

2Q23 Earnings Conference Call

Friday, July 28, 2023

SPEAKERS:

- José Antonio Hurtado, Chief Executive Officer
- Javier García, Co-Chief Executive Officer
- Raquel Alzaga, Corporate Vice President
- Enrique González, Vice President of Investor Relations.

SLIDE 1: COVER PAGE

Operator: Good morning, everyone my name is Carmen and I will be your conference call operator today. All lines have been placed on mute to avoid any background noise. This is Cox Energy's Second Quarter 2023 Earnings Call. There will be a question-and-answer session after the speakers' opening remarks and instructions will be given at that time.

SLIDE 2: SPEAKER'S PRESENTATION

Operator: Today we have with us **Mr. José Antonio Hurtado de Mendoza**, Chief Executive Officer, **Mr. Javier García**, Deputy Chief Executive Officer, **Mrs. Raquel Alzaga**, Vice President of Finance and Administration, and **Mr. Enrique González**, Global Head of Investor Relations.

They will be discussing the Company's, recent developments and strategy as per the earnings release for the second quarter 2023 issued on Thursday, July 27th. If you did not receive the report, please contact Cox Energy's IR department and they will email it to you, or you can download it from Cox Energy's website. Please note that this call is for investors and analysts only and questions from the media will not be taken, nor should the call be reported on.

Any forward-looking statements made during this conference call are based on information that is currently available. Please refer to the disclaimer in the earnings release for guidance on this matter. I will now turn the call over to Mr. José Antonio Hurtado.

SLIDE 3: INTRODUCTION

José Antonio Hurtado: Thank you Carmen. Good morning everyone and welcome to our second quarter 2023 earnings conference call. As always, it is an honor to be here with you to share our latest developments and results. As you know, this quarter was marked by important milestones and achievements that have defined the path to lead the Group towards the fulfillment of its goals.

Before we go into detail about each of our accomplishments for the quarter, I would like to briefly highlight that on July 3rd we made our debut on the Spanish stock market, Cox Energy's listing on BME Growth. With this milestone, we have concluded our dual listing project and we are now listed simultaneously in Mexico and Spain. Additionally, as we had previously announced several times, last June, we officially inaugurated the operation of La Meseta Solar Park located in Chile, a project in which Cox Energy participates jointly with Sonnedix under the joint venture Sonnedix Cox Energy Chile SpA.

Regarding our consolidated revenues for the first half of the year, we continued with a solid performance, increasing 32% compared to the same period of the previous year, reaching a total of \$279 million pesos. We are excited about the continued growth trend in our revenues, which will allow us to continue working to create value for all as we continue contributing towards a greener and more sustainable world.

SLIDE 4: ACONTECIMIENTOS DESTACADOS Y RECIENTES LOGROS

José Antonio Hurtado: Thanks to the effort and dedication of everyone involved in the Company, it is my pleasure to share details from our recent achievements and important milestones.

As I mentioned before, after almost 2 years, we finalized the dual listing process in order to be listed in two markets at the same time, thus marking a historic milestone for Cox. We will go into detail about the debut and the impact of this event later on, however, I can anticipate that this strategic decision has brought significant benefits that drive the success and growth of our Company.

We are also pleased to share that in early June we officially inaugurated La Meseta Solar Park in Chile, a 160 MWp project developed in collaboration with Sonnedix. La Meseta project represents an important contribution to the generation of clean and sustainable energy for Chile and is another step towards our vision of a greener future, as it will generate enough energy to supply more than 186,000 homes.

Regarding our projects in advanced stages and construction, I would also like to update on the construction process of the PMGD project San Javier in Chile. It is a 3-megawatt project that will finish its construction during the following weeks, to start the testing phase immediately and therefore meeting the target of starting operations before the end of the year. Likewise, the El Sol de Vallenar project, also located in Chile, which will have a total capacity of more than 300 MWp, is in the final stages of structuring its financing, and we estimate that it will enter the construction phase before the year end.

Finally, I would like to remind you that at the Shareholders' Meeting held on May 3rd, the Board of Directors authorized the change of the company's corporate name, eliminating the word "América", therefore, as of that date, the listed company is Cox Energy SAB de CV. This change reflects our goal of being a global company.

SLIDE 5: LISTADO DUAL

José Antonio Hurtado: As mentioned before, the dual listing has been a significant event that has marked a before and after for Cox. Since our debut in the Spanish market on July 3, we have been operating successfully in the BME Growth stock market, while trading simultaneously in the Mexican market through BIVA stock exchange, consolidating our position as the first renewable energy company in Latin America to be dual listed in these two markets.

So far this month, we have witnessed a positive reception and solid support from investors in both markets. As a result, both stocks have experienced remarkable growth, achieving a 39% increase in trading value since their debut on BME Growth and, an impressive 84% increase for BIVA's trading value since its lowest price in 2023, demonstrating that the dual listing generated a positive effect on the stock's performance in both markets. This trend is a clear testament to the support and confidence that investors have placed in our vision and strategy.

Additionally, the dual listing has produced other strategic benefits that are driving our Company towards a promising future. By trading in two markets, we have significantly increased our global exposure and, as a result, attracted a broader investor base. This has enabled us to diversify and strengthen our shareholder base, giving us greater liquidity in the market and a greater ability to access capital in the future. It has

also enhanced our position in the renewable energy industry and opened up new opportunities for growth and expansion.

And now, I would like to turn the call over to Raquel Alzaga, who will share details on the update of our project portfolio and financial highlights for the period.

SLIDE 6: PORTAFOLIO DE PROYECTOS

Raquel Alzaga: Thank you José Antonio.

Throughout the quarter, the Company continued to manage its project portfolio. At the end of June, the portfolio totaled 43 projects in different stages of development and operation, with a total capacity of 2.4 GWh, which is divided into 1,307 MWp for projects under development and 1,132 MWp for projects in advanced stages, construction and operation. It is important to mention that more than 80.0% of our projects are developed in Chile, Colombia and Central America.

SLIDE 7: INFORMACIÓN FINANCIERA RELEVANTE

Raquel Alzaga: In the second quarter of 2023, Cox Energy's total revenues amounted to \$146.7 million pesos, an increase of 11% compared to the same period last year, while, at the end of the first half of the year, we reached \$278.9 million pesos, representing a 32% year-over-year growth, driven mainly by our energy marketing and sales operations

Gross profit for the quarter was \$32 million pesos, compared to a loss of \$17.3 million pesos in 2Q22. This change reflects the solid performance of our operations and the efficiency of our revenue generation.

While we do not consider EBITDA as a relevant metric yet due to our development and investment phase, our results are in line with our expectations and we are on track towards our targets of breakeven and positive EBITDA by the end of the year.

Finally, I would like to highlight that, during the six months of 2023, we have experienced solid growth in revenues and a trend of continuous improvement in the results achieved. During the second half of the year, we will continue to take care of the revenues versus costs and expenses, in order to meet the

profitability goals set for 2023. Our strategic plan continues to improving, and we will continue to update you on the results achieved in a timely manner.

That said, I will turn the call back over to José Antonio to talk about our ESG initiatives and closing remarks before moving on to the Q&A session.

SLIDE 8: ASG

José Antonio Hurtado: Thank you, Raquel.

At Cox Energy, we are proud to be a leading Company in the industry, actively contributing in the transition towards a more sustainable world. Our commitment to clean energy generation and environmental responsibility continues driving our growth and development in the industry.

At the same time, we believe that diversity is a fundamental pillar to the Company's success and sustainability. Therefore, we are proud to announce the upcoming launch of our Voluntary Equality Plan 2025-2027, a significant step in our commitment to promote equal opportunities and gender equity at all levels within our organization.

This plan represents an important milestone in our journey towards building an inclusive work environment, where talent, regardless of gender, is fully valued and empowered.

In the upcoming months, we will continue to work on our sustainability plan and ESG commitments. I am fully committed to do so, and will keep you informed on the actions taken, as well as the results achieved.

SLIDE 9: COMENTARIOS FINALES

José Antonio Hurtado: Our commitment to sustainable growth and renewable energy generation is unwavering. We will continue to work hard to increase our project portfolio, expand our presence in new markets, and continue to lead the transformation to a better future. In every step we take, our focus will remain on the positive impact we are making on the communities where we operate and the environment we all share.

We are deeply grateful for the trust and support of our investors and partners, who have been key in the development of this success story. We look forward to continue sharing our achievements in the quarters ahead. We will continue to work with dedication and passion to ensure that Cox Energy remains a leading Company in the renewable energy industry, guided by our commitment to excellence and care for the environment around us, ensuring the highest return for our shareholders at all times.

Thank you for listening. Operator, please open the Q&A session.

SLIDE 10: Q&A

Operator: Thank you, Jose Antonio. We will now conduct a Q&A session. If you would like to ask a question, please press the "Raise your hand" button. It is located at the bottom of the screen. If you are connected via telephone, please dial *9. We remind you that all lines have been placed on mute. When it is your turn to ask a question, you will be given permission to speak. you will then be able to unmute yourself and ask your question. We will now pause for questions. We remind you that to ask a question from a phone line you have to dial *6 to unmute yourself. Our first question comes from Jose Roberto Vazquez. Please state your full name, your company name and then ask your question.

José Roberto Vázquez: Good morning, my name is José Roberto Vázquez from LW Latam Partners. My question is, given the dual listing, in the near future should we expect that there will be a change in the functional currency in which you report your results?

José Antonio Hurtado: Hello, José Roberto. Sorry, I was looking for the name, I could not find it. No, José Roberto, we are listed on both stock exchanges at the same time, in other words, the Mexican stock exchange operates independently from the Spanish stock exchange and therefore the shares that are traded on the Spanish stock exchange are traded in euros and the shares that are traded on the Mexican stock exchange are traded in Mexican pesos.

José Roberto Vázquez: I was referring to the financial results. Will you keep the Mexican peso in the near future? or should we expect them to switch to euros, to the US dollar or some other exchange rate.

Raquel Alzaga: José Antonio, may I?

José Antonio Hurtado: Yes, yes.

Raquel Alzaga: Yes. So, Roberto, according to the Spanish legislation of BME growth, what we are currently reporting is directly a conversion of the Mexican financial reports to euros at the official exchange rate on the day of publication. That is technically what we are reporting, and it is done in parallel. But in principle there will be no change of functional currency in the financial reports, because today we continue to be denominated in Mexico. Our corporate name is in Mexico, we are taxed in Mexico and we are obliged to report and give our numbers in functional currency, Mexican peso. But for Spanish purposes the conversion is by an exchange rate. Everything both profit and loss account and balance sheet.

José Roberto Vázquez: Very well, thank you very much.

Operator: We remind you that today we have with us, José Antonio Hurtado de Mendoza, Chief Executive Officer. Javier García, Deputy Chief Executive Officer, and Raquel Alzaga, Chief Corporate Officer. If you would like to ask a question, please press the "raise button" at the bottom of the screen. If you are connected by telephone, please press *9.

We have no more questions at this time. So that concludes our question-and-answer session. I would now like to hand the call back over to José Antonio Hurtado for some closing remarks.

José Antonio Hurtado: Thank you very much Carmen. Please don't hesitate to reach out to us if you have further questions. We appreciate your interest in Cox Energy and we look forward to speaking with you again soon.

Operator: That concludes our today's call You may now disconnect. Thank you very much.