

småkraft°

Agenda

Småkraft AS, brief introduction

The small hydro segment in Norway

Local footprint and added value

Challenges and opportunities

Småkraft AS

Established in 2002 by 5 Norwegian hydropower companies

Ultimo 2015 sold to foreign investors, administrated by Aquila Capital (German)

Builds and operates hydropower plants together with the landowners.



Overview of Småkraft per March 2017

Sagelvi

92 plants in operation 900 GWh



Norwegian small hydro – market development

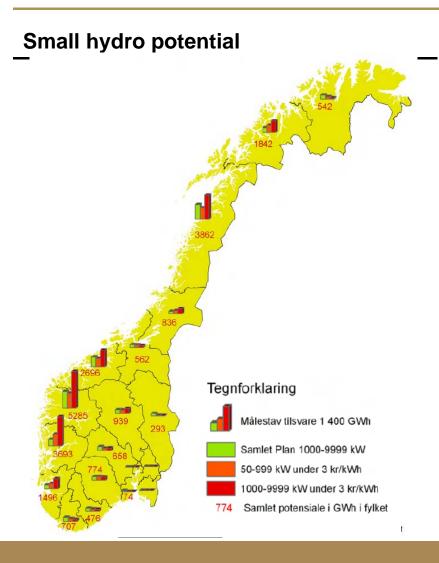
Comments

- Privately owned waterfalls in Norway
- The Energy Act in 1991 introduced a free market for electricity
- A free market made it possible to realize privately owned small hydro plants
- No competition between developers until 2002
- Competition intensified from 2002 and onwards

Steinsvik



Small hydro potential in Norway



Comments

- The Norwegian Water Resources and Energy Directorate carried out an extensive study of small hydro potential in 2004
- Study indicated a small hydro potential of 25 TWh



Overview small hydro in Norway (2014, < 10 MW)

| Total | 1142 plants | 9000 GWh |
|------------------------|-------------|----------|
| 2002-2014 Of which: | 621 plants | 4200 GWh |
| Small Hydro | 330 plants | 3800 GWh |
| Mini/micro | 291 plants | 420 GWh |



Gjerde Powerplant

Large-scale development, industrial approach

Industrial approach

Ekkjestølen, Røldal

- Large-scale effects
- Standardization
- Simplification
- Local operation
- Technology development
- Supplier development
- Contracts adapted to suppliers



Profit-sharing business model

Småkraft rents waterfall for 40 + years

- Småkraft plans, builds, owns and operates the plant for 40 + years
- Daily operation by waterfall owner
- profit split
- Profit is all income minus all costs
- Waterfall owner can buy the plant after
 40 years

Årvik plant



Benefits

- Common interests in all aspects
- Easy to grasp concept
- Works well also in market downturns



Typical plant - Oftedal I

Key information

Sirdal municipality Vest-Agder County

Commisioned March 2007

Annual production 13,4 GWh

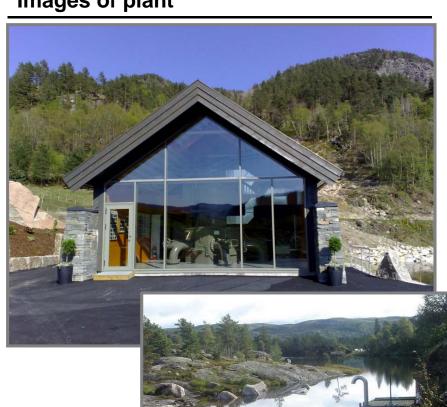
Output 3 MW

Gross head 265 m

Buried penstock, length 1550 m Penstock diameter 800 mm

Turbine GEA Generator Marelli Control system Teksal

Images of plant





Operation and Maintenance

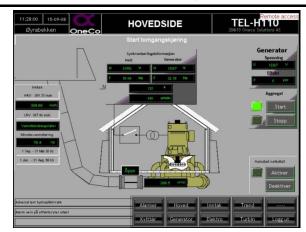
Comments

- Remote operations
 - All plants are built for local and remote operations
 - Automatic start/stop and turbine regulation according to water inflow
- Surveillance system gives remote access to the plants via fiber communication
- Operations in three levels:
 - Level 1 Local operators: Day-to-day light maintenance
 - Level 2 Småkraft personnel: Responsible for carrying out more complicated operational tasks, monitoring portfolio, production planning, etc.
 - Level 3 Specialists: External personnel engaged for specific tasks – typically technical specialists or craftsmen with certain skills

Education of landowners



Screenshot from PLC system





Added value for generations

Building infrastructure

El-Grid / internet

Local el. distribution

Roads

Water supply

Not only agriculture? Farming or resource development





Bergstø

Wealth creation together Relations



Local
Rural
Development
Business
Once in a
generation







Apples, tourism and small hydro in Hardanger



Guesthouse, Hardanger Gjestegard



Ytre Alsåker power plant



Added value to the local society

Property tax Local

Tax on land lease Local/Central

35 % of building cost local

Profitsharing

Maintenance personell

Longtime return on investment also after agreement termination.



Grid capacity – "chicken and egg"

- Government want more renewable energy.
- •Many places the grid lack capasity to export the new energy.
- •Today the new capasity have to pay the strengthening of the grid.
- Result: Lots of profitable projects are
 «Dead» due to huge grid cost.



A push forward....



.....is not necessarily friendly.....



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