Enel AméricasInvestor Day

Strategic Plan 2020-22

December 2, 2019



Agenda



Our Positioning Maurizio Bezzeccheri Sustainability = Value Chief Executive Officer Our vision for the future 2020-22 Strategic plan Our vision in numbers Aurelio Bustilho Financial management Chief Financial Officer De-risking our business Earnings & targets Maurizio Bezzeccheri **Closing Remarks**

Investor Day Strategic Plan 2020-22

Maurizio Bezzeccheri CEO



Our positioning

Enel Américas is Latin America's largest private power Company....



Colombia

Generation

3,505 MW

20% Market Share in Installed capacity

Net Production 14,975 GWh

Sales Gx 18,542 GWh

Networks

3.5 million clients

Sales Dx 14,228 GWh

Peru

Generation

1,993 MW

15% Market Share in Installed capacity

Net Production 8,129 GWh

Sales Gx 12,380 GWh

Networks

1.5 million clients

Sales Dx 8,286 GWh

Argentina

Generation

4,419 MW

12% Market Share in Installed capacity

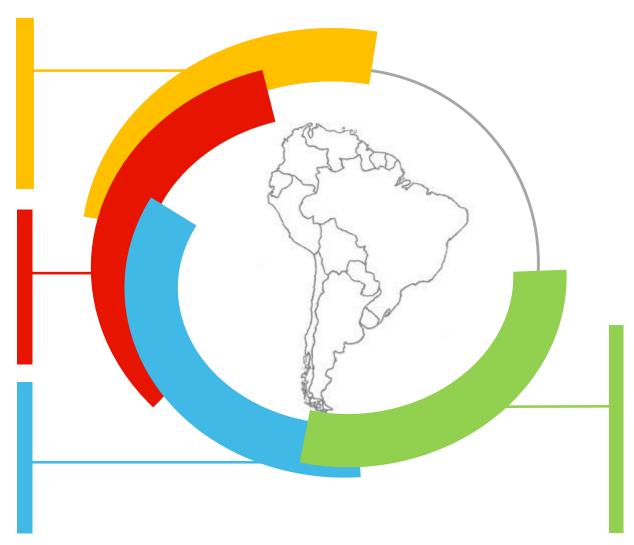
Net Production 13,569 GWh

Sales Gx 13,569 GWh

Networks

2.5 million clients

Sales Dx 16,313 GWh







Brazil

Generation

1,354 MW

1% Market Share in Installed capacity

Net Production 4,202 GWh

Sales Gx 30,022 GWh

Networks

17.2 million clients

Sales Dx 80,995 GWh

Transmission

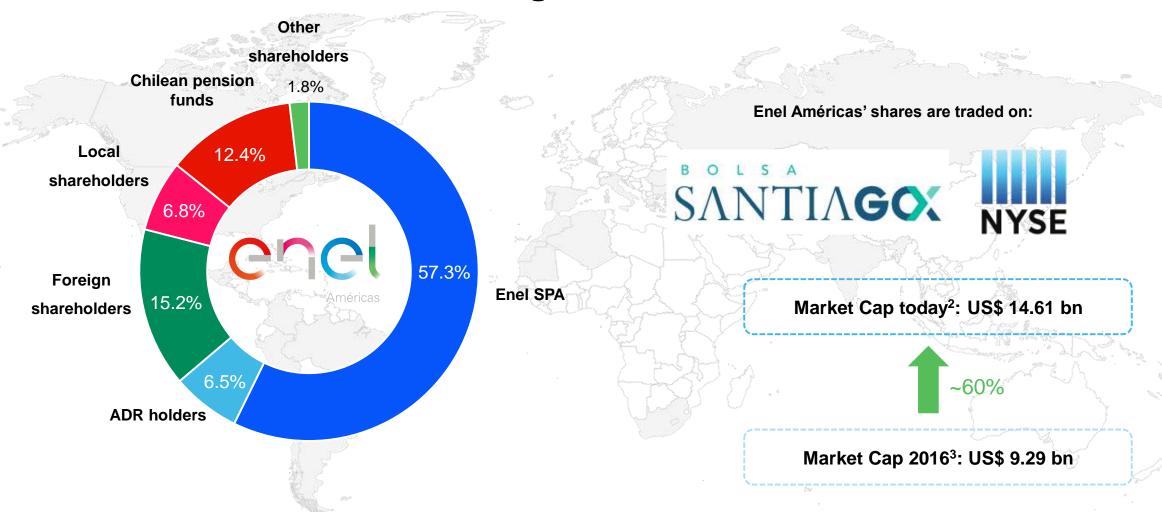
2,100 MW transmission lines

,

Note: Guidance 2019E.

...with a well balanced ownership structure¹ and listed on two relevant stock exchanges...





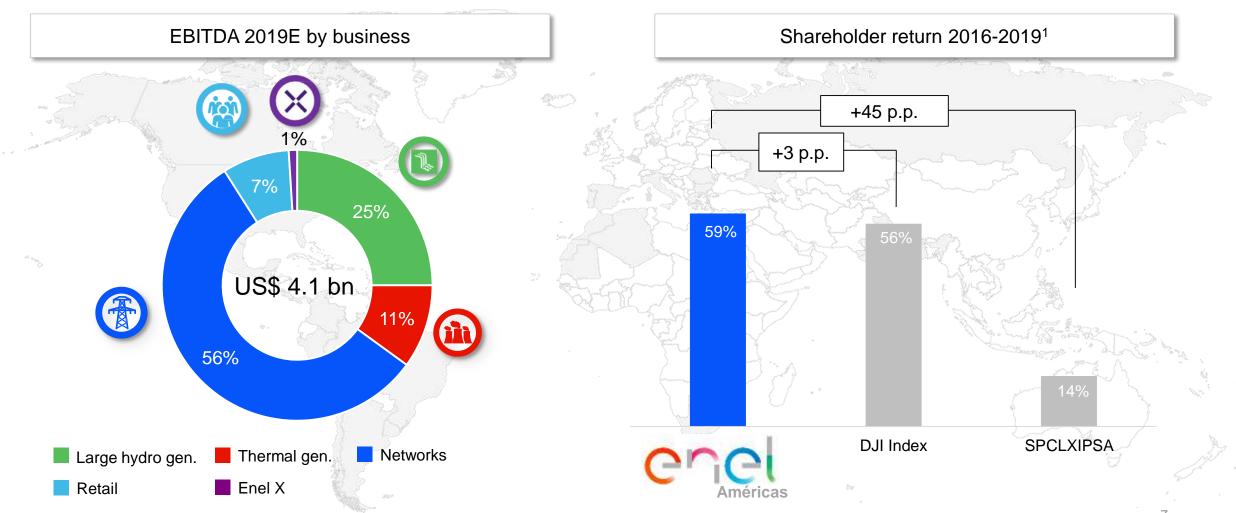
1. As of September 30, 2019.

^{2.} As of November 29, 2019 (Source: Bloomberg).

B. End of December 2016, (Source: Bloomberg)

...with a sustainable and diversified business model built to generate shareholder return...





Sustainability = Value

Sustainability and ESG approach is also a commitment Cnet of the Enel Américas' Board of Directors



Policies formally approved by the Board of Directors

- Biodiversity
- Environmental
- **Human Rights**
- Non discrimination & diversity
- Community Involvement

Governance and Board of Directors

- Independent Board Members: 43% (3 of 7)
- Non executive Board Members: 100%

ESG recognitions











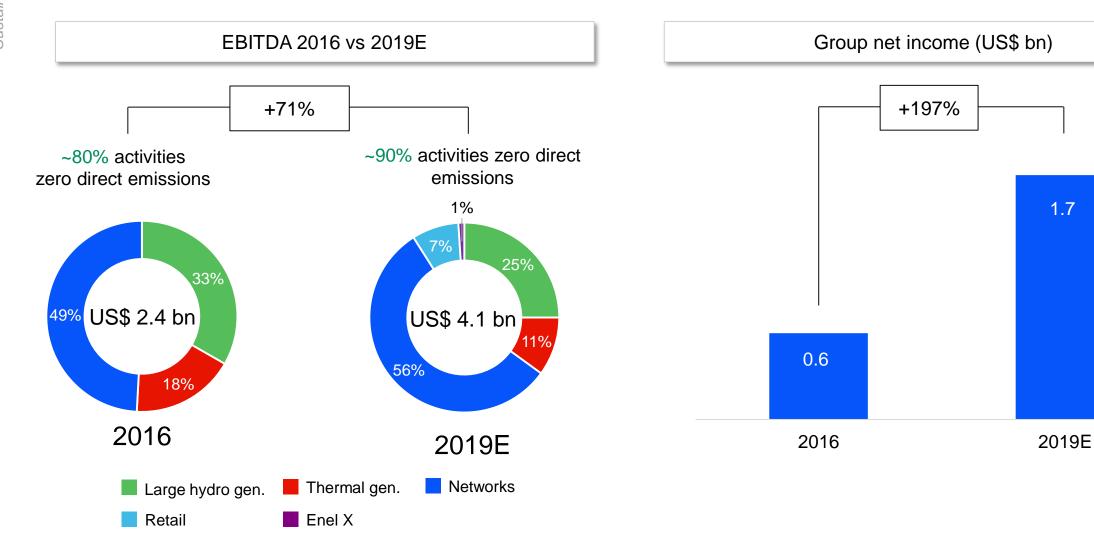






Choosing a sustainable business model improved visibility of targets and economic results...



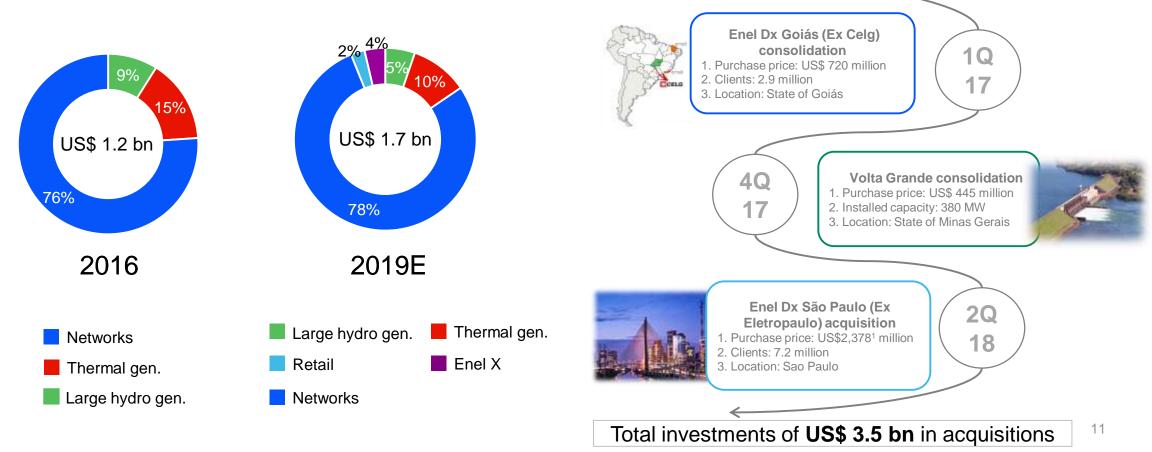


...and entailed a repositioning of our capital allocation on zero direct emission activities...



Total CAPEX: 2016 vs 2019

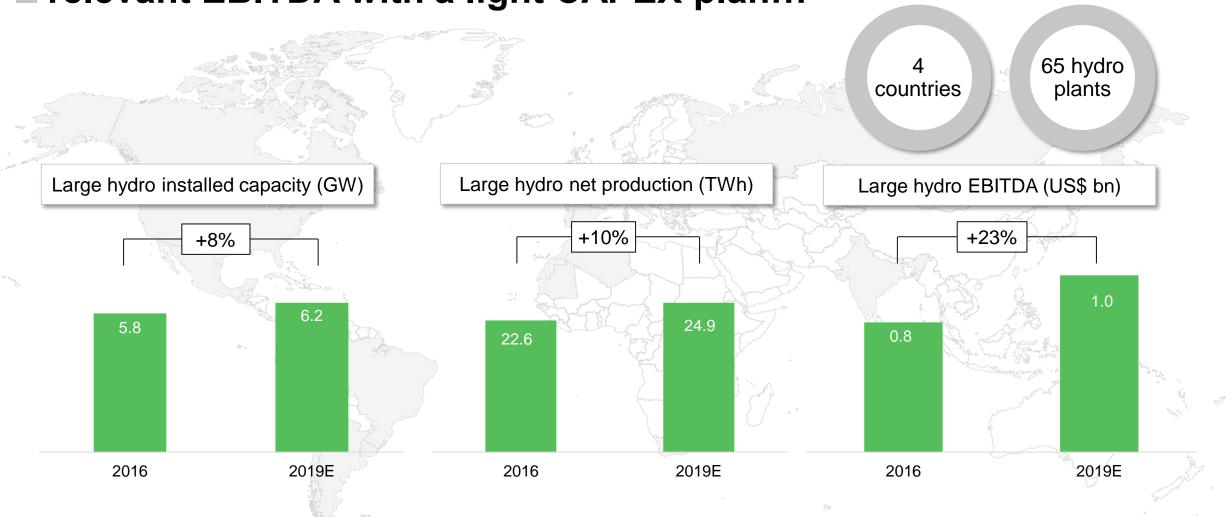
Non-organic growth in assets from zero direct emission activities



^{1.} It considers 156 m shares acquired during the tender offer of Enel Dx Sao Paulo and more than 33 m shares issued during the Enel Dx Sao Paulo's capital increase. Share Price of R\$45.22 and BRL/USD FX Rate as of 3.60.

...also supported by hydro generation that represents a relevant EBITDA with a light CAPEX plan...





...and mainly driven by our strategy of grid expansion and Chick digitalization to create value and enable efficiencies...





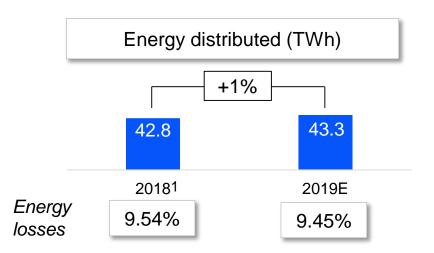
...and a successful story of integration and turnaround of Challet our acquisitions. Enel Dx Sao Paulo, a good example...

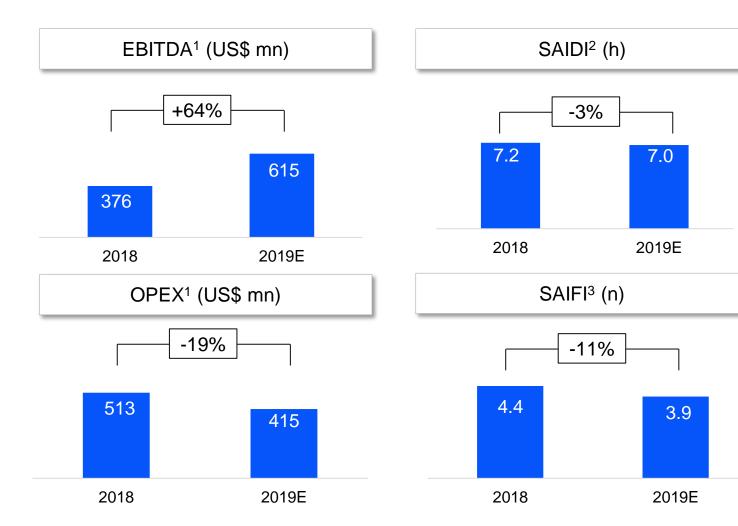


256 initiatives on going with an impact of US\$ 52 mn EBITDA in 2019

5 Working groups and +200 people involved

148 new ideas sent through a collaborative platform

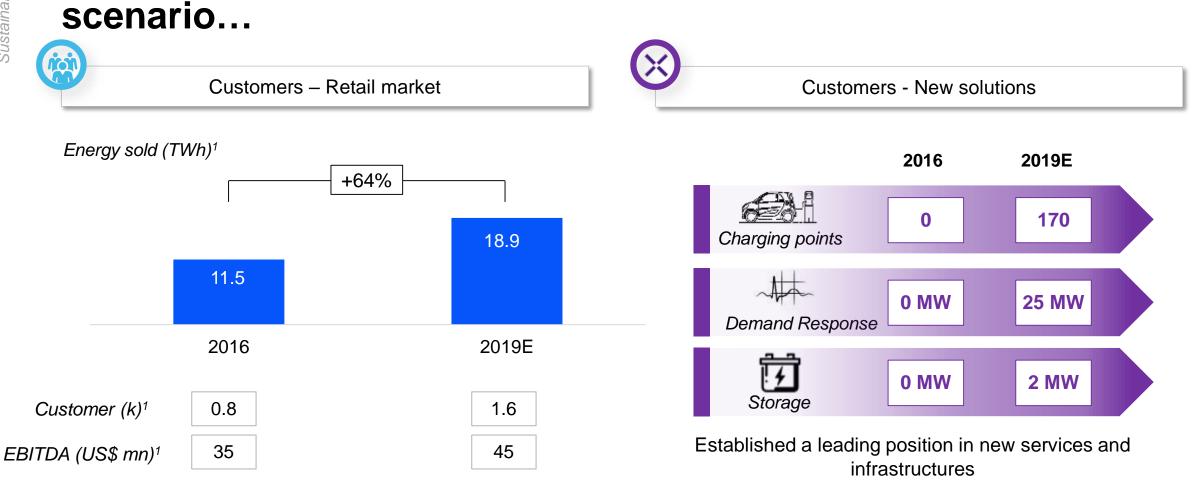




- Proforma values.
- System Average Interruption Duration Index (Hours of interruption per year/client).
- System Average Interruption Frequency Index (Times per year/client).

...while we also focus on a customers-base model to CnCl seize opportunities during an energy transition

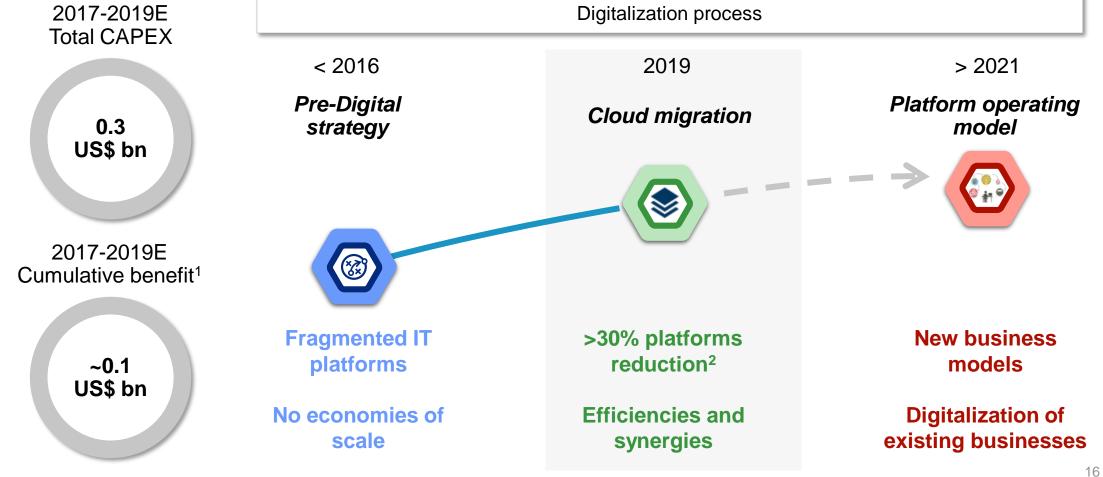




Free market. 15

...and all of this supported by innovation and the digitalization e^{-} of our processes that have transformed our organization





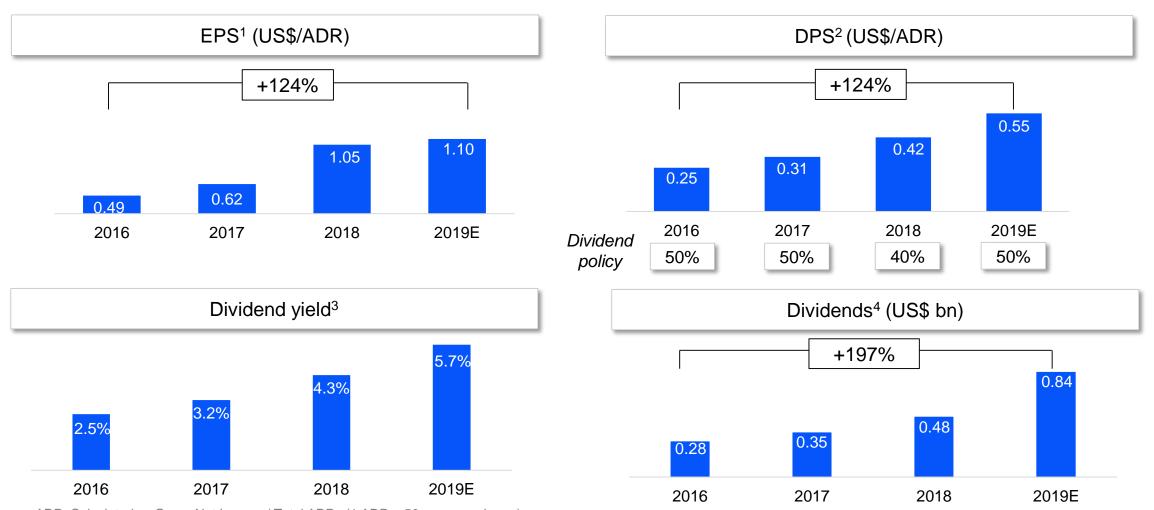
Our sustainable model makes possible to improve our 2019 results vs the estimates announced in the 2017-19 Strategic Plan for this year...





... and therefore to increase shareholder return since 2016 through sustainable value creation



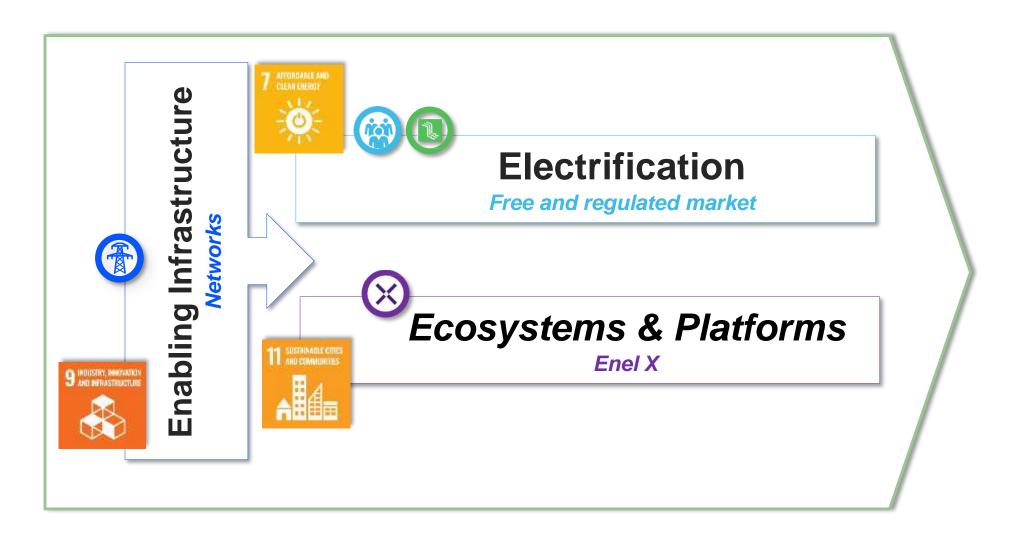


- Earning per ADR. Calculated as Group Net Income / Total ADRs (1 ADR = 50 common shares).
- . Dividend per ADR.
- ADR as of November 29, 2019: US\$ 9.67. Dividend yield = DPS/ Share price.
- Accrued dividends

Our vision for the future

Our integrated business model is well positioned to support the energy transition and macro trends...







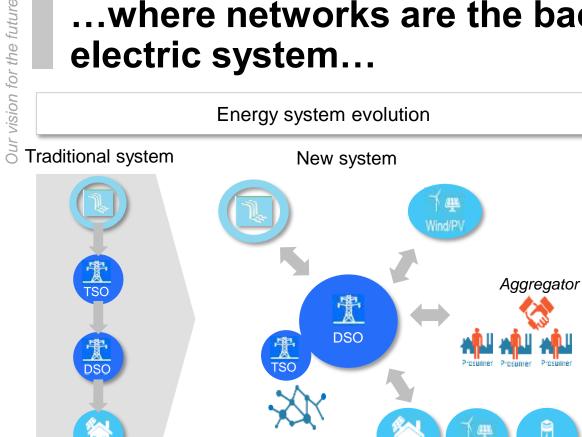




...where networks are the backbone of a sustainable electric system...

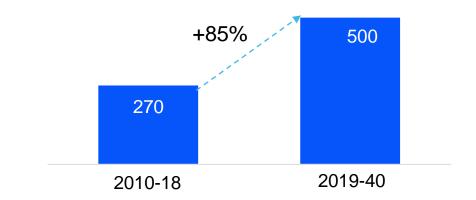
Energy system evolution

Global average yearly investments in networks (US\$ bn)¹

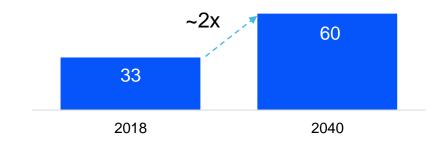


DSO role stands out as pivotal in the transition: a key enabler for a unique value creation opportunity

Microgrids



Global average yearly investments in smart meters and grids (US\$ bn)2



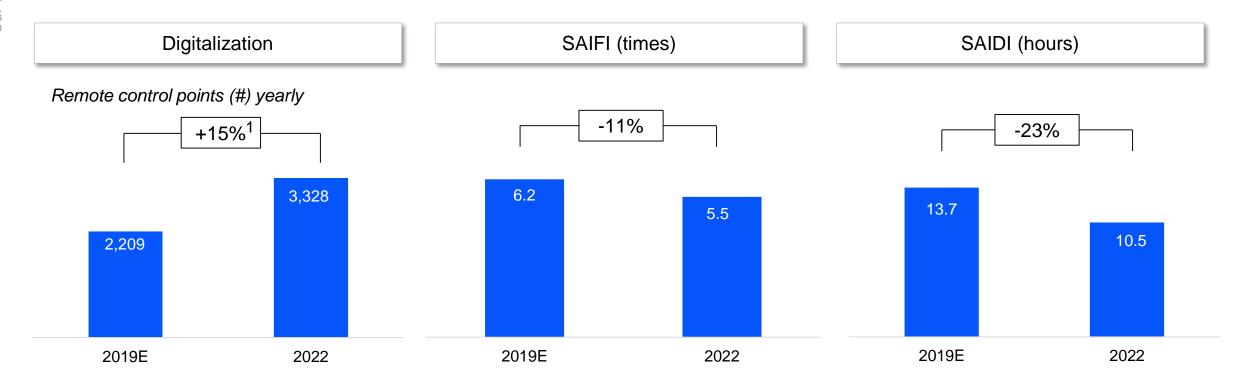
Note: TSO:Transmission System Operator; DSO: Distribution System Operator

- 1. Source: World Energy Investment and WEO.
- 2. Internal elaborations on WEO data.





...centered on resiliency, quality and efficiency...



^{1.} CAGR.





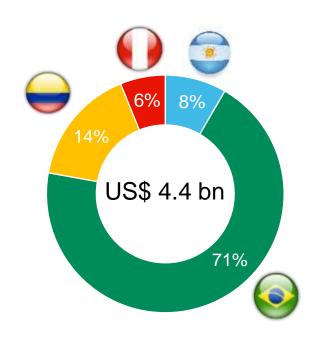


...and capturing an important level of investment to increase quality and to support the energy transition...

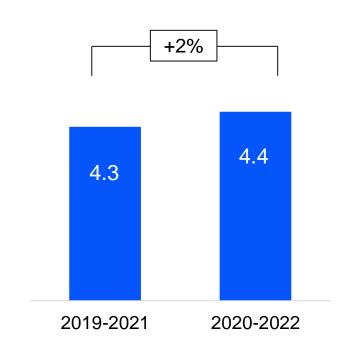
Networks CAPEX by country 2020-2022

Networks CAPEX by category 2020-2022 (US\$ bn)

Networks CAPEX growth old plan vs new plan (US\$ bn)





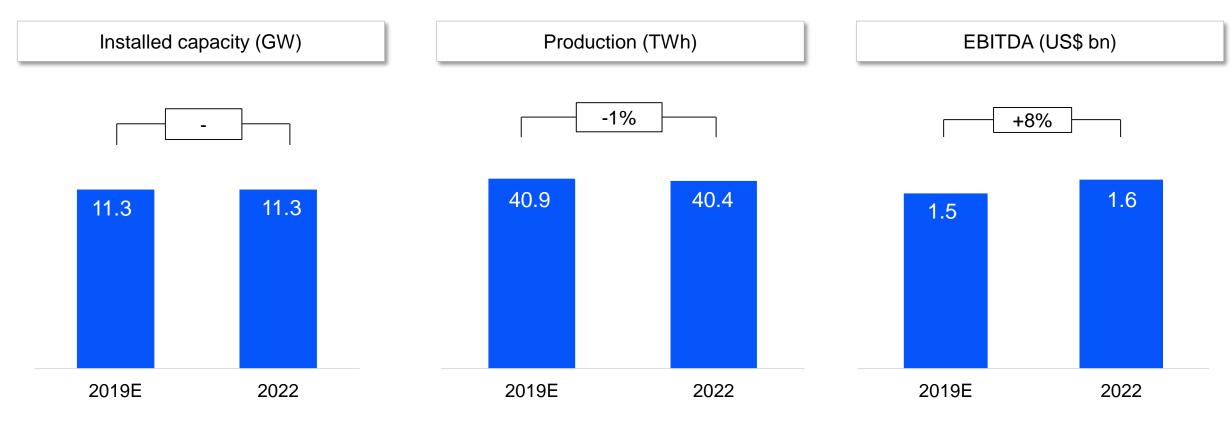


- 1. CAPEX related to investments for recurring asset maintenance.
- 2. CAPEX related to customers (Retail, Enel X (e-Home, e-Industries), Network connections).
- 3. Growth investments in generation and networks (quality programs & smart metering).



...while generation business, driven by large hydro, offers stability to the system with attractive profitability to our shareholders...











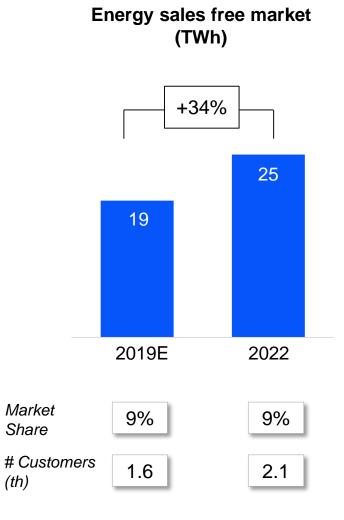




(th)









Our vision for the future

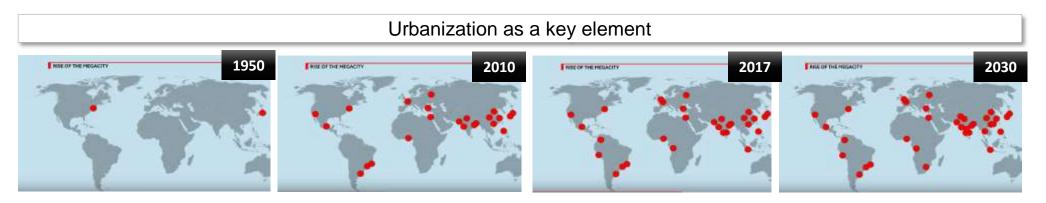


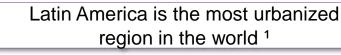


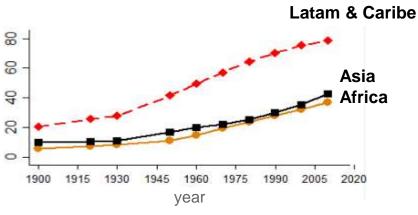




...in the meantime, energy transition offers new opportunities and challenges for the Company...







Emerging markets have increased energy demand compared to mature markets.

Smart cities put together infrastructure and technology in order to improve people's quality of life.

New "Smart Business" opportunities

- Cities
- Technology
- Infrastructure
- Energy
- Mobility
- Buildings

- Windows
- Cloud computing
- Materials
- Factories
- Meters



...where Enel X will play a key role by accelerating the transition through ecosystems creation: more efficient and innovative use of energy...

Product lines Vision



Supports electrification of cities and energy efficiency through digitalization and innovative services.



e-Industries

Allows commercial and industrial clients to reduce costs through sustainable and innovative solutions.



e-Mobility

Promotes the transition to electric mobility in both public and private transportation.



e-Home

Facilitates home services management, building a sustainable ecosystem available to anyone.



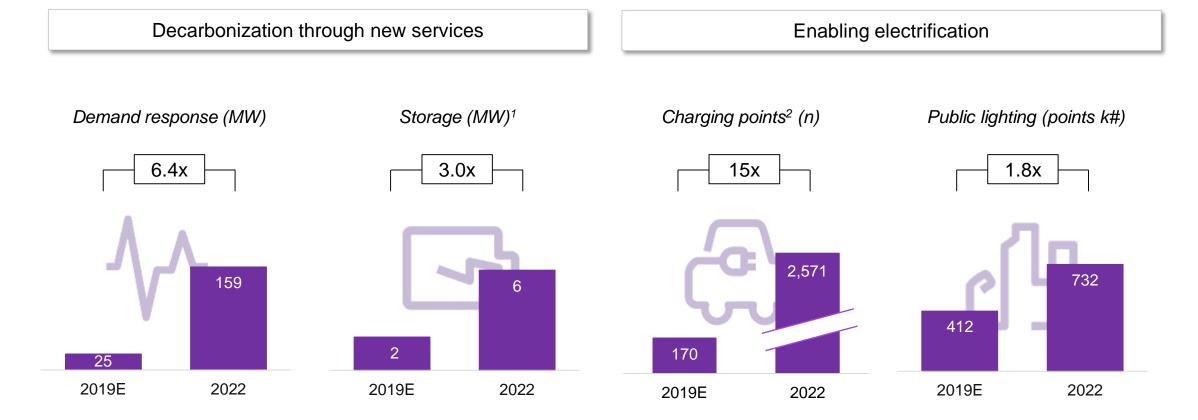
Financial Services

Provides digital instant payment services with social impact to residential and commercial clients.



...enabling a decarbonized electrification of consumption



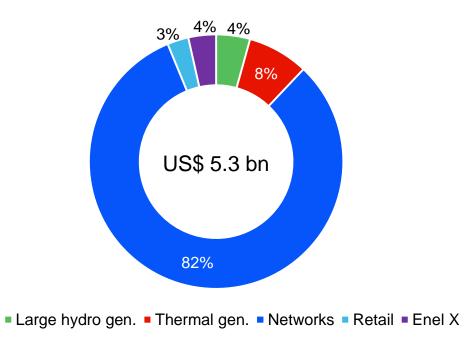


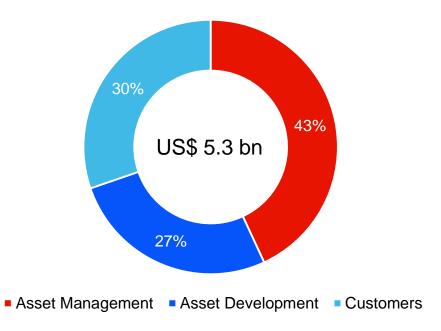
Our vision is captured by a fully sustainable CAPEX plan with a direct impact on SDGs...



Total gross CAPEX by business 2020-22

Total gross CAPEX by category 2020-22









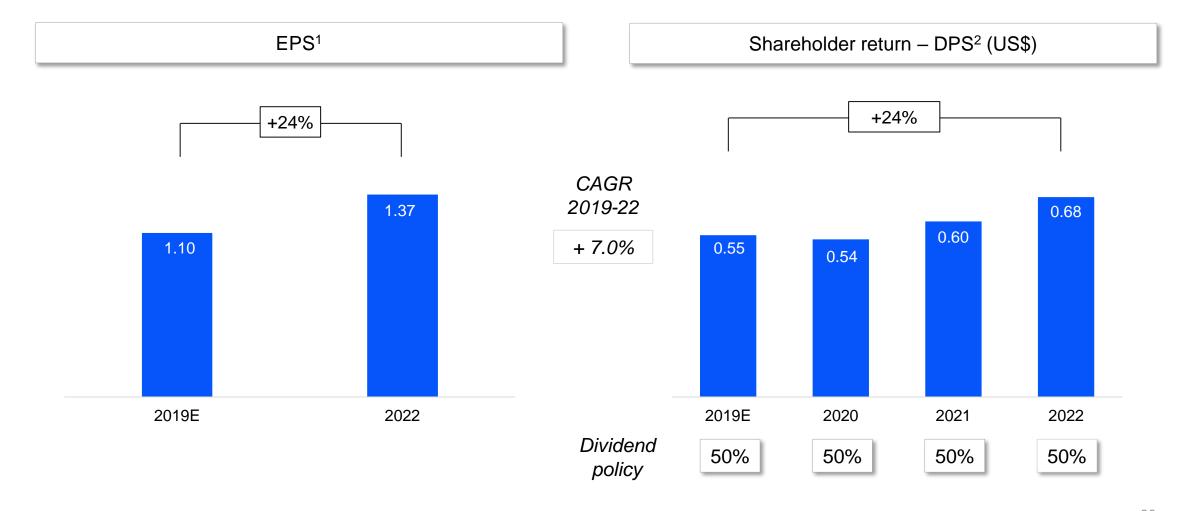




~ 92% of CAPEX SDGs related

...and a sustainable shareholder return strategy





³⁰

Investor Day Strategic Plan 2020-22

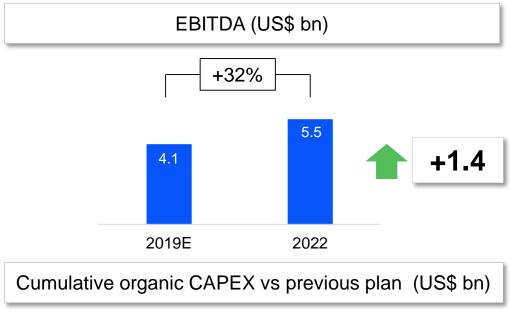
Aurelio Bustilho CFO

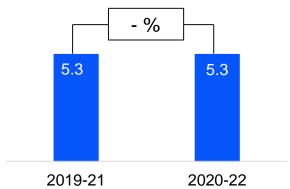


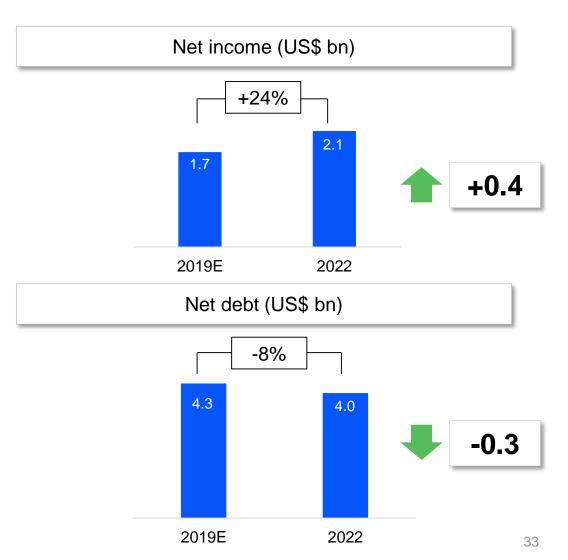
2020-2022 Strategic Plan

Strategic plan at a glance





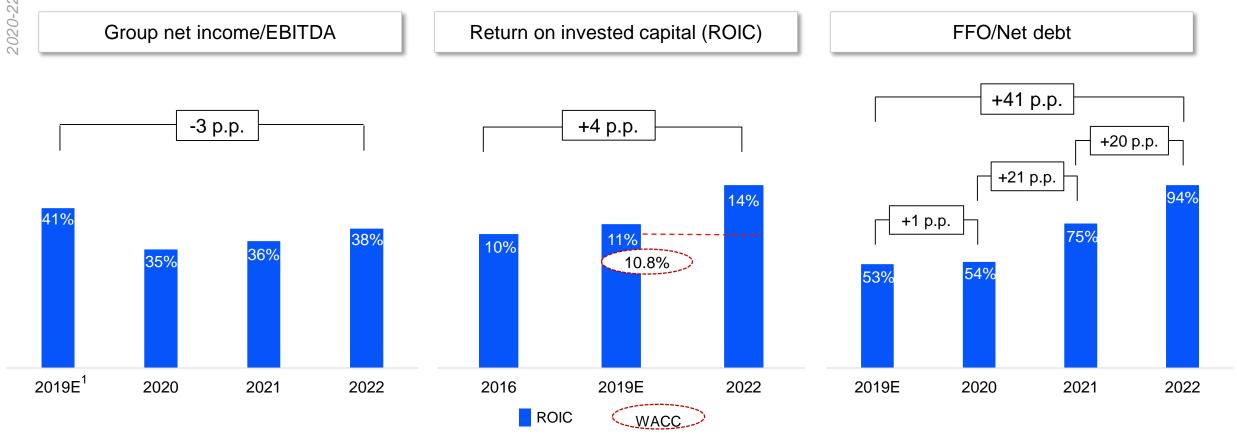






Focus on profitability, value creation and financial capacity

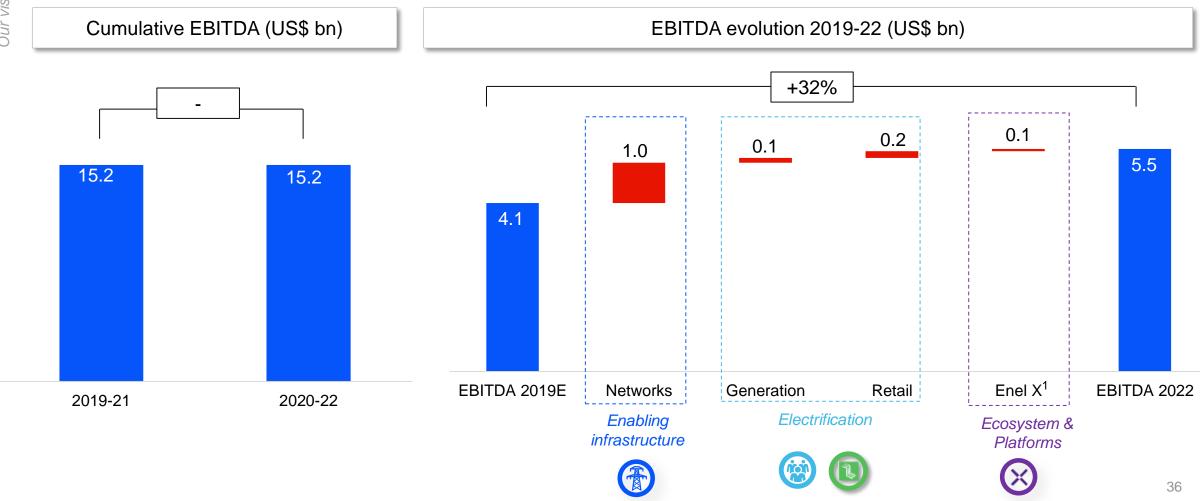




2020-2022 Our vision in numbers

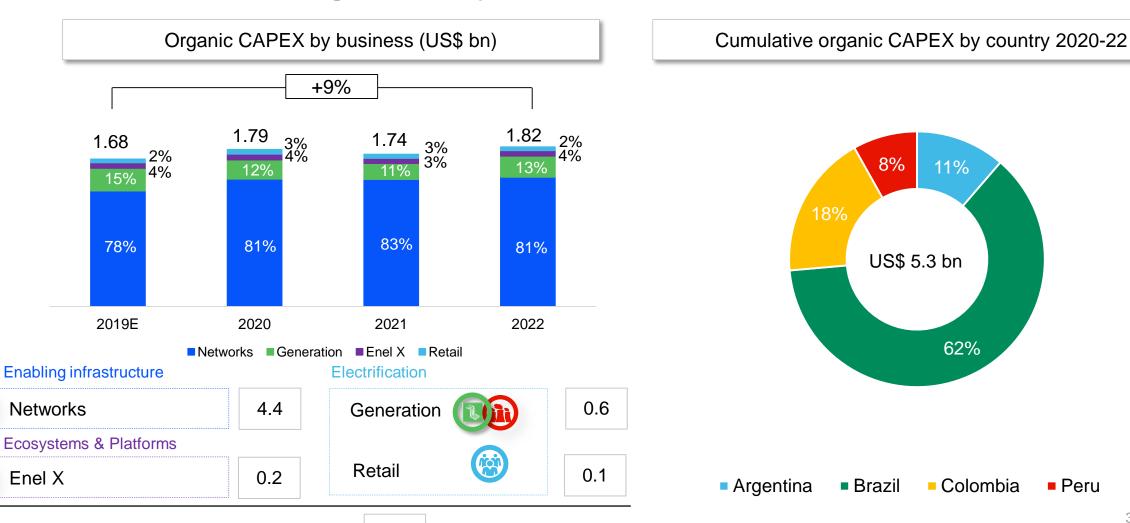


Sound EBITDA despite Fx impact with Networks leading growth



Organic CAPEX up by 9% to pursue strategic vision with Brazil leading the way

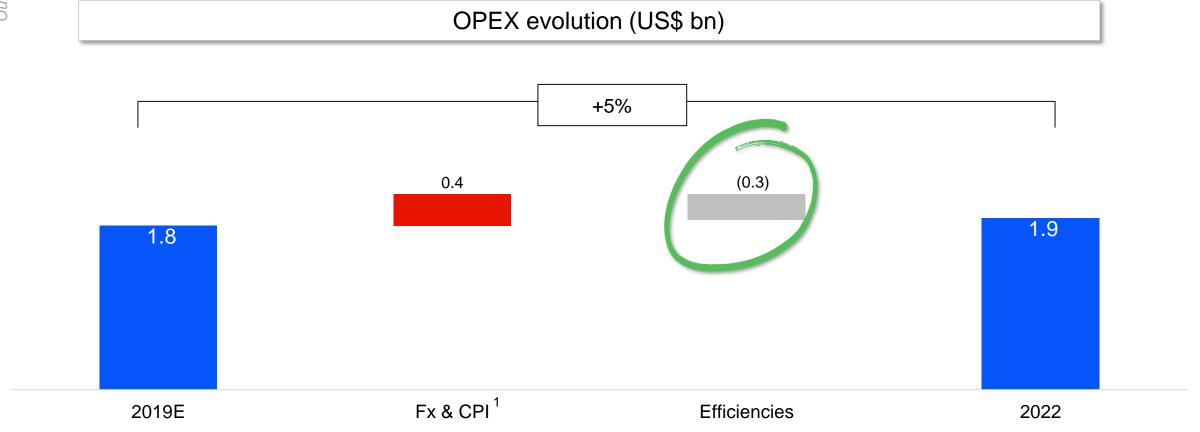




5.3

Further efforts will reduce OPEX by approximately US\$ 0.3 bn along the period with Networks capturing ~70% of the total





Generation: Long-term PPAs will continue to ensure profitability

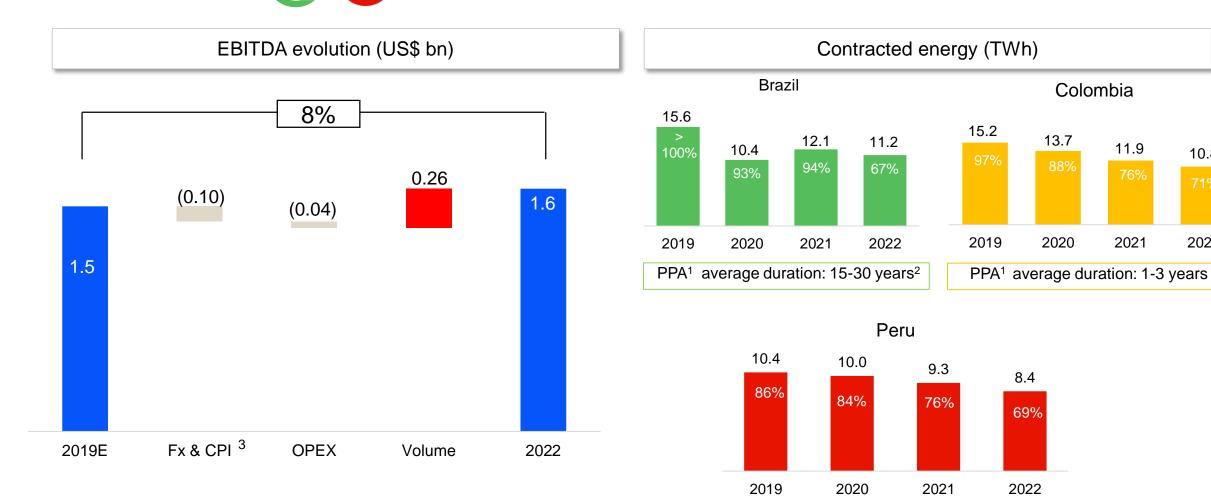


11.9

2021

10.8

2022



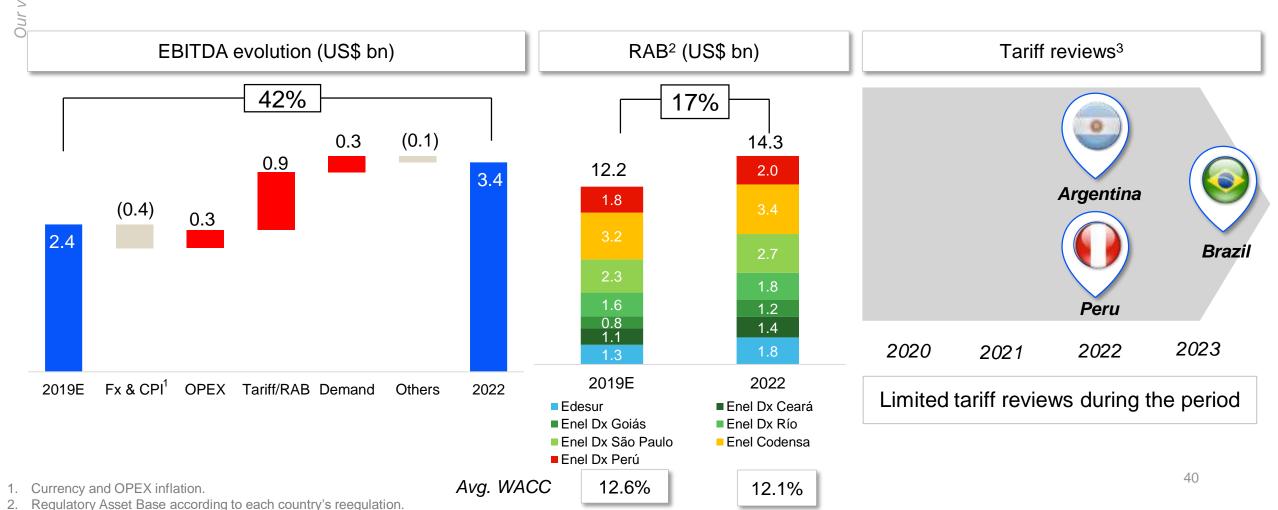
- 1. Power Purchase Agreement.
- Volta Grande's PPA duration: 30 years.
- 3. Currency and OPEX inflation.

PPA¹ average duration: 5-7 years

Networks: limited risk due to the completion of most tariff reviews in our distribution companies

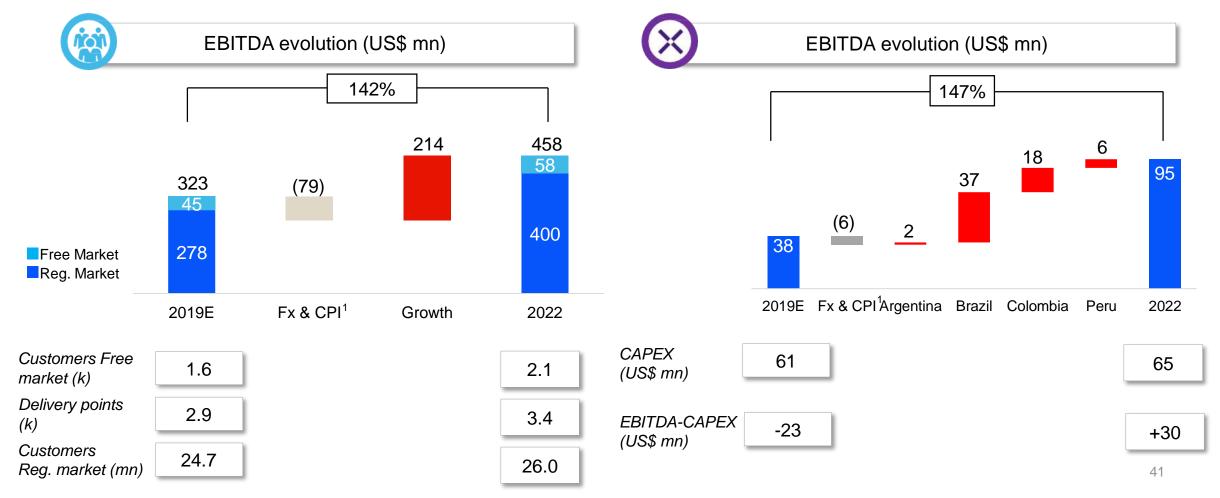
3. In Colombia tariff review completed but it is expected to take in place on 1Q 2020. In addition, the tariff review is retroactive to April 2019.







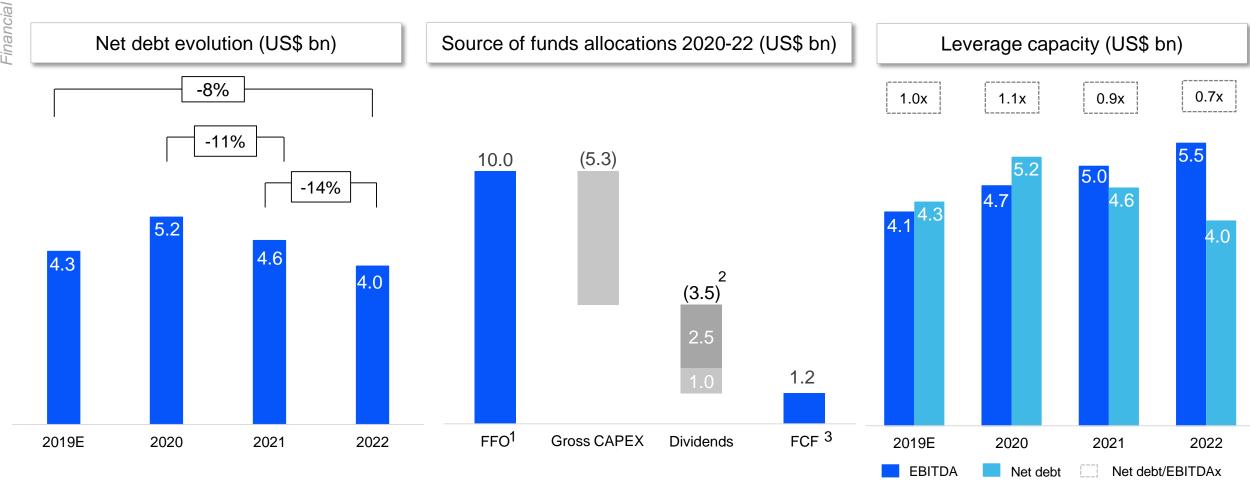




2020-2022 Financial Management

Debt evolution reflecting capital allocation dynamics





^{1.} Funds From Operations.

^{2.} Including US\$2.5 bn paid to shareholders of Enel Américas and US\$1.0 bn dividends distributed from subsidiaries to minorities

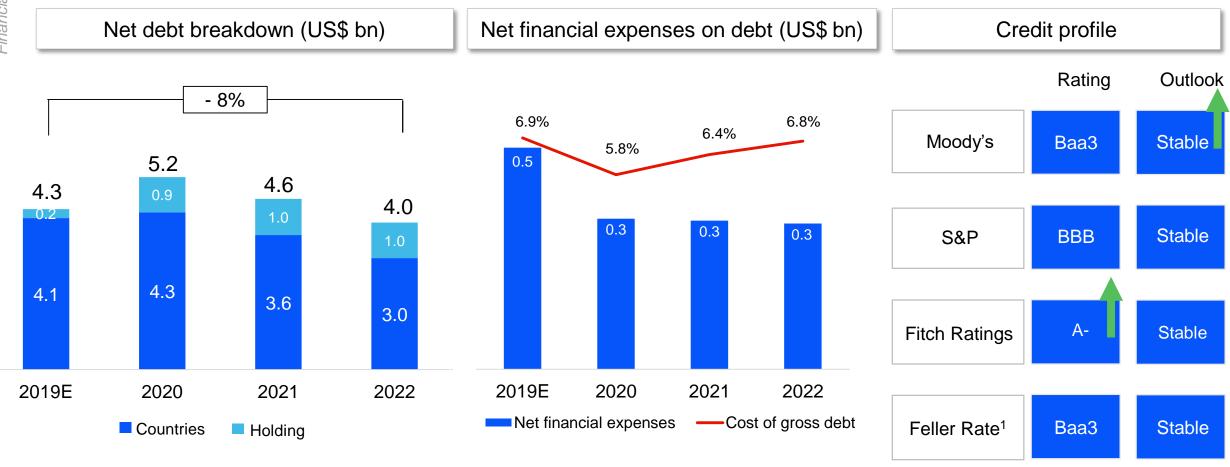
^{3.} Free Cash Flow.

Financial management

Financial targets and credit profile

Net debt evolution 2019-22





De-risking our business

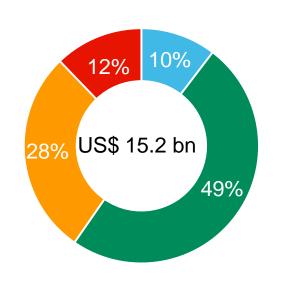
2020-22 EBITDA centers on sustainable businesses and benefitting from an improved risk profile

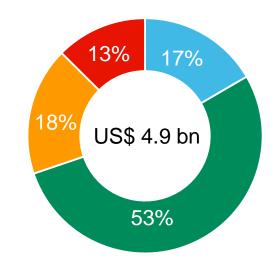


2020-22 Cumulative EBITDA

2020-22 Cumulative net income (US\$ bn)







ArgentinaBrazilColombiaPeru

Sustainable strategy

No tariff revision processes in Dx business until 2022

Long-term PPAs in Gx business with a light CAPEX plan

Solid and flexible financial situation, with ample room to increase leverage

Low cost of debt

Efficiencies for US\$ 0.3 bn

+247%





47

№ 58.8%

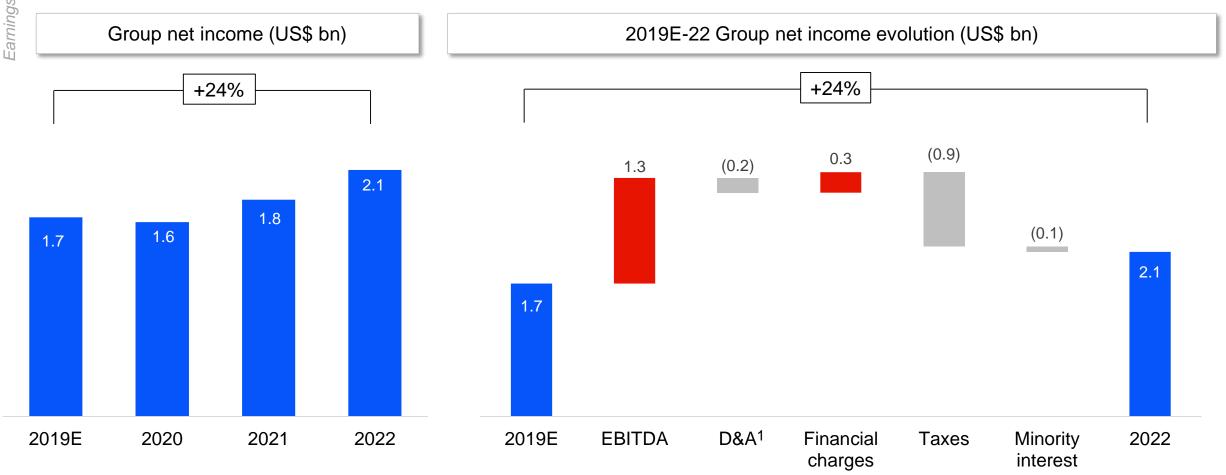
13.9%

+45 p.p.

2020-2022 Earnings & Targets

Strategy driving 24% increase in earnings





Visible value creation for our shareholders



CAGR

Earnings growth	2019E	2020	2021	2022	2019E-22
EBITDA (US\$ bn)	4.1	4.7	5.0	5.5	+9.7%
Total net income (US\$ bn)	2.3	2.2	2.4	2.7	+6.5%
Group net income (US\$ bn)	1.7	1.6	1.8	2.1	+7.3%
Value creation					
Pay-out ratio	50%	50%	50%	50%	-
Dividends¹ (US\$ bn)	0.84	0.82	0.91	1.04	+7.3%
DPS ² (US\$/ADR)	0.55	0.54	0.60	0.68	+7.3%

^{1.} Accrued dividend.

^{2.} Dividend per ADR (1 ADR = 50 common shares).

Closing remarks

Closing remarks



- 1 Sustainable and diversified business model to generate shareholder return
- Networks as enabler of our strategic pillars through digitalization
- Well positioned to **lead energy transition** and to capture new opportunities
- Solid balance sheet with **limited risks** and ample financial capacity for growth
- 5 Sustainable value creation for all our stakeholders

Annexes

Macro scenario



GDP, CPI, Fx

	GDP ¹ (%)				CPI ² (%)			Fx vs USD ³			
	2020	2021	2022	2020	2021	2022	2020	2021	2022		
Argentina	(1.3)	1.4	1.8	48.6	34.8	22.9	65.0	78.0	93.3		
Brazil	2.6	2.6	2.5	4.1	3.9	3.7	3.6	3.7	3.7		
Colombia	3.2	3.2	3.3	3.0	3.0	3.0	3,140	3,155	3,187		
Peru	3.8	3.9	3.9	2.3	2.5	2.5	3.3	3.2	3.2		

- 1. Gross Domestic Product.
- 2. Consumer Price Index.
- 3. Average Fx, except Argentina, due to hyperinflation we use the closing Fx of the period.

EBITDA by business



Generation & Distribution

		Gene	Distribution					
	2019E	2020	2021	2022	2019E	2020	2021	2022
Argentina	0.2	0.2	0.3	0.3	0.3	0.2	0.2	0.4
Brazil	0.3	0.3	0.3	0.3	1.3	1.8	1.9	2.1
Colombia	0.7	8.0	8.0	0.8	0.5	0.5	0.5	0.6
Peru	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Otros								
Total	1.5	1.5	1.7	1.6	2.4	2.8	3.0	3.4
Total Ebitda 2020- 2022				4.8				9.1

Retail, Enel X & Total

	Retail			Enel X				Total ¹				
	2019E	2020	2021	2022	2019E	2020	2021	2022	2019E	2020	2021	2022
Argentina	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.5	0.4	0.5	0.7
Brazil	0.2	0.3	0.3	0.4	0.0	0.0	0.0	0.0	1.7	2.3	2.5	2.7
Colombia	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.1	1.3	1.4	1.5	1.4
Peru	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.6	0.6	0.6	0.7
Otros					0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	0.3	0.4	0.4	0.5	0.0	0.0	0.1	0.1	4.1	4.7	5.0	5.5
Total Ebitda 2020- 2022				1.2				0.2				15.2

Generation KPIs

2019E



Net installed capacity



2022

Distribution KPIs



Electricity distributed, End users, Network km

	Electricity distributed (TWh)				End users	(mn)		Network km (Th)				
	2019E	2020	2021	2022	2019E	2020	2021	2022	2019E	2020	2021	2022
Edesur	16.3	16.5	17.4	17.8	2.5	2.5	2.5	2.6	27.4	27.5	27.6	27.8
Enel Dx Río	11.3	11.7	12.0	12.4	2.9	2.9	2.9	2.9	60.7	61.5	62.3	63.2
Enel Dx Ceará	12.2	12.6	13.0	13.4	3.9	3.9	4.0	4.0	152.0	154.0	155.8	157.6
Enel Dx Goiás	14.1	14.6	15.1	15.6	3.1	3.1	3.2	3.2	222.4	224.7	228.3	231.4
Enel Dx Sao Paulo	43.3	44.4	45.1	46.1	7.3	7.4	7.6	7.8	45.7	45.9	46.2	46.4
Enel Codensa	14.2	14.5	14.7	14.9	3.5	3.7	3.8	3.9	71.6	71.7	71.9	72.0
Enel Dx Perú	8.3	8.5	8.7	9.0	1.5	1.5	1.5	1.5	29.7	30.1	30.5	30.9
Total	119.8	122.7	126.0	129.2	24.7	25.0	25.5	26.0	609.4	615.4	622.6	629.4

Regulatory tariff review of our Distribution Companies



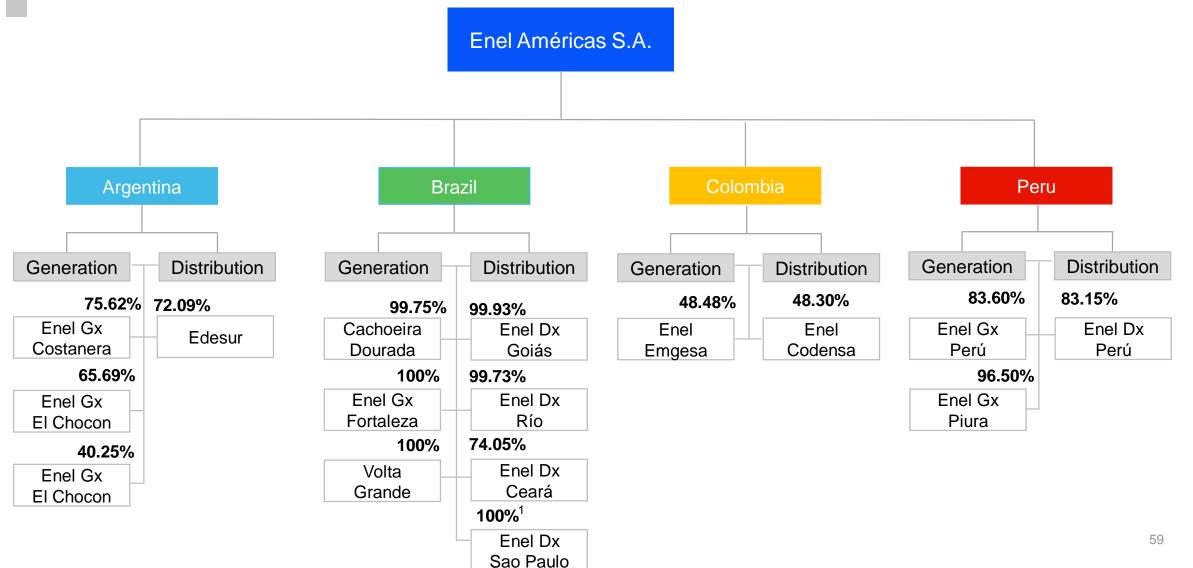
Company	WACC	Regulatory cycle	Next tariff review
Edesur	12.5%	5 years	2022
Enel Dx Ceará	12.3%	4 years	2023
Enel Dx Goiás	12.3%	5 years	2023
Enel Dx Rio	12.3%	5 years	2023
Enel Dx São Paulo	12.3%	4 - 5 years	2023
Enel Codensa	13.7% ¹	5 years	2019 ²
Enel Dx Perú	12.0%	4 years	2022



- 1. On the next tariff revision the WACC will be 11.8%.
- 2. Tariff revision completed but expected to take place in 1Q 2020. In addition, the tariff review is retroactive to April 2019.

Perimeter of Enel Américas' Corporate Shareholdings





Concessions



Company	Country	Business	Year concession started	Concession term	Period remaining to expiration
Edesur	Argentina	Distribution	1992	95 years	69 years
Enel Gx El Chocón	Argentina	Generation	1993	30 years	5 years
Enel Dx Goiás	Brazil	Distribution	2015	30 years	26 years
Enel Dx Río	Brazil	Distribution	1996	30 years	8 years
Enel Dx Ceará	Brazil	Distribution	1997	30 years	9 years
Enel Dx São Paulo	Brazil	Distribution	1998	30 years	10 years
Enel Gx Fortaleza	Brazil	Generation	2001	30 years	13 years
Cachoeira Dourada	Brazil	Generation	1997	30 years	9 years
Volta Grande	Brazil	Generation	2017	30 years	28 years
Enel Cien Line I	Brazil	Transmission	2000	20 years	1 year
Enel Cien Line II	Brazil	Transmission	2002	20 years	3 years

Engaging local Communities



Plan actions

2019E

Plan actions

2019E³



Performance appraisal¹

100% of people involved

91% of people appraised



High-quality, inclusive and fair education

0.5 mn beneficiaries



Climate survey¹

100% of people involved

92% of people participating



Access to affordable and clean energy

3.9 mn beneficiaries



Gender - % of women in selection processes²

41% women involved in recruiting processes



Employment and sustainable and inclusive economic growth

0.5 mn beneficiaries



Promotion of digital skills' dissemination among all employees

42% of people involved in digital skills training

- 1. Eligible and reachable people having worked in the Group for at least 3 months
- 2. It excludes the seclection processes involving the blue collars
- 3. Cumulated figures since 2015.

Board composition



Board of Directors

Francisco de Borja Acha Besga Chairman



Attorney at Law
Universidad Complutense
de Madrid

Domingo Cruzat Amunátegui Independent director



Industrial civil engineer Universidad de Chile

Hernán Somerville Senn Independent director



Lawyer Universidad de Chile

Patricio Gómez Sabaini Independent director



Business Administration Degree George Mason University, Virginia

José Antonio Vargas Lleras Director



Attorney at Law Universidad Colegio Mayor del Rosario

Enrico Viale Director



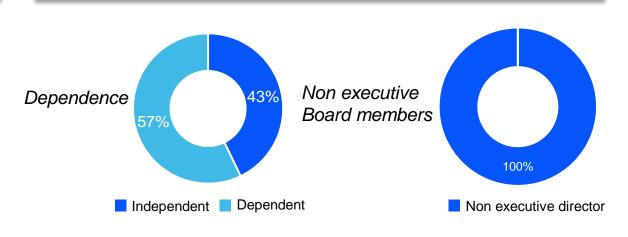
Engineer Degree Universidad Politécnica de Turín

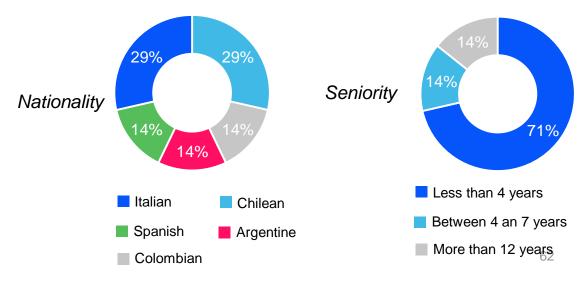
Livio Gallo Director



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Strategic Plan 2020-22

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Enel Américas' Investor Day event

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