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enel

# **Enel Américas today**



### **Enel Américas as part of Enel Group**



### Enel Group is leading the new energy world...



1st network operator<sup>1</sup>



-53 GW

Renewable capacity<sup>2</sup>

**373 GW** 

Renewable pipeline

World's largest private player in **renewables** 



**37 GW** 

Conventional capacity<sup>3</sup>

Leading decarbonization process, phasing out of coal production



7.7 GW

**Demand response** 

New services enable decarbonization and electrification of consumption



69 mn

Customers<sup>4</sup>

Largest retail **customer** base in Europe

# **Enel Américas at a glance**





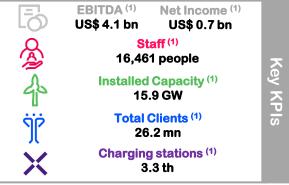
Liquidity

Qo

ratings

Diversified investment vehicle with ESG principles integrated in our long-term strategy







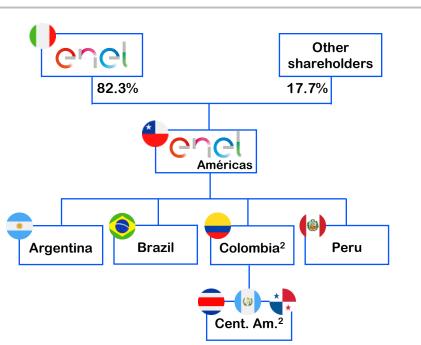


(1) 2021 figures

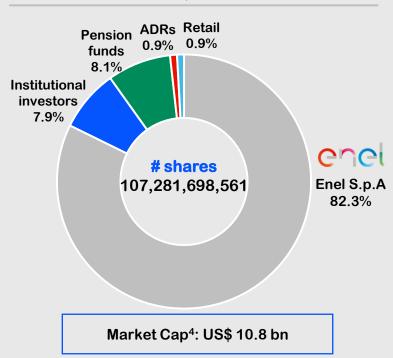
### **Corporate and ownership structure**



#### Business structure<sup>1</sup>



#### Ownership structure<sup>3</sup>



### **Core businesses**



### **Key investment considerations**





Diversified investment vehicle in the region with ESG principles integrated in our long-term strategy





Proven M&A track record with accretive results





**Networks: Regulated business with attractive returns** 





Generation: Renewable portfolio with growth through nonconventional renewables sources





Supporting our efforts in energy transition through Enel X and Retail businesses





Strong liquidity and sound financial policies with attractive shareholders remuneration



### Diversified investment vehicle in the region



Enel Américas is Latin America's largest private power company

		Argentina	Brazil Colombia		Peru	Central America	
NO	Installed capacity (MW)	4,419	4,981	3,589	2,294	646	
GENERATION	Energy sales (TWh)	13.1	26.4	17.7	11.4	2.6	
	Market share <sup>1</sup>	11%	5%	25%	21%	-	
NETWORKS	End users (mn)	2.5	18.4	3.7	1.5	n/a	
	Energy sales (TWh)	16.3	80.8	14.5	8.1	n/a	
Z	Market share <sup>1</sup>	15%	18%	21%	26%	n/a	
		4% EBITDA contribution	47% EBITDA contribution	33% EBITDA contribution	13% EBITDA contribution	4% EBITDA contribution	

### Proven M&A track record with accretive results



Largest Private

**Utility in LatAm** 

Inorganic growth trough M&A:
Consolidation in Dx & Gx businesses

Expansion of operations in the region through inorganic growth

Strong financial position

**NEW GROWTH PHASE** 

**Generation business** 

Volta Grande acquisition

<u>Distribution business</u> Enel Distribution Goiás acquisition (ex Celg)

2017

**Distribution business** 

Enel Distribution Sao Paulo acquisition (ex Eletropaulo)



2018

Merger of E Capital increase Américas' As



Merger of EGP Américas' Assets



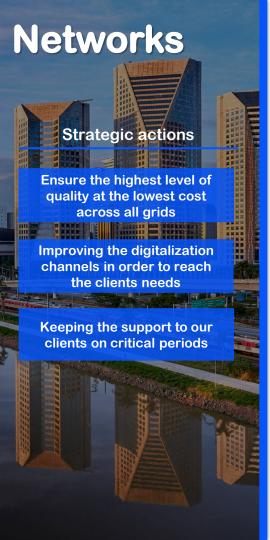


A fully integrated vehicle prepared to be a natural leader in an Energy Transition scenario in Latin America

enel Américas

Spin-off: Enel Américas (former Enersis)

2016

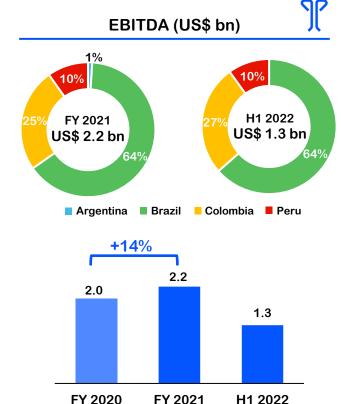




# Regulated business with attractive returns



Main KPIs							
	2020	2021	H1-22				
End users (mn)	25.6	26.2	26.5				
Energy distributed (TWh)	115.2	119.8	60.0				
SAIDI (hours)	10.8	9.8	9.8				
SAIFI (times)	5.2	4.7	4.5				
Energy Losses (%)	13.0	12.7	12.9				
RAB (US\$ bn)	10.9	11.4	-				







# With clear parameters for our concessions



concessions					
	Argentina	Brazil	Colombia	Peru	
Business model	Price cap	Price cap	Revenue cap	Price cap	
WACC real pre tax	12.5%	10.8%	11.5%	12.0%²	
Next Regulatory Period	20231	2023	2024	2022	
Regulatory Period Length (years)	5	5 (Río, Goiás) 4 (Ceará, São Paulo)	5	4	
Metering Ownership³			Owned by users/DSO	Owned by DSO	
Smart meter included in RAB	Yes	Yes	Yes	Yes	
Concession expiration date	2087	2026 (Río) 2028 (Ceará, SP) 2045 (Goiás)	Undefined <sup>4</sup>	Undefined <sup>4</sup>	

<sup>(1)</sup> Next Regulatory Period 2023 - extended one year by pandemic. (2) Peru uses a Price Cap based on VNR (NRC New replacement value). (3) Distribution System Operator. (4) Assets are owned by the company.





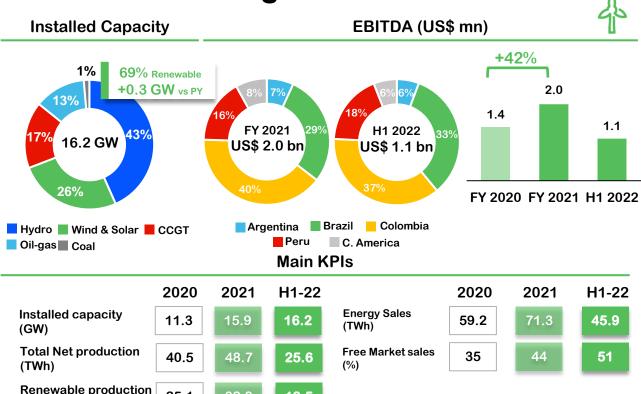
(TWh)

# Portfolio mainly represented by renewable technologies

25.1

32.8



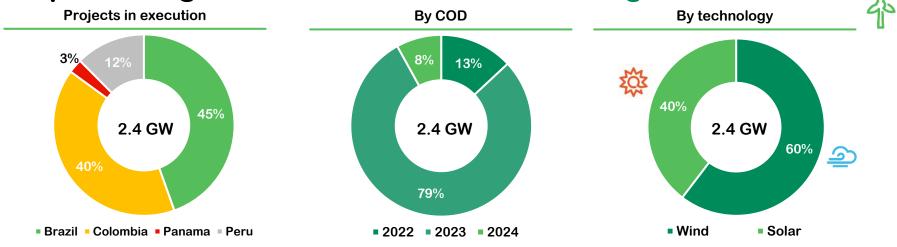


18.5



# +2.4 GW of capacity already in execution, representing 69% of our 2024 renewable target





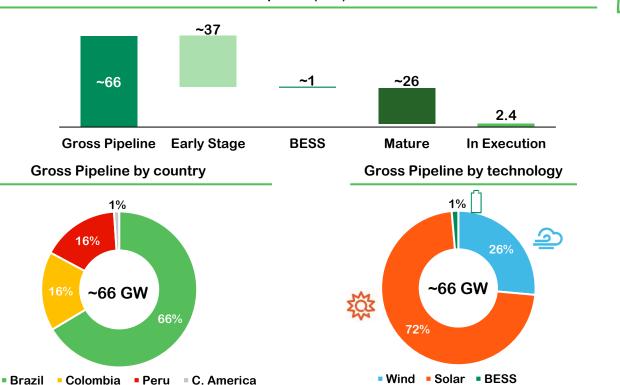




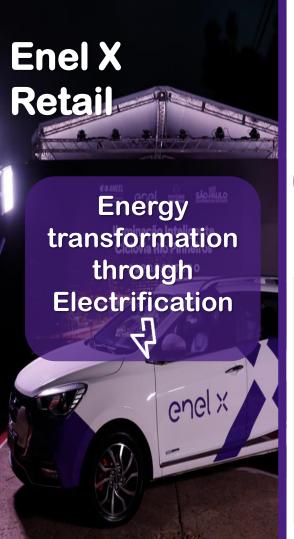
### Flexible portfolio of projects representing

~66 GW, enabling the path to decarbonization

Gross Pipeline (GW)<sup>1</sup>











### Developing a portfolio to reach the electrification process of each client....



Assist customers in decarbonization and in a more efficient use of energy, through electrification and digitalization

Create new value through the offer of new products and services





**Innovability** 



**Financial Services** 





**Utility Bill** Management



Membership Home services, **HVAC & Green Products, Smart Home solutions** 



B2B e-Industries

Flexibility services. Distributed Energy, energy management systems



**Public lighting, Smart cities** services, public e-Transport



Market development through new capacity available to reach better conditions to free market clients

#### Strategic actions

Focus on a customers-base model to seize opportunities during an energy transition scenario



Capturing new clients in the transition from a regulated market to free market









# With continuous improvement in our key KPIs



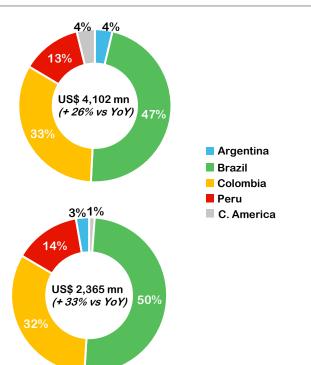
	Enel X					Retai	<b>J</b> 1		
	2020	2021	H1-22	De	livery p	oints (Th#)	Ener	gy sold (	TWh)
Charging stations (Th #)	1.8	3.3	4.3			,			,
ிற Smart lighting				+32	<b>%</b>		+32%	<b>→</b>	
(final light points, mn	0.8	8.0	0.9		4.6	4.9		20.3	
e-Buses	0.1	0.9	1.1	3.5			15.4		11.8
(Th #)									
PV (MWp installed)	19	30	36						
•				2020	2021	H1-22	2020	2021	H1-22
Credit cards (Active credit cards	858	902	945						

Th #)

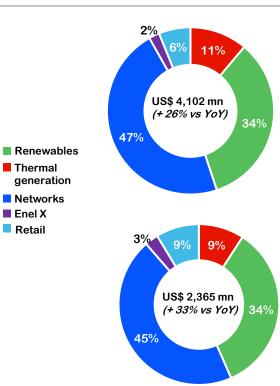
# Brazil and Colombia the main contributors on our results





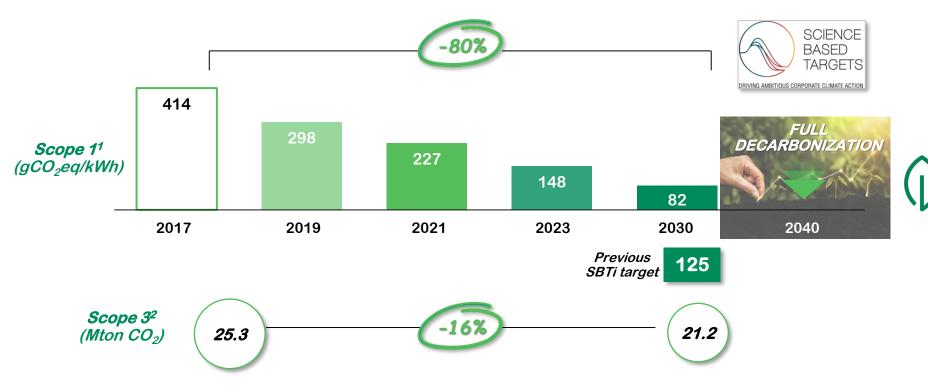


#### **EBITDA** by business



# Contributing to the Group reduction target in GHG emissions, in line with the 1.5° scenario



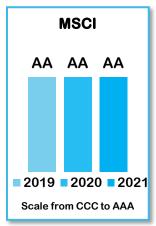


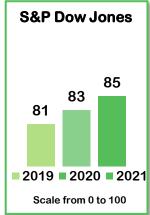
Scope 1 by 2030, consistent with the 1.5 pathway of the Science Based Target Initiative and the IEA 1.5 scenario Scope 3 related to gas retail activities by 2030, consistent with the 2C pathway of the Science Based Target Initiative

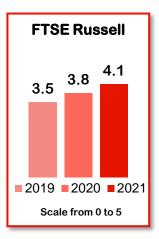
### **ESG** positioning

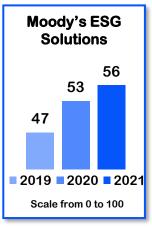
#### Yearly improvements in ESG scores

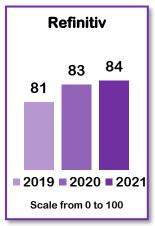


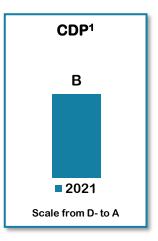












#### **Indexes and Ratings**

- Morningstar: Emerging Markets Sustainability Indexes
- DJSI Chile, DJSI Mila Pacific Alliance and DJSI Emerging Markets
- **FTSE Emerging Markets and Latin America Indexes**
- Moody's ESG: Rranking Best Emerging Markets Performers

- 5 S&P IPSA ESG Tilted Index
- MSCI: Universal and Focus ESG Indexes
- **Refinitiv Diversity & Inclusion Index**



Moody's | ESG Solutions

S&P Dow Jones Indices A Division of S&P Global







### Fortaleza sale



### Fortaleza thermal plant disposal



In line with our sustainability goals and our asset rotation policy

#### **Relevant KPIs**

Technology	CCGT
Location	Caucaia, Ceará
Net Installed Capacity	319 MW
EV / EBITDA	~1.0x
Amount <sup>1</sup>	BRL 467 mn + BRL 97 mn

#### Rationale

- · Gx growth is driven by renewables energies
- Gas supply contract and PPA with Enel Dx Ceará ends in 2023, fitting the timing to sell this asset
- Disposal in line with our long-term decarbonization and Net Zero goals, and framed within out asset rotation policy

#### Brazil energy matrix - Post Fortaleza disposal



# NYSE delisting & SEC deregistration



### Rationale of the operation



The conditions under which the ADR program surged no longer exist

ADRs' stake has been significantly reduced in the recent years Low free float does not compensate management efforts, compliance requirements and program expenses

#### **Historical context**



#### Description

**Program start** 

October 1993 with the former name Enersis (before the spin-off process in 2016)

Main objetives

- Promote higher demand from investors who could not invest directly in Chile;
- Attract investors who could only invest in dollars

Main reason

At that time, Chile was not perceived as a developed market due to the low depth of volumes and the scarcity of foreign investors.

Context

Considering fewer barriers to investing and a more developed market, there are less than 10 companies with ADRs.

1998
25
companies

2022 companies Andina
Banco de Chile
CCU
Enel Américas
Enel Chile
ItauCorp
Latam Airlines
Santander
SOM

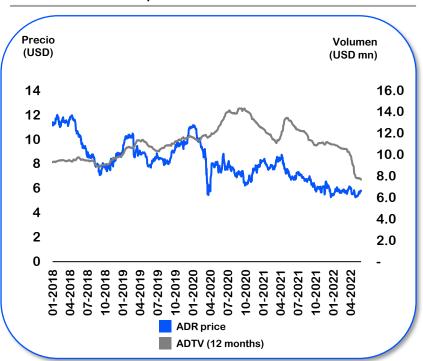
The previous context does not reflect the current market conditions, where the Chilean market is one of the most developed in Latin America

### **ADR** evolution

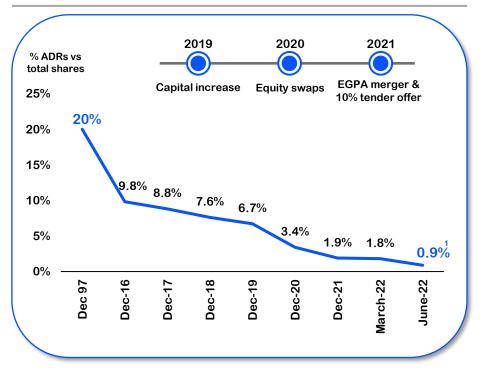


25

#### ADR price and traded volume



#### **ADR** % evolution



(1) Does not include the Enel SpA stake through ADRs

### Delisting completed; deregistration ongoing



#### Schedule of Voluntary Delisting from the NYSE

#### Notice to the NYSE of its application to delist May 31, 2022 Last day of trading on the NYSE June 20, 2022 ADSs suspended from trading on the NYSE & effective date June 20, 2022 of delisting ADSs trading on the OTC market June 21, 2022 July 20, 2022 Last day of trading on OTC market Termination Date (last day to cancel ADSs to receive local July 21, 2022 shares) Custodian bank is instructed to sell remaining shares July 25, 2022 **ADR Program is closed** Last week of July

#### **SEC Deregistration**

- < 300-US shareholders benchmark to start testing in the first week of August
- Volume benchmark<sup>2</sup> testing could last until July 2023

# 2022-2024 Strategic Plan



#### **Our ambitions**





Significant deployment of new renewable capacity, supported by a robust pipeline and new technologies development to reach the decarbonization



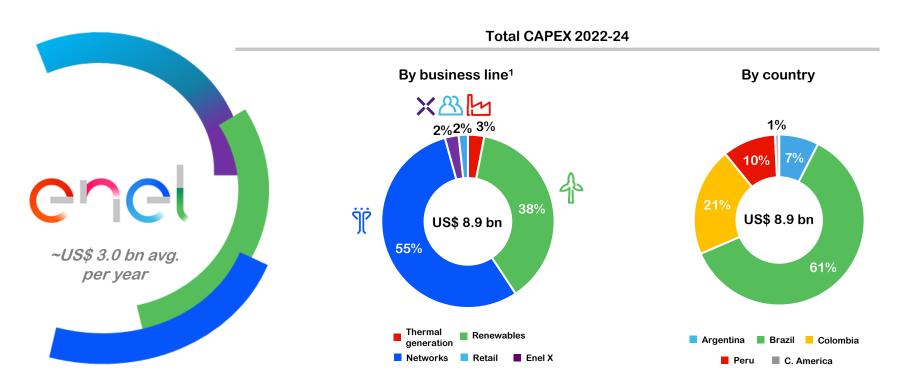
Ensure a high-level quality and modernization of network with the grid customers in the core of our strategy



Creation of value across with electrification and digital transformation to support the energy transition, incorporating an active position of our customers

# CAPEX allocation focused on ensuring margins, developing renewables and improving grids quality







### Our strategic actions



Allocating capital to support decarbonization

Maximizing the value of customers through electrification

**Creating value for ALL** 



### Our strategic actions



Allocating capital to support decarbonization

Maximizing the value of customers through electrification

**Creating value for ALL** 

# Allocating capital to support decarbonization through renewable assets...







Strategic guidelines

Reaching Net Zero by 2040<sup>1</sup>

Supported by Strategic renewable project portfolio

2

Renewable pipeline sustains the infrastructure activities to cover the additional energy demand

3

Exit from coal by 2027<sup>1</sup>

4

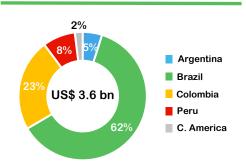
Exit from gas by 2040<sup>1</sup>



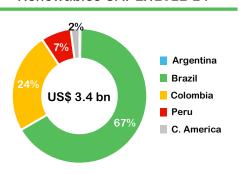
# ...adding 3.5 GW of new renewable installed capacity by 2024 ensuring our leadership position...



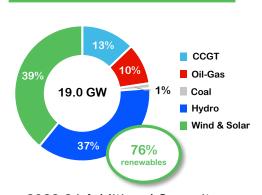
#### **Generation CAPEX 2022-24**



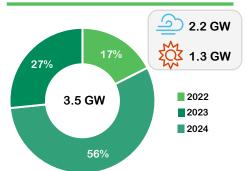
#### Renewables CAPEX 2022-241



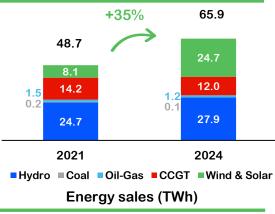
#### Installed capacity 2024

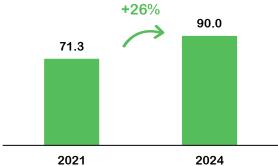


#### 2022-24 Additional Capacity



#### **Net production (TWh)**





Rounded figures. (1) Includes Large Hydro



### Our strategic actions



Allocating capital to support decarbonization

Maximizing the value of customers through electrification

**Creating value for ALL** 

# Electrification as enabler to maximize value for our customers...





Increase quality service

Leveraging digital technologies to improve the level of services provided to the grid customers



Improve customers relationship

- 1. New channels according to customers needs and new digital facilities on traditional channels
- 2. Transparency to support our customers for a better understanding of regulated-based communications



New services for attending new needs

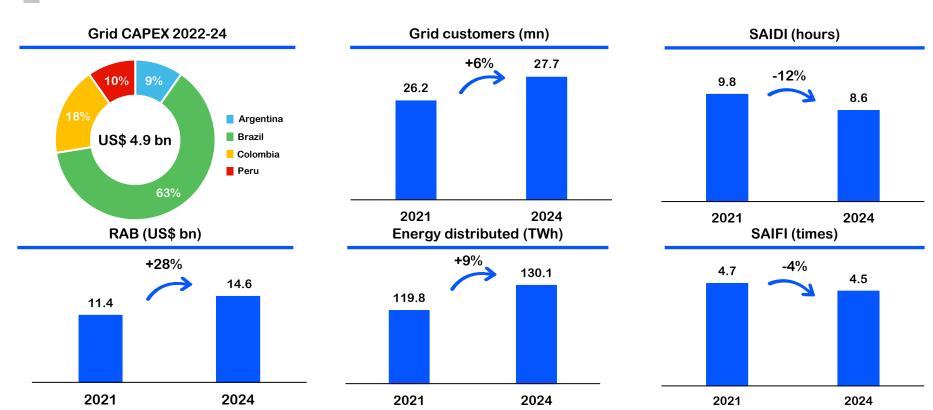
Develop and launch new services for a smarter society:

- Fostering electrifications
- Making life easier



# ...with relevant quality improvements to reach high levels of grid customer satisfaction...





Rounded figures 36

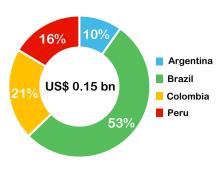


# Offering an integrated portfolio of services, beyond commodity calue, seizing opportunities in the free market with new services and energy solutions...

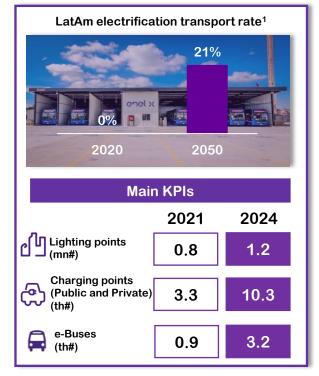
Enel X CAPEX 2022-24



Retail CAPEX 2022-24



**Electrification trend** 



**Customers (th)** 



**Energy sales (TWh)** 





## Our strategic actions



Allocating capital to support decarbonization

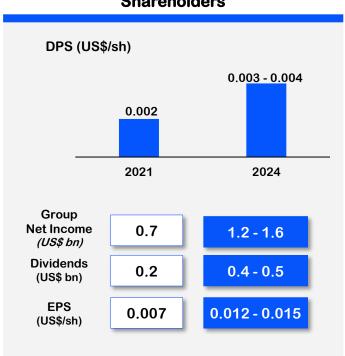
Maximizing the value of customers through electrification

**Creating value for ALL** 

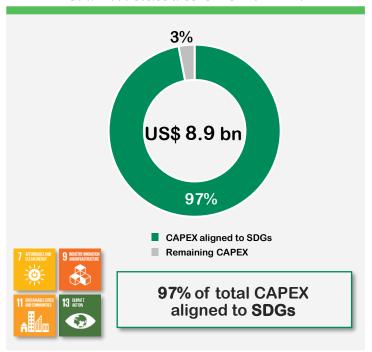
## **Delivering value for ALL...**



## **Shareholders**



#### **CAPEX related to SDG 2022-24**



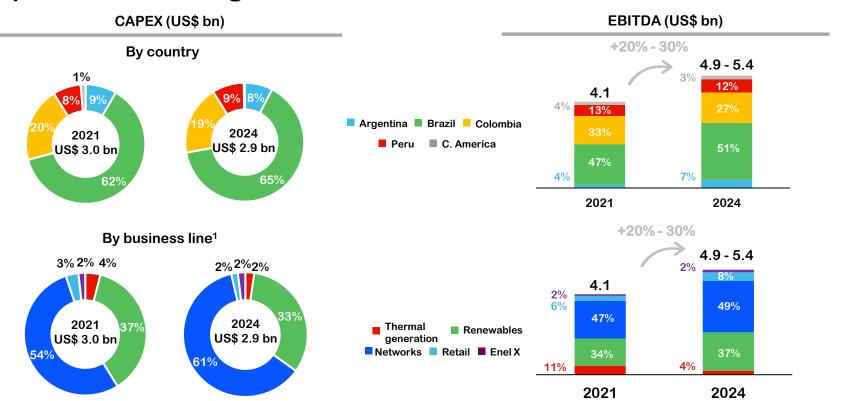
39 Rounded figures

## Strategy in numbers



# **Networks** and **Renewables** leading our investment plans for future growth



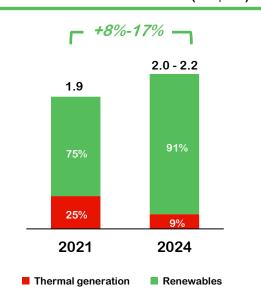




# **Generation EBITDA up driven by renewables** growth



#### EBITDA evolution 2021-24 (US\$ bn)



#### Contracted energy (TWh)

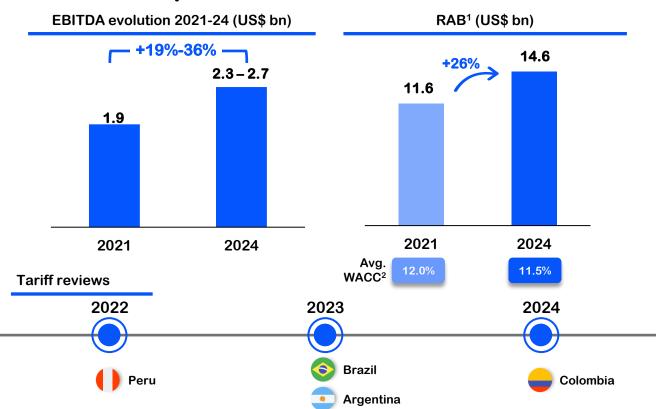
			2021	2024
	Brazil	TWh	17.2	19.0
		%	83%	100%
	Colombia	TWh	14.9	12.9
		%	100%	90%
		, ,	,,,,	00,0
	Peru	TWh	9.7	8.7
	7 67 4	%	81%	72%
(0)	Guatemala	TWh	0.5	0.4
		%	73%	68%
*		TWh	1.0	1.6
*	Panama	%	61%	93%

#### **Financial KPIs**



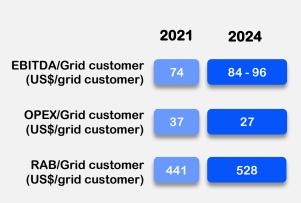


# **Networks** EBITDA increase on higher asset base, improved demand and lower OPEX





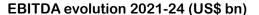
#### **Financial KPIs**

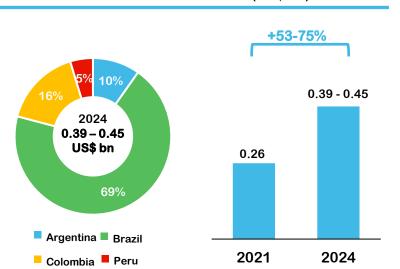




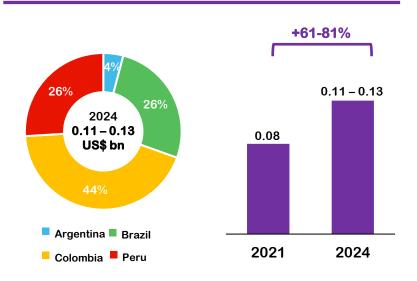
# Significant growth for Retail and Enel X mainly coming from Brazil







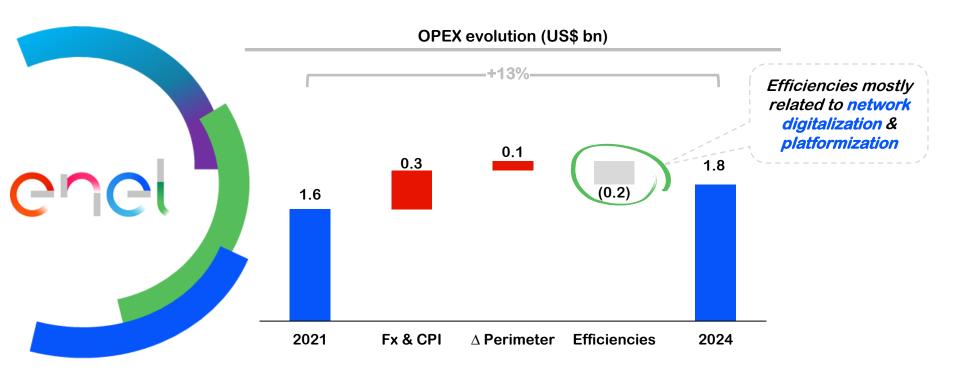
#### EBITDA evolution 2021-24 (US\$ bn)



Rounded figures.

# OPEX savings by ~US\$ 0.2 bn mainly coming from initiatives in Networks and Retail in Brazil

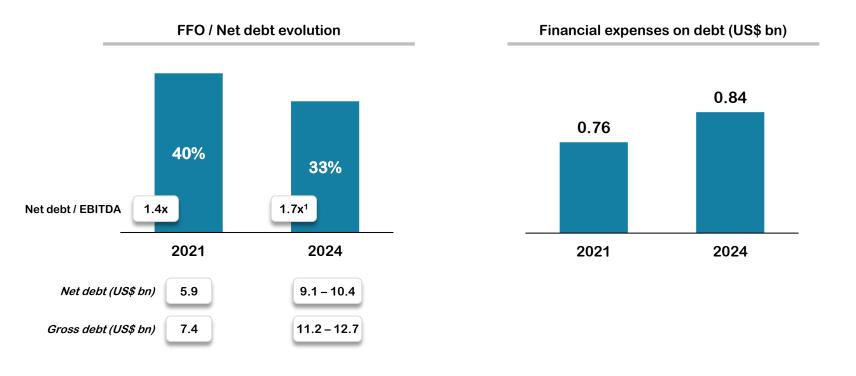




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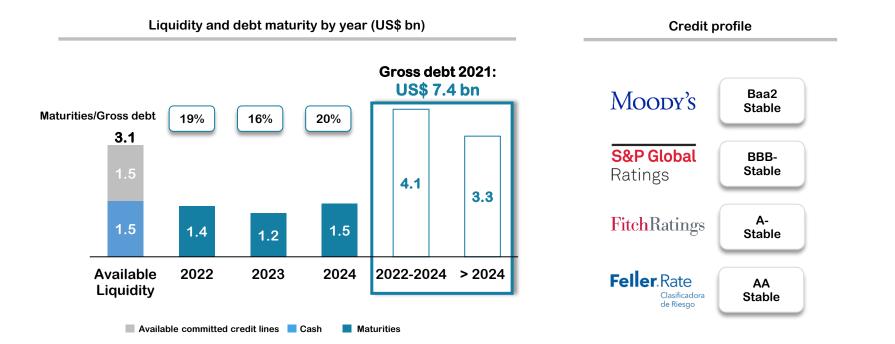
# Incremental debt expands at a lower pace than our CAPEX commitments





# Solid liquidity position and smooth maturities, with an average life of 3.6 years





47

## **2022-2024 targets**



		2021	2022	2023	2024
	EBITDA (US\$ bn)	4.1	4.8 - 5.1	4.8 - 5.3	4.9 - 5.4
enel	Group Net Income (US\$ bn)	0.7	1.5 - 1.7	1.4 -1.7	1.2 - 1.6
	CAPEX (US\$ bn)	3.0	3.2	2.8	2.9
	Pay-out ratio	30%	30%	30%	30%
	Dividends (US\$ bn)	0.2	0.46 - 0.50	0.43 - 0.50	0.37 - 0.47
	DPS (US\$/sh)	0.002	0.004 - 0.005	0.004 - 0.005	0.003 - 0.004

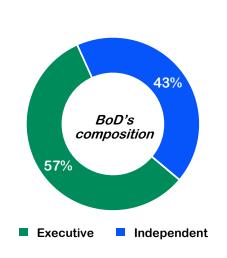
Rounded figures.

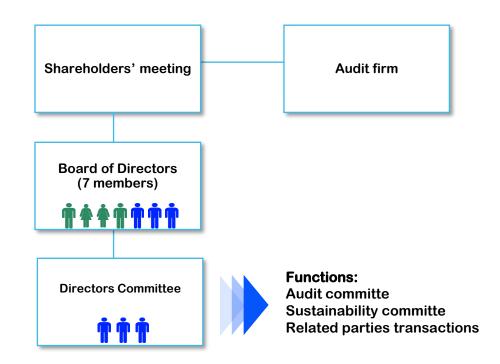
## **Annexes**



## Corporate governance structure

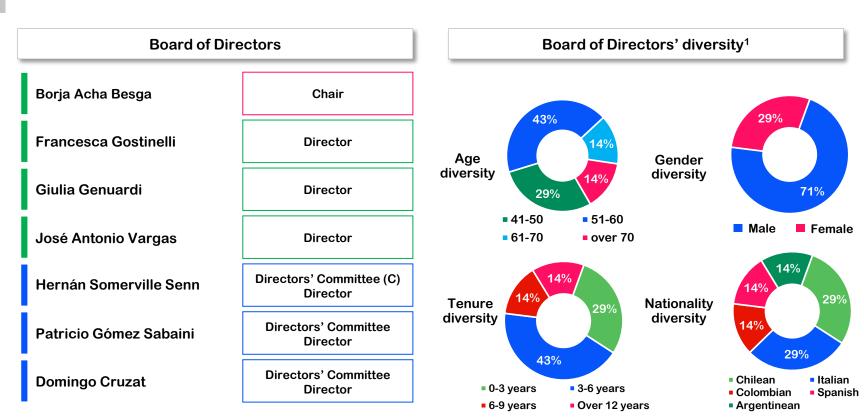






## **Board composition**





## 2022 CEO's short-term variable remuneration



Macro objective	C	Type of target		
		Weight	Range	
Profitability	Net Income Latin America	15%	Maximum 120%	Economic
Profitability	Integrated gross margin Latin America	15%	Maximum 120%	Economic
Financial	FFO Latin America	20%	Maximum 120%	Financial
Business	Strategy Latin America	15%	Maximum 120%	Strategy
Business	Customers	15%	Maximum 120%	ESG
Safety	Safety in the workplace	20%	Maximum 120%	ESG

## Policies, principles and codes



## Ethics, Integrity, Human Rights, and Diversity

- Ethical code
- Zero Tolerance Plan for Corruption
- Global Compliance Program on Corporate Criminal Liability
- Criminal Risk Prevention Model
- Compliance Program for Free Competition Regulations
- Human Rights Policy
- Diversity Policy
- Privacy and data protection policy

#### **Corporate Governance:**

- Corporate Governance practices
- Action protocol in dealing with public officials and public authorities
- · Protocol of acceptance and offering of gifts, presents, and favors
- Induction procedure for new Directors
- Procedure for permanent training and continuous improvement of the Board of Directors
- · Information procedure for shareholders about the background of candidates for Director
- Habituality policy
- Tax transparency and reporting
- Engagement policy
- Bylaws

#### **Sustainability:**

- Sustainability and Community Relations Policy
- Environmental policy
- Biodiversity policy

## Strategic Plan 2022-24

## Disclaimer



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