



# Q1 | 2021

## ORMAT TECHNOLOGIES, INC. EARNINGS CALL

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MAY 6, 2021

# SAFE HARBOR STATEMENT AND NON-GAAP METRICS

THIS PRESENTATION INCLUDES FORWARD-LOOKING STATEMENTS, AND THE DISCLAIMER SHOULD BE READ CAREFULLY

## FORWARD-LOOKING STATEMENTS

This presentation, and information provided during any discussion accompanying this presentation, may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These statements involve estimates, expectations, projections, goals, objectives, assumptions and risks, and activities, events and developments that may or will occur in the future. When used in or during the course of this presentation, the words “may”, “will”, “could”, “should”, “expects”, “plans”, “anticipates”, “believes”, “estimates”, “predicts”, “projects”, “thinks”, “forecasts”, “guidance”, “continue”, “goal”, “outlook”, “potential,” “prospect” or “target”, or the negative of these terms or other comparable terminology are intended to identify forward-looking statements, although not all forward-looking statements contain such words or expressions. Such forward-looking statements include, but are not limited to:

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- statements about Ormat’s competitive strengths;
- statements about Ormat’s development and operation of electricity generation, storage and energy management assets, including distributed energy resources;
- statements about Ormat’s other plans, expectations, objectives and targets;
- statements about Ormat’s views on market and industry developments and economic conditions, and the growth of the markets in which Ormat conducts its business; and
- statements about the growth and diversification of Ormat’s customer base and Ormat’s future revenues, expenses, earnings, capital expenditures, regional market penetration, electricity generation, and other operational performance metrics, including statements about “target” or “targeted” amounts for 2022 and 2023 growth (MW) or 2022 and 2023 operational performance metrics such as growth (MW) and adjusted EBITDA, among others.

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These risks, uncertainties and other factors include, but are not limited to, the risks, uncertainties and other factors described in Ormat Technologies, Inc.’s Form 10-K filed with the SEC on February 26, 2021, and from time to time, in Ormat’s quarterly reports on Form 10-Q that are filed with the SEC.

## NON-GAAP METRICS

### RECONCILIATION TO US GAAP FINANCIAL INFORMATION

This presentation includes certain “non-GAAP financial measures” within the meaning of Regulation G under the Securities Exchange Act of 1934, as amended, including EBITDA and Adjusted EBITDA. The presentation of these non-GAAP financial measures is not intended as a substitute for financial information prepared and presented in accordance with GAAP and such non-GAAP financial measures should not be considered as a measure of liquidity or as an alternative to cash flow from operating activities, net income or any other measures of performance prepared and presented in accordance with GAAP. Such non-GAAP financial measures may be different from non-GAAP financial measures used by other companies.

The appendix slides in this presentation reconcile the non-GAAP financial measures included in the presentation to the most directly comparable financial measures prepared and presented in accordance with U.S. GAAP .

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## Q1 2021 | HIGHLIGHTS

### TRANSITIONING TO ACCELERATED GROWTH



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DELIVERED SOLID GROWTH  
IN THE LEADING SEGMENTS



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DEMONSTRATED  
BUSINESS RESILIENCE



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CONTINUED TO DRIVE  
PROFITABLE GROWTH



# 01 | FINANCIAL PERFORMANCE

# Q1 2021 | FINANCIAL PERFORMANCE

## First quarter summary

Revenues <b>\$166.4M</b> (13.4%)	Gross margin <b>44.3%</b> +169 bps	Adjusted EBITDA <sup>(1)</sup> <b>\$99.2M</b> (6.4)%	EPS/Adjusted EPS <sup>(1,2,3)</sup> <b>\$0.27/\$0.42</b> (47.1%)/(17.6)%
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## Revenues by segment

Total <b>\$166.4</b> (13.4%)	Electricity <b>\$145.0M</b> +1.5%	Products <b>\$8.6M</b> (81.8)%	Storage <b>\$12.7M</b> +589.1%	 <p>87% Electricity</p> <p>5% Products</p> <p>8% Storage</p>
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(1) For key financial results and non -GAAP financial measures reconciliation please see the appendix slides.

(2) EPS refers to earnings per diluted share

(3) Net income attributable to the Company's stockholders was \$15.3M, or \$0.27 per diluted share in Q1 2021, compared to \$26.0M, or \$0.51 per diluted share in Q1 2020. The decline is mainly impacted by a one-time net expense related to February power crisis in Texas. Excluding this one-time net expense of \$12.1M, Net income attributable to the Company's stockholders and diluted share in Q1 2021 and 2020 was \$24.1M or \$0.42 per diluted share and \$26.0M or \$0.51 per diluted share, respectively.

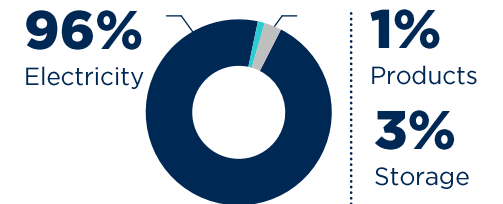
## Q1 2021 | SEGMENT CONTRIBUTION

### Gross margin

Total	Electricity	Products	Storage
<b>44.3%</b>	<b>44.9%</b>	<b>6.6%</b>	<b>62.4%</b>
<b>+170 bps</b>	<b>-510 bps</b>	<b>NA</b>	<b>NA</b>

### Adjusted EBITDA<sup>(1)</sup>

Total	Electricity	Products	Storage
<b>\$99.2</b>	<b>\$95.1M</b>	<b>\$1.1M</b>	<b>\$3.0M</b>
<b>(6.4)%</b>	<b>(5.3%)</b>	<b>(82.3%)</b>	<b>NA</b>



(1) For key financial results and non -GAAP financial measures reconciliation please see the appendix slides



# FEBRUARY POWER CRISIS IN TEXAS

01

In Q1 2021 we recorded one-time net expense of \$12.1M pre-tax and \$8.8M after tax related to the February power crisis in Texas

02

**The breakdown of the pre-tax net expense as recorded in our P&L:**

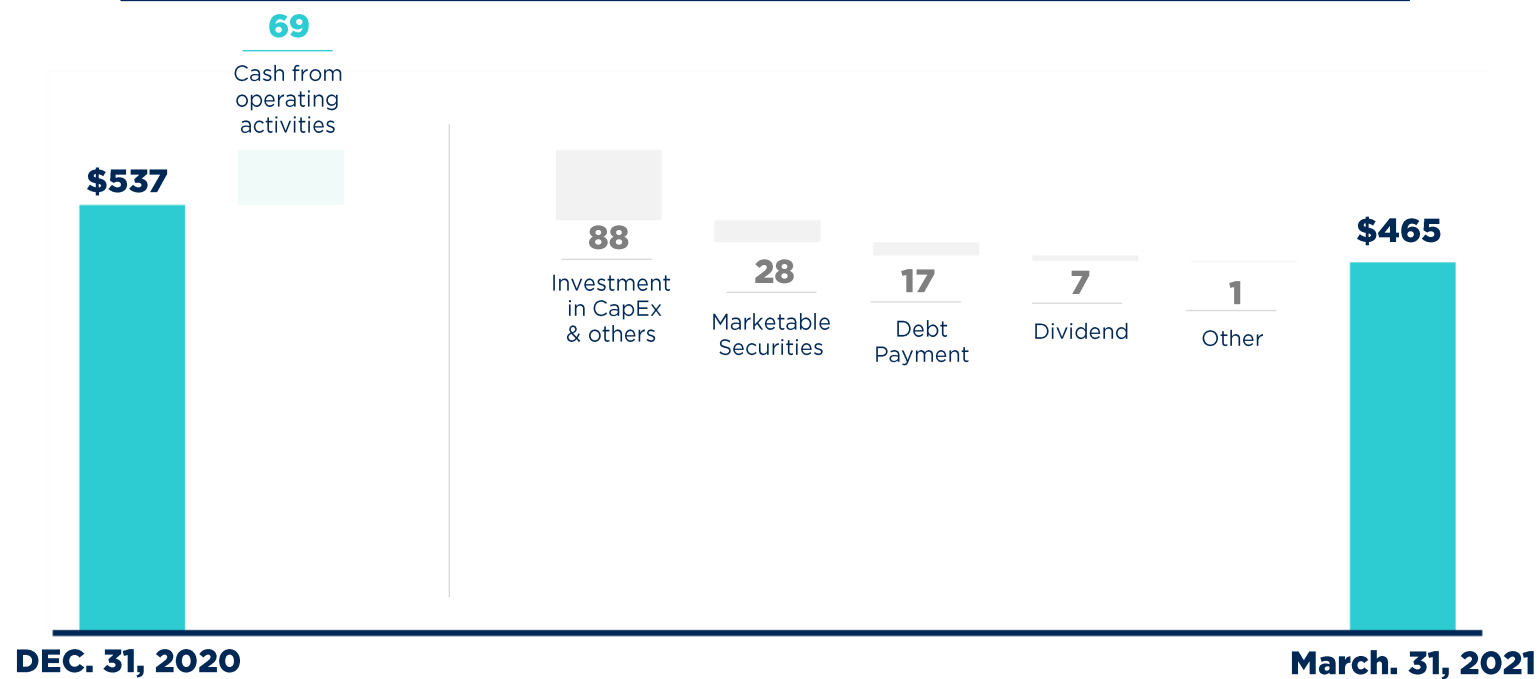
**\$5.4M Revenue** under Energy Storage segment

**\$3.0M Expense** under General and Administrative Expenses

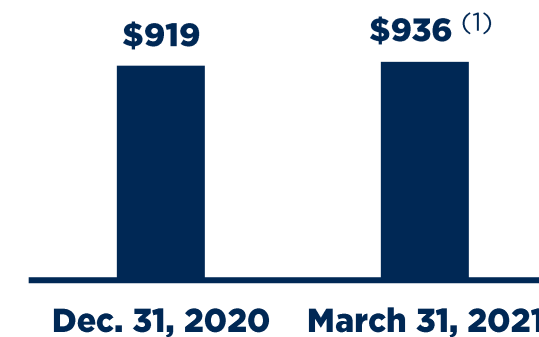
**\$14.5M Loss** under Derivatives and Foreign Currency Transaction Gains (Losses)

# Q1 2021 | CASH AND NET DEBT

## Cash and Cash Equivalents, and restricted cash and Cash Equivalents (\$M)



## Net Debt (\$M)



(1) Net debt takes into account \$27.7M marketable securities at fair value





**ORMAT**

# 02 | BUSINESS RESILIENCE IN THE FACE OF COVID-19

# ORMAT CONTINUE TO DEMONSTRATE IT'S RESILIENT IN A CHALLENGING AND VOLATILE ENVIRONMENT

01

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**OPERATION**

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02

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**PUNA HAWAII**

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03

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**KENYA**

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04

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**PRODUCT SEGMENT**

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05

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**STORAGE UPDATE**

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06

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**A STRONG TAILWINDS**

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# 01 ELECTRICITY OPERATION

## GROWING PORTFOLIO

### 2% increase in generation

Steamboat Hill enhancement operation in June 2020  
Partial operation of Puna power plant

#### Offset by:

Lower generation at Olkaria, Kenya

### Steady Revenues per MWh

\$86.5/MWh in Q1/21 compare to \$86.8/MWh in Q1/20

### Executing growth

McGinness Hills expansion is in late stage of start-up  
towards commercial operation



**932  
MW**

01 U.S.  
**647 MW**

02 Guatemala  
**40 MW**

03 Honduras  
**38 MW**

04 Guadeloupe  
**15 MW**

05 Kenya  
**150 MW**

06 Indonesia  
**42 MW<sup>(1)</sup>**

(1) In the Sarulla complex, we include our 12.75% share only



## 02 PUNA, HAWAII

Nov. 2020  
**Resumed operation**  
**10 MW**

Feb. 2021  
**13 MW**

April 2021  
**20 MW**

Mid 2021  
**Expect to reach**  
**full operation**

New well to be connected

Bottoming binary unit repair

PUC suspended the new PPA approval



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## 03 KENYA

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### Continued curtailment

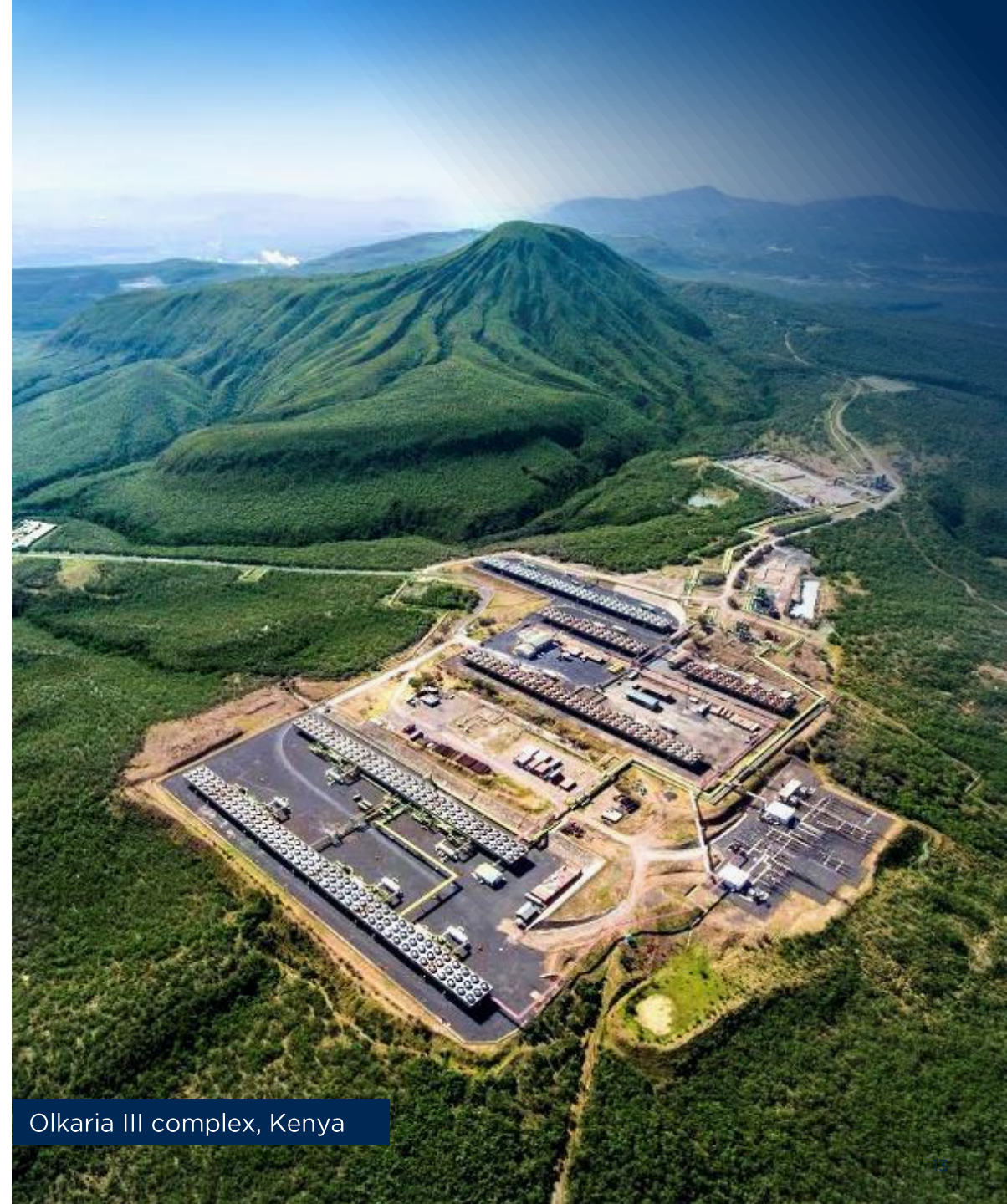
Curtailments due to COVID-19  
Kenya under lockdown since the beginning of April

### Resource performance affecting generation

Plant generation is lower by approximately 25 MW due to resource performance; a recovery plan to restore the complex's generating capacity is under evaluation

### Overdue invoices payment

\$47.3M overdue as of March. 31, 2021, of which \$10.7M was paid in April 2021



Olkaria III complex, Kenya



## 04 PRODUCT BACKLOG

### **Signing 3<sup>rd</sup> parties' contracts Covid remains a challenge**

Backlog at \$37M<sup>(1)</sup>

Continued impact of COVID-19

Signed new small contract and see more opportunities that can be matured before year-end

### **Focusing manufacturing capacity on internal projects**

Manufacturing our owned power plants to support organic growth

Intersegment revenue increased YOY 193% to \$25.3M



Ngawha geothermal power plant, New Zealand  
successfully commissioned in January 2021

(1) Backlog as of May 5, 2021. The backlog includes revenues for the period between April 1, 2021, and May 5, 2021; for backlog breakdown by contracts-see appendix slide

## 05 ENERGY STORAGE

### Improved gross profitability

#### Energy Storage performance without one-time impact

Q1/21 gross adjusted<sup>(1)</sup> profit - \$2.5M

Q1/21 gross adjusted<sup>(1)</sup> margin - 34.7%

### Pushing for growth

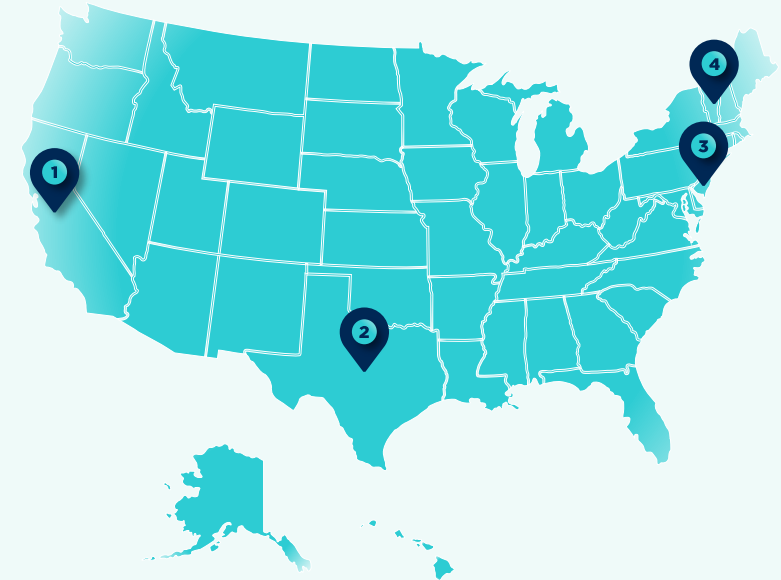
#### Commercial operation

10MW/40MWh Vallecito, CA

#### Released for construction

20MW/20MWh Andover, NJ

7MW/7MWh Howell, NJ



**83  
MW**

01 CA  
**30MW/120MWh**

02 TX  
**10MW/10MWh**

03 NJ  
**41MW/41MWh**

04 VT  
**2MW/5MWh**

(1) Adjusted for the \$5.4M one-time impact related to February power crisis in Texas (\$7.3M adjusted revenues less \$4.8M cost of revenues)



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## 06 STRONG TAILWINDS

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**Governments around the world continue to support renewable energy**

### **Current U.S. administration:**

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Calling to invest in infrastructure, particularly for clean energy, and energy storage

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Proposing a ten-year extension and phase down of an expanded direct-pay investment tax credit (ITC) and production tax credit (PTC) for clean energy generation and storage

(1) Source: [whitehouse.gov](https://www.whitehouse.gov)



**ORMAT**

**04**

# **DRIVING PROFITABLE GROWTH**

## ROBUST GROWTH PLAN

Increase solar and geothermal capacity significantly

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Accelerate storage capacity to establish leading position in the U.S. storage sector

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YE 2023 portfolio target:

**1,455MW - 1,575MW**

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Total expected MW growth:

**~ 50%**

This growth plan is subject to obtaining all permits and regulatory approvals required as well as completing the development and construction of these power plants as planned.

# 2023 GROWTH TARGET BY SEGMENTS



## GEOTHERMAL & SOLAR ENERGY

YE 2023 TARGET

**1,182MW-1,202MW**

MW ADDITION

**250MW-270MW**

MW GROWTH

**27%-29%**



## ENERGY STORAGE

**273MW-373MW**

**200MW-300MW**

**274%-411%**

Change in MW growth is compared to a 932MW Geothermal & Solar portfolio and a 73 MW storage portfolio in YE 2020



## GEOTHERMAL & SOLAR ENERGY PROJECTS UNDER DEVELOPMENT

### GEOTHERMAL 10 PROJECTS 143-148 MW

### SOLAR 4 PROJECTS 40 MW AC

Project	Projected Capacity (MW)	Expected COD	PPA
U.S - Heber Complex	11	H1 2022	✓
U.S - CD4	30	Q1 2022	✓
U.S - North Valley	30	2022	-
U.S - McGinness Hills Expansion	8	Q2 2021	✓
U.S. - Puna expansion	8	2023/TBU	Suspended
U.S - Dixie Meadows	15	2022	✓
U.S - Tungsten Mountain 2	11	H2 2022	✓
Guadeloupe - Bouillante	10	2023	-
Guatemala - Zunil	5	2022	✓
Indonesia - Ijen	15-20 <sup>(1)</sup>	2023	✓
U.S - Wister Solar	20 AC	H2 2021	✓
U.S. Steamboat Solar	10 AC	2022 & 2023 <sup>(1)</sup>	✓
U.S. - Tungsten Solar 2	4 AC	2022	✓
U.S. - Brady Solar	6 AC	2022	✓

(1) Ormat's share  
(2) 5 AC in 2022 and 5AC in 2023





**ENERGY  
STORAGE**  
PROJECTS  
UNDER  
DEVELOPMENT

10MW/40MW Vallecito project started operation in April 2021

Project	Projected Capacity (MW)	Expected COD	Type of contract
CA - Tierra Buena	5	Q4 2021	Capacity PPA and Merchant
TX - Upton	25	Q4 2021	Merchant
NJ - Andover	20	Q1 2022	Merchant
NJ - Howel	7	Q2 2022	Merchant

**ENERGY STORAGE**  
4 PROJECTS  
57 MW



## ENERGY STORAGE PIPELINE

**2 GW**

potential capacity of  
U.S. storage pipeline

**40**

named  
prospects

**200MW - 300MW**

expected addition  
by YE 2023





# MAINTAINING A STRONG CAPITAL POSITION TO SUPPORT ACCELERATED GROWTH

**\$360M**

Remaining of 2021 expected capital needs<sup>(1)</sup> to support future growth target

Over  
**\$900M**

Cash, cash equivalents, restricted cash and available lines of credit

Access to various sources of capital

**32%**  
Net debt to capitalization<sup>(2)</sup>

**2.3x**  
Net debt to Adj. EBITDA<sup>(2)</sup>

(1) For details on CapEx needs please see appendix slides

(2) For key financial results and non-GAAP financial measures reconciliation please see the appendix slides



## 2021 GUIDANCE

Total revenues  
**\$645M-\$680M**

Electricity revenues  
**\$570M-\$580M**

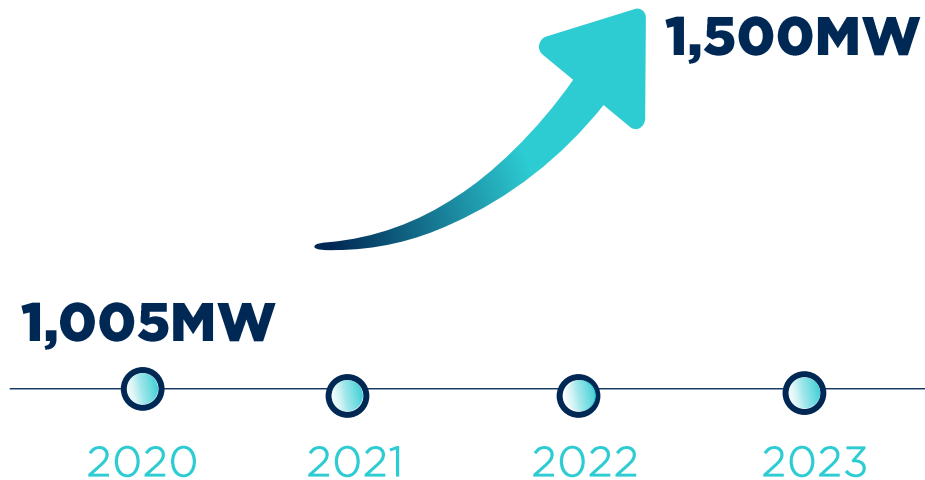
Products revenues  
**\$50M-\$70M**

Storage revenues  
**\$25M-\$30M**

Adjusted EBITDA  
**\$400M-\$410M**

### TRANSITIONING TO ACCELERATED GROWTH IN STORAGE AND ELECTRICITY SEGMENTS

#### MW EXPECTATIONS



#### ADJUSTED EBITDA EXPECTATIONS



(1) For non -GAAP financial measures reconciliation please see the appendix slides

(2) Annual run-rate towards the end of 2022

## **SUMMARY:**

# **STRENGTHENING THE FOUNDATION, PREPARING FOR FASTER GROWTH**



### **Delivered revenue growth in our leading segments**

Reiterated 2021 adjusted EBITDA guidance



### **Continued to drive profitable growth**

Increased energy storage pipeline to 2GW



### **A strong tailwinds to support renewable and storage energy**

Well-positioned to take advantage of these trends



# FULL COMMITMENT TO SUSTAINABLE GROWTH

**THANK YOU!**

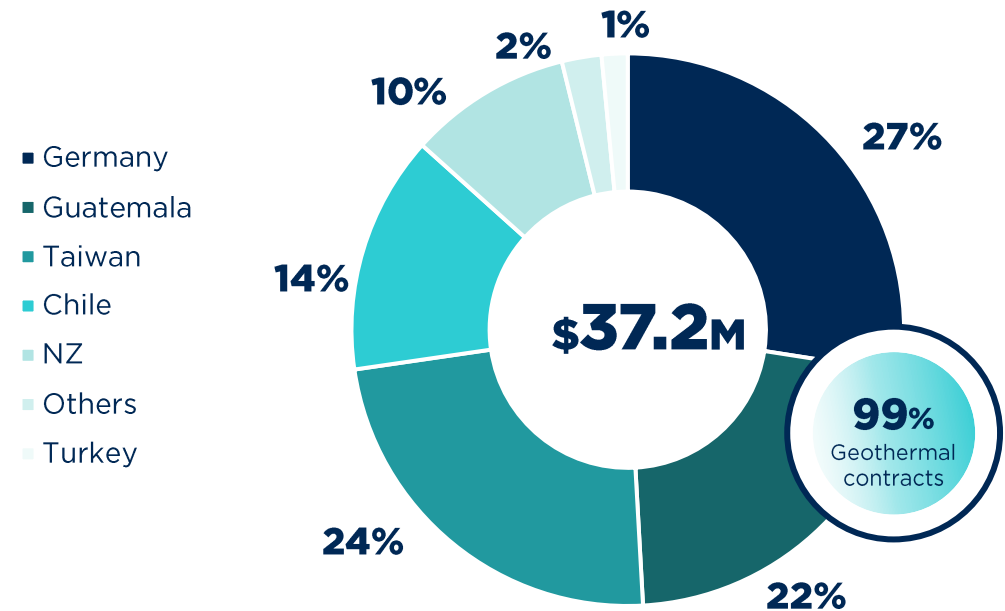
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## PRODUCTS SEGMENT THIRD-PARTY BACKLOG<sup>(1)</sup>

### CONTRACTS GEOGRAPHIC BREAKDOWN



Backlog as of May 5, 2021. The backlog includes revenues for the period between April 1, 2021 and May 5, 2021;

## PAYMENT OF PRINCIPAL DUE BY PERIOD (\$M)

### AVERAGE INTEREST RATE: 4.9%

		Q2-2021	Q3-2021	Q4-2021	Year 2021
Long-term non-recourse debt & limited recourse debt		9.5	8.5	9.7	27.7
Senior Secured Notes (non-recourse)		5.6	5.0	5.9	16.5
Long-term loans (full recourse)		4.7	8.4	4.7	17.8
<b>Total</b>		<b>19.8</b>	<b>21.9</b>	<b>20.3</b>	<b>62.0</b>

	Remaining Total	2021	2022	2023	2024	2025	Thereafter
Long-term non-recourse debt & limited recourse debt	320.6	27.7	36.2	36.3	36.4	36.3	147.6
Senior Secured Notes (non-recourse)	338.7	16.5	25.5	40.8	24.6	25.1	206.2
<b>Total non-recourse debt (46%)</b>	<b>659.3</b>	<b>44.2</b>	<b>61.7</b>	<b>77.1</b>	<b>61.0</b>	<b>61.4</b>	<b>353.8</b>
Long-term Loans (full-recourse)	70.2	9.4	9.4	9.4	9.4	9.4	23.4
Senior Unsecured Bonds (full-recourse)	718.0	8.4	264.8	46.8	46.8	46.8	304.4
<b>Total full-recourse debt (54%)</b>	<b>788.2</b>	<b>17.8</b>	<b>274.2</b>	<b>56.2</b>	<b>56.2</b>	<b>56.2</b>	<b>327.8</b>
<b>Total <sup>(1)</sup></b>	<b>1447.5</b>	<b>62.0</b>	<b>335.9</b>	<b>133.3</b>	<b>117.2</b>	<b>117.6</b>	<b>681.6</b>

(1) Before classification of deferred financing costs in the amount of \$16.5M

(2) We assume lines of credit are renewed

## EXPECTED CAPITAL NEEDS FOR THE REMAINING OF 2021

CAPITAL NEEDS (\$M)	
Construction & Enhancements – fully released	200
Development enhancement and Exploration – not yet released	78
Maintenance CapEx (including drilling in Puna)	33
Storage activity	36
Enhancement of the production facilities	13
<b>Total CapEx</b>	<b>\$360</b>



# P&L HIGHLIGHTS

	Q1 2021	Q1 2020	Change (%)
<b>GAAP MEASURES</b>			
Revenues (\$M)			
Electricity	145.0	142.9	1.5 %
Product	8.6	47.4	(81.8) %
Energy Storage	12.7	1.8	589.1 %
<b>Total Revenues</b>	<b>166.4</b>	<b>192.1</b>	<b>(13.4) %</b>
Gross margin (%)			
Electricity	44.9 %	50.0 %	
Product	6.6 %	22.0 %	
Energy Storage	62.4 %	(5.6) %	
<b>Gross margin (%)</b>	<b>44.3 %</b>	<b>42.6 %</b>	
Operating income (\$M)	49.9	61.1	(18.3) %
<b>Net income attributable to the Company's stockholders</b>	<b>15.3</b>	<b>26.0</b>	<b>(41.4) %</b>
<b>Diluted EPS (\$)</b>	<b>0.27</b>	<b>0.51</b>	<b>(47.1) %</b>
<b>NON-GAAP MEASURES<sup>(1)</sup></b>			
<b>Adjusted Net income attributable to the Company's stockholders</b>	<b>24.1</b>	<b>26.0</b>	<b>(7.3) %</b>
<b>Adjusted Diluted EPS (\$)</b>	<b>0.42</b>	<b>0.51</b>	<b>(17.6) %</b>
<b>Adjusted EBITDA1 (\$M)</b>	<b>99.2</b>	<b>106.0</b>	<b>(6.4) %</b>

(1) Reconciliation in the next slide



# RECONCILIATION OF EBITDA AND ADJUSTED EBITDA

	Three Months Ended March 31	
	2021	2020
	(Dollars in thousands)	
Net income	17,829	29,906
Adjusted for:		
Interest expense, net (including amortization of deferred financing costs)	18,753	16,871
Income tax provision (benefit)	3,007	18,148
Adjustment to investment in an unconsolidated company: our proportionate share in interest expense, tax and depreciation and amortization in Sarulla	2,465	2,677
Depreciation and amortization	40,829	35,288
<b>EBITDA</b>	<b>82,883</b>	<b>102,890</b>
Mark-to-market gains or losses from accounting for derivative	2,086	(561)
Stock-based compensation	2,097	1,989
Merger and acquisition transaction costs	484	540
Reversal of a contingent liability	(418)	—
Allowance for bad debts related to February power crisis in Texas	2,980	—
Hedge losses resulting from February power crisis in Texas	9,133	—
Settlement expenses	—	1,188
<b>Adjusted EBITDA</b>	<b>99,245</b>	<b>106,046</b>

We calculate EBITDA as net income before interest, taxes, depreciation and amortization. We calculate Adjusted EBITDA as net income before interest, taxes, depreciation and amortization, adjusted for (i) termination fees, (ii) impairment of long-lived assets, (iii) write-off of unsuccessful exploration activities, (iv) any mark-to-market gains or losses from accounting for derivatives, (v) merger and acquisition transaction costs, (vi) stock-based compensation, (vii) gain or loss from extinguishment of liabilities, (viii) gain or loss on sale of subsidiary and property, plant and equipment and (ix) other unusual or non-recurring items. EBITDA and Adjusted EBITDA are not measurements of financial performance or liquidity under accounting principles generally accepted in the United States, or U.S. GAAP, and should not be considered as an alternative to cash flow from operating activities or as a measure of liquidity or an alternative to net earnings as indicators of our operating performance or any other measures of performance derived in accordance with U.S. GAAP. We use EBITDA and Adjusted EBITDA as a performance metric because it is a metric used by our Board of Directors and senior management in evaluating our financial performance. However, other companies in our industry may calculate EBITDA and Adjusted EBITDA differently than we do.

The table reconciles net income to EBITDA and Adjusted EBITDA for the three-Month periods ended March 31, 2021 and 2020.

# RECONCILIATION OF ADJUSTED NET INCOME ATTRIBUTABLE TO THE COMPANY'S STOCKHOLDERS AND EPS

	Three Months Ended March 31	
	2021	2020
Net income attributable to the Company's stockholders (\$M)	15.3	26.0
One-time net expense related to February power crisis in Texas (\$M)	8.8	—
<b>Adjusted Net income attributable to the Company's stockholders (\$M)</b>	<b>24.1</b>	<b>26.0</b>
Weighted average number of shares diluted used in computation of earnings per share attributable to the Company's stockholders (\$M)	56.7	51.5
<b>Diluted Adjusted EPS (\$)</b>	<b>0.42</b>	<b>0.51</b>

Adjusted Net Income attributable to the Company's stockholders and Adjusted EPS are adjusted for one-time expense items that are not representative of our ongoing business and operations. The use of Adjusted Net income attributable to the Company's stockholders and Adjusted EPS is intended to enhance the usefulness of our financial information by providing measures to assess the overall performance of our ongoing business.

The tables reconciles Net income attributable to the Company's stockholders and Adjusted EPS for the three-month periods ended March 31, 2021 and 2020.

# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

	March 31, 2020
Cash and cash equivalents and Restricted cash (in millions \$)	
Cash and cash equivalents	377
Marketable Securities at fair value	28
Restricted cash and cash equivalents	88
<b>Total cash and cash equivalents and Restricted cash (in millions \$)</b>	<b>493</b>
Total Debt (in millions \$)	
Current portion of long-term debt:	
Short term revolving credit lines with banks (full recourse)	0
Commercial paper	0
Limited and non-recourse	
Senior secured notes	25
Other loans	36
Full recourse	26
<b>Total current portion of long-term debt:</b>	<b>87</b>
Long-term debt, net of current portion:	
Limited and non-recourse	
Senior secured notes (less deferred financing costs of \$8,113 and \$9,177, respectively)	307
Other loans (less deferred financing costs of \$5,258 and \$6,409, respectively)	276
Full recourse:	
Senior unsecured bonds (less deferred financing costs of \$580 and \$755, respectively)	698
Other loans (less deferred financing costs of \$1,011 and \$1,346, respectively)	60
<b>Total long-term debt, net of current portion:</b>	<b>1,341</b>
<b>Total Debt</b>	<b>1,428</b>
Total Debt Breakdown (in millions \$):	
Full recourse:	784
Limited and non-recourse	644
<b>Total Debt</b>	<b>1,428</b>
Net Debt (in millions)	936
Total Equity	1,950
<b>Net Debt to Capitalization (Total Equity) (%)</b>	<b>32%</b>
Net Debt to Adjusted EBITDA	
Net Debt (in millions)	936
Adjusted EBITDA (in millions)	413
<b>Net Debt to Adjusted EBITDA (x)</b>	<b>2.3</b>

(1) Reflects LTM Adjusted EBITDA.

