
ENGIE ENERGÍA CHILE S.A.

Presentation to investors

3Q 2017 Results



AGENDA

Snapshots

Key messages

Looking forward

Financial update

Addenda



ENGIE: A GLOBAL ENERGY PLAYER



153,090
employees
worldwide



Activity in
close to **70**
countries



€ 69.6 bn
revenues in
2016



€ 16 bn of growth
investment over
2016-2018



A- rated by S&P
A2 rated by
Moody's

3 CORE BUSINESSES SUPPORTING A NEW VISION OF ENERGY FOR THE WORLD



ELECTRICITY

1st

- World's leading independent producer

112.7 GW

- Installed power production capacity

21.5 GW

- Installed renewable production 18.3% of fleet

5.2 GW

- Power production capacity under construction



NATURAL GAS & LNG

1st

- Europe's leading natural gas distribution network

1st

- Europe's leading LNG importer

1st

- Europe's leading seller of natural gas storage capacity

1,082 TWh

- Natural gas supply per year



ENERGY SERVICES

1st

- World's leading energy efficiency service provider

250

- Urban heating and cooling networks in 13 countries

23 million

- Individual and professional contracts

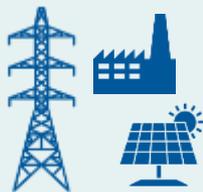
140 m m³

- Under management in the tertiary sector



ENGIE ENERGÍA CHILE

A RELEVANT PLAYER IN THE CHILEAN ENERGY BUSINESS



Relevant player
in Chile's power
market

- **Leader** in northern mining region, **4th** largest **electricity generation** company in Chile
- **~2GW** gross generation capacity
~0.3GW under construction
- **3rd** largest **transmission** company
- **Seaport** infrastructure, **gas pipeline**



Contracted
business

- **Capacity contracted** under long-term sales agreements; **11.4 years** remaining average life
- Strong counterparties
 - Unregulated: mining companies;
 - Regulated: distribution companies

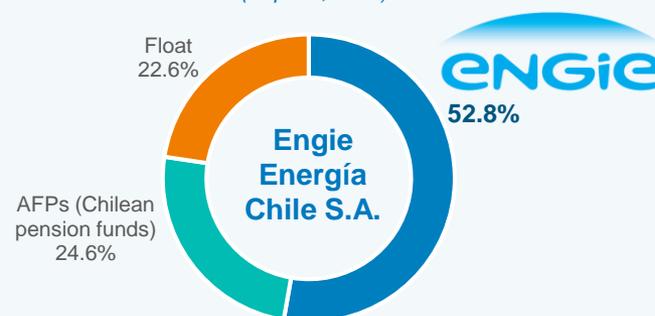


Upcoming
Growth

- **New 15-yr regulated PPA** w/distribution companies starting 2018 => **43% contracted physical sales growth** by 2019
- 50%-owned **TEN** ~US\$ 0.9 bn transmission project **ready to begin operations**
- **~US\$ 1 bn new power generation capacity + port** to start operations in 3Q18

STRONG SPONSORSHIP

(Sep. 30, 2017)



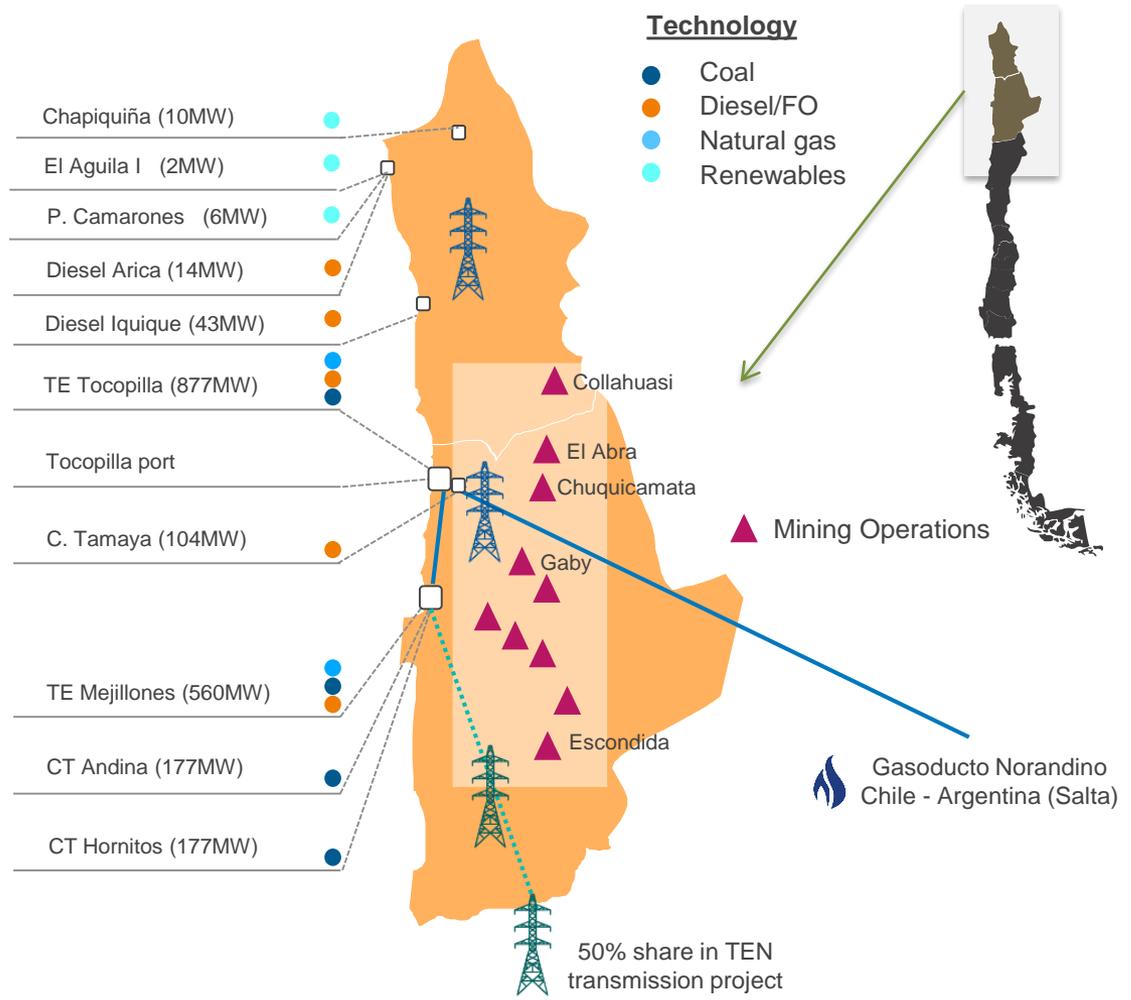
A DIVERSIFIED ASSET BASE TO MEET OUR CLIENTS' ENERGY NEEDS

  **1,971 MW in operation & 375 MW in construction**

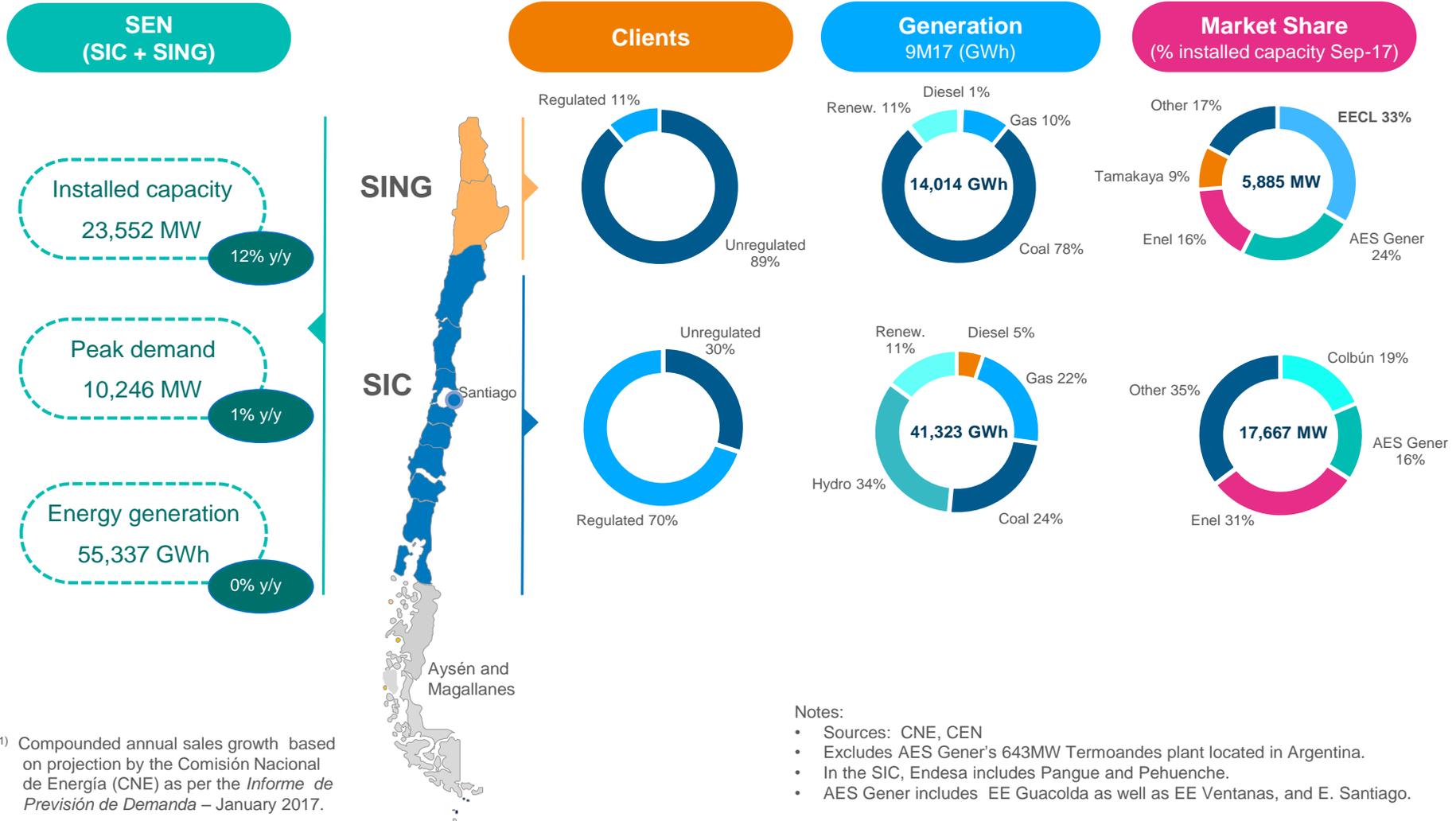
 **2,157 kms HV transmission lines & 50% share in TEN 600 km, 500 kV project**

 **2 seaports**

  **Gas pipelines & Long term LNG supply agreements**



TWO MAIN GRIDS READY FOR INTERCONNECTION



(1) Compounded annual sales growth based on projection by the Comisión Nacional de Energía (CNE) as per the *Informe de Previsión de Demanda* – January 2017.

AGENDA

Snapshots

Key messages

Looking forward

Financial update

Addenda



KEY MESSAGES



9-month 2017 results in line with expectations



Growth strategy and construction well on track



Robust capital structure



Dynamic energy transition to secure future growth

RECENT EVENTS

INDUSTRY



TEN project energization

- The SIC-SING interconnection is scheduled to begin operations in November, 2017
- The TEN project, a key part of the interconnection, will be ready ahead of its legal deadline and within budget

COMPANY



Clients & Operations

- PPA with distribution companies in the SIC will start on January 1, 2018, for up to 2 TWh in 2018 and up to 5 TWh starting 2019
- Contracts for up to 1 TWh matured in August 2017



Power supply auction

- Generation companies presented offers to supply distribution companies at the CNE October 11 auction:
 - Up to 2.2 TWh p.a.
 - 20 years starting 2024
 - 24 offers received
 - To be awarded on November 3
 - EECL did not participate



New debt

- New debt raised for the first time since 2015-18 expansion CAPEX began:
 - US\$ 75 million
 - Maturing July 2018
 - 33 bps decrease in weighted average cost of debt
 - Net debt to LTM EBITDA: 2.72x as of 30-Sep-17



9-MONTH RESULTS IN LINE WITH EXPECTATIONS

- + Operating cost savings
- CO₂ taxes, emission-reduction costs, lower physical sales

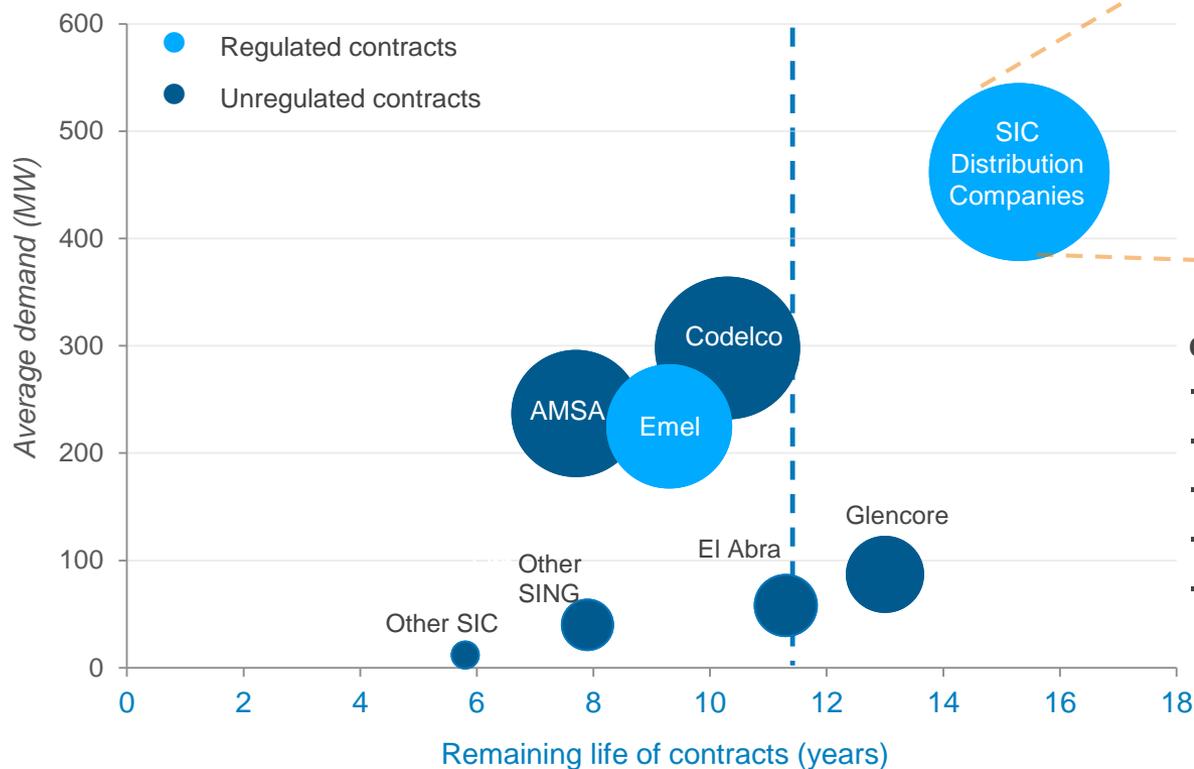
	9M16	9M17	Variation
Operating Revenues (US\$ million)	717.9	782.2	+9%
EBITDA (US\$ million)	218.4	200.5	-8%
EBITDA margin (%)	30.4%	25.6%	-4.8 pp
Net income (US\$ million)	260.6	69.3	-73%
Net income-recurring (US\$ million)	62.8	60.9	-3%
Net debt (US\$ million)	470.0 *	725.7	+54%
Spot energy purchases (GWh)	1,060	2,452	+131%
Physical energy sales (GWh)	6,911	6,505	-6%

- Net Income impacted by non recurring items in 2016
- Increase in net debt related to expansion CAPEX

* As of the end of December 31, 2016

DRIVEN BY LONG-TERM CONTRACTS WITH STRONG CLIENTS

Sound contract portfolio with average remaining life of 11.4 years



A GROWTH DRIVING PPA

- 2018: **Up to 2,016 GWh** (230 MW-avg.)
- 2019-2032: **Up to 5,040 GWh** per year (575 MW-avg.)
- Monomic price (Oct.-Dic.2017): **US\$126/MWh**

Clients' international credit ratings:

- Codelco: A+
- Freeport-MM (El Abra): BB-
- Antofagasta PLC (AMSA + Zaldívar): NR
- Glencore (Lomas Bayas, Alto Norte): BBB
- EMEL: AA-(cl)

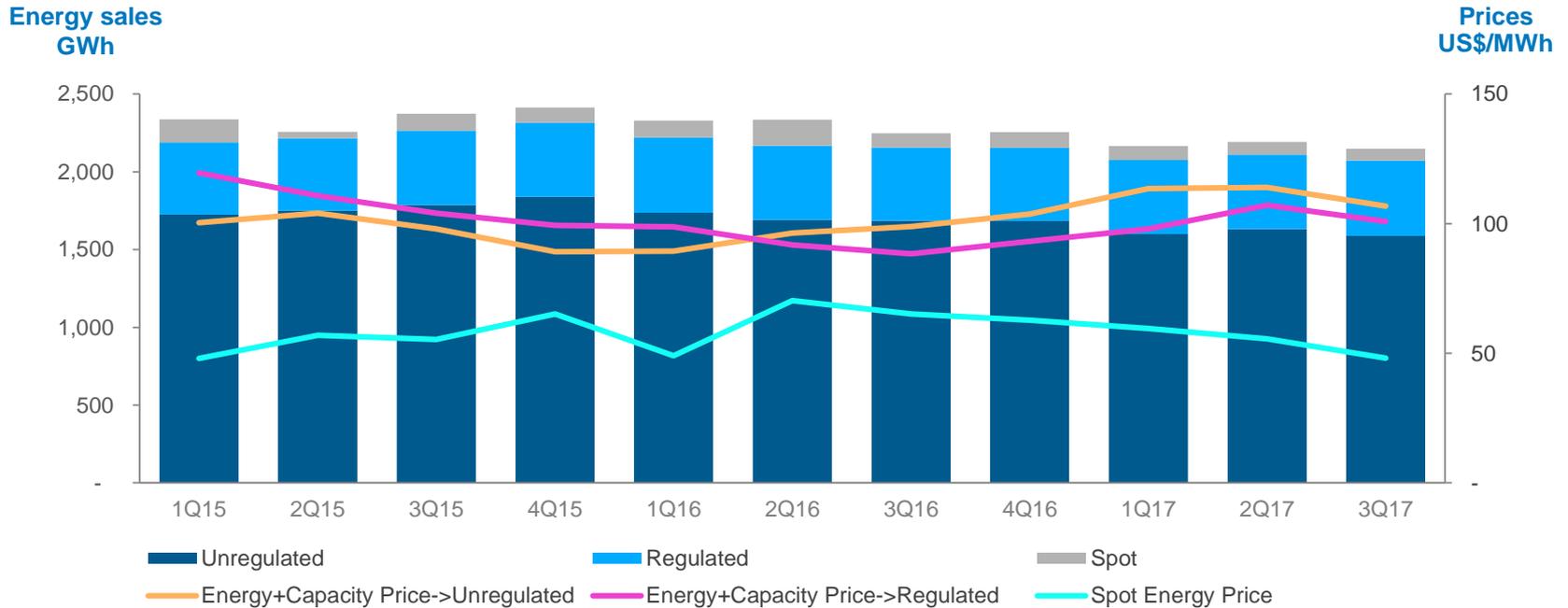
Source: EECL

*Internal projections used for contract demand, according to history and market intelligence.



SUSTAINING RELATIVELY STABLE SALES VOLUMES AND PRICES

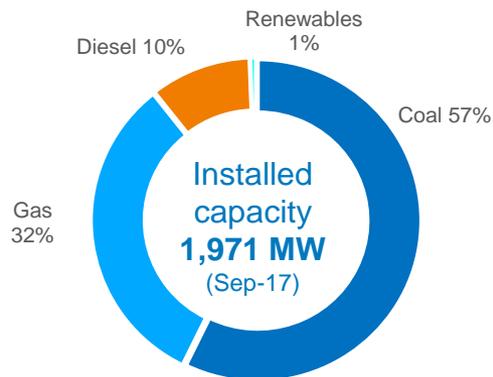
ENERGY SALES AND PRICES



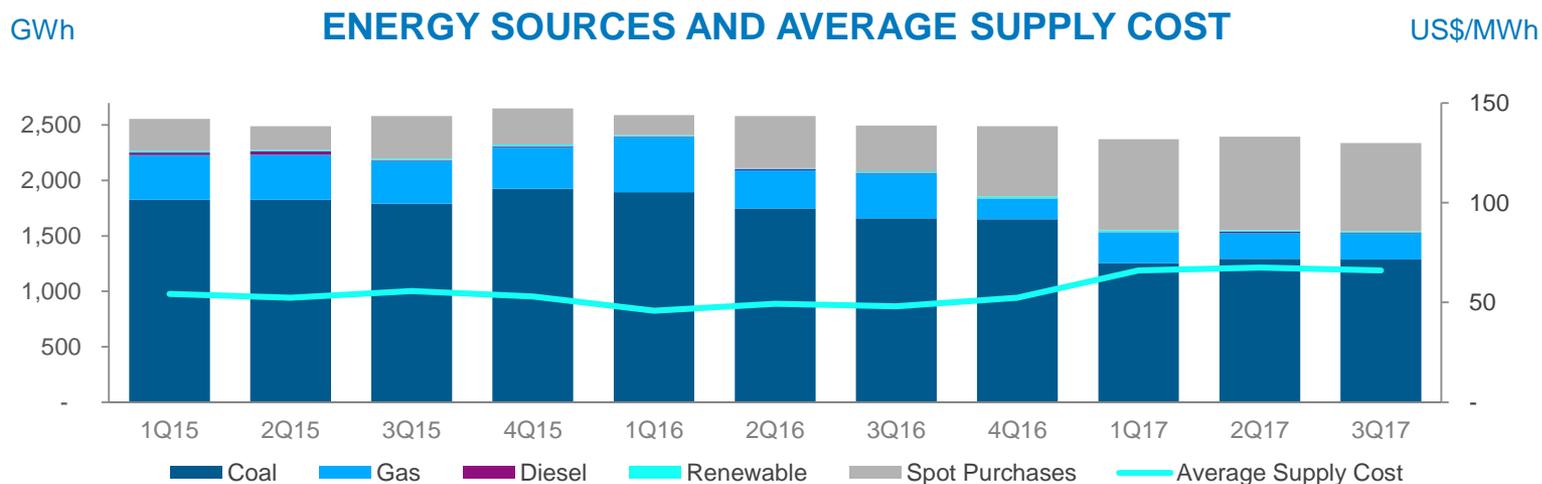
Energy prices moving in line with fuel prices

9-MONTH RESULTS IN LINE WITH EXPECTATIONS

CLIENTS' NEEDS SUPPLIED WITH OWN GENERATION AND SPOT PURCHASES, WELL HEDGED BY OUR OWN INSTALLED CAPACITY



- Increasing spot purchases due to new coal, gas and renewable efficient capacity additions in the grid
- Spot prices impacted by coal price trends
- Higher fuel prices, CO₂ taxes and emission-reduction costs have put pressure on average supply cost



NEW PPA: GROWTH AND DIVERSIFICATION ENGINE

2018 / 2019 targets

Status as of 09-2017



REVENUE & EBITDA GROWTH

Distribution Co. PPA

From ~8,200 GWh sales p.a. in 2017 to ~11,700 GWh sales p.a. in 2019

From 77%/23% unregulated/regulated in 2017 to 52%/48% unregulated/regulated in 2019

- Contracted revenue growth
- More balanced portfolio (regulated vs. unregulated)
- Expected EBITDA growth (>80% in 2 years)

Clients' Sales (GWh)



INTERCONNECTION

TEN

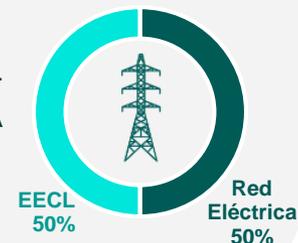
99%

A single nationwide grid achieved through the TEN project

TEN: On schedule, within budget
COD – November, 2017

- 600-km., 500 kV transmission project, w/regulated & contracted revenue
- ~US\$80 million EBITDA p.a.
- ~US\$10 million p.a. EBITDA contribution to EECL
- ~US\$900 million, 80% project-financed investment

TEN: 50/50 J.V.



NEW POWER SUPPLY

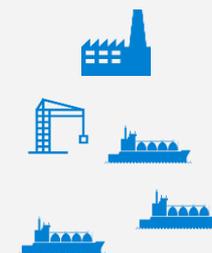
IEM + LNG

89%

IEM + Puerto Andino: COD-3Q18
+2 LNG cargoes – 2018
+1 LNG cargo – 2019

IEM: On schedule and budget
Puerto Andino: Will reduce fuel unloading costs

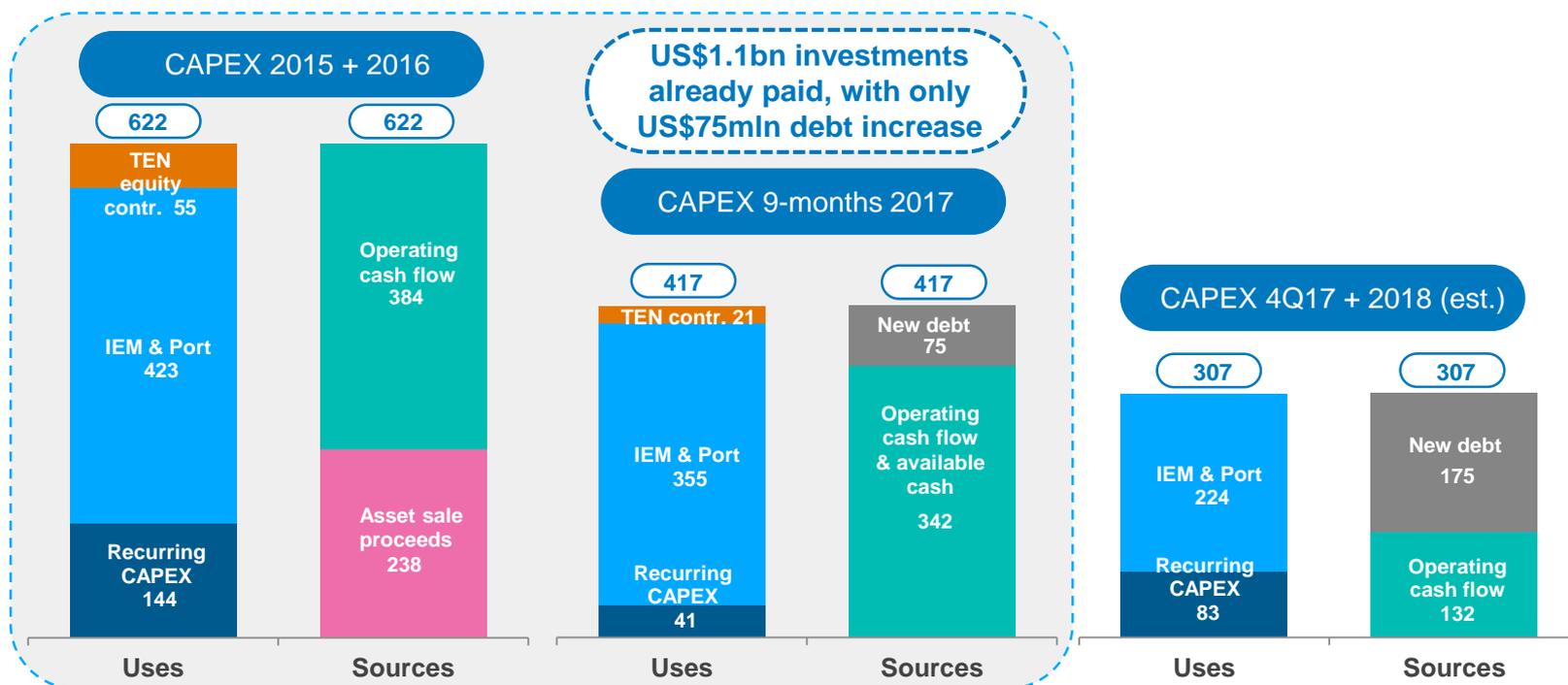
- IEM: 375 MWe gross capacity
337 MWe net capacity
- Developed to supply SIC distribution companies
- ~US\$1 bn investment including port
- Cost-efficient & better environmental standards



GROWTH ACHIEVED WITH HEALTHY CAPITAL STRUCTURE

We have met the objectives of our CAPEX financing program:

- Investment-grade rating preserved (BBB Stable Outlook by S&P and Fitch)
- Dividends lowered to 30% of net income during investment-mode period (2015-2018)
- Proceeds from asset sales (TEN in 2016), operating cash flow and available cash used to finance CAPEX
- Moderate debt increase, with Net debt-to-EBITDA not expected to exceed 3.5x during 2017/18 period
- TEN developed in 50/50 JV with strong transmission operator (Red Eléctrica) and non-recourse project financing (~80:20 debt-to-equity ratio)



THE 3 PILLARS GUIDING OUR ENERGY TRANSITION PROCESS

-  Technologic changes
➔ 24x7 renewable output
-  Need to reduce CO₂ emissions & carbon footprint

in a rapidly changing environment

-  Electric mobility
-  Smart grids, digitalization, energy efficiency

CLIENTS

- Customer centricity
- Developing energy solutions
- Leveraging our asset base and group expertise
- Cross sell of energy services

SUSTAINABILITY

- Development of low CO₂-emission projects
- Study of energy storage solutions
- Developing a culture of innovation
- Ability to partner in new projects
- Sound corporate governance

PRODUCTIVITY

- Towards a more agile organization
- “Lean” cost-efficiency program: More than US\$9 million of cost savings in 2017
- Digitalization

AGENDA

Snapshots

Key messages

Looking forward

Financial update

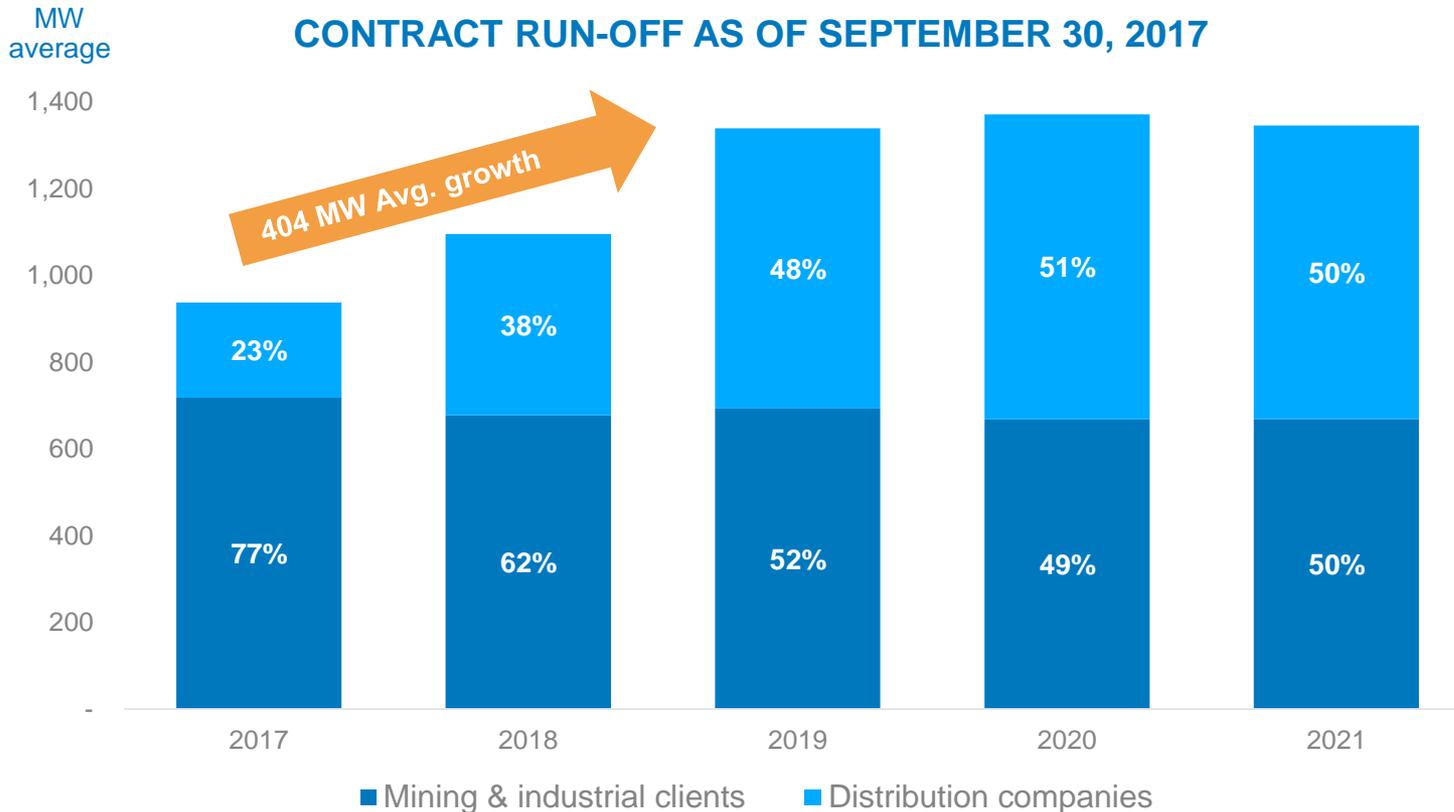
Addenda



— LOOKING FORWARD: AN INDUSTRY FULL OF OPPORTUNITIES AND CHALLENGES

STRONGLY CONTRACTED DEMAND, WITH MORE BALANCED PORTFOLIO

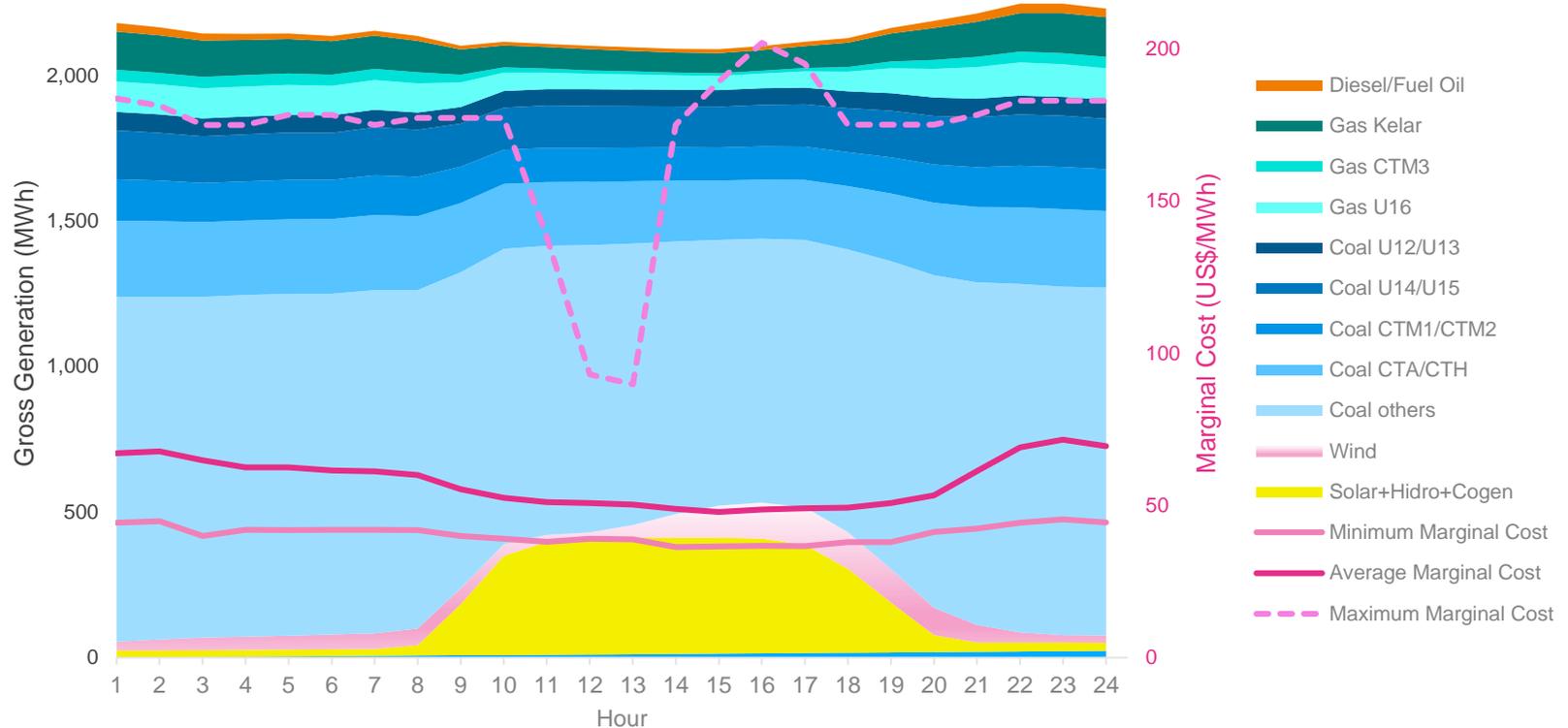
—



Source: Engie Energía Chile

LEARNING TO LIVE WITH INTERMITTENT POWER SOURCES

AVERAGE HOURLY GENERATION IN THE SING – 9M17

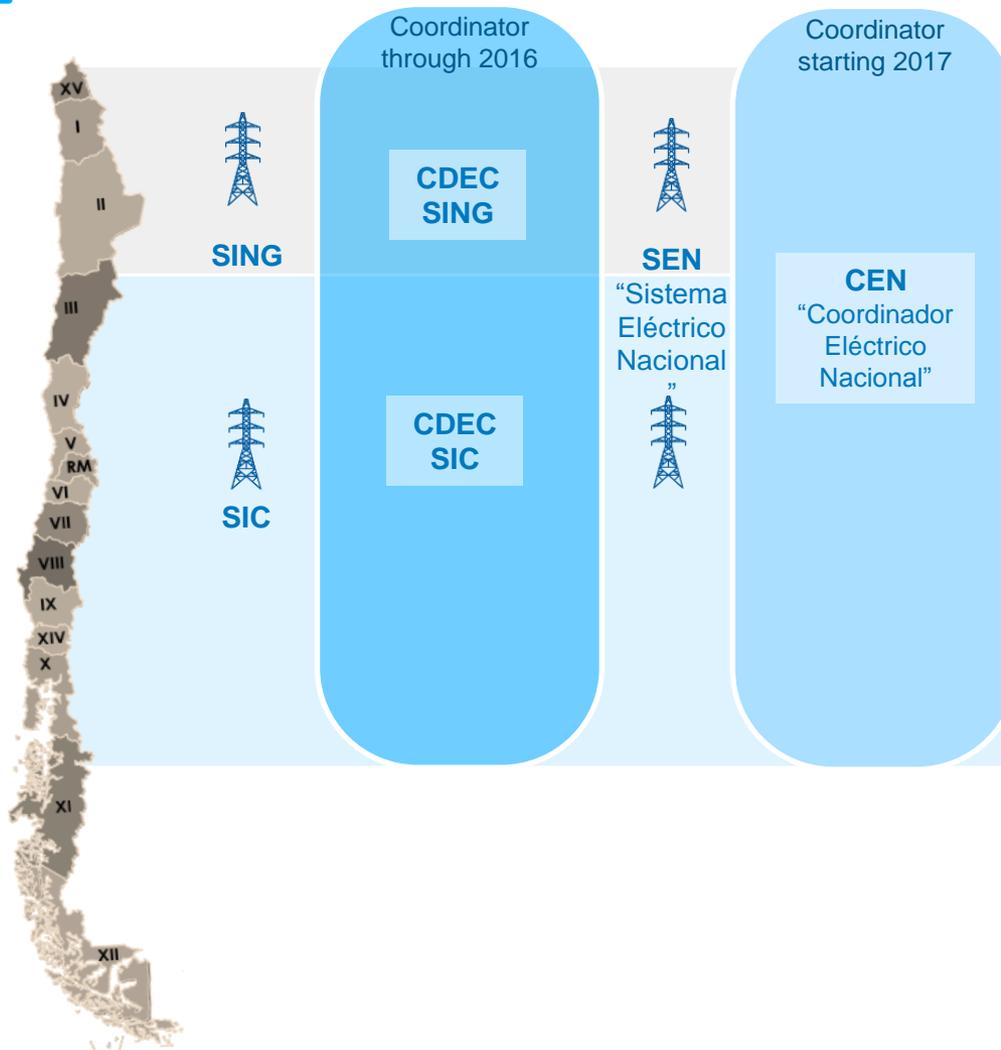


Increasing penetration of intermittent renewable power sources

- Lower marginal costs during sun & wind hours
- Higher system costs to cope with intermittent output (more frequent CCGT start-ups, greater spinning reserve required to thermal plants)
- New auxiliary services regulation required
- Need to develop economic 24 x 7 renewable generation solutions

Source: CEN

THE “SEN”: A LARGER MARKET FOR ENGIE ENERGÍA CHILE



The interconnection of both grids starting late 2017 will...

- be possible thanks to TEN, a project developed by EECL, w/50% sold to Red Eléctrica
- allow EECL to expand its geographic coverage, meet its new contract with distribution companies and diversify its customer base
- soften intermittence of renewable power output
- reduce sensitivity to hydrologic conditions in the SIC
- reduce spot price volatility
- increase competition
- allow solar capacity in “Norte Chico” region to reach demand nationwide

RECENT GAME CHANGERS IN THE CHILEAN POWER INDUSTRY

More agile, diversified, client-focused approach to face industry change



INCREASED COMPETITION

- More flexible power auction regulations (Law # 20,805)
 - Leveled prices, hourly/quarterly blocks, early tendering, extended contract durations, force majeure option
- Falling energy prices
- Carbon footprint reduction => no indexation to fuel prices

Additional medium term growth drivers



TECHNOLOGIC DISRUPTION

- Lower investment cost of renewable capacity
- Shorter development period for renewables
- Improved plant efficiency
- Lower operational costs

Focus on green initiatives and cost efficiency (« LEAN »)



SLOWER PACE IN DEMAND GROWTH

- Mining industry down-cycle
- Slower GDP growth
- Energy saving programs
- Smart grid initiatives
- Expected revival of large mining projects
- Electric mobility

But trends could reverse

AGENDA

Snapshots

Key messages

Looking forward

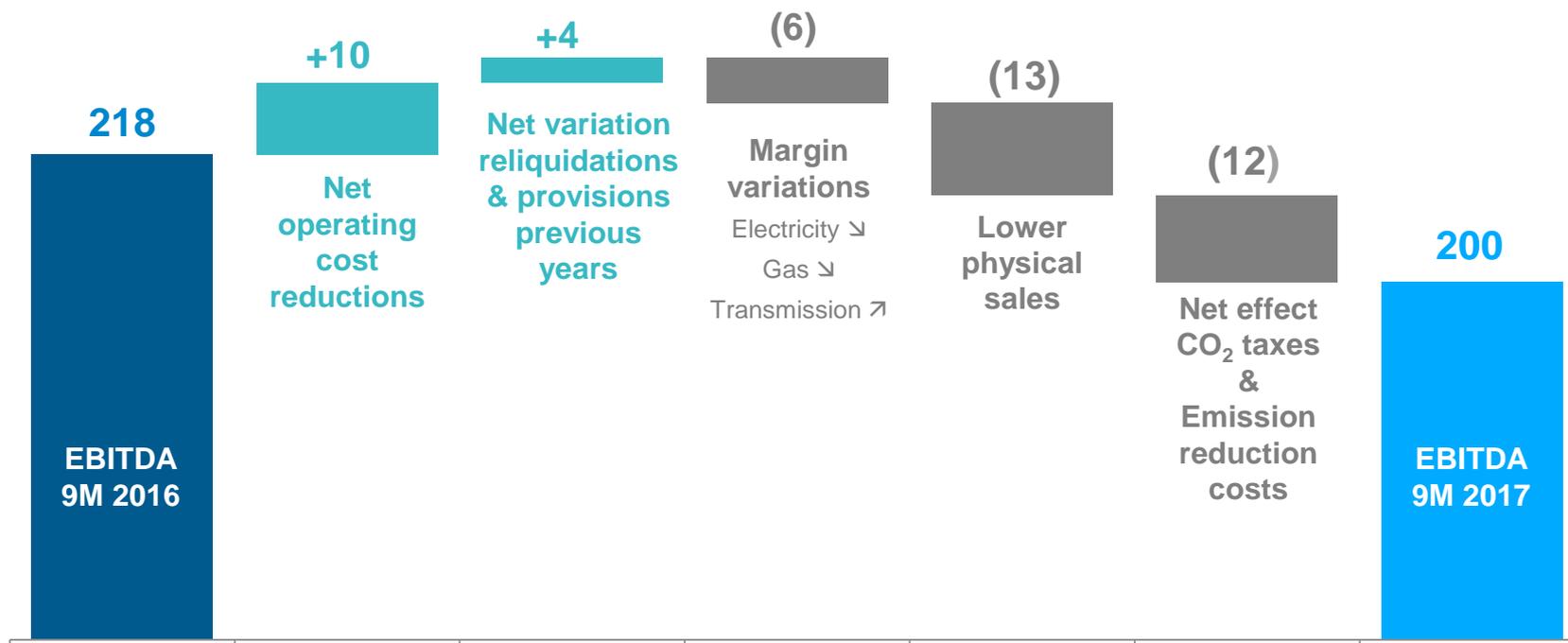
Financial update

Addenda



AS EXPECTED, EBITDA IMPACTED BY CO₂ TAXES AND LOWER PHYSICAL SALES

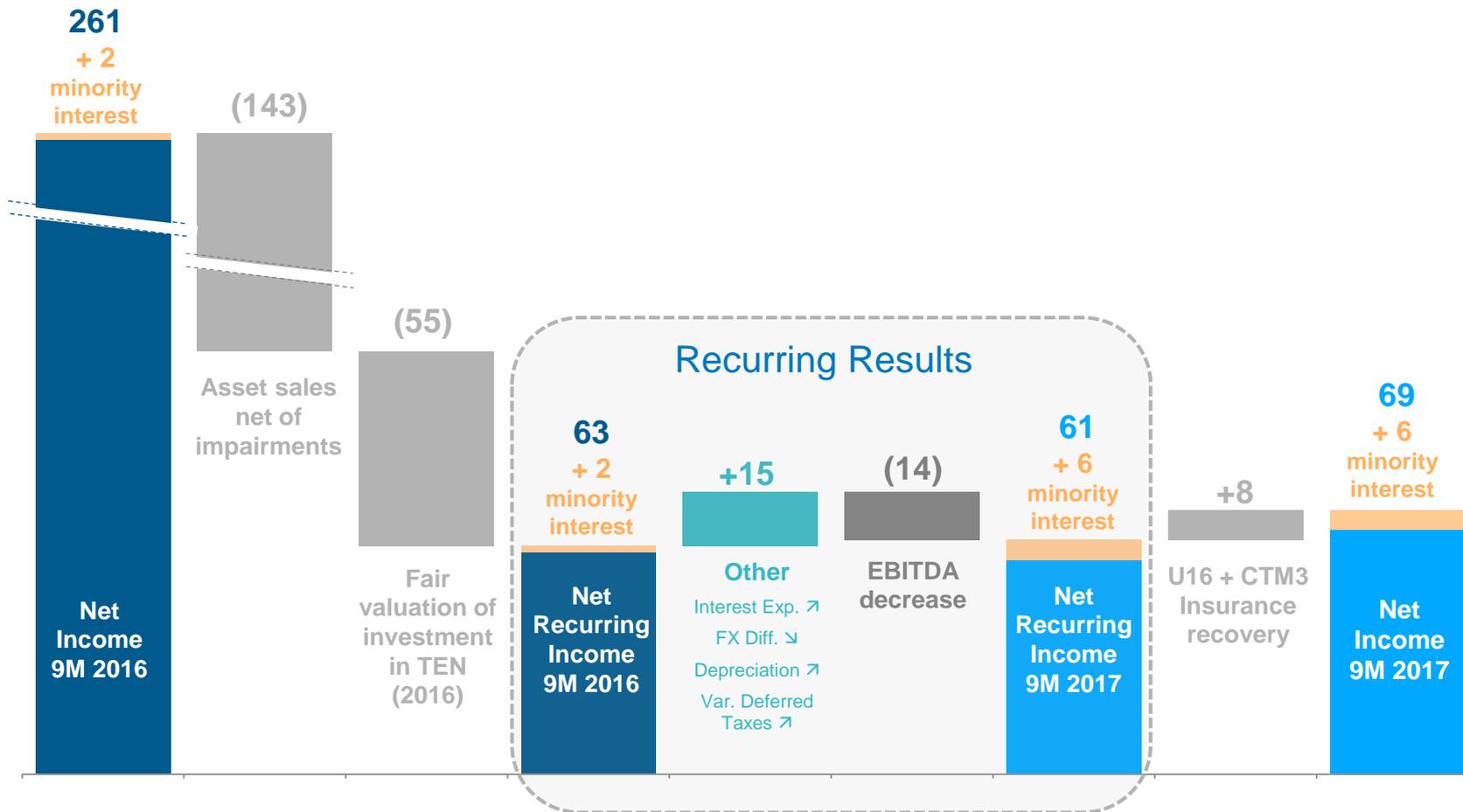
By main effect
In US\$ Million



LOWER PHYSICAL SALES AND GREEN TAXES PARTIALLY OFFSET BY COST SAVINGS

RESILIENT NET RECURRING INCOME

In US\$ Millions

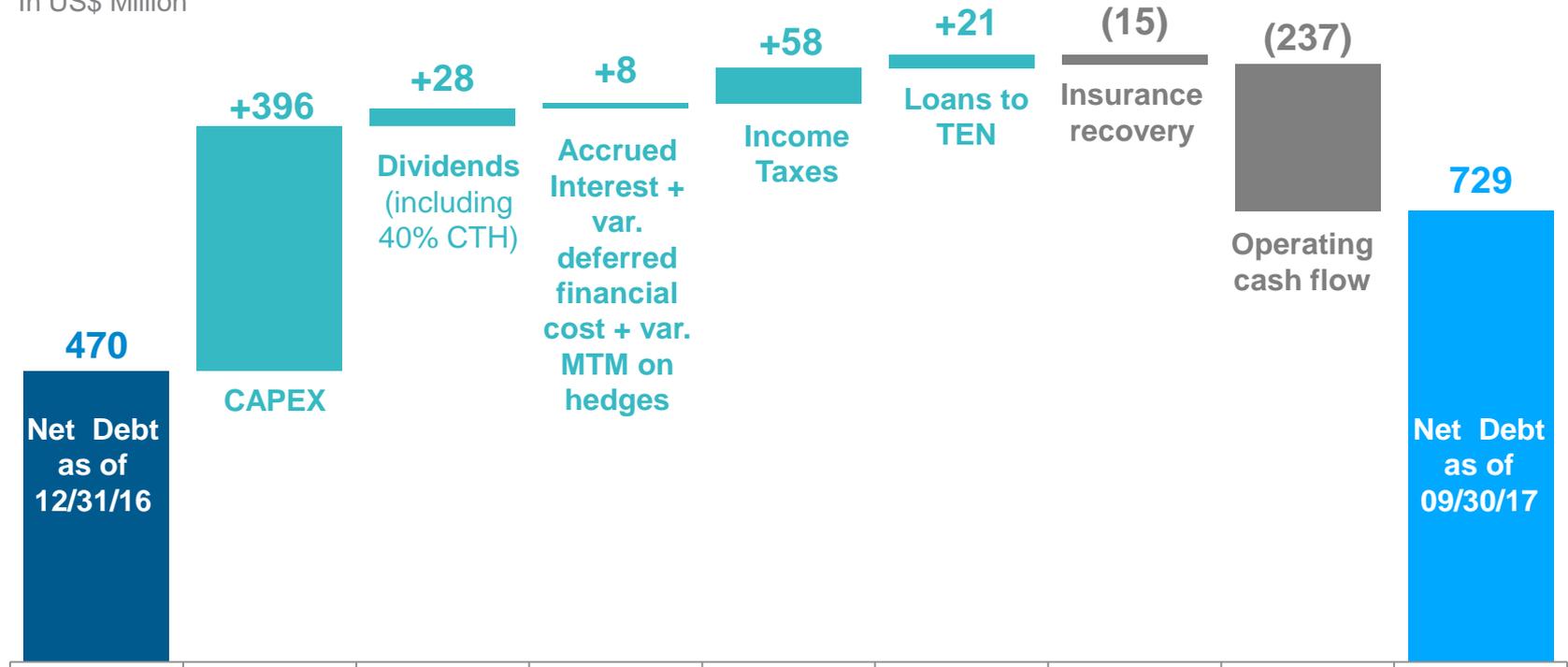


SIGNIFICANT NON-RECURRING INCOME FROM ASSET SALES IN 1H 2016



STRONG CASH FLOW GENERATION

By main effect
In US\$ Million



~US\$0.4 bn CAPEX FINANCED WITH AVAILABLE CASH AND OPERATING CASH FLOW, WITH NEW DEBT DRAWINGS OF ONLY US\$ 75 MILLION

ROBUST FINANCIAL STRUCTURE

- Net Debt/EBITDA well below expected peak level of 3.5x during intensive CAPEX period (2017/2018)

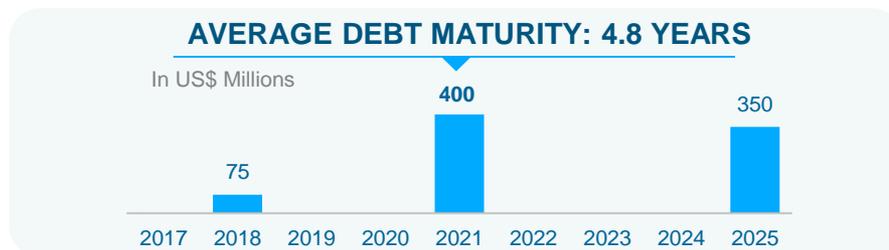
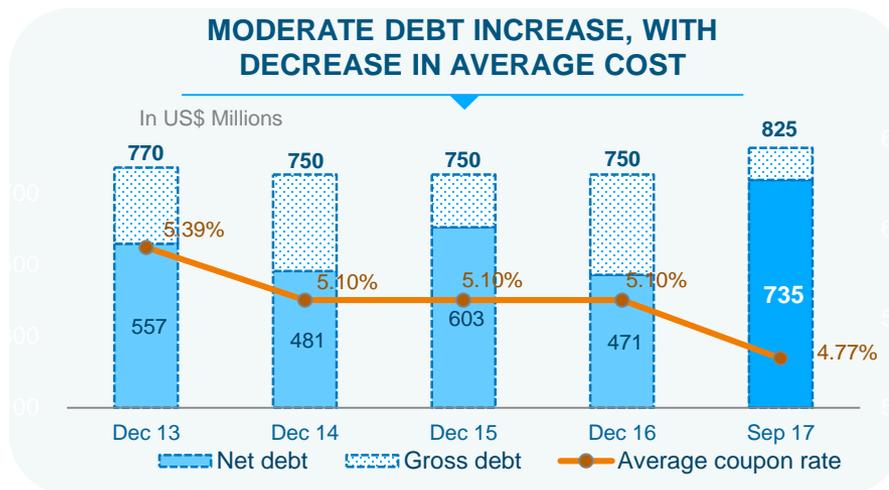
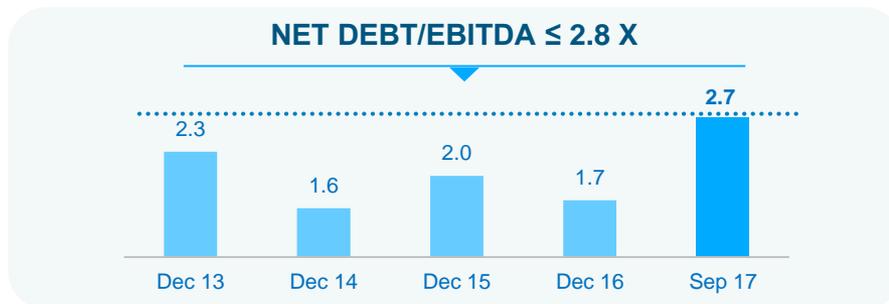
- Strong cash flow generation
- Proceeds from asset sales (TEN) in 2016

- Debt and liquidity facilities:

- 5.625%, US\$400 million 144-A/Reg S, 2021 notes (YTM=2.476% @ 09/30/17)
- 4.500%, US\$350 million 144-A/Reg S, 2025 notes (YTM=3.661% @ 09/30/17)
- 1.522%, US\$75 million bank loans maturing July 2018
- US\$270 million bank revolving credit facility maturing June 2020 (undrawn)

- Rating confirmed @ BBB (Stable Outlook)

- S&P & Fitch – July 2017
- Feller Rate (Dec-16) & Fitch (Jul-17): A+ (national scale)



KEY TAKE-AWAYS

VALUE CREATION FOR OUR STAKEHOLDERS



Development & implementation

- A US\$2 billion 2015-18 investment program will allow EECL to enter the SIC with an excellent PPA portfolio:
 - TEN 1,500 MW, 600-km transmission project and
 - 375 MW IEM coal project,
 - Projects under construction on budget, schedule and performance



Clients & Operation

- Important growth in client base and portfolio diversification
- Efficient capacity growing in line with strong, long-term PPA portfolio
- LEAN Program: successful execution of G&A, O&M and finance cost optimization plan to adapt to new industry environment



Strong capital structure

- Successful execution of financing plan:
 - non-recourse TEN project finance
 - US\$ 270 mln revolving credit facility
 - US\$ 500 mln uncommitted short-term credit lines
 - Minimum dividend pay-out ratio at 30% during strong expansionary CAPEX phase



New developments

- Commercial strategy and new project developments focused on renewables, organic sales, EBITDA and cash generation growth in the medium term
- Ongoing study and development of innovative alternatives to support Chile's growth in a sustainable manner

AGENDA

Snapshots

Key messages

Looking forward

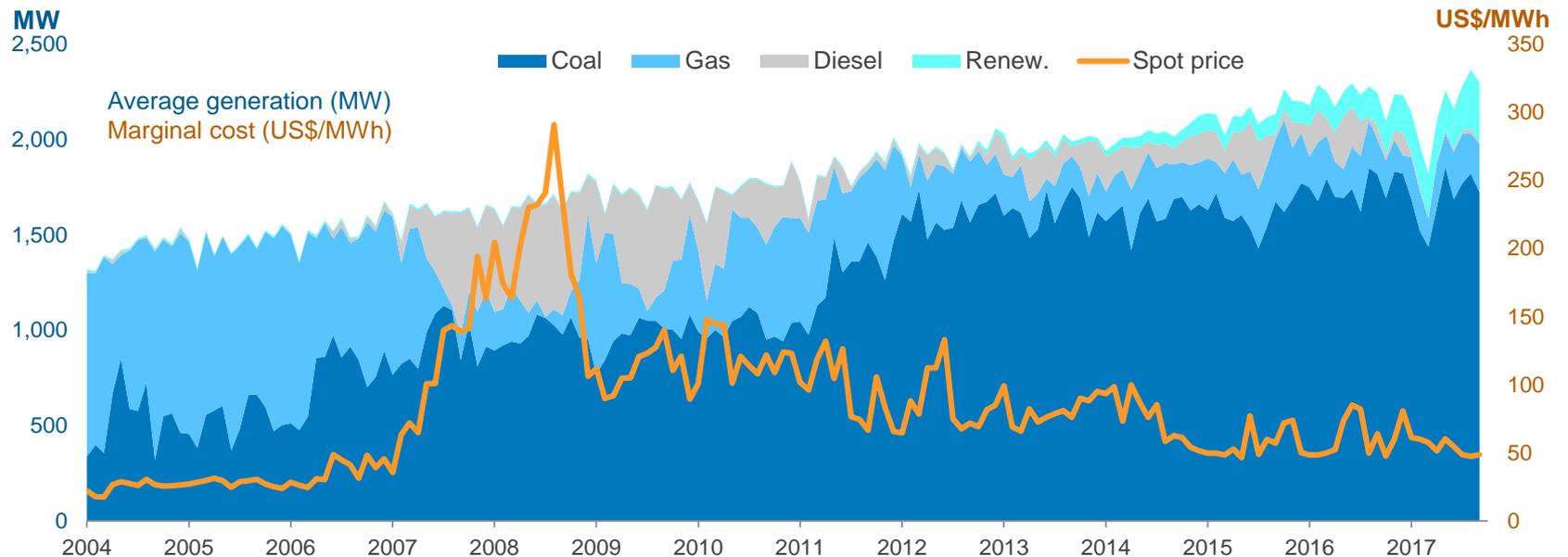
Financial update

Addenda

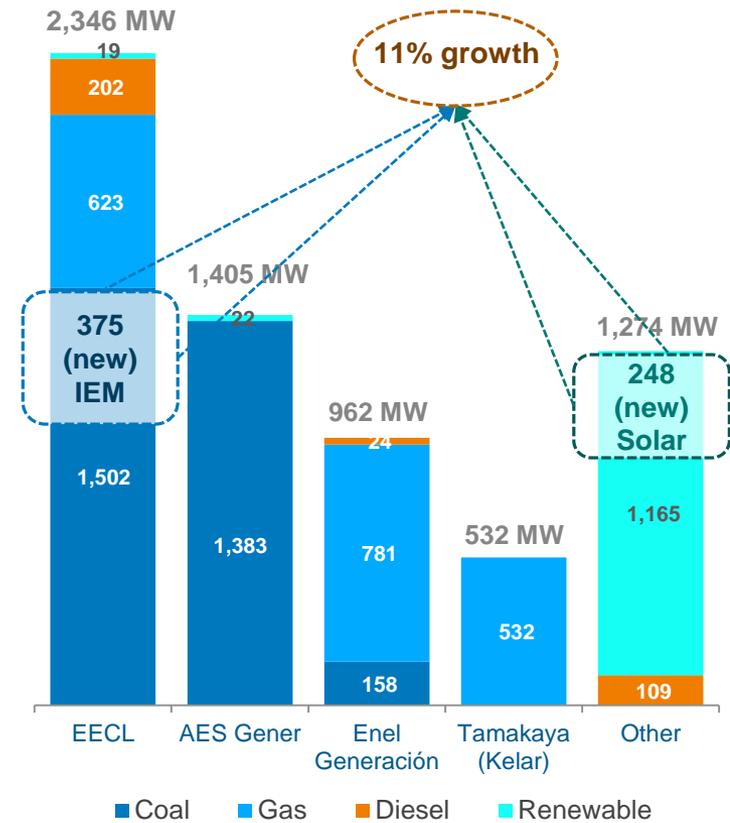
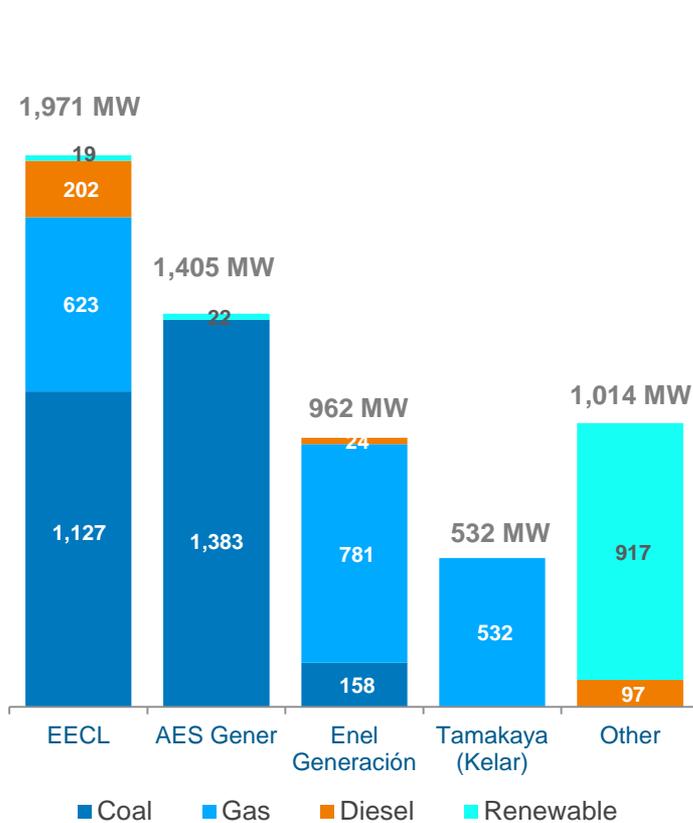
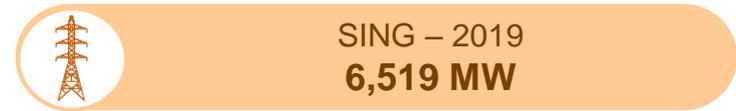


GENERATION AND SPOT ENERGY PRICE HISTORY IN THE SING

- No exposure to hydrologic risk until interconnection is fully operative
- Long-term contracts with unregulated clients (mining companies) accounting for 89% of demand (bilateral negotiation of prices and supply terms)
- Maximum demand: ~ 2,577 MW in September 2017; expected 3.5% compounded average annual growth rate for the 2017 -2026 period



CAPACITY GROWTH IN THE SING DRIVEN BY EECL'S IEM PROJECT AND OTHER SOLAR PROJECTS



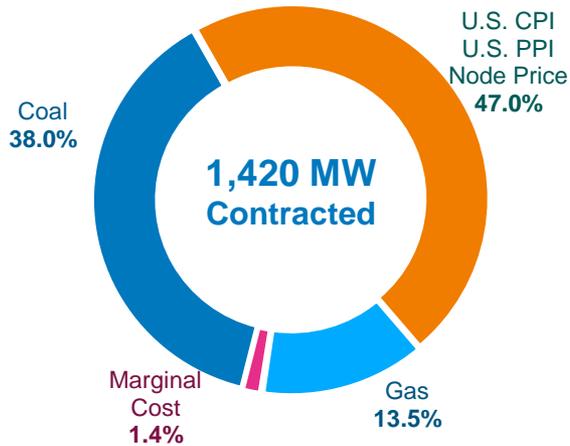
Source:

CNE (www.cne.cl) - Gross installed capacity – SING as of August 2017. Generation projects under construction as of August 2017



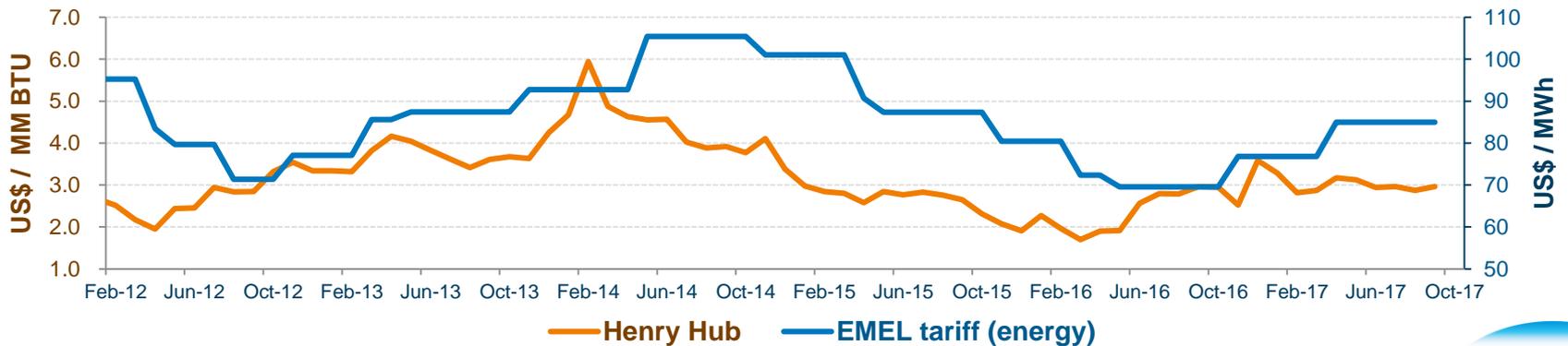
PPA PORTFOLIO INDEXATION

Overall indexation applicable to electricity and capacity sales (as of September 2017)

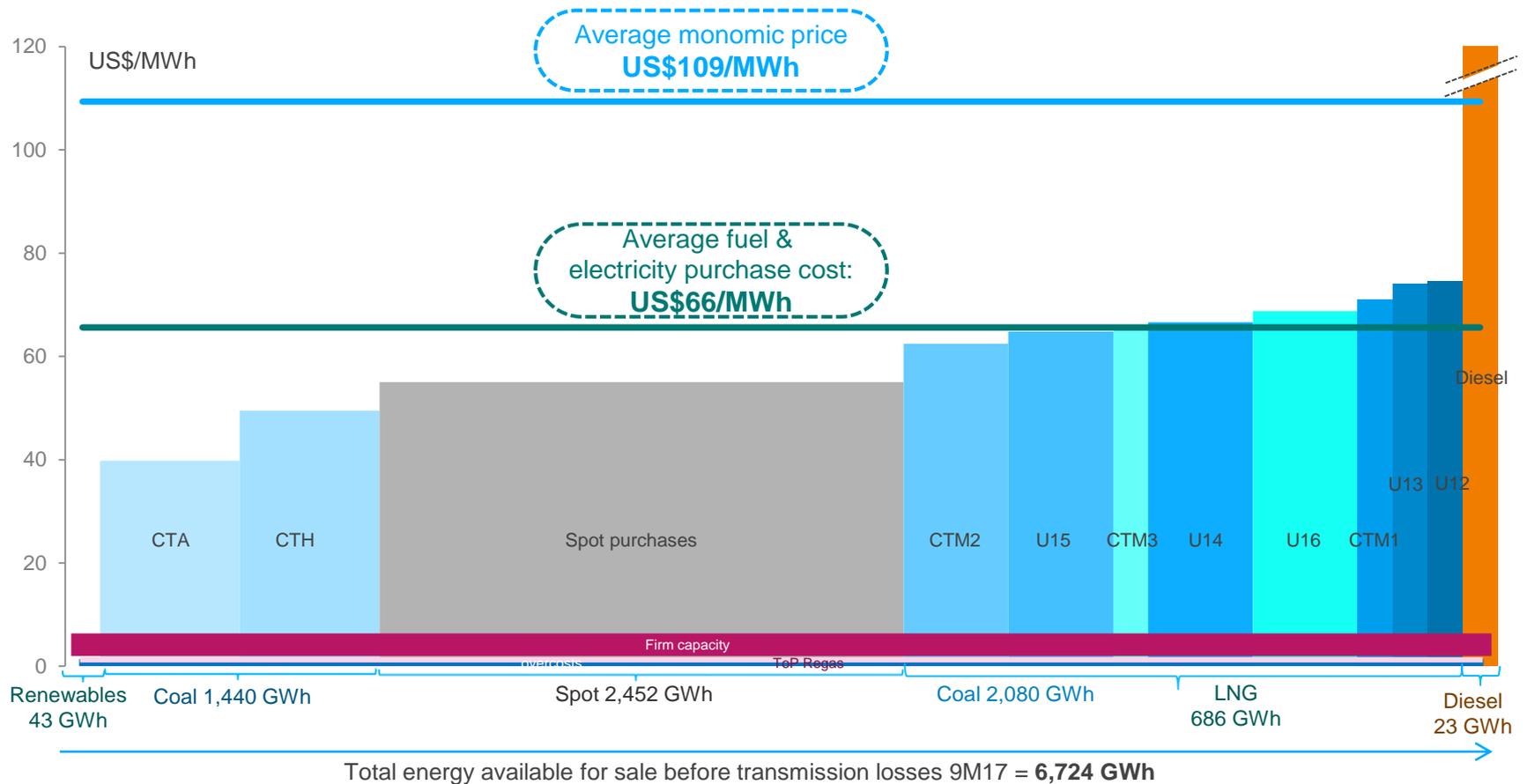


- Monthly tariff indexation for all PPAs except distribution companies (EMEL ~20% of our electricity sales)
- Distribution company PPA tariffs fixed for 6-month periods starting April and October
 - The tariff is set in US dollars and converted to CLP at the average monthly observed CLP/USD rate.
- Capacity tariff per node price published by the National Energy Commission (“CNE”)
- Energy tariff adjustment: ~40% US CPI, ~60 % Henry Hub gas price (“HH”):
 - Based on average HH reported in months n-3 to n-6
 - Immediate tariff adjustment triggered in case of any variation of 10% or more

Henry Hub vs. EMEL energy tariff



ENERGY SUPPLY CURVE



- Generation and operating costs include fixed regasification costs, variable and fixed hydrated lime costs and green taxes.
- Average realized monomic price, spot purchase costs and average cost per MWh based on EECL's accounting records and physical sales per CEN data.
- Average fuel & electricity purchase cost per MWh sold includes the LNG regasification cost, green taxes, firm capacity, self consumption & transmission losses
- System over-costs paid to other generators averaged US\$0.7 per each MWh withdrawn by EECL to supply demand under its PPAs.



TRANSMISORA ELÉCTRICA DEL NORTE S.A. “TEN” (PAGE 1 OF 2)

Infrastructure – Regulated

▶ **~US\$0.9bn investment, 50%-owned by EECL**



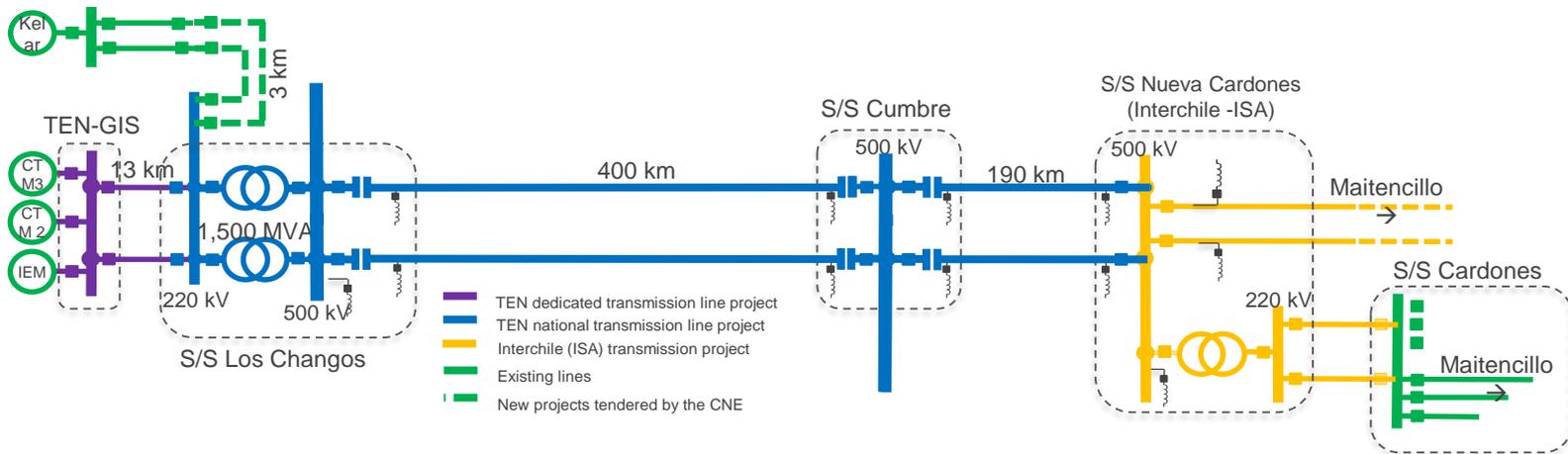
Project Highlights

- Double circuit, 500 kV, alternate current (HVAC), 1,500 MW, 600-km long transmission line
- National transmission system interconnecting SIC and SING grids
- COD: 4Q17
- Overall progress rate: 99%



Main Contracts

- Regulated revenues on “national assets” + contractual toll on “dedicated assets”
- Turnkey EPC contracts:
 - Transmission lines: Ingeniería y Construcción Sigdo Koppers
 - Substations: GE Grid Solutions
- Project financing (*see next slide*)

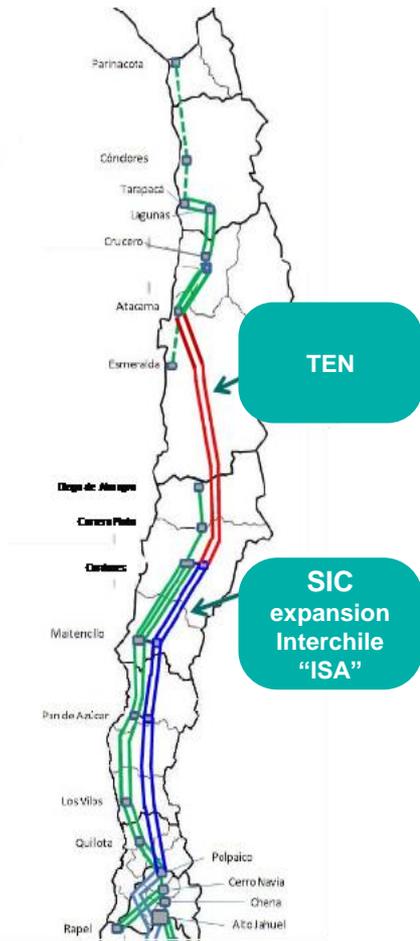


TRANSMISORA ELÉCTRICA DEL NORTE S.A. “TEN” (PAGE 2 OF 2)

Infrastructure – Regulated



~US\$0.9bn investment, 50%-owned by EECL



Regulated & contracted revenue

Project financing

VI	Indexation	
In MUSD @ Oct 2013 FX Rates	In CLP to Chile CPI	In USD to US CPI
738.3	41%	59%

$$A.V. I_{n,k} = A.V. I_{n,0} \cdot \left(\alpha_j \cdot \frac{IPC_k}{IPC_0} \cdot \frac{DOL_0}{DOL_k} + \beta_j \cdot \frac{CPI_k}{CPI_0} \right)$$

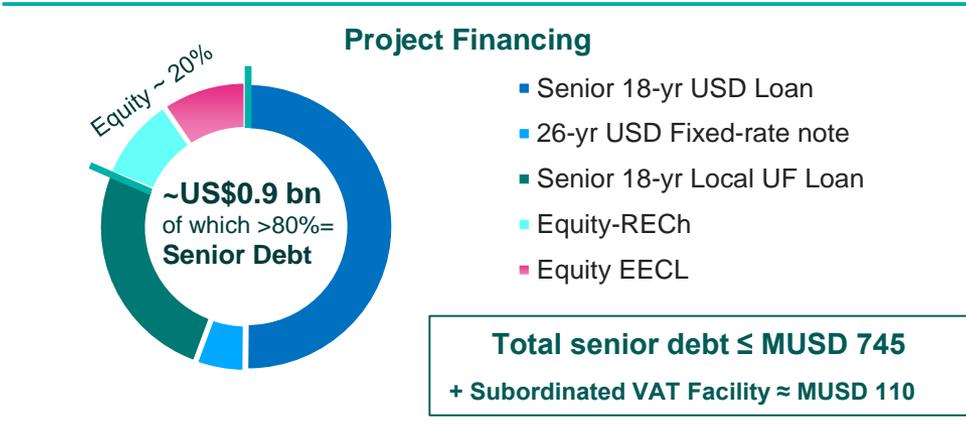
$$COMA_{n,k} = COMA_{n,0} \cdot \frac{IPC_k}{IPC_0} \cdot \frac{DOL_0}{DOL_k}$$

AVI + EECL toll ≈ MUSD 80, a good proxy of TEN's EBITDA p.a.

TEN's annual revenues:
(in USD millions at Sept.30, 2017 FX rates)

AVI (VI annuity): 74.5
+ COMA (O&M cost): 9.2
= VATT 83.7
+ Toll (paid by EECL): ~7.0

AVI = annuity of VI (Investment value) providing 10% pre-tax return on assets (at least 7% post-tax return beginning 2020)



INFRAESTRUCTURA ENERGETICA MEJILLONES. “IEM”

 Thermal contracted + port



US\$1.0bn investment, within schedule and budget



Project highlights

- 375MWe gross capacity => 337MWe net base-load capacity
- Pulverized coal-fired power plant meeting strict environmental standards
- Mechanized port, suitable for cape-size carriers



Main contracts & Progress

- Developed to supply SIC distribution companies
- Turnkey EPC contracts:
 - IEM plant: SK Engineering and Construction (Korea)
 - Port: BELFI (Chile)
- Overall progress rate as of Sept. 30, 2017: **89%**

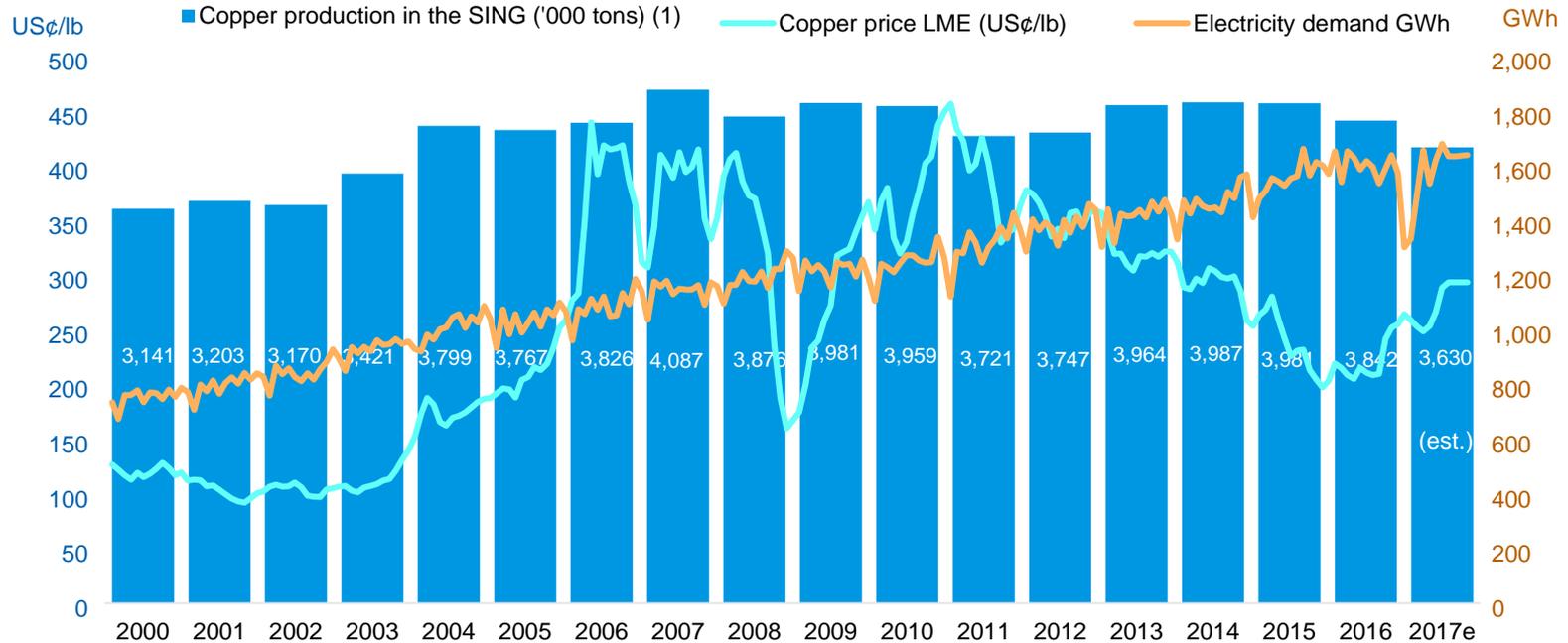


Ongoing developments

- Scheduled completion date:
 - IEM: 3Q18
 - Port: 1Q18
- US\$ 1.0 billion investment (US\$742 million paid as of 09/30/17)
- Financed on-balance sheet within EECL

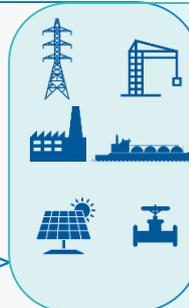


COPPER INDUSTRY



Chile's world-class copper industry is facing challenges:

- Scarce water resources => increasing sea water pumping and desalinization needs => higher power costs;
- New port infrastructure required;
- Need to keep cash cost under control;
- More demanding environmental and social requirements => need to reduce carbon footprint.

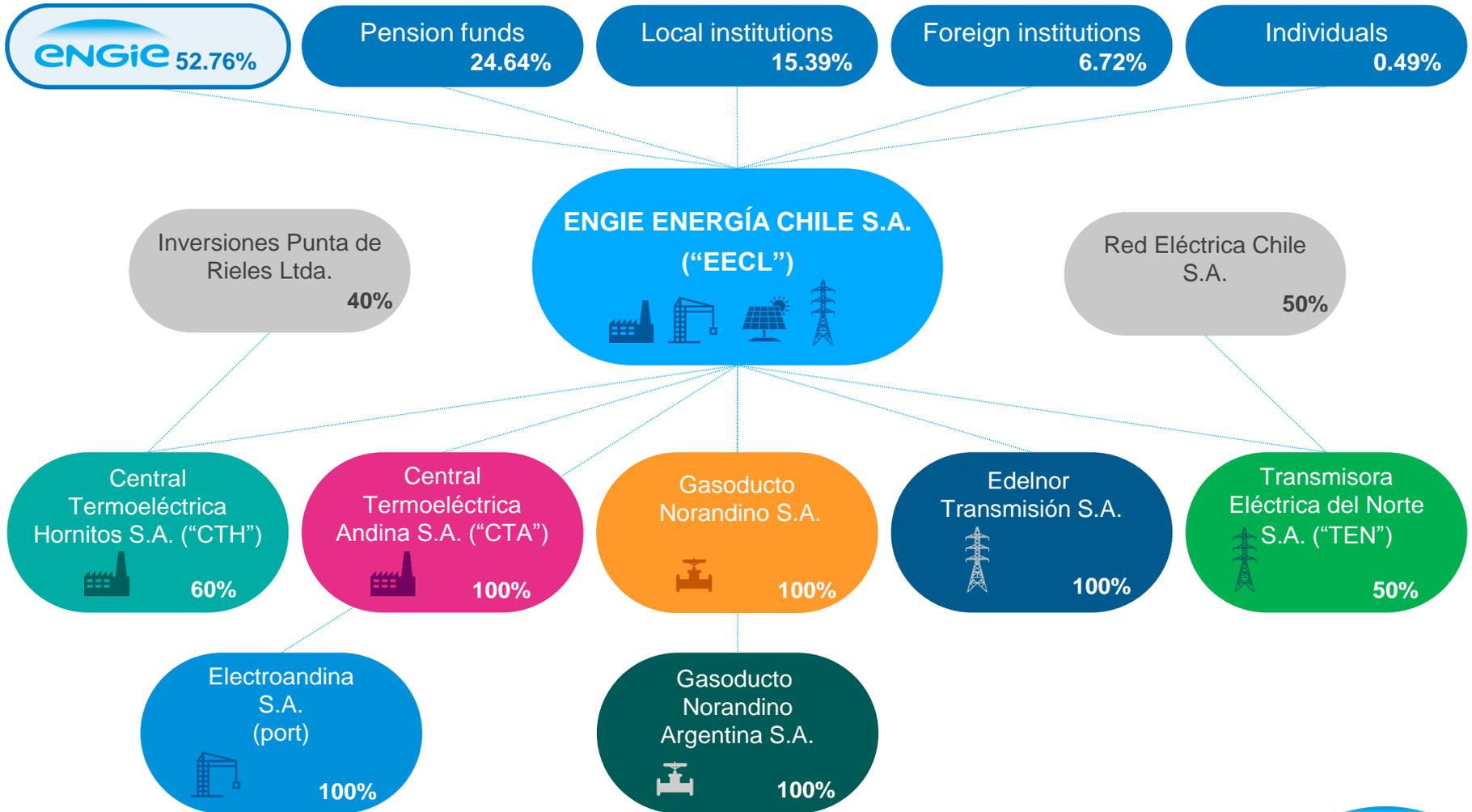


Engie is prepared to help our clients:

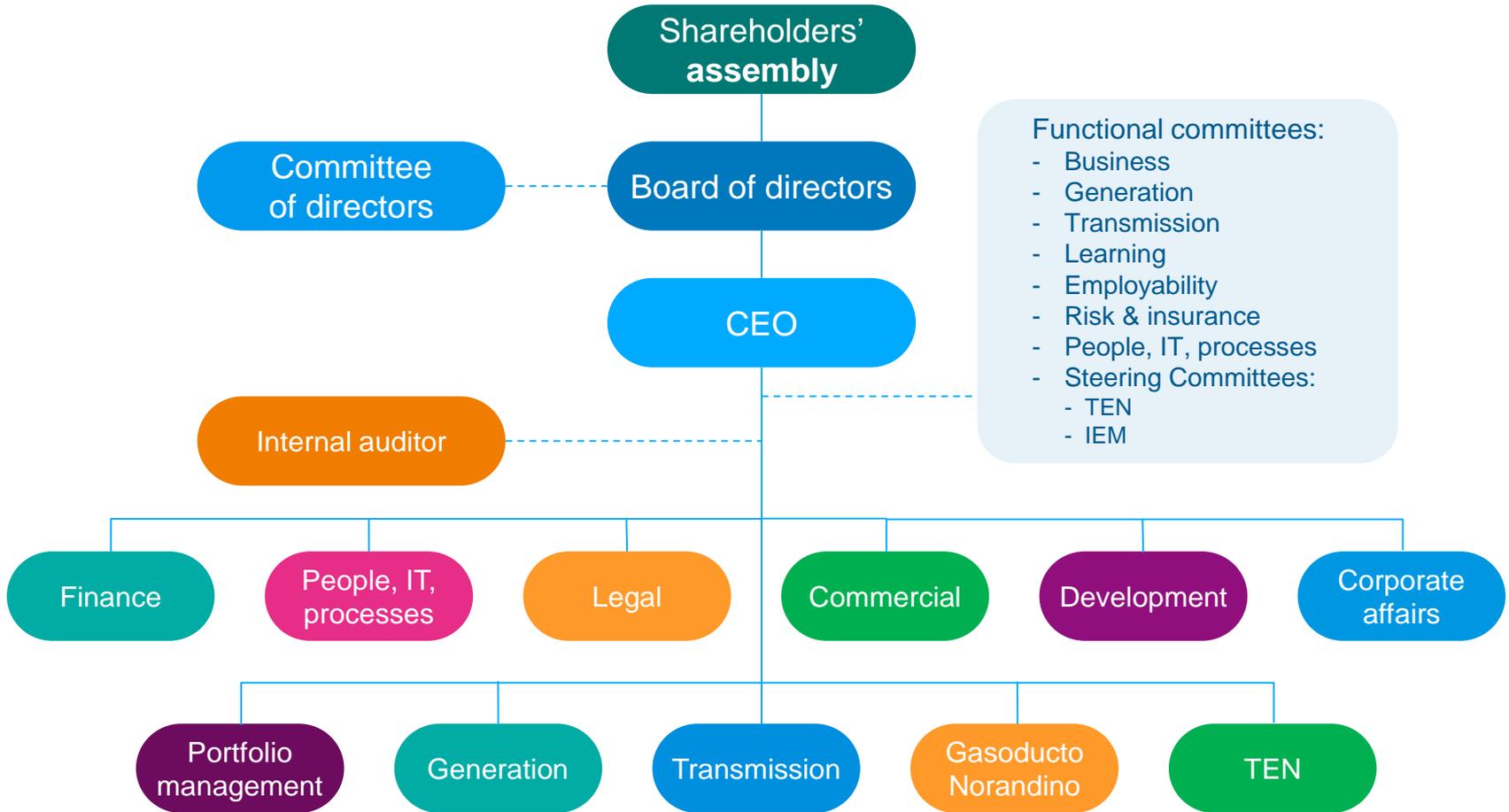
- Power production & transmission; financial strength; group expertise in the water business;
- Available port infrastructure;
- Ready to provide energy efficiency services;
- Diversifying power sources to reduce carbon footprint.

(1) Copper Produced by SING producers calculated as Chile's total copper production less El Teniente, Andina, Salvador, Los Pelambres, Anglo American Sur, Candelaria and Caserones. Source: COCHILCO

OWNERSHIP STRUCTURE



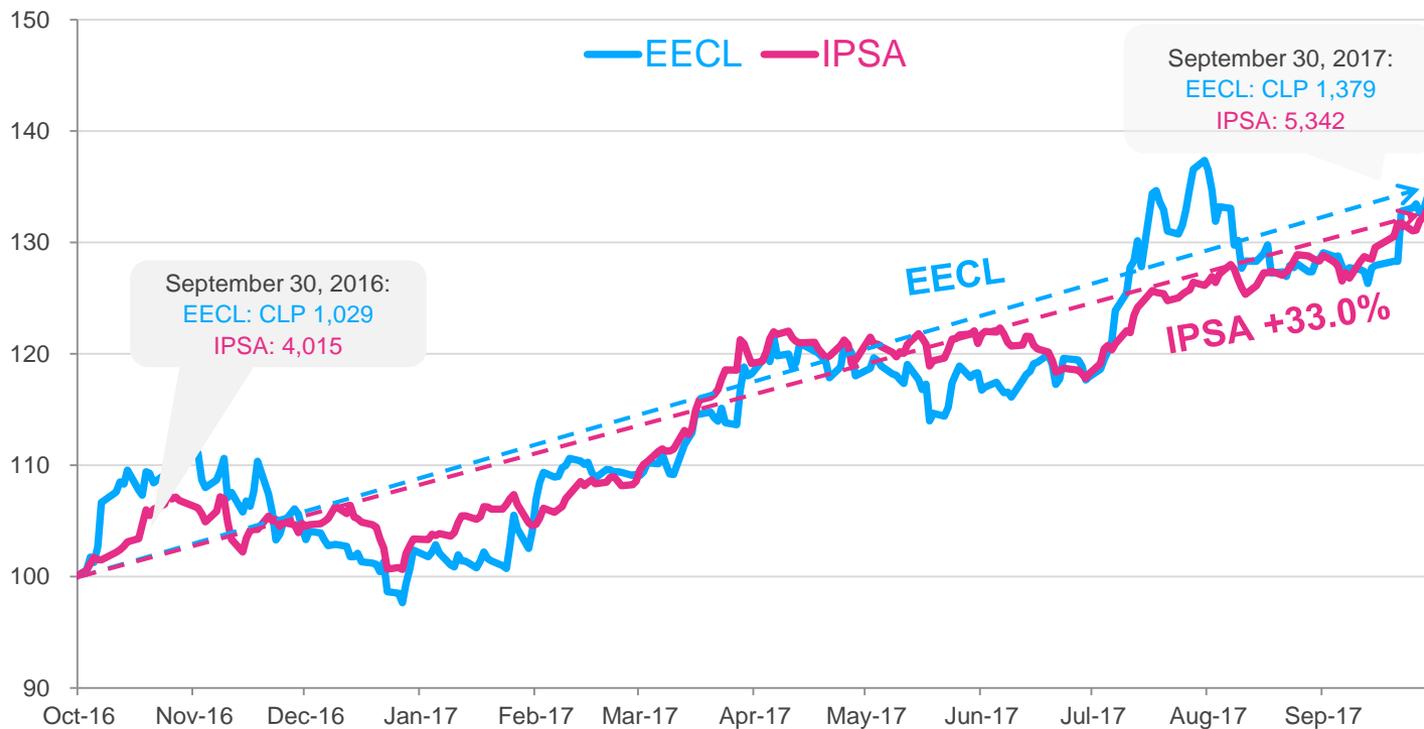
EECL ORGANIZATIONAL STRUCTURE



- The Board of directors includes three independent members out of a total of 7 directors
- The Committee of directors is formed by the three independent members and oversees all transactions among related parties



SHARE PRICE EVOLUTION



(*) EECL share price including dividend distribution adjustments



FOR MORE INFORMATION ABOUT ENGIE ENERGIA CHILE

Ticker: ECL



+562 2783 3307

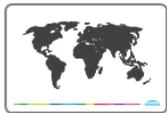


<http://www.engie-energia.cl>

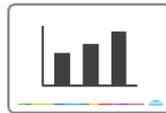


inversionistas@cl.engie.com

FOR MORE INFORMATION ON 9M 2017 RESULTS PLEASE GO TO OUR WEB SITE



Presentation



Addenda



Press
Release



Recorded
conference
audio-cast



Financial
report



Analyst
pack

Disclaimer

Forward-Looking statements

This presentation may contain certain forward-looking statements and information relating to Engie Energía Chile S.A. (“EECL” or the “Company”) that reflect the current views and/or expectations of the Company and its management with respect to its business plan. Forward-looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain words like “believe”, “anticipate”, “expect”, “envisage”, “will likely result”, or any other words or phrases of similar meaning. Such statements are subject to a number of significant risks, uncertainties and assumptions. We caution that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in this presentation. In any event, neither the Company nor any of its affiliates, directors, officers, agents or employees shall be liable before any third party (including investors) for any investment or business decision made or action taken in reliance on the information and statements contained in this presentation or for any consequential, special or similar damages. The Company does not intend to provide eventual holders of shares with any revised forward-looking statements of analysis of the differences between any forward-looking statements and actual results. There can be no assurance that the estimates or the underlying assumptions will be realized and that actual results of operations or future events will not be materially different from such estimates.

This presentation and its contents are proprietary information and may not be reproduced or otherwise disseminated in whole or in part without EECL’s prior written consent.