

# **Earnings Presentation 3Q22 Grupo Albanesi**



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### Generación Mediterránea at a Glance



1,210 MW <sup>(1)</sup>	Installed capacity @September 2022				
1,070 MW	Totally developed and built by Albanesi as EPC constructor				
+USD 1.3 billion	Invested since 2005 in new capacity				
+USD 1.5 billion	Raised from capital markets and structured loans since 2007				
8	Thermal power plants across the country (operations in 6 provinces)				
99%	Average availability (GEMSA PPAs YTD 3Q22)				
USD 135 MM	3Q22 LTM EBITDA, 90% driven by long term PPAs				
USD 602 MM	Financial Recourse Net Debt @September 2022				
USD 274 MM	Limited-recourse debt @September 2022 (Projects financing)				
508 MW	New capacity to come on line during 2023-2024: 408 MW from Ezeiza, M.Maranzana and Arroyo Seco projects + 100 MW under an operation contract with Petroperú.				

<sup>(1)</sup> Excluding a 140 MW power plant (under Base Energy) previously operated by Generación Rosario S.A., and including Solaban power plant, of which GEMSA owns 42%. Besides, 170 MW from Timbúes Plant of Albanesi Energia S.A., an affiliate company of GEMSA, are excluded.

# **Main Highlights**



### 3Q 2022:

### **OPERATIONS**

- Stable EBITDA Margin.
- Generación Rosario operations were discontinued for 140 MW under "Base Energy Plan".
- Central Térmica Roca 117 MW PPA expired in 2Q22. This capacity switches to "Base Energy".

### **PROJECTS**

- Ezeiza: Civil works on track. Mechanical assembly of main equipment was intensified. Important advances done in the mounting of boilers.
- M. Maranzana: Civil works and purchases of materials progressing according to schedule. Starting works on the Aqueduct.
- Arroyo Seco: Consent Solicitation launched for its financing.

### **INDEBTEDNESS**

- Local capital markets remain liquid.
- Two local issuances for USD 95 MM during 3Q22 and 4Q22 to ensure liquidity for 2022 and 1H2023 maturities and working capital needs.

### **INDUSTRY**

- 3.8% YTD (9 months) demand increase vis-à-vis 2021.
- Slight increase quarterly **0.8%** vis-à-vis 3Q21, driven by commercial consumption.
- Thermal generation represents 60% of total energy supply on a YTD basis.



# **Expansion Projects**

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# **Ezeiza Planned Expansion**





Total Capex Estimated:

**USD 220 MM** 

CAPEX deployed:

**USD 141 MM** 

Additional capacity:

154 MW

Incremental EBITDA:

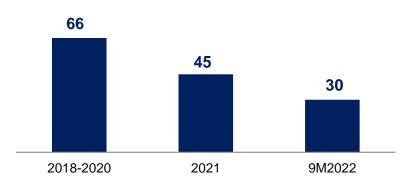
**USD 38 MM** 

Expected COD:

October 2023

**USD purchases already made** avoiding potential delays given FX BCRA restrictions

### **Capex execution (USD MM)**



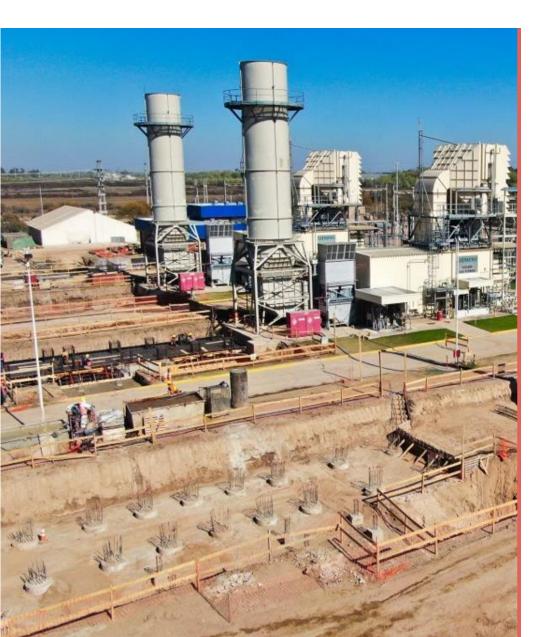
# **Ezeiza Project Timeline**



Scope of Works		<b>21</b> 3Q21 4Q21	<b>2022</b> 1Q22 2Q22 3Q22	<b>2023</b> 4Q22 1Q23 2Q23 3Q23 4Q23
SACDE Engineering				
GEMSA Supplies				
SACDE Supplies				
Temporary Works				
Civil Works				
Electromechanical Assembly Power Island				
Electromechanical Assembly BOP				
132Kv Substation Expansion				
Precommissioning				
Precommissioning <b>GT</b> -04				
Precommissioning HRSG-46				
Precommissioning HRSG-36				
Precommissioning ST-05				
Precommissioning <b>HRSG</b> -25				
Precommissioning <b>HRSG</b> -15				
Precommissioning <b>ST</b> -06				
Precommissioning BOP				
Precommissioning Expansion 132 Kv Substation				
Commissioning				
COD	8 8 8 8			Oct-2023

### M.Maranzana Project Progress





Total Capex Estimated:

**USD 200 MM** 

CAPEX deployed:

**USD 95 MM** 

Additional capacity:

**121 MW** 

Incremental EBITDA:

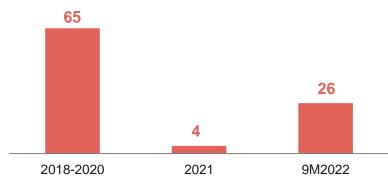
**USD 28 MM** 

Expected COD:

**June 2024** 

Payments for imported main equipment already made

### **Capex Execution (USD MM)**



# **M.**Maranzana Project Timeline



Soons of Works	2022 2023		20	2024		
Scope of Works	2Q22 3Q22 4Q2	2 1Q23 2Q23 3Q23 4	4Q23 1Q24 2Q24	3Q24 4Q24		
Agrest Engineering				 		
GEMSA Supplies				 		
Mechanical Contractor Supplies				! 		
Temporary Works				 		
Civil Works				 		
Electromechanical Assembly Power Island	 			! !		
Electromechanical Assembly BOP	1			1		
132Kv Substation Expansion	 			 		
Precommissioning	 			 		
Precommissioning <b>GT</b> -08				! !		
Precommissioning HRSG-69	 			! !		
Precommissioning <b>HRSG</b> -79				 		
Precommissioning <b>ST</b> -09	 			 		
Precommissioning BOP						
Precommissioning Expansion 132 Kv Substation	 			1		
Commissioning						
COD	•		Jun-24	•		

# Status Update Cogeneration Talara- Perú



Term:

20 years since Operative phase

Clients:

Petroperú and Spot market

Estimated Operative phase:

**April 2023** 

Monthly fixed payment:

**USD 2.2 MM** 

**Estimated annual EBITDA:** 

**USD 13 MM** 

Investments:

**Only OPEX and maintenance works** 

Grupo Albanesi was awarded a contract to operate a 100 MW Cogeneration plant built and owned by Petroperú.





# 3Q22 Operational & Financial Results

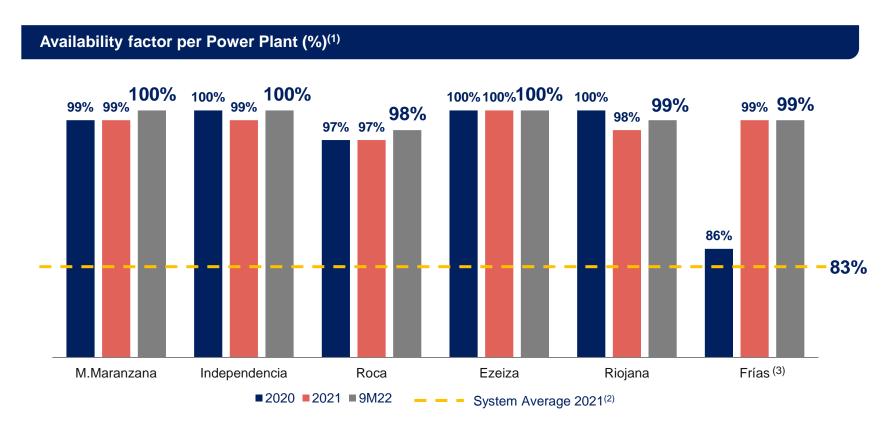
Grupo Albanesi – An Argentinean Business Group



# High Availability ensures stable EBITDA



- LT Service Agreements with turbine suppliers enable high and stable availability.
- LOP insurance covers for lost profits in case a stoppage takes longer than expected.
- Availability factor above market-average.



<sup>(1)</sup> Considers only turbines under PPAs. Hours for programmed maintenance works are considered as available.

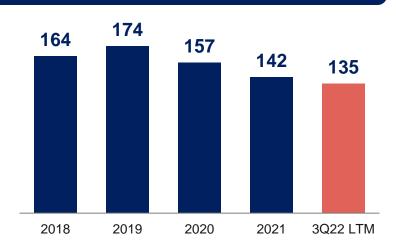
<sup>(2) 2021</sup> System average availability: 83%.

<sup>(3)</sup> Frias was not available in January 2020 due to repair works on turbine.

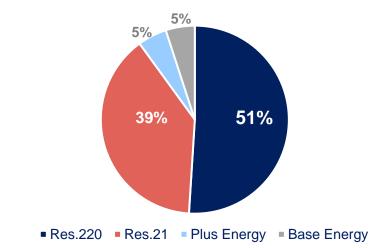
# **EBITDA** driven by capacity payments under PPAs



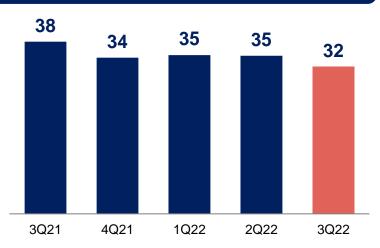
### **EBITDA annual evolution (USD MM)**



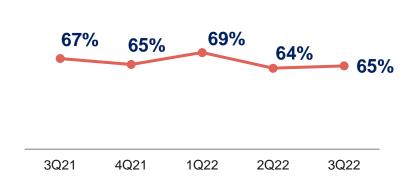
### EBITDA 3Q22 LTM by regulatory framework



### **EBITDA quarter evolution (USD MM)**

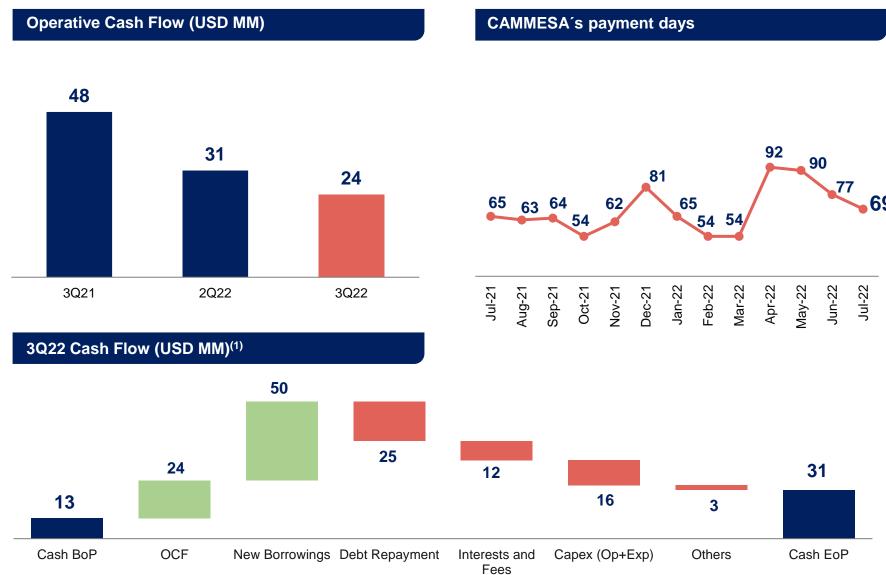


### **EBITDA Margin (%)**



# **3Q22 Operative CF**

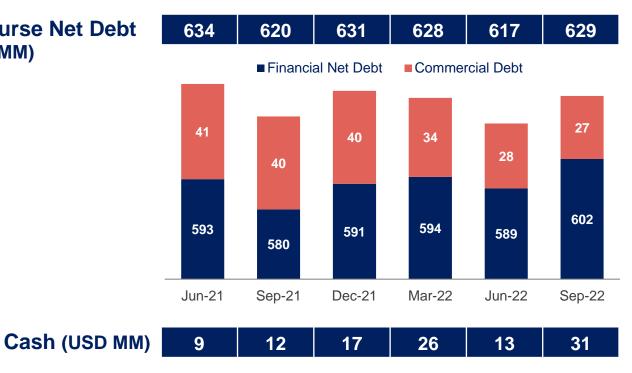




# **3Q22 Recourse Debt Highlights**





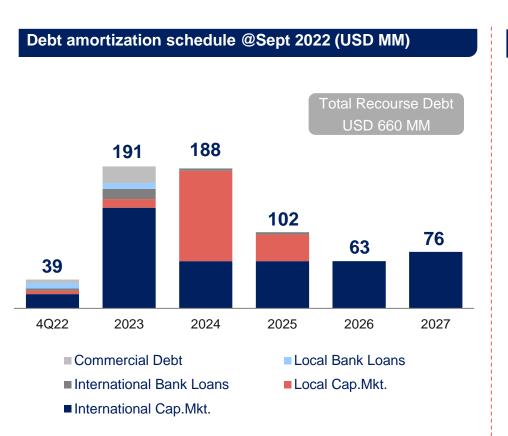


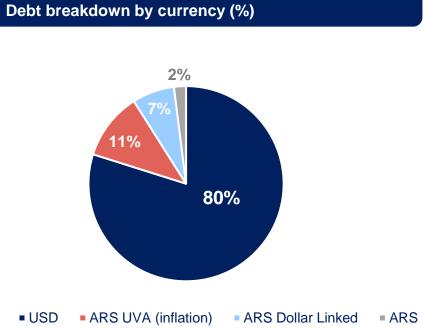
### **Debt highlights:**

**USD 7 MM Reg D @15% USD 1 MM UVA appreciation impact** USD 5 MM BLC Loan @12% **USD 50 MM issuance of new notes USD 13 MM of short-term credit lines** 

# Challenging but manageable amortization schedule







USD 45 MM were issued in November to ensure liquidity for principal payments due 2022 & 1Q2023 Liquidity in the local markets allows debt refinancing improving the capital structure and reducing financial costs

+USD 60 MM of local credit lines available for working capital needs 2022 financial plan being executed as expected

# **Total Debt @September 2022**(1,3)



	ebt Instrument	Currency	Outstanding (USD MM)	Interest Rate	Maturity
NY Law	144A / Reg S <sup>(2)</sup>	USD	310	9.875%	dec-27
	144A / Reg S	USD	67	9.625%	jul-23
	Reg D / Reg S BLC	USD USD	43 7	15.00% 12.00%	may-23 jun-23
	Eurobank	USD	3	7.00%	jul-23
	Eurobank	USD	2	7.00%	jul-23
	JPM	USD	10	LIBOR + 1%	nov-25
	Sub-Total		443		
	Co-issuance V	ARS (USD Linked)	4	6.00%	nov-22
	Co-issuance VII	ARS (USD Linked)	2	6.00%	mar-23
	Co-issuance VIII	ARS (UVA)	4	4.60%	mar-23
	Co-issuance IX <sup>(4)</sup>	USD	3	12.50%	apr-24
	<sub>ω</sub> Co-issuance XI	ARS (USD Linked)	39	6.00%	nov-24
	Co-issuance XI	ARS (UVA)	51	4.60%	nov-24
Argentine	Co-issuance XIII	USD	14	7.50%	jan-24
Law	Co-issuance XIV	USD	6	9.50%	jul-27
	Co-issuance XV	ARS (USD Linked)	28	3.50%	jul-25
	Co-issuance XVI	UVA	17	UVA + 0%	jul-25
	GEMSA - XIII	USD	9	12.50%	feb-24
	Bank Loans	USD	6	SOFR + 7%	2022
	Dalik Lualis	ARS	9	Refer to FFSS	2022
	Sub-Total		190		
Sub-Tot	al		633		
	XV	ARS (UVA)	41	6.50%	jul-26
GEMSA	χ XVI	ARS (USD Linked)	107	7.75%	jul-29
Limited	N XVI	ARS (USD Linked)	24	3.50%	may-27
Recourse	XVIII	ARS (UVA)	16	0.00%	may-27
Debt	XIX	ARS (USD Linked)	86	6.50%	may-32
	Sub-Total		274		
Total			906		

<sup>(1)</sup> As of September 30 2022 Fx ARS/USD 147.32 and ARS/UVA 154.72.

<sup>(2)</sup> GMSA owns USD 8.3 MM of 144A/Reg S 2027 Note and GROSA USD 98 thousands of 144A/Reg S 2027 Note. The coupon rate since June 2022 has a step-up of 25 bps.

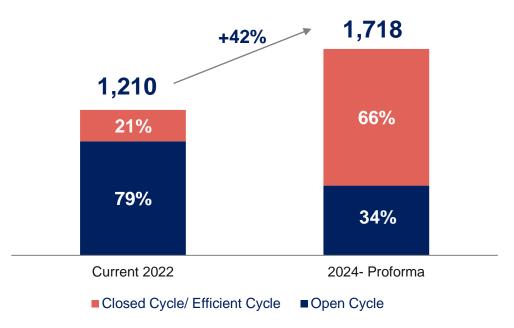
<sup>(3)</sup> These figures do not include BLC Commercial Debt of USD 27 MM as of September 30th 2022.

<sup>(4)</sup> GMSA owns USD 271 thousands of Co-issuance IX Note.

### **Final Remarks**



### Efficiency of Installed Capacity (MW)(1)



### **Next steps:**

- Efficiency Projects: **Ezeiza and M.Maranzana expansions fully funded** (+275 MW) **+ Arroyo Seco** (+133 MW). We are going the right way with our expansions.
- Signing of Petroperú (+100 MW).
- The promising financial results will come from the commissioning of new projects replacing expiring PPAs and they are on track.
- Liquidity in the local markets allows debt refinancing and therefore, reducing financial costs.





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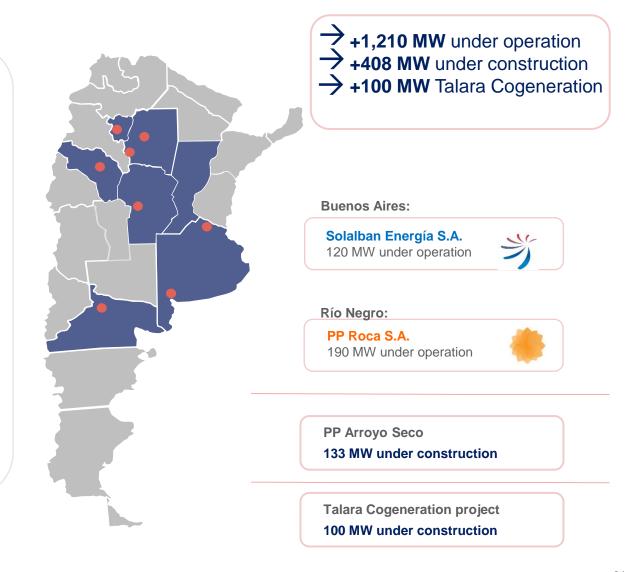
www.albanesi.com.ar

## **Power Plants Nominal Capacity**





- Córdoba: PP M. Maranzana
  350 MW under operation
  121 MW under construction
- Buenos Aires: PP Ezeiza
  150 MW under operation
  154 MW under construction
- Tucumán: PP Independencia
  220 MW under operation
- La Rioja: PP Riojana
  90 MW under operation
- Sgo. del Estero: PP Frías
  60 MW under operation
- Sgo. del Estero: PP La Banda
  30 MW under operation



# **CAMMESA's PPAs Under Operation & Awarded**



Power Plant	Company	Type of Project	Regulatory Framework	Nominal Capacity MW	Capacity under PPA MW	Capacity Price USD/ MW- month	COD	PPA termination
Under Operation								
Frías	GEMSA	Open Cycle	220/2007	60	56	19,272	Dec-15	Dec-25
Riojana	GEMSA	Open Cycle	220/2007	50	45	16,790	May-17	May-27
M. Maranzana	GEMSA	Open Cycle	220/2007	100	90	15,930	Jul-17	Jul-27
Independencia	GEMSA	Open Cycle	21/2016	50	46	21,900	Aug-17	Jul-27
Ezeiza	GEMSA	Open Cycle	21/2016	100	93	21,900	Sep-17	Jul-27
Independencia	GEMSA	Open Cycle	21/2016	50	46	20,440	Feb-18	Feb-28
Ezeiza	GEMSA	Open Cycle	21/2016	50	47	20,440	Feb-18	Feb-28
CT Roca	CTR	Closing Cycle	220/2007	60	55	31,916	Aug-18	Aug-28
				520 MW	478 MW			
Awarded/Under Cor	nstruction							
Ezeiza	GEMSA	Closing Cycle	287/2017	154	138	19,522	Nov-23	Oct-36
M. Maranzana	GEMSA	Closing Cycle	287/2017	121	113	18,078	Jun-24	Oct-36
				275 MW	251 MW			