

# 3Q Earnings Presentation

14<sup>th</sup> November, 2023

maha-energy.com

#### Disclaimer

#### Future Oriented Financial Information and Notes to the Presentation

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### **Glossary**

k	Thousand	Gas to oil	6,000 cubic feet = 1 barrel of oil equivalent		
m	Million	conversion			
boe	Barrels of oil equivalent	All monetary	values are in USD unless otherwise noted.		
bbls	Barrels				
bopd	Barrels of oil per day				
boepd	Barrels of oil equivalents per day				
mscf	Thousand standard cubic feet				



# **Today's Presenters**

#### **Professional Experience**













dbo energy

#### Curriculum

Kjetil Solbraekke has over 30 years of experience from the Norwegian Oil and gas sector in various positions as Assistant director general in the Ministry of Petroleum in Norway, SVP and CFO in Norsk Hydro, SVP in Equinor, CEO in Panoro Energy and Sintef do Brazil, Founder and CEO in DBO Energy, and Board member in 3R Petroleum. He has lived in Brazil since 2006.



Kjetil Solbraekke CEO

**Guilherme Campos**CFO

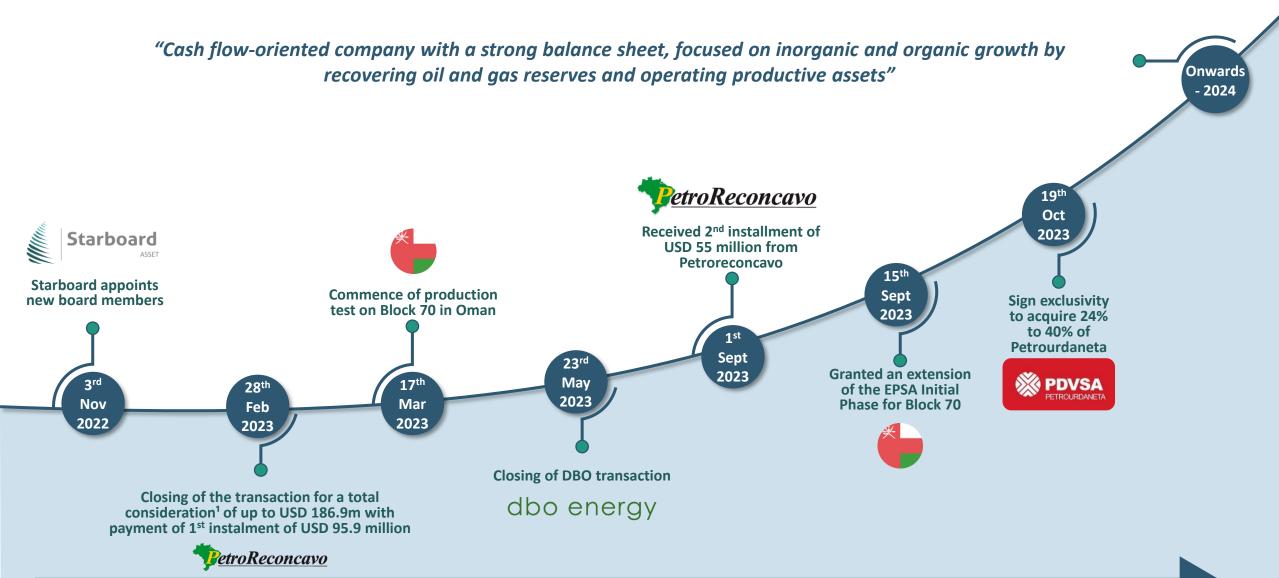




Guilherme has most recently held the position of Finance Director at Maha Energy (Oman) Ltd., co-leading the Omani organization and assisting the company with the execution of Maha's relevant projects in the country. Guilherme has also held top management positions, such as CFO at Viracopos International Airport and Interim Project Head for BHP Billiton Brazil. As a strategy consultant Guilherme was a Senior Manager at Bain & Company where he worked for 12 years.



# **Transformational Events Throughout in the Last 12 Months**



### Maha At a Glance

## Reshuffling of assets, together with attractive M&A transactions are the guidelines for Maha's new business strategy

#### MAHA'S GLOBAL FOOTPRINT<sup>1</sup>



#### PORTFOLIO HIGHLIGHTS

#### Papa Terra and Peroa - Offshore in Brazil

- ✓ Closing on 23<sup>rd</sup> May 2023 and Attractive transaction multiple<sup>2</sup> of 0.23x P/2P NPV10 (as of 23<sup>rd</sup> May 2023).
- ✓ For year end 2022, 2P reserves of 18.8 MMBOE. Production in 3Q 2023 2,036 BOEPD.

#### Block 70 (Oman) – Commence of production test & end of drilling campaign

- ✓ All commitments for phase 1 has been concluded
- ✓ Received the approval for the extension of the Initial Phase of the EPSA until December 2023.

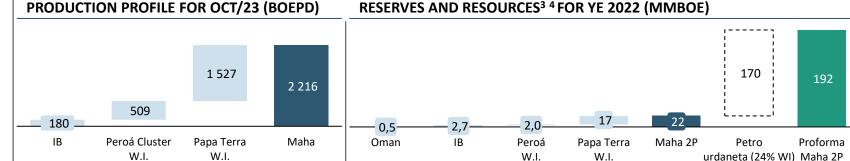
#### **Illinois Basin**

- ✓ Traditional onshore US production from 60 wells with additional 40 drilling target locations.
- ✓ Low cost, low risk operations.

#### Petrourdaneta

- ✓ Sign exclusivity agreement to acquire 24% of Petrourdaneta
- ✓ Petrourdaneta field has more than 8 billion barrels of oil in place and adds potentially 170mm boe to Maha Reserves

#### Received USD 55 million relative to the 2<sup>nd</sup> installment from Brazilian entity sale





<sup>1)</sup> Petrourdaneta is still pending signing; 2) According to the Fairness Opinion released on 6th February 2023;

<sup>3)</sup> Contingent resources are contingent upon Declaration of Commerciality and Field Development Plan to be approved; 4) Petrourdaneta's potential 2P reserves of oil and gas Source: Company information, ANP; 3R Petroleum, PDVSA

# Venezuela Highlights



# **Venezuela – The Largest Oil Reserves Worldwide**

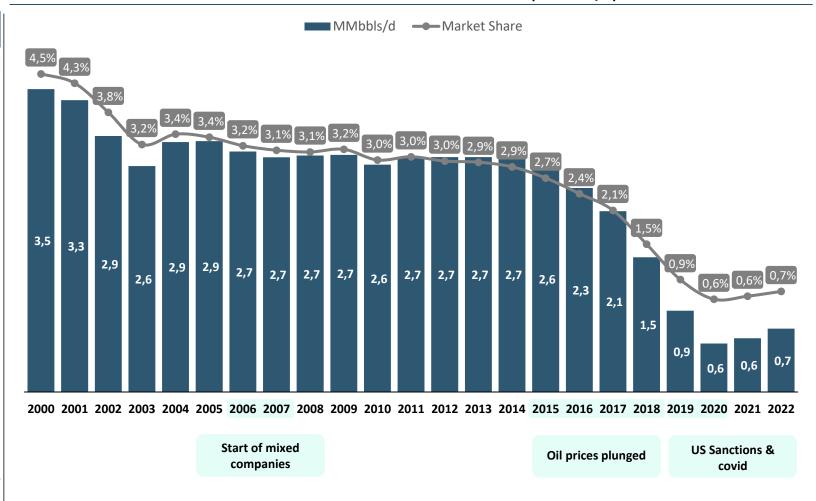
1,703

At the same time, Venezuelan oil output corresponded to merely 0.7% of global output in 2022

#### **PROVED OIL RESERVES (BILLION BARRELS)**

PROVED OIL RESERVES (DILLION DARRELS)					
	Country	Proved Reserves	% Total		
	Venezuela	304	17.8%		
22413	Saudi Arabia	259	15.2%		
Ψ	Iran	209	12.2%		
(*)	Canada	170	10.0%		
الله اکبر	Iraq	145	8.5%		
C	Kuwait	102	6.0%		
C	United Arab Emirates	98	5.7%		
	Russia	80	4.7%		
<u>C</u>	Libya	48	2.8%		
	United States	44	2.6%		
	Nigeria	37	2.2%		
	Kazakhstan	30	1.8%		
	China	26	1.5%		
	Qatar	25	1.5%		
6	Brazil	13	0.7%		
_	Others	114	6.7%		

#### VENEZUELAN OIL PRODUCTION SHORTFALL AND SHARE OF GLOBAL OUTPUT (MMBBLS/D)





World

# PetroUrdaneta oil fields near Maracaibo, large oil in place volume and good API

#### PETROURDANETA'S OPERATIONAL FOOTPRINT

# El Mojan Mara Oeste DM - 115 Palmerejo de Mara Embalse De Manuelote DM -91 Embalse De Tule San Cruz de Mara Mara Este Maracaíbo P-84 11 La Concépcion <u>n1</u> P - 114 LA Paz Storage Station 11 Oil Well Flow Station PetroUrdaneta's Oil Fields - Pacon Corridor

#### PETROURDANETA'S OIL FIELDS KEY FIGURES

Figure		Mara Oeste	Mara Este	La Paz	El Mojan	Total
API °		15°	15° - 30°	20° - 35°	30°	15° - 35°
OIIP	mmbbls	1,450	2,520	4,600	30	8,600
Accum. Production	mmbbls	50	400	950	5	1,405
Oil Recovered	%	3%	16%	21%	17%	16%
2P Oil Reserves	mmbbls	n.a.	n.a.	n.a.	n.a.	~500
2P Gas Reserves	mmboe	n.a.	n.a.	n.a.	n.a.	~200
Total 2P Reserves	mmboe	n.a.	n.a.	n.a.	n.a.	~700



VENEZUELA

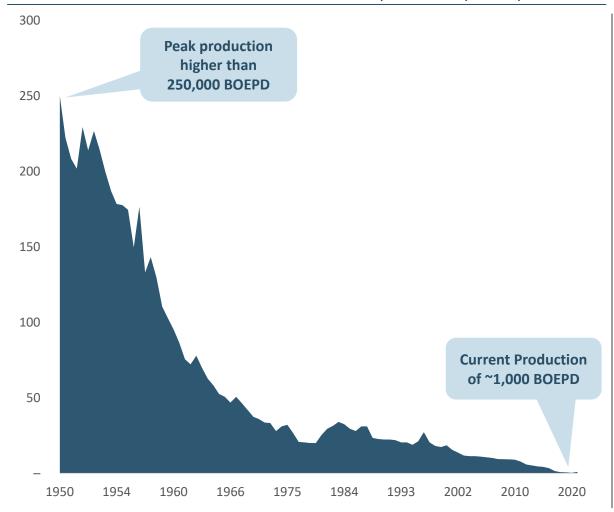
Source: PDVSA and company information

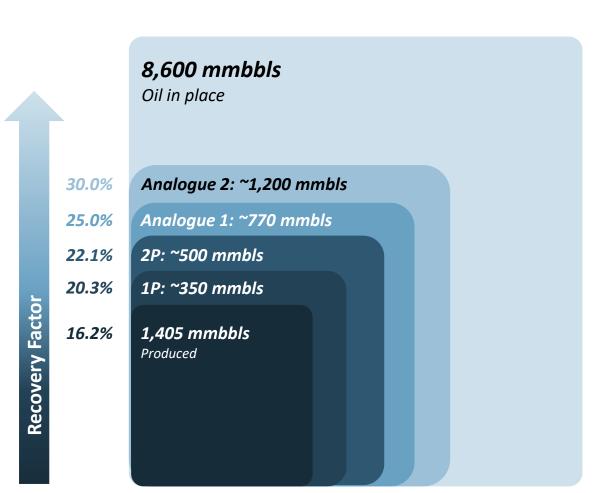
# **Petrourdaneta Historical Fields' Production and Prospects:**

P-84 well produced around 64 million barrels, a world record. Analogue fields gives a grasp of the upside potential

COMBINED PRODUCTION PROFILE FROM MARA OESTE, MARA ESTE, LA PAZ, EL MOJAN

**RECOVERY FACTORS AND RESERVES** 







# Maha's Venezuela Team is already in place

#### **OFFICE LOCATION**

#### **TEAM WITH EXPERIENCE IN TOP NOTCH FIRMS**





**Javier Cordero** Venezuela Leader



Ex CEO - tgs

Ex Country Manager - PETROBRAS



**Reinhard Gros** Senior Consultant

Managing Partner – Rio Branco Energy Partners LLC

Ex COO and Co-Founder - AngraEnergy





Ex Senior Advisor –

#### **Luis Osorio**

Team Leader (Project Manager)





#### Eliana Alvarado

Caracas Leader (Reservoir & Planning)



**GRUPO PEREZ COMPANC** 

#### **Javier Rios**

Maracaibo Leader (Drilling & Workover)





#### **Amarilis** Bermúdez (Supply Chain Expert)







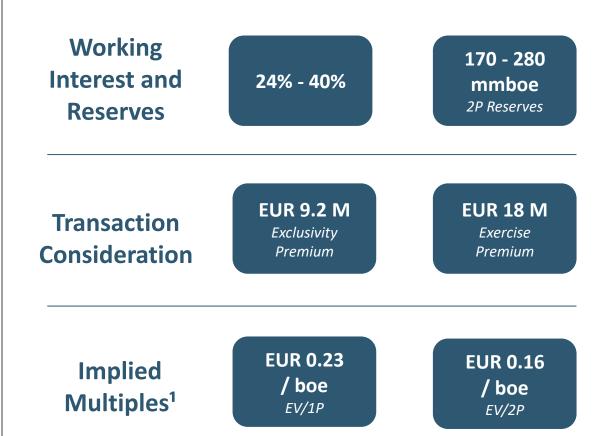
Source: Company information

# **Petrourdaneta Transaction Highlights**

## Expectation to conclude transaction in 3-6 months and start the development program

STEPS KEY STATS

- Maha to pay EUR 4.6m for an exclusivity period of up to 9 months. During this period, Maha and its advisors intend to perform the necessary due diligence and operational feasibility of the proposed transaction and obtain necessary approvals for the signing of the definitive documents and relevant agreements.
- Maha would pay an additional EUR 4.6m in case it decides to extend the exclusivity for an additional 12 months, or upon the execution of the relevant definitive documents.
- Thereafter, Maha has a call option to acquire shares or quotas representing 60 percent of OE&P's holdings (price: EUR 1.00).
- In the absence material adverse effect ("MAE") and in the event of exercise of Maha's 60 percent-call option, Maha to pay a premium of EUR 18m in instalments, from the 2-, 3-, 4-year after the Maha's exercise its 60 percent call option.
- At any time during the two years following the closing, Maha has a call option on the remaining 40 percent of Partner B taking Maha Energy's total stake up to 40 percent of PetroUrdaneta.
- Maha would have the right to receive up to 24% of the USD 150 million in unpaid dividends from Petrourdaneta





# Maurel & Prom Agreements with PDVSA shows the way forward

#### AGREEMENT OVERVIEW



Maurel & Prom (M&P) is a French independent oil and gas company listed on the Euronext Paris with market cap of EUR 1.2 billion. One of its largest shareholders is Pertamina, the Indonesian NOC.

The company has 32% net interest in the mixed company Petroregional del Lago alongside PDVSA's 60% interest and other minority shareholder.

On November 7<sup>th</sup>, M&P signed with PDVSA a comprehensive set of agreements to restart the activities on the Petroregional del Lago's assets:

- I. Recent relaxation of U.S. sanctions on Venezuelan oil and gas sector
  - ✓ General License 44 ("GL 44") issued by OFAC on 18 October 2023 broadly allows the resumption of all oil and gas activities in Venezuela
  - ✓ These authorizations contained in GL 44 apply equally to U.S. and non-U.S. persons
- II. Agreements in place will allow the redevelopment of the asset
  - ✓ Focus includes reinvestment in preserving asset integrity, maintaining personnel safety and well-being, and production growth
  - ✓ Increased involvement of M&P in the mixed company operations and procurement, including the appointment of additional secondees in key positions
- III. Agreements include arrangement to pay off debt of M&P Iberoamerica (80% subsidiary of M&P)
  - ✓ Outstanding debt owed to M&P Iberoamerica (\$914 million) will be recovered over time via the allocation of a set portion of the revenue of the mixed company
  - ✓ Some of this debt may be used to increase the exploitation area of the mixed company in Lake Maracaibo

M/H/ ENERGY

Source: Maurel & Prom

# **Creating Value to Shareholders – While Never Compromising on Global Standards**

- Maha Energy acknowledges the sensitive nature surrounding the acquisition and operations in Venezuela. The Company is thus committed to being transparent, while acting responsibly and ethically – and adhering to rules and regulations.
- In 2022, the Venezuelan government and political opposition signed a social accord to create an UN-administered fund to provide humanitarian aid. In response from the international community, some of the existing sanctions on Venezuelan oil operations were eased.
- Following the signing of an electoral roadmap between the Venezuelan government and the political opposition the U.S. Department of the Treasury (OFAC) on October 18, 2023, temporarily authorized transactions with certain sanctioned parties in Venezuela, including PdVSA (General License 44).
- Maha energy intends to actively contribute to surrounding communities through financial initiatives and by utilizing local contracting whenever possible.

The acquisition of PetroUrdaneta is in line with Maha Energy's ambition to always generate value to shareholders, while never compromising on its commitment to global standards and best practices.





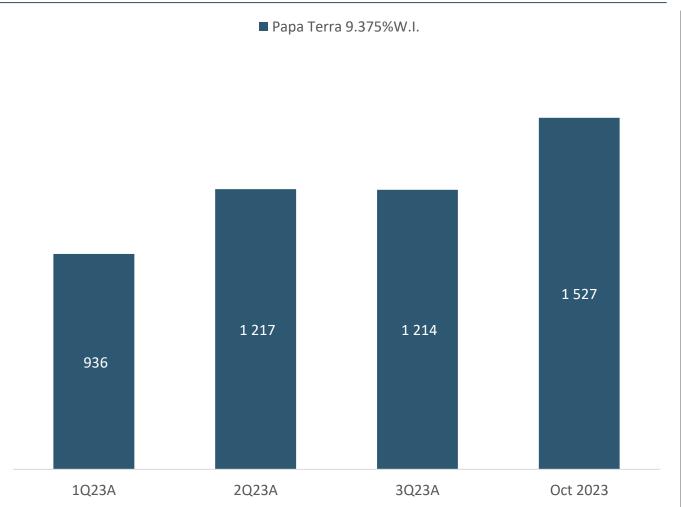
Source: Company information

# Operational Highlights



# Papa Terra (Brazil) – Heavy oil field with enormous Oil in place volumes

#### PROFORMA MAHA PRODUCTION PROFILE<sup>1</sup> (BOEPD)



#### **PAPA TERRA (9.375% W.I.)**

- ✓ Wells are demonstrating production capacity above what was stimulated by Chevron and Petrobras. Current production from PPT-16, PPT-37, PPT 50 and PPT-51.
- ✓ Significant backlog on FPSO maintenance can still interrupt monthly production numbers as was the case in May-23, expect to increase regularity to 80-90 % within 2025.
- ✓ Expected to reach up to 15% recovery factor (Peregrino is about 17%).
- ✓ Reconnection of well PPT-37 yields additional 4.000 barrels at close to zero CAPEX.
- ✓ In 2024 expect including production from well PPT 17 and PPT 22 after workovers, changing of ESP.
- ✓ First new well to be drilled next year in a well-known part of reservoir.



# Papa Terra (Brazil)

# **Intensive Optimization Program**



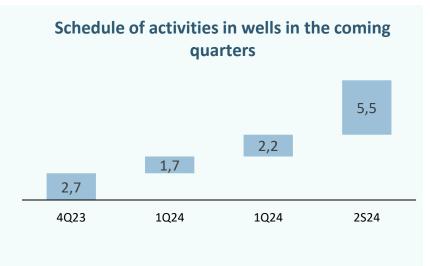


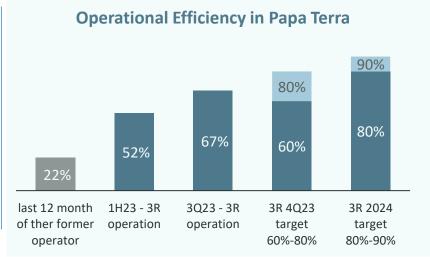
#### 1st PHASE OF INTERVENTIONS CONCLUDED (UNTIL NOV/23):

- ✓ Improvements in power generators: maintenance (#3) and overhaul (#1)
- Improvements in several critical pumps
- ✓ Improvement and certification off the boiler system
- ✓ Inspection of cargo tanks (ongoing)
- Increase in storage capacity: better offloading management with higher flexibility to operate
- ✓ Workover campaign: first rig on site and first workover already started (well PPT-22)



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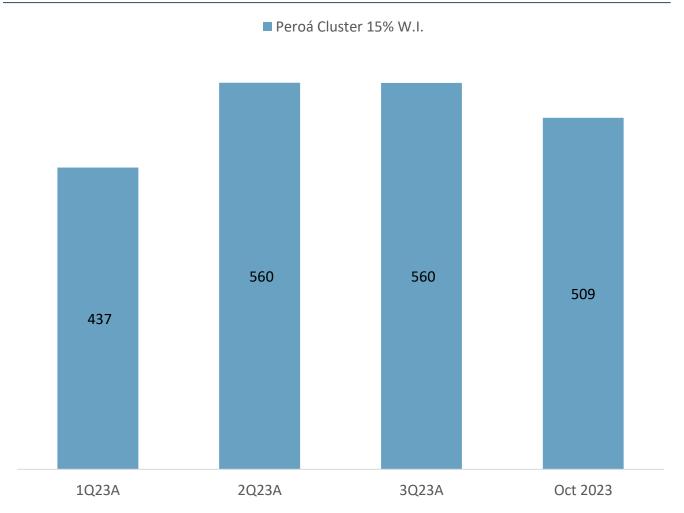




Source: 3R Petroleum 3Q Earnings Presentation

# Peroá Cluster (Brazil) – Dry gas in a industrial area with high consumption

#### PROFORMA MAHA PRODUCTION PROFILE<sup>1</sup> (BOEPD)



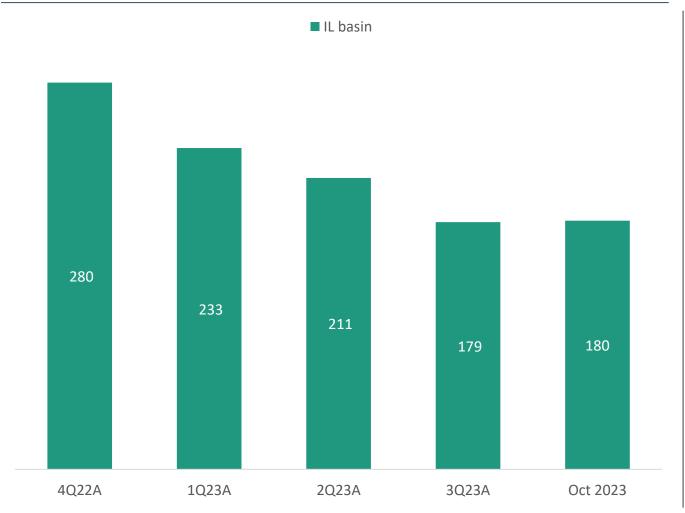
## PEROÁ CLUSTER (15% W.I.)

- ✓ Very stable production with take-or-pay contracts.
- ✓ The production at the Peroá Cluster grew 28.1% from Q1 to Q2.
- ✓ In July, 3R offshore signed a contract with Companhia de Gás do Espírito Santo ("ES Gás").
- ✓ The price of the Peroá gas contract is 13.5% of Brent per MMBtu, and the net price, after treatment and transportation, is ~11.5% of Brent.
- ✓ Malombe discovery with contingent reserves of 2.1 mill boe of dry gas.
- ✓ The cluster also contain large ILX opportunity. A large gas prospect with low-cost tieback to existing infrastructure.



# Illinois Basin (USA) – A traditional US Onshore play generating cash in current oil price scenario

#### PROFORMA MAHA PRODUCTION PROFILE<sup>1</sup> (BOEPD)

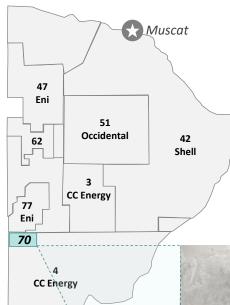


#### **ILLINOIS BASIN (97% W.I.)**

- ✓ Mississippi line play limbstone reservoirs
- ✓ Average daily production volumes for the quarter decreased due to natural decline of the wells that were drilled in 2021.
- ✓ New wells to be drilled late 2023 and further wells considered for 2024.
- ✓ New fracking and tracers in last wells give reason to expect increased IP rates .
- ✓ The field has low operating cost, but limited production per well.



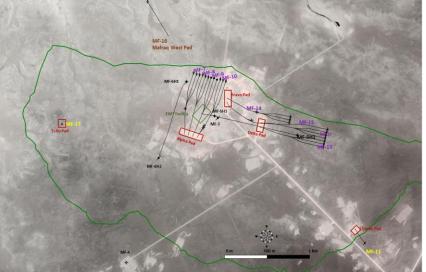
# Block 70 (Oman) – Heavy oil field in a country with several opportunities



#### **Highlights:**

#### End of the drilling campaign:

- 8 producing wells
- 2 appraisal
- ◆ 1 exploration
- Drilling costs at USD 1.5 million per well
- No incidents during drilling



#### **WELL TEST UPDATE**

- ✓ All 8 production wells drilled in the 2022/2023 drilling program were tested for short term.
- ✓ Initial production rates per well 300-350 barrels of oil per day.
- ✓ H2S encountered in 2 of the wells.
- ✓ Pump challenges in 3 wells that was unable to flow oil.
- ✓ The oil produced 11-13 degrees API and higher viscosity than expected.
- ✓ 290 million barrels of oil in place.
- ✓ High potential for thermal stimulation.

#### **NEXT STEPS**

- During the second quarter of 2023, the Minimum Work Obligations of the EPSA have been fully concluded as planned and, as Maha approaches the end of the Initial Phase in late October 2023, different extension scenarios were evaluated by the Company and discussed with Omani authorities.
- Maha has received an extension of the Initial Phase of the EPSA to the Ministry of Energy and Minerals of the Sultanate of Oman.
- Currently discussing way forward with partners and authorities.



# Maha production outlook based on reserve reports

#### 2P FOR IB, PAPA TERRA AND PEROÁ. 2C FOR MALOMBE

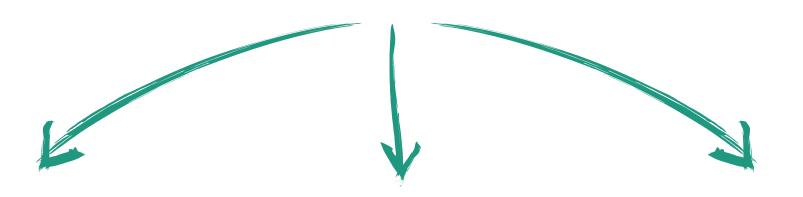




# **Maha Energy Strategy**

Maha is in a strong financial position and intends to embark on a growth journey, structured upon the following pillars





#### **ENHANCED RECOVERY**

Maximize recovery on existing assets

#### **CORE AREA GROWTH**

Growth opportunities in areas where already present

#### **BRIDGE HEAD POSITIONS**

Special situations opportunities with limited entry ticket and high return potential



# **Financial Highlights**



# **Q3** Financials Highlights - Income Statement

#### Q3 HIGHLIGHTS (TUSD)

#### **BOEPD**

1,953

(1.8%) q/q - 42.9% y/y

#### **WTI Price**

82.3/bbl

11.6% q/q - (11.7%) y/y

#### Revenue

1,250

(5.7%) q/q - (51.3%) y/y

#### **Operating Netback**

33.2 /BOE

32.6% q/q - (30.5%)% y/y

#### **EBITDA**

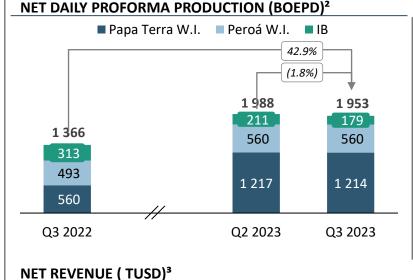
(323)

1,465 q/q - (89) y/y

#### **Net Result**

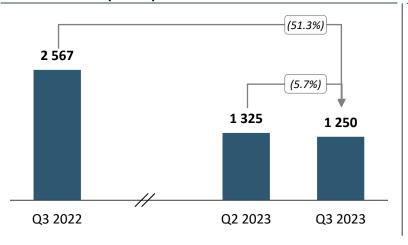
(3,406)

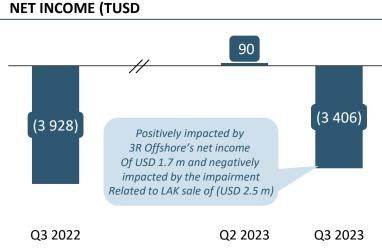
(3,496) q/q - 522 y/y



# (234)(1788)Q3 2022 Q2 2023

EBITDA (TUSD) (%)1







(323)

Q3 2023

<sup>1)</sup> Considers only the results of the continuing operations for present and past data even tough the divestment of Brazilian entity only occurred on 28th February 2023; 2) Proforma production from Maha Offshore assets closed on 23rd May 2023; 3) Revenues from Maha Offshore assets are booked as income from investment in associate.

# **Q3** Financials Highlights – Cash Flow and Balance Sheet

#### Q3 HIGHLIGHTS (TUSD)

#### CASH BALANCE BUILD-UP FOR THE PERIOD (TUSD)

#### Total Cash<sup>1</sup>

142,785

69.2% q/q - 1,432% y/y

Does not include USD 8.7 m in long term investments

#### **Δ Working Capital**

(12,542)

(14,030) q/q - (14,228)y/y

#### **Bank Debt**

Cash from Oper.

(4,414)

(2,916) q/q - (14,093) y/y

39,516

4.4% q/q – (20.0%) y/y

#### **Total Assets**

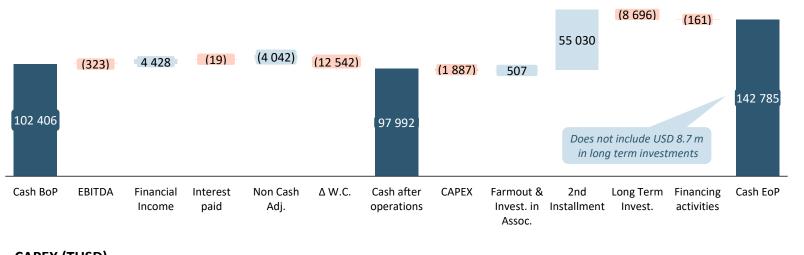
230,198

(1.6%) q/q - 18.8% y/y

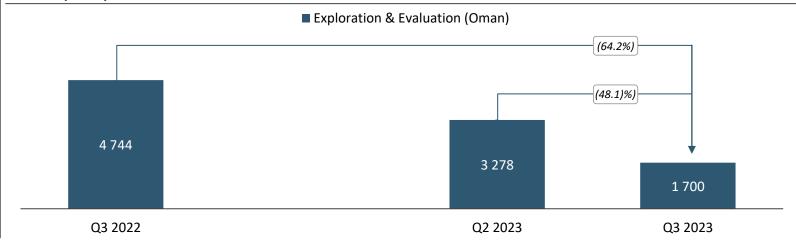
#### **Shareholder's Equity**

180,863

(1.5%) q/q - 55.1% y/y

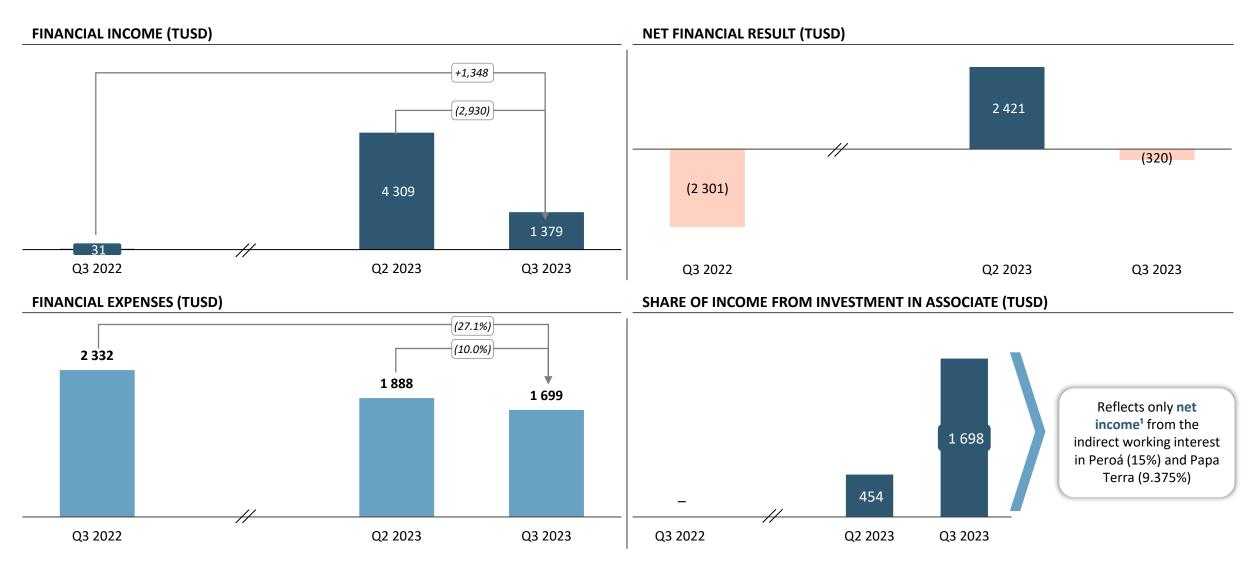


#### **CAPEX (TUSD)**





# **Q3** Financials Highlights – Income Statement





1) Does not account for the CAPEX Source: Company information

# **Stock Overview 3Q23**



THE STOCK <sup>1</sup>				
Current Stock Price	USD 0.89	SEK 9.79		
52 Week High	USD 1.11	SEK 12.85		
52 Week Low	USD 0.70	SEK 7.21		
ADTV 30 days	USD 0.4 million	SEK 3.6 million		

CAPITALIZATION			
Market capitalization <sup>1</sup>	USD 153.9 million		
Net debt (cash) <sup>2</sup>	(USD 103.3 million)		
Cash <sup>2</sup>	USD 142.8 million		

KEY FINANCIALS – LAST TWELVE MONTHS PER 3Q23 <sup>3</sup>			
Revenue	USD 21.3 million		
Net production	816 boepd		
EBITDA – EBITDA Margin	USD 6.4 million – 30%		
Operating cash flow	USD 3.0 million		
Net result	USD (5.6) million		



# **Appendix**



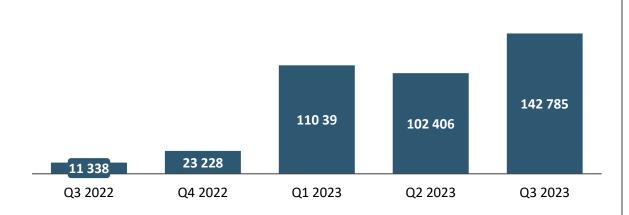
# Maha's Reserves Breakdown (as of 31st December 2022)

Assets	W.I (%)	Source	Data	Unit	1P	2P	3P
Illinois Basin (USA)	97,0%		Reserves	MMBOE	1.3	2.7	3.6
Block 70 (Oman)	65,0%	McDANIEL	Reserves	MMBOE	0.4	0.5	0.6
Peroá Cluster (Brazil)	15,0%	McDANIEL	Reserves	MMBOE	1.5	2.0	2.1
Papa Terra Cluser (Brazil)	9,4%	MacNaughton	Reserves	MMBOE	9.7	16.8	21.5
Maha Offshore			Reserves	MMBOE	11.2	18.8	23.6
			Reserves	MMBOE	12.9	22.0	27.8
M/H/ ENERGY			Cash position + Proceeds from sale <sup>1</sup>	USD million	178.8	178.8	178.8
			GAV	USD million	279.5	351.6	416.2
			NAV <sup>2</sup>	USD million	218.7	292.4	352.1
Source		Source	Data	Unit	1C	2C	3C
Block 70 (Oman)		McDANIEL	Contingent Resources	MMBOE	11.1	21.0	35.1
Maha Offshore		DE GOLVEN MAC NAUGHYON	Contingent Resources	MMBOE	1.3	2.1	2.4

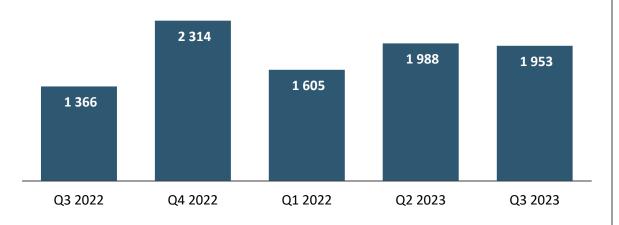


# **Q3 Key Metrics Update**

#### Maha's Total Cash Balance (TUSD)



#### Maha's Production<sup>1</sup> (BOEPD)



#### **Comments on the Quarter Results**

#### **Looking Forward**



- In Q3 2023 Maha received the last installment of the Brazilian entity's sale
- A full quarter of results from Peroá and Papa Terra were recorded as investments in associate on Maha's books
- The potential acquisition of 24% of Petrourdaneta is evidence of Maha's ambitious growth strategy and value creation plan



#### **Exploration and Capex Program**

- Block 70 2022-2023 drilling campaign ended in late Q2
- As a result, the CAPEX for the following quarters are expected to be very modest
- On Q4 2023, 3 commitment wells will be drilled in IB. Budget around USD 4 million including facilities



#### **Enhanced Capital Structure**

- Solid cash position of TUSD 142,785 (incl. restricted cash)
- Additionally, there are TUSD 36,000 in earn-outs which could be paid in the next years



#### **Inorganic Growth**

 Maha is actively looking for accretive investment opportunities to deploy its cash balance and generate shareholder return



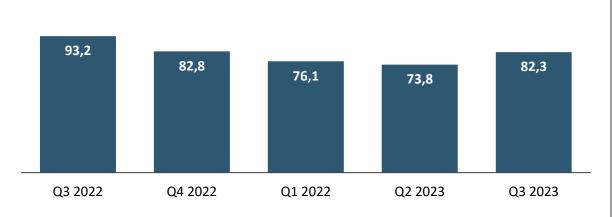
1) Considers IB production and Maha offshore production (closing was in May 2023)

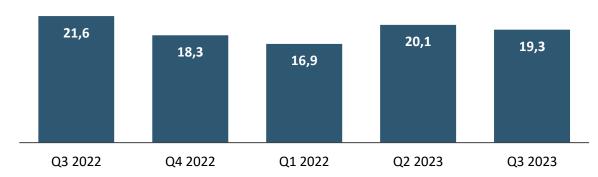
Note: The information included hereunder relates only to Maha's entitlement on Peroá and Papa Terra clusters' production, considering its indirect participation interest on said assets. It was calculated based on the information made public by 3R Petroleum. The production from Peroá and Papa Terra clusters are not consolidated in Maha's financial reporting. Maha's share of results from the clusters are instead reported as Income from investment in associate. Source: Company information

# **Q3 Key Metrics Update**

#### WTI PRICE - QUATERLY AVERAGE

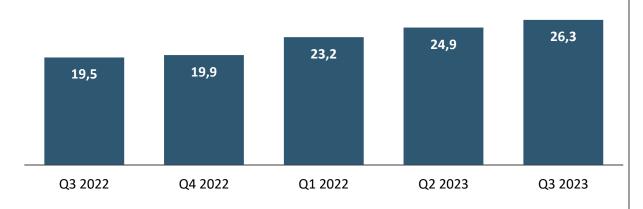
#### MAHA'S ROYALTY<sup>1</sup> (USD/BOE)

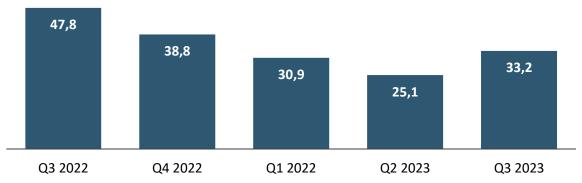




#### MAHA'S PRODUCTION EXPENSES<sup>1</sup> (USD/BOE)

#### MAHA'S NETBACK<sup>1</sup> (USD/BOE)







# **Q3 Key Figures Reported**

(TUSD)	Units	Q1 2023	Q2 2023	Q3 2023
Net Daily Production	BOEPD	233	211	179
Delivered Oil & Gas	BOE	20,941	19,187	16,468
Revenue	TUSD	1,486	1,325	1,250
Operating netback	TUSD	648	470	527
Operating netback/BOE	USD/BOE	32	25	33
EBITDA	TUSD	(237)	(1,788)	(323)
EBITDA Margin	%	(15.9%)	(134.9%)	(25.8%)
Finance Income	TUSD	334	4,309	1,379
Finance Cost	TUSD	(2,008)	(1,888)	(1,699)
Net result	TUSD	(2,378)	90	(3,406)
Net Margin	%	(160.0%)	6.8%	(272.5%)
Bank Debt	TUSD	42,743	37,843	39,516
Cash and cash equivalents	TUSD	110,395	102,406	142,785
Net Debt (Cash)	TUSD	(67,652)	(64,563)	(103,269)
Net Debt/EBITDA LTM	X	n.a.	n.a.	n.a.



Source: Company information



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