



INTERENERGY
SYSTEMS

Financial Monthly Report
September 2023

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I. Financial and Operating Highlights

A) Month

| Financial Summary | Actual | Budget | Variation | % | 2022 | Variation | % |
|--------------------------------------|--------|--------|-----------|--------|-------|-----------|--------|
| <u>Values in US\$ Thousands</u> | | | | | | | |
| Revenues | 598 | 635 | (38) | -6% | 488 | 110 | 23% |
| Variable costs | 227 | 309 | (83) | -27% | 257 | (30) | -12% |
| Margin | 371 | 326 | 45 | 14% | 231 | 140 | 61% |
| EBITDA | 30 | 176 | (146) | -83% | (1) | 30 | -3865% |
| Net Income | (113) | 32 | (145) | -455% | (51) | (62) | 122% |
| Operational Data | Actual | Budget | Variation | % | 2022 | Variation | % |
| <u>Thermal Business</u> | | | | | | | |
| Cold Water Sales (GWh-t) | 5.1 | 4.5 | 0.6 | 12.2% | 4.5 | 0.6 | 12.6% |
| Hot Water Sales (GWh-t) | 0.6 | 0.5 | 0.1 | 21.5% | 0.5 | 0.1 | 22.0% |
| Steam Sales (GWh-t) | 0.1 | 0.1 | 0.0 | 64.3% | 0.1 | 0.0 | 64.8% |
| Cold Water avg. sales price (\$/MWh) | 116.8 | 112.0 | 4.8 | 4.3% | 114.8 | 2.0 | 1.7% |
| Hot Water avg. sales price (\$/MWh) | 121.5 | 119.2 | 2.3 | 1.9% | 122.1 | (0.6) | -0.5% |
| Steam avg. sales price (\$/MWh) | 99.9 | 89.3 | 10.6 | 11.9% | 89.2 | 10.7 | 12.0% |
| Electric Energy Purchase (GWh) | 1.2 | 1.1 | 0.1 | 11.5% | 1.3 | (0.1) | -7.8% |
| MMBTU Consumption | 1,297 | 973 | 323 | 33.2% | 787 | 510 | 64.8% |
| <u>Electric Mobility EV</u> | | | | | | | |
| Energy Sales (MWh) | 100 | 107 | (7) | -6.4% | 40 | 60 | 150.0% |
| Energy avg. sales price (\$/MWh) | 299 | 375 | (76) | -20.3% | 348 | (49) | -14.1% |
| Chargers Installed in month | 6 | 12 | (6) | -50.0% | 1 | 5.0 | 500.0% |

B) Year to date

| Financial Summary | Actual | Budget | Variation | % | 2022 | Variation | % |
|--------------------------------------|--------|--------|-----------|--------|-------|-----------|---------|
| <u>Values in US\$ Thousands</u> | | | | | | | |
| Revenues | 4,966 | 5,502 | (536) | -9.7% | 4,434 | 532 | 12.0% |
| Variable costs | 2,219 | 2,917 | (698) | -23.9% | 2,308 | (89) | -3.9% |
| Margin | 2,747 | 2,585 | 162 | 6.3% | 2,126 | 621 | 29.2% |
| EBITDA | 777 | 1,033 | (256) | -24.8% | 1,102 | (325) | -29.5% |
| Net Income | (177) | (223) | 46 | -20.6% | 150 | (327) | -217.6% |
| Operational Data | Actual | Budget | Variation | % | 2022 | Variation | % |
| <u>Thermal Business</u> | | | | | | | |
| Cold Water Sales (GWh-t) | 40.4 | 38.2 | 2.2 | 5.7% | 38.8 | 1.7 | 4.3% |
| Hot Water Sales (GWh-t) | 6.0 | 6.0 | (0.1) | -0.9% | 6.0 | (0.0) | -0.7% |
| Steam Sales (GWh-t) | 1.2 | 0.7 | 0.4 | 54.7% | 0.7 | 0.4 | 56.7% |
| Cold Water avg. sales price (\$/MWh) | 114.0 | 113.0 | 1.0 | 0.9% | 117.1 | (3.1) | -2.6% |
| Hot Water avg. sales price (\$/MWh) | 119.3 | 119.1 | 0.2 | 0.2% | 123.0 | (3.7) | -3.0% |
| Steam avg. sales price (\$/MWh) | 92.2 | 89.0 | 3.1 | 3.5% | 96.3 | (4.1) | -4.3% |
| Electric Energy Purchase (GWh) | 10.0 | 10.0 | 0.0 | 0.0% | 10.3 | (0.3) | -2.9% |
| MMBTU Consumption | 8,891 | 10,574 | (1,682) | -15.9% | 7,575 | 1,316.9 | 17.4% |
| <u>Electric Mobility EV</u> | | | | | | | |
| Energy Sales (MWh) | 749 | 808 | (60) | -7.4% | 472 | 276 | 58.6% |
| Energy avg. sales price (\$/MWh) | 304 | 375 | (71) | -19.0% | 332 | (28) | -8.5% |
| Total Installed Chargers | 450 | 480 | (30) | -6.3% | 382 | 68 | 17.8% |

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

| P&L US\$000 | MONTH | | | | | | |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| | Actual | Budget | Variation | Var (%) | Prior year | Variation | Var (%) |
| Revenues | | | | | | | |
| Thermal Energy Sales | 527 | 573 | (46) | -8% | 465 | 62 | 13% |
| E-mobility Sales | 33 | 47 | (14) | -29% | 22 | 11 | 52% |
| Software Sales | 34 | 15 | 19 | 126% | - | 34 | 0% |
| Other Revenues | 3 | - | 3 | 0% | 0 | 3 | 629% |
| Total Revenues | 598 | 635 | (38) | -6% | 488 | 110 | 23% |
| Variable Costs | | | | | | | |
| Fuel ¹ | (1) | (18) | 17 | -93% | (0) | (1) | 963% |
| Purchase of Energy ² | (272) | (270) | (2) | 1% | (246) | (26) | 11% |
| Purchase of Energy E-mobility | 40 | (21) | 62 | -289% | (11) | 51 | -475% |
| Other Variable Cost | 6 | - | 6 | 0% | - | 6 | 0% |
| Total Variable Costs | (227) | (309) | 83 | -27% | (257) | 30 | -12% |
| Variable Margin | 371 | 326 | 45 | 14% | 231 | 140 | 61% |
| Labor Cost | (145) | (33) | (112) | 340% | (22) | (123) | 562% |
| O&M | (193) | (47) | (147) | 315% | (91) | (102) | 111% |
| Head Office G&A | (3) | (71) | 67 | -95% | (118) | 115 | -97% |
| Total Fixed Costs | (341) | (150) | (191) | 127% | (231) | (110) | 47% |
| EBITDA | 30 | 176 | (146) | -83% | (1) | 30 | -3865% |
| D&A | (60) | (133) | 74 | -55% | (101) | 41 | -41% |
| Net Interest Expense | (3) | - | (3) | 0% | 12 | (15) | -128% |
| Exchange (Gain) Loss | (93) | - | (93) | 0% | 17 | (110) | -655% |
| Other (Income) Expense | 0 | - | 0 | 0% | 1 | (1) | -97% |
| Income before taxes | (127) | 43 | (169) | -397% | (73) | (54) | N/A |
| Income Tax | 13 | (11) | 24 | -225% | 22 | (8) | -38% |
| Net income | (113) | 32 | (145) | -455% | (51) | (62) | 122% |

¹ Additional Fuel Cost of US\$33 thousand reflected as a credit note in Thermal Energy Sales.

² Additional Energy Purchase of US\$120 thousand reflected as credit note in Thermal Energy Sales.

III. YTD Income Statement vs Budget and vs Prior Year

| P&L US\$000 | YTD | | | | | | |
|---------------------------------|----------------|----------------|--------------|-------------|----------------|--------------|--------------|
| | Actual | Budget | Variation | Var (%) | Prior year | Variation | Var (%) |
| Revenues | | | | | | | |
| Thermal Energy Sales | 4,338 | 5,106 | (769) | -15% | 4,233 | 105 | 2% |
| E-mobility Sales | 308 | 351 | (43) | -12% | 165 | 143 | 87% |
| Software Sales | 204 | 45 | 159 | 354% | 33 | 171 | 516% |
| Other Revenues | 116 | - | 116 | 0% | 3 | 113 | 3244% |
| Total Revenues | 4,966 | 5,502 | (536) | -10% | 4,434 | 532 | 12% |
| Variable Costs | | | | | | | |
| Fuel ¹ | (3) | (201) | 198 | -98% | (7) | 3 | -48% |
| Purchase of Energy ² | (2,106) | (2,554) | 449 | -18% | (2,222) | 117 | -5% |
| Purchase of Energy E-mobility | (85) | (162) | 77 | -48% | (76) | (9) | 12% |
| Other Variable Cost | (25) | - | (25) | 0% | (3) | (22) | 695% |
| Total Variable Costs | (2,219) | (2,917) | 698 | -24% | (2,308) | 89 | -4% |
| Variable Margin | 2,747 | 2,585 | 162 | 6% | 2,126 | 621 | 29% |
| Labor Cost | (654) | (281) | (373) | 133% | (142) | (512) | 360% |
| O&M | (739) | (570) | (169) | 30% | (458) | (281) | 61% |
| Head Office G&A | (577) | (701) | 125 | -18% | (423) | (153) | 36% |
| Total Fixed Costs | (1,970) | (1,552) | (418) | 27% | (1,024) | (946) | 92% |
| EBITDA | 777 | 1,033 | (256) | -25% | 1,102 | (325) | -29% |
| D&A | (954) | (1,159) | 205 | -18% | (901) | (53) | 6% |
| Net Interest Expense | (39) | - | (39) | 0% | (32) | (7) | 21% |
| Exchange (Gain) Loss | 17 | - | 17 | 0% | 44 | (27) | -61% |
| Other (Income) Expense | (1) | - | (1) | 0% | 9 | (10) | -106% |
| Income before taxes | (200) | (126) | (74) | 59% | 222 | (422) | -190% |
| Income Tax | 23 | (97) | 120 | -124% | (72) | 95 | -132% |
| Net income | (177) | (223) | 46 | -21% | 150 | (327) | -218% |

¹ Additional Fuel Cost of US\$239 thousand reflected as a credit note in Thermal Energy Sales.

² Additional Energy Purchase of US\$957 thousand reflected as credit note in Thermal Energy Sales.

IV. MD&A

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

i. Month

- i)* Thermal margin was US\$32 thousand lower than budgeted due to lower unitary margin by 11%.
- ii)* Evergo's margin was US\$48 thousand higher than budgeted explained by the table below affected by the reclassification of energy purchase costs from ISD to Evergo DR:

| Month | Actual | Budget | Variation | Var (%) |
|-------------------------|-----------|-----------|-----------|-------------|
| EV Margin | | | | |
| Unitary Margin (\$/MWh) | 0.74 | 0.24 | 0.50 | 207% |
| Energy Sold (MWh) | 100.0 | 106.9 | (6.9) | -6% |
| Total Margin | 74 | 26 | 48 | 187% |

- iii)* Higher O&M expenses mainly due to: a) US\$172 thousand corresponding to Evergo's revenues from July to September accounted as expenses in ISD; partially offset by: b) US\$17 thousand lower Evergo's maintenance expenses; c) US\$8 thousand lower repair and maintenance expenses in thermal stations.
- iv)* US\$112 thousand higher labor costs mainly explained by unbudgeted personnel entries in Evergo DR accounted until September.
- v)* Lower Head Office G&A expenses mainly due to: a) US\$25 thousand lower ISD outsourced services expenses; b) US\$25 thousand lower Evergo DR's other expenses; c) US\$10 thousand lower Evergo DR's outsourced services expenses; d) US\$5 thousand lower local rent expenses.
- vi)* Lower D&A expenses mainly explained by a reclassification of Evergo DR's assets from InterEnergy Systems to Evergo DR.

ii. Year-to-date

- i)* US\$159 thousand higher software sales mainly explained by a new implementation contract with CAASD to measure and invoice water supply.
- ii)* Thermal margin was US\$122 thousand lower than budgeted due to lower unitary margin by 10%.
- iii)* Evergo's margin was US\$34 thousand higher than budgeted explained by the table below affected by the reclassification of energy purchase costs from ISD to Evergo DR:

| YTD | Actual | Budget | Variation | Var (%) |
|-------------------------|------------|------------|-----------|------------|
| EV Margin | | | | |
| Unitary Margin (\$/MWh) | 0.30 | 0.23 | 0.06 | 27% |
| Energy Sold (MWh) | 748.5 | 808.1 | (59.6) | -7% |
| Total Margin | 223 | 189 | 34 | 18% |

- iv)* Higher O&M expenses mainly due to US\$172 thousand corresponding to Evergo's revenues from July to September accounted as expenses in ISD.

- v)* US\$373 thousand higher labor costs mainly explained by unbudgeted personnel entries in Evergo DR accounted until September.
- vii)* US\$373 thousand higher labor costs mainly explained by unbudgeted personnel entries in Evergo DR accounted until September.
- viii)* Lower Head Office G&A expenses mainly due to: a) US\$93 thousand lower Evergo DR's outsourced services expenses; b) US\$48 thousand lower local rent expenses.
- ix)* Lower D&A expenses mainly explained by a reclassification of Evergo DR's assets from InterEnergy Systems to Evergo DR.

Variable Margin by Thermal Station

| Thermal contribution to | Revenues | Variable Costs | Variable Margin | Budget |
|-------------------------|--------------|----------------|-----------------|--------------|
| TS01-TS02 Club Med | 2,135 | (739) | 1,396 | 1,568 |
| TS03 Hilton | 1,353 | (764) | 589 | 441 |
| TS04 Vista Sol | 850 | (606) | 244 | 342 |
| Total | 4,338 | (2,109) | 2,229 | 2,351 |

V. Balance Sheet

| Balance Sheet (US\$000) | Sep-23 | Dec-22 |
|--------------------------------------|---------------|---------------|
| <u>Assets</u> | | |
| Cash and Cash Equivalents | 528 | 466 |
| Accounts Receivable | 1,265 | 565 |
| Inventory | 2,096 | 866 |
| Other Current Assets | 1,858 | 1,802 |
| Total Current Assets | 5,748 | 3,699 |
| Net PP&E | 5,700 | 11,890 |
| Right of use assets | 462 | 369 |
| Other non-current assets | 7 | 104 |
| Total Assets | 11,916 | 16,062 |
| <u>Liabilities and Equity</u> | | |
| Current Portion of LTD | - | - |
| Accounts Payable | 908 | 1,210 |
| Tax payable | 137 | 99 |
| Lease liabilities short-term | 42 | 36 |
| Other Current Liabilities | 161 | 88 |
| Total Current Liabilities | 1,247 | 1,432 |
| Long-term debt | - | - |
| Related Parties LT Payable | 10,005 | 6,228 |
| Lease liabilities long-term | 498 | 402 |
| Deferred Income tax | 229 | 382 |
| Other non-current liabilities | 87 | 36 |
| Total Liabilities | 12,067 | 8,480 |
| Share Capital | 1,992 | 9,564 |
| Retained Earnings | (2,143) | (1,982) |
| Total shareholders' equity | (150) | 7,582 |
| Non-controlling interest | - | - |
| Total Liabilities and Equity | 11,916 | 16,062 |

VI. Cash Flow

| Cash Flow (US\$000) | Q1 | Q2 | Jul-23 | Aug-23 | Sep-23 | 2023 YTD | Budget YTD |
|--|--------------|--------------|--------------|--------------|--------------|----------------|----------------|
| Income before tax | (414) | (60) | 3 | 398 | (127) | (200) | 361 |
| Adjustments to conciliate the net income to the net cash | | | | | | | |
| Depreciation and amortization | 425 | 418 | 136 | 61 | 60 | 1,099 | 672 |
| (Increase) decrease in other assets | 8 | 5 | 5 | 7 | 3 | 29 | - |
| Net change in working capital | 296 | 718 | 162 | 238 | (361) | 1,053 | 832 |
| Taxes paid | (15) | (95) | (4) | (4) | (4) | (121) | (118) |
| Net cash provided by operating activities | 300 | 988 | 301 | 700 | (429) | 1,860 | 1,748 |
| Acquisition/sale of property, plant and equipment ¹ | (480) | (458) | (88) | (740) | (2) | (1,768) | (3,708) |
| Net cash used in investing activities | (480) | (458) | (88) | (740) | (2) | (1,768) | (3,708) |
| Debt obtained | - | - | - | - | - | - | - |
| Equity funding | - | - | - | - | - | - | 2,500 |
| Lease payments | (9) | (11) | (4) | (4) | (3) | (30) | - |
| Dividends paid in cash | - | - | - | - | - | - | - |
| Net cash (used in) provided by financing activities | (9) | (11) | (4) | (4) | (3) | (30) | 2,500 |
| Net Decrease (Increase) in cash during the month | (188) | 519 | 210 | (44) | (434) | 63 | 540 |
| Cash and cash equivalents at the beginning of the period | 466 | 277 | 796 | 1,006 | 963 | 466 | 190 |
| Cash and cash equivalents at the end of the month | 277 | 796 | 1,006 | 963 | 528 | 528 | 730 |

¹Detailed CAPEX figures explained by the table below:

| YTD CAPEX by Business Line (US\$000) | Actual | Budget |
|--------------------------------------|--------------|--------------|
| Thermal | 1,155 | 2,588 |
| Evergo | 530 | 1,120 |
| Vehicle Purchase | 42 | - |
| Other | 41 | - |
| Total | 1,768 | 3,708 |