



# Enerjis Américas 9M 2016 results

November 04, 2016



# 9M 2016 results

Highlights of the period

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**EBITDA of US\$ 1.8 bn, an increase of 2.7%**  
**Operating EBITDA excluding FX effects increased by 16%**

**Net Income before discontinued operations**  
**of US\$ 748 mn, an increase of 10.7%**

**Update on structure simplification:**  
**completion of Merger activities in Colombia during October**

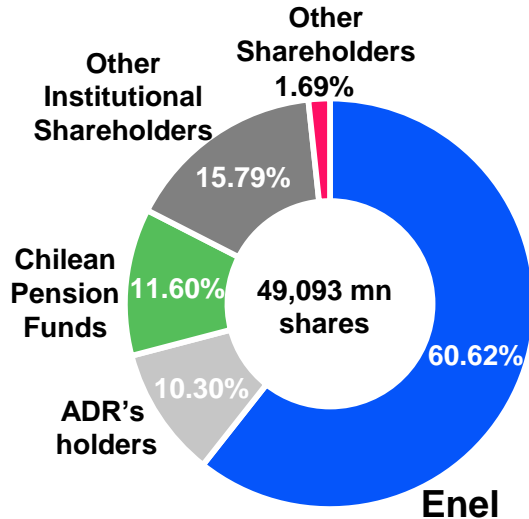
**Highly successful 600 mnUSD, 10-year SEC-registered Yankee bond**  
**with 4% coupon**

**Reorganization process completed**

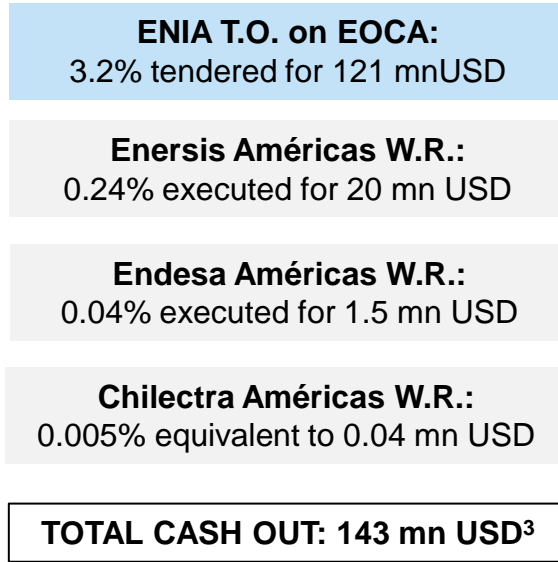
# Reorganization process update

Results overview and precedent conditions

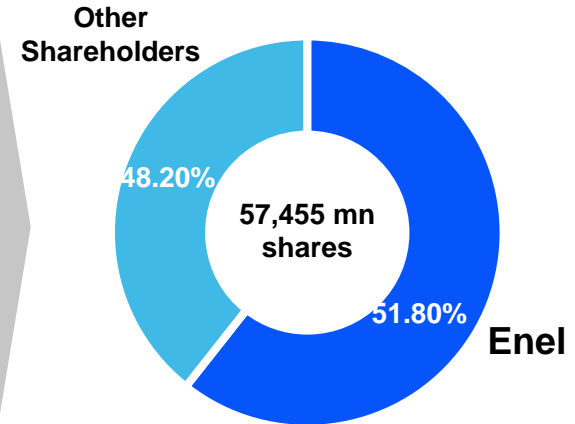
## Enersis Américas' current Shareholders<sup>1</sup>



## Withdrawal Rights + Tender Offer Result



## Enersis Américas Post merger<sup>2</sup>



**Exchange of shares effective on December 1<sup>st</sup>**

1. Data as of October 28, 2016  
 2. Expected data as of December 1 2016. Pending to receive final shareholder composition ; 3. USD/CLP exchange ratio of 655.80 on November 2, 2016

# 9M 2016 results

Relevant normative and legal updates during the period

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## Argentina

- **Application of the new tariff scheme established by the ENRE resolution no.1/2016 effective since February 1st.**
- **Integral Tariff Review Update: On September 6<sup>th</sup> Edesur presented the second report discussed on October 28<sup>th</sup> under Public Hearing with the Regulatory Authorities.**

## Brazil

- **Public hearing on possible 4<sup>th</sup> Tariff cycle anticipation for distribution companies.**
- **Provision Measure 735 could add a premium over WACC on Grids improvement.**

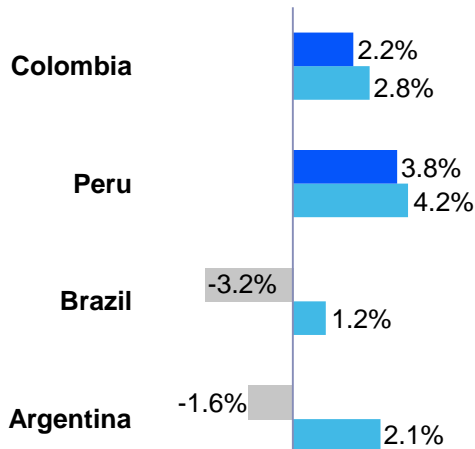
## Colombia

- **Final resolution on the new regulatory framework expected by year end.**
- **Tax reform proposal gradually reduces corporate taxes to 32% in 2019.**

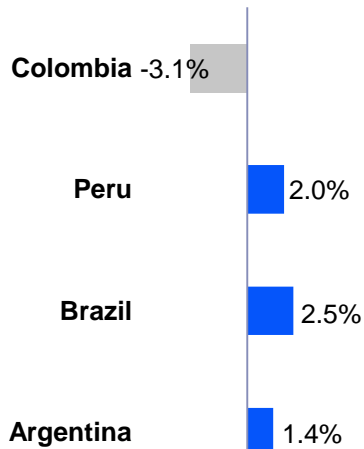
# 9M 2016 results

Market context in the period

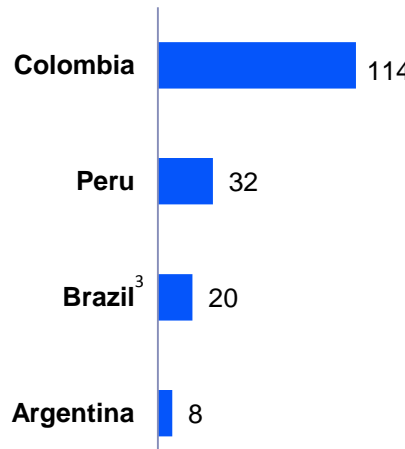
Expected annual GDP growth <sup>1</sup> (%)



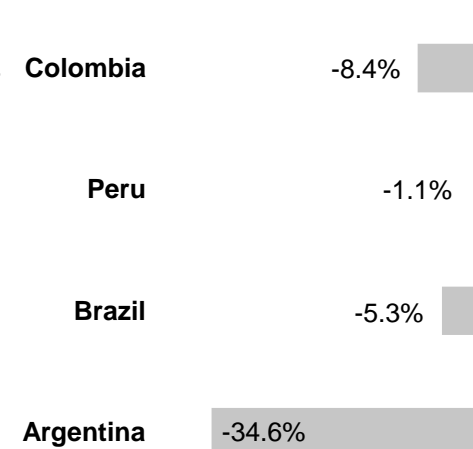
Energis Américas Energy demand<sup>2</sup> (%)



Average Spot Price (USD/MWh)



Local Currencies vs CLP (YoY%)<sup>4</sup>



■ 2016  
■ 2017 (expected)

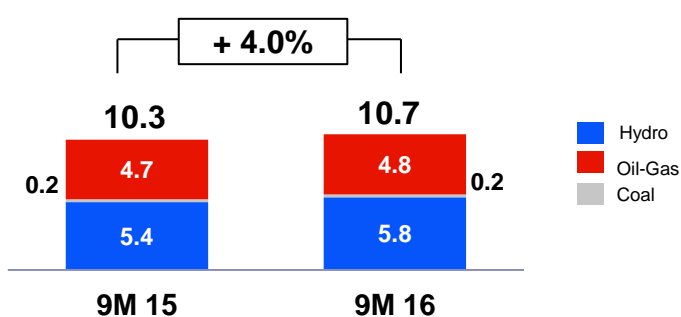
1. Expected GDP for 2016 and 2017. Source: Latin America Concensus Forecast as of October 2016;  
 2. Cumulative Demand. Brazil: Ampla and Coelce, Colombia: Codensa, Peru: Edelnor, Argentina: Edesur. Source: Internal  
 3. Southeast / Central-West region.  
 4. Source: Internal

# 9M 2016 results

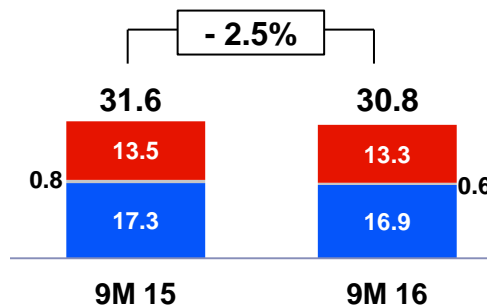
## Operating highlights

Generation

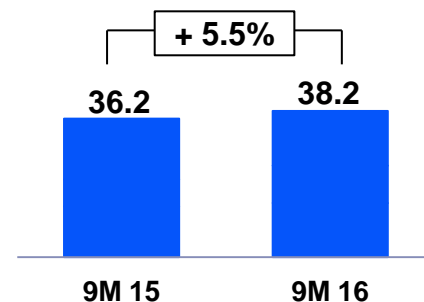
### Installed capacity (GW)



### Net production (TWh)

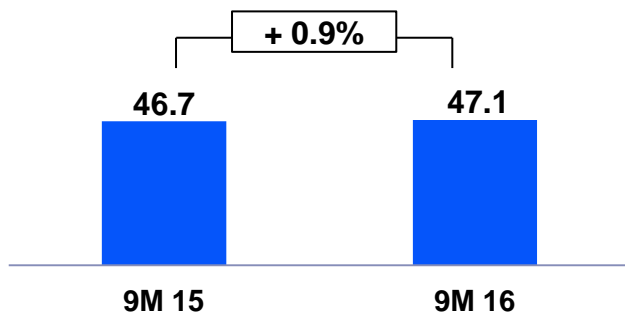


### Electricity sales (TWh)

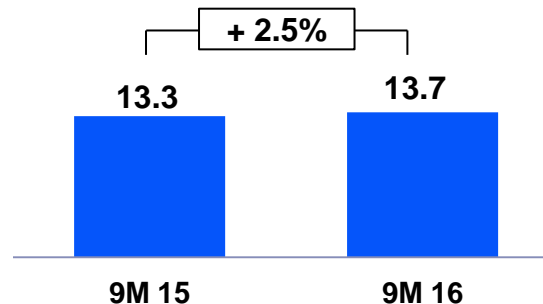


Distribution

### Electricity Distributed (TWh)



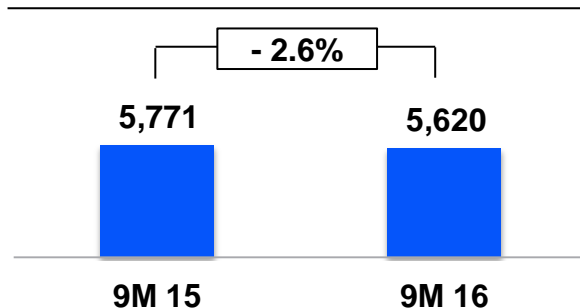
### Number of customers (mn)



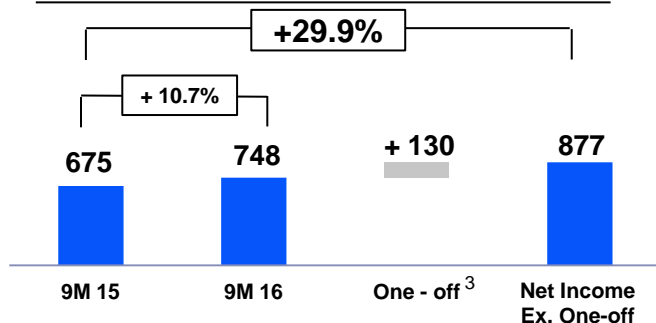
# 9M 2016 results

Financial highlights (US\$ mn) <sup>1</sup>

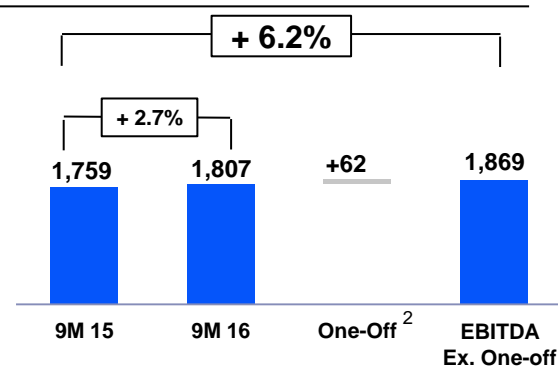
## Revenues



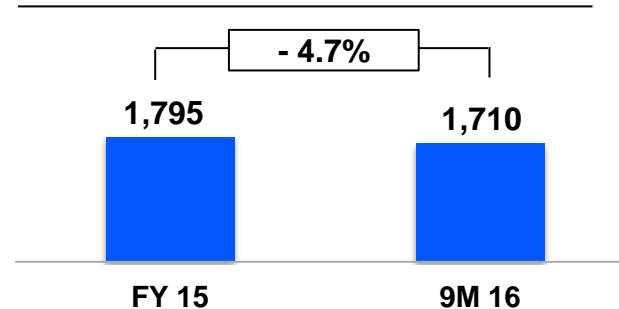
## Net Income (before discontinued operations)



## EBITDA



## Net Debt<sup>4</sup>

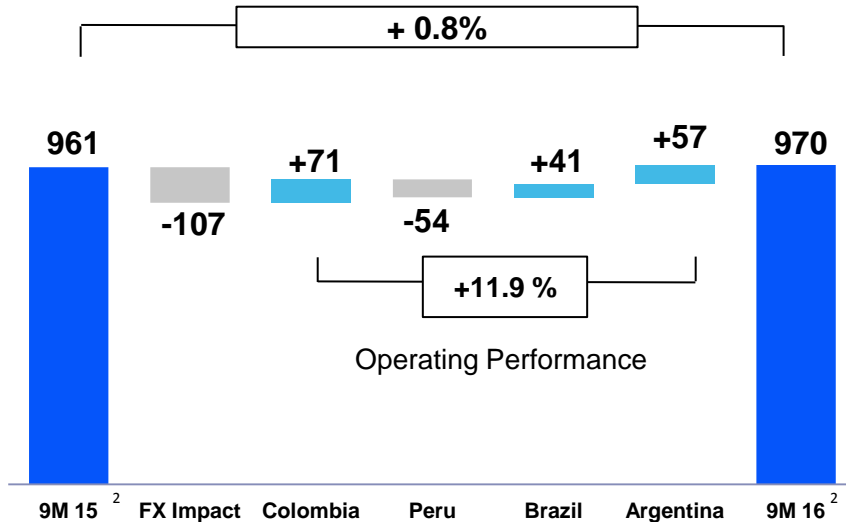


1. Comparisons between periods are made using the average USD FX rate for 9M 2016 equal to 680.08 CLP only for information purposes. Original data is in Chilean pesos.  
 2. Related to write-off of Curibamba project and clients-related provisions in Peru.  
 3. Fines in Argentina for an amount of US\$68 mn and provisions in Peru for US\$ 62 mn.  
 4. Exchange rate USD/CLP for the Debt as of Dec. 31 2015 was 710.16 CLP and for the Debt as of Sep. 30 2016 was 658.02 CLP.

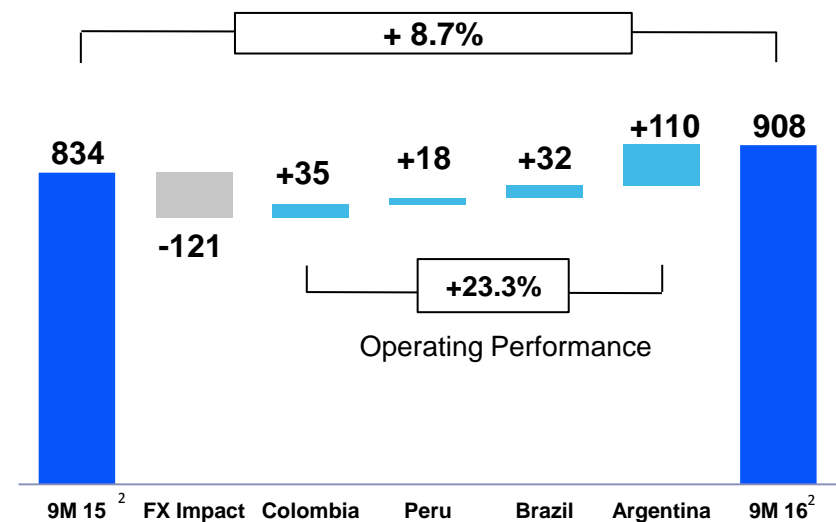
# 9M 2016 results

Group EBITDA evolution by business and country (US\$ mn)<sup>1</sup>

## Generation



## Distribution



1. Comparisons between periods are made using the average USD FX rate for 9M 2016 equal to 680.02 CLP only for information purposes. Original data is in Chilean pesos.

2. Not including Services & Holding



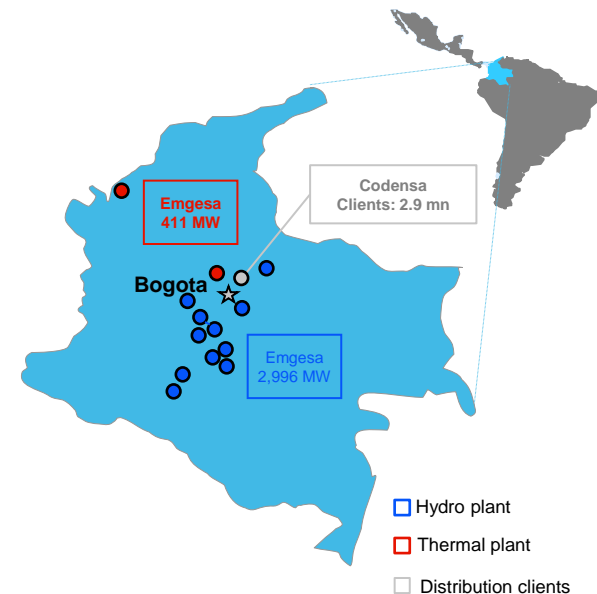
# 9M 2016 results

Focus in Colombia (US\$ mn) <sup>1</sup>

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	Generation			Distribution			Total <sup>2</sup>		
	9M 15	9M 16	%	9M 15	9M 16	%	9M 15	9M 16	%
Revenues	772	906	17	968	988	2	1,636	1,710	4
EBITDA	480	504	5	326	330	1	806	834	4
CAPEX	398	37	-91	98	138	40	496	175	-65
Net Production (GWh)	10,750	11,355	6	-	-	-	10,750	11,355	6
Energy Sales (GWh)	12,845	13,825	8	10,430	10,105	-3	-	-	-
Clients (Th)	-	-	-	2,844	2,931	3	2,844	2,931	3



1. Comparisons between periods are made using the average USD FX rate for 9M 2016 equal to 680.08 CLP only for information purposes. Original data is in Chilean pesos.

2. "Total" includes Holding and Service adjustment.

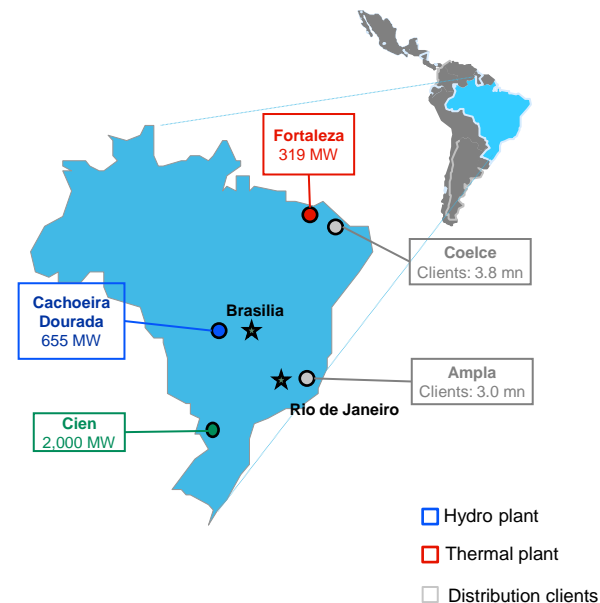
# 9M 2016 results

Focus in Brazil (US\$ mn) <sup>1</sup>

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	Generation			Distribution			Total <sup>2</sup>		
	9M 15	9M 16	%	9M 15	9M 16	%	9M 15	9M 16	%
Revenues	343	415	21	2,091	1,717	-18	2,293	1,927	-16
EBITDA	171	201	18	260	276	6	406	448	10
CAPEX	25	13	-48	271	257	-5	295	269	-9
Net Production (GWh)	3,037	2,641	-13	-	-	-	3,037	2,641	-13
Energy Sales (GWh)	4,782	6,687	40	16,568	16,980	2	-	-	-
Clients (Th)	-	-	-	6,694	6,895	3	6,694	6,895	3



1. Comparisons between periods are made using the average USD FX rate for 9M 2016 equal to 680.08 CLP only for information purposes. Original data is in Chilean pesos.

2. "Total" includes Holding and Service adjustment.

# 9M 2016 results

Focus in Peru (US\$ mn) <sup>1</sup>

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	Generation			Distribution			Total <sup>2</sup>		
	9M15	9M 16	%	9M 15	9M 16	%	9M 15	9M 16	%
Revenues	466	<b>508</b>	9	602	<b>653</b>	9	964	<b>1,010</b>	5
EBITDA	230	<b>174</b>	-24	147	<b>162</b>	10	376	<b>336</b>	-11
CAPEX	27	<b>64</b>	135	108	<b>87</b>	-19	136	<b>152</b>	12
Net Production (GWh)	6,601	<b>6,563</b>	-1	-	-	-	6,601	<b>6,563</b>	-1
Energy Sales (GWh)	6,979	<b>7,280</b>	4	5,710	<b>5,824</b>	2	-	-	-
Clients (Th)	-	-	-	1,330	<b>1,360</b>	2	1,330	<b>1,360</b>	2



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2. "Total" includes Holding and Service adjustment.

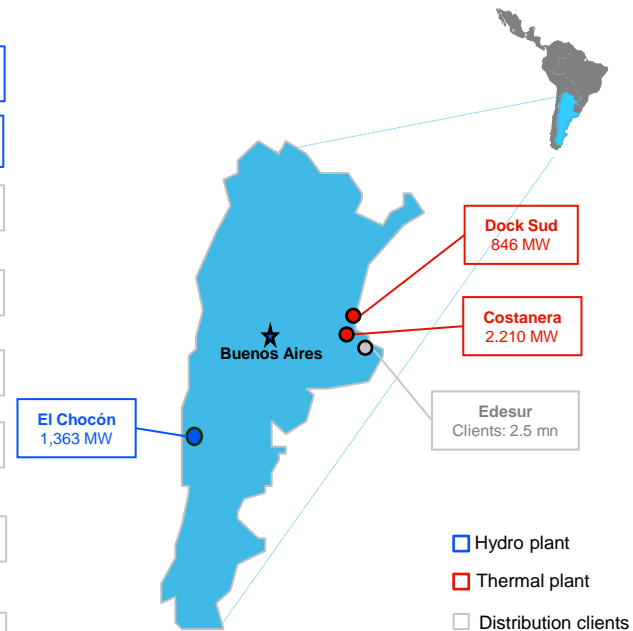
# 9M 2016 results

Focus in Argentina (US\$ mn) <sup>1</sup>

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	Generation			Distribution			Total <sup>2</sup>		
	9M 15	9M 16	%	9M 15	9M 16	%	9M 15	9M 16	%
Revenues	218	231	6	660	734	11	877	963	10
EBITDA	80	90	12	102	138	36	182	228	46
CAPEX	132	54	-59	157	113	-28	288	167	-42
Net Production (GWh)	11,174	10,218	-9	-	-	-	11,174	10,218	-9
Energy Sales (GWh)	11,609	10,403	-10	14,004	14,203	1	-	-	-
Clients (Th)	-	-	-	2,477	2,495	1	2,477	2,495	1

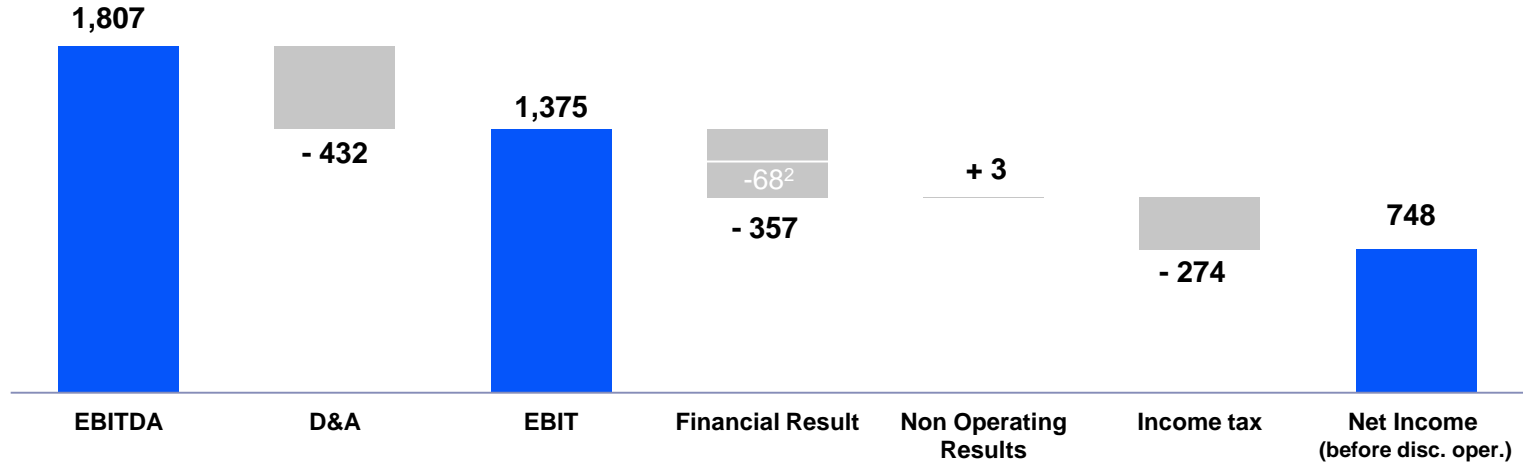


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2. "Total" includes Holding and Service adjustment.

# 9M 2016 results

From EBITDA to Group net income (US\$ mn) <sup>1</sup>



<b>9M 15</b>	1,759	-394	1,365	-142	7	-555	675
<b>Change YoY</b>	+2.7%	+9.6%	+0.7%	+151.2%	-50.7%	-50.6%	+10.7%

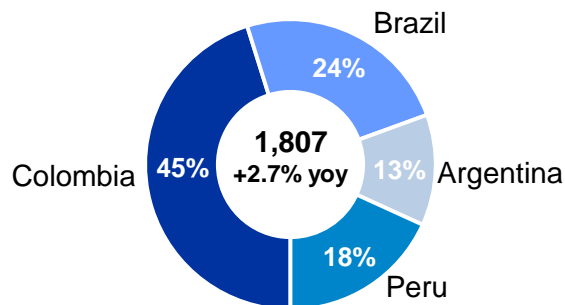
1. Comparisons between periods are made using the average USD FX rate for 9M 2016 equal to 680.08 CLP only for information purposes. Original data is in chilean pesos.

2. One-time revaluation effect of past fines in Argentina for 68 mnUSD.

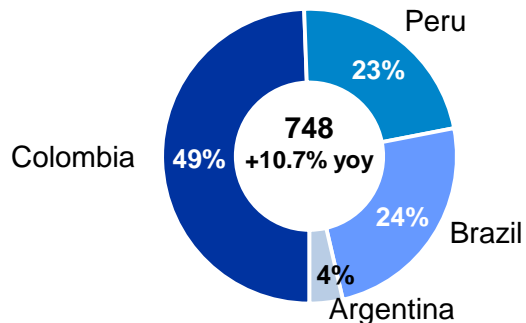
# 9M 2016 results

EBITDA and Net Income breakdown (US\$ mn) <sup>1</sup>

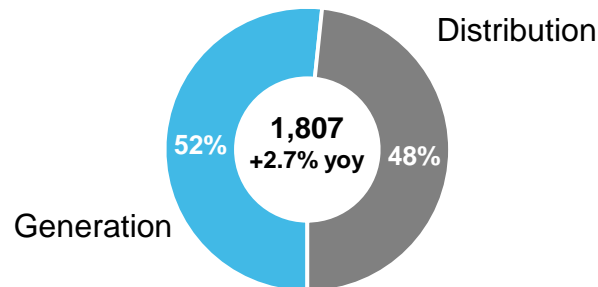
## EBITDA by geography



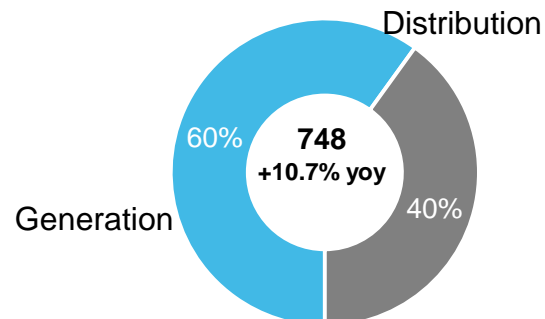
## Net Income<sup>2</sup> by geography



## EBITDA by business



## Net Income<sup>2</sup> by business



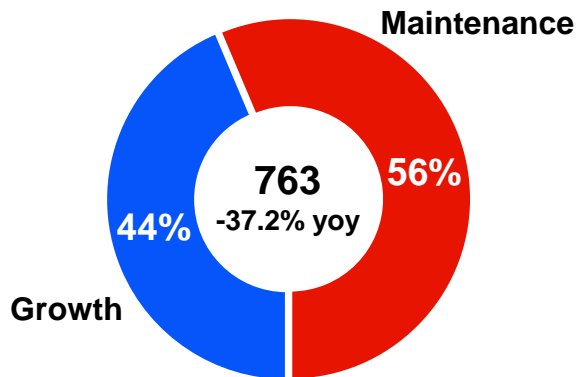
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2. Net Income before discontinued operations.

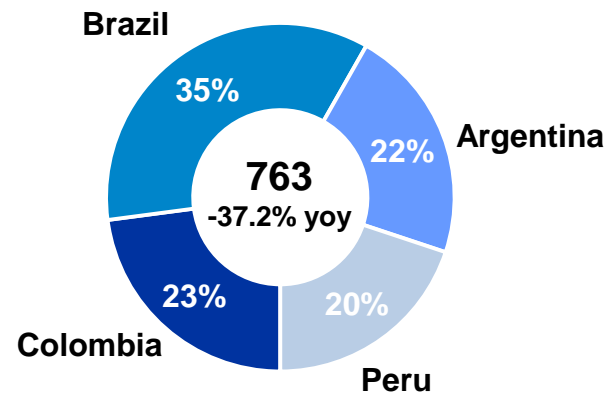
# 9M 2016 results

Gross Capex (US\$ mn) <sup>1</sup>

By activity



By country



**Higher growth capex in distribution partially offset by the completion of El Quimbo in Colombia**

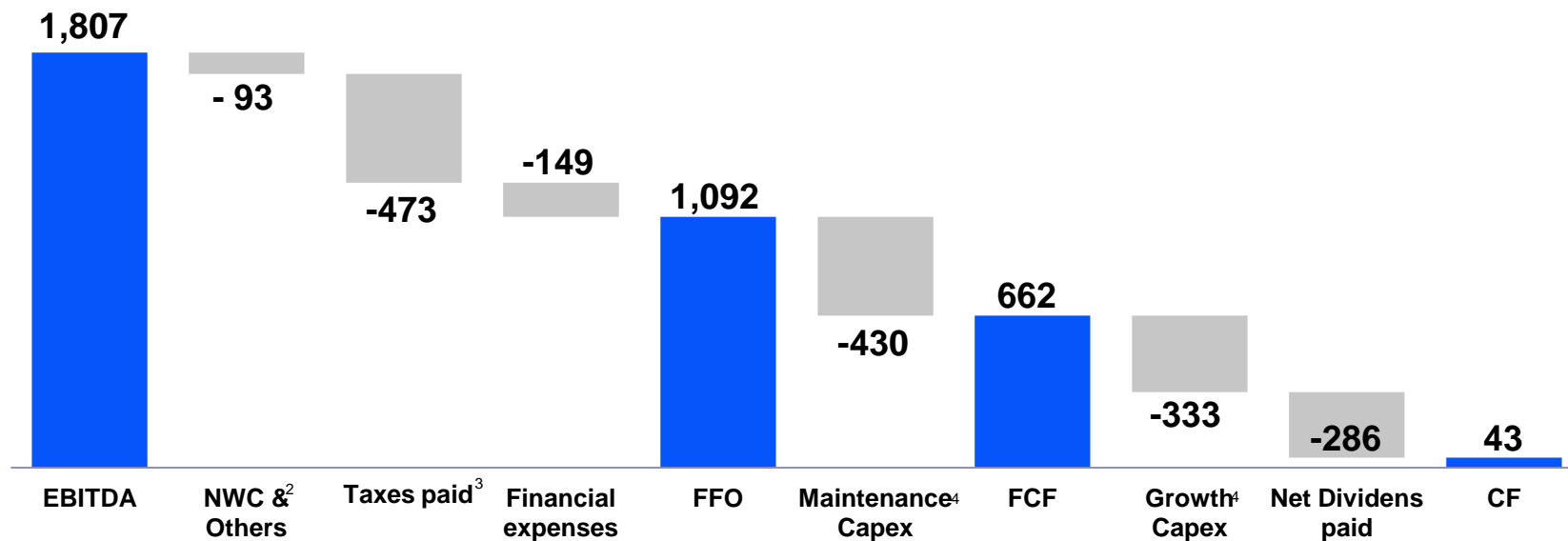
1. Gross of contributions and connections fees, accrued capex during 2016.

# 9M 2016 results

Free cash flow (US\$ mn) <sup>1</sup>

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1. Comparisons between periods are made using the average USD FX rate for 9M 2016 equal to 680.08 CLP only for information purposes. Original data is in Chilean pesos.

2. NWC does not consider Endesa Chile loan payment for US\$ 250 mn.

3. Effective tax paid during 9M 2016.

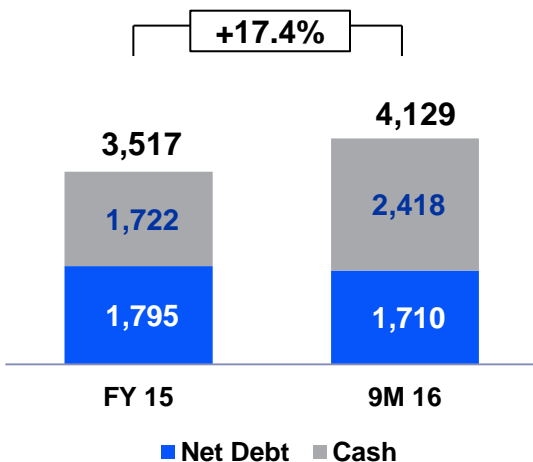
4. Gross of contributions and connections fees.



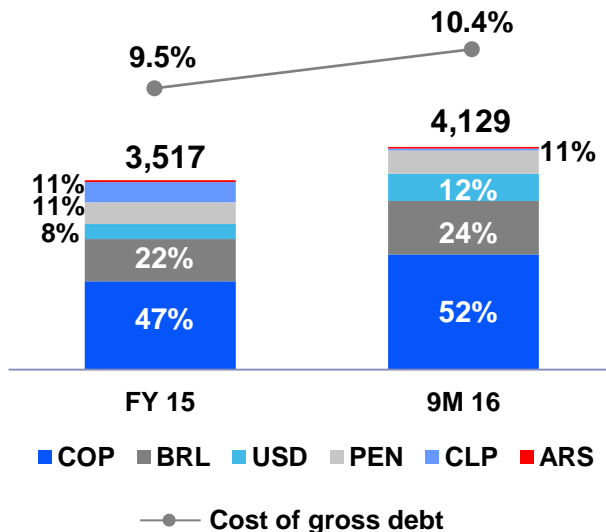
# 9M 2016 results

## Gross debt breakdown

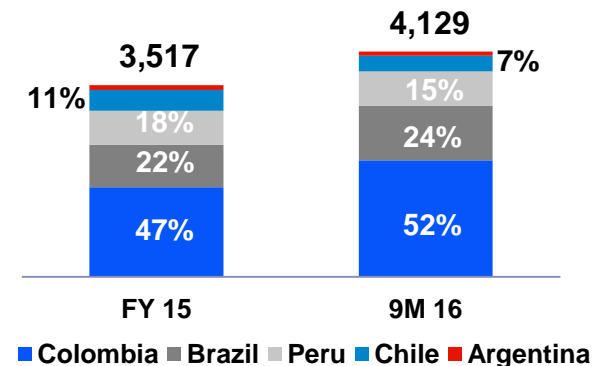
### Gross and Net Debt (US\$ mn)<sup>1</sup>



### Gross debt breakdown by currency



### Gross debt breakdown by country



1. Exchange rate USD/CLP for the Debt as of Dec. 31 2015 was 710.16 CLP and for the Debt as of September 30, 2016 was 658.02 CLP.

# 9M 2016 results

Closing remarks: highlights

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**Portfolio diversification and organic growth:  
336,432 more new clients (+2.5%)**

**Robust EBITDA and cash generation**

**Reorganization process completed**

**Results in line with 2016 targets**



# Exhibits

# 9M 2016 results

Financial Statements Pro-forma and reported to SVS (US\$ mn) <sup>1</sup>

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Financial Statements (pro-forma)

	9M 2015	9M 2016	Δ YoY
Revenues	5,771	5,620	-2.6%
Contribution Margin	2,777	2,805	1.0%
EBITDA	1,759	1,807	2.7%
EBIT	1,365	1,375	0.7%
Net Financial Income	-142	-357	151.2%
Others	7	3	-50.7%
Taxes	-555	-274	-50.6%
Group Net Income (before dis.)	675	748	10.7%
Gross Capex	1,215	763	-37.2%
Net Debt <sup>2</sup> (FY 2015 VS 1H 2016)	1,795	1,710	-4.7%

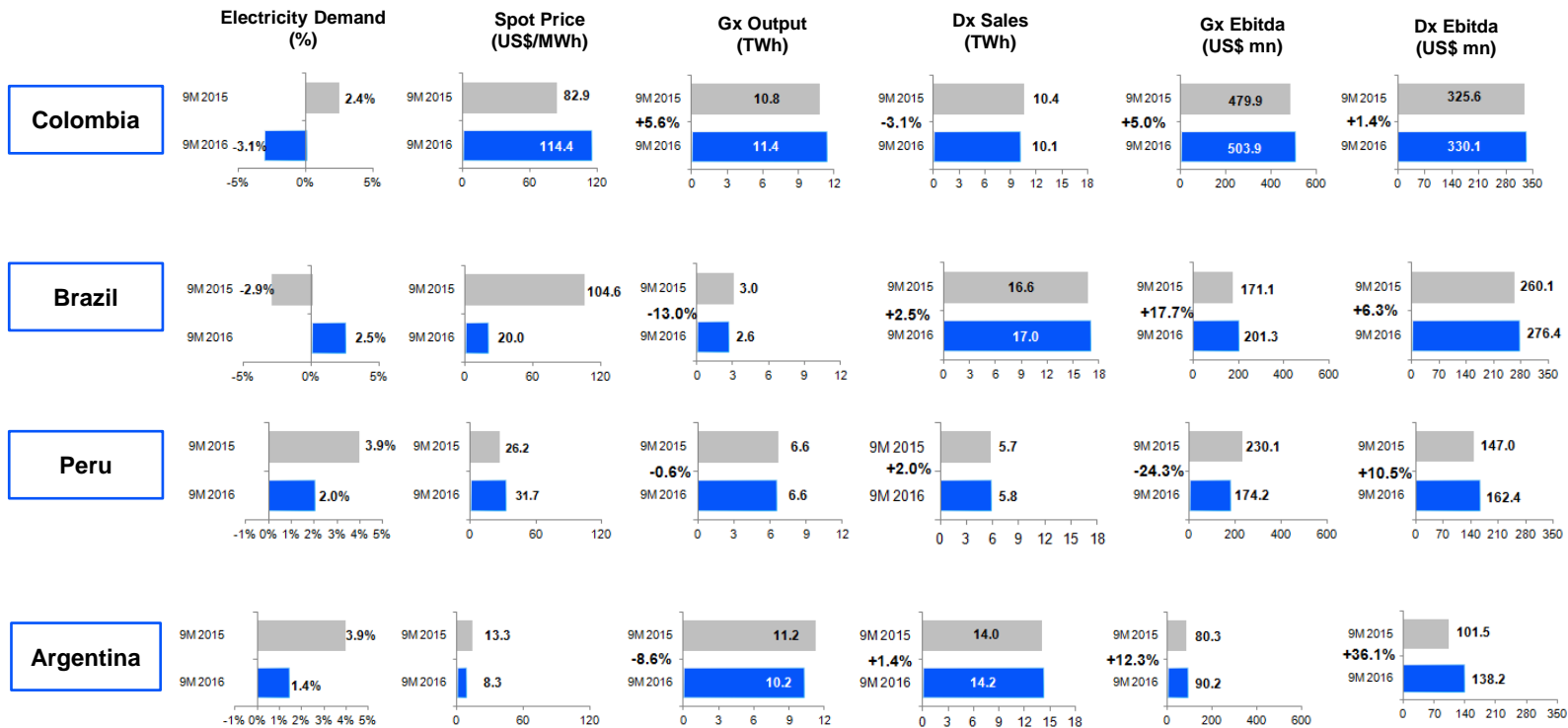
Financial Statements reported to SVS

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Contribution Margin	2,777	2,805	1.0%
EBITDA	1,759	1,807	2.7%
EBIT	1,365	1,375	0.7%
Net Financial Income	-142	-357	151.2%
Others	7	3	-50.7%
Taxes	-555	-274	-50.6%
Profit after taxes	675	748	10.7%
Discontinued operations	344	169	-50.7%
Américas Group Net Income	1,019	917	-10.0%
Attributable to Shareholders	596	533	-10.6%

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2. Exchange rate USD/CLP for the Debt as of Dec. 31 2015 was 710.16 CLP and for the Debt as of September 30, 2016 was 658.02 CLP.

# Operating Exhibits 9M 2016

Business context in 9M 2016 v/s 9M 2015



# Operating Exhibits 9M 2016

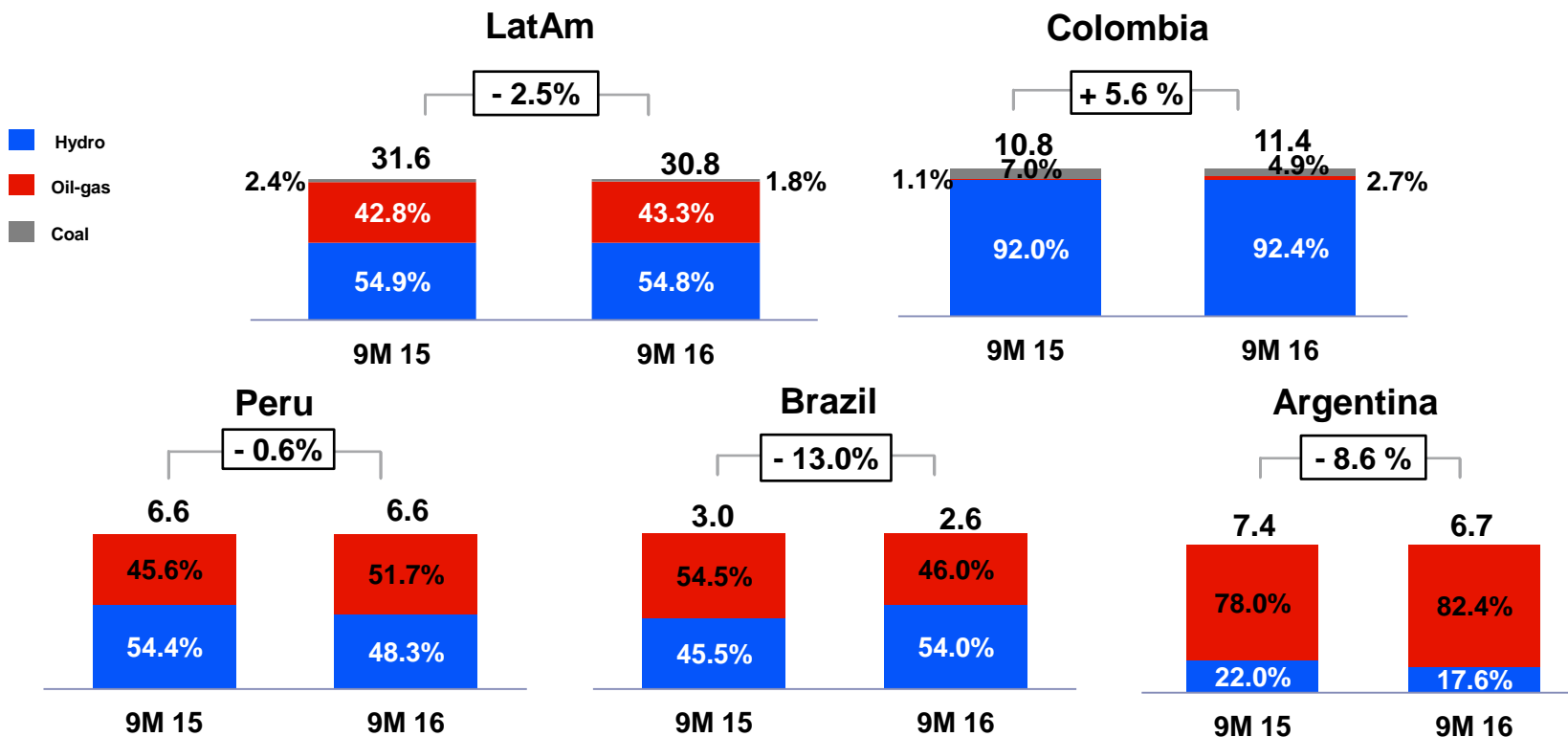
Net installed capacity and Total net production : Breakdown by source and geography

Net installed capacity (GW)				
GW	Hydro	Oil-Gas	Coal	Total
Colombia	3.0	0.2	0.2	<b>3.4</b>
Peru	0.8	1.2	0.0	<b>2.0</b>
Brazil	0.7	0.3	0.0	<b>1.0</b>
Argentina	1.3	3.1	0.0	<b>4.4</b>
<b>Total</b>	<b>5.8</b>	<b>4.8</b>	<b>0.2</b>	<b>10.7</b>

Total net production (TWh)				
TWh	Hydro	Oil-Gas	Coal	Total
Colombia	10.5	0.3	0.6	<b>11.4</b>
Peru	3.2	3.4	0.0	<b>6.6</b>
Brazil	1.4	1.2	0.0	<b>2.6</b>
Argentina	1.8	8.4	0.0	<b>10.2</b>
<b>Total</b>	<b>16.9</b>	<b>13.3</b>	<b>0.6</b>	<b>30.8</b>

# Operating Exhibits 9M 2016

Production mix (TWh)



# Operating Exhibits 9M 2016

Distribution companies

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Distributor	Clients	Energy sold (GWh)	Energy losses (%)	City, Country	Concession area (km <sup>2</sup> )	Next tariff revision
Codensa	2,930,661	10,105	7.3%	Bogota, Colombia	14,456	2016 <sup>1</sup>
Ampla	3,035,422	8,410	19.6%	Niteroi, Brazil	32,615	2019
Coelce	3,859,306	8,569	13.0%	Fortaleza, Brazil	148,825	2019
Edelnor	1,359,953	5,824	8.0%	Lima, Peru	1,517	2017
Edesur	2,495,026	14,203	12.1%	Buenos Aires, Argentina	3,309	2016 <sup>1</sup>

1. Revision expected in 2016 and implementation expected for 1Q 2017.



# Financial Exhibits 9M 2016

## Liquidity and credit profile

Liquidity (US\$ mn)	Amount	Outstanding	Available
Committed credit lines	258	0	258
Cash and cash equivalents <sup>1</sup>	2,418	n.a.	2,418
Uncommitted lines	381	0	381
<b>Total liquidity</b>	<b>3,057</b>	<b>0</b>	<b>3,057</b>

Credit Profile as of Sep. 2016	S&P	Fitch	Moody's
LT international debt	BBB	BBB	Baa3
LT local debt	-	AA -(cl)	-
Outlook (Int'l)	Negative	Stable	Stable
Shares	-	1st Class Level 1	-

1. Include cash and cash equivalents of more than 90 days

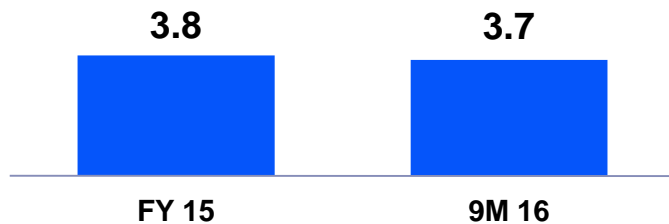
# Financial Exhibits 9M 2016

Debt maturity

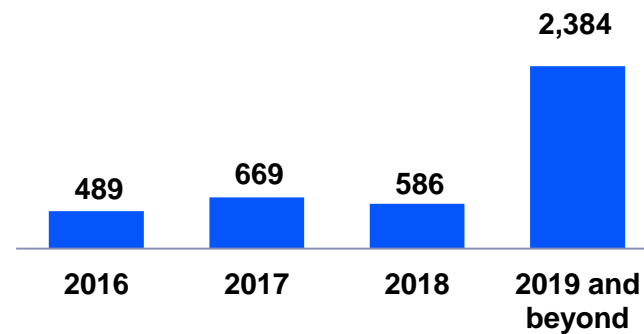
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Average residual maturity (years)



Debt profile (US\$ Mn)



# 9M 2016 Results

## Disclaimer

*This presentation contains statements that could constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements appear in a number of places in this announcement and include statements regarding the intent, belief or current expectations of Enersis Américas and its management with respect to, among other things: (1) Enersis Américas' business plans; (2) Enersis Américas' cost-reduction plans; (3) trends affecting Enersis Américas' financial condition or results of operations, including market trends in the electricity sector in Chile or elsewhere; (4) supervision and regulation of the electricity sector in Chile or elsewhere; and (5) the future effect of any changes in the laws and regulations applicable to Enersis or its subsidiaries. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties. Actual results may differ materially from those in the forward-looking statements as a result of various factors. These factors include a decline in the equity capital markets of the United States or Chile, an increase in the market rates of interest in the United States or elsewhere, adverse decisions by government regulators in Chile or elsewhere and other factors described in Enersis Américas' Annual Report and Form 20-F. Readers are cautioned not to place undue reliance on those forward-looking statements, which state only as of their dates. Enersis Américas undertakes no obligation to release publicly the result of any revisions to these forward-looking statements.*

# 9M 2016 Results

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**[www.enersis.cl](http://www.enersis.cl)**



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