



YEARS OF POWERING A SUSTAINABLE FUTURE

**ORMAT**

**ORMAT TECHNOLOGIES, INC.**

**Q2 2025**

**EARNINGS CALL**

FINANCIAL PERFORMANCE AND STRATEGIC UPDATES



# 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: statements about Ormat Technologies, Inc.’s and its affiliates’ (“Ormat”) business strategy; 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, ability to capitalize on increased demand, electricity generation, and other operational performance metrics, including statements about “target” or “targeted” amounts for 2028 growth (MW) metrics such as growth (MW), adjusted EBITDA, portfolio growth and potential and planned capacity (MW), and statement regarding Ormat’s ESG plans, initiatives, projections, goals, commitments, expectations or prospects, among others.

All of these and other forward-looking statements made in or during the course of this presentation are made only as of the date hereof and Ormat undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future developments or otherwise, except as required by law. Forward-looking statements about “target” or “targeted” amounts represent current goals of Ormat’s management and are neither estimates of Ormat’s actual results nor financial projections or forecasts that have been prepared in accordance with Securities and Exchange Commission (“SEC”) rules or guidelines adopted by the American Institute of Certified Public Accountants.

These forward-looking statements are not intended to be a guarantee of future results, but instead constitute Ormat’s current expectations based on assumptions that Ormat currently believes are reasonable. You are cautioned not to place undue reliance on the expectations, projections and other forward-looking statements made in or during the course of this presentation as actual future results and developments may differ materially from such expectations, projections and forward-looking statements due to a number of risks, uncertainties and other factors, many of which are beyond Ormat’s control.

These risks, uncertainties and other factors include, but are not limited to, the risks, uncertainties and other factors described in Ormat Technologies, Inc.’s most recent Form 10-K and in subsequent filings 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. The Company is unable to provide a reconciliation for its Adjusted EBITDA projections range to net income without unreasonable efforts due to high variability and complexity with respect to estimating certain forward-looking amounts. These include impairments and disposition and acquisition of business interests, income tax expense, and other non-cash expenses and adjusting items that are excluded from the calculation of Adjusted EBITDA.

*Copyright © 2025 Ormat Technologies, Inc. All Rights Reserved. This document contains information proprietary to Ormat Technologies, Inc. Reproduction in any form without prior written permission is strictly prohibited*

# AGENDA



- 01 Key Financial Results & Recent Developments
- 02 Business Performance by Segment
- 03 Strategic Growth Initiatives
- 04 Sustainability Progress

# SEGMENTS HIGHLIGHTS

Q2'25 VS. Q2'24

**+9.9%**

Revenue increase

**+26.1%**

Net income<sup>1</sup> increase

**+6.7%**

Adj. EBITDA Growth

**Raised \$300M of funding for future development**



Completed the acquisition of **20MW** Blue Mountain geothermal acquisition **-\$88M**

**\$77M** Tax Equity partnership transaction for: Heber 1 & 2 geothermal assets (closed in July)

Released for construction **50MW** of new projects, including 28MW of geothermal and 22MW of solar projects, **primarily at our Heber complex**



Revenues grew by ~**63%**

Higher East Coast merchant prices

**\$62M** Hybrid Tax Equity partnership transaction for: **Lower Rio** 60MW/120MWh **Arrowleaf** 35MW/140MWh storage and 42MW



Backlog stands at **\$263M**

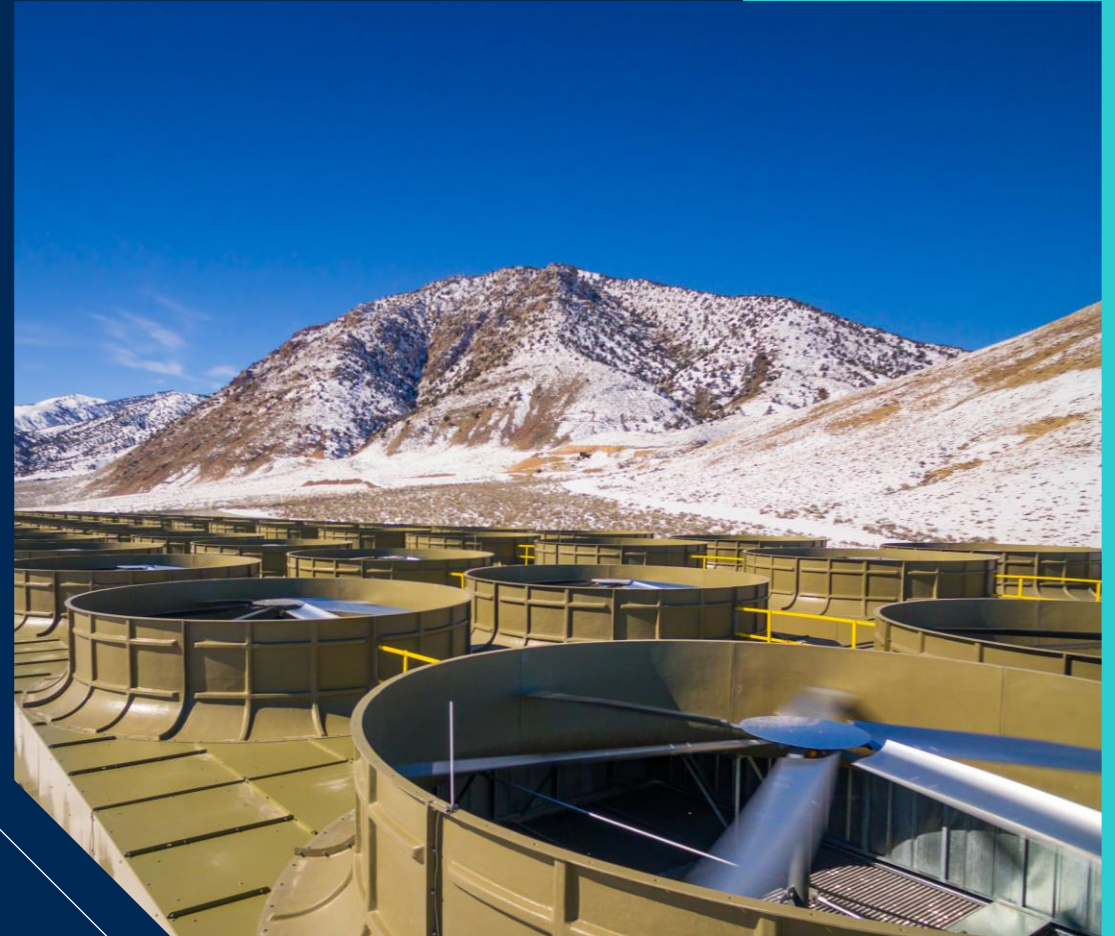
**Improved revenue and margins** for Q2 and H1

1. Attributable to the Company's stockholders



# 01

## KEY FINANCIAL RESULTS & RECENT DEVELOPMENTS



# Q2 2025 FINANCIAL RESULTS

Comparison vs Q2 2024

## KEY HIGHLIGHTS

Revenue

**\$234.0M**

+9.9%

Gross Margin

**24.3%**

-450 bps

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

**\$134.6M**

+6.7%

EPS/Adj. EPS

**\$0.46/\$0.48**

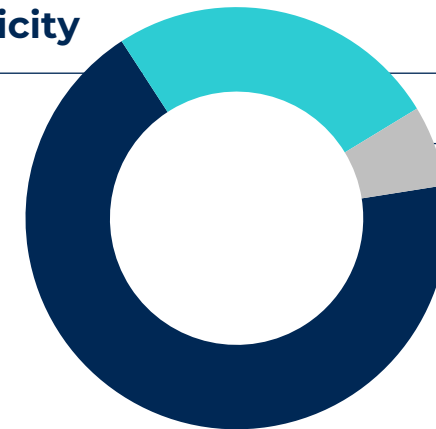
+24.3% / +20.0%

## Q2 2025 REVENUE BY SEGMENT

**68%**  
Electricity

**26%**  
Products

**6%**  
Storage



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 for Q2 2025 was \$28.0M compared to \$ 22.2M in Q2 2024. Adjusted net income attributable to the Company's stockholders for the Q2 2025 was \$29.1M compared to \$ 24.3M in Q2 2024.

# Q2 2025 FINANCIAL RESULTS BY SEGMENT

Comparison vs. Q2 2024

	Total	Electricity	Products	Storage
<b>REVENUE</b>	<b>\$234.0M</b> +9.9%	<b>\$159.9M</b> (3.8)%	<b>\$59.6M</b> +57.6%	<b>\$14.5M</b> +62.7%
<b>GROSS MARGIN</b>	<b>24.3%</b> -450 bp	<b>24.2%</b> -930 bp	<b>27.7%</b> +1,400 bp	<b>11.9%</b> +620 bp
<b>ADJUSTED EBITDA<sup>1</sup></b>	<b>\$134.6M</b> +6.7%	<b>\$108.3M</b> (6.0)%	<b>\$15.4M</b> +121.4%	<b>\$10.9M</b> +176.1%

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

# H1 2025 FINANCIAL RESULTS

Comparison vs H1 2024

## KEY HIGHLIGHTS

Revenue

**\$463.8M**

+6.1%

Gross Margin

**28.0%**

-410 bps

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

**\$284.9M**

+6.5%

EPS/Adj. EPS

**\$1.12/\$1.16**

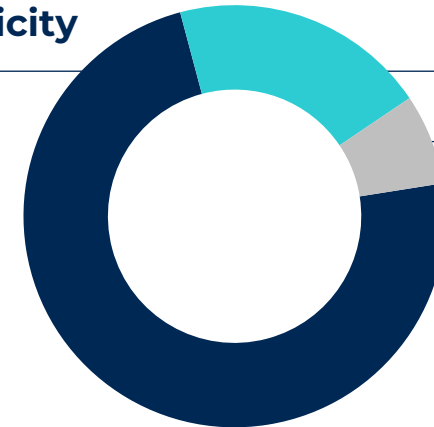
+12.0% / +10.5%

## H1 2025 REVENUE BY SEGMENT

**73%**  
Electricity

**20%**  
Products

**7%**  
Storage



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 for H1 2025 was \$68.4M compared to \$ 60.8M in H1 2024. Adjusted net income attributable to the Company's stockholders for the H1 2025 was \$70.6M compared to \$ 63.9M in H1 2024.

# H1 2025 FINANCIAL RESULTS BY SEGMENT

Comparison vs. H1 2024

	Total	Electricity	Products	Storage
<b>REVENUE</b>	<b>\$463.8M</b> +6.1%	<b>\$340.2M</b> (4.8)%	<b>\$91.4M</b> +45.8%	<b>\$32.2M</b> +89.8%
<b>GROSS MARGIN</b>	<b>28.0%</b> -410 bp	<b>29.1%</b> -730 bp	<b>25.8%</b> +1,170 bp	<b>22.2%</b> +1,560 bp
<b>ADJUSTED EBITDA<sup>1</sup></b>	<b>\$284.9M</b> +6.5%	<b>\$233.8M</b> (4.9)%	<b>\$25.6M</b> +85.2%	<b>\$25.5M</b> +231.2%

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

# ONE BIG BEAUTIFUL BILL

Signed July 4, 2025

## TAX INCENTIVES UPDATE

### GEOTHERMAL & STORAGE

- 100% tax credit for projects starting construction by Dec 31, 2033
- Credit phases down: 75% (by 2034), 50% (by 2035), 0% thereafter

### SOLAR PV

- Projects starting within 12 months of enactment get full credit if placed in service within 4 years
- Otherwise, must be in service by Dec 31, 2027

## FEOC COMPLIANCE

Project Type	2026 Requirement <sup>1</sup>	2029+ Requirement <sup>1</sup>
Geothermal	≥ 40%	≥ 60%
Solar	≥ 40%	≥ 60%
Storage	≥ 55%	≥ 75%

## FEOC RULES

### FEOC DEFINITIONS

- Broader scope includes SFEs and FIEs (material assistance, control)

### EFFECTIVE DATES

- Material assistance rules apply post-Dec 2025; FEOC active 2026+



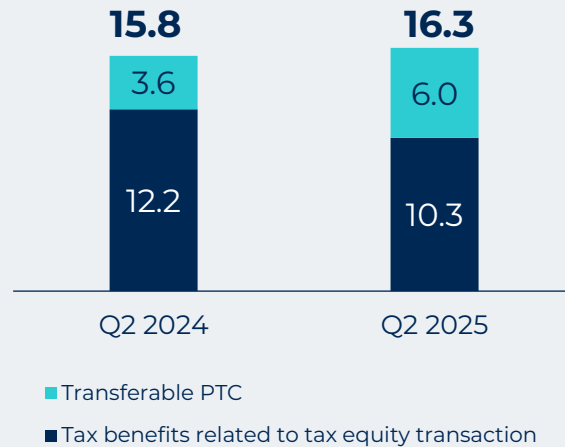
1. The % refers to minimum share of manufactured product costs not sourced from Foreign Entities of Concern (FEOC).

# REGULATORY BOOST

## FINANCIAL IMPACT OF IRA

### Q2 2025

#### INCOME ATTRIBUTABLE TO SALE OF TAX BENEFITS (\$M)



#### INCOME TAX (PROVISION) BENEFIT

\$10.3 million ITC was recorded

### 2025 OUTLOOK

**\$47.7M benefit on an annual basis** expected to be recorded proportionally throughout the year out of which \$24.2 million is already recorded in H1 2025

Expected to result in an **annual tax rate<sup>1</sup> benefit of 5% to 15%**

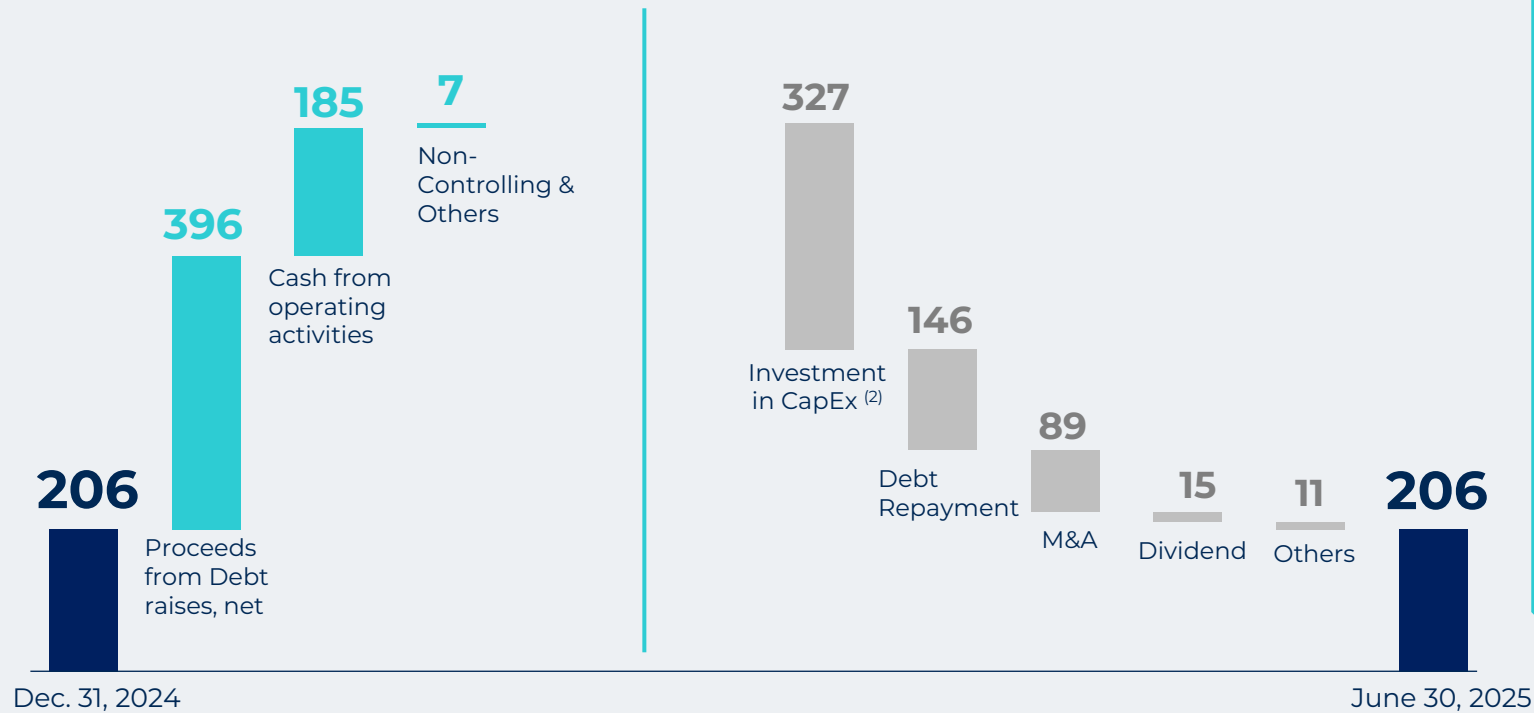
**~\$160M<sup>2</sup>** cash proceeds from tax benefits on annual basis for both tax equity transactions and PTC/ITC transfers

1. Tax rate excludes any changes in law and/or one-time events
2. Heber complex tax equity transaction of approximately \$77 million, cash ITC of approx. \$71 million and PTC transfer of approx. \$15 million.



# CASH POSITION

## CASH AND CASH EQUIVALENTS AND RESTRICTED CASH AND CASH EQUIVALENTS (\$M)



**\$100M**

**New Debt**  
Successfully raised  
in Q2 2025

**4.95%**

**Weighted average  
interest rate  
on total debt**

# STRONG CAPITAL POSITION

**\$551<sub>M</sub>**

Total liquidity<sup>1</sup>

**\$185<sub>M</sub>**

H1 2025 Cash  
from Operation

**\$295<sub>M</sub>**

Expected CapEx  
H2 2025<sup>2</sup>

**\$2.5<sub>B</sub>**

Net debt  
June 30 , 2025

**4.4x**

Net debt  
to Adj. EBITDA<sup>3</sup>

**49%**

Net debt  
to capitalization<sup>3</sup>



1. Cash, cash equivalents, restricted cash and available lines of credit as of June 30, 2025
2. For details on CapEx please see appendix slides
3. For key financial results and non-GAAP financial measures reconciliation please see the appendix slides



# 02

## BUSINESS PERFORMANCE BY SEGMENT

Electricity | Storage | Product



# ELECTRICITY SEGMENT

**~200<sub>MW</sub>**

## Under development

- 148MW by 2026
- 50MW recently released for construction

**20<sub>MW</sub>**

## Added from recent acquisition:

- Blue Mountain

**~250<sub>MW</sub>**

PPAs under negotiation with hyperscalers and data centers at rates above \$100/MWh

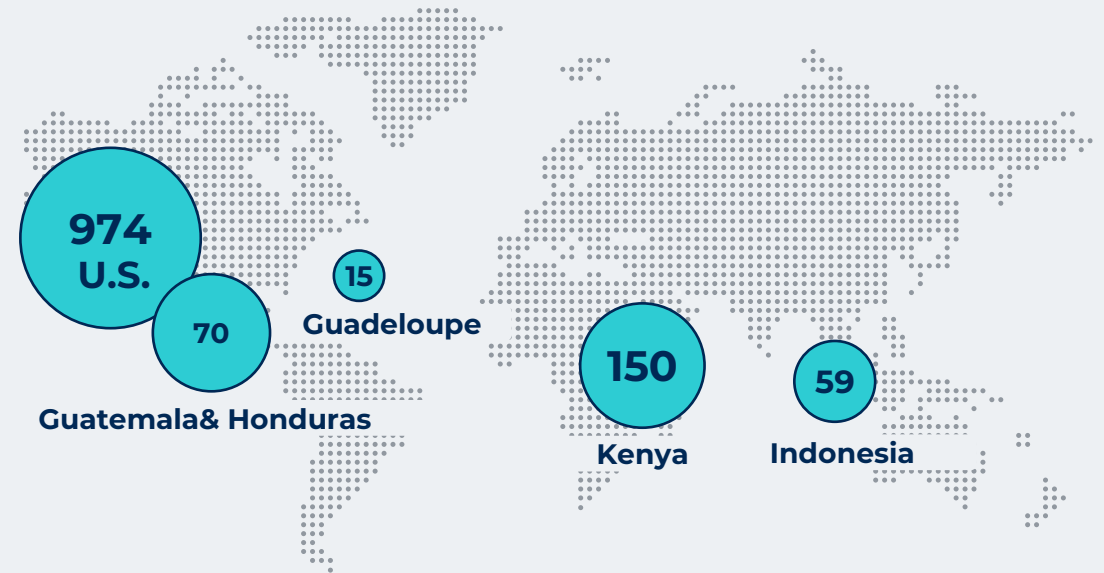
**PTC**

## Signed a Tax partnership

Heber 1 & 2 to monetized tax credits

**1,268**

**MW PORTFOLIO<sup>1,2</sup>**



1. Include Ormat's 12.75% share in Sarulla complex and 49% share in Ijen complex  
2. Includes 128MW of Solar PV and 50MW of REC

# ELECTRICITY OPERATION UPDATES

01

## BLUE MOUNTAIN ACQUISITION

Completed the acquisition of the 20MW Blue Mountain Geothermal Power Plant for \$88M

Revenue and EBITDA contributions are expected to begin in Q3 2025

The power plant has a PPA with NV Energy until 2029

Planning to add 3.5MW by 2027 and potential 13MW Solar facility, subject to PPA approval

02

## PUNA, HAWAII

Injection limitation due to permitting delay and well field maintenance caused a reduction in revenues

Plant resume operation in July. We continue to monitor well performance

03

## UPDATE ON CURTAILMENT

Due to maintenance work on the NV Energy transmission line

Curtailment is expected to lessen in the second half of 2025

04

## LEADERSHIP CHANGES

**Aron Willis** as Executive Vice President, Electricity Segment

Responsible, among others, for optimizing plant performance and expanding profitability

**Daniel Moelk** as Senior Vice President, Resources, Drilling & EGS

Responsible, among others, on creating efficiencies, shortening development time and EGS development

# PRODUCT BACKLOG

## 3<sup>RD</sup> PARTY CONTRACTS

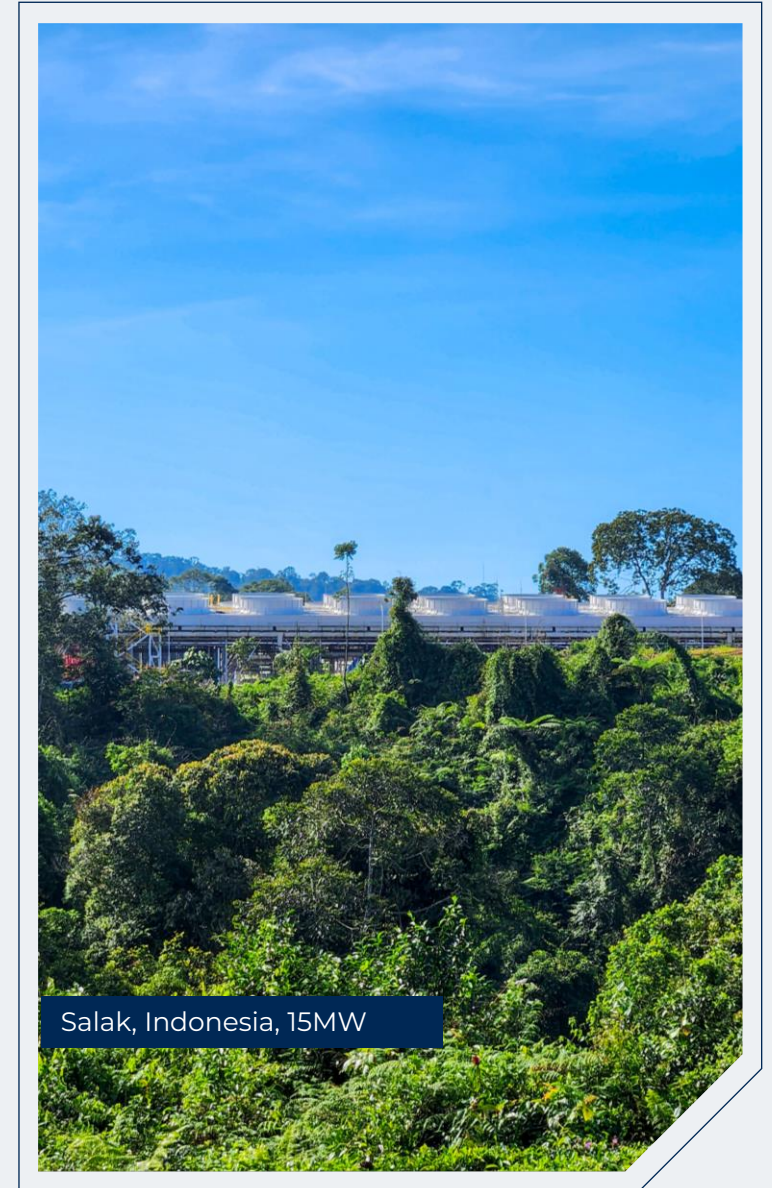
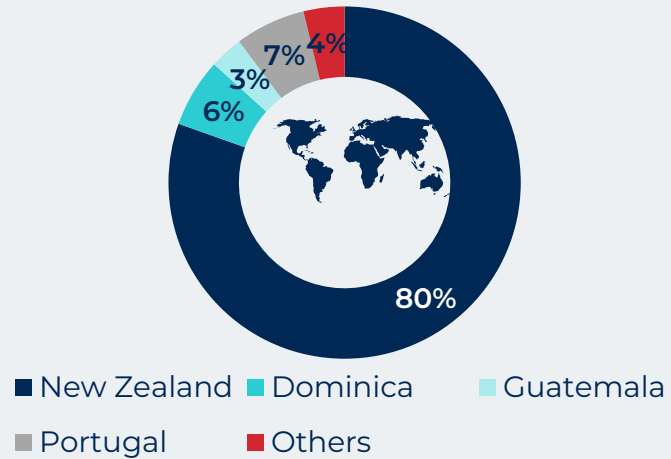
~\$**263**M  
Backlog<sup>1</sup>

BACKLOG (\$M)



**59%**  
Increase  
vs. Q2 2024

GEOGRAPHIC BREAKDOWN<sup>2</sup>

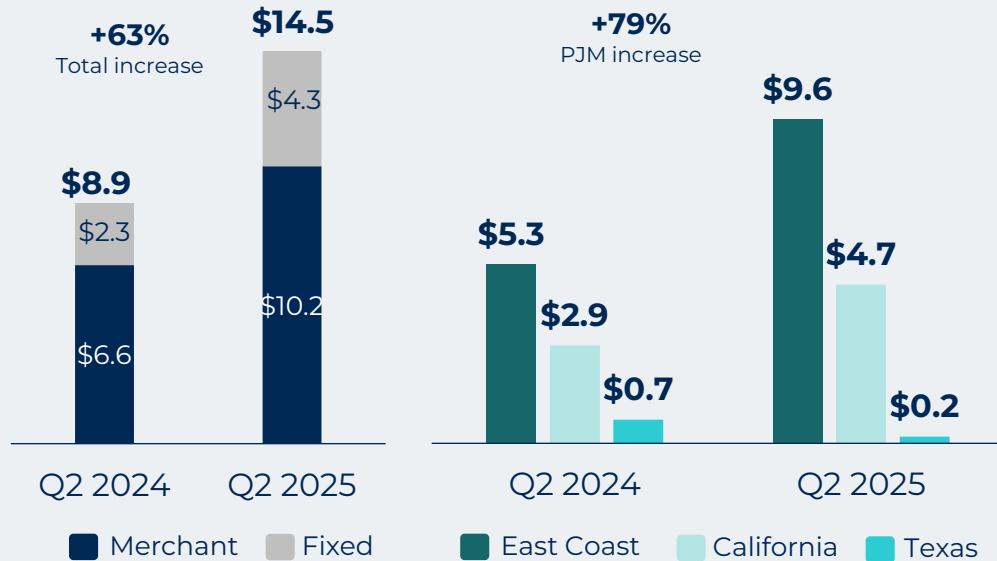


Salak, Indonesia, 15MW

1. Backlog as of August 6th, 2025. The backlog includes revenues for the period between July 1st, 2025, and August 5th, 2025  
 2. Other includes mainly Turkey, USA, IL, Indonesia.

# ENERGY STORAGE OPERATION

STORAGE REVENUES BREAKDOWN BY TYPE AND REGION (\$M)



**11.9%**

**Gross margin**

increased by +620 bp vs. Q2 2024

**\$62 million**

**Hybrid Tax Equity signed for:**

Lower Rio 60MW/120MWh  
Arrowleaf 35MW/140MWh  
storage and 42MW solar projects

**290<sub>MW</sub>/658<sub>MWh</sub>**

CURRENT OPERATING PORTFOLIO



①	CA	135MW/500MWh
②	East Coast <sup>1</sup>	120MW/120MWh
③	TX	33MW/33MWh
④	VT	2MW/5MWh

1. East coast market includes PJM, ISO-NE, NYISO and SERC

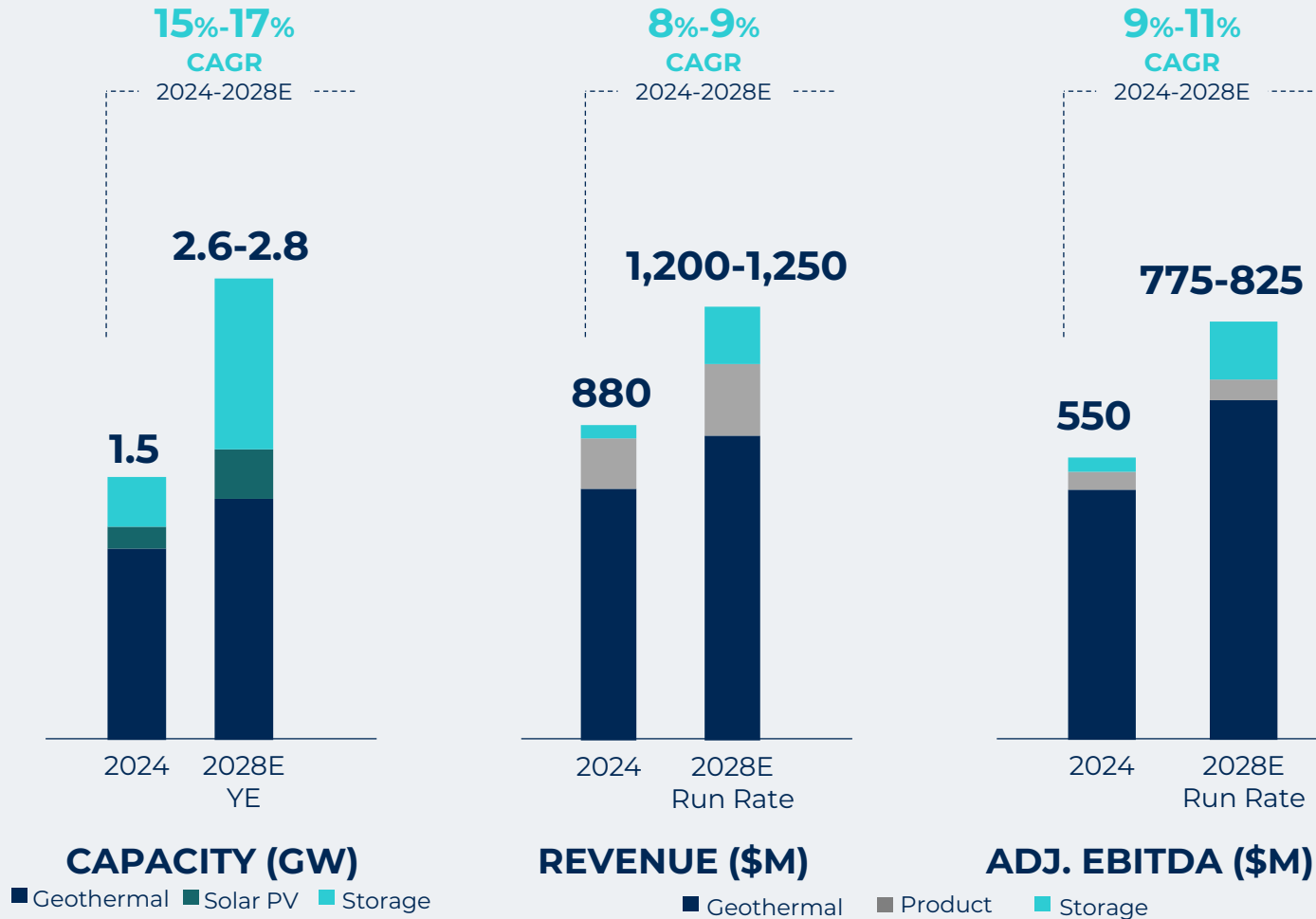


03

STRATEGIC GROWTH  
INITIATIVES



# ROBUST GROWTH PLAN<sup>1</sup>



1. 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.



# ITC SAFE HARBOR SECURED FOR ALL STORAGE PROJECTS THROUGH 2028 AND BEYOND

Strategic procurement processes ensure ITC eligibility for entire storage portfolio by 2028

## Safe Harbor Secured for 4 projects in 2024

TX – Lower Rio



CA – Arrowleaf



CA – Shirk



TX – Bird Dog



With total capacity:  
**235 MW / 700 MWh**

## Safe Harbor Secured for 2 Projects in 2025

With total capacity:  
**200 MW / 600 MWh**

## Additional Projects Expected by end of 2025

With total capacity:  
**568 MW / 1,672 MWh**

**IN PROGRESS**



Arrowleaf Storage & Solar PV,  
CA, USA

# GEOHERMAL DEVELOPMENT


Project	Projected Capacity (MW)	Expected COD	PPA
<b>Indonesia – Ijen</b>	<b>17<sup>(1)</sup></b>	<b>Q1 2025</b> ✓	✓
<b>Blue Mountain – New M&amp;A</b>	<b>20</b>	<b>Q2 2025</b> ✓	✓
<hr style="border-top: 1px dashed #000;"/>			
New Zealand – Topp 2	50	Q4 2025	✓
Still Water – upgrade	5	H2 2025	✓
Dominica	10	Q1 2026	✓
Salt Wells – upgrade	5	Q1 2026	✓
Guadeloupe- Bouillante	10	Q2 2026	✓
Cove Fort – upgrade	7	H1 2026	✓
Guatemala – Zunil	5	2026	✓
Heber complex expansion – <b>New</b>	25	2027	✓
Blue Mountain expansion – <b>New M&amp;A</b>	3.5	2027	✓
U.S – Dixie Meadows	12	Suspended	✓

**121MW**  
Under development  
across 9 projects

1. ✓ Ormat's share  
Commercial operation was completed



# SOLAR DEVELOPMENT

Project	Projected Capacity (MW)	Expected COD	PPA
<b>U.S. – Beowawe Solar</b>	<b>6</b>	<b>Q1 2025</b> 	✓
U.S. – Arrowleaf	42	Q4 2025	✓
U.S. – McGinness Hills Solar	14	End of 2026	✓
Heber Complex expansion – <b>New</b>	22	2027	✓

 Commercial operation was completed



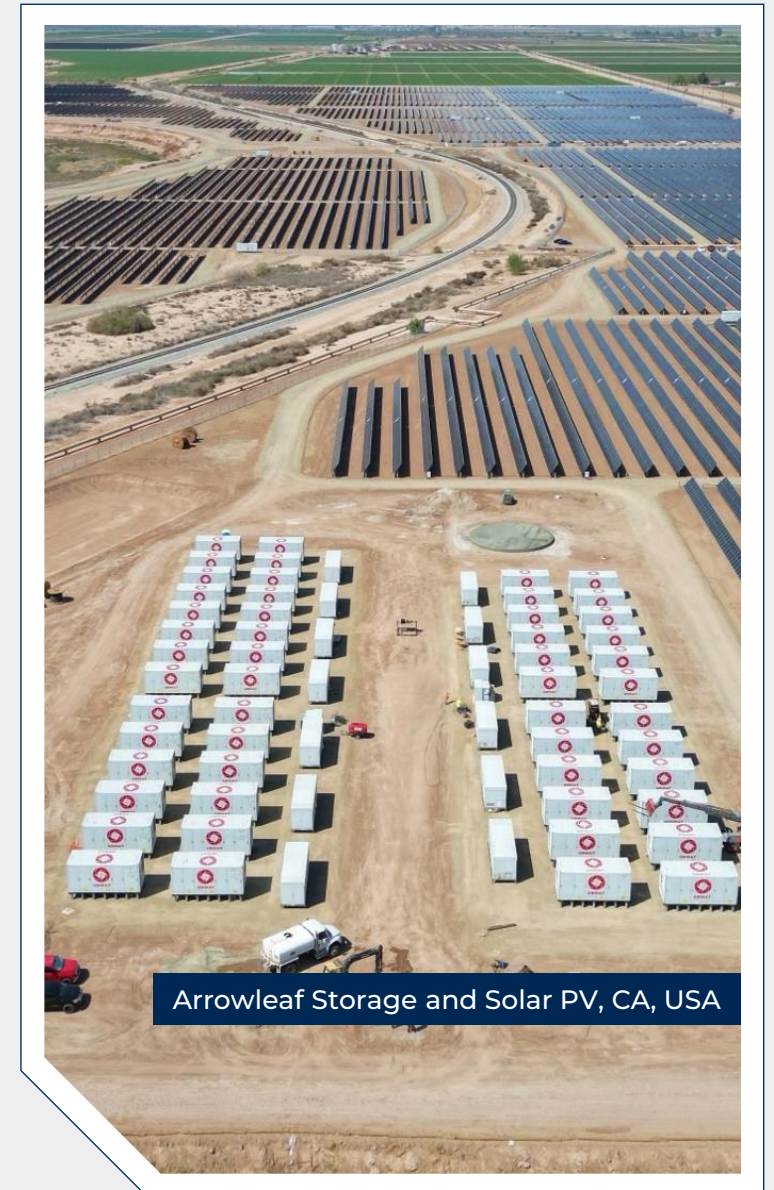
# ENERGY STORAGE DEVELOPMENT

Project	Projected Capacity (MW)	Projected MWh	ITC% <sup>1</sup>	Expected COD	PPA	Battery Status
TX – Lower Rio	60	120	40%	Q3 2025	Full Tolling	Installed
CA – Arrowleaf	35	140	30%	Q4 2025	Full Tolling	Installed
CA – Shirk	80	320	40%	Q1 2026	Merchant & RA contract	Installed
TX – Bird Dog	60	120	40%	Q2 2026	Full Tolling	Already in the U.S
Israel – <b>two</b> high voltage projects	150 <sup>(2)</sup>	600 <sup>(2)</sup>	-	2028	Full Tolling	

**385MW / 1,300MWh**  
Under development  
across 6 projects



**Secured safe harbor for all storage projects until 2028 and in some cases beyond**



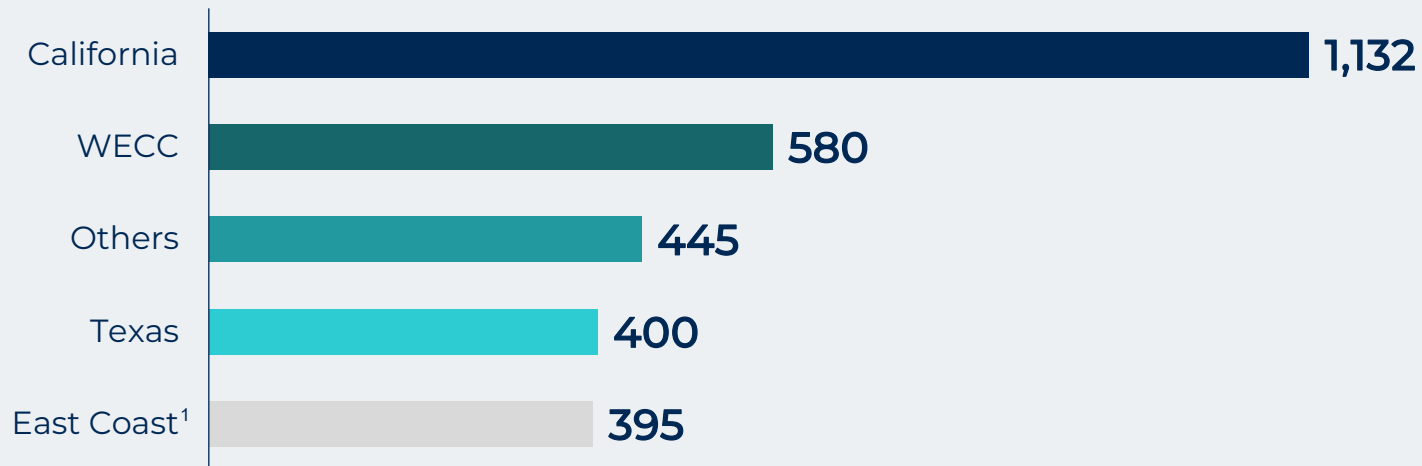
1. Based on current treasury guidance, expect to be transferred to third part at discount

# ENERGY STORAGE PIPELINE

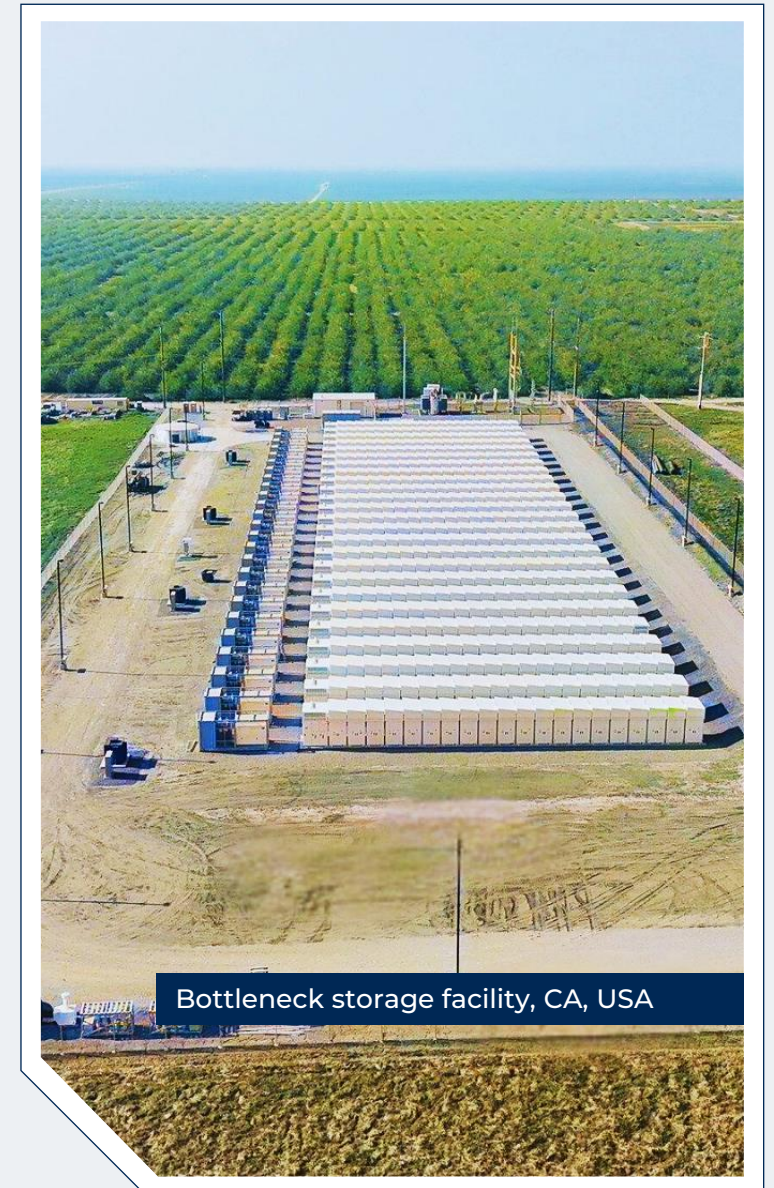
**3.0GW / 11.0GWh**  
potential capacity of U.S. storage pipeline

**28**  
Named prospects

## GEOGRAPHICAL BREAKDOWN (MW)



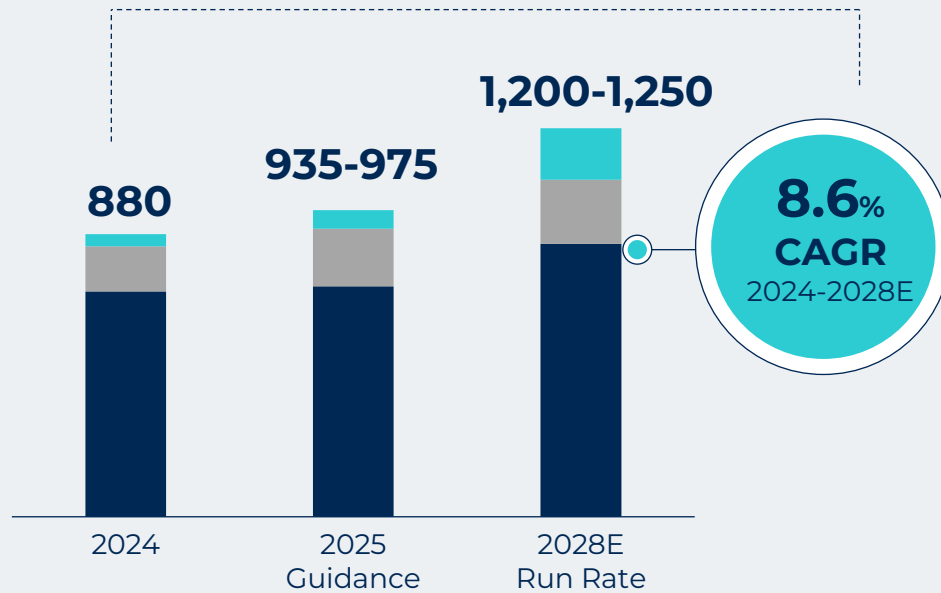
1. East coast market includes PJM, ISO-NE, NYISO and SERC



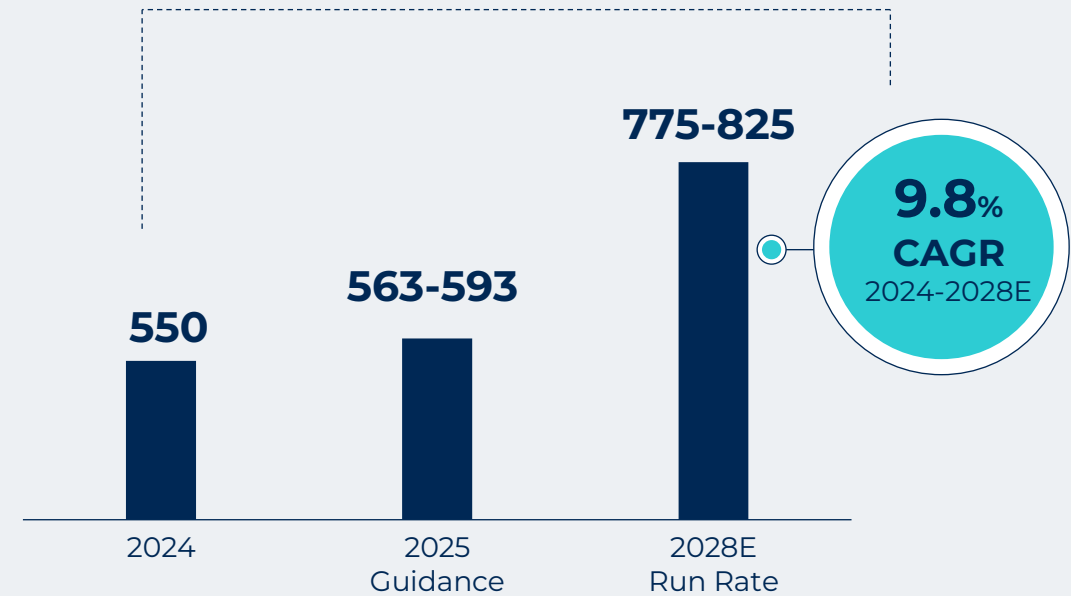
Bottleneck storage facility, CA, USA

# GUIDANCE & GROWTH TARGETS<sup>1</sup>

REVENUES (\$M)



ADJUSTED EBITDA (\$M)<sup>2</sup>



REVENUES	2024 Actual (\$M)	2025 Guidance (\$M)
• Geothermal	702	710-725
• Product	140	172-187
• Storage	38	53-63
<b>Total</b>	<b>880</b>	<b>935-975</b>

1. This growth Subject to permits, regulatory approvals, and successful project completion  
 2. For key financial results and non-GAAP financial measures reconciliation please see the appendix slides.

# Q2 2025 ACCOMPLISHMENTS RECAP

## STRONG FINANCIAL RESULTS

Driven by improved performance of the Product and Storage segments offset by curtailments and well-field work in the Electricity segment

01

## GROWTH TRAJECTORY

Continued multi-year growth path with approx. 200MW are under development in the Electricity segment (new 50MW released recently) and 385MW/1,300MWh in the Storage segment

02

## FUNDING FOR FUTURE DEVELOPMENT

Secured \$300 million from tax equity transactions and project financing to support development of new projects

03

## SUPPORTIVE NEW POLICY

The OBBB extends PTC and ITC to receive a 100% tax credit for geothermal and energy storage projects starting construction by December 31, 2033

04

## M&A

Completed the acquisition of the 20MW Blue Mountain geothermal power plant at the end of June. Revenues and EBITDA contribution is expected in Q3

05

## IMPROVED PROFITABILITY

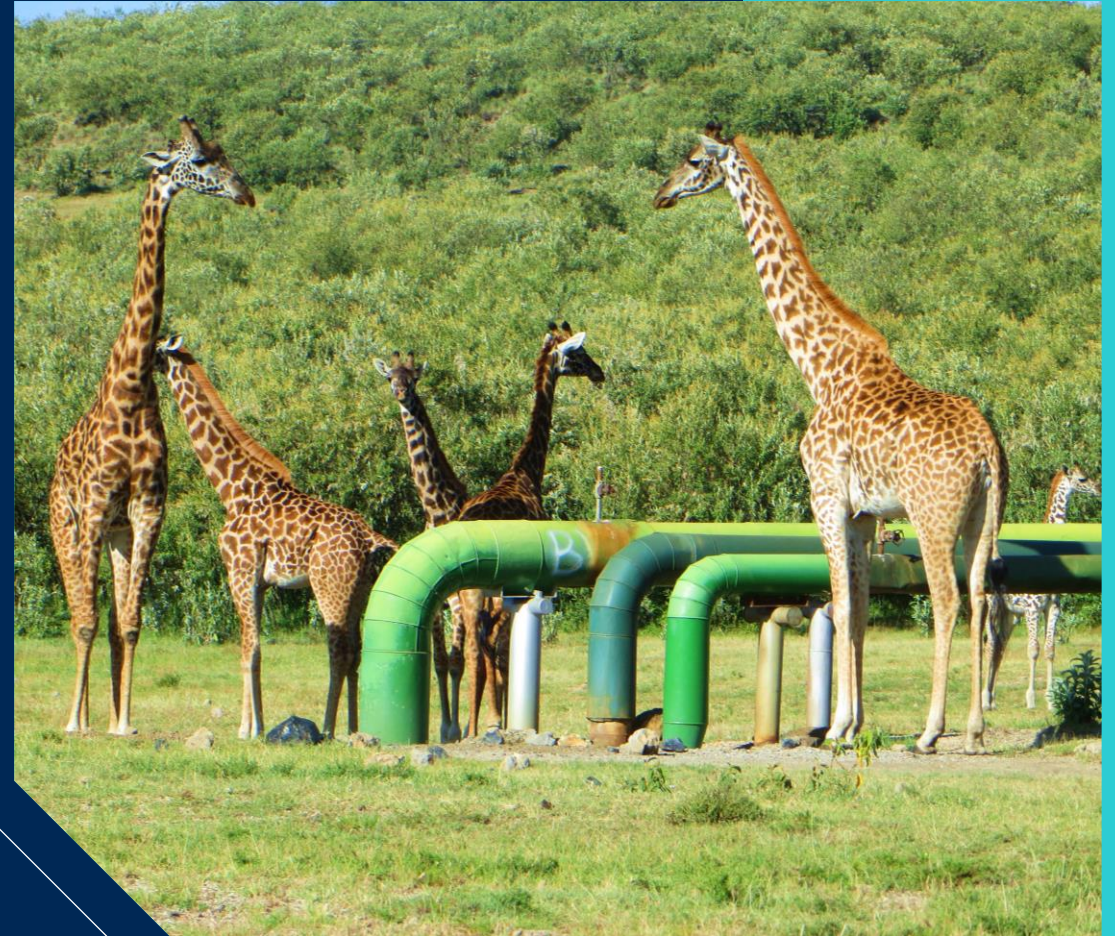
Higher PPA pricing and tolling agreements, will improve profitability for Ormat. Signed one PPA in early 2025 and negotiating 250MW at over \$100 per MWh

06



04

ESG PROGRESS



# SUSTAINABILITY UPDATE

## SUSTAINABILITY REPORT 2023



## AVOIDED EMISSIONS



Ormat's operations avoided approx. **2,212,518 tCO<sub>2</sub>e** in 2023

## BOARD DIVERSITY



Achieved **50% female representation** on the Board

## CDP RATING



Maintained a 'B'- **'Management' score**, reflecting ongoing climate risk management

## REPORTING REQUIREMENTS



Advancing alignment with the **California Climate Rule** and **TCFD framework**

**2024 Sustainability Report will be published in Q3 2025**



# SUMMARY AND Q&A





**ORMAT**

**COMMITTED TO CONTINUED  
PROFITABLE GROWTH**

**THANK YOU**

[IR@ORMAT.COM](mailto:IR@ORMAT.COM)



# PAYMENT OF PRINCIPAL DUE BY PERIOD (\$M)<sup>1,2,3</sup>

## AVERAGE INTEREST RATE: 4.95%

(\$ millions)					Q3-2025	Q4-2025	Year 2025
Long-Term non-recourse & limited recourse debt					13.6	21.6	35.2
Long Term Loans Full Recourse					46.9	38.9	85.8
Finance Liability					3.2	-	3.2
<b>Total</b>					<b>\$63.8</b>	<b>\$60.5</b>	<b>\$124.3</b>
	<b>Remaining Total</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>	<b>2029</b>	<b>Thereafter</b>
Long-Term non-recourse & limited recourse debt	624.3	35.2	69.5	66.4	66.0	66.9	320.3
Long Term Loans Full Recourse	1,202.9	85.8	201.3	201.3	228.6	202.8	283.2
Finance liability	219.7	3.2	9.5	8.3	8.5	11.7	178.5
Convertible senior notes	476.4	-	-	476.4	-	-	-
<b>Total</b>	<b>\$2,523.4</b>	<b>\$124.3</b>	<b>\$280.3</b>	<b>\$752.3</b>	<b>\$303.1</b>	<b>\$281.4</b>	<b>\$782.0</b>

1. Before classification of deferred financing costs in the amount of \$18.0
2. We assume lines of credit are renewed
3. Not including short-term LOC and commercial papers

# CAPEX FOR 2025

<b>(\$M)</b>	<b>ACTUAL INVESTED IN H1 2025</b>	<b>TOTAL CAPEX FOR H2 2025</b>	<b>TOTAL CAPEX FOR 2025</b>
<b>Electricity Segment</b>	<b>172</b>	<b>190</b>	<b>362</b>
Construction & Enhancements – fully released	99	85	184
Development enhancement, drillings and Exploration	28	85	113
Maintenance CapEx	45	20	65
<b>Storage Segment</b>	<b>143</b>	<b>95</b>	<b>238</b>
<b>Product Segment</b>	<b>11</b>	<b>10</b>	<b>21</b>
<b>Total</b>	<b>327</b>	<b>295</b>	<b>622</b>

1. Excludes BD investments

2. Excludes non-cash items, assets retirement obligation and exchange rate

# P&L HIGHLIGHTS

	Q2 2025	Q2 2024	Change (%)		H1 2025	H1 2024	Change (%)	
GAAP MEASURES								
<b>Revenues (\$M)</b>								
Electricity	159.9	166.2	(3.8)	%	340.2	357.5	(4.8)	%
Product	59.6	37.8	57.6	%	91.4	62.7	45.8	%
Energy Storage	14.5	8.9	62.7	%	32.2	17.0	89.8	%
<b>Total Revenues</b>	<b>234.0</b>	<b>213.0</b>	<b>9.9</b>	<b>%</b>	<b>463.8</b>	<b>437.1</b>	<b>6.1</b>	<b>%</b>
<b>Gross Profit (\$ millions)</b>	<b>56.9</b>	<b>61.4</b>	<b>(7.3)</b>	<b>%</b>	<b>129.8</b>	<b>140.2</b>	<b>(7.4)</b>	<b>%</b>
<b>Gross margin (%)</b>								
Electricity	24.2%	33.5%	-930 bp		29.1%	36.4%	-730 bp	
Product	27.7%	13.7%	+1,400 bp		25.8%	14.1%	+1,170 bp	
Energy Storage	11.9%	5.7%	+620 bp		22.2%	6.6%	+1,560 bp	
<b>Gross margin (%)</b>	<b>24.3%</b>	<b>28.8%</b>	<b>-450 bp</b>		<b>28.0%</b>	<b>32.1%</b>	<b>-410 bp</b>	
Operating income (\$M)	35.3	35.1	0.5	%	86.2	87.7	(1.7)	%
<b>Net income attributable to the Company's stockholders</b>	<b>28.0</b>	<b>22.2</b>	<b>26.1</b>	<b>%</b>	<b>68.4</b>	<b>60.8</b>	<b>12.5</b>	<b>%</b>
<b>Diluted EPS (\$)</b>	<b>0.46</b>	<b>0.37</b>	<b>24.3%</b>	<b>%</b>	<b>1.12</b>	<b>1.00</b>	<b>12.0</b>	<b>%</b>
NON-GAAP MEASURES <sup>(1)</sup>								
<b>Adjusted Net income attributable to the Company's stockholders</b>	<b>29.1</b>	<b>24.3</b>	<b>19.8</b>	<b>%</b>	<b>70.6</b>	<b>63.9</b>	<b>10.5</b>	<b>%</b>
<b>Adjusted Diluted EPS (\$)</b>	<b>0.48</b>	<b>0.40</b>	<b>20.0</b>	<b>%</b>	<b>1.16</b>	<b>1.05</b>	<b>10.5</b>	<b>%</b>
<b>Adjusted EBITDA<sup>1</sup> (\$M)</b>	<b>134.6</b>	<b>126.1</b>	<b>6.7</b>	<b>%</b>	<b>284.9</b>	<b>267.3</b>	<b>6.5</b>	<b>%</b>

# RECONCILIATION OF EBITDA AND ADJUSTED EBITDA

(DOLLARS IN THOUSANDS)

	Three Months Ended		Six Months Ended	
	June 30, 2025	2024	June 30, 2025	2024
Net income	28,199	23,965	69,233	64,315
Adjusted for:				
Interest expense, net (including amortization of deferred financing costs)	34,753	31,112	67,913	60,241
Income tax provision (benefit)	(5,466)	(3,178)	(9,261)	(3,325)
Adjustment to investment in unconsolidated companies: our proportionate share in interest expense, tax and depreciation and amortization in Sarulla and Ijen	3,856	3,418	7,277	6,770
Depreciation, amortization and accretion	70,676	62,683	139,832	124,359
<b>EBITDA</b>	<b>132,018</b>	<b>118,000</b>	<b>274,994</b>	<b>252,360</b>
Mark-to-market (gains) or losses of derivative instruments	(3,343)	466	(2,404)	1,279
Stock-based compensation	4,621	5,077	9,533	9,845
Allowance for bad debt	25	221	51	221
Impairment of long-lived assets	—	957	—	957
Merger and acquisition transaction costs	1,009	—	1,009	1,299
Settlement agreement	—	—	900	—
Write-off of unsuccessful exploration and storage activities	251	1,379	767	1,379
<b>Adjusted EBITDA</b>	<b>134,581</b>	<b>126,100</b>	<b>284,850</b>	<b>267,341</b>

We calculate EBITDA as net income before interest, taxes, depreciation, amortization and accretion. We calculate Adjusted EBITDA as net income before interest, taxes, depreciation, amortization and accretion, adjusted for (i) mark-to-market gains or losses from accounting for derivatives not designated as hedging instruments; (ii) stock-based compensation; (iii) merger and acquisition transaction costs; (iv) gain or loss from extinguishment of liabilities; (v) costs related to a settlement agreement; (vi) non-cash impairment charges; (vii) write-off of unsuccessful exploration and storage activities; and (viii) other unusual or non-recurring items. We adjust for these factors as they may be non-cash, unusual in nature and/or are not factors used by management for evaluating operating performance. We believe that presentation of these measures will enhance an investor's ability to evaluate our financial and operating performance. 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. Our Board of Directors and senior management use EBITDA and Adjusted EBITDA to evaluate our financial performance. However, other companies in our industry may calculate EBITDA and Adjusted EBITDA differently than we do. The table above reconciles net income to EBITDA and Adjusted EBITDA for the for the three and six-month periods ended June 30, 2025, and 2024.

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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
<b>(in millions, except for EPS)</b>				
GAAP Net income attributable to the Company's stockholders	28.0	22.2	68.4	60.8
Impairment of long-lived assets	—	0.8	—	0.8
Write-off of unsuccessful exploration and storage activities	0.2	1.1	0.6	1.1
Merger and acquisition transaction costs	0.8	—	0.8	1.0
Allowance for bad debts	0.0	0.2	0.1	0.2
Settlement agreement	—	—	0.7	—
<b>Adjusted Net income attributable to the Company's stockholders</b>	<b>\$29.1</b>	<b>24.3</b>	<b>\$70.6</b>	<b>\$63.9</b>
GAAP diluted EPS	0.46	0.37	1.12	1.00
Impairment of long-lived assets	—	0.01	—	0.01
Write-off of unsuccessful exploration and storage activities	0.00	0.02	0.01	0.02
Merger and acquisition transaction costs	0.02	—	0.02	0.02
Allowance for bad debts	0.00	0.00	0.00	0.00
Settlement agreement	—	—	0.01	—
<b>Adjusted Diluted EPS</b>	<b>\$0.48</b>	<b>\$0.40</b>	<b>\$1.16</b>	<b>\$1.05</b>

We calculate EBITDA as net income before interest, taxes, depreciation, amortization and accretion. We calculate Adjusted EBITDA as net income before interest, taxes, depreciation, amortization and accretion, adjusted for (i) mark-to-market gains or losses from accounting for derivatives not designated as hedging instruments; (ii) stock-based compensation; (iii) merger and acquisition transaction costs; (iv) gain or loss from extinguishment of liabilities; (v) cost related to a settlement agreement; (vi) non-cash impairment charges; (vii) write-off of unsuccessful exploration activities; and (viii) other unusual or non-recurring items. We adjust for these factors as they may be non-cash, unusual in nature and/or are not factors used by management for evaluating operating performance. We believe that presentation of these measures will enhance an investor's ability to evaluate our financial and operating performance. 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. Our Board of Directors and senior management use EBITDA and Adjusted EBITDA to evaluate our financial performance. However, other companies in our industry may calculate EBITDA and Adjusted EBITDA differently than we do. The table above reconciles net income to EBITDA and Adjusted EBITDA for the three and six-month periods ended June 30, 2025, and 2024.

# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

	June 30, 2025
Cash and cash equivalents, marketable securities and Restricted cash (in millions \$)	
Cash and cash equivalents	88
Restricted cash and cash equivalents	118
<b>Total cash and cash equivalents, marketable securities and Restricted cash (in millions \$)</b>	<b>206</b>
current portion:	
Short term revolving credit lines with banks (full recourse)	97
Commercial paper	100
Limited and non-recourse	71
Full recourse	201
Financing liabilities	6
<b>Total current portion of long-term debt:</b>	<b>475</b>
Long-term debt, net of current portion:	
Limited and non-recourse:	542
Full recourse	997
Convertible senior notes	471
Financing liabilities	214
Total long-term debt, net of current portion:	<b>2,224</b>
<b>Total Debt</b>	<b>2,699</b>
Full recourse	1,866
Limited and non-recourse	613
Financing liabilities	220
<b>Total Debt</b>	<b>2,699</b>
<b>Net Debt (in millions)</b>	<b>2,493</b>
Total Equity	2,619
<b>Net Debt to Capitalization (Total Equity) (%)</b>	<b>49%</b>
Net Debt (in millions)	2,493
LTM Adjusted EBITDA (in millions)	568
<b>Net Debt to Adjusted EBITDA<sup>1</sup> (x)</b>	<b>4.4x</b>