

PUMA ENERGY JPM FRONTIER MARKETS FIXED INCOME CONFERENCE

June 2023

TODAY'S PRESENTERS





Carlos Pons Chief Financial Officer

- Carlos became CFO of Puma Energy on 30th September 2021
- He started his career in 2004 at Goldman Sachs and joined Trafigura in 2013 from Glencore where he was responsible for M&A in the Oil department
- Throughout his career, Carlos has been heavily involved in portfolio management, integration, restructurings and capital markets transactions. Carlos also served as Co-Chief Executive Officer of Wolverine Fuels and is also a Board member of several Trafigura Group companies
- Carlos, a Spanish national, holds a BA in Business
 Administration from ICADE Madrid

David Rival Head of Corporate Finance

- David joined Puma Energy in January 2017 and led both Puma's 2017 US\$ 600m Bond issuance and concurrent Liability Management exercise as well as January 2018 US\$ 750m Bond issuance and other all subsequent funding transactions
- Prior to joining Puma Energy David had 15 years of experience in various Natural Resources focused M&A and Financing roles at Citi, Ambrian Partners, Dresdner Kleinwort and BNP Paribas
- David, a French national, holds two masters in Business and Corporate Finance from Neoma Business School and EM-Lyon

PUMA ENERGY AT A GLANCE

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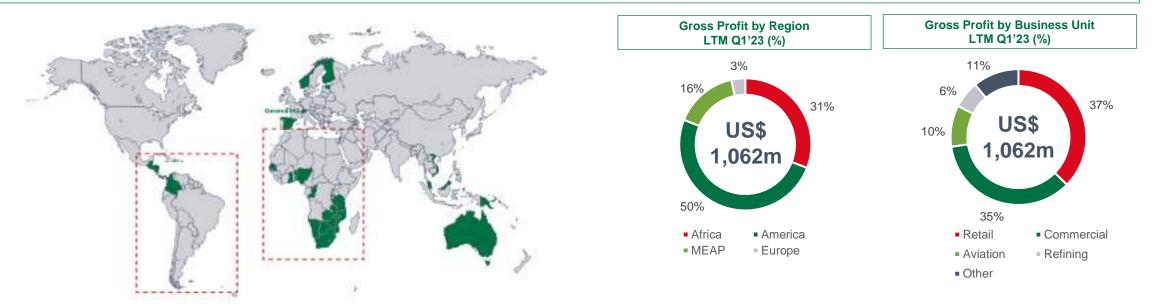
people

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Puma Energy at a Glance **Key Figures** · We are a leading global energy business, present in high potential markets that are structurally short • We create value by safely and responsibly supplying, trading, distributing and delivering refined oil products, and related retail activities and services in countries where we operate 3,100+ 38 761 · We are diversifying our business by focusing more on transition fuels and clean energy solutions—with an immediate focus on 1.934 SHOPS AT EMPLOYEES B2B customers COUNTRIES RETAIL SITES RETAIL SITES AND WHERE PUMA • We are highly diversified in 38 countries across six continents, where IOCs have had limited downstream presence in recent CONTRACTORS ENERGY OPERATES • We own and operate 3.4mm³ of storage capacity, and operate a network of 1,900+ retail service stations, employing 3,100+ We distribute refined oil products and provides services to 13,000+ commercial customers, and 108 airports 63 3.4mm³ 13.000 +108 Commitment to Health and Safety, HSE strategy a top priority TERMINALS STORAGE AIRPORTS B2B • Moody's rating of B1, stable outlook / Fitch Rating of BB-, positive outlook CAPACITY SERVED CUSTOMERS

Global Business that is Geographically Diversified





FULL YEAR 2022 FINANCIAL PERFORMANCE¹



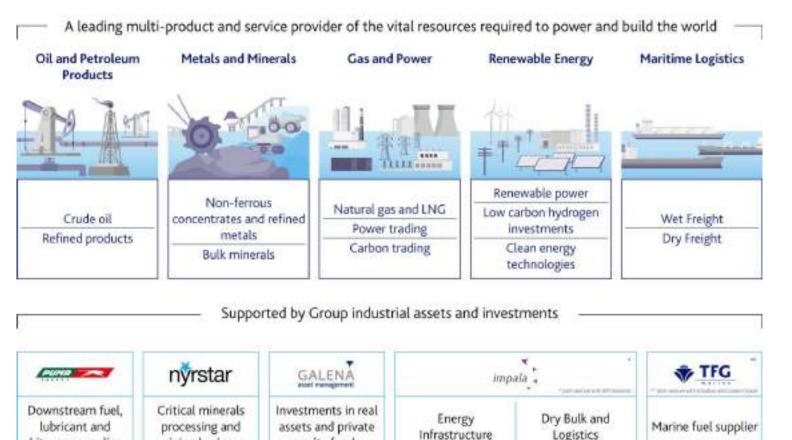




THE TRAFIGURA GROUP

PUMA ENERGY SERVES AS THE DOWNSTREAM ARM OF TRAFIGURA

equity funds











bitumen supplier

mining business



TURNAROUND STRATEGY



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A REMINDER OF PUMA ENERGY HISTORY



2010-11: Acquir BP's operations Botswana, Mala Namibia, Tanza and Zambia for at 5.7x multiple. bought Chevron Namibia for \$16	s in awi, nia, \$360m . Also	2012: Acquired Exxon's business in in CentAm for \$138.3m for 3x Bought Chevron in PR for \$100m at 13.3x multiple	distributo for \$925r invested country v downstre	acquisitions in	2014: Acquisition of Bitumen business from Tra for \$155m. Acquisition of Interoil in PNG for \$525m at a 4.5x multiple.	f PF fo \$3 re dil	015: Acquisitions in olombia, Peru, Senegal, R Aviation, South Africa r a total of \$102.6m. 350m capital increase sulting in Sonagol lution and stake crease of Cochan ¹ .	2019: Emma Fitzgerald replaces Pierre Eladari as CEO and brings a number of changes to management.	\$- 	020: Puma raises 480m through fire ales of Australia \$300m) and 'araguay (\$180m) ² . hareholders extend 82m in commercial upport.	2021: Rights issu \$500m + sale of Angola for \$600m Sonangol and Cochan Holdings Puma Energy. Current managen steps in.	n. to exit ra	2022: Sale of 19 marine terminals o Impala completed aising \$725m of et proceeds. Exit of Myanmar.
Puma Group EBITDA (\$ m)	369	544	554	655	676	755	740	554	530	533	419	454	
Sales Volumes (000 m ³)	5,000	8,940	13,053	14,764	18,862	21,968	22,794	24,824	25,283	21,507	20,453	19,473	



Note: Figures EX IFRS 16

 \$500m capital increase with \$150m subsequently cancelled as Sonangol portion never contributed. Dilution of Sonangol to 27.9% vs 30%. Cochan increased stake to 15.45% vs 15%
 ² Disposal of Paraguay for \$180m o/w \$30m collected in 2019 and \$150m in 2020

MANAGEMENT TEAM



EXECUTIVE COMMITTEE





GLENCORE

CFO



Previous Roles

TRAFÍGURA TRAFÍGURA



TRAFÍGURA



Martin Urdapilleta Head of LatAm

TRAFÍGURA BŪ̂NGE

15/20



Sophonie Babo Head of Strategy & Business Development



7/19



Seamus Kilgallon Nicacio Brusaferro **Head of Aviation General Counsel**





TRAFIGURA

VALE



Omar Zaafrani

Head of Corporate

Affairs, Carbon

& ESG

65

أدنيوك ADNOC

S. MUBADALA

1/13



Sean Craig Head of HR



Years at Puma and Trafigura / Within Industry:

11/17	10/18	6/17
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5/26

11/23

10/16

BOARD OF DIRECTORS



René Médori Independent Chairman



Mike Wainwright Trafigura Director



Pierre Lorinet Trafigura Director



Hadi Hallouche CEO

TURNAROUND PLAN



FOCUS ON 4 KEY PILLARS



Strategy & Operating Model



Execution & Performance



Rebuilding Stakeholder Confidence





GOING BACK TO BASICS

- Two pillar strategy: focus on core downstream business and prudently diversify into new energies
- Decentralized structure with accountability at country level, talent uplift across General Manager, Financial Manager and Commercial roles
- Streamline current portfolio and focus on downstream growth
 - Delivered on sale of infrastructure terminals to Impala
 - Exited non-performing assets, reputational risk assets, and restructured operations
- Continued strengthening processes & controls
- Reinforced focus on HSE culture

A FORWARD-LOOKING STRATEGY



FOCUS ON OUR CORE BUSINESS AND DIVERSIFY INTO NEW ENERGY

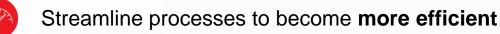
Achieve and maintain best-of-industry safety standards

Focus on Core **Business & Reinvigorate**

Diversify into **New Energies**



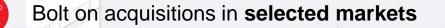
Streamline current portfolio and focus on downstream growth







Strengthen regional and country management





Future Energies plans integrated into Downstream and Infrastructure



Focus on affordable energy



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Install solar and battery solutions on own and third party assets

Explore new energies and more sustainable products, starting with B2B

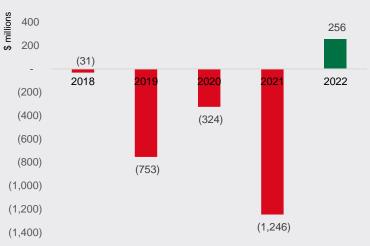
2 EXECUTION & PERFORMANCE

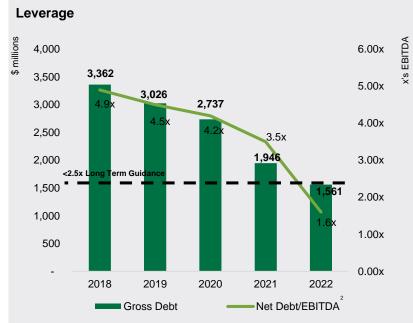
RETURNING TO PROFITABILITY

- First positive net income in 5 years
- Retail (core business) improvement
 - Catch up on CapEx and marketing underspend allowing for increase in market share
- Bitumen Turnaround
- Strong Recovery of Aviation
 - Some markets are already surpassing pre COVID levels (Benin, Ghana, Malawi, Mozambique, Namibia, Puerto Rico, Tanzania, Zambia, Zimbabwe)
 - Aviation volume at end of 2022 was 92% of 2019 vs IATA recovery of 81%
- Supply optimization & synergies with Trafigura
- Continued to deleverage









¹ Ex IFRS 16 ² Standard Definition of Net Debt (gross debt minus cash and equivalents)

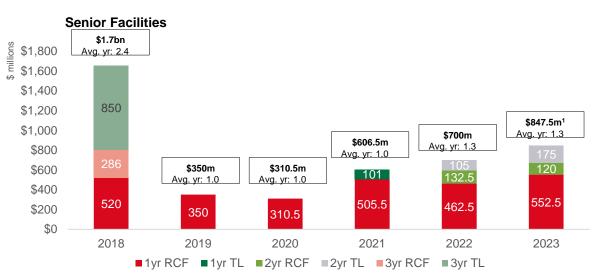
REBUILDING STAKEHOLDER CONFIDENCE



- Senior Facilities: largest quantum raised in last 5 years
 - 2 year new money

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- New banking relationships (9 in total between 2022 & 2023)
- Fitch outlook upgraded from 'Stable' to 'Positive'
- Continued dialogue with Bond investors
- Refocused ESG strategy, launched sustainability report and improved CDP ratings



¹ Includes \$15m commitment in 2yr TL from ICBC Standard who will join via accordion in August



SUSTAINABILITY TARGETS



FOUR PILLARS OF OUR SUSTAINABILITY STRATEGY



Energy Transition and Climate Change

Helping drive the deployment of transition fuels and renewable energy across the markets we serve.

Key targets:

- Achieve 30% of our EBITDA in Africa from clean and transition fuels by 2027
- Reduce operational GHG emissions by at least 15%



Environment and Nature

Ensuring we reduce our environmental impact by taking steps to adopt renewable energy, reduce our GHG emissions and waste.

Key target:

- Achieve zero significant spills L4 and higher
- Reinforce safeguards and environmental management systems



People and Communities

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Ensuring a positive socio-economic impact in the communities we serve.

Key targets:

- Zero workplace fatalities
- Improve access to clean cooking across Africa with an additional 2 million LPG cylinders by 2027



Governance and Supply Chains



Placing health and safety of our people and our communities above all else and adhering to the highest standards of business ethics and governance.

Key target:

- 100% employee participation in anti-bribery and corruption training
- Alignment with the Voluntary Principles on Security and Human Rights by the end of 2024



FINANCIAL PERFORMANCE



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HEADLINE PERFORMANCE

US \$ million	2019	2020	2021	2022	Q1 23
Sales volume ('000 m3)	25,283	21,507	20,453	19,473	4,328
Unit margin (US\$/m3)	55	58	53	55	60
Throughput volume ('000 m3)	15,891	15,308	14,809	13,934	1,221
Gross profit	1,387	1,252	1,076	1,073	260
EBITDA	530	533	419	454	106
Capex	146	153	226	168	19
Cash from operations ⁽¹⁾	629	95	30	330	60
Gross debt	2,405	2,230	1,946	1,561	1,560
Net debt	1,316	1,349	471	(207)	- 315
Net debt / EBITDA	2.48x	2.53x	1.12x	(0.46x)	(0.72x)

Note: All financial figures are presented excluding the impact of IFRS16.

(1) Cash flow from operations = Profit on Ordinary activities before taxation + Non-Cash add-back (include D&A, Gain on disposals, change in provisions)+ Interests received & dividends – Financial Expenses related to operations – cash taxes paid – Working Capital movements)



- Improved gross profit and EBITDA generation despite lower volumes QoQ, owed to supply optimization.
- On a constant perimeter basis, \$20m additional EBITDA generated in Q1'23 vs Q1'22 (25% increase).
- On a constant perimeter basis, fixed costs 2% below Q4'22 and marginally higher vs Q1'22⁽¹⁾.

 Higher net income due to lower interest expense as result of deleveraging and lower taxes.

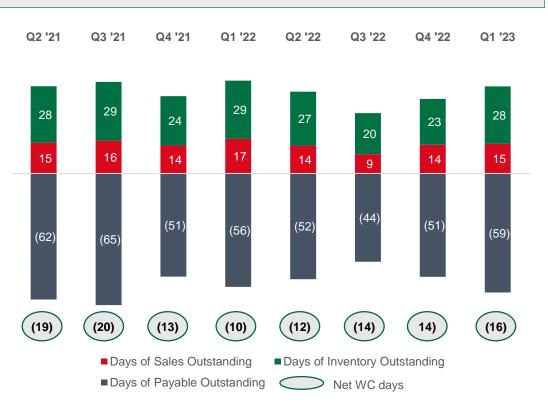
 Cash pledged for guarantee (120m AUD) as part Australia downstream sale in 2020 released.

CASH FLOW & WORKING CAPITAL



Ca	ash flow c	overview			
US\$ million	2019	2020	2021	2022	Q1 23
EBITDA	530	533	419	454	106
Change in working capital	156	(348)	(295)	(17)	(32)
Trade, other receivables and prepayments	150	114	(234)	(194)	72
Inventory*	(111)	92	(161)	(103)	(97)
Trade, other payables and accrued expenses	117	(555)	100	281	(7)
Other	(56)	(89)	(94)	(107)	(14)
Net cash flow from operations	629	95	30	330	60
Net cash flow from investing	32	203	303	545	(15)
Net cash flow from financing	(564)	(501)	(460)	(520)	(27)

Disciplined Trade Working Capital



⁽¹⁾ Includes variation in unrealized gain/(loss) on derivatives.

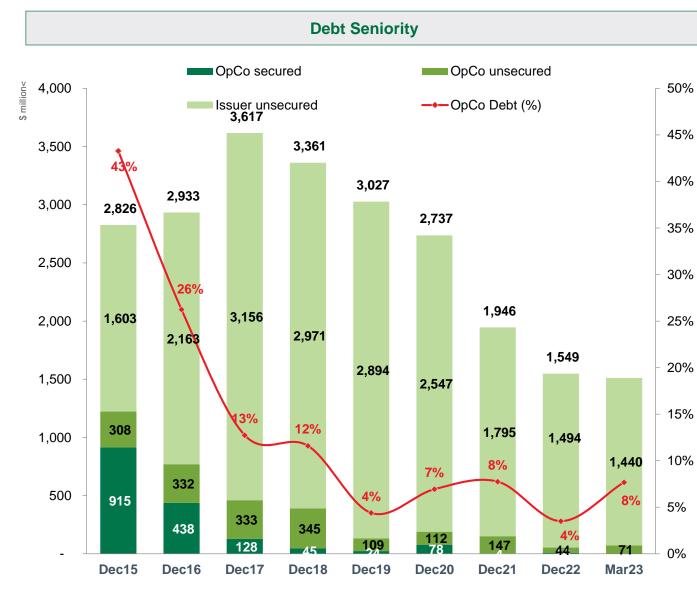
CAPITAL STRUCTURE AS OF MARCH 31^{ST} 2023

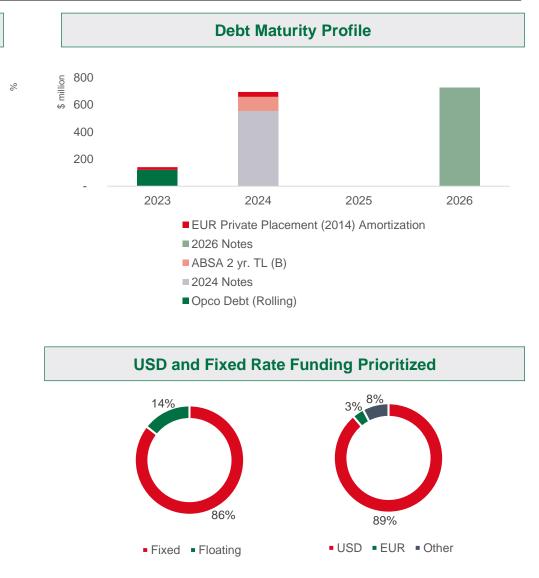


Debt Instrument	Drawn	Size	Due	Tenor	Remaining Maturity	Base Rate	Margin/Fixed
Senior Notes 2024	555	555	Oct-24	7.0 yr	1.5 yr	Fixed	5.139
Senior Notes 2026	726	726	Feb-26	8.0 yr	2.8 yr	Fixed	5.00
EUR Private Placement	55	55	May-24	8.0 yr	1.1 yr	Fixed	2.65
Institutional Term Debt	1,335	1,335		7.6 yr	2.2 yr		4.956
OpcCo Debt	120	120	Mar-24	1.0 yr	1.0 yr	Various	Variou
ABSA OBSI/Swingline (A1 &A2)	-	60	May-23	1.0 yr	0.2 yr	3M SOFR	1.859
ABSA 1 yr. RCF (A3)	-	403	May-23	1.0 yr	0.2 yr	Weekly SOFR	1.859
PIF Overdraft	-	29	Jan-24	1.0 yr	0.8 yr	1m SOFR	1.000
Short Term Debt	120	612		1.0 yr	0.4 yr		
ABSA 2 yr. RCF (A4)	-	133	May-24	2.0 yr	1.1 yr	Weekly SOFR	2.05
ABSA 2 yr. TL (B)	105	105	May-24	2.0 yr	1.1 yr	3M SOFR	2.05
Long Term Debt	105	238		2.0 yr	1.1 yr		

6.7 yr 2.0 yr	2,184	1,560	Total Gross Debt
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PUMA ENERGY ACTIVELY MANAGES ITS DEBT PROFILE





PUMA

· Fixed debt refinanced in a historically low yield environment

· Debt currency matches Puma's expenditure



APPENDIX



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HEADLINE FINANCIAL PERFORMANCE¹



Unadjusted

	Q1 '20	Q2 '20	Q3 '20	Q4 '20	FY '20	Q1 '21	Q2 '21	Q3 '21	Q4 '21	FY '21	Q1 '22	Q2 '22	Q3 '22	Q4 '22	FY '22	Q1 '23
Sales volume ('000 m ³)	6,306	5,183	4,981	5,037	21,507	4,662	5,219	5,152	5,419	20,453	5,131	5,187	4,709	4,447	19,473	4,328
Gross profit (US\$ m)	313	350	302	282	1,248	293	260	258	266	1,076	265	254	274	250	1,042	260
Unit margin (US\$/m3)	50	68	61	56	58	63	50	50	49	53	52	49	58	56	55	60
Fixed costs (US\$ m)	205	196	150	156	706	166	164	158	158	645	145	144	149	157	596	154
EBITDA (US\$ m)	111	150	148	124	533	123	97	92	108	419	122	115	122	95	454	106
Profit/(Loss) for the period (US\$ m)	(19)	(74)	(250)	18	(324)	(10)	(38)	(184)	(1,014)	(1,246)	8	9	223	15	256	20
Cash flow from operations (US\$ m)	45	(402)	61	391	95	(49)	96	108	(125)	30	(40)	230	(39)	179	330	59
Capex (US\$ m)	(34)	(33)	(33)	(53)	(153)	(45)	(57)	(53)	(72)	(226)	(27)	(42)	(47)	(52)	(168)	(19)

Perimeter Adjusted

	Q1'20	Q2 '20	Q3 '20	Q4 '20	FY '20	Q1 '21	Q2 '21	Q3 '21	Q4 '21	FY '21	Q1 '22	Q2 '22	Q3 '22	Q4 '22	FY '22	Q1 '23
Sales volume ('000 m ³)	4,517	3,674	4,053	4,002	16,247	3,668	4,156	4,131	4,453	16,407	4,397	4,555	4,097	4,447	17,495	4,328
Gross profit (US\$ m)	223	185	248	221	876	235	212	207	208	861	241	234	236	247	958	260
Unit margin (US\$/m3)	49	50	61	55	54	64	51	50	47	52	55	51	58	56	55	60
Fixed costs (US\$ m)	160	153	140	152	606	160	157	153	152	622	152	151	159	157	619	154
EBITDA (US\$ m)	67	30	100	66	264	70	58	50	61	239	85	75	84	95	340	106
Profit/(Loss) for the period (US\$m)	(36)	(167)	(202)	(13)	(418)	(34)	(51)	(107)	(1,059)	(1,251)	(22)	(23)	229	12	196	20
Capex (US\$ m)	(24)	(22)	(26)	(44)	(115)	(36)	(43)	(40)	(48)	(167)	(17)	(26)	(35)	(52)	(130)	(19)

GROSS PROFIT BY SEGMENT



	RE	PORTED				RESTA	TED TO COM	ISTANT PER	IMETER*		
US\$ million	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23	US\$ million	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23
Retail	112	123	80	101	99	Retail	111	123	79	101	99
Commercial	64	76	60	70	62	Commercial	63	75	59	70	62
Aviation	19	23	31	24	26	Aviation	19	23	31	24	26
Refining	13	(18)	46	18	23	Refining	13	(18)	46	18	23
Bitumen	9	35	19	25	21	Bitumen	9	34	19	25	21
Other ⁽¹⁾	4	(26)	(6)	8	28	Other ⁽¹⁾	25	(6)	-	8	28
Downstream	220	213	230	246	259	Downstream	240	231	234	246	259
Infrastructure ⁽²⁾	51	65	47	1	1	Infrastructure ⁽²⁾	1	1	1	1	1
Total Gross Margin	271	278	277	247	260	Total Gross Margin	241	232	235	247	260

(1) Other includes mainly lubricants, third party supply and Baltics storage segments

(2) Infrastructure represents margins from assets pending divestment

* Previous quarters and full year are restated with actual perimeter. Each previous quarter excludes Russia (fully divested in 2022 Q1), Myanmar aviation (change in consolidation method in 2022 Q1 and divested in 2022 Q4), Infrastructure assets (divested in September 22), Ivory Coast downstream activities (Divested in 2022 Q4), Angola, Pakistan, Congo DRC and Ivory Coast Abidjan terminal (all divested in 2021). For full year comparison, three quarters of infrastructure segment gross margin are considered in 2021.



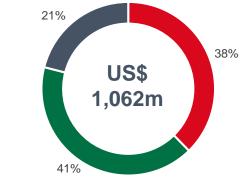




REGULATORY ENVIRONMENT OVERVIEW

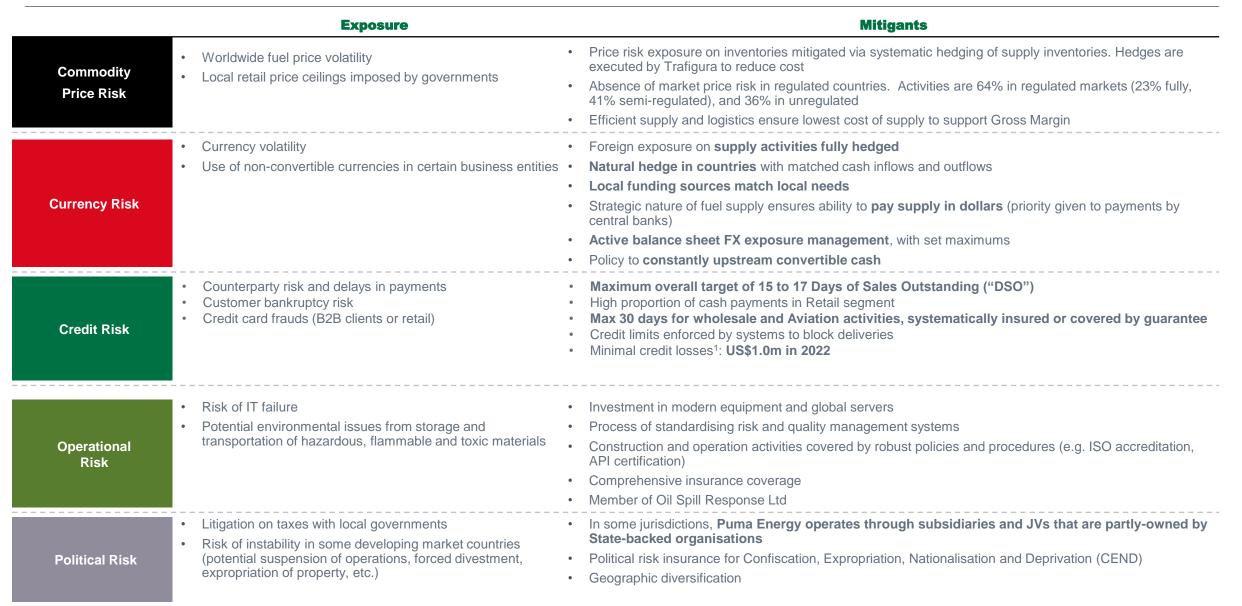
Regulatory framework	Country		Key characteristics	Gross Ma
	Guatemala		Freedom to set the distribution price	
Free Market System	GhanaPuerto RicoUK		 Prices depend on the cost of supply, logistics and on the competition in the country 	21%
	BeninBotswana	NicaraguaPanama	 The government establishes an official import price and allows for a maximum margin (in absolute terms) 	
Semi Regulated	El SalvadoreSwatini	SenegalPNG	 OMC¹ / wholesale price may be adjusted depending on the distance of the retail station from the point of import 	
System	LesothoMalawi	South AfricaZimbabwe	 Companies that are able to achieve a better supply price than the official price can keep the incremental margin 	41%
	Namibia			Free Market
	Belize		 Imports are organised either directly by the government or via a tender offer, or via a club of fuel dealers 	
	ColombiaCongoHonduras		 The government sets a maximum margin (in absolute terms) 	
Fully Regulated System	 Honduras Mozambique Tanzania 		 OMC / wholesale price may be adjusted depending on the distance of the retail station from the point of import 	
	Zambia		 In some cases, allowances are made to ensure a return on infrastructure investment 	

Gross Margin by Type of Market (LTM Mar 2023)



Free Market • Semi Regulated • Fully Regulated

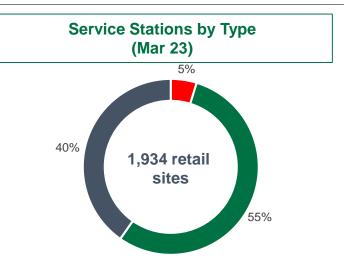
ROBUST OPERATIONAL CONTROL AND RISK MANAGEMENT





PUMA ENERGY PRESENCE BY COUNTRY

		Serv	vice stat	ions	Convenience	Airports		No. of	Storage
		сосо	CODO	DODO	stores	& Airfields	Bitumen	Terminals	capacity ('000 m3)
	Belize	-	8	7	4	1		-	-
	Colombia	-	16	80	-	2		1	8
	El Salvador	-	57	52	44	1	•	1	38
America	Guatemala	-	144	171	44	1		-	-
America	Honduras	-	70	153	27	-		-	-
	Nicaragua	3	34	16	19	1	•	3	246
	Panama	-	63	15	22	1		-	-
	Puerto Rico and USVI	-	256	42	197	4		4	390
	Benin	-	-	-	-	1	•	2	76
	Botswana	-	21	21	21	4		1	4
	Congo	18	15	1	13	-	•	-	-
	Ghana	10	56	17	25	1		3	173
	Lesotho	1	8	20	11	-		2	2
	Malawi	-	42	23	69	2		3	160
	Mozambique	-	17	18	23	7		-	-
Africa	Namibia	-	30	30	54	3		1	8
	Nigeria	-	-	-	-	-	•	2	23
	Senegal	-	5	-	5	2		2	56
	South Africa	-	44	70	95	45		2	1
	Eswatini	-	6	16	-	1		1	2
	Tanzania	5	59	6	15	8		5	95
	Zambia	8	46	6	38	3		4	26
	Zimbabwe	32	27	15	17	5		-	-
	Australia	-	-	-	-	-	•	6	118
MEAP	Malaysia	-	-	-	-	-	•	1	75
	Papua New Guinea	7	25	22	18	11		12	536
	Vietnam	-	-	-	-	-		2	28
	Estonia	-	-	-	-	-		1	67
Europe	Finland	-	-	-	-	-		2	878
Europe	Norway	-	-	-	-	-		1	250
	Spain	-	-	-	-	-	•	1	95
	Angola	-	-	-	-	1		-	-
Other	Burundi	-	-	-	-	1		-	-
Airports	Paraguay	-	-	-	-	1		-	-
	St Helena		-	-	-	1			-
		84	1,049	801	761	108		63	3,354



• COCO • CODO • DODO

Under the CoDo model (company owned; dealer operated), Puma owns the retail site, which is operated through dealers under our brand. Our net sales comprise revenues from the sale of fuel products to the dealer, and rental fees for the non-fuel premises (convenience stores products, car washes and restaurants).

Under the DoDo model (dealer owned; dealer operated), a dealer owns the retail site and operates the site under our. Puma sells the fuel to dealers (typically under an exclusive supply arrangement) and our net sales comprise revenues from the supply of automotive fuel, and in some cases brand license fees operating model.

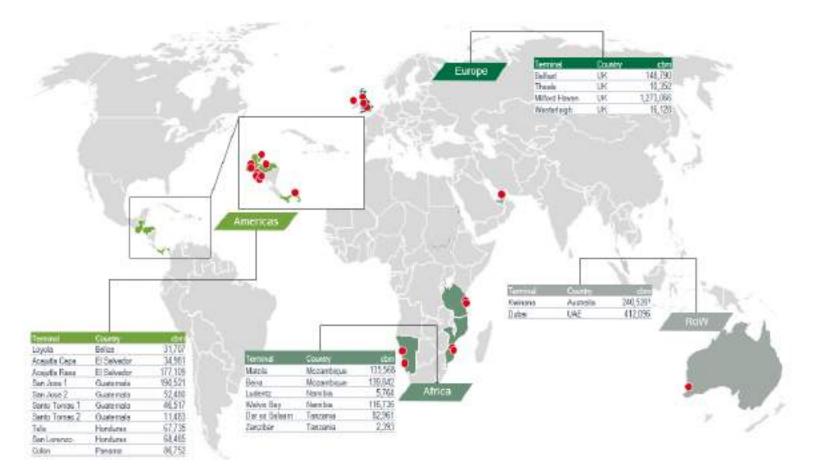
Under the CoCo model (company owned, company operated) Puma owns the retail site and the fuel inventories and we operate the retail site, directly employing the dealer and other site employees. Our net sales and cost of sales reflect the sales of automotive fuels and non-fuel complementary products and services.



SALE OF INFRASTRUCTURE (LEOPARD TRANSACTION)

SUMMARY

- In 2020, Puma Energy established a standalone business unit for its infrastructure (terminals) division.
- In 2021 Puma Energy announced its intention to sell a significant part of its infrastructure business in order to simplify and reinvigorate its core downstream business.
- Signing with Impala Terminals occurred on March 2022, and closing of main completion on October 2022.¹
- As part of the sale, Puma Energy is retaining use of the assets by signing long term take or pay agreements.
- This transaction allowed Puma Energy to further strengthen its balance sheet via accounting gain, further deleveraging and generate cash flow resources to redeploy on Puma Energy's downstream business in high potential markets.



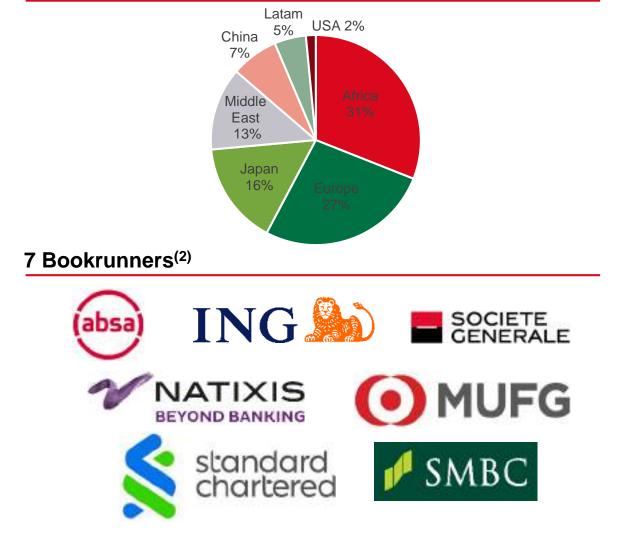


2023 SENIOR FACILITIES

Summary

- On April 28th 2023, Puma Energy successfully closed its Revolving and Term Loan Facilities
- Launched at an initial size of \$700m, the Facilities were oversubscribed and subsequently increased to \$847.5m
- Commitments were received from a global diverse group of 25 banks with a broad geographical split (including five new investors)
- Highest amount secured by Puma Energy in 5 years
- First time Puma issues Sustainable Linked Loan with the inclusion of two ESG KPIs:
- o Reduction of Scope I &II GHG emissions
- o Adherence to Voluntary Principles on Security & Human Rights
- The Facilities comprise:
 - A 1 year revolving credit facility for \$535m;
 - A 2 year revolving credit facility for \$147.5m⁽¹⁾; and
 - o A 2 year Term Loan for \$175m

Geographical Distribution of Banks by Commitment



⁽²⁾ ING / Société Générale acted as Coordinators for the syndication. ABSA acted as both Documentation Agent and Facility Agent.

MUFG, SG and SCB acted as ESG advisors. SMBC acted as passive bookrunner.

⁽¹⁾ Includes \$27.5m from last year's 2yr RCF that has not been extended.



	Threshold	Q1 '23 ratio
Net debt / EBITDA	< 3.5 x	(0.72)x
Interest coverage ratio	> 2.5 x	4.88x
Total debt to total assets ratio	< 0.65 x	0.32x

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