



Green
Mountain

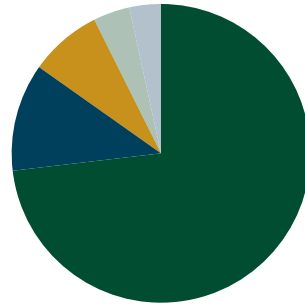
The Beluga Project – how to land a whale

30.03.2023

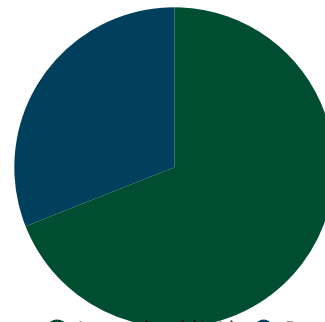


Green Mountain

- Financially secure
- World-Class Efficiency
- 100% renewable energy
- Superb client satisfaction
- Operational Excellence with 100% uptime
- Lowest cost of power in Europe
- Uptime Tier III, ISO9001, 14001, 27001, ISAE 3000 Type II & PCI-DSS



● Service Providers/Cloud (73%) ● Bank & Finance (12%)
● AI/HPC (8%) ● Public sector (4%)
● Enterprise (3%)



● International (69%) ● Domestic - Norway (31%)



The Beluga project

- 90 MW contract – largest co-lo contract in Europe ever
 - 3 buildings of 30 MW each
- Future growth to 150 MW
 - Reserved option for 2 years (2 x 30 MW)
- Long term contracts
- Heggvin industrial area, Hamar
- Ready with first building Nov 1, 2023
 - New building every 4 months



Key decision criteria in our market

+ Client Demand



Sustainability

Every click improves the future.

Setting the green standard.

Transparency and reporting.



Time-to-market

Time to market is decreasing.

Hard to plan capacity.

Always thinking to small, reality is bigger.



Expansion

Not what you have, but what you have the ability to provide.

Always next step forward.



Credibility

Proven capability to deliver.

Do what you say.

Flexibility to adapt and change.



Cost

Cost optimal solutions.

Always look at continuous improvement.

Easy and flexible financial models.



Sustainability

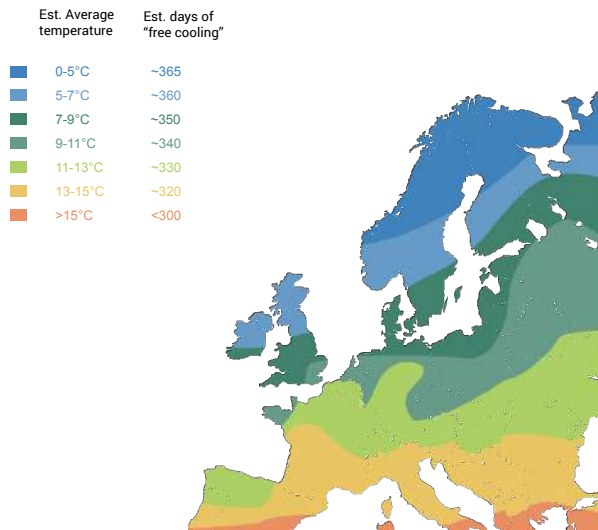


Norway is the clear leader in ESG compliance

Norway is ranked the world's most sustainable country in terms of environmental, social and governance compliance (1)

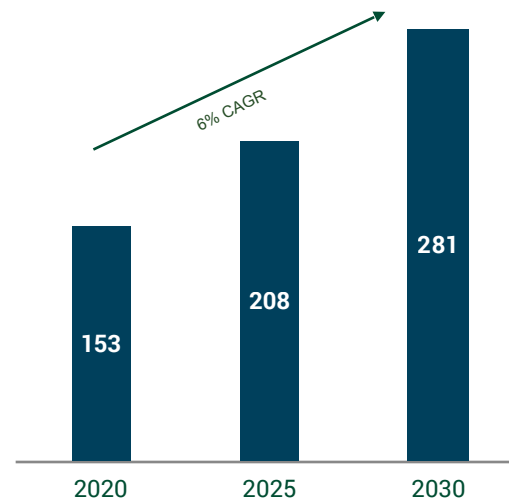
Efficient and Sustainable Cooling

Climate Map

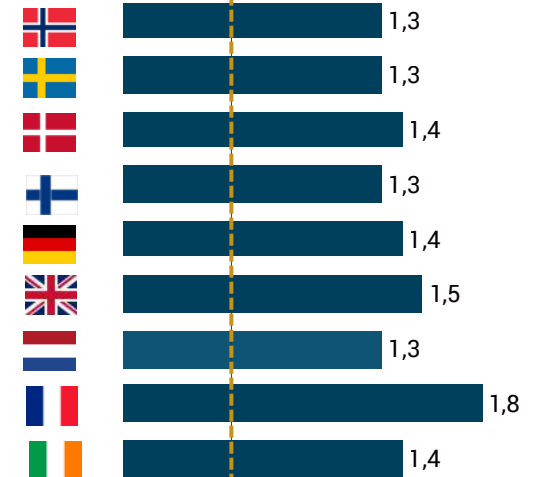


Renewable Power Generation

Energy production in Norway (TWh):



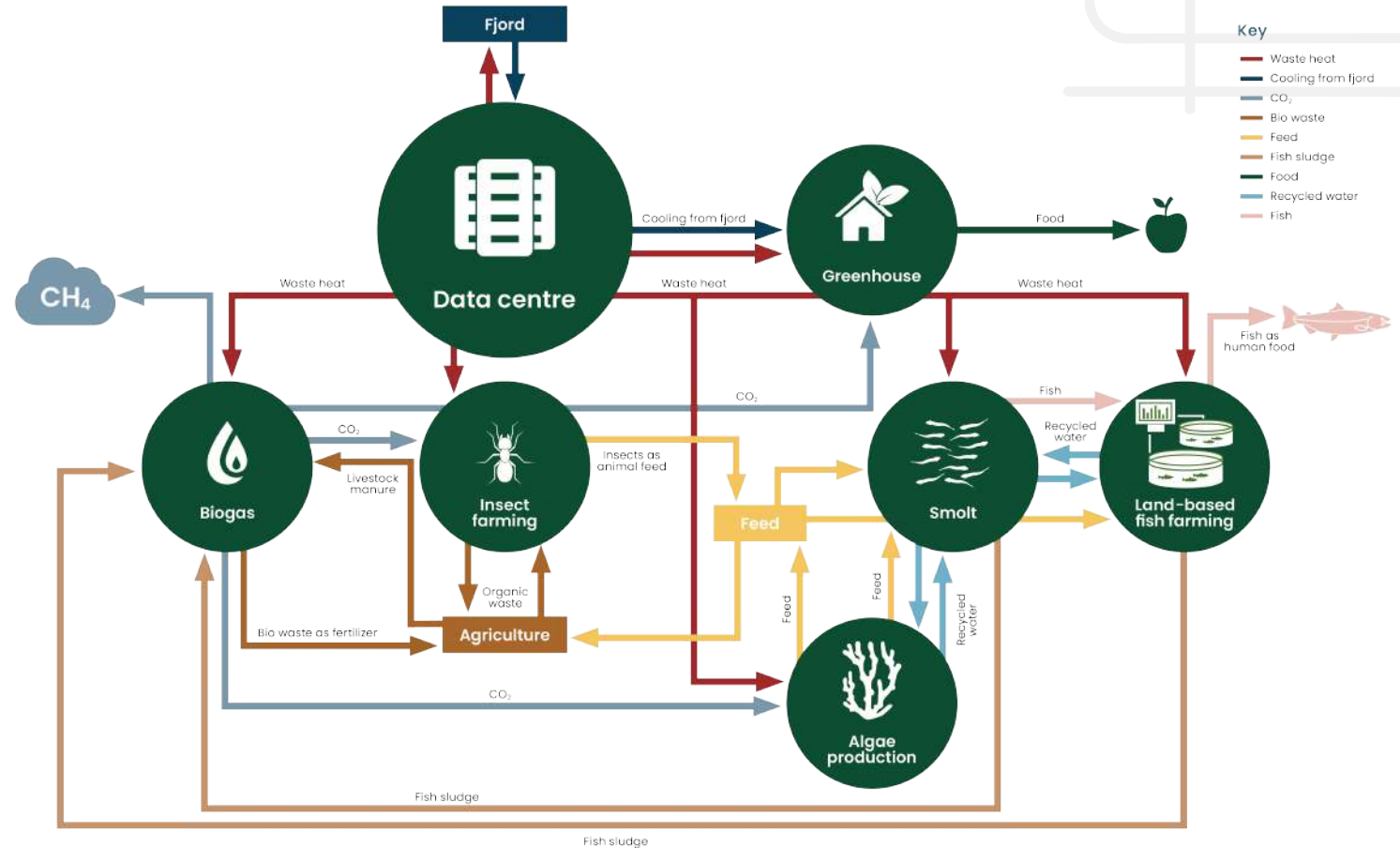
Low PUE



Sustainability 2.0

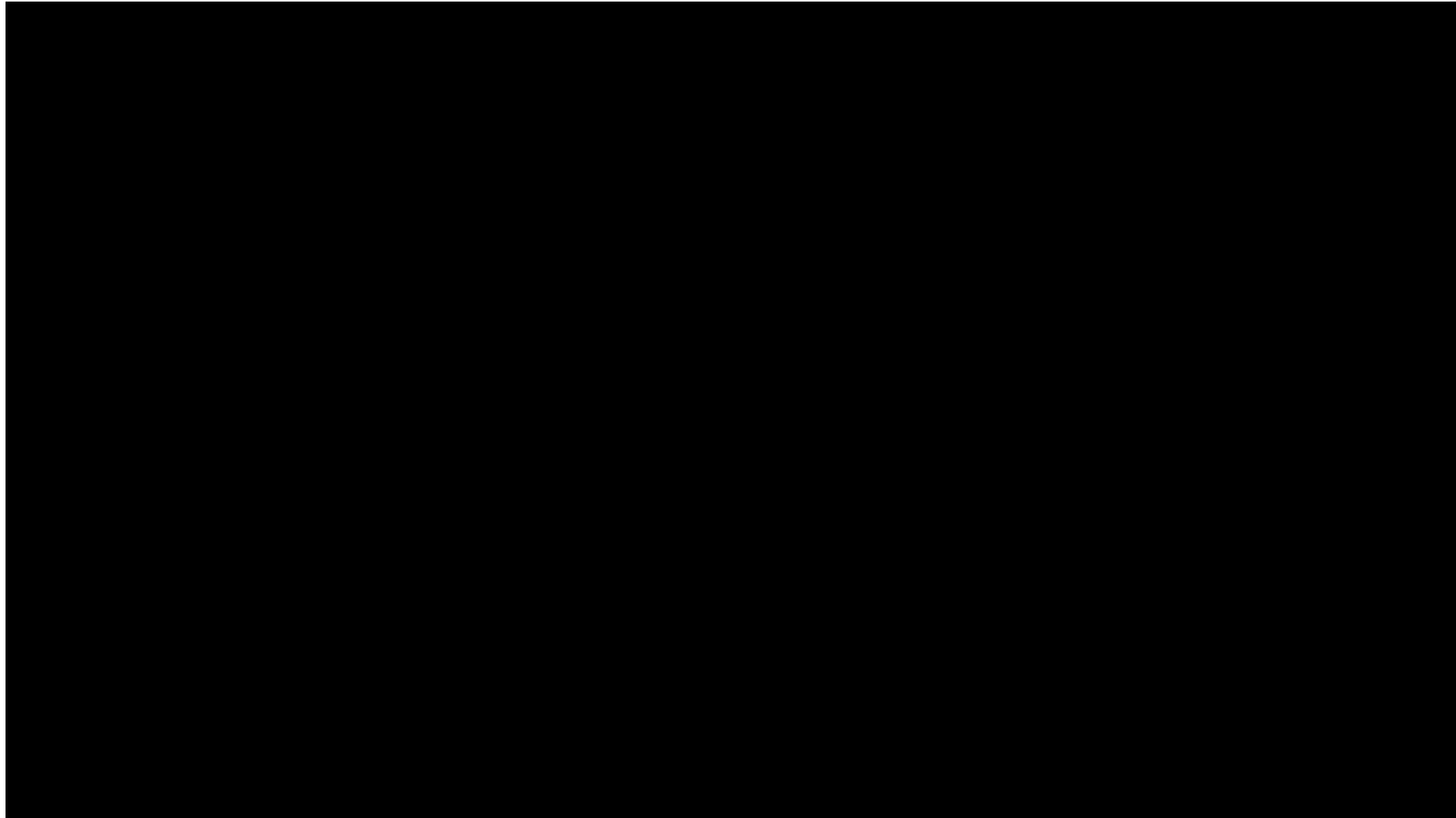
Based on the large amounts of waste heat data centers generate, we can create a symbiosis between different industries, where they use each other's residual waste.

The aim is to reduce and eventually eliminate the total CO₂-emissions to the benefit of the businesses, society, and the environment.



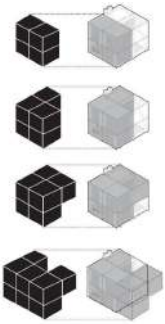


Building the most sustainable data center campus in the world



Building the most sustainable data center campus in the world

Attention to both big and small improvements



Modular Offices

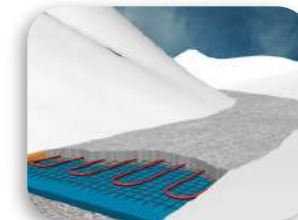
Wooden constructions

Sustainable materials

Heat re-use

Smart lightning

Charge enabled



Vertical farming

Green Walls

Waste water

Storm water

Snow melt

Photo Voltaic



Time to market



Proven Deployment Capabilities



What Clients Are Focused On?



Cost



Time-to-Market



Scalability



Adaptability

How Does Green Mountain Deliver?

- In-house project management
- Carefully managed and optimised supply chain
- Proven track record
- All projects delivered on-time and at agreed specification
- Ability to scale on demand
- Secured options for land and power expansion
- Ability to deploy purpose built facilities
- Hyperscaler-grade

Long-term Relationships With Key Partners and Suppliers



Ability to Find the Right Deployment Model Short, Mid and Long Term

Short-Term: ~3-6 months

- Opportunity to deploy rooms up to 2 MW in less than 3 months at both SVG 1 Stavanger, RJU1 Rjukan, and OSL1 Enebakk.
- Built to suit, to any density or solution set
- On-time, on-budget and to agreed quality

Mid-Term: ~6-12 months

- Modular builds with opportunity to scale to multi MW size at both facilities according to defined schedule
- Prefabricated and assembled on site to improve time to market and quality with proven success already established for multiple HPC Clients

Long-Term: ~12+ months

- Fully tailor-made data centre capacity across multiple sites in Norway
- Any capacity, any design and any density

CTS Relationship – key to securing the deal



- Ability to deliver to very tight timelines
- Willingness to share risk
- Quality personell
- All in-house services or related partners
- An integrated transparent partner to Green Mountain



Expansion capability

It is not about what you can deliver now, but

Future Site Locations - Norway





Credibility



Our core values



Customer in focus

Satisfied customers are the most important goal of our business.



Reliability and honesty

In our business, trust is one of the main keys for success. We must always be honest and reliable to gain our customer's trust.



Knowledge

It is important to know and understand both our own business as well as our customers' businesses. We encourage training to raise the knowledge and skills of our personnel.



Enthusiasm

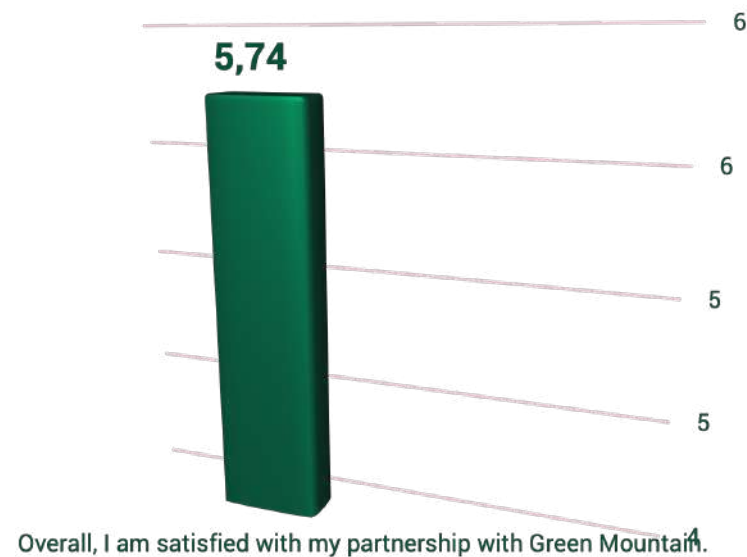
Enthusiasm towards our goals and achievements is an important driver for our continued success.

Best of breed Operational Excellence

Green Mountain delivers

- PUE 1.08 – 1.20 across all data centers
- Standardized processes
- Proprietary infra monitoring system
- Tier III certifications
- 100% uptime & 100% SLA compliance
- Strict controls & reporting in place
- 100% green renewable energy
- Water-cooling when available
- High client satisfaction
- Integrated sales & execution teams
- Tailor-made, client-centric approach
- Management team with 25+ years of industry experience
- The Green Academy for training technical personnel

Client Satisfaction Score



2017-2022

Operational Excellence



Efficiency



Reliability



Sustainability



Dedication



Expertise

Certifications and awards





Client demands



The client had many demands and requirements

- Proactivity
- Flexibility
- It is all about making the decision making as easy as possible

- Client drivers
 - European presence
 - Stable political climate and conditions
 - + all the other topics discussed earlier

Questions





Thank you for your attention!

greenmountain.no

