



Microsoft | Equinor

Partnership to unlock investment grade CDR
Klimpo 23rd March 2026

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We have learned a lot!

Equinor and Microsoft have been working in partnership for many years

Offtakes arranged with

~20
Suppliers

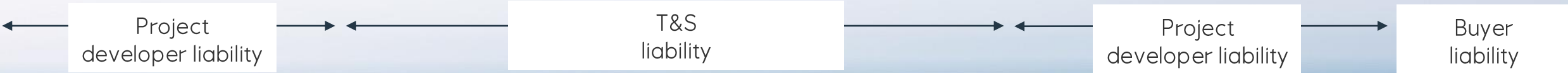
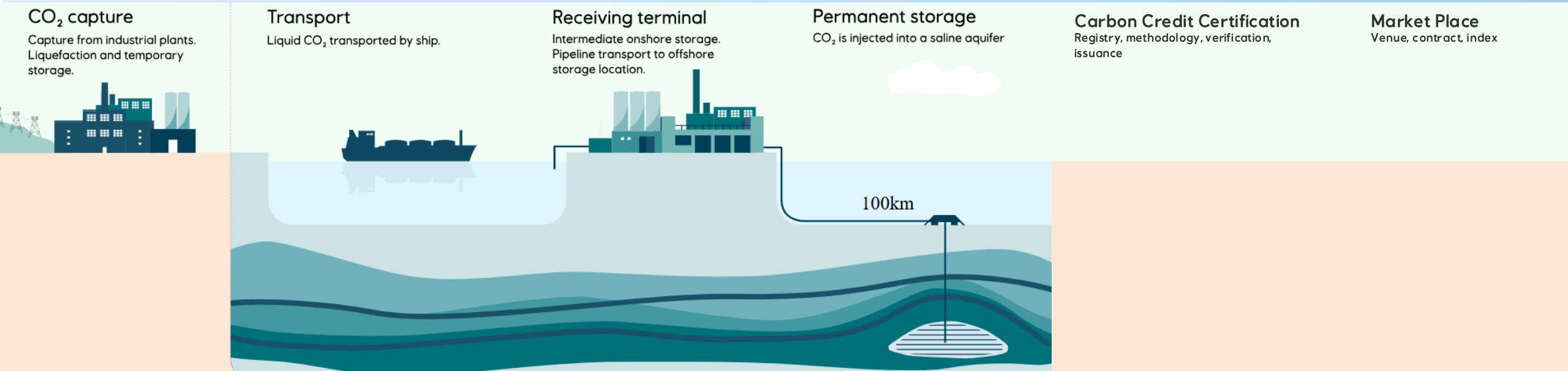
~30 M

Tonnes CO2 stored to date



MICROSOFT AND EQUINOR COMBINED EXPERIENCE IN CDR SPACE

Friction in the value chain



Understanding the pain points more deeply

Pain points

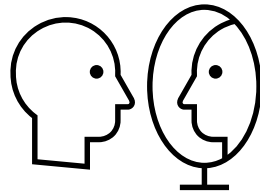


- **Limited confidence** in consistent end-to-end delivery at scale
- Evolving and **competing MRV standards** reduces trust in credit quality
- **Opaque bi-lateral agreements** limited transparency and liquidity
- **Concentration risk** due to small number of off takers
- **No compliance** use case

Solutions



- **Value chain conveners** to orchestrate end-to-end coordination, including offtake market
- **Scale** to dilute and distribute delivery performance risks
- **Standardise** MRV, terms and conditions to enable repeatability and liquidity
- **Share** one evidence trail for operations, credits and compliance
- **Clarity** on compliance use case



Do you agree that these are the pain points?

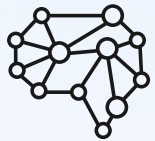
Our next steps together to deliver post-2030 commercial CDR



Talk to project developers together to confirm and address pain points



Signal long term supply (investing in storage) and demand (investing in offtake)



Enable and enhance the MRV process with digital traceability



Collaborate more broadly to standardise both MRV and offtake T&Cs



Develop a credible, consistent and compliant product that is attractive to a wider group of buyers



Microsoft & Equinor – Collaboration for investment grade CDR

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