



# Key messages



Challenging 2021: extreme drought, record high fuel prices and high marginal costs 2021 results lagged behind guidance as underlying adverse conditions persisted through 4Q21



Improved supply prospects for 2022: 151MW Calama wind farm and 114MWac Tamaya PV plant fully energized; back-up PPA volumes tripling to 2.1 TWh

Additional 268 MW renewable output to come on line in 2022 + 1.35 GW w/ scheduled COD in 2024-26



Making further progress in our transformation: Wind and solar projects under development; advancing in the coal-to-gas and coal-to-biomass transformation

Filing permit approval requests and securing land for future wind and solar PV projects



### **Robust and flexible capital structure**

BBB+ rating confirmed by Fitch; liquidity strengthened by true sale of receivables and US\$125 million IDB financing drawn

# 2021: Working on our reconversion

To become greener and reduce our supply cost

#### Reshaping our PPA portfolio with green corporate PPAs

- Contracted portfolio of ~12 TWh/y, 10-year average life
- Balanced regulated vs. unregulated portfolio

#### Phasing out coal generation

- 0.8 GW effective + committed coal plant closures by YE 2024
- 0.7 GW coal plant conversions by YE 2025

#### Accelerating our plans to add up to 2GW of renewables

- 0.7 GW renewables operating or under construction
- More than 1.3 GW additional development portfolio

#### Managing risks during transition

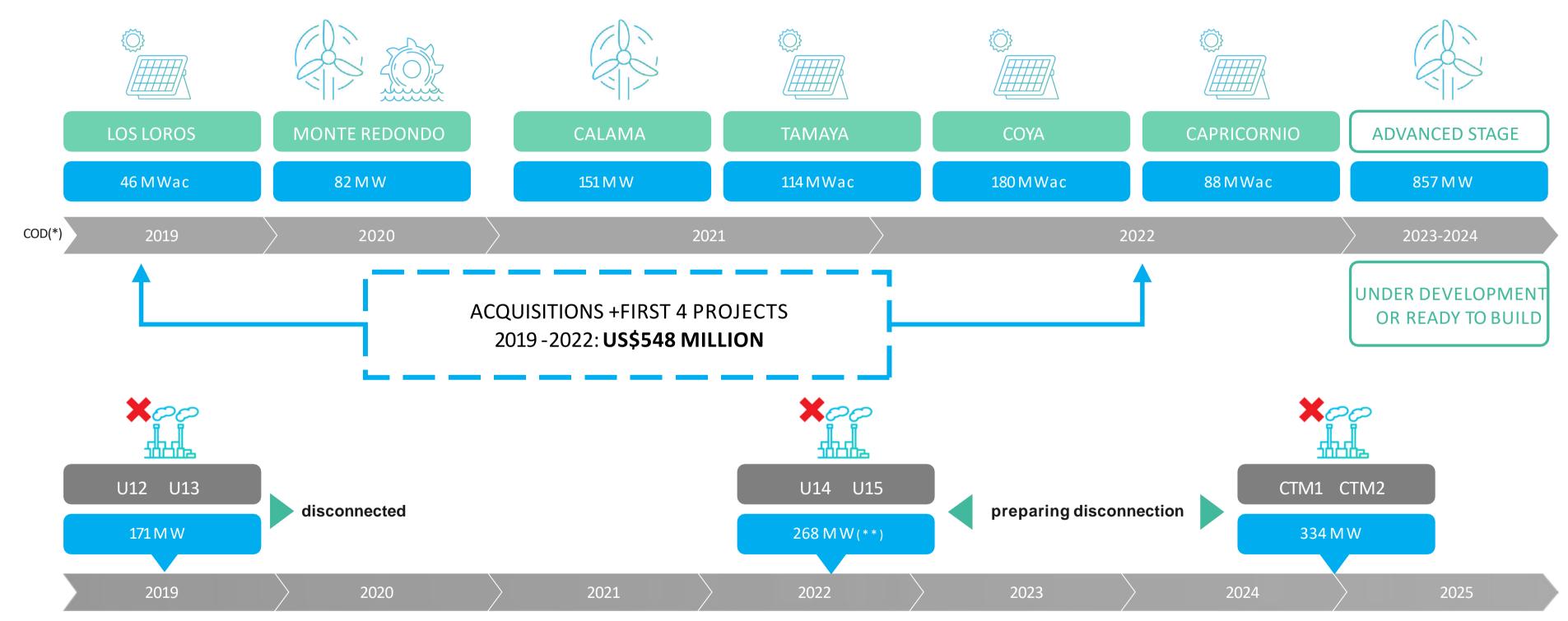
- Signing Back-up PPAs with other generation companies
- Securing LNG supply
- Securing liquidity and financing sources

#### **OUR PERFORMANCE** 2019 2020 2021 **TOTAL ENERGY SALES (TWh)** 11.12 11.41 11.73 **UNREGULATED PPAs (TWh)** 6.24 6.46 6.68 **REGULATED PPAs** (TWh) 4.78 4.93 4.95 **EBITDA** (MUSD) 455 535 315 **NET RECURRING INCOME** (MUSD) 47 (\*) 244 181

(\*) Financial expenses related to the sale of accounts receivable (US\$49.6 million) are considered recurring for purposes of this presentation

## **Our transformation**

#### 2 GW RENEWABLE PIPELINE, of which 0.7 GW UNDER WAY + 1.3 GW IN DIFFERENT STAGES OF DEVELOPMENT

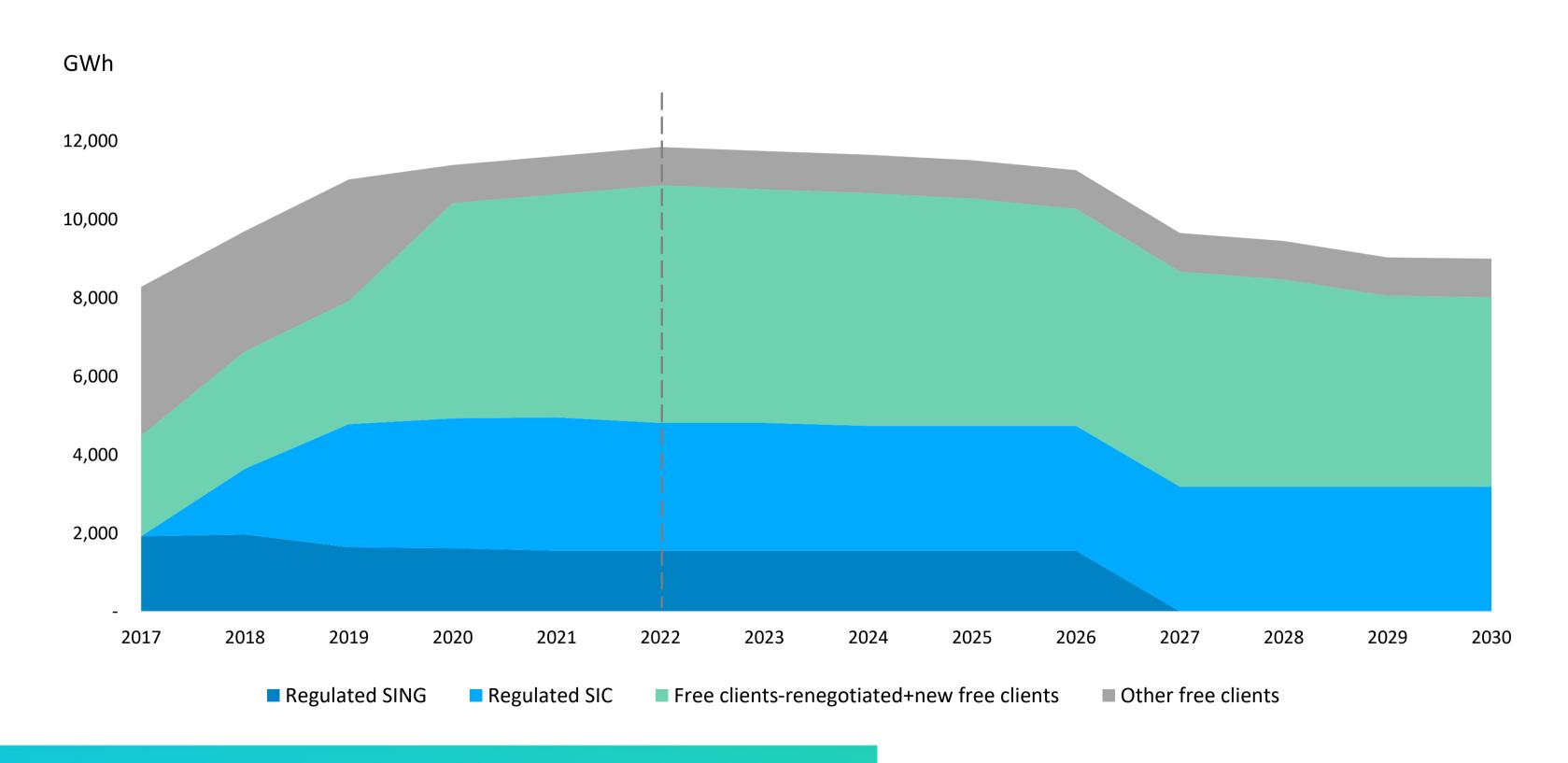


IMPAIRMENTS (AFTER-TAX EFFECT) 2018: US\$53 MILLION 2019: US\$134 MILLION

- (\*) COD = Commercial operation date
- (\*\*) U14 + U15 disconnection postponed to at least June 2022 at CNE's request

# Contracted demand: our vision through 2030

Renegotiated PPAs (extended lives / decarbonized tariffs) and new green corporate PPAs



Source: ENGIE Energía Chile - Average expected demand under existing contracts

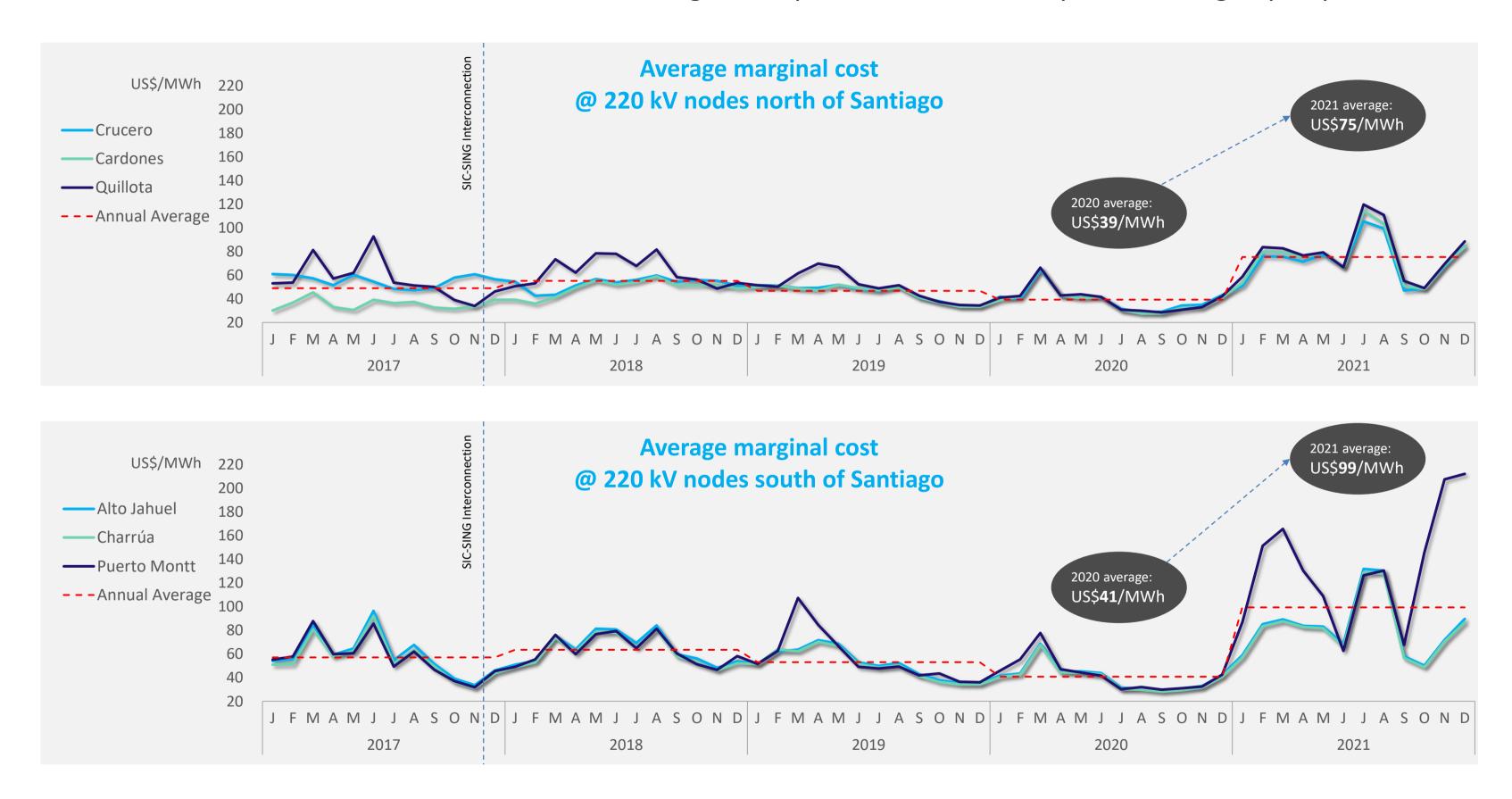
# Drought and high fuel prices posing continued challenges

|  | 1Q20  | 2Q20  | 3Q20  | 4Q20  | 2020    | 1Q21   | 2Q21  | 3Q21    | 4Q21    | 2021    | Var.     |
|--|-------|-------|-------|-------|---------|--------|-------|---------|---------|---------|----------|
| Operating revenues (MUSD)                | 335.3 | 322.0 | 338.7 | 365.3 | 1,361.3 | 332.3  | 388.5 | 365.7   | 383.4   | 1,469.9 | 8%       |
| EBITDA (MUSD)                            | 99.1  | 103.0 | 135.7 | 117.5 | 455.3   | 66.0   | 121.7 | 55.6    | 71.2    | 314.5   | -31%     |
| EBITDA margin (%)                        | 29.6% | 32.0% | 40.1% | 32.2% | 33.5%   | 19.8%  | 31.3% | 15.2%   | 18.6%   | 21.4%   | -12.1 pp |
| Net income (MUSD)                        | 25.6  | 40.6  | 57.1  | 40.3  | 163.5   | (17.6) | 47.6  | 8.7     | 8.7     | 47.4    | -71%     |
| One-off items (MUSD)                     | (9.9) | 0.0   | 0.0   | (7.5) | (17.5)  | (30.9) | (5.0) | (0.3)   | 0.0     | (36.2)  | 266%     |
| Net income – before one-off items (MUSD) | 35.5  | 40.6  | 57.1  | 47.8  | 181.0   | 13.3   | 52.6  | 9.0     | 8.7     | 83.6    | -54%     |
| Net debt (MUSD)                          | 758.4 | 772.3 | 808.6 | 799.0 | 799.0   | 833.0  | 912.3 | 1,113.5 | 1,044.3 | 1,044.3 | 38%      |
|  |       |       |       |       |         |        |       |         |         |         |          |
| Spot energy purchases (GWh)              | 1,063 | 821   | 1,079 | 1,668 | 4,631   | 932    | 716   | 375     | 1,215   | 3,237   | -30%     |
| Contracted energy purchases (GWh)        | 125   | 125   | 126   | 126   | 502     | 122    | 135   | 189     | 265     | 712     | 42%      |
| Physical energy sales (GWh)              | 2,957 | 2,785 | 2,786 | 2,881 | 11,409  | 2,850  | 2,966 | 2,990   | 2,923   | 11,728  | 3%       |
| Average realized price (USD/MWh)         | 103   | 98    | 103   | 104   | 102     | 101    | 115   | 109     | 122     | 112     | 10%      |
|  |       |       |       |       |         |        |       |         |         |         |          |

- 2021 EBITDA affected by higher marginal costs due to drought, unavailability of thermal plants and rising fuel prices
- 3% physical energy sales increase despite the pandemic and the end of the Zaldívar PPA in June 2020
- Average realized price increase reflecting rising CPI and fuel prices
- Lower spot energy purchases due to increased generation; new back-up PPAs w/other generation Co's to mitigate exposure to spot market
- Net income impacted by upfront recognition of US\$49.6 million financial expense on the sale of regulated receivables

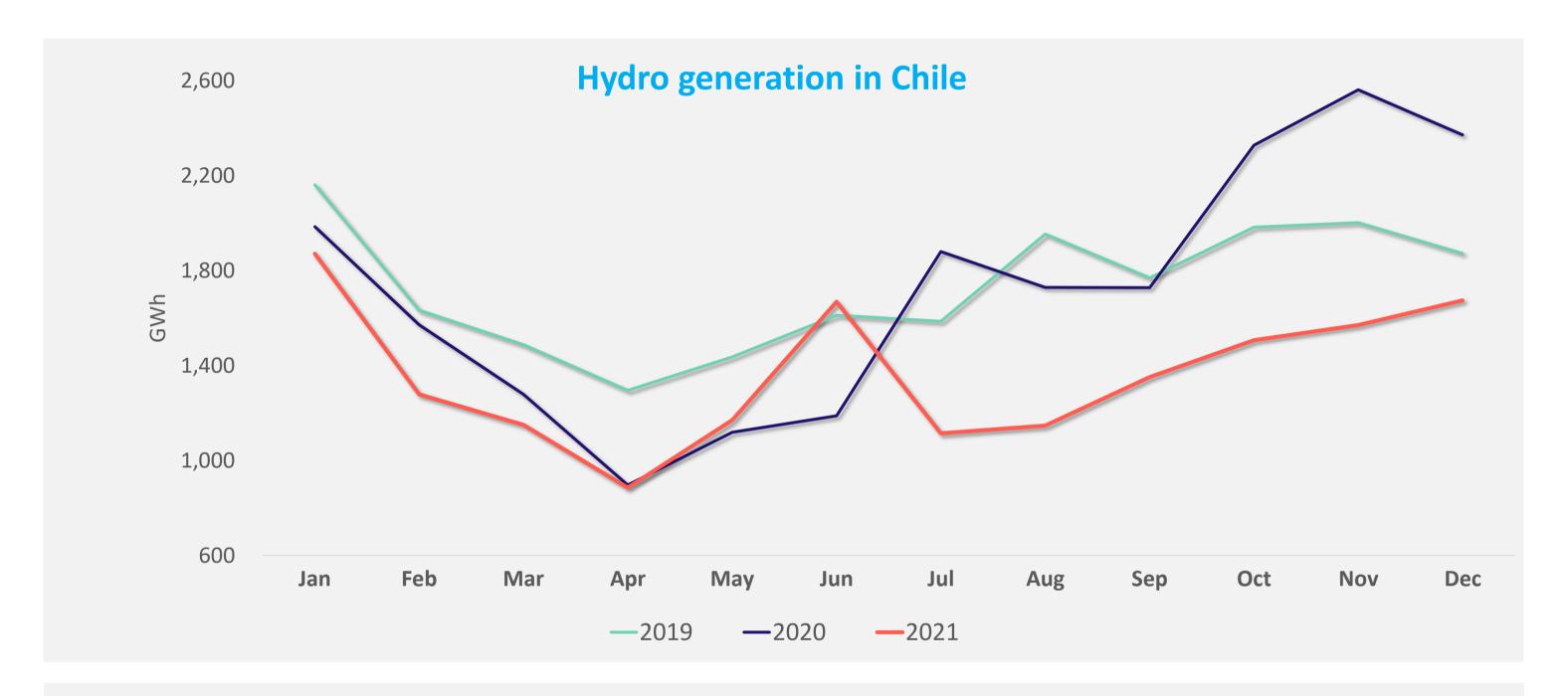
# Highest marginal costs in +5 years

Extreme drought, unprecedented fuel prices ⇒high spot prices



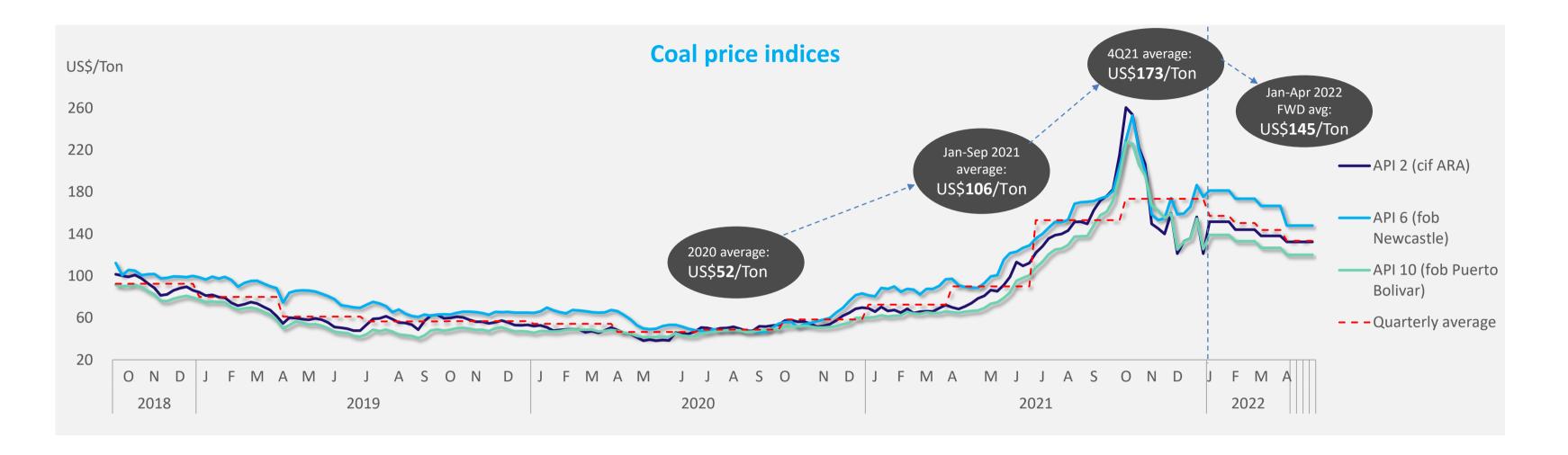
# 2021 – One of driest in 60+ years

The drop in hydro generation increases reliance on fossil fuels to secure power supply



The Apr-21 – Mar-22 hydrological year is expected to report a ~98% exceedance probability; i.e., among the driest 3% in 60+ years. 2021 hydraulic generation fell 20% compared to 2020 and 2019, which were already dry years.

# Coal prices hit all-time highs in Oct-21



#### Coal prices increased in 2021 amid the world's energy transition

Demand recovery from the pandemic; rising weather-driven demand (extremely cold winter in the US and Europe followed by hot weather in Asia)

Reduced investment in coal mining expansion projects due to climate policies

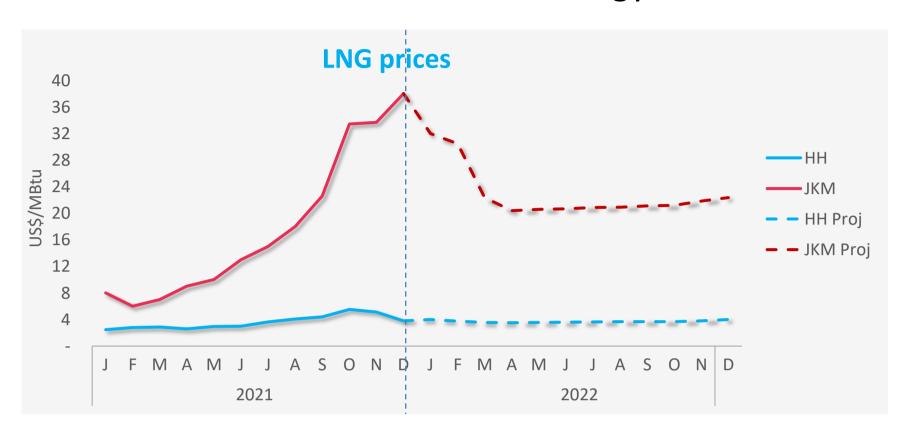
Production problems: safety issues in China, heavy rainfall in Indonesia, disruptions in Colombia

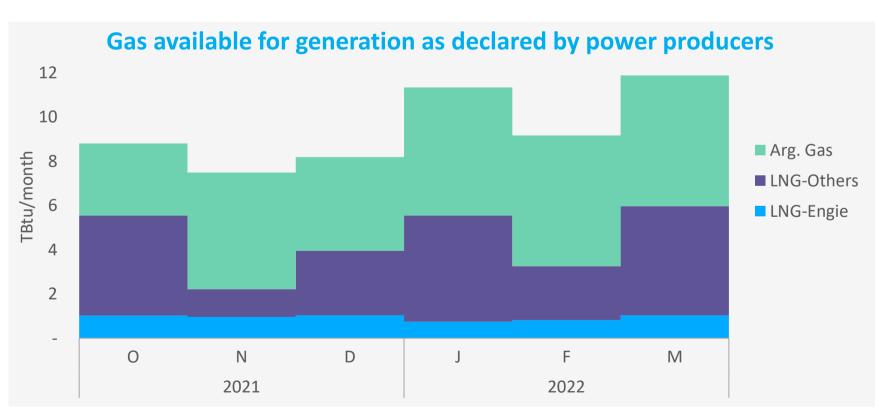
Gas has become too expensive as demand rises for the energy transition

Quick intervention by Chinese government to balance the market caused prices to decline, with forward averages of US\$145/Ton for the first 4 months of 2022, down from US\$173/Ton average in 4Q21.

# LNG prices at all-time highs

Rising demand due to weather, activity recovery, and suitability for energy transition





#### **LNG world markets:**

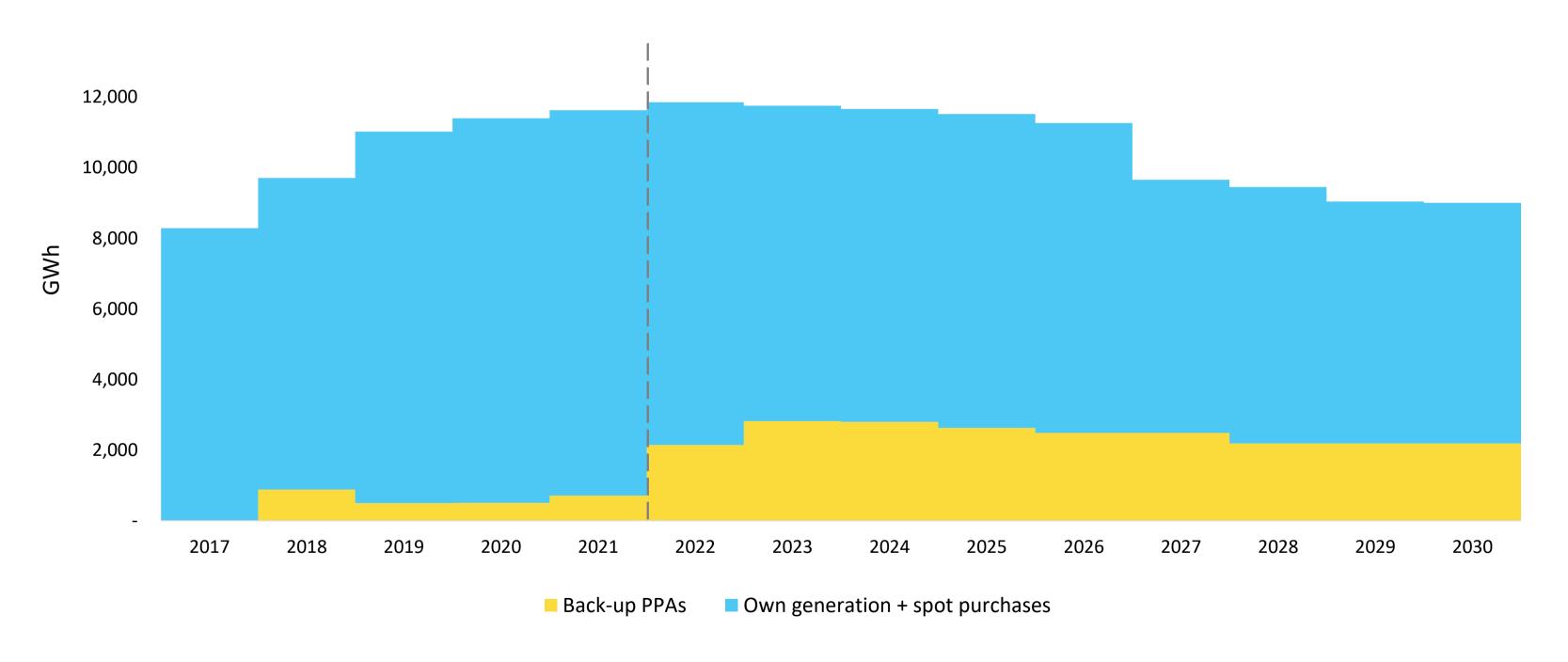
- COVID-19-containment measures led to record low spot LNG prices in May 2020 and delays in gas field maintenance and new investment
- Global demand has surged given cold winter followed by summer heat waves in the northern hemisphere, the end of confinement measures and preference of gas over coal for the energy transition
- The supply-demand imbalance has led countries to struggle to rebuild stocks and secure energy supply
- The trend to move away from fossil fuels towards greener energy supplies has hindered producers' ability to quickly deliver more supply

#### LNG and natural gas in Chile:

- ENGIE has long-term supply contracts indexed by Henry Hub (23.7 TBtu p.a.). ENGIE accounted for 26% of gas generation in 4Q21
- Local generation companies (ENEL, Colbún, ENGIE and EDF) have secured spot LNG shipments to reduce the risk of power shortfalls, although no spot purchases are planned for 1Q22
- Argentine gas supply on interruptible terms returned in August 2021,
   representing 50% of gas supply in 4Q21 and 53% in 1Q22
- 9% of gas dispatched on inflexible basis in 4Q21

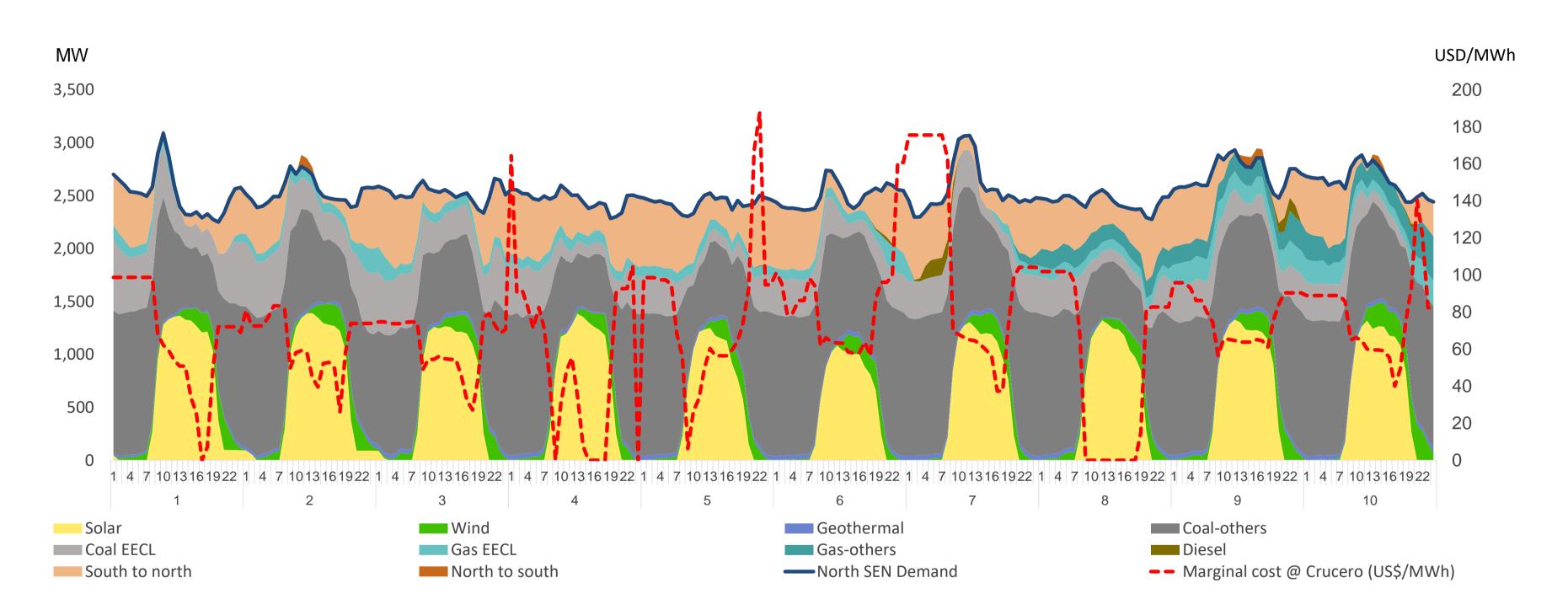
# Managing supply risk Back-up PPAs, increasing renewable production, securing gas supply

### Back-up PPAs sufficient to supply ~20% of projected demand under contracts starting 2022 and ~30% starting 2023



# 2021: High and volatile marginal cost

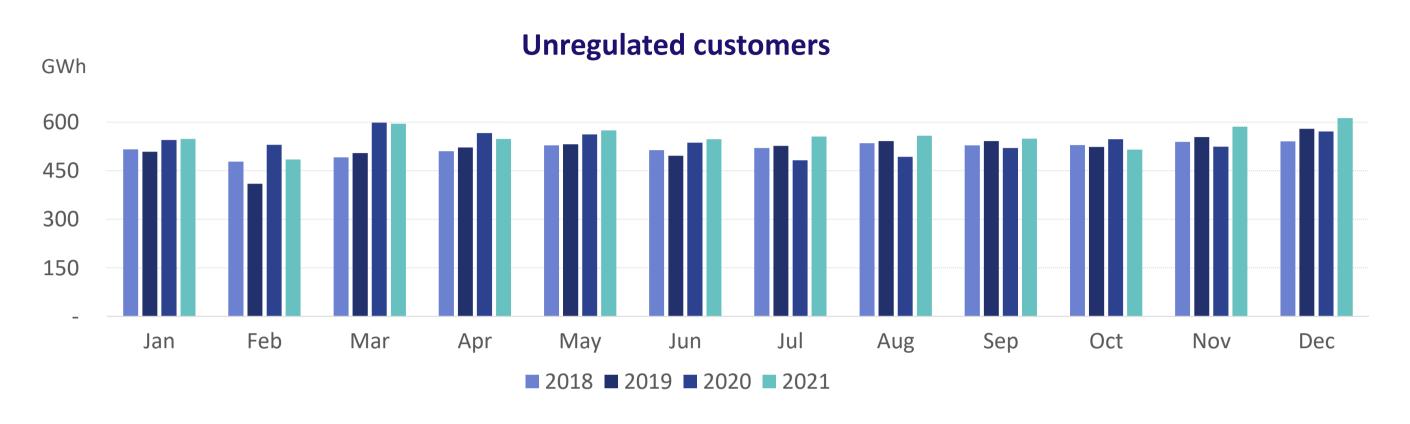
A 10-day real example in the north segment of the SEN grid (December 1 to 10, 2021)



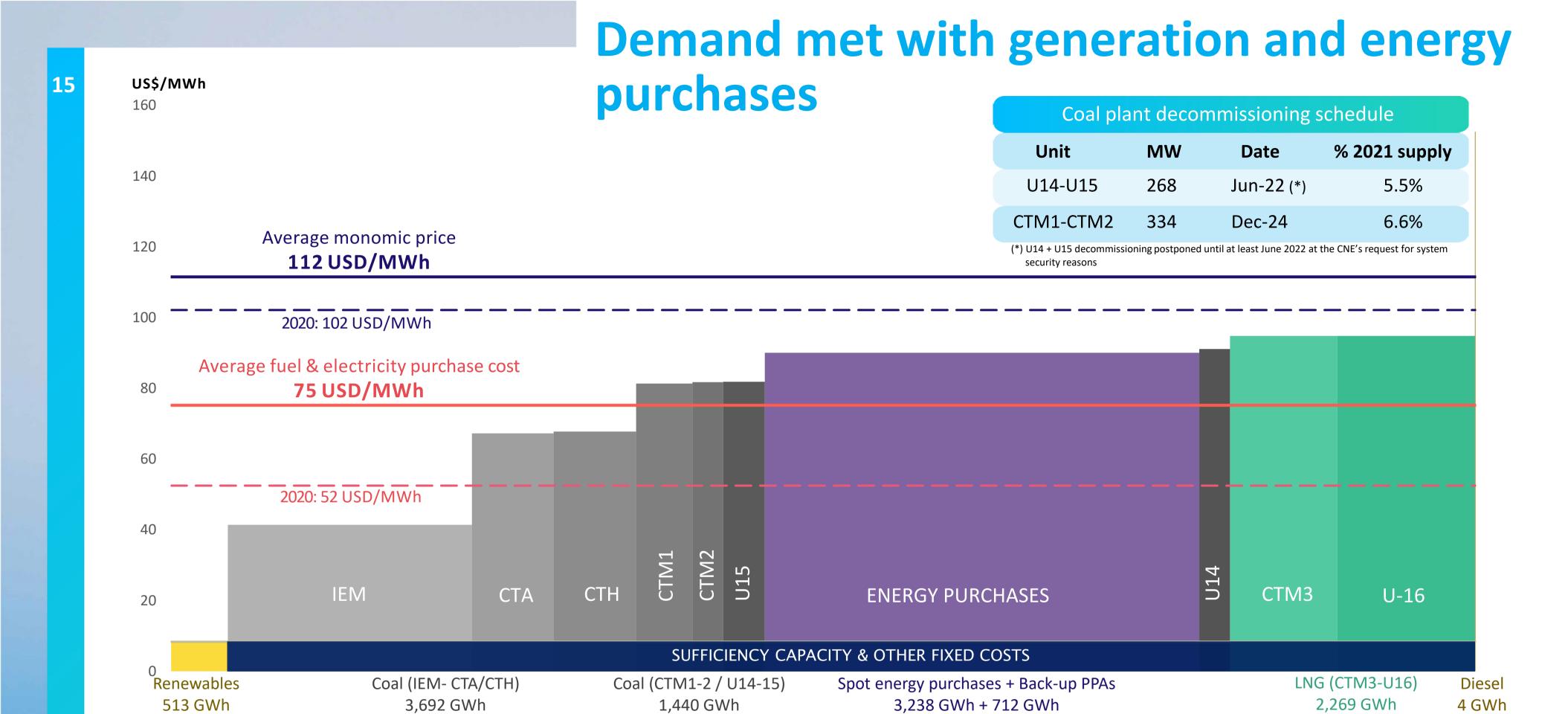
• High, volatile marginal costs due to (i) low hydrology, (ii) lower than usual availability of coal-fired plants (failures and delayed maintenance schedules due to COVID), (iii) steady increases in coal and LNG prices worldwide with rising freight costs, and (iv) transmission congestions.

# Physical sales evolution

Strong demand from unregulated clients; regulated demand showing signs of recovery







Total energy available before transmission losses = 11,868 GWh

Average realized monomic price, spot purchase costs and average cost per MWh based on EECL's accounting records and physical sales per EECL data. Average fuel & electricity purchase cost per MWh sold includes fuel costs, LNG regasification cost, green taxes, sufficiency capacity, self consumption & transmission losses

Sufficiency capacity provision amounted to US\$6.5/MWh; the sum of other system and fixed costs, including ancillary services,

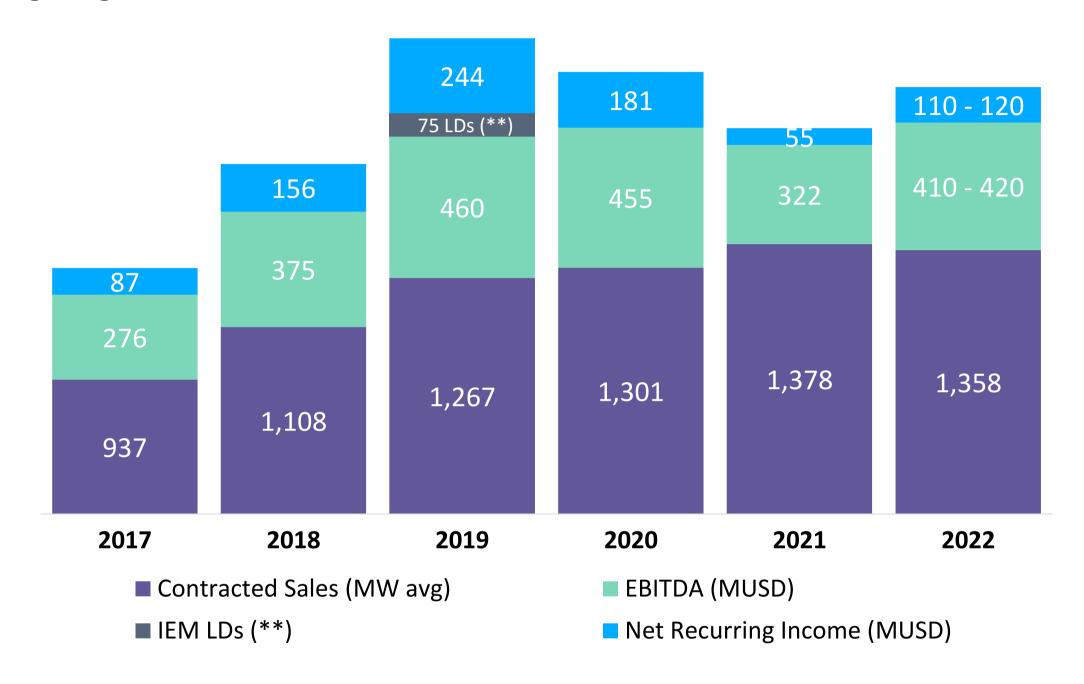
Sufficiency capacity provision amounted to US\$6.5/MWh; the sum of other system and fixed costs, including ancillary services, averaged US\$1.8 per each MWh withdrawn by EECL to supply PPA demand

#### 2022 guidance

- Dry conditions to continue through 1H22
- Coal and gas prices to remain high
- New renewables: Full-year operation of 265 MW + 269 MW in 2H22
- Back-up supply PPAs to triple to 2.1 TWh in 2022 (0.7 TWh in 2021)
- Increased Argentine gas supply to central Chile
- Thermal plant closures deferral => back-up supply

# Our guidance

New renewables and increased back-up PPA volumes behind 2022 recovery amid ongoing stressed conditions

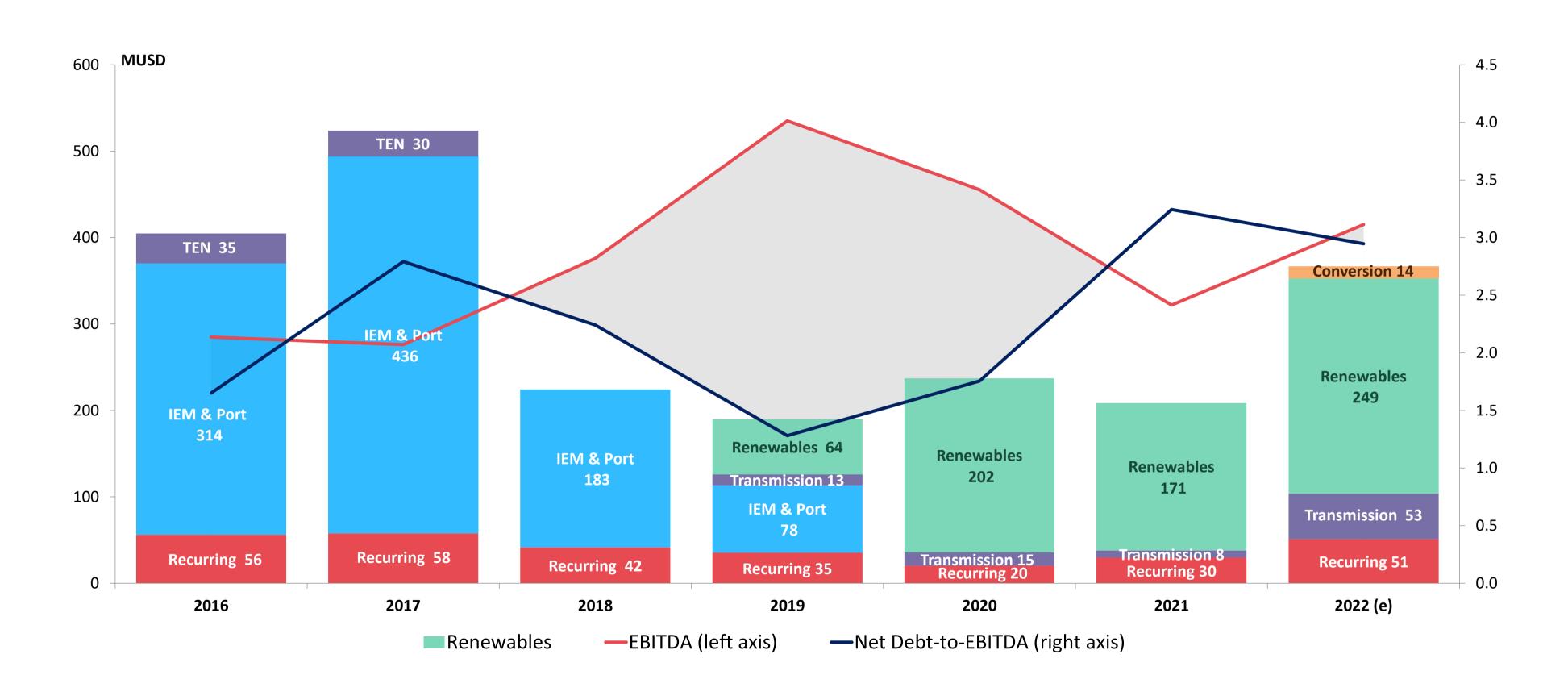


#### **EBITDA:** Actual vs. Guidance (year n-1)

| USD millions | 2017 | 2018      | 2019      | 2020      | 2021          | 2022      |
|--------------|------|-----------|-----------|-----------|---------------|-----------|
| Guidance     | n.a. | 350 - 370 | 450 - 470 | 450 - 470 | 440 – 460 (*) | 410 – 420 |
| Actual       | 276  | 376       | 535 (**)  | 455       | 315           |           |

- (\*) Revised from 460 480 provided at year-end 2020
- (\*\*) 2019 EBITDA includes US\$ 75 million of liquidated damages

# Room to finance projects on balance sheet



<sup>(\*)</sup> Recurring CAPEX includes maintenance expenditures and upgrade investing in transmission assets

<sup>(\*\*)</sup> Renewables includes the first phase of the transformation plan (1GW): (i) the four projects under construction; (ii) the acquisitions of the Los Loros & Andacollo PV plants in 2019 and Eólica Monte Redondo in 2020, 2 wind projects in advanced stage of development and 4 wind projects under development



## **Our transformation**

A four-track road

## **Greening existing corporate PPAs**

Restructuring 800 MW/y of long-term corporate PPAs with mining customers

## **Closing Old Coal Units**

Closing 0.8 GW of coal power plants between 2019 and 2024

## **Converting Newer Coal Units**

Remaining 3 coal power plants with 0.7 GW capacity shifting to biomass and natural gas

## **Developing more Wind and Solar**

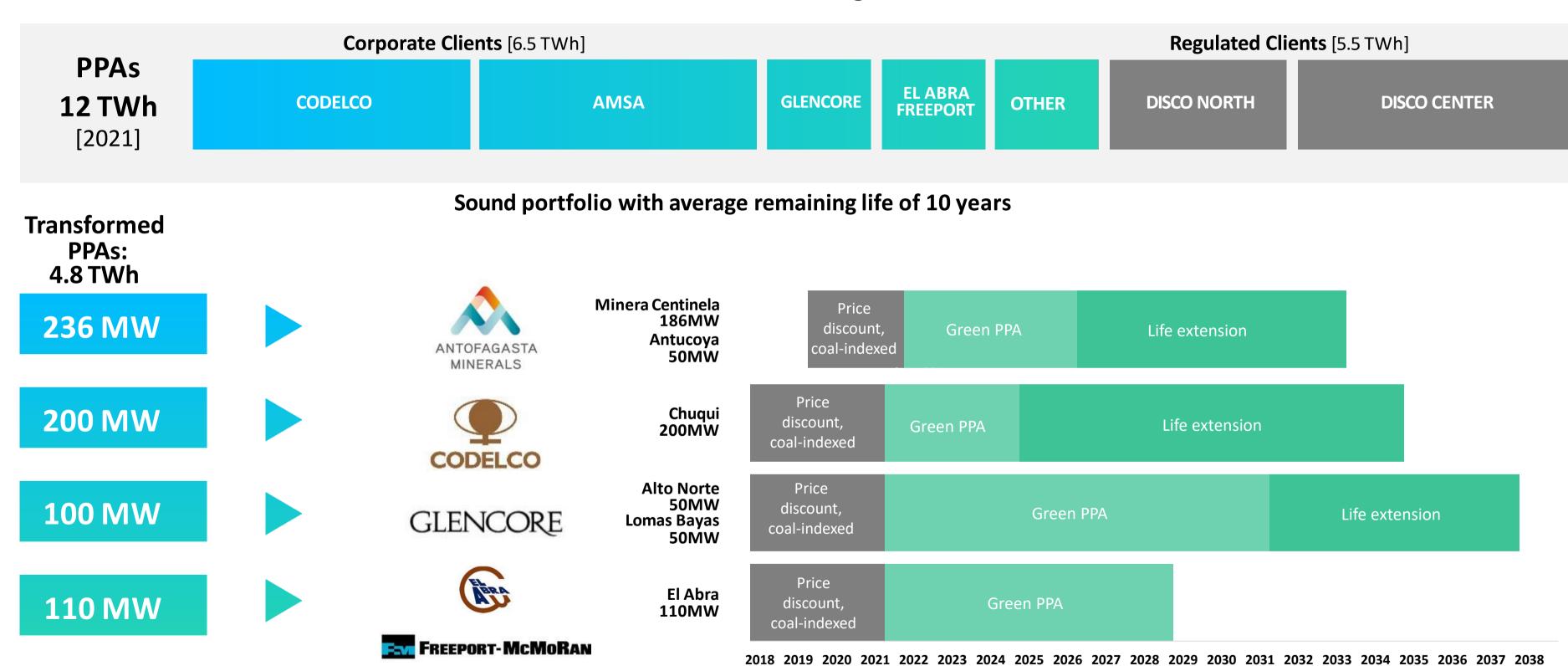
2GW of wind and PV

## POSITIONED FOR A PROFITABLE RENEWABLE TRANSFORMATION:

An organic transformation of EECL represents the best path in terms of value protection and implementation feasibility.

# **Greening existing corporate PPAs**

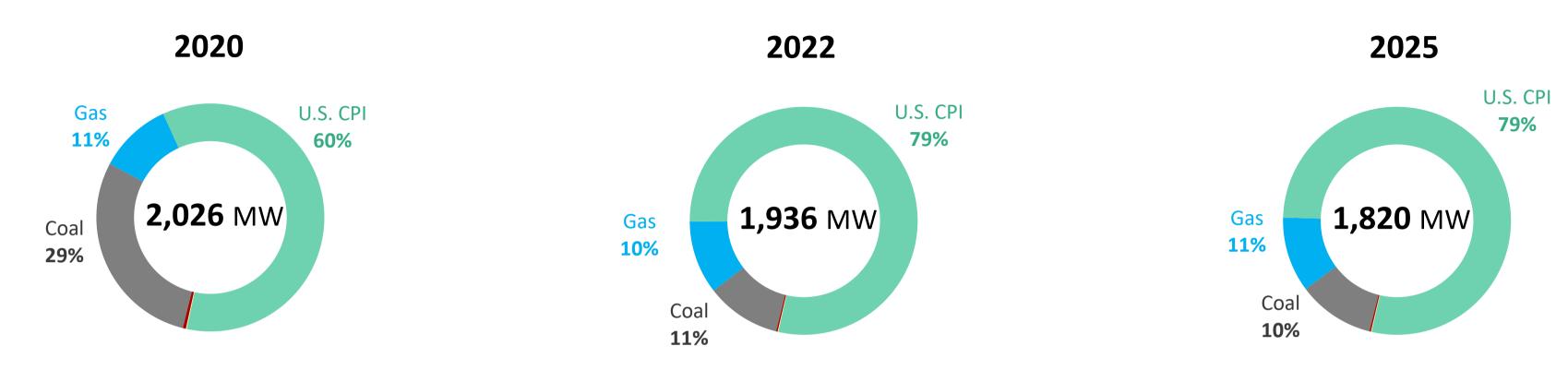
75% of mining PPAs transformed: strong long-term relationships for more sustainable mining



# Greening our PPA portfolio

Shifting away from coal-price indexation

### Indexation applicable to contracted electricity and capacity sales (\*)



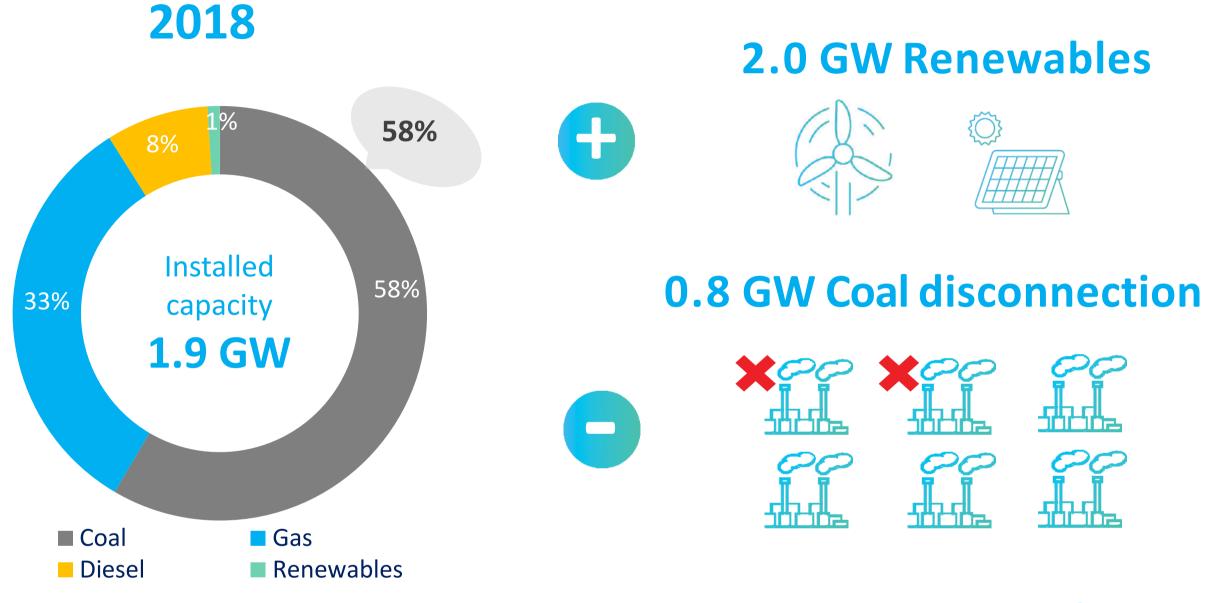
#### Free clients' PPAs: Tariff adjustment every month

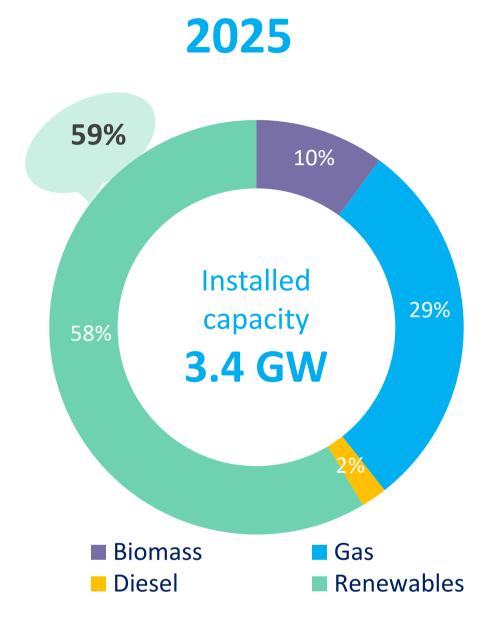
- Energy tariffs adjusted by indices agreed to in the PPA
- Capacity tariff per node price published by the National Energy Commission ("CNE")

#### **Distribution company PPAs: Tariff adjustment every 6 months**

- Energy tariff north SEN: ~40% US CPI, ~60 % Henry Hub gas price:
  - Based on average HH reported in months n-3 to n-6
- Energy tariff center-south SEN: ~66.5% US CPI, ~22% coal, 11.5% HH gas:
  - Based on average HH reported in months n-3 to n-8
  - Immediate adjustment triggered in case of any variation of 10% or more
- Capacity tariff per node price published by the National Energy Commission ("CNE")
- Actual collections under these contracts are subject to price stabilization mechanism

# Generation portfolio transformation













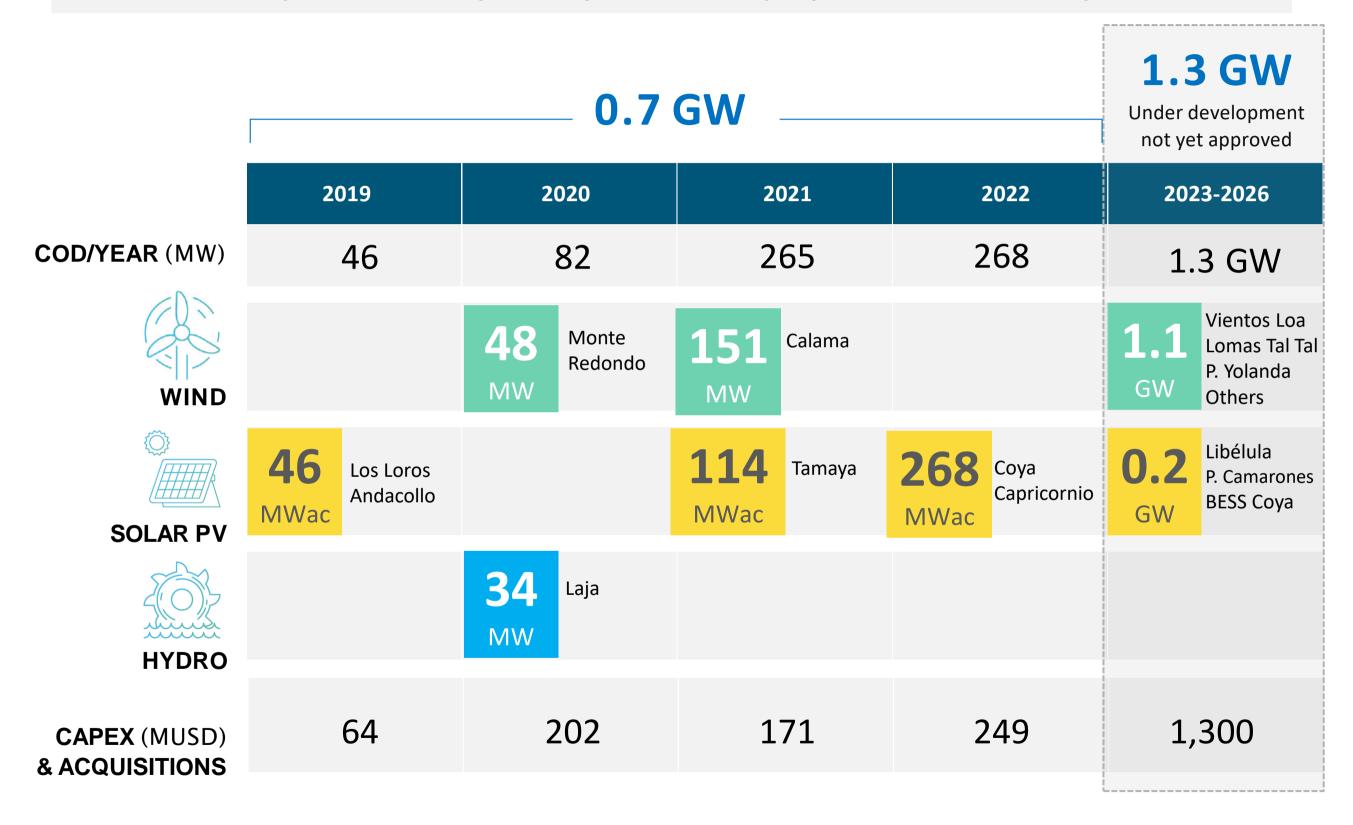


Note: IEM (375MW) started operations in 2019. Los Loros (46MWac) was acquired in 2019 and EMR (82MW) was acquired in 2020.

## Renewables acceleration

On our way to reach our energy transformation goals

### 0.7 GW in full production by 2022 plus 1.3 GW projects under development



## **Unit conversion**

Allows for full exit from coal, while providing back-up for renewables expansion

|                      | 2021  |    |                        |    |    | 20 | 22 |   |     | 20              | )23 |    | 2024 |      |    |    | 2025 |    |         |    | 2026 |
|----------------------|---|----|------------------------|----|----|----|----|---|-----|-----------------|-----|----|------|------|----|----|------|----|---------|----|------|
|                      | 1Q  | 2Q | 3Q                     | 4Q | 1Q | 2Q | 3Q | 4Q  | 1Q  | 2Q              | 3Q  | 4Q | 1Q   | 2Q   | 3Q | 4Q | 1Q   | 2Q | 3Q      | 4Q |      |
|                      |   |    |                        |    |    |    |    |   |     |                 |     |    |      |      |    |    |      |    |         |    |      |
|                      | permits(*), engineering, procurement, off-site preparation                  |    |                        |    |    |    |    |   |     |                 |     |    |      |      |    |    |      |    |         |    |      |
|                      | permits("), engineering, procurement, on site preparation                   |    |                        |    |    |    |    |   |     |                 |     |    |      |      |    |    |      |    |         |    |      |
| <b>IEM</b><br>375 MW | coal generation  coal generation  outage  overhaul  +boiler  burners        |    |                        |    |    |    |    |   |     |                 |     |    | gas  |      |    |    |      |    |         |    |      |
| CAPEX                | adjustment  |    |                        |    |    |    |    |   |     |                 |     |    |      |      |    |    |      |    |         |    |      |
| 51 MUSD              |   | 1  |                        |    |    |    |    |   |     | 16 22           |     |    |      |      |    |    |      | 1  | _2      |    |      |
|                      |   |    |                        |    |    |    |    |   |     |                 |     |    |      | ;;;; |    |    |      |    |         |    |      |
|                      | permits(*), engineering, reconditioning common facilities, fuel procurement |    |                        |    |    |    |    |   |     |                 |     |    |      |      |    |    |      |    |         |    |      |
| CTA<br>CTH<br>350 MW |   | CO | al generation Overland |    |    |    |    | Outage Overhaul, co yard, conv.belts port adjus | oal | coal generation |     |    |      |      |    |    |      |    | biomass |    |      |
| CAPEX<br>24 MUSD     |   |    |                        | 11 |    |    |    |   |     |                 | 7   |    | 2    |      |    |    |      | ,  | 4       |    |      |

## 151 MWac Calama wind farm

US\$160 million investment / COD: 29-Oct-2021

## Global advance: 99.98%

- Main milestones:
  - 36 WTGs connected and generating
  - Provisional acceptance certificate extended
  - 160.3 GWh injected to SEN since Jun-2021
- Main contractors: Siemens Gamesa (WTGs) & GES (BOP)





## 114 MWac Tamaya solar PV plant

US\$ 84 million investment / Energization: 3Q21, COD: 1Q22

## Global advance: 99.96%

- Main milestones:
  - 100% connected to the grid since 22-Nov-21
  - Dynamic model study approved by CEN on 14-Jan-22 in preparation for COD
  - 57.1 GWh injected to the SEN since Sep-2021
- Main contractors: Trina Pro (trackers), Sungrow (inverters), Inneria (BOP construction staff)



# 88 MWac Capricornio solar PV plant

US\$ 85 million investment / Scheduled energization: 2Q22 / COD: 3Q22

## **Global advance: 93.31%**

- Main milestones:
  - Substation equipment 100% installed
  - Tracker reinforcement fabrication in progress
  - Post installation @ 97%
- Main contractors: Trina Pro (trackers), Sungrow (inverters), Inneria (BOP), EMEC (HV connection)





## 180 MWac Coya solar PV plant

US\$ 146 million investment / Energization: 3Q22, COD: 4Q22

## Global advance: 65.49%

- Main milestones:
  - Pole installation works nearly final
  - Tracker assembly ongoing
  - 100% solar panels fabricated
  - Power transformer installed
  - Substation structures 97% assembled
- Main contractors: Siemens-Ingecoz (HV connection), OHL (BOP), Sungrow (inverters), Soltec (trackers), VSun (panels)





# Securing land concessions for the development of renewable projects

Recently awarded slots with excellent potential for hybrid projects

## Pampa Fidelia and Pampa Yolanda

- Two land-use concessions in Taltal (Antofagasta) awarded in public auction
- Potential to develop hybrid projects, with up to 1.45 GW capacity:
  - Up to 560 MW Wind
  - Up to 636 MWac PV
  - Up to 255 MW BESS (up to 6 hour storage)





# Environmental permit requests

### Preparing the ground for future projects

#### **VIENTOS DEL LOA** Approved RCA<sup>(1)</sup>

- Wind farm 20 km. SE Calama
- 204.6 MW potential capacity
- 33 turbines x 6.2 MW each
- 26.5 km. 220 kV T Line to Calama SS

#### **LOMA VERDE**

EIA<sup>(2)</sup> under assessment

- Wind farm Frutillar-Llanquihue
- 173.6 MW potential capacity
- 28 turbines x 6.2 MW each
- 13.8 km 220 kV T Line to Frutillar Norte SS

- region
- (up to 6 hr. storage)
- Connection to future Roncacho SS

#### **BESS COYA**

**Pertinence letter submitted** 

Up to 100MW / 600 MWh battery energy storage system

#### LIBÉLULA PV EID<sup>(3)</sup> submitted

- 199.2 MWac PV bifacial panels
- 80MW/480MWh storage system

#### **TRANSMISSION**

EID<sup>(3)</sup> submitted

Roncacho + La Negra substations and Antofagasta by-pass

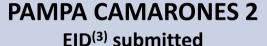
### **IEM + CTA-CTH CONVERSION**

- IEM: 377 MW coal to gas
- CTA + CTH: 355 MW coal to biomass

## **Approved RCA**

**LOMAS DE TALTAL** 

- 353.4 MW wind farm in Taltal-Antof.
- 57 turbines x 6.2 MW each
- Underground line to Lomas de Taltal lifting SS + 20 km 220 kV T Line to Parinas SS



Up to 300 MW PV plant Tarapacá

Bifacial PV panels + 180MW BESS

EID<sup>(3)</sup> submitted

- (1) RCA = Resolución de Calificación Ambiental => Environmental authority's qualification of the Project's impact following the review of the EIA or EID
- (2) EIA = Environmental Impact Assessment (Estudio de Impacto Ambiental)
- (3) EID = Environmental Impact Declaration (Declaración de Impacto Ambiental)



## Arica y **Parinacota** Nueva Chuquicamata Antofagasta **Capricornio SS** expansion **Atacama Algarrobal** Coquimbo O'Higgins **Bio Bio El Rosal** ₩ind Solar PV **Los Lagos**

# National / zonal transmission projects completed

US\$2.4 million annual revenue (VATT) / US\$41.5 million CAPEX



Nueva Chuquicamata (National)
Substation +2 x 220 kV transmission line
Project completed / CEN recognition 06-Dec-2021



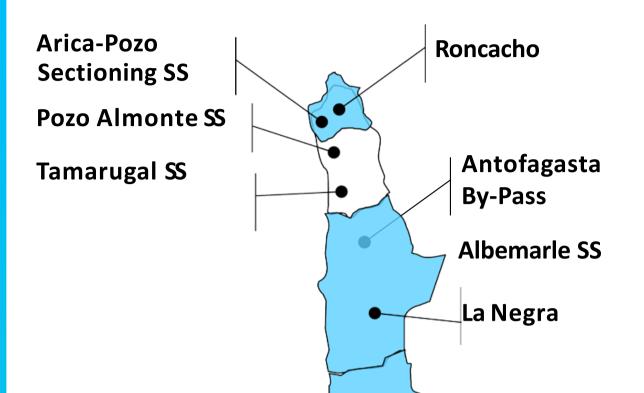
Algarrobal (National)
220 kV sectioning substation
Project completed / CEN recognition 08-Jul-2021



El Rosal (National)
220 kV sectioning substation Project
completed / CEN recognition 16-Mar-2021

# National / zonal transmission projects awarded

US\$ 5.3 million combined expected revenue p.a. (VATT) / US\$ 66 million CAPEX



#### **Antofagasta By-Pass**

Zonal

Multi-circuit transmission line 2x110 kV,

1x220 kV.

COD St.1: 3Q23 St.2: 1Q25

Decree issued 23-Jan-21

EPC tender process ongoing

EID –Addendum #1 in preparation

#### La Negra

Zonal

Substation +2 x 220 kV transmission line

COD: 1Q24

Decree issued 23-Jan-21

Primary equipment: awarded to Siemens

Power transformer: to be awarded EID addendum under SEA review

#### **Roncacho Substation**

National

220 kV sectioning Substation

COD: 2Q23

Decree issued Jun-21

Basic and detailed engineering ongoing

Primary equipment awarded to Siemens

### **Capricornio SS expansion**

Zonal

220 kV sectioning substation

Project in standby

Negotiations with contractor ongoing

#### Tamarugal SS expansion + 1x66 KV TL Pozo Almonte - Tamarugal

Zonal

Substation +1x66kV T.line

COD: 2Q23

Decree issued Apr-21

Detailed engineering completed

**EID** submitted

## Arica - Pozo Almonte TL sectioning at Dolores SS

Zonal

110 kV sectioning substation

COD: 2Q23

Decree issued Apr-21

Detailed engineering ongoing

**EID** submitted

## Pozo Almonte SS expansion

Zonal

110 kV Substation

COD: 2Q23

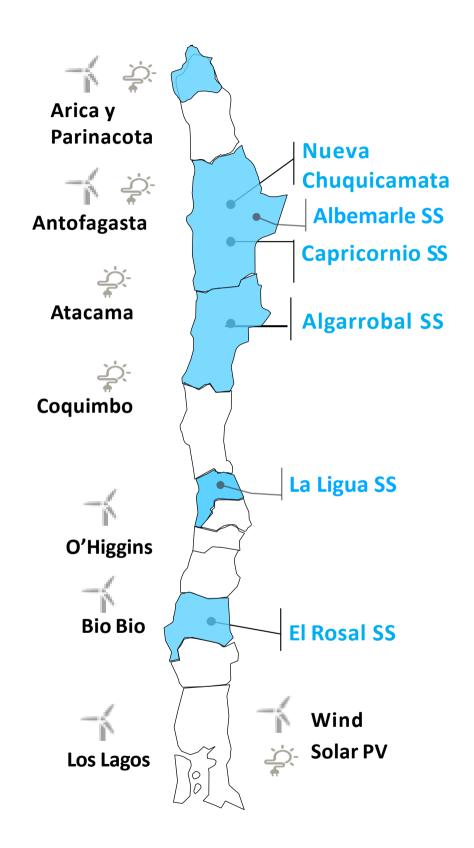
Decree issued 01-Apr-21

Detailed engineering ongoing

No new EID required per SEA

# National / zonal transmission projects

US\$44 million CAPEX



Albemarle
West tap-off SS expansion

Zonal

220 kV/23kV Substation + 23kV T.Line +

23kV/13.8kV SS Private (BOOT contract)

Civil works & structure pre-assembly started

COD: 2Q22

CH Laja Interconnection
New El Rosal SS

Zonal

Substation

COD: 1Q22

Detailed engineering concluded

Construction contract: Kick-off meeting done

#### **Algarrobal SS Expansion**

**National** 

220 kV substation expansion

COD: 1Q23

Engineering concluded

EPC tender process ongoing

La Ligua SS

Zonal

Substation +2 sectioning transmission lines (2x220 kV and 1x110 kV)

Awaiting decree issuance

Land acquisition in process

EID: consultant tender process ongoing

Source: Engie Energía Chile

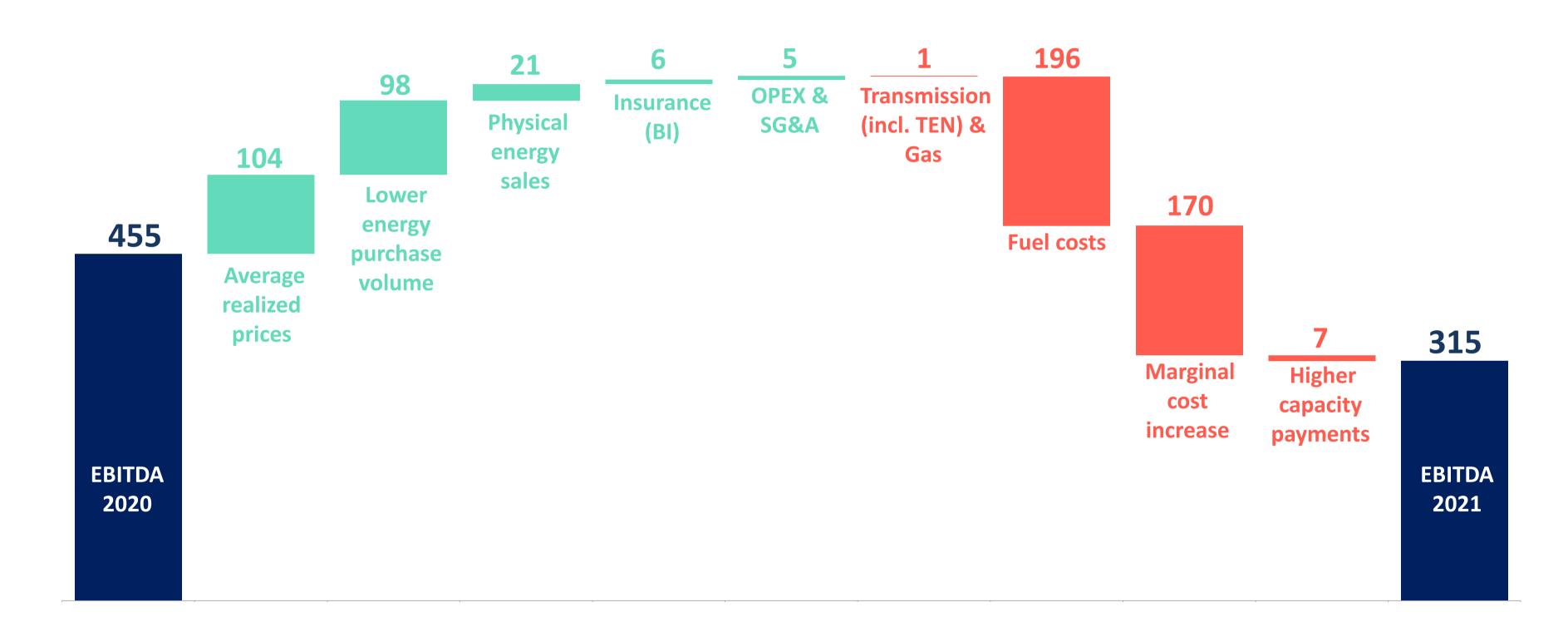


## **EBITDA** evolution

Margin compression explained by higher marginal costs and higher fuel prices

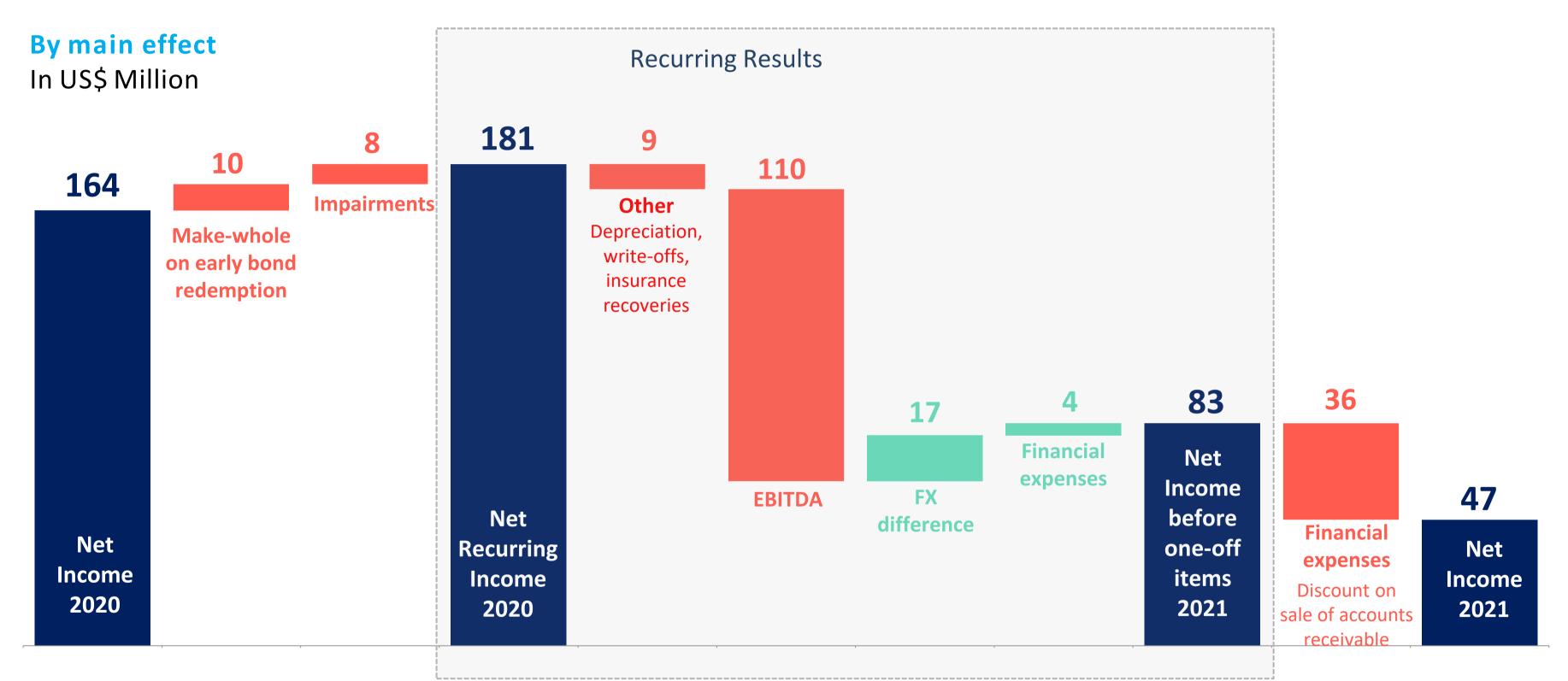
## By main effect

In US\$ Million



## Net income evolution

Narrower operating margin and one-time financial expenses from sale of PEC receivables (\*)

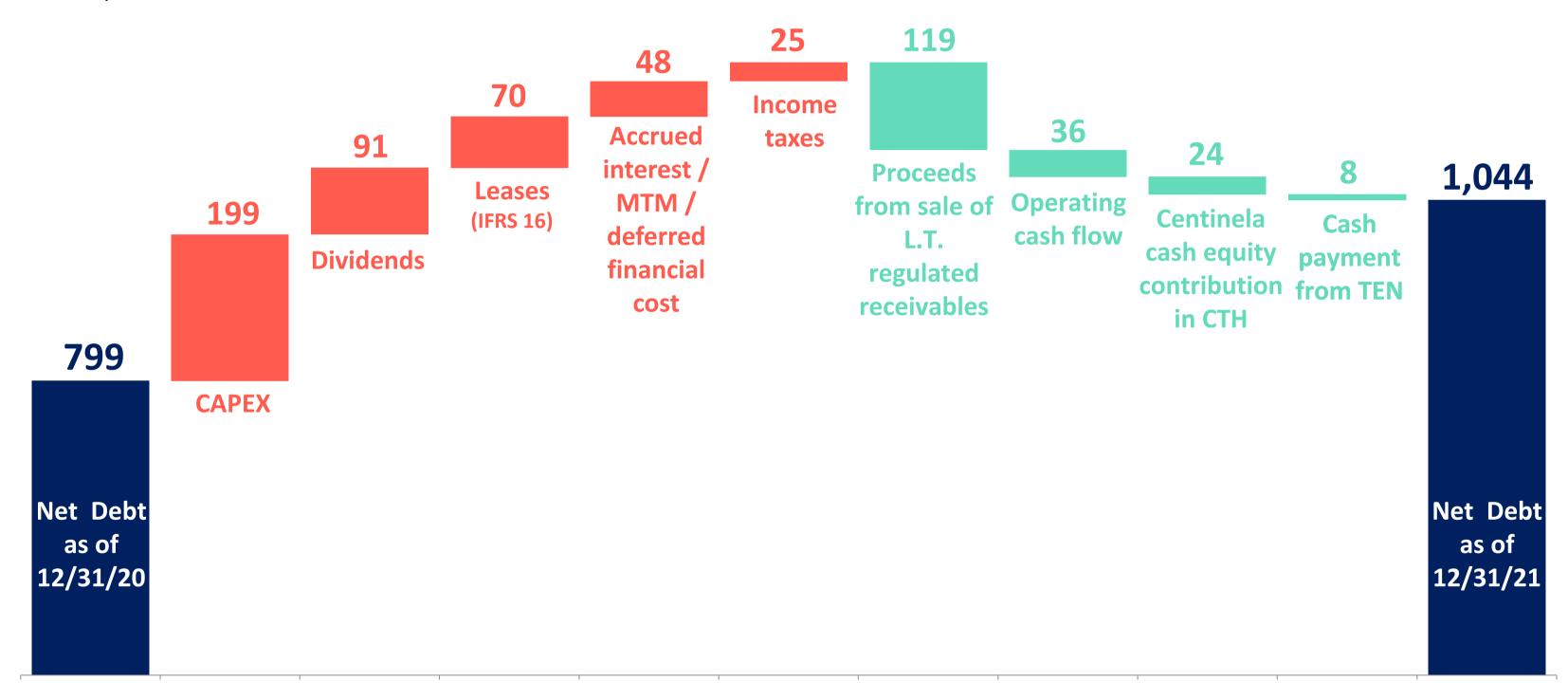


## **Net Debt evolution**

Net debt increase due to CAPEX, dividends, and land leases, partly financed with proceeds from sale of long-term receivables

#### Main cash flows

In US\$ Million



# Healthy financial structure

#### **Investment-grade ratings: BBB+/BBB**

#### International:

Fitch (Jun 2021): BBB+ Stable

S&P (Jan 2021): BBB Stable

National scale:

Fitch (Jun 2021) AA Stable

Feller Rate (Dec 2021): AA- Stable



#### US\$ 850 million 144-A/Reg S Notes:

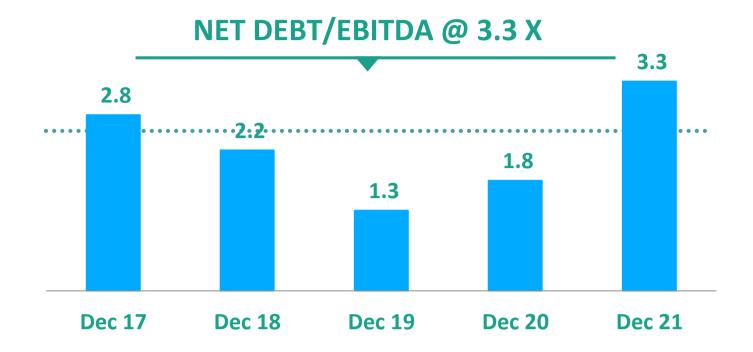
3.40%, US\$500 million 2030 (YTM=3.248% at 12/30/21) 4.50%, US\$350 million 2025 (YTM=2.219% at 12/31/21)

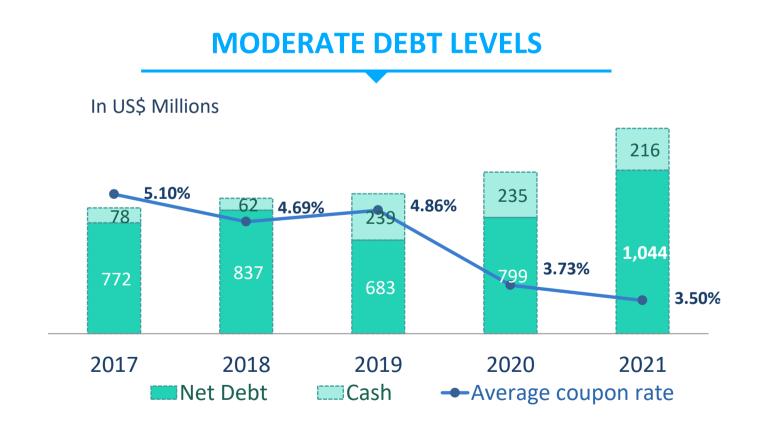
US\$50 million 1-yr. loan w/Scotiabank

US\$55 million 20-yr. financial lease w/TEN for dedicated transmission assets

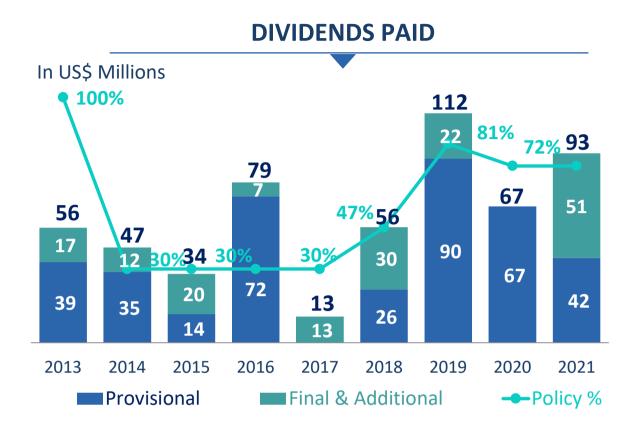
US\$147 million financial leases per IFRS 16

US\$125 million, 12-yr IDB/CTF loan facility

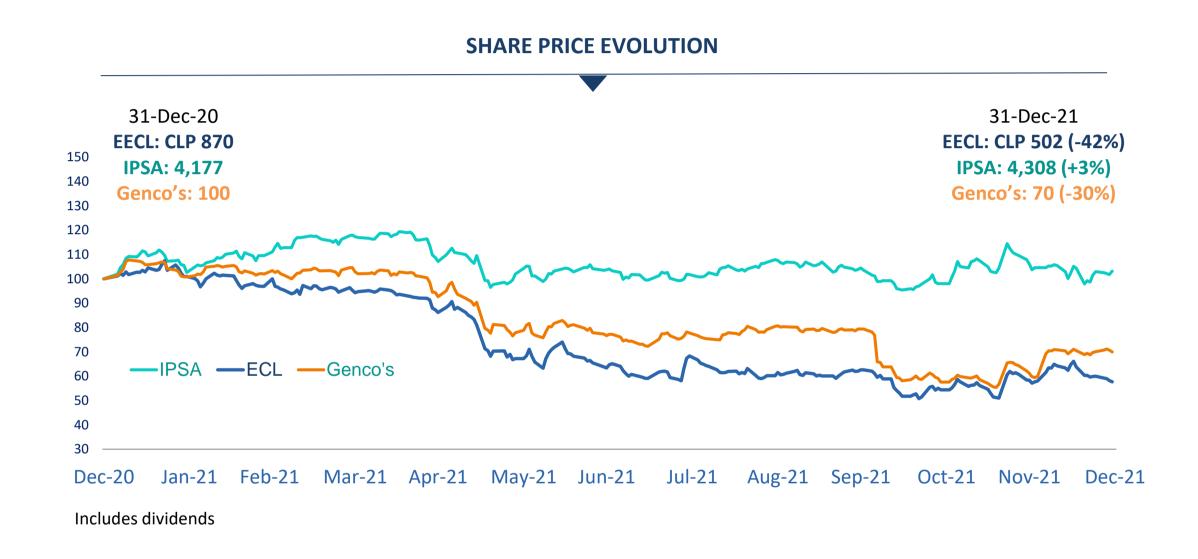




# US\$93 million dividends paid in 2021







# Key take aways

# Difficult year due to extreme drought and challenging international environment w/demand-supply imbalance in fuel and equipment markets

Despite efforts and risk management measures, results lagged behind our revised 2021 EBITDA guidance

#### The good news: 151 MW Calama wind farm and 114 Tamaya PV in operations

Advancing in the construction of renewables to support our decarbonization strategy; back-up supply contracts to support transition; strong PPA portfolio with 10-year remaining average life

#### Commitment to fully exit coal by 2025, with priorities for sustainable value creation

2 GW project development portfolio. Land concessions with potential for hybrid renewable projects secured. Unit conversion and renewable project environmental permits filed for approval

#### Healthy and flexible capital structure

Strong liquidity provided by true sale of long-term accounts receivable and a US\$125 million 12-yr green loan with IDB.



# The ENGIE Group

A global reference in low carbon energy services

#### FOCUSED ON FOUR GLOBAL BUSINESS LINES AND 20 COUNTRIES - 170,000 EMPLOYEES WORLDWIDE

#### **CLIENT SOLUTIONS**

Supporting the carbon-neutral transition of our clients with unique integrated solutions

€21bn

revenue

And tomorrow?
Refocus our client solutions on activities serving the **energy transition** 

#### **INFRASTRUCTURE**

Strengthen our presence across the gas and electricity value chain

€6.6bn

revenue

252,279 km distribution network

**39,345 km** transmission network

And tomorrow?

10% green gas injected into the networks by 2030

#### **RENEWABLE ENERGIES**

Create value by developing complex technologies

€3bn

revenue

26.9 GW

Installed renewable capacity

And tomorrow?
+3 to 4GW renewable capacity
per year

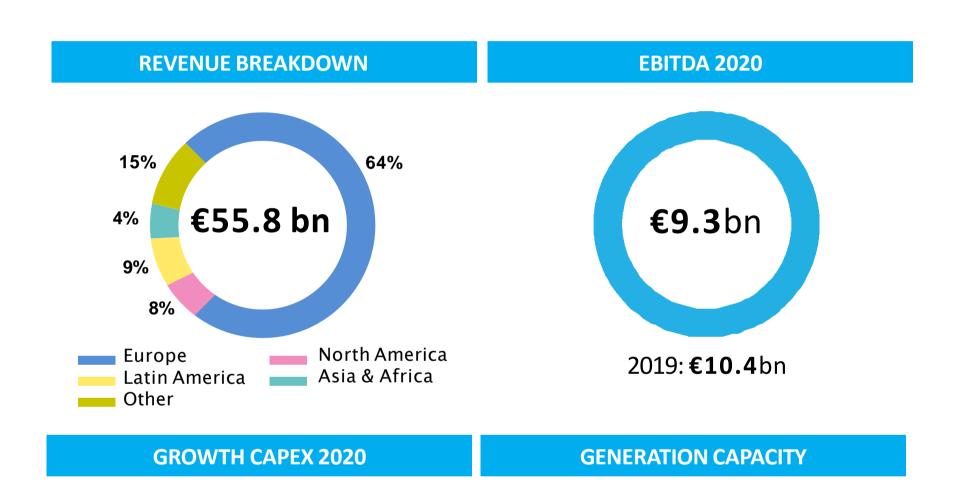
#### **THERMAL**

Continue the decarbonization of electricity production

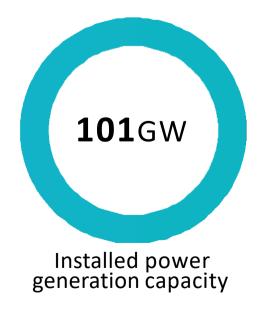
€4bn

revenue

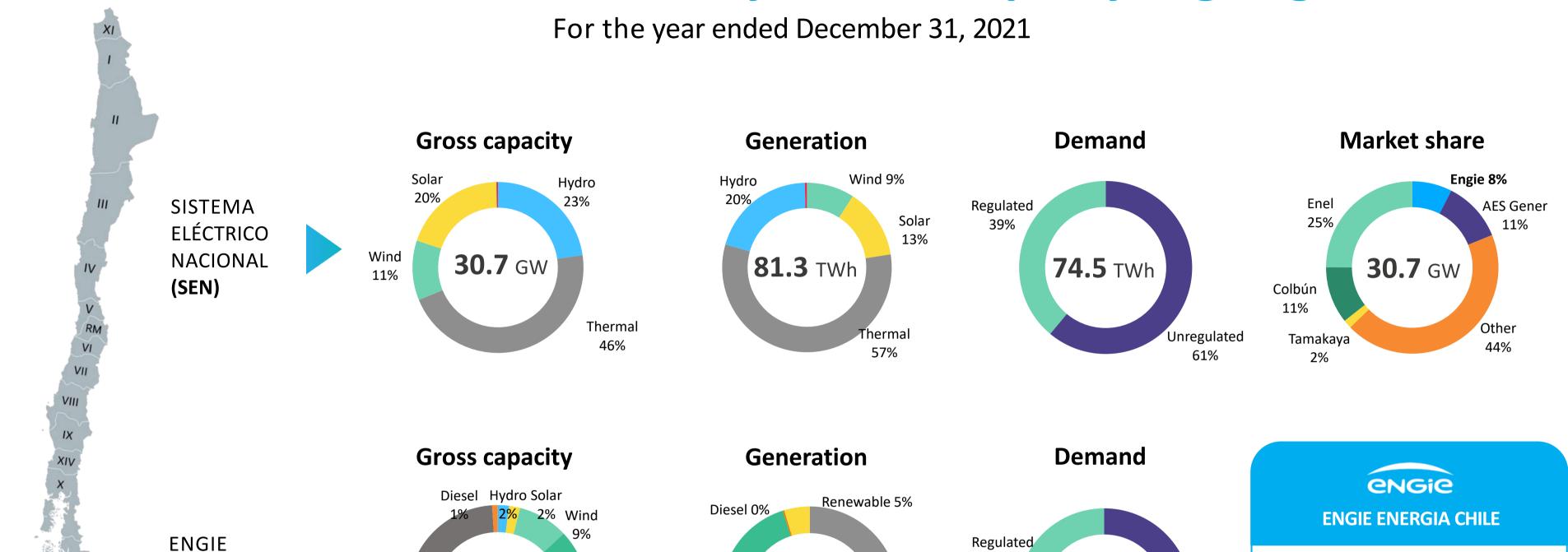
And tomorrow?
Complete the disposal of coal assets

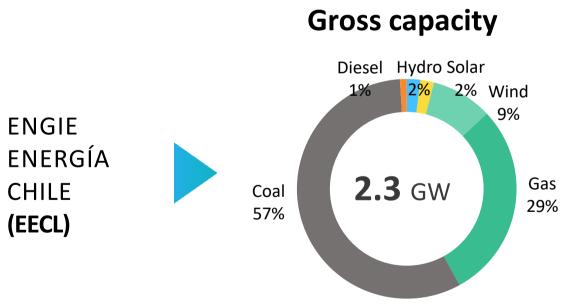


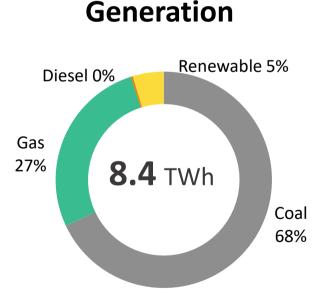




# Industry and company highlights



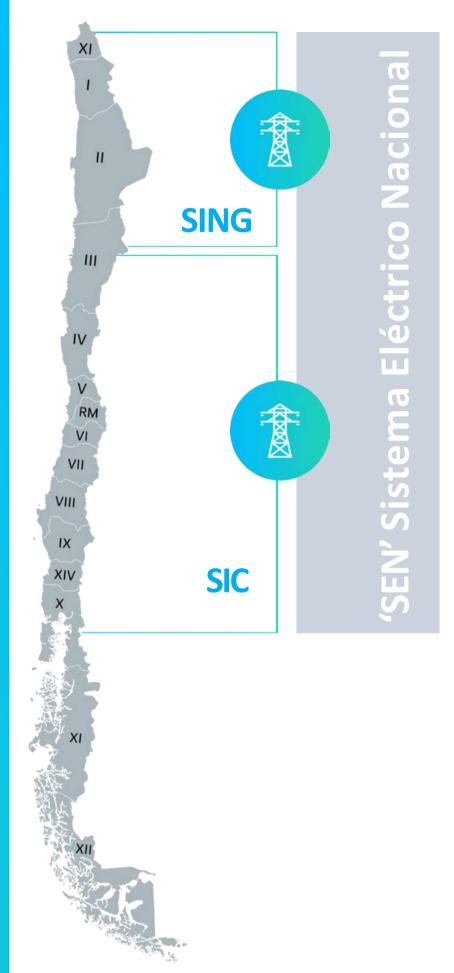


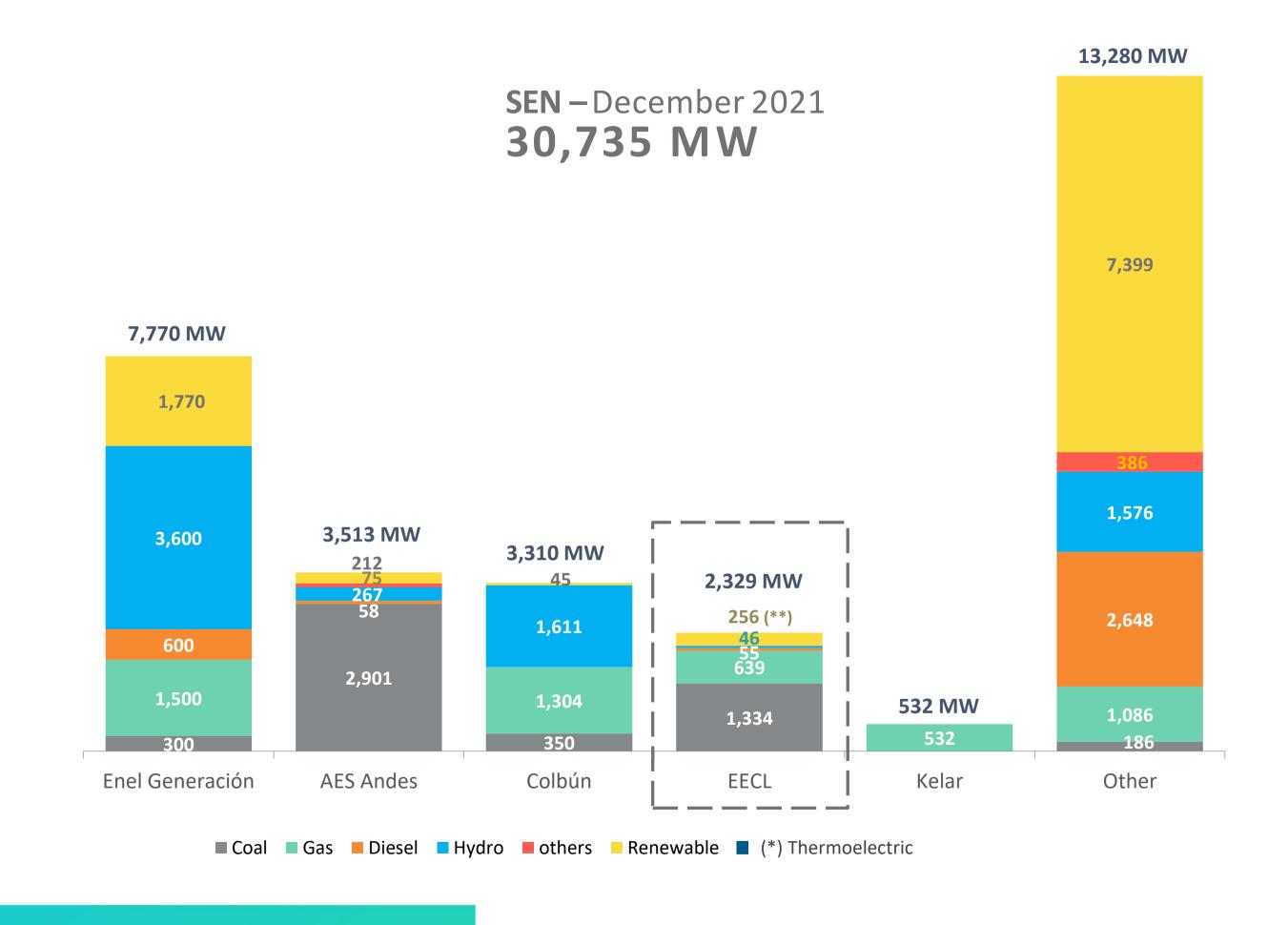






# Sistema Eléctrico Nacional - SEN





# **ENGIE Energía Chile**

A diversified asset base in Chile's mining region

#### **Our operations**

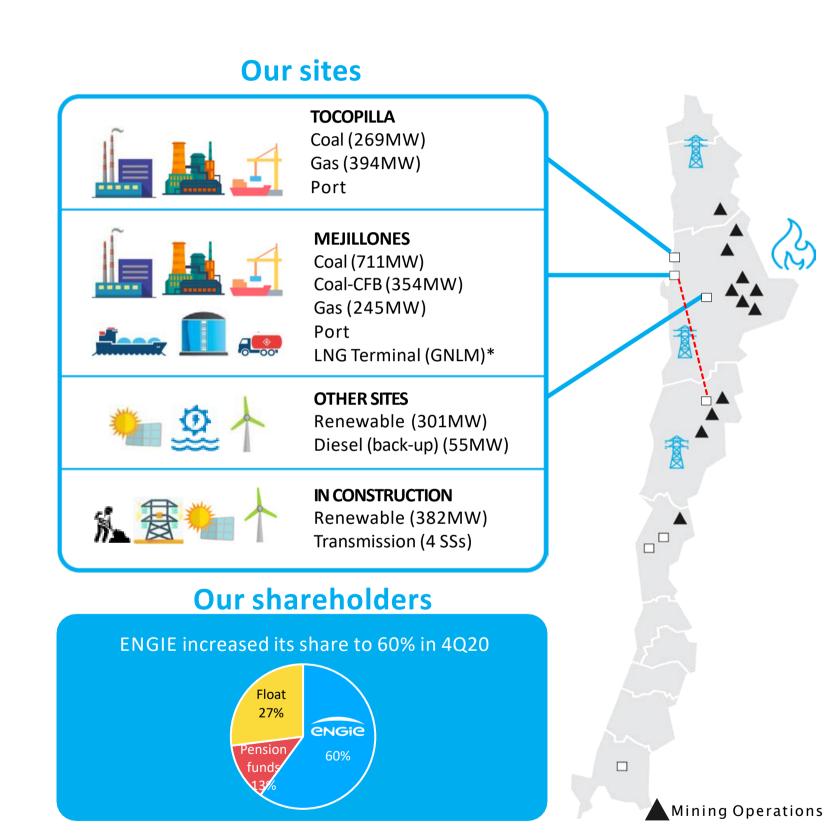
4th largest GenCo in Chile2.3 GW gross capacity0.4 GW renewables in construction11.6 TWh sold under PPAs in 2021

3rd largest Transmission operator
2,348 kms Transmission lines
24 substations – 977 MVA
600 kms in TEN 50% JV with REE

**1,066 kms** gas pipelines **L.T. LNG** supply agreements

2 seaports:

Andino (Mejillones) +Tocopilla



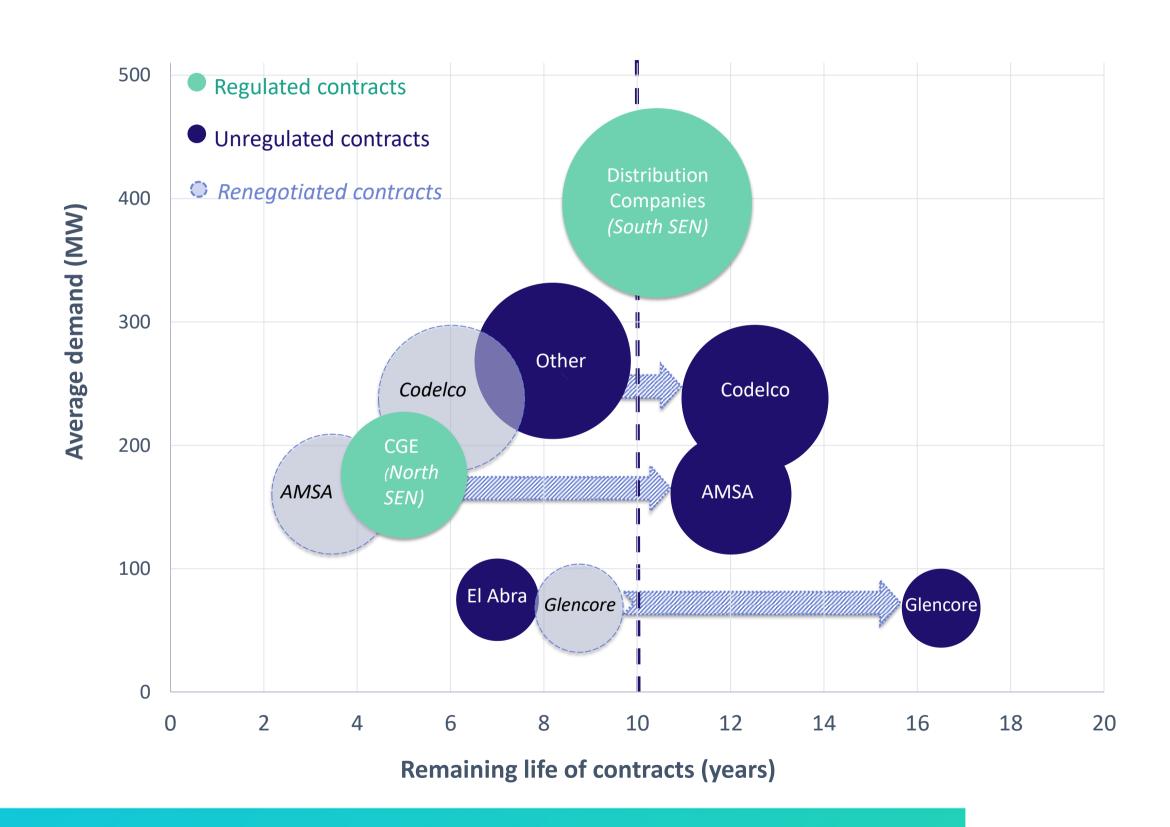
#### **Our largest clients**





# Sound contract portfolio

10-year remaining average life (Free clients: 11 yrs. Regulated clients: 9 yrs.)



#### **Clients' credit ratings**

(S&P/Moody's/Fitch):

- Codelco: A/A3/A-
- Freeport-MM (El Abra ): BB+/Baa3/BBB-
- Antofagasta PLC (AMSA): BBB/--/BBB+
- Glencore (Lomas Bayas, Alto Norte): BBB+/Baa1/--
- CGE: A+(cl) (Fitch) / AA-(cl) (Feller)

# **AMSA (Centinela) PPA**

Renegotiation of PPA + new green PPA signed on March 31, 2020

#### -Old PPA





Inversiones
Hornitos (CTH)
PPA supplier
through 2021

Amendment of PPA between Inversiones Hornitos (CTH) and Centinela for its Esperanza (150MW) and El

- Price decrease
- Maturity date: 31-Dec-21

Tesoro (36MW) mines:

#### **New PPA**



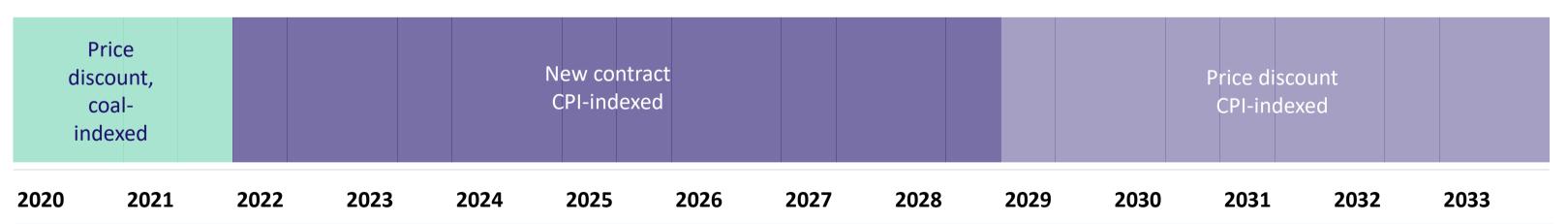


ENGIE Energía Chile S.A. (EECL) PPA supplier

from 2022 to 2033

New 11-year 186MW PPA between EECL and Minera Centinela from 1-Jan-22 to 31-Dec-33

Two periods with different CPI-indexed price



#### **Amendment of CTH shareholders' agreement:**

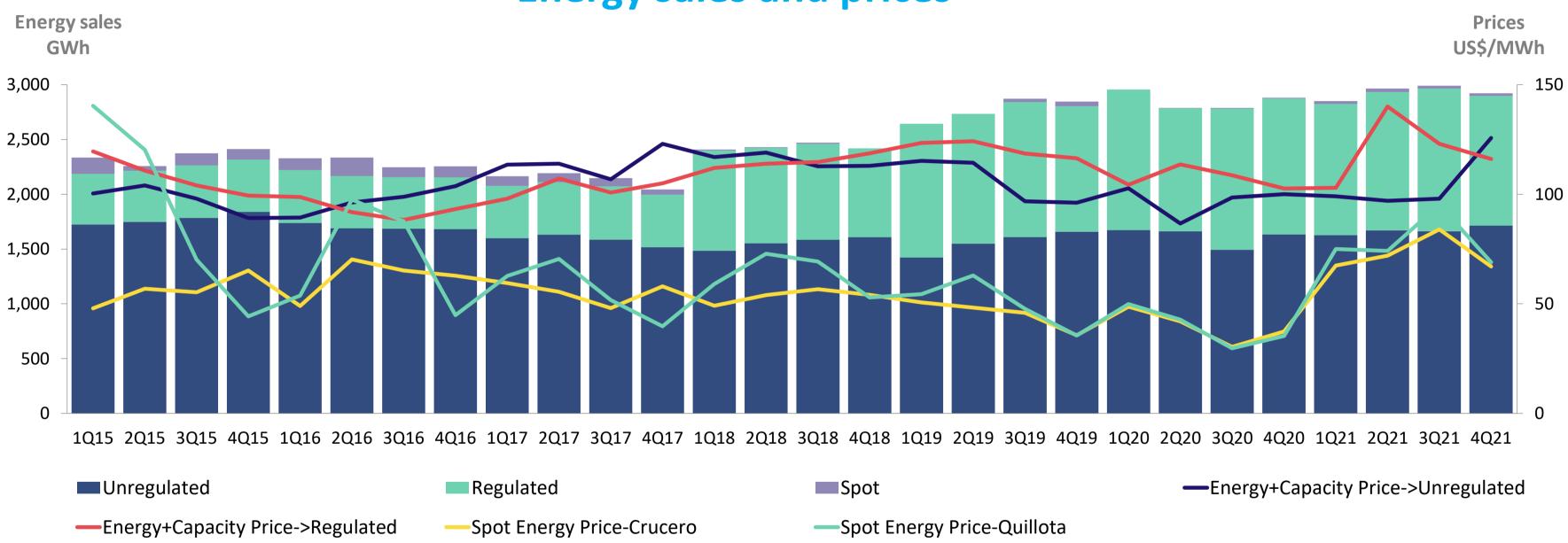
US\$ 60 million equity increase in CTH to repay intercompany debt with EECL: US\$ 24 million cash contribution from Centinela + US\$ 36 million debt capitalization by EECL

EECL became 100% owner of CTH on 31-Dec-21

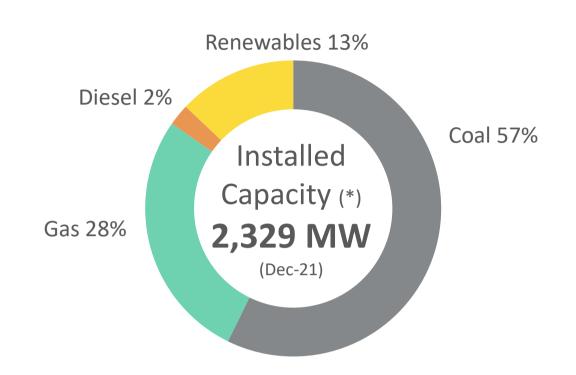
# Long-term contracts

The basis for stable sales and prices

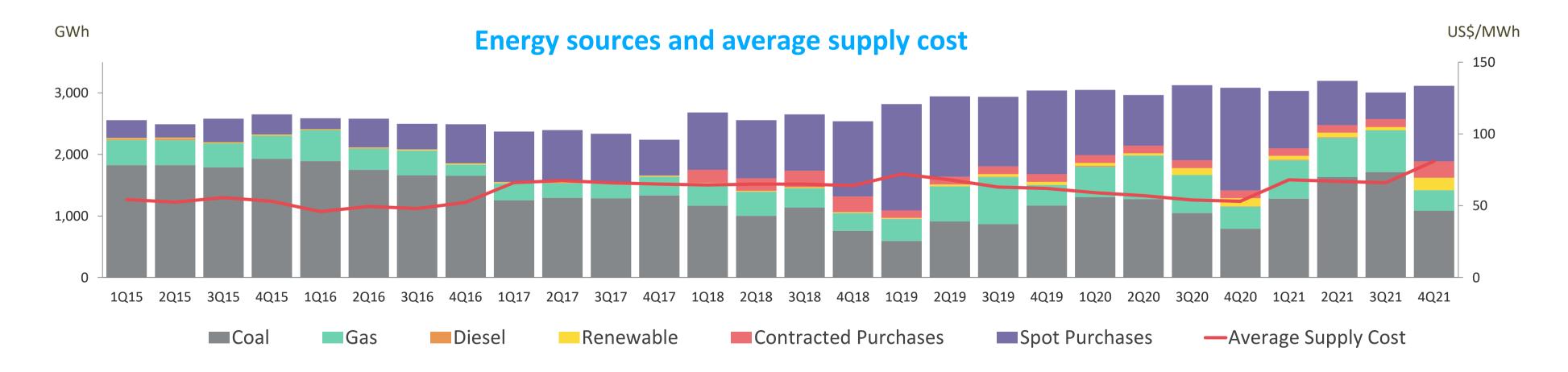




# Demand supplied with own generation and energy purchases hedged by our installed capacity



Average supply cost depends on fuel prices, power demand, gas supply, transmission congestions, renewable output, plant performance and hydrologic conditions.



# Eólica Monte Redondo SpA

82MW of renewable capacity acquired on July 1,2020

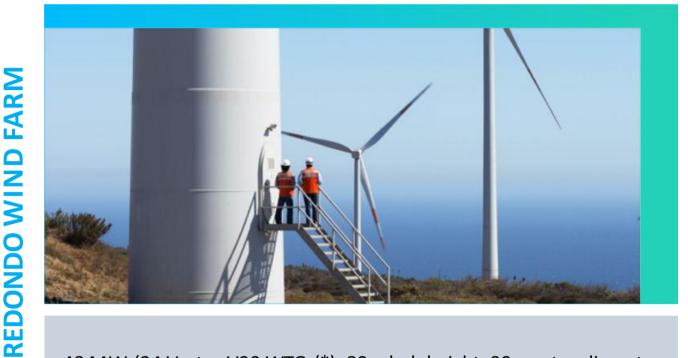
- Acquired from ENGIE Latam: US\$53 million+cash, on debt-free basis. Approved by independent board members ("Comité de Directores")
- 275 GWh/yr PPAs w/CGE (100 GWh maturing Dec-2021 +175 GWh/yr PPA maturing Dec-2023)

- Independent valuation: Scotiabank

- Market valuation: GTD

- Technical due diligence:





48 MW (24 Vestas V90 WTGs(\*), 80m hub height, 90m rotor diameter, 125m total height) 1,000 hectare site in Coquimbo region In operation since 4Q-2009



34MW run-of-river, 14Mm3 reservoir ~60km of Los Angeles, Bío-Bío. Operating since 2015. Powerhouse w/2 17.2MW Bulb-Kaplan units
26 mt-high concrete dam, 5 spillway radial gates, 2 gantry cranes
Connected to SEN @ El Rosal SS. 17-km T line from Laja SS

JA HYDROELECTRIC PLANT

MONTE

# Regulatory initiatives under way



#### **GENERATION**

**Energy transition** 

Flexibility strategy

**Accelerated retirement of coal-fired units** 

**Emission compensation mechanism in green taxes** 

**Price stabilization mechanism** 

**Rationing decree** 

**Climate change framework** 

**Hydrogen national strategy** 



#### **DISTRIBUTION**

**Electric portability:** 

- Energy dealer
- New types of energy auctions
- Information manager

**Basic services (contingency measures)** 

**Tariff fixing (VAD 2020-2024)** 

**Exclusive business line** 



#### **TRANSMISSION**

Transmission facilities qualification
National and Zonal systems
valuation for 2024-2027
2021 expansion plan



#### **OTHER**

**Long-term Energy Planning (PELP 2021-2027)** 

National Energy Policy (PEN)

**Superintendency of Electricity and Fuel** 

**Ministry for the Environment Decrees:** 

- Thermoelectric emissions standards
- Noise standard for fixed sources
- Liquid waste discharges

# Price stabilization mechanism:

US\$49.6 million financial cost in 2021

Law #21,185 (Nov-19): Electricity price stabilization mechanism for regulated customers

As long as stabilized price (PEC) remains below average contract price (PNP), generation Co.s will accrue an account receivable (the "Fund")

As lower priced PPAs awarded in power auctions become effective, PNP will fall below PEC and receivable will be repaid

CLP/USD FX rate and demand volume: main variables affecting fund size and recovery pace

EECL monetized accounts receivable in 2021: US\$167 million Ars sold and US\$119 million cash received

EECL's financial cost of monetization **2021: US\$49.6 million** 

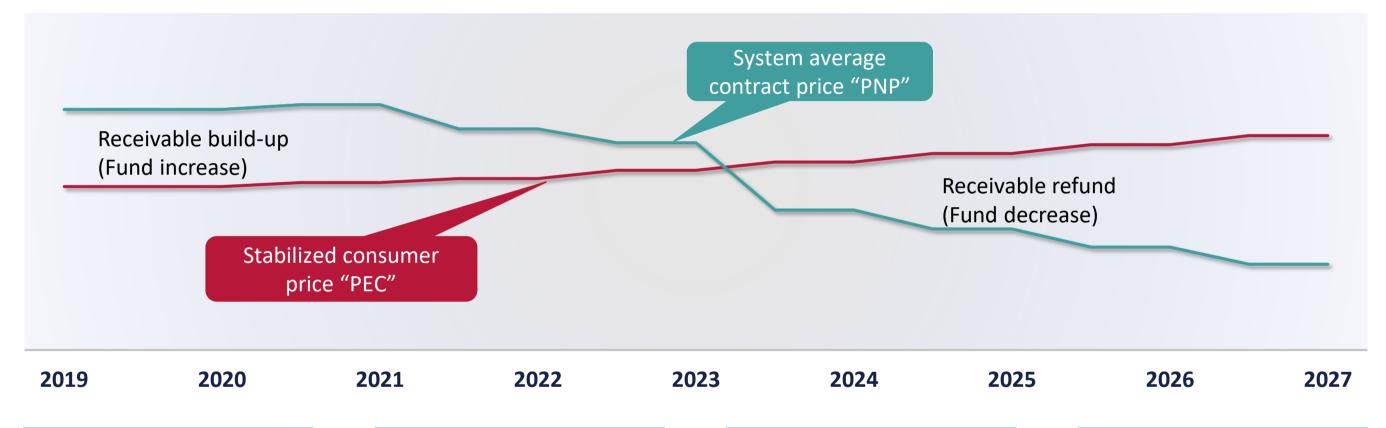
PEC = Fixed price to
consumers in nominal CLP
@ 1H19 levels

PEC = Fixed price to
consumers in CLP adjusted
for inflation

PEC = Adjusted upwards if necessary to avoid breaching US\$1,350 million fund cap

PEC = Adjusted upwards if necessary to permit full fund repayment in USD by YE 2027

**Dec 202** 



#### PNP > PEC

Generation Co's accrue account receivable ("Stabilization fund") from distribution Co's.
Consumers pay at PEC while generators are entitled to charge PNP.

#### **Stabilization fund**

The Fund can grow until the first to occur: July 2023 or fund reaches US\$1,350 million cap.

#### PNP < PEC

The account receivable begins to be refunded.

The fund accrues interest starting 2026.

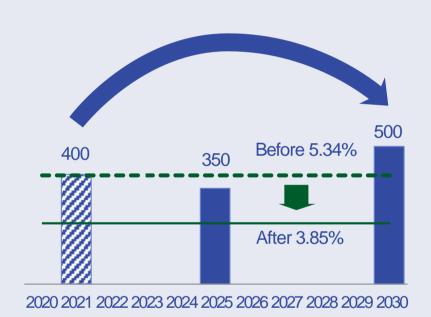
# an-2020 - Liability Managemen

# Financing activity

Securing liquidity and funding for our transformation strategy

## 10-yr, 3.4%, US\$500 million 144A/RegS bond

- Early redemption of US\$400mln notes due Jan-2021



- Average debt maturity extended to 7.7 years
- Average debt coupon rate lowered to 3.85%

# US\$125

#### **US\$125** million financing

- US\$110mln funded by IDBI; 9-yr average life
- US\$15mln 12-yr bullet funded by Clean Technology Fund

IDB Invest

- Innovative structure to finance renewable projects contributing to accelerate coal units decommissioning
- Signed in Dec-20, fully disbursed on 27-Aug-21
- Green certification vigeo iris

# PEC receivables ("AR" Monetization of 2021

## US\$119 million received on US\$167 million of monetized ARs

- True sale to SPV of ARs related to price stabilization fund (Law 21,185 and CNE Res.72)





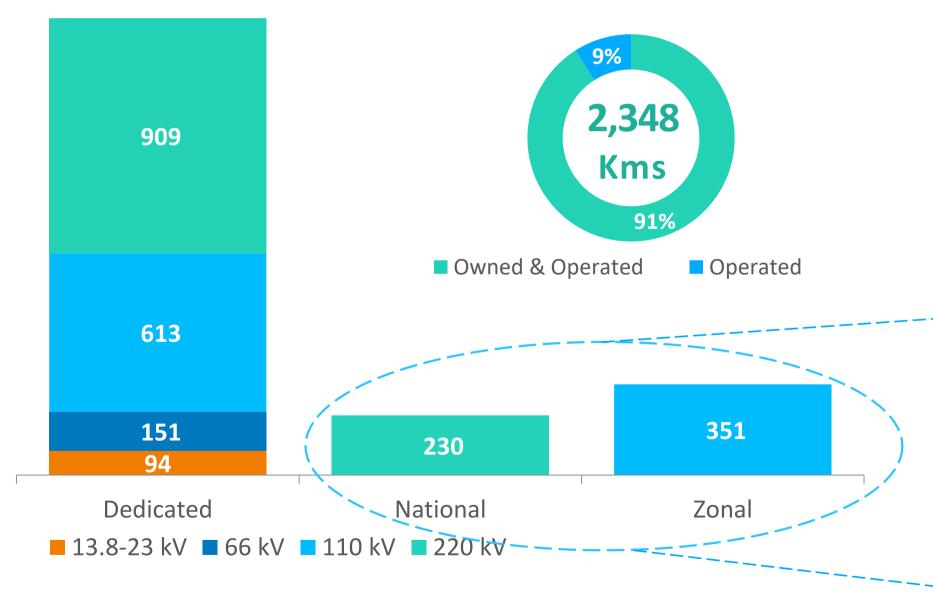
- SPV funded with
  - US\$489mln 144-A/Reg S bond issued Jan-21 to fund 1st two receivable purchases from 4 generation co's.
  - US\$419mln 4a2 delayed draw notes to fund AR purchases from 4 generation co's. until July 2023
- Up to US\$265mln in ARs to be sold by EECL +EMR in total
- 2021: US\$49.6mln financial expense
- Liquidity with no debt increase

# Dec-2020 - IDBI Loan

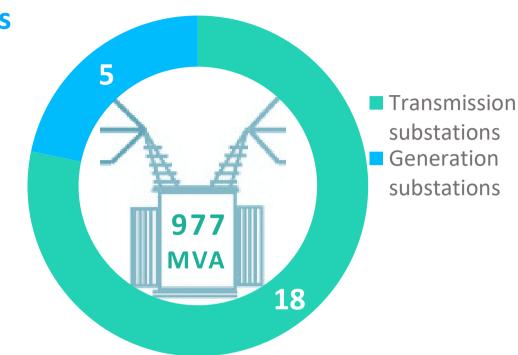
# EECL, a relevant player in transmission

2,348 KMS
24 SUBSTATIONS - 977 MVA
US\$ 19.9 MILLION REGULATED REVENUE P.A.

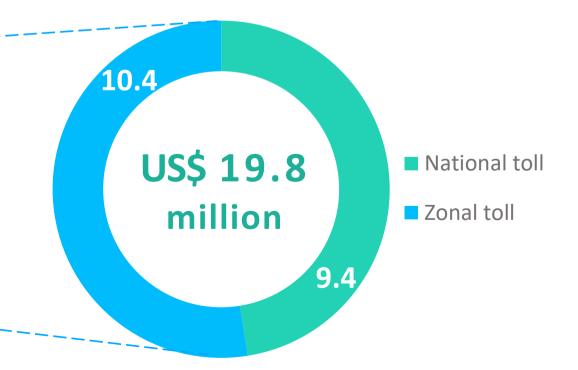
#### **Transmission lines**





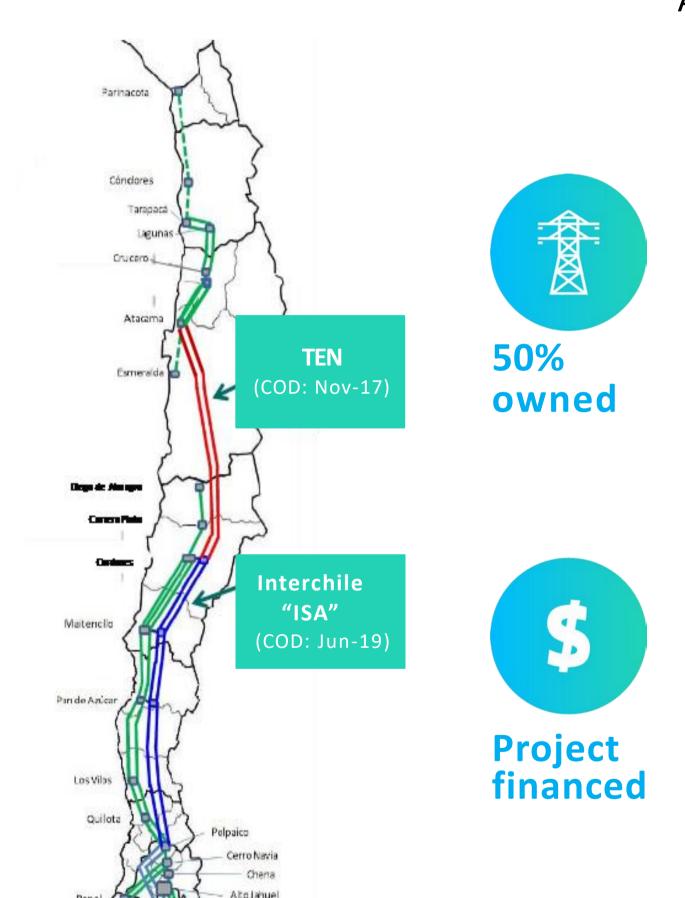


AVI + COMA for National & Zonal systems (in millions of US\$)



# Transmisora Eléctrica del Norte («TEN»)

A new tariff decree for the 2020-23 period pending publication



Double circuit, 500 kV, alternate current (HVAC), 1,500 MW, 600-km long transmission line

National transmission system interconnecting SIC and SING grids since Nov. 24, 2017

Regulated revenues on "national assets" (AVI) + contractual toll with EECL on "dedicated assets"

AVI +Toll ≈ US\$ 84.5 million

New tariff scheme with retroactive effect to 1-Jan-20 to be enacted upon publication of new Tariff Decree

# **TEN** annual revenue per old decree:

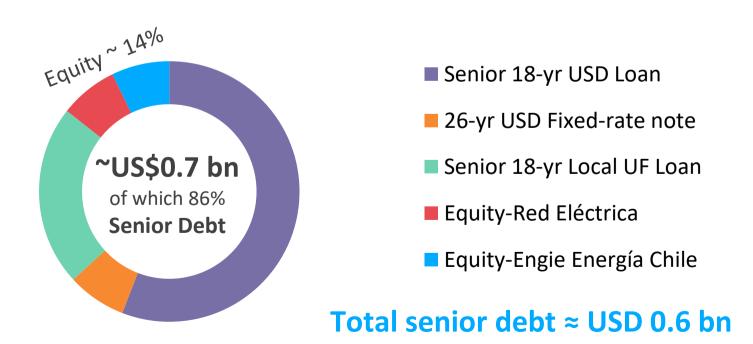
in USD millions

at December 31, 2021 FX rates)

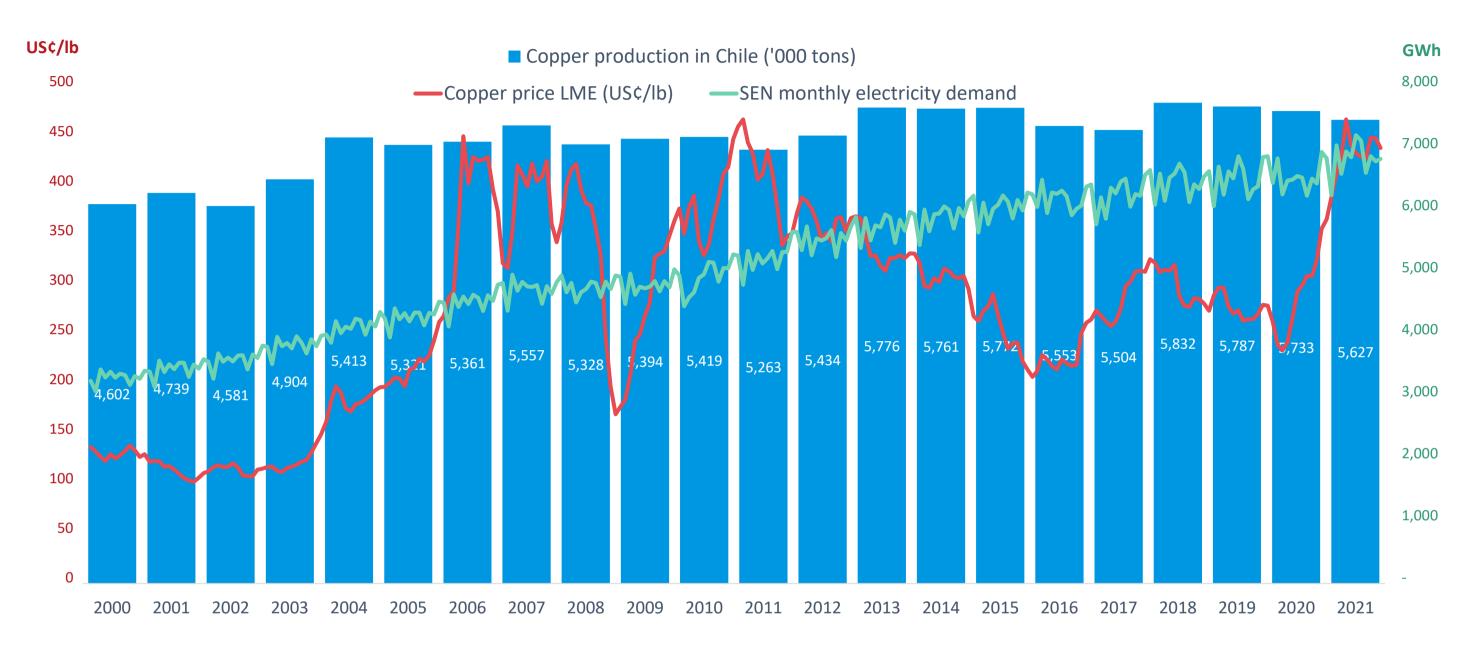
AVI (VI annuity): 77.5 +COMA (O&M cost): 8.2 = VATT 85.7 + Toll (paid by EECL): ~7.0

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

#### **Project Financing as of 31-Dec-21**



# **Copper industry**



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

Scarce water resources => increasing sea water pumping and desalination needs => higher power costs;

New port infrastructure required;

Need to keep cash cost under control;

Need to reduce carbon footprint and social impact







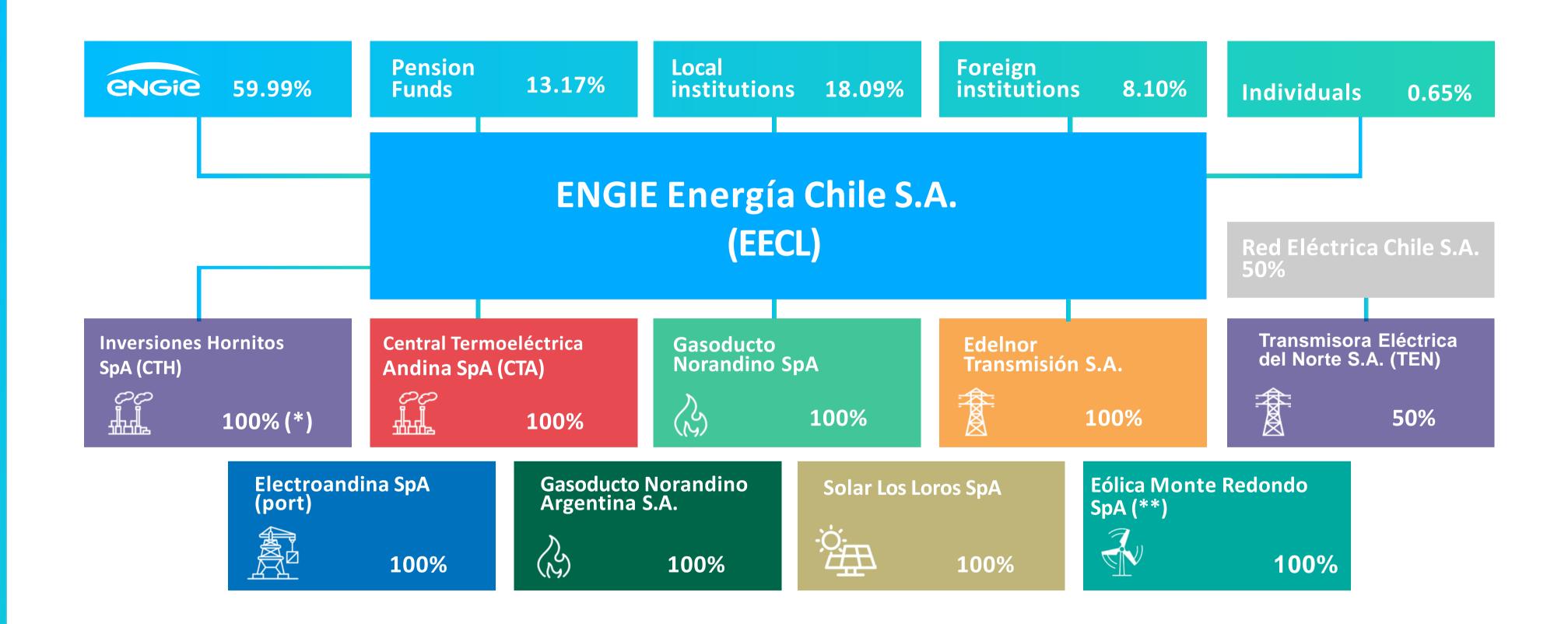
#### Engie is prepared to help our clients:

Power production & transmission; financial strength; group expertise in the water business;

Available port infrastructure;

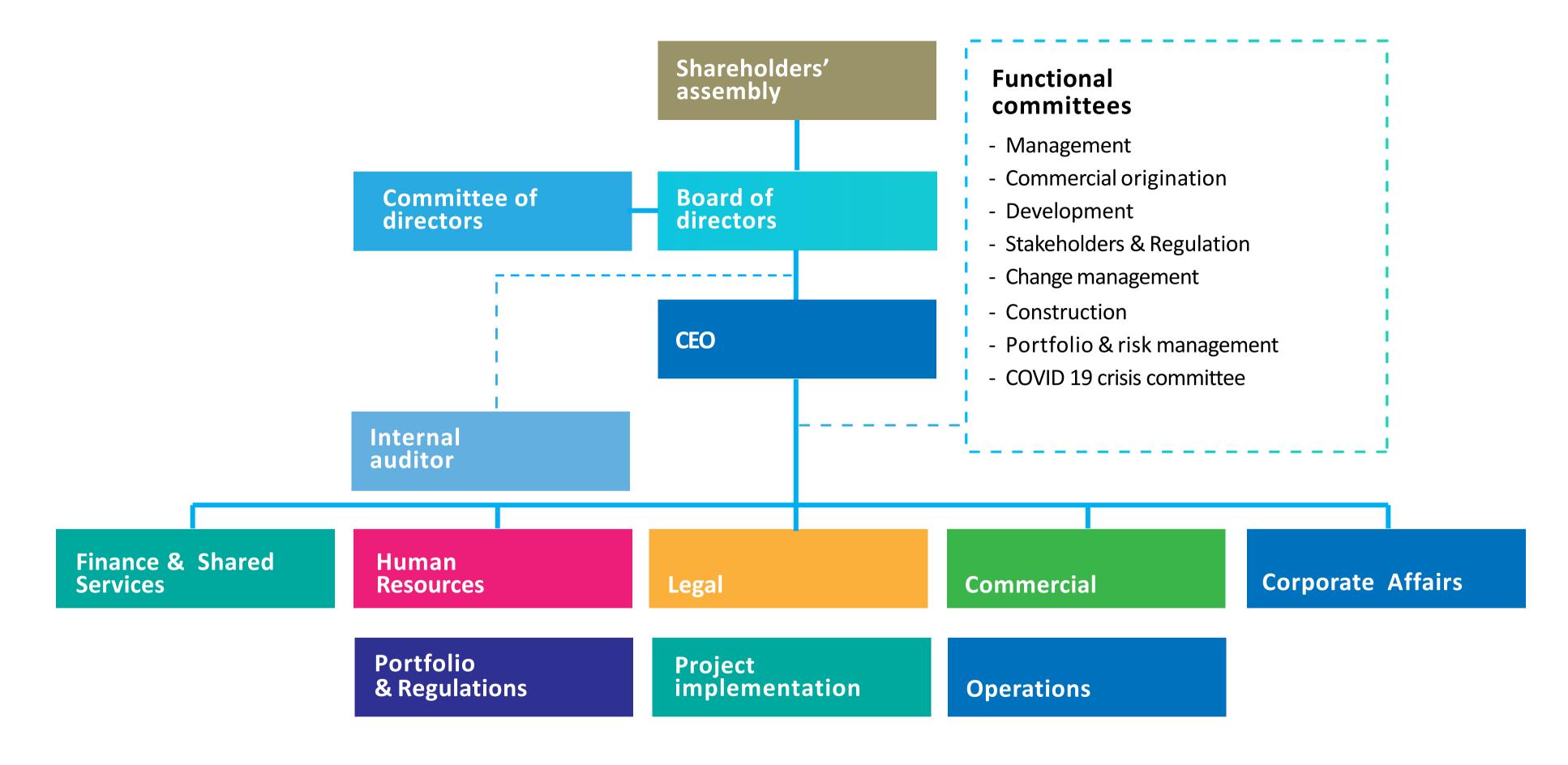
Ready to provide energy efficiency services; Asset rotation program / decarbonization.

# Ownership structure



(\*) EECL bought 40% of Inversiones Hornitos from Minera Centinela at year-end 2021. (\*\*) On July 1, 2020, EECL acquired 100% of Eólica Monte Redondo SpA.

# **EECL** organizational structure



The Board of directors includes three independent members out of a total of 7.

The Committee of directors is formed by the three independent members and oversees all transactions among related parties

# For more information about ENGIE Energía Chile



# 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.

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