



**FINANCIAL MONTHLY
REPORT
MAY 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	6,364	1,589	4,775	300%	611	5,753	942%
Variable costs	(436)	(59)	(377)	637%	(36)	(399)	1101%
Margin	5,928	1,530	4,398	287%	575	5,354	932%
EBITDA	5,034	713	4,321	606%	(267)	5,301	1986%
Net Income	1,859	(1,427)	3,286	230%	(3,419)	5,279	154%
Operational Data	Actual	Budget	Var	%	2022	Var	%
<u>Energy Balance (GWh)</u>							
Generation	57.5	15.7	41.9	267%	5.8	51.7	888%
Sales through PPA	49.5	14.2	35.2	248%	5.1	44.3	862%
Sales through Spot	7.3	1.2	6.0	484%	0.4	6.9	1719%
Compensation	0.8	0.2	0.6	316%	0.3	0.5	182%
<u>Prices (US\$/MWh)</u>							
PPA 1 avg sales price	104.5	104.8	(0.3)	0%	104.3	0.2	0%
PPA 2 avg sales price	65.3	65.3	-	0%	65.3	(0.0)	0%
Average Spot Sales price	177.2	123.0	54.2	44%	92.6	84.6	91%
Energy Margin	103.0	97.6	5.4	6%	98.6	4.4	4%
EBITDA Margin	87.5	45.5	42.0	92%	(45.8)	133.3	291%

ii. Year to date

Financial Summary	Actual	Budget	Var	%	2022	Var	%
<u>Values in US\$ '000</u>							
Revenues	39,993	34,120	5,873	17%	32,425	7,568	23%
Variable costs	(1,159)	(798)	(361)	45%	(764)	(395)	52%
Margin	38,835	33,322	5,512	17%	31,662	7,173	23%
EBITDA	34,684	29,193	5,491	19%	27,828	6,856	25%
Net Income	17,232	12,609	4,623	37%	19,666	(2,434)	-12%
Operational Data	Actual	Budget	Var	%	2022	Var	%
<u>Energy Balance (GWh)</u>							
Generation*	388.0	329.6	58.5	18%	295.3	92.7	31%
Sales through PPA	331.5	279.0	52.5	19%	248.8	82.7	33%
Sales through Spot	49.5	44.1	5.4	12%	41.5	8.0	19%
Compensation	7.0	6.5	0.5	8%	5.1	1.9	38%
<u>Prices (US\$/MWh)</u>							
PPA 1 avg sales price	104.4	104.5	(0.1)	0%	103.7	0.6	1%
PPA 2 avg sales price	65.3	65.3	-	0%	65.3	(0.0)	0%
Average Spot Sales price	115.3	116.7	(1.4)	-1%	160.9	(45.6)	-28%
Energy Margin	100.1	101.1	(1.0)	-1%	107.2	(7.1)	-7%
EBITDA Margin	89.4	88.6	0.8	1%	94.2	(4.8)	-5%

* Energy Generation reference scenarios YTD: P50= 374.9; P75=346.5; P90=320.9; P99= 276.9.

- 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	4,994	1,416	3,578	252.7%	508	4,485	882.7%
Spot sales	1,289	153	1,136	741.7%	37	1,252	3380.2%
Other revenues	81	20	61	302.9%	66	16	23.9%
Total revenues	6,364	1,589	4,775	300.5%	611	5,753	941.8%
Variable costs							
Transmission tolls	(406)	(31)	(375)	1196.6%	(4)	(402)	9186.3%
Regulatory payments	(29)	(28)	(2)	5.8%	(32)	3	-7.9%
Variable margin	5,928	1,530	4,398	287.5%	575	5,354	931.7%
Fixed costs							
O&M	(632)	(637)	5	-0.7%	(685)	53	-7.7%
Labor costs	(15)	(24)	9	-38.2%	(21)	6	29.5%
Head office G&A	(87)	(102)	15	-14.9%	(100)	13	13.2%
Wake effect and others	(133)	(26)	(107)	407.0%	(8)	(125)	0.0%
Management fee	(27)	(27)	-	0.0%	(27)	-	0.0%
Total fixed costs	(894)	(817)	(78)	9.5%	(842)	(53)	-6.3%
EBITDA	5,034	713	4,321	605.7%	(267)	5,301	1986.0%
D&A	(1,203)	(1,197)	(5)	0.4%	(1,204)	1	-0.1%
Interests & Fees	(1,347)	(1,418)	71	-5.0%	(2,258)	911	-40.4%
Other income (expense)	10	-	10	100.0%	-	10	100.0%
Income before taxes	2,495	(1,902)	4,397	-231.2%	(3,728)	6,224	166.9%
Income tax	(636)	476	(1,111)	-233.7%	309	(945)	-305.7%
Net Income	1,859	(1,427)	3,286	-230.3%	(3,419)	5,279	154.4%

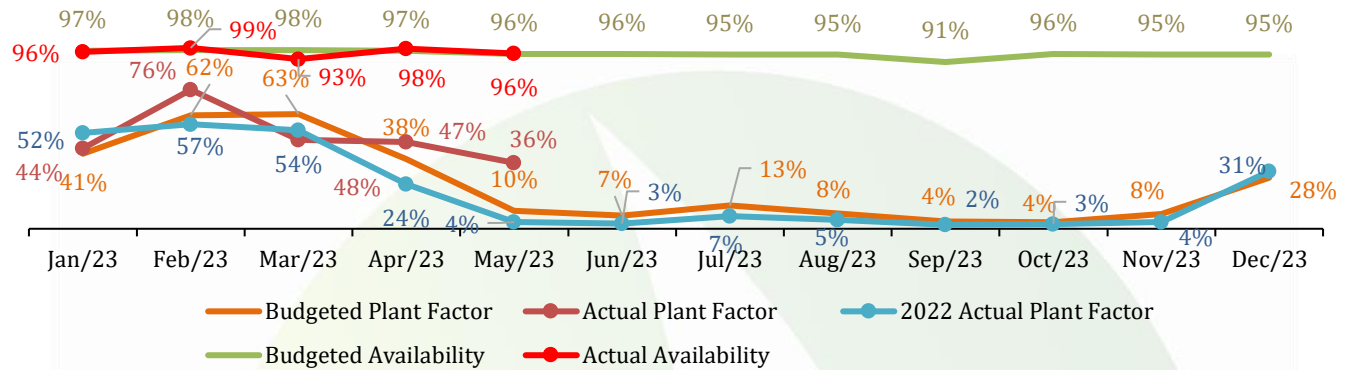
III. Year to date Consolidated Income Statement vs. Budget vs. Prior Year

Income Statements - US\$'000	Actual	Budget	Var	%	2022	Var	%
Revenues							
PPA sales	33,582	28,301	5,280	18.7%	25,177	8,405	33.4%
Spot sales	5,708	5,142	566	11.0%	6,673	(965)	-14.5%
Other revenues	704	677	27	4.0%	576	127	22.1%
Total revenues	39,993	34,120	5,873	17.2%	32,425	7,568	23.3%
Variables costs							
Transmission tolls	(1,012)	(659)	(353)	53.6%	(604)	(408)	67.4%
Regulatory payments	(147)	(139)	(8)	5.8%	(159)	13	-7.9%
Variable margin	38,835	33,322	5,512	16.5%	31,662	7,173	22.7%
Fixed costs							
O&M	(2,913)	(2,730)	(183)	6.7%	(2,583)	(330)	12.8%
Labor costs	(79)	(144)	65	-45.3%	(93)	15	-15.7%
Head office G&A	(473)	(569)	96	-16.9%	(512)	39	-7.7%
Wake effect and others	(552)	(551)	(0)	0.1%	(510)	(42)	0.0%
Management fee	(134)	(134)	-	0.0%	(134)	-	0.0%
Total fixed costs	(4,151)	(4,129)	(21)	0.5%	(3,834)	(317)	8.3%
EBITDA	34,684	29,193	5,491	18.8%	27,828	6,856	24.6%
D&A	(5,992)	(5,984)	(9)	0.1%	(5,990)	(2)	0.0%
Interests & Fees	(6,458)	(6,397)	(61)	1.0%	(1,921)	(4,537)	-236.1%
Other income (expense)	19	-	19	100.0%	32	(13)	-41%
Income before taxes	22,252	16,812	5,440	32.4%	19,949	2,304	11.5%
Income tax	(5,021)	(4,203)	(818)	19.5%	(283)	(4,738)	1673.4%
Net income	17,232	12,609	4,623	36.7%	19,666	(2,434)	-12%

IV. Chart Analysis

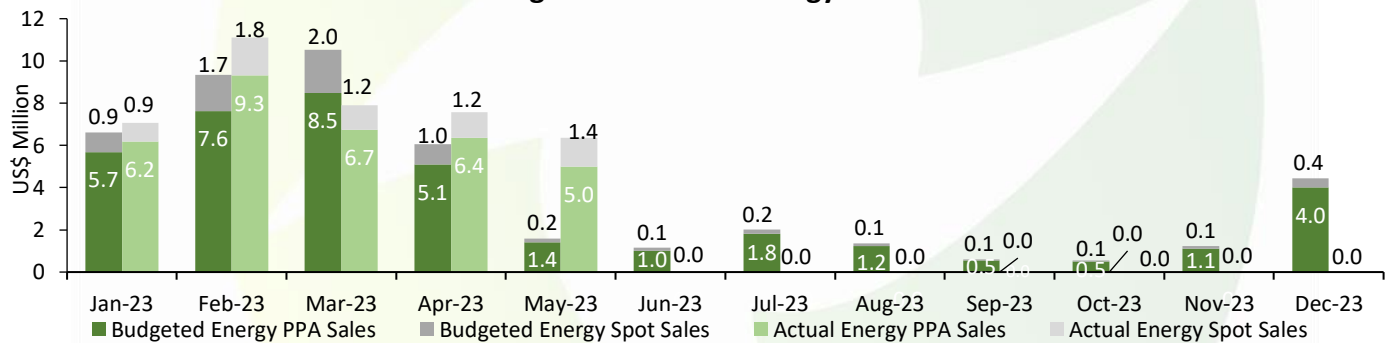
i) Plant Factor & Availability

Budgeted vs. Actual Plant Factor & Availability



ii) Energy Sales

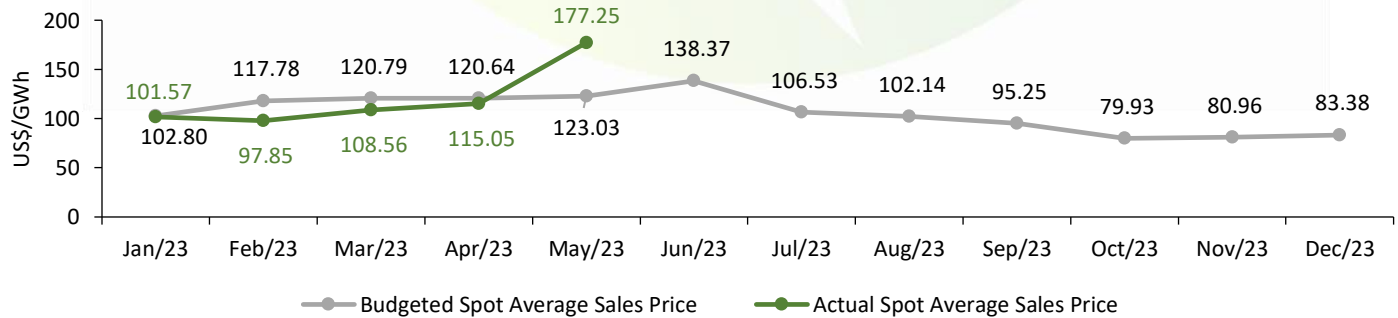
Budgeted vs. Actual Energy Sales



*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 by 267% or 41.9 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\$15 thousand) as a result of timing impact in finance audit fees (US\$6 thousand), insurance (US\$4 thousand), legal fees (US\$2 thousand), and marketing (US\$2 thousand).
- iv)* Lower O&M costs (US\$5 thousand) due to timing impact in blades strategy plan costs (US\$97 thousand), partially offset by higher BOP maintenance-roads (US\$32 thousand), WTG maintenance (US\$26 thousand), electric substation cost (US\$14 thousand), social contributions (US\$10 thousand) and energy own consumption (US\$8 thousand).
- v)* Higher wake effect costs (US\$107 thousand) because of higher spot prices.

ii. Year to date

- i)* There is a positive impact on revenues explained by higher generation by 18% or 58.5 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\$96 thousand) as a result of timing impact in franchise tax (US\$60 thousand), finance audit expenses (US\$32 thousand), insurance (US\$21 thousand), marketing (US\$7 thousand), legal (US\$6 thousand), IT (US\$6 thousand); partially offset by higher US\$36 thousand other consultants.
- iv)* Higher O&M costs (US\$183 thousand) due to timing impact in blades repairs (US\$133 thousand), BOP maintenance (US\$28 thousand), electric substation cost (US\$27 thousand), WTG maintenance (US\$20 thousand), partially offset by lower energy own consumption (US\$11 thousand), health and safety (US\$9 thousand), and green areas maintenance (US\$5 thousand).

VI. Consolidated Balance Sheet

Balance Sheet - US\$'000	05/31/2023	12/31/2022
Current Assets		
Cash & cash equivalent	19,880	5,490
Accounts receivable	14,448	6,636
Related AR Loan - Current	1,065	997
Related AR Loan - Interest receivable	229	353
Prepaid expenses	1,524	5,006
Blades Project Inventory	4,582	-
Inventory	43	41
Total Current Assets	41,770	18,523
Net PP&E	190,637	196,025
Right of use assets	6,629	6,824
Intangible assets	20,113	20,105
Related AR - Non current	20,049	20,483
Total Assets	279,199	261,960
Current Liabilities		
Bonds Payable - Short term	12,027	11,256
Accounts payable	5,016	1,634
Interest payable	2,582	3,984
Lease liabilities short term	114	192
Total Current Liabilities	19,740	17,066
Deferred tax liability	2,647	605
Bonds Payable - Long Term	219,474	224,182
Derivative financial instrument	-	-
Lease liabilities long term	8,040	8,040
Total non-current liabilities	230,161	232,827
Total Liabilities	249,900	249,893
Equity	55,975	55,975
Retained earnings	(26,677)	(43,909)
Total Liabilities and Equity	279,199	261,960

- Cash breakdown:

Cash & cash equivalent	As of May-23
Cash for debt funding	4,959
Cash for blades purchase	-
Cash for working capital	14,921
Total cash & cash equivalent	19,880

VII. Cash Flow and debt service

Cash Flow (YTD) - US\$'000	Q1	Apr/23	May/23	YTD 2023	Budget YTD 2023
Income (Loss) before income tax	15,618	4,139	2,495	22,252	16,812
Adjustments to reconcile profit before income tax to net cash					
Depreciation and amortization	3,486	1,161	1,161	5,807	5,984
Amortization of Finance Cost	107	42	43	192	6,397
Changes in Working Capital	(5,883)	3,731	(453)	(2,605)	(4,588)
Net cash provided (used) in operating activities	13,328	9,073	3,246	25,647	24,605
Additions of PP&E	(4,670)	(93)	4,530	(233)	(645)
Principal received on loan to intercompany	366	-	-	366	366
Interest received	698	-	-	698	698
Net cash provided (used) in investing activities	(3,606)	(93)	4,530	831	419
Repayment of Bonds	(4,129)	-	-	(4,129)	(4,129)
Interest paid	(7,882)	-	-	(7,882)	(7,955)
Finance lease payment	(47)	(16)	(16)	(78)	(78)
Dividends paid (Equity contribution)	-	-	-	-	-
Net cash provided (used) in financing activities	(12,057)	(16)	(16)	(12,089)	(12,162)
Net increase (decrease) in cash	(2,336)	8,964	7,761	14,390	12,862
Cash at beginning of period	5,490	3,155	12,119	5,490	7,568
Cash at the end of period	3,155	12,119	19,880	19,880	20,430

*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 May 31, 2023	Pending amount
To be paid October 1st, 2023	7,747	7,127	14,874	4,959	9,915

- Financial Ratios Combined with Tecnisol:

Covenants	Covenants	Actual Ratios
Historic Debt Service Coverage Ratio	≥ 1.20	1.22
Prospective Debt Service Coverage Ratio	≥ 1.20	1.72

- Blades strategy plan:

OPEX AND CAPEX COSTS (2023)			
COST TYPE	DESCRIPTION	Total 2023 COST (US\$000)	BUDGET 2023 (US\$000)
OPEX	HG Windtec Minor Repair Works	226	640
	Materials	4	
	UL as Quality consultant services	-	
TOTAL OPEX		229.681	640
CAPEX	Blades set purchase	-	732
	Blades logistics	672	
	Blades Installation	13	
	Monitoring System	193	
TOTAL CAPEX		877	1,625
TOTAL 2023 OPEX+CAPEX		1,107	2,265