

ABO Wind Strategy 2024-2027

April 2024

ABO Wind Strategy 2024 - 2027

1	Thinking Backwards: A Net Zero World by 2050
2	Mission, Vision & Values
3	Markets & Growth Strategy
4	Our Competitive Advantages
5	Our Core Competences
6	Organization
7	Financial Targets
8	Growth Strategy 2024 – 2027 at a glance

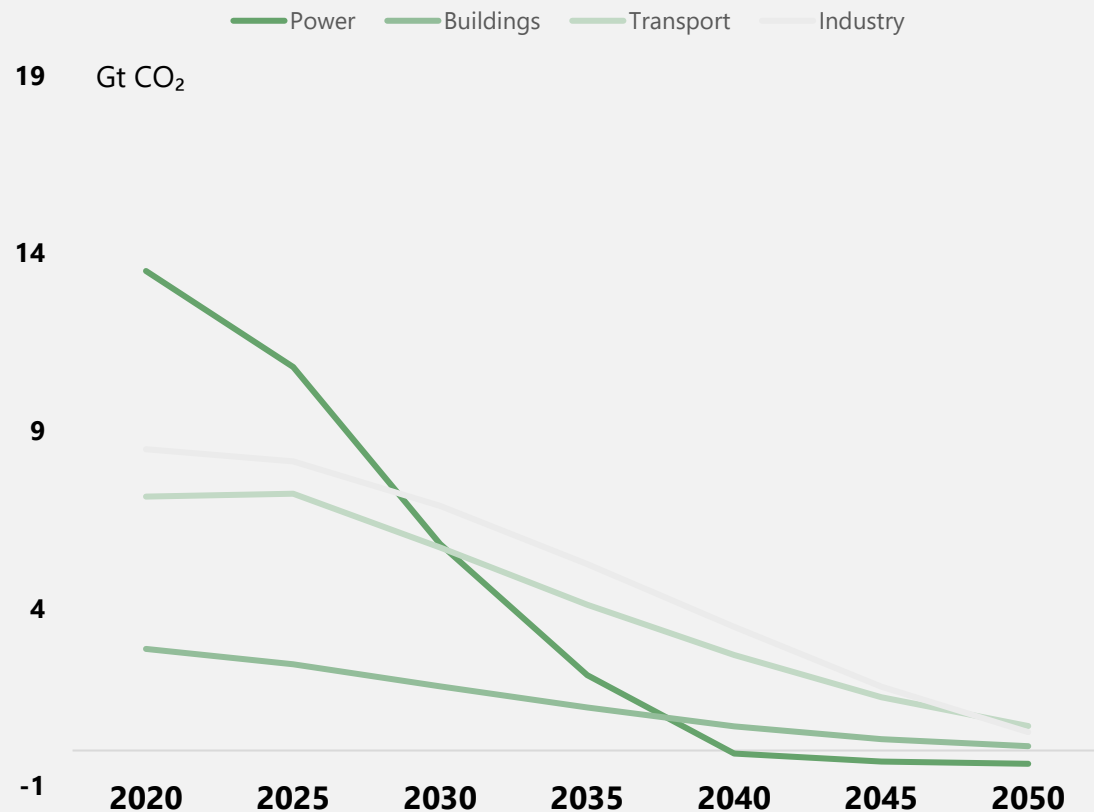
Thinking Backwards: A Net Zero World by 2050

April 2024

Thinking Backwards: A Net Zero World by 2050

The global „Energy Transition“ is driven by the Net Zero target

CO2 reduction targets by Industry Sector



Source: Net Zero by 2050: A Roadmap for the Global Energy Sector; IRENA World Energy Transition Outlook 2022

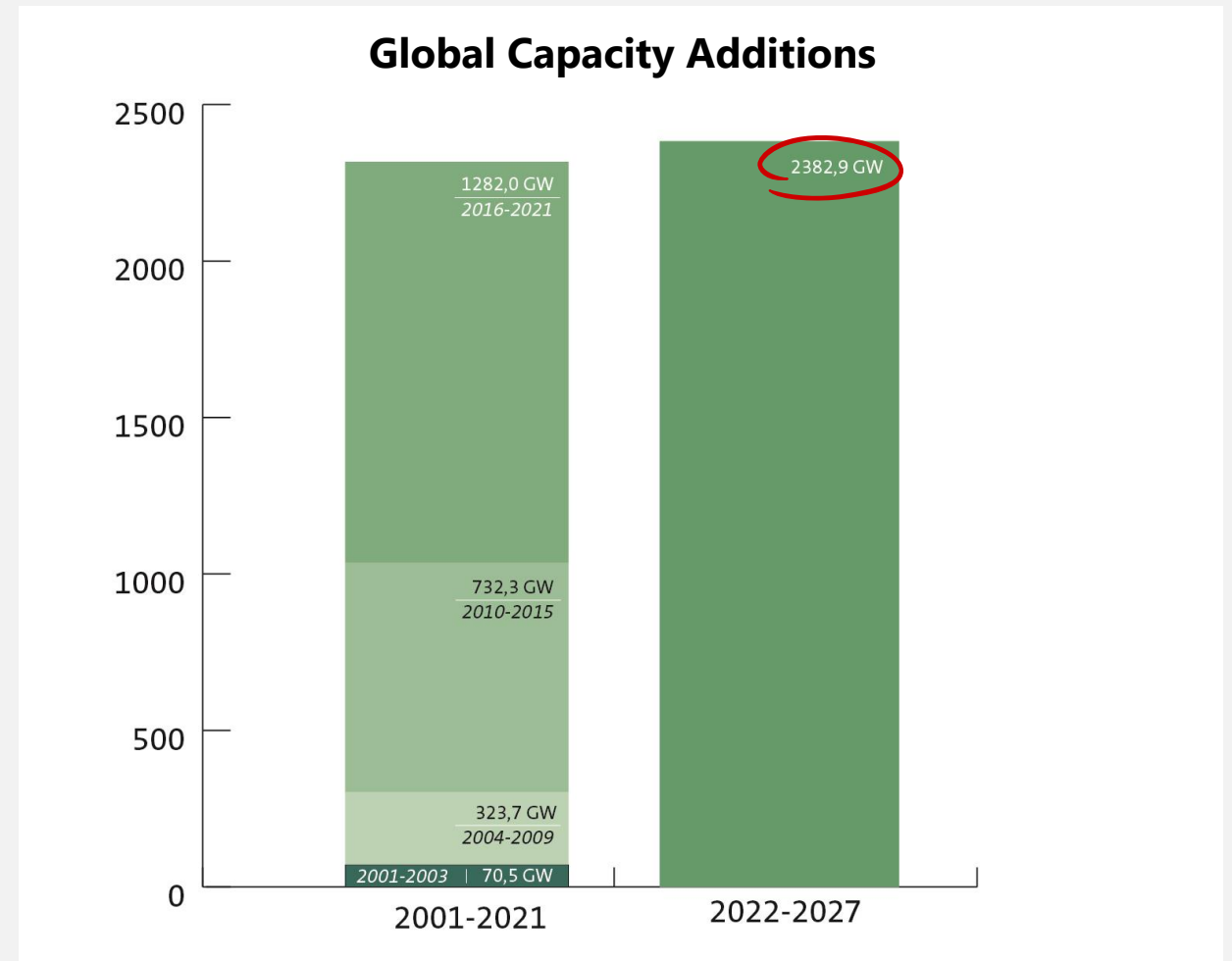
Commentary

- Becoming Net Zero by 2050 is necessary to limit climate change to 1.5C
- Net-zero emissions pledges have been announced by national governments, subnational jurisdictions and a large number of corporate entities
- Many countries (especially EU countries) made CO2 reduction in industry sectors a legal obligation

Thinking Backwards: A Net Zero World by 2050

In six years same amount of capacity will be connected as in previous 20 years

- Massive expansion of renewables makes Europe independent from (Russian) gas
- Between 2022 and 2027, renewable capacity will grow by 2,400 gigawatts globally

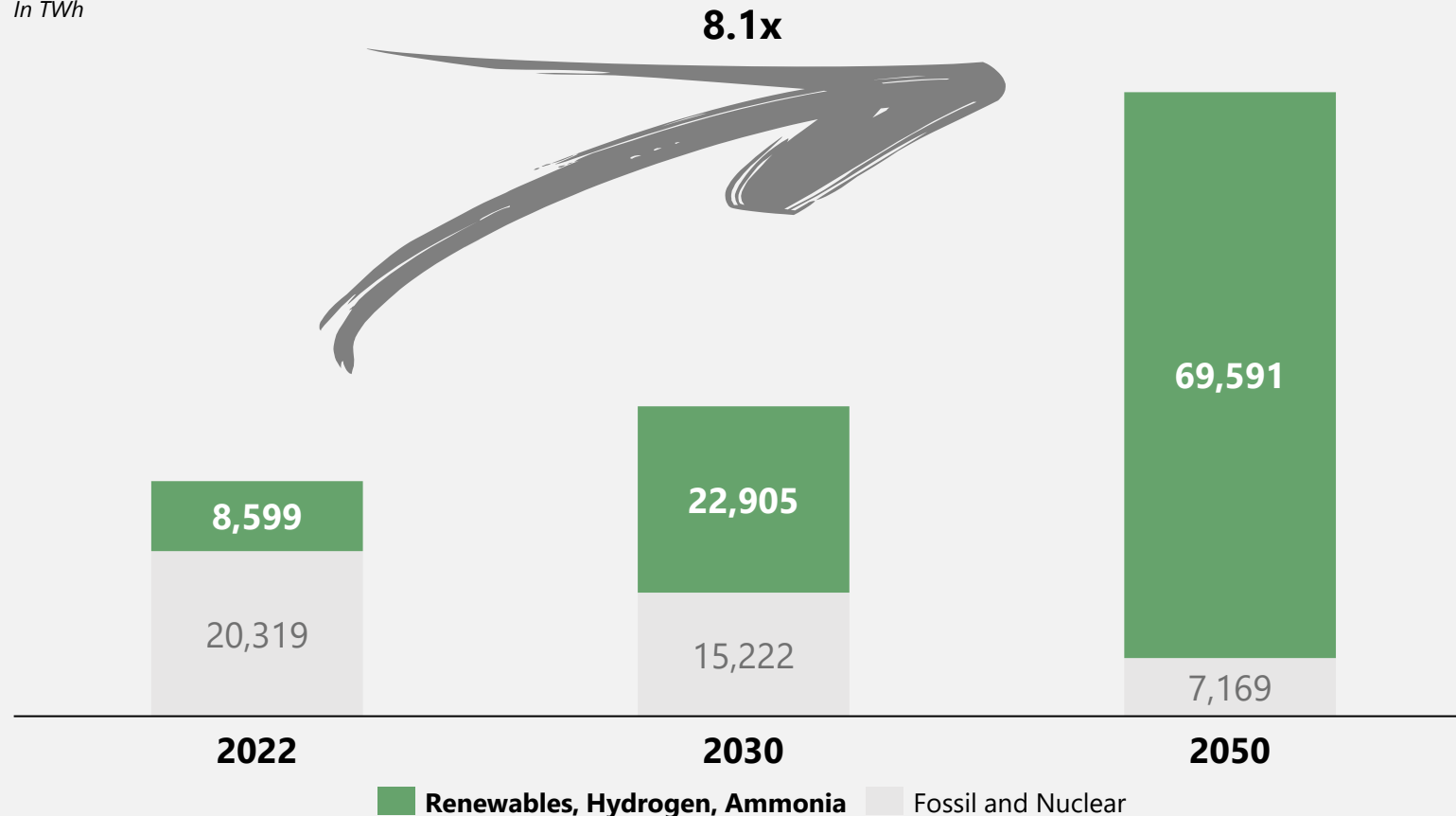


Electrification is a twofold catalyst for renewable energy markets

Global Electricity Generation & Renewables Share

Commentary

In TWh



(1) Addressable market nearly triples due to electrification of the industry, transportation and the heating sector

(2) Additionally, Renewables gain a major share (90%) of this market with an eightfold increase of market share until 2050

Thinking Backwards: A Net Zero World by 2050

The Net zero goal is strongly supported by policies in ABO Markets

Canada committed to reduce emissions by 40-45% below 2005 levels by 2030

U.K. committed to emissions reductions of at least 68% below 1990 levels by 2030

E.U. agreed to reduce emissions to at least 55% below 1990 levels by 2030

Tunisia committed to emissions reductions of 45% below 2010 levels by 2030

Colombia committed to emissions reductions of 51% below 2014 levels by 2030

Tanzania committed to emissions reductions of 20% by 2030

Argentina committed to emissions reductions of 15% below 2007 levels by 2030

South Africa committed to emissions reductions of at least 30% below 2010 levels by 2030

United Nations Paris Agreement

European Climate Law

Mission, Vision & Values

April 2024

Mission and Vision Statement stand since foundation of the company in 1996

Mission

Achieving the Energy Transition

Our mission is to support the energy transition since foundation of the company in 1996

Renewables are our DNA

We are pioneers of the development of renewable energy by conviction

Vision

A Net Zero World

Since >27 years, we have the strong conviction that a world without CO2 emissions is achievable

Limiting Climate Change

A future worth living for future generations is our overarching vision

Mission, Vision & Values

The motivation and commitment of our employees enables us to be successful

„Apart from our common goal of the energy transition, ABO Wind sustains a fair working culture based on modern core principles“



Diversity & Equality

The diversity and equality of our employees is fundamental for our success



Group orientation & individual Responsibility

Our project execution capability relies on teamwork and individual responsibility



Development & Respect

We treat each other with respect while developing our employees across their individual strength

Our business principles drive our market reputation

Fairness & Reliability



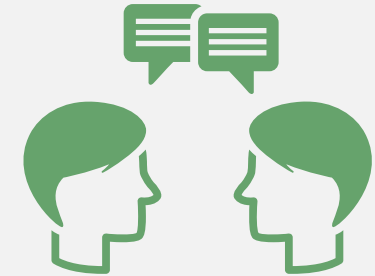
- **We treat residents, property owners, politicians and investors as equal business partners**
- **We strive for long term relationships**

Transparency & Honesty



- **We communicate transparently with our partners**
- **We don't believe in inscrutable contracts. Every project participant should know what is happening**

Local & Personal



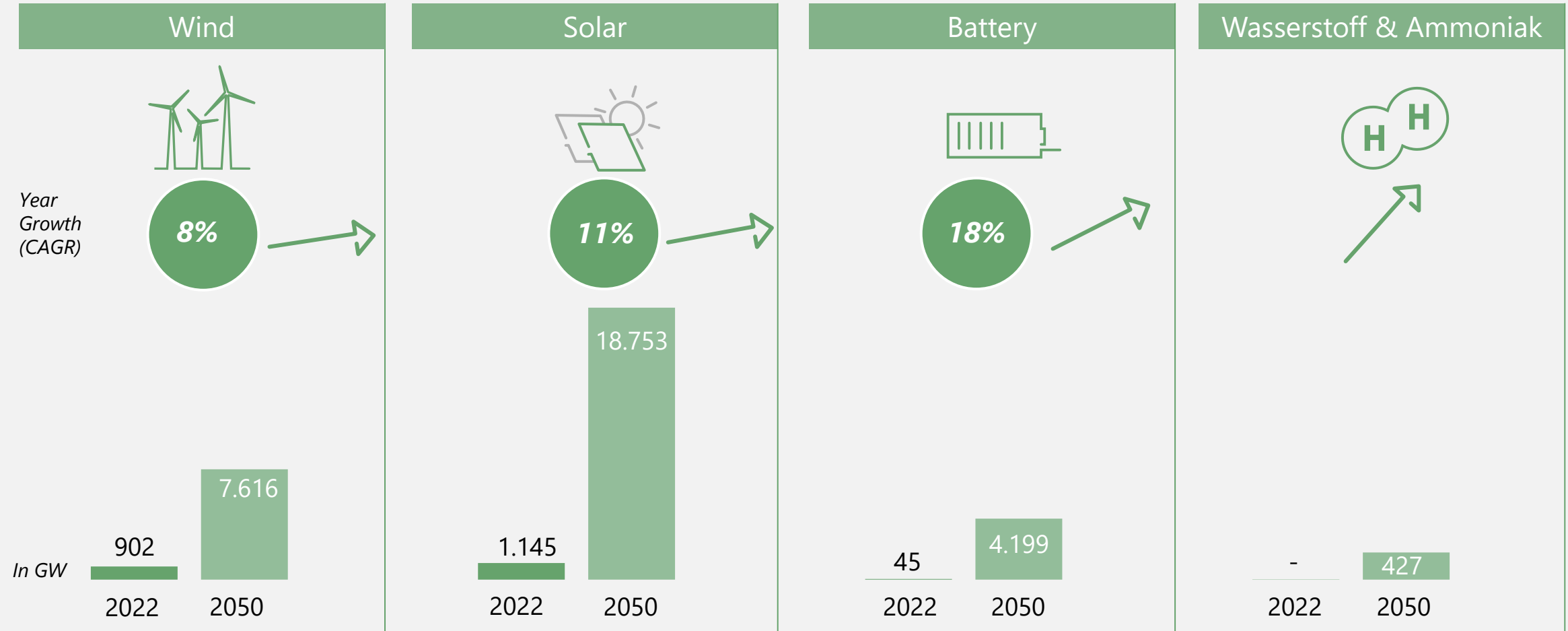
- **Local offices and community initiatives are of utmost importance for us**
- **Personal contact is the key to our success**

A photograph of a wind turbine and solar panels on a grassy hill under a clear blue sky. The wind turbine is white with a red stripe near the base and is positioned on a grassy hill. In the foreground, there are several rows of solar panels mounted on metal frames, also on a grassy slope. The background shows a line of trees and distant hills under a clear blue sky.

Markets & Growth Strategy

April 2024

Global positive market outlook for most crucial renewable technologies...

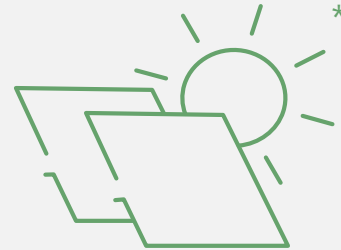
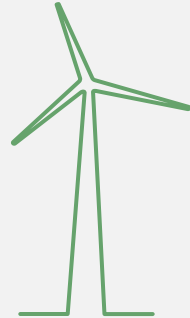


Numbers show the respective expansion of capacities that the IEA considers necessary for its "zero emission scenario"

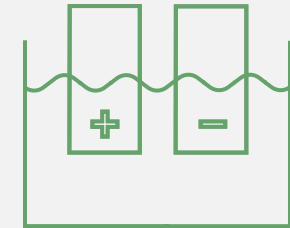
Source: IEA: Net Zero Roadmap: A Global Pathway to Keep the 1.5 °C Goal in Reach (2023 Update)
CAGR = Compound annual growth rate

...and we are active in all technologies backed by a strong pipeline

Our strong Core Business



New Growth Perspectives



Secured Pipeline of 23GW

Realization planned

Experience

> 28 years

> 8 years

> 4 years

> 3 years

Installed Capacity (in MW)

4,400

1,000

100

To come

Pipeline (in MW)

13,089

6,032

3,094

20,000

Growth Perspective

Wind remains our strong core business for the next years

Solar has become our second core pillar with huge growth targets

First BESS projects implemented and huge growth targets

Enormous potential and first projects in development

We are active in 16 markets in which we see huge potential for renewables

International Markets Overview



Intention

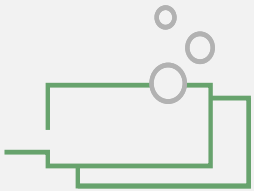
- 1) **Growth Perspective**
- 2) **Technological Diversification**
- 3) **Revenue diversification & Risk Mitigation of single markets**

Our distinct focus is to develop and to expand our existing markets

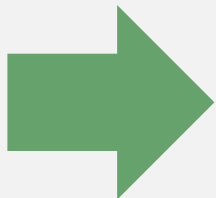
Our focus is development and construction not being an IPP



Development is and remains our core competence with the know-how of 27 years. We cover the riskiest part of the development with our experience in order to achieve higher margins



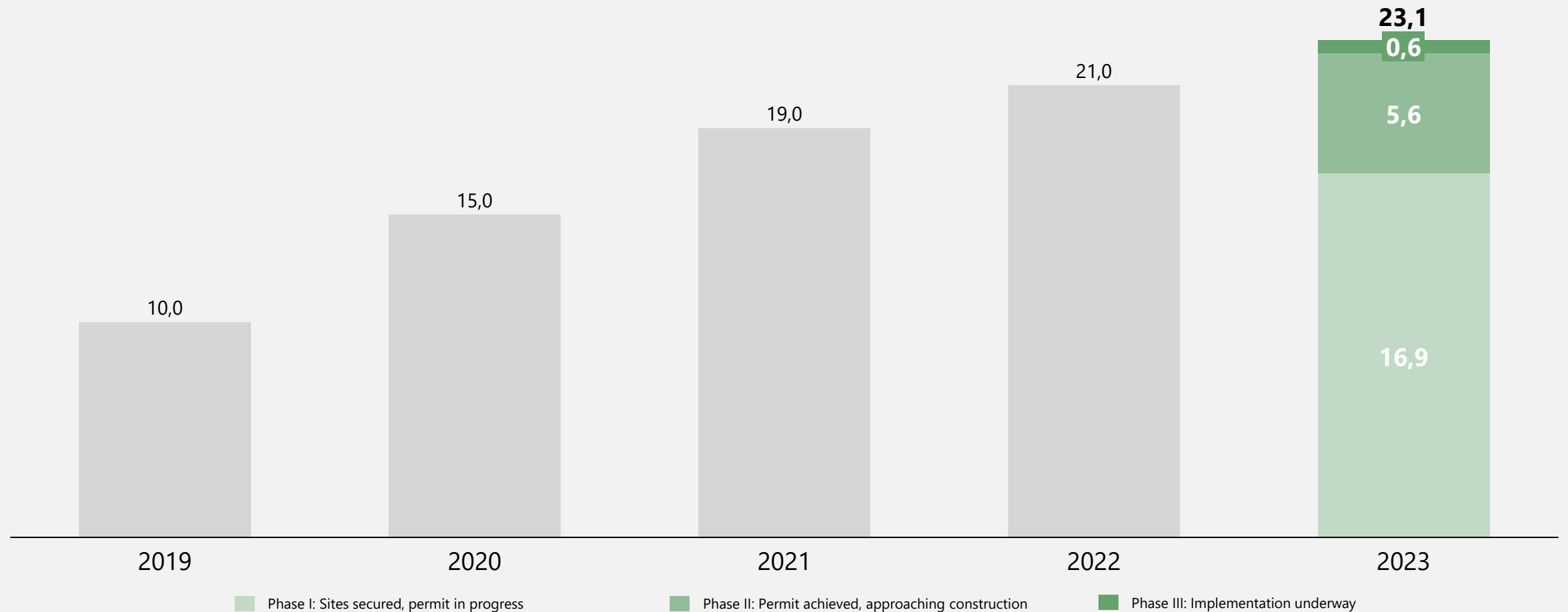
Derived from our vision of saving as much CO2 as possible, we focus on project development instead of tying up capital in wind or solar farms in the long term. This creates above-average value for all stakeholders



The combination of technologies, markets and our focus on project development without operation has led to the development of our large pipeline. This is an important differentiation compared to competitors





The pipeline has more than doubled from 2019 – 2023...

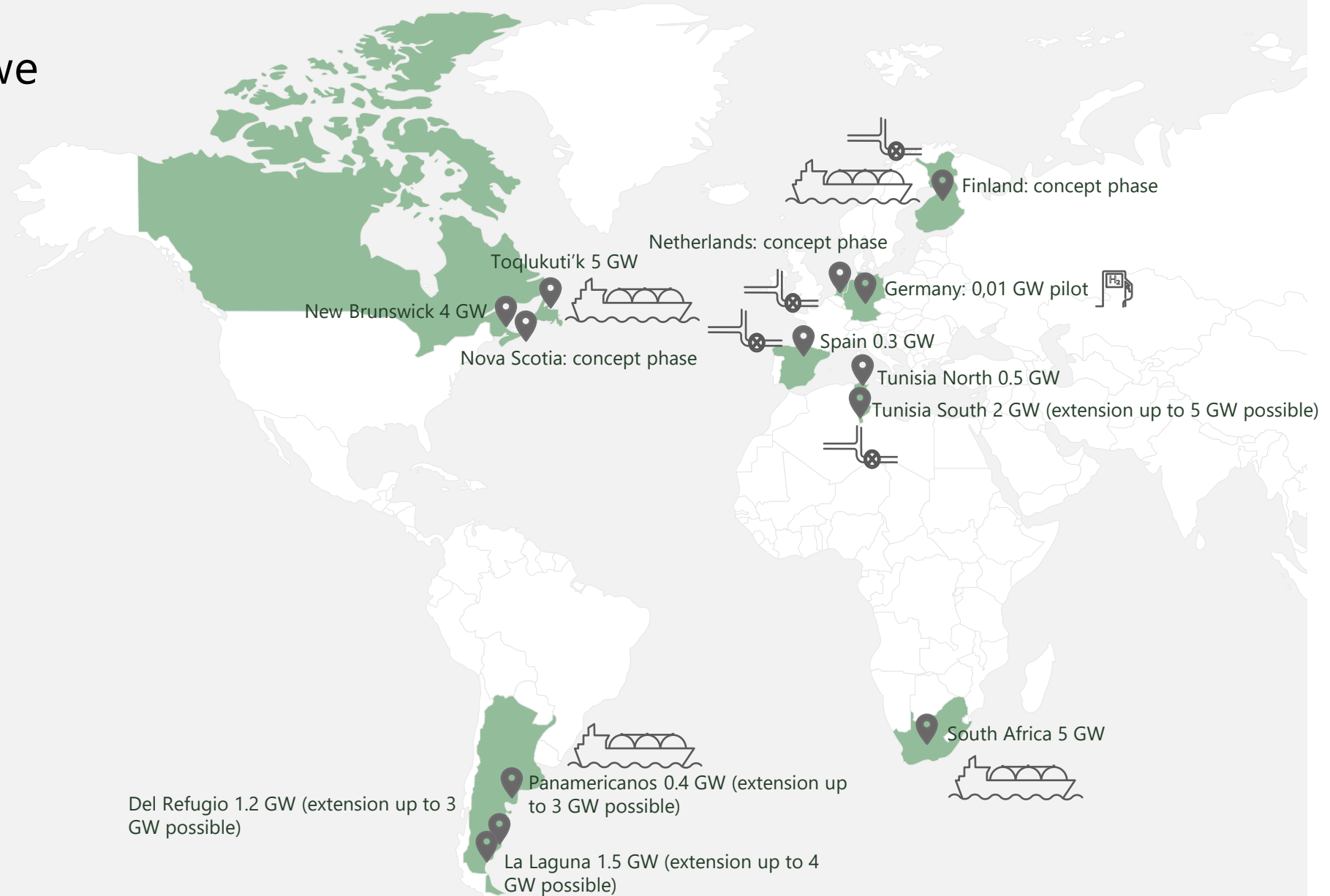
Pipeline growth 2019 – 2023 (exkl. Hydrogen)



Markets & Growth Strategy

...and additionally we have built a global 20GW Hydrogen Pipeline

-  Locations
-  Hydrogen Fueling Station
-  Pipeline Injection
-  Shipping of derivatives



Two equal business models have been established

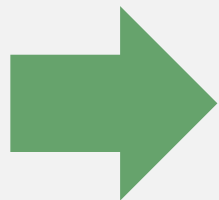
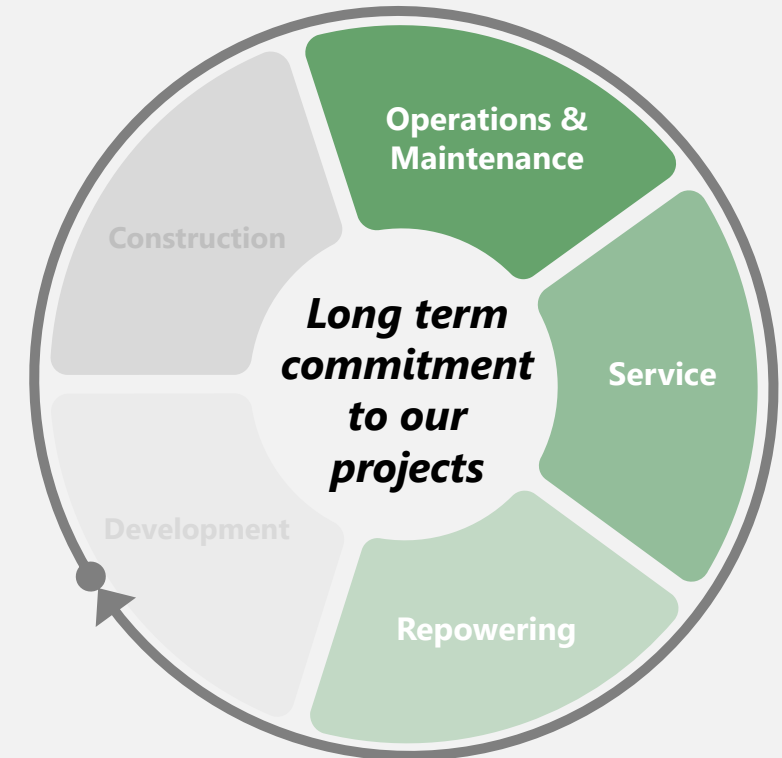
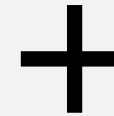
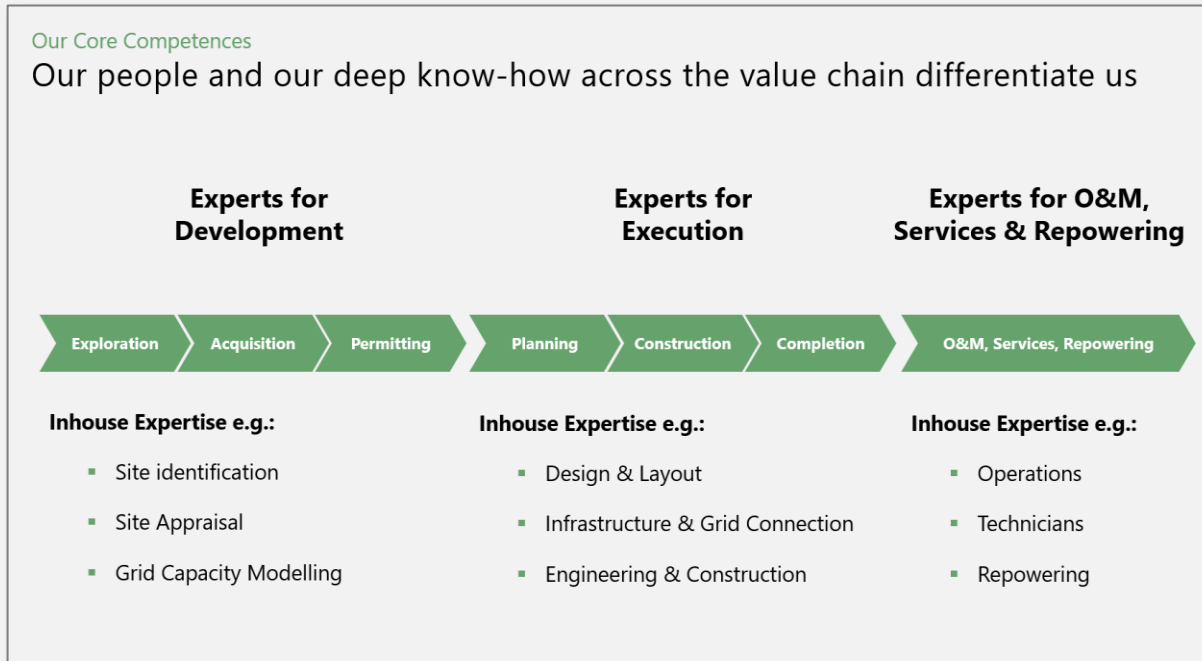
Business Model	Turnkey Development		Sale of Project Rights	
Offering	<i>Acquisition</i>	<i>Construction</i>	<i>Acquisition</i>	<i>x</i>
	<i>Permitting</i>	<i>Commissioning</i>	<i>Permitting</i>	<i>x</i>
	<i>Planning & Development</i>	<i>Operations & Maintenance</i>	<i>Planning & Development</i>	<i>x</i>

Strategy

Business model is evaluated based on several factors on a 1:1 basis for each project: e.g. country risks, our experience, project risks, financial risks, margin allocation between sale of project rights and construction

Markets & Growth Strategy

O&M, Services and Repowering support our development business model



ABO Wind is a full service provider for the most crucial renewables technologies. This is essential for our market credibility within land owners and investors and has always been part of our culture

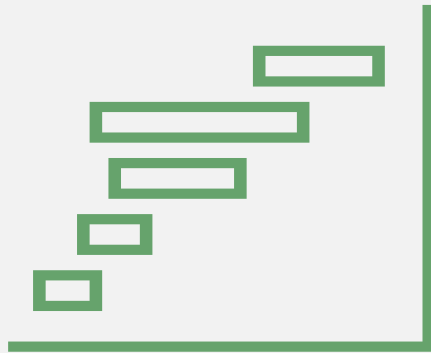
Our Competitive Advantages

April 2024

Our Competitive Advantages

Our competitive advantage stems from active decisions...

Significant Value Chain Depth



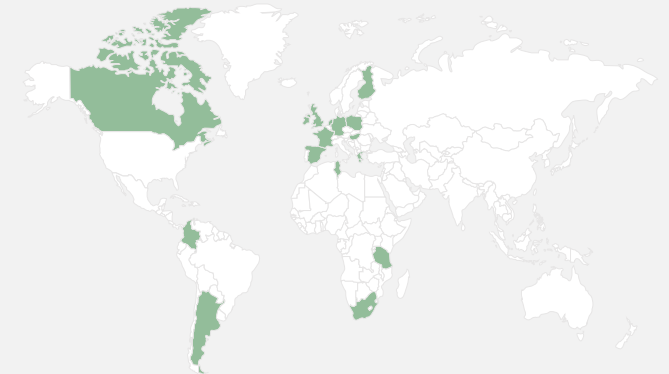
We have and keep on building In-House Expertise for every project phase from planning to operations

Pure Play Focus



We keep doing what we do best: Our focus is project development, construction and Operations and Maintenance

Strong International Pipeline



We are globally active and have build a valuable pipeline. We can take learnings and ideas from one market to another quickly and efficiently

Our Competitive Advantages

...as well as from our culture and values

Common Purpose



As ABO Wind is family owned, fairness, reliability and quality are our main goal as well as the energy transition is the core of our company and business culture

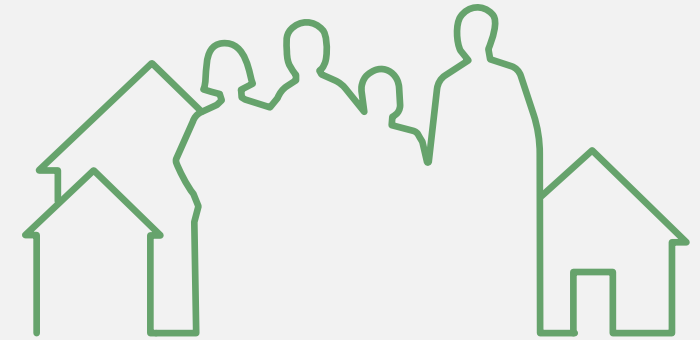
Source: Internal and External Expert Interviews

Entrepreneurial Spirit



We act fast, flexible and solution oriented. Our flat hierarchies enable quick decisions

Local Presence & Relationships



We build strong local relationships with all business partners and stakeholders to create win-win situations



Our Core Competences

April 2024

Our Core Competences

Our people and our deep know-how across the value chain differentiate us

Experts for Development

Experts for Execution

Experts for O&M, Services & Repowering



Inhouse Expertise e.g.:

- Site identification
- Site Appraisal
- Grid Capacity Modelling

Inhouse Expertise e.g.:

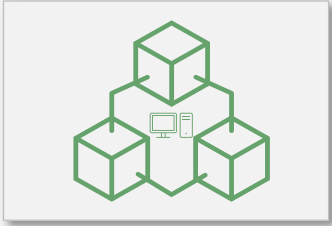
- Design & Layout
- Infrastructure & Grid Connection
- Engineering & Construction

Inhouse Expertise e.g.:

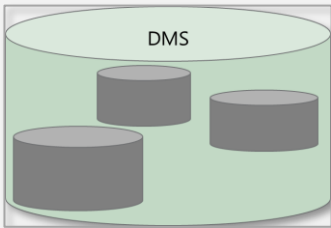
- Operations
- Technicians
- Repowering

Our Core Competences

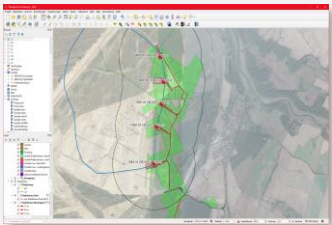
Digitalization of our core processes to support our daily business*



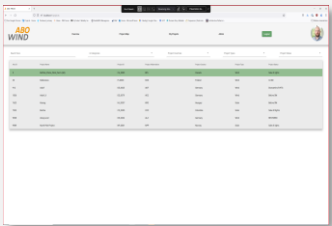
- **ERP System** for efficient internal core processes



- **Global and digital** document handling



- **Geoinformation System (GIS)** to support our acquisition and development



- **Development of a global, integrated** project database solution

Digitalization will be accelerated – specifically to support core processes

Organization

April 2024

Our organizational principles follow modern work philosophies

	Beyond Budgeting	Group Orientation	Responsibility & Inclusion	Personnel Management	Wholeness of human beings
Principle	<ul style="list-style-type: none"> We don't work with budgets 	<ul style="list-style-type: none"> Project realization and decisions is made in groups 	<ul style="list-style-type: none"> Self-responsibility and the tolerance for mistakes 	<ul style="list-style-type: none"> Staffing projects according to needs (also international) 	<ul style="list-style-type: none"> No masquerade, ABO colleagues are human beings
Reason	<ul style="list-style-type: none"> Lengthy and expensive process 	<ul style="list-style-type: none"> Best form for project realization and to manage complexity 	<ul style="list-style-type: none"> Empower employees to take decisions and act with an entrepreneurial spirit 	<ul style="list-style-type: none"> Project development requires high flexibility 	<ul style="list-style-type: none"> Work satisfaction and identification Authenticity Credibility
Advantage	<ul style="list-style-type: none"> Flexibility in projects and business model We do what is needed, not what is budgeted 	<ul style="list-style-type: none"> Sound and reasonable fast decisions Motivation by participation 	<ul style="list-style-type: none"> Employee satisfaction and motivation Decentral fast decision 	<ul style="list-style-type: none"> Effective resource utilization Interesting career paths and possibility to learn 	<ul style="list-style-type: none"> Employee commitment, motivation and satisfaction

ABO Wind is focusing on its organizational principles to cultivate our competitive advantages



Organization

Training, Development & Communication is the main key for our success

Transformational Challenges

- Challenging macroeconomic environment
- Skilled labour shortage
- Growth of ABO Wind
- New technologies
- M&A Integration & Partnering

Strategic Actions

<ul style="list-style-type: none">> Strong central HR function> Built global HR Organization	Grow HR Department 	Training Concepts 	<ul style="list-style-type: none">> Rollout of new training concept> Regular PG / CG Trainings
<ul style="list-style-type: none">> Global Meeting> International Management Meetings	Events 	Communication 	<ul style="list-style-type: none">> Intensify management communication> Local managers as multiplier

Financial Targets

April 2024

Financial Targets

ESG is an incremental part of our capital markets strategy



Status Quo:

In August 2022 ABO Wind has been voluntarily audited by **IMUG** a leading ESG Certification Agency in Germany

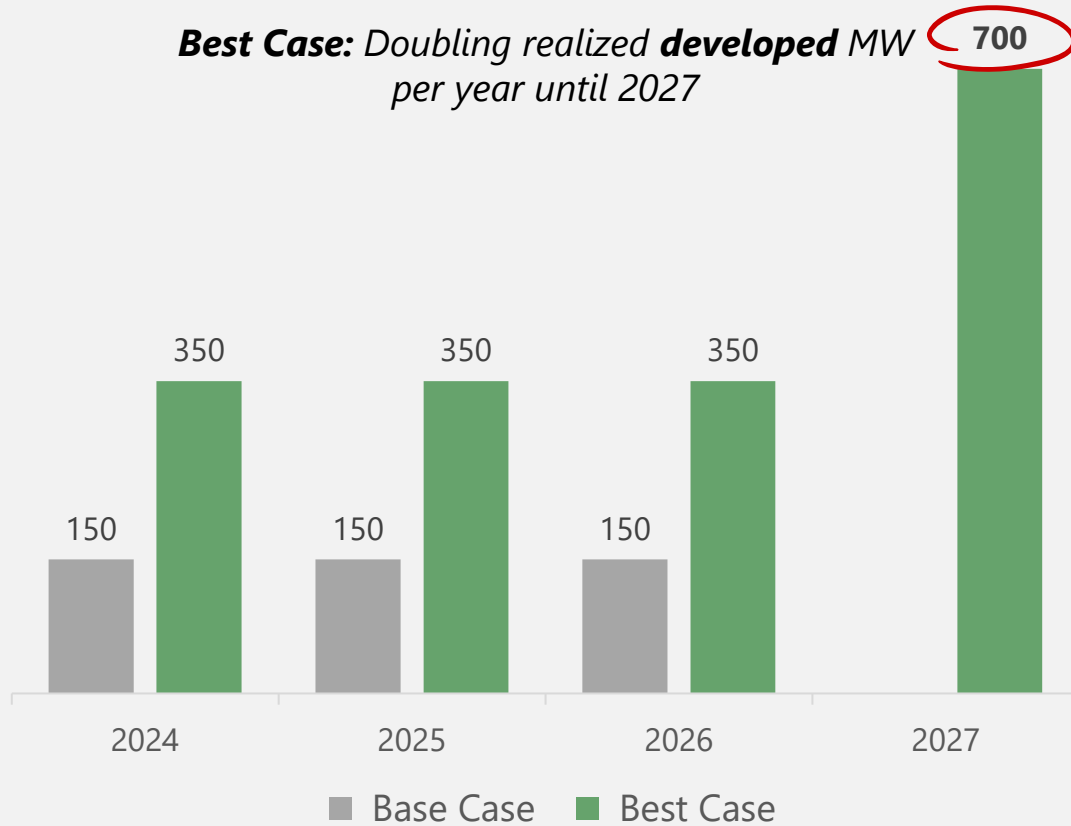
Target:

Implementation of the recommended actions until the new audit in 2024. Voluntary Sustainability Report will be developed from 2024 onwards

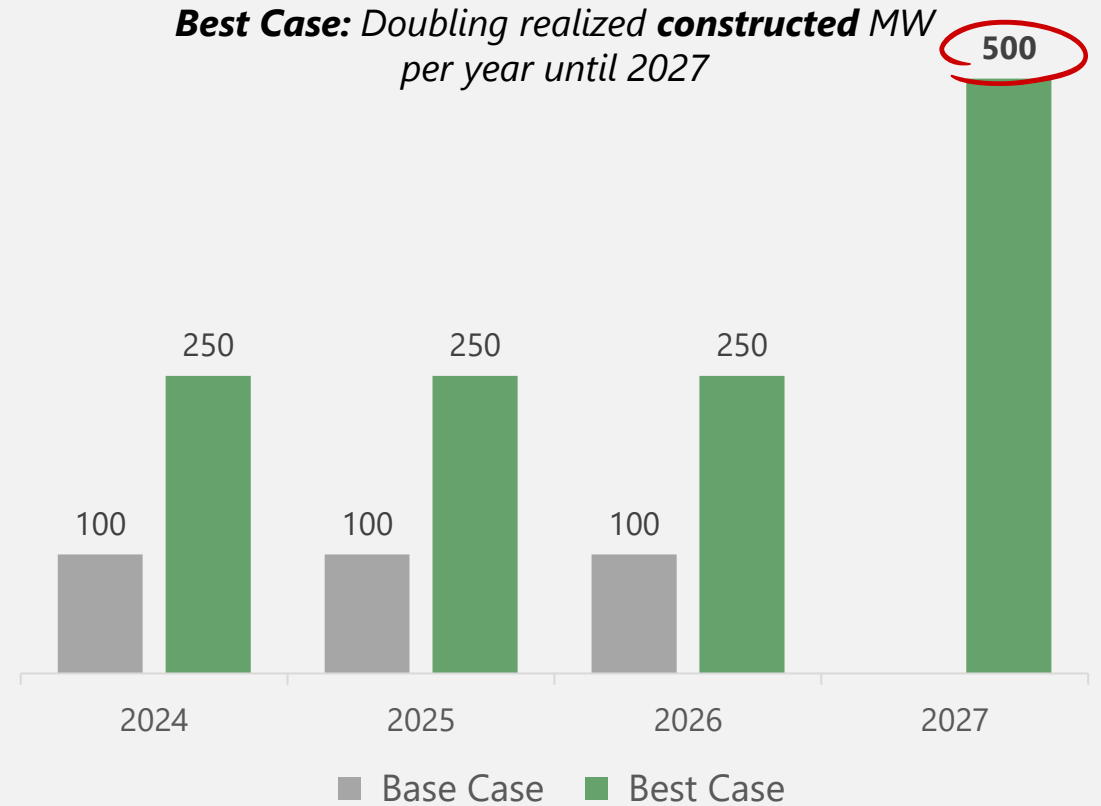
Financial Targets

Doubling MW capacity in development & construction is our main target

Average MW Development Targets 2023-2027



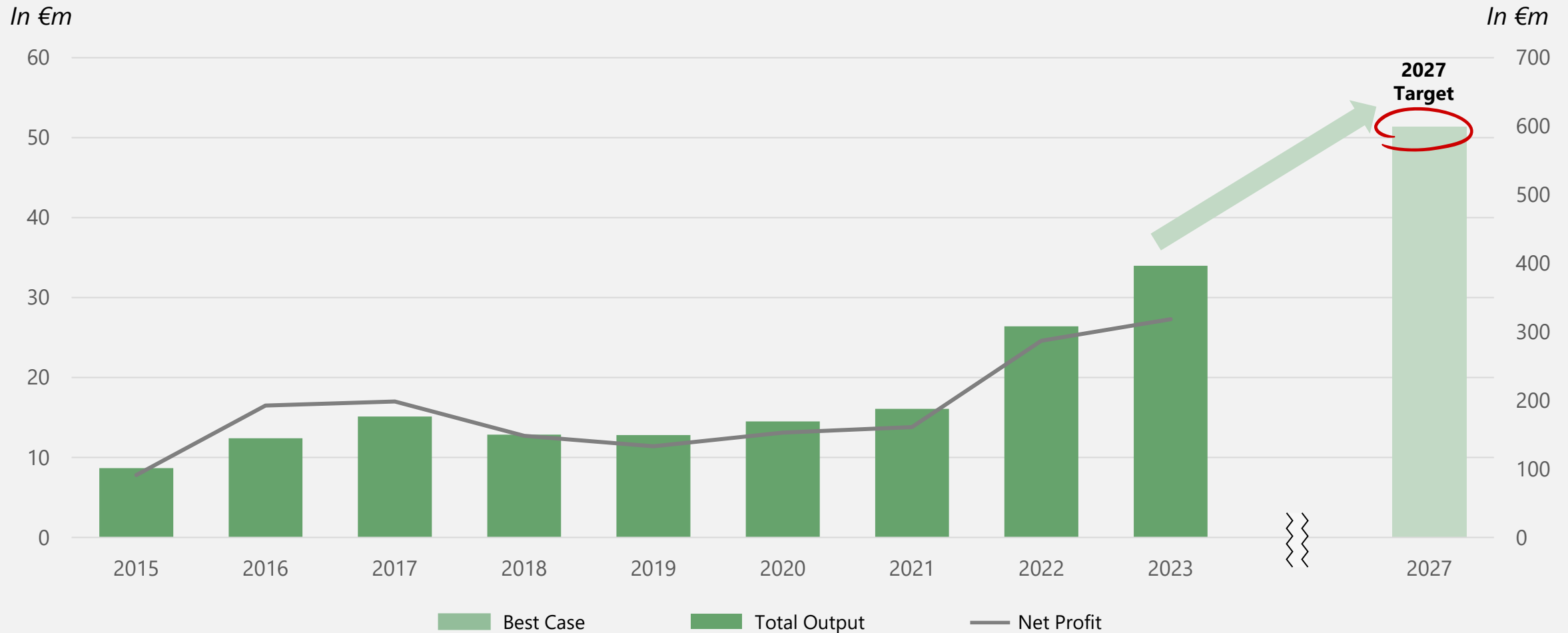
Average MW Construction Targets 2023-2027



Financial Targets

Midterm financial target

2027 Target: Total Output & Net Profit



Strategy 2027 at a glance

April 2024

Our growth strategy until 2027 at a glance

**ABO Wind Growth Strategy
2023 - 2027**

**Sustainable
growth in all
technologies and
services &
doubling of output
and net profit**



**Efficient internal
processes, strong
workforce and
company culture**

- > As ABO Wind is still in growth phase, our main goal is to double Total Output to **~€600m** and Net Profits to **~€50m in 2027** (compared to 2022)
- > **Double** realized capacity in **development (700MW) & construction (500 MW) and pipeline growth in all technologies**
- > **Grow O&M and Repowering** in all markets with turnkey projects
- > Strengthening our know-how in all business areas by **expanding recruiting, international job opportunities and training and development offers**
- > Maintain **group culture, values and organizational principles** of ABO Wind
- > **Digitalization** of core processes to support our project development business

Disclaimer

- This presentation is for information purposes only and does not constitute a public offer or invitation to subscribe for or purchase any securities and neither this presentation nor anything contained herein shall form the basis of any contract or commitment whatsoever. This presentation is being furnished to you solely for your information and may not be reproduced or redistributed to any other person in whole or in part. All information contained herein has been carefully prepared. Nevertheless, we do not guarantee its accuracy or completeness. The information contained in this presentation is subject to amendment, revision and updating. Certain statements contained in this presentation may be statements of future expectations and other forward-looking statements that are based on the company's current views and assumptions and involve known and unknown risks and uncertainties. Actual results, performance or events may differ materially from those in such statements as a result of, among others, factors, changing business or other market conditions and the prospects for growth anticipated by the management of the Company. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein. The Company does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. The distribution of this document in other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of applicable Securities Laws.