cash flow from operating activities or other measures of financial performance calculated in accordance with IFRS. These measures are also not necessarily indicative of operating income or cash flows from operating activities as determined under IFRS. Rather, these measures are provided to complement IFRS measures in the analysis of Northland’s results of operations and are used by management to evaluate the performance of the company for internal assessment purposes. Management believes that adjusted EBITDA and free cash flow are widely-accepted financial indicators used by investors to assess the performance of a company. These measures provide investors with additional information to assist them in understanding these critical components of the company’s financial performance, including its ability to generate cash through its current operations. These measures have been applied consistently for all periods presented in this document.

## **Adjusted EBITDA**

Adjusted EBITDA provides investors with an indication of Northland’s capacity to generate income from operations and investments before taking into account management’s financing decisions and the costs of consuming tangible and intangible capital assets, which vary according to asset type and management’s estimate of their useful lives.

Adjusted EBITDA is calculated as income (loss) before income taxes adjusted for depreciation of property, plant and equipment, amortization of contracts and other intangible assets, net finance costs, Gemini subordinated debt earned by Northland, fair value losses (gains) on derivative contracts, unrealized foreign exchange losses (gains), elimination of non-controlling interests and finance lease and equity accounting.

## **Free cash flow**

Free cash flow is calculated as cash flow provided by operating activities adjusted for net change in non-cash working capital balances, capital expenditures, interest paid, scheduled principal repayments on term loans, funds set aside for scheduled principal repayments and for asset purchases, restricted cash (funding) for major maintenance, write-off of deferred development costs, consolidation of managed facilities, income from equity accounted investments, proceeds from sale of assets, and preferred share dividends. This measure, along with cash flow provided by operating activities, is considered to be a key indicator for investors to understand Northland’s ability to generate cash flow from its current operations.

Readers should refer to our MD&As accompanying our financial statements for an explanation of adjusted EBITDA and free cash flow, and for a reconciliation of Northland’s reported adjusted EBITDA to its consolidated income (loss) before taxes and a reconciliation of Northland’s free cash flow to its cash provided by operating activities. These are filed from time to time on our company’s website [www.northlandpower.ca](http://www.northlandpower.ca).



# Market Summary

Key Metrics <sup>1</sup>	
Recent Share Price (TSX: NPI)	\$42.86
Shares (Common + Class A)	202 million
Annual Dividend	\$1.20
2020 EBITDA Guidance	\$1.1 – \$1.2 Billion
2020 FCF/sh Guidance	\$1.60 – \$1.70 /sh
Total Debt, Net of Cash <sup>2</sup>	\$7.5 billion
Preferred Shares (NPI.PR.A, NPI.PR.B, NPI.PR.C)	\$178 million
Market Capitalization (Common + Class A)	\$8.6 billion
Enterprise Value	\$16.4 billion
Credit Rating (S&P) <sup>3</sup>	BBB Stable

1. As at November 13, 2020 unless stated otherwise.
2. As at September 30, 2020.
3. Reaffirmed in March 2020

# Track Record of On-time and On-Budget Project Delivery

Project		Technology	MW (Gross)	COD	On/Ahead of Schedule	Under Budget
Iroquois Falls	●	Gas	120	1997	✓	✓
Mont Miller	●	Onshore Wind	54	2005	✓	✓
Jardin d'Éole	●	Onshore Wind	133	2009	✓	✓
Thorold	●	Gas	265	2010	✓	✓
Mont Louis	●	Onshore Wind	101	2011	✓	✓
Spy Hill	●	Gas	86	2011	✓	✓
North Battleford	●	Gas	260	2013	✓	✓
Northland Solar	●	Solar	90	2013 – 15	✓	✓
McLean's Mountain	●	Onshore Wind	60	2014	✓	✓
Cochrane Solar	●	Solar	40	2015	✓	✗ <sup>1</sup>
Grand Bend	●	Onshore Wind	100	2016	✓	✓
Gemini	●	Offshore Wind	600	2017	✓	✓
Nordsee One	●	Offshore Wind	332	2017	✓	✓
Deutsche Bucht	●	Offshore Wind	269	2020	✓ <sup>2</sup>	✗ <sup>2</sup>
<b>Total</b>			<b>2,510 MW</b>			

**Northland has a track record of successfully delivering projects on-time and on-budget**

- <sup>1</sup> Cochrane Solar was over budget due to the failure, and subsequent commencement of restructuring proceedings of the contractor.
- <sup>2</sup> 31 monopile foundation turbines installed and operational ahead of schedule and on budget. Installation of the 2 mono-bucket foundation turbines was cancelled in March 2020.

# Operating Facilities

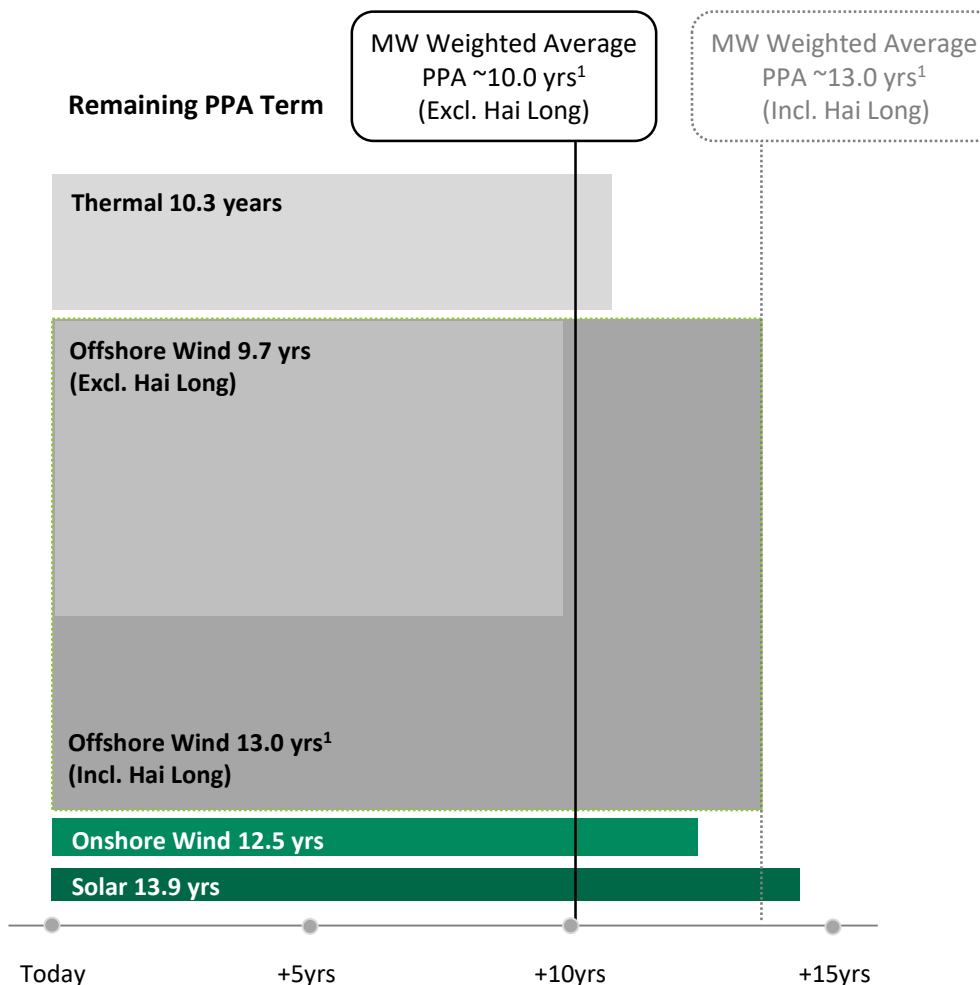
Project	Location	Gross Capacity	Northland Ownership	Technology	PPA Term
Thorold	ON, CA	265 MW	100%	Natural gas combined cycle	2030
Iroquois Falls	ON, CA	120 MW	100%	Natural gas combined cycle	2021
Spy Hill	SK, CA	86 MW	100%	Natural gas peaking plant	2036
Kirkland Lake	ON, CA	132 MW	68% <sup>1</sup>	Biomass and natural gas combined cycle and peaking	2030
Mont Louis	QC, CA	100 MW	100%	Onshore Wind	2031
Jardin d'Éole	QC, CA	134 MW	100%	Onshore Wind	2029
Loblaws (Roof-top)	Various	1 MW	100%	Roof-top Solar	2031
North Battleford	SK, CA	260 MW	100%	Natural gas combined cycle	2033
Ground-Mount Solar	ON, CA	130 MW	100% (90 MW) 62.5% (40 MW)	Solar	2033-2035
McLean's Mountain	ON, CA	60 MW	50%	Onshore Wind	2034
Grand Bend	ON, CA	100 MW	50%	Onshore Wind	2036
Gemini	Netherlands	600 MW	60%	Offshore Wind	2032
Nordsee One	Germany	332 MW	85%	Offshore Wind	2027
Deutsche Bucht	Germany	252 MW	100%	Offshore Wind	2033

1. Northland has an effective 77% residual economic interest

# Producing and Maintaining Stable Cash Flows

## Remaining PPA Term for Each Facility

- Stable long-term cash flows from contracted revenues
- MW weighted average PPA life ~10.0 years<sup>1</sup>
- Hai Long projects will add 626 MW (net) and 20-year PPA life when operational
- Re-contracting opportunities for expiring PPAs (Iroquois Falls)
- Robust European power market mechanisms



1. The weighted average PPA life is weighted by respective MW capacity. The thickness of each bar represents each facilities respective overall contribution to 2019 Adjusted EBITDA



**Northland Power**

30 St. Clair Avenue West,  
12<sup>th</sup> Floor  
Toronto, ON Canada M4V 3A1



**Wassem Khalil**

Senior Director Investor  
Relations & Strategy  
647.288.1019



**Email:**

[investorrelations@northlandpower.com](mailto:investorrelations@northlandpower.com)

**Website:**

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