



**FINANCIAL MONTHLY
REPORT
JULY 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	2,905	2,024	881	44%	1,076	1,830	170%
Variable costs	(330)	(68)	(262)	384%	(44)	(286)	650%
Margin	2,576	1,956	620	32%	1,032	1,544	150%
EBITDA	1,629	1,071	558	52%	302	1,327	439%
Net Income	(671)	(1,152)	482	42%	(2,034)	1,363	67%
Operational Data	Actual	Budget	Var	%	2022	Var	%
<u>Energy Balance (GWh)</u>							
Generation	29.3	20.2	9.1	45%	11.2	18.1	162%
Sales through PPA	26.0	18.3	7.8	42%	9.6	16.5	172%
Sales through Spot	2.4	1.6	0.8	53%	1.0	1.3	128%
Compensation	0.8	0.4	0.5	131%	0.5	0.3	52%
<u>Prices (US\$/MWh)</u>							
PPA 1 avg sales price	104.5	105.0	(0.5)	0%	104.9	(0.4)	0%
PPA 2 avg sales price	65.3	65.3	-	0%	65.3	(0.0)	0%
Average Spot Sales price	104.6	106.5	(1.9)	-2%	60.0	44.6	74%
Energy Margin	88.0	96.9	(8.8)	-9%	92.5	(4.5)	-5%
EBITDA Margin	55.7	53.0	2.7	5%	27.1	28.6	105%

ii. Year to date

Financial Summary	Actual	Budget	Var	%	2022	Var	%
<u>Values in US\$ '000</u>							
Revenues	44,358	37,299	7,059	19%	33,926	10,432	31%
Variable costs	(1,686)	(916)	(770)	84%	(841)	(845)	101%
Margin	42,672	36,383	6,289	17%	33,085	9,587	29%
EBITDA	36,778	30,364	6,414	21%	27,825	8,953	32%
Net Income	15,052	9,571	5,481	57%	16,966	(1,913)	-11%
Operational Data	Actual	Budget	Var	%	2022	Var	%
<u>Energy Balance (GWh)</u>							
Generation*	431.9	361.0	70.9	20%	310.8	121.1	39%
Sales through PPA	370.6	307.5	63.2	21%	262.1	108.5	41%
Sales through Spot	53.1	46.5	6.6	14%	42.8	10.3	24%
Compensation	8.2	7.1	1.2	16%	5.9	2.3	40%
<u>Prices (US\$/MWh)</u>							
PPA 1 avg sales price	104.4	104.5	(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	114.7	116.8	(2.1)	-2%	157.9	(43.2)	-27%
Energy Margin	98.8	100.8	(2.0)	-2%	106.5	(7.7)	-7%
EBITDA Margin	85.2	84.1	1.0	1%	89.5	(4.4)	-5%

* Energy Generation reference scenarios YTD: P50= 409.0; P75=378.0; P90=350.1; P99= 302.1.

- 1- PPA 1: Physical PPA with four wind farms assigned: Maraón, 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	2,573	1,820	752	41.3%	957	1,615	168.7%
Spot sales	250	166	83	50.2%	63	187	298.4%
Other revenues	83	38	45	120.5%	56	27	48.6%
Total revenues	2,905	2,024	881	43.5%	1,076	1,830	170.0%
Variable costs							
Transmission tolls	(301)	(40)	(260)	644.7%	(12)	(289)	2393.4%
Regulatory payments	(29)	(28)	(1)	4.8%	(32)	3	-8.8%
Variable margin	2,576	1,956	620	31.7%	1,032	1,544	149.6%
Fixed costs							
O&M	(763)	(705)	(58)	8.2%	(590)	(173)	29.2%
Labor costs	(23)	(24)	1	-3.1%	(19)	(5)	-24.0%
Head office G&A	(83)	(103)	20	-19.2%	(83)	(1)	-0.6%
Wake effect and others	(50)	(26)	(24)	93.0%	(11)	(39)	0.0%
Management fee	(27)	(27)	-	0.0%	(27)	-	0.0%
Total fixed costs	(947)	(885)	(61)	6.9%	(730)	(217)	-29.7%
EBITDA	1,629	1,071	558	52.1%	302	1,327	438.9%
D&A	(1,203)	(1,199)	(4)	0.3%	(1,205)	2	-0.2%
Interests & Fees	(1,305)	(1,409)	104	-7.4%	(1,371)	66	-4.8%
Other income (expense)	-	-	-	100.0%	-	-	100.0%
Income before taxes	(879)	(1,537)	658	-42.8%	(2,274)	1,395	61.4%
Income tax	208	384	(176)	-45.9%	239	(31)	-13.1%
Net Income	(671)	(1,152)	482	-41.8%	(2,034)	1,363	67.0%

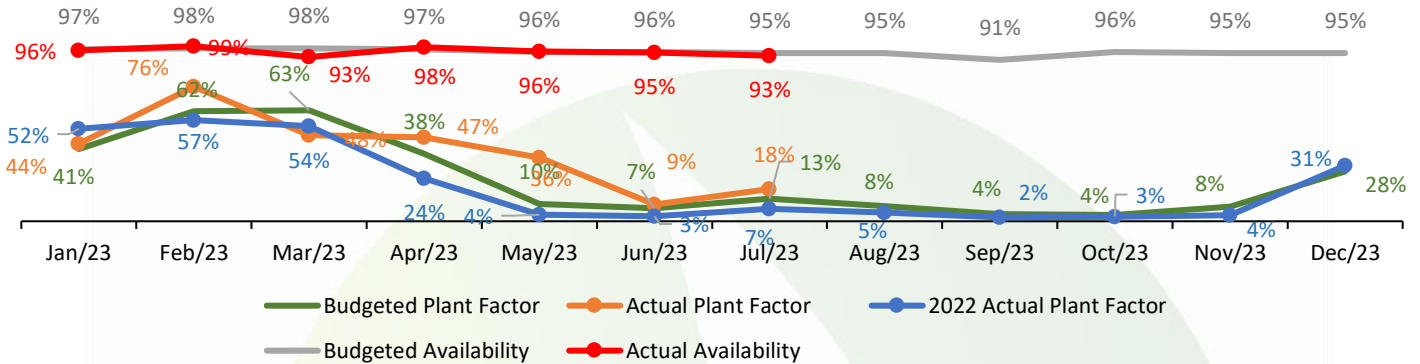
III. Year to date Consolidated Income Statement vs. Budget vs. Prior Year

Income Statements - US\$'000	Actual	Budget	Var	%	2022	Var	%
Revenues							
PPA sales	37,449	31,134	6,315	20.3%	26,507	10,942	41.3%
Spot sales	6,084	5,427	657	12.1%	6,758	(674)	-10.0%
Other revenues	825	739	86	11.7%	661	164	24.8%
Total revenues	44,358	37,299	7,059	18.9%	33,926	10,432	30.7%
Variables costs							
Transmission tolls	(1,483)	(722)	(761)	105.4%	(618)	(865)	140.0%
Regulatory payments	(203)	(194)	(9)	4.8%	(223)	20	-8.9%
Variable margin	42,672	36,383	6,289	17.3%	33,085	9,587	29.0%
Fixed costs							
O&M	(4,319)	(4,269)	(51)	1.2%	(3,731)	(588)	15.8%
Labor costs	(120)	(192)	72	-37.5%	(136)	16	-11.4%
Head office G&A	(638)	(774)	136	-17.5%	(678)	39	-5.8%
Wake effect and others	(628)	(596)	(32)	5.4%	(527)	(101)	0.0%
Management fee	(188)	(188)	-	0.0%	(188)	-	0.0%
Total fixed costs	(5,894)	(6,019)	125	-2.1%	(5,260)	(634)	12.0%
EBITDA	36,778	30,364	6,414	21.1%	27,825	8,953	32.2%
D&A	(8,401)	(8,381)	(20)	0.2%	(8,398)	(2)	0.0%
Interests & Fees	(9,018)	(9,221)	203	-2.2%	(2,695)	(6,323)	-234.6%
Other income (expense)	19	-	19	100.0%	129	(110)	-85%
Income before taxes	19,378	12,762	6,616	51.8%	16,861	2,517	14.9%
Income tax	(4,326)	(3,190)	(1,135)	35.6%	105	(4,431)	-4223.9%
Net income	15,052	9,571	5,481	57.3%	16,966	(1,913)	-11%

IV. Chart Analysis

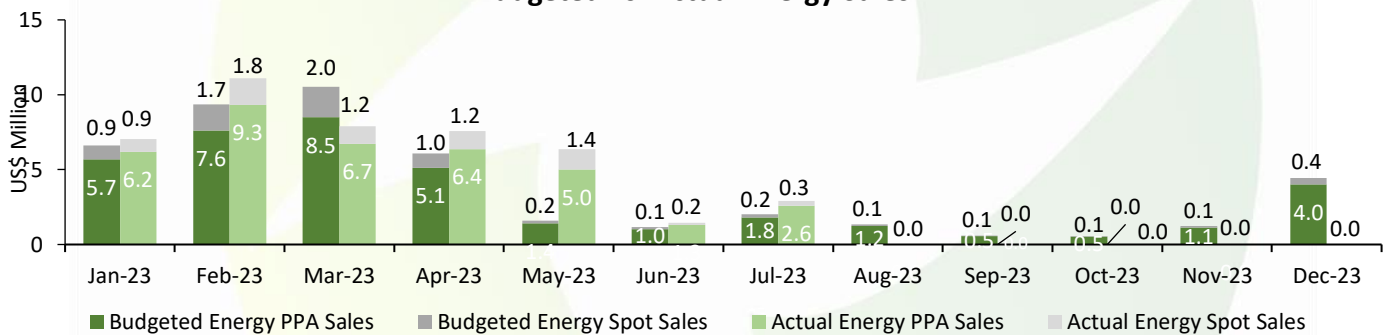
i) Plant Factor & Availability

Budgeted vs. Actual Plant Factor & Availability



ii) Energy Sales

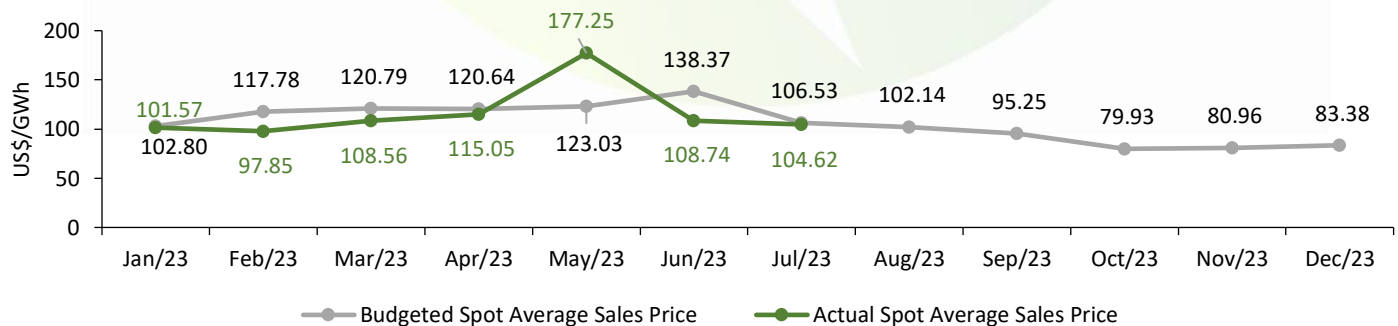
Budgeted vs. Actual Energy Sales



*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 45% or 9.1 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\$58 thousand) due to timing impact in energy own consumption (US\$36 thousand), WTG maintenance – SMA (US\$25 thousand), blades repair costs (US\$21 thousand), electric substation costs (US\$13 thousand); partially offset by lower optic fiber maintenance costs (US\$20 thousand) and turbine maintenance (US\$20 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\$6 thousand), legal fees (US\$4 thousand), memberships (US\$2 thousand) and marketing (US\$2 thousand).

ii. Year to date

- i)* There is a positive impact on revenues explained by higher generation by 20% or 70.9 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\$136 thousand) as a result of timing impact in franchise tax (US\$60 thousand), finance audit expenses (US\$45 thousand), insurance (US\$31 thousand), marketing (US\$10 thousand), legal (US\$13 thousand), IT (US\$7 thousand); partially offset by US\$36 thousand higher other consultants.
- iv)* Higher O&M costs (US\$51 thousand) due to timing impact in WTG maintenance - SMA (US\$70 thousand), blades repair (US\$33 thousand); partially offset by lower turbine maintenance (US\$39 thousand) and health and safety costs (US\$16 thousand).

VI. Consolidated Balance Sheet

Balance Sheet - US\$'000	07/31/2023	12/31/2022
Current Assets		
Cash & cash equivalent	31,354	5,490
Accounts receivable	4,734	6,636
Related AR Loan - Current	1,065	997
Related AR Loan - Interest receivable	457	353
Prepaid expenses	2,049	5,006
Blades Project Inventory	4,584	-
Inventory	44	41
Total Current Assets	44,287	18,523
Net PP&E	188,488	196,025
Right of use assets	6,551	6,824
Intangible assets	20,110	20,105
Related AR - Non current	20,049	20,483
Total Assets	279,485	261,960
Current Liabilities		
Bonds Payable - Short term	12,027	11,256
Accounts payable	4,951	1,634
Interest payable	5,165	3,984
Lease liabilities short term	82	192
Total Current Liabilities	22,225	17,066
Deferred tax liability	2,542	605
Bonds Payable - Long Term	219,559	224,182
Derivative financial instrument	-	-
Lease liabilities long term	8,040	8,040
Total non-current liabilities	230,141	232,827
Total Liabilities	252,366	249,893
Equity	55,975	55,975
Retained earnings	(28,856)	(43,909)
Total Liabilities and Equity	279,485	261,960

- Cash breakdown:

Cash & cash equivalent	As of Jul-23
Cash for debt funding	9,917
Cash for blades purchase	-
Cash for working capital	21,437
Total cash & cash equivalent	31,354

VII. Cash Flow and debt service

Cash Flow (YTD) - US\$'000	Q1	Q2	Jul/23	YTD 2023	Budget YTD 2023
Income (Loss) before income tax	15,618	4,639	(879)	19,378	12,762
Adjustments to reconcile profit before income tax to net cash					
Depreciation and amortization	3,486	3,486	1,161	8,133	8,381
Amortization of Finance Cost	107	127	43	278	9,221
Changes in Working Capital	(5,883)	11,689	3,654	9,460	(5,821)
Net cash provided (used) in operating activities	13,328	19,941	3,979	37,249	24,543
Additions of PP&E	(4,670)	4,378	(35)	(328)	(978)
Principal received on loan to intercompany	366	-	-	366	366
Interest received	698	-	-	698	698
Net cash provided (used) in investing activities	(3,606)	4,378	(35)	736	86
Repayment of Bonds	(4,129)	-	-	(4,129)	(4,129)
Interest paid	(7,882)	-	-	(7,882)	(7,955)
Finance lease payment	(47)	(48)	(16)	(110)	(110)
Dividends paid (Equity contribution)	-	-	-	-	-
Net cash provided (used) in financing activities	(12,057)	(48)	(16)	(12,121)	(12,194)
Net increase (decrease) in cash	(2,336)	24,271	3,928	25,864	12,435
Cash at beginning of period	5,490	3,155	27,426	5,490	7,568
Cash at the end of period	3,155	27,426	31,354	31,354	20,003

*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 Jul 31, 2023	Pending amount
To be paid October 1st, 2023	7,747	7,127	14,874	9,917	4,957

- Financial Ratios Combined with Tecnisol:

Covenants	Covenants	Actual Ratios
Historic Debt Service Coverage Ratio	≥ 1.20	1.43
Prospective Debt Service Coverage Ratio	≥ 1.20	1.32

- 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