# Enel Américas 9M 2020

Consolidated results

November 4th, 2020



### Key highlights of the period



COVID-19

Operational highlights

Financial impacts

EGP Américas

Steady recovery from COVID-19 in 3Q

Gradual return to normal operations in our businesses

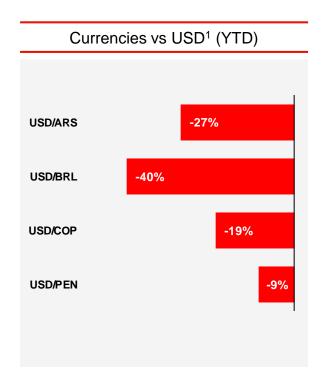
Significant improvement in FFO despite EBITDA decline of 20%

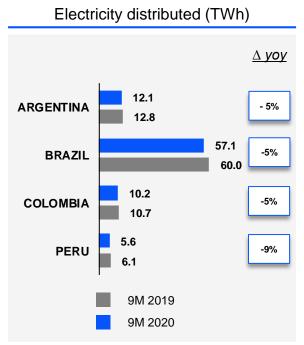
Proposal to merge EGP Américas' assets announced

### **Main impacts**









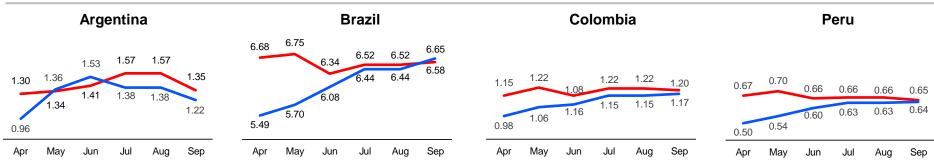


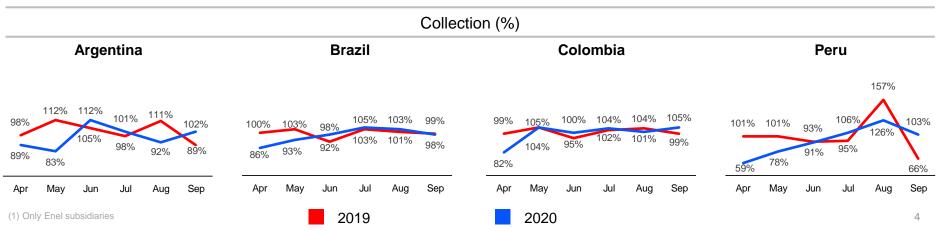
### Main impacts





#### Electricity distributed<sup>(1)</sup> (TWh)

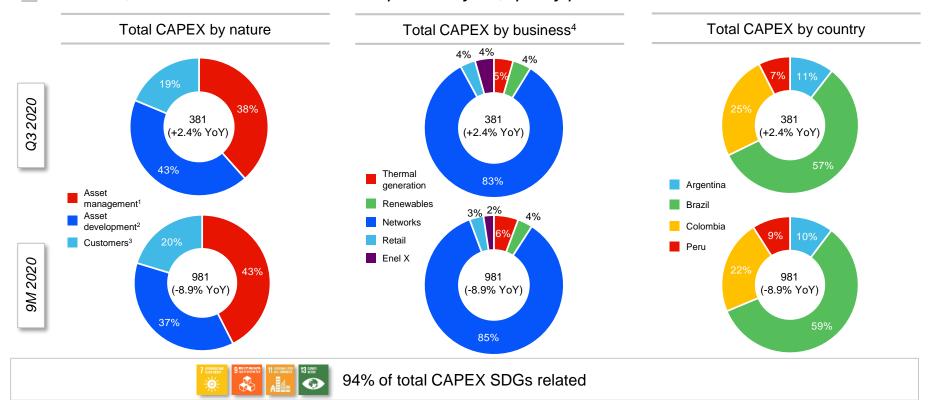




### Industrial growth: Gross CAPEX (US\$ mn)



Net of Fx, 9M CAPEX increased 14% vs previous year; quality plan maintained



<sup>(1)</sup> CAPEX related to investments for recurring asset maintenance; (2) Growth investments in generation and networks (quality programs & smart metering); (3) CAPEX related to customers (Retail, Enel X (e-Home, e-Industries), Network connections); (4) Thermal generation business' includes trading business.

### Reinforcing our commitment to ESG and SDGs

Projects in Support of Local Communties



## ENEL AMERICAS OVERALL SEPT 2020

**PROJECTS** 

>460

**BENEFICIARIES** 

~1.4 mn

FIOUE



#### **SDG Contribution**



23 projects 164.5K beneficiaries



79 projects 358.9K beneficiaries



53 projects 41.7 K beneficiaries



156 projects 619.8K beneficiaries



116 projects 142.0K beneficiaries



6 projects 30.7K beneficiaries

#### Charitable activities in response to the COVID-19 crisis

#### TOTAL INITIATIVES

>100

#### HEALTH

- Monetary contributions to hospitals or civil protection bodies.
- Enel spaces made available for medical needs (field hospitals, spaces for quarantine, etc..)
- Deliver **DPIs** to people, doctors and nurses around our assets
- Supply of basic materials as personal protection elements and support for patients
- Donate Enel's own resources and monetary contribution to produce fast tests to detect Coronavirus
- Donation of intensive care machinery
- Free supply of all the necessary energy and building for "field hospital".

#### SOCIO ECONOMIC

- Donation of basic food baskets to families in situation of social vulnerability
- Family kit (house & personal preventive cleaning)
- Use of the daycare centers maintained by Enel to receive children from electricians and health professionals of public hospitals who are working in quarantine
- Campaign to disseminate behaviors to face the crisis and to "stay at home"
- Manufacturing of handmade masks for people in risk group in communities.
- Support of vulnerable clients such as "electrodependientes" and people with disability





# FX and COVID-19 impact on demand and bad debt (US\$ mn)



Not of

Q3 2020	Ordinary	FX	Demand	Bad Debt	Net of COVID-19 & FX
EBITDA	725	156	195		1,076
D&A	(244)			19	
Net Income	273	64	53	6	396
9M 2020	Ordinary	Fx impact	Demand	Bad Debt	Net of COVID-19 & FX
EBITDA	2,196	495	382		3,073
D&A	(813)			70	
Net Income	749	230	109	20	1,108
perimeter to include effects	s on Networks, Gene	ration, energy		ID-19 act <sup>(1)</sup>	

### Financial highlights (US\$ mn)



Negative Fx and operational impacts remain the main factors for the lower result

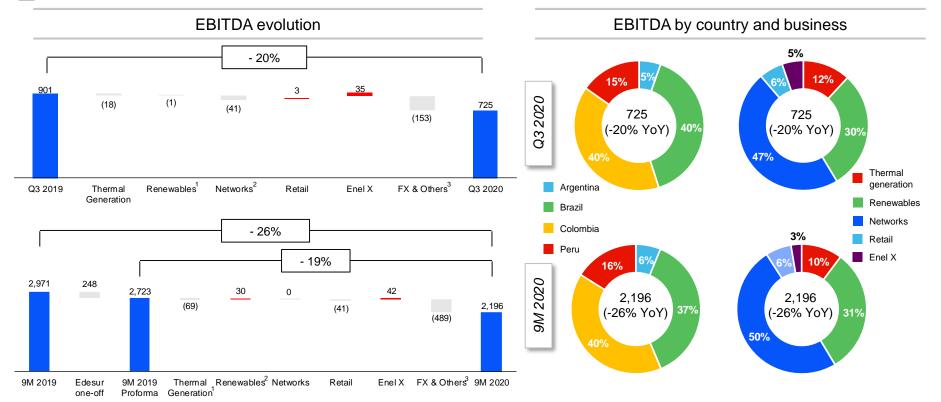
	Q3 2019	Q3 2020	Δ ΥοΥ	9M 2019	9M 2020	Δ ΥοΥ	Quarter highlights
Reported EBITDA	901	725	- 19.5%	2,971	2,196	- 26.1%	Lower EBITDA and net income mainly due to currency
Adjusted EBITDA <sup>1</sup>	901	1,076	+19.4%	2,723	3,073	+ 12.8%	devaluation vs USD in all countries and COVID-19 effects
OPEX	(375)	(373)	- 0.6%	(1,320)	(1,181)	- 10.5%	FFO increase mainly due to
Total net income	394	273	- 30.7%	1,221	749	- 38.7%	"Conta COVID" in Brazil
Reported Group net income <sup>2</sup>	277	190	-31.6%	822	487	- 40.8%	Lower financial expenses mainly connected to <b>Enel Dx</b>
FFO	484	914	+ 88.8%	862	1,376	+ 59.6%	Sao Paulo
Net debt (9M 2020 vs FY 2019)				4,287	4,245	- 1.0%	Lower debt in USD terms mainly due to currency devaluation

<sup>(1) 9</sup>M'20: Excludes Fx impact (- US\$ 495 mn), COVID-19 impact (-US\$ 382 mn), and Edesur's past liabilities resolution in 2019 (+ US\$ 248 mn); Q3'20: Exludes Fx impact (-US\$ 156 mn) and COVID impact (-US\$ 195 mn); (2) Attributable net income to controlling shareholders.

### EBITDA breakdown (US\$ mn)

Mixed results across the board, FX remains the biggest headwind

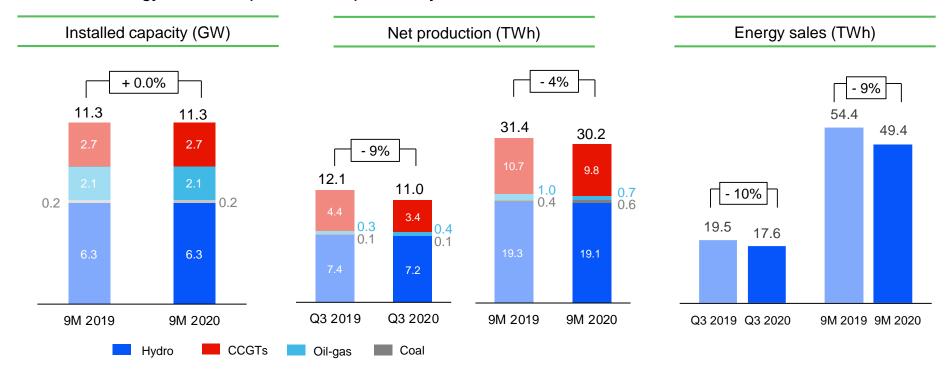




### **Generation operating highlights**

Lower energy sales compared to the previous year

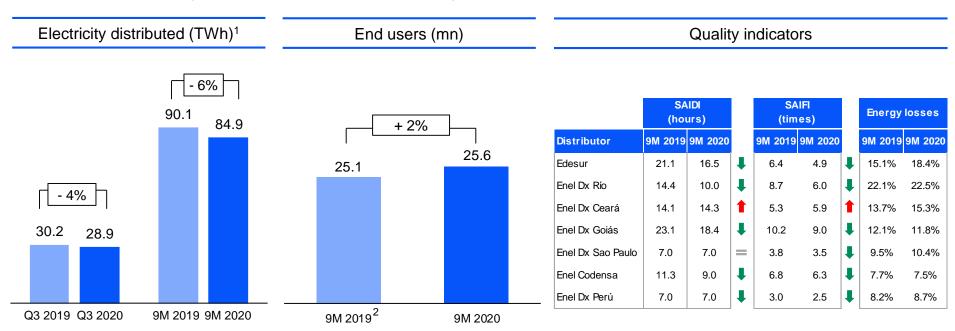




### **Networks operating highlights**



Distributed energy down vs last year, but with significant improvement in quality indicators



### **Enel X and Retail operating highlights**



Enel X: Strong growth in e-Mobility across all countries Retail: Improving delivery points

	Enel X and no	ew infrastrud	ctures			Re	tail <sup>1</sup>	
		9M 2019	9M 2020					
ď	Smart lighting (final light points, mn#)	802	797		Delivery poi	ints (#)	Energy sold (TWh)	
	Microinsurance (active contracts, k#)	1,274	1,263		+ 20%	<del></del>	- 9%	
ſŢ	Credit cards (Active credit cards k#)	837	<del>887</del> +6%		2,764	3,310	12.3	
4	PV (MWρ installed in the year)	1.4	6.4 +368%	_				_
	Charging stations (#)	185	1,053 +469%		Sep. 2019	Sep. 2020	9M 2019 9M 2020	







### Focus on Argentina (US\$ m)





		Generation <sup>1</sup>	1		Networks <sup>1</sup>			Total <sup>2</sup>			The same of the sa
***	Q3 2019	Q3 2020	%	Q3 2019	Q3 2020	%	Q3 2019	Q3 2020	%		
Revenues	60	56	-7%	134	199	48%	194	255	31%		
OPEX	-10	-19	88%	-32	-49	53%	-42	-70	68%		
EBITDA	50	38	-26%	-22	5	-123%	29	40	37%		Dock Sud 846 MW*
Net Income	19	32	72%	-8	8	-207%	19	47	142%		Costanera
Gross Capex	-6	8	-244%	22	32	42%	17	40	139%	Buenos	2,210 MW*
Net Production (GWh)	3,970	3,641	-8%	-	-	-	3,970	3,641	-8%	El Chocón 1,363 MW*	Edesur Clients: 2.5 m
Energy Sales (GWh)	3,971	3,642	-8%	4,493	3,986	-11%	-	-	-		
Av. Spot Price (\$US/MWh)	N.A.	N.A.	-	-	-	-	N.A.	N.A.	-		☐ Hydro plant ☐ Thermal plant
Energy losses (%)	-	-	_	15.1%	18.4%	-	-	-	-		☐ Networks end *Net installed cap
Customers (Th)	-	-	-	2,488	2,502	1%	2,488	2,502	1%		15

<sup>(1)</sup> Networks business includes Enel X. Generation business includes trading business. Both, Generation and Networks businesses, include Retail business; (2) "Total" included Holding and Services adjustments.

### Focus on Brazil (US\$ mn)

#### Deterioration of Fx and market conditions hurt results



		Generation	l		Networks <sup>1</sup>			Total <sup>2</sup>		
	Q3 2019	Q3 2020	%	Q3 2019	Q3 2020	%	Q3 2019	Q3 2020	%	
Revenues	198	151	-24%	2,068	1,607	-22%	2,183	1,693	-22%	Fortaleza
OPEX	-10	-7	-32%	-217	-180	-17%	-243	-197	-19%	319 MW*
EBITDA	63	59	-7%	378	240	-36%	428	291	-32%	
Net Income	46	38	-18%	162	40	-75%	160	57	-65%	Enel Dx Ceará Clients: 4.0 m
Gross Capex	4	3	-33%	193	216	12%	198	218	10%	Cachoeira Dourada 655 MW*
Net Production (GWh)	1,539	1,578	3%	-	-	_	1,539	1,578	3%	Enel Dx Rio Clients: 3.0 m
Energy Sales (GWh)	7,653	6,772	-12%	20,134	19,526	-3%	-	-	-	2,100 MW Volta Grande 380 MW*
Av. Spot Price (\$US/MWh)	53	17	-68%	-	-	-	53	17	-68%	Enel Dx São ☐ Hydro plant
Energy losses (%)	-	_	-	12.3%	13.2%	_	-	-	-	Clients: 7.8 m ☐ Thermal plant ☐ Transmission line ☐ Networks end users
Customers (Th)	-	-	-	17,728	18,060	2%	17,728	18,060	2%	*Net installed capacity

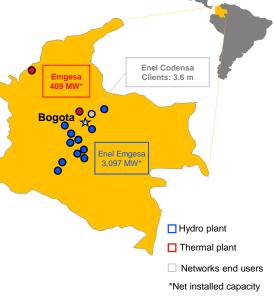
<sup>(1)</sup> Networks business includes Enel X. Generation business includes trading business. Both, Generation and Networks businesses, include Retail business; (2) "Total" included Holding and Services adjustments; (3) Southeast/Central-west region

### Focus on Colombia (US\$ mn)

Fx impact drags financials down, operational results remain resilient



		Generation <sup>1</sup>	l		Networks <sup>1</sup>			Total <sup>2</sup>			
	Q3 2019	Q3 2020	%	Q3 2019	Q3 2020	%	Q3 2019	Q3 2020	%		
Revenues	334	292	-13%	401	377	-6%	635	567	-11%		
OPEX	-17	-21	29%	-30	-38	26%	-46	-59	27%		
EBITDA	190	169	-11%	133	122	-8%	323	291	-10%		Emgesa 09 MW*
Net Income	101	64	-37%	58	52	-11%	159	116	-27%		
Gross Capex	23	18	-20%	89	76	-14%	112	95	-15%	ВО	gota
Net Production (GWh)	4,593	3,730	-19%	-	-	-	4,593	3,730	-19%		Enel 3,09
Energy Sales (GWh)	5,322	4,703	-12%	3,632	3,479	-4%	-	-	-		
Av. Spot Price (\$US/MWh)	57	42	-26%	-	-	-	57	42	-26%		
Energy losses (%)	-	-	-	7.7%	7.5%	-	-	-	-		
Customers (Th)	-	-	-	3,502	3,589	2%	3,502	3,589	2%		



### Focus on Peru (US\$ mn)

Solid improvement on results compared to Q2'20



"Q.		Generation <sup>1</sup>			Networks <sup>1</sup>			Total <sup>2</sup>		]	The same of the sa	
	Q3 2019	Q3 2020	%	Q3 2019	Q3 2020	%	Q3 2019	Q3 2020	%			-
Revenues	143	128	-11%	229	213	-7%	334	305	-9%	Enel Gx		
OPEX	-17	-19	11%	-17	-19	13%	-34	-38	11%	Piura 336 MW*		
EBITDA	71	66	-7%	63	47	-24%	130	112	-14%			
Net Income	37	38	2%	26	17	-33%	59	52	-12%	<b>°</b>		
Gross Capex	14	4	-70%	32	24	-23%	45	28	-37%	Enel Gx Perú		
Net Production (GWh)	2,037	2,100	3%	-	-	-	2,037	2,100	3%	792 MW*		
Energy Sales (GWh)	2,602	2,466	-5%	1,971	1,891	-4%	-	-	-	Lima Enel Gx Perú		
Av. Spot Price (\$US/MWh)	10	11	9%	-	-	-	10	11	9%	859 MW*		
Energy losses (%)	-	-	-	8.2%	8.7%	-	-	-	-	☐ Hydro plant ☐ Thermal plant	Enel Dx Perú	
Customers (Th)	-	-	-	1,431	1,443	1%	1,431	1,443	1%	Networks end users  *Net installed capacity	Clients: 1.4 m	18

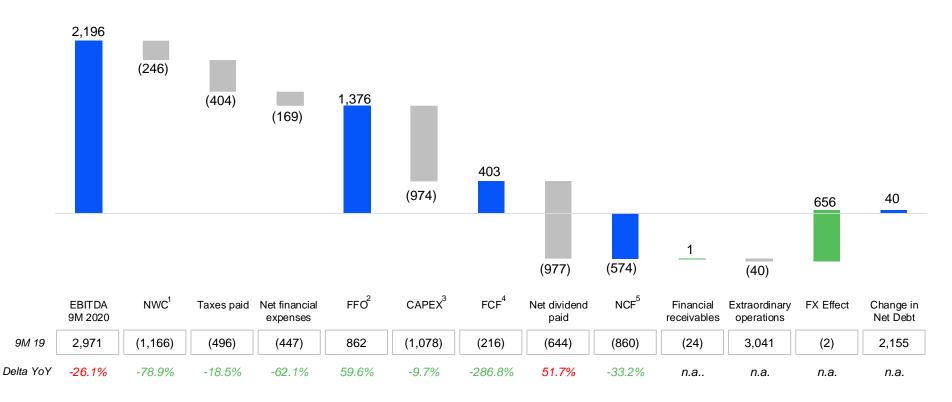
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### Cash flow (US\$ mn)



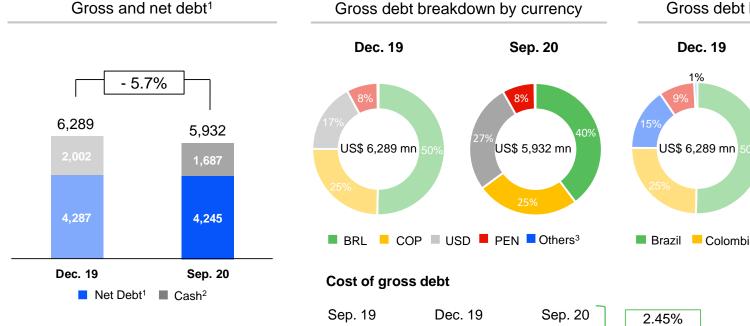


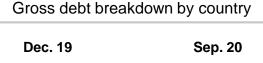
<sup>(1)</sup> Net working capital; (2) Funds from operations; (3) CAPEX accrued gross of contributions and connections fees. Differences between CAPEX accrued and CAPEX paid are included in the NWC.; (4) Free cash flow; (5) Net cash flow

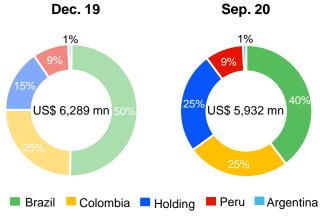
### **Gross debt**

#### Lower debt vs last year, at a lower cost







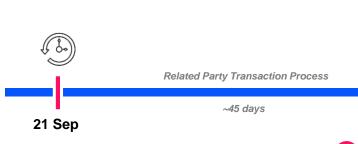




### Merger proposal of EGP Latam assets

Transaction to be completed in Q2 2021





Board of Directors of Enel

Related Party Transaction

✓ Independent evaluators

Appraiser for the Merger

launches

the

Américas

and appoints:

Independent evaluators and appraisers present their reports:

- ✓ Corporate interest
- ✓ Market terms and conditions

#### ✓ Related Party Transaction: 2/3 of the

share capital ✓ Bylaws amendment: 75%

EGM votes on the merger

of the share capital

#### **Early Nov**

- Board of Directors of Enel Américas summons EGM to approve the merger:
  - ✓ Takes note of the reports from evaluators, Committee of independent directors and appraiser and individual directors opinions
  - √ Pro-forma financial statements as of September 30, 2020 for merger
  - ✓ Proposal of final terms and conditions for the Merger is defined

#### **December**

30 days withdrawal right period

Shareholders who voted against or did not vote could exercise a withdrawal right at a price calculated as the weightedaverage price of the shares of Enel Americas in the 60 trading days preceding the 30 trading days prior to the date of the EGM that voted on the merger

The Transaction is targeted for completion in Q2 2021

### **Closing remarks**



Management
actively working on
mitigating a
challenging
environment

Signs of recovery in demand seen in June continued during the Q3 Significant improvement in cash flow despite challenging environment

Due diligence of the EGP Américas merger proposal well on track

# **Annexes**

### **Financial exhibits**



	Q3 2019	Q3 2020	Δ YoY	9M 2019	9M 2020	∆ YoY
Revenues	3,348	2,820	-15.8%	10,576	8,521	-19.4%
Gross Margin	1,276	1,098	-14.0%	4,291	3,378	-21.3%
OPEX	-375	-373	-0.6%	-1,320	-1,181	-10.5%
Reported EBITDA	901	725	-19.5%	2,971	2,196	-26.1%
Adjusted EBITDA <sup>1</sup>	901	1,076	19.4%	2,723	3,073	12.8%
Total Net Income	394	273	-30.7%	1,221	749	-38.7%
Reported Group Net Income <sup>2</sup>	277	190	-31.6%	822	487	-40.8%
Capex	372	381	2.4%	1,078	981	-8.9%
FFO	794	1,249	57.2%	862	1,376	59.6%
Net Debt (9M 2020 vs FY 2019)				4,245	4,287	1.0%

### Macro scenario



Fx vs USD <sup>1</sup>	Sep-19	Sep-20	Δ%
Argentina	57.33	76.12	33%
Brazil	3.89	5.08	31%
Colombia	3,239	3,706	14%
Peru	3.33	3.46	4%

### **Financial exhibits**



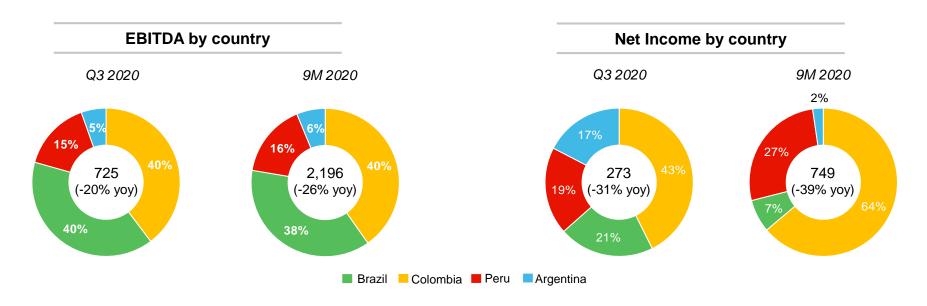
	Q3 2020	Q3 2019	∆ yoy	9M 2020	9M 2019	∆ yoy
Reported EBITDA	725	901	-20%	2,196	2,971	-26%
D&A <sup>1</sup>	(244)	(207)	+18%	(813)	(811)	+0%
EBIT	481	694	-31%	1,383	2,160	-36%
Net financial results	(109)	(61)	+80%	(285)	(327)	-13%
Non operating results	4	0	>100%	7	1	>100%
EBT	375	633	-41%	1,106	1,834	-40%
Income taxes	(103)	(239)	-57%	(357)	(613)	-42%
Minorities	(83)	(117)	-29%	(262)	(400)	-34%
Group Net Income	190	277	-32%	487	822	-41%

(1) Depreciations, amortizations and impairments

### **Financial exhibits**

#### EBITDA and Net Income breakdown





### **Operating exhibits**



Net installed capacity and Total net production: Breakdown by source and geography

Net installed capacity (MW)							
MW	Hydro	Oil-Gas	CCGT	Coal	Total		
Argentina	1,328	1,169	1,922	0	4,419		
Brazil	1,035	0	319	0	1,354		
Colombia	3,097	184	0	225	3,506		
Peru	793	737	460	0	1,989		
Total	6,253	2,090	2,701	225	11,269		

	Total net production (GWh)								
GWh	Hydro	Oil-Gas	CCGT	Coal	Total				
Argentina	2,350	221	7,896	0	10,467				
Brazil	3,195	0	205	0	3,400				
Colombia	10,247	37	0	600	10,884				
Peru	3,330	472	1,666	0	5,467				
Total	19,122	730	9,767	600	30,219				

### **Operating exhibits**

### Distribution companies



Distributor	Clients	Energy sold (GWh)	Energy losses (%)	City, Country	Concession area (km²)	Next tariff review
Edesur	2,502,444	12,118	18.4%	Buenos Aires, Argentina	3,309	2022
Enel Dx Rio	2,966,278	8,194	22.5%	Niteroi, Brazil	32,615	2023
Enel Dx Ceará	4,048,807	8,576	15.3%	Fortaleza, Brazil	148,921	2023
Enel Dx Goiás	3,183,950	10,583	11.8%	Goias, Brazil	377,008	2023
Enel Dx São Paulo	7,861,236	29,709	10.4%	Sao Paulo, Brazil	4,526	2023
Enel-Codensa	3,589,109	10,168	7.5%	Bogota, Colombia	26,093	2024
Enel Dx Perú	1,442,879	5,584	8.7%	Lima, Peru	1,550	2022
Total	25,594,703	84,932	=	-	-	-

### **Financial exhibits**

### Liquidity and credit profile



Liquidity (US\$ m)	Total	Used	Available
Committed credit lines	1,677	817	860
Cash and cash equivalents <sup>1</sup>	1,687	0	1,687
Total liquidity	3,365	817	2,547

Credit Profile as of Sept. 2020	S&P	Fitch	Moody's
LT international debt	BBB	A-	Baa3
LT local debt	-	-	-
Outlook (Int'I)	Negative	Stable	Positive
Shares	-	1st Class Level 1	-

### **9M 2020 results**

#### Disclaimer



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### 9M 2020 consolidated results

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## Thank you.

