

**APL** GLOBAL  
GROUP

# COVERAGE INITIATED





BUY	P.T. SEP2021*	Ps.67.10
Price (COXA*)		Ps.33.50
Max/min 6m		34.00 / 31.71
Potential Return P.T.		100.3%
Market Capitalization		5,445 million
Enterprise Value**		5,607 million
Outstanding Shares		163 million
Float		15%
ADTV		<0.5 million

Price as of 10/09/2020

\*Includes a 20% discount from Intrinsic Value (Ps.83.87)

\*\*Includes NIIF 16

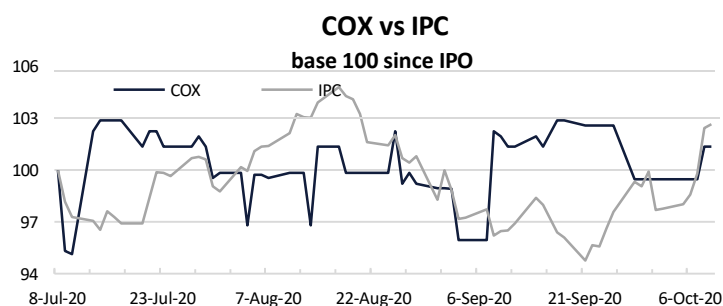
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## Recommendation: BUY

Our investment recommendation is based on: the appreciation potential of the share with respect to its intrinsic value given the progress and features of its portfolio; the recovery in energy demand by 2021; the favorable trends in the sector in the medium-long term; the strategic partnership with various participants; and lower interest rates.

Our recommendation is consistent with the company's medium-long-term vision. We see that current investment sentiment in COX are mostly driven by transitory situations in its target markets, of a political or economic nature, rather than focusing on projections, such as, for example, its sustainable production objectives, long-term demand or appetite for the sector.



Source: BIVA

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## GREAT ENTRY OPPORTUNITY GIVEN PORTFOLIO FEATURES

We initiate coverage of Cox Energy América, S.A.B. de C.V. (BMV: "COXA \*") ("COX") with a fundamental BUY recommendation and a target price per share of Ps.67.10 (September 2021). The above implies a potential total return of 100.3% compared to the closing price of last October 9.

The factor that we consider to be the most relevant and that largely determines our investment recommendation in COX is that the current price does not include the progress of the portfolio and its economic potential, on the other hand, it reflects the volatility and uncertainty of the current macroeconomic context. Given the evolution of similar public companies in Europe and the US, we believe



that the appreciation of COX will detonate as soon as it delivers the projects in the following quarters. Therefore, we reinforce our conviction that the current entry point is unbeatable.

We see a promising context for COX in the next 24-36 months derived from the following factors: i) recovery in energy demand in 2021 post COVID-19, despite the fact that the sector has shown high resilience, it will benefit from macroeconomic trends such as the normalization of industrial activity; ii) taking advantage of positive sectoral trends, such as lower installation costs, greater efficiency in photovoltaic systems and a more benign environment for non-fossil generation projects; iii) its international alliances that will exploit the experience of different leaders as a strategy to increase the market, boost its profitability and mitigate risk; and, iv) monetization and development of strategic assets, whose profitability will be underpinned by a lower cost of funding thanks to the prospect of low interest rates.

Based on these catalysts, we believe that the main challenges that COX will continue to face will be centered on: i) liquidity in the market for the purchase and sale of photovoltaic assets, since the number of transactions since 2018 has been low; and, ii) the speed of adaptation and regulatory opening in its target markets in Latin America to boost investment and value in photovoltaic generation.

Cox Energy America belongs to the Cox Energy Group, headed by Cox Energy Solar S.A., founded in 2014 in Madrid by Enrique Riquelme Vives, taking advantage of his experience in the development and promotion of renewable projects in Latin America. COX is positioned as the first and only public option in its field in Latin America.

COX leverages on the Group's commercial position and experience, participating in the entire value chain, from planning, development, EPC management, operation and divestment of assets that are in commercial exploitation or under development (at least with status RtB); to the supply and commercialization of energy.

COX is currently unleveraged, so far it has been financed only with contributions from its shareholders, however, it will seek a Project Finance scheme to develop each of its assets such that the equity / debt ratio is 30% / 70%, thus boosting the return on capital.

COX's business model is based on three segments: i) asset rotation, D&S (Development and Sell); ii) the generation of renewable energy from solar photovoltaic origin, D&O (Development and Own); and, iii) complementary businesses that include, among others, EPC Management, operation and maintenance (O&M), Asset Management (AM), Distributed Generation and, in addition, Power Supply.

In July 2020, in a context of unprecedented uncertainty, COX managed to carry out its Initial Public Offering on the Institutional Stock Exchange (BIVA), thus obtaining the vote of confidence in reaching a high long-term profitability by part of its shareholders. Cox Energy Solar has an 85% stake in Cox Energy America, the remaining 15% is in the hands of the investing public.



## PORTFOLIO

Cox has a strategic portfolio with projects in different stages of development in Mexico, Chile, Colombia and Panama. Today, its portfolio is made up of 1.8GW; Through its 2020-2024 Strategic Plan, it will seek to maximize profitability with entry into strategic markets in Latin America belonging to the OECD, mainly, and consistent monetization through the D&S in commercial exploitation (COD) or with RtB status developed in-house by the Company itself.

In addition to the aforementioned portfolio, COX has identified opportunities for 3,000 MWp.

Cox's current portfolio consists of 36 solar photovoltaic projects in different phases of development. According to Cox's classification methodology, 38% of its projects are in the Initial Development or Early Stage, 39% in Advanced Development, 21% as Backlog (a final phase prior to construction) and the 2% in Construction and Operation.

According to its business model, the Company's portfolio will be classified into i) projects for development and operation (D&O) (of up to approximately 100MW) that it will keep under its ownership (30 projects); and, ii) medium and large projects in greenfield development that will be sold when they reach the status of Ready to Build or RtB, or of Commercial Exploitation (D&S) (6 projects).

### D&O Portfolio

Asset	Location	MWp attributable to COX	Classification	Success Prob.	Est. RTB	Est. COD
Atlacmulco	México	114.00	Advanced	68%	Q4-2020	Q4-2021
Aparse	México	24.00	Advanced	68%	Q3-2020	Q4-2021
Walmart Piloto	Chile	0.21	Operation	100%	Operando	Operando
Frusur	Chile	0.24	Construction	95%	Q2-2020	Q1-2021
Frigorífico San Esteban	Chile	0.13	Construction	95%	Q2-2020	Q1-2021
Duoc UC	Chile	0.25	Backlog	86%	Q2-2020	Q1-2021
Frigorífico San Rafael	Chile	0.32	Construction	95%	Q2-2020	Q1-2021
MERCK	Chile	0.30	Backlog	86%	Q3-2020	Q1-2021
San Javier	Chile	3.00	Advanced	68%	Q3-2020	Q1-2021
San Francisco	Chile	10.80	Advanced	68%	Q1-2021	Q4-2021
Bulnes	Chile	10.80	Initial	34%	Q1-2021	Q4-2021
Rio Maule	Chile	10.80	Initial	34%	Q1-2021	Q4-2021
Thor Solar	Chile	10.80	Initial	34%	Q2-2021	Q1-2022
Utility Ninhue	Chile	10.80	Initial	34%	Q3-2021	Q2-2022
Utility Itahue	Chile	10.80	Initial	68%	Q3-2021	Q2-2022
Fénix Solar	Chile	10.80	Initial	34%	Q3-2021	Q2-2022
Arconte Solar	Chile	10.80	Initial	34%	Q3-2021	Q2-2022
El Álamo Solar	Chile	10.80	Initial	34%	Q3-2021	Q2-2022
Tenera Solar	Chile	10.80	Initial	34%	Q3-2021	Q2-2022
Licuguay Solar	Chile	10.80	Initial	34%	Q3-2021	Q2-2022
Curepto I	Chile	10.80	Initial	34%	Q3-2021	Q2-2022
Balica Solar	Chile	10.80	Initial	34%	Q3-2021	Q2-2022
Pradera	Colombia	20.00	Initial	34%	Q3-2021	Q2-2022
Granja	Colombia	10.00	Advanced	68%	Q4-2020	Q2-2021
Quillagua	Colombia	18.00	Initial	34%	Q1-2021	Q4-2021
Valle	Colombia	23.00	Initial	34%	Q1-2021	Q4-2021
Cultivo	Colombia	37.00	Initial	34%	Q1-2021	Q1-2022
La Huayca 1	Panamá	30.00	Initial	34%	Q1-2021	Q4-2021
Totalillo	Panamá	35.00	Initial	34%	Q3-2021	Q2-2022
Carrizal Bajo	Panamá	28.00	Initial	34%	Q4-2021	Q1-2023
<b>TOTAL</b>		<b>483.85</b>				
<b>TOTAL weighted by success prob.</b>		<b>225.34</b>				

### D&S Portfolio

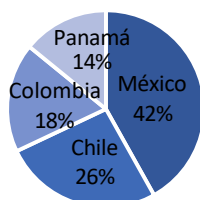
Asset	Location	MWp attributable to COX	Classification	Success Prob.	Est. RTB	Est. COD
El Sol de Vallenar	Chile	308	Backlog	86%	Q3-2019	Q1-2022
Valleland	Chile	74	Backlog	86%	Q3-2019	Q4-2021
La Meseta	Chile	53	Advanced	68%	Q2-2020	Q2-2021
La Granja Solar (Zacatecas)	México	90	Advanced	68%	Q4-2020	Q1-2022
Iscali (Campeche)	México	300	Advanced	68%	Q4-2020	Q4-2021
El Pinto Solar (Campeche)	México	500	Initial	34%	Q3-2022	Q1-2024
<b>TOTAL</b>		<b>1,324.50</b>				
<b>TOTAL weighted by success prob.</b>		<b>800.28</b>				

Source: COX

Note: “weighted” refers to the capacity attributable to COX multiplied by the probability of success of each project. The Company classifies the projects it develops in phases or status, indicating the probability that they will end up “entering” into Operation or commercial exploitation and, all of this, in accordance with its estimates based on COX’s experience and public information.

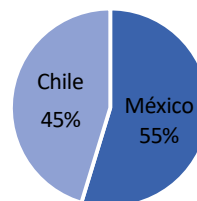
### D&O Portfolio

Weighted by prob. of success

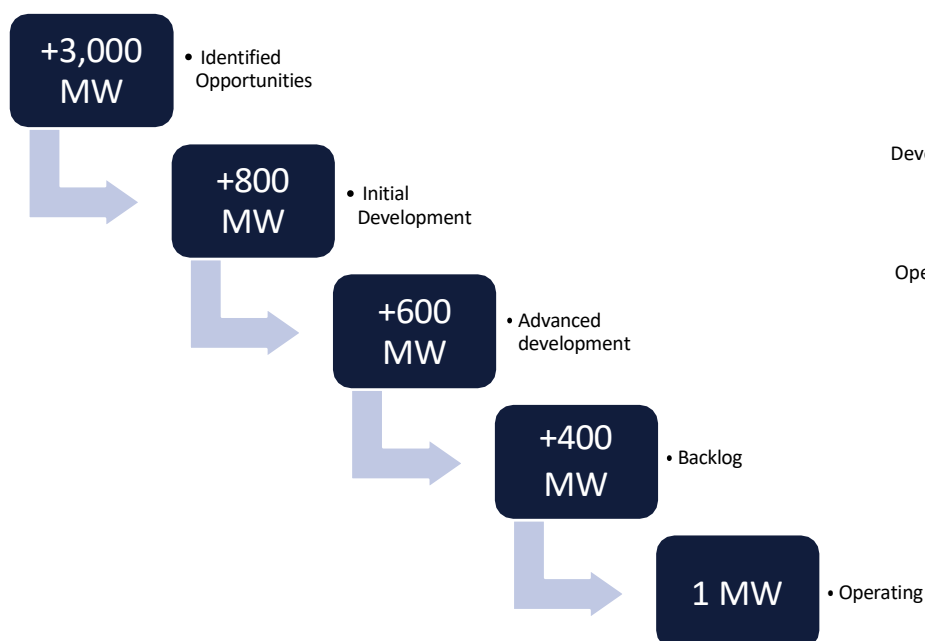


### D&S Portfolio

Weighted by prob. of success



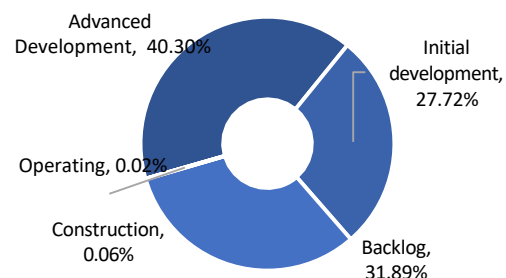
### Projects' Classification



Source: COX

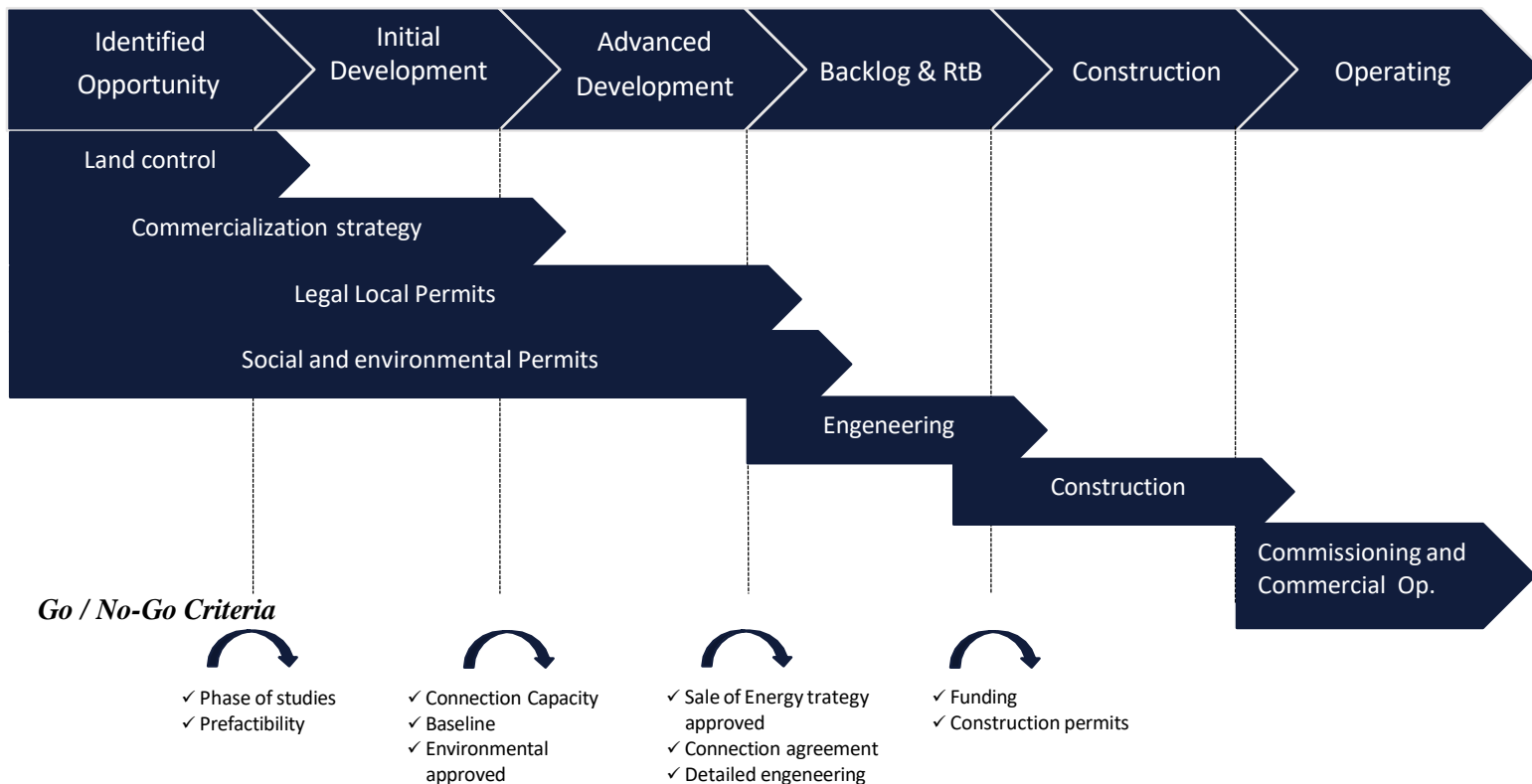
### Global Portfolio Status

Weighted by prob. of success





### Phases according to status



Source: COX

## STRATEGY AND BUSINESS MODEL

COX aims to participate in the Latin American market for electrical energy of photovoltaic solar origin with a business model aimed at creating value in projects at different stages of development.

The issuer's business model strategy and operations revolve around the development of renewable energy generation assets of solar photovoltaic origin, and the promotion and sale of projects in different stages of development.



The features of COX's main businesses are:

- D&O: It focuses on small-medium projects (up to 100 MW approx.); diversifying its risk in different markets; has a dynamic strategy regarding the sale of energy to private companies with price



schemes based on PPAs<sup>1</sup> and in the “Spot”<sup>2</sup> market; taking advantage of synergies throughout the value chain.

- D&S: Focuses on large-scale projects; look for divestment in RtB or COD; it decisively drives COX's profitability due to its profitable divestment margin.

As a complement to the main businesses (D&O and D&S), the activities that typically follow the main business are carried out:

- Power supplier
- Distributed generation or self-consumption
- O&M (Operation and Maintenance) / AM (Asset Management)
- EPC management

For the purposes of this valuation, our model does not incorporate the potential value of the business that the Company develops as a complement to its activity of Generation and Rotation of assets. In other words, we have not considered the possible upside of its Supplier, Distributed Generation, O&M and AM activities and EPC management. We hope to incorporate them into our valuation as the Company reveals more information about the income and returns generated by these complementary business units.

#### About Power Generation

COX's experience in projects since their initial development, the knowledge in the management of PPAs with third parties as well as the internal capacity to manage O&M and AM activities, supported by its efficient financial structuring, allows it to obtain as a final result some projects photovoltaic solar energy generation where return is maximized.

Likewise, it creates value through strategic agreements with prestigious national and international partners.

#### About Power Recognition

Due to its participation in the electricity market in Mexico and Chile, COX will complement its income from the generation and sale of energy with the “Recognition of Power”. It is the recognition of the capacity provided by the power plant or generating plant in the hours of greatest demand of the electrical system, the benefit is received through the reduction of the electrical billing of the project loads in relation to the charges for billable demand .

#### STRATEGIC PLAN 2020-2024

1. The divestment of non-strategic assets for COX in Chile and Mexico, mainly due to their large size and the energy sales strategy in these projects. COX will seek to maximize the return on divestments due to its attractiveness for infrastructure funds and pension or electricity funds, divesting the COD or RtB stages. This “Asset Turnover” is one of the axes of the corporate strategy, turning these divestments into recurring ones, creating great value in this process and reinvesting the high margins in new D&S developments and providing equity for own D&O projects.
2. Beginning of the construction of strategic assets of small and medium power strategically located for their maximization of price per MW in the spot sale and through private and public PPAs.





These projects are stipulated to be owned by COX, taking advantage of its positioning throughout the value chain, which will allow them to obtain recurring income through various means, such as Power Generation and Power Recognition, as well as greater knowledge and control of the market.

The projects will be located mainly in countries belonging to the OECD (Mexico, Chile, Colombia), where COX will take advantage of its market knowledge to locate the projects in strategic areas of high energy prices, large industrial consumption (private PPAs), transmission networks deficient (prices and high spot nodes), and with high solar radiation to maximize productivity.

In non-OECD Latin American markets, COX will invest in its own generation projects focused on a strategy of high profitability projects with low investment in equity and with a high level of leverage.



As a precautionary measure, it is relevant to distinguish the portfolio of assets that we take as the basis for the base valuation. Although the Target 2024 is more than 1,400 MWp in own operation, we take into account for the valuation: i) the assets that COX has made public until now (page 4), weighting them according to their probability of success (484 MWp, which weighted by their probability of success result in 225 MWp); and, ii) 275 MWp of additional projects distributed proportionally in their target markets, which we project will be included in the portfolio in 2024.

These additional 275 MWp could be the result of the more than 3,000 MWp that COX has as identified opportunities or as new strategic projects that will be generated in the coming years.

In this way, we limit the 1,400 MWp of Target 2024 to 500 MWp, so we believe that the valuation presented below is highly reserved and presents a very important upside as COX gets closer to its Target 2024.

#### About COX's operations

The current portfolio is currently located mostly in Mexico and Chile, and is organized around the following business lines

- Utility scale: solar generation plants
- Self-consumption: small projects that are generally built on the roofs of their clients' production process warehouses. These projects do not usually exceed 2 MW
- Commercialization of energy for qualified users: currently only in Mexico, but in the process of entering new markets due to regulatory changes such as Chile within the framework of the new Electricity Distribution Law that will allow the entry of energy traders generating thus greater competition in the qualified end user





## Value Chain



1. It is the period that covers the entire processing of the project, from the identification of the opportunity to the moment in which the status of "backlog" is reached. It includes the search for locations, guaranteeing interconnection to supply electricity, obtaining authorizations and permits, signing PPAs, and negotiating the funding. The development of in-house projects provides a better knowledge of the market, agility in the operation, confidentiality and cost savings. This translates into the creation of value from a minimal investment, underpinned by the experience of the team.
2. Before beginning the construction of each asset, COX obtains financing from third parties in an average of 70% of the CAPEX required for its commissioning. The rest is financed through capital contributed by the company. Structuring the debt of the projects internally, allows improving conditions and accelerating deadlines.

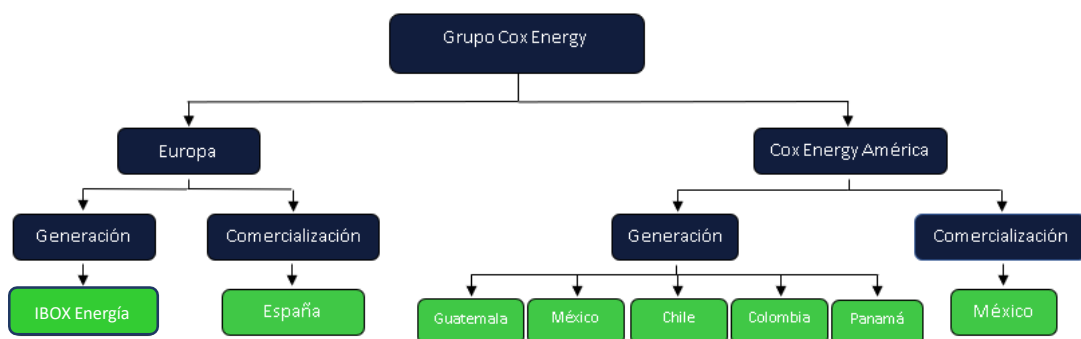
This first stage can last up to 24 months depending on the project and is one of the main sources of value generation.

3. The construction activity covers all the EPC areas, and ranges from the beginning of the construction activities once the notification of the commencement of works and the initial capital outlay is obtained, until the start-up of the project. The fact of centralizing this activity allows a lower CAPEX, more efficient deadlines and efficient bidding of BoS<sup>3</sup>

Construction execution times are estimated between 6 and 18 months.

O&M are the operations carried out by the Company to keep the asset in perfect working order to improve the margins obtained, by favoring high levels of technical performance throughout its useful life. AM includes the financial and commercial management of the plant (billing, accounting and financial reports, tax administration), insurance administration and those derived from the technical management of assets (O&M performance reports, incidents, guarantee of regulatory compliance, management and supervision of contracts, among others).

## COX Corporate Structure



Source: COX

<sup>3</sup> *Balance-of-systems*, consists of all the elements or works that complete a photovoltaic solar power plant (which are



## INVESTMENT THESIS

The main factors that support our BUY opinion for the COX share are:

### 1. High potential return

The factor that we consider to be the most relevant and that largely determines our investment recommendation in COX is that, in our opinion, the current price does not incorporate the progress of the projects or their economic potential, instead, it reflects the volatility and uncertainty of the current macroeconomic and political context.

In our opinion, the current price of the share, which was placed in the lower range of the target placement price (Ps.29.70 - Ps.44.60) incorporates the following discounts to the intrinsic value:

- the moment of uncertainty in which the IPO took place, reflecting low energy demand on the one hand and volatile financing conditions on the other
- the current state of uncertainty in energy policy in Mexico
- that projects are in a pre-operational phase

Regarding the first point, a significant recovery in economic activity is projected for COX's target markets by 2021, which will bring about a parallel increase in energy demand.

Regarding the second point, COX has a long-term investment and operation approach, supporting its decision-making with projections on demand and energy production, so that an energy policy or uncertainty in it in the short term is not determinant. Furthermore, although Mexico represents ~ 45% of the portfolio, its other markets show positive regulatory trends, such as Chile in terms of flexibility in supply.

Finally, regarding the third point, despite the fact that under its new corporate structure COX continues to develop its projects, its parent company, Cox Energy Solar, in the past has demonstrated its ability to develop projects for the generation of renewable energy of photovoltaic solar origin and for the conclusion of energy supply agreements or PPAs.

The technical and operational capacity of Cox Energy America, a unit established under a corporate restructuring based on the Latin American assets of Cox Energy Solar, continues intact as its management is transferred from the parent company to the new unit, as well as the agreements and alliances reached in the new American Group. Due to the track of its management team, and due to the current progress of the portfolio, we hope beginning to see the conclusion of projects in the short term.

Given the evolution of similar public companies in Europe and the US, we believe that the appreciation of COX will detonate as soon as they begin delivering the following quarters. Therefore, we strengthen our conviction that the current entry point is unbeatable.

### 2. Recovery of industrial energy demand

Global confinement measures considerably reduced economic activity, thus contracting energy demand. Therefore, we expect that as economic dynamics recover, the demand for energy in the COX markets for



### 3. **Strategy focused on the high profitability of D&S business**

COX bases its strategy on the search and development of projects in strategic areas, where there are distortions in the electricity market due to a high demand for electricity, which allows it to carry out energy sales and marketing strategies with higher margins.

Projects of this type require lower amounts of investment and present a high profitability when selling, generating and monetizing a rapid creation of value. Development costs up to RtB status are low, and when a project reaches this stage of development, COX looks for third parties interested in acquiring them. The price obtained from the divestment will be higher if it also has financing schemes and PPAs.

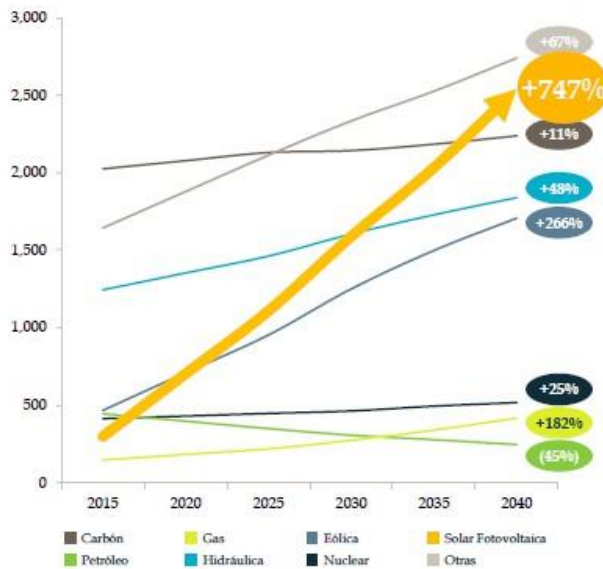
### 4. **Positive trends in solar generation in the medium-long term**

COX has a portfolio and a business model positioned to take advantage of positive sector trends, among which are:

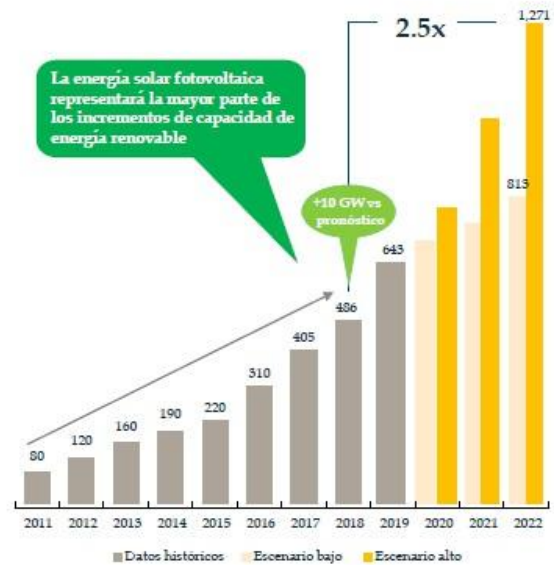
- Fall in CAPEX per average MW by more than 87%, going from US \$ 4.4 million per MW in 2010 to US \$0.5 million in the middle of 2020. The key factor has been a dramatic decrease in the costs of equipment and solar panels as a consequence of the efficiency and capacity increases in Asia, and this positive trend is expected to deepen.
- Greater efficiency in photovoltaic systems compared to other renewable and fossil energy sources, reaching a levelized cost of electricity "LCOE" of ~ 30.4 USD / MWh (EIA, Annual Energy Outlook 2020). This LCOE is the estimated average revenue per unit of electricity to recover development costs. The estimate (US \$ 30.4 / MWh) is for the development of new projects that come into operation in 2025 and stands out for being the most competitive among other power generators, such as: wind (onshore US \$ 34.1 / MWh and offshore US \$ 115 / MWh), geothermal US \$ 35.4 / MWh, combustion US \$ 68.7, and combined cycle (US \$ 36.6).
- A more benign environment for non-fossil generation projects, thanks to international agreements such as the Treaty of Paris (solar energy will increase its market share by 20% in 10 years)
- Significant increase in investment in the sector, which will imply a greater number of participants who could use the COX platform / assets to enter the sector and / or consolidate their position. It is estimated that the installed solar capacity will increase 3.0x in the next 4 years with a projected increase of one million photovoltaic MW. COX can also benefit from possible consolidation processes that take place in the sector and in the region in which it operates, as has happened with its European small-cap comparables, which have responded quickly to the challenge, with IPOs and capital increases. This "challenge" should be transferred to other markets such as Latin America.



Evolución de la capacidad instalada a nivel mundial por fuente



Más de 1,000 GW de energía solar fotovoltaica instalada en 2022

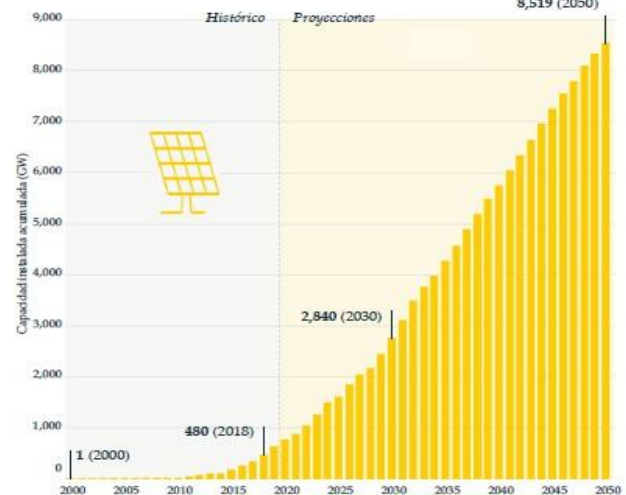


Costo instalado por MW de Energía Solar PV (MM EUA\$)



Fuente: IRENA (2010/17 figures) / Company model for Cox target. Basadas en propuestas EPC y otras cotizaciones de adquisición recibidas.

Perspectivas 2020 - 2050



Fuente: Valores históricos basados en las estadísticas de energía renovable de IRENA y proyecciones futuras basadas en el análisis de IRENA.

## 5. Strategic Partnerships

COX's international alliances are a central part of its business model as they allow it to leverage the experience of different leaders as a strategy to win the market, boost its profitability and mitigate risk. Historically, COX have been assigned with PPA contracts "alone" and through Joint Ventures with firms such as Nexus, X-ELIO, NRG, SONNEDIX and GPG. In addition, it can be seen as a "vote of confidence" in COX by these firms, supporting our confidence in the management and business model.



## 6. Cheaper funding

Photovoltaic development projects are by nature capital intensive, especially the COX business model seeks leverage of up to 70%. For this reason, a trend like the current one, in which global rates are being reduced, implies a lower cost of financing, bolstering the return to capital.

In addition to a lower debt service, which will lead to higher flows to its investors, the cost of capital is reduced, which will translate into a more attractive valuation.

## MAIN RISKS

Some of the factors that could affect COX's operational and financial performance are:

### 1. Local and global economics.

Similar to the manner that COVID-19 affected global economic activity, thus transferring the impact on energy demand, some other developments in the future that affects global economic growth could affect energy demand in COX target markets, and may affect, although temporarily, its strategy based on the sale at "spot" prices for D&O assets or on divestment multiples for those assets considered as D&S.

### 2. Sector regulation

Although the trend in the COX markets is for a regulation that allows a greater participation of private solar generators in the electricity market, a change in regulation that could affect the operation or long-term profitability of the company is a permanent risk. A mitigating factor to this risk are the PPAs with private companies and the experience of the Group to adapt.

### 3. Environmental regulation

Due to their size, COX projects are subject to provisions on ecological balance and environmental protection. The authorities have the power to impose compensatory sanctions or even permanently stop the operations of the company.

One mitigating factor is that COX's activity seeks to reduce the carbon footprint, so it could even receive additional economic benefits, such as the sale of CELs in Mexico in the secondary market. In accordance with the CENACE regulation, all energy generators must present a minimum of CELs as a percentage of their total generation, therefore, those non-renewable energy generators will be forced to go to a secondary market of CELs to be able to comply with the regulatory framework.

### 4. COVID-19

We believe that the impact of the pandemic on COX will continue to affect its valuation in the short term. A latent risk is that the pandemic will continue deep into 2021 or later years, limiting the demand for energy in certain high-consumption sectors, such as industrial, for a longer period.

### 5. Funding costs

Given that the COX model is based, like the rest of its peers on high leverage, limited sources of financing, an increase in the interest rate, or both, could raise the cost of developing of COX significantly or delay its growth plans, thus affecting its value.



## 6. Low stock liquidity

COX's liquidity is limited. This factor could be decisive when closing a position in COX, or it could be reflected in a limited response of the share price to fundamental changes, and may not reflect its intrinsic value in the long term.

## 7. Volatility of electricity prices

Electricity prices are closely linked to demand, therefore, decreases in global economic activity can have a serious impact on the electricity demand of various types of consumers, causing a decrease in prices, hence the profitability of investments.

## 8. Risks related to Greenfield projects

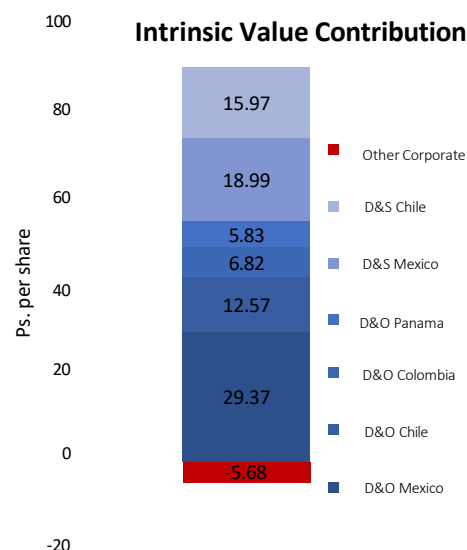
A fundamental part of COX's business model is to invest and develop generation projects, which require significant expenses in engineering, permits, legal, advice, among others. Given the early stage of a project, there is a risk of abandonment due to causes such as permits or lack of timely financing. Due to risks of this nature, COX uses its experience to declare the probability of success of each project. In the next section, we have already "discounted" these risks by incorporating the "probability of success" for each asset.

# VALUATION

In order to determine a Target Price (T.P.) we have used the most common valuation methodologies for an ongoing business of these characteristics. Based on this, we apply the discounted cash flow (DCF) method to the Sum of the Parts of COX.

DCF Sum of the Parts We consider that the most appropriate tool to value COX is the method of free cash flows to equity (FCFE) discounted to the present value of each asset. With this method we can reflect how each asset and business segment will be behaving, with specific assumptions for each activity, market and different unconsolidated characteristics regarding their financing, from a Project Finance perspective.

Our base exercise contemplates the projection of the FCFE of each "part" in a horizon of between 20 and 30 years, for the period 2020 - 2050.





With our estimates, the present value of the company's equity would be Ps.13,632 million, equivalent to an intrinsic value per share of Ps.83.87.

However, due to the low operability of the share, we have applied a discount to the Intrinsic Value of 20%, in order to establish a reasonable 12-month target in terms of market price. As the operation of the share increases and the intrinsic value begins to be reflected in the market price, we will reduce this discount.

The main assumptions for the calculation of share capital "by parts" were:

- We deleveraged the beta of each COX public comparable (GRE, SLR, SPK and SSO) and weighted a project beta according to the market cap of each peer
- We re-leverage the beta of each market according to a Project Finance structure made up of 70% debt
- Risk-free rate: We take as a reference the 12-month average YTM of the prices of the 10-year reference bonds of each market
- The equity risk premium and the marginal tax rate are determined with information from each market
- Dollar exchange rate of 21.50 in 2020, with an annual depreciation of 1% according to our estimates for the next years

1. D&O Inputs				
	Mexico	Chile	Colombia	Panama
Price per MW (USD)	60	50	75	60
Annual price Increase	3%	2%	2%	2%
CAPEX per MW (USD)	650,000	650,000	650,000	650,000
Risk free rate	6.60%	2.29%	5.90%	0.00%
Tasa de Impositiva	30%	27%	33%	25%
Leveraged cost of capital	14.2%	14.7%	20.0%	17.2%
% Equity	30%	30%	30%	30%
% Senior Funding (A)	50%	50%	50%	50%
Spread bp	100	100	100	100
Tenor	20	20	20	20
Grace Period	2	2	2	2
% Junior Funding (B)	20%	20%	20%	20%
Spread bp	200	200	200	200
Tenor	15	15	15	15
Grace period	3	3	3	3
Dividend as % CFO after debt service	70%	70%	70%	70%
<b>Intrinsic Value Contribution</b>	<b>29.37</b>	<b>12.57</b>	<b>6.82</b>	<b>5.83</b>

Source: COX and APL Global

#### Actual + projected portfolio D&O

Market	MWp att. to COX: actual weighted assets	MWp att. to COX: projected weighted assets 2024(COD Q4-2024)
México	94.4	115.2
Chile	58.8	71.7
Colombia	40.4	49.2
Panama	31.8	38.8
<b>TOTAL MWp</b>	<b>225</b>	<b>275</b>





For the valuation of the D&O segment, as mentioned in the Business Model section, 225 MWp weighted by the probability of success of the current COX portfolio were taken and another 275 MWp were added in 4Q24 in order to maintain a reasonable expectation regarding the Target 2024 (1,400 MWp) that the Directive has targeted.

2. D&S Inputs			
	Estimated Sale	Phase @ sale	USD MM/MW
El Sol de Vallenar	2Q22	RTB	0.65
Valleland	4Q21	RTB	0.65
La Meseta	2Q21	COD	0.65
La Granja Solar (Zacatecas)	2Q22	RTB	0.65
Iscali (Campeche)	1Q22	COD	0.65
El Pinto Solar (Campeche)	2Q24	COD	0.65
PPAs compromised @ sale	50%		
% of total CAPEX @ RTB	20%		
% of total CAPEX @ COD	70%		
Exit multiple RTB (MM USD/MW)	0.95 x		
Exit multiple COD (MM USD/MW)	1.50 x		
Effective tax rate	28.6%		
Discount Rate	14.3%		
<b>Intrinsic Value Contribution</b>	<b>34.96</b>		

Source: COX and APL Global

Regarding Asset Turnover (D&S), it is worth highlighting the incorporated exit multiples, which result from comparable transactions since 2017 for a variety of markets, term and amount committed in PPAs, and asset development stage.

We have decided to balance our expectation of the sale of assets in the D&S business by 49% RtB and 51% COD (with respect to capacity in MWp weighted by the probability of success) for the following reasons: i) the scenario is neutral in terms of potential income, since RtB has a lower divestment multiple than COD; and, ii) the growing demand for assets of these characteristics, so that sales could occur earlier than expected and possibly before reaching COD.

3. Other Corporate Inputs		
	2020 FY (Ps.)	Annual Growth
Other income *	-	n.d.
Corporate Expenses	130,000,000	2.0%
Discount Rate	15%	
Residual growth rate	2%	
<b>Intrinsic Value Contribution</b>	<b>-5.68</b>	

Source: COX and APL Global

As mentioned in the Business Model section, for the valuation Other Income were not taken into account until more information is disclosed on each activity that generates complementary income. On the other hand, a corporate expense is assigned in line with what the Company has reported in the first half of 2020. We estimate that this expense will remain mostly fixed, while variable costs have been assigned to each



project according to its installed capacity. This last “part” has a negative contribution to the intrinsic value, a situation that will be reversed as other complementary income are taken into account.

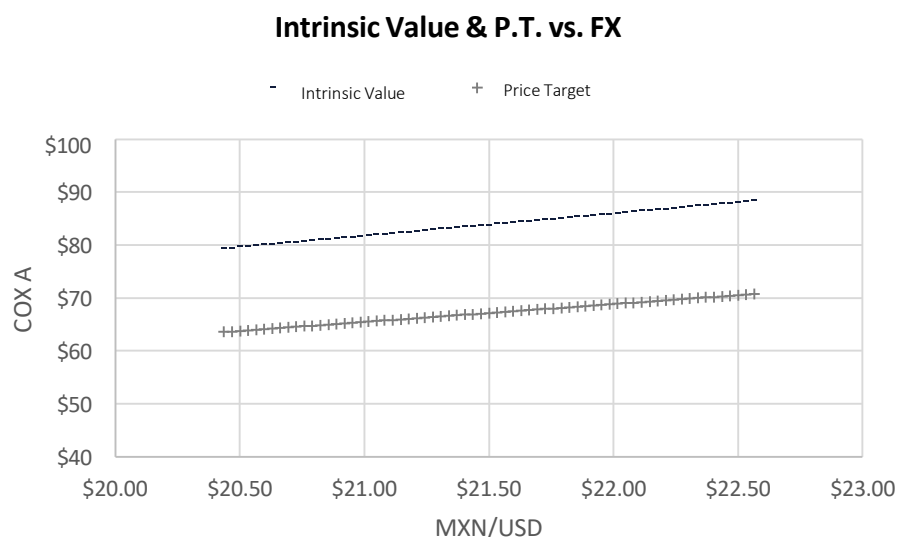
The following sensitivity analysis shows the change in the Intrinsic Value when the following global variables vary in percentage: the price per MW vs. the cost of construction; and annual variation in the price of energy vs. discount rate.

Sensitivity Electricity Price vs Instalation Costs (USD / MW)						
		Energy Price (USD/MW)				
		-10.0%	-5.0%	0.0%	5.0%	10.0%
Installation Costs (USD/MW)	10.0%	77.02	79.78	82.53	85.28	88.03
	5.0%	77.70	80.45	83.20	85.95	88.71
	0.0%	78.37	81.12	83.87	86.63	89.38
	-5.0%	79.04	81.79	84.55	87.30	90.05
	-10.0%	79.71	82.46	85.22	87.97	90.77

Sensitivity Energy Inflation vs Discount Rate						
		Discount Rate bps				
		-100	-50	0	50	100
Energy Inflation Rate bps	-100	83.56	81.02	78.65	76.43	74.35
	-50	86.46	83.73	81.18	78.79	76.56
	0	89.56	86.62	83.87	81.32	78.92
	50	92.87	89.70	86.75	84.00	81.44
	100	96.42	93.00	89.82	86.87	84.12

Source: APL Global

Regarding the exchange rate, it plays a fundamental role in terms of the appreciation of COX, since the energy markets take the US dollar as base currency. For this reason, we show in the following graph the variation in the Intrinsic Value and Target Price of COX with respect to the variation of the MXN / USD exchange rate, which results in a linear relationship.



Source: APL Global

Target Multiples: Actually Cox Energy Americas does not have a history of financial results that allow the calculation of historical multiples and their valuation in this way, as well as comparability with market peers.



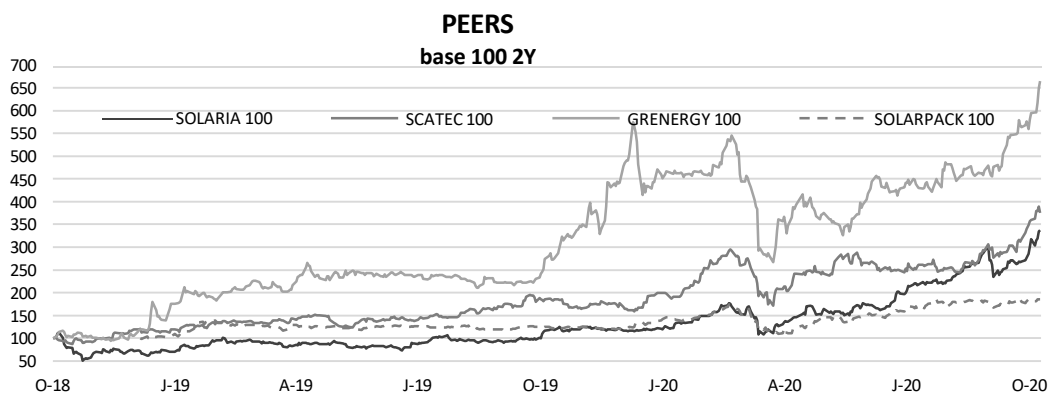
Recommendation: Based on the Intrinsic Value (Ps.83.87) and marketability discount (20%) mentioned previously, we are setting the COX 12-month Target Price (September 2021) at Ps.67.10 per share with a fundamental BUY recommendation. The above represents a potential expected return of 100.3% compared to the closing price on October 9, 2020.

These metrics allow us to confirm through objective technical tools that, once considering the current situation and reasonable projections, COX Energy America is trading at a significant discount.

## PEERS

As mentioned in the previous section, due to the stage of the business model that COX is in, it is not possible to compare its multiples and its performance against its peers that are listed in markets such as Spain, Sweden, France, Germany and Norway. However, it will be useful to analyze its peers to gain visibility into the potential of COX's business model.

In the first place, the performance in the stock market of its peers stands out for the strong appreciation in recent years, thanks to changes in global macroeconomic trends, such as opting for renewables and creating favorable fiscal schemes, as well as changes in the sector, such as a lower development cost and greater equipment efficiency.



Source: S&P CapitalIQ

In the graph above, we can see that the stock appreciation (base 100) of its comps ranges from 1.8x to 6.5x in a 24-month period. This fact, as well as the business model of each comparable, supports our investment thesis regarding the fact that, as the deployment, development and disposal of solar parks takes place, the potential value of the instrument materializes.

It is relevant to note that Solaria will join the Spanish IBEX-35 index on October 19 after the decision of the IBEX Technical Advisory Committee at its extraordinary meeting on October 7. It will be incorporated into this index with a market capitalization close to € 2.4 billion (that is, Ps.60 billion).

This circumstance represents an endorsement of the renewable energy sector (and, specifically, photovoltaic) at a time when oil, construction and paper companies are also incorporating renewable energy generation as a fundamental pillar into their strategic plans, and in which the electricity companies have definitely opted for renewable generation. This appetite for the renewable energy sector at the same time gives rise to a greater fondness for "pure" platforms and their projects.



European small caps are moving fast and in this sense, the European market has responded quickly to the challenge, with IPOs and capital increases. This "challenge" should be transferred to other markets such as Latin America.

	(USD MM)		P&L		Balance Sheet		EV/MW (Op)	EV/MW (Pipe)
peer	Mkt Cap a)	EV a)	EV/Ing b)	EV/EBITDA b)	P/BV d)	DT/EBITDA b)	c)	c)
Solaria (SLR)	2,788	3,125	53.5x	75.8x	13.1x	10.4x	7.6x	0.3x
Scatec (SSO)	3,522	4,679	17.4x	22.0x	6.2x	7.1x	3.1x	11.7x
Grenergy (GRE)	617	737	7.2x	71.3x	16.9x	16.2x	7.2x	0.2x
Solarpack (SPK)	658	1,099	6.5x	18.6x	6.2x	8.3x	2.4x	0.2x
Neoen (NEOEN)	4,900	7,426	21.7x	23.7x	9.2x	10.3x	3.6x	1.1x
Encavis (CAP)	2,974	4,928	14.4x	20.3x	12.5x	8.5x	7.0x	2.5x
Falck (FKR)	1,956	2,910	6.5x	12.9x	4.4x	4.6x	2.6x	1.5x
Audax (ADX)	1,061	1,261	1.2x	19.9x	na	7.3x	13.9x	3.3x
Voltaia (VLTSA)	2,246	2,856	11.8x	30.0x	4.6x	7.9x	3.5x	0.4x
<b>Benchmark</b>	<b>2,302</b>	<b>4,385</b>	<b>19.7x</b>	<b>30.7x</b>	<b>8.4x</b>	<b>8.7x</b>	<b>5.0x</b>	<b>3.0x</b>
<b>COX (COXA*)</b>	253	261	150.3x	-	51.8x	-	-	0.5x

Source: Capital IQ and issuers as of 2Q20, with prices as of 10/09/2020

a) FX EUR/USD 1.17; NOK/USD 0.11; MXN/USD 21.5

b) Revenue and EBITDA LTM

c) Operating MW and Pipeline as of 2Q20, includes Solar and Eolic

d) Tangible Book Value

Derived from COX's relatively low comparative base in terms of market capitalization and its extensive pipeline, it shows great potential for appreciation in the medium term, which we expect will be adjusted upwards as projects under development begin to be completed and their markets normalize regarding the economic repercussions of COVID-19.

## FINANCIAL PROJECTIONS

Due to the pre-operational phase of the business model, the first half results do not reflect the expected profitability. Once the assets come into commercial exploitation and the business line consisting of asset turnover begins to be executed, the income generated and EBITDA will grow.

Ps. million	USD/MXN		21.50	21.72	21.93	22.15	22.37	22.60
Consolidated Results	6M20	2020 E	2021 E	2022 E	2023 E	2024 E	2025 E	
D&O and Other Income	16	40	139	693	853	885	2,019	
D&S	0	0	2,140	11,697	0	4,406	0	
<b>Total Income</b>	<b>16</b>	<b>40</b>	<b>2,279</b>	<b>12,389</b>	<b>853</b>	<b>5,290</b>	<b>2,019</b>	
OPEX	-77	-130	-154	-243	-276	-287	-297	
Capitalization of Intangibles	0	0	-836	-2,974	0	-1,741	0	
<b>Gross Profit</b>	<b>-62</b>	<b>-90</b>	<b>1,268</b>	<b>9,069</b>	<b>449</b>	<b>3,131</b>	<b>1,589</b>	
Financial Expenses	14	-1	0	0	-83	-125	-117	
Financial Income	0	0	100	72	13	11	15	
Taxes	0	0	-380	-2,728	-111	-885	-436	
<b>Net Income</b>	<b>-76</b>	<b>-131</b>	<b>888</b>	<b>6,413</b>	<b>267</b>	<b>2,133</b>	<b>1,051</b>	
net mgn	-489%	-327%	39%	52%	31%	40%	52%	
Depreciation	0	0	21	104	128	131	132	
<b>EBITDA</b>	<b>-61</b>	<b>-90</b>	<b>1,288</b>	<b>9,173</b>	<b>577</b>	<b>3,263</b>	<b>1,722</b>	
EBITDA mgn			57%	74%	68%	62%	85%	

Source: APL Global

We have incorporated a separate USD / MXN estimate to COX A, consistent with our forecast for the next few years.

Our financial projections take into account factors:



- Fundamentals: price per MW, solar radiation, energy demand, installation cost, tax incentives, among others
- Macroeconomic: interest rates, inflation, economic growth, exchange rate, among others.
- Individuals: Profitability, scale, development capacity in specific terms, development costs per MW, among others.

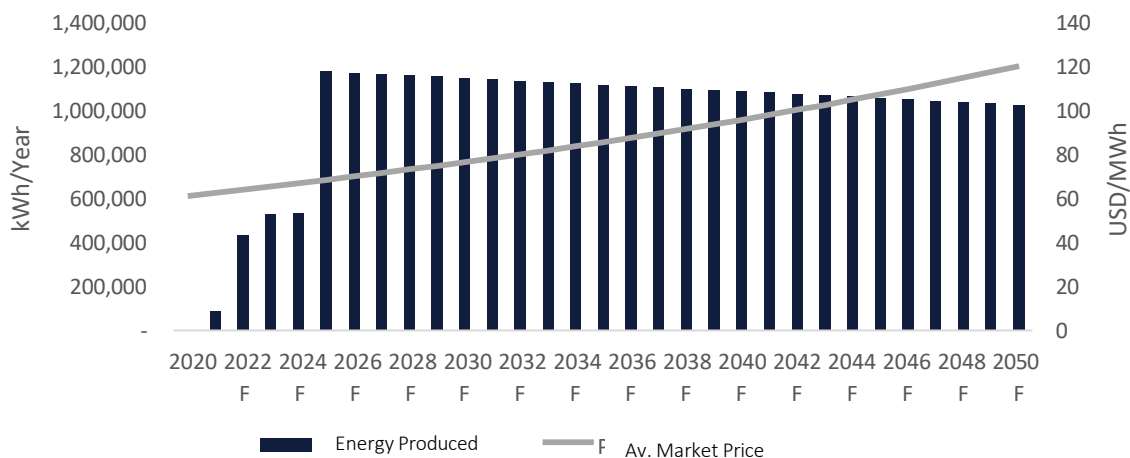
<b>Relevant Inputs</b>	Mexico	Chile	Colombia	Panama
Price per MW (USD)	60	50	75	60
Energy Inflation	3%	2%	2%	2%
CAPEX per MW (USD)	650,000	650,000	650,000	650,000
Power Recognition (USD miles / MW al año)	22	15	n/a	n/a
CELS Comercialization (USD/MW)	6	n/a	n/a	n/a

Source: APL Global

<b>D&amp;S</b>	Estimated Sale	Phase @ sell	USD MM/MW
El Sol de Vallenar	2Q22	RTB	0.650
Valleland	4Q21	RTB	0.650
La Meseta	2Q21	COD	0.650
La Granja Solar (Zacatecas)	2Q22	RTB	0.650
Iscali (Campeche)	1Q22	COD	0.650
El Pinto Solar (Campeche)	2Q24	COD	0.650
Compromised PPAs @ sell	50%		
% total CAPEX @ RTB	20%		
% total CAPEX @ COD	70%		
Exit multiple RTB (MM USD/MW)	0.95 x		
Exit multiple COD (MM USD/MW)	1.50 x		

Source: APL Global

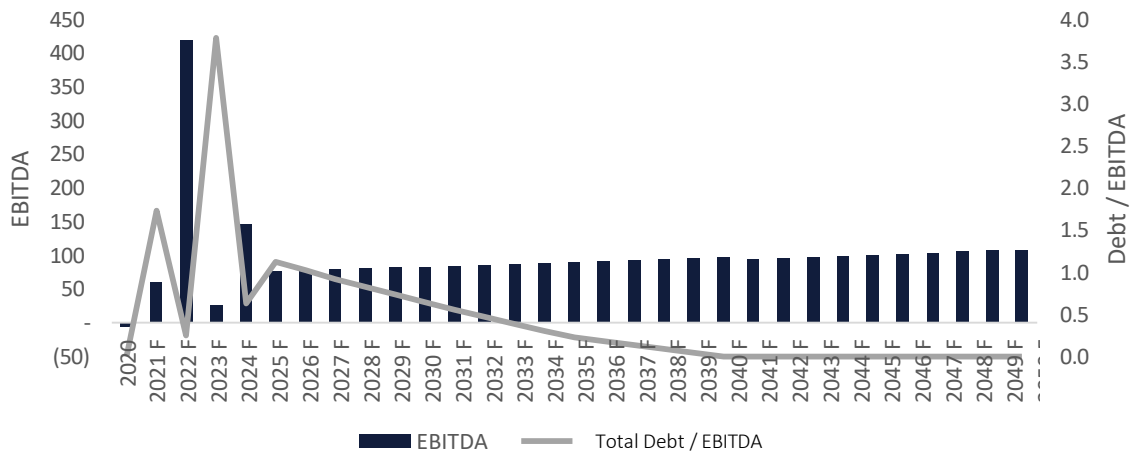
## Energy Produced and Average Price



Source: APL Global



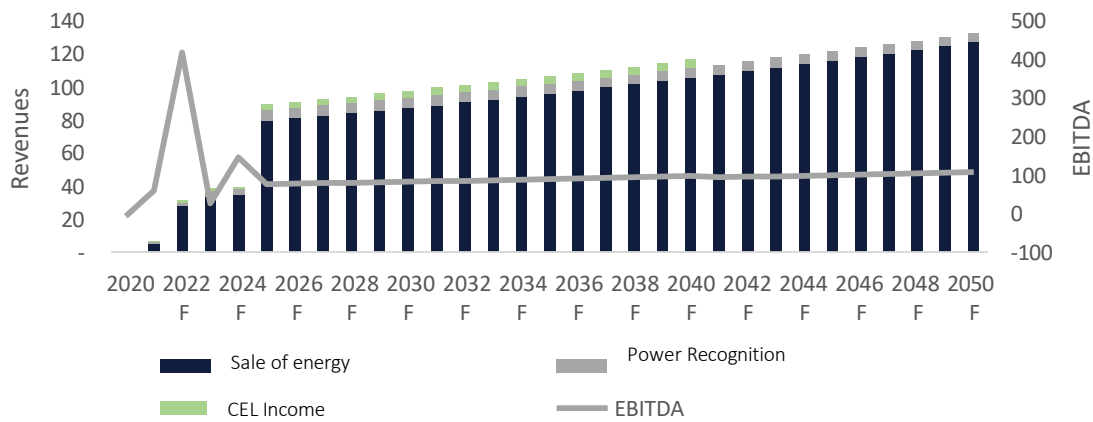
### EBITDA (USD million) and Total Debt/EBITDA



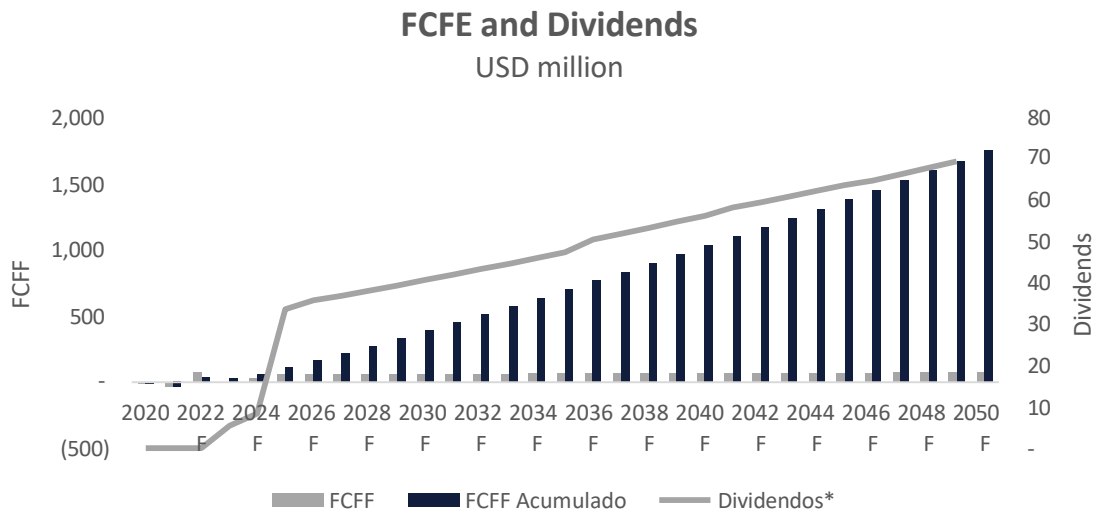
Source: APL Global

### Revenues and EBITDA

USD million



Source: APL Global



Source: APL Global

## INDUSTRY AND MARKET TRENDS

### Context and Global Trends

Renewable energies have grown at an accelerated rate in recent years, reaching record levels and exceeding the annual additions of conventional energy capacity.

Photovoltaic solar energy is a clean and renewable energy source that uses solar radiation to produce electricity through the photoelectric effect, by which certain materials are capable of absorbing light particles and releasing electrons, thus generating an electric current. For this process, photovoltaic cells of thin-film semiconductor materials are used, such as polycrystalline, monocrystalline or amorphous silicon.

In recent years, photovoltaic solar energy projects have determined the growth of the renewable industry. Photovoltaic solar energy is expected to continue to drive the overall growth of renewables in the coming years, taking into account resource availability, market potential and cost competitiveness.

According to a study by the International Renewable Energy Agency, IRENA, on the solar photovoltaic future, solar photovoltaic installations could grow almost 6 times in the next 10 years, reaching a cumulative capacity of 2,840 MW worldwide by 2030 and increasing to 8,519 MW by 2050.

This study mentions that, worldwide, about 60% of the total photovoltaic solar energy capacity in 2050 will be Utility Scale, while the remaining 40% will be distributed generation. It also expects distributed PV installations to grow faster, driven by supportive policies and measures, as well as consumer involvement in clean energy transformation.

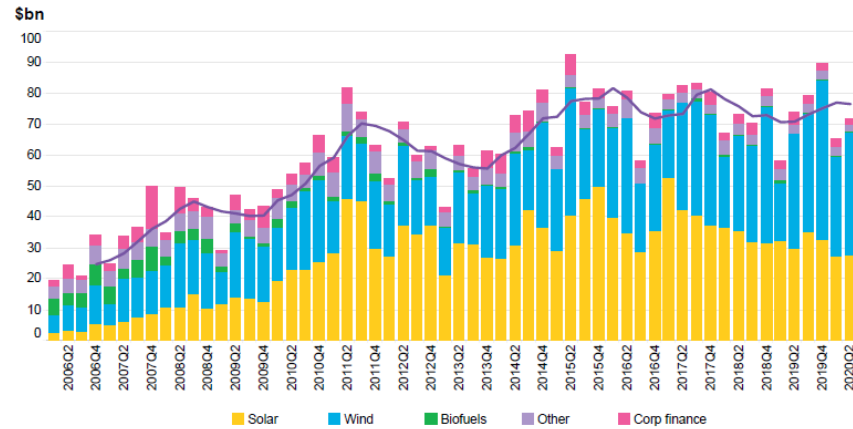




Quarterly trends, new investment

## Global new investment in clean energy, by sector

1Q 2006 - 2Q 2020



Source: BloombergNEF

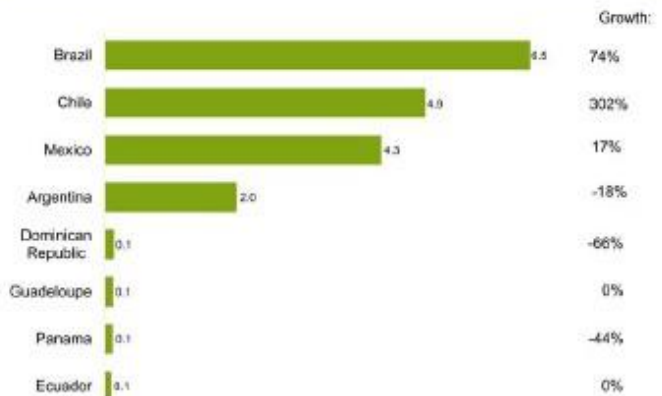
### LATAM

Latin America has three main advantages over emerging economies in terms of investment in renewable energy sources: i) abundant source of resources (solar, wind, biomass, among others); ii) a development of public policies such that greater weight is assigned to renewable auctions that increase capacity; and, iii) the trust of international firms to participate as well as financial institutions to facilitate project resources.

### Mexico

Currently, the Secretariat of Energy of Mexico has promoted a set of regulations that limit the production of renewable energies, seeking to strengthen the presence of the Federal Electricity Commission in the national Electric System. This uncertainty has generated a cloudy outlook in the sector, for which the various market participants have been greatly affected by the cancellation of long-term auctions.

FIGURE 33. RENEWABLE ENERGY CAPACITY INVESTMENT IN LATIN AMERICA BY COUNTRY, 2019, AND CHANGE ON 2018, \$BN



Source: UNEP, Frankfurt School-UNEP Centre, BloombergNEF

On April 29, the National Center for Energy Control (CENACE) published a document called "Agreement to guarantee the efficiency, Quality, Reliability, Continuity, and safety of the National Electric System, on the occasion of the recognition of the disease epidemic by the SARS-CoV2 virus (COVID-19)", which underlines that the generation of energy through wind and photovoltaic power plants affects the reliability of the National Electric System (SEN) in its sufficiency, quality and continuity, and decrees a series of "strategic" actions to take control of the SEN.

Following this on Friday, May 15, the energy secretariat published in the official gazette of the federation the "Policy of Reliability, Safety, Continuity and Quality in the National Electric System", in order to implement a series of measures to address the decrease in electricity demand derived from the COVID-19 contingency, thus limiting the criteria, guidelines and powers of the various regulatory bodies to favor and

strengthen the position of the CFE and its subsidiaries. This controversial measure was strongly criticized by various organizations at the global level, arguing that it went against the global energy transition and the environment.

Finally, on August 14, the First District Judge in Administrative Matters granted a definitive suspension to SENER's policy, thanks to the protection filed by the Mexican Center for Environmental Law (CEMDA) and Greenpeace Mexico. Said resolution nullifies the connection limitations interposed to wind and solar generation plants, maintaining a regulatory framework in favor of clean energy.

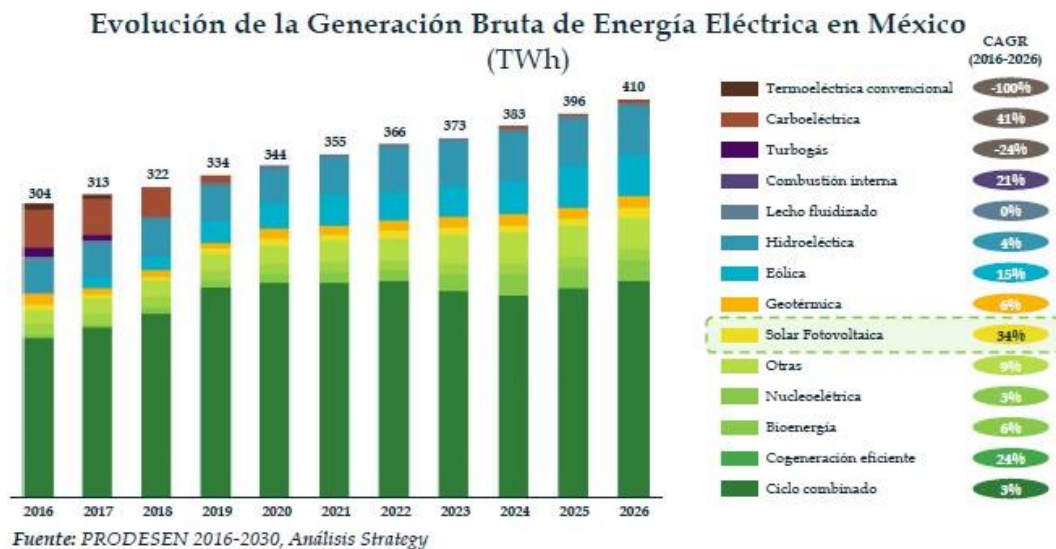
After the energy reform, the structure of the National Electric System of Mexico had a transition from a centralized scheme controlled by the CFE, to a competitive market structure, based on the interaction of supply and demand through the implementation of a spot market, regulated by CRE and CENACE. Mexico's Energy Transition Law and the General Climate Change Law established targets of 30% renewable energy generation by 2021 and 35% by 2024.

To promote this transition to renewable energy, the Clean Energy Certificate (CEL) has been created, which is a title that certifies the production of 1MWh of electrical energy through renewable sources. Every power generator must present a minimum of CELs as a percentage of its total generation, therefore, those non-renewable energy generators will need to go to a secondary market for the sale of CELs in order to comply with the regulatory framework.

In this regard, renewable energy generators will have additional income with the sale of CELs, and those non-renewable energy generators will be forced to acquire them, thus promoting investment and the development of renewable energies in the country.

Cox Energy America will focus its strategy on the divestment of non-strategic assets and begin the construction of strategic assets, taking advantage of market knowledge to locate projects in strategic areas or "nodes" with high energy prices, large industrial consumption, and poor transmission networks. and high solar radiation.

As of June 2020, the installed solar energy capacity was 5.5 GW, Cox Energy America has 1,028 MW in its current portfolio in Mexico.



## Chile

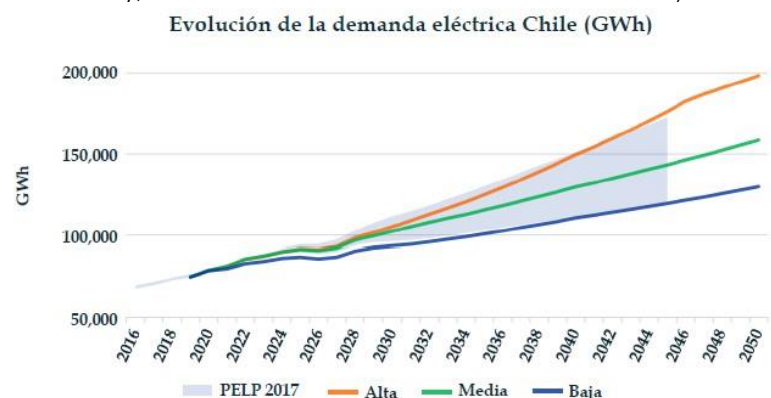
In Chile, generating Non-Conventional Renewable Energies (NCRE) is financed mainly by the private sector, where renewable energies have shown to be more competitive than conventional ones, derived from a series of regulations that promote the development of companies in the sector.

The electricity sector in Chile is governed by the General Law of Electrical Services. The energy market in Chile separates generation, transmission and distribution activities, and also has a system of nodal prices that is set by market mechanisms. A significant volume of renewable energy in Chile is negotiated through PPA contracts.

Chile is currently in the process of modifying the Distribution Law, which provides for changes that will divide distribution into three large blocks, such as: i) electricity portability; ii) quality of services; and, iii) distributed generation.

These changes will allow approximately 6.7 million customers to decide on the type of rate and type of supply that is most convenient for them. In this way, Chilean households will be able to choose i) from which company to buy energy; ii) how they want that energy to be produced; and, iii) the type of service they wish to receive.

Chile currently has an installed capacity of more than 3.1 GW, distributed in a stable market, through various connection nodes, in addition to being the Latin American country with the most efficient bank financing.

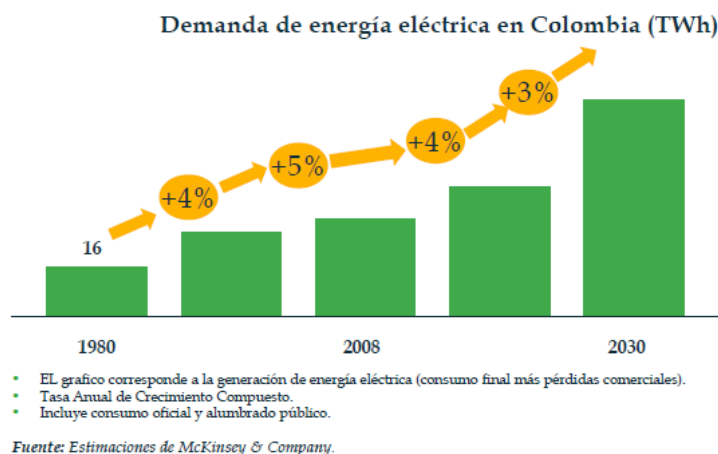




## Colombia

According to the Mining-Energy Planning Unit (UPME), Colombia will seek to promote the use of Non-Conventional Renewable Energies (NCRE), supplying the use of fossil fuels with a view to decarbonizing its energy matrix. The Colombian market has privileged the generation of hydroelectric energy, although the current administration is in search of an increase in the production of ENRC (solar, wind, biomass, geothermal). The Colombian electricity market works through auctions and long-term supply contracts and PPA contracts.

As of March 2020, the Colombian solar energy market had an installed solar capacity of approximately 108MW. In this regard, the Minister of Mines and Energy expects 2,700 MW in solar and wind generation to be added by 2022, thanks to the unprecedented opening of 2019 by a series of auctions, where energy was offered at an approximate price of US \$ 100 per MW.



## Central America

Panama has made important changes in its energy regulation as of 2013, making tariff exemptions for the import of capital goods used to produce renewable energy, in addition to allowing, to date, the accelerated depreciation of the equipment used to generate it.

Currently the energy market in Panama works through tenders where contracts are awarded at the best available price. Furthermore, it has one of the highest percentages of renewable energy generation in Central America (20% according to figures from the Central American Integration System of ECLAC); Therefore, Cox Energy America considers this area as fundamental in its future development of projects.

Clean energy generators in Panama may be creditors of an International Renewable Energy Certificate (I-REC) for each MWh produced, which have a market value that increases the profitability of renewable energy projects.

At the end of 2019, Panama had an installed photovoltaic solar capacity of 242MW. In October, Panama will launch a renewable energy auction for 5 years with a supply start date on January 1, 2021. The long-term call will incorporate criteria to develop the contracting of clean energy among private parties, an unprecedented activity in that country.

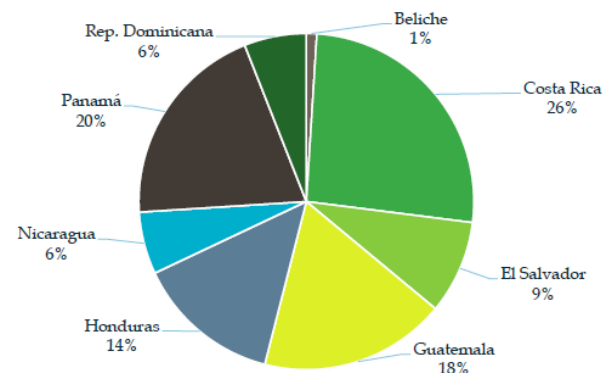
In addition to Panama, there are two markets with significant potential to develop within the Central American region, which are: Honduras and the Dominican Republic.



The Dominican Republic has promoted mechanisms that encourage investment in renewables in recent years, mainly based on tax exemptions and dispatch preferences in the National Interconnected Electric System.

According to the Director of the National Energy Commission, the energy matrix has ~ 4.9 GW, of which ~ 1.1 GW correspond to renewable energies, placing that country with ~ 24% of renewable generation with respect to the total of the matrix, close to 30% of renewable generation towards 2025. Of the total renewable capacity, 156 MW correspond to photovoltaic solar energy, a low margin for a region with high potential for solar radiation.

Participación porcentual por país Generación Renovable



Fuente: Estadísticas de producción de electricidad de los países del Sistema de la Integración Centroamericana (SICA), CEPAL

For its part, Honduras has different objectives in terms of renewable energy generation. During 2016, the objective of the Ministry of Energy, Natural Resources, Environment and Mines was to supply 60% of the national electricity demand through renewable sources, which is very different from the current reality.

Recent resolutions by the Congress of that country in favor of an exemption from taxes on the export of fossil fuels and coal for power generation have been significantly modifying the composition of the energy matrix. At the end of the first semester of 2020, the generation of electricity from coal burning was 10% due to its low cost, while solar energy has become the third largest source of generation in the energy matrix.

The low levels of renewable energy generation in Honduras make this a possible future investment destination, therefore, the structuring and development of photovoltaic solar energy projects has a relevant area of opportunity, as long as the support trend government leans towards the renewable section, generating a regulatory framework similar to that described for the Dominican Republic and Panama.

Source: AHPEE



## CORPORATE STRUCTURE AND IPO

Restructuring of Cox Energy in Latin America: On April 11, 2020, Cox Energy Solar, S.A. completed a set of corporate transactions, in order to carry out its corporate restructuring in Latin America. Due to the restructuring, Cox Energy Solar, S.A. carried out the following operations:

- Transfer of the interests of the Chilean and Panamanian companies from Cox Energy Solar, S.A. to Cox Energy Latin América, S.L., through a capital increase by non-monetary contribution;
- Transfer of the shares of Cox Energy México, S.A. de C.V., belonging to Cox Energy Latin América, S.L. a Cox Energy Solar, S.A.



- Transfer from Cox Energy Solar, S.A. a Cox Energy México, S.A. de C.V. all the shares of Cox Energy Latin América, S.L. by means of capital increase by non-monetary contribution;
- Change of corporate name of Cox Energy México, S.A. de C.V. by Cox Energy América, S.A. de C.V.

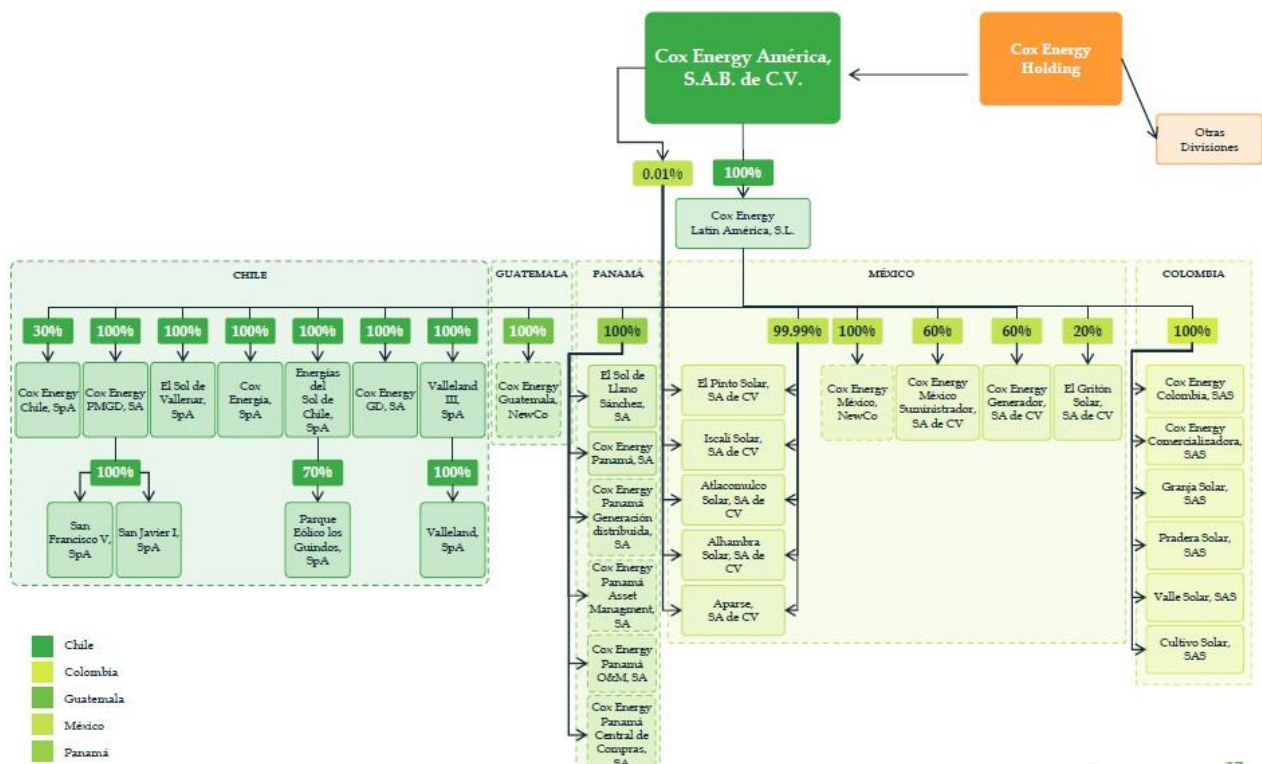
Subsequently, due to the IPO, the change of company name to Cox Energy América, S.A.B. de C.V. and adaptation of the Bylaws as a previous step to the IPO and the listing of its shares in BIVA.

Initial Public Offering: Cox Energy América S.A. de C.V gave notice of its IPO on July 2 and it was finalized on July 7. Series II nominative ordinary shares were placed, freely subscribed, representing the variable part of its capital stock. The Company raised an amount of Ps.393.63 million at a unit price of Ps.31.41 per Share, resulting in a total of 12,531,922 new Series II Shares issued.

Derived from the corporate restructuring and the IPO, the final shareholding and corporate structure of COX Energy America resulted as follows:

Shareholder	Fixed	Variable	Total	%
Cox Energy Solar, SA	92.097%	-	138,146,219	84.996%
Enrique Riquelme Vives	0.002%	-	3,000	0.002%
Público Inversionista	7.901%	100%	24,382,703	15.002%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>162,531,922</b>	<b>100%</b>

Source: Cox Energy América



Source: COX





## ESG

The concern and interest in ESG (Environmental, Social & Corporate Governance) issues has led the mandates of institutional investors with the thesis that a corporation that acts in a manner consistent with the interests of its Stakeholders will generate greater value long-term and will mitigate risks.

COX, despite its relatively few years in the industry, incorporates a series of actions, processes and profiles in accordance with the best ESG practices

**Environment:** One of COX's key principles is to provide globally competitive and sustainable solar energy through the innovative integration of reliable technology, so environmental sustainability is intrinsic to your business.

As part of their preparation for any tender, they analyze the environmental risks that might be associated with a given project and identify what legal requirements will be imposed when addressing those risks. They then prepare an action plan and include any social environmental safeguards or response actions you need to do in the budget for the final offer.



Source: COX

**Social:** Recently, the issuer has begun to install a global system of environmental and social administration covered by Convention number 169 of the ILO (International Labor Organization) on Indigenous and Tribal Peoples in independent countries, which is an international treaty adopted by the International Labor Conference in Geneva in 1989. The convention is based on respect for the cultures and ways of life of indigenous peoples and recognizes their right to land and natural resources, as well as the right to decide their own priorities in matters that pertain to the development process.

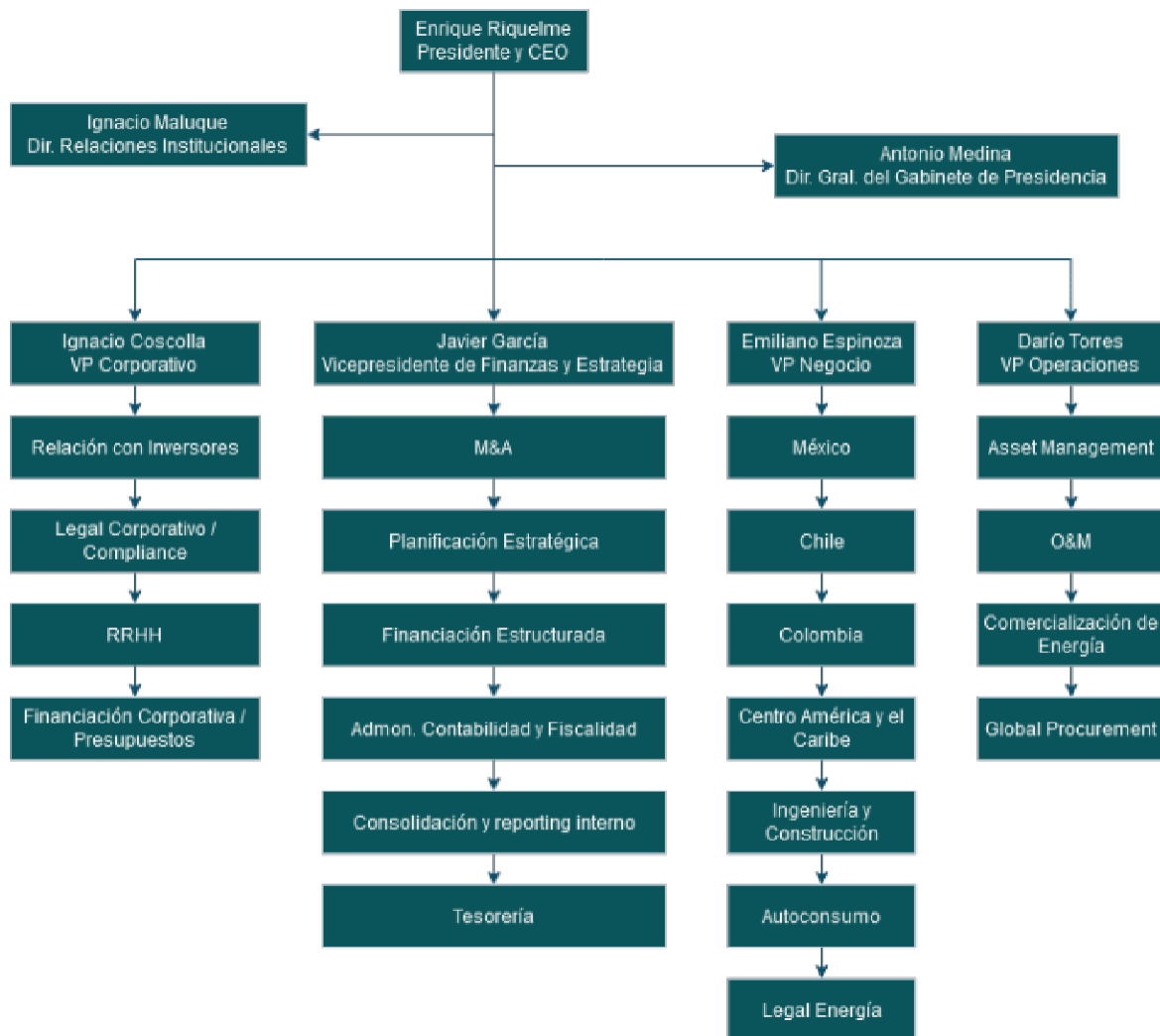




Currently COX already has its first project covered by this agreement which voluntarily accepted an indigenous consultation developed in the Atacama Desert in Chile.

Corporate Governance: The Board of Directors is made up of 12 members:

- The Executive President (Enrique Riquelme, also founder and CEO)
- 6 Associate Directors (50%)
- 5 Shareholders Directors (42%)



## TIMELINE

2014

- The Company is founded



2015

- Agreement with NRG to carry out projects in Latin America.
- Agreement with Waaree Solar for the development of the platform in New Dehli, India2016

2017

- Cox starts the commercialization of energy in Spain
- PPA assigned for 264GWh per year in Chilean tender for 20 years
- Agreement with Attijariwafa Bank for the development of the platform in Francophone Africa

2018

- Divestment to Sonnedix of 70% of the tender assigned in Chile of 264 GWh per year
- Divestment of 80% of the 333 MWp La Granja Solar Project to GPG
- Obtains license to commercialize electricity in Mexico
- Together with X-Elio, a PPA is awarded in Mexico: 118 MW project
- Awarded 360 GWh per year in a public energy auction in Chile: 220 GWh in JV with Sonnedix and 140 GWh alone for 20 years

2019

- Obtains the largest PPA in history with Audax Spain of 660 MW for 20 years
- PPA signed with Nexus Spain of 300 MW for 20 years
- Joint Venture with Sonnedix to develop platform in Europe
- Joint Venture with Nexus for the minority entry in the commercialization of energy in Mexico and its management
- Sign a PPA with Walmart Chile for 20 years

2020

- Separates its assets into two vehicles to separate operations in Europe and Latin America
- Divestment of 30% in the Chilean company SVP P4

- Initial Public Offering of Subscription of shares of Cox Energy América in Mexico and listing through the Institutional Stock Exchange
- Place Ps.393.6 million at a price of Ps.31.41 per share

## Glossary

**Backlog.** It refers to projects that are in a final phase prior to construction where the land and access to the electrical network are secured; there is more than a 90% probability of obtaining the environmental permit and there is a framework contract with an energy buyer or a stabilized price scheme, or a future visibility of prices in an energy spot arc. For Backlog projects the probability of success is 85%.

**Advanced Development.** It corresponds to projects that are in an advanced technical and financial situation since: the land is insured or it is estimated that there is more than a 50% probability of being obtained; The corresponding requests have been made to access the electricity network with an estimate of more than 90% of being achieved; and the environmental permit has been applied for. For projects in advanced development the probability of success is 68%.



Initial Development. They are projects with technical and financial feasibility, taking into account the following circumstances: there is a possibility of land; and / or access to the electricity grid is considered operationally viable. For projects in Initial Development the probability of success is 35%.

In construction. For projects that are with order to the constructor for the beginning of the works on the ground. For projects under Construction the probability of success is 95%.

In operation. For projects where responsibility for the asset has been transferred from the company performing the EPC builder functions to the Cox Operation team.

PPA. Power Purchase Agreement for its acronym in English, is a long-term purchase agreement between a generator and a buyer. The buyers are energy traders, who will resell the purchased energy to their end customers. The contract sets the start of the operation and payment terms. PPAs ensure stable income for a long period of time, allowing access to better financing conditions.

Spot. In a spot market, the underlying is delivered instantly, since electricity is a commodity that cannot be stored in large quantities. In the energy sector, purchased electricity is paid for one day before delivery.

## Relevant Information

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