# **First Quarter**



# **Enel Américas**

Consolidated results May 2<sup>nd</sup>, 2022



# First Quarter 2022

Consolidated results

# Aurelio Bustilho



# Key highlights of the period



Operational performance

Gx performance boosted by EGPA consolidation

Solid growth in energy distributed in Argentina, Colombia and Peru

Financial results

+48% EBITDA vs PY on strong Dx and Gx performance

Group net income doubled on higher EBITDA and better financial results

**ESG** highlights

Publishing of our 2021 first Integrated Annual Report, Sustainability Report and Form 20-F Push on renewables

36 MW RES built in Q1 2022

Fonte dos Ventos II (99 MW) begins commercial operations

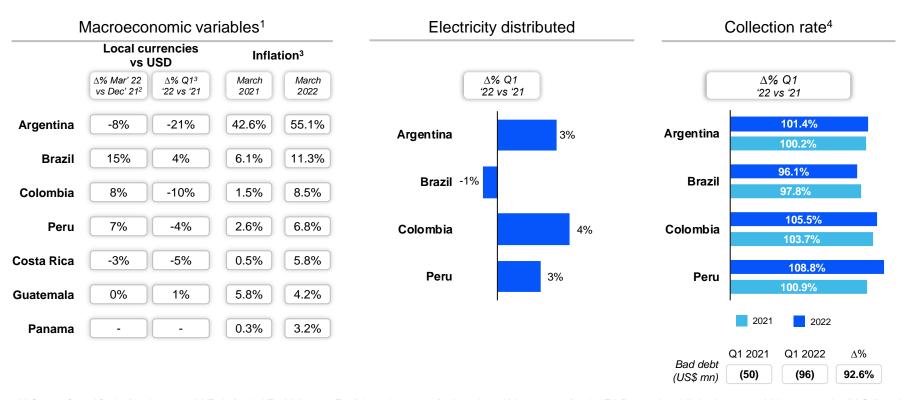
2,700 MW capacity in execution

Gross pipeline of 59,000 MW to support our growth strategy

#### **Current scenario**



#### Relevant BRL appreciation, inflation increases across the region



<sup>(1)</sup> Source: Central Bank of each country; (2) End-of-period Fx; (3) Average Fx of the period, except for Argentina, which uses end-of-period FX. Panama is a dollarized economy, (3) Last 12 months, (4) Collected income / billed income











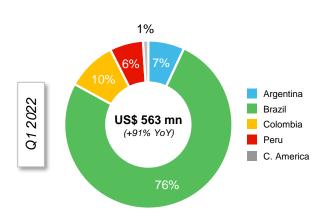


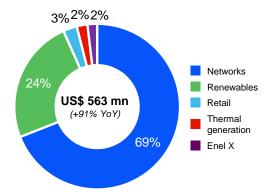
Significant investment in Renewables and Networks; 98% SDG-linked CAPEX1

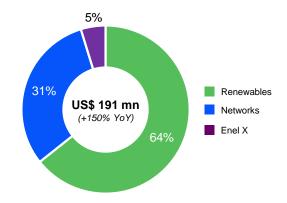
CAPEX by country

CAPEX by business<sup>2</sup>

Asset development<sup>3</sup> CAPEX by business









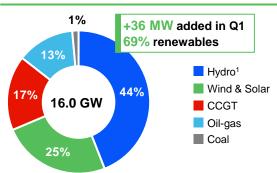
# **Generation operational highlights**



Strong growth in net production and energy sales due to EGPA consolidation

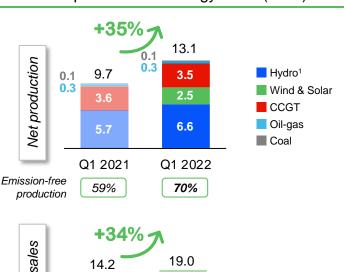


Installed capacity (GW)





Net production & energy sales (TWh)







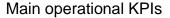
#### **Focus EGP Américas**

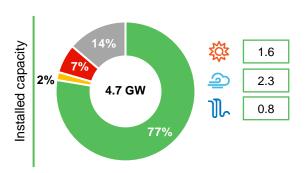
36 MW of add. capacity in Q1 2022 in Colombia

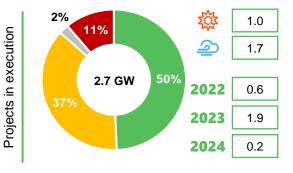


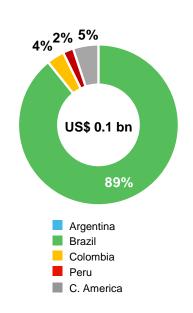
Gross pipeline (GW)



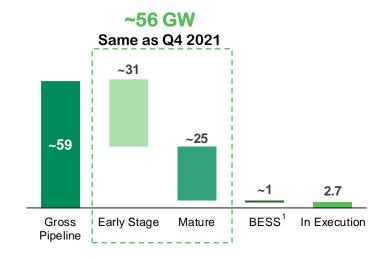








CAPEX breakdown





#### **Focus EGP Américas**

Showcasing renewable delivery in Colombia and Brazil

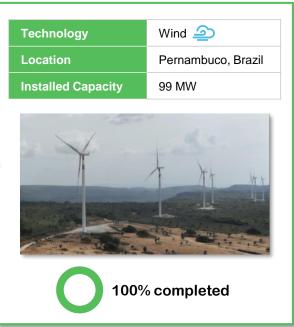


La Loma – Colombia (COD March 2022)





Fonte dos Ventos II – Brazil (COD April 2022)





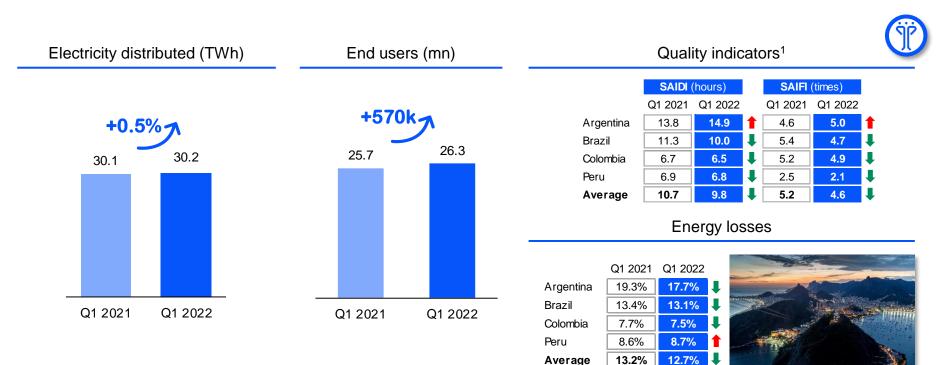




# **Networks operational highlights**

Relevant organic growth of end users and solid volume growth ex. Brazil















Strong growth in charging points and energy sold



	Enel X		$\bigotimes$		Reta	ail <sup>2</sup>	
	Q1 2021	Q1 2022	Δ%				
Charging points (#)	1,543	4,725	>200%	Delivery p	oints (#)	Energy sol	d (TWh)
Street lighting (final light points, mn#)	842	850	+1%	+19%	4,877	<b>+14%</b> 5.0	5.7
PV (MWρ installed)	19	35	+82%	4,107			
M&R¹ contracts (customer base, k#)	378	454	+20%	Mar. 2021	Mar. 2022	Q1 2021	Q1 2022
Credit cards (Active credit cards k#)	884	925	+5%				

## **ESG** highlights

Our commitment is part of our business model

1<sup>st</sup> Integrated Annual Report

- Reflects how sustainability is fully integrated into our business model as a driver of risk management and value creation
- Includes qualitative and quantitative financial and non-financial information considered most relevant to represent our strategic thinking, summarized in the equation "sustainability=value"

Link to full document





#### Sustainability Report & Form 20-F

- Our Sustainability Report reinforces our commitment to report relevant information regarding our ESG efforts and how every dimension is integrated into our business model
- Considers TCFD-related information as well as complying with SASB standards.

#### Link to full document (in spanish)

 Our Form 20-F was published at the end of April, reflecting our compliance with U.S. regulation

**Link to full document** 

## Financial highlights (US\$ mn)

#### Significant improvement in EBITDA and bottom line



	Q1 2021	Q1 2022	Δ% YoY
Reported EBITDA	789	1,166	47.7%
Adjusted EBITDA <sup>1</sup>	789	1,114	41.2%
OPEX	-410	-438	6.7%
Net financial results	-128	-107	-16.4%
Total net income	288	473	63.9%
Reported Group net income <sup>2</sup>	183	366	99.6%
FFO	235	-43	-118.4%
Net debt (Q1 2022 vs FY 2021)	5,870	7,393	25.9%

#### Quarter highlights

EBITDA improvement mainly due to EGPA result (+116), tariff indexation in Brazil (+115), and higher sales in Gx business

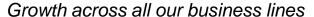
**OPEX in line with PY excluding EGPA**, and well below inflation impact

Significant Group net income increase due to improved operational and financial results

FFO decrease mainly due to increase in investments payments, lower collection in Brazil and bad debt

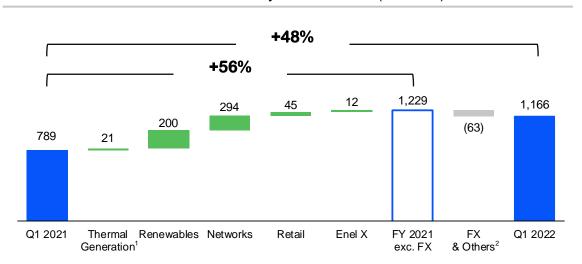
Net debt increase mainly explained by FCF (-606), and accounting Fx translation (-641)

#### EBITDA breakdown: Q1 2022 results

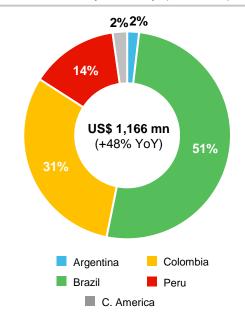




#### EBITDA evolution by business line (US\$ mn)



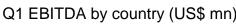
#### EBITDA by country (US\$ mn)



#### **Generation business results**

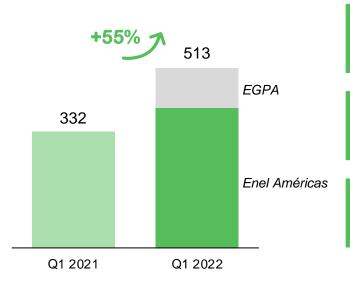
Solid performances across all countries







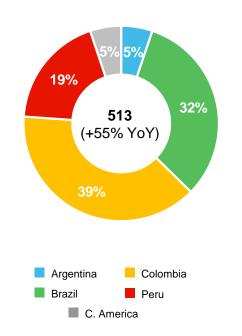
Q1 EBITDA evolution (US\$ mn)



Consolidation of EGPA continues to boost results

+214% EBITDA in Brazil due to consolidation of EGP Brasil and better hydro conditions

+10% and 25% EBITDA in Colombia and Peru respectively driven by higher energy sales and higher prices



#### **Networks business results**

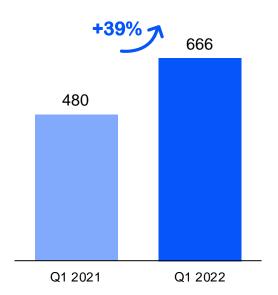
Growth driven mainly by Brazil



Q1 EBITDA by country (US\$ mn)



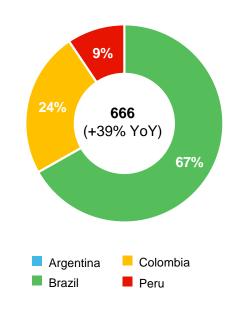
Q1 EBITDA evolution (US\$ mn)



Solid electricity distributed growth excluding Brazil

+61% EBITDA in Brazil due to tariff indexation and IFRIC121 on higher CPI

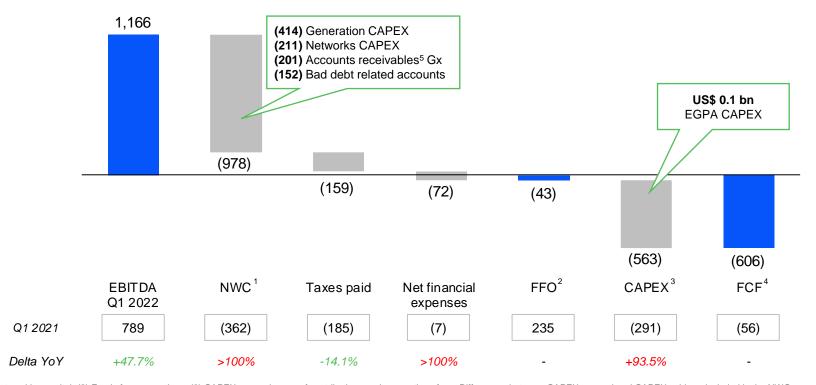
+16% EBITDA in Colombia driven by tariff indexation and higher RAB remuneration



# Cash flow (US\$ mn)

#### FFO generation pressured by higher NWC



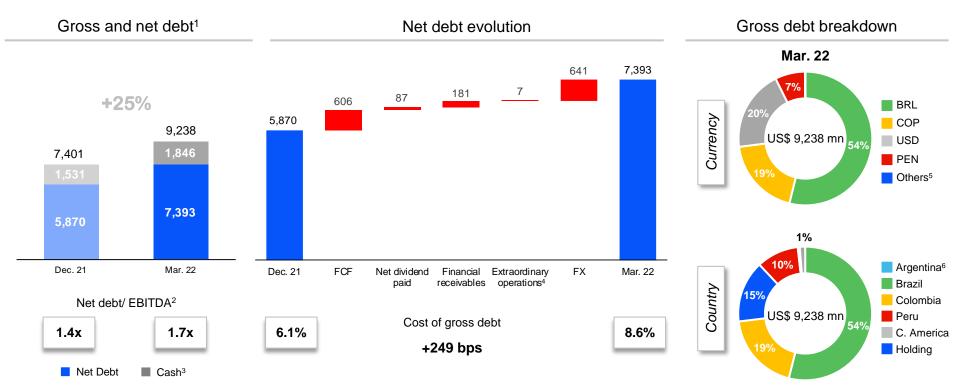


<sup>(1)</sup> Net working capital; (2) Funds from operations; (3) CAPEX accrued gross of contributions and connections fees. Differences between CAPEX accrued and CAPEX paid are included in the NWC.; (4) Free cash flow; (5) Related to customers

# Debt (US\$ mn)

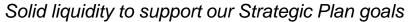


Net debt/EBITDA ratio up due to higher investments needs in line with Strategic Plan

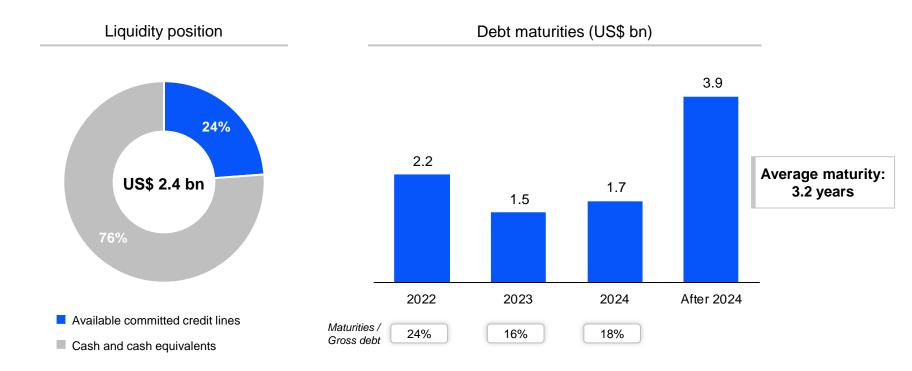


<sup>(1)</sup> Gross and net debt exclude accrued interests and adjustments after derivatives; (2) Does not include pension fund liability in Dx Sao Paulo. Including Sao Paulo pension fund: 1.9x; (3) Cash and cash equiv. + 90-day cash investments; (4) Related to the electric buses business in Colombia; (5) Others - UF: Mar. 22: 0.04%; EUR: Mar. 22: 0.05%; (6) Argentina - Mar. 22: 0.48%

# **Financial position**







## **Closing remarks**



Solid operational results in all businesses

Strong results at EBITDA and Net income level

Sound financial position supports our growth strategy

Affirming our ESG business strategy as one of the main sustainable companies

Strong ability to develop, deliver and execute new renewable capacity in line with our strategy

# First Quarter









**Annexes** 



# **Regulation Update Q1 2022**





- Resolution SE No. 238/2022: Updated the values of the remuneration to generators of Resolution SE No. 440/2021, by means of a linear increase of 30% retroactive to February 2022 and an additional 10% as from June 2022.
- Resolution ENRE No. 75/22: Adjusted the values of the Tariff Table as of March 1, 2022, stating that Edesur's new average tariff is \$ 6,240/kWh (+16.4%) and that the distribution cost is increased by 8%, in the same proportion as the values of the cost of non-supplied energy.



- Water Scarcity Account: Aneel approved the creation of Water Scarcity Account, destined to receive funds to cover the additional costs derived from the water scarcity situation for the concessionaires of electricity distribution, and the deferral of the tariff adjustments until the date of the credit (Expected to May 2022). The repayment of the loan to the banks will be carried out through a specific tariff charge within the period of 54 months, as of the 2023 tariff processes.
- Presidential Decree No. 10.893/2021: Establishes that the Regulator would grant authorization for generation power plants until March 3rd, 2022 without the Network Feasibility Document (issued by Brazilian TSO- ONS). This allowed to progress with projects that are in critical regions (connection wise).



- Res. CREG 101-001/2022: It establishes the conditions for implementing advanced metering infrastructure in the National Interconnected System. Among the aspects to be highlighted is the delegation of the responsibility for the development to the network operator and defines the maximum annual cost of remuneration at 15% of the base cost of commercialization.
- Roadmap for Offshore wind projects: The Ministry of Mines and Energy published the roadmap for energy generation with offshore wind projects as part of the diversification process of the country's energy matrix.



- · State of national emergency due to COVID-19 remains in place. Nevertheless, economic activities are running at full capacity.
- VAD: proposal to be presented to NRA in May, 3rd at its final stage. Process schedule has been published and new tariffs are expected to be applied by November, 1st 2022. Adjust on outsourcing of activities (due to new legislation) is currently under analysis.



- Panama Short-term tender ETESA (ETESA 01-21): The awarding process for the contracting of energy for the period from Nov-2021 to Dec-2023 was completed.
- Costa Rica Law for the promotion and regulation of distributed energy resources from renewable energies

# **Operating exhibits**



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

	Net installed capacity (MW)							
MW	Large Hydro	Hydro EGPA	Wind	Solar	Oil-Gas	ссст	Coal	Total
Argentina	1,328	0	0	0	1,169	1,922	0	4,419
Brazil	1,038	234	2,156	1,234	0	319	0	4,981
Colombia	3,097	0	0	122	180	0	226	3,625
Peru	792	0	132	179	730	459	0	2,294
Central America	0	545	0	101	0	0	0	646
Total	6,256	779	2,288	1,637	2,079	2,700	226	15,965

	Total net production (GWh)							
GWh	Large Hydro	Hydro EGPA	Wind	Solar	Oil-Gas	ссст	Coal	Total
Argentina	427	0	0	0	100	2,928	0	3,455
Brazil	721	367	1,781	438	0	0	0	3,308
Colombia	3,473	0	0	41	6	0	134	3,654
Peru	1,233	0	134	108	207	539	0	2,220
Central America	0	403	0	29	0	0	0	433
Total	5,855	770	1,916	615	313	3,467	134	13,069

# **Operating exhibits**

#### Distribution companies



Distributor	Clients	Energy sold LTM (GWh)	SAIDI (hours)	SAIFI (times)	Energy losses (%)	City, Country	Concession area (km²)	Next tariff review
Edesur	2,560,126	16,873	14.9	5.0	17.7%	Buenos Aires, Argentina	3,309	2023
Enel Dx Rio	3,060,678	11,379	9.4	4.5	20.6%	Niteroi, Brazil	32,615	2023
Enel Dx Ceará	4,065,920	12,780	10.8	4.5	16.3%	Fortaleza, Brazil	148,921	2023
Enel Dx Goiás	3,311,245	15,057	17.8	8.0	11.2%	Goias, Brazil	336,871	2023
Enel Dx São Paulo	8,090,442	40,989	6.7	3.5	10.6%	Sao Paulo, Brazil	4,526	2023
Enel-Codensa	3,726,919	14,745	6.5	4.9	7.5%	Bogota, Colombia	26,093	2024
Enel Dx Perú	1,502,482	8,181	6.8	2.1	8.7%	Lima, Peru	1,602	2022
Total	26,317,812	120,004	-	-	-	-	-	-

## **Financial exhibits**



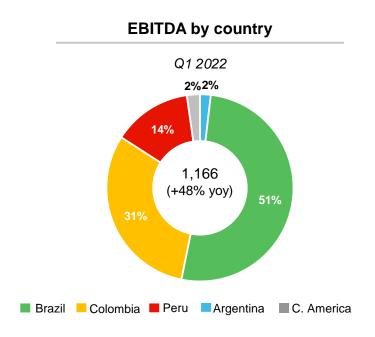
	Q1 2022	Q1 2021	△ YoY
Revenues	3,794	3,275	+16%
Gross Margin	1,604	1,199	+34%
OPEX	-438	-410	+7%
Reported EBITDA	1,166	789	+48%
D&A <sup>1</sup>	-364	-271	+34%
EBIT	802	518	+55%
Net financial results	-107	-128	-16%
Non operating results	0	0	>100%
EBT	695	390	+78%
Income taxes	-223	-101	>100%
Minorities	-107	-105	+2%
Group Net Income	366	183	+100%

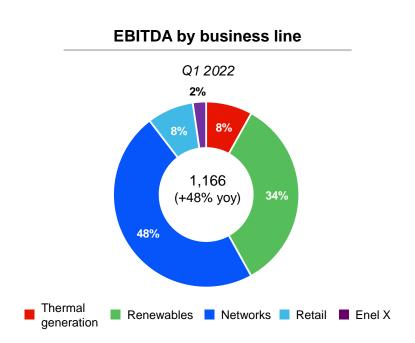
(1) Depreciations, amortizations and impairments

#### **Financial exhibits**

#### EBITDA breakdown

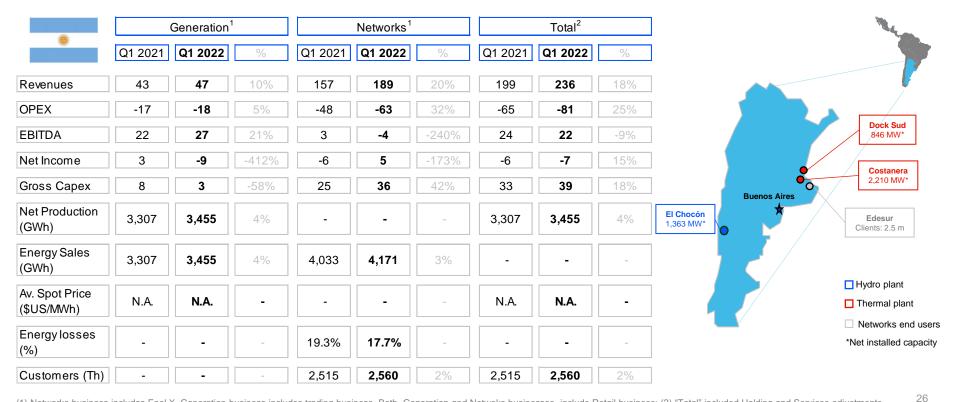






# Argentina (US\$ mn)





# Brazil (US\$ mn)



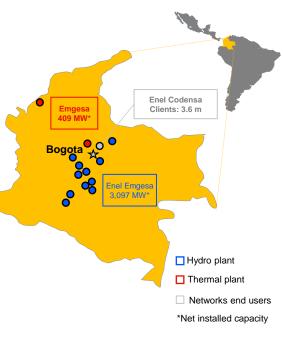
		Generation <sup>1</sup>			Networks <sup>1</sup>			Total <sup>2</sup>		1000
	Q1 2021	Q1 2022	%	Q1 2021	Q1 2022	%	Q1 2021	Q1 2022	%	
Revenues	406	323	-20%	1,795	2,125	18%	2,138	2,375	11%	Fortaleza
OPEX	-7	-26	270%	-235	-209	-11%	-257	-252	-2%	319 MW*
EBITDA	53	165	214%	279	448	61%	318	602	89%	
Net Income	19	141	632%	50	77	54%	30	279	824%	Énel Dx Ceará Clients: 4.0 m
Gross Capex	5	118	2250%	147	309	111%	158	428	171%	Cachoeira Dourada 655 MW*  Brasilia Clients: 3.1 mn
Net Production (GWh)	994	3,308	233%	-	-	-	994	3,308	233%	Enel Dx Rio Clients: 3.0 m
Energy Sales (GWh)	3,888	7,247	86%	20,466	20,288	-1%	-	-	-	Cien 2,100 MW Volta Grande 380 MW*
Av. Spot Price (\$US/MWh) <sup>3</sup>	31	11	-65%	-	-	_	31	11	-65%	Enel Dx São ☐ Hydro plant
Energy losses (%)	-	-	-	13.4%	13.1%	-	-	-	-	Clients: 7.8 m ☐ Thermal plant ☐ Transmission line ☐ Networks end users
Customers (Th)	-	-	-	18,129	18,528	2%	18,129	18,528	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

# Colombia (US\$ mn)

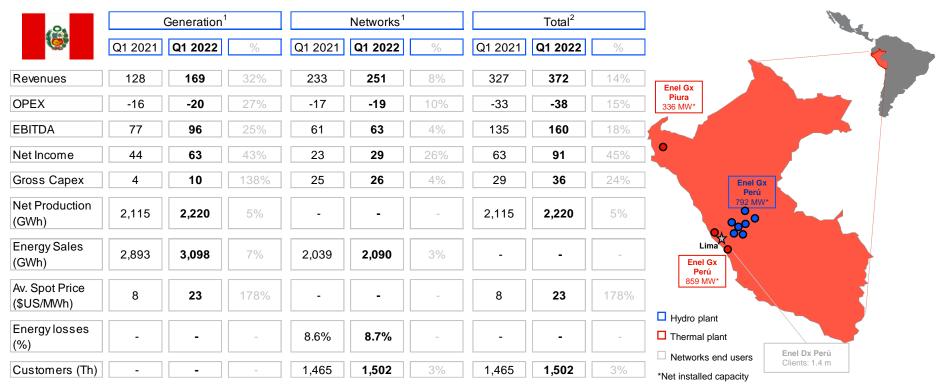


		Generation	1		Networks <sup>1</sup>			Total <sup>2</sup>	
	Q1 2021	Q1 2022	%	Q1 2021	Q1 2022	%	Q1 2021	Q1 2022	%
Revenues	290	336	16%	413	463	12%	611	745	22%
OPEX	-16	-21	36%	-34	-30	-10%	-50	-52	5%
EBITDA	180	199	10%	137	159	16%	318	362	14%
Net Income	110	109	-2%	65	72	10%	175	183	4%
Gross Capex	10	11	8%	64	43	-33%	74	54	-28%
Net Production (GWh)	3,282	3,654	11%	-	-	-	3,282	3,654	11%
Energy Sales (GWh)	4,098	4,551	11%	3,519	3,667	4%	-	-	-
Av. Spot Price (\$US/MWh)	101	52	-49%	-	-	-	101	52	-49%
Energy losses (%)	-	-	-	7.7%	7.5%	-	-	-	-
Customers (Th)	-	-	_	3,641	3,727	2%	3,641	3,727	2%



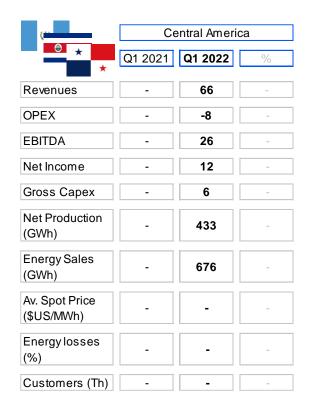
# Peru (US\$ mn)

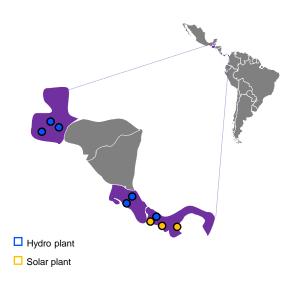




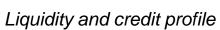
# Central America (US\$ mn)







## **Financial exhibits**





Liquidity (US\$ m)	Total	Used	Available
Committed credit lines	1,538	961	577
Cash and cash equivalents <sup>1</sup>	1,846	0	1,846
Total liquidity	3,383	961	2,422

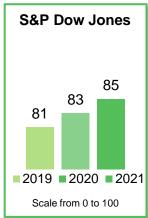
Credit Profile as of March 2022	S&P	Fitch	Moody's
LT international debt	BBB-	A-	Baa2
LT local debt	-	-	-
Outlook (Int'l)	Stable	Stable	Stable
Shares	-	1st Class Level 1	-

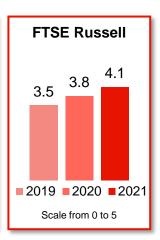
# **ESG** positioning

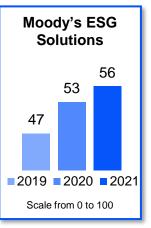
#### ESG scores and indices

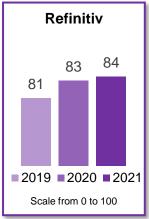


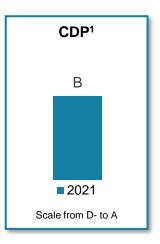












#### **Indexes and Ratings**

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

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



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

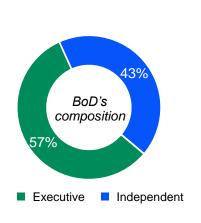


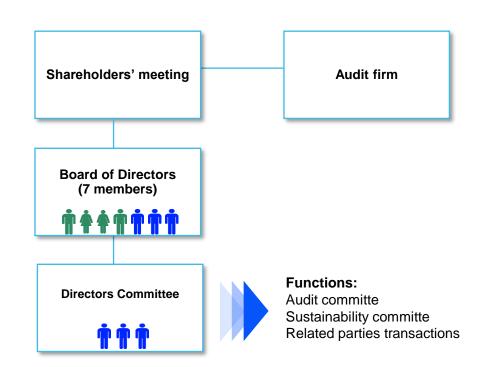




# **Corporate governance structure**

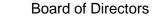






# **Board composition**





Borja Acha Besga

Francesca Gostinelli

Giulia Genuardi

José Antonio Vargas

Hernán Somerville Senn

Patricio Gómez Sabaini

**Domingo Cruzat** 

Chair

Director

Director

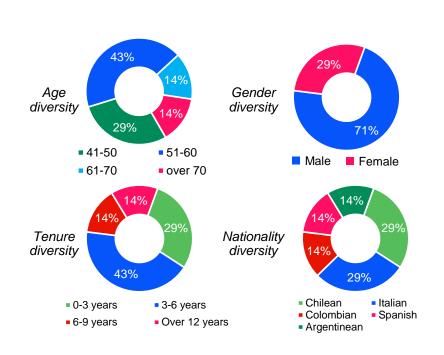
Director

Directors' Committee (C)
Director

Directors' Committee Director

Directors' Committee Director

#### Board of Directors' diversity<sup>1</sup>



■ Executive ■ Independent

## **CEO's short-term variable remuneration**



Type of Target	Objective						
		Weight	Range				
Profit Economic	Net Income Latin America	25%	Maximum 120%				
Financial	FFO Latin America	15%	Maximum 120%				
Business	Customer's operations	20%	Maximum 120%				
Business	Claims (Commercial operations)	20%	Maximum 120%				
Safety	Safety in the workplace	20%	Maximum 120%				

#### Q1 2022 Consolidated results

#### Disclaimer



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#### **Q1 2022 Consolidated results**

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