

December 20, 2021

To whom it may concern,

Wärtsilä Energy is a leading provider of power plants, and operation and lifetime care services in decentralized power generation. The company provides power plants for baseload, peaking, and combined heat and power applications. Additionally, Wärtsilä is also the ship power supplier for builders, owners and operators of vessels and offshore installations. Wärtsilä is the only company with a global service network capable to take complete care of customers' ship machinery at every lifecycle stage. Wärtsilä also supplies solutions for gas compression and for oil and gas pumping. Wärtsilä's product range comprises gas and oil fired power plants with outputs from 6 MW to 600 MW.

In 2020 Wärtsilä's net sales were 4600 million euros and the number of employees over 18000, manning 200 locations in 70 countries around the world.

Wärtsilä has had various agreements throughout the years with Ing. **Rafael Galeano** and his company **Grupo GM S.A. de C.V.** in El Salvador. Our experience is that Ing. Galeano is a reliable, trustworthy person who diligently follows our compliance guidelines.

Our relationship dates back to 1994 when Ing. Galeano, in his role as General Manager of La Casa Castro, a Wärtsilä agent at the time, played a key role in securing an 80 MW power purchase agreement (PPA) with the El Salvadorian stated-owned electricity company Comisión Hidroeléctrica del Rio Lempa (CEL), on behalf of Coastal Power. Ing. Galeano was also a key player in the renegotiation of the original PPA with CEL for an expansion to over 150 MW in total. Additionally, Ing. Galeano supported Wärtsilä in securing an Engineering, Procurement, and Construction (EPC) agreement with Coastal Power for both phases of the power plant project. The 150 MW power plant facility – known as Nejapa Power - is still in operation.

In August 2005 CEL launched a fast track tender for the supply of 50 MW under an EPC contract. Wärtsilä participated in the tender, and was supported by Ing. Galeano. Wärtsilä was awarded the EPC contract to build the Talnique Power Plant in January 2006.

In July 2007, Inversiones Energéticas S.A. (INE), a subsidiary of CEL, launched a tender for the extension of the Talnique Power Plant. Wärtsilä participated in the tender, and was supported by Ing. Galeano. The EPC contract to build the Talnique Extension (50 MW) was awarded to Wärtsilä in October 2007.

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In April of 2007, Eléctrica de Ceren S.A. de C.V. issued a tender for the supply of equipment and services to build a 16MW cogeneration facility. Wärtsilä signed a contract on December 2007. Again in this project, Wärtsilä was supported by Ing. Galeano.

Our relationship with Ing. Galeano is centered on his business experience and savvy, electricity market knowledge, his ability to manage relationships with various level of government officials as well as private sector entrepreneurs, his capability in risk mitigation, his professional and ethical way of managing business dealings including confidential information, his capacity of working with multicultural international teams of professionals.

Since 2010 Rafael Galeano has actively been working together with Wärtsilä to promote liquefied natural gas (LNG) as a replacement for heavy fuel oil in Central America. These efforts have been successful and a project of 378 MW was contracted in June 2015 with a company called Energía del Pacífico.

In 2011 Rafael Galeano worked with Wärtsilä to secure an agreement with Energía del Caribe, a company from Guatemala, to build an LNG-fired power plant in Guatemala should the company win in a public tender that it participated in. The bid was not won in 2011, but the agreement with the investors became the basis for a revised winning bid in 2013 and subsequently Wärtsilä signed a contract in 2014 to build a gas-fired power plant in Monterrey, Mexico. This Huinala Power Plant has a contract to supply 139 MW of electricity to Guatemala. The plant construction was completed in 2016, and a contract for a 130 MW extension at the same site has been signed in 2017.

Wärtsilä has widened its offerings to include energy storage solutions. Ing. Galeano and his Grupo GM have been in the forefront of promoting battery technology from years ago, as well as helping Wärtsilä identify opportunities in the region.

We are extremely pleased with past dealings with Ing. Galeano and are happy to write this reference letter for his benefit. Please feel free to contact the undersigned for any further reference at +1-281-233-6200.

Sincerely,



Sampo Suvisaari  
Energy Business Director, Latin America North  
Wärtsilä Energy