

Investment research

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The great AI infrastructure build-out

- Opportunity of a lifetime or a financial crisis in the making?

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Agenda



1. Setting the scene - *The infrastructure build-out of a lifetime*
2. The ABC of AI - *The AI value chain and how capital flows*
3. “GPUs become IOUs” - *How the build-out is funded*
4. Is the math adding up? - *What rapidly evolving technology means for the build-out*
5. Summarising - What exactly is the AI trade hinging on?
6. “No fire without smoke” - *Are signs of strain beginning to emerge?*
7. Key near-term events for the AI trade
8. The Nordic angle - *The AI beneficiaries (exposed) in our own coverage universe*



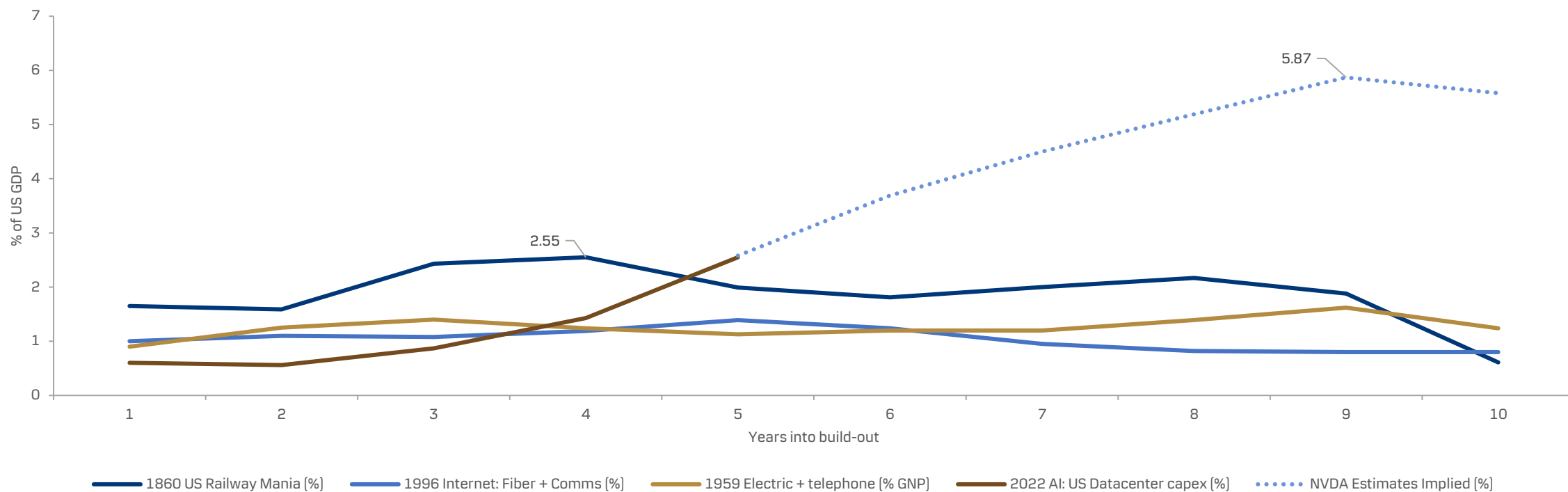
Setting the scene

The infrastructure build-out of a lifetime

The AI build-out is running at full speed

- And it's massive compared to anything else before it... will the end game be different this time?...

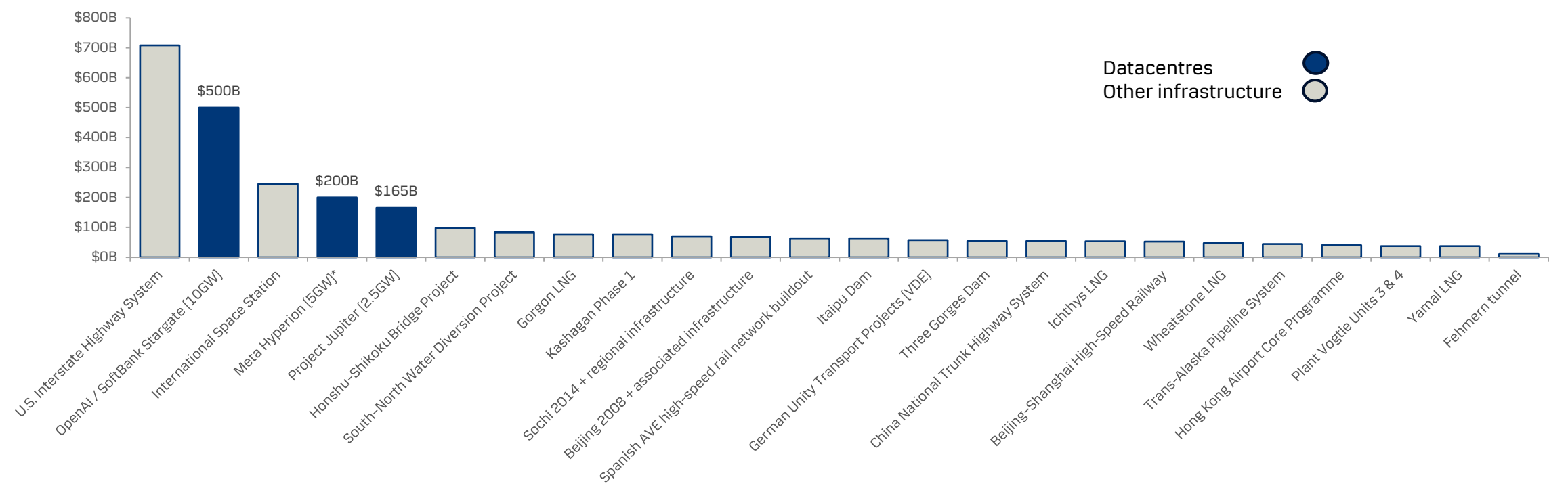
AI build-out could reach an order of magnitude like the railway mania of the 1860s when measured as a share of US GDP*



Data centres are massive compared with historical infrastructure investments

- more than 500 large hyperscale data centres are currently in the planning or construction phase globally

Inflation-adjusted infrastructure and data centre projects (1956-2026+)



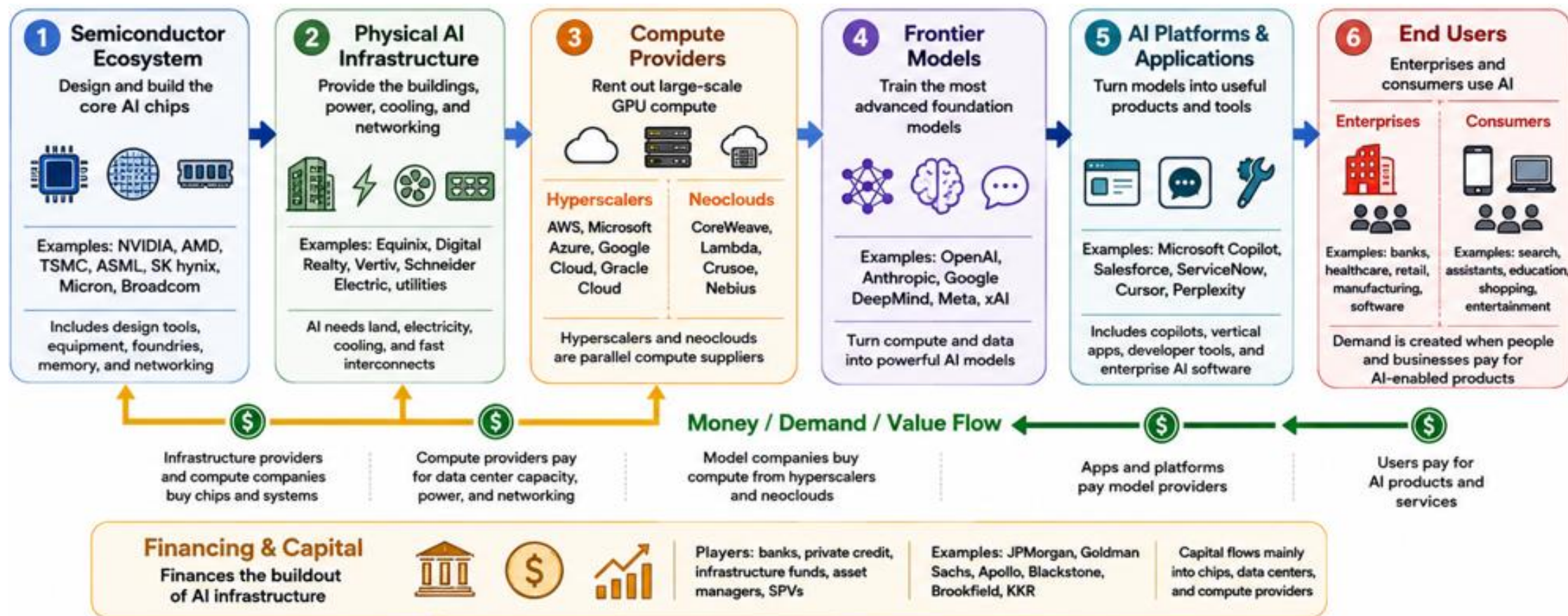


The ABC of AI?

The technology, the value chain and how capital flows

The AI value chain – Converting atoms and electrons to intelligence

- How technology, data, financing and money flow through the AI ecosystem





“How GPUs become IOUs”

What types of funding are utilised to support the build-out

AI Data centre funding – The various sources

- The AI build-out utilises a vast array of funding options to bridge the current cash-flow gap

Equity



Venture Capital

Funds early-stage AI infrastructure, software, chip, power, cooling, and emerging data center companies.



Corporate / Growth Equity

Provides expansion capital to scale platforms, acquire sites, and fund development pipelines.



Infrastructure / Private Equity

Long-duration capital from infrastructure funds, PE sponsors, pensions, or sovereign investors for large platforms.



Joint Venture / Strategic Equity

Co-investment from hyperscalers, developers, utilities, or institutional partners to share risk and accelerate buildout.

Project & private debt



Bank Construction Loans

Senior secured loans used during land development and construction, often refinanced after stabilization.



SPV / Project Finance

Debt raised at a special purpose vehicle for a specific campus or facility, isolating project risk.



Private Credit

Flexible capital from private lenders for bridge financing, recapitalizations, expansions, or higher-leverage situations.



Private Debt

Senior or mezzanine debt for stabilized or near-stabilized facilities with contractual revenue visibility.



Equipment / Vendor Financing

Financing or leasing for servers, GPUs, generators, electrical gear, and cooling equipment.

Public and structured debt



Public Bonds / Notes

Debt raised in public markets to fund major expansion, refinance projects, or lower cost of capital.



Asset-Backed / Securitized Debt

Structured financing backed by contracted cash flows or assets from mature data center portfolios.



REIT / Corporate Debt Facilities

Revolvers, term loans, or capital markets debt used by large established operators.

Strategic and alternative capital



Sale-Leasebacks

Monetizes land or buildings while preserving operational use through a lease.



Customer Prepayments / Capacity Contracts

Deposits, take-or-pay agreements, or prepaid capacity from hyperscalers or AI customers.



Government Incentives / Tax Credits

Tax abatements, grants, energy incentives, or infrastructure support that reduce project cost.



Utility / Energy Partnerships

Capital support or strategic cooperation tied to power access, grid upgrades, or on-site generation.

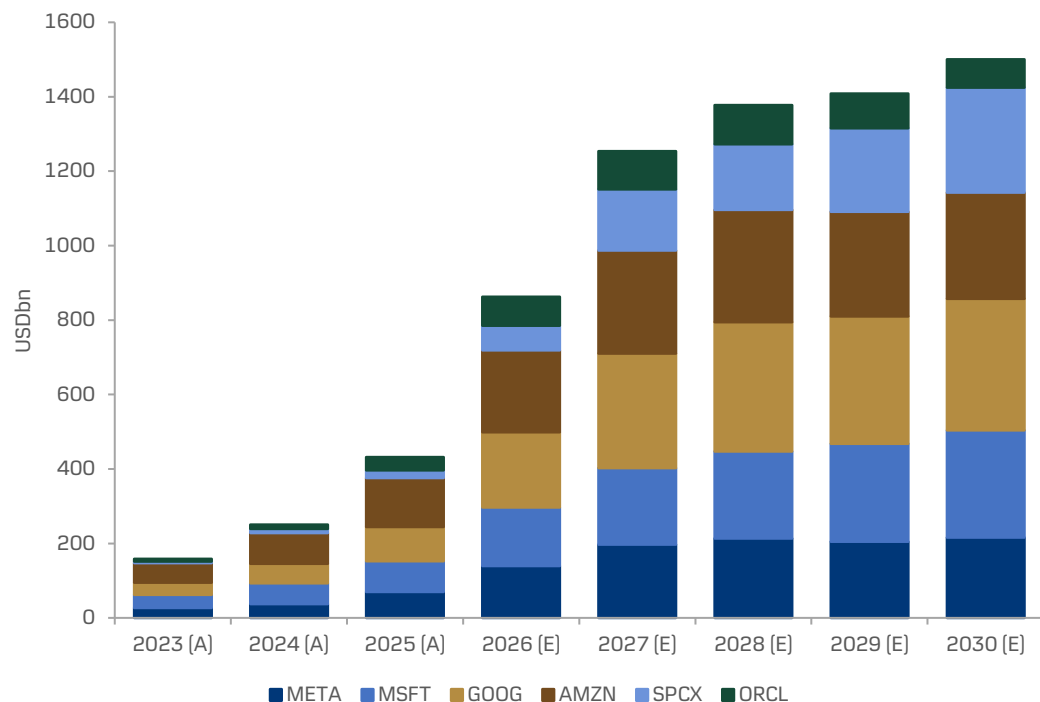


Public debt

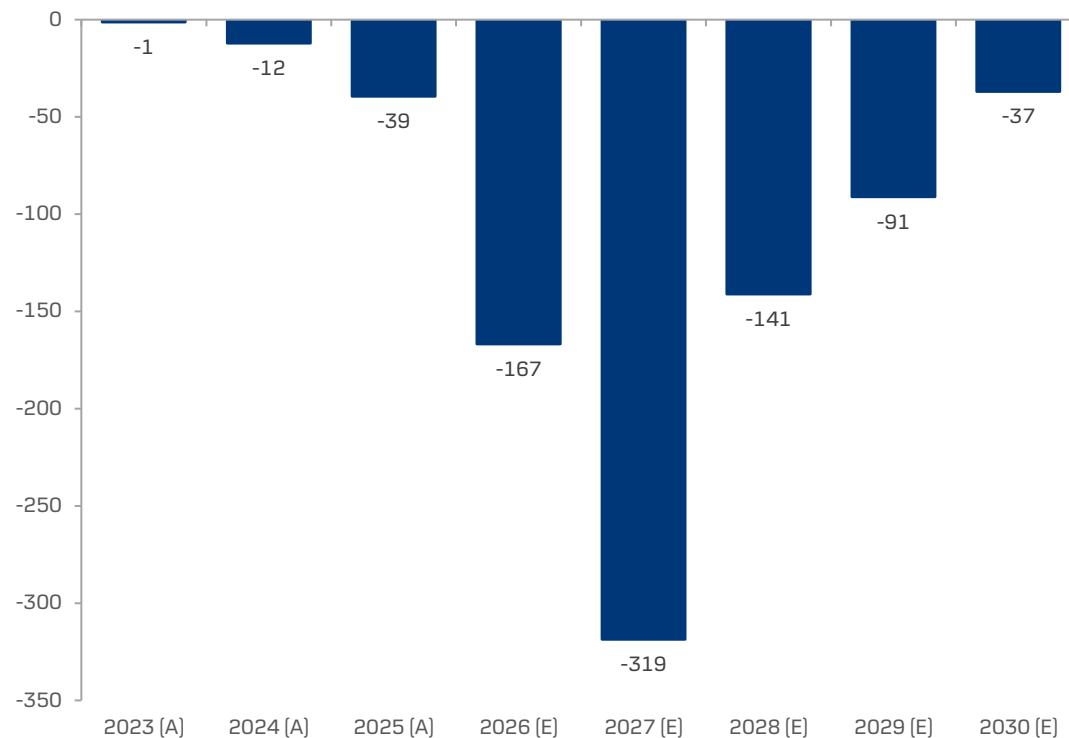
The AI ecosystem's use of public debt markets

Limited use of public debt at the initial stages of the AI build-out – but this is rapidly changing

Capex burdens are becoming too high for cash flows to handle...



...Leading to negative FCF (funding needs)*

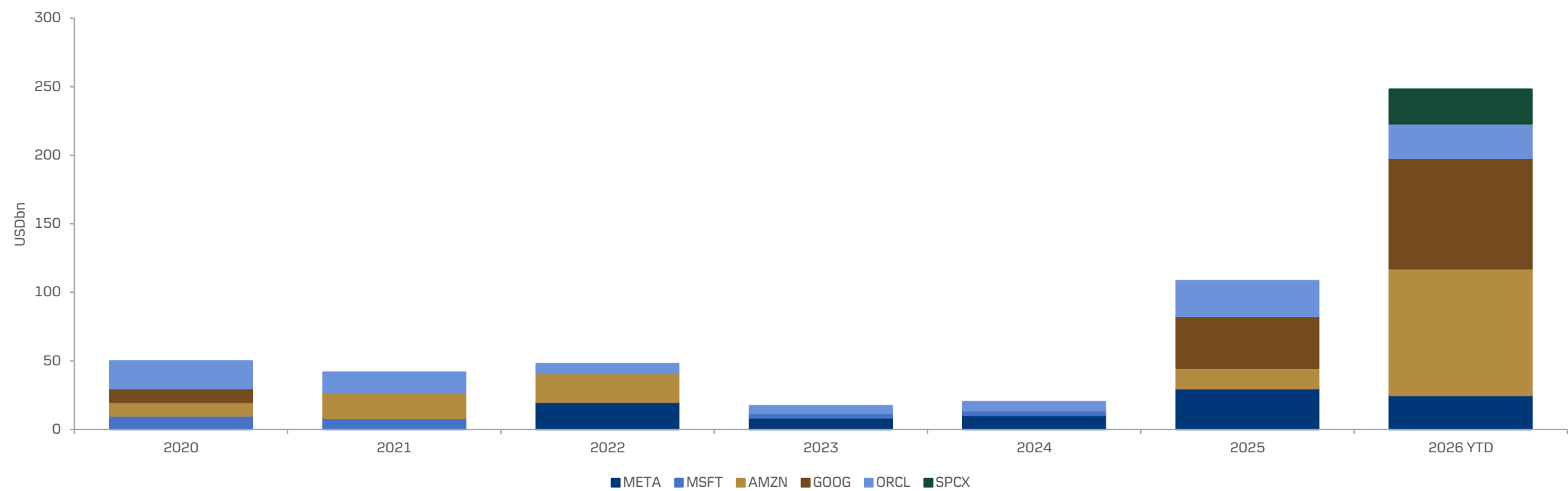




Hyperscalers are ramping up Investment-grade debt issuance in 2026

- 2026 YTD already exceeding 2025 by more than 2x even after 2025 exceeded previous 5Y highs by 2x

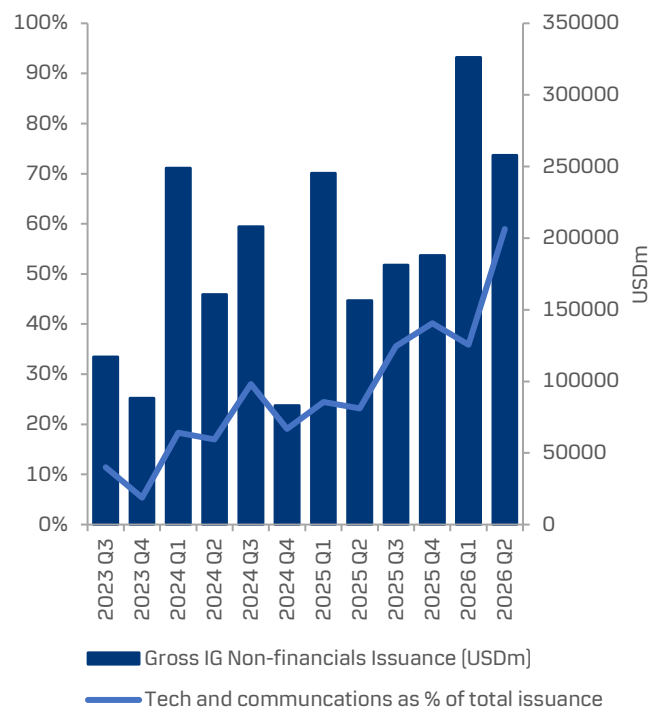
Hyperscaler debt issuance from 2020-2026 YTD



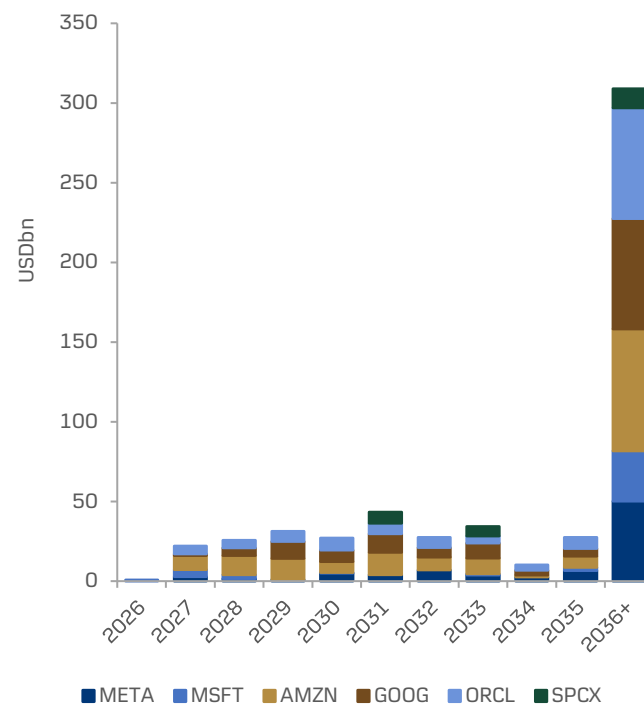
The high level of hyperscaler issuance could be changing index compositions

- while crowding out other issuers?

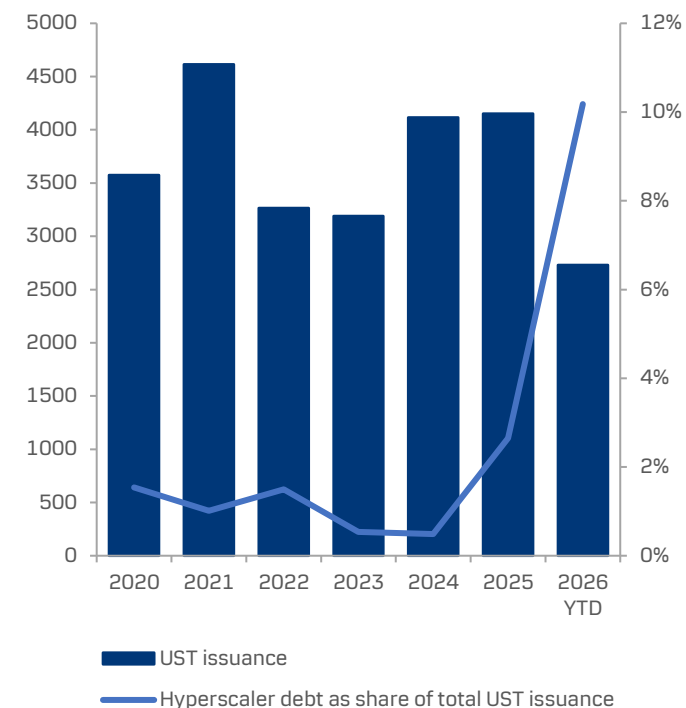
YTD tech and communication issuance exceeds half of Q2 26 issuance



Hyperscalers prefer long-duration debt



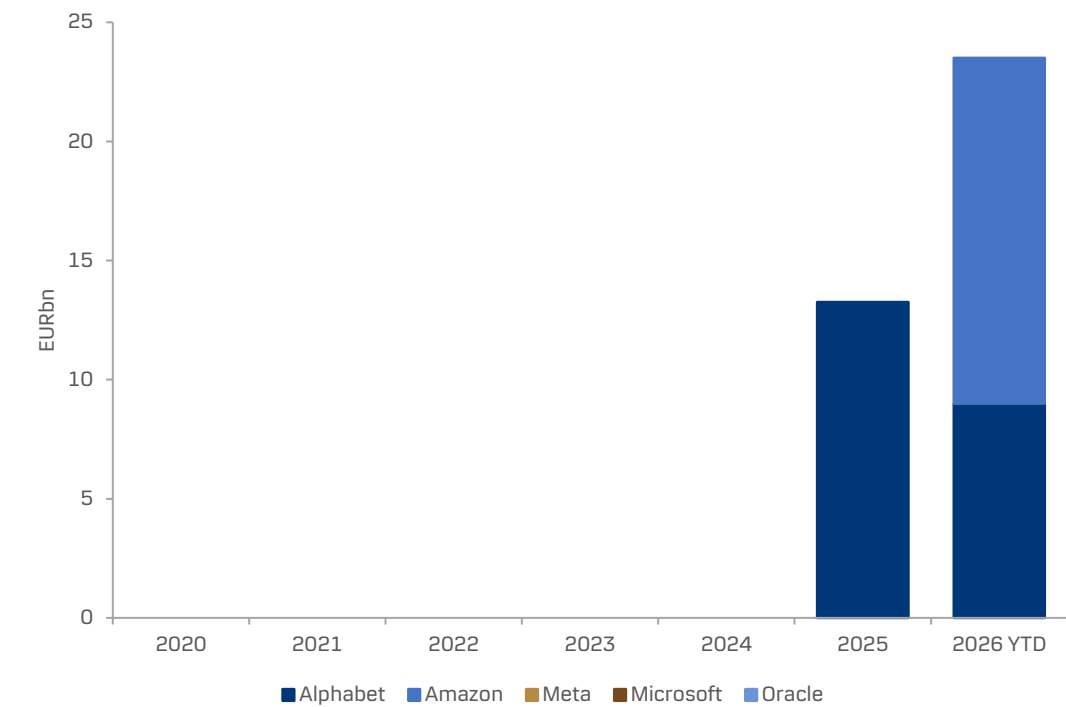
Has hyperscaler debt issuance affected US Treasuries?*



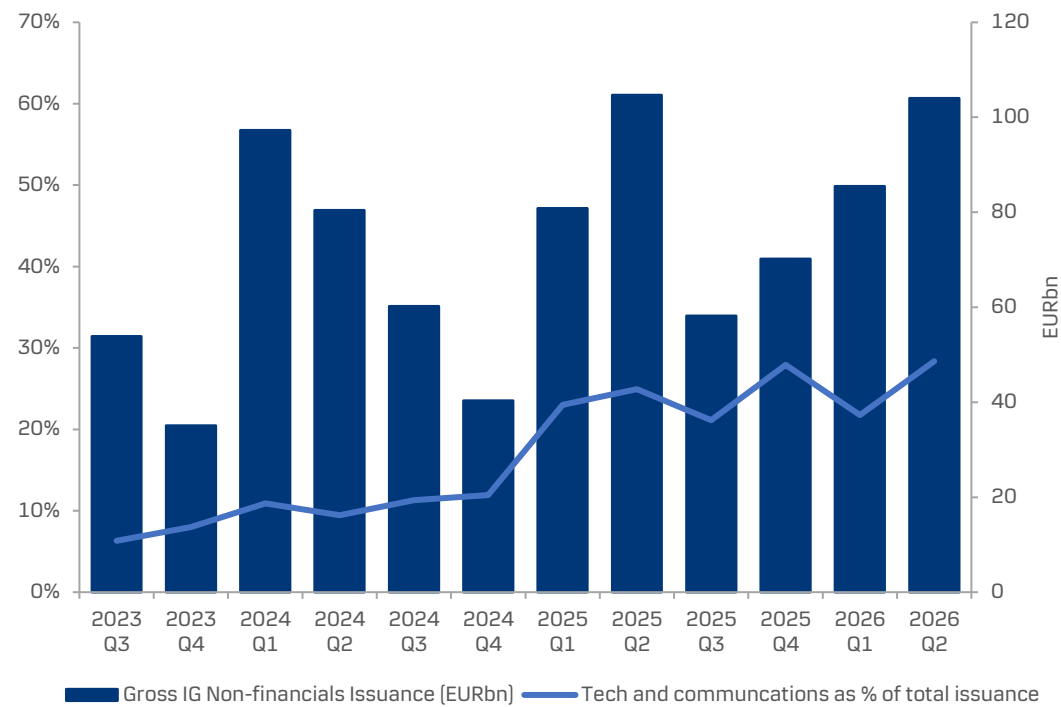
EUR Investment-grade markets have also seen increased tech issuance

- but to a much smaller degree relative to the US

Reverse Yankees on the rise, but still very low compared to USD issuance (we expect more going forward)

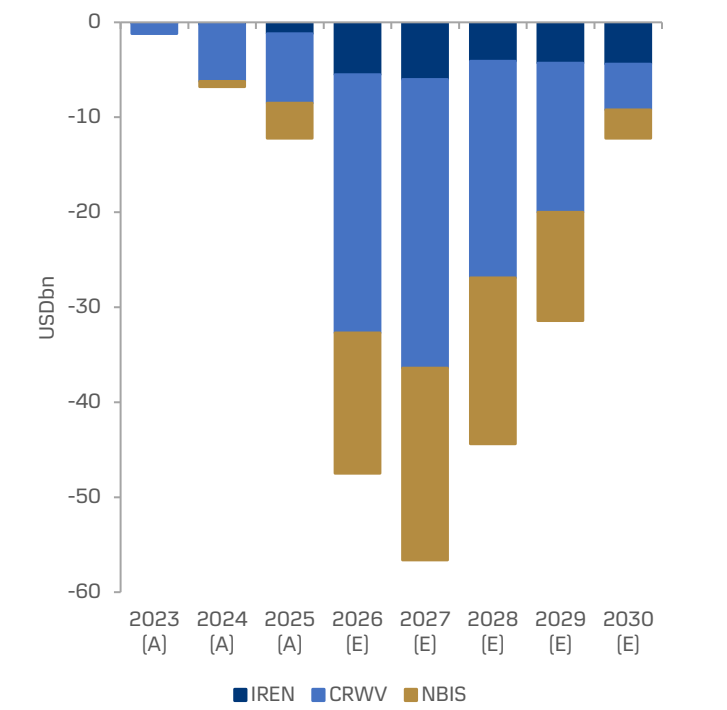


Modest rise in tech and communications as a share of total IG issuance

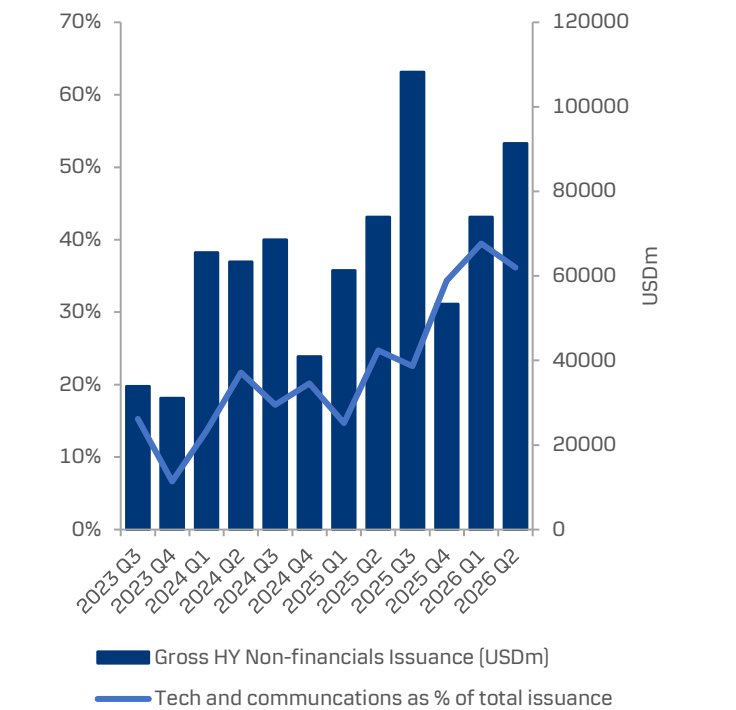


Neocloud USD issuance has been the main sign of the AI build-out in public HY debt markets

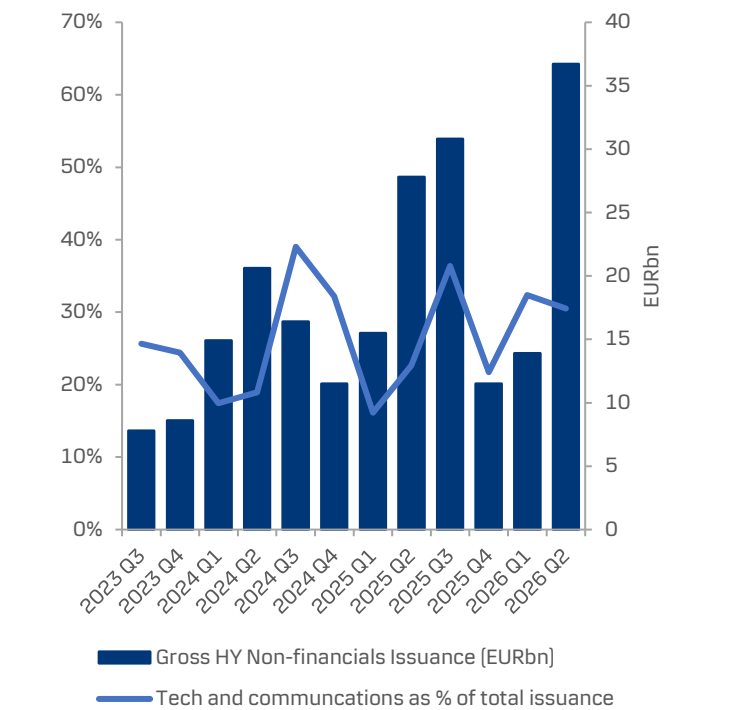
Neoclouds have large funding gaps all the way to 2030



Tech and communications sector roughly at twice the historical average in US HY



No noticeable impact on EUR high-yield markets so far



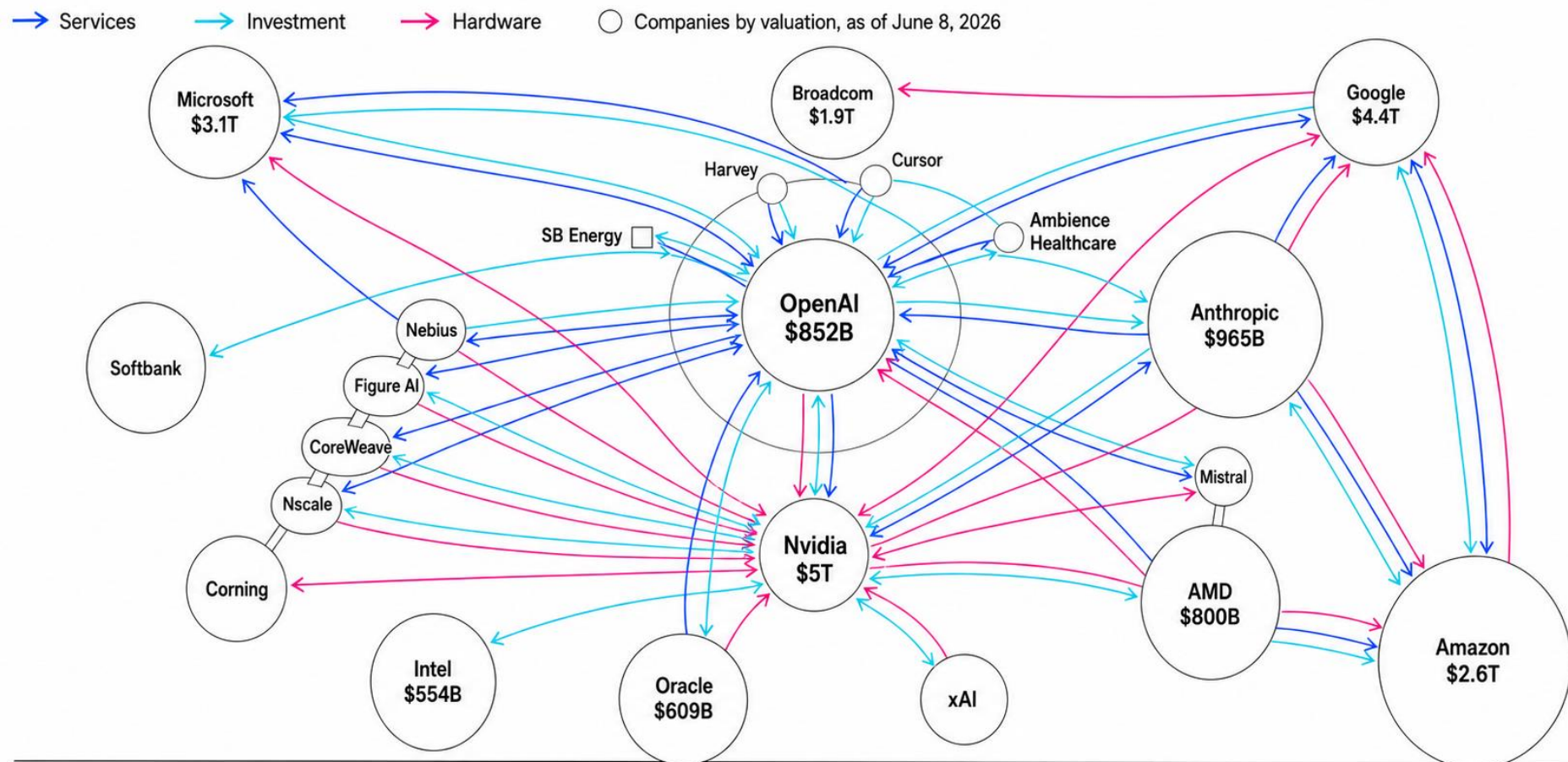


Equity

Circularity and vendor financing

Circular funding - Runs deep in the AI complex with Nvidia at the heart of it all

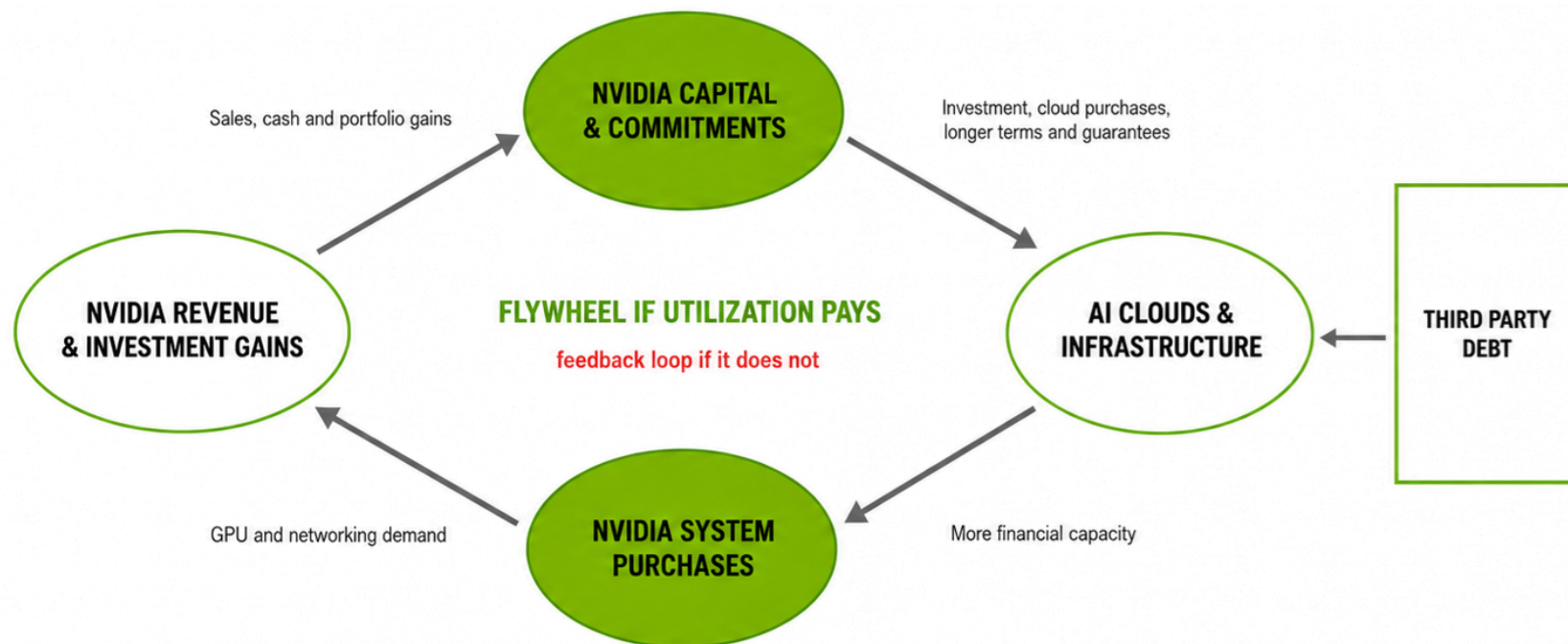
- but is it really a big issue if bills get paid?



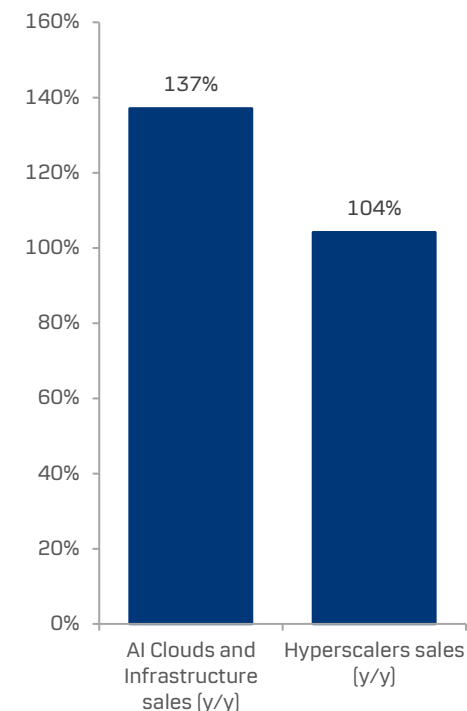
The Nvidia financing loop

- Nvidia is not only the supplier; it also makes capital purchases and guarantees support. Third-party debt amplifies the loop.

Nvidia financing loop explained **



Nvidia's AI cloud/infra sales outpaced hyperscaler growth in Q2 26 [FY Q2 27]***



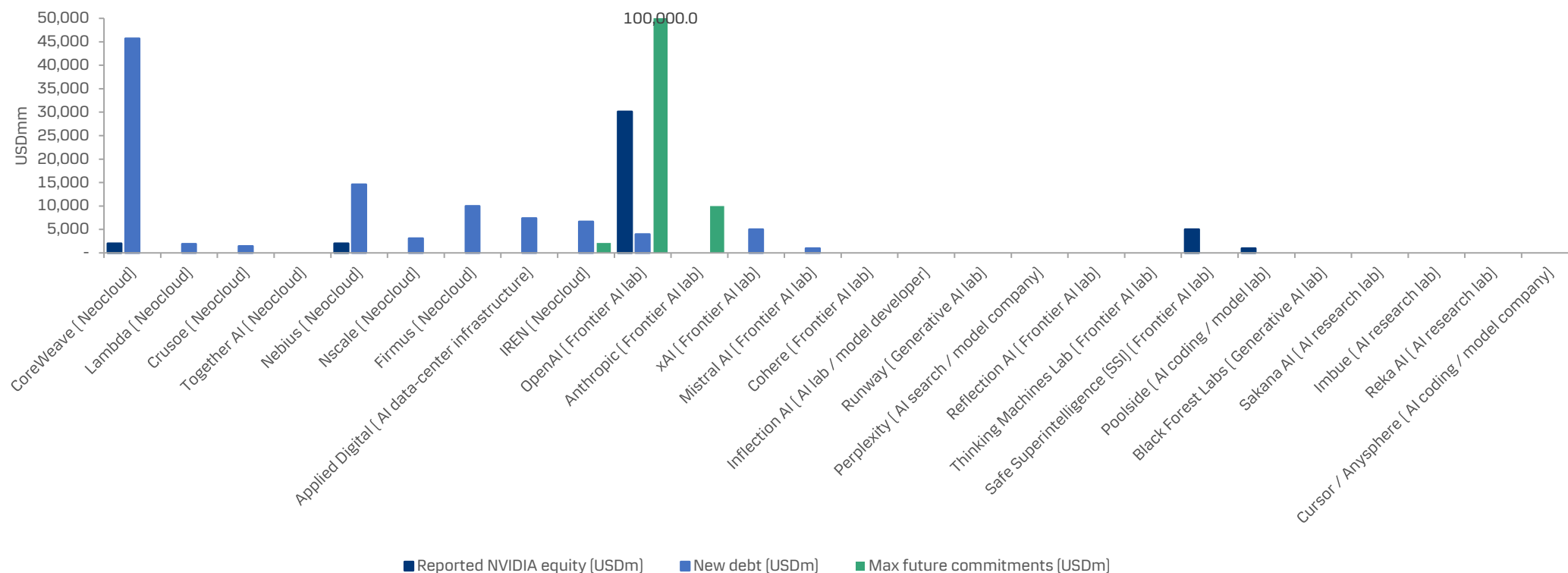
Source: *Nvidia 10-Q, **Coastal Journal Research and Danske Bank Credit Research

***Nvidia reclassified one large customer in fiscal Q2 27 from AI cloud to Hyperscaler due to "change in business model".

Vendor financing? - Nvidia kills two birds with one stone by investing in AI infra and labs

- Protecting the quasi monopoly, while enhancing revenues with leverage

Examples of Nvidia investments, associate debt capacity and future commitments





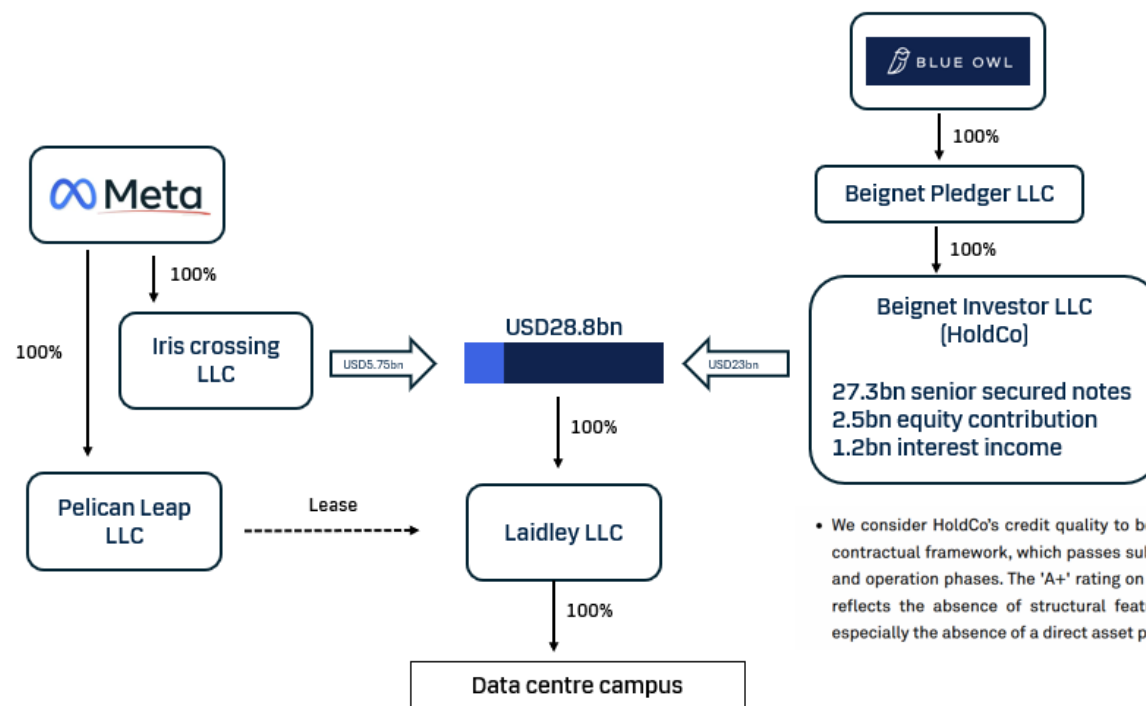
Project and private debt (SPVs)

Protecting credit ratios during the build-out

Introducing the data-centre SPV – a cornerstone funding mechanism of the AI build-out

- Trades debt today for rent obligations tomorrow

Beignet Investor LLC (S&P:'A+') - Meta's largest data centre SPV*



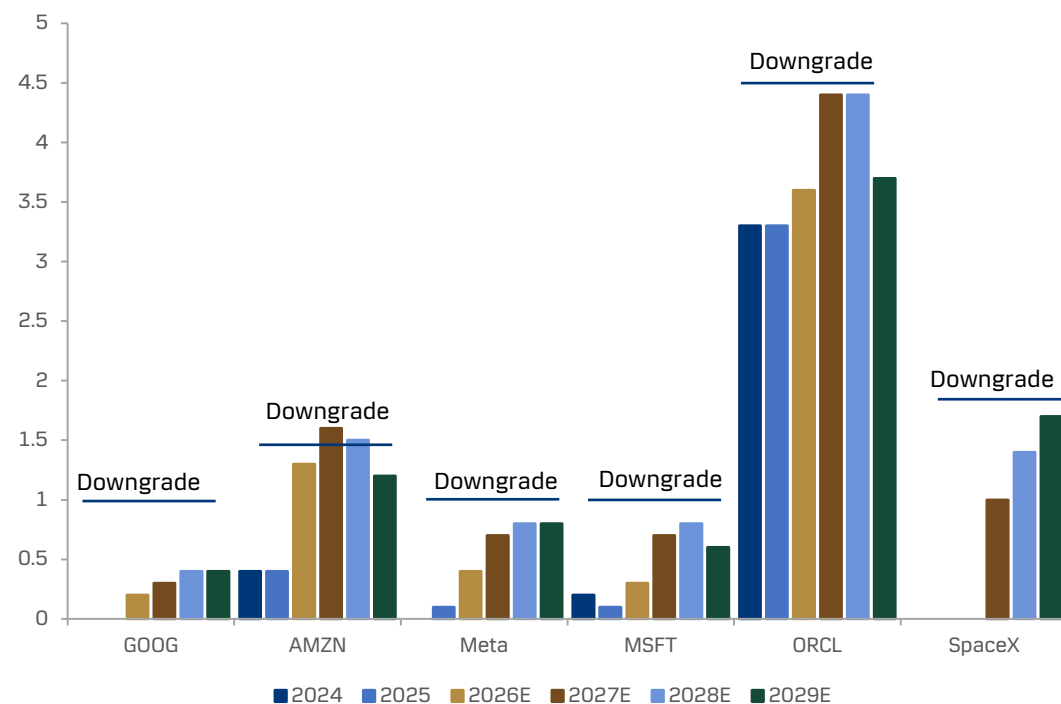
Comments

- Regarded by rating agencies as a relatively strong structure, rated only one notch below the parent Meta.
- Meta bears the construction risk (rent payments begin mid-2029 regardless of data-centre completion). Meta also covers cost over-runs exceeding 5% except for force majeure events.
- RVG (residual value guarantee) is the main back-stop in the structure. Meta provides a GMV (guaranteed minimum value) which sufficiently covers the debt in case of non-renewal of the lease.
- Under certain remote assumptions the RVG can be reduced which explains the one notch difference to Meta's parent rating.
- **Meta removes debt from its balance sheet during the construction phase. The lease is not implemented in credit ratios before it starts.**

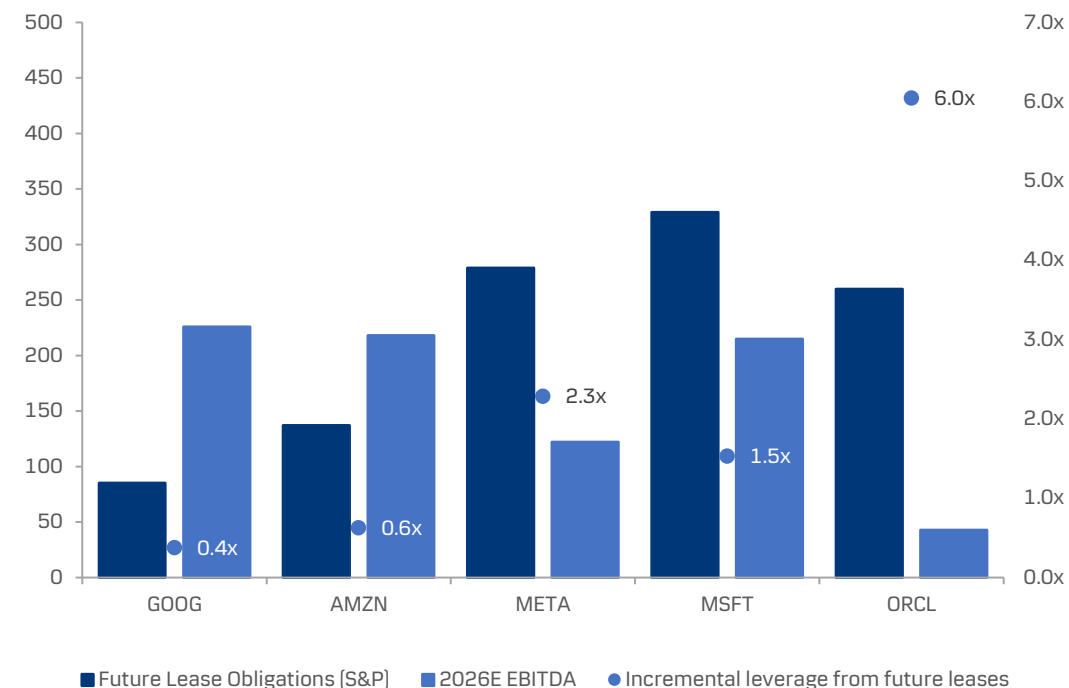
When adding future lease commitments, the incentive for SPV funding becomes clear

- Meta and Oracle gain the most benefit. Alphabet is the only entity that could take future leases on today and avoid a downgrade

S&P's hyperscaler base cases (adds future leases as they commence with associated expected earnings)



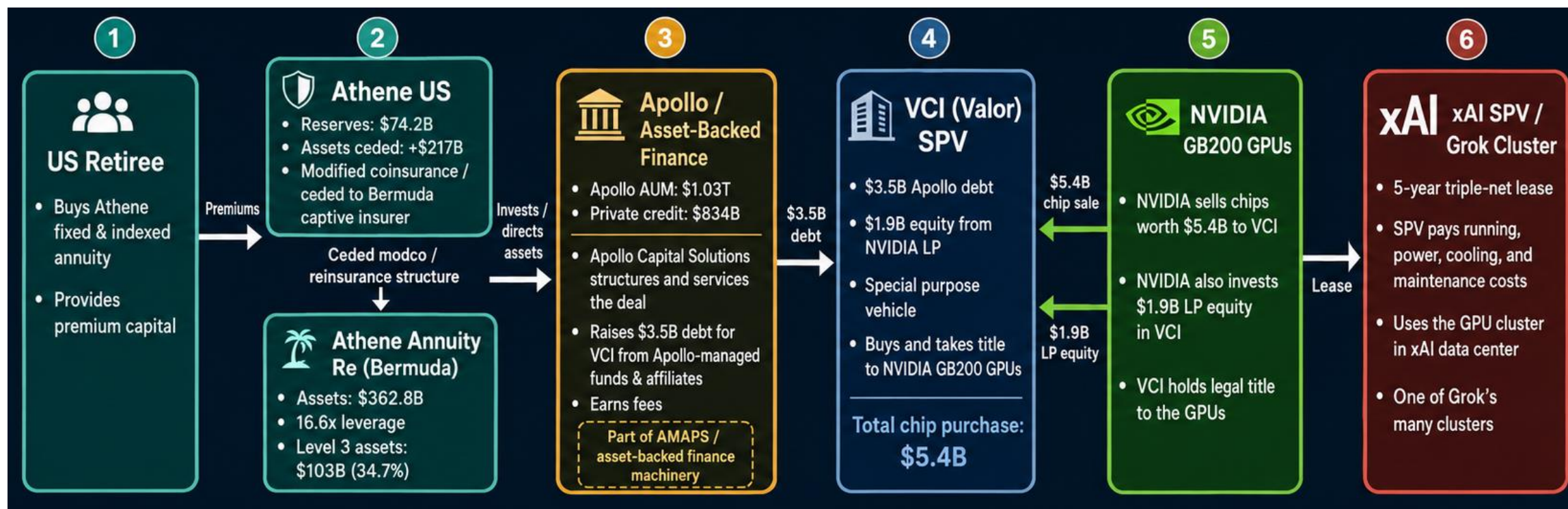
... But what if future leases were added today? *



How public capital flows into AI infrastructure

- Converts retirement-linked insurance capital into AI infrastructure financing and removes short-/medium-term AI capex

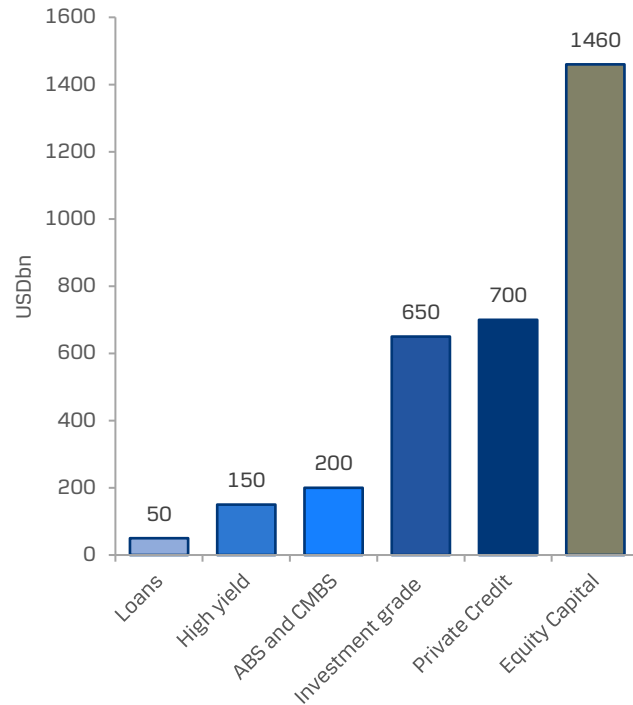
Mixing public insurance capital with private credit structures*



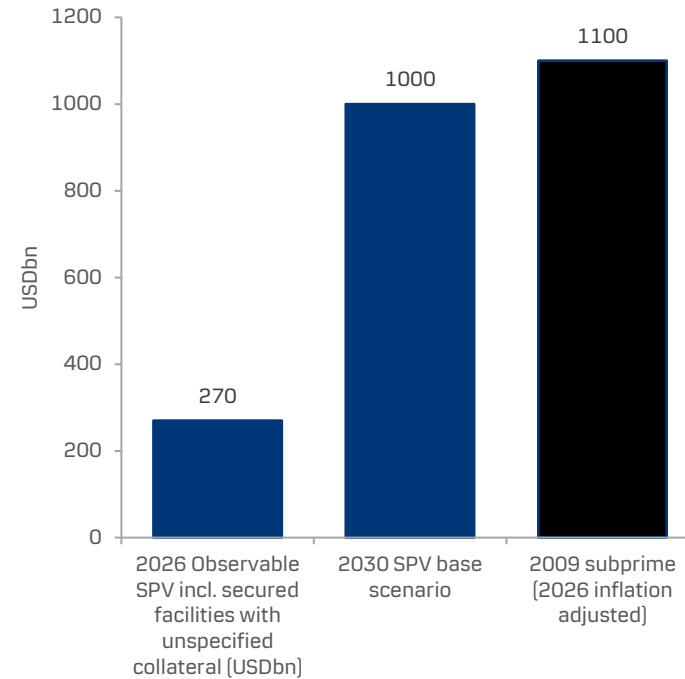
Combining it all – What does the build-out financing imply for system-wide leverage?

- SPV debt alone could approach SP mortgages in 2009 (inflation adjusted)

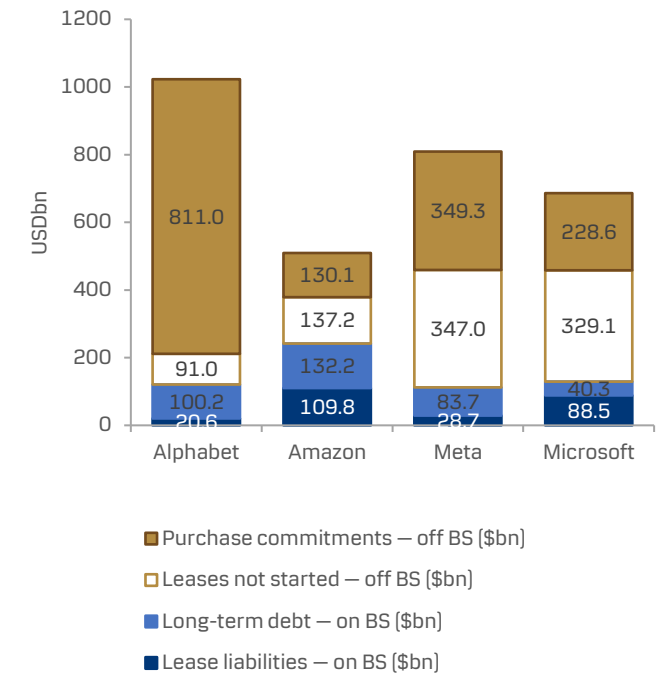
Morgan Stanley AI capex funding base scenario 2026-28E



System-wide SPV debt could approach SP mortgage levels seen in 2009*



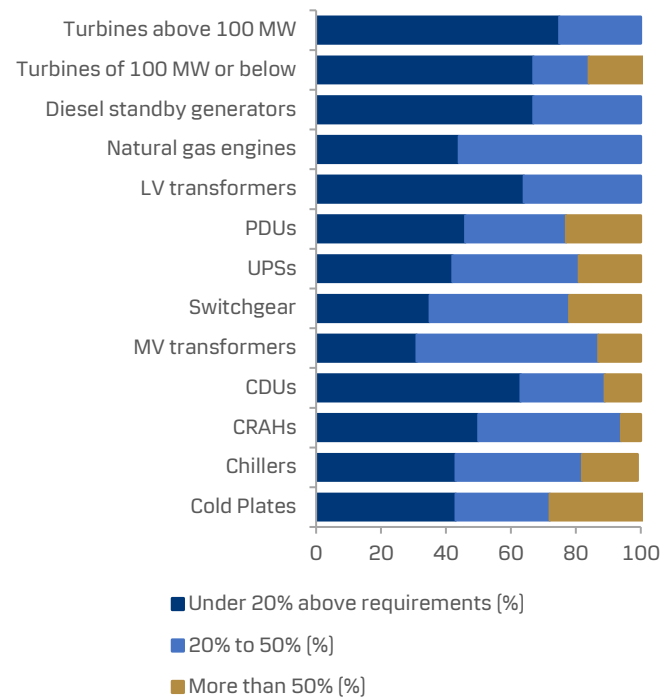
Hyperscalers' off-balance-sheet liabilities outstrip on-balance-sheet



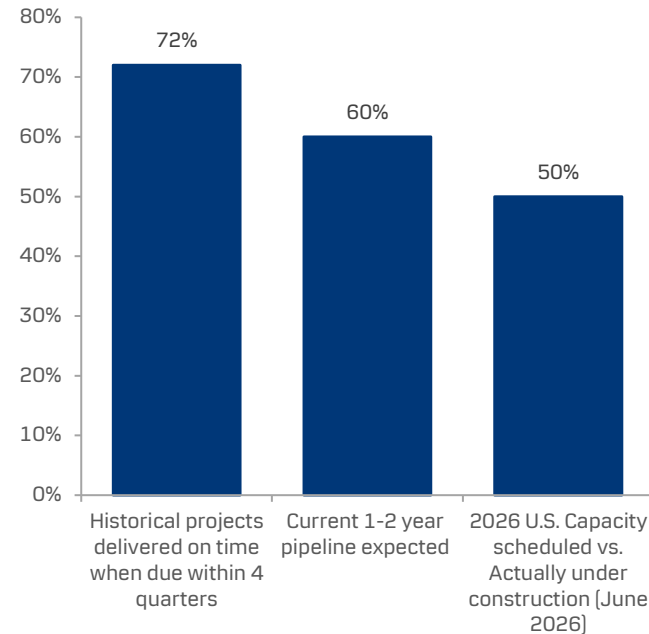
Leverage forecasts need a pinch of salt – Bottlenecks could push capex further out

- The build-out has physical and regulatory limitations as well as public opposition

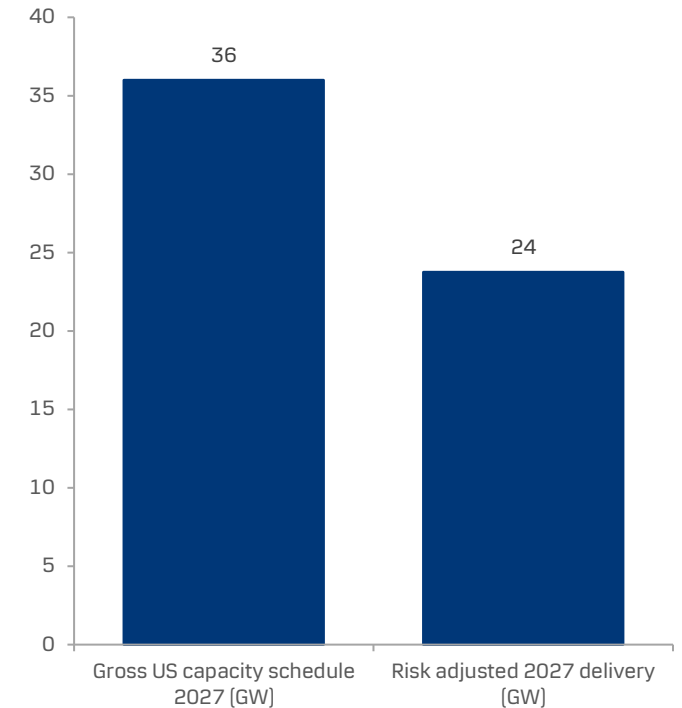
Equipment ordering patterns show significant bottlenecks**



Expected on-time deliveries of data centres are falling behind historical rates



Risk-adjusted 2027E data centre deliveries





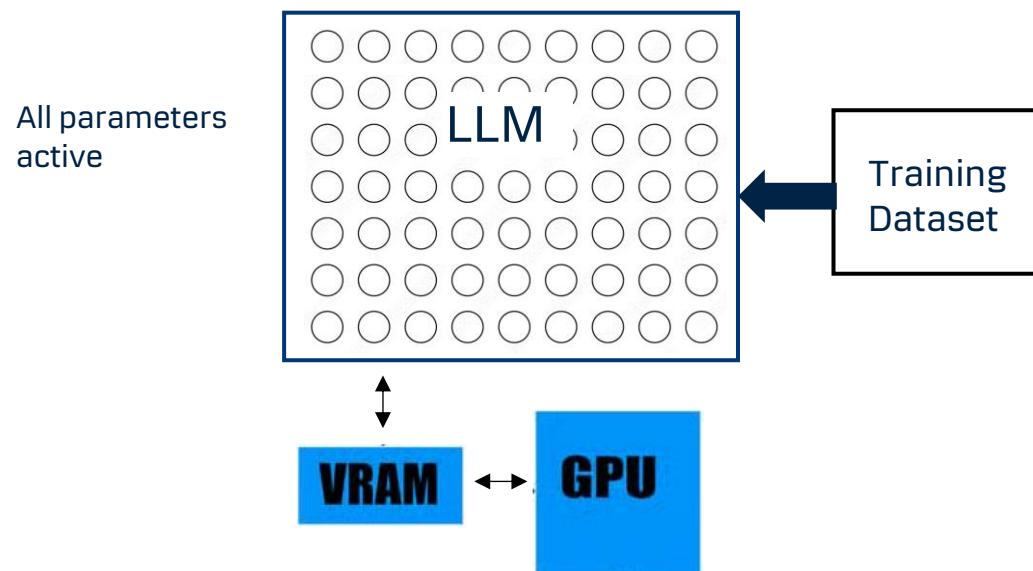
“Does the size of the build-out make sense?”

What does technological deflation, Chinese competition, commoditisation and LLM architecture imply for the build-out

A token is not a token!

- Token supply per energy input (wH) does not scale linearly with the number of GPUs in operation (both software and hardware matter)

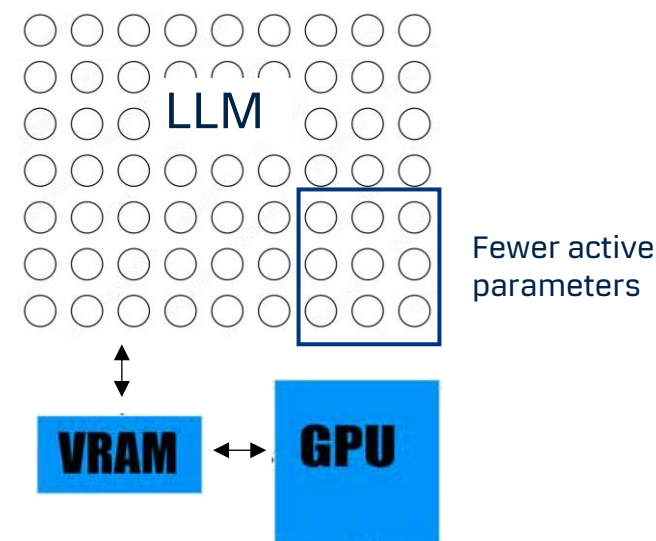
The mechanics of Training compute (one-third of compute demand)



Very GPU and VRAM intensive, runs for hours on end to optimise billions of model parameters.

Training a flagship frontier model can cost several billion USD in compute

The mechanics of Inference (two-thirds of compute demand)



Inference is less GPU intensive.

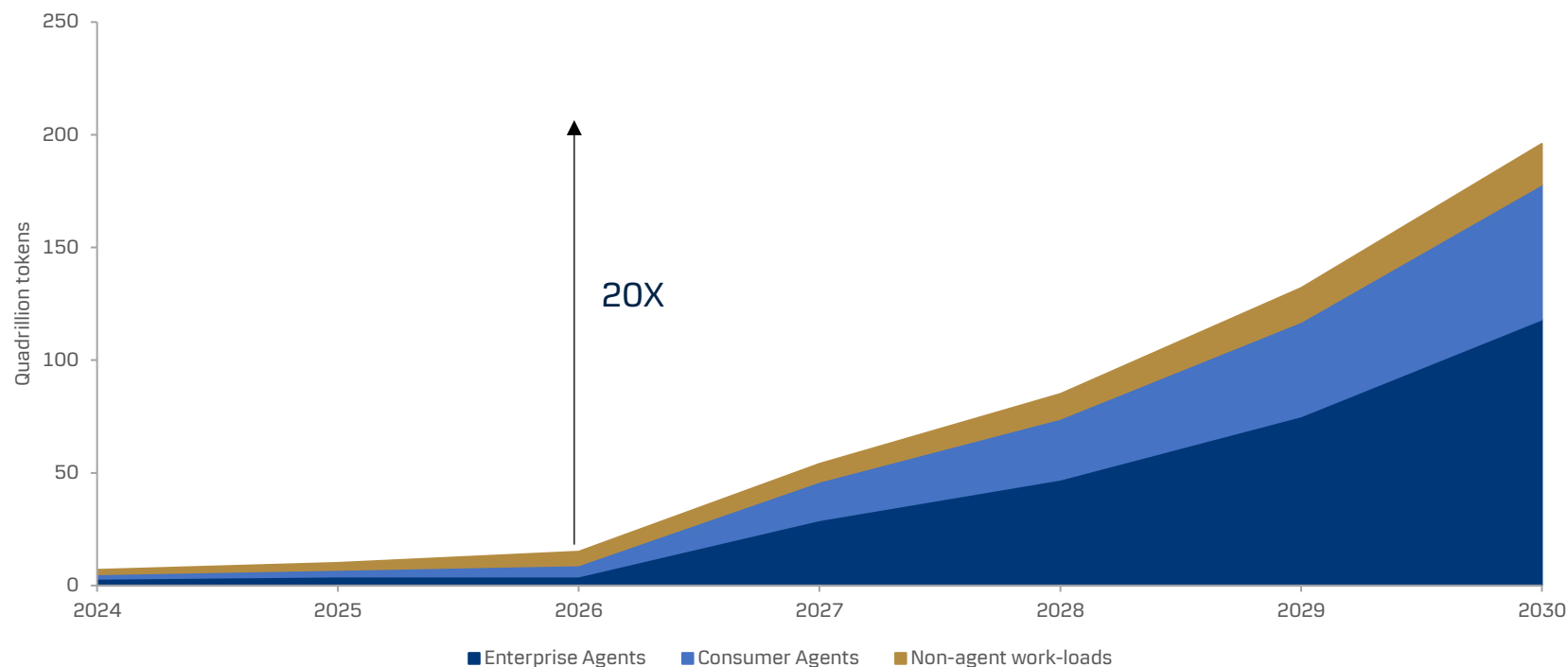
Tokens per second (broadly speaking) scale proportionally with:

- More VRAM (higher tokens per second), Fewer model parameters (higher tokens per second), Model architecture (higher or lower), GPU architecture (higher or lower).

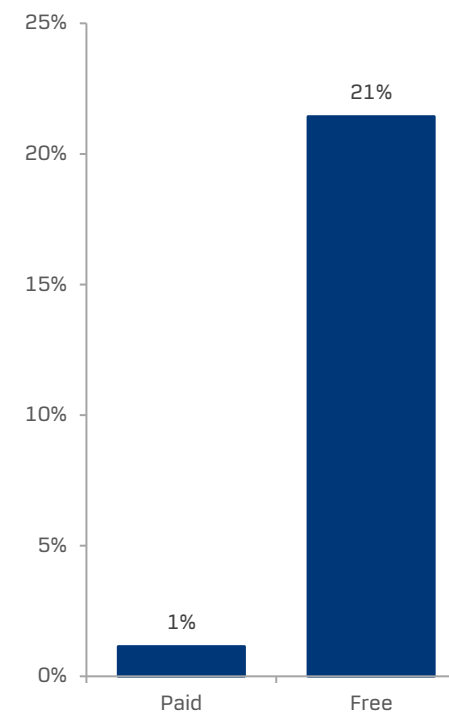
So how many tokens and how much compute do we need?

- On the surface it looks like endless amounts...

Goldman Sachs 2030 compute demand forecast (Quadrillion tokens monthly)



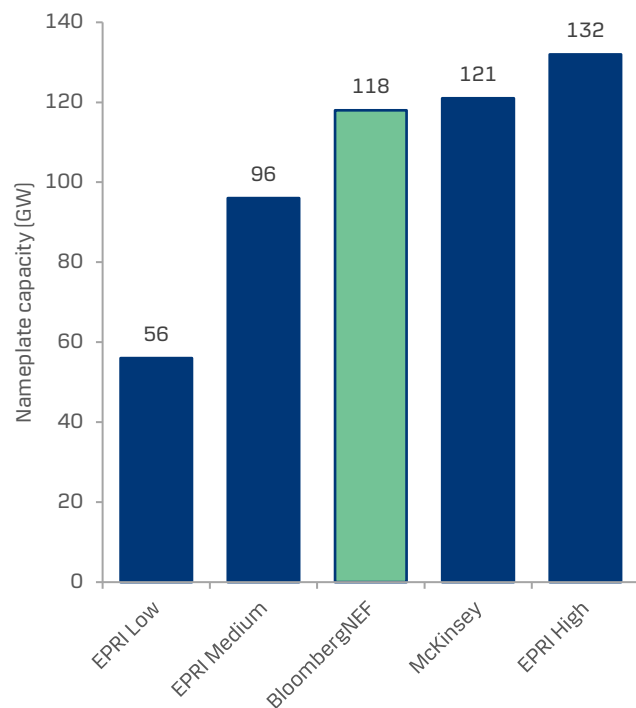
LLM global subs (as % of global population)



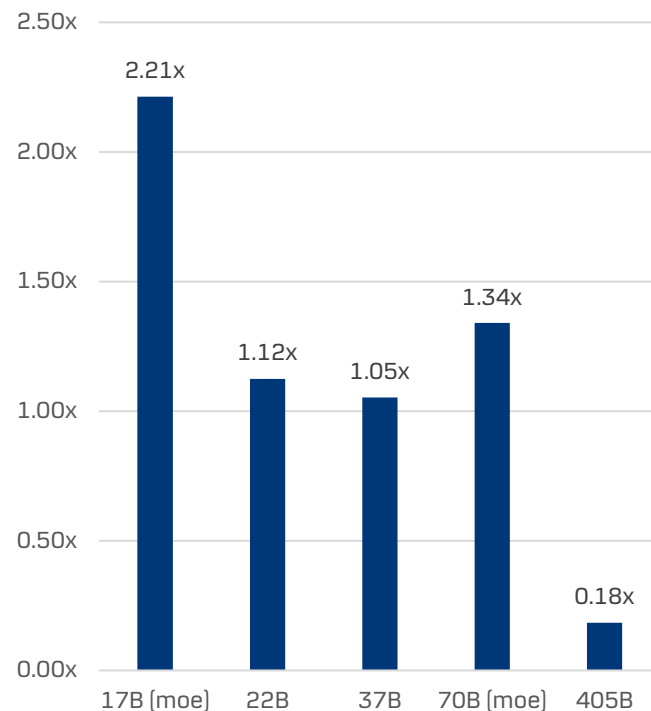
... But the outcome space for token supply is extremely wide

- small changes to assumptions on hardware or LLM used for inference can make massive differences

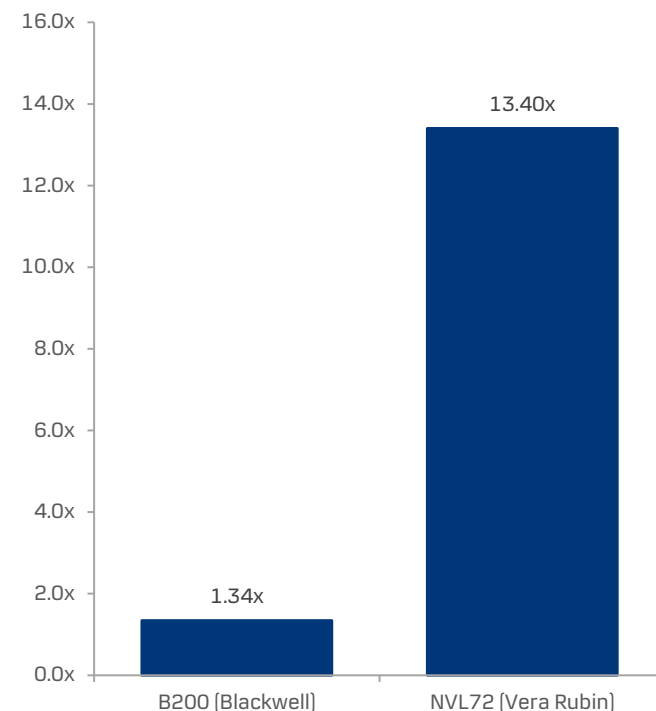
Forecasted scenarios for nameplate US data centre capacity in 2030



Token volume sensitivity to LLM input parameters (2030 supply in multiples of GS demand base-case)*



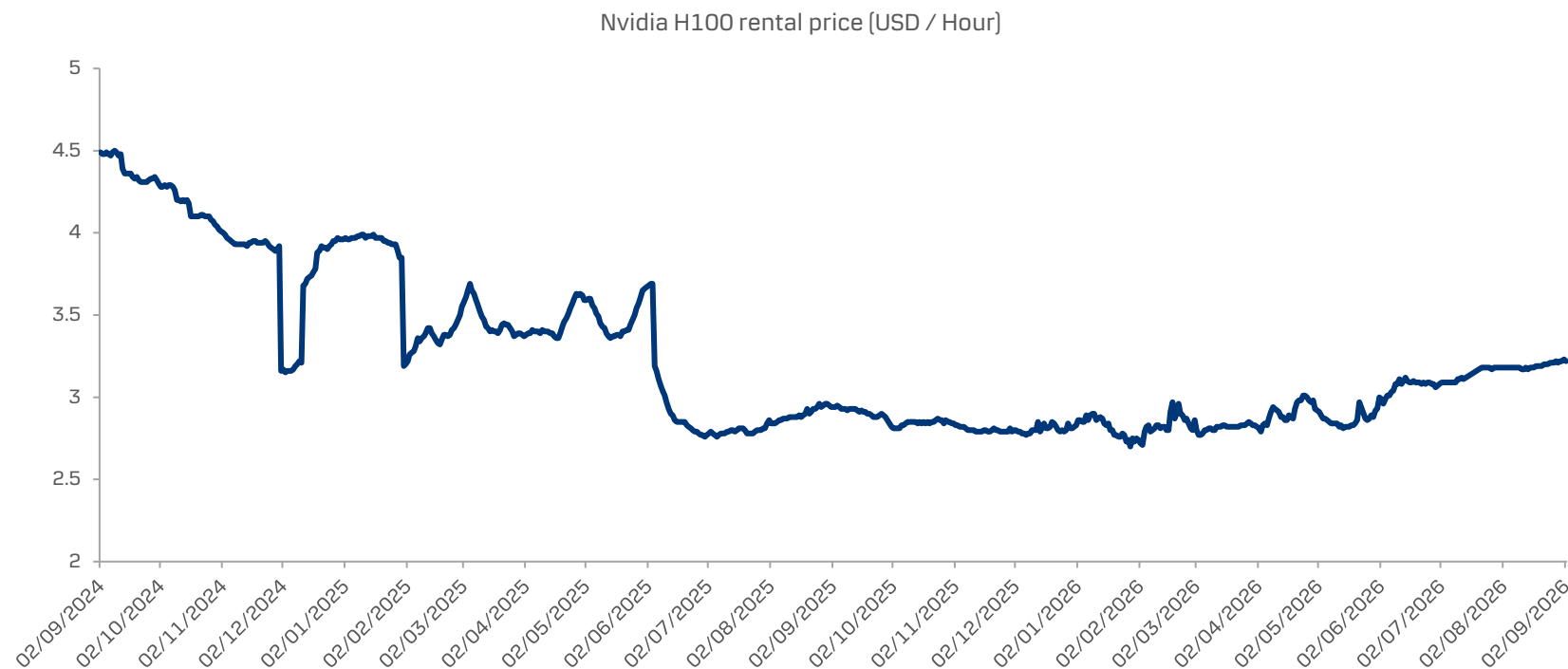
Token volume sensitivity to GPU shift (2030 supply in multiples of GS demand base-case)**



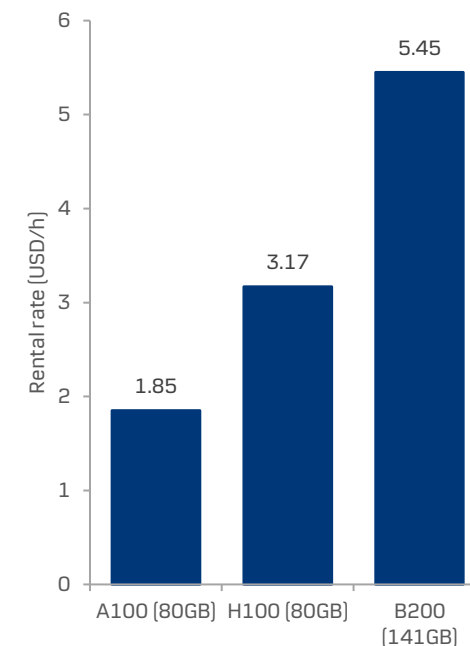
Limited proxies for AI training demand

- GPU rental rates is currently the best proxy and is showing no sign of cooling demand (but also not exploding demand)

Rental prices have increased lately due to higher demand for training (LTM 2 September 2026)



Even older GPUs command high hourly rates





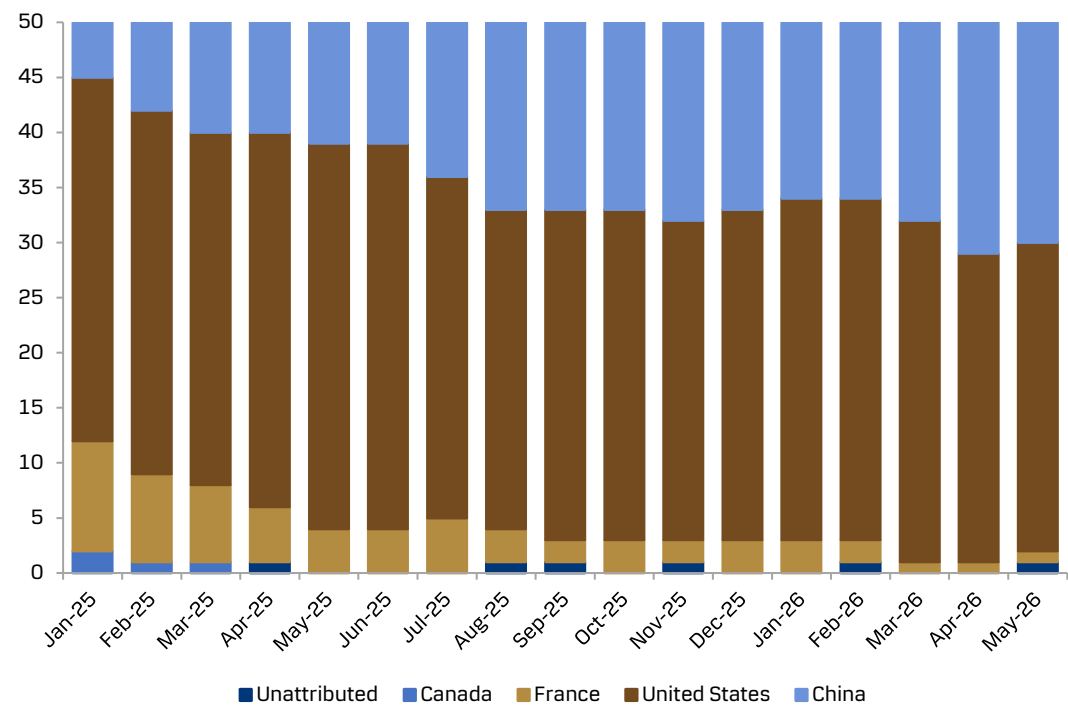
LLM trends

Commoditisation driving higher demand but also lower prices

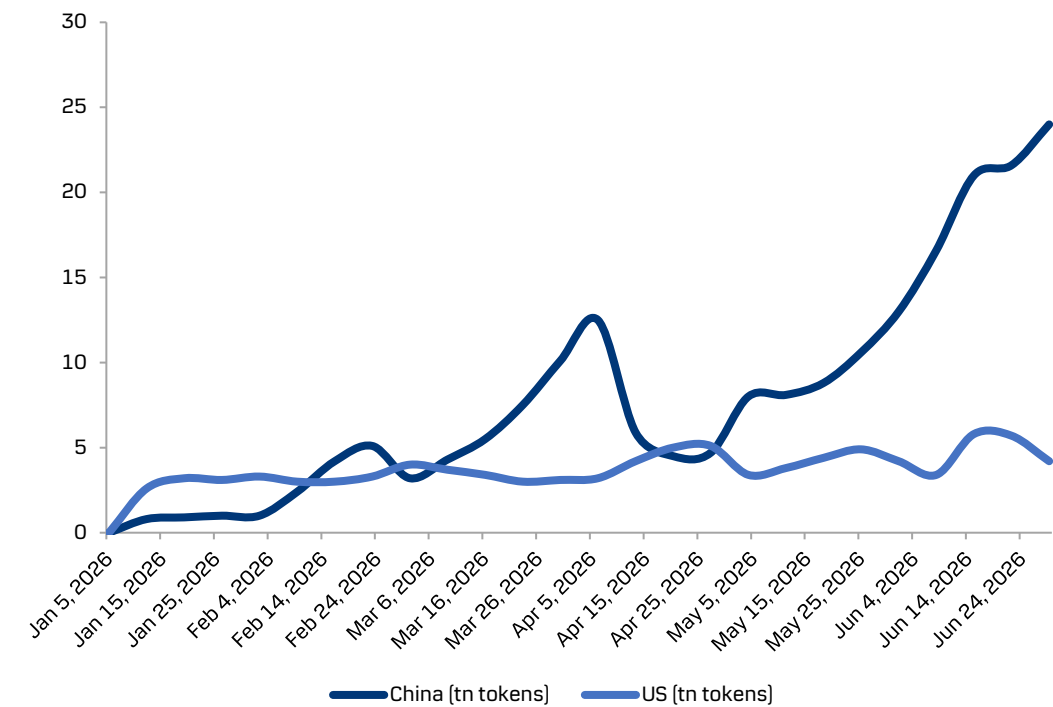
China is taking substantial share of LLM inference....

- Chinese models are gaining traction against their US counterparts in both an absolute and a relative sense

20 of the worlds 50 most used LLMs are now of Chinese origin



Open router Inference traffic for Chinese models is now the majority share*

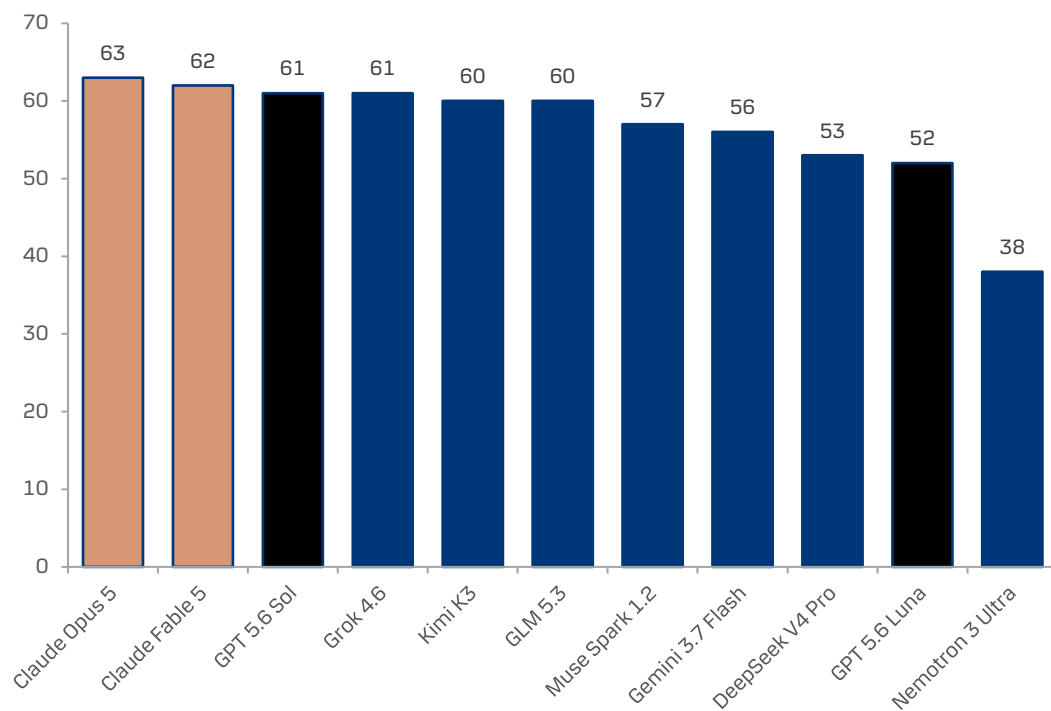


Source: Apollo Research (market share of Chinese Models) and Openrouter (Inference traffic US versus China)
*Tokens used/produced by the 9 most used LLMs on Openrouter

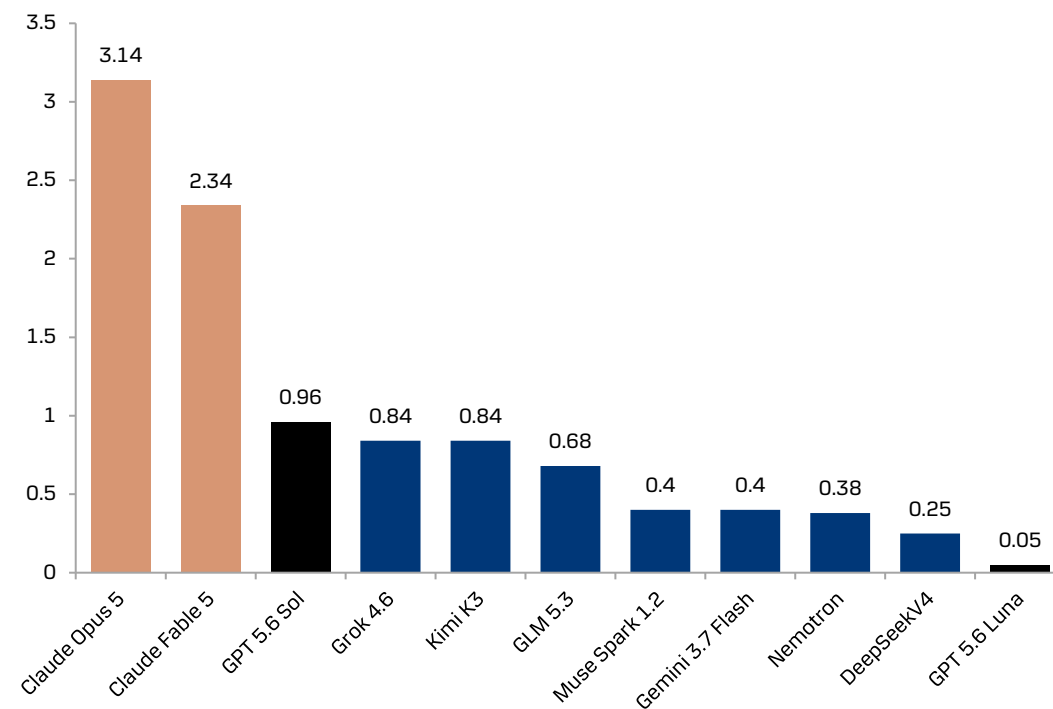
Performance of LLMs is converging on many parameters

- Will this lead to reduced pricing power by the current leaders?

US LLMs only marginally ahead on performance benchmarks...*



... But significantly ahead on price (cost per average task)



Anecdotal evidence supports enterprise migration to lower-cost models

- Clear trend in Q2 26 earnings call transcripts of switching

Selected recent anecdotal evidence of enterprise switching

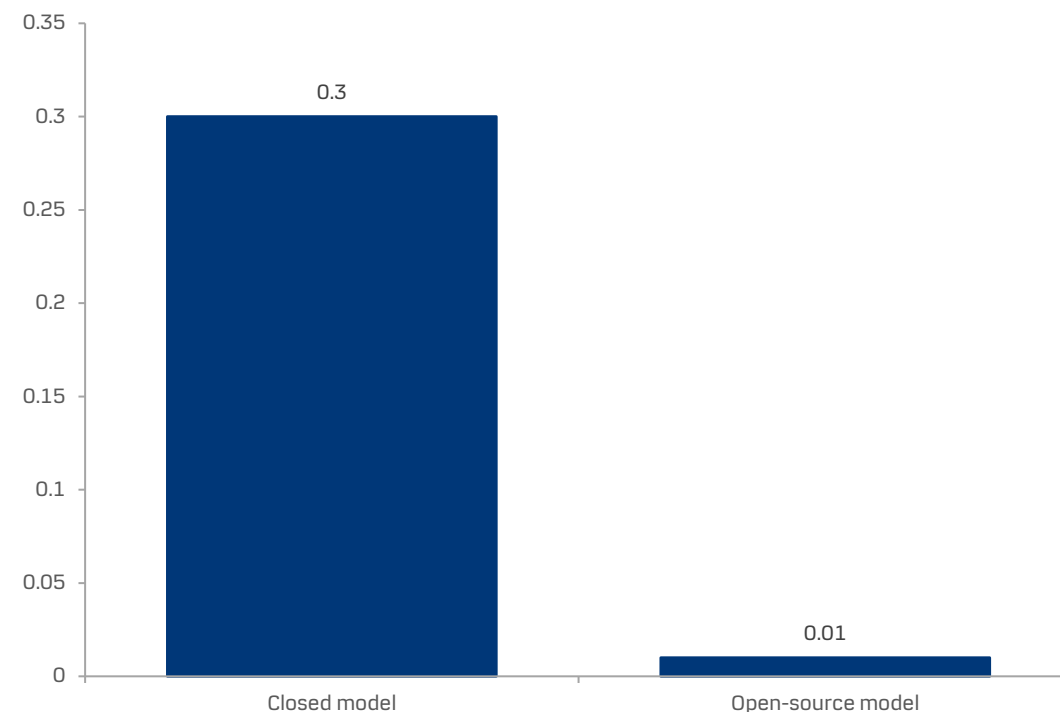
- *"The good news is that through a lot of really hard work, we've been able to bring down the cost of video call. It is now under \$0.01 per video call. And the reason for that is mainly a move towards open-source models. It's just a lot cheaper to do that and we don't see a loss in quality in there."*

Duolingo Q2 26 postresults conference call

- *"Chinese models are 'the elephant in the room'. Enterprises are starting to realise, 'Hey, we don't need the best model, we can use the faster, cheaper models'."*
- **Eugene Cheah, chief executive and co-founder of Featherless AI**
- *"Chirp is something that you use instead of using Claude code or Codex directly, that sit in front of it. So, Chirp lets our engineers switch models mid-task and route every job to the best available price performance, including open-source models that we host ourselves, so that we are never locked in."*

Spotify (NYSE:SPOT) Q2 26 postresults conference call

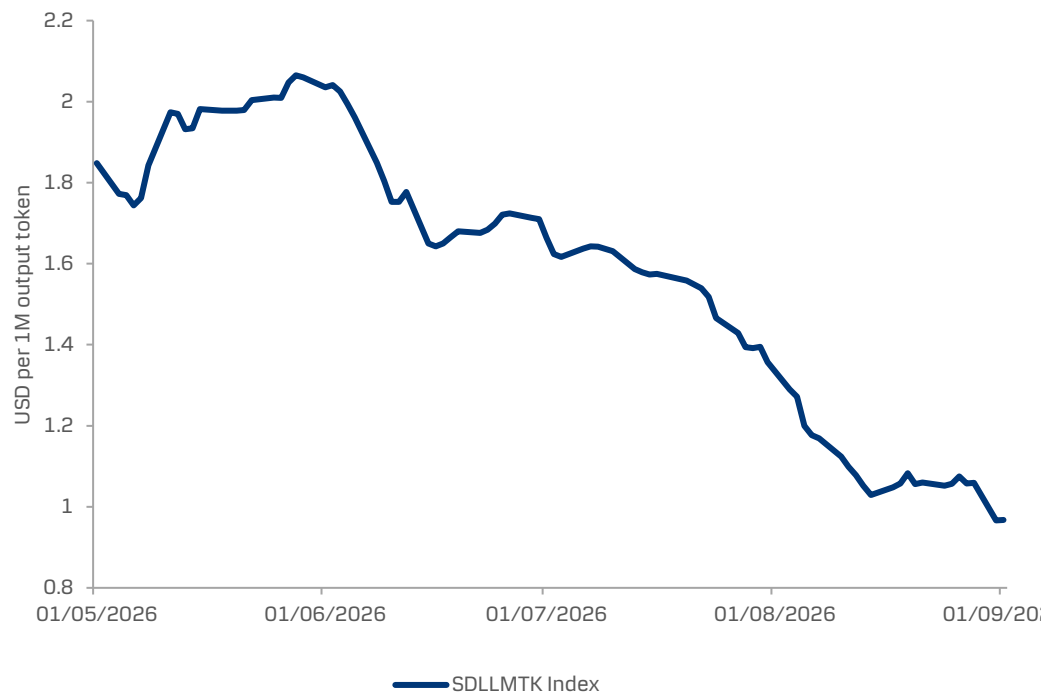
Duolingo video call cost reduced 97% through open-source LLMs



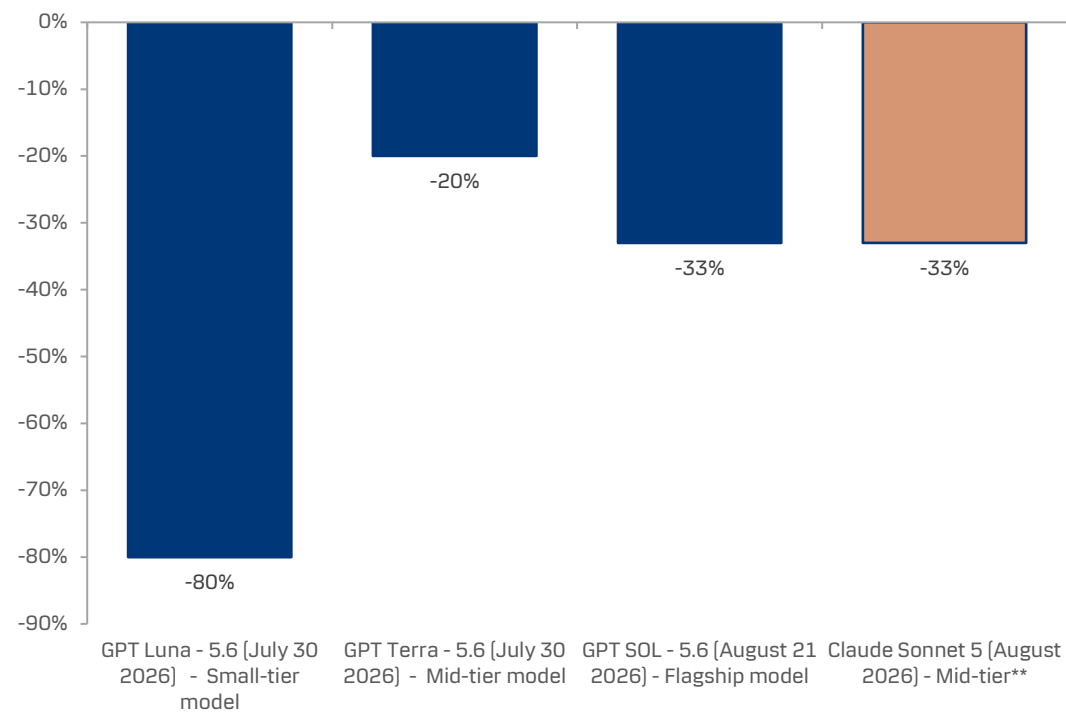
Inference price pressure has begun to show up as a result

- In aggregate, but more importantly also at the leading frontier models

Openrouter average output token pricing down more than 50% from the peak*



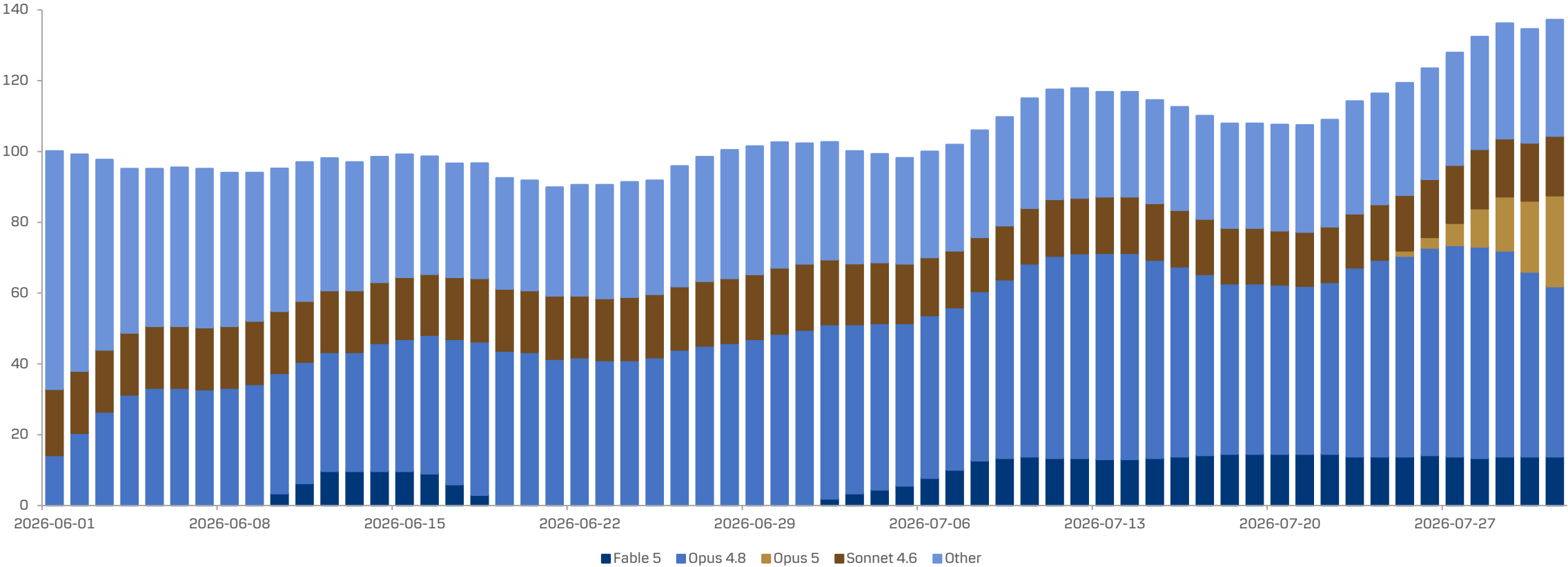
Recent Frontier Model price reductions (USD per million output tokens)





Top-tier LLMs struggling to convince users to sign up

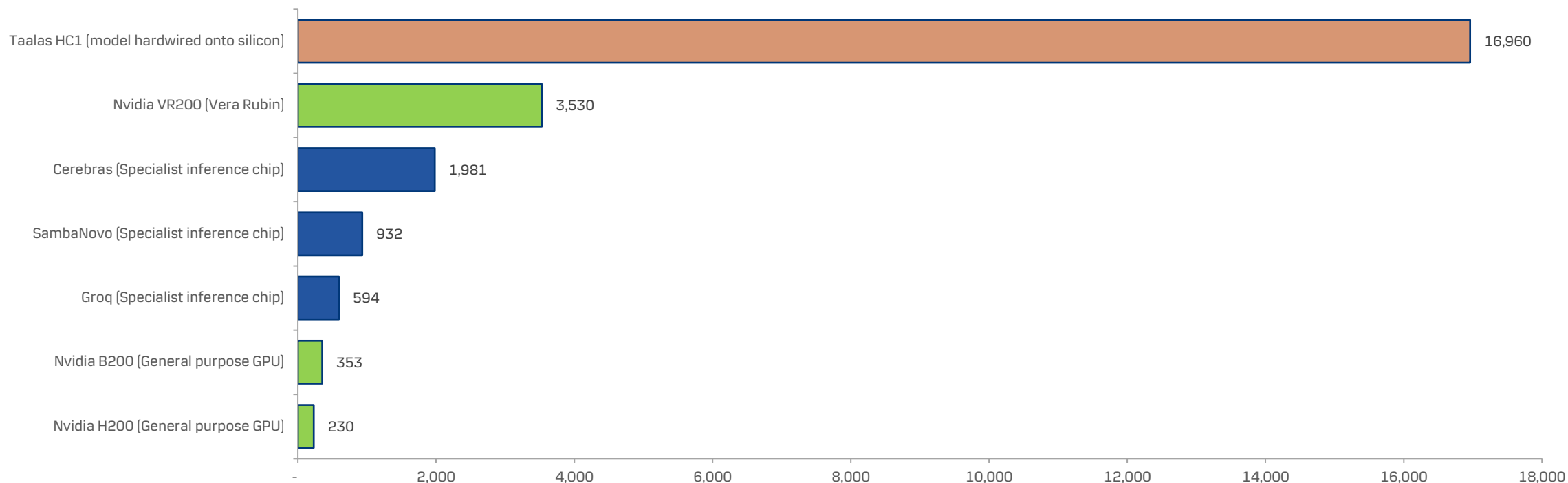
- Fable5 is priced at 50x the average LLM (per million output tokens)*



What do new technologies imply for data centre inferencing capabilities per unit of energy?

- Similar to history, new technologies improve capabilities by order of magnitude

Theoretical inference output tokens per second on Llama 3.1 8B



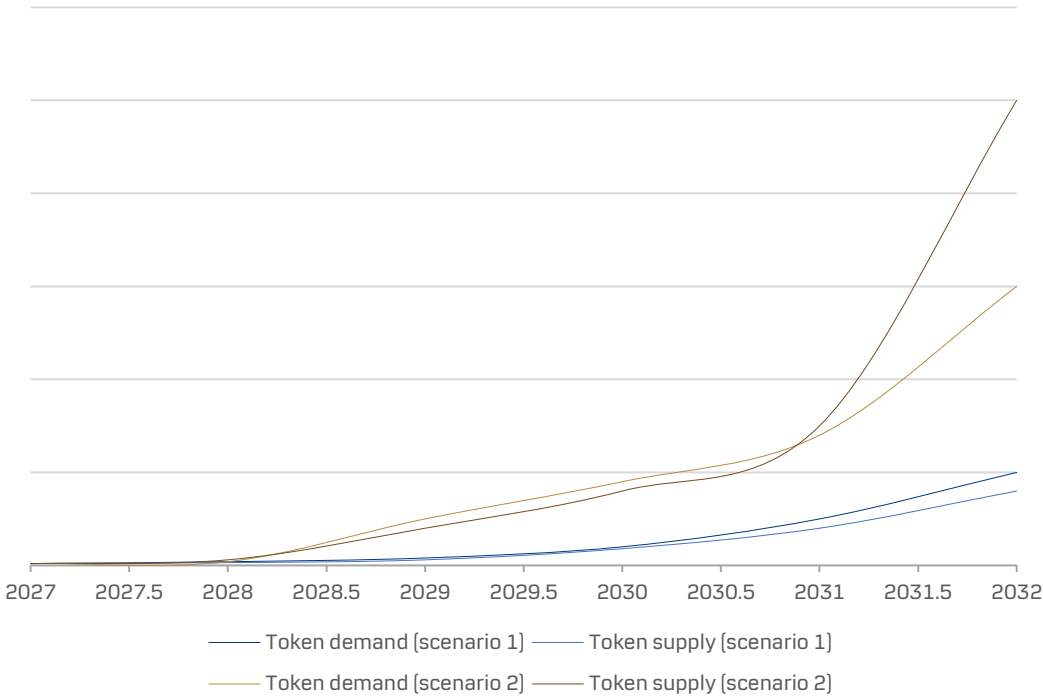


Summarising

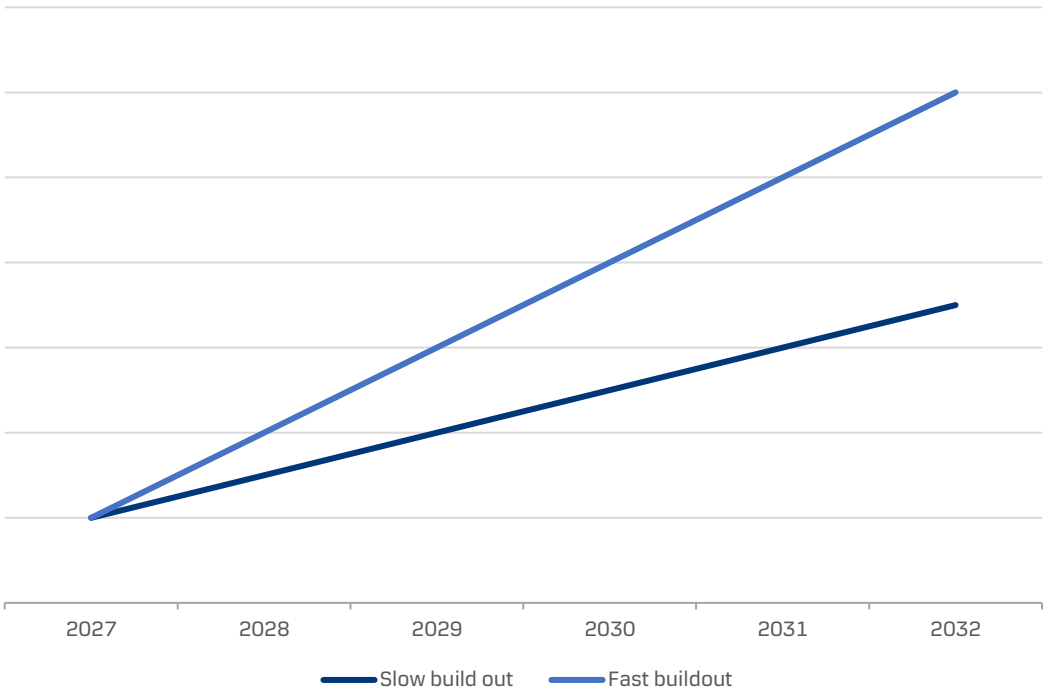
What exactly is the AI trade hinging on?

In Essence, the AI trade hinges on highly variable exponential supply/demand functions reaching an equilibrium where system earnings match steadily rising and fixed obligations, where only the slope (speed of the datacentre build-out) is unknown

Exponential and highly variable compute demand and supply functions...



...must create equilibrium to meet linear obligations (debt/capex), where only the slope is unknown





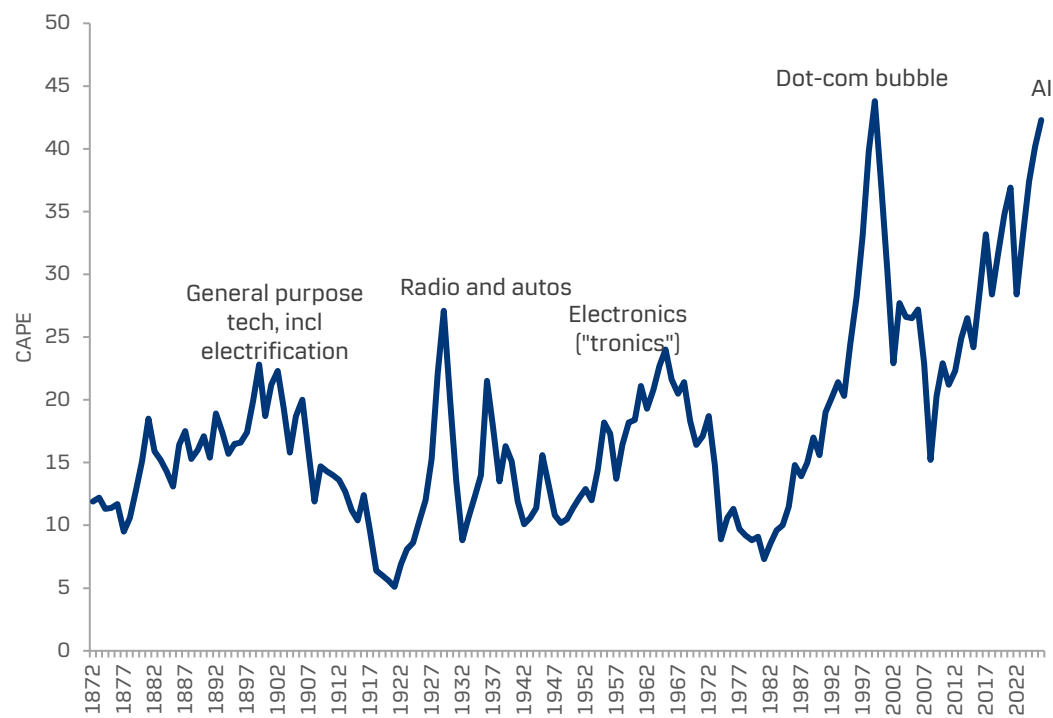
Is the AI trade still running at full speed?

Or are signs of strain beginning to emerge in capital markets?

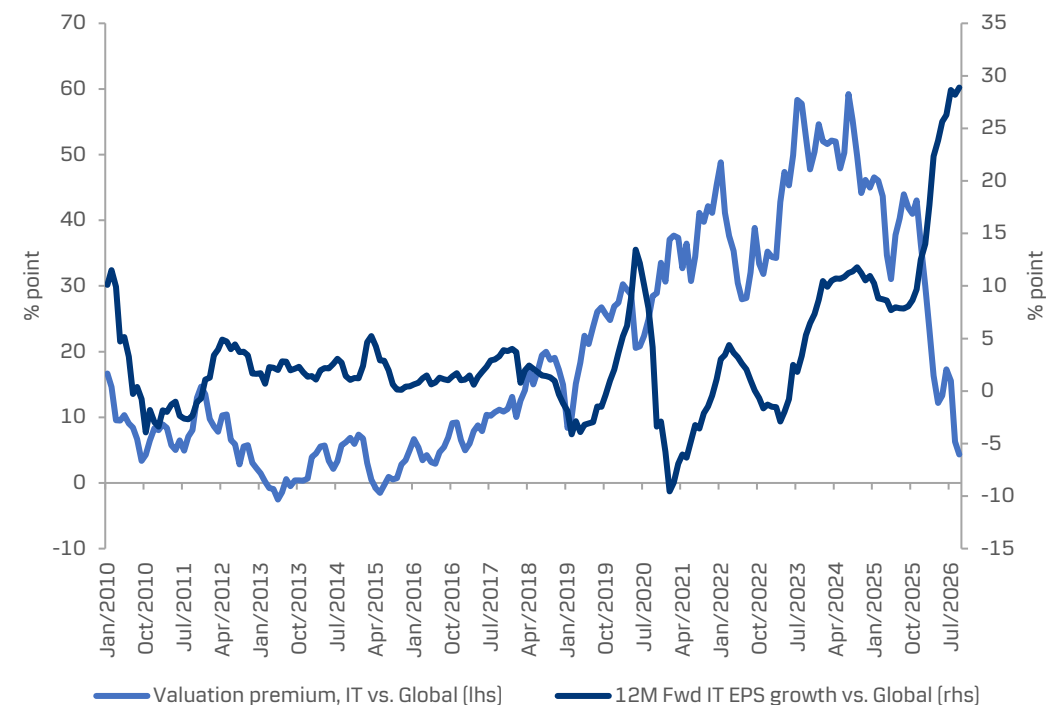
Equity market valuations stretched – but some signs of caution emerging on IT valuation premia

- CAPE for the broad market bordering on levels last seen at the IT bubble

Shiller CAPE close to an all-time high...



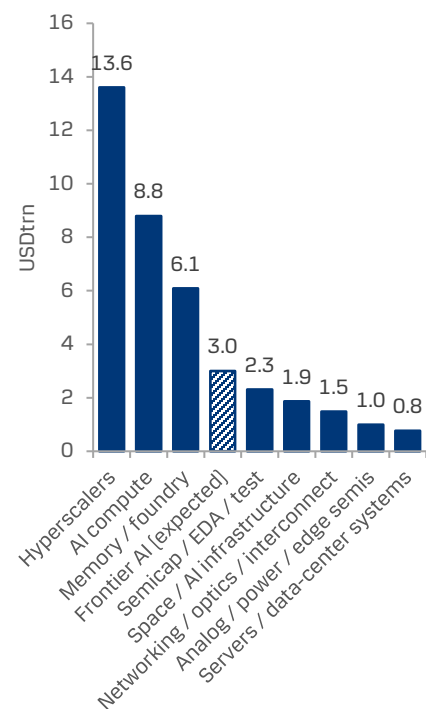
...but IT sector no longer rising along with forward estimates



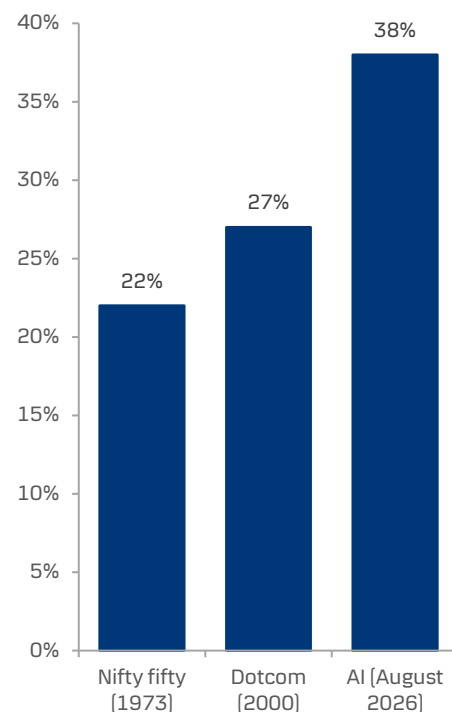
The massive equity market returns have led to concentration like never before

- Credit market concentration is more benign, but returns could still suffer from spill-over

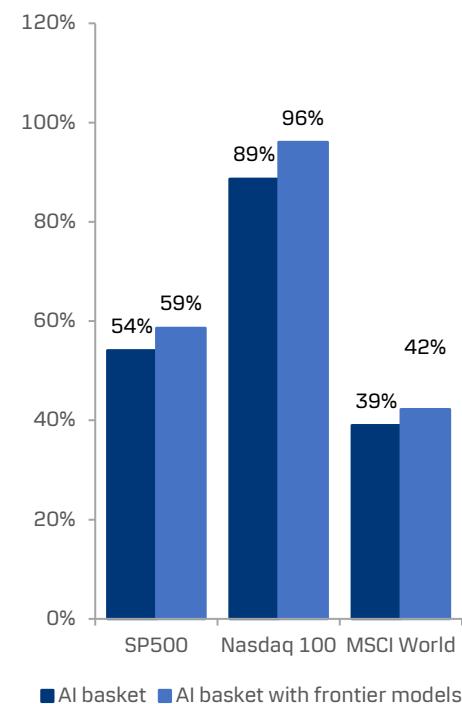
Value of the “AI Basket” (USDtrn)*



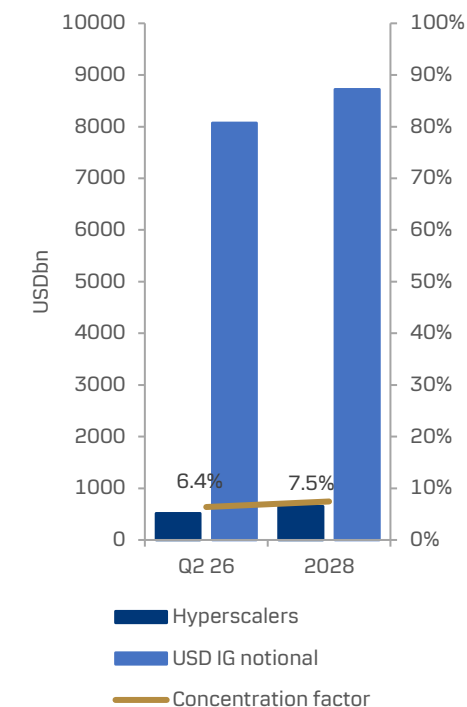
Concentration relative to historical examples (10 largest companies in the S&P500)



“AI basket” relative to broader indices**



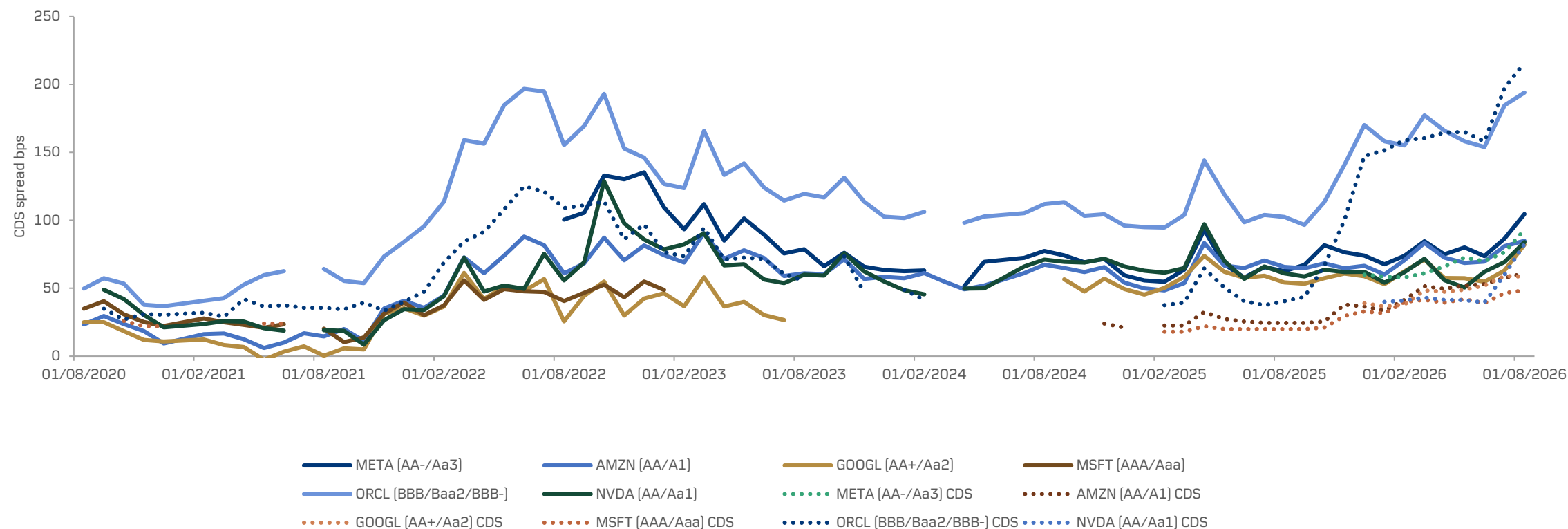
Hyperscaler debt market concentration



Credit markets are requiring increasingly higher risk premia to fund the build-out

- The trend is prevailing in both synthetic and cash spreads

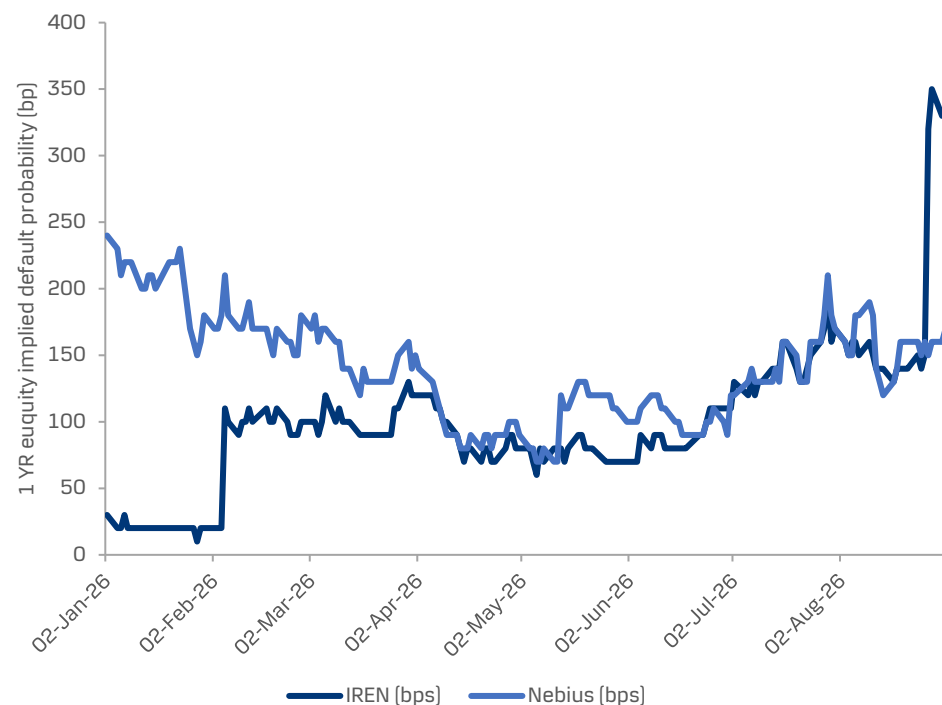
CDS and cash spreads of the core hyperscalers*



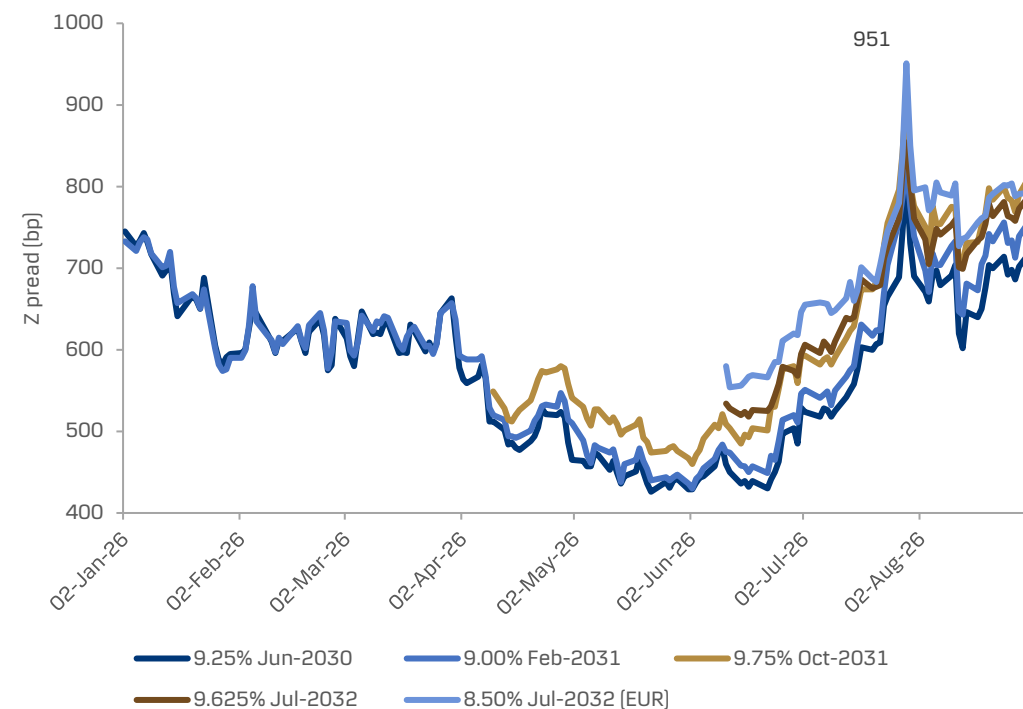
The riskier part of the build-out (Neoclouds) have also seen recent spread widening

- small sample could limit interpretation, but the trend should not be ignored

Equity implied 1-YR default probabilities for IREN and Nebius*



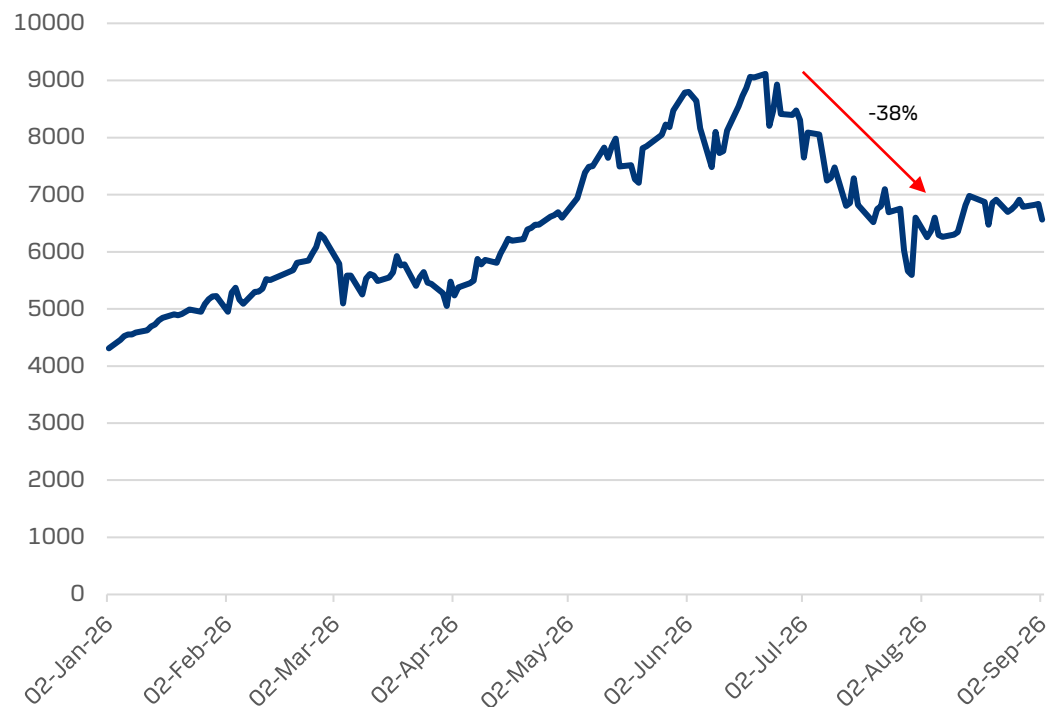
Coreweave (B1/B+/BB-) cash spreads YTD



Large institutional and retail trading losses amplifying volatility

- The AI exposed hedge fund Situational Awareness recently produced the largest institutional trading loss ever recorded

Kospi has been an expression of the leveraged AI trade from the retail perspective



Top 15 historical institutional trading losses (2026 inflation-adjusted)





"The straw that breaks the camel's back?"

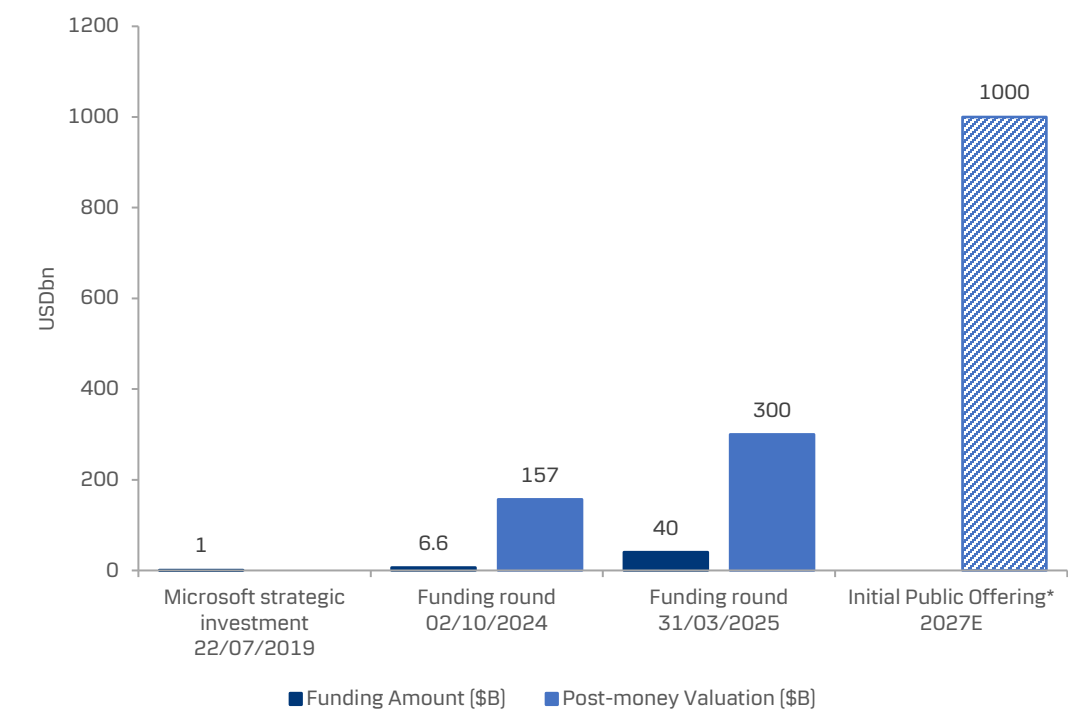
What we see in terms of key near-term events for the AI trade



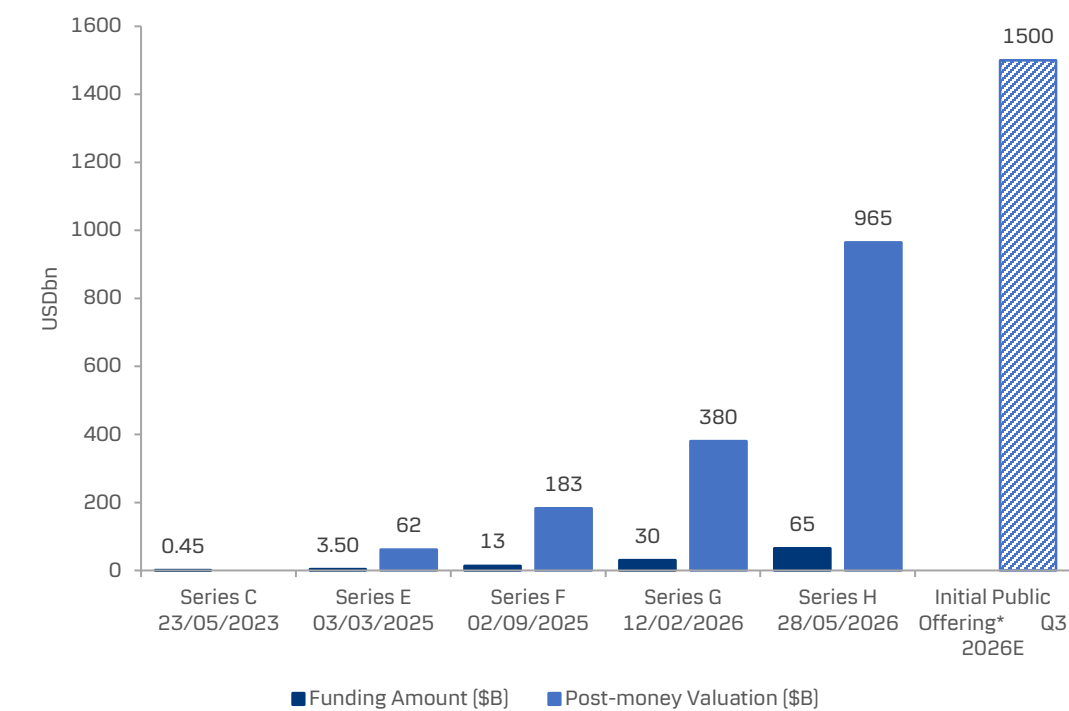
Frontier labs' next rounds of funding are fast approaching

- Should we read anything into recent delays?

Open AI recent and upcoming funding rounds



Anthropic recent and upcoming funding rounds

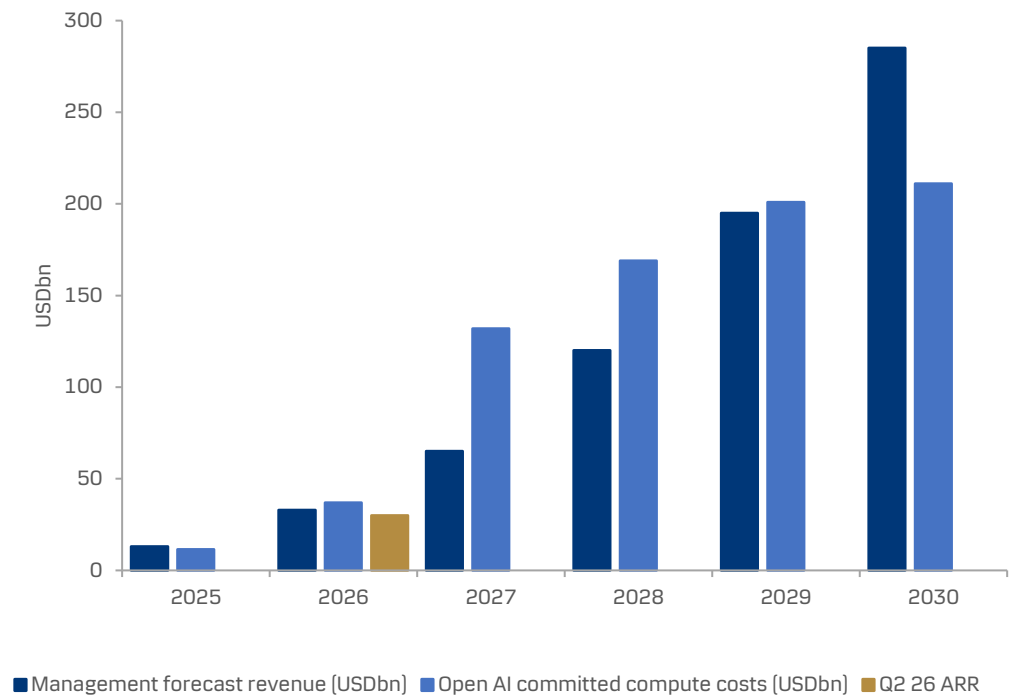


Source: OpenAI, Anthropic, WSJ
*Estimated IPO valuations [Source:WSJ]

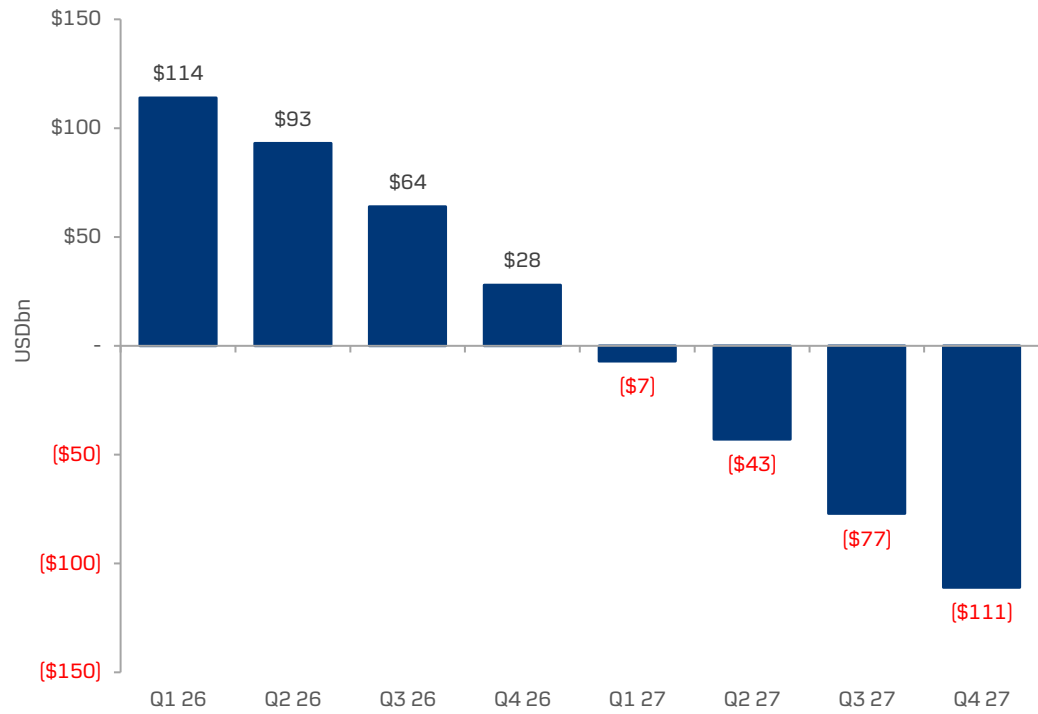
OpenAI is in most need of the cash, given high operating losses

- Highly unlikely (in our view) that needs will be covered by the P&L given the current trajectory

Compute payment wall approaching in 2027



OpenAI has cash needs to cover, even in case of data-centre delays



Source: OpenAI management forecast (revenue forecasts), Oracle (Compute commitments), Bridgewater Associates (OpenAI cash bridge)

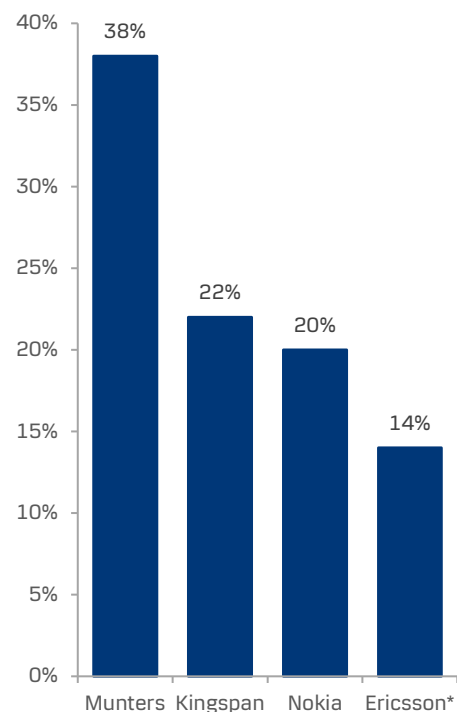


The Nordic angle

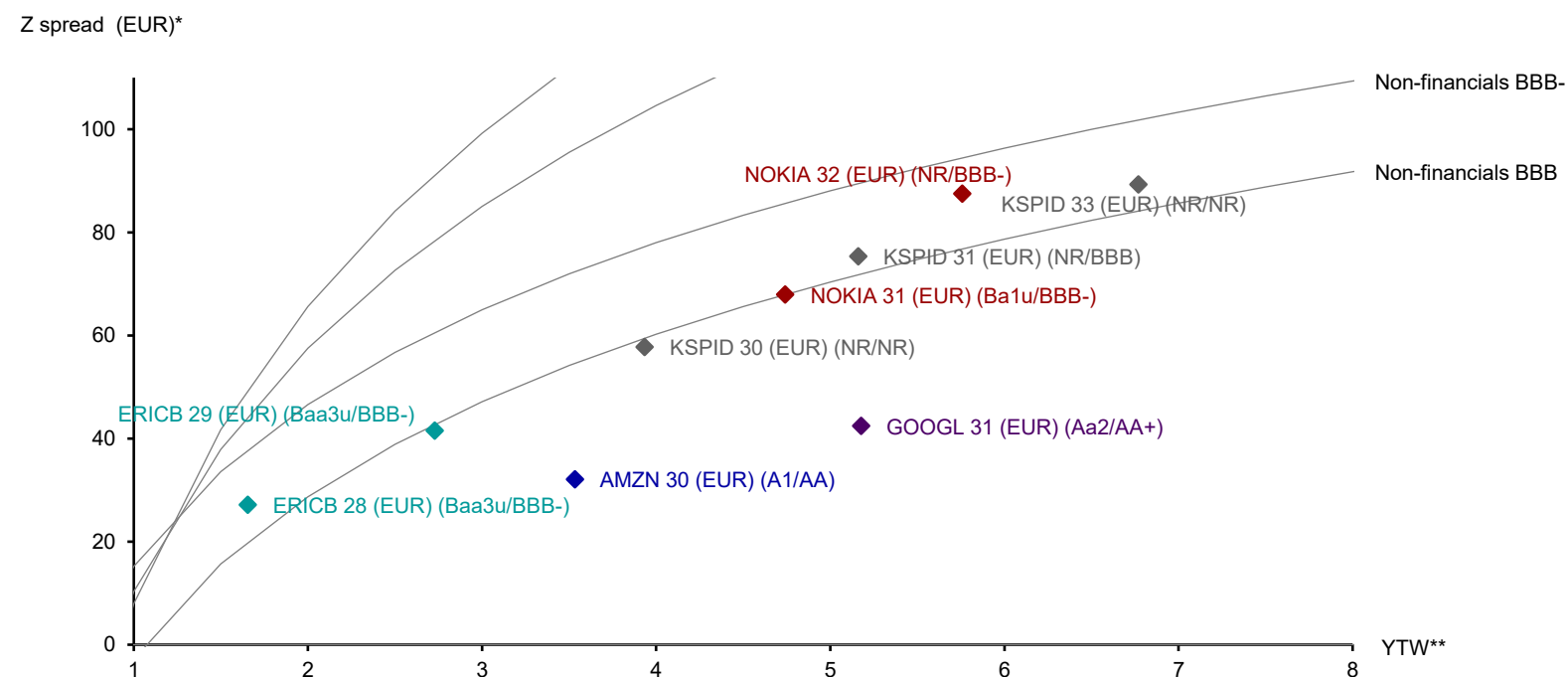
The Nordic angle – *The AI beneficiaries (exposed) in our own coverage universe.*

Aside from a few names, the Nordic area is not particularly exposed to the AI trade

Nordic names with AI revenue exposure



Relative value



* Swapped to indicated currency. ** Years-to-worst.

Note: Fair value curve(s) based on Danske Bank Credit Research's index group of EUR bonds.



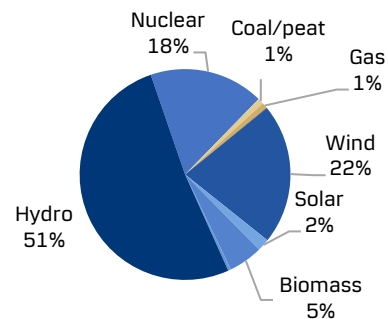
Q&A



Appendix

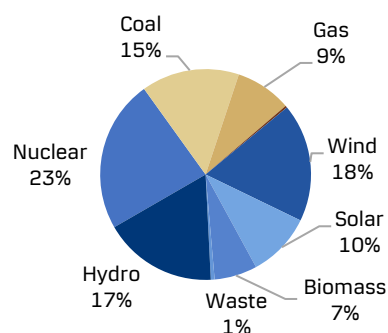
Capacity additions are a challenge in all regions outside China

- China's power dominance may give it a cost advantage in AI inference



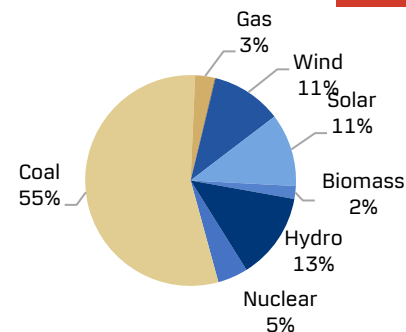
2025: Generation: 432TWh
Data-centre consumption: ~10GWh
- circa 2% of total generation

2030E: Generation: ~520TWh
Data-centre consumption: ~28GWh
- circa 5% of total generation



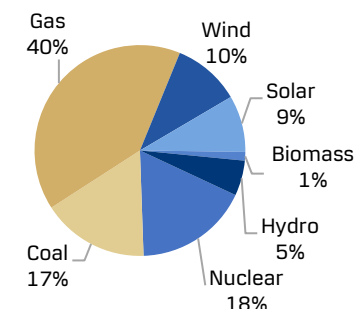
2025: Generation: 2,746TWh
Data-centre consumption: ~100GWh
- circa 4% of total generation

2030E: Generation: ~3,500TWh
Data-centre consumption: ~150GWh
- circa 4% of total generation



2025: Generation: 10,489TWh
Data-centre consumption: ~150GWh
- circa 1% of total generation

2030E: Generation: ~13,700TWh
Data-centre consumption: ~500GWh
- circa 4% of total generation

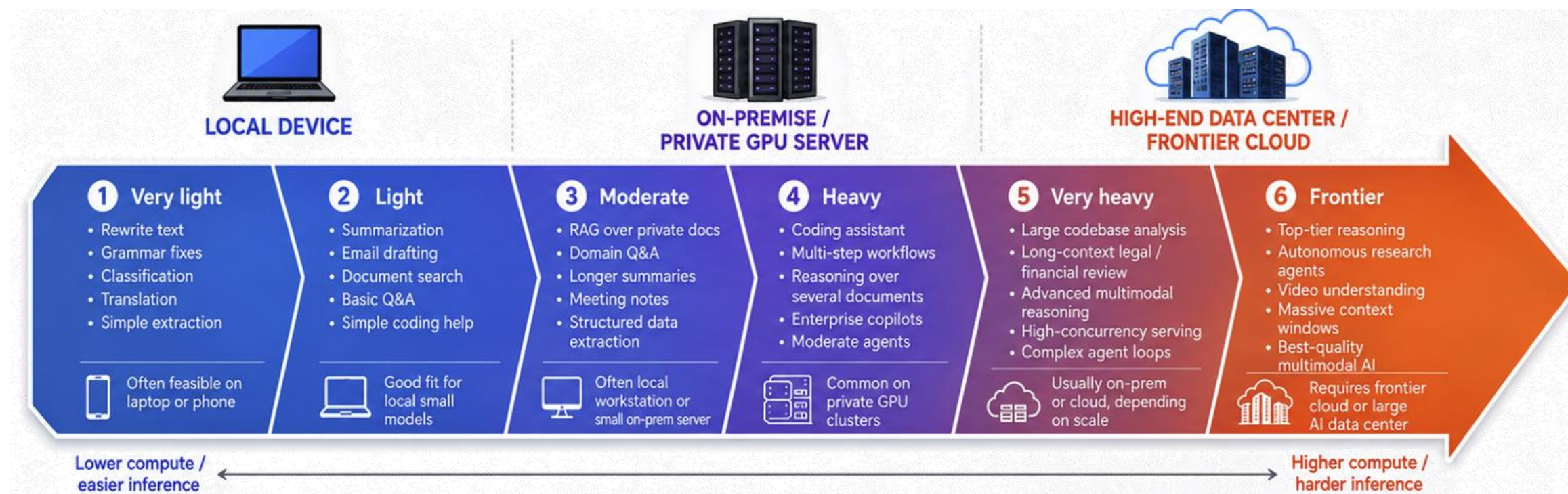


2025: Generation: 4,484TWh
Data-centre consumption: ~190GWh
- circa 4% of total generation

2030E: Generation: ~5,300TWh
Data-centre consumption: ~650GWh
- circa 12% of total generation

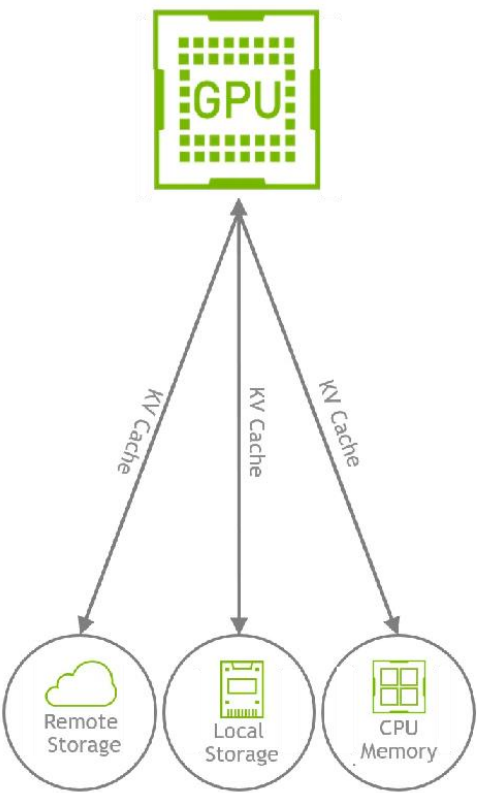
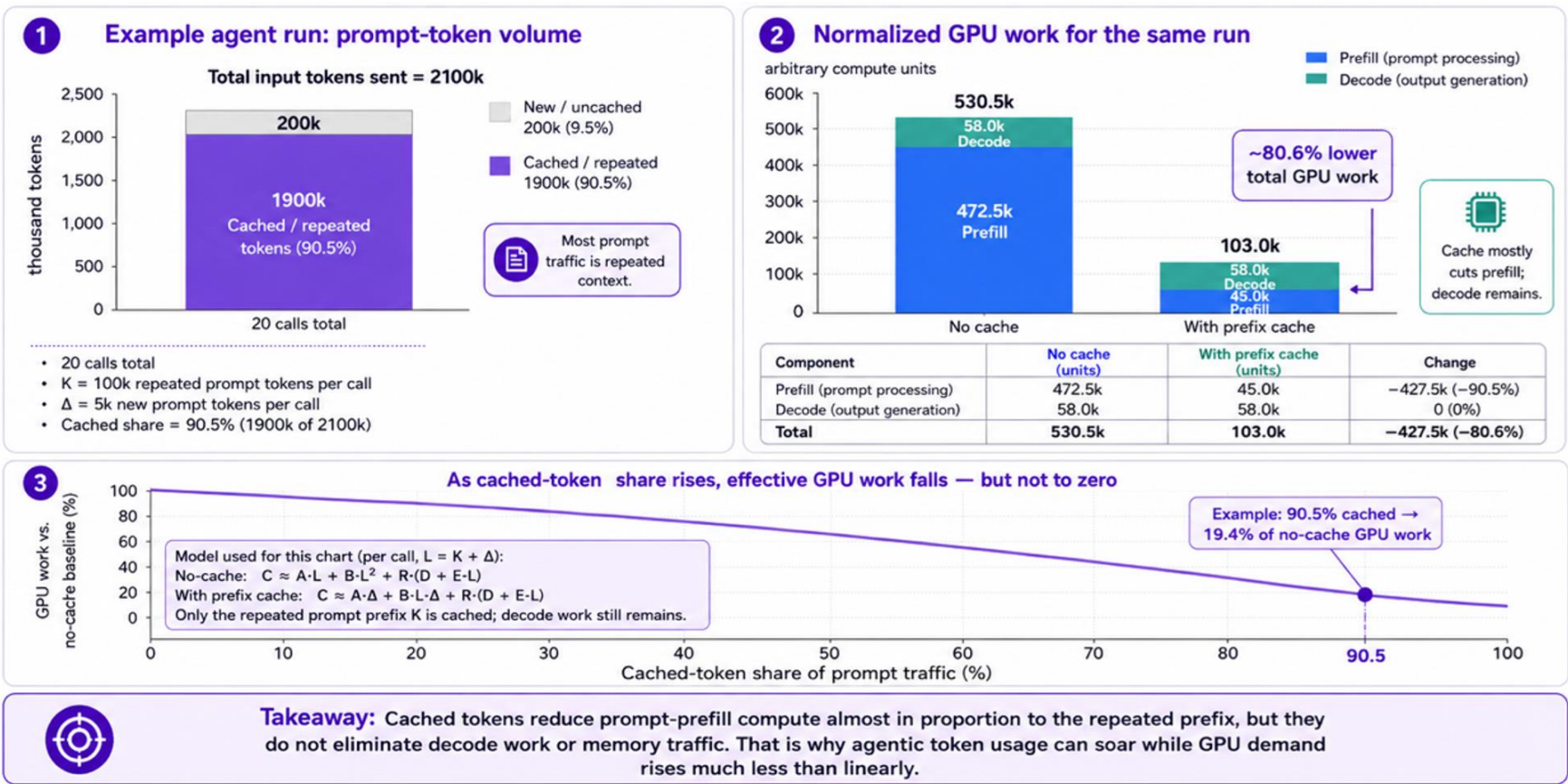
AI inference intensity scale

AI inference can run on lower-tier devices, depending on the task



Cashed tokens cut substantial pre-fill loads – but not all GPUs work

- Why agentic token volumes can outgrow the need for GPU inference

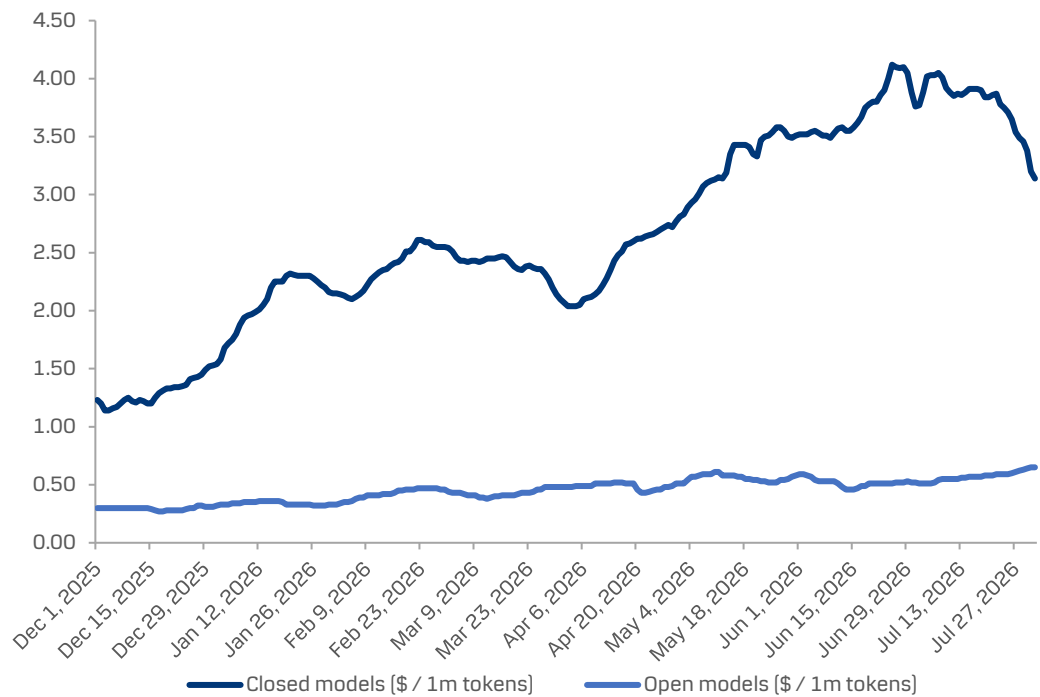


Illustrative 20-step agent example. A, B, D, and E are normalized coefficients capturing token-linear layers, attention, and decode attention. Units are relative rather than hardware-specific.

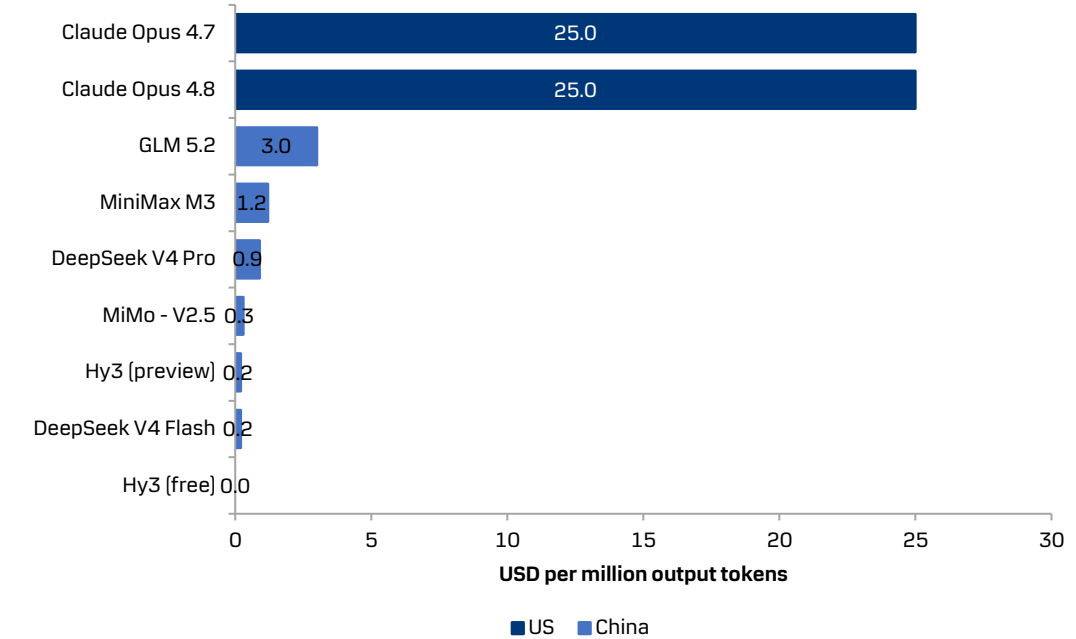
Price of tokens lower in open-source models

- Price pressure slowly appearing as companies increasingly seek to lower token costs

Open-source models adding pressure to closed-model pricing



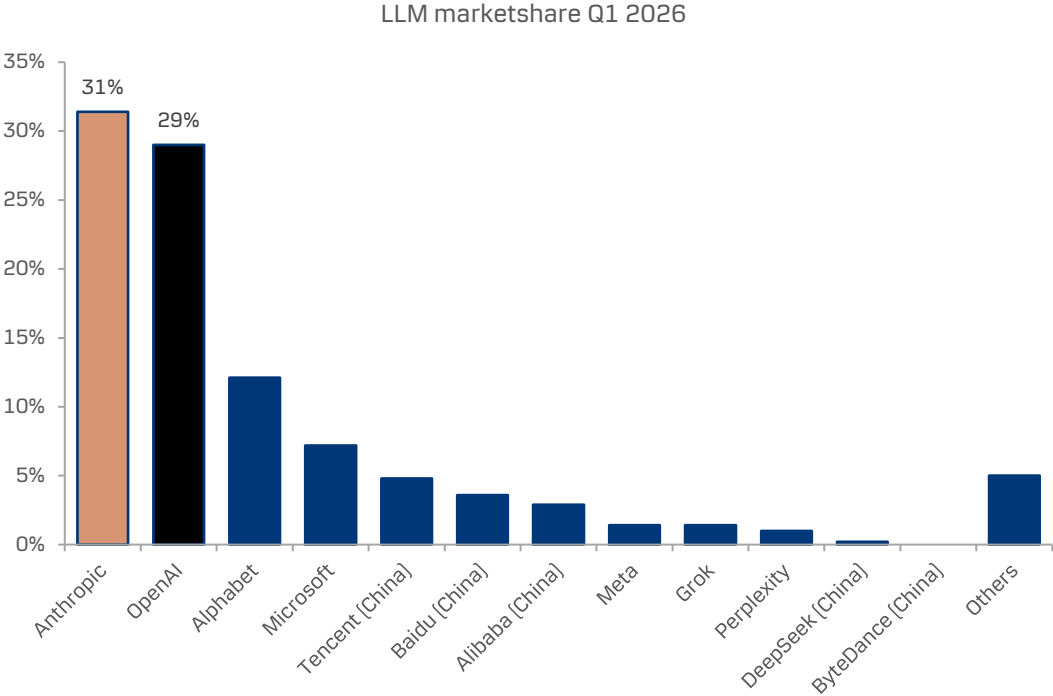
Cost per million output tokens for select US and Chinese models



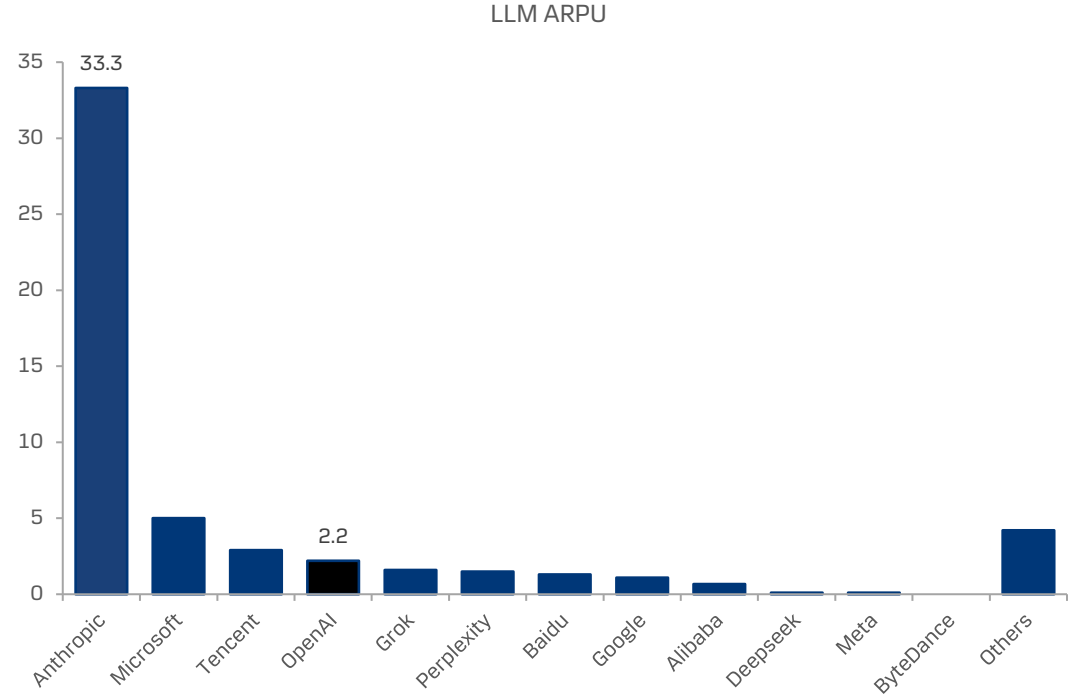
Source: Apollo Research (Open versus closed source pricing) and Openrouter (Cost per million tokens)
*Tokens used/produced by the 9 most used LLM's on Openrouter

LLM market is dominated by Anthropic and OpenAI (in revenue terms)

Overall LLM market shares

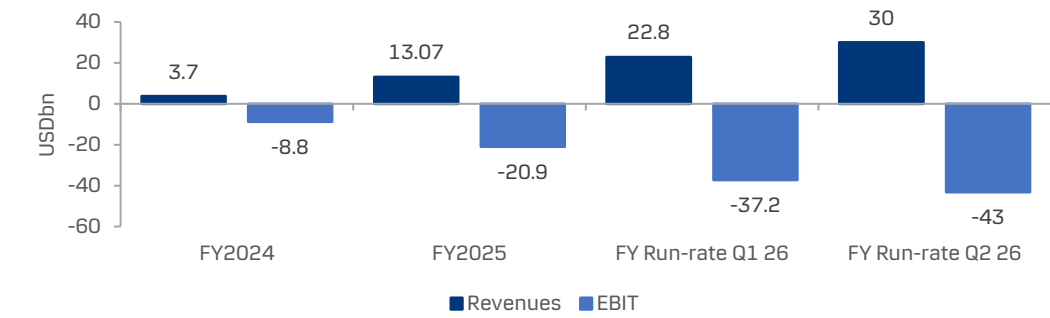


Anthropic is the premium enterprise choice while OpenAI is the preferred choice of consumers

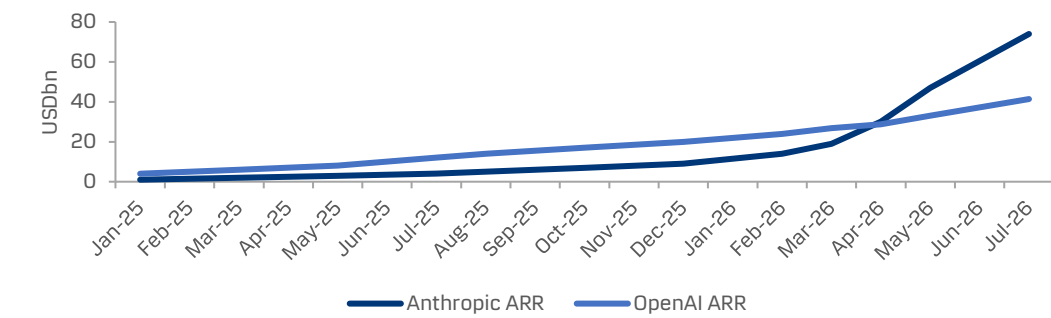


Frontier model P&L data

OpenAI P&L



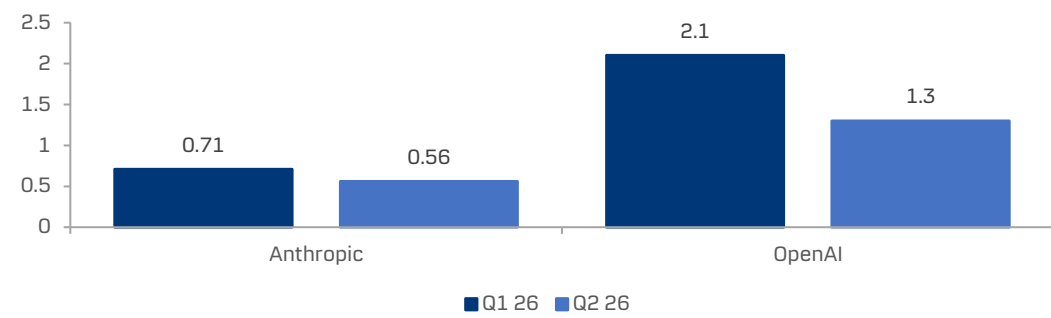
Anthropic versus OpenAI ARR



Comments

- Frontier models OpenAI and Anthropic are potentially the fastest growing companies of all time but profits are still lagging growth.
- OpenAI is burning through cash despite high revenue growth
- Anthropic has better pricing, and pre-IPO data suggests the company is already profitable on the EBIT level.
- OpenAI is a key buyer of compute from the Hyperscalers, hence their success is key to the AI trade.

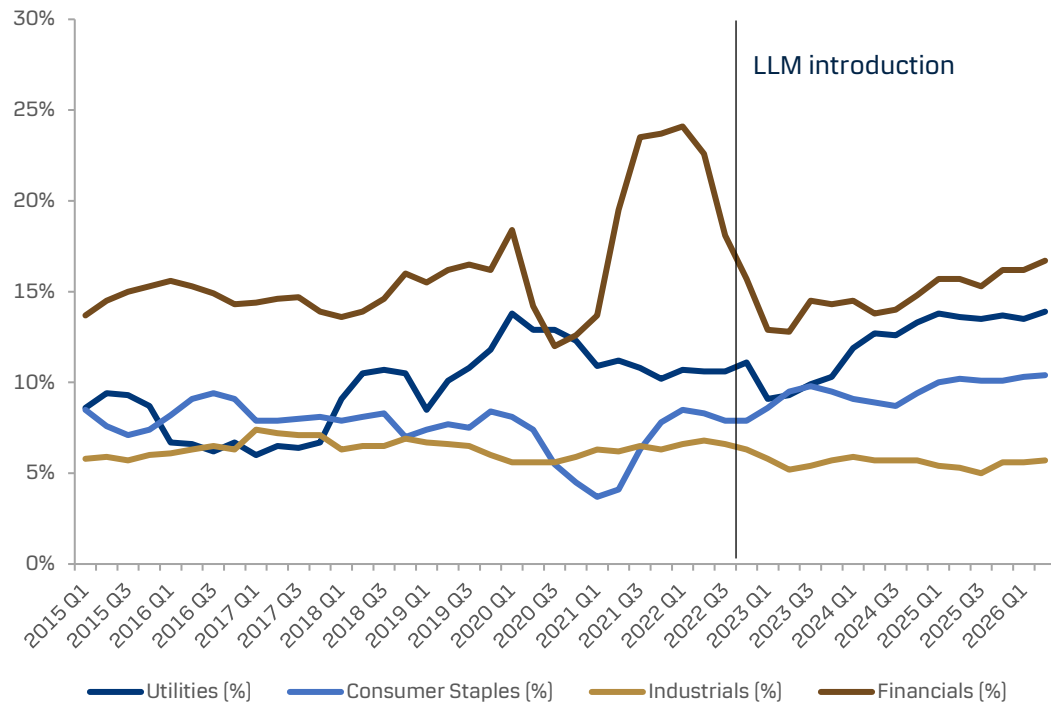
Compute cost per dollar revenue*



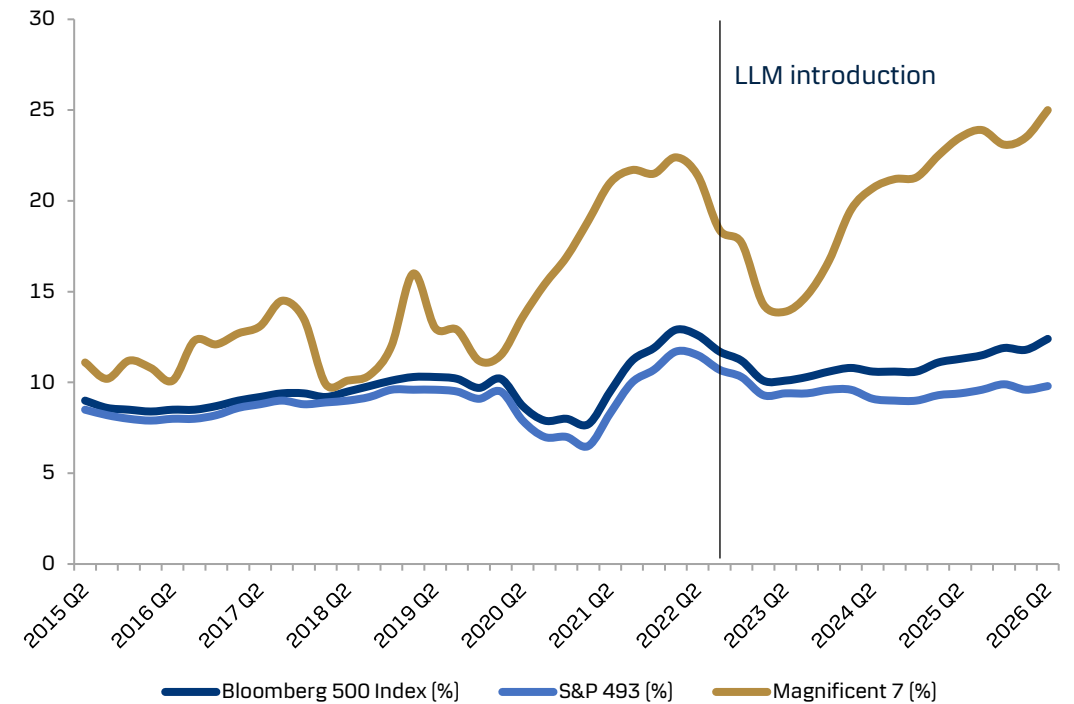
Limited signs of productivity gains in the “old” economy

- Productivity gains are needed to justify investments into AI

Most sectors not yet exceeding pre-Covid peak levels.....



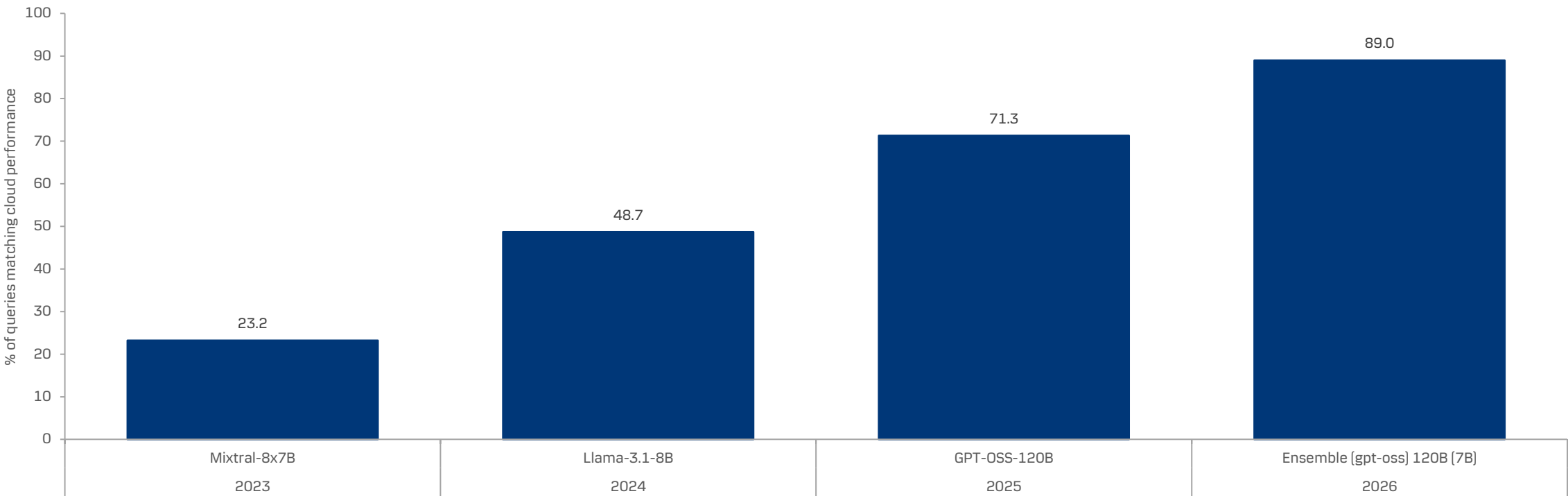
Productivity gains have been concentrated in the tech sector



Local models now match the cloud on 89% of queries

- More use of LLMs locally (all else equal) implies less need for large data centres

Local inferencing has made step-change improvements over time

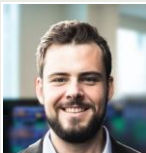
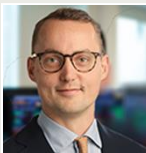


Renowned team with strong sector knowledge and broad coverage – 16 analysts covering ~200 companies

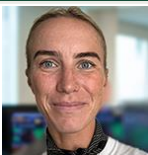


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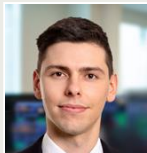
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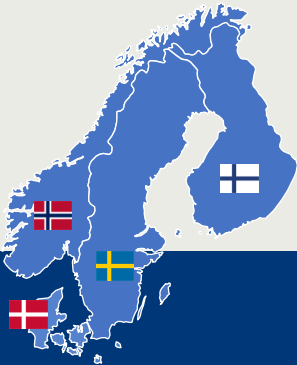
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