



Consolidated results February 25<sup>th</sup>, 2021



# Full Year 2020 Consolidated results

# Maurizio Bezzeccheri CEO



### Key highlights of the period

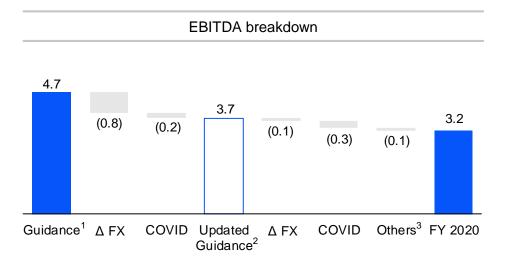


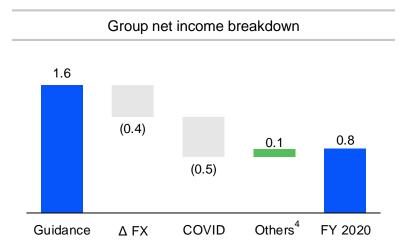
Operational	onal Financial impacts ESG		EGP Américas	
Energy demand continues recovery trend Quality indicators continue to improve	Net of FX impact, Q4 EBITDA improves vs past year Significantly lower cost of debt	Bronze Class in the Sustainbility Yearbook of S&P Global Only utility included in the S&P IPSA ESG Tilted index	Merger of EGP Américas' assets approved with over 80%	

### Guidance breakdown

Extraordinary context explains differences with our initial estimates...





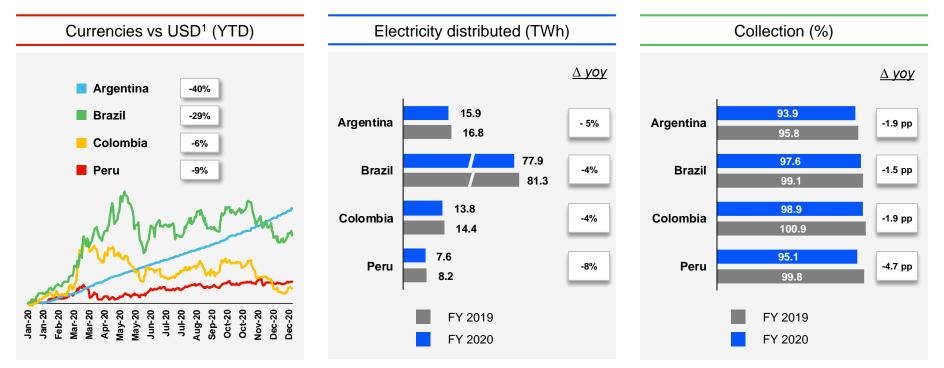


(1) Announced on December 2, 2019; (2) Announced on July 28, 2020, (3) Includes lower positive impact from Sao Paulo pension fund and higher OPEX efficiencies; (4) Considers lower taxes, positive impact of VOSA credits and better financial result in Colombia and Américas

### **COVID-19: Main impacts**

Operational recovery continues, FX headwinds persist...

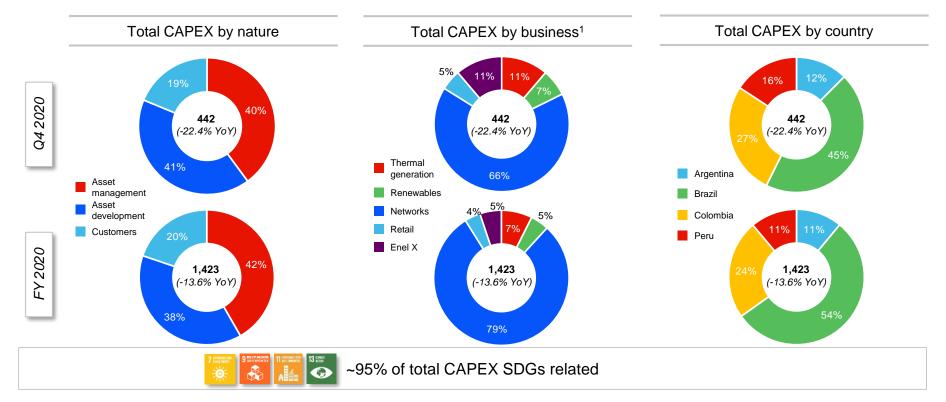




### Industrial growth: Gross CAPEX (US\$ mn)

Net of Fx, FY CAPEX increased 8% vs PY; in line with 2020 Strategic Plan figures...

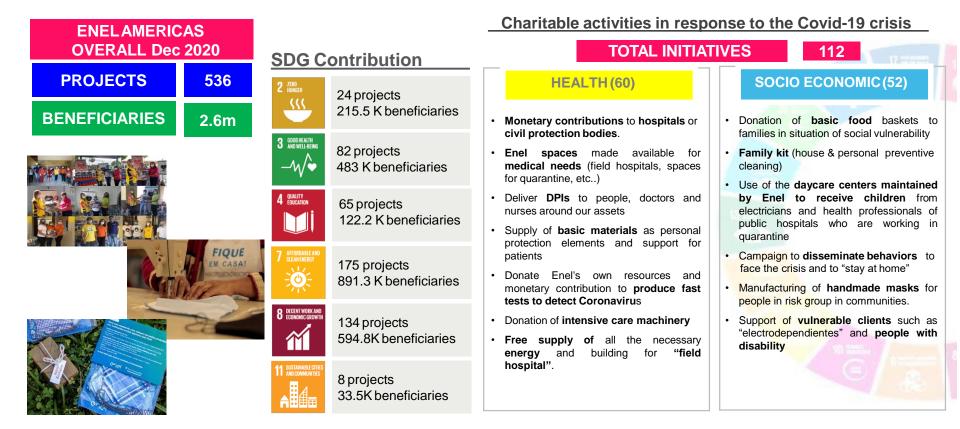




# **Reinforcing our commitment to ESG and SDGs**

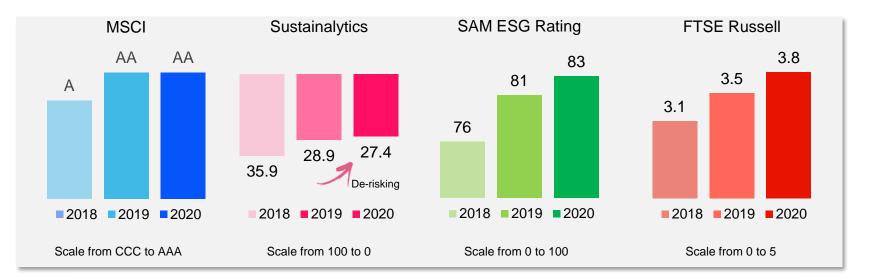
Projects in Support of Local Communites...





### **ESG** highlights

ESG focus resulting in yearly improvements in our scores...



	MSCI: Universal and focus ESG indexes
	Morningstar: Emerging Markets Sustainability indexes
Indexes and ratings	DJSI Chile, DJSI Mila Pacic Alliance y DJSI Emerging Markets
internet une runinge	S&P IPSA ESG Tilted Index
	FTSE Emerging Markets y Latin America Indexes
	Vigeo: ranking Best Emerging Markets Preformers.



S&P Dow Jones Indices





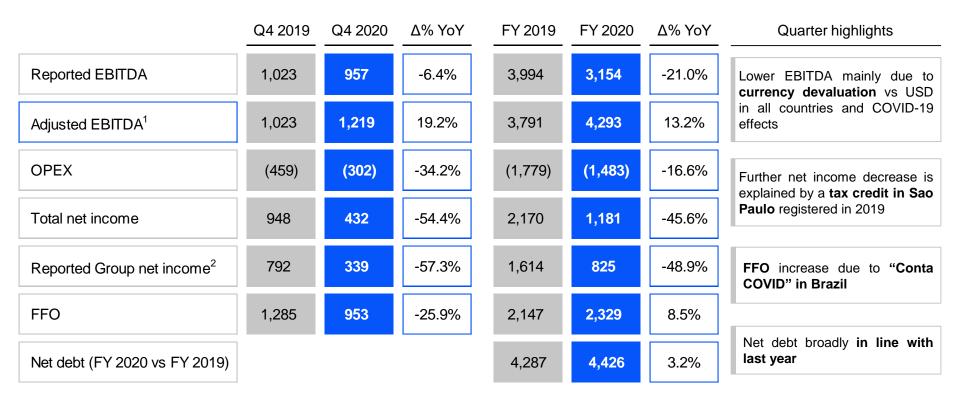
# Full Year 2020 Consolidated results

# Aurelio Bustilho



### Financial highlights (US\$ mn)

Negative Fx, COVID-19 and one-offs are the main factors for the lower result...



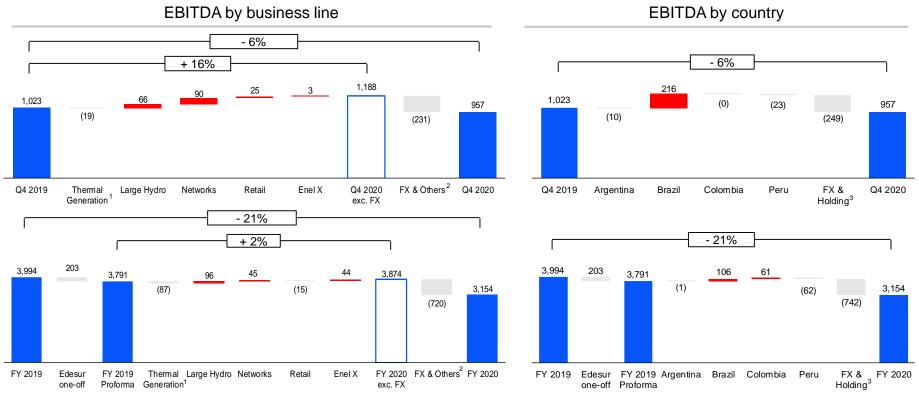
### (1) FY'20: Excludes Fx impact (- US\$ 745 mn), COVID-19 impact (-US\$ 483 mn), Edesur's past liabilities resolution in 2019 (+ US\$ 203 mn), and Enel Dx Sao Paulo's lower expenses (+US\$ 89 mn); Q4'20: Exludes Fx impact (-US\$ 250 mn), COVID impact (-US\$ 101 mn) and Enel Dx Sao Paulo's lower expenses (+US\$ 89 mn); (2) Attributable net income to controlling shareholders.



## EBITDA breakdown (US\$ mn)

Strong performance despite the pandemic and FX headwinds...





(1) Thermal generation business' includes trading business (2) Q4 2020 - Fx effect: US\$ -250 mn. Services & Others: US\$ 19 mn; FY 2020 - Fx effect: US\$ -745 mn. Services & Others: US\$ 25 mn. (3) Q420 - Holding: US\$ 1 mn; FY 2020 - Holding: US\$ 3 mn

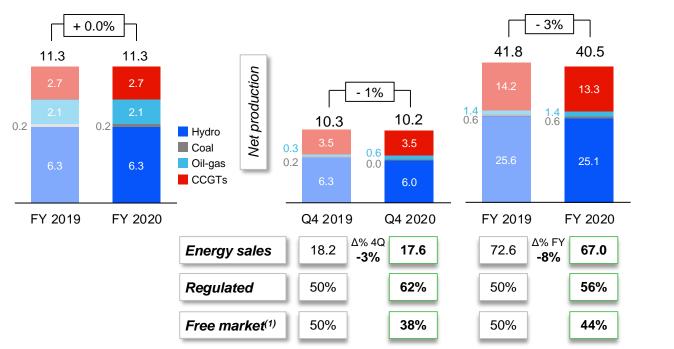


Installed capacity (GW)

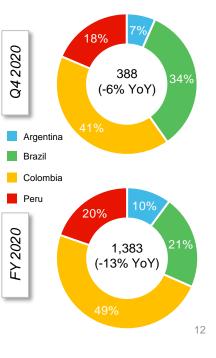
### **Generation highlights**

Production in line with last year despite COVID context...

EBITDA (US\$ mn)



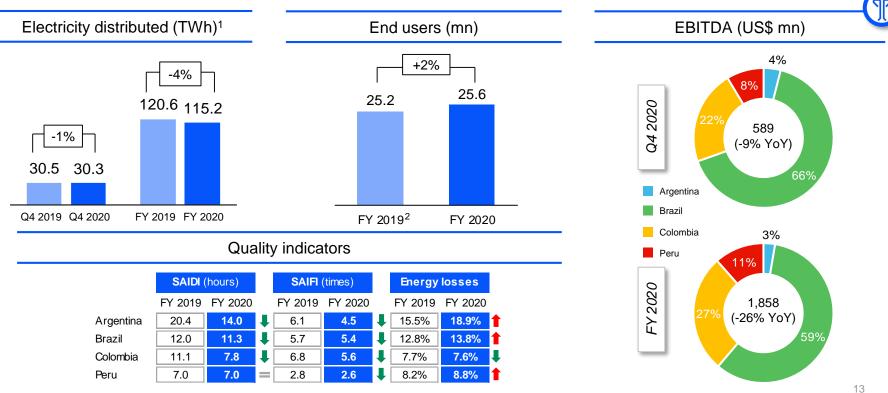
Net production & energy sales (TWh)





### **Networks highlights**

Electricity distributed in line with PY despite COVID; relevant improvement in quality indicators...Américas

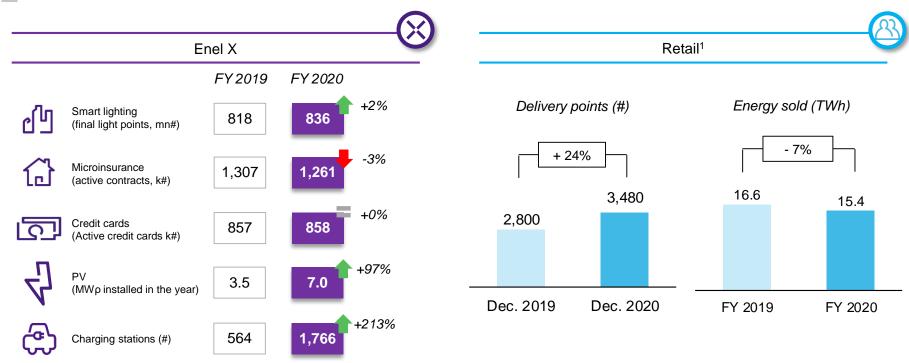


(1) Non-billable consumptions are not included; (2) +550 th. additional clients compare to the number reported in December 2019 due to a new methodology applied since 2020.



# Enel X and Retail operating highlights

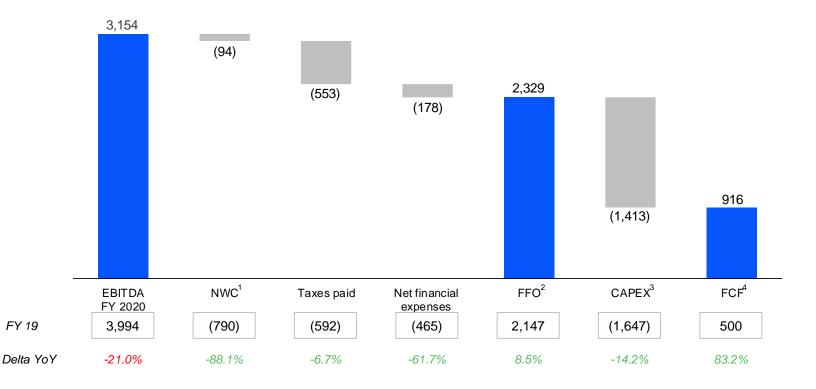
Strong growth in charging and delivery points...



### Cash flow (US\$ mn)

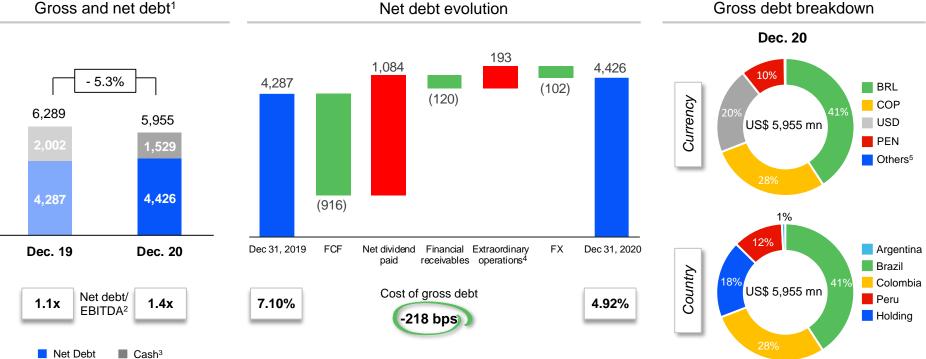
Strong improvement in NWC mainly due to "Conta COVID" in Brazil...





(1) 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

### (1) Gross and net debt exclude accrued interests and adjustments after derivatives; (2) Calculation does not include pension fund liability; (3) Cash and cash equiv. + 90-day cash investments; (4) Includes effects of the capital increase in Brazil and pension fund migration; (5) Others: UF. Dec. 19: 0.26%; Dec. 20: 0.18%



### Debt (US\$ mn)

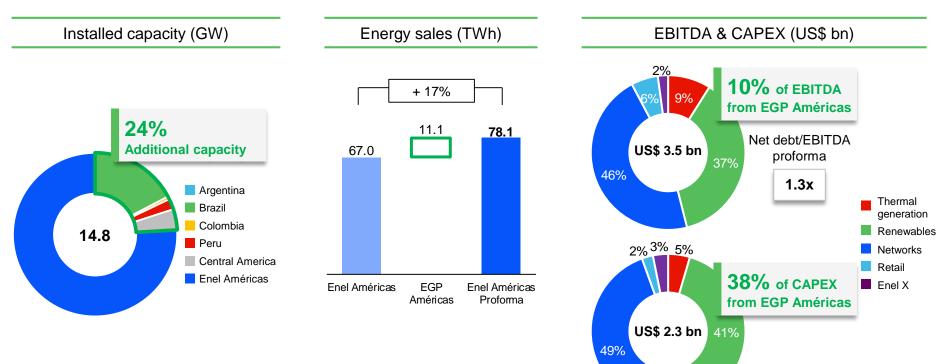
Lower gross debt vs last year, at a significant lower cost...



### Merger of EGP Américas' assets

Enel Américas Proforma 2020

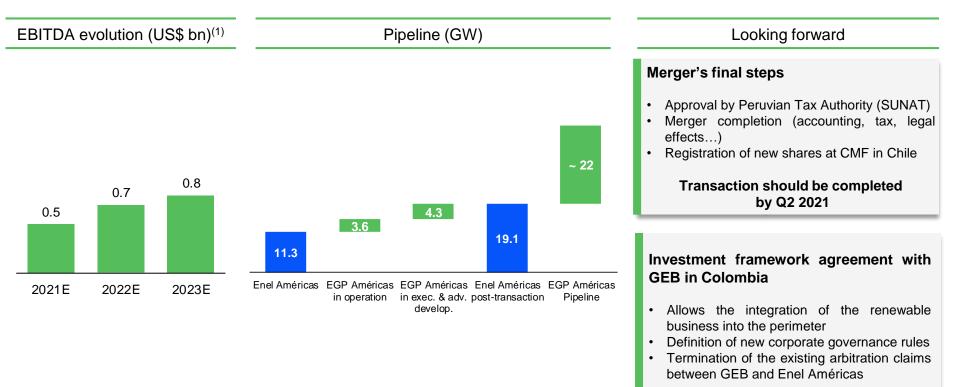




### Merger of EGP Américas' assets

Growth driver for the coming years...





### **Closing remarks**



Management actively working on mitigating the impacts of a challenging environment

Demand continues to improve in Q4 Healthy cash flow generation despite COVID effects EGP Américas merger to be completed during Q2 2021

Investment framework agreement with GEB signed

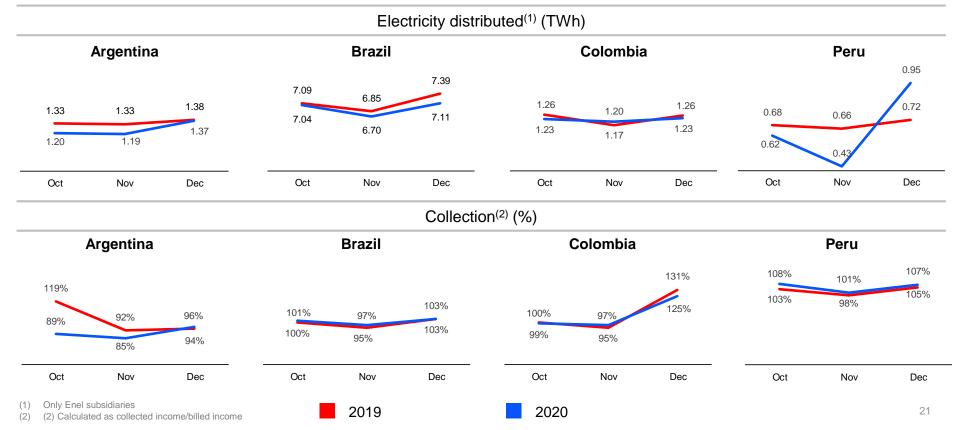
# **Enel Américas** FY 2020 Consolidated results

Annexes



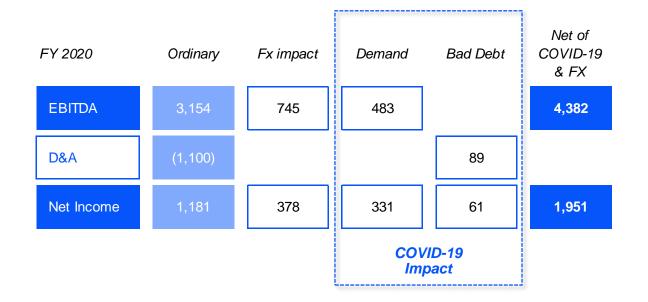
### **COVID-19: Main impacts**





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





### **Regulation Update FY 2020**



- On December 27, 2020, the Government, the Province of Buenos Aires, the ENRE and the companies EDENOR and EDESUR signed an agreement to establish a mechanism to cancel the debts corresponding to the Framework Agreement, with the companies committing to allocate said funds to improvement works of the distribution service.
  - On December 30, 2020, by means of note Ger Gen 158, EDESUR informed the ENRE of the magnitude of the tariff deferrals and its willingness to actively collaborate in the elaboration process of the Transition Agreement and the Tariff Review instructed by DNU 1020/2020, requesting to be summoned for such purpose.
- For the year 2020, due to the COVID-19 pandemic, one of the biggest impacts was the reduction in electricity consumption, worsening the scenario of over-contracting of distributors. In view of this fact, it is
  important to note that Decree No. 10,350, of May 18, 2020, classifies the load reduction due to COVID as involuntary. ANEEL opened the 3rd phase of Public Consultation No. 035/2020 which, among other
  issues, is evaluating the methodology for calculating the load reduction due to COVID in 2020 for the purposes of applying the involuntary over-contracting.
- On December 4th, 2020, ANEEL published Normative Resolution No. 899, which amends Normative Resolution No. 584 with the definitions of energy allocation for the MRE for the coming years as follows;
  - Until December 2026, two types of allocation will continue to exist: one for ballast and another for the MRE. In this same period, the current model is changed to the latter, which will become a limitation between 80% and 120% of the average generation of the last five years for each plant;
  - As of January 2027, there will only be the possibility of allocating energy for ballast, since the MRE allocation will be the average generation of the last five years for each plant.
- Res. CREG 219/2020. It puts into consideration the conditions for the implementation of the Advanced Metering Infrastructure (AMI) in the provision of public electricity Service and some adjustments above
  Res. 131/2020.
- Res. CREG 207/2020. Defines an Audit scheme for fuel supply and transportation costs.
- Res. 233/2020: Transport capacity connection in the system, enabling projects to the STR (Regional transmission System) and SDR (Distribution Local System).
- Res. 235/2020: Definition of special contribution that must be paid for all Service energy providers for 2020.
- 40311/2020 Ministry of Mines and Energy. Assignment of connection points for energy generation projects with non-conventional renewable sources.
- Due to the COVID-19 pandemic, the Peruvian Government declared the state of national emergency up to February, 28th. New restrictions to mobility are in place for a period of 15 days (conditions depend on risk level). Most economic activities continue to operate.
- By Resolution N° 218-2020-OS/CD OSINERGMIN approved the "Activity based costs manual applicable to distribution companies". It establishes parameters to be considered by distribution companies to register their activities according to IFRS.
- By Supreme Decree N° 031-2020-EM provisions are established to determine the price of natural gas for electricity generation (a bylaw must be developed by the system operator –COES- and approved by the regulator).
- By Supreme Decree N° 034-2020-EM secondary natural gas market implementation is suspended.



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Argentina

Brazil

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### **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	2,860	474	10,567	0	13,901			
Brazil	4,611	0	212	0	4,823			
Colombia	13,315	45	0	650	14,009			
Peru	4,358	855	2,510	0	7,722			
Total	25,144	1,374	13,289	650	40,455			



## **Operating exhibits**

Distribution companies



Distributor	Clients	Energy sold (GWh)	SAIDI (hours)	SAIFI (times)	Energy losses (%)	City, Country	Concession area (km²)	Next tariff review
Edesur	2,507,652	15,888	14.0	4.5	18.9%	Buenos Aires, Argentina	3,309	2022
Enel Dx Rio	2,948,145	11,228	10.5	6.1	22.1%	Niteroi, Brazil	32,615	2023
Enel Dx Ceará	4,010,721	11,866	15.9	6.0	15.9%	Fortaleza, Brazil	148,921	2023
Enel Dx Goiás	3,206,795	14,469	15.9	8.5	11.4%	Goias, Brazil	336,871	2023
Enel Dx São Paulo	7,895,997	40,350	7.4	3.6	10.6%	Sao Paulo, Brazil	4,526	2023
Enel-Codensa	3,614,502	13,834	7.8	5.6	7.6%	Bogota, Colombia	26,093	2024
Enel Dx Perú	1,455,719	7,578	7.0	2.6	8.8%	Lima, Peru	1,602	2022
Total	25,639,531	115,213	-	-	-	-	-	-

### **Relevant figures**



	Av. Spot Price (\$US/MWh)								
	Q4 2019	Q4 2020	FY 2019	FY 2020					
Argentina	N/A	N/A	N/A	N/A					
Brazil	67	65	58	36					
Colombia	88	50	69	68					
Peru	10.5	14.3	8.9	9.4					

	FX vs USD				
	FY 2019	FY 2020			
Argentina	59.9	84.1			
Brazil	3.9	5.2			
Colombia	3,281	3,281			
Peru	3.3	3.5			

### **Financial exhibits**

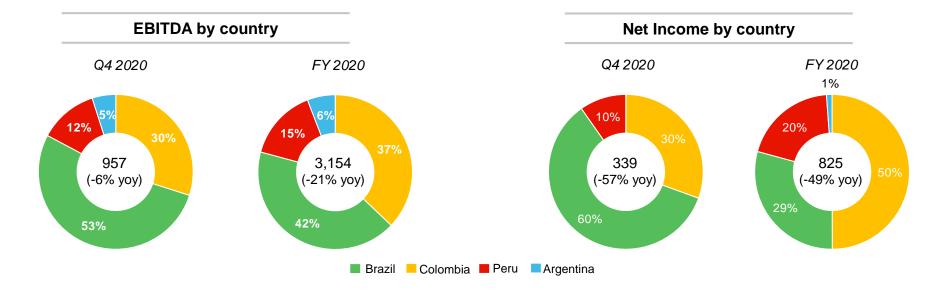


	Q4 2020	Q4 2019	$\varDelta$ yoy	FY 2020	FY 2019	∆уоу
Revenues	3,672	3,738	-2%	12,193	14,314	-15%
Gross Margin	1,259	1,482	-15%	4,637	5,773	-20%
OPEX	(302)	(459)	-34%	(1,483)	(1,779)	-17%
Reported EBITDA	957	1,023	-6%	3,154	3,994	-21%
D&A <sup>1</sup>	(287)	(414)	-31%	(1,100)	(1,225)	-10%
EBIT	670	609	+10%	2,053	2,769	-26%
Net financial results	(28)	(51)	-44%	(313)	(378)	-17%
Non operating results	1	14	-96%	8	15	-47%
ЕВТ	642	572	+12%	1,748	2,406	-27%
Income taxes	(210)	377	<-100%	(567)	(236)	>100%
Minorities	(94)	(156)	-40%	(356)	(556)	-36%
Group Net Income	339	792	-57%	825	1,614	-49%

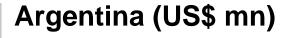
### **Financial exhibits**

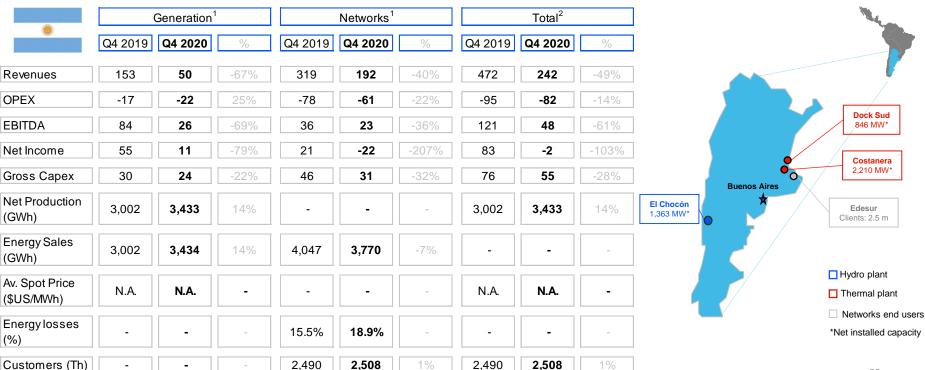
EBITDA and Net Income breakdown





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

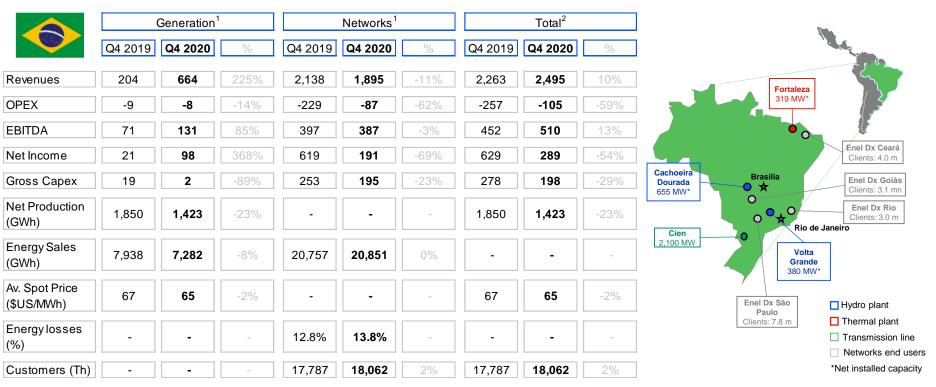




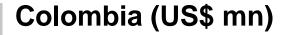


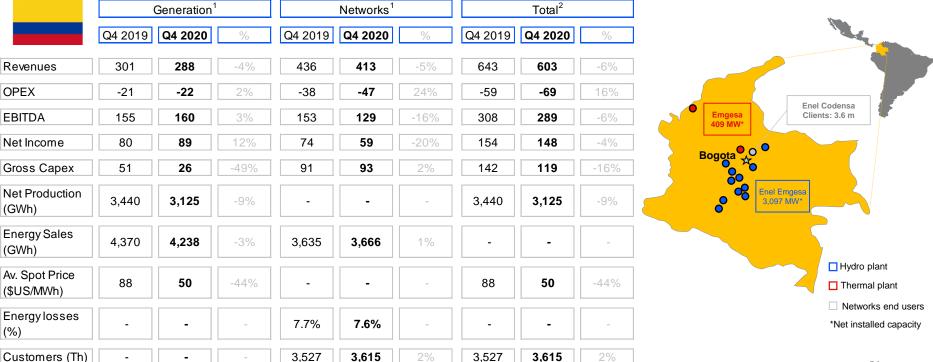
(1) Networks business includes Enel X. Generation business includes trading business. Both, Generation and Networks businesses, include Retail business; (2) "Total" included Holding and Services adjustments; (3) Southeast/Central-west region

### Brazil (US\$ mn)



(1) 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.





enel

Peru (US\$ mn)



0		Generation	1		Networks <sup>1</sup>			Total <sup>2</sup>		No.
	Q4 2019	Q4 2020	%	Q4 2019	Q4 2020	%	Q4 2019	Q4 2020	%	
Revenues	170	139	-18%	242	232	-4%	360	332	-8%	
OPEX	-18	-19	4%	-20	-20	-2%	-39	-39	-1%	Piura 336 MW*
EBITDA	102	72	-30%	62	51	-18%	150	118	-21%	
Net Income	61	35	-42%	37	16	-57%	88	47	-47%	
Gross Capex	30	26	-13%	43	43	1%	73	70	-4%	Enel Gx Perú
Net Production (GWh)	2,050	2,255	10%	-	-	-	2,050	2,255	10%	
Energy Sales (GWh)	2,847	2,664	-6%	2,062	1,994	-3%	-	-	_	Lima Enel Gx Perù
Av. Spot Price (\$US/MWh)	11	14	36%	-	-	-	11	14	36%	859 MW*
Energy losses (%)	-	-	-	8.2%	8.8%	-	-	-	-	Hydro plant     Thermal plant     Networks and users     Enel Dx Perú
Customers (Th)	-	-	-	1,434	1,456	2%	1,434	1,456	2%	Networks end users     Enel Dx Perú     Clients: 1.4 m

(1) 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.

### **Financial exhibits**

Liquidity and credit profile



Liquidity (US\$ m)	Total	Used	Available
Committed credit lines	1,693	475	1,218
Cash and cash equivalents <sup>1</sup>	1,529	0	1,529
Total liquidity	3,222	475	2,747

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

# FY 2020 Consolidated results

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