



**FINANCIAL MONTHLY
REPORT
SEPTEMBER 2023**

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I. Financial & Operating Highlights

i. Month

Financial Summary	Actual	Budget	Var	%	2022	Var	%
<u>Values in US\$ '000</u>							
Revenues	1,153	605	548	90%	322	831	258%
Variable costs	(190)	(40)	(150)	377%	(36)	(155)	434%
Margin	963	566	397	70%	286	677	236%
EBITDA	(233)	(394)	160	-41%	(620)	387	62%
Net Income	(2,031)	(1,742)	(289)	-17%	(2,840)	809	28%
Operational Data	Actual	Budget	Var	%	2022	Var	%
<u>Energy Balance (GWh)</u>							
Generation	11.2	6.1	5.1	84%	3.4	7.8	233%
Sales through PPA	10.2	5.4	4.8	88%	3.0	7.2	238%
Sales through Spot	0.8	0.5	0.3	72%	0.2	0.6	393%
Compensation	0.2	0.2	0.0	2%	0.2	0.0	0%
<u>Prices (US\$/MWh)</u>							
PPA 1 avg sales price	104.8	105.2	(0.4)	0%	104.3	0.5	1%
PPA 2 avg sales price	65.3	65.3	-	0%	65.3	(0.0)	0%
Average Spot Sales price	164.1	95.2	68.9	72%	34.2	129.9	379%
Energy Margin	85.9	93.1	(7.2)	-8%	84.9	1.0	1%
EBITDA Margin	(20.8)	(64.8)	44.0	-68%	(184.0)	163.2	89%

ii. Year to date

Financial Summary	Actual	Budget	Var	%	2022	Var	%
<u>Values in US\$ '000</u>							
Revenues	47,497	39,258	8,239	21%	34,991	12,506	36%
Variable costs	(2,078)	(1,011)	(1,067)	106%	(921)	(1,158)	126%
Margin	45,419	38,247	7,171	19%	34,070	11,348	33%
EBITDA	37,500	30,387	7,113	23%	26,975	10,525	39%
Net Income	11,849	6,194	5,655	91%	11,607	242	2%
Operational Data	Actual	Budget	Var	%	2022	Var	%
<u>Energy Balance (GWh)</u>							
Generation*	462.8	380.7	82.1	22%	321.9	140.9	44%
Sales through PPA	398.6	325.3	73.3	23%	272.0	126.6	47%
Sales through Spot	55.3	47.9	7.4	15%	43.5	11.8	27%
Compensation	8.9	7.5	1.4	19%	6.4	2.5	39%
<u>Prices (US\$/MWh)</u>							
PPA 1 avg sales price	104.4	104.6	(0.1)	0%	103.8	0.6	1%
PPA 2 avg sales price	65.3	65.3	-	0%	65.3	(0.0)	0%
Average Spot Sales price	115.6	116.3	(0.7)	-1%	156.3	(40.7)	-26%
Energy Margin	98.1	100.5	(2.3)	-2%	105.9	(7.7)	-7%
EBITDA Margin	81.0	79.8	1.2	2%	83.8	(2.8)	-3%

* Energy Generation reference scenarios YTD: P50= 430.4; P75=397.7; P90=368.4; P99= 317.8.

- 1- PPA 1: Physical PPA with four wind farms assigned: Marañón, Portobello, Rosa de Los Vientos, Nuevo Chagres.
PPA Lifetime: 15 years/20 years; Capacity: 165MW; Price Indexator: Panamanian CPI
- 2- PPA 2: Backup contract of the exceed of energy (physical PPA) of Rosa de Los Vientos wind farm to supply Ikakos Solar.
PPA Lifetime: 15 years from April 2018; capacity: 50 MW; Price Indexator: Fixed Price.

II. Current Month Consolidated Income Statement vs. Budget vs. Prior Year

Income Statements - US\$'000	Actual	Budget	Var	%	2022	Var	%
Revenues							
PPA sales	1,003	543	460	84.8%	298	704	236.0%
Spot sales	132	45	87	195.7%	6	126	2264.1%
Other revenues	18	18	0	1.6%	18	1	4.2%
Total revenues	1,153	605	548	90.4%	322	831	258.3%
Variable costs							
Transmission tolls	(161)	(12)	(149)	1226.6%	(4)	(157)	4224.4%
Regulatory payments	(29)	(28)	(1)	4.8%	(32)	3	-8.9%
Variable margin	963	566	397	70.2%	286	677	236.4%
Fixed costs							
O&M	(957)	(798)	(159)	19.9%	(727)	(230)	31.6%
Labor costs	(19)	(24)	5	-22.3%	(19)	1	2.6%
Head office G&A	(159)	(103)	(57)	55.3%	(131)	(29)	-21.8%
Wake effect and others	(34)	(7)	(27)	363.2%	(2)	(32)	0.0%
Management fee	(27)	(27)	-	0.0%	(27)	-	0.0%
Total fixed costs	(1,196)	(959)	(237)	24.7%	(906)	(290)	-32.0%
EBITDA	(233)	(394)	160	-40.7%	(620)	387	62.4%
D&A	(1,206)	(1,200)	(6)	0.5%	(1,203)	(3)	0.2%
Interests & Fees	(1,253)	(729)	(525)	72.0%	(1,304)	51	-3.9%
Other income (expense)	-	-	-	100.0%	-	-	100.0%
Income before taxes	(2,693)	(2,322)	(370)	15.9%	(3,127)	435	13.9%
Income tax	661	581	81	13.9%	288	374	130.0%
Net Income	(2,031)	(1,742)	(289)	16.6%	(2,840)	809	28.5%

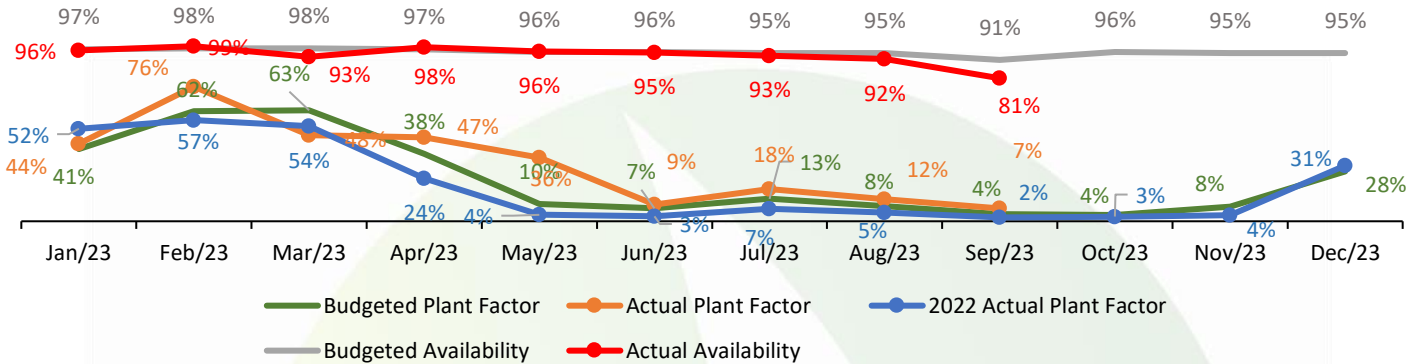
III. Year to date Consolidated Income Statement vs. Budget vs. Prior Year

Income Statements - US\$'000	Actual	Budget	Var	%	2022	Var	%
Revenues							
PPA sales	40,215	32,909	7,306	22.2%	27,482	12,733	46.3%
Spot sales	6,391	5,569	822	14.8%	6,798	(407)	-6.0%
Other revenues	891	780	111	14.2%	710	181	25.4%
Total revenues	47,497	39,258	8,239	21.0%	34,991	12,506	35.7%
Variables costs							
Transmission tolls	(1,817)	(761)	(1,056)	138.7%	(634)	(1,183)	186.7%
Regulatory payments	(262)	(250)	(12)	4.8%	(287)	25	-8.9%
Variable margin	45,419	38,247	7,171	18.8%	34,070	11,348	33.3%
Fixed costs							
O&M	(5,914)	(5,771)	(143)	2.5%	(5,240)	(675)	12.9%
Labor costs	(171)	(245)	75	-30.5%	(174)	4	-2.1%
Head office G&A	(891)	(980)	88	-9.0%	(902)	11	-1.2%
Wake effect and others	(701)	(623)	(78)	12.6%	(537)	(164)	0.0%
Management fee	(242)	(242)	-	0.0%	(242)	-	0.0%
Total fixed costs	(7,919)	(7,861)	(58)	0.7%	(7,095)	(824)	11.6%
EBITDA	37,500	30,387	7,113	23.4%	26,975	10,525	39.0%
D&A	(10,809)	(10,780)	(29)	0.3%	(10,806)	(3)	0.0%
Interests & Fees	(11,571)	(11,348)	(223)	2.0%	(5,393)	(6,178)	-114.5%
Other income (expense)	19	-	19	100.0%	135	(116)	-86%
Income before taxes	15,139	8,258	6,880	83.3%	10,911	4,228	38.7%
Income tax	(3,289)	(2,065)	(1,225)	59.3%	696	(3,986)	-572.4%
Net income	11,849	6,194	5,655	91.3%	11,607	242	2%

IV. Chart Analysis

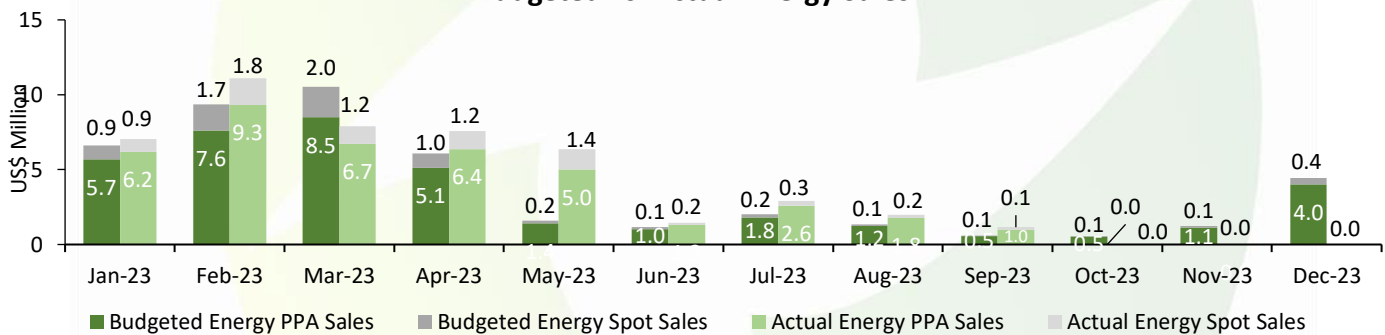
i) Plant Factor & Availability

Budgeted vs. Actual Plant Factor & Availability



ii) Energy Sales

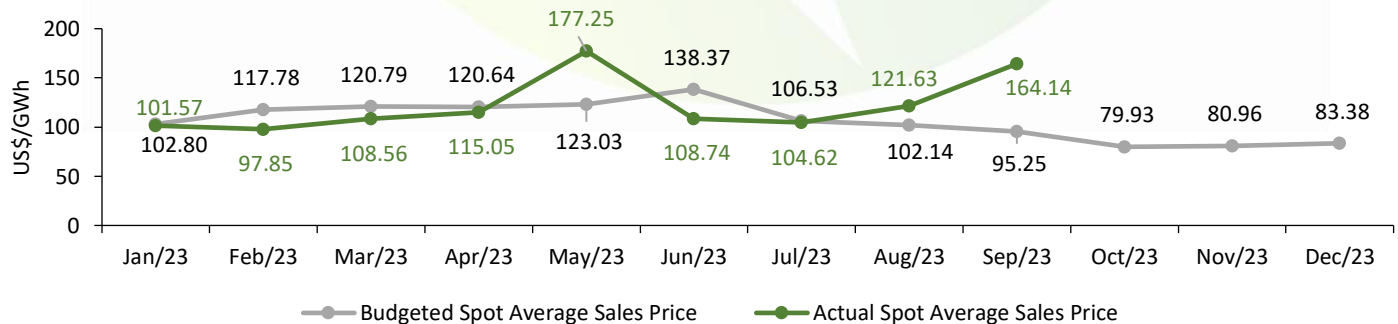
Budgeted vs. Actual Energy Sales



*Compensation Energy Sales are included in Spot Sales.

iii) Spot Average Price

Budgeted vs. Actual Spot Average Sales Price



V. MD&A

Key drivers for Income Statement variations vs Budget and other relevant discussions:

i. Month

- i)* There is a positive impact on revenues explained by higher generation of 84% or 5.1 GWh.
- ii)* Differences in Transmission tolls costs attributed to the fact that connect toll price is calculated by ETESA on a monthly basis; budgeted price is estimated based on historic figures.
- iii)* Higher O&M costs (US\$159 thousand) due to timing impact in blades repair costs (US\$111 thousand); SMA bonus (US\$52 thousand), WTG maintenance (US\$21 thousand); partially offset by US\$27 thousand lower electric substation costs.
- iv)* Higher head office G&A (US\$57 thousand) as a result of timing impact in finance audit fees (US\$35 thousand), insurance (US\$25 thousand); partially offset by US\$3 thousand lower legal fees.

ii. Year to date

- i)* There is a positive impact on revenues explained by higher generation of 22% or 82.1 GWh.
- ii)* Differences in Transmission tolls costs attributed to the fact that connect toll price is calculated by ETESA on a monthly basis; budgeted price is estimated based on historic figures.
- iii)* Lower head office G&A (US\$88 thousand) as a result of timing impact in franchise tax (US\$59 thousand), legal (US\$19 thousand), marketing (US\$14 thousand), insurance (US\$12 thousand), finance audit expenses (US\$7 thousand), IT (US\$6 thousand) and sponsorships (US\$5 thousand); partially offset by US\$36 thousand higher other consultants.
- iv)* Higher O&M costs (US\$143 thousand) due to timing impact in WTG maintenance (US\$109 thousand), SMA bonus (US\$52 thousand); partially offset by US\$17 thousand lower health and safety expenses.

VI. Consolidated Balance Sheet

Balance Sheet - US\$'000	09/30/2023	12/31/2022
Current Assets		
Cash & cash equivalent	20,134	5,490
Accounts receivable	3,380	6,636
Related AR Loan - Current	1,138	997
Related AR Loan - Interest receivable	-	353
Prepaid expenses	558	5,006
Blades Project Inventory	4,622	-
Inventory	55	41
Total Current Assets	29,886	18,523
Net PP&E	186,288	196,025
Right of use assets	6,473	6,824
Intangible assets	20,106	20,105
Related AR - Non current	19,345	20,483
Total Assets	262,098	261,960
Current Liabilities		
Bonds Payable - Short term	12,849	11,256
Accounts payable	3,246	1,634
Interest payable	-	3,984
Lease liabilities short term	49	192
Total Current Liabilities	16,144	17,066
Deferred tax liability	2,302	605
Bonds Payable - Long Term	211,696	224,182
Derivative financial instrument	-	-
Lease liabilities long term	8,040	8,040
Total non-current liabilities	222,038	232,827
Total Liabilities	238,182	249,893
Equity	55,975	55,975
Retained earnings	(32,059)	(43,909)
Total Liabilities and Equity	262,098	261,960

- Cash breakdown:

Cash & cash equivalent	As of Sep-23
Cash for debt funding	1
Cash for blades purchase	-
Cash for working capital	20,133
Total cash & cash equivalen	20,134

VII. Cash Flow and debt service

Cash Flow (YTD) - US\$'000	Q1	Q2	Jul/23	Aug/23	Sep/23	YTD 2023	Budget YTD 2023
Income (Loss) before income tax	15,618	4,639	(879)	(1,547)	(2,693)	15,139	8,258
Adjustments to reconcile profit before income tax to net cash							
Depreciation and amortization	3,486	3,486	1,161	1,161	1,165	10,459	10,780
Amortization of Finance Cost	107	127	43	43	42	363	11,348
Changes in Working Capital	(5,883)	11,689	3,654	1,314	2,928	13,702	(3,592)
Net cash provided (used) in operating activities	13,328	19,941	3,979	971	1,443	39,662	26,794
Additions of PP&E	(4,670)	4,378	(35)	(1)	(42)	(372)	(1,143)
Principal received on loan to intercompany	366	-	-	-	631	997	997
Interest received	698	-	-	-	686	1,384	1,384
Net cash provided (used) in investing activities	(3,606)	4,378	(35)	(1)	1,275	2,010	1,239
Repayment of Bonds	(4,129)	-	-	-	(7,127)	(11,256)	(11,256)
Interest paid	(7,882)	-	-	-	(7,747)	(15,629)	(15,629)
Finance lease payment	(47)	(48)	(16)	(16)	(16)	(143)	(143)
Dividends paid (Equity contribution)	-	-	-	-	-	-	-
Net cash provided (used) in financing activities	(12,057)	(48)	(16)	(16)	(14,891)	(27,028)	(27,028)
Net increase (decrease) in cash	(2,336)	24,271	3,928	954	(12,173)	14,644	1,005
Cash at beginning of period	5,490	3,155	27,426	31,354	32,307	5,490	7,568
Cash at the end of period	3,155	27,426	31,354	32,307	20,134	20,134	8,573

*Additions of PP&E: reclassification of US\$4.6 million regarding WTG blades from net PP&E to inventory.

- Debt service:

Debt Service - US\$'000	Interest	Capital	Total	Funded as of Sep 30, 2023	Pending amount
To be paid April 1st, 2024	7,516	4,900	12,416	1	12,415

- Financial Ratios Combined with Tecnisol:

Covenants	Covenants	Actual Ratios
Historic Debt Service Coverage Ratio	≥ 1.20	1.49
Prospective Debt Service Coverage Ratio	≥ 1.20	1.39

- Blades strategy plan:

OPEX AND CAPEX COSTS (2023)			
	DESCRIPTION	Total 2023 COST (US\$'000)	BUDGET 2023 (US\$'000)
OPEX	HG Windtec Minor Repair Works	387	640
	Materials	68	
	UL as Quality consultant services	-	
TOTAL OPEX		454.532	640
CAPEX	Blades set purchase	-	732
	Blades logistics	716	
	Blades Installation	13	
	Monitoring System	294	
TOTAL CAPEX		1,023	1,625
TOTAL 2023 OPEX+CAPEX		1,478	2,265