enviva
NYSE: EVA

# Q2 2022 UPDATE

August 16, 2022

# FORWARD-LOOKING **STATEMENTS**

## Cautionary Note Concerning Forward-Looking Statements

The information included herein and in any oral statements made in connection herewith include "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements, other than statements of present or historical fact included herein, regarding Enviva's strategy, future operations, financial position, estimated revenues and losses, projected costs, prospects, plans, and objectives of management are forward-looking statements. When used herein, including any oral statements made in connection herewith, the words "could," "should," "will," "may," "believe," "anticipate," "intend," "estimate," "expect," "project," the negative of such terms, and other similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain such identifying words. These forward-looking statements are based on management's current expectations and assumptions about future events and are based on currently available information as to the outcome and timing of future events. Except as otherwise required by applicable law, Enviva disclaims any duty to revise or update any forward-looking statements, all of which are expressly qualified by the statements in this section, to reflect events or circumstances after the date hereof. Enviva cautions you that these forward-looking statements are subject to risks and uncertainties, most of which are difficult to predict and many of which are beyond the control of Enviva. These risks include, but are not limited to: (i) the volume and quality of products that we are able to produce or source and sell, which could be adversely affected by, among other things, operating or technical difficulties at our wood pellet production plants or deep-water marine terminals; (ii) the prices at which we are able to sell our products; (iii) our ability to successfully negotiate, complete, and integrate acquisitions, including the associated contracts, or to realize the anticipated benefits of such acquisitions; (iv) failure of our customers, vendors, and shipping partners to pay or perform their contractual obligations to us; (v) our inability to successfully execute our project development, capacity, expansion, and new facility construction activities on time and within budget; (vi) the creditworthiness of our contract counterparties; (vii) the amount of low-cost wood fiber that we are able to procure and process, which could be adversely affected by, among other things, disruptions in supply or operating or financial difficulties suffered by our suppliers; (viii) changes in the price and availability of natural gas, coal, or other sources of energy; (ix) changes in prevailing economic and market conditions; (x) inclement or hazardous environmental conditions, including extreme precipitation, temperatures, and flooding; (xi) fires, explosions, or other accidents; (xii) changes in domestic and foreign laws and regulations (or the interpretation thereof) related to renewable or low-carbon energy, the forestry products industry, the international shipping industry, or power, heat, or combined heat and power generators; (xiii) changes in domestic and foreign tax laws and regulations affecting the taxation of our business and investors; (xiv) changes in the regulatory treatment of biomass in core and emerging markets; (xv) our inability to acquire or maintain necessary permits or rights for our production, transportation, or terminaling operations; (xvi) changes in the price and availability of transportation; (xvii) changes in foreign currency exchange or interest rates, and the failure of our hedging arrangements to effectively reduce our exposure to related risks; (xviii) risks related to our indebtedness, including the levels and maturity date of such indebtedness; (xix) our failure to maintain effective quality control systems at our wood pellet production plants and deep-water marine terminals, which could lead to the rejection of our products by our customers; (xx) changes in the quality specifications for our products that are required by our customers; (xxi) labor disputes, unionization, or similar collective actions; (xxii) our inability to hire, train, or retain qualified personnel to manage and operate our business and newly acquired assets; (xxiii) the possibility of cyber and malware attacks; (xxiv) our inability to borrow funds and access capital markets; (xxv) viral contagions or pandemic diseases, such as COVID-19, and (xxvi) overall domestic and global political and economic conditions, including the imposition of tariffs or trade or other economic sanctions, political instability or armed conflict, including the ongoing conflict in Ukraine, rising inflation levels and government efforts to reduce inflation, or a prolonged recession.

Should one or more of the risks or uncertainties described herein and in any oral statements made in connection therewith occur, or should underlying assumptions prove incorrect, actual results and plans could differ materially from those expressed in any forward-looking statements. Additional information concerning these and other factors that may impact Enviva's expectations and projections can be found in Enviva's periodic filings with the SEC. Enviva's SEC filings are available publicly on the SEC's website at www.sec.gov.

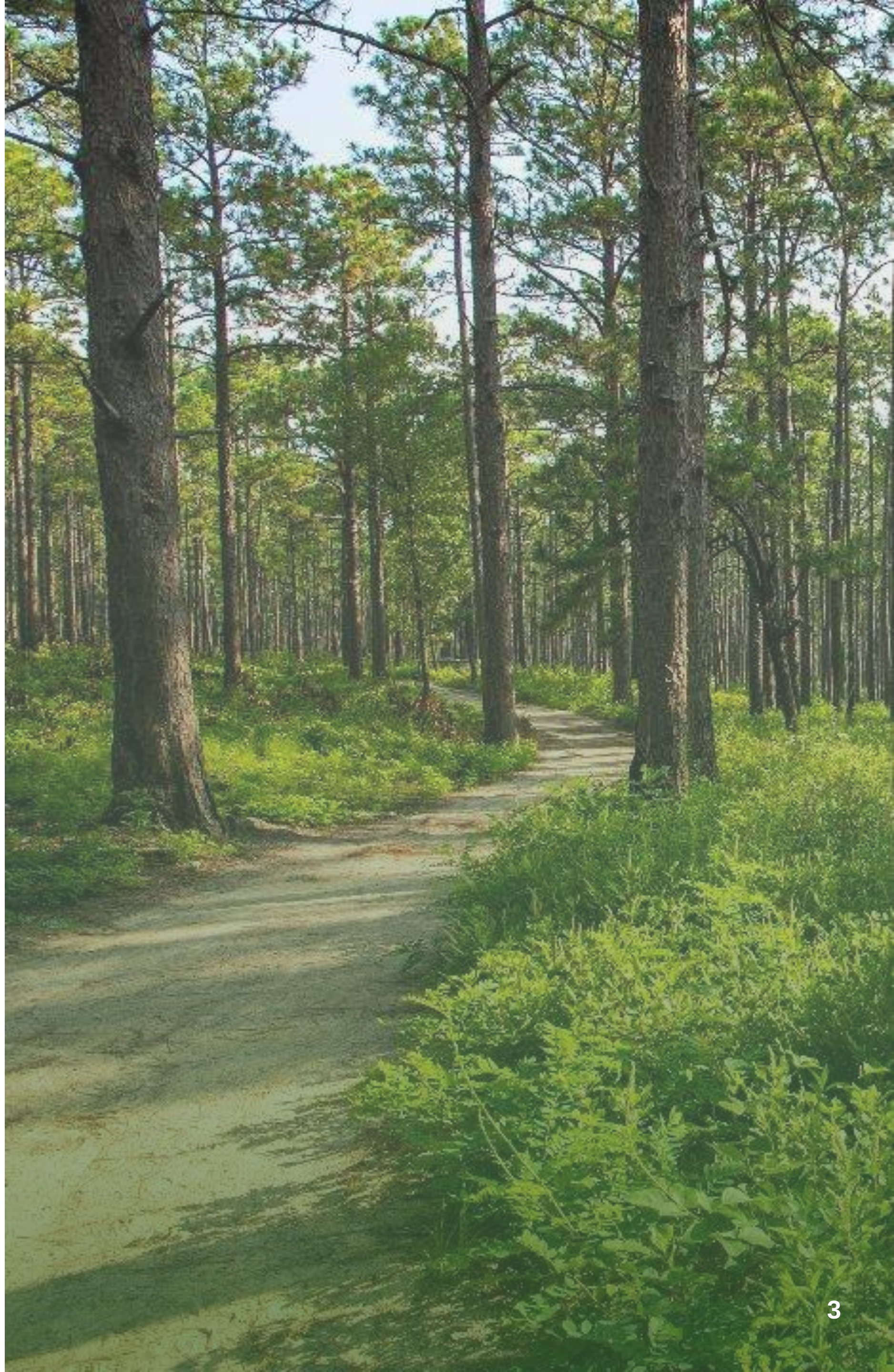
This presentation includes certain non-GAAP financial measures as defined under SEC Regulation G. A reconciliation of those measures to the most comparable GAAP measures is provided in this presentation. Please refer to slides 38 through 46.

## Industry and market data

This presentation has been prepared by Enviva and includes market data and other statistical information from third-party sources, including independent industry publications, government publications, or other published independent sources. Although Enviva believes these third-party sources are reliable as of their respective dates, Enviva has not independently verified the accuracy or completeness of this information. Some data is also based on Enviva's good faith estimates, which are derived from its review of internal sources as well as the third-party sources described above.

# INDEX





# ABOUT ENVIVA

# HIGH-GROWTH, ESG PURE-PLAY WITH LONG-TERM CONTRACTED REVENUES

## ~6.2 Million[1] MTPY of Nameplate Production Capacity

World's largest industrial-grade wood pellet producer
Committed to net zero in operations by 2030[2]

## $21+ Billion[3] Take-Or-Pay Contracted Backlog

Total weighted-average remaining term of 14.5 years

## Building Fully Contracted Plants at Expected ~5x Adjusted EBITDA Multiple[4]

Visibility into doubling[5] contracted production capacity under existing sales and asset development pipelines[6]

## Robust Long-Term Demand

Growing, $40+ billion[7] customer sales pipeline driven by energy transition and decarbonization of hard-to-abate sectors

## Attractive Dividend Yield

Stable dividends growing from $3.30 in 2021 to $3.62 in 2022

## Conservative Financial Policies[8] Green Finance Framework[9]

Prioritizing conservative leverage (target ratio of 3.5x – 4.0x) while transitioning to self-funding growth, and a financing strategy that is aligned with green certifications and strong ESG metrics



*See Supplemental Information for endnotes*

# ENVIVA'S **OPERATIONS**

## Forest

Forest owners manage these lands to produce high value trees that go to sawmills, pole manufacturers, and furniture makers.

## Receiving

The low-value wood we buy is not suitable for sawtimber or other high value products and must meet our strict sustainability standards. Our sourced wood is transported to our facilities where we transform it into a drop-in renewable substitute for coal that is easily transported around the world.

## Sizing

The wood we receive is ground into uniformly sized chips which are then fed into the dryer; the bark from the wood fuels the drying system.

## Drying

The chips enter a rotary kiln dryer, powered by biomass, that evaporates water from the wood. The dry fiber is then sent to hammermills to reduce the size and further refine the fiber for pelletizing.

## Pelletizing

Refined dry fiber is then sent through the pellet presses where the material is compressed and naturally bonds to form energy-dense pellets that are safe and efficient for storage, transportation, and end use. No chemicals are used in the pelletizing process.

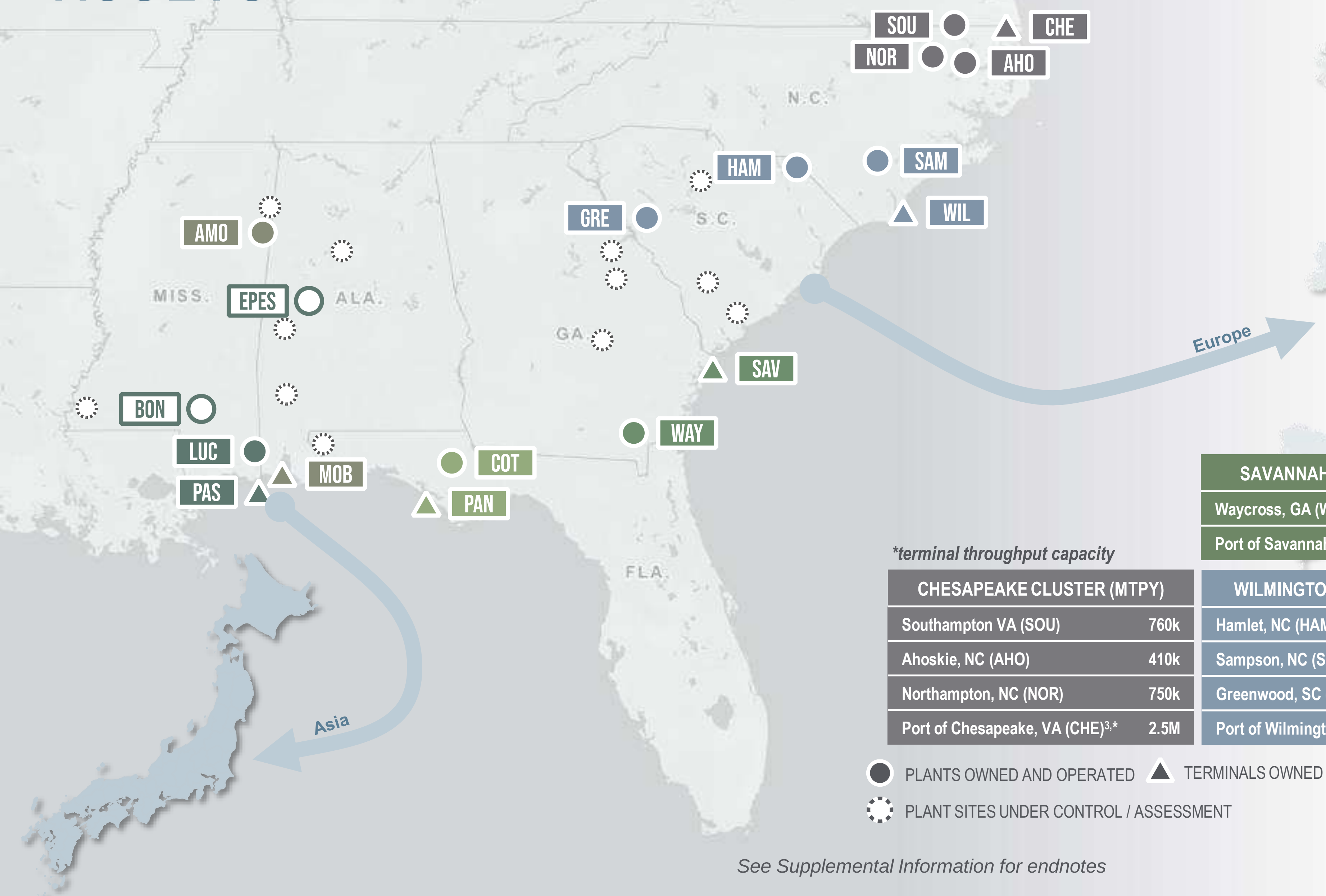
## Port Facilities

Our deep-water ports are strategically located to receive pellets from multiple facilities to minimize transportation and are stored to accumulate necessary volumes for bulk shipments.

## Shipping

Shipping via dry bulk cargo vessels greatly enhances transportation efficiencies to distribute pellets worldwide. Before and after their voyage, pellets are inspected for quality to meet customer specifications. The supply chain certifications that Enviva provides ensures that our renewable wood pellets serve as a reliable source of energy that directly replaces fossil fuels and reduces GHG emissions up to 94%[1], on a lifecycle basis.

# STRATEGICALLY LOCATED
# ASSETS[1]




**~6.2M** MTPY TOTAL EXISTING NAMEPLATE PRODUCTION CAPACITY[2]

**10** PELLET PRODUCTION PLANTS IN OPERATION

**~11M** MTPY TOTAL TERMINALING CAPACITY

**6** DEEP-WATER MARINE TERMINALS

*terminal throughput capacity

| CHESAPEAKE CLUSTER (MTPY) | |
|---|---|
| Southampton VA (SOU) | 760k |
| Ahoskie, NC (AHO) | 410k |
| Northampton, NC (NOR) | 750k |
| Port of Chesapeake, VA (CHE)[3,*] | 2.5M |

| SAVANNAH CLUSTER (MTPY) | |
|---|---|
| Waycross, GA (WAY) | 800k |
| Port of Savannah, GA (SAV)[3,*] | 1.5M |

| WILMINGTON CLUSTER (MTPY) | |
|---|---|
| Hamlet, NC (HAM) | 600k |
| Sampson, NC (SAM) | 600k |
| Greenwood, SC (GRE) | 600k |
| Port of Wilmington, NC (WIL)[3,*] | 3.0M |

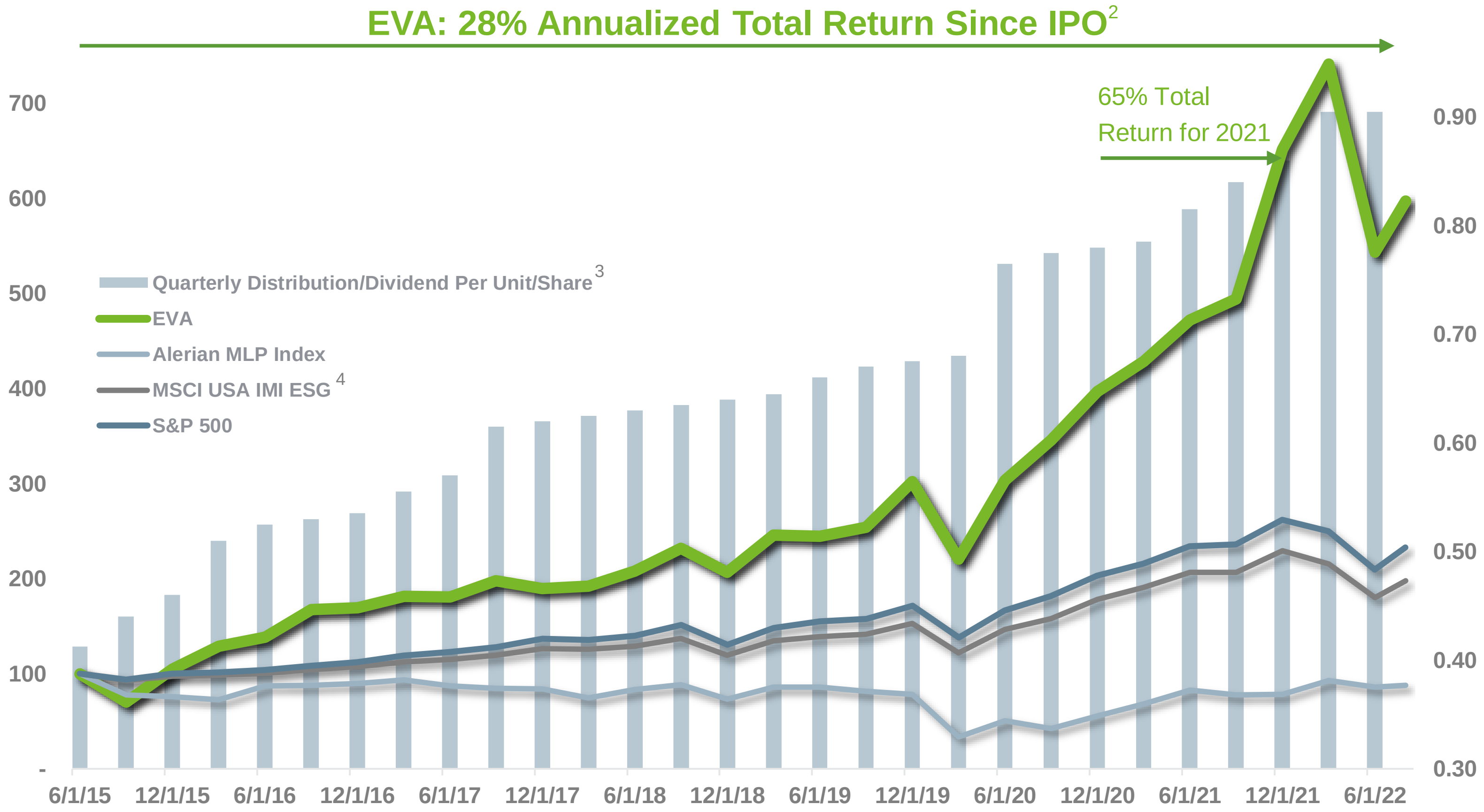
| PASCAGOULA CLUSTER (MTPY) | |
|---|---|
| Lucedale, MS (LUC)[4] | 750k |
| Epes, AL (EPES)[5] | 1.1M |
| Port of Pascagoula, MS (PAS)[3,4,*] | 3M+ |
| Amory, MS (AMO) | 115k |
| Port of Mobile, AL (MOB)[3,*] | 115k |
| Cottondale, FL (COT) | 780k |
| Port of Panama City, FL (PAN)[3*] | 780k |

PLANTS OWNED AND OPERATED
TERMINALS OWNED OR LEASED
PLANTS UNDER DEVELOPMENT / CONSTRUCTION
PLANT SITES UNDER CONTROL / ASSESSMENT

*See Supplemental Information for endnotes*

# EVA TOTAL **RETURN**[1]

**ENVIVA: A rare combination of a high-growth, pure-play ESG company with visible, durable, long-term contracted cash flow underpinning a stable dividend with ability for further growth**




**Over the last 3 years, EVA outperformed the S&P 500 by 144%, and the MSCI ESG Index by 153%, on a total return basis[5]**

**In 2021, EVA outperformed the S&P 500 and the MSCI ESG Index by 36%, on a total return basis[5]**

*3 drivers of upcoming incremental investor demand*

1. EVA's current international investor ownership is ~5%, whereas ESG peer companies[6] see ~33% international holdings
2. EVA's current passive investor ownership is over 8% of total outstanding shares and over 14% of public float, whereas index-linked holdings for ESG peer companies[6] are closer to 25%
3. EVA's strong dividend and double-digit growth outlook drive widespread appeal to both value and growth investors



*See Supplemental Information for endnotes*

# UNLOCKING INCREMENTAL **SHAREHOLDER VALUE**

EVA IS A HIGH-GROWTH, DIVIDEND-PAYING, ESG PURE-PLAY COMPANY WITH UNPARALLELED LONG-TERM CONTRACTS WHICH PROVIDE DURABLE, VISIBLE, AND PROTECTED CASH FLOW GROWTH

| COMPARES WITH TOP DECILE OF S&P 500 | Dividend Yield |
|---|---|
| | Growth Profile |

## Key Drivers of Alpha in EVA Stock Price

**$21B+** Contracted[3] Revenue Backlog

**$40B+** Growing Sales Pipeline[2]

Visibility into **Doubling** Installed Production Capacity with Plans for **6** Additional Large-Scale Plants over 5 years

→

**~5x** Project Investment Multiple[1]

**~15 to 18** Month Construction Period per Plant

**$1 - $2MM** Maintenance Capex per Year per Plant

→

Unparalleled Growth Profile: Adjusted EBITDA compound average growth rate of over 25% from 2022 to 2024
(using midpoint of guidance ranges)

Over $300 MM Total Additional Annual Adjusted EBITDA with 6 New Plants Over 5 Years

Material margin expansion in 2023, 2024 and beyond

→

Potential to Increase International Investor Ownership

Potential to Increase Passive Investor Ownership

## CATALYST RICH

*Pace of Enviva's contracting is accelerating as a result of the high demand for stable, secure sources of renewable, sustainable fuels and feedstocks, coupled with countries and companies pursuing net-zero goals. This has created a significantly stronger pricing environment for wood pellets, which in turn is expediting growth plans and improving plant build investment multiples. In addition, biomass is more affordable than fossil fuels plus EU-ETS carbon pricing all along the forward curve.*

# Q2 2022 HIGHLIGHTS

# Q2 2022 HIGHLIGHTS[1]

**$39.5MM**
**ADJUSTED EBITDA**

**$21.3MM**
**DISTRIBUTABLE CASH FLOW**

**$42.94**
**ADJUSTED GROSS MARGIN ($/MT)**

**$0.905**
**DIVIDEND PER SHARE**

**Financial Update**:

- Reported net loss of $27.3 million and adjusted EBITDA of $39.5 million for Q2 2022
- Reaffirmed full-year 2022 financial guidance, including net income (loss) range of $30 million net loss to $10 million net income, adjusted EBITDA range of $230 million to $270 million, and full-year 2022 dividend of $3.62 per share
  - → See slide 14 for further details on the shape of 2H 2022 adjusted EBITDA growth trajectory
- Declared a dividend of $0.905 per share for Q2 2022, an 11% increase over the distribution for Q2 2021

**Commercial Update:**

Announced 4 contract additions, with customers across a range of use cases, with terms and conditions reflective of current strong pricing environment for wood biomass:

1. Memorandum of Understanding (MOU) conversion with European industrial products customer for 15-year binding contract starting in 2023, with volumes expected to ramp to ~600k MTPY by 2031
2. Letter of Intent (LOI) conversion with German manufacturer; 10-yr binding contract starting in 3Q22, with ~60k MTPY of expected volume
3. Contract with German customer for 5-yr term starting by end of 2022, with volumes ramping to ~150k MTPY
4. Additional tranche of deliveries with longstanding European Union-based customer totaling 720k metric tons (“MT”) through 2027

**Asset Update:**

- Lucedale, MS plant continues to ramp production, on track to reach nameplate capacity of 750k MTPY by end of 2022
- Commenced construction of fully contracted 1.1 million MTPY plant in Epes, AL
- Plans progressing to start construction on next plant in Bond, MS, with capacity to produce more than 1 million MTPY
- Announced accretive expansion at Ahoskie, NC plant; increasing production capacity up to 45%, from 410k MTPY to 600k MTPY

*See Supplemental Information for endnotes*

# Q2 2022 FINANCIAL RESULTS[1]

## SOLID 2Q22 RESULTS PAVE WAY FOR STEP-CHANGE 2H22 AND HIGHLIGHT STRENGTH OF CURRENT CONTRACTING ENVIRONMENT

| *$ millions, unless noted* | Q2 2022 | Q2 2021 Recast Presentation[3] | Q2 2021 Non-Recast (As Reported)[3] |
|---|---|---|---|
| Net Revenue | $ 296.3 | $ 286.0 | $ 285.0 |
| Adjusted Gross Margin[2] | 54.8 | 51.7 | 56.1 |
| Net (Loss) Income | (27.3) | (24.9) | 2.6 |
| Adjusted Net (Loss) Income[2] | (17.5) | (23.5) | 9.8 |
| Adjusted EBITDA[2] | 39.5 | 25.7 | 48.9 |
| Distributable Cash Flow (DCF)[2] | 21.3 | 5.7 | 33.0 |
| Adjusted Gross Margin ($/MT) | 42.94 | 37.80 | 41.02 |

*"Put simply, the price escalation and pass-through provisions in our contracts are durable and effective and we are realizing price increases at a higher rate than the cost pressures we have seen within portions of our operations. Given the cost reductions we see in some of the transitory costs, notably logistics and diesel, and the structural cost reductions we are generating from improved fixed cost absorption across our asset base, we expect material margin expansion over the next twelve to eighteen months and beyond."*

- Thomas Meth, President

### 2Q22 Results at Top End of Expectations

- Previewed adjusted EBITDA range for 2Q22 of $35 million to $40 million, and reported $39.5 million
  - → *Short-term challenges experienced in 1H22 proving to be transitory or manageable over time*
  - → *Near-term pricing environment creating opportunities to capture incremental value*
  - → *2Q22 results somewhat dampened by timing shift of 2 shipments from June to July*

### 11% YoY Dividend Growth

- 2Q22 dividend declared of $0.905/share, representing 11% growth over 2Q21

### Signed 4 Contract Additions

- Announced 4 new contract additions with European counterparties, which underscore the unprecedented pace of contracting, and the confidence customers have in the European Union's ongoing support for biomass as a critical pathway to achieving EU climate change goals



*See Supplemental Information for endnotes*

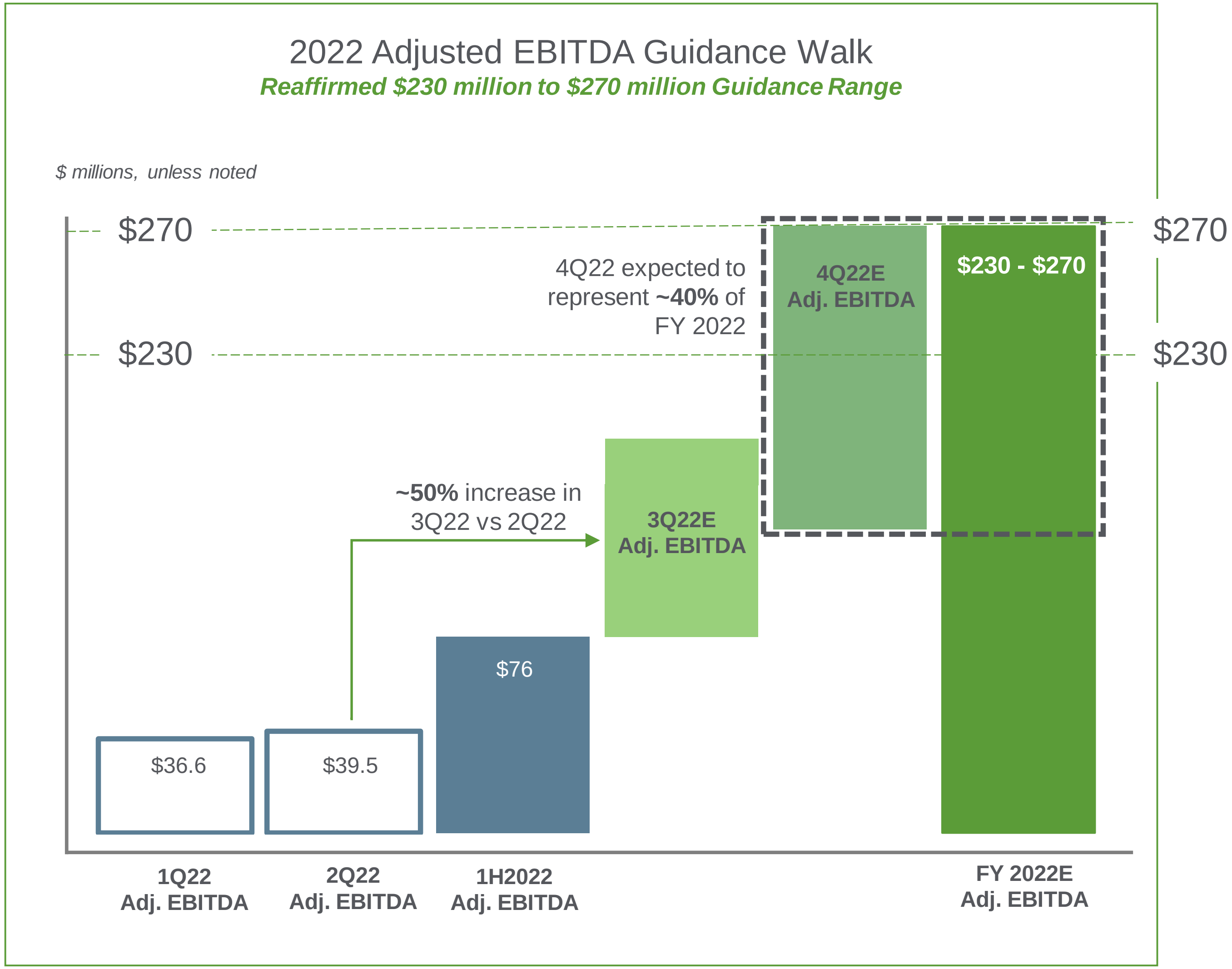
# 2022 GUIDANCE &
# 2023 PRELIMINARY OUTLOOK

# 2022 **GUIDANCE OUTLOOK** REAFFIRMED[1]

## **DOUBLE-DIGIT GROWTH** FORECASTED FOR ADJUSTED EBITDA, DCF, AND DIVIDENDS

| *$ millions, unless noted* | 2022[2] | 2021 Reported[3] |
|---|---|---|
| Net Income (Loss) | $ (30.0) – 10.0 | $ (145.3) |
| Adjusted EBITDA | 230.0 – 270.0 | 226.1 |
| DCF | 165.0 – 205.0 | 167.8 |
| Dividend per Common Share | 3.62/share | 3.30/share |
| Total Capital Expenditures | 255.0 – 275.0 | NM[4] |

- Net income, adjusted EBITDA, and DCF for 2H are expected to be significantly higher than 1H in 2022, driven by:
  - → Typical seasonality benefits
  - → Lucedale plant volume ramp
  - → Sales price increases related to:
    1. Embedded contract inflation escalators,
    2. Deliveries with higher sales prices,
    3. Repricing of certain legacy contracts at higher prices
  - → Company-wide cost reduction initiatives
- Sales price, contract mix/ship timing, and Lucedale ramp drive performance within the adjusted EBITDA guidance range for 2H 2022



# 2022 TOTAL CAPEX GUIDANCE

## ~5x PROJECT INVESTMENT MULTIPLE

- We expect to construct our new fully contracted wood pellet production plants at an approximately 5x adjusted EBITDA[1] project investment multiple

## 6 NEW PLANTS TO DOUBLE CAPACITY

- Given the quality and size of our current customer sales pipeline, we believe we will be able to support the addition of six new fully contracted wood pellet production plants and several highly accretive expansion projects, which, over approximately the next 5 years, would roughly double our current production capacity

## LOW MAINTENANCE CAPEX

- Our maintenance capex guidance is ~$15 million, which is less than 6% of our total capital expenditures budget, and is 6% of our expected 2022 adjusted EBITDA (using the midpoint of the guidance range)

## QUICK CAPEX TO CASH CONVERSION CYCLE

- Our build cycle enables us to construct a fully contracted plant within 15 to 18 months, which, when fully ramped, has the capacity to generate $65+ million in adjusted EBITDA[1]

**2022 Projected Total Capital Expenditures** *(In $ millions)*

| Greenfield Site Development & Construction | Expansions | Maintenance Capital |
|---|---|---|
| $210 - $225 | $30 - $35 | ~$15 |

**Total: $255 - $275[2]**

| 2022 Investment Timeline | 2022 Q1 | 2022 Q2 | 2022 Q3 | 2022 Q4 | Capacity Additions (MTPY) | Forecasted In-Service Date[3] |
|---|---|---|---|---|---|---|
| PASCAGOULA TERMINAL | | | | | 3.0MM | In Service |
| LUCEDALE PLANT | | | | | 750k | In Service |
| EPES PLANT | | | | | 1.1MM | 2H23 |
| BOND PLANT[4] | | | | | 1.1MM | 1H24 |
| MULTI-PLANT EXPANSION | | | | | 100k+ | 4Q22 |
| FUTURE PLANT SITES | | | | | | |
| MAINTENANCE CAPITAL | | | | | | |

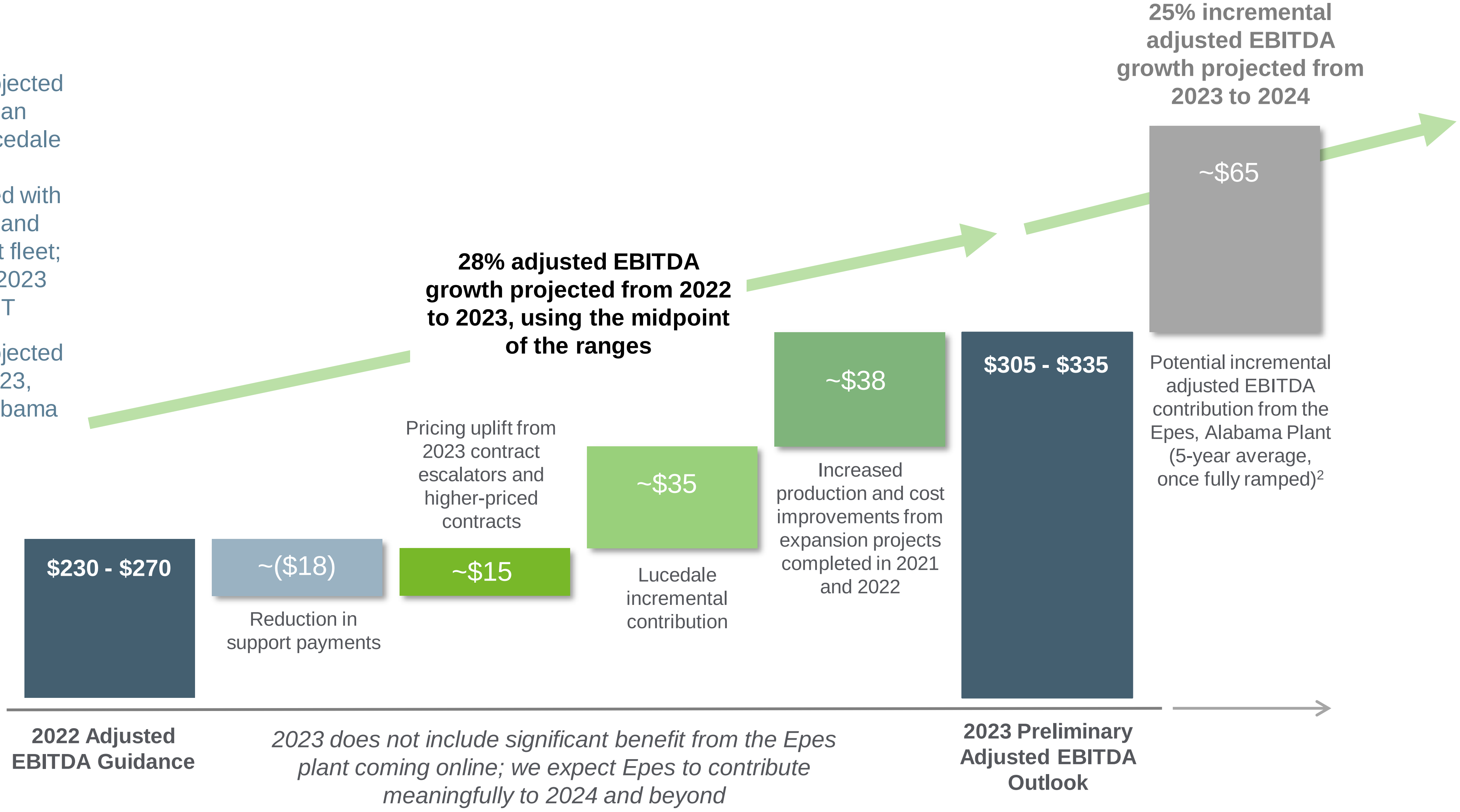
**Capital expenditures are expected to be back-end weighted for 2022, with over 60% of the spend expected to be incurred in the second half of 2022**

**Enviva is evaluating a potential increase to its capex guidance range related to the opportunity to accelerate purchases of long-lead time equipment associated with the construction of Bond, MS plant**

# 2023 PRELIMINARY OUTLOOK[1]

## SIGNIFICANT **ADJUSTED EBITDA GROWTH** FROM 2022 TO 2024 PROJECTED

- 2023 adjusted EBITDA projected to be significantly higher than 2022, driven largely by Lucedale plant reaching nameplate production capacity coupled with improved production rates and cost positions across asset fleet; adjusted gross margin for 2023 expected to be over $50/MT
- 2024 adjusted EBITDA projected to be ~25% higher than 2023, driven largely by Epes, Alabama plant ramp



# CAPITALIZATION AND FINANCIAL FRAMEWORK

## FINANCIAL PRIORITIES

### STRONG DIVIDEND COVERAGE

- Long-term target of 1.5x dividend coverage, which EVA is forecasting for 2025

### ATTRACTIVE DIVIDEND YIELD

- Stable, growing cash flows enhance financial flexibility and provide the ability to increase dividends and return of capital to shareholders over time

### SELF-FUNDED GROWTH FINANCING

- Transitioning to fully self-funded growth model over time, which is expected to steadily reduce future capital market needs

### CONSERVATIVE LEVERAGE

- Targeting leverage ratio of 3.5 – 4.0x (per revolving credit facility), with expectation of exiting 2022 below 4.0x

Enviva is committed to maintaining substantial liquidity, driven by strong cash flow and availability under our revolving credit facility

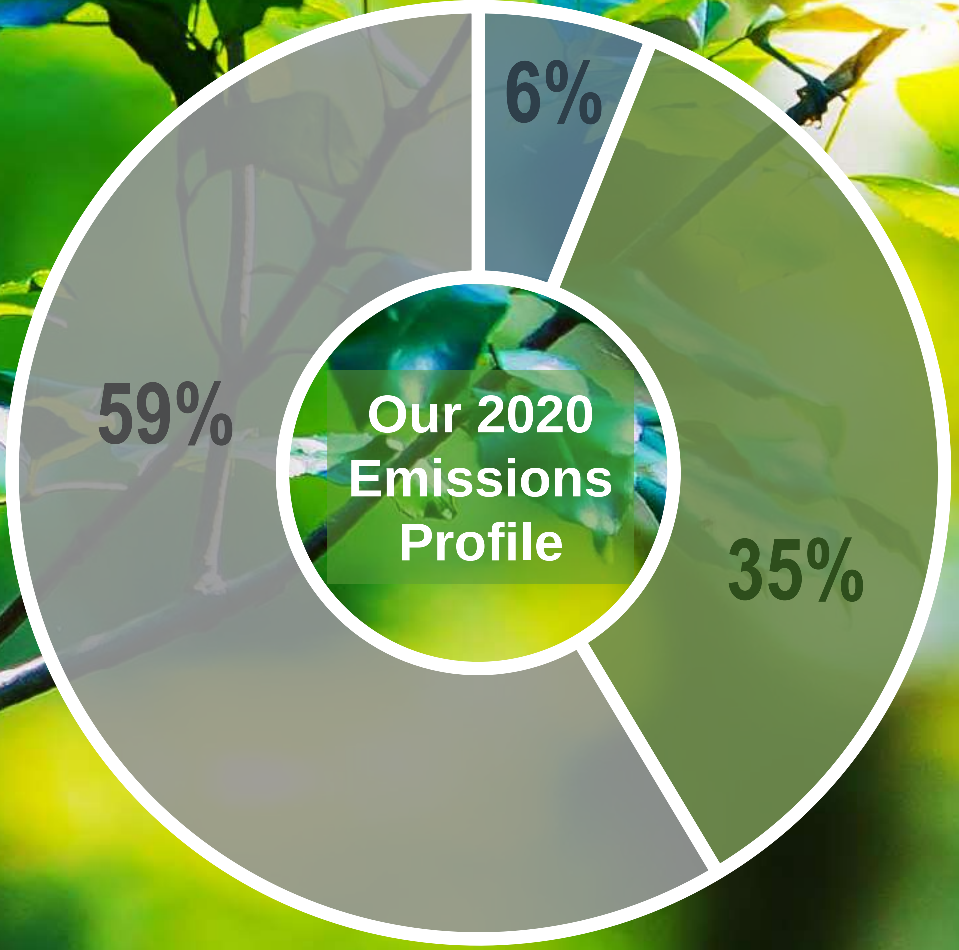
| *$ millions* | | |
|---|---|---|
| **EVA Capitalization** | **As of June 30, 2022** | |
| Cash, Cash Equivalents, and Restricted Cash | | 48 |
| Revolving Credit Facility | | 430 |
| Senior Notes | | 750 |
| Other Debt | | 77 |
| **Net Debt*** | **$** | **1,209** |
| | | |
| Common Shares[1] | | 4,900 |
| **Total Capitalization** | **$** | **6,109** |

*Net Debt does not include the tax-exempt green bonds issued in July 2022



See Supplemental Information for endnotes

# OUR NET ZERO PROMISE[1]




## SCOPE 1

**6%**

**EMISSIONS**

### WE PLAN TO REDUCE, ELIMINATE, OR OFFSET ALL OF OUR DIRECT EMISSIONS

Enviva entered into a 10-year agreement with GreenGasUSA to decarbonize natural-gas related emissions, removing about 75% of our Scope 1 emissions each year. In Q2 2022, Enviva received the first deliveries from this partnership.

Aligned with our efforts to improve energy efficiency in our operations, we completed 2 RTO to RCO conversions at our Cottondale and Sampson plants. Two additional conversions are scheduled for 2022.

## SCOPE 2

**35%**

**EMISSIONS**

### WE PLAN TO SOURCE 50% RENEWABLE ENERGY BY 2025, AND 100% BY 2030

Enviva continues to participate in the Clean Energy Buyers Alliance, a business consortium committed to large-scale purchases of clean energy. Enviva is also engaged in an RFP process for enterprise-wide solar installation.

## SCOPE 3

**59%**

**EMISSIONS**

### WE PLAN TO SEEK TO DRIVE INNOVATIVE GHG REDUCTIONS IN OUR SUPPLY CHAIN

Enviva signed an agreement with Mitsui O.S.K. Lines to develop and deploy an environmentally friendly bulk carrier to reduce our shipping emissions. In May 2022, an additional MOU was signed to deploy a bulk carrier for launch in 2024, with the potential to reduce emissions up to 20%.



*See Supplemental Information for endnotes*

# ENVIVA

## POSITIONED TO CONTINUE SIGNIFICANT GROWTH TRAJECTORY

### WORLD'S LARGEST INDUSTRIAL WOOD PELLET PRODUCER

- High-growth renewable energy company with strong, durable, cash flows underpinned by long-term, take-or-pay contracts with credit-worthy counterparties
- Substantial distributable cash flow accretion projected
- Stable dividends with potential for future growth
- Conservative financial policies to ensure balance sheet strength
- Index eligibility significantly expanded and corporate structure now investable across all geographies

### FULLY CONTRACTED ASSETS

- ~6.2[1] million metric tons per year of fully contracted production capacity
- Plans to double production capacity with current sales and asset development pipelines
- Potential to develop fully contracted plants at attractive adjusted EBITDA project investment multiple
- Highly-accretive expansion opportunities identified across existing asset fleet
- Cost reduction initiatives underway

### ROBUST LONG-TERM DEMAND

- Global energy transition underway where wood biomass plays a key role in stabilizing grid-critical power and heat generation assets
- Wood biomass is increasingly being used as a low-carbon manufacturing feedstock in hard-to-abate sectors like steel, cement, lime, chemicals, and aviation fuels
- Bioenergy with carbon capture and storage (BECCS) is a valuable negative-emissions solution expected to be increasingly deployed as governments and industrial customers drive to net-zero emissions
- The global need to secure energy and feedstock supply is both accelerating and increasing demand

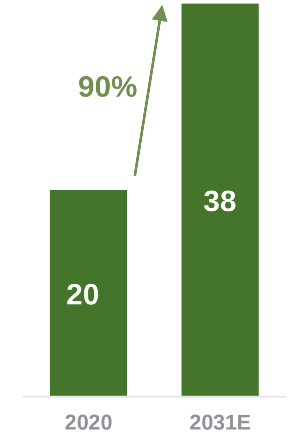
*See Supplemental Information for endnotes*


MARKET
UPDATE

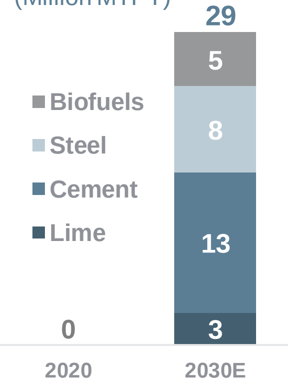
# STRONG & GROWING INTERNATIONAL DEMAND

SERVING CRITICAL ENERGY GENERATION AND INDUSTRIAL MARKETS UNDERTAKING LARGE-SCALE DECARBONIZATION

Expected Global Wood Pellet Demand for Heat & Power Generation (Million MTPY)[1]



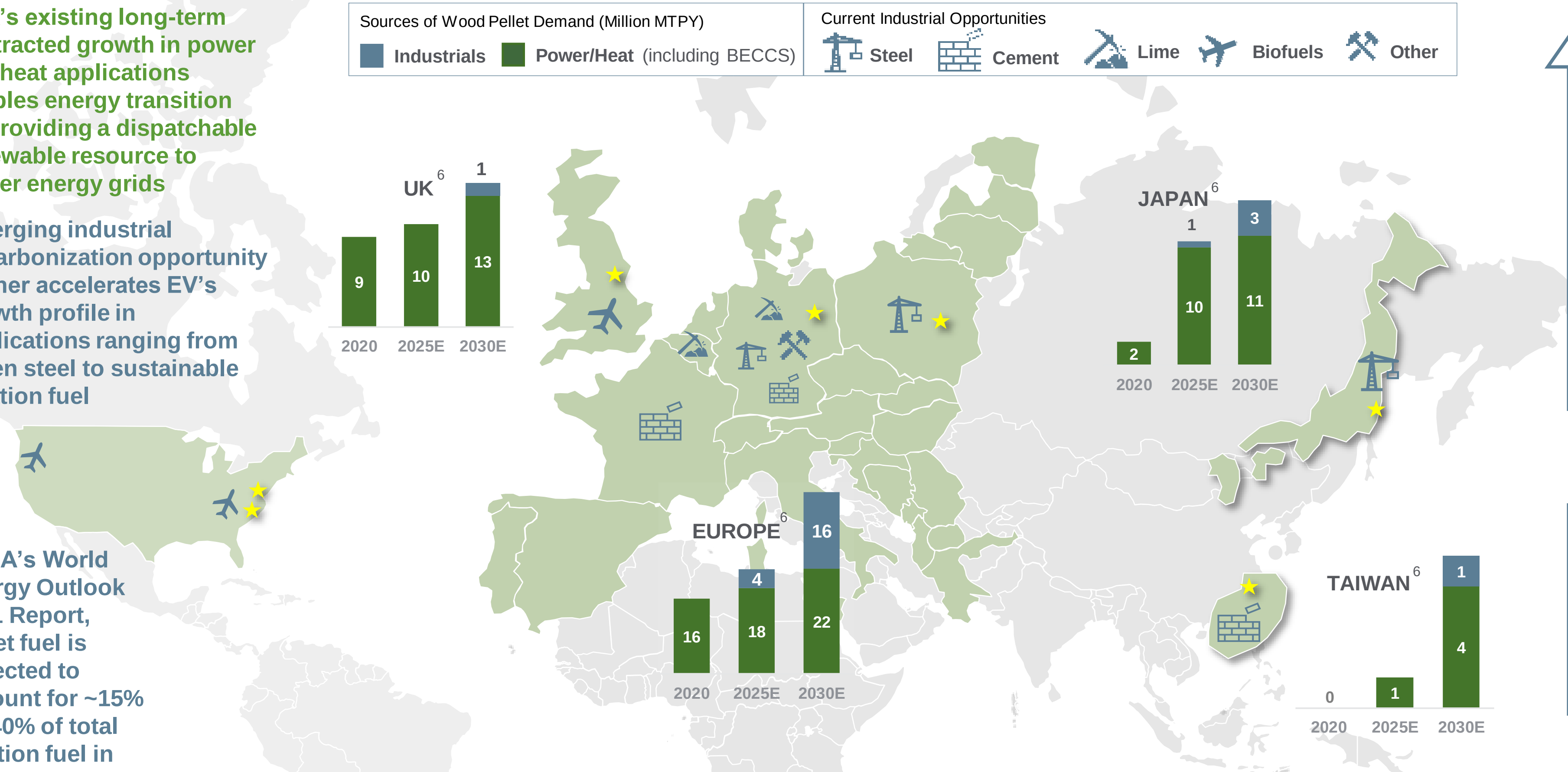

Expected Global Wood Pellet Demand for Industrial Applications (Million MTPY)[2]




**EVA's existing long-term contracted growth in power and heat applications enables energy transition by providing a dispatchable renewable resource to power energy grids**

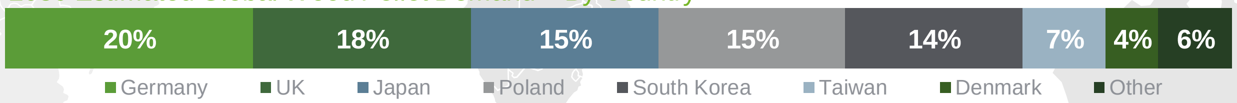
**Emerging industrial decarbonization opportunity further accelerates EV's growth profile in applications ranging from green steel to sustainable aviation fuel**

**In IEA's World Energy Outlook 2021 Report, biojet fuel is expected to account for ~15% & ~40% of total aviation fuel in 2030 and 2050, respectively**




Enviva offices

2030 Estimated Global Wood Pellet Demand – By Country[3]




**AS THE WORLD'S LARGEST SUPPLIER, ENVIVA IS UNIQUELY POSITIONED TO MONETIZE GROWING DECARBONIZATION OPPORTUNITIES IN ENERGY AND INDUSTRIAL MARKETS**

## EVA Outlook

Robust & Diversified Market[6]


**EVA 2025 Contract Mix**
~40 Customers
~$2B Target Revenue[5]


**EVA 2021 Contract Mix**
14 Customers
~$1B Net Revenue[4]

# CURRENT **CONTRACT** OVERVIEW

## FULLY CONTRACTED REVENUE BACKLOG PROVIDES SIGNIFICANT CASH FLOW VISIBILITY AND DURABILITY

**$21+** Billion

**Contracted Revenue Backlog[1]**

**14.5** Years

**Weighted Average Remaining Term[1]**

**$40+** Billion

**Customer Sales Pipeline[2]**

**In Q2 2022, Enviva announced 4 contract additions, including conversions of a previously announced MOU and LOI into binding contracts, all which reflect the strong pricing environment for wood biomass:**

1. Conversion of an MOU with a **European industrial products customer** to a take-or-pay off-take contract, with a tenor of 15 years and deliveries starting in 2023; volumes anticipated to ramp to approximately 600k MTPY by 2031;
2. Conversion of an LOI with a **German manufacturer** to a take-or-pay off-take contract, with a tenor of 10 years and deliveries starting in the third quarter of 2022, with volumes expected to be approximately 60k MTPY;
3. Take-or-pay off-take contract with a **German customer** that delivers wood pellets into the European thermal heating market; contract tenor is 5 years, with deliveries expected to commence by the end of 2022, with volumes then ramping to approximately 150k MTPY;
4. Incremental volumes with a **longstanding European customer** under which we expect to deliver an incremental 720k MTPY over the contract's remaining term through 2027

Recently, the **Taiwan Power Company ("Taipower")**, Taiwan's state-owned electric company, announced plans to convert a large coal-fired unit of the Hsinta Power Plant to biomass in order to meet the Taiwanese government's policy objectives around increasing renewable energy generation. The project is scheduled to produce approximately 3,000 gigawatt hours of renewable energy after 2025, which translates into demand for roughly 1.8 million MT of biomass annually. Given Enviva's size, scale, and track record delivering into the Asian market, we expect to be an important partner in Taipower's biomass supply chain.

**Enviva's contracts are diversified across multiple geographies and industries, with significant deliveries to Japanese and European customers, as well as the potential to commence deliveries to U.S.-based customers**


**Enviva's deliveries to its largest customer are expected to be ~15% of total deliveries by 2025**

# CAPITAL PROJECTS OVERVIEW

# ORGANIC GROWTH **PLAN**[1]

ON A PATH TO **MORE THAN DOUBLE** PRODUCTION CAPACITY OVER THE NEXT 5 YEARS, FROM 6.2M MTPY TO ~ 13MM MTPY

**PRODUCTION CAPACITY** *(Million MTPY)*: 6.2 → ~13.0

2022 | 2023 | 2024 | 2025 | 2026

| Project | | |
|---|---|---|
| **EPES, ALABAMA** | *Construction started* | *Fully contracted 1.1 million MTPY, exporting out of Pascagoula* |
| **BOND, MISSISSIPPI** | *Construction planed for early 2023* | *Fully contracted 1.1 million MTPY, exporting out of Pascagoula* |
| **PASCAGOULA CLUSTER PLANT #4** | *Site location decision around year-end of 2022* | |
| **SAVANNAH CLUSTER PLANT** | | |
| **WILMINGTON CLUSTER PLANT** | | |
| **CHESAPEAKE CLUSTER PLANT** | | |
| **LUCEDALE PLANT EXPANSION** | *300k MTPY expansion* | |
| **AHOSKIE EXPANSION** | *190k MTPY expansion* | |

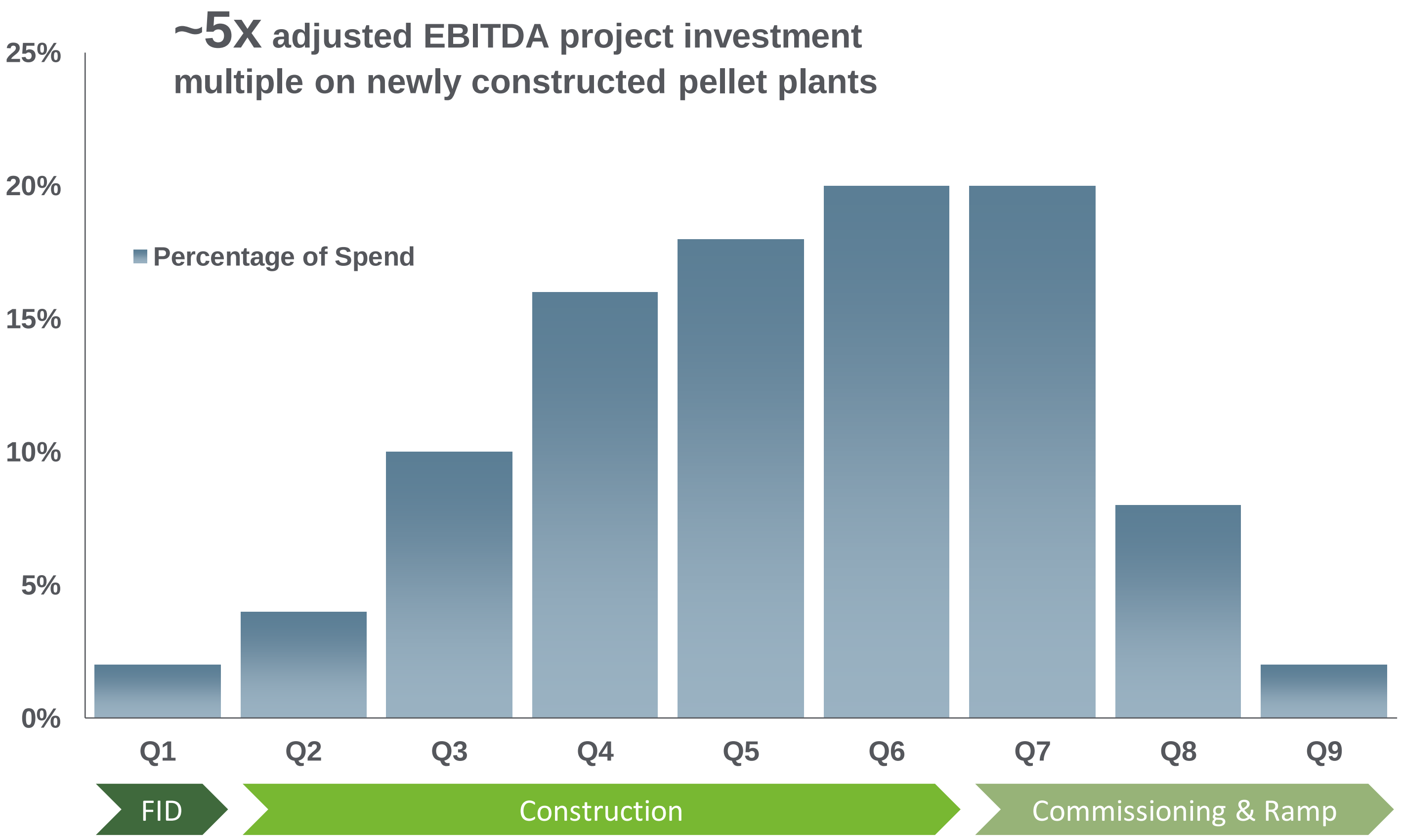
→ CONSTRUCTION PERIOD



See Supplemental Information for endnotes

# TYPICAL PLANT **DEVELOPMENT CYCLE**

**Construction and commissioning of new plants expected to average 15 - 18 months, with total spend potentially spanning 28 months**




*Growth Plan: 6 Plants in the Next 5 Years*

## EPES PLANT

- Commenced construction of the fully contracted 1.1 million MTPY Epes plant, the second plant in our Pascagoula cluster. The Epes plant is expected to generate ~$65 million in annualized adjusted EBITDA once fully ramped

## BOND PLANT[1]

- Announced plans to build the third plant in our Pascagoula cluster in Bond, Mississippi, subject to receiving the necessary permits. The Bond plant will have the capacity to produce more than 1 million MTPY of wood pellets and will export from our terminal at the Port of Pascagoula

## PASCAGOULA CLUSTER PLANT #4

- Given the current pace of contracting with new and existing customers, Enviva plans to accelerate the timing of a fourth wood pellet production plant in its Pascagoula cluster. We continue to make progress in our evaluation of site location options, and anticipate deciding by year-end 2022

## FUTURE PLANT SITES

- Sites in the Chesapeake, Wilmington, and Savannah clusters are being evaluated for the next 3 greenfield projects



*See Supplemental Information for endnotes*

# EPES PLANT OVERVIEW

FULLY CONTRACTED **1.1 MILLION MTPY** WOOD PELLET PLANT EXPORTING OUT OF PORT OF PASCAGOULA

## PLANT OVERVIEW:

- As part of Enviva's plan to more than double its production capacity[1] over the next 5 years, construction began on the Epes Plant in early July and is expected to take approximately 15 months using a "build and copy" approach
- This fully-contracted facility is designed and permitted for ~1,100,000 metric tons of wood pellets per year, making it the largest wood pellet production facility in the world, servicing customers under long-term, take-or-pay fuel supply contracts
- Located at the Port of Epes Industrial Park in Livingston, Alabama, the facilities' feedstock is expected to be a mix of softwood and mill residuals sourced from areas within an expected 75 miles of the plant, benefiting from the rich fiber basket and supply in Alabama

## COMMUNITY IMPACT

- An estimated 400 cumulative jobs will be added to the local economy during the construction phase
- Following the construction phase of ~15 to 18 months, the plant will support approximately 100 full-time jobs, as well as an estimated 250 additional jobs in logging, transportation and local services in the region

**Epes is the second plant in the Pascagoula Cluster and is designed to produce 1.1MM+ MTPY of wood pellets to be shipped through the Port of Pascagoula, enroute to diverse high-credit customers from around the world**

***PROJECT SITE RENDERING***

# **BOND** PLANT OVERVIEW

MORE **THAN 1 MILLION MTPY** WOOD PELLET PLANT EXPORTING OUT OF PORT OF PASCAGOULA – NEARING FID

## PLANT OVERVIEW:

- Production capacity design of 1 million+ MTPY, based on Epes plant
- Soon to be fully contracted, with construction phase potentially accelerated given contracting momentum

## COMMUNITY IMPACT

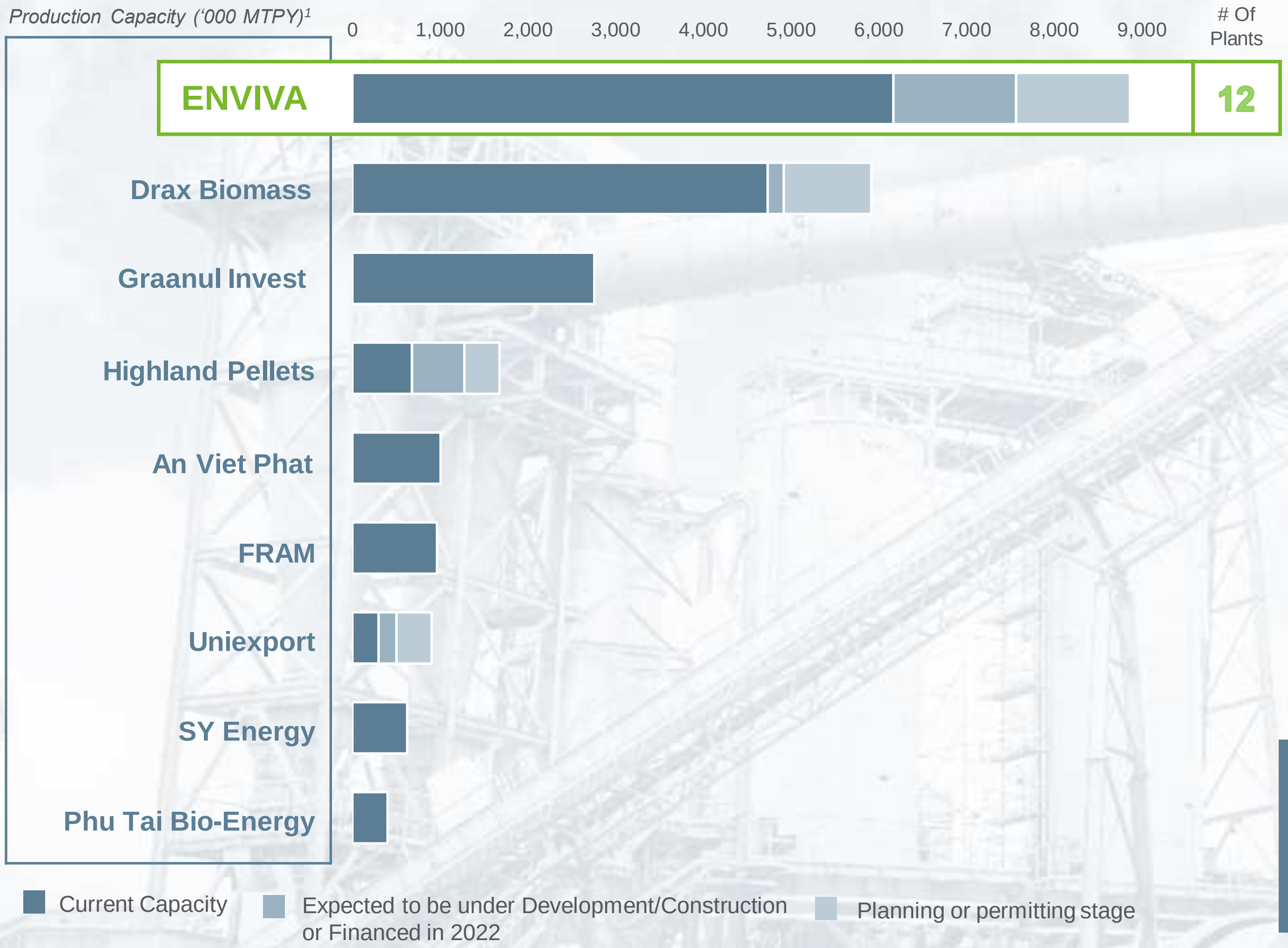
- An estimated 400 cumulative jobs will be added to the local economy during the construction phase
- Following the construction phase of ~15 months, the plant will support approximately 100 full-time jobs, as well as an estimated 250 additional jobs in logging, transportation and local services in the region

**Bond is the third plant in the Pascagoula Cluster that will supply Enviva's European, Caribbean, and Japanese customers**

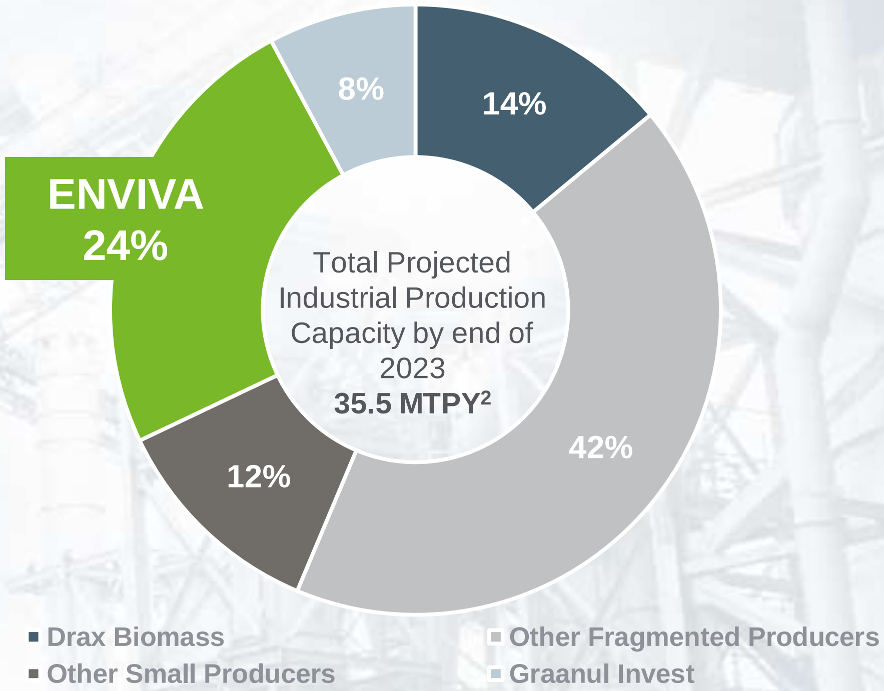
***PRELIMINARY SITE RENDERING***

# ADDITIONAL INFORMATION

# GLOBAL SCALE PROVIDES DURABLE COMPETITIVE ADVANTAGES



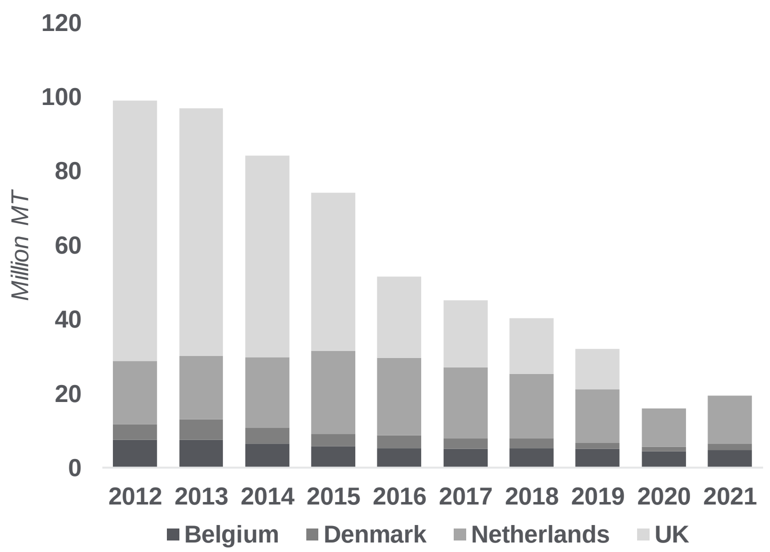

Global Industrial Wood Pellet Capacity by End of 2023[2]



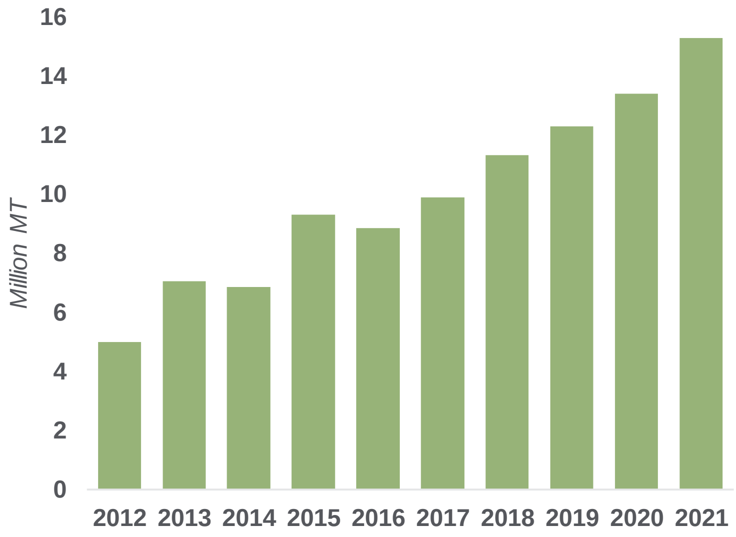

**Enviva is the world's largest supplier of utility-grade wood pellets in a highly fragmented industry with numerous small, single-plant operators and is frequently the sole-source supplier for its customers**

# DISPLACE COAL[1], GROW MORE TREES[2], FIGHT CLIMATE CHANGE

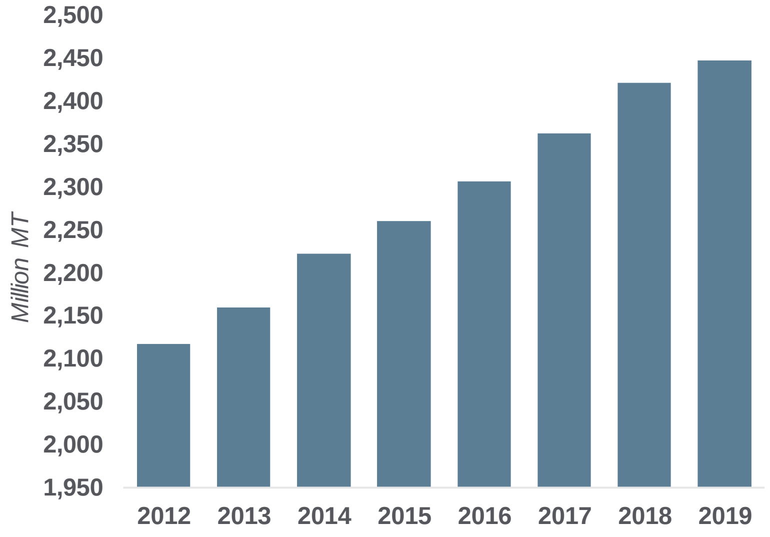
### Coal Consumption Declined by More than 80%[3] while…




### Wood Pellet Consumption Increased by 200%[4]. Meanwhile…




### Forest Inventory in Enviva's Sourcing Regions has Grown[5] Significantly




**Through Q2 2022, wood pellets supplied by Enviva have effectively displaced ~27 million MT[6] of coal**

Utilities, power generators, and industrial producers in hard-to-abate sectors around the world use our wood pellets to displace coal and other fossil fuels, recycling their conventional energy assets into renewable energy solutions to enable large-scale decarbonization of power, heat, and industrial applications

**With existing contracts running from 3Q22 through 2045, Enviva is on track to displace an incremental ~92 million MT of coal**



*See Supplemental Information for endnotes*

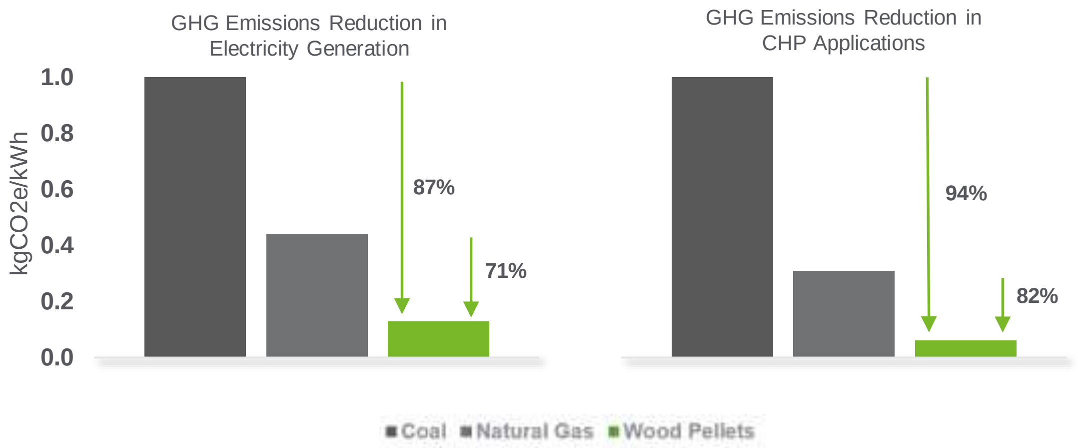
# SUBSTANTIAL GHG **EMISSIONS REDUCTIONS** & LOWEST-COST, DROP-IN RENEWABLE SOLUTION

## Wood pellets provide the low-cost, drop-in replacement for coal

### Wood Pellet vs. Coal Attributes

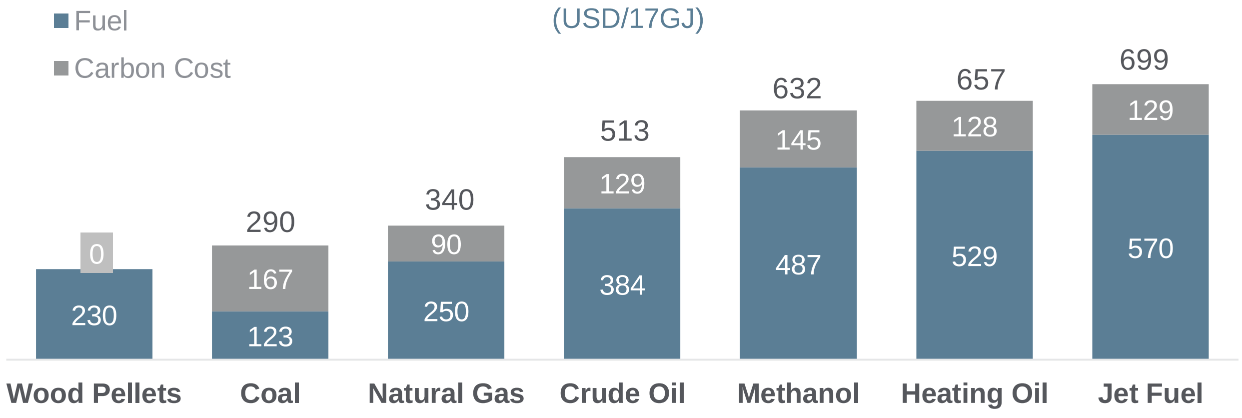
| | Wood Pellets[1] | Southern PRB Coal[2] |
|---|---|---|
| **Heat Content (BTU/lb)** | 8,000 | 8,600 |
| **Moisture** | 4 – 10% | 26 – 30% |
| **Ash** | 0 – 2% | 4.6 – 5.7% |
| **Sulfur** | 0 – 0.15% | < 1.0% |

### Lifecycle GHG Emissions Reduction vs. Fossil Fuels[3]




### Fuel and Carbon Cost in Europe 2025[4]

(USD/17GJ)

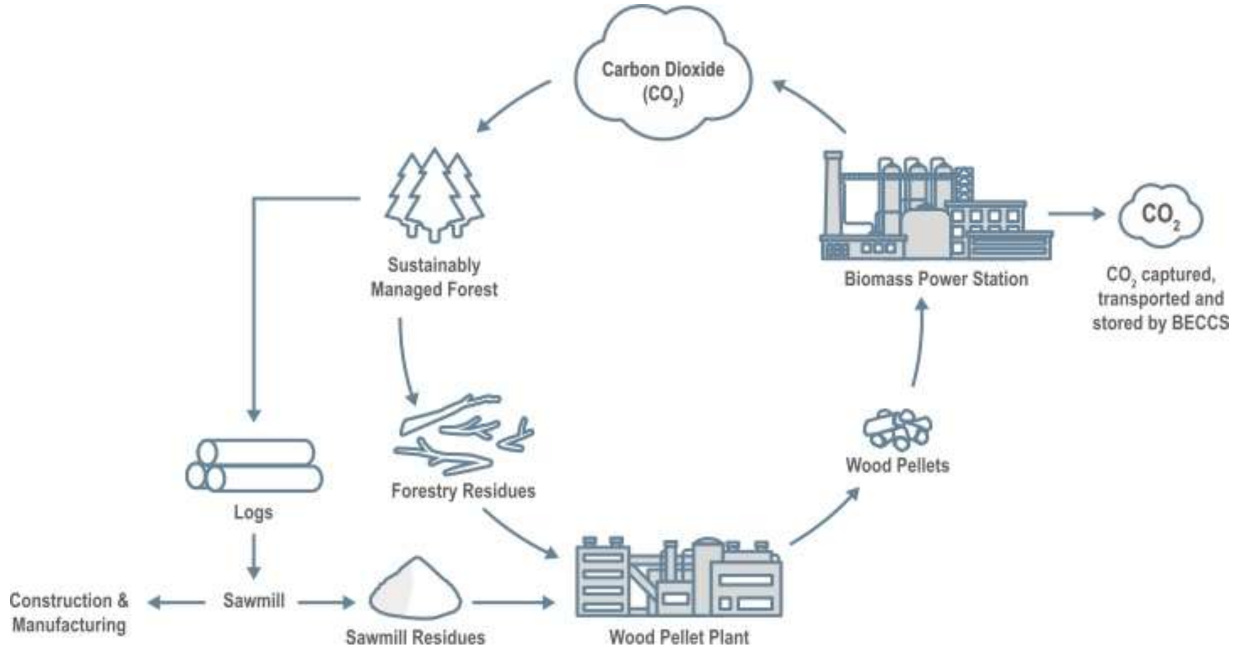



**Forwards June 9, 2022 (Heating Oil, Jet Fuel and Methanol 2022 prices assuming forward curve is flat)*

- Wood pellets are currently the cheapest form of thermal energy generation in Europe
- Enviva's wood pellets at ~$210/MT makes biomass generation in the EU more profitable than conventional generation, especially compared to delivered LNG prices
- Biomass continues to be very price competitive, with biomass forecasted to be cheaper than natural gas and coal at all points along forward curves

# COMMITMENTS TO FIGHT CLIMATE CHANGE DRIVE MARKET GROWTH

**"Bioenergy use is substantial in 1.5°C pathways with or without BECCS due to its multiple roles in decarbonizing energy use."[1]**




## EU: Progress on the Renewable Energy Directive

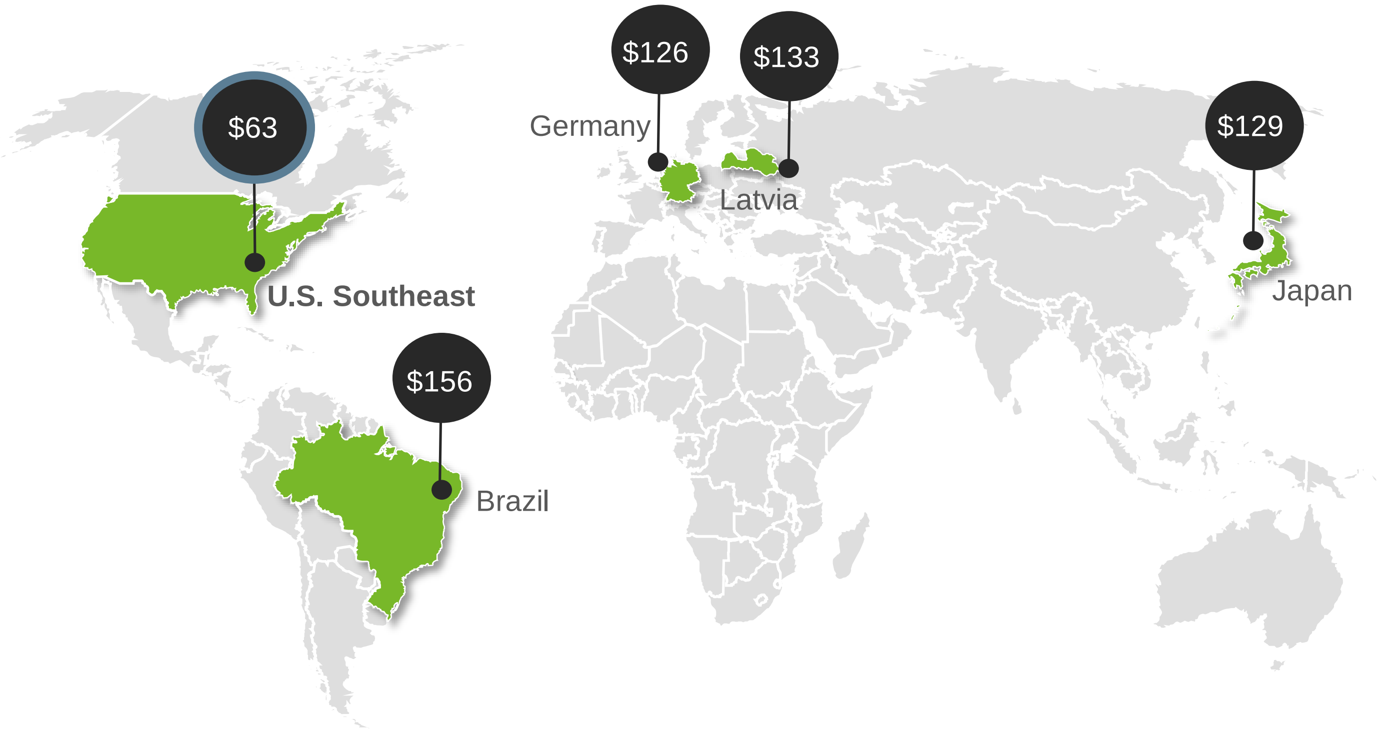
- EU policymakers have long recognized that sustainable biomass is a renewable, low-carbon, baseload and dispatchable heat and power source. Today, bioenergy accounts for almost **60% of renewable energy** used in Europe, addressing each of the urgent and critical issues facing the EU – decarbonization, affordability, and security of its energy supply.
- EU policymakers are currently updating the **RED III**[1], which establishes common rules and targets for the development of renewable energy across all sectors of the economy. These were increased by the European Green Deal with the goal of reducing net greenhouse gas emissions by **55% by 2030**.
- RED III is part of a package to increase and accelerate climate mitigation, including reviewing existing criteria for sustainable biomass. The final law will be a negotiated piece of legislation reflecting a compromise position of the "trilogue" which includes the EU Parliament, EU Council of Ministers, and EU Commission. The Council and the Commission have published proposals which keep the biomass sustainability framework from RED II largely intact. The proposal from the EU Parliament will likely be finalized this fall in a plenary session.
- We were encouraged by the recent vote of the EU ITRE[1] Committee making further progress on the proposal, in particular their decision to expand the scenarios under which power-only plants using forest biomass can continue to receive support. This step demonstrates the alignment of the ITRE Committee with four of the six other EU Parliament committees, and the Council and the Commission on the importance of sustainable biomass to the EU's efforts to mitigate climate change.

> ***"We have to get out of coal, oil and gas, … We will now ensure that the expansion of renewable energies finally moves forward. Wind power on the high seas, on land, solar energy, biomass. We need all of these to produce electricity and to be able to produce hydrogen so that we have an industrial future without CO2 emissions."***
>
> *- Germany's Chancellor Olaf Scholz*

# KEY **BASIS DIFFERENTIAL** UNDERPINNED BY ROBUST NATURAL RESOURCE GROWTH

## Global wood fiber supply advantages exist in the U.S. Southeast

### Raw Material Prices (Wood Chips) US$ / Dry Ton[1]




- For every ton of wood harvested from the working forests of the U.S. Southeast, ~2 tons grow back each year[2]
- Only ~3% of the forest area in the U.S. Southeast is harvested each year[2], of which less than 3% is used to produce wood pellets[3]
- Over 5 million private landowners in the U.S. Southeast own forest land, with only a few existing buyers (like Enviva) of low-grade fiber
- Long-term, stable cost due to abundant supply and few buyers for low-grade fiber



*See Supplemental Information for endnotes*

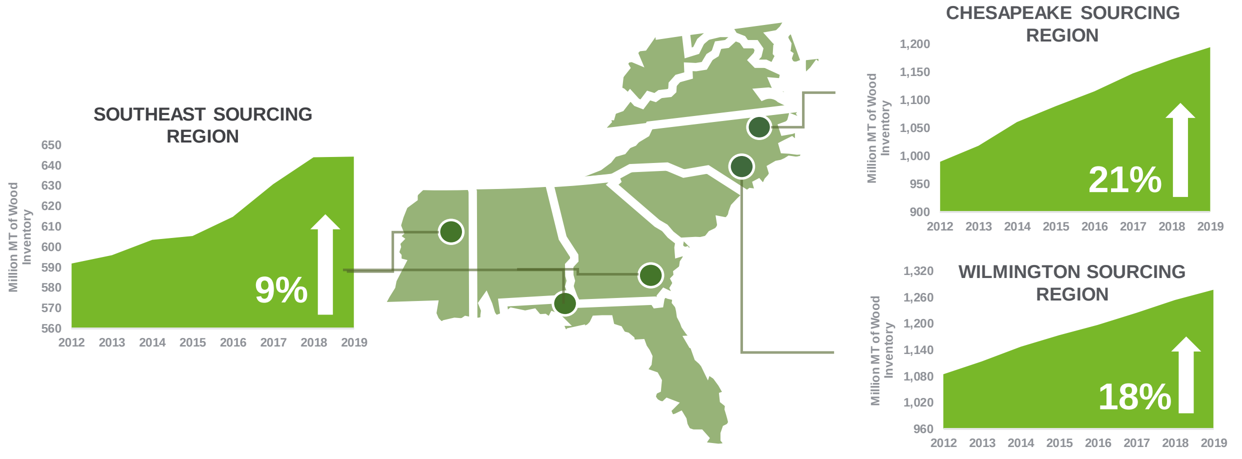
# NEGATIVE DEPLETION RESOURCE IN THE U.S. SOUTHEAST SUPPORTS STABLE, LOW-COST SUPPLY

## Fragmented, Natural Resource Supply Base


Hardwood Roundwood   Pine Roundwood   Open / Farmland

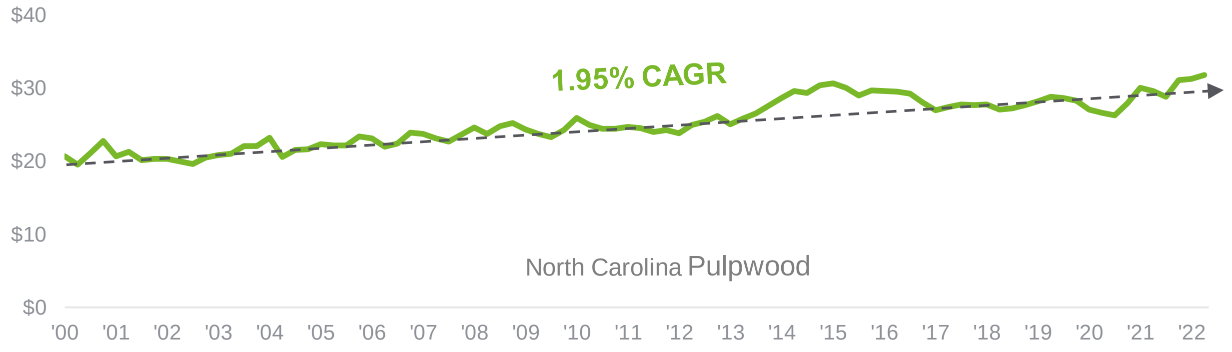
- Over 100k private landowners within 75-mile radius of Enviva's Northampton plant
- Only a few buyers of low-grade fiber, which only cost-effectively travels ~75 miles
- ~1.3 million tons annual facility demand within 75-mile radius of Enviva's Northampton plant
- ~12.9 million[1] tons net annual fiber excess

## Net Fiber Growth After All Uses[2]




## Long-Term, Stable Delivered Cost of Fiber[3]

US$ / Green Ton






*See Supplemental Information for endnotes*

# ENVIVA'S ACTIVITIES SUSTAIN HEALTHY, **THRIVING FORESTS**

**Our Track & Trace Program®, a first-of-its-kind system, is an important element of our responsible wood supply program and provides unprecedented transparency into our procurement activities.**

**Between 2011 and 2020, cumulative forest inventory in our sourcing regions increased by more than 415 million acres[1]**

Certifications with Annual Audits by Independent Certification Bodies:

FSC
www.fsc.org
FSC® C110565

PEFC

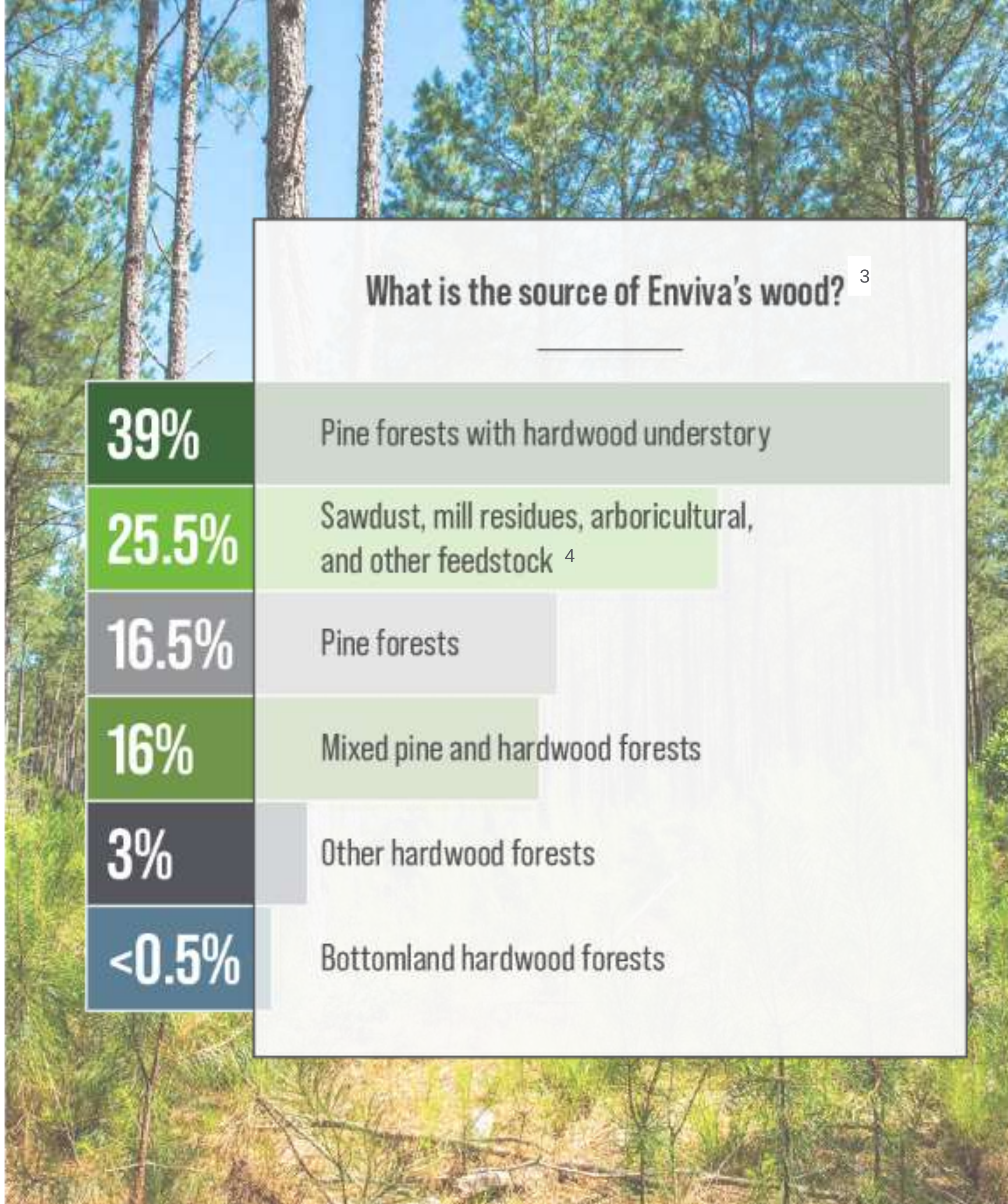
SUSTAINABLE FORESTRY INITIATIVE
SFI-01203

sbp

CERTIFIED TREE FARM
WOOD WATER RECREATION WILDLIFE

***"An industry that can reduce greenhouse gas emissions, increase forest growth, and create jobs sounds too good to be true. But that is the reality of the emerging wood pellet market in the Southern U.S."[2]***

*- Former USDA Chief Economist Robert Johansson*



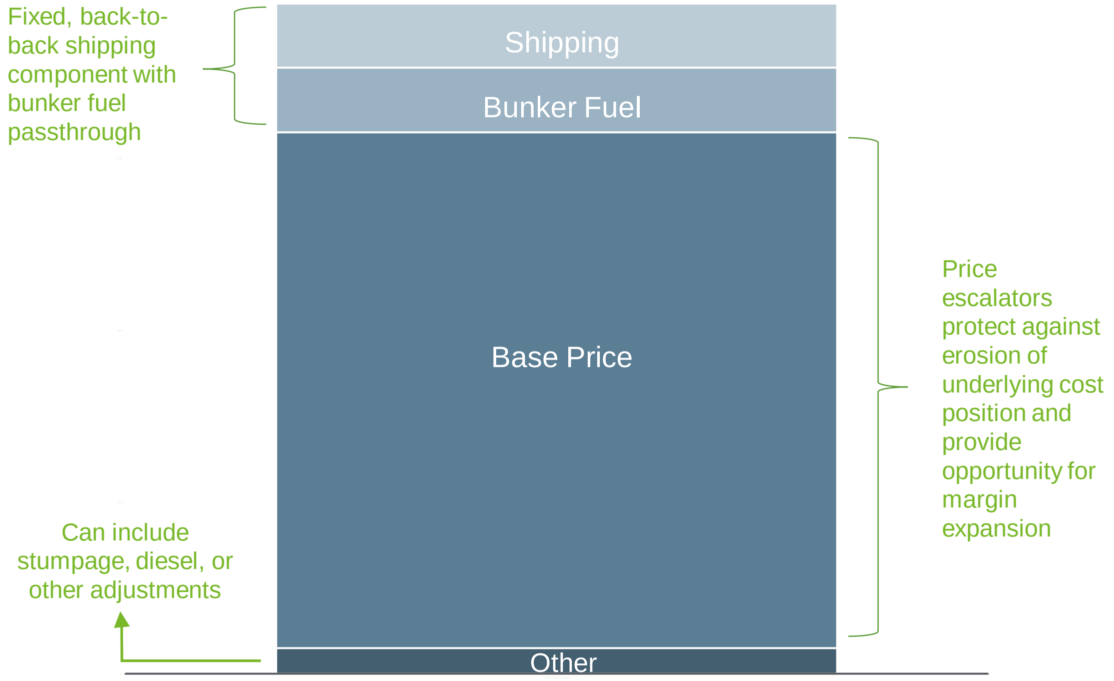
# LONG-TERM, TAKE-OR-PAY **OFF-TAKE CONTRACTS** DELIVER STABLE GROWING CASH FLOWS

## Production capacity matched with robust long-term contracts with creditworthy counterparties

| Typical Contract Provisions[1] | |
|---|---|
| **Counterparty** | Major utilities and investment grade-rated trading houses |
| **Term** | Up to 20+ years |
| **Take-or-Pay** | Yes |
| **Termination Make-Whole** | Yes |

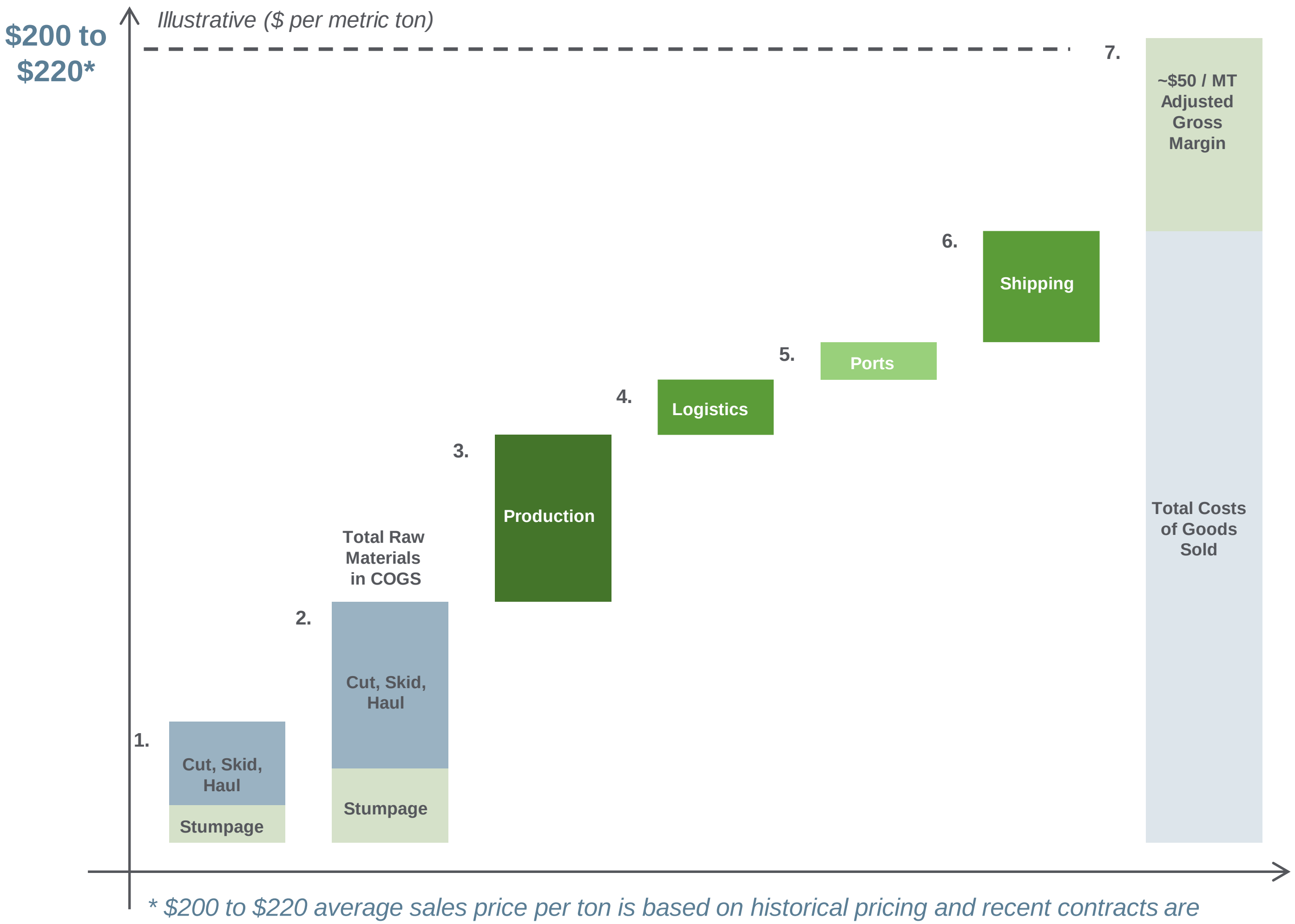
| Margin Protection[1] | |
|---|---|
| **Price Escalators** | Yes |
| **Fiber / Diesel Passthroughs** | Yes, in some contracts |
| **Shipping Costs** | Fixed with matching long-term shipping contracts |
| **Bunker Fuel Passthrough** | Yes |
| **Changes in Law / Government Regulations** | Provisions designed to protect against changes in law / government regulations |

**Illustrative**
**Passthroughs & Escalators[2]**




**Enviva's contracted backlog serves counterparties in both growing geographies and industrial use cases**

# FAVORABLE CONTRACT STRUCTURE RESULTS IN **DURABLE MARGINS**




** $200 to $220 average sales price per ton is based on historical pricing and recent contracts are being signed at significantly higher pricing*

| | |
|---|---|
| **1.** | Fiber ("stumpage") cost is ~10% of sales price, driven by strong fiber basket in the Southeast U.S. |
| | Majority of delivered price of fiber comprises labor, equipment, and hauling costs ("cut, skid, and haul") |
| **2.** | ~2:1 green ton to pellet ton conversion (green wood is, on average, composed of approximately 50% water, which varies seasonally. As such, on average, EVA acquires approximately two green tons to produce one pellet ton post the drying process) |
| **3.** | "Build and copy" approach to allow improved uptime and economy of scale |
| | Includes labor, consumables, repairs and maintenance, and energy costs |
| | Given fixed asset base, productivity improvements drive substantial margin expansion opportunities |
| **4.** | Fixed USD / ton transportation costs from plants to port terminals by truck / rail / barge |
| **5.** | Vertically integrated business model provides substantial operating leverage as business grows |
| **6.** | Fixed-price, USD / ton denominated shipping contracts matched to length of off-take contracts |
| | Bunker fuel cost adjustment passed through to customers |
| | Shipping costs range from ~$20 / MT (Europe) to ~$45 / MT (Japan) |
| **7.** | Long-term contracts with diversified customer base |
| | Fixed-price (with escalators), take-or-pay off-take contracts |

# NON-GAAP FINANCIAL MEASURES

# NON-GAAP FINANCIAL MEASURES

## Non-GAAP Financial Measures

In addition to presenting our financial results in accordance with accounting principles generally accepted in the United States (“GAAP”), we use adjusted net income, adjusted gross margin, adjusted gross margin per metric ton, adjusted EBITDA, adjusted EBITDA compound annual growth rate (“CAGR”) and distributable cash flow to measure our financial performance. In addition, as a result of our Simplification Transaction, we were required to recast our historical financial results in accordance with GAAP. Accordingly, any results presented on a non-recast basis constitute a Non-GAAP measure.

Our adjusted EBITDA preliminary outlook range for 2023 and estimate related to 2024 are based on internal financial analysis and such estimates are based on numerous assumptions and are inherently uncertain and subject to significant business, economic, financial, regulatory, and competitive risks that could cause actual results and amounts to differ materially from such estimates. A reconciliation of the estimated adjusted EBITDA range for 2023 and the 2024 CAGR to the closest GAAP financial measure, net income (loss), is not provided because net income (loss) expected to be generated is not available without unreasonable effort, in part because the amount of estimated incremental interest expense related to financing and depreciation is not available at this time.

The estimated incremental adjusted EBITDA that can be expected from the development of new wood pellet plant capacity by Enviva is based on an internal financial analysis of the anticipated benefit from the incremental production capacity and cost savings we expect to realize. Such estimates are based on numerous assumptions and are inherently uncertain and subject to significant business, economic, financial, regulatory, and competitive risks that could cause actual results and amounts to differ materially from such estimates. A reconciliation of the estimated incremental adjusted EBITDA expected to be generated by a new wood pellet production plant constructed by Enviva to the closest GAAP financial measure, net income (loss), is not provided because net income (loss) expected to be generated is not available without unreasonable effort, in part because the amount of estimated incremental interest expense related to the financing of such a plant and depreciation is not available at this time.

## Adjusted Net Income (Loss)

We define adjusted net income (loss) as net income (loss) excluding acquisition and integration costs and other, early retirement of debt obligation, Support Payments and effects of COVID-19 and the war in Ukraine. We believe that adjusted net income (loss) enhances investors’ ability to compare the past financial performance of our underlying operations with our current performance separate from certain items of gain or loss that we characterize as unrepresentative of our ongoing operations.

## Adjusted EBITDA CAGR

Adjusted EBITDA CAGR is a supplemental measure used by our management to measure the expected growth rate of Adjusted EBITDA over time without regard to financing methods or capital structure.

# NON-GAAP **FINANCIAL MEASURES**, *(cont.)*

## Adjusted Gross Margin and Adjusted Gross Margin per Metric Ton

We define adjusted gross margin as gross margin excluding loss on disposal of assets, equity-based compensation and other expense, depreciation and amortization, changes in unrealized derivative instruments related to hedged items, acquisition and integration costs and other, Support Payments, and effects of COVID-19 and the war in Ukraine. We define adjusted gross margin per metric ton as adjusted gross margin per metric ton of wood pellets sold. We believe adjusted gross margin and adjusted gross margin per metric ton are meaningful measures because they compare our revenue-generating activities to our cost of goods sold for a view of profitability and performance on a total-dollar and a per-metric ton basis. Adjusted gross margin and adjusted gross margin per metric ton primarily will be affected by our ability to meet targeted production volumes and to control direct and indirect costs associated with procurement and delivery of wood fiber to our wood pellet production plants and our production and distribution of wood pellets.

## Adjusted EBITDA

We define adjusted EBITDA as net income (loss) excluding depreciation and amortization, interest expense, income tax expense (benefit), early retirement of debt obligation, equity-based compensation and other expense, loss on disposal of assets, changes in unrealized derivative instruments related to hedged items, acquisition and integration costs and other, effects of COVID-19 and the war in Ukraine, and MSA Fee Waivers, and Support Payments. Adjusted EBITDA is a supplemental measure used by our management and other users of our financial statements, such as investors, commercial banks, and research analysts, to assess the financial performance of our assets without regard to financing methods or capital structure.

## Distributable Cash Flow

We define distributable cash flow as adjusted EBITDA less cash income tax expenses, interest expense net of amortization of debt issuance costs, debt premium, and original issue discounts, and maintenance capital expenditures. We use distributable cash flow as a performance metric to compare our cash-generating performance from period to period and to compare the cash-generating performance for specific periods to the cash dividends (if any) that are expected to be paid to our shareholders. We do not rely on distributable cash flow as a liquidity measure.

# NON-GAAP **FINANCIAL MEASURES**, *(cont.)*

## 2021 Non-Recast Presentation

The three months ended June 30, 2021 were calculated on a recast basis in accordance with GAAP to reflect the consolidated performance of Enviva and our former sponsor as if Enviva had bought the former sponsor at inception instead of October 14, 2021, the closing date of the Simplification Transaction. In addition, we are also presenting results for three months ended June 30, 2021, calculated on a non-GAAP basis that combines (i) the actual performance of Enviva for the three months ended June 30, 2021, on a non-recast basis, and (ii) our consolidated performance, calculated on a recast basis in accordance with GAAP, inclusive of the assets and operations acquired as part of the Simplification Transaction, for the three months ended June 30, 2021 (the "Non-Recast Presentation"). We believe the Non-Recast Presentation provides investors with relevant information to evaluate our financial and operating performance because it reflects Enviva's actual and historically reported performance on a stand-alone basis through the closing date of the Simplification Transaction and performance on a consolidated basis for the three months ended June 30, 2021.

The Non-Recast Presentation does not reflect the recast of our historical results required under GAAP due to the Simplification Transaction and accordingly contains non-GAAP measures.

## Limitations of Non-GAAP Financial Measures

Adjusted net income (loss), adjusted gross margin, adjusted gross margin per metric ton, adjusted EBITDA, adjusted EBITDA CAGR, and distributable cash flow, as well as our Non-Recast Presentation, are not financial measures presented in accordance with GAAP. We believe that the presentation of these non-GAAP financial measures provides useful information to investors in assessing our financial condition and results of operations. Our non-GAAP financial measures should not be considered as alternatives to the most directly comparable GAAP financial measures. Each of these non-GAAP financial measures has important limitations as an analytical tool because they exclude some, but not all, items that affect the most directly comparable GAAP financial measures. You should not consider adjusted net income (loss), adjusted gross margin, adjusted gross margin per metric ton, adjusted EBITDA, adjusted EBITDA CAGR, or distributable cash flow, or our Non-Recast Presentation, in isolation or as substitutes for analysis of our results as reported in accordance with GAAP.

Our definitions of these non-GAAP financial measures may not be comparable to similarly titled measures of other companies, thereby diminishing their utility.

# NON-GAAP FINANCIAL MEASURES RECONCILIATION

**The following table provides a reconciliation of net income (loss) to adjusted net income (loss) on a recast basis and non-recast basis for each of the periods indicated (in millions):**

| | Three Months Ended June 30, | | |
|---|---|---|---|
| | 2022 | 2021 Recast | 2021 Non-Recast |
| | | *(in millions)* | |
| **Net income (loss)** | **$ (27.3)** | **$ (24.9)** | **$ 2.6** |
| Acquisition and integration costs and other | 3.6 | 1.3 | 0.9 |
| Support Payments / MSA Fee Waivers | 6.2 | – | 6.3 |
| **Adjusted net (loss) income** | **$ (17.5)** | **$ (23.6)** | **$ 9.8** |

# NON-GAAP FINANCIAL MEASURES RECONCILIATION, *(cont.)*

**The following table provides a reconciliation of gross margin to adjusted gross margin and adjusted gross margin per metric ton on a recast basis and non-recast basis for each of the periods indicated:**

| | Three Months Ended June 30, | | |
|---|---|---|---|
| | 2022 | 2021 Recast | 2021 Non-Recast |
| | *(in millions, unless otherwise noted)* | | |
| **Gross margin**[1] | **$ 16.8** | **$ 27.8** | **$ 27.3** |
| Loss on disposal of assets | 2.3 | 1.7 | 1.7 |
| Equity-based compensation and other expense | 0.6 | 0.6 | 0.5 |
| Depreciation and amortization | 26.9 | 21.9 | 21.9 |
| Changes in unrealized derivative instruments | 2.1 | (0.4) | (0.4) |
| Acquisition and integration costs and other | (0.3) | 0.1 | 0.1 |
| Support Payments / MSA Fee Waivers | 6.2 | – | 5.0 |
| **Adjusted gross margin** | **$ 54.6** | **$ 51.7** | **$ 56.1** |
| Metric tons sold (in thousands) | 1,275 | 1,367 | 1,367 |
| **Adjusted gross margin per metric ton ($/metric ton)** | **$ 42.94** | **$ 37.80** | **$ 41.02** |



*See Supplemental Information for endnotes*

# NON-GAAP FINANCIAL MEASURES RECONCILIATION, *(cont.)*

**The following table provides a reconciliation of net income (loss) to adjusted EBITDA on a recast basis and non-recast basis for each of the periods indicated (in millions):**

| | Three Months Ended June 30, | | |
|---|---|---|---|
| | 2022 | 2021 Recast | 2021 Non-Recast |
| | | *(in millions)* | |
| **Net income (loss)** | **$ (27.3)** | **$ (24.8)** | **$ 2.7** |
| *Add:* | | | |
| Depreciation and amortization | 28.8 | 23.2 | 22.3 |
| Interest expense | 14.0 | 17.4 | 12.7 |
| Income tax expense | – | (0.2) | – |
| Equity-based compensation and other expense | 9.8 | 7.5 | 2.7 |
| Loss on disposal of assets | 2.3 | 1.7 | 1.7 |
| Changes in unrealized derivative instruments | 2.1 | (0.4) | (0.4) |
| Acquisition and integration costs and other | 3.6 | 1.3 | 0.9 |
| Effects of COVID-19 | – | – | – |
| Effects of the war in Ukraine | – | – | – |
| Support Payments / MSA Fee Waivers | 6.2 | – | 6.3 |
| **Adjusted EBITDA** | **$ 39.5** | **$ 25.7** | **$ 48.9** |

# NON-GAAP FINANCIAL MEASURES RECONCILIATION, *(cont.)*

**The following table provides a reconciliation of net income (loss) to adjusted EBITDA on a recast basis and non-recast basis for each of the periods indicated (in millions):**

| | Six Months Ended June 30, | | |
|---|---|---|---|
| | 2022 | 2021 Recast | 2021 Non-Recast |
| | | *(in millions)* | |
| **Net income (loss)** | **$ (72.6)** | **$ (48.0)** | **$ 1.2** |
| *Add:* | | | |
| Depreciation and amortization | 51.4 | 44.7 | 43.2 |
| Interest expense | 23.9 | 30.9 | 25.3 |
| Income tax | – | (0.9) | – |
| Equity-based compensation and other expense | 20.9 | 15.2 | 5.4 |
| Loss on disposal of assets | 3.2 | 3.3 | 3.3 |
| Changes in unrealized derivative instruments | 0.5 | 0.8 | 0.8 |
| Acquisition and integration costs and other | 14.4 | 1.5 | 1.0 |
| Effects of COVID-19 | 15.2 | – | – |
| Effects of the war in Ukraine | 5.1 | – | – |
| Support Payments / MSA Fee Waivers | 14.1 | – | 15.0 |
| **Adjusted EBITDA** | **$ 76.0** | **$ 47.5** | **$ 95.2** |

# NON-GAAP FINANCIAL MEASURES RECONCILIATION, *(cont.)*

**The following table provides a reconciliation of adjusted EBITDA to distributable cash flow on a recast basis and non-recast basis for each of the periods indicated (in millions):**

| | Three Months Ended June 30, | | |
|---|---|---|---|
| | 2022 | 2021 Recast | 2021 Non-Recast |
| | *(in millions)* | | |
| **Adjusted EBITDA** | **$ 39.5** | **$ 25.7** | **$ 48.9** |
| *Less:* | | | |
| Interest expense, net of amortization of debt issuance costs, debt premium, and original issue discount | 13.3 | 16.1 | 12.0 |
| Maintenance capital expenditures | 4.8 | 3.9 | 3.9 |
| **Distributable cash flow attributable to Enviva Inc.** | **$ 21.4** | **$ 5.7** | **$ 33.0** |



See Supplemental Information for endnotes

# 2022 **GUIDANCE**

**The following table provides a reconciliation of the estimated range of adjusted EBITDA and DCF to the estimated range of net income (loss) for Enviva for the twelve months ending December 31, 2022 (in millions):**

| | Twelve Months Ending December 31, 2022 |
|---|---|
| **Estimated net income (loss)** | **$ (30.0) – 10.0** |
| Add: | |
| Depreciation and amortization | 100.0 |
| Interest expense | 55.0 |
| Income tax expense | – |
| Equity-based compensation, and other expense | 42.0 |
| Loss on disposal of assets | 4.0 |
| Acquisition and integration costs | 15.0 |
| Effects of COVID-19 | 16.0 |
| Effects of the war in Ukraine | 4.0 |
| Support Payments | 24.0 |
| **Estimated adjusted EBITDA** | **$ 230.0 – 270.0** |
| Less: | |
| Interest expense net of amortization of debt issuance costs, debt premium, and original issue discount | 50.0 |
| Maintenance capital expenditures | 15.0 |
| **Estimated distributable cash flow** | **$ 165.0 – 205.0** |



*See Supplemental Information for endnotes*


SUPPLEMENTAL
INFORMATION

# SUPPLEMENTAL INFORMATION

**Slide 5 *(Enviva)***

1. Enviva's total expected production capacity as of June 30, 2022, including the Lucedale, Mississippi plant (the "Lucedale plant") after it has achieved its nameplate capacity. The total expected production capacity also includes completed expansion at the Northampton and Southampton plants (the "Mid-Atlantic Expansion") and the Greenwood, South Carolina (the "Greenwood plant") expansion. The total expected production capacity also includes expansion projects underway at the Sampson, Hamlet, and Cottondale plants (the "Multi-Plant Expansions"), which are expected to be completed by year-end 2022. The total expected production capacity does not include the recently announced expansion at our plant in Ahoskie, North Carolina (the "Ahoskie plant").
2. On February 17, 2021, Enviva announced its goal of achieving net-zero greenhouse gas ("GHG") emissions in our operations by 2030.
3. As of July 1, 2022, Enviva's total weighted-average remaining term of take-or-pay off-take contracts is approximately 14.5 years, with a total contracted revenue backlog of over $21 billion.
4. We expect to construct our new fully contracted wood pellet production plants at an approximately 5x adjusted EBITDA project investment multiple.
5. Based on current information. There can be no assurance that the growth plan will occur on the estimated timeline, if at all.
6. Given the quality and size of our current customer sales pipeline, we believe we will be able to support the addition of at least six new fully contracted wood pellet production plants and several highly accretive expansion projects, which, over approximately the next five years, would roughly double our current production capacity.
7. Enviva's customer sales pipeline includes our first U.S.-based MOU, the previously announced J-Power MOU, and the MOU with a German utility customer. Our customer sales pipeline comprises long-term, take-or-pay off-take opportunities in our traditional markets for biomass-fired power and heat generation in geographies ranging from the United Kingdom to the European Union (including opportunities in Germany and Poland), to Asia (including incremental demand in Japan and emerging potential in Taiwan), as well as in developing industrial segments across the globe (including steel, cement, lime, chemicals, sustainable aviation fuel ("SAF"), biomethanol, and biodiesel). We are negotiating long-term wood pellet supply contracts with several leading industrial companies in each of these hard-to-abate sectors that are actively and urgently pursuing large-scale decarbonization. Over the next 12 months, we expect to progress negotiations and convert several sales pipeline opportunities, including MOUs, into binding contracts expected to represent 1.5 million to 2.0 million MTPY.
8. Enviva remains committed to conservatively managing its balance sheet and continues to target a leverage ratio between 3.5 and 4.0 times, as calculated under the terms of its revolving credit facility.
9. Enviva finalized its Green Finance Framework, which outlines our commitment to fund projects that expand renewable energy generation, increase biofuel and SAF production, and provide a renewable feedstock for hard-to-abate products. On January 19, 2022, we received an independent second-party opinion from S&P Global confirming alignment with the Green Bond Principles, ICMA, 2021 and Green Loan Principles, LMA/LSTA/APLMA, 2021.

**Slide 6 *(Enviva's Operations)***

1. Boundless Impact Investing: "Life-cycle assessment of U.S. biomass supply and the role of biomass electricity for meeting UK emission objectives".

# SUPPLEMENTAL INFORMATION, *(cont.)*

### *Slide 7 (Strategically Located Assets)*

1. Production volumes disclosed represent nameplate production capacity at each plant.
2. Enviva's total expected production capacity as of June 30, 2022, including the Lucedale plant after it has achieved its nameplate capacity. The total expected production capacity also includes the Mid-Atlantic Expansion and the Greenwood plant expansion, which are complete. The total expected production capacity also includes the Multi-Plant Expansions, which are expected to be completed by year-end 2022. The total expected production capacity does not include the recently announced expansion at our Ahoskie plant.
3. We export wood pellets from our wholly owned deep-water marine terminals at the Port of Chesapeake, Virginia (the "Chesapeake terminal"), the Port of Wilmington, North Carolina (the "Wilmington terminal"), and the Port of Pascagoula, Mississippi (the "Pascagoula terminal") and from third-party deep-water marine terminals in Mobile, Alabama (the "Mobile terminal"), Panama City, Florida (the "Panama City terminal") and Savannah, Georgia (the "Savannah terminal").
4. After the Lucedale plant and Pascagoula terminal are fully ramped and achieve their nameplate production or throughput capacities, as applicable.
5. Enviva commenced construction of the fully contracted 1.1 million MTPY plant in Epes, Alabama, the second plant in our Pascagoula cluster. Once fully ramped, the plant is expected to generate approximately $65 million in annual adjusted EBITDA, resulting in an expected investment multiple of approximately 5 times.

### *Slide 8 (Total Return)*

1. As of August 12, 2022. Based on Bloomberg's total return data, which assumes reinvestment of distributions/dividends. Normalized for comparison purposes.
2. The annualized total return for Enviva's common units/shares since its IPO is per Bloomberg data as of August 12, 2022.
3. First distribution per unit represents the prorated amount of the Enviva Partners, LP minimum quarterly distribution of $0.4125 per unit, based on the 58 days during the period commencing (and including) May 4, 2015, the date on which the Enviva Partners, LP's initial public offering closed, and ending June 30, 2015, the last day of the second quarter. Actual declared quarterly cash distribution was $0.2630 per common and subordinated unit for the second quarter of 2015.
4. MSCI USA IMI ESG Index is a capitalization-weighted index comprised of US-based companies that outperform sector peers on ESG evaluation metrics.
5. As of August 12, 2022, based on Bloomberg's total return data, which assumes reinvestment of distributions/dividends.
6. Source: Refinitiv. As of July 26, 2022 and includes companies with the following ticker symbols: BEP, NEP, LNG, PLUG, NESTE, REGI, ARRY, AZRE, FSLR, SHLS, SEDG, ENPH, NOVA, SPWR, RUN, BLDP, BE, ITM, and NEL.

# SUPPLEMENTAL INFORMATION, *(cont.)*

### *Slide 9 (Shareholder Value)*

1. We expect to construct our new fully contracted wood pellet production plants at an approximately 5x adjusted EBITDA project investment multiple.
2. Enviva's customer sales pipeline includes our first U.S.-based MOU, the previously announced J-Power MOU, and the MOU with a German utility customer. Our customer sales pipeline comprises long-term, take-or-pay off-take opportunities in our traditional markets for biomass-fired power and heat generation in geographies ranging from the United Kingdom to the European Union (including opportunities in Germany and Poland), to Asia (including incremental demand in Japan and emerging potential in Taiwan), as well as in developing industrial segments across the globe (including steel, cement, lime, chemicals, sustainable aviation fuel ("SAF"), biomethanol, and biodiesel). We are negotiating long-term wood pellet supply contracts with several leading industrial companies in each of these hard-to-abate sectors that are actively and urgently pursuing large-scale decarbonization. Over the next 12 months, we expect to progress negotiations and convert several sales pipeline opportunities, including MOUs, into binding contracts expected to represent 1.5 million to 2.0 million MTPY.
3. As of July 1, 2022, Enviva's total weighted-average remaining term of take-or-pay off-take contracts is approximately 14.5 years, with a total contracted revenue backlog of over $21 billion.

### *Slide 11 (Q2 2022 Highlights)*

1. Additional details can be found in our press release issued on August 3, 2022.

### *Slide 12 (Q2 2022 Financial Results)*

1. Additional details can be found in our press release issued on August 3, 2022.
2. Adjusted gross margin, adjusted net (loss) income, adjusted EBITDA, distributable cash flow, and adjusted gross margin per MT are non-GAAP financial measures. For a reconciliation of non-GAAP measures to their most directly comparable GAAP measure please see the Non-GAAP Financial Measures section above.
3. Please refer to the Non-GAAP Financial Measures section for a description of recast and non-recast presentations; the recast presentation was required for GAAP purposes due to the simplification transaction announced on October 15, 2021.

# SUPPLEMENTAL INFORMATION, *(cont.)*

***Slide 14 (2022 Guidance)***

1. Additional details can be found in our press release issued on August 3, 2022.
2. For a reconciliation of forward-looking non-GAAP measures to their most directly comparable GAAP measure, please see the Non-GAAP Financial Measures section above.
3. 2021 results are presented on a recast basis for net loss, and a non-recast basis for adjusted EBITDA and DCF.
4. Not meaningful.

***Slide 15 (Capex Guidance)***

1. For an explanation of why we are unable to reconcile the estimated adjusted EBITDA from a plant developed by Enviva internally to the most directly comparable GAAP financial measures, see limitations of Non-GAAP financial measures in Non-GAAP Financial Measures section.
2. Inclusive of capitalized interest.
3. Once in service, it takes ~12 months to complete commissioning and to reach expected annual run rate for a new plant.
4. Capex associated with the plant in Bond, Mississippi (the "Bond Plant") is for long-lead items, with plant construction expected to commence in early 2023.

***Slide 16 (2023 Outlook)***

1. For an explanation of why we are unable to reconcile the estimated adjusted EBITDA for 2023 and the compound annual growth rate ("CAGR") estimate related to 2024 to the most directly comparable GAAP financial measure, see limitations of Non-GAAP financial measures in Non-GAAP Financial Measures section.
2. For an explanation of why we are unable to reconcile the estimated adjusted EBITDA from a plant developed by Enviva internally to the most directly comparable GAAP financial measures, see limitations of Non-GAAP financial measures in Non-GAAP Financial Measures section.

***Slide 17 (Capitalization)***

1. Based on EVA's closing price on August 12, 2022; $73.49. Based on 66,671,994 shares outstanding as of July 29, 2022.

# SUPPLEMENTAL INFORMATION, *(cont.)*

### *Slide 18 (Net Zero Promise)*

1. Scope 1 emissions are direct emissions from assets owned and controlled by Enviva. Scope 2 emissions are indirect emissions from heat, steam, or electricity purchased by Enviva. Scope 3 emissions are indirect emissions in Enviva's upstream or downstream value chain (e.g. shipping).

### *Slide 19 (Enviva)*

1. Enviva's total expected production capacity as of June 30, 2022, including the Lucedale plant after it has achieved its nameplate capacity. The total expected production capacity also includes the Mid-Atlantic Expansion and the Greenwood plant expansion, which are complete. The total expected production capacity also includes the Multi-Plant Expansions, which are expected to be completed by year-end 2022. The total expected production capacity does not include the recently announced expansion at our Ahoskie plant.

### *Slide 21 (International Demand)*

1. Hawkins Wright: The Outlook for Wood Pellets – Demand, Supply, Costs and Prices; 2nd Quarter 2022.
2. Conclusions from a market sizing and adoption study we commissioned from a leading international consultancy suggest that these segments are expected increase from virtually zero today, to as much as 29 million MTPY of industrial-grade wood pellets by 2030.
3. Fastmarkets RISI: Global Pellet Demand Outlook: Special Market Analysis Study 2021.
4. Based on actual volume deliveries in 2021.
5. Contract mix, customers and target revenue based on EVA's current firm contracted backlog and company estimates.
6. Based on the market sizing and adoption study we commissioned, Hawkins Wright, and company estimates.

### *Slide 22 (Contract Overview)*

1. As of July 1, 2022, Enviva's total weighted-average remaining term of off-take take-or-pay contracts is approximately 14.5 years, with a total contracted revenue backlog of over $21 billion.
2. Enviva's customer sales pipeline includes our first U.S.-based MOU, the previously announced J-Power MOU, and the MOU with a German utility customer. Our customer sales pipeline comprises long-term, take-or-pay off-take opportunities in our traditional markets for biomass-fired power and heat generation in geographies ranging from the United Kingdom to the European Union (including opportunities in Germany and Poland), to Asia (including incremental demand in Japan and emerging potential in Taiwan), as well as in developing industrial segments across the globe (including steel, cement, lime, chemicals, sustainable aviation fuel ("SAF"), biomethanol, and biodiesel). We are negotiating long-term wood pellet supply contracts with several leading industrial companies in each of these hard-to-abate sectors that are actively and urgently pursuing large-scale decarbonization. Over the next 12 months, we expect to progress negotiations and convert several sales pipeline opportunities, including MOUs, into binding contracts expected to represent 1.5 million to 2.0 million MTPY.

# SUPPLEMENTAL INFORMATION, *(cont.)*

***Slide 24* (Organic Growth Plan)**

1. Based on current information. There can be no assurance that the growth plan will occur on the estimated timeline, if at all.

***Slide 25* (Development Cycle)**

1. For an explanation of why we are unable to reconcile the estimated adjusted EBITDA from a plant developed by Enviva internally to the most directly comparable GAAP financial measures, see limitations of Non-GAAP financial measures in Non-GAAP Financial Measures section.

***Slide 29* (Global Scale)**

1. Enviva's total production capacity and number of plants are based on nameplate capacities of our existing operating plants, a wood pellet production plant in Epes, Alabama (the "Epes plant"), which is currently under development, the Multi-Plant Expansions which are underway, and planned expansions at the Lucedale and Ahoskie plants. Also included in the production capacity and number of plants is the Bond Plant, which is currently in the development process. Production capacity and number of plants for other pellet producers are based on Hawkins Wright: The Outlook for Wood Pellets – Demand, Supply, Costs and Prices; 2$^{nd}$ Quarter 2022.
2. Hawkins Wright: The Outlook for Wood Pellets – Demand, Supply, Costs and Prices; 2$^{nd}$ Quarter 2022. Plant categories included in the market share calculation are operating, operating at reduced capacity, temporary idled, and under construction/financed by 2023.

***Slide 30* (Displace Coal, Grow More Trees, Fight Climate Change)**

1. Increasing the share of biomass-generated power and heat globally is critical to meeting net-zero emissions. International Renewable Energy Agency's "World Energy Transitions Outlook: 1.5○C Pathway (Preview)" report calls for the share of modern biomass for energy generation to increase from 3% in 2018 to 18% in 2050, and the share of coal for energy generation to decrease from 11% to 2% over the same period.
2. Landowners in the US South respond to strong markets for forest products by making investments in their forests and there is a clear positive relationship between rates of forest harvest and forest acreage, growth, and inventory. Based on FIA data for the US South covering the 70-year period since 1953, Forest2Market concluded that "Increased demand for wood …encouraged landowners to invest in productivity improvements that dramatically increased the amount of wood fiber, and therefore the amount of carbon, contained in the South's forests." Source: Forest2Market report, "Historical Perspective on the Relationship between Demand and Forest Productivity in the US South", July 2017.
3. Eurostat. Inland coal consumption in key European countries that Enviva serves.
4. Industrial wood pellet demand for Belgium, Denmark, Netherlands, and United Kingdom. Hawkins Wright: The Outlook for Wood Pellets – Demand, Supply, Costs and Prices; 1st Quarter 2022.
5. USDA Forest Service, Forest Inventory and Analysis Program. Enviva's primary sourcing regions consist of the Chesapeake (NC, VA); Wilmington (NC, SC, GA); and Gulf (AL, FL, GA, MS) regions.

# SUPPLEMENTAL INFORMATION, *(cont.)*

### *Slide 31 (Emissions Reductions)*

1. Enviva estimates.
2. Source: Union Pacific.
3. Boundless Impact Investing: "Life-cycle assessment of U.S. biomass supply and the role of biomass electricity for meeting UK emission objectives".
4. Sources: Bloomberg as of June 9, 2022, Argus Media as of June 9, 2022, and other sources including finance.yahoo.com, ons.gov.uk/economy, jet-a1-fuel.com, and www.methanex.com

### *Slide 32 (Commitments)*

1. Renewable Energy Directive.
2. Committee on Industry, Research and Energy.

### *Slide 33 (Basis Differential)*

1. All data are from RISI World Timber Price Quarterly published on April 19, 2022. The wood chip price for Latvia is based on Cost, Insurance, and Freight (CIF) Sweden. The wood chip prices for Germany and Brasil are Free on Board (FOB). The wood chip price for Japan is based on domestic prices delivered to the mill. US price is based on Southern softwood on truck at sawmill.
2. USDA Forest Service, Forest Inventory and Analysis Program, Fri Nov 12 18:45:27 GMT 2021. Forest Inventory EVALIDator web-application Version 1.8.0.01. St. Paul, MN: U.S. Department of Agriculture, Forest Service, Northern Research Station. Available on the internet: http://apps.fs.usda.gov/Evalidator/evalidator.jsp
3. Forest2Market: "Historical Perspective on the Relationship between Demand and Forest Productivity in the US South," 2017.

### *Slide 34 (Negative Depletion)*

1. USDA Forest Service, Forest Inventory and Analysis Program, Fri Nov 12 18:45:27 GMT 2021. Forest Inventory EVALIDator web-application Version 1.8.0.01. St. Paul, MN: U.S. Department of Agriculture, Forest Service, Northern Research Station. Available on internet: http://apps.fs.usda.gov/Evalidator/evalidator.jsp: In the last year where state forest inventory data is available, total wood fiber within the fiber sourcing area for the Partnership's Northampton plant grew by approximately 29.3 million tons and total harvest removals were approximately 16.4 million tons, resulting in 12.9 million tons of excess fiber.
2. FIA Data. Chesapeake sourcing region includes specific counties within North Carolina and Virginia, Wilmington sourcing region includes specific counties within North Carolina and South Carolina, and Southeast sourcing region includes specific counties within Florida, Georgia, Mississippi, and Alabama.
3. Timber Mart South – North Carolina First Quarter, 2022.

# SUPPLEMENTAL INFORMATION, *(cont.)*

***Slide 35** (Transparency)*

1. USDA Forest Service, Forest Inventory and Analysis Program, Fri Nov 12 18:45:27 GMT 2021. Forest Inventory EVALIDator web-application Version 1.8.0.01. St. Paul, MN: U.S. Department of Agriculture, Forest Service, Northern Research Station. Available on internet: http://apps.fs.usda.gov/Evalidator/evalidator.jsp
2. USDA - http://blogs.usda.gov/2015/06/08/study-finds-increasing-wood-pellet-demand-boosts-forest-growth-reduces-greenhouse-gas-emissions-creates-jobs/ 2015.
3. Our Track & Trace® data and systems have been verified in our inaugural, independent audit to the Track & Trace Standard. Our most recent findings cover wood purchases from January through June 2021.
4. This material is out of scope of the T&T program and therefore is not verified by our auditor. All volumes in these categories were sourced in line with our Responsible Sourcing Policy. 22.6% is secondary and tertiary residues from sawmills & wood processing facilities. 2.2% is in-woods material sourced at Waycross, before T&T was implemented in March 2021. In future updates, this volume will decrease to 0%. The remaining 0.7% is from arboricultural/salvage sources, and other suppliers whose sourcing is verified through our other risk-based certification schemes.

***Slide 36** (Off-Take Contracts)*

1. Off-take contract terms are examples of various provisions within our portfolio of contracts. No single contract in our portfolio contains every provision listed.
2. Not representative of all contracts with respect to stumpage and diesel passthroughs.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