



**FINANCIAL MONTHLY
REPORT
JUNE 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	1,459	1,155	304	26%	425	1,035	244%
Variable costs	(198)	(50)	(148)	293%	(33)	(164)	494%
Margin	1,262	1,105	157	14%	391	870	222%
EBITDA	465	100	365	365%	(305)	771	252%
Net Income	(1,509)	(1,885)	377	20%	(666)	(843)	-127%
Operational Data	Actual	Budget	Var	%	2022	Var	%
<u>Energy Balance (GWh)</u>							
Generation	14.6	11.3	3.4	30%	4.3	10.3	238%
Sales through PPA	13.1	10.2	2.9	28%	3.8	9.3	245%
Sales through Spot	1.2	0.9	0.3	36%	0.3	0.9	324%
Compensation	0.4	0.2	0.1	63%	0.3	0.1	46%
<u>Prices (US\$/MWh)</u>							
PPA 1 avg sales price	104.6	104.9	(0.3)	0%	104.6	(0.0)	0%
PPA 2 avg sales price	65.3	65.3	-	0%	65.3	(0.0)	0%
Average Spot Sales price	108.7	138.4	(29.6)	-21%	83.4	25.3	30%
Energy Margin	86.3	98.1	(11.8)	-12%	90.6	(4.3)	-5%
EBITDA Margin	31.8	8.9	22.9	258%	(70.7)	102.5	145%

ii. Year to date

Financial Summary	Actual	Budget	Var	%	2022	Var	%
<u>Values in US\$ '000</u>							
Revenues	41,453	35,275	6,177	18%	32,850	8,602	26%
Variable costs	(1,356)	(848)	(508)	60%	(797)	(559)	70%
Margin	40,096	34,427	5,669	16%	32,053	8,043	25%
EBITDA	35,149	29,293	5,856	20%	27,523	7,626	28%
Net Income	15,723	10,724	4,999	47%	19,000	(3,277)	-17%
Operational Data	Actual	Budget	Var	%	2022	Var	%
<u>Energy Balance (GWh)</u>							
Generation*	402.6	340.8	61.8	18%	299.7	103.0	34%
Sales through PPA	344.6	289.2	55.4	19%	252.6	92.0	36%
Sales through Spot	50.7	44.9	5.8	13%	41.7	8.9	21%
Compensation	7.4	6.7	0.7	10%	5.3	2.1	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	115.2	117.1	(2.0)	-2%	160.4	(45.2)	-28%
Energy Margin	99.6	101.0	(1.4)	-1%	107.0	(7.4)	-7%
EBITDA Margin	87.3	85.9	1.3	2%	91.8	(4.6)	-5%

* Energy Generation reference scenarios YTD: P50= 387.1; P75=357.8; P90=331.4; P99= 285.9.

- 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	1,295	1,013	282	27.9%	373	921	246.8%
Spot sales	127	118	8	7.0%	23	104	452.8%
Other revenues	38	24	14	55.8%	29	9	33.3%
Total revenues	1,459	1,155	304	26.3%	425	1,035	243.6%
Variable costs							
Transmission tolls	(170)	(23)	(148)	655.5%	(1)	(169)	11925.5%
Regulatory payments	(28)	(28)	0	-0.6%	(32)	4	-13.5%
Variable margin	1,262	1,105	157	14.2%	391	870	222.3%
Fixed costs							
O&M	(643)	(833)	190	-22.8%	(558)	(86)	15.4%
Labor costs	(18)	(24)	6	-25.8%	(23)	5	23.0%
Head office G&A	(82)	(102)	20	-19.3%	(83)	1	0.8%
Wake effect and others	(26)	(19)	(7)	40.3%	(6)	(20)	0.0%
Management fee	(27)	(27)	-	0.0%	(27)	-	0.0%
Total fixed costs	(796)	(1,005)	208	-20.7%	(697)	(100)	-14.3%
EBITDA	465	100	365	364.5%	(305)	771	252.3%
D&A	(1,206)	(1,199)	(7)	0.6%	(1,203)	(2)	0.2%
Interests & Fees	(1,255)	(1,415)	160	-11.3%	597	(1,852)	-310.1%
Other income (expense)	-	-	-	100.0%	97	(97)	-100.0%
Income before taxes	(1,996)	(2,514)	518	-20.6%	(814)	(1,181)	-145.0%
Income tax	487	628	(141)	-22.5%	149	338	227.7%
Net Income	(1,509)	(1,885)	377	-20.0%	(666)	(843)	-126.6%

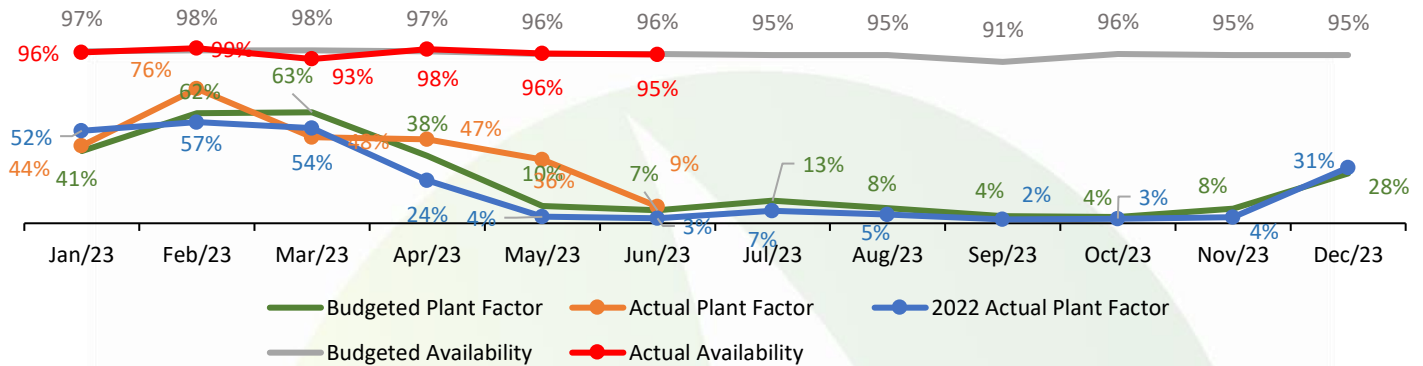
III. Year to date Consolidated Income Statement vs. Budget vs. Prior Year

Income Statements - US\$'000	Actual	Budget	Var	%	2022	Var	%
Revenues							
PPA sales	34,876	29,314	5,563	19.0%	25,550	9,326	36.5%
Spot sales	5,834	5,261	574	10.9%	6,695	(861)	-12.9%
Other revenues	742	701	41	5.8%	605	137	22.6%
Total revenues	41,453	35,275	6,177	17.5%	32,850	8,602	26.2%
Variables costs							
Transmission tolls	(1,182)	(681)	(501)	73.5%	(606)	(576)	95.2%
Regulatory payments	(174)	(166)	(8)	4.8%	(191)	17	-8.9%
Variable margin	40,096	34,427	5,669	16.5%	32,053	8,043	25.1%
Fixed costs							
O&M	(3,556)	(3,564)	7	-0.2%	(3,141)	(415)	13.2%
Labor costs	(97)	(168)	71	-42.5%	(117)	20	-17.2%
Head office G&A	(555)	(671)	116	-17.3%	(595)	40	-6.7%
Wake effect and others	(578)	(570)	(8)	1.4%	(516)	(61)	0.0%
Management fee	(161)	(161)	-	0.0%	(161)	-	0.0%
Total fixed costs	(4,947)	(5,134)	187	-3.6%	(4,530)	(417)	9.2%
EBITDA	35,149	29,293	5,856	20.0%	27,523	7,626	27.7%
D&A	(7,198)	(7,182)	(16)	0.2%	(7,194)	(5)	-0.1%
Interests & Fees	(7,713)	(7,813)	99	-1.3%	(1,324)	(6,389)	-482.6%
Other income (expense)	19	-	19	100.0%	129	(110)	-85%
Income before taxes	20,257	14,299	5,958	41.7%	19,134	1,122	5.9%
Income tax	(4,534)	(3,575)	(959)	26.8%	(135)	(4,399)	3270.7%
Net income	15,723	10,724	4,999	46.6%	19,000	(3,277)	-17%

IV. Chart Analysis

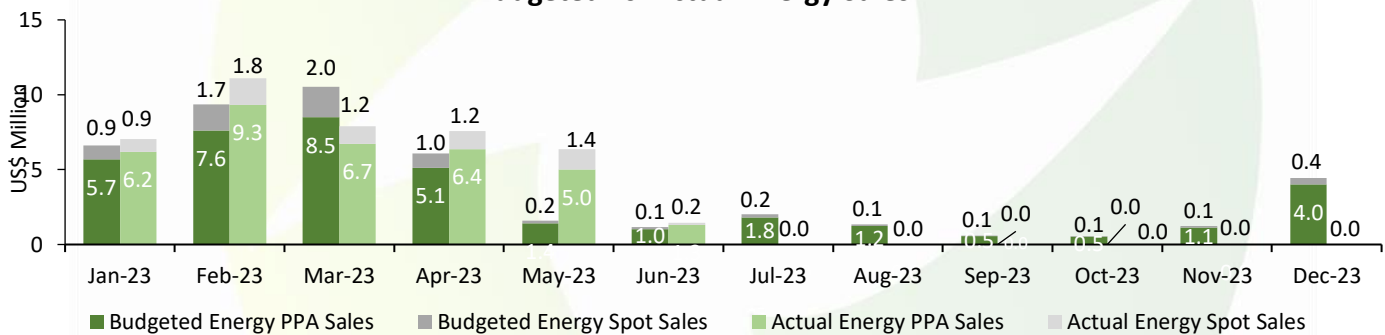
i) Plant Factor & Availability

Budgeted vs. Actual Plant Factor & Availability



ii) Energy Sales

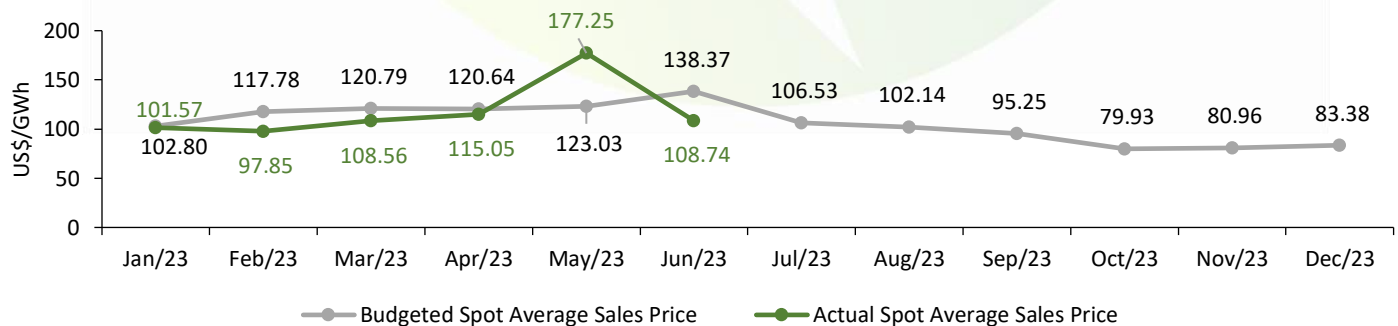
Budgeted vs. Actual Energy Sales



*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 30% or 3.4 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 O&M costs (US\$190 thousand) due to timing impact in blades repair costs (US\$120 thousand), energy own consumption (US\$18 thousand), electric substation costs (US\$27 thousand) and turbine maintenance (US\$23 thousand).
- iv)* Lower head office G&A (US\$20 thousand) as a result of timing impact in finance audit fees (US\$6 thousand), insurance (US\$4 thousand), legal fees (US\$4 thousand), memberships (US\$2 thousand), marketing (US\$2 thousand) and other expenses (US\$2 thousand).

ii. Year to date

- i)* There is a positive impact on revenues explained by higher generation by 18% or 61.8 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\$116 thousand) as a result of timing impact in franchise tax (US\$60 thousand), finance audit expenses (US\$38 thousand), insurance (US\$25 thousand), marketing (US\$9 thousand), legal (US\$9 thousand), IT (US\$7 thousand); partially offset by US\$36 thousand higher other consultants.
- iv)* Lower O&M costs (US\$7 thousand) due to timing impact in WTG maintenance (US\$20 thousand), BOP maintenance (US\$12 thousand), health and safety (US\$10 thousand), green areas maintenance (US\$5 thousand), other consultant (US\$3 thousand), partially offset by higher WTG maintenance (SMA) (US\$45 thousand).

VI. Consolidated Balance Sheet

Balance Sheet - US\$'000	06/30/2023	12/31/2022
Current Assets		
Cash & cash equivalent	27,426	5,490
Accounts receivable	8,090	6,636
Related AR Loan - Current	1,065	997
Related AR Loan - Interest receivable	341	353
Prepaid expenses	907	5,006
Blades Project Inventory	4,582	-
Inventory	43	41
Total Current Assets	42,454	18,523
Net PP&E	189,573	196,025
Right of use assets	6,590	6,824
Intangible assets	20,112	20,105
Related AR - Non current	20,049	20,483
Total Assets	278,777	261,960
Current Liabilities		
Bonds Payable - Short term	12,027	11,256
Accounts payable	4,934	1,634
Interest payable	3,853	3,984
Lease liabilities short term	98	192
Total Current Liabilities	20,911	17,066
Deferred tax liability	2,520	605
Bonds Payable - Long Term	219,516	224,182
Derivative financial instrument	-	-
Lease liabilities long term	8,040	8,040
Total non-current liabilities	230,076	232,827
Total Liabilities	250,987	249,893
Equity	55,975	55,975
Retained earnings	(28,186)	(43,909)
Total Liabilities and Equity	278,777	261,960

- Cash breakdown:

Cash & cash equivalent	As of Jun-23
Cash for debt funding	7,438
Cash for blades purchase	-
Cash for working capital	19,988
Total cash & cash equivalent	27,426

VII. Cash Flow and debt service

Cash Flow (YTD) - US\$'000	Q1	Apr/23	May/23	Jun/23	YTD 2023	Budget YTD 2023
Income (Loss) before income tax	15,618	4,139	2,495	(1,996)	20,257	14,299
Adjustments to reconcile profit before income tax to net cash						
Depreciation and amortization	3,486	1,161	1,161	1,165	6,972	7,182
Amortization of Finance Cost	107	42	43	42	234	7,813
Changes in Working Capital	(5,883)	3,731	(453)	8,410	5,806	113
Net cash provided (used) in operating activities	13,328	9,073	3,246	7,622	33,269	29,406
Additions of PP&E	(4,670)	(93)	4,530	(60)	(293)	(660)
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	(60)	771	404
Repayment of Bonds	(4,129)	-	-	-	(4,129)	(4,129)
Interest paid	(7,882)	-	-	-	(7,882)	(7,955)
Finance lease payment	(47)	(16)	(16)	(16)	(94)	(94)
Dividends paid (Equity contribution)	-	-	-	-	-	-
Net cash provided (used) in financing activities	(12,057)	(16)	(16)	(16)	(12,105)	(12,178)
Net increase (decrease) in cash	(2,336)	8,964	7,761	7,546	21,936	17,632
Cash at beginning of period	5,490	3,155	12,119	19,880	5,490	7,568
Cash at the end of period	3,155	12,119	19,880	27,426	27,426	25,200

*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 Jun 30, 2023	Pending amount
To be paid October 1st, 2023	7,747	7,127	14,874	7,438	7,436

- Financial Ratios Combined with Tecnisol:

Covenants	Covenants	Actual Ratios
Historic Debt Service Coverage Ratio	≥ 1.20	1.35
Prospective Debt Service Coverage Ratio	≥ 1.20	1.70

- 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