



Enel Américas

Enel Américas' 2018 Analyst Update Meeting

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Enel Américas Overview

Enel Américas overview¹

Enel Américas is Latin America's largest private power company



Colombia

Generation

3,467 MW
21% Market Share in Installed capacity
Net Production 14,765 GWh
Sales 18,156 GWh
27% Market Share in Sales

Distribution

3.3 million clients
Sales 13,790 GWh
22% Market Share Dx

Peru

Generation

1,979 MW
16% Market Share in Installed capacity
Net Production 7,430 GWh
Sales 10,457 GWh
15% Market Share in Sales

Distribution

1.4 million clients
Sales Dx 7,934 GWh
30% Market Share Dx

Total Generation

Installed capacity: 11,219 MW
Energy sales: 56,051 GWh



Brazil

Generation

1,354 MW
1% Market Share in Installed capacity
Net Production 4,034 GWh
Sales 8,553 GWh
3% Market Share in Sales

Distribution

9.9 million clients + 7.1 Eletropaulo clients
Sales Dx 34,876 GWh + 42,982 Eletropaulo distributed energy
9% Market Share Dx ~ 20% including Eletropaulo

Transmission

2,100 MW transmission lines

Argentina

Generation

4,419 MW
13% Market Share in Installed capacity
Net Production 14,825 GWh
Sales 14,825 GWh
11% Market Share in Sales

Distribution

2.5 million clients
Sales Dx 17,736 GWh
17% Market Share Dx

Total Distribution

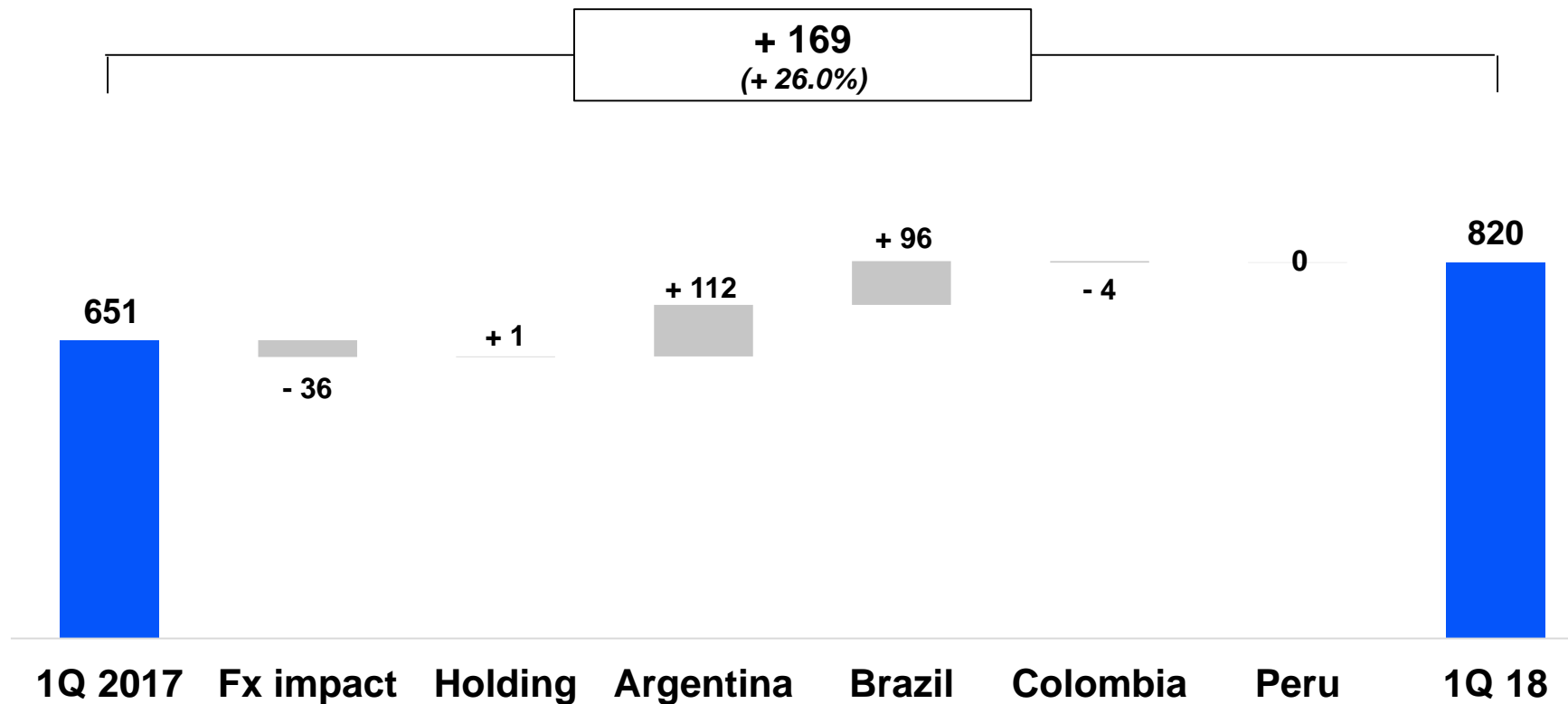
Clients: 17.2 million 24.3 million including Eletropaulo
Energy sales: 74,337 GWh ~ 120 TWh including Eletropaulo

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1Q 2018 results

1Q 2018 results

Consolidated EBITDA (US\$ m)

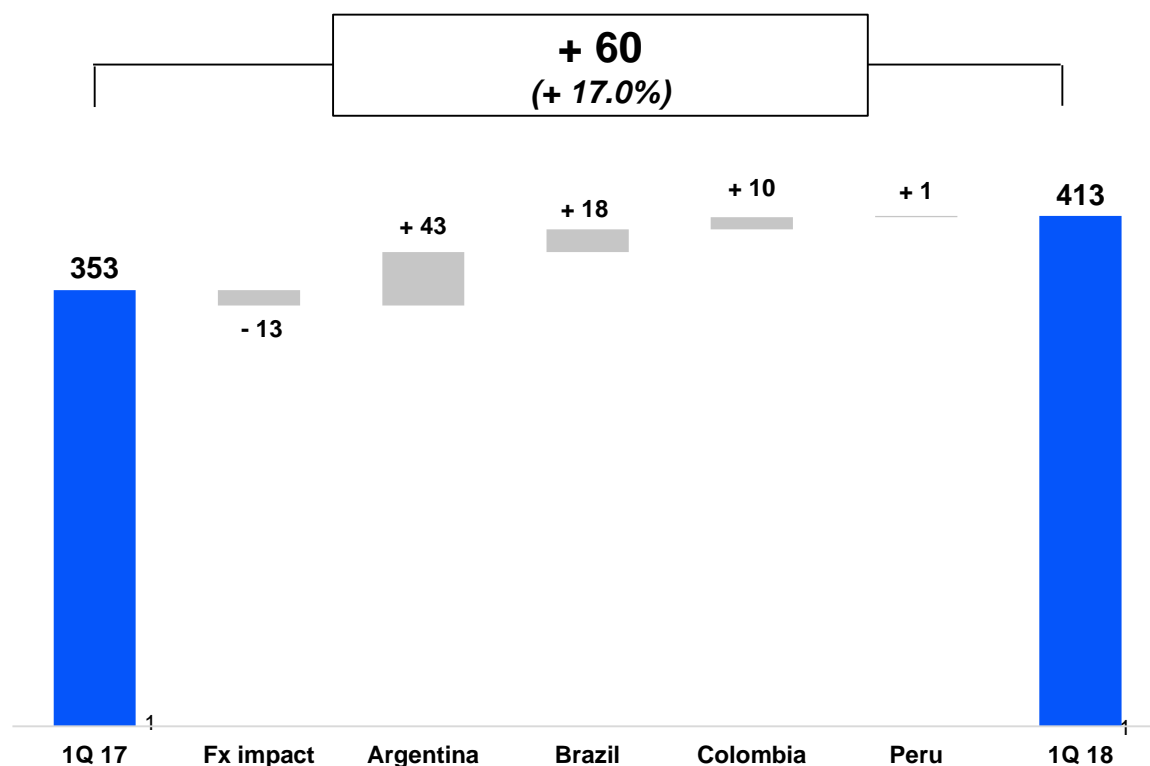


1Q 2018 results

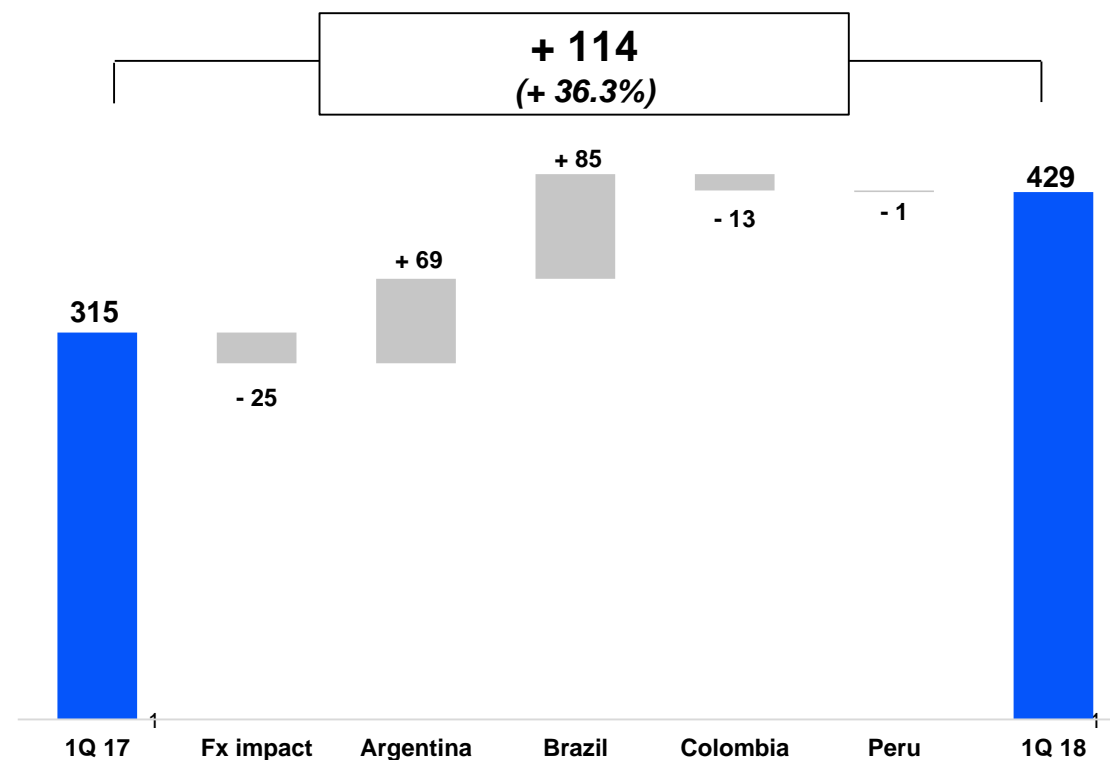
Group EBITDA evolution by business and country (US\$ m)



Generation



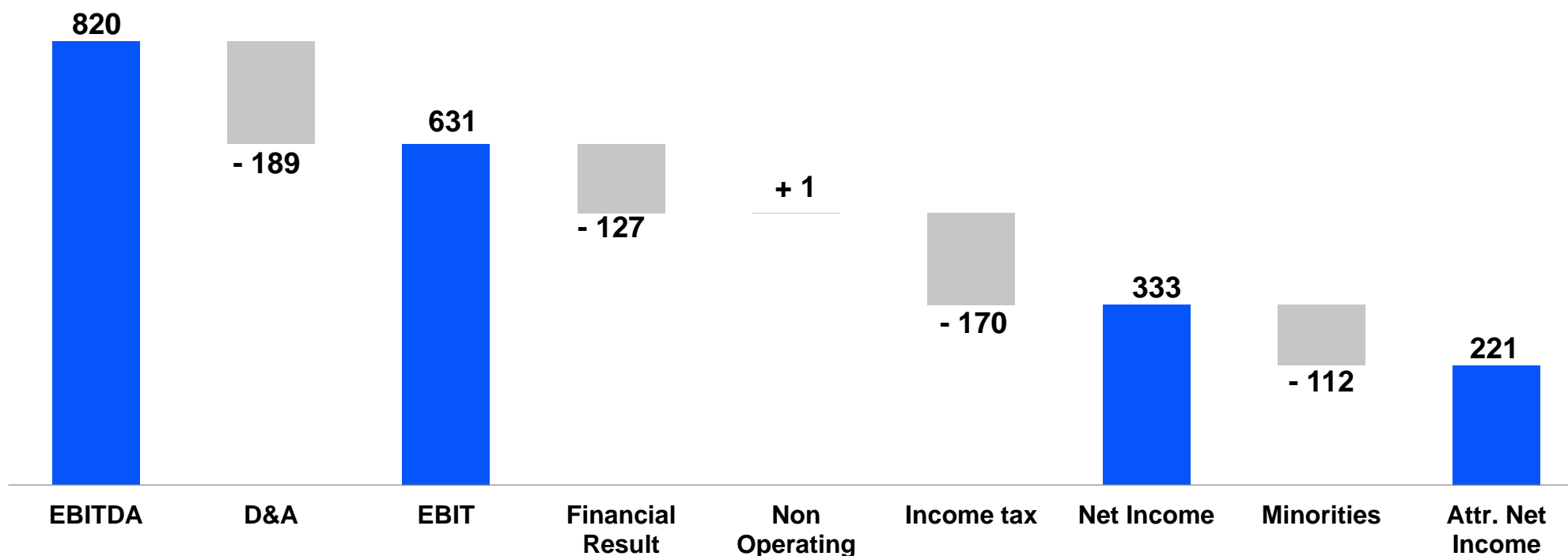
Distribution



1. Not including Services & Holding (USD -22 m).

1Q 2018 results

From EBITDA to Net income (US\$ m)



1Q 17

651

-174

476

-197

1

-137

143

-70

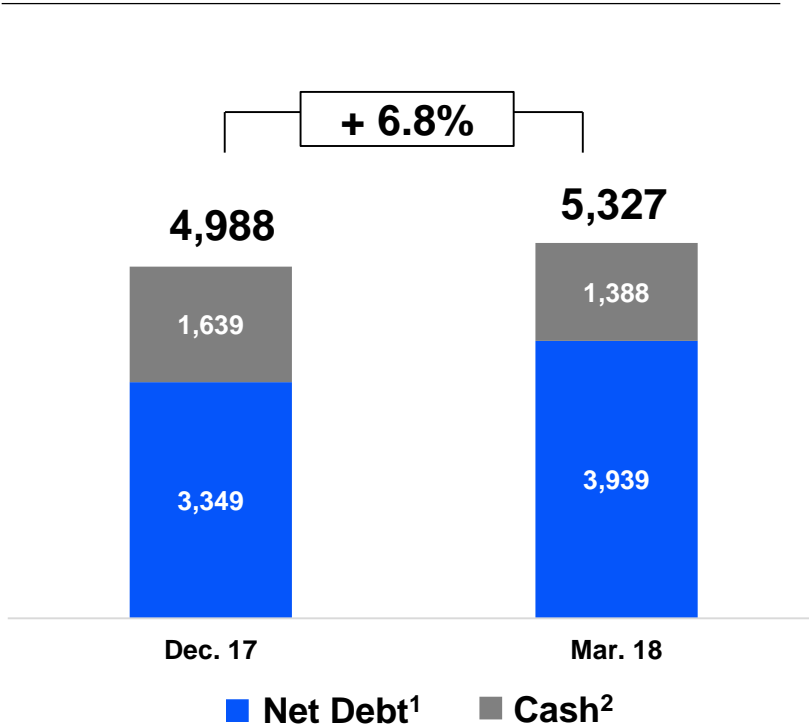
74

1Q 2018 results

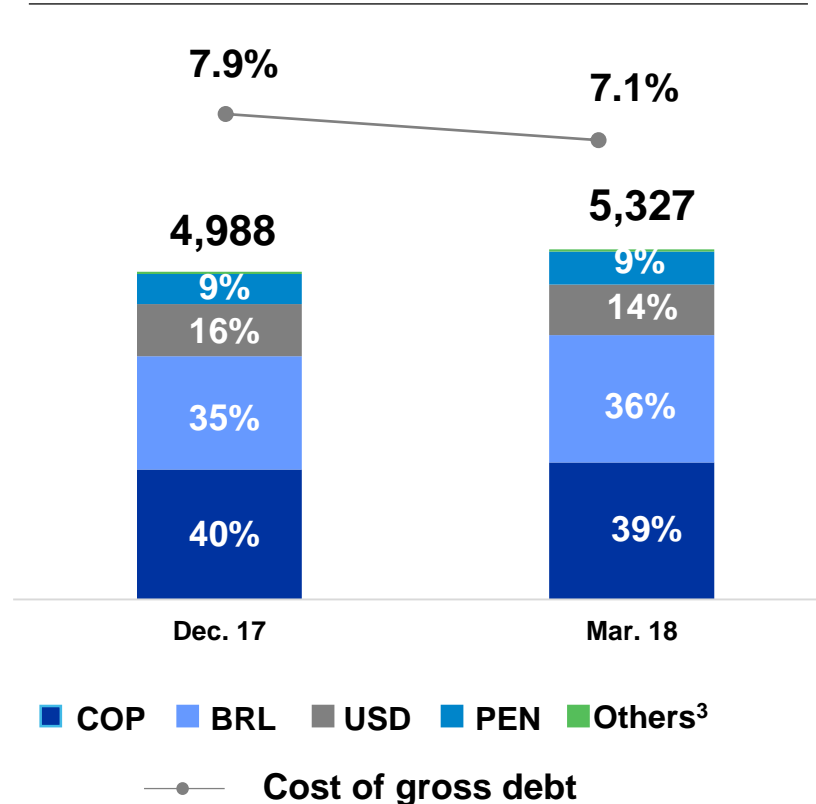
Gross debt breakdown¹ (US\$ m)



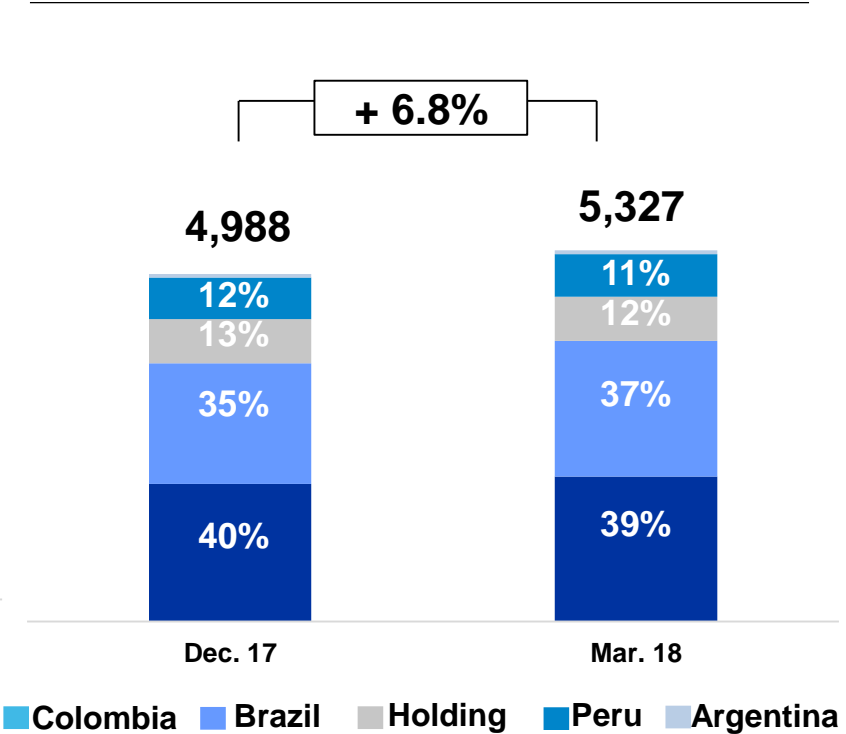
Gross and Net Debt



Gross debt breakdown by currency



Gross debt breakdown by country



- Gross and net debt exclude accrued interests and adjustments.
- Cash and cash equiv. + 90-day cash investments.
- Others: ARS and UF. Dec. 17: 0.64%; Mar. 18: 0.61%.

Share Performance Consensus

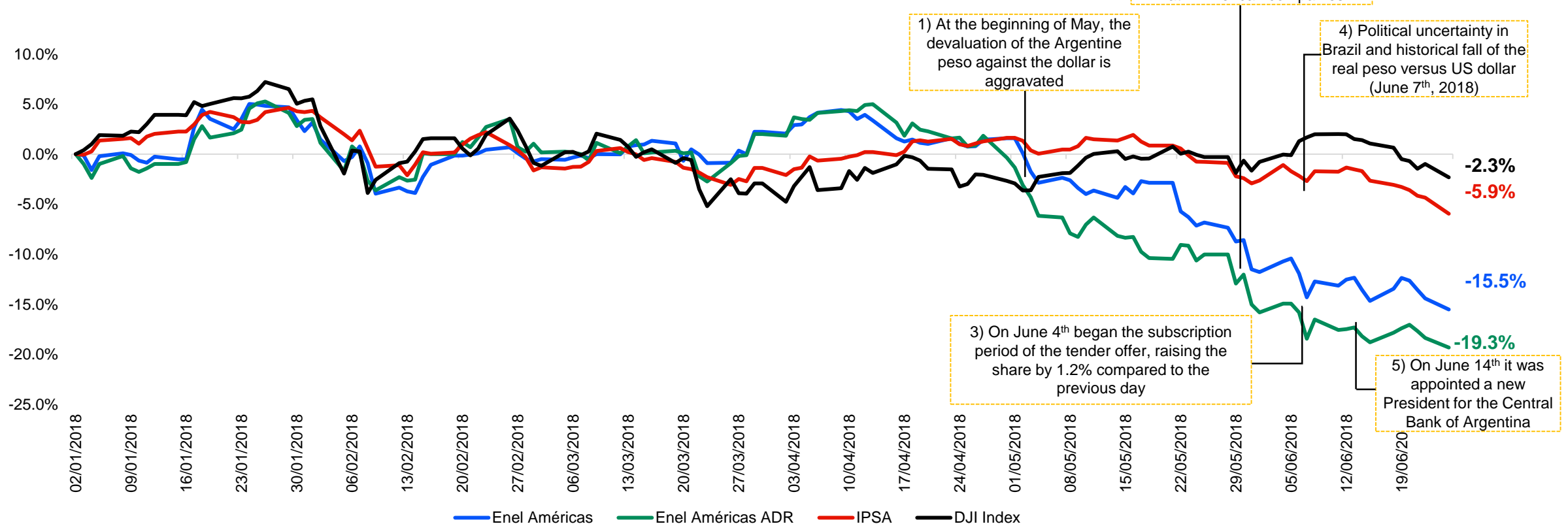
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Stock Performance

Prices and volumes



Share evolution¹

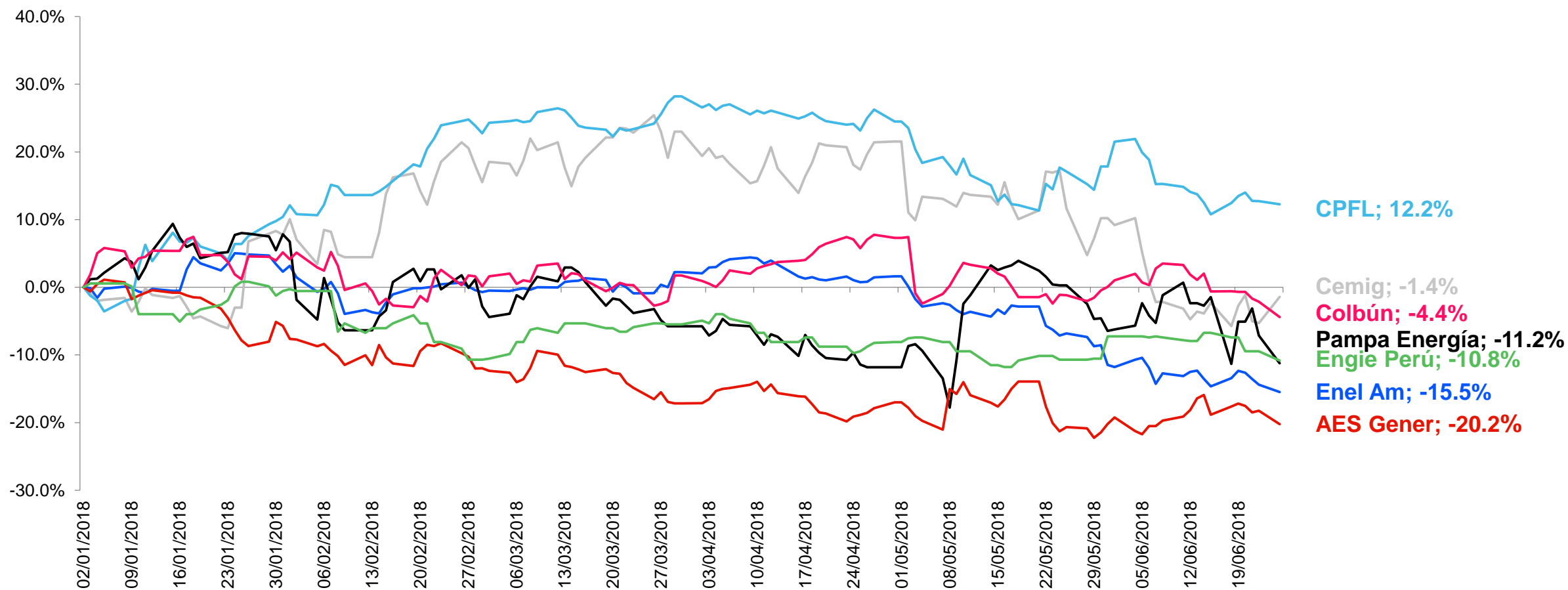


Since May 2018, macro context in Argentina and Brazil impacted in the stock performance

1: From January 2, 2018 to June 25, 2018

Share performance

Stock price evolution vs peers ¹

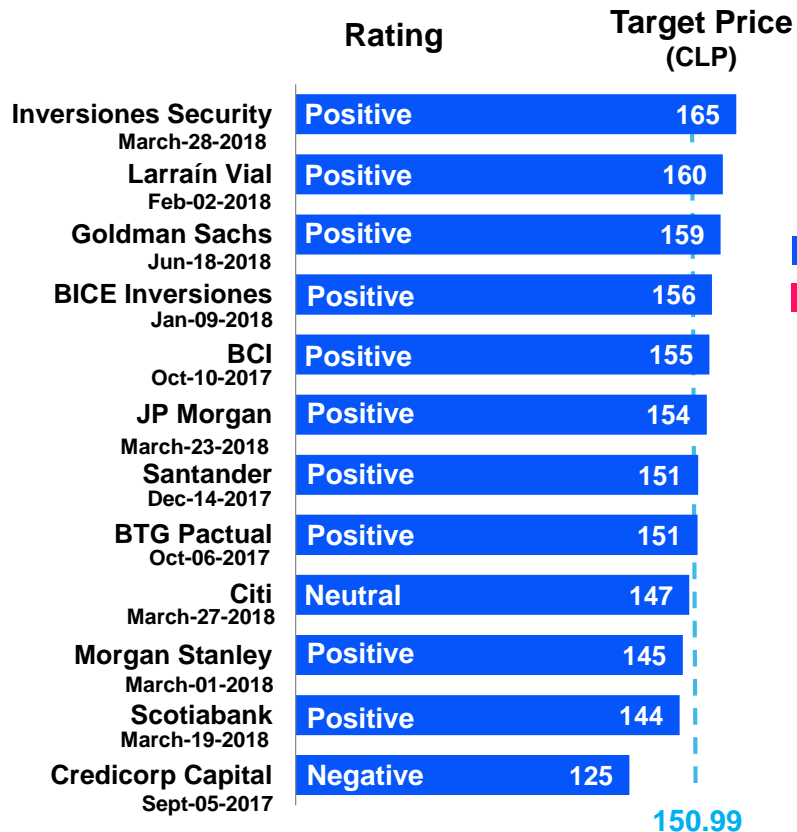
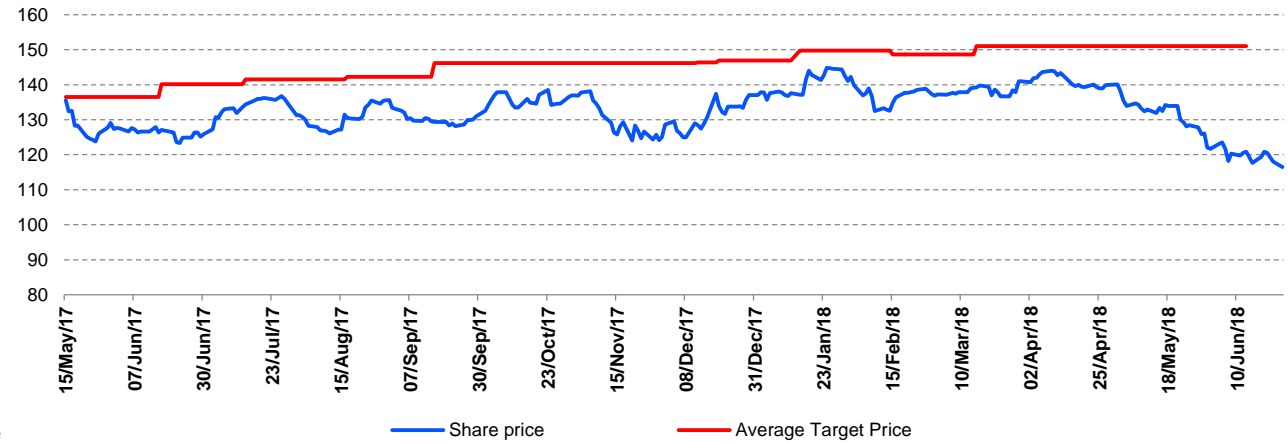


1. From January 2, 2018 to June 25, 2018.

Stock Performance

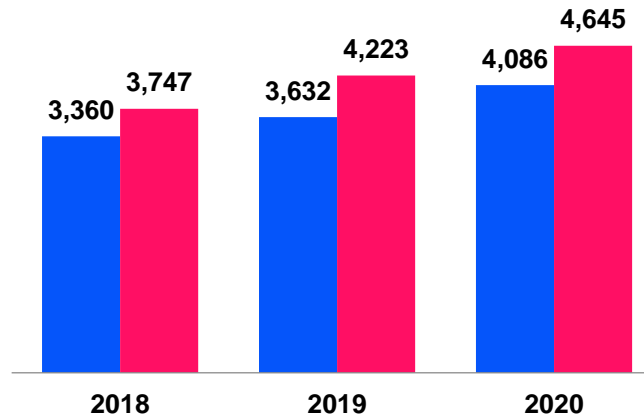


	CLP/Sh	USD/ADR
Share price as of June 25, 2018	116.52	9.19
Average target price as of June 25, 2018	150.99	
Current share price upside vs target price	+29.58%	

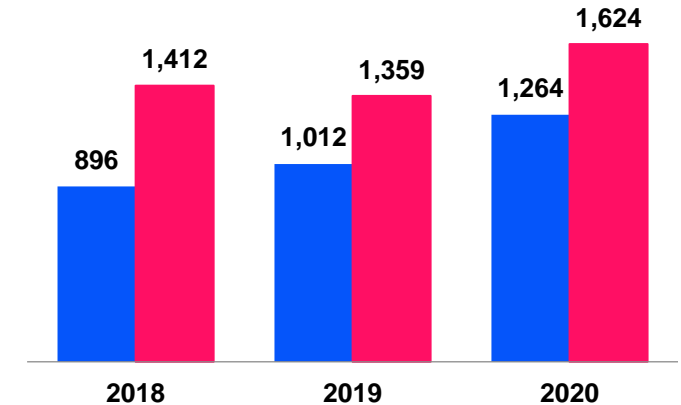


■ Broker's average
■ Enel Américas guidance

EBITDA (USD Mn)



Net Income (USD Mn)



Enel Américas' share: Top pick in the region and recommended in most of the portfolios

Acquisition of Eletropaulo

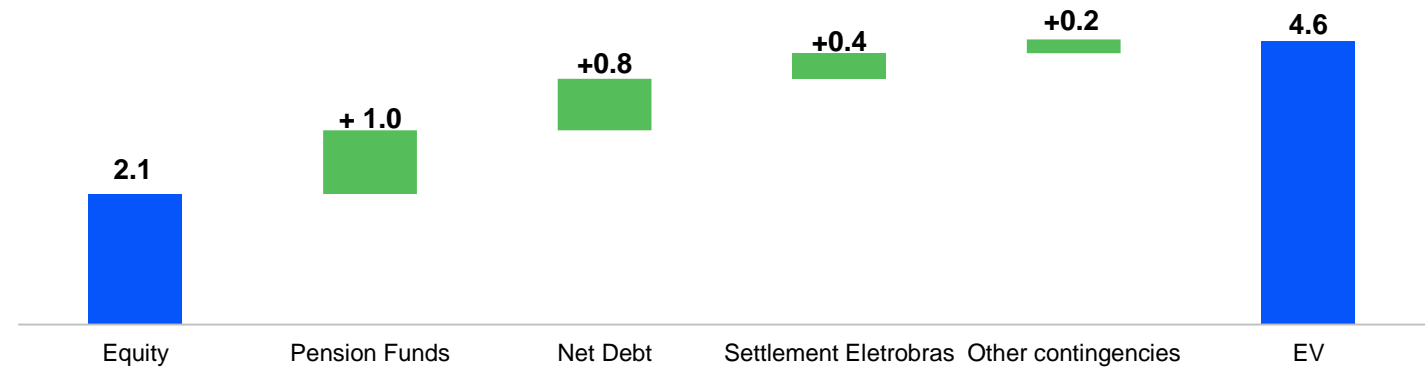
Acquisition of Eletropaulo

Main Transaction Terms - Tender Offer for Eletropaulo

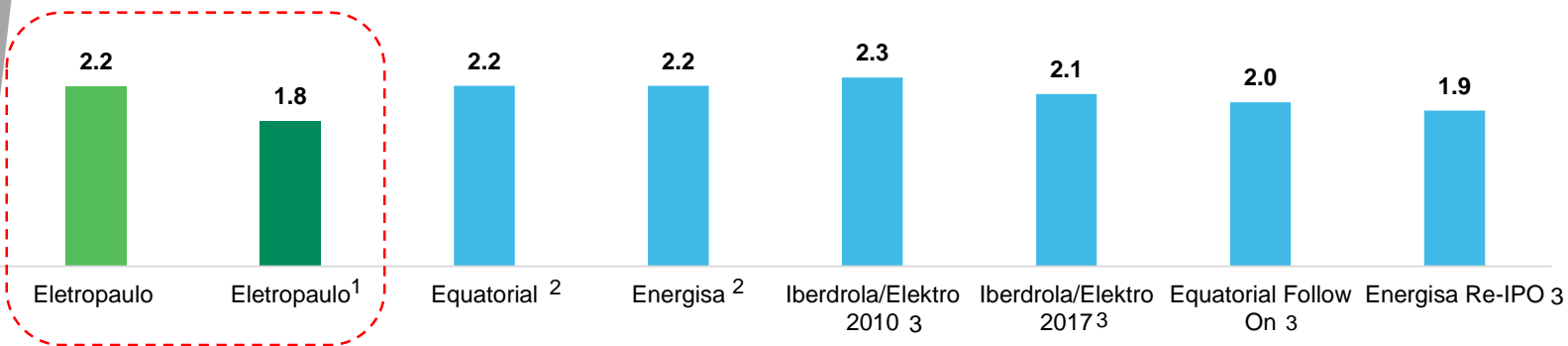


- Enel Américas has made the best offer to acquire Eletropaulo
- Final price: 45.22 BRL per share
- Enterprise Value of US\$ 4.6 bn
- Tender offer successfully finalized (reached more than 50% of the shares of Eletropaulo)
- Shareholders have an additional period of 30 days to sell their shares
- On June 21, President Temer approved the sale of the government shareholding in Eletropaulo of 7.97%. BNDES will be the responsible for executing the sale.
- Committed Capital increase in Eletropaulo of at least BRL 1.5 bn (~US\$ 400 m).

Eletropaulo Enterprise Value Build-Up (US\$ bn)



EV/RAB



Multiple in line with comparable peers and historical M&A transactions

1. Normalized EV/RAB at 2021. 2. Comparable peers. 3. Recent M&A transactions.
Original values in BRL translated into USD using an Exchange rate of 3.60 BRL/USD. Source: Valuation from financial advisor.

Acquisition of Eletropaulo

Acquisition Financing



Cash Needs ¹ (US\$bn)	<ul style="list-style-type: none">• Tender Offer: ~ 2.1• K Increase in Eletropaulo: ~ 0.4• Total: ~2.5
Instrument	<ul style="list-style-type: none">• Bridge financing (<i>Promissory notes</i>) signed with 3 banks
Borrowers	<ul style="list-style-type: none">• Enel Brasil• Enel Sudeste
Guarantors	<ul style="list-style-type: none">• Enel Américas• Enel Brasil
Disbursement date	<ul style="list-style-type: none">• June, 7th

Bridge financing to be replaced by the most adequate financing structure

100% financing in local currency covering fx risks

1. in case of 100% of shares acquisition

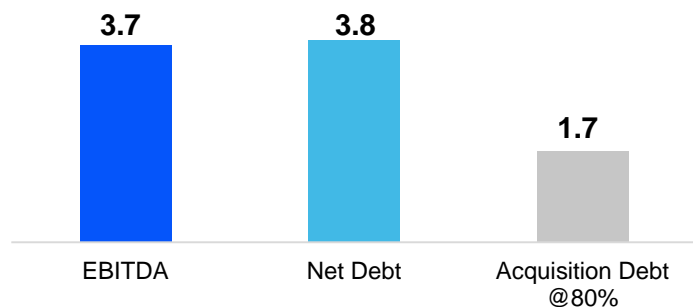
Acquisition of Eletropaulo

Leverage capacity



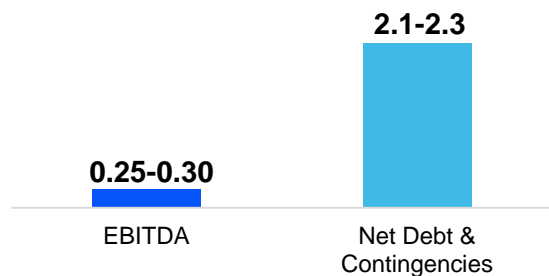
Enel Américas (US\$ bn)

2018

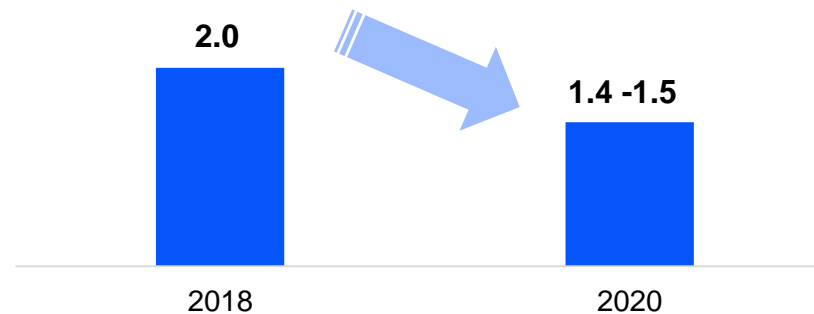


Eletropaulo (US\$ bn)

2018



Net Debt to EBITDA (*) (x)



Brazil EBITDA contribution

32%

40%

(*) Enel Américas, 2018 and 2020 consolidated pro-forma

Acquisition of Eletropaulo

Feedback from the market



Sell Side reports



All in all, we continue positive on Enel Americas, reaffirming our T.P.2018E and BUY recommendation

TP: 12.8 USD/ADR
156 CLP/Sh
R: Buy



We believe the company Eletropaulo has much room to grow in both the regulated and unregulated market.

TP: 13.3 USD/ADR
160 CLP/Sh
R: Buy



We will wait for management guidance on the expected improvements before adjusting our estimates.

TP: 11.8 USD/ADR
144 CLP/Sh
R: Sector Outperform



Adjust TP to US\$12.5 and upgrade to Buy post ELPL tender offer; Among our Chilean utilities coverage, we have a relative preference of Enel Americas over Enel Chile given ENIA's higher growth profile

TP: 12.5 USD/ADR
159 CLP/Sh
R: Buy

Rating Agencies



BBB/Stable
International



Baa3/Negative
International



BBB+/Stable – AA(cl)/Stable
International Local



AA-/Stable
Local

Rating agencies kept outlook and rating for Enel Américas after the transaction

Corporate Presentation

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Thank you.

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