## Enel Américas H1 2020 Consolidated results

July 28<sup>th</sup>, 2020



#### Key highlights of the period



COVID-19	Regulation	Financial impacts	Financial position
Pandemic effects peaked in Q2 Company has commited to varied initiatives	"Conta COVID" secures financial sustainability in Brazilian Dx	EBITDA down by 46% vs Q2'19 and 29% vs H1'19 mainly due to FX, COVID-19 and one-off <sup>1</sup>	Stable net debt vs previous year Solid liquidity to support our operations

## **Main impacts**

#### Further deterioration of market context and key KPIs





## Main impacts

Recovery signs in June on electricity distributed and collection

2019



2020





### **COVID Operational Initiatives**

Our determined commitment to face the pandemic

#### **Our people**

- Around 50% of our total workforce is working remotely
- Security measures to ensure the safety of workforce on the field, along with specialized training during COVID-19
- Insurance policy for all Enel Américas' employees. First ever of its kind in the world. Cash allowance for hospitalized employees

#### Our clients

- Digitalization to mitigate impacts in collection
- Website revamp to ease the client experience
- Increased focus on apps as payment channels and communication tools
- Restart in some cases manual billings and billing distribution with all the preventative health measures

#### **Our operations**

- Infrastructure is fully operational on all geographies
  - ✓ Reinforcement of critical infrastructure as a key concern for the Company
- Faster emergency response to ensure the continuity of service
- Reinforcement of security protocols and COVID-19 measures











## Brazil: Conta COVID (Decree nº 10.350/20)

Executive summary



**The decree provided guidelines on the financing package to mitigate Covid-19 impacts to discos** (Provisional Measure 950/20) and final structure was defined by ANEEL under Normative Resolution 885/20.

Total amount available for the sector was R\$ 16.1 bn, with **R\$ 3.2 bn formalized with Enel Américas Dx Companies.** Amounts related to (i) overcontracting; (ii) sector charges neutrality; (iii) CVA balance from Apr/20 to Dec/20, and (iv) Parcel B anticipation, if company chooses to disburse, will be transferred monthly.

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**Financial aid is positive**: preserve the sector's chain of payments providing liquidity to discos and protecting gencos and transcos and reduce the impact on tariffs for consumers in 2020. Resources shall be paid back in 54 months, starting 2021 after an 11-month grace period. The repayment of the financial aid (and its financial costs) will be passed through to consumers.



Costs related to discos' over-contracted exposure caused by reduction in volumes due to Covid-19 will be treated as involuntary and recognize distribution companies' right to request an extraordinary tariff review ('RTE").





Enel Dx Ceará R\$ 0.5 bn Enel Dx Goiás R\$ 0.5 bn Enel Dx Sao Paulo R\$ 1.4 bn

## Financial highlights (US\$ mn)



	Rep	orted	Adjusted		Americas
	EBITDA <sup>1</sup>	Net Income <sup>1</sup>	EBITDA <sup>2</sup>	Net Income <sup>2</sup>	
Q2 2020	623 -46%	166 -42%	1,002 +14%	379 +23%	<b>EBITDA</b> for Q2 and H1 are explained by currency devaluation vs USD in all countries, COVID-19 effects and a high comparison base <sup>2</sup> .
Q2 2019	1,161	511	882	308	
H1 2020	1,471 -29%	476 -67%	<b>1,997</b> +11%	711 +14%	<b>Net Income</b> for Q2 and H1 were also affected by Fx devaluation, COVID-19 and one-off, <b>partially</b> <b>offset by a better financial result</b> <b>and lower taxes.</b>
H1 2019	2,070	827	1,791	624	7

(1) Ordinary figures; (2) Excludes FX effect, COVID-19 effect and Edesur's past liabilities resolution in 2019

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

Net of Fx effect, H1 CAPEX increased 8%





(1) 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





## **Financial results**



### Financial highlights (US\$ mn)

Negative Fx and operational impact vs a high comparison base



	Q2 2019	Q2 2020	$\Delta$ YoY	H1 2019	H1 2020	Δ YoY	
Reported EBITDA	1,161	623	- 46.4%	2,070	1,471	- 28.9%	Lower EBITDA mainly due to currency devaluation vs USD
Adjusted EBITDA <sup>1</sup>	882	1,002	+13.6%	1,791	1,997	+ 11.5%	in all countries, COVID-19 effects and a <b>high comparison</b> <b>base in Argentina.</b>
OPEX	-475	-361	- 24.1%	-945	-808	- 14.4%	Net income also below last year due to currency depreciation and
Total net income	511	166	- 67.5%	827	476	- 42.5%	high comparison base.
Reported Group net income <sup>2</sup>	340	89	-73.7%	544	297	- 45.4%	Lower financial expenses related to lower debt in Enel
FFO	310	335	+ 8.0%	378	462	+ 22.1%	Brazil.
Net debt (H1 2020 vs FY 2019)				4,287	4,686	+ 9.3%	Higher debt in USD is partially offset by currency depreciation.

(1) H1'20: Excludes Fx impact (- US\$ 339 mn) and COVID-19 impact (-US\$ 187 mn); Q2'20: Exludes Fx impact (-US\$ 192 mn) and COVID impact (-US\$ 187 mn), and Edesur's past liabilities resolution in 2019 (+ US\$ 279 mn); (2) Attributable net income to controlling shareholders.

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



## EBITDA breakdown (US\$ mn)

one-off

COVID-19 effects were felt across all businesses, strongest impact on Networks



32%

Thermal

generation

Renewables

Networks

Retail

Enel X



EBITDA by country and business

(1) Thermal generation business' includes trading business (2) Large hydro (3) Q2 2020 - Fx effect: US\$ -192 mn. Services & Others: US\$ -6 mn; H1 2020 - Fx effect: US\$ -339 mn. Services & Others: US\$ 3 mn

## **Generation operating highlights**

Lower energy sales compared to the previous year





## **Distribution operating highlights**

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







## Focus by country



## Focus on Argentina (US\$ m)

2019's one-off, frozen tariffs in Dx, and "Pesification" process of Gx affect results



enel

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

## Focus on Brazil (US\$ mn)

Deterioration of Fx and market conditions hurt results



## Focus on Colombia (US\$ mn)

Fx impact drags financials down, operational results remain resilient





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

## Focus on Peru (US\$ mn)

COVID-19 effects impact Gx and Dx businesses





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

## **Financial performance**



## Profit & loss (US\$ mn)



	Q2 2020	Q2 2019	⊿ уоу	H1 2020	H1 2019	∆ уоу
Reported EBITDA	623	1,161	-46%	1,471	2,070	-29%
D&A <sup>1</sup>	-265	-317	-16%	-569	-604	-6%
EBIT	358	844	-58%	903	1,466	-38%
Net financial results	-61	-116	-47%	-175	-266	-34%
Non operating results	2	1	+98%	3	1	+301%
ЕВТ	299	729	-59%	730	1,201	-39%
Income taxes	-132	-218	-39%	-254	-374	-32%
Minorities	-77	-171	-55%	-179	-283	-37%
Group Net Income	89	340	-74%	297	544	-45%

#### 1,471 (514) 462 (353)(142) (138) (600)590 (399)93 (9) (935) (1,073) $FFO^2$ CAPEX<sup>3</sup> $FCF^4$ NCF<sup>5</sup> NWC EBITDA Taxes paid Net financial Net dividend Extraordinary FX Effect Financial Change in H1 2020 expenses paid receivables operations Net Debt 378 H1 19 2,070 (1, 123)(381)(188)(705)(327)(647)(975) (27)(5) (259)(1,266)Delta YoY -28.9% -54.2% -7.3% -24.5% 22.1% -14.9% -57.8% 44.5% 10.1% n.a.. n.a. n.a. n.a.

Cash flow (US\$ mn)

#### (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; (5) Net cash flow

## Debt (US\$ mn)

#### Stable debt vs last year, with lower cost





## **Financial position**

Solid liquidity and debt metrics





### **2020 Financial Guidance change**

Fx is the main impact on our Strategic Plan 2020-22 figures





(1) Figures presented on 2020-22 Strategic Plan; (2) Expected figures for 2020

#### **Closing remarks**



Management actively working on mitigating a challenging environment FX and COVID-19 were the main drags on results, but with signs of recovery in June Guidance 2020 shows a **17%-22% impact on EBITDA** mainly due to Fx impact Solid financial position to face short-term challenges, as well as room for further growth down the line



#### **Financial exhibits**



	2Q 2019	2Q 2020	$\Delta$ YoY	1H 2019	1H 2020	$\Delta$ YoY
Revenues	3,642	2,485	-31.8%	7,228	5,701	-21.1%
Gross Margin	1,636	983	-39.9%	3,015	2,280	-24.4%
OPEX	-475	-361	-24.1%	-945	-808	-14.4%
Reported EBITDA	1,161	623	-46.4%	2,070	1,471	-28.9%
Adjusted EBITDA <sup>1</sup>	882	1,002	13.6%	1,791	1,997	11.5%
Total Net Income	511	166	-67.5%	827	476	-42.5%
Reported Group Net Income <sup>2</sup>	340	89	-73.7%	544	297	-45.4%
Сарех	386	300	-22.2%	705	600	-14.9%
FFO	310	335	8.0%	378	462	22.1%
Net Debt (H1 2020 vs FY 2019)				4,686	4,287	-8.5%

(1) H1'20: Excludes Fx impact (- US\$ 339 mn) and COVID-19 impact (-US\$ 187 mn); Q2'20: Exludes Fx impact (-US\$ 192 mn) and COVID impact (-US\$ 187 mn), and Edesur's past liabilities resolution in 2019 (+ US\$ 279 mn); (2) Attributable net income to controlling shareholders.

## **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	792	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	1,296	64	5,466	0	6,826			
Brazil	1,616	0	205	0	1,822			
Colombia	6,585	26	0	543	7,154			
Peru	2,426	250	691	0	3,367			
Total	11,923	340	6,362	543	19,196			



## **Operating exhibits**

Distribution companies



Distributor	Clients	Energy sold (GWh)	Energy losses (%)	City, Country	Concession area (km²)	Next tariff review
Edesur	2,498,691	8,132	15.9%	Buenos Aires, Argentina	3,309	2022
Enel Dx Rio	2,964,092	5,471	22.4%	Niteroi, Brazil	32,615	2023
Enel Dx Ceará	4,000,697	5,580	14.9%	Fortaleza, Brazil	148,921	2023
Enel Dx Goiás	3,154,299	6,783	12.4%	Goias, Brazil	377,008	2023
Enel Dx São Paulo	7,823,807	19,701	10.2%	Sao Paulo, Brazil	4,526	2023
Enel-Codensa	3,566,798	6,689	7.5%	Bogota, Colombia	26,093	2020
Enel Dx Perú	1,440,006	3,693	8.3%	Lima, Peru	1,550	2022
Total	25,448,390	56,049	-	-	-	-

## **Financial exhibits**

Liquidity and credit profile



Liquidity (US\$ m)	Total	Used	Available
Committed credit lines	1,684	880	804
Cash and cash equivalents <sup>1</sup>	1,454	0	1,454
Total liquidity	3,138	880	2,258

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

# COVID-19: working actively with regulators and governments to mitigate regulatory impacts



#### Mandatory quarantine would be extended until July 17th

**Res. 3/2020 ENRE:** Instructs that all commercial offices be closed, and that only the human resources necessary for the continuity of the technical and operational service of the network be mobilized

**Decree 311/2020:** Limits suspensions of basic services for 180 days for users with social tariffs or subsidies **Res. 35/2020 ENRE:** The users of the tariff categories T2, T3 who have suffered a reduction of 50% or more in their power demand, may suspend payment or make partial payments on account of the contracted power of the electric power supply contracts until demand recovery reaches 70%, maintaining the obligation to pay the rest of the charges. **Res. 27/20 ENRE:** Residential T1 (T1R) users who do not have remote measurement, the lowest consumption recorded in the last 3 years will be applied prior to the issuance of the invoice corresponding to the same estimated period, until there are actual readings from the billing meters.

#### Brazil

Quarantine is not mandatory at country level and flexibilization has started in some cities. Sao Paulo (quarantine until July 14<sup>th</sup>) is currently phasing out with commerce, offices and restaurants open with limited capacity. COVID-19:

On March 24<sup>th</sup>, ANEEL approved Normative Resolution n<sup>o</sup> 878/2020, valid for a 90 days period, with measures to preserve the provision of the public electricity distribution service, **prohibiting the suspension of supply**. Resolution was extended for and additional 30-day period, **until July 31**<sup>st</sup>

On April 8th, Provisional Measure No. 950/2020 of the **Federal Government increased to 100% the discount to consumers benefited by the Social Rate** (consumption of up to 220 KW/month), allocating CDE resources to cover. On May 18<sup>th</sup>, Decree nº 10,350/2020, established the **COVID-Account**, designed to **cover or defer costs arising from the pandemic.** The account was regulated by ANEEL on June 23<sup>rd</sup>. BNDES and a pool of private banks is providing **BRL 16.1 bn** liquidity to distribution companies at a cost of CDI+2.9%/year. Economic rebalance and extraordinary costs will be subject to public consultation in the upcoming months.

On July 3rd, Enel Dx Companies have requested R\$ 3,2 bn under the COVID-Account mechanism.







# COVID-19: working actively with regulators and governments to mitigate regulatory impacts

#### Colombia



**COVID-19:** Due to the pandemic, the government has passed the following resolutions:

Res. 108/2020 Extension until July 31st of Res 517 and all measures implemented.

**Res. 517/2020** Create deferred payment plan, line of credit, voluntary contribution. The subsistence consumption of 2 bills will be deferred to 36 months and 0% interest, to users of strata 1 and 2, based on a line of credit to companies.

Res. CREG 056 and 061/2020. Financing options for in wholesale market

Res. CREG 058/2020 Transitory measures for payment of energy bills of regulated market

Res. CREG 043/2020 Transitory rules on limitation of supply and withdrawal from the market

Res. CREG 581/2020 Findeter Credit Line

Decree 123. Mayor's office assumes a benefit of 10% of energy consumption to strata 1,2,3 and 4.

**Res. MME 40130.** Mechanism of voluntary contribution of users strata 4,5 and 6, and commercial and industrial users.

#### Peru

#### State of Emergency extended until July 31st

Due to the COVID-19 pandemic, the Peruvian Government declared the **state of national emergency** up to July 31st. Nevertheless, restrictions to mobility have been diminished (curfew is valid only from 10 pm to 4 am everyday). **Economic activities are being reactivated by steps**. Currently, Peru is under Phase III and the Government expects to reactivate up to 96% of the economy.

The Government approved two Urgent Decrees allowing distribution companies to fractionate bills for users with a monthly consumption up to 300 kWh. Also, The Government approved a subsidy (up to S/ 160) to alleviate electric debts of clients with a monthly consumption up to 125 kWh on average (certain rules apply).





#### Brazil: "Cuenta COVID" (Decree nº 10.350/20)



#### How it works

- Pool of banks lead by BNDES;
- CCEE structures the operation with
- \$ borrowed from banks and transfers it to CDE account;
- ANEEL determined the amount entitled to each Disco considering:
- Estimated tariff coverage and the endorsed expenses;
- (ii) Disco request for financial assets, monthly allowance;
- (iii) Cap \$ reflects estimated impact unti Dec/20
- Discos signed Terms and requested necessary amounts by July 3<sup>rd</sup>.

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#### Conditions

• Discos: must respect PPAs. Suspend or Reduce PPA forbidden;

• Cap on dividends distribution above the legal right (25%), in case of intra-sectorial charges delinquency by the company;

 Renounce to any legal dispute of the conditions established in the Decree, except for Extraordinary Tariff Review (ETR).

#### Coverage

Financial effects of overcontraction;

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- CVA Balance (Parcel A variation account);
- CVA balance not yet fully amortized;
- Neutrality of sector taxes (from Apr/20 to Dec/20);
- 2020 deferred tariff processes, up to Jun 30<sup>th</sup>

• Anticipation of current Parcel B Regulatory Asset.

#### Others

 Customers migrating to the free market after Apr 8<sup>th</sup> will carry the cost of the loan (COVID-account);

- Group A (high- voltage) clients consuming less energy than their take or pay contracts can be funded by the Covid- account and will be paid by the clients that benefit;
- Bank Loan taken by CCEE will be paid by consumer in tariffs as from 2021 via CDE-covid sector charge;

 Spread will be paid *ex-ante* by consumers. May be reimbursed *ex-post* by Disco, depending on the use.

#### H1 2020 results Disclaimer



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### H1 2020 consolidated results

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# Thank you.

