



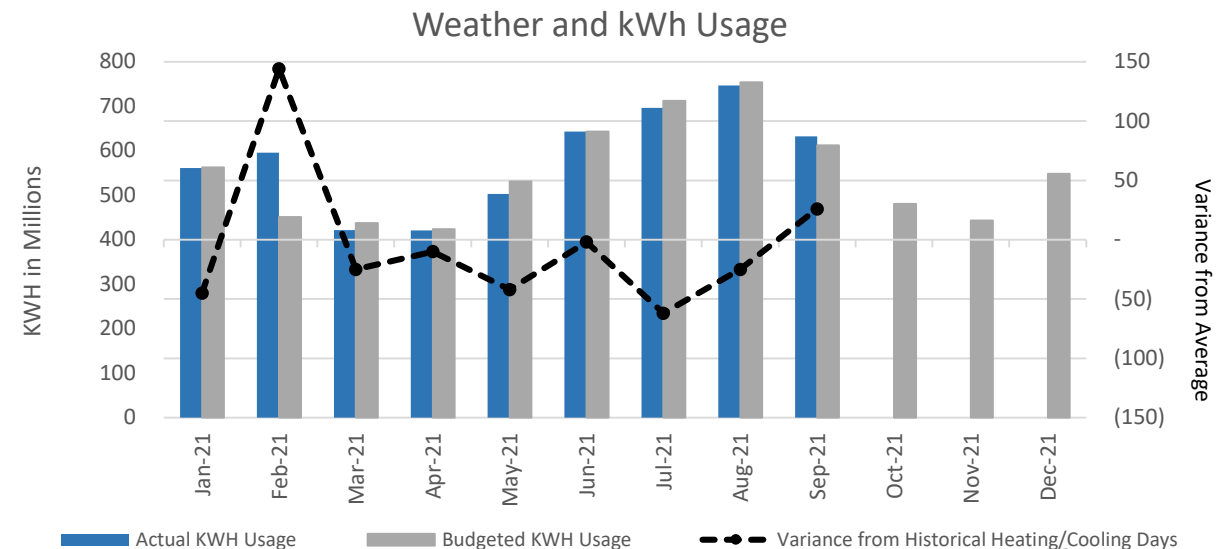
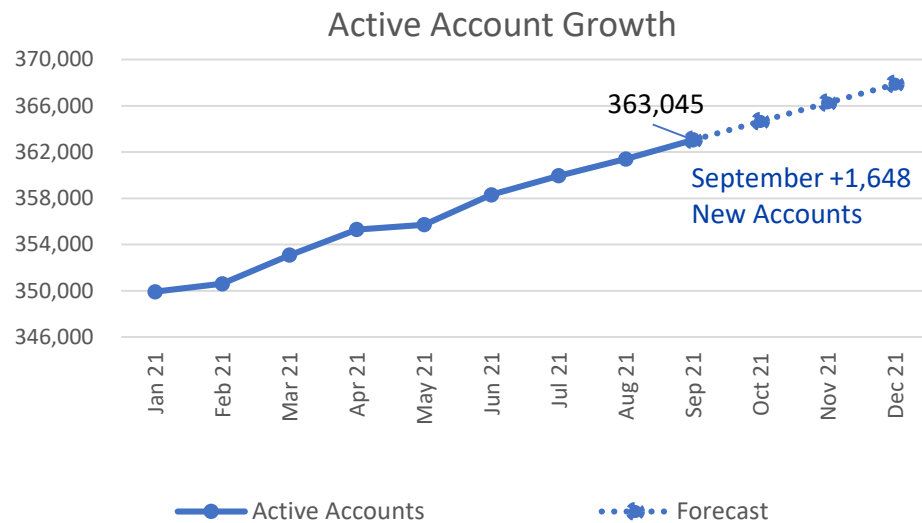
September 2021 Financial Presentation to the Board

Randy Kruger | Chief Financial Officer

Finance at a Glance – September 2021

| | MTD | | | YTD | | |
|----------------------|---------------|---------------|----------------------------------|----------------|----------------|----------------------------------|
| | Actual | Budget | Variance Favorable (Unfavorable) | Actual | Budget | Variance Favorable (Unfavorable) |
| KWH Sold | 632,235,109 | 612,108,016 | 20,127,093 | 5,220,119,213 | 5,207,403,054 | 12,716,159 |
| Gross Margins | \$ 28,566,237 | \$ 26,269,433 | \$ 2,296,804 | \$ 237,767,355 | \$ 234,224,377 | \$ 3,542,978 |
| Net Margins | \$ 8,879,051 | \$ 5,290,782 | \$ 3,588,269 | \$ 38,403,982 | \$ 34,836,129 | \$ 3,567,853 |
| EBIDA | \$ 18,499,550 | \$ 14,579,990 | \$ 3,919,560 | \$ 120,468,951 | \$ 116,195,019 | \$ 4,273,932 |

| | Liquidity Coverage |
|----------------------------------|--------------------|
| Cash & Marketable Securities | \$ 18,500,104 |
| Short Term Facilities | 505,000,000 |
| Less: Short Term Borrowings | 99,991,164 |
| Available Liquidity | \$ 423,508,940 |
| Liquidity Coverage (Days) | 212 |



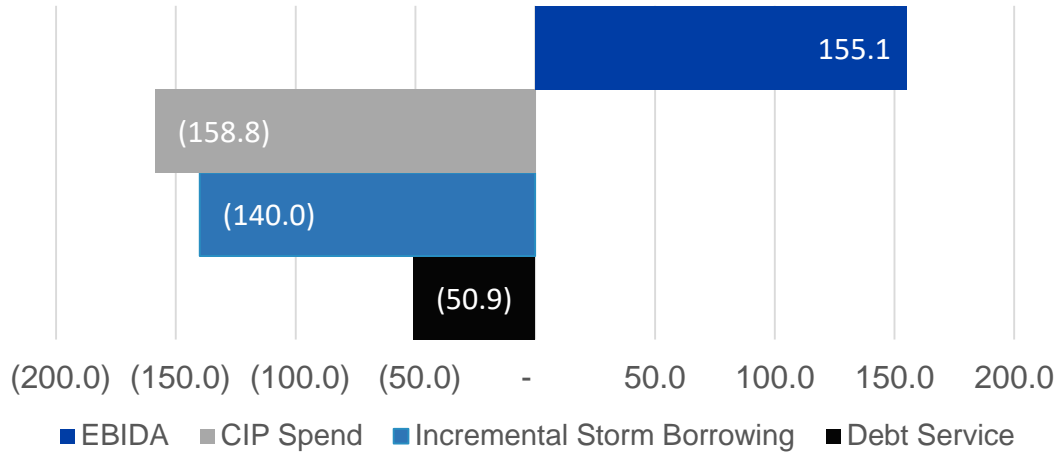
Financial Performance

| | MTD | | | YTD | | | Annual | | 2020 to 2021 % Change |
|-------------------------------------|----------------------|----------------------|----------------------|------------------------|------------------------|-----------------------|-----------------------|-----------------------|--------------------------|
| | Actual | Budget | Prior Year | Actual | Budget | Prior Year | Forecast | Budget | |
| Gross Margins | \$ 28,566,237 | \$ 26,269,433 | \$ 25,105,264 | \$ 237,767,355 | \$ 234,224,377 | \$ 221,485,514 | \$ 308,690,330 | \$ 305,023,428 | 7.35% |
| Operating Expenses Ex. Depreciation | 11,326,814 | 12,942,603 | 11,871,385 | 120,286,486 | 120,973,773 | 107,848,542 | 156,725,625 | 157,217,972 | 11.53% |
| Depreciation | 5,939,528 | 6,001,699 | 5,858,605 | 52,572,891 | 52,670,784 | 52,605,125 | 70,718,045 | 70,815,938 | |
| Interest Expense | 3,680,971 | 3,287,509 | 3,118,470 | 29,492,078 | 28,688,107 | 28,285,628 | 39,323,245 | 38,519,274 | |
| Other Income and Interest Expenses | (1,260,127) | (1,253,159) | (1,383,234) | (2,988,082) | (2,944,415) | (2,922,039) | (3,124,093) | (3,053,448) | |
| Net Margins | \$ 8,879,051 | \$ 5,290,782 | \$ 5,640,038 | \$ 38,403,982 | \$ 34,836,129 | \$ 35,668,258 | \$ 45,047,507 | \$ 41,523,692 | |
| EBIDA | \$ 18,499,550 | \$ 14,579,990 | \$ 14,617,113 | \$ 120,468,951 | \$ 116,195,019 | \$ 116,559,011 | \$ 155,088,798 | \$ 150,858,904 | 3.35% |
| Over (Under) Collected Revenues | 1,791,251 | (2,217,651) | 983,838 | (133,239,225) | (140,944,321) | 23,309,884 | (132,781,474) | (140,486,570) | |
| EBIDA(X) | \$ 20,290,801 | \$12,362,339 | \$15,600,951 | \$ (12,770,274) | \$ (24,749,302) | \$139,868,895 | \$22,307,324 | \$10,372,334 | |
| Total Long-Term Debt | | | | | | | \$ 1,008,420,915 | \$ 1,025,136,356 | |
| Debt Service | | | | | | | 50,936,387 | 50,937,127 | |
| Debt Service Coverage Ratio | | | | | | | 3.04 | 2.96 | |
| Equity as Percent of Assets | | | | | | | 39.5% | 39.3% | |
| Net Plant in Service | | | | | | | \$1,821,374,170 | \$1,831,186,277 | |
| Capital Improvement Spend | | | | | | | \$158,802,086 | \$168,802,086 | |
| Energy Sales kWh | 632,235,109 | 612,108,016 | 539,856,470 | 5,220,119,213 | 5,207,403,054 | 5,058,063,731 | 6,692,571,388 | 6,679,855,230 | 3.20% |
| Energy Purchases kWh | 685,886,648 | 652,407,077 | 570,857,842 | 5,564,287,466 | 5,551,828,741 | 5,379,821,676 | 7,135,460,977 | 7,123,992,994 | 3.43% |
| Active Meters | | | | 363,045 | 363,145 | 343,223 | 367,845 | 367,945 | 5.78% |

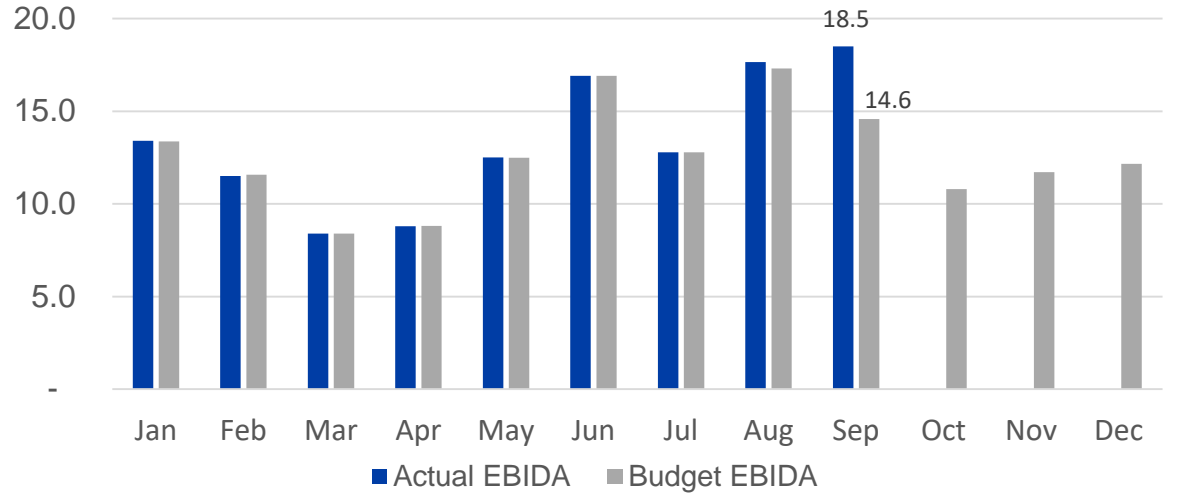
Forecast using reduced CIP spend - \$10M reduction - confirm

Financing Sources & Uses

Annual Forecast

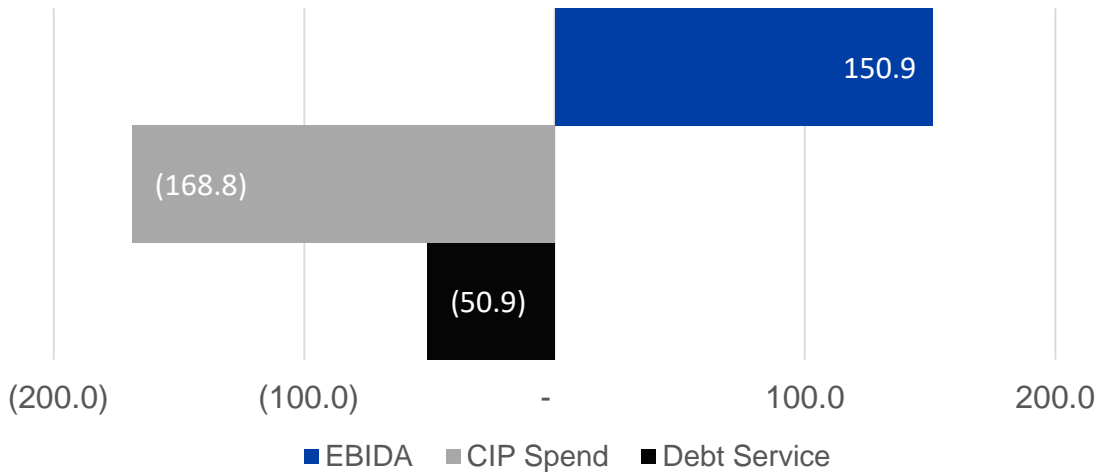


EBIDA by Month

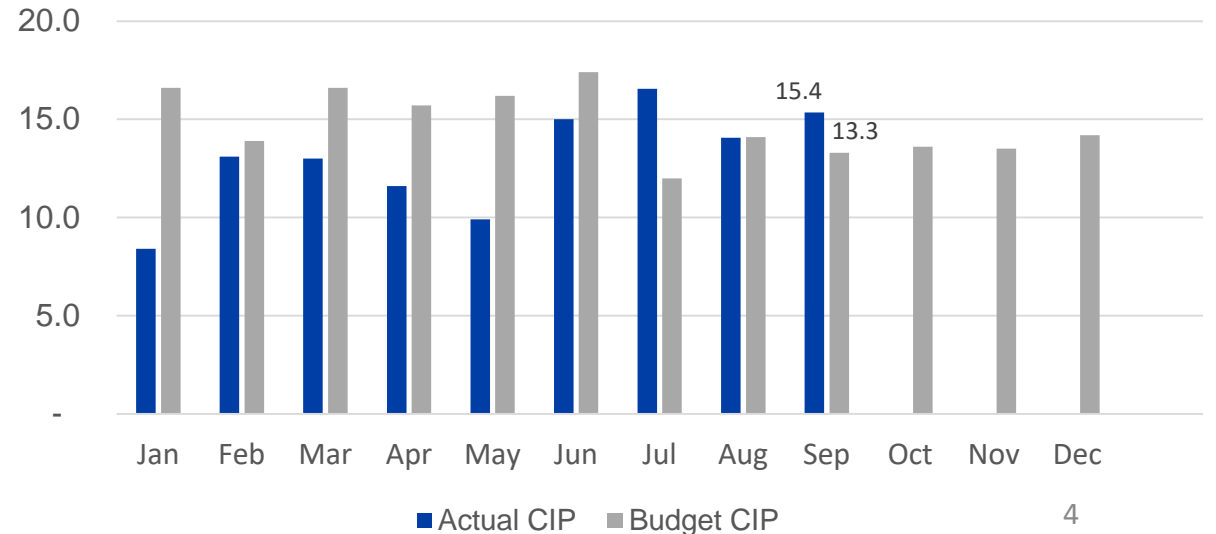


Add storm borrow?

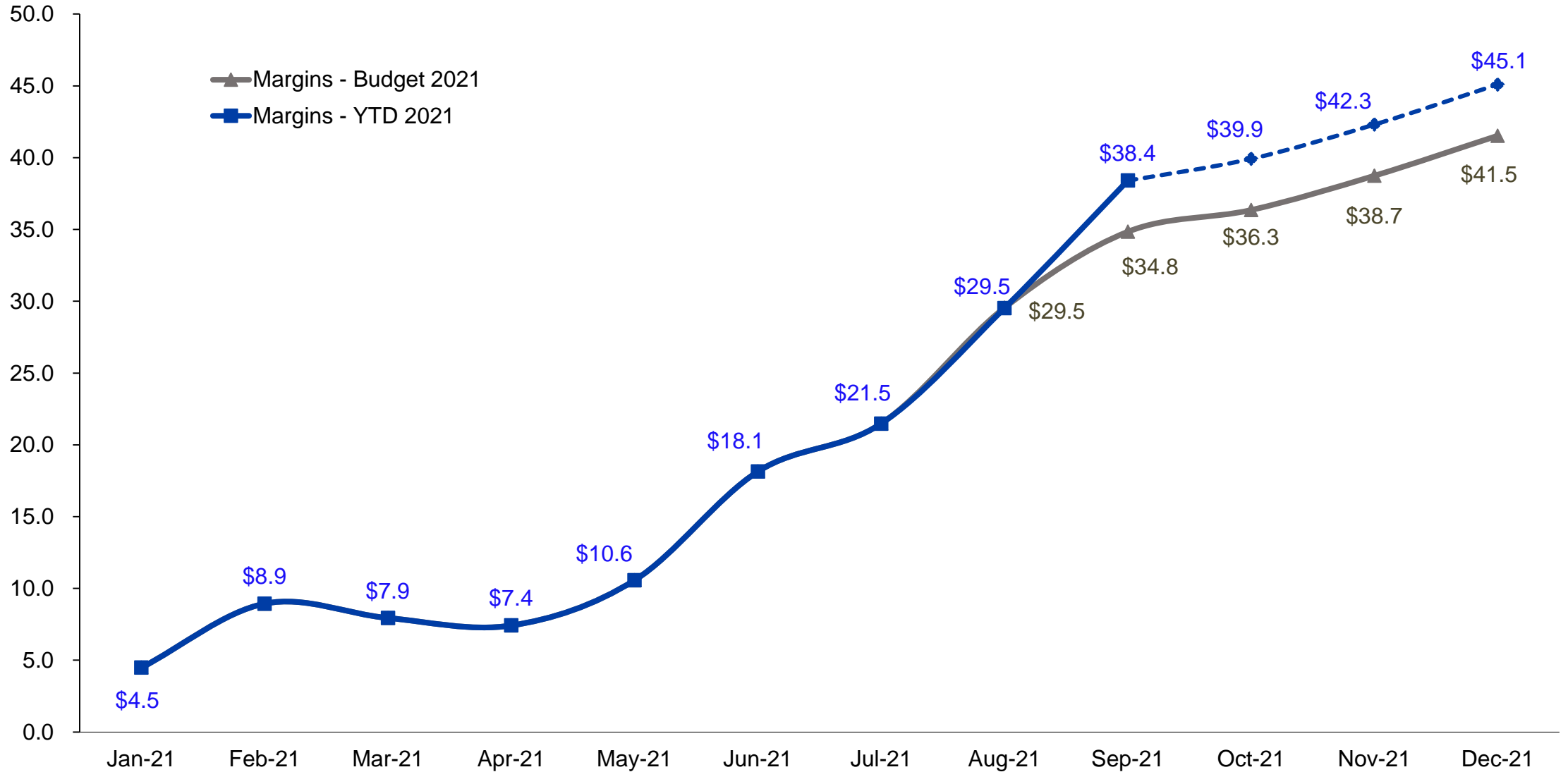
Annual Budget



Capital Improvement Spend

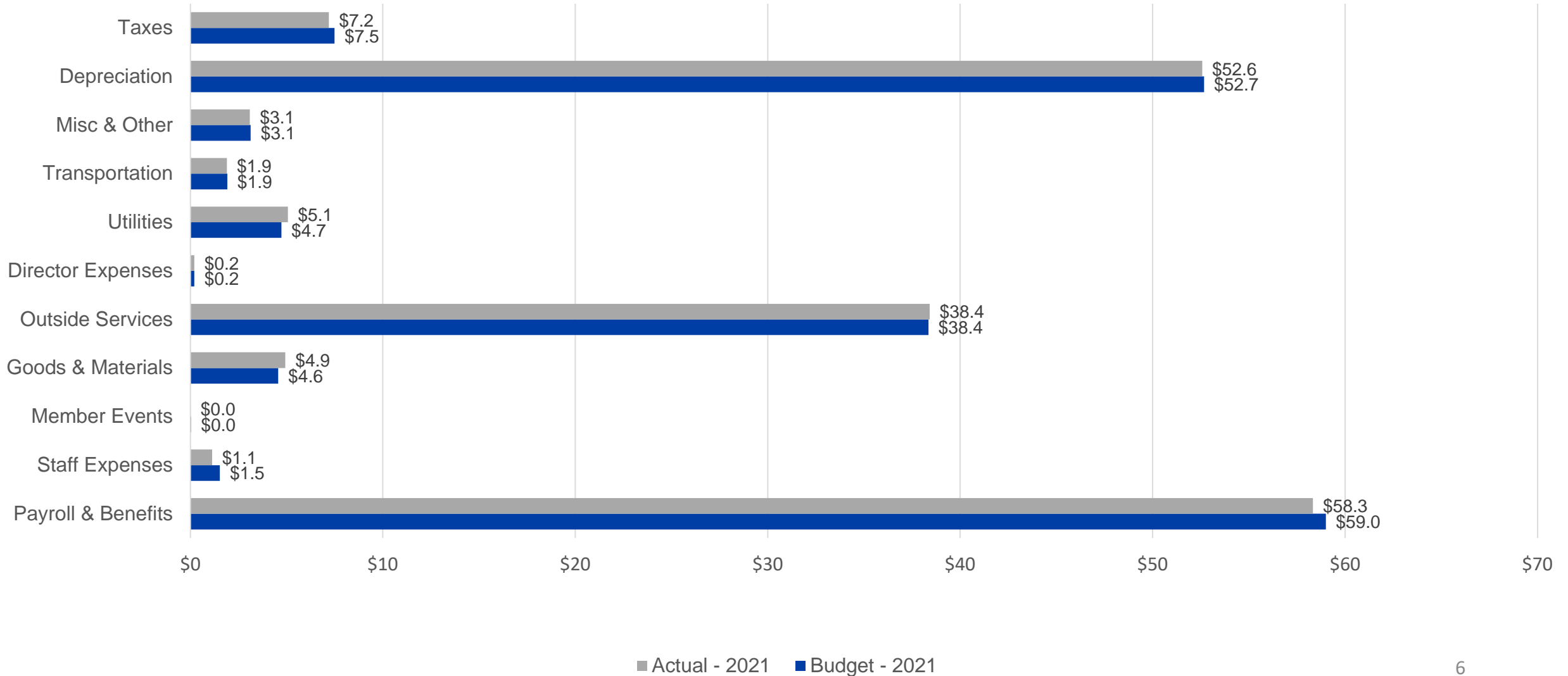


Net Margins Year to Date (in millions)



Cost of Service (in millions)

YTD Actual vs Budget through September 2021



CIP Spend

| RUS Construction Code & Description | YTD Actuals | YTD Budget | Variance (Over)/Under Budget | Annual Budget |
|--|------------------------|-----------------------|---|-----------------------|
| <u>Distribution</u> | | | | |
| 100 New Lines (Line Extensions for new primary, secondary and service lines) | \$ 18,641,563 | \$ 19,062,562 | \$ 420,999 | \$ 25,170,000 |
| 200 Tie Lines (new construction between existing lines) | 3,441,314 | 2,481,506 | (959,808) | 4,206,000 |
| 300 Conversions or Line Changes | 7,606,301 | 7,133,096 | (473,205) | 10,988,509 |
| 600 Miscellaneous Distribution Equipment | 41,870,852 | 36,935,565 | (4,935,287) | 47,916,315 |
| 700 Other Distribution Items | (1,336,029) | (1,425,962) | (89,933) | (1,364,707) |
| Distribution Total | \$ 70,224,001 | \$ 64,186,767 | \$ (6,037,234) | \$ 86,916,117 |
| <u>Substation</u> | | | | |
| 400 New Substations, Switching Stations and Meter Points | \$ 1,759,528 | \$ 4,625,176 | \$ 2,865,648 | \$ 4,625,176 |
| 500 Substations, Switching Stations and Meter Point changes | 12,923,347 | 14,354,865 | 1,431,518 | 16,756,808 |
| Substation Total | \$ 14,682,875 | \$ 18,980,041 | \$ 4,297,166 | \$ 21,381,984 |
| <u>Transmission</u> | | | | |
| 800 New Transmission Lines | \$ 60,719 | \$ 50,006 | \$ (10,713) | \$ 300,000 |
| 1000 Line and Station Changes | 13,394,810 | 18,222,627 | 4,827,817 | 24,089,500 |
| Transmission Total | \$ 13,455,530 | \$ 18,272,633 | \$ 4,817,103 | \$ 24,389,500 |
| <u>General Plant</u> | | | | |
| FAC Facilities | \$ 9,126,781 | \$ 19,000,009 | \$ 9,873,228 | \$ 22,850,033 |
| ITD Information Technology | 3,200,752 | 6,037,078 | 2,836,326 | 8,087,520 |
| TEQ Tools & Equipment | 241,554 | 471,015 | 229,461 | 471,015 |
| VEH Vehicles | 1,745,341 | 3,861,717 | 2,116,376 | 4,705,917 |
| Total General Plant | \$ 14,314,428 | \$ 29,369,819 | \$ 15,055,391 | \$ 36,114,485 |
| Accrued WIP (unidentified projects) | \$ 4,088,843 | \$ - | \$ (4,088,843) | \$ - |
| Total Capital Improvement Plan Spend | \$ 116,765,677 | \$ 130,809,260 | \$ 14,043,583 | \$ 168,802,086 |



PROUD