

**Helios Energy Transition Infrastructure** 

**Corporate Presentation** 

September 2023



#### **Important Notice & Disclaimer**

#### DISCLAIMER

The following presentation, the information communicated during any delivery of the presentation and any question and answer session and any other materials distributed at or in connection with the presentation (collectively, this "presentation") has been prepared by Helios Investment Partners LLP ("Helios"). This presentation may not be reproduced or distributed, in whole or in part without the prior written consent of Helios.

This presentation shall not constitute an offer to sell or the solicitation of an offer to buy securities of Helios or Helios Energy Transition Infrastructure ("HETI"), nor shall there be any sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such state or jurisdiction. This presentation does not constitute a "prospectus" within the meaning of the Securities Act of 1933, as amended. Any decision to purchase securities of Helios or HETI should be made solely on the basis of the information contained in a prospectus to be issued by Helios or HETI in relation to a specific offering.

#### **No Representations and Warranties**

This presentation is for informational purposes only. This presentation is not intended to form the basis of any investment decision and does not constitute investment, tax or legal advice. No representation or warranty, express or implied, is or will be given by Helios or any of its affiliates, directors, officers, employees or advisers or any other person as to the accuracy or completeness of the information in this presentation, and no responsibility or liability whatsoever is accepted for the accuracy or sufficiency thereof or for any errors, omissions or misstatements, negligent or otherwise, relating thereto. The information contained in this presentation is derived from various internal and external sources, is preliminary in nature and is subject to change, and any such changes may be material. Helios disclaims any duty to update the information contained in this presentation. No representation is made as to the reasonableness of the assumptions made within or the accuracy or completeness of any projections or modeling or any other information contained herein. Any data on past performance or modeling contained herein is not an indication as to future performance. Viewers of this presentation should each make their own evaluation of HETI and of the relevant and adequacy of the information contained herein and should make such other investigations as they deem necessary.

#### **Use of Projections**

The financial projections, estimates and targets in this presentation are forward-looking statements that are based on assumptions that are inherently subject to significant uncertainties and contingencies, many of which are beyond the control of Helios. Although all financial projections, estimates and targets are necessarily speculative, Helios believes that the preparation of prospective financial information involves increasingly higher levels of uncertainty the further out the projection, estimate or target extends from the date of preparation. The assumptions and estimates underlying the projected, expected or target results are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the financial projections, estimates and targets. The inclusion of financial projections, estimates and targets in this presentation (and any other information, whether written or oral, that has been or will be provided to you) should not be regarded as an indication that Helios or its representatives, considered or consider the financial projections, estimates and targets to be a reliable prediction of future events. The independent auditors of Helios have not audited, reviewed, compiled or performed any procedures with respect to the projections for the purpose of their inclusion in this presentation and, accordingly, they have not expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this presentation.

#### **Industry and Market Data**

In this presentation, Helios relies on and refers to certain information and statistics obtained from third-party sources which they believe to be reliable. Helios has not independently verified the accuracy or completeness of any such third-party information.

#### **Important Notice & Disclaimer**

#### **Forward-Looking Statements**

This presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. HETI's actual results may differ from their expectations, estimates and projections and consequently, you should not rely on these forward-looking statements as predictions of future events. Words such as "expect", "estimate", "project", "forecast", "anticipate", "intend", "plan", "may", "will", "could", "should", "believes", "predicts", "potential", "continue", and similar expressions are intended to identify such forward-looking statements. These forward-looking statements include, without limitation, (i) the expected completion date of current and growth projects and the realization of growth projects as anticipated; (ii) the entering into the various joint ventures for the growth projects; (v) the anticipated revenue and margin capture across the energy value chain; (vi) the estimates and forecasts of financials and performance metrics (including EBITDA and capital expenditure) and (vii) expectations, hopes, beliefs, intentions or strategies regarding the future of HETI. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expected results. Most of these factors are outside the control of Helios or HETI and are difficult to predict. Factors that may cause such differences include, but are not limited to: (1) changes in business, market, financial, political conditions, and in laws and regulations; (2) risks related to the uncertainty of HETI's projected financial information; (3) changes in the competitive industries in which HETI will operate; (4) the ability of HETI to manage growth effectively; (6) the potential inability of HETI to execute its planned growth strategy, including entering into the joint ventures for growth projects and realizing anticipated synergies with existing assets; (8) the potential inability of HETI to timely obtain n

#### **Trademarks**

This presentation may contain trademarks, service marks, trade names and copyrights of other companies, which are the property of their respective owners. Solely for convenience, some of the trademarks, service marks, trade names and copyrights referred to in this presentation may be listed without the TM, SM © or © symbols, but Helios will assert, to the fullest extent under applicable law, the rights of the applicable owners, if any, to these trademarks, service marks, trade names and copyrights.

#### **Use of Non-IFRS Financial Measures**

This presentation includes certain financial measures that are not prepared in accordance with the International Financial Reporting Standards as promulgated by the International Standards Accounting Board ("IFRS") and that may be different from non-IFRS financial measures used by other companies, such as EBITDA. These non-IFRS measures, and other measures that are calculated using these non-IFRS measures, are an addition, and not a substitute for or superior to measures of financial performance prepared in accordance with IFRS and should not be considered as an alternative to operating income, net income or any other performance measures derived in accordance with IFRS. Helios believes that these non-IFRS measures of financial results (including on a forward-looking basis) provide useful supplemental information to investors. Helios' management uses forward looking non-IFRS measures to evaluate HETI's projected financial and operating performance. However, there are a number of limitations related to the use of these non-IFRS measures and their nearest IFRS equivalents. For example other companies may calculate non-IFRS measures differently, or may use other measures to calculate their financial performance, and therefore HETI's non-IFRS measures may not be directly comparable to similarly titled measures of other companies. Additionally, to the extent that forward-looking non-IFRS financial measures are provided, they are presented on a non-IFRS basis without reconciliations of such forward-looking non-IFRS measures due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliations.



#### **Our Mission**

# "Leveraging permanent capital to democratise energy access across Africa and lead the continent's transition towards a low-carbon emissions future"

#### **Our Objectives**

Enable the delivery of affordable and reliable energy to communities across Africa currently without access to electricity

Eliminate GHG emissions attributable to energy generation and delivery across the continent

Reduce Africa's dependence on expensive fuel imports and engender economic prosperity

**Deliver low carbon fuels** for use in energy generation and preserve the natural environment

Invest in accretive projects by leveraging synergies across our platform businesses

Deliver long-term sustainable returns for our investors



#### **Dedicated Team**(1)



- Partner at Helios Investment Partners
- Prior experience with Goldman Sachs' Investment Banking division covering Oil & Gas. Power & Utilities, and Metals & Mining



- Energy sector adviser at Helios Investment **Partners**
- Former Energy Investment Banker at Perella Weinberg Partners, Equity Research Analyst at Tudor, Pickering, Holt & Co, UK, and O&G engineer at Foster Wheeler Inc.



**Soltan Driss** 

CREDIT SUISSE

- Senior Associate at Helios Investment Partners
- Prior experience with Credit Suisse's Investment Banking division covering Industrials



**Fthan Assouline** 

CREDIT SUISSE

- Senior Analyst at Helios Investment Partners
- Prior experience with Credit Suisse's Investment Banking division covering Energy & Infrastructure



- Previously CEO of Golar LNG (NASDAQ Listed LNG, Power, and Shipping Company)
- Former CEO of WorleyParsons Digital Enterprise, and Group MD Development at WorleyParsons



**Leslie Nelson** 

NewFortress



- Energy Sector Executive with extensive experience across Africa
- Former Managing Director for Africa New Fortress Energy (NASDAQ: NFE), former CEO GE Power - Africa (~\$1Bn P&L) / GE Africa Power Development & Investment Group



**Richard Jansen** 

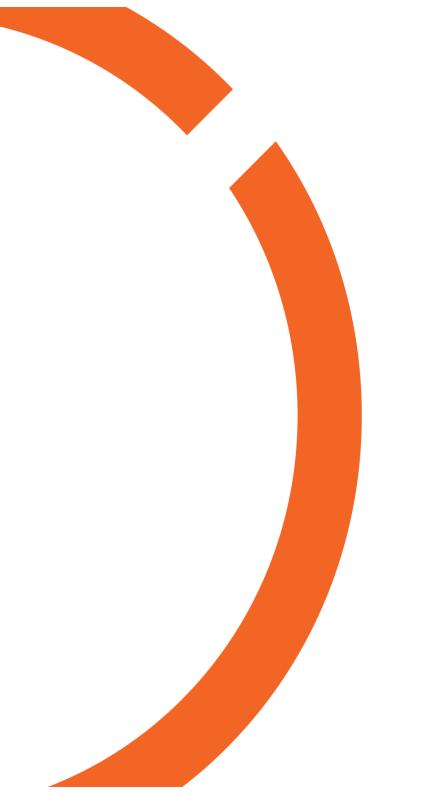
Deutsche Bank



- Former Partner at Braemar Corporate Finance, a maritime, energy and renewables infrastructure finance specialist
- Previous MD and Global Co-head of Transportation at Deutsche Bank



- Prior Experience with the World Bank, the African Development Bank, the Economist Intelligence Unit, Risk Advisory Group, the Harvard Corporate Responsibility Initiative, and GE
- Extensive experience in corporate sustainability, ESG due diligence, country and market risk, and business intelligence in the African Energy sector



# **HETI at a Glance**



# Helios Energy Transition Infrastructure ("HETI") is a platform dedicated to delivering decarbonising energy infrastructure to Africa

- Helios Investment Partners LP ("Helios") has established HETI to provide access to affordable energy in Africa whilst accelerating the regional and global transition to a lower carbon economy
- Helios is an Africa-focused investment firm with \$3.8Bn raised to date in Private Equity, Credit and Co-Investments funds. The firm has
  invested in more than 30 African countries, with over \$700mm invested in energy related assets and businesses over the past decade
- HETI will be focused on the development and management of profitable and sustainable gas-based and low-carbon energy solutions across Africa, with the goal of providing affordable and reliable access to energy, achieving a reduction of greenhouse gas ("GHG") emissions, reducing the reliance on expensive fuel imports and delivering carbon-free fuels to the region
- The HETI platform will comprise the following Helios-managed assets:
  - Axxela A West Africa-focused gas distribution company with a twenty-year track record, serving over 200 industrial customers across the region via a 280km pipeline network
  - Access LNG Developer of mid-scale LNG infrastructure solutions, with current assets comprising a floating LNG regasification terminal
    in Tema port, Ghana, which will serve as a regional hub for the import and distribution of LNG to displace heavy fuel oil used in the West
    Africa region
  - South Africa & West Africa Downstream Optimisation JVs operating HETI assets and focused on the displacement of diesel and fuel
    oils by LNG in the transportation, logistics, and mining sectors as well as the displacement of coal by LNG and renewables in the power
    generation sectors across both regions



#### **Strategically Investing Across the Energy Transition Value Chain**

HETI's focus is the immediate displacement of carbon-rich fuels by natural gas and renewable energy, alongside the development of carbon-free fuels, including Green Hydrogen and Ammonia, over the medium term

Carbon-rich fuel substitution & displacement

Carbon-free fuel production & emissions capture

#### **HETI Activity Spectrum**(1)



# LNG & Nat. Gas Infrastructure

Strategic LNG, natural gas & distribution infrastructure, displacing liquid fuels or coal with lower carbon alternatives, thereby reducing emissions



#### Low-carbon & Hybrid Electrification

Natural gas hybrid (solar PV) power generation assets in selected markets bringing energy directly to end users



# Emissions Reduction & Decarbonisation Solutions

Natural gas flare reduction & elimination projects to replace existing supply sources and curtail incremental fossil fuel development



# Clean fuels development

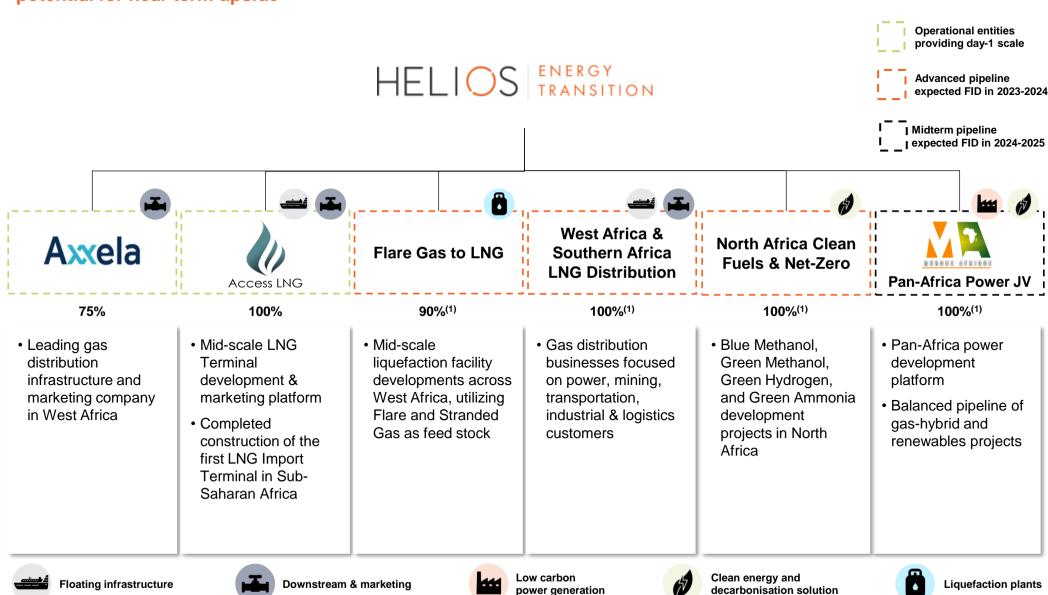
Investments in green fuels, including Green Hydrogen and Ammonia, and leveraging existing natural gas infrastructure assets to transport clean fuels in the future

- ✓ Investments underpinned by long-term customer contracts generating stable cash flows
- ✓ Tolling model with no commodity price risk
- ✓ Energy transition-aligned platform delivering tangible and measurable ESG benefits, including CO₂ emissions reductions



#### **Helios Energy Transition Infrastructure Business Overview**

HETI owns and operates a portfolio of energy transition infrastructure assets that offer day-one scale as well as potential for near term upside



- (1) Control or joint-control positions for each entity, expected ownership subject to finalisation of commercial agreements
- (2) Refuse Derived Fuels



#### **HETI Operating Footprint at a Glance**

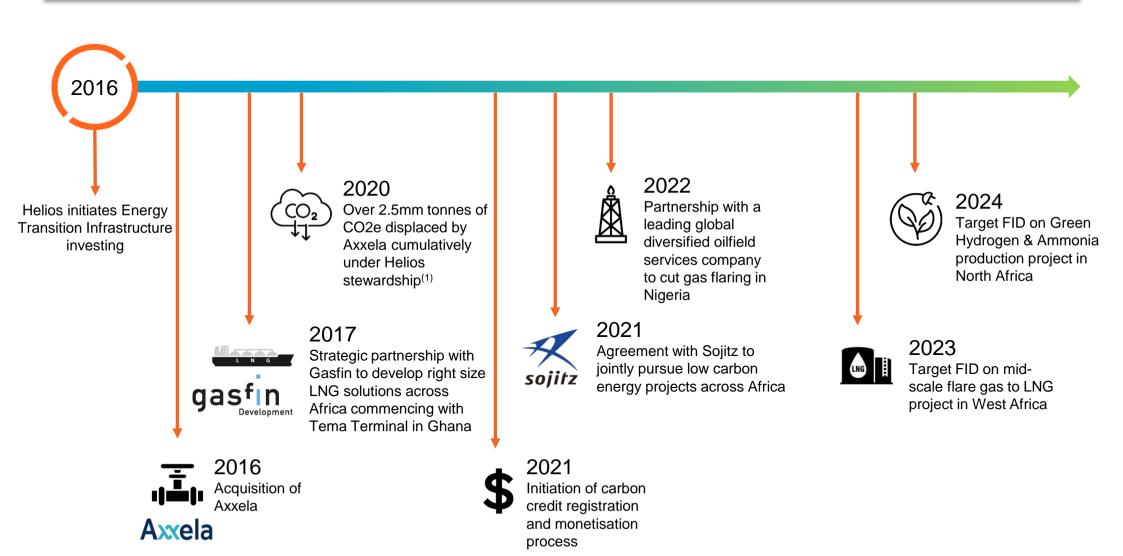
#### **Key Highlights**<sup>(1)</sup> **Areas of Operations** Clean Fuels & Net-Zero Countries of operation 280km of pipeline coverage **West Africa** LNG Distribution 1 Terminal **West Africa** Access LNG Pan-Africa Flare Gas to **Power JV** LNG 1 FSU **Axx**ela **Southern Africa** 1 FSRU LNG **Distribution** Existing operations 200+ **Growth operations** Customers **///** Existing and Growth Operations Addressable market

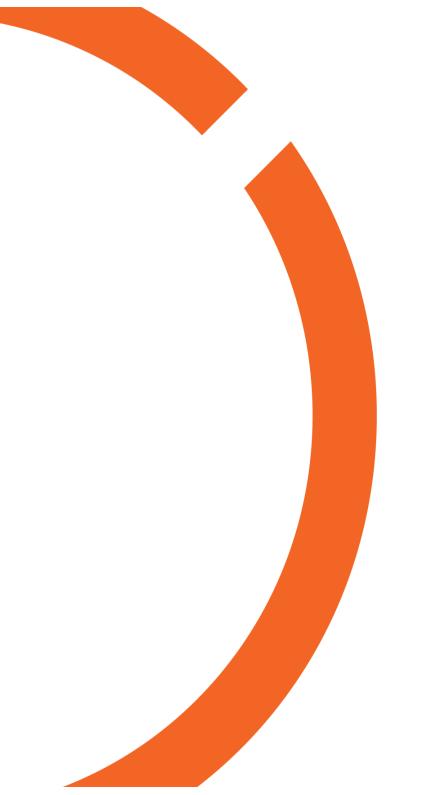
(1) HETI information



#### A Track Record of Delivery With a Clear Roadmap For Growth

HETI's vision is to provide clean, secure and affordable energy to Africans and to address today's needs while working to transition the continent to a lower-carbon future





# **Business Highlights**



HFI IOS

TRANSITION

ENERGY



- 2 High Quality Growth Opportunities
- 3 Accretive Growth & Margin Expansion
- 4 High Quality & Diversified Customer Base
- 5 Established Performance & Governance Track Record
- 6 Differentiated ESG Proposition



#### **Africa's Energy Conundrum**

Africa is facing an energy crisis as the region grapples with the low levels of electricity access today, an energy generation mix that is far too carbon intensive, and a rapidly growing population that will continue to require significant investment into energy transition infrastructure to improve access

Africa's energy demand is set to outstrip the rest of the world, underpinned by a higher population growth

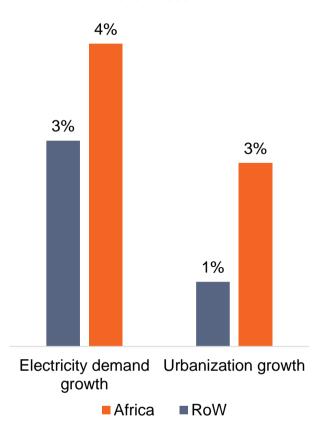
Globally 7 out of 10 people without access to electricity are in Africa

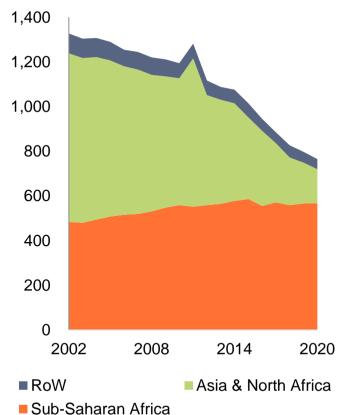
African energy supply is dominated by liquid fuels and coal

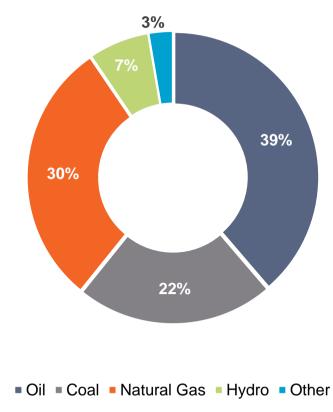
Population and electricity consumption growth 2020 – 2030<sup>(1)(2)</sup>



Africa's current energy generation mix<sup>(5)</sup>









<sup>(1)</sup> United Nations, World Urbanization Prospects: The 2018 Revision – page 23;

<sup>(2)</sup> AT Kearney, A private path to power in Africa – page 2

<sup>(3)</sup> World Bank via Our World in Data: Number of People without Access to Energy;

<sup>(4)</sup> Enerdata: Global Energy & Climate Outlook 2050 - Final Energy Consumption

<sup>(5)</sup> PwC Africa Energy Review 2021 – page 5



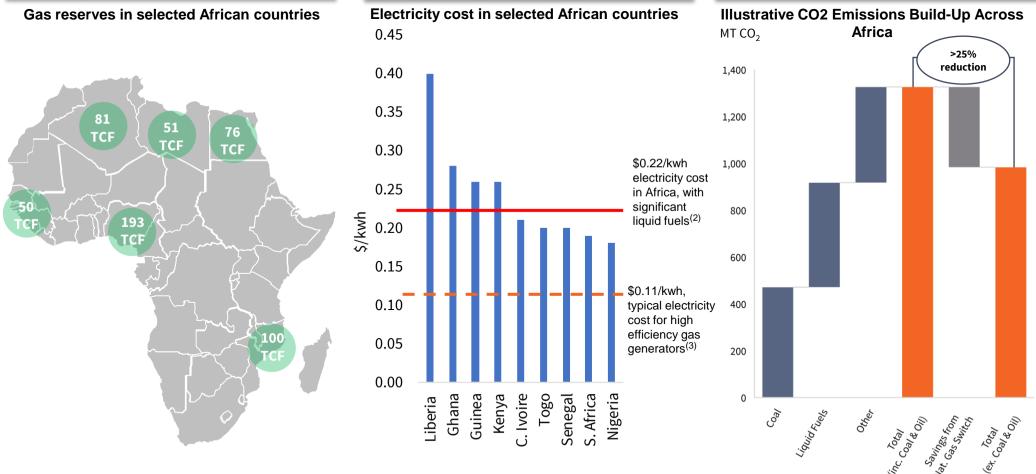
#### HFTI's Investments Offer a Credible Solution

Leveraging Africa's abundant gas reserves will significantly enhance the continent's energy security and reliability of supply, as well as reduce long-term electricity costs and materially bring down CO<sub>2</sub> emissions

+550Tcf<sup>(1)</sup> of gas reserves in Africa ensure abundant supply and increase energy security for the continent(1)

Using gas can reduce electricity costs on the continent by up to c.50% based on studies (2,3)





- BP Statistical Review of World Energy 2021 page 34, Wood Mackenzie Mozambique Rovuma Exploration Basin Report 2021; BP disclosure May 8th 2017 Mauritania and Senegal Q&A
- Energy for Growth Hub 29th September 2020 "Reliability-adjusted cost of electricity"
- International Energy Agency's report: "Projected Costs of Generating Electricity 2020" page 14
- EIA disclosure 9th February 2022 standard emissions intensity metric of KG CO2 per BTU; Our World in Data (OWID)/University of Oxford disclosure emissions data 6th September 2022





#### **HETI's Robust Pipeline of Near-Term Development Projects...**

HETI intends to deploy capital on a series of separate but interdependent projects that promote revenue synergies between the base businesses that might otherwise not be realised

# West Africa Flare Gas to LNG



# SA & WA LNG Distribution



#### Pan-Africa Power JV



#### North Africa Green Hydrogen & Ammonia



#### Opportunity

Leverage Axxela's regional operations to capture and deliver flare gas to a new build mid-scale liquefaction facility

Utilize existing footprint to deliver additional volumes to premium end markets across West Africa and South Africa Secure long-term gas and renewables based PPAs by leveraging existing operating footprint Establish early mover position to develop cost and renewable resource advantaged Green Hydrogen and Ammonia in North Africa

Strategy	Expansion	Expansion	Greenfield / Expansion	Greenfield
Business Model	Tolling with fixed margin	Distribution with fixed margin	Developer	Developer





#### **Strategically Positioned Along the Energy Delivery Value Chain**

HETI's end-to-end asset ownership is expected to unlock latent synergies and accelerate the growth flywheel

#### **Energy Supply Value Chain**

#### **Pipeline Assets**

Pipeline assets earning distribution and transportation fees





#### **Energy Demand Value Chain**

#### **Supply Agreements**

Trading margin from supply agreements

#### **Floating Storage Assets**

Floating storage assets generating capacity and availability income







#### **Power Sales**

Long term gas offtake underpinned by PPAs Incremental income from power sales

#### **Liquefaction & Processing Facilities**

Tolling fees from liquefaction & processing facilities





#### **Regasification Facilities**

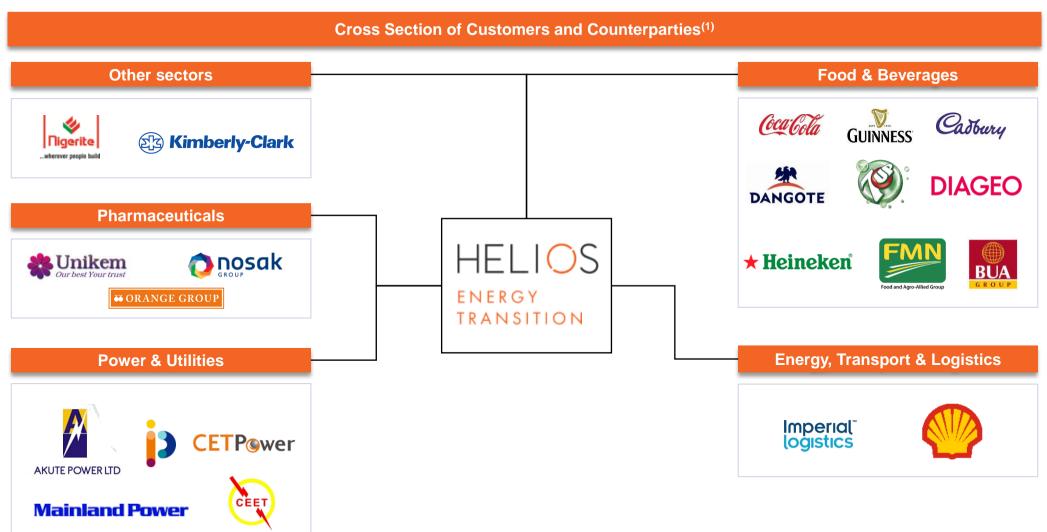
Capacity and availability of income from regasification facilities





#### **HETI Benefits from a Diversified Customer Base**

200+ industrials customers with long-term USD priced contracts and no volume or commodity price exposure within existing business provide robust earning visibility and downside protection



(1) HETI Information 19



#### A Proven Track Record in Africa

#### **Made by Africans for Africa**



**MEMBERS** 

# Led and managed by a predominantly African team

Merging international expertise with local know-how



# Investment partners' average experience

Combined total of 51 deals completed in Africa and 17 in the rest of the world



# Portfolio operations partners' average experience

C-suite experience includes Gates Corporation, Tomkins, Nation Media Group, Celtel International



#### Locations

Team based across London, Paris, Lagos, and Nairobi

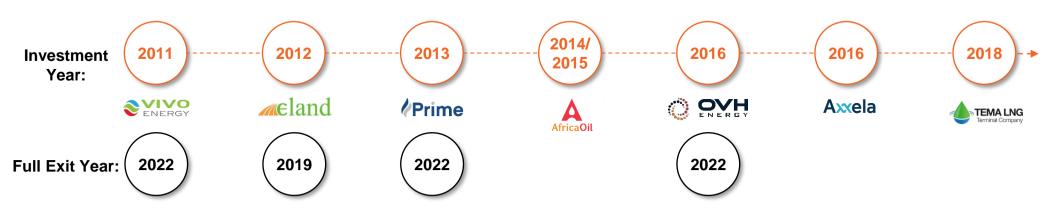


#### Cumulative capital raised to date

Including co-investments

OFFICES

Through its strategic investments in energy transition infrastructure, Helios has built a portfolio of assets which provide access to affordable energy in Africa while accelerating the regional and global transition to a lower-carbon economy



#### **Proven Track Record in Energy Investments**

- Significant investor across the Africa Energy value chain, spanning production, processing, transportation, and distribution infrastructure
- Circa \$700m invested over the past decade in energy assets and businesses

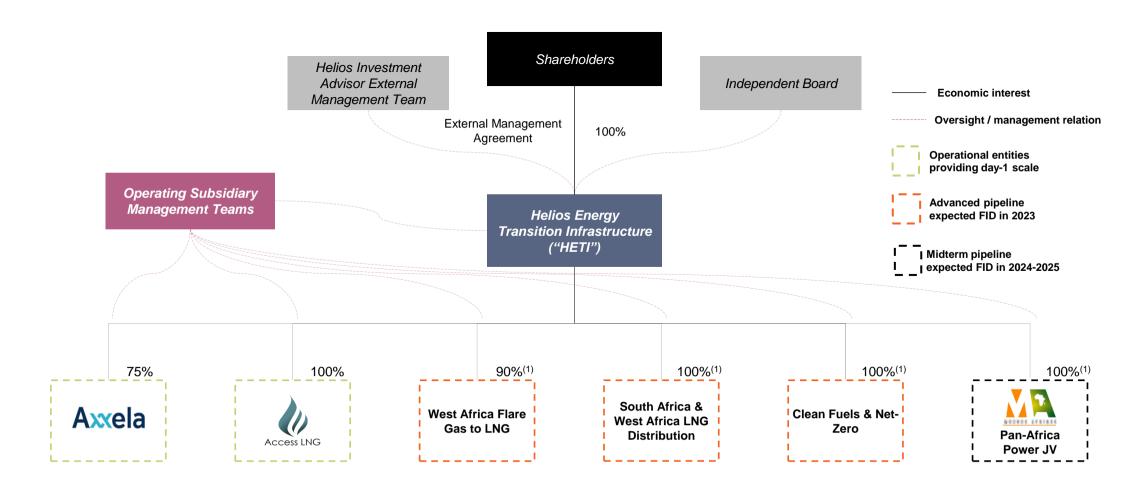
#### **Firm Objectives**

- Provision of affordable energy
- Accelerating decarbonisation
- · Empowering communities
- Delivering superior returns through an operations-focused investing platform



#### ...And An Established Governance Framework

Externally managed structure provides HETI with immediate scale benefits and allows it to take advantage of Helios' deep talent pool, advanced back-office operations, on the ground presence and extensive relationships in Africa as well as its access to proprietary deal flow





#### **Delivering ESG Benefits and Supporting the Energy Transition...**

#### HETI's actions and investments are closely aligned with the UN's Sustainable Development Goals (SDGs)

#### **Selected SDGs**





#### Climate





#### **Economy**





Technology

#### **HETI Actions**<sup>(1)</sup>

- Expanding distribution networks and creating end markets for associated gas that would otherwise be flared during upstream oil production
- Facilitating substitution of coal and liquids with cleaner natural gas
- Replacing inefficient power generation plants with modern high efficiency gas and renewable hybrid units that have lower emissions intensities
- Eliminating expensive imports of liquid fuels and reducing the fiscal burden on regional governments
- Supporting local industry with the reliable delivery of more affordable domestic natural gas for production and energy generation
- Developing Green Hydrogen and other clean energy projects
- Building infrastructure today that will be positioned to deliver low and zero carbon fuels including blended mixes of hydrogen and natural gas in the future

#### **HETI Investments**<sup>(1)</sup>





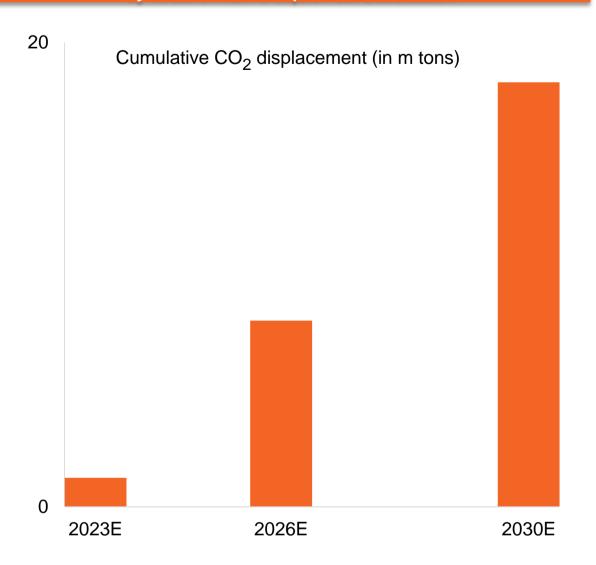




#### ...By Creating Tangible and Measurable Long-Term Societal Value

Potentially >18 million tons of CO<sub>2</sub> Displacement by the End of the Decade by Virtue of HETI's Liquid Fuel Substitution

HETI's Activities aim to Contribute to and Stimulate Economic Growth Across the Continent





#### **Investments**

Up to \$650mm of capital<sup>(1)</sup> to be mobilised and invested in the continent by HETI across its entire portfolio over the near term



#### **Energy Access**

Up to 1GW<sup>(2)</sup> of capacity power generation potentially fuelled by HETI assets, supplying electricity to **over 1** million households<sup>(3)</sup>

- (1) Based on anticipated portfolio wide capital expenditures
- (2) LNG processed by Access LNG via the Tema Terminal shall be supplied to the Cenpower, Bridge and Aksa power plants in Ghana with 1.12GW generation capacity
- (3) Per California Energy Commission rule of thumb: 1MW of power serves up to 1,000 homes



HETI will seek to deliver long-term sustainable returns by building and acquiring strategic energy infrastructure assets at attractive entry prices, unlocking commercial value by improving utilisation, re-investing cash flows and opportunistically monetising assets

#### **Value Creation Lifecycle**

#### **Build or Acquire for Value**

Disciplined approach to capital deployment, competitive capital cost per MMBtu or Kwh delivered

# **Capital Recycling and Opportunistic Monetisation**

Reinvest cash flows accretively and selectively monetise assets where valuation is attractive

# HELIOS ENERGY TRANSITION O Lo

# **Drive Growth and Commercial Excellence**

Develop infrastructure with multiple paths to commercialisation and embedded growth optionality

#### **Enhance Governance**

Institute robust governance practices, culture of accountability and strengthen management teams

#### **Optimise Capital Structure**

Lower cost of capital through HoldCo level debt financing

