

# CONSENT SOLICITATION | INVESTOR PRESENTATION

May 2023

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In particular, the information contained in this Presentation in relation to the Group's plans and intentions, the increased or decreased likelihood of the Group undertaking specified actions or transactions (including scheduled or additional capital expenditure, planned or opportunistic mergers and acquisitions transactions, or the intended deleveraging transactions referred to herein) or of certain other indicative developments referred to herein occurring (including as concerns the potential for the intended deleveraging transactions referred to herein) or of certain other indicative developments referred to herein) or of certain other indicative developments referred to herein occurring (including as concerns the potential for the intended deleveraging transactions referred to herein) or of certain other indicative developments referred to herein occurring (including as concerns the potential for the intended deleveraging transactions referred to herein) or of certain other indicative developments referred to herein occurring (including as concerns the potential for the intended deleveraging transactions referred to herein) or of certain other indicative developments referred to herein occurring (including as concerns the potential for the intended deleveraging transactions) or of certain other indicative developments referred to herein occurring (including as concerns the potential for the intended deleveraging transactions) or of certain other indicative developments referred to herein occurring (including as concerns the potential for the intended deleveraging transactions) or of certain other indicative developments referred to herein occurring (including as concerns the potential for the intended deleveraging transactions) or of certain other indicative developments referred to herein occurring (including as concerns the potential for the intended deleveraging transactions) or of certain other indicative developments referred to herein occurring (including as concerns the potential for the potential for the intended deleveraging transactive developments referred to herein occurring (including as concerns the potential for the pote syndicated credit facilities in 2024 and to positively impact credit rating agencies assessments), as well as the indicative financial information provided herein concerning the Group's debt maturity profile, capital structure, leverage, coverage and other financial metrics (which indicative financial information has been prepared for the limited purpose of illustrating, through a modelling exercise, certain potential outcomes of courses of action permitted under the terms of the Indenture), in each case in the event that the Solicitation is successful and in the event that the Solicitation is unsuccessful. and uncertainty because they relate to events and depend on circumstances that will occur in the future. These include, without limitation: if the Solicitation is unsuccessful, the availability of, and the Group's ability to identify and accurately evaluate, suitable candidates for mergers and acquisitions, and also its ability to complete any scheduled or additional capital expenditure, successfully and/or in a timely manner; if the Solicitation is successfull, the occurrence of any force majeure or similar events that might impede the Group's ability to successfully execute the intended deleveraging transactions referred to herein; changes in general economic or business conditions outside of the Group's control: the impact of the Group's control: the impact of the Group's control is indebtedness: the risk of economic and advernmental instability in the countries in which the Group operates: actions by governments or political events in the countries in which the Group operates: the Group's business dealings in countries with inherent risks relating to fraud, bribery, theft and corruption; scrutiny by the press, governmental and non-governmental organizations and others regarding the Group's shareholders and local partners; the Group's internal controls and procedures potentially not being sufficient to provide reliable financial reports, prevent fraud and ensure compliance with its anti-bribery and anti-corruption requirements; the Group's decentralized organizational structure and management reporting systems; the Group's operations in developing markets; price regulations that determine, and will determine in the future the Group's margins and reduce return on investment; the Group's ability to pass on increased costs to consumers in its free markets; the risk of reductions in demand for the Group's products; volatility in refined oil product prices; the Group's potential liability arising from accidents or incidents relating to health, safety and the environment and from remediation of such accidents and incidents at our terminals, retail sites and/or other sites; the Group's health, safety and environmental laws and regulations and industry standards related to its operations; 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risks related to the Group's trademarks and other proprietary rights; the Group's exposure to risks and potential liabilities from its use of third-party contractors; the Group's reliance on the creditworthiness of our customers; any pending or threatened litigation the Group is subject to, the outcome of which may affect the Group's business, financial condition. results of operations and prospects; tax laws of the countries in which the Group operates or changes thereto or to its tax profile which could result in a higher tax expense or a higher effective tax rate on its worldwide earnings; disagreements with local communities in which the Group operates; the Group's reliance on its computer systems to conduct its business; the Group's reliance on its management team; ownership of the land on which our terminals and retail sites operated are located; the Group's exposure to interest rate risk; the Group's dependence on good relations with its employees; failure to obtain or retain highly skilled personnel; substantial liability claims due to the hazardous nature of the Group's business, which liabilities may potentially exceed its insurance coverage: other factors affecting the Group's leverage and its ability to service its debt; and the effects of the Group's restrictive debt covenants on its ability to finance its future operations and capital needs and to pursue business opportunities and activities.

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#### **Situational Overview**

- On 31<sup>st</sup> October 2022, Puma Energy announced the main completion of its Infrastructure and Storage Transaction, which resulted in c. US\$894m of gross sales proceeds and c. US\$725m of net cash proceeds<sup>1</sup>
- The €50m<sup>2</sup> 2.65% 2024 Notes (the "€2024 Notes"), US\$600m 5.125% 2024 Notes (the "\$2024 Notes") and US\$750m 5.00% 2026 Notes (the "\$2026 Notes") (the €2024 Notes, \$2024 Notes and \$2026 Notes together the "Public Debt") contain standard high yield Asset Sale Covenants
- The Asset Sale Covenants require that Puma Energy, generally within 365 days, applies the net proceeds towards:
- o Capital expenditure
- Certain M&A and other asset acquisitions; or
- Repayment of indebtedness, provided however, that if such debt is Public Debt, the Company makes a pro rata offer to all holders of the Public Debt at at-least 100% of the principal amount
- Puma Energy has already applied significant asset sale net proceeds towards deleveraging, and now has US\$410m of remaining asset sale net proceeds that can be used for M&A, capital expenditure or debt reduction

#### Puma Energy's objectives

• The Company would like to deploy these c. US\$410m of net proceeds in a manner that optimizes the capital structure and minimizes refinancing risks in the near to medium term by facilitating a full repayment of the \$2024 Notes before year-end 2023

#### **Benefits for the Company and Creditors**

- The Company believes that doing so enhances its credit profile and benefits its creditors:
  - i. it will result in a significantly de-levered group with an attractive capital structure;
  - ii. avoid the potentially meaningful reduction in liquidity in the 2026 Notes that might result from a pro rata asset sale offer,
  - iii. may facilitate 2024 RCF refinancing as 2024 notes will be repaid in full (no tenor subordination of RCF lenders to Oct 2024 maturity); and
  - iv. may have a positive impact in credit rating agencies assessment

#### **Summary of Consent Solicitation terms**

- 1. Waive pro-rata condition on the \$2026 Notes
- 2. Tender Offer on the \$2024 Notes and €2024 Notes at par before end of year 2023
- 3. Puma Energy to repurchase / repay any residual \$2024 Notes before end of year 2023<sup>3</sup>

This page must be read in the context of the Consent Solicitation Statement dated 25 May 2023, which contains further details on the consent solicitation

<sup>&</sup>lt;sup>1)</sup> Company information; net cash proceeds from main completion reflect transaction costs and the settlement, as part of divestment closing mechanics, of a loan related to deconsolidation of the UK operations sold; secondary completion of \$21m expected by end of Q2-23 related to El Salvador

<sup>&</sup>lt;sup>(2)</sup> Company information; original bond issuance size was  $\in$  200m, following some amortisation there is  $\notin$  50m outstanding as of Apr-23 and this is expected to reduce to c.  $\notin$  33m on 31 July, 2023 through the next scheduled amortisation payment

### **AVAILABLE ASSET SALE PROCEEDS**



#### Proceeds available for the Public Debt tender offer are likely to materially decrease should the consent not pass

Scenario		Public Debt repayment	amount			
<b>Consent Solicitation passes</b>		\$410m pro-rata tender offer on \$2024 and €2024 Notes				
<b>Consent Solicitation fails, Opt</b> Puma Energy then applies \$160	dy scheduled or planned Cap	\$250m pro-rata tender offer on \$2024, €2024 and \$2026 Notes No tender offer conducted				
Consent Solicitation fails, Opt Puma Energy conducts further C	A, utilising all remaining asse					
\$m Consent Passes: 450 400 350 300 250	-\$10m		Consent Fails, Option 1 \$250m tender offer			
200 - 150 -		-\$150m		-\$[50]m		
50 -				-\$[200	]m+	Consent Fails, Option 2 No tender offer
0 + Total Public Debt Repayment Amount	Less M&A already planned	Less CapEx scheduled through Oct-23	Leftover Public Debt Repayment Amount	Less planned CapEx for 2023	Less further opportunistic M&A	No Public Debt Repayment

This page must be read in the context of the Consent Solicitation Statement dated 25 May 2023, which contains further details on the consent solicitation Source: Company information and indicative forecasts

Note: If the consent fails to pass, Puma Energy can fund \$10m of M&A and \$150m of Capex that have already been planned out of proceeds, thereby reducing the proceeds available for the Public Debt repayment to \$250m. The Company can also further dentify \$50m of additional Capex and further opportunistic M&A (external or related party). These are subject to company discretion and are shown for indicative purposes to reflect additional flexibility available under the Asset Sale Covenants

## **KEY DETAILS OF THE CONSENT SOLICITATION**



Targeted Notes (the "\$2026 Notes")	144A/RegS US\$750m (of which c. US\$720m is outstanding) 5.000% Senior Notes due 2026 (ISIN RegS: XS1751117604 / ISIN 144A: XS1751189348), issued by Puma International Financing S.A. and unconditionally guaranteed by Puma Energy Holdings Pte. Ltd.
Proposed Amendments	<ul> <li>Permit non-pro-rata repayment of the \$2024 Notes and €2024 Notes without any requirements that Puma Energy make a "Notes Offer" or an "Asset Sale Offer" that includes or towards any other repayment, repurchase, prepayment or redemption of the \$2026 Notes (subject to certain conditions as described in the Consent Solicitation Statement)</li> <li>The conditions ensure that, if Puma Energy chooses to access the flexibility provided by the Proposed Amendments, it will offer to repurchase up to US\$410m of the \$2024 Notes / €2024 Notes in a pro rata tender offer at par, thereby reducing its bond debt by year-end 2023, and in addition, but subject to non-occurrence of certain force majeure and similar events, fully repurchase / repay any residual \$2024 Notes by the same year-end 2023 deadline<sup>1</sup></li> </ul>
Voting Majority	Majority of the outstanding amount of the Targeted Notes
Key Dates	<ul> <li>Solicitation Launch Date: 25 May, 2023</li> <li>Expiration Time: 4:00 p.m., London Time, on 9 June, 2023</li> <li>Effective Time: The time at which the Supplemental Indenture is executed following receipt of the Required Consents. The Effective Time may occur prior to, concurrently with, or after, the Expiration Time</li> <li>Deadline for Revocation: The Effective Time</li> <li>Announcement of Solicitation Results: As soon as practicable after the earlier of the Effective Time or the Expiration Time</li> <li>Payment Date / Operative Date: Promptly after the Expiration Time</li> </ul>
Solicitation Agents	J.P. Morgan Securities plc / Société Générale
Information and Tabulation Agent	Morrow Sodali Limited

This page must be read in the context of the Consent Solicitation Statement dated 25 May 2023, which contains further details on the consent solicitation

(1) Given the Proposed Amendments will not require the Group to commence the permitted tender offer and that, even if commenced and consummated, the subsequent residual repurchase of \$2024 Notes will be subject to non-occurrence of certain force majeure and similar events, no assurance can be given that the intended transactions facilitated through the Proposed Amendments will occur on the terms described herein, or at all

### PUMA ENERGY CAPITAL STRUCTURE SCENARIOS



	Current as of 31 <sup>st</sup> March 2023		Scenario 1 - Consent Passes \$410m Tender + Redemption of \$2024 Notes		Scenario 2 - Consent Fails, Option 1 \$250m Tender (pro rata across Public Debt)			Scenario 3 - Consent Fails, Option 2 No Tender			
Debt Instrument	Drawn Amount	x EBITDA	Consent Pass Adj.	Pro Forma Capital Structure	x EBITDA	Consent Fail Adj.	Pro Forma Capital Structure	x EBITDA	Consent Fail Adj.	Pro Forma Capital Structure	x EBITDA
Senior Notes 2024	531 <sup>1</sup>	1.2	(531)	0	0.0	(103)	428	1.0	0	531	1.2
Senior Notes 2026	720 <sup>1</sup>	1.6	0	720	1.6	(140)	580	1.3	0	720	1.6
EUR Private Placement	<b>37</b> <sup>2</sup>	0.1	(26)	10	0.0	(7)	30	0.1	0	37	0.1
Total Public Debt	1,288	2.9	(557)	730	1.7	(250)	1,038	2.4	0	1,288	2.9
OpCo Debt	120	0.3	0	120	0.3	0	120	0.3	0	120	0.3
ABSA 2 yr. RCF	0	0.0	92	92	0.2	0	0	0.0	0	0	0.0
ABSA 2 yr. TL (B)	105	0.2	55	160	0.4	0	105	0.2	0	105	0.2
Total Other Short and Long Term Debt	225	0.5	147	372	0.9	0	225	0.5	0	225	0.5
Total Gross Debt	1,513	3.5	(410)	1,103	2.5	(250)	1,263	2.9	0	1,513	3.5
Gross Debt / Leverage Cash and Cash Equivalents	1,513 870	3.5	<b>(458)</b> <sup>3</sup>	1,103 412	2.5	<b>(298)</b> <sup>3</sup>	1,263 572	2.9	<b>(298)</b> <sup>3</sup>	1,513 572	3.5
Net Debt / Leverage	643	1.5		691	1.6		691	1.6		941	2.1

(1) Amount reflected includes reduction for Open Market Repurchase conducted in April 2023 of c. \$24m of \$2024 notes and c. \$6m of \$2026 Notes

<sup>(2)</sup> Amount reflected includes reduction for amortisation of c. \$18.3m of €2024 notes in July 2023

(3) Amount reflected includes cash impact of c. \$18.3m of scheduled amortisation of €2024 notes in July 2023 and c. \$30m of Open Market Repurchase of \$2024 and \$2026 Notes conducted in April 2023

#### Puma Energy's Outstanding Public Debt Maturity Profile Scenarios:



Source: Company information for capital structure as of 31 March 2023 or otherwise subject to footnotes; LTM EBITDA of \$437.7m used as of Q1-23; all amounts in US\$ millions; EUR:USD FX rate of 1:1.1 taken from Bloomberg FXCA page as of 18 May, 2023 Note: LTM EBITDA excludes the impact of IFRS16; Scenario 1 assumes the Consent Solicitation passes and a \$410m pro-rata tender offer on the \$2024 and €2024 Notes is conducted, and assumes full take-up therein, followed by a call at par of the \$2024 Notes; Scenario 2 assumes the Consent Solicitation fails and no tender offer is conducted, with \$250m in cash used for CapEx and further M&A (impact of potential M&A on EBITDA and other debt metrics not included for indicative purposes); "Standard" net debt / leverage calculation includes gross debt minus cash and cash equivalents

### **CONSENT FEE**



#### Key terms of consent fee payment

- Consent fee is calculated as \$16.00 per \$1,000 in principal amount of the 2026 Notes
- Consent fee will be paid to holders who have voted in favour (and not validly revoked their consents) by the Expiration Time
- Consent fee will be paid promptly after the Expiration Time, subject to the passing of the consent solicitation and entry into a supplemental indenture giving effect to the Proposed Amendments

#### Consent fee level is based on the following considerations:

- Difference between par value and current secondary price of the 2026 Notes
- Total economic value for Noteholders in consideration of the estimated cross-holdings between \$2024 Notes and \$2026 Notes<sup>1</sup>
- \$410m proceeds in a pro-rata asset sale offer would represent less than one third of the total outstanding nominal across the 2024 Notes, the Euro PP Notes, and the 2026 Notes

#### **Benefits for the Company and Creditors:**

- Subject to the passing of the consent<sup>2</sup>, the Company intends to repay, repurchase, prepay and/or redeem in full the \$2024 Notes (c. US\$531m currently outstanding), and to do so by no later than December 31, 2023. The Company believes that doing so benefits its creditors:
  - i. it will result in a significantly de-levered group with an attractive capital structure;
  - ii. avoid the potentially meaningful reduction in liquidity in the 2026 Notes that might result from a pro rata asset sale offer,
  - iii. may potentially facilitate 2024 RCF refinancing as 2024 notes will be repaid in full (no tenor subordination of RCF lenders to Oct 2024 maturity); and
  - iv. may potentially have a positive impact in credit rating agencies assessment

<sup>&</sup>lt;sup>(1)</sup> Cross-holdings between \$2024 and \$2026 Noteholders as estimated by analysis conducted by Puma Energy and the Solicitation Agents

<sup>&</sup>lt;sup>(2)</sup> But subject to non-occurrence of certain force majeure and similar events with respect to the repurchase / repayment of residual \$2024 Notes after consummation of the \$2024 Notes / €2024 Notes tender offer

# HOW TO PARTICIPATE



### PROCEDURE FOR DELIVERING CONSENTS

- A Holder may consent by submitting (or requesting the Direct Participant to submit on its behalf) a valid Electronic Consent Instruction to Euroclear or Clearstream in accordance with the requirements established by the relevant Clearing System
- The Holder or its Direct Participant must clearly state in the Electronic Consent Instruction:
  - the aggregate principal amount of 2026 Notes with respect to which the Holder wishes to deliver a Consent; and
  - the name of the Direct Participant and the securities account number for Euroclear or Clearstream in which the 2026 Notes are held
- Note that following an Electronic Consent Instruction, the 2026 Notes for which Consents are delivered may be blocked by Euroclear or Clearstream until the payment date of the Consent Payment or the prior termination or withdrawal of the solicitation by the Issuer or in case of Consent revoked
- The deadlines imposed by each of Euroclear and Clearstream for the submission of Electronic Consent Instructions may be earlier than the relevant deadlines specified in this Consent Solicitation Statement



#### INFORMATION AND TABULATION AGENT

To request Consent Solicitation Statement

Questions regarding voting procedures

Morrow Sodali Limited: <a href="mailto:pumaenergy@investor.morrowsodali.com">pumaenergy@investor.morrowsodali.com</a> / <a href="https://projects.morrowsodali.com">https://projects.morrowsodali.com</a> / <a href="https://projects.morrowsodali.com">https://projects.morrowsodali.com<

#### SOLICITATION AGENTS

#### Any questions on the Consent Solicitation

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