

# **Earnings Presentation 3Q22** Grupo Albanesi



**November 17<sup>th</sup>, 2022** 

#### **Disclaimer**



This Earnings Presentation provides information about the Companies and, in no case, constitutes a comprehensive analysis of the financial, operative and sales situation of the Companies and, therefore, such information is strictly for informational purposes and it is not, and it is not intended to be, a source of legal, investment, or financial advice on any subject. This information does not constitute an offer of any sort and is subject to change without notice. The Companies are not under the obligation to update or keep current the information contained herein. In addition, this Earnings Presentation, does not purport to address any specific investment objectives, financial situations or particular needs of any recipient. This presentation may content statements that are forward-looking and are based on current expectations, projections and assumptions about future events and trends that may affect the Companies, their operations and financial outlook. The Albanesi Senior Notes have not been issued and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act") or any U.S State securities laws. Accordingly, the Notes are being offered and sold in the U.S. only to qualified institutional buyers as defined under rule 144A under the Securities Act and outside of the U.S. in accordance with Regulation S of the Securities Act.

No representation or guaranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contain herein. In such respect, the Companies expressly disclaim any responsibility for actions taken or not taken based on this Earnings Presentation and do not accept any responsibility for losses that may result from the execution of the proposal or recommendations presented herein. The Companies may have provided, or may provide in the future, information that is inconsistent with the information included in this Earnings Presentation.

# 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.

(1) 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:

#### 1 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".

#### 02 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.

#### 03 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.

#### 

04

- **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**

Grupo Albanesi – An Argentinean Business Group



#### **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	21 3021 4021	<b>2022</b>		<b>2023</b> 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 <b>ST</b> -05				
Precommissioning HRSG-25				
Precommissioning HRSG-15				
Precommissioning <b>ST</b> -06				
Precommissioning <b>BOP</b>				
Precommissioning Expansion 132 Kv Substation				
Commissioning				
COD			•	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**



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

# **Status Update Cogeneration Talara- Perú**

**E** 

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.

Availability factor per Power Plant (%)<sup>(1)</sup>



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

(2) 2021 System average availability: 83%.

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

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





EBITDA quarter evolution (USD MM)



#### EBITDA 3Q22 LTM by regulatory framework





1Q22

2Q22

3Q22

3Q21

4Q21

### **3Q22 Operative CF**



#### Operative Cash Flow (USD MM)



#### CAMMESA's payment days





3Q22 Cash Flow (USD MM)<sup>(1)</sup>

# **3Q22 Recourse Debt Highlights**





#### **Debt highlights:**

USD 7 MM Reg D @15% USD 5 MM BLC Loan @12% USD 13 MM of short-term credit lines

# Challenging but manageable amortization schedule





### Total Debt @September 2022<sup>(1,3)</sup>



Debt Instrument		Currency	Outstanding (USD MM)	Interest Rate	Maturity	
NY Law	14	4A / Reg S <sup>(2)</sup>	USD	310	9.875%	dec-27
	14	4A / Reg S	USD	67	9.625%	jul-23
		eg D / Reg S _C	USD USD	43 7	15.00% 12.00%	may-23 jun-23
		urobank	USD	3	7.00%	jul-23
	E	urobank	USD	2	7.00%	jul-23
	JPM		USD	10	LIBOR + 1%	nov-25
	S	ub-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
	Ś	Co-issuance XI	ARS (USD Linked)	39	6.00%	nov-24
	Notes	Co-issuance XII	ARS (UVA)	51	4.60%	nov-24
Argentine Law	Z	Co-issuance XIII	USD	14	7.50%	jan-24
		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
		Pank Loona	USD	6	SOFR + 7%	2022
	Bank Loans		ARS	9	Refer to FFSS	2022
Sub-Total				190		
Sub-Tot	al			633		
		XV	ARS (UVA)	41	6.50%	jul-26
GEMSA	ŝ	XVI	ARS (USD Linked)	107	7.75%	jul-29
Limited Recourse Debt	Notes	XVII	ARS (USD Linked)	24	3.50%	may-27
	Z	XVIII	ARS (UVA)	16	0.00%	may-27
		XIX	ARS (USD Linked)	86	6.50%	may-32
	S	ub-Total		274		
Total				906		

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

(2) 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.

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

(4) GMSA owns USD 271 thousands of Co-issuance IX Note.

# **Final Remarks**



#### Efficiency of Installed Capacity (MW)<sup>(1)</sup>



#### 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.



#### **Investor Relations I Carolina Volman**

Investor Relations Contact Information

inversores@albanesi.com.ar / cvolman@albanesi.com.ar

Torre Alem Plaza | L.N. Alem 855 | 6th floor | C1001AAD | Buenos Aires | Argentina

+5411-4313-6790

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 ٠ 60 MW under operation
- Sgo. del Estero: PP La Banda • 30 MW under operation



## $\rightarrow$ +1,210 MW under operation +408 MW under construction → +100 MW Talara Cogeneration

#### **Buenos Aires:**

Solalban Energía S.A. 120 MW under operation



**Río Negro:** 

PP Roca S.A. 190 MW under operation



**PP Arroyo Seco** 

133 MW under construction

**Talara Cogeneration project** 

100 MW under construction

# **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 Construction								
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			