



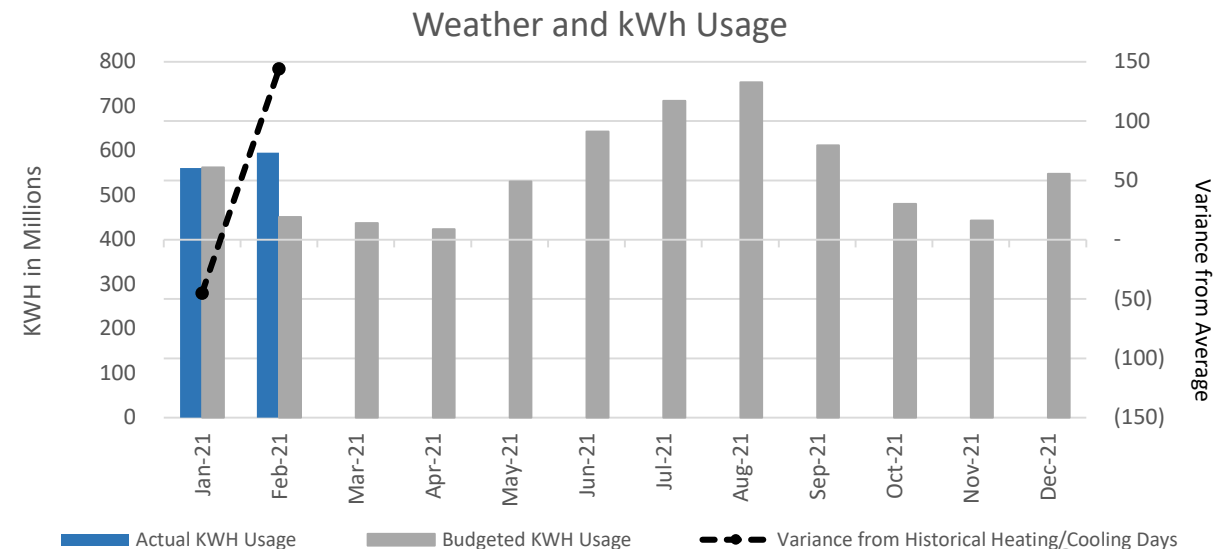
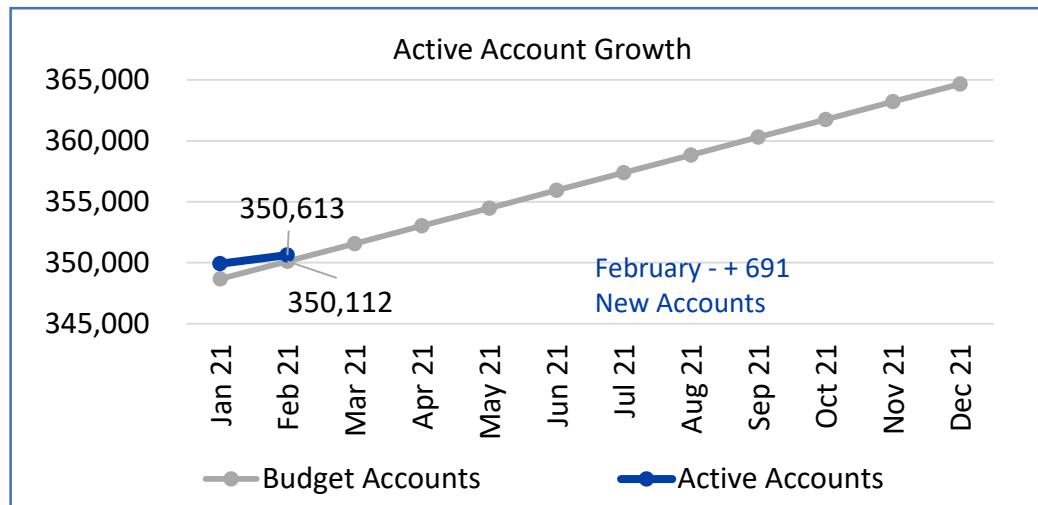
# February 2021 Financial Presentation to the Board

Randy Kruger | Chief Financial Officer

# Finance at a Glance – February 2021

|                      | MTD           |               |                                  | YTD           |               |                                  |
|----------------------|---------------|---------------|----------------------------------|---------------|---------------|----------------------------------|
|                      | Actual        | Budget        | Variance Favorable (Unfavorable) | Actual        | Budget        | Variance Favorable (Unfavorable) |
| <b>KWH Sold</b>      | 595,304,280   | 451,435,337   | 143,868,943                      | 1,156,486,895 | 1,013,871,585 | 142,615,310                      |
| <b>Gross Margins</b> | \$ 26,389,354 | \$ 22,588,895 | \$ 3,800,459                     | \$ 51,517,778 | \$ 48,231,449 | \$ 3,286,329                     |
| <b>Net Margins</b>   | \$ 4,460,193  | \$ 986,873    | \$ 3,473,320                     | \$ 8,942,805  | \$ 5,774,358  | \$ 3,168,447                     |
| <b>EBIDA</b>         | \$ 11,568,969 | \$ 10,208,889 | \$ 1,360,080                     | \$ 24,928,450 | \$ 24,206,783 | \$ 721,667                       |

|                                  | Liquidity Coverage |
|----------------------------------|--------------------|
| Cash & Marketable Securities     | \$ 14,736,120      |
| Short Term Facilities            | 430,000,000        |
| Less: Short Term Borrowings      | (11,000,000)       |
| Funds Available                  | \$ 444,736,120     |
| <b>Liquidity Coverage (Days)</b> | <b>285</b>         |

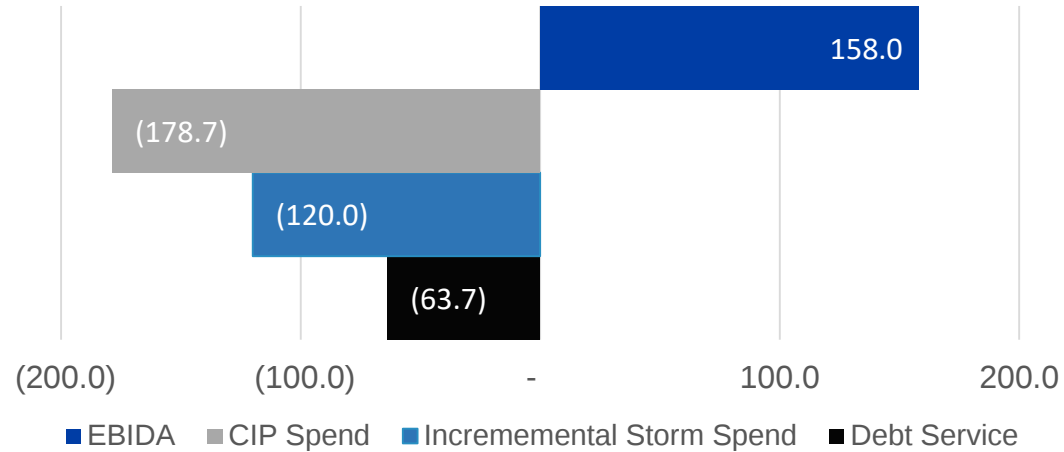


# Financial Performance

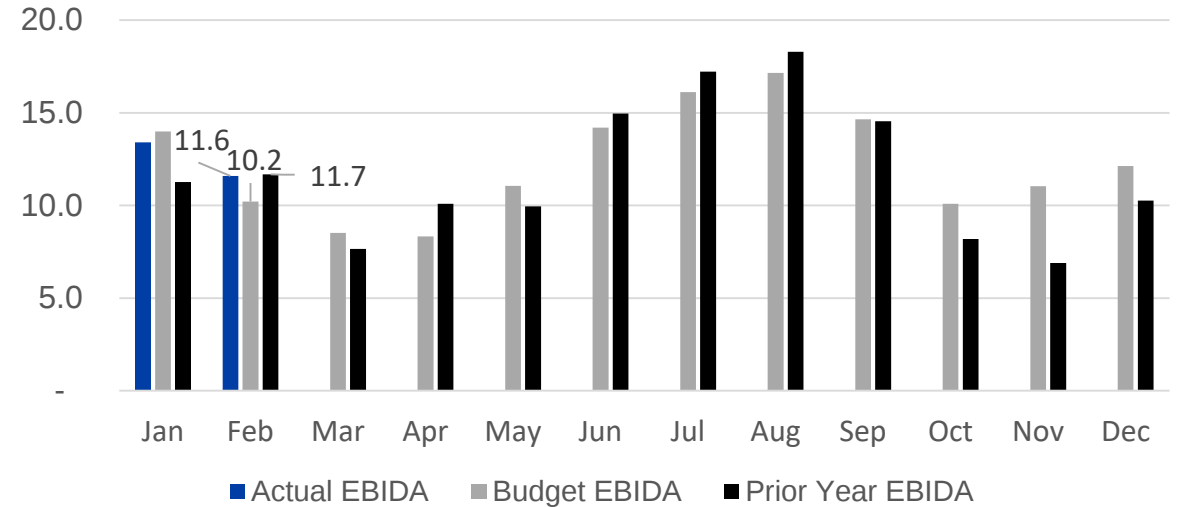
|                                     | MTD                  |                      |                      | YTD                  |                      |                      | Annual                |                       | 2020 to 2021<br>% Change |
|-------------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|-----------------------|-----------------------|--------------------------|
|                                     | Actual               | Budget               | Prior Year           | Actual               | Budget               | Prior Year           | Forecast              | Budget                |                          |
| Operating Revenues                  | \$91,019,465         | \$50,838,788         | \$49,844,687         | \$146,617,619        | \$109,710,863        | \$99,254,484         | \$694,788,412         | \$680,170,944         |                          |
| Purchased Power                     | 64,630,111           | 28,249,893           | 27,005,594           | 95,099,841           | 61,479,414           | 54,584,351           | 384,997,146           | 378,822,020           |                          |
| <b>Gross Margins</b>                | <b>\$ 26,389,354</b> | <b>\$ 22,588,895</b> | <b>\$ 22,839,093</b> | <b>\$ 51,517,778</b> | <b>\$ 48,231,449</b> | <b>\$ 44,670,133</b> | <b>\$ 309,791,266</b> | <b>\$ 301,348,924</b> | 15.33%                   |
| Operating Expenses Ex. Depreciation | 14,835,936           | 12,381,811           | 11,202,639           | 26,619,412           | 24,038,518           | 21,859,261           | 154,415,310           | 156,415,310           | 21.78%                   |
| Depreciation                        | 5,771,121            | 6,299,113            | 5,764,428            | 11,546,585           | 12,598,222           | 12,253,069           | 84,410,252            | 75,584,352            |                          |
| Interest Expense                    | 1,337,655            | 2,922,903            | 3,110,600            | 4,439,060            | 5,834,203            | 6,206,231            | 30,848,414            | 35,234,791            |                          |
| Other Income (Expense)              | 15,551               | 1,805                | 104,826              | 30,084               | 13,852               | 238,841              | 2,583,510             | 2,583,510             |                          |
| <b>Net Margins</b>                  | <b>\$ 4,460,193</b>  | <b>\$ 986,873</b>    | <b>\$ 2,866,252</b>  | <b>\$ 8,942,805</b>  | <b>\$ 5,774,358</b>  | <b>\$ 4,590,413</b>  | <b>\$ 42,700,800</b>  | <b>\$ 36,697,981</b>  |                          |
| <b>EBIDA</b>                        | <b>\$11,568,969</b>  | <b>\$10,208,889</b>  | <b>\$11,741,280</b>  | <b>\$ 24,928,450</b> | <b>\$ 24,206,783</b> | <b>\$23,049,713</b>  | <b>\$157,959,466</b>  | <b>\$147,517,124</b>  | 8.15%                    |
| Total Long-Term Debt                |                      |                      |                      |                      |                      |                      | \$ 1,077,028,762      | \$ 872,535,087        |                          |
| Debt Service                        |                      |                      |                      |                      |                      |                      | 63,716,425            | 65,476,063            |                          |
| Debt Service Coverage Ratio         |                      |                      |                      |                      |                      |                      | 2.48                  | 2.25                  |                          |
| Equity as Percent of Assets         |                      |                      |                      |                      |                      |                      | 39.0%                 | 40.6%                 |                          |
| Net Plant in Service                |                      |                      |                      |                      |                      |                      | \$1,829,223,494       | \$1,827,204,814       |                          |
| Capital Improvement Spend           |                      |                      |                      |                      |                      |                      | \$178,691,221         | \$176,691,221         |                          |
| Energy Sales kWh                    | 595,304,280          | 451,435,337          | 478,415,800          | 1,156,486,895        | 1,013,871,585        | 945,797,243          | 6,599,284,771         | 6,599,284,771         | 22.28%                   |
| Energy Purchases kWh                | 646,654,814          | 481,131,999          | 511,036,576          | 1,233,957,092        | 1,080,663,081        | 1,011,194,200        | 7,039,889,561         | 7,039,889,561         | 22.03%                   |
| Active Meters                       |                      |                      |                      | 350,613              | 350,112              | 332,261              | 365,174               | 364,673               | 5.52%                    |

# Financing Sources & Uses

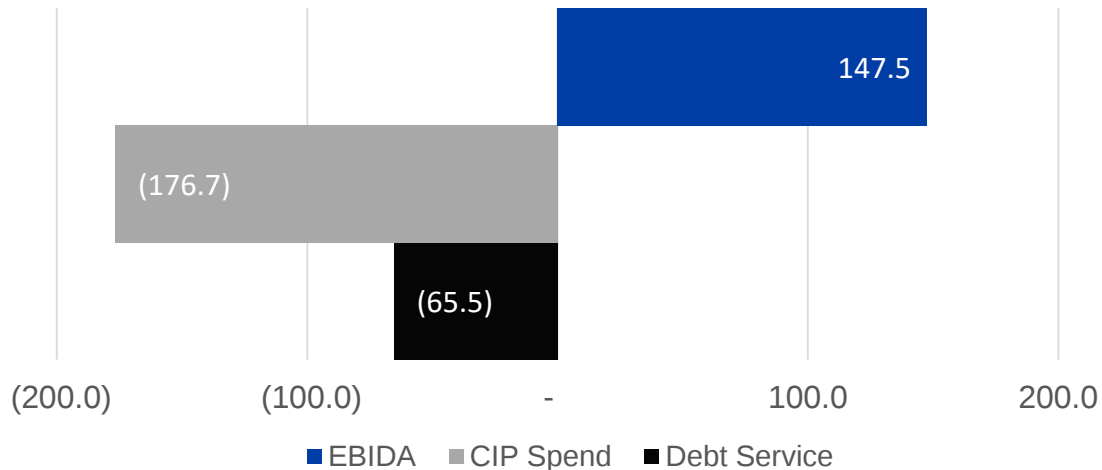
## Annual Forecast



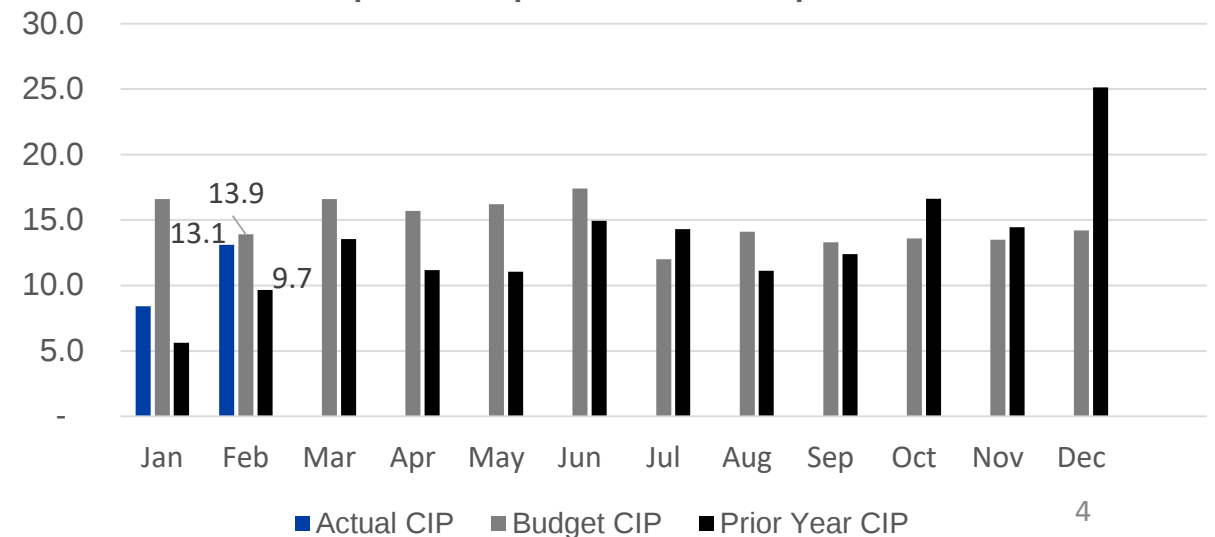
## EBIDA by Month



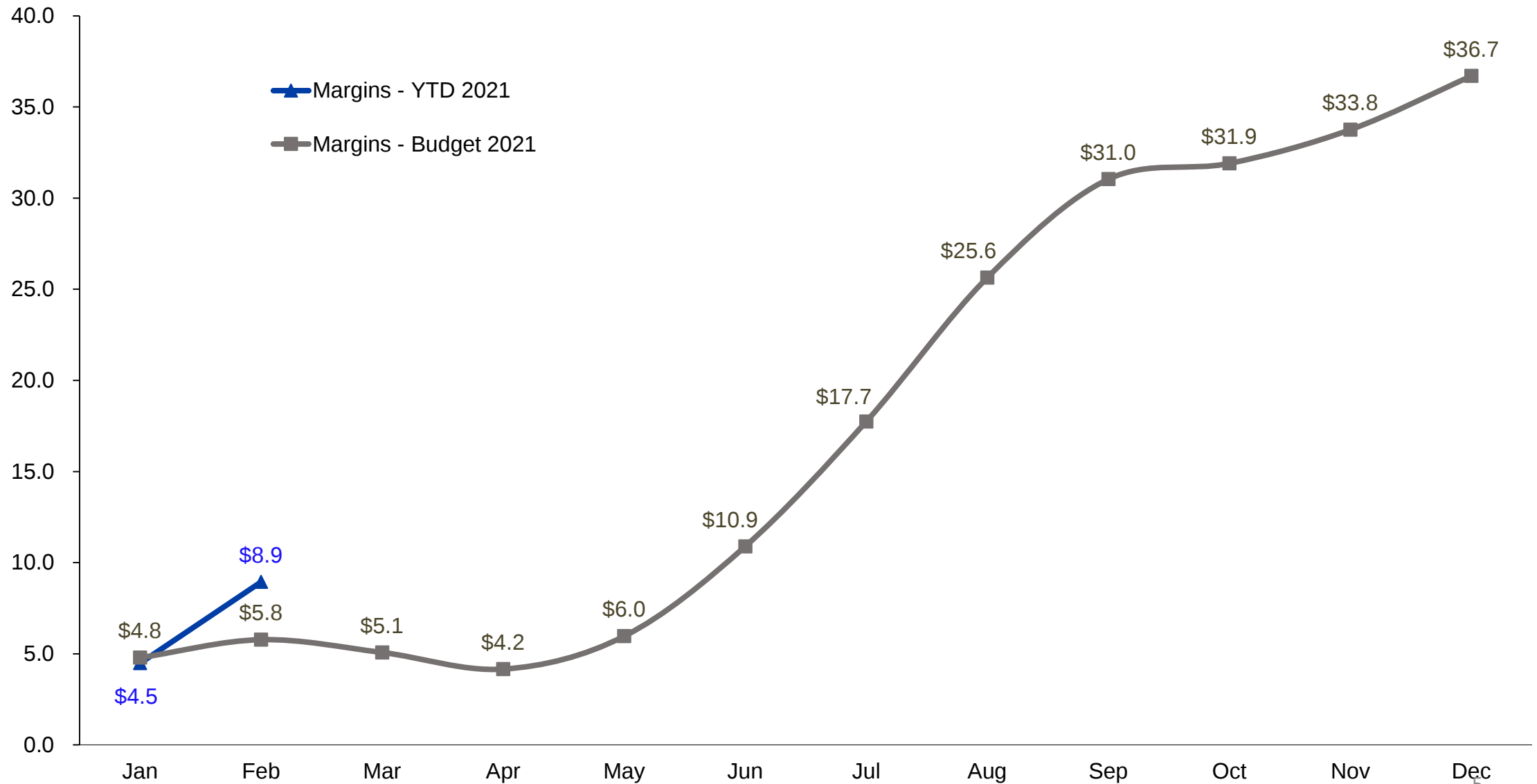
## Annual Budget



## Capital Improvement Spend



# Net Margins Year to Date (in millions)



# Cost of Service (in millions)

## YTD Actual vs Budget through February 2021

